AT&T Inc.

Proposed Acquisition by T-Mobile US, Inc. of Sprint Corporation

NARRATIVE RESPONSE OF AT&T INC. TO FCC DATA REQUESTS

ISSUED ON SEPTEMBER 10, 2018

(Attachment B: Wholesale Data, Porting Data, and Devices Leases and Sales)

November 16, 2018

NARRATIVE RESPONSE TO FCC DATA REQUESTS

WHOLESALE DATA

The file entitled "Wholesale Data" contains information responsive to this request for each month from January 2015 through June 2018. As agreed to by Commission Staff, AT&T is reporting data for its wholesale MVNO customers and not for its connected device services (*e.g.*, IoT, M2M).

The Wholesale Data Table contains: the date (column A);[1] the device category, which is MVNO (column E); the brand category for AT&T's MVNO partners (column F);[2] the average number of subscribers for the month (column G); average minutes of use ("MOUs") per subscriber (column H); average number of texts (SMS) per subscriber (column I); average data in Megabytes (MB) per subscriber (column J);[3] and total revenue (column L).[4] The Wholesale

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[1] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[2] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[3] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[4] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

Data Table also provides the percentage of subscribers with a device that is max GSM capable (column M), max HSPA capable (column P), and max LTE capable (column R),[5] and the percentage of subscribers where the max capability is not defined in columns M through R (column S).[6] The final two columns of the Wholesale Data Table contain total activations (column T) and total net deactivations (column U).[7]

PORTING DATA

The file entitled "Porting Data" contains the information responsive to this request for each month from January 2015 through June 2018. Column A contains the month and year. Column B contains the county FIPS code. Columns C and D contain the state and county.

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[5] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]** **[END HIGHLY CONFIDENTIAL INFORMATION]**

[6] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[7] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

Column E contains the name of the carrier to which a subscriber ported.[8] Column F contains the

number of subscribers that ported away from AT&T. Columns G, H, I, and J contain the number

of postpaid, prepaid, wholesale, and enterprise customers, respectively, that ported away from

AT&T. Column K contains the name of the carrier from which a subscriber ported. Column L

contains the number of subscribers that ported to AT&T. Columns M, N, O, and P contain the

number of postpaid, prepaid, wholesale, and enterprise customers, respectively, that ported to

AT&T.[9]

DEVICE LEASES AND SALES

The file entitled "Device Leases and Sales" contains information responsive to this

request for each month from January 2015 through June 2018. As agreed to by Commission

Staff, the Exhibit does not contain information related to AT&T's connected devices (*e.g.*, IoT,

M2M).

Column A contains the month and year. Columns B, C, and D contain, respectively, the

FIPS code, state, and county name[10] Column E contains the device category (*i.e.*, either "Mobile

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[8] The names of these entities are reported in the manner in which they are maintained in AT&T's systems in the ordinary course of business.

[9] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[10] For a small number of transactions, the data maintained by AT&T in the ordinary course of business lack sufficient information to identify the FIPS code, state, and county associated with the transaction. In these cases, the fields contain the entry "Unknown."

Phone" or "Mobile Data Devices").[11] Column F contains the sales channel.[12] Column G

contains sales type, which are all "sales" because AT&T does not "lease" devices. Column H

contains the device manufacturer. Column I contains the SKU. Column J contains the type

allocation code ("TAC").[13] Column K contains the introduction date for the device.[14] Columns

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[11] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[12] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

[13] For a small number of records, the data maintained by AT&T in the ordinary course of business lacked sufficient information to identify the device TAC. For those cases, this field contains the entry "Unknown."

[14] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

[END HIGHLY CONFIDENTIAL INFORMATION]

L and M contain, respectively, the number of sales and returns. Columns N and O contain, respectively, the revenues associated with sales and returns. Columns P and Q contain, respectively, the selling price and the price paid by AT&T.[15]

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[15] **[BEGIN HIGHLY CONFIDENTIAL INFORMATION]**

  [END HIGHLY CONFIDENTIAL INFORMATION]

EXHIBITS REDACTED IN THEIR ENTIREY
AS HIGHLY CONFIDENTIAL INFORMATION