



# getting to the future **first**

AT&T Inc. 2011 Annual Report



## Consolidated Statements of Income

Dollars in millions except per share amounts

	2011	2010	2009
<b>Operating Revenues</b>			
Wireless service	\$ 56,726	\$ 53,510	\$ 48,563
Data	29,606	27,555	25,644
Voice	25,131	28,332	32,345
Directory	3,293	3,935	4,724
Other	11,967	10,948	11,237
Total operating revenues	<b>126,723</b>	124,280	122,513
<b>Operating Expenses</b>			
Cost of services and sales (exclusive of depreciation and amortization shown separately below)	57,374	52,379	50,639
Selling, general and administrative	38,844	32,864	31,359
Impairment of intangible assets	2,910	85	—
Depreciation and amortization	18,377	19,379	19,515
Total operating expenses	<b>117,505</b>	104,707	101,513
<b>Operating Income</b>	<b>9,218</b>	19,573	21,000
<b>Other Income (Expense)</b>			
Interest expense	(3,535)	(2,994)	(3,368)
Equity in net income of affiliates	784	762	734
Other income (expense) – net	249	897	152
Total other income (expense)	<b>(2,502)</b>	(1,335)	(2,482)
<b>Income from Continuing Operations Before Income Taxes</b>	<b>6,716</b>	18,238	18,518
Income tax (benefit) expense	2,532	(1,162)	6,091
<b>Income from Continuing Operations</b>	<b>4,184</b>	19,400	12,427
<b>Income from Discontinued Operations, net of tax</b>	<b>—</b>	779	20
<b>Net Income</b>	<b>4,184</b>	20,179	12,447
<b>Less: Net Income Attributable to Noncontrolling Interest</b>	<b>(240)</b>	(315)	(309)
<b>Net Income Attributable to AT&amp;T</b>	<b>\$ 3,944</b>	\$ 19,864	\$ 12,138
<b>Basic Earnings Per Share from Continuing Operations</b>			
Attributable to AT&T	\$ 0.66	\$ 3.23	\$ 2.06
<b>Basic Earnings Per Share from Discontinued Operations</b>			
Attributable to AT&T	—	0.13	—
<b>Basic Earnings Per Share Attributable to AT&amp;T</b>	<b>\$ 0.66</b>	\$ 3.36	\$ 2.06
<b>Diluted Earnings Per Share from Continuing Operations</b>			
Attributable to AT&T	\$ 0.66	\$ 3.22	\$ 2.05
<b>Diluted Earnings Per Share from Discontinued Operations</b>			
Attributable to AT&T	—	0.13	—
<b>Diluted Earnings Per Share Attributable to AT&amp;T</b>	<b>\$ 0.66</b>	\$ 3.35	\$ 2.05

The accompanying notes are an integral part of the consolidated financial statements.

## Consolidated Balance Sheets

Dollars in millions except per share amounts

	December 31,	
	2011	2010
<b>Assets</b>		
<b>Current Assets</b>		
Cash and cash equivalents	\$ 3,185	\$ 1,437
Accounts receivable – net of allowances for doubtful accounts of \$878 and \$957	13,606	13,610
Prepaid expenses	1,155	1,458
Deferred income taxes	1,470	1,170
Other current assets	3,611	3,179
Total current assets	23,027	20,854
<b>Property, Plant and Equipment – Net</b>	<b>107,087</b>	<b>103,196</b>
<b>Goodwill</b>	<b>70,842</b>	<b>73,601</b>
<b>Licenses</b>	<b>51,374</b>	<b>50,372</b>
<b>Customer Lists and Relationships – Net</b>	<b>2,757</b>	<b>4,708</b>
<b>Other Intangible Assets – Net</b>	<b>5,212</b>	<b>5,440</b>
<b>Investments in Equity Affiliates</b>	<b>3,718</b>	<b>4,515</b>
<b>Other Assets</b>	<b>6,327</b>	<b>6,705</b>
<b>Total Assets</b>	<b>\$270,344</b>	<b>\$269,391</b>
<b>Liabilities and Stockholders' Equity</b>		
<b>Current Liabilities</b>		
Debt maturing within one year	\$ 3,453	\$ 7,196
Accounts payable and accrued liabilities	19,858	20,055
Advanced billing and customer deposits	3,872	4,086
Accrued taxes	1,003	975
Dividends payable	2,608	2,542
Total current liabilities	30,794	34,854
<b>Long-Term Debt</b>	<b>61,300</b>	<b>58,971</b>
<b>Deferred Credits and Other Noncurrent Liabilities</b>		
Deferred income taxes	25,748	22,070
Postemployment benefit obligation	34,011	28,803
Other noncurrent liabilities	12,694	12,743
Total deferred credits and other noncurrent liabilities	72,453	63,616
<b>Stockholders' Equity</b>		
Common stock (\$1 par value, 14,000,000,000 authorized at December 31, 2011 and 2010; issued 6,495,231,088 at December 31, 2011 and 2010)	6,495	6,495
Additional paid-in capital	91,156	91,731
Retained earnings	25,453	31,792
Treasury stock (568,719,202 at December 31, 2011 and 584,144,220 at December 31, 2010, at cost)	(20,750)	(21,083)
Accumulated other comprehensive income	3,180	2,712
Noncontrolling interest	263	303
Total stockholders' equity	105,797	111,950
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$270,344</b>	<b>\$269,391</b>

The accompanying notes are an integral part of the consolidated financial statements.

## Consolidated Statements of Cash Flows

Dollars in millions

	2011	2010	2009
<b>Operating Activities</b>			
Net income	\$ 4,184	\$ 20,179	\$ 12,447
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	18,377	19,379	19,515
Undistributed earnings from investments in equity affiliates	(623)	(603)	(419)
Provision for uncollectible accounts	1,136	1,334	1,762
Deferred income tax expense (benefit) and noncurrent unrecognized tax benefits	2,937	(3,280)	1,885
Net gain from impairment and sale of investments	(89)	(802)	—
Impairment of intangible assets	2,910	85	—
Actuarial loss on pension and postretirement benefits	6,280	2,521	215
Income from discontinued operations	—	(779)	(20)
Changes in operating assets and liabilities:			
Accounts receivable	(1,133)	(99)	(490)
Other current assets	(428)	(187)	(617)
Accounts payable and accrued liabilities	(383)	(1,508)	943
Retirement benefit funding	(1,000)	—	—
Other – net	2,480	(1,247)	(816)
Total adjustments	30,464	14,814	21,958
<b>Net Cash Provided by Operating Activities</b>	<b>34,648</b>	<b>34,993</b>	<b>34,405</b>
<b>Investing Activities</b>			
Construction and capital expenditures:			
Capital expenditures	(20,110)	(19,530)	(16,554)
Interest during construction	(162)	(772)	(740)
Acquisitions, net of cash acquired	(2,368)	(2,906)	(983)
Dispositions	1,301	1,830	287
(Purchases) and sales of securities, net	62	(100)	55
Other	27	29	52
<b>Net Cash Used in Investing Activities</b>	<b>(21,250)</b>	<b>(21,449)</b>	<b>(17,883)</b>
<b>Financing Activities</b>			
Net change in short-term borrowings with original maturities of three months or less	(1,625)	1,592	(3,910)
Issuance of long-term debt	7,936	2,235	8,161
Repayment of long-term debt	(7,574)	(9,294)	(8,652)
Issuance of treasury stock	237	50	28
Dividends paid	(10,172)	(9,916)	(9,670)
Other	(452)	(515)	(465)
<b>Net Cash Used in Financing Activities</b>	<b>(11,650)</b>	<b>(15,848)</b>	<b>(14,508)</b>
Net increase (decrease) in cash and cash equivalents	1,748	(2,304)	2,014
Cash and cash equivalents beginning of year	1,437	3,741	1,727
<b>Cash and Cash Equivalents End of Year</b>	<b>\$ 3,185</b>	<b>\$ 1,437</b>	<b>\$ 3,741</b>

The accompanying notes are an integral part of the consolidated financial statements.

The consolidated financial statements have been prepared in conformity with U.S. generally accepted accounting principles. The integrity and objectivity of the data in these financial statements, including estimates and judgments relating to matters not concluded by year end, are the responsibility of management, as is all other information included in the Annual Report, unless otherwise indicated.

The financial statements of AT&T Inc. (AT&T) have been audited by Ernst & Young LLP, Independent Registered Public Accounting Firm. Management has made available to Ernst & Young LLP all of AT&T's financial records and related data, as well as the minutes of stockholders' and directors' meetings. Furthermore, management believes that all representations made to Ernst & Young LLP during its audit were valid and appropriate.

Management maintains disclosure controls and procedures that are designed to ensure that information required to be disclosed by AT&T is recorded, processed, summarized, accumulated and communicated to its management, including its principal executive and principal financial officers, to allow timely decisions regarding required disclosure, and reported within the time periods specified by the Securities and Exchange Commission's rules and forms.

Management also seeks to ensure the objectivity and integrity of its financial data by the careful selection of its managers, by organizational arrangements that provide an appropriate division of responsibility and by communication programs aimed at ensuring that its policies, standards and managerial authorities are understood throughout the organization.

The Audit Committee of the Board of Directors meets periodically with management, the internal auditors and the independent auditors to review the manner in which they are performing their respective responsibilities and to discuss auditing, internal accounting controls and financial reporting matters. Both the internal auditors and the independent auditors periodically meet alone with the Audit Committee and have access to the Audit Committee at any time.

### Assessment of Internal Control

The management of AT&T is responsible for establishing and maintaining adequate internal control over financial reporting, as defined in Rule 13a-15(f) or 15d-15(f) under the Securities Exchange Act of 1934. AT&T's internal control system was designed to provide reasonable assurance to the company's management and Board of Directors regarding the preparation and fair presentation of published financial statements.

AT&T management assessed the effectiveness of the company's internal control over financial reporting as of December 31, 2011. In making this assessment, it used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control – Integrated Framework*. Based on its assessment, AT&T management believes that, as of December 31, 2011, the Company's internal control over financial reporting is effective based on those criteria.

Ernst & Young LLP, the independent registered public accounting firm that audited the financial statements included in this Annual Report, has issued an attestation report on the company's internal control over financial reporting.



Randall Stephenson  
Chairman of the Board,  
Chief Executive Officer and President



John J. Stephens  
Senior Executive Vice President and  
Chief Financial Officer