



Integrated Video Scorecard

Monthly through December 2014

January 23, 2015



Total FiOS Metrics

Total FiOS Video Metrics		Prior 3 Months			Dec-14				DecYTD				Annual CV		PY					
		Sep-14	Oct-14	Nov-14	Actual	CV	Var.	PY	Var.	Actual	CV	Var.	PY							
Video Revenues (\$M)																				
Video Services		\$327	\$331	\$338				\$345	\$353				\$3,928	\$4,017	(\$89)	\$3,708	\$220	\$4,017	98%	\$3,708
STB / Equipment		154	156	159				161	167				1,813	1,857	(45)	1,581	232	1,857	98%	1,581
Regulatory Fees		26	26	27				25	27				300	301	(0)	264	36	301	100%	264
VOD and PPV		22	15	23				23	27				254	280	(26)	252	2	280	91%	252
Shopping		2	1	1				2	2				16	17	(0)	14	3	17	100%	14
Advertising		17	18	23				26	16				202	183	19	175	28	183	110%	175
Installation		4	4	4				4	3				44	40	4	32	12	40	111%	32
Other		12	12	12				12	13				131	132	(1)	56	75	132	99%	56
Total Video Revenues		\$563	\$564	\$587				\$598	\$608				\$6,689	\$6,826	(\$137)	\$6,081	\$608	\$6,826	98%	\$6,081
Content Costs		\$349	\$359	\$348				\$358	\$371				\$4,131	\$4,220	\$89	\$3,689	(\$442)	\$4,220	98%	\$3,689
Direct Video Margin		38.0%	36.3%	40.7%				40.2%	39.1%				38.2%	38.2%	0.1%	39.3%	-1.1%	38.2%	100%	39.3%
Cost of Acquisition Per GATB		\$879	\$895	\$1,050				\$844	\$867				\$953	\$892	(\$60)	\$907	(\$45)	\$892	107%	\$907
Set-Top-Box Capital (\$M)		\$73	\$69	\$42				\$28	NA				\$478	NA	NA	\$531	\$53	\$271	176%	\$531
Total Video ARPL		\$103.6	\$102.9	\$106.4				\$107.7	\$106.9				\$103.95	\$104.08	(\$0.12)	\$102.1	\$1.9	\$104.1	100%	\$102.1
FIRM RCM		\$156.4	\$155.7	\$159.2				\$160.2	\$157.8				\$156.6	\$156.3	\$0.3	\$151.6	\$5.0	\$156.3	100.2%	\$151.6
Video Volumes (K)																				
Premises Passed		18,514	18,576	18,610				18,633	18,674				18,633	18,674	(41)	17,784	849	18,674	100%	17,784
Premises Open for Sales		15,602	15,677	15,725				15,776	15,668				15,776	15,668	109	15,022	755	15,668	101%	15,022
Gross Sales		163	144	141				144	147				1,763	1,834	(71)	1,770	(7)	1,834	96%	1,770
Net Sales		144	127	125				127	-				1,553	-	1,553	1,454	99	-	NA	1,454
GATB		146	135	118				133	129				1,550	1,615	(65)	1,558	(9)	1,615	96%	1,558
Disconnects		105	98	80				93	90				1,170	1,099	(71)	1,033	(137)	1,099	106%	1,033
NATB		41	36	38				39.9	39.3				380	516	(136)	525	(145)	516	74%	525
Line in Service -EOP		5,462	5,499	5,536				5,576	5,712				5,576	5,712	(136)	5,196	380	5,712	98%	5,196
Churn %		1.88%	1.75%	1.43%				1.64%	1.55%				1.78%	1.64%	0.1%	1.70%	0.1%	1.64%	NA	1.70%
Video Penetration %		35.0%	35.1%	35.2%				35.3%	36.5%				35.3%	36.5%	-1.1%	34.6%	0.8%	36.5%	97%	34.6%

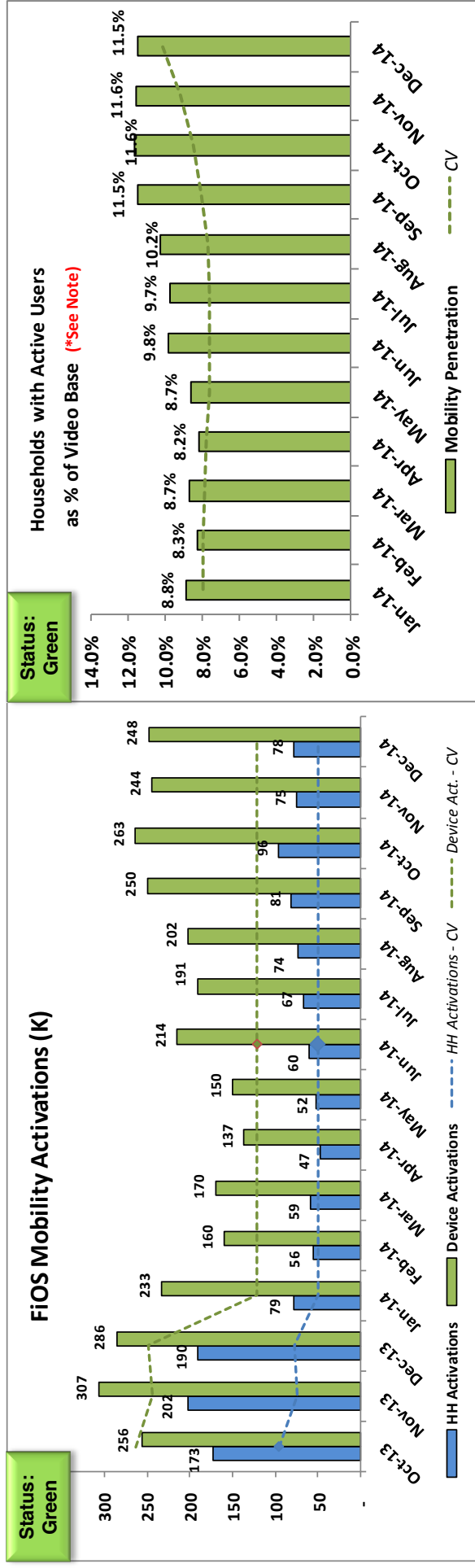


Total FiOS Metrics

Total FiOS Video Metrics	Prior 3 Months			Dec-14						Dec YTD						Annual CV		
	Sep-14	Oct-14	Nov-14	Actual	CV	Var.	PY	Var.		Actual	CV	Var.	PY	Var.		2014	% Attain	PY
FiOS Base Mix (%)																		
Voice Only	5.4%	5.3%	5.1%	5.3%	NA	NA	5.3%	0.0%		5.3%	NA	NA	5.3%	0.0%		NA	NA	5.3%
Data Only	6.4%	6.5%	6.5%	6.5%	NA	NA	5.3%	1.2%		6.5%	NA	NA	5.3%	1.2%		NA	NA	5.3%
Video Only	0.5%	0.5%	0.5%	0.5%	NA	NA	0.5%	-0.1%		0.5%	NA	NA	0.5%	-0.1%		NA	NA	0.5%
Voice + Data	9.1%	9.1%	9.1%	9.0%	NA	NA	9.4%	-0.3%		9.0%	NA	NA	9.4%	-0.3%		NA	NA	9.4%
Voice + Video	1.7%	1.7%	1.7%	1.6%	NA	NA	1.9%	-0.3%		1.6%	NA	NA	1.9%	-0.3%		NA	NA	1.9%
Video + Data	12.4%	12.7%	12.8%	12.9%	NA	NA	11.6%	1.3%		12.9%	NA	NA	11.6%	1.3%		NA	NA	11.6%
Triple Play	64.4%	64.2%	64.3%	64.1%	NA	NA	66.0%	-1.9%		64.1%	NA	NA	66.0%	-1.9%		NA	NA	66.0%
% of Base with Video	79.0%	79.1%	79.3%	79.1%	NA	NA	80.0%	-0.9%		79.1%	NA	NA	80.0%	-0.9%		NA	NA	80.0%
STB Metrics																		
Total STB per Gross Add	3.7	3.7	3.2	4.0	NA	NA	3.3	NA		3.4	NA	NA	3.2	NA		NA	NA	3
Self-Install %	44%	45%	46%	51%	NA	NA	34%	NA		39%	NA	NA	33%	NA		NA	NA	0
Reuse %	45%	55%	55%	57%	NA	NA	49%	NA		41%	NA	NA	60%	NA		NA	NA	1
STB Installed Mix (K)																		
Digital Adapter	26	25	18	25	NA	NA	39	NA		339	NA	NA	477	NA		NA	NA	477
Standard	19	19	15	19	NA	NA	26	NA		235	NA	NA	655	NA		NA	NA	655
High Definition	209	195	153	227	NA	NA	234	NA		2,439	NA	NA	2,622	NA		NA	NA	2,622
HD DVR	66	65	51	69	NA	NA	100	NA		867	NA	NA	1,325	NA		NA	NA	1,325
IP Client	148	133	101	138	NA	NA	0	NA		954	NA	NA	0	NA		NA	NA	0
IP Media Server	76	67	50	66	NA	NA	0	NA		508	NA	NA	0	NA		NA	NA	0
Total	543	504	388	544	NA	NA	399	NA		5,341	NA	NA	5,080	NA		NA	NA	5,080
ONT (Optical Network Terminal (K))																		
% BPON Active ONT	51%	50%	50%	49%	NA	NA	NA	NA		49%	NA	NA	NA	NA		NA	NA	NA
% GPON Active ONT	49%	50%	50%	51%	NA	NA	NA	NA		51%	NA	NA	NA	NA		NA	NA	NA
Total Active ONT	6,893	6,940	6,985	7,033	7,166	(133)	6,476	557		7,033	7,166	(133)	6,476	557		7,166	98%	6,476
% BPON Inactive ONT	57%	57%	56%	56%	NA	NA	NA	NA		56%	NA	NA	NA	NA		NA	NA	NA
% GPON Inactive ONT	43%	43%	44%	44%	NA	NA	NA	NA		44%	NA	NA	NA	NA		NA	NA	NA
Total Inactive ONT	2,163	2,186	2,202	2,222	2,249	(26)	1,936	286		2,222	2,249	(26)	1,936	286		2,249	99%	1,936



FiOS Mobility Results – December 2014



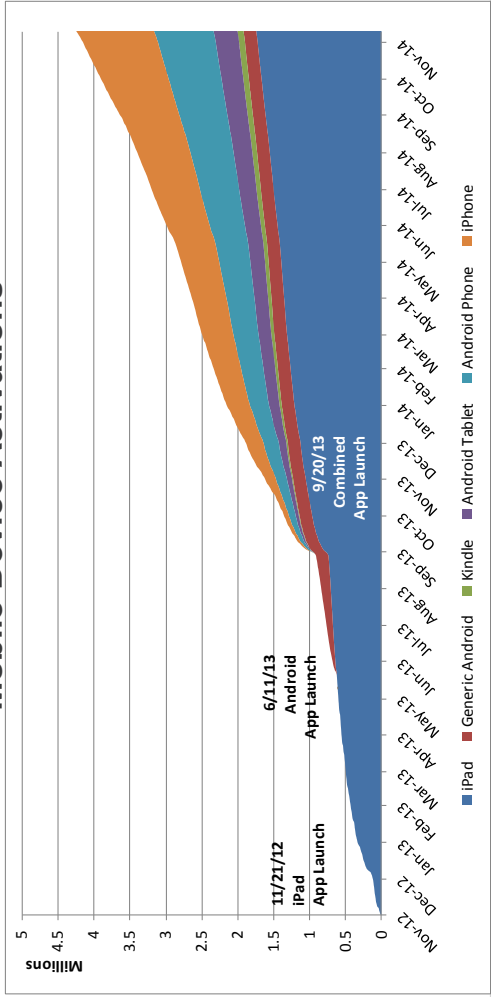
Dec-14	Actuals	CV	% CV	YTD Actuals	YTD-CV	% YTD CV	EOY CV	% EOY CV
Households with Active Users as % of Video Base	11.5%	10.1%	113%	11.5%	10.1%	113%	10.1%	113%
Activations (HH)	78,000	50,667	154%	825,200	608,000	136%	608,000	136%
Activations (Device)	248,000	121,250	205%	2,461,900	1,455,000	169%	1,455,000	169%

- Activations counts the number of time the App has been activated on unique devices or Unique Households.
- Households with Active Users as % of Video Base = A unique Household that has launched FiOS Mobility during the month as a percent of the Video Base, excluding the launch to activate the app.



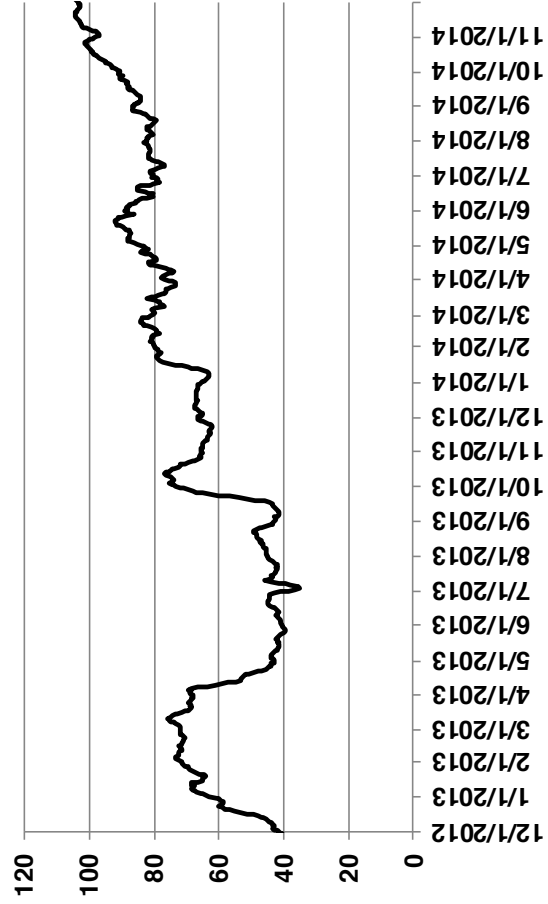
FiOS Mobility Program Results

Mobile Device Activations

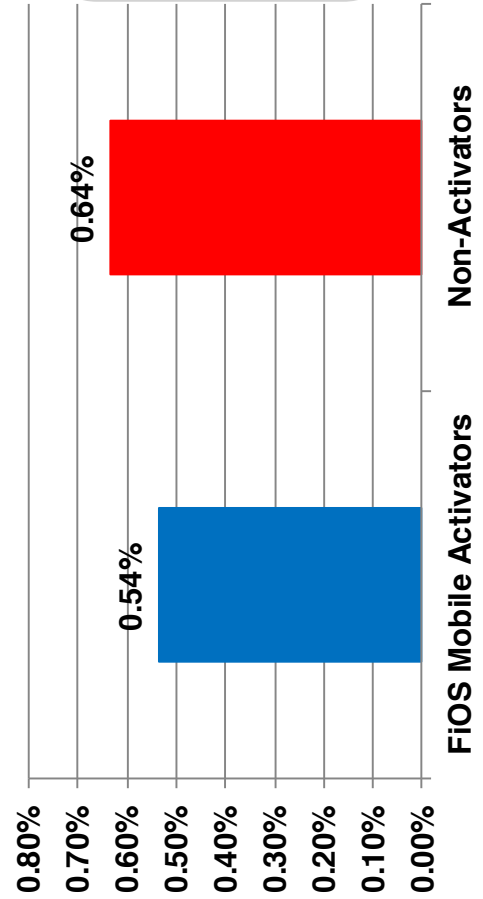


3.72M Total Activations to Date 5.48K Activations Daily

Daily Household Viewing Duration



Controllable Churn - Project to Date



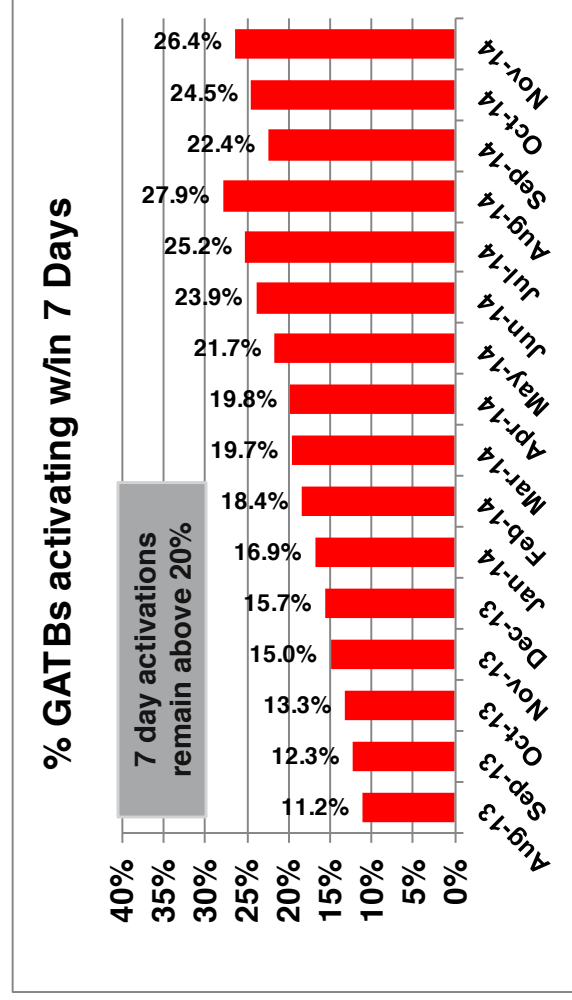
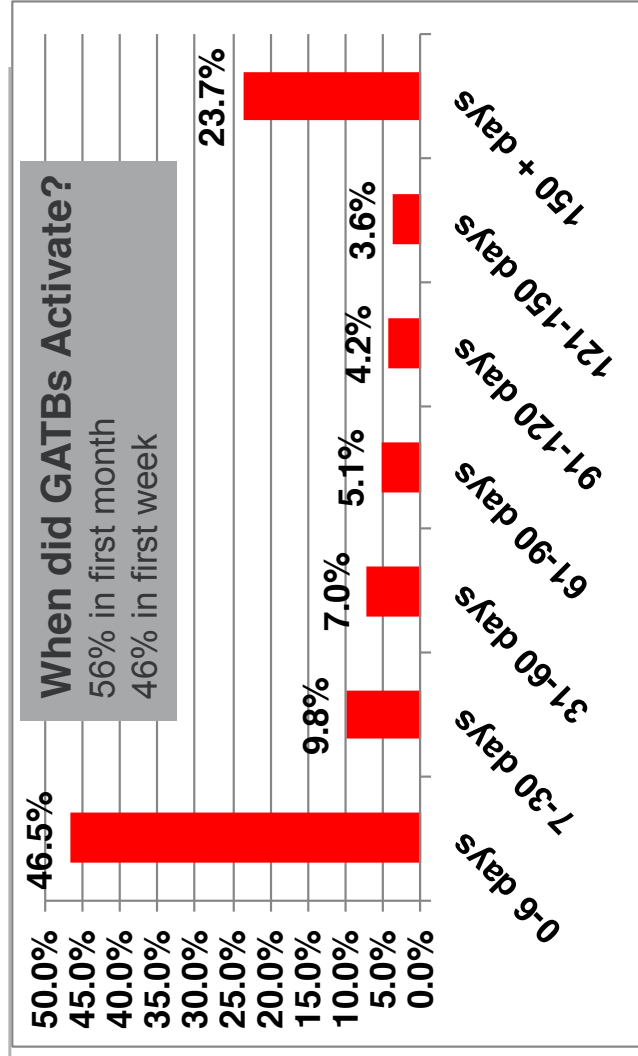
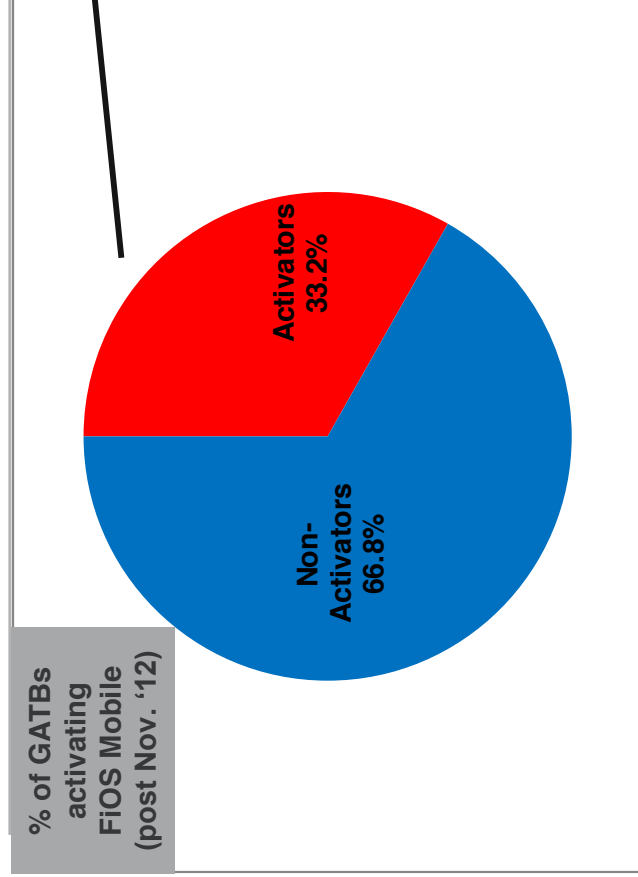
Churn For FiOS Mobile Activators is overall 10 BP lower than that of Non-Activators. This is a 15% reduction in churn.

Daily household viewing duration has climbed to over 100 minutes per day.

Device activation rates continue to exceed the historical average.

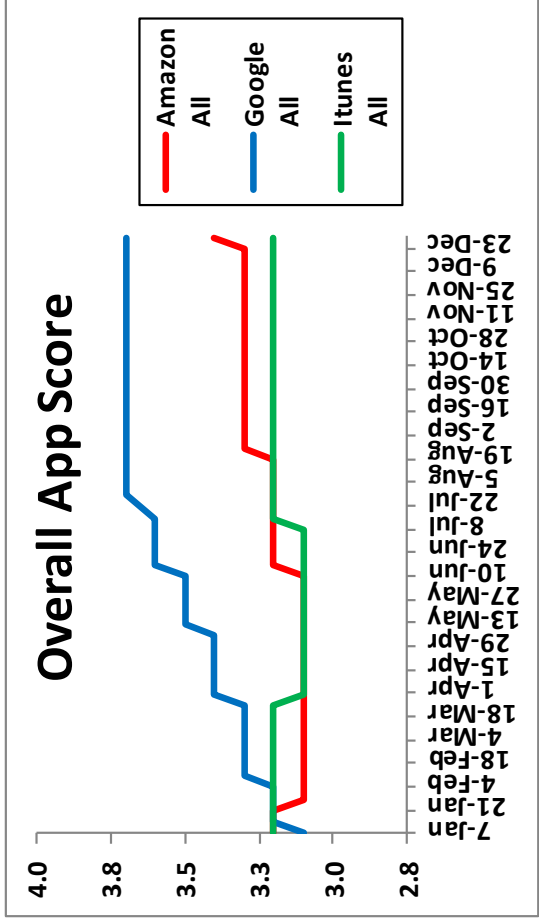
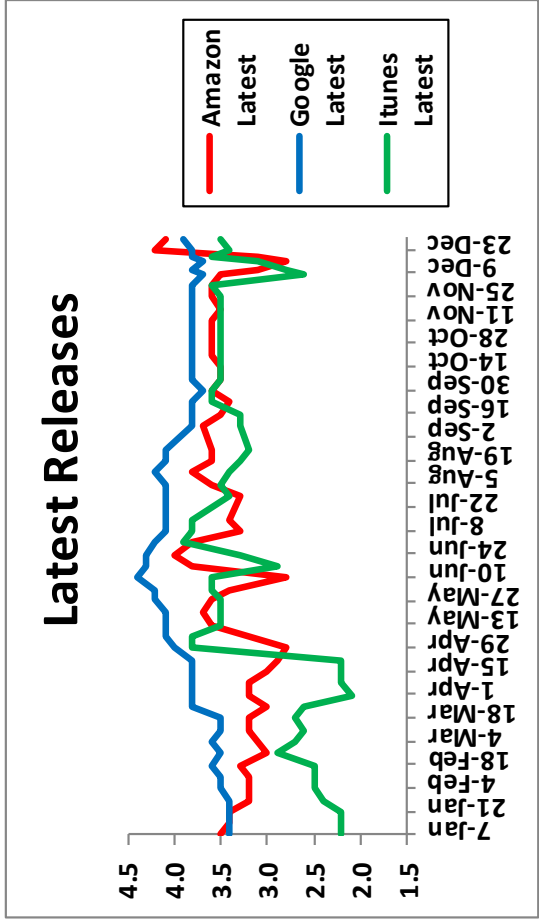


New GATB Activation Rates





Mobility App Store Ratings – Through Dec. 29th



Weighted Avg. App Store Ratings	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
Actual - Latest Version	3.0	3.5	3.5	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0
CV	NA	NA	NA	NA	NA	3.0	3.0	3.0	3.0	3.5	3.5	3.5

- Weighted Avg. App Store Rating – This is a weighted aggregate average of the customer Ratings, for the latest version of the FIOS Mobile application, as published on the 3 storefronts (iTunes, Google Play, and Amazon Kindle). The reporting logic weights the ratings by the number of customer reviews on each Store, and rounds to the nearest 0.5 to align with how CV was built.

12 29th (Sample Calculation)

	Ratings	Average	Weight
Amazon	25	4.1	103
Google	378	3.9	1,474
Apple	262	3.5	910
	665		
		Result	Round Nearest 0.5
		3.74	4.0



IMG TV Upgrades

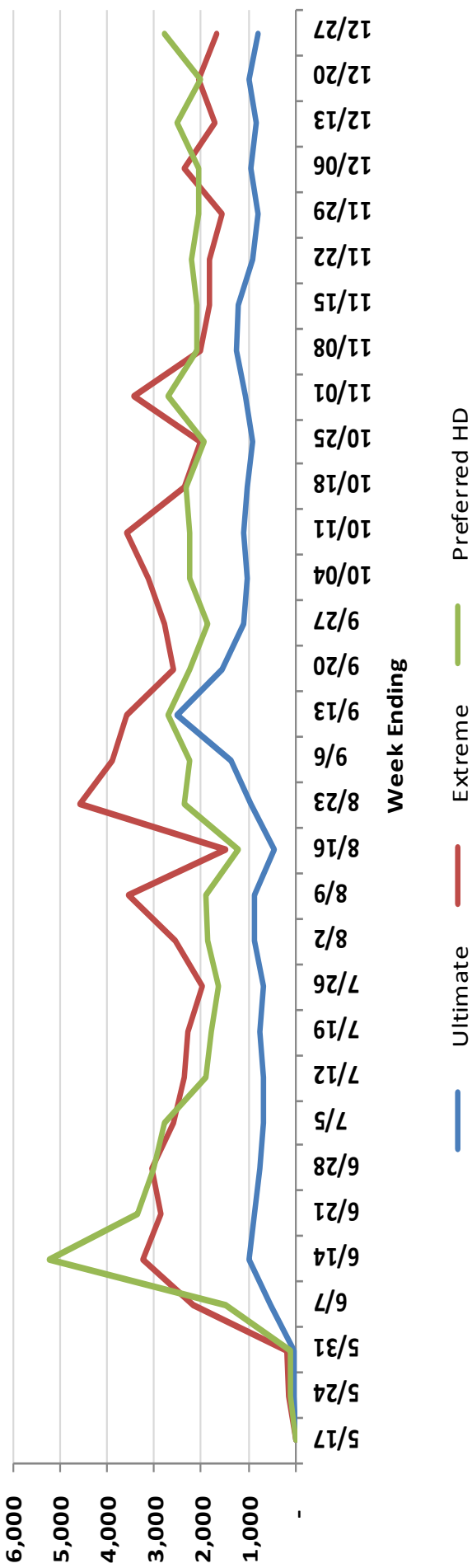
IMG Metrics	Prior 3 Months			Dec-14	Dec YTD
	Sep-14	Oct-14	Nov-14	Actual	Actual
IMG TV Bundle Upgrades					
Ultimate	6,727	4,413	4,592	3,758	29,700
Extreme	12,913	13,151	8,001	8,508	80,402
Preferred HD	9,567	10,107	9,219	10,371	71,087
Select HD	64	148	117	128	590
Total	29,271	27,819	21,929	22,765	181,786
Self-Service TV Bundle Upgrades					
Ultimate	9,415	5,984	7,191	7,462	50,533
Extreme	16,174	15,360	9,654	9,887	109,492
Preferred HD	11,297	11,793	14,596	19,382	97,361
Select HD	146	293	255	269	2,058
Total	37,055	33,469	31,731	37,041	269,579
Total TV Bundle Upgrades					
Ultimate	22,895	17,095	19,054	26,316	170,873
Extreme	31,539	28,798	18,295	18,538	265,579
Preferred HD	18,939	19,728	29,792	47,632	188,478
Select HD	616	977	990	1,192	8,936
Total	74,199	66,838	68,311	93,887	687,457
IMG as % of Self-Service Upgrades	79%	83%	69%	61%	67%
IMG as % of Total Upgrades	39%	42%	32%	24%	26%
IMG Upgrades to QTV Premium					
As % of all Channels (Premium)	536	374	152	116	5,218
IMG Upgrades to QTV Enhanced	10.6%	9.6%	4.6%	3.1%	12.3%
As % of all Channels (Enhanced)	1,595	1,338	475	370	11,505
Total QTV Upgrades Via IMG	5.6%	5.3%	1.8%	1.0%	5.0%
As % of all Channels	2,131	1,712	627	486	16,723
	6.4%	5.9%	2.1%	1.1%	6.1%

The ability to upgrade via IMG launched in late May of 2014



IMG TV Package Upgrades – Through Dec.

Package Upgrades through IMG



Self-Service Channels include IMG, .COM, All Channels include Self-Service and Call Centers.

IMG TV Bundle Upgrades		Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14
Ultimate		3,276	3,185	3,675	6,727	4,413	4,592	3,758
Extreme		12,182	10,156	15,163	12,913	13,151	8,001	8,508
Preferred HD		13,835	8,623	9,161	9,567	10,107	9,219	10,371
Total		29,295	22,027	28,072	29,271	27,819	21,929	22,765
Total Self Service TV Upgrades		36,027	27,694	36,772	37,055	33,469	31,731	37,041
% IMG		81%	80%	76%	79%	83%	69%	61%
Total TV Bundle Upgrades		66,881	56,625	72,747	74,199	66,838	68,311	93,887
% IMG		44%	39%	39%	39%	42%	32%	24%



VOD/PPV – Total

VOD/PPV Metrics		Prior 3 Months			Dec-14				Dec YTD				Annual CV		PY		
		Sep-14	Oct-14	Nov-14	Actual	CV	Var.	PY	Var.	Actual	CV	Var.	PY	Var.		2014	%
Revenues (\$K)																	
Flex View Purchase (EST)	4,393	3,453	5,398		5,225	5,153	71	3,977	1,248		49,691	980	38,316	12,356	49,691	102%	38,316
	699	586	561		719	797	(79)	385	333		7,165	6,317	849	2,970	6,317	113%	2,970
VOD Purchase	\$5,092	\$4,039	\$5,959		\$5,943	\$5,951	(\$7)	\$4,362	\$1,581		\$57,837	\$56,008	\$1,829	\$41,286	\$56,008	103%	\$41,286
STB Rent (Single Screen Adult)	1,614	1,577	1,552		1,654	2,074	(421)	1,959	(305)		20,784	23,585	(2,801)	21,416	23,585	88%	21,416
STB Rent (SS Non-Adult)	326	135	194		636	353	283	591	45		3,932	5,302	(1,370)	9,111	5,302	74%	9,111
SS Rent	1,940	1,711	1,746		2,289	2,427	(138)	2,550	(261)		24,716	28,887	(4,171)	30,527	28,887	86%	30,527
Flex View Rent	8,705	8,612	12,713		12,655	15,659	(3,004)	14,186	(1,531)		134,105	149,544	(15,439)	135,694	149,544	90%	135,694
VOD Rent	10,645	10,323	14,459		14,944	18,087	(3,142)	16,736	(1,792)		158,820	178,430	(19,610)	166,222	178,430	89%	166,222
Total Video On Demand	15,737	14,362	20,419		20,888	24,037	(3,149)	21,098	(210)		216,658	234,438	(17,781)	207,508	234,438	92%	207,508
Pay Per View	5,826	240	2,415		1,079	1,912	(833)	2,264	(1,184)		29,911	36,824	(6,913)	36,109	36,824	81%	36,109
Subscription VOD	626	609	608		612	755	(143)	730	(118)		7,719	8,641	(922)	8,253	8,641	89%	8,253
Total VOD/PPV Revenues (\$K)	\$22,189	\$15,212	\$23,441		\$22,579	\$26,703	(\$4,125)	\$24,091	(\$1,512)		\$254,287	\$279,903	(\$25,616)	\$251,870	\$279,903	91%	\$251,870
Actives (K)																	
Flex View Purchase (EST)	177	155	217		218	224	(6)	180	38		2,134	2,223	(88)	1,738	2,223	96%	1,738
TV (EST)	54	56	54		62	59	3	40	23		593	488	105	320	488	121%	320
STB Rent (Single Screen Adult)	43	40	42		41	53	(11)	49	(7)		535	628	(92)	577	628	85%	577
STB Rent (SS Non-Adult)	33	32	30		86	55	31	85	0		565	802	(237)	1,244	802	70%	1,244
SS Rent	75	71	72		127	108	19	134	(7)		1,101	1,429	(329)	1,822	1,429	77%	1,822
Flex View Rent	965	965	1,280		1,309	1,418	(109)	1,276	33		13,541	14,754	(1,212)	13,312	14,754	92%	13,312
Total Video On Demand	1,079	1,069	1,422		1,452	1,533	(81)	1,368	84		14,833	16,209	(1,376)	14,438	16,209	92%	14,438
VOD Actives as % of Video Base	19.8%	19.5%	25.8%		26.1%	26.9%	-0.8%	26.4%	-0.3%		23.1%	24.7%	-1.7%	24.2%	24.7%	93%	24%
Pay Per View	75	13	38		21	29	(8)	42	(21)		479	590	(111)	585	590	81%	585
Subscription VOD	85	-	-		NA	96	NA	94	NA		791	1,104	(313)	1,109	1,104	72%	1,109
Total VOD/PPV Actives (K)	1,128	1,077	1,422		1,465	1,562	(98)	1,391	74		15,108	16,798	(1,690)	14,788	16,798	90%	14,788
Transactions (K)																	
Flex View Purchase (EST)	263	233	337		323	350	(27)	276	47		3,218	3,375	(157)	2,600	3,375	95%	2,600
TV (EST)	137	132	143		166	359	(194)	163	2		1,840	2,848	(1,007)	1,265	2,848	65%	1,265
VOD Purchase	400	365	480		489	709	(221)	439	50		5,058	6,222	(1,164)	3,865	6,222	81%	3,865
STB Rent (Single Screen Adult)	104	99	99		95	141	(46)	128	(32)		1,329	1,608	(279)	1,453	1,608	83%	1,453
STB Rent (SS Non-Adult)	38	37	35		95	59	36	101	(7)		647	878	(231)	1,519	878	74%	1,519
SS Rent	143	136	134		190	200	(10)	229	(39)		1,976	2,486	(510)	2,972	2,486	79%	2,972
Flex View Rent	1,717	1,805	2,602		2,495	3,181	(686)	2,910	(414)		26,847	30,383	(3,535)	27,785	30,383	88%	27,785
VOD Rent	1,860	1,941	2,736		2,685	3,381	(696)	3,139	(454)		28,823	32,869	(4,045)	30,757	32,869	88%	30,757
Total Video On Demand	2,260	2,307	3,216		3,174	4,091	(917)	3,578	(404)		33,882	39,091	(5,209)	34,622	39,091	87%	34,622
Pay Per View	84	16	43		25	35	(10)	47	(22)		505	708	(203)	685	708	71%	685
Subscription VOD	-	-	-		-	-	-	-	-		-	-	-	-	-	-	-
Total VOD/PPV Transactions (K)	2344	2,323	3,259		3,199	4,126	(927)	3,625	(426)		34,386	39,799	(5,413)	35,307	39,799	86%	35,307



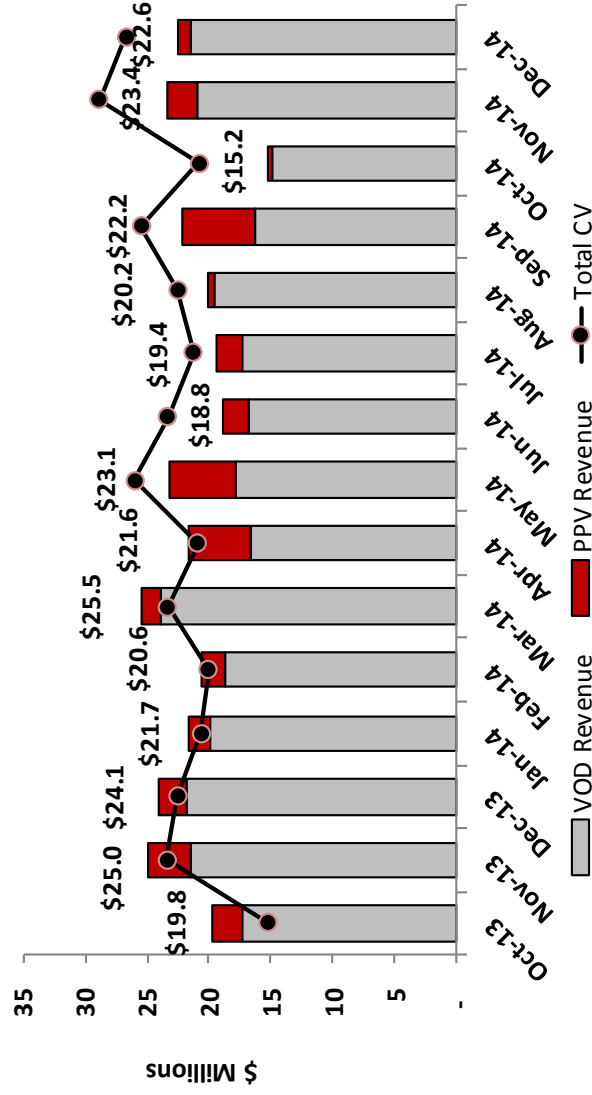
VOD/PPV – Total

VOD/PPV Metrics		Prior 3 Months				Dec-14				Dec YTD				Annual CV		PY 2013	
		Sep-14		Oct-14		Nov-14	Actual	CV	Var.		PY	Var.	Actual	CV	Var.		
Revenue/Transaction																	
Flex View Purchase (EST)		16.7	14.8	16.0	16.2	14.7	1.4	14.4	1.8	15.7	14.7	1.0	14.7	1.0	14.7	107%	14.7
TV (EST)		5.1	4.4	3.9	4.3	2.2	2.1	2.4	2.0	3.9	2.2	1.7	2.3	1.5	2.2	176%	2.3
VOD Purchase		\$12.7	\$11.1	\$12.4	\$12.2	\$8.4	\$3.8	\$9.9	\$2.2	\$11.4	\$9.0	\$2.4	\$10.7	\$0.8	\$9.0	127%	\$10.7
STB Rent (Single Screen Adult)		15.5	15.9	15.7	17.3	14.7	2.7	15.3	2.0	15.6	14.7	1.0	14.7	0.9	14.7	107%	14.7
STB Rent (SS Non-Adult)		8.5	3.6	5.5	6.7	6.0	0.7	5.8	0.9	6.1	6.0	0.0	6.0	0.1	6.0	101%	6.0
SS Rent		13.6	12.6	13.0	12.1	12.1	(0.1)	11.1	0.9	12.5	11.6	0.9	10.3	2.2	11.6	108%	10.3
Flex View Rent		5.1	4.8	4.9	5.1	4.9	0.2	4.9	0.2	5.0	4.9	0.1	4.9	0.1	4.9	101%	4.9
VOD Rent		5.7	5.3	5.3	5.6	5.3	0.2	5.3	0.2	5.5	5.4	0.1	5.4	0.1	5.4	102%	5.4
Total Video On Demand		7.0	6.2	6.3	6.6	5.9	0.7	5.9	0.7	6.39	6.0	0.4	6.0	0.4	6.0	107%	6.0
Pay Per View		69.3	14.8	55.5	43.0	54.8	(11.8)	47.9	(4.9)	59.3	52.0	7.2	52.7	6.5	52.0	114%	52.7
Subscription VOD		7.5	7.5	7.4	7.4	7.8	(0.4)	7.9	(0.5)	7.5	7.8	(0.4)	7.3	0.2	7.8	95%	7.4
Total VOD/PPV Revenues/Trans.		\$ 9.5	\$ 6.5	\$ 7.2	\$ 7.1	\$6.5	0.6	6.6	0.4	\$ 7.4	\$ 7.0	\$ 0.4	\$ 7.1	\$ 0.3	\$ 7.0	105%	\$ 7.1
Transaction/Active																	
Flex View Purchase (EST)		1.5	1.5	1.5	1.48	1.6	(0.1)	1.5	(0.0)	1.51	1.52	(0.0)	1.5	0.0	1.5	99%	1.5
TV (EST)		2.5	2.4	2.7	2.65	6.1	(3.4)	4.1	(1.4)	3.11	5.84	(2.7)	4.0	(0.8)	5.8	53%	4.0
STB Rent (Single Screen Adult)		2.4	2.5	2.3	2.30	2.7	(0.4)	2.6	(0.3)	2.48	2.56	(0.1)	2.5	(0.0)	2.6	97%	2.5
STB Rent (SS Non-Adult)		1.2	1.2	1.2	1.11	1.1	0.0	1.2	(0.1)	1.14	1.10	0.0	1.2	(0.1)	1.1	104%	1.2
Flex View Rent		1.8	1.9	2.0	1.91	2.2	(0.3)	2.3	(0.4)	1.98	2.06	(0.1)	2.1	(0.1)	2.1	96%	2.1
Total Video On Demand		2.1	2.2	2.3	2.19	2.67	(0.5)	2.6	(0.4)	2.28	2.41	(0.1)	2.4	(0.1)	2.4	95%	2.4
Pay Per View		1.1	1.3	1.1	1.17	1.2	(0.0)	1.1	0.1	1.05	1.20	(0.1)	1.2	(0.1)	1.2	88%	1.2
Subscription VOD		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Total VOD/PPV Trans/User		2.1	2.2	2.3	2.18	2.64	(0.5)	2.6	(0.4)	2.28	2.37	(0.1)	2.4	(0.1)	2.4	96%	2.4



VOD and PPV Results – December 2014

VOD & PPV 2014 Revenue Trend (millions)



VOD Monthly Results - December				
Revenue Driver (\$M)	Actual	CV	+/-	
Flex View Rental	\$12.7	\$15.7	(\$3.0)	
Flex View Purchase	5.2	5.2	0.1	
STB Rental (incl. Adult)	2.3	2.4	(0.1)	
Pay Per View	1.1	1.9	(0.8)	
Subscription VOD	0.6	0.8	(0.1)	
TV Purchase	0.7	0.8	(0.1)	
Total	\$22.6	\$26.7	(\$4.1)	
Combined VOD/PPV Objectives (YTD)				
Penetration	23.8%	25.6%	-1.9%	
Rev/Trans	\$7.35	\$7.03	\$	0.32
#Trans/User/Month	2.26	2.37	(0.11)	

*As of Dec 31st, the VOD/PPV product line finished behind CV by 9.2% (YTD)



VMS Metrics

VMS Metrics	Prior 3 Months			Dec-14			Dec YTD			Annual CV	
	Sep-14	Oct-14	Nov-14	Actual	CV	Var.	Actual	CV	Var.	2014	% Attain
VMS Revenues (\$K)											
Upgrade Fee Revenue	\$1,364	\$1,447	\$1,140	\$1,301	\$913	\$388	\$6,834	\$8,647	(\$1,813)	\$8,647	79%
Enhanced VMS Feature Revenue	1,435	1,807	2,144	2,362	3,425	(1,063)	9,860	14,781	(4,920)	14,781	67%
Premium VMS Feature Revenue	526	642	736	783	1,024	(241)	3,510	4,417	(907)	4,417	79%
Total VMS Revenue	\$3,325	\$3,895	\$4,020	\$4,446	\$5,361	(\$915)	\$20,204	\$27,845	(\$7,641)	\$27,845	73%
VMS Gross Adds											
Premium	1,155	1,120	1,091	1,092	2,780	(1,688)	8,305	20,671	(12,366)	20,671	40%
Enhanced	21,915	21,166	17,937	17,507	25,022	(7,515)	145,687	186,039	(40,352)	186,039	78%
Quantum TV	23,070	22,286	19,028	18,599	27,802	(9,203)	153,992	206,710	(52,718)	206,710	74%
VMS Equipment (Non-QTV)	298	508	504	477	-	477	53,916	-	53,916	-	NA
Total VMS Equipment GATB	23,368	22,794	19,532	19,076	456	18,620	207,908	206,710	1,198	206,710	NA
% Premium of QTV	5%	5%	6%	6%	10%	-4%	5%	10%	-5%	10%	54%
% Enhanced of QTV	95%	95%	94%	94%	90%	-4%	95%	90%	-5%	90%	105%
QTV as % of Video GATB	16%	16.6%	16.1%	14.0%	22%	-8%	10%	13%	-3%	13%	78%
VMS Upgrades											
Premium	5,374	4,217	2,973	3,009	4,553	(1,544)	37,566	27,561	10,005	27,561	136%
Enhanced	28,308	26,191	21,873	28,036	40,977	(12,941)	188,581	248,050	(59,469)	248,050	76%
Total Upgrades	33,682	30,408	24,846	31,045	45,530	(14,485)	226,147	275,611	(49,464)	275,611	82%
% Premium of QTV	16%	14%	12%	10%	10%	0%	17%	10%	7%	10%	166%
% Enhanced of QTV	84%	86%	88%	90%	90%	0%	83%	90%	7%	90%	93%
VMS Billable Lines											
Premium	31,767	37,252	41,387	45,307	45,002	305	45,307	45,002	305	45,002	101%
Enhanced	192,946	238,781	275,723	316,596	405,021	(88,425)	316,596	405,021	(88,425)	405,021	78%
Quantum TV	224,713	276,033	317,110	361,903	450,023	(88,120)	361,903	450,023	(88,120)	450,023	80%
VMS Equipment (Non-QTV)	51,084	52,331	49,013	45,747	-	NA	45,747	-	NA	-	NA
Total VMS Equipment Billed Lines	275,797	328,364	366,123	407,650	450,023	NA	407,650	450,023	NA	450,023	NA
% Premium of QTV	14%	13%	13%	13%	10%	3%	13%	10%	3%	10%	125%
% Enhanced of QTV	86%	87%	87%	87%	90%	3%	87%	90%	3%	90%	97%
QTV as % of Video US	3.6%	4.6%	5.4%	6.1%	7.3%	-1.2%	6.1%	7.3%	-1.2%	7.3%	83%

- YTD VMS equipment installs in 54K Non-QTV HH.
- These Non-QTV installs mostly ceased since Aug. due to inventory constraints
- YTD GATB Targets for QTV miss target by 53K, but beat target by 1K if Non-QTV installs included
- Migrations behind target YTD by 49K
- Upgrade Take Rate % on Premium nearly double CV, but misses by 50% on GATB.

Full Year Revenue CV target of \$27M, not aligned with volume targets of 207K GATB, 276 Upgrades



Backup



Consumer FiOS TV – December 2014

Video Team Key Financials

December 2014						2014 EOY CV
Actual	CV	B/(W)	Price	Volume	% Attain	
Consumer Video Revenues (\$K)						
Video Services	\$ 345,446	\$ 353,344	\$ (7,898)	\$ 571	\$ (8,469)	98%
STB / Equipment	161,496	167,364	(5,869)	(1,857)	(4,011)	96%
VOD & Flexview	21,500	24,792	(3,292)	(2,698)	(594)	87%
Pay Per View	1,079	1,912	(833)	(787)	(46)	56%
VOD and PPV	22,579	26,703	(4,125)	(3,485)	(640)	85%
Advertising	25,817	16,305	9,512	9,903	(391)	158%
Other	43,050	44,594	(1,544)	(476)	(1,069)	97%
Total Booked Video Revenue	\$ 598,387	\$ 608,311	\$ (9,924)	\$ 4,656	\$ (14,580)	98%
December YTD						
Video Services	\$ 3,927,833	\$ 4,016,794	\$ (88,962)	\$ (13,264)	\$ (75,698)	98%
STB / Equipment	1,812,637	1,857,255	(44,618)	(9,617)	(35,001)	98%
VOD & Flexview	224,380	243,079	(18,700)	(14,119)	(4,581)	92%
Pay Per View	29,908	36,824	(6,916)	(6,222)	(694)	81%
VOD and PPV	254,287	279,903	(25,616)	(20,341)	(5,275)	91%
Advertising	202,331	183,107	19,224	22,675	(3,451)	110%
Other	491,868	488,520	3,347	12,554	(9,206)	101%
Total Booked Video Revenue	\$ 6,688,956	\$ 6,825,580	\$ (136,625)	\$ (7,994)	\$ (128,631)	98%
						\$ 4,016,794
						1,857,255
						243,079
						36,824
						279,903
						183,107
						488,520
						\$ 6,825,580



Consumer FIOS TV – December 2014

Video Team Key Financials - ARPL

Consumer Video ARPL
Video Services
STB / Equipment
VOD & Flexview
Pay Per View
VOD and PPV
Advertising
Other
Consumer Video ARPL
Avg. Billable Video LIS

December				
Actual	CV	B/(W)	% Attain	
\$ 62.17	\$ 62.07	\$ 0.10	100%	
29.07	29.40	(0.33)	99%	
3.87	4.35	(0.49)	89%	
0.19	0.34	(0.14)	58%	
4.06	4.69	(0.63)	87%	
4.65	2.86	1.78	162%	
7.75	7.83	(0.09)	99%	
\$107.70	\$ 106.86	\$ 0.84	101%	
5,556	5,693	(136)	101%	

December YTD				
Actual	CV	B/(W)	% Attain	
\$ 61.04	\$ 61.25	\$ (0.21)	100%	
\$ 28.17	\$ 28.32	\$ (0.15)	101%	
\$ 3.49	\$ 3.71	\$ (0.22)	102%	
\$ 0.46	\$ 0.56	\$ (0.10)	135%	
\$ 3.95	\$ 4.27	\$ (0.32)	104%	
\$ 3.14	\$ 2.79	\$ 0.35	105%	
\$ 7.64	\$ 7.45	\$ 0.20	100%	
\$ 103.95	\$ 104.08	\$ (0.12)	100%	
64,346	65,582	(1,236)	101%	

2014
EOY CV
\$ 61.25
\$ 28.32
\$ 3.71
\$ 0.56
\$ 4.27
\$ 2.79
\$ 7.45
\$ 104.08
65,582

FIOS Video Volumes Consumer (K)

GATB
Disconnects
NATB
EOP BLIS

December				
Actual	CV	B/(W)	% Attain	
133	129	4	103%	
(93)	(90)	(3)	96%	
40	39	1	101%	
5,576	5,712	(136)	98%	

December YTD				
Actual	CV	B/(W)	% Attain	
1,550	1,615	(65)	96%	
(1,170)	(1,099)	(71)	94%	
380	516	(136)	74%	
5,576	5,712	(136)	98%	

2014
EOY CV
1,615
(1,099)
516
5,712

FIOS Mobility

Activations (HH)
Activations (Device)
Latest App Store Rating (Wght Avg)
(Unique Mobility Household launches as % of Video Base)

78,000	50,667	27,333	154%
248,000	121,250	126,750	205%
4.0	3.5	0.5	114%
11.5%	10.1%	1.4%	113%

825,200	608,000	217,200	136%
2,461,900	1,455,000	1,006,900	169%
4.0	3.5	0.5	114%
11.5%	10.1%	1.4%	113%

608,000
1,455,000
3.5
10.1%

IMG (K)

IMG TV Upgrades
IMG upgrades as % of Self Serve
IMG upgrades as % of Total TV Upgrades

21,929	NA	NA	NA
59%	NA	NA	NA
23%	NA	NA	NA

180,950	NA	NA	NA
67%	NA	NA	NA
26%	NA	NA	NA

NA
NA
NA