

```
ASSETS
Current assets:
    Acounts receivable
Current liabilities:
Accounts payable and other accruals
Working capital
Investments
Fixed assets, net
Goodwill, other assets and intangible assets
Funds employed in continuing operations
Net assets of discontinued operations
```


## FINANCING <br> Straight deb

```
Short-term borrowing
Long-term debt due within one year Long-term debt
Long-term employee benefit liabilities
Other long-term liabilities
Deferred tax (assets) liabilities, net
```


## Shareholders' equity

## ASSET UTILIZATION RATIOS <br> Days in accounts receivable

Days in accounts payable
nventory turnover - cost of sales
Total asset turnover
CAPITAL STRUCTURE
Straight debt
Long-term employee benefit liabilities, other long-term
liabilities \& deferred tax liabilities, net
Shareholders' equity
Shareholders' equity
Debt to total capitalization
ANNUALIZED RETURNS

Return on equity (Net income attributable to Magna
International Inc. Averag
djusted Raitonal Inc. / Average shareholders' equity)
Adjusted Return on equity (Adjusted Net income attributable
to Magna International Inc. / Average shareholders' equity)
profits / invested capital)

| 2015 |  |  |  |
| :---: | :---: | :---: | :---: |
| 1st Q | $\underline{\text { 2nd Q }}$ | 3 rd Q | 4th Q |
| 5,524 | 5,574 | 5,671 | 5,439 |
| 2,512 | 2,676 | 2,665 | 2,564 |
| 173 | 162 | 243 | 278 |
| 8,209 | 8,412 | 8,579 | 8,281 |
| 6,833 | 6,783 | 7,027 | 7,040 |
| 1,376 | 1,629 | 1,552 | 1,241 |
| 382 | 403 | 440 | 399 |
| 5,166 | 5,355 | 5,400 | 5,948 |
| 1,801 | 1,807 | 1,791 | 1,925 |
| 8,725 | 9,194 | 9,183 | 9,513 |
| 432 | 472 | - | - |
| 9,157 | 9,666 | 9,183 | 9,513 |


|  |  |  |  |
| :---: | :---: | :---: | ---: |
| 77 | 77 | 31 | 25 |
| $(1,099)$ | $(1,163)$ | $(2,015)$ | $(2,863)$ |
| 160 | 167 | 158 | 211 |
| 791 | 790 | 1,430 | 2,327 |
| $(71)$ | $(\mathbf{1 2 9 )}$ | $(396)$ | $(300)$ |
|  |  |  |  |
| 516 | 524 | 525 | 504 |
| 314 | 304 | 350 | 331 |
| $(175)$ | $(93)$ | $(159)$ | $(139)$ |
| 655 | 735 | 716 | 696 |
| 8,573 | 9,060 | 8,863 | 9,117 |
| $\mathbf{9 , 5 7}$ | $\mathbf{9 , 6 6 6}$ | $\mathbf{9 , 1 8 3}$ | $\mathbf{9 , 5 1 3}$ |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 64.0 | 61.7 | 66.6 | 57.1 |
| 92.2 | 87.7 | 95.9 | 86.4 |
| 10.6 | 10.4 | 9.9 | 11.4 |
| 22.6 | 20.0 | 19.7 | 27.6 |
| 3.6 | 3.5 | 3.3 | 3.6 |
|  |  |  |  |
| $0.8 \%$ | $-1.3 \%$ | $-4.3 \%$ | $-3.2 \%$ |
| $7.2 \%$ | $7.6 \%$ | $7.8 \%$ | $7.3 \%$ |
| $93.6 \%$ | $93.7 \%$ | $96.5 \%$ | $95.8 \%$ |
| $100.0 \%$ | $100 \%$ | $100.0 \%$ | $100.0 \%$ |
| $10.7 \%$ | $10.2 \%$ | $15.4 \%$ | $21.9 \%$ |


| $28.9 \%$ | $29.5 \%$ | $24.6 \%$ | $27.6 \%$ |
| :--- | :--- | :--- | :--- |
| $21.6 \%$ | $21.9 \%$ | $26.3 \%$ | $21.2 \%$ |
| $21.6 \%$ | $20.0 \%$ | $23.3 \%$ | $21.8 \%$ |
| $20.1 \%$ | $23.0 \%$ | $20.2 \%$ | $21.2 \%$ |


| 2016 |  |  |  |
| :---: | :---: | :---: | :---: |
| 1st Q | $\underline{\text { 2nd Q }}$ | 3 rdQ | 4th Q |
| 6,546 | 6,843 | 6,879 | 6,165 |
| 2,864 | 2,841 | 3,090 | 2,804 |
| 403 | 276 | 247 | 220 |
| 9,813 | 9,960 | 10,216 | 9,189 |
| 8,075 | 8,018 | 8,137 | 7,933 |
| 1,738 | 1,942 | 2,079 | 1,256 |
| 2,226 | 2,214 | 2,244 | 1,850 |
| 6,686 | 6,770 | 6,936 | 7,022 |
| 2,734 | 2,772 | 2,913 | 3,263 |
| 13,384 | 13,698 | 14,172 | 13,391 |
|  |  |  |  |
| 13,384 | 13,698 | 14,172 | 13,391 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 388 | 441 | 631 | 623 |
| $(625)$ | $(597)$ | $(364)$ | $(974)$ |
| 273 | 423 | 201 | 139 |
| 2,500 | 2,454 | 2,450 | 2,394 |
| 2,536 | 2,721 | $\mathbf{2 , 9 1 8}$ | $\mathbf{2 , 1 8 2}$ |
|  |  |  |  |
| 653 | 640 | 652 | 667 |
| 269 | 310 | 296 | 298 |
| 2 | 27 | 34 | 25 |
| $\mathbf{9 2 4}$ | 977 | 982 | $\mathbf{9 9 0}$ |
|  | 9,924 | 10,000 | 10,272 |
| $\mathbf{1 3 , 3 8 4}$ | $\mathbf{1 3 , 6 9 8}$ | $\mathbf{1 4 , 1 7 2}$ | $\mathbf{1 0 , 2 1 9}$ |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 66.2 | 65.2 | 70.0 | 60.0 |
| 95.4 | 89.7 | 96.9 | 90.4 |
| 10.6 | 11.3 | 9.8 | 11.3 |
| 20.5 | 19.5 | 17.0 | 29.5 |
| 2.7 | 2.8 | 2.5 | 2.8 |
|  |  |  |  |
| $18.9 \%$ | $19.9 \%$ | $20.6 \%$ | $16.3 \%$ |
| $6.9 \%$ | $7.1 \%$ | $6.9 \%$ | $7.4 \%$ |
| $74.1 \%$ | $73.0 \%$ | $72.5 \%$ | $76.3 \%$ |
| $10.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |
| $24.2 \%$ | $24.9 \%$ | $24.2 \%$ | $23.6 \%$ |


| $20.9 \%$ | $23.0 \%$ | $20.2 \%$ | $20.8 \%$ |
| :--- | :--- | :--- | :--- |
| $20.7 \%$ | $22.4 \%$ | $19.9 \%$ | $18.7 \%$ |
| $20.7 \%$ | $22.4 \%$ | $19.9 \%$ | $19.7 \%$ |
| $16.2 \%$ | $17.0 \%$ | $15.2 \%$ | $14.9 \%$ |


| 2017 |  |  |  |
| :---: | :---: | :---: | :---: |
| 1st Q | $\underline{\text { 2nd Q }}$ | 3 rd Q | 4th Q |
| 6,950 | 7,014 | 7,130 | 6,878 |
| 3,061 | 3,269 | 3,426 | 3,379 |
| 205 | 230 | 225 | 237 |
| 10,216 | 10,513 | 10,781 | 10,494 |
| 8,478 | 8,301 | 8,607 | 8,802 |
| 1,738 | 2,212 | 2,174 | 1,692 |
| 1,847 | 1,835 | 1,942 | 2,088 |
| 7,092 | 7,424 | 7,704 | 8,141 |
| 3,317 | 3,536 | 3,627 | 3,708 |
| 13,994 | 15,007 | 15,447 | 15,629 |
|  | - | - |  |
| 13,994 | 15,007 | 15,447 | 15,629 |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 488 | 868 | 457 | 259 |
| $(831)$ | $(666)$ | $(783)$ | $(726)$ |
| 152 | 138 | 102 | 108 |
| 2,394 | 2,427 | 3,175 | 3,195 |
| $\mathbf{2 , 2 0 3}$ | $\mathbf{2 , 7 6 7}$ | $\mathbf{2 , 9 5 1}$ | $\mathbf{2 , 8 3 6}$ |
|  |  |  |  |
| 679 | 78 | 739 | 670 |
| 284 | 267 | 226 | 304 |
| 19 | 24 | 51 | 87 |
| $\mathbf{9 8 2}$ | $\mathbf{1 , 0 1 0}$ | $\mathbf{1 , 0 1 6}$ | $\mathbf{1 , 0 6 1}$ |
| 10,809 | 11,230 |  | 11,480 |
| $\mathbf{1 3 , 9 9 4}$ | $\mathbf{1 5 , 0 0 7}$ | $\mathbf{1 5 , 4 4 7}$ | $\mathbf{1 1 , 7 3 2}$ |


|  |  |  |  |
| ---: | ---: | ---: | ---: |
| 66.7 | 65.2 | 67.6 | 59.6 |
| 96.3 | 90.3 | 95.2 | 88.8 |
| 10.4 | 10.1 | 9.5 | 10.6 |
| 21.6 | 17.5 | 17.5 | 24.6 |
| 2.7 | 2.6 | 2.5 | 2.7 |
|  |  |  |  |
| $15.7 \%$ | $18.4 \%$ | $19.1 \%$ | $18.1 \%$ |
| $7.0 \%$ | $6.7 \%$ | $6.6 \%$ | $6.8 \%$ |
| $77.2 \%$ | $74.8 \%$ | $74.3 \%$ | $75.1 \%$ |
| $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |
| $21.9 \%$ | $23.4 \%$ | $24.5 \%$ | $23.3 \%$ |


| $23.8 \%$ | $20.7 \%$ | $17.9 \%$ | $20.7 \%$ |
| :--- | :--- | :--- | :--- |
| $22.3 \%$ | $20.4 \%$ | $17.7 \%$ | $19.2 \%$ |
| $22.5 \%$ | $20.5 \%$ | $17.8 \%$ | $19.6 \%$ |
| $17.8 \%$ | $16.1 \%$ | $13.8 \%$ | $15.1 \%$ |

## Cash provided from (used for)

Operating activities
Net income
Items not involving current cash flows
Changes in operating assets and liabilitie
Cash provided from operating activities

## Investment activities

Fixed asset additions
ncrease in restricted cash deposits
Business combination
Proceeds from disposition of fixed assets and other Sale of Interiors
Cash used in discosal of facilities
ash used in investment activities
Financing activities
Net issue (repayment) of deb
ssues of Common Shares
Shares repurchased for tax withholdings on vesting of equity awards
Contributions to subsidiaries by non-controlling interests
Minority interest - dividends paid
Dividends
Cash provided from (used for) financing activities
Effect of exchange rate changes on cash
and cash equivalen
and restricted cash equivash, cash equivalents and
ash, cash equivalion equivalents during the period
beginning equivalents and restricted cash equivalents,
Cash, cash equivalents and restricted cash equivalents, end of period

| 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{aligned} & 2015 \\ & 3 \mathrm{rdQ} \end{aligned}$ | 4th Q | TOTAL |
| :---: | :---: | :---: | :---: | :---: |
| 454 | 535 | 469 | 482 | 1,940 |
| 175 | 176 | 94 | 291 | 736 |
| 629 | 711 | 563 | 773 | 2,676 |
| (349) | (271) | 33 | 243 | (344) |
| 280 | 440 | 596 | 1,016 | 2,332 |
| (266) | (361) | (360) | (604) | $(1,591)$ |
| (37) | (41) | (74) | (69) | (221) |
| (1) |  |  | (2) | - |
| (1) | - | - | (221) | (222) |
| 24 | 15 | 11 | 11 | 61 |
|  | - | 473 | 47 | 520 |
| - | 103 | 118 | - | 221 |
| (32) | (9) | (15) | - | (56) |
| (312) | (293) | 153 | (836) | $(1,288)$ |
| 41 | 6 | 602 | 885 | 1,534 |
| 6 | 7 | 6 | 16 | 35 |
|  | (5) | (345) | (155) | (505) |
|  |  | (1) | (9) | (10) |
|  |  | 10 | 31 | 41 |
| - |  | - | - | , |
| (89) | (90) | (91) | (84) | (354) |
| (42) | (82) | 181 | 684 | 741 |
| (76) | (1) | (78) | (16) | (171) |
| (150) | 64 | 852 | 848 | 1,614 |
| 1,249 | 1,099 | 1,163 | 2,015 | 1,249 |
| 1,099 | 1,163 | 2,015 | 2,863 | 2,863 |


| 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2016 \\ \text { 3rd Q } \\ \hline \end{array}$ | 4th Q | TOTAL |
| :---: | :---: | :---: | :---: | :---: |
| 503 | 561 | 514 | 496 | 2,074 |
| 264 | 303 | 282 | 382 | 1,231 |
| 767 | 864 | 796 | 878 | 3,305 |
| (464) | (276) | (139) | 840 | (39) |
| 303 | 588 | 657 | 1,718 | 3,266 |
| (346) | (409) | (390) | (662) | $(1,807)$ |
| (54) | (103) | (166) | (155) | (478) |
| (1,662) | (31) | - | (117) | $(1,810)$ |
| 18 | 19 | 26 | 75 | 138 |
| - | - | - | - | - |
| - | - | - | - | - |
|  |  |  |  |  |
| $(2,044)$ | (524) | (530) | (859) | $(3,957)$ |
| (16) | 191 | 116 | (40) | 251 |
| 23 | ) | ) | 5 | 33 |
| (300) | (308) | (190) | (106) | (904) |
|  |  | (1) | (8) | (9) |
|  |  | - | (6) | (6) |
| (95) | (98) | (97) | (95) | (385) |
| (388) | (212) | (170) | (250) | $(1,020)$ |
| 16 | (5) | (10) | 15 | 16 |
| $(2,113)$ | (153) | (53) | 624 | $(1,695)$ |
| 2,863 | 750 | 597 | 544 | 2,863 |
| 750 | 597 | 544 | 1,168 | 1,168 |


| 1st Q | $\underline{\text { 2nd Q }}$ | 3 rd Q | 4th Q | TOTAL |
| :---: | :---: | :---: | :---: | :---: |
| 597 | 574 | 512 | 572 | 2,255 |
| 273 | 374 | 347 | 312 | 1,306 |
| 870 | 948 | 859 | 884 | 3,561 |
| (427) | (391) | 22 | 564 | (232) |
| 443 | 557 | 881 | 1,448 | 3,329 |
| (309) | (420) | (379) | (750) | $(1,858)$ |
| (83) | (143) | (158) | (267) | (651) |
| - | - | - | - | - |
| 142 | 14 | 71 | 105 | 332 |
| - | - | - | - | - |
| - | - | - | 49 | 49 |
| - | - |  |  | - |
| (250) | (549) | (466) | (863) | $(2,128)$ |
| (145) | 313 | 141 | (197) | 112 |
| 6 | 5 | 9 | 24 | 44 |
| (100) | (383) | (422) | (366) | $(1,271)$ |
|  |  |  | (11) | (11) |
| - | 10 | - | - | 10 |
|  | (7) | (26) | (5) | (38) |
| (105) | (101) | (99) | (95) | (400) |
| (344) | (163) | (397) | (650) | $(1,554)$ |
| 11 | 3 | 1 | 9 | 24 |
| (140) | (152) | 19 | (56) | (329) |
| 1,168 | 1,028 | 876 | 895 | 1,168 |
| 1,028 | 876 | 895 | 839 | 839 |

Note 1: NON-GAAP MEASURES


 under U.S. generally accepted accounting principles and may not be comparable to the calculation of similar measures by other companies. Other expense (income), net consists of

Gain on sale of battery pack busines
Gain on sale of Bestop
Restructuring charges
Impairment charges
Gain on formation of a new venture
Gain on sale of Investment

| 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2015 \\ 3 \mathrm{rd} \mathrm{Q} \\ \hline \end{array}$ | 4th Q | TOTAL | 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2016 \\ 3 \mathrm{rd} \mathrm{Q} \\ \hline \end{array}$ | 4th Q | TOTAL | 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2017 \\ 3 \mathrm{rrd} \text { Q } \\ \hline \end{array}$ | 4th Q | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - | (57) | - |  | (57) |  |  |  | - | - | - | - | - | - | - |
| - | - | (136) | - | (136) |  |  |  | $-$ | - |  |  |  | - | - |
| - | - | 12 | 15 | 27 |  |  |  | 17 | 17 | 6 | 3 | 2 | 18 | 29 |
| - | - | - | - | - | - |  |  | 13 | 13 | - |  | - | - | $\stackrel{-}{-}$ |
| - | - | - | - | - |  |  |  | - | - | - | - | - | 81 | 81 |
| - | - | - | - | - |  |  |  | - | - | - |  | - | (45) | (45) |
| - | - | - | - | - | - |  |  | - | - | - | - | - | (26) | (26) |
| - | (57) | (124) | 15 | (166) | . | , |  | 30 | 30 | 6 | 3 | 2 | 28 | 39 |

$\frac{2015}{\text { Q2 }}$ In Europe, the Company recorded a gain of $\$ 57$ million related to the sale of its battery pack business.
Q3 In North America, the Company recorded a gain of $\$ 136$ million related to the sale of Bestop. In Europe, the Company recorded $\$ 12$ million of restructuring charges.
Q4 In Europe, the Company recorded $\$ 15$ million of restructuring charges.
2016
2017
Q1 In Europe, the Company recorded $\$ 6$ million of restructuring charges
Q2 In Europe, the Company recorded $\$ 3$ million of restructuring charges
Q3 In Europe, the company recorded $\$ 2$ million of restructuring charges
 recorded a gain of $\$ 45$ million related to the formation of a new venture. In Corporate, the Company recorded a gain of $\$ 26$ million on the sale of investment.
A reconciliation of Net income to Adjusted net income and Diluted earnings per share to Adjusted diluted earnings per share is as follows:

|  | 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2015 \\ \text { 3rd Q } \\ \hline \end{array}$ | 4th Q | TOTAL | 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2016 \\ 3 \mathrm{rdQ} \\ \hline \end{array}$ | 4th Q | TOTAL | $\underline{1 s t Q}$ | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2017 \\ 3 \text { rd Q } \end{array}$ | 4th Q | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income attributable to Magna International Inc. from continuing Exclude: | 455 | 538 | 470 | 483 | 1,946 | 492 | 558 | 503 | 478 | 2,031 | 586 | 561 | 503 | 556 | 2,206 |
| Impairment charges | - | - | - |  | ${ }^{-}$ |  | - | - |  | ${ }^{-}$ | - | - |  | 81 | 81 |
| Restructuring charges | - |  | 12 | 15 | 27 |  | - | - | 17 | 17 | 6 | 3 | 2 | 14 | 25 |
| Gain on sale of Bestop |  |  | (80) |  | (80) |  |  | - | - | - |  |  |  |  |  |
| Pension settlement | - | - | - | - | - |  | - | - | 9 | 9 | - | - | - | - | - |
| Gain on formation of a new venture | - |  | - |  | - |  | - | - |  | - |  |  |  | (34) | (34) |
| Gain on sale of investment | - | - | - | - | - |  | - | - | - | - | - | - |  | (26) | (26) |
| US tax reform [a] Gain on sale of battery pack business | - | (42) | $\div$ |  | (42) |  | - | - | - | - | - | - | - | (23) | (23) |
| Adjusted net income attributable to Magna International Inc. from continuing operations | 455 | 496 | 402 | 498 | 1,851 | 492 | 558 | 503 | 504 | 2,057 | 592 | 564 | 505 | 568 | 2,229 |

Diluted earnings per share from continuing operations:
Exclude:
mpairment charges
Restructuring charges
Gain on sale of Bestop
Pension settlement
Gain on formation of a new ventur
ain on sale of investment
S tax reform [a]
Gain on sale of battery pack business
Adjusted diluted earnings per share from continuing operations

| \$ | 1.10 | \$ | 1.29 | \$ | 1.13 | \$ | 1.19 | \$ | 4.72 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  |  |  | - |  |  |  |  |
|  | - |  | - |  | 0.03 |  | 0.03 |  | ${ }_{0}^{0.06}$ |
|  | - |  | - |  | (0.19) |  | - |  | (0.19) |
|  | - |  | - |  | - |  | - |  |  |
|  | - |  | - |  | - |  | - |  |  |
|  | - |  | - |  | - |  | - |  |  |
|  | - |  | (0.10) |  | - |  | - |  | (0.10) |
| 5 | 1.10 | , | 1.19 | \$ | 0.97 | \$ | 1.22 |  | 4.49 |


| \$ | 1.22 | \$ | 1.41 | \$ | 1.29 | \$ | 1.24 | \$ | 5.16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  |  |  | - |  |  |  |  |
|  | - |  | - |  | - |  | 0.05 |  | 0.05 |
|  | - |  | - |  | - |  | 0.02 |  | 0.02 |
|  | - |  | - |  | - |  | - |  |  |
|  | - |  | - |  | - |  | - |  | , |
|  | - |  | - |  | - |  | - |  | - |
| \$ | 1.22 | \$ | 1.41 | \$ | 1.29 | \$ | 1.31 |  | 5.23 |


| \$ | 1.53 | \$ | 1.48 | \$ | 1.36 | \$ | 1.53 | \$ | 5.90 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  |  |  |  |  | 0.22 |  | 0.22 |
|  | 0.02 |  | 0.01 |  | 0.01 |  | 0.04 |  | 0.06 |
|  | - |  | - |  |  |  | - |  |  |
|  |  |  |  |  |  |  | (0.09) |  | (0.09) |
|  | - |  |  |  |  |  | (0.07) |  | (0.07) |
|  | - |  | - |  | - |  | (0.06) |  | (0.06) |
|  | - |  | - |  | - |  | - |  |  |
| \$ | 1.55 | \$ | 1.49 | \$ | 1.37 | \$ | 1.57 |  | 5.96 |

[a] During the fourth quarter of 2017, the Company recorded a $\$ 23$ million deferred tax gain as a result of the US tax reform.

## Note 2: SEGMENT INFORMATIO

North America
Total sales
Adjusted EBIT
Adjusted EBIT as a percentage of total sales
Europe
Total sales
Adjusted EBIT
Adjusted EBIT as a percentage of total sales
Asia
Total sales
Adjusted EBIT
Adjusted EBIT as a percentage of total sales
Rest of World
Total sales
Adjusted EBIT
Adjusted EBIT as a percentage of total sales
Corporate and other
Intercompany Eliminations
Adjusted EBIT
Total
Total sales
Adjusted EBIT
Adjusted EBIT as a percentage of total sales

| 1st Q | 2nd Q | $\begin{array}{r} 2015 \\ 3 \mathrm{rd} \text { Q } \\ \hline \end{array}$ | 4th Q | TOTAL | 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2016 \\ \text { 3rd Q } \\ \hline \end{array}$ | 4th Q | TOTAL | 1st Q | $\underline{\text { 2nd Q }}$ | $\begin{array}{r} 2017 \\ \text { 3rd Q } \end{array}$ | 4th Q | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4,457 | 4,877 | 4,591 | 5,090 | 19,015 | 5,080 | 5,317 | 5,109 | 5,238 | 20,744 | 5,383 | 5,370 | 4,892 | 5,260 | 20,905 |
| 453 | 525 | 455 | 501 | 1,934 | 489 | 544 | 512 | 516 | 2,061 | 557 | 538 | 463 | 506 | 2,064 |
| 10.2\% | 10.8\% | 9.9\% | 9.8\% | 10.2\% | 9.6\% | 10.2\% | 10.0\% | 9.9\% | 9.9\% | 10.3\% | 10.0\% | 9.5\% | 9.6\% | 9.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2,818 | 2,774 | 2,642 | 2,889 | 11,123 | 3,242 | 3,512 | 3,102 | 3,224 | 13,080 | 3,344 | 3,627 | 3,900 | 4,306 | 15,177 |
| 128 | 120 | 91 | 112 | 451 | 161 | 196 | 115 | 71 | 543 | 187 | 145 | 113 | 151 | 596 |
| 4.5\% | 4.3\% | 3.4\% | 3.9\% | 4.1\% | 5.0\% | 5.6\% | 3.7\% | 2.2\% | 4.2\% | 5.6\% | 4.0\% | 2.9\% | 3.5\% | 3.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 463 | 466 | 428 | 624 | 1,981 | 625 | 620 | 654 | 775 | 2,674 | 640 | 681 | 676 | 794 | 2,791 |
| 42 | 31 | 13 | 63 | 149 | 51 | 51 | 64 | 100 | 266 | 76 | 74 | 77 | 139 | 366 |
| 9.1\% | 6.7\% | 3.0\% | 10.1\% | 7.5\% | 8.2\% | 8.2\% | 9.8\% | 12.9\% | 9.9\% | 11.9\% | 10.9\% | 11.4\% | 17.5\% | 13.1\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 133 | 125 | 115 | 88 | 461 | 81 | 111 | 129 | 144 | 465 | 128 | 135 | 161 | 160 | 584 |
| (4) | (8) | (7) | (6) | (25) | (11) | (5) | (5) | 4 | (17) | 0 | 1 | 14 | (3) | 12 |
| -3.0\% | -6.4\% | -6.1\% | -6.8\% | -5.4\% | -13.6\% | -4.5\% | -3.9\% | 2.8\% | -3.7\% | 0.0\% | 0.7\% | 8.7\% | -1.9\% | 2.1\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (99) | (109) | (115) | (123) | (446) | (128) | (117) | (145) | (128) | (518) | (123) | (129) | (130) | (129) | (511) |
| 12 | 9 | 13 | (14) | 20 | 8 | 3 | 29 | 5 | 45 | 11 | 18 | 25 | 16 | 70 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7,772 | 8,133 | 7,661 | 8,568 | 32,134 | 8,900 | 9,443 | 8,849 | 9,253 | 36,445 | 9,372 | 9,684 | 9,499 | 10,391 | 38,946 |
| 631 | 677 | 565 | 656 | 2,529 | 698 | 789 | 715 | 696 | 2,898 | 831 | 776 | 692 | 809 | 3,108 |
| 8.1\% | 8.3\% | 7.4\% | 7.7\% | 7.9\% | 7.8\% | 8.4\% | 8.1\% | 7.5\% | 8.0\% | 8.9\% | 8.0\% | 7.3\% | 7.8\% | 8.0\% |

## Note 3: CASH, CASH EQUIVALENTS AND RESTRICTED CASH EQUIVALENTS

A reconciliation of Cash and cash equivalent and Restricted cash equivalents (included in prepaid expenses) to Total cash, cash equivalents and restricted cash equivalents is as follows:

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Q | 2nd Q | 3 rdQ | 4th Q | 1st Q | $\underline{\text { 2nd Q }}$ | 3 rdQ | 4th Q | 1st Q | 2nd Q | 3 rdQ | 4th Q |
| Cash and cash equivalents | $(1,099)$ | $(1,163)$ | $(2,015)$ | $(2,863)$ | (625) | (597) | (364) | (974) | (831) | (666) | (783) | (726) |
| Restricted cash equivalents included in prepaid expenses | 0 | 0 | 0 | 0 | (125) | 0 | (180) | (194) | (197) | (210) | (112) | (113) |
| Total cash, cash equivalents and restricted cash equivalents | $(1,099)$ | $(1,163)$ | $(2,015)$ | $(2,863)$ | (750) | (597) | (544) | $(1,168)$ | $(1,028)$ | (876) | (895) | (839) |

## Note 4: INCOME (LOSS) FROM DISCONTINUED OPERATIONS, NET OF TAX

 been excluded from both continuing operations and segment results for all periods presented in the attached financial statements. In the third quarter of 2015, income from discontinued operations, net of tax includes a $\$ 52$ milion gain on divestiture, net of tax.

Note 5: COMPARATIVE FIGURES
Certain of the comparative figures have been reclassified to conform to the current period's method of presentation.

