Sirius XM Holdings

PF Combined Results -- No PPA

combined results																								
(in millions)	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	2020 6M	2021 6M	2017 FY	2018 FY	2019 FY	2020 FY
Revenue:																								
Subscriber Revenue	\$1,267	\$1,307	\$1,352	\$1,379	\$1,362	\$1,418	\$1,466	\$1,494	\$1,504	\$1,537	\$1,556	\$1,574	\$1,585	\$1,578	\$1,594	\$1,615	\$1,611	\$1,641	\$3,163	\$3,252	\$5,305	\$5,742	\$6,171	\$6,372
Advertising Revenue	\$257	\$316	\$317	\$340	\$257	\$318	\$338	\$367	\$277	\$358	\$366	\$404	\$285	\$236	\$345	\$474	\$354	\$429	\$521	\$783	\$1,231	\$1,280	\$1,405	\$1,340
Equipment Revenue	\$30	\$30	\$32	\$40	\$35	\$37	\$41	\$42	\$41	\$41	\$45	\$46	\$41	\$25	\$47	\$60	\$57	\$51	\$66		\$132	\$155	\$173	\$173
Other Revenue	\$28	\$41	\$40	\$42	\$43	\$46	\$42	\$42	\$38	\$43	\$46	\$46	\$43	\$37	\$41	\$40	\$36	\$38	\$80		\$150	\$171	\$172	\$161
Total Revenue	\$1,582	\$1,694	\$1,741	\$1,801	\$1,697	\$1,819	\$1,887	\$1,945	\$1,860	\$1,979	\$2,013	\$2,070	\$1,954	\$1,876	\$2,027	\$2,189	\$2,058	\$2,159	\$3,830	\$4,217	\$6,818	\$7,348	\$7,921	\$8,046
Operating expenses (SBC shown separately below)																								
Cost of services:																								
Revenue Share and Royalties	\$469	\$494	\$506	\$522	\$532	\$571	\$578	\$572	\$564	\$606	\$596	\$610	\$588	\$589	\$604	\$662	\$640	\$662	\$1,177	\$1,303	\$1,991	\$2,254	\$2,376	\$2,443
Programming and Content	\$92	\$92	\$94	\$97	\$95	\$98	\$97	\$100	\$99	\$109	\$108	\$115	\$110	\$103	\$114	\$122	\$122	\$128	\$213	\$249	\$375	\$389	\$431	\$450
Customer Service and Billing	\$109	\$108	\$112	\$118	\$113	\$118	\$119	\$122	\$120	\$119	\$118	\$122	\$116	\$121	\$118	\$120	\$115	\$126	\$237	\$241	\$447	\$472	\$479	\$475
Transmission	\$32	\$29	\$31	\$32	\$32	\$34	\$36	\$35	\$34	\$38	\$44	\$49	\$39	\$41	\$45	\$46	\$47	\$50	\$80	\$98	\$124	\$138	\$165	\$170
Cost of Equipment	\$7	\$9	\$8	\$11	\$7	\$8	\$7	\$9	\$6	\$6	\$8	\$9	\$4	\$4	\$5	\$6	\$4	\$4	\$8	\$9	\$35	\$31	\$29	\$19
Subscriber Acquisition Costs	\$127	\$125	\$120	\$127	\$123	\$120	\$109	\$118	\$108	\$104	\$101	\$114	\$99	\$48	\$110	\$105	\$86	\$89	\$147	\$175	\$499	\$470	\$427	\$362
Sales and Marketing	\$174	\$186	\$173	\$190	\$189	\$200	\$196	\$226	\$201	\$213	\$210	\$268	\$208	\$201	\$205	\$275	\$202	\$227	\$409		\$723	\$813	\$892	\$889
Engineering, Design and Development	\$42	\$43	\$49	\$49	\$52	\$52	\$55	\$59	\$55	\$61	\$63	\$62	\$60	\$52	\$53	\$55	\$54	\$59	\$112		\$183	\$218	\$241	\$220
General and Administrative	\$103	\$120	\$102	\$110	\$107	\$111	\$105	\$111	\$107	\$105	\$108	\$134	\$91	\$102	\$112	\$138	\$106	\$114	\$193		\$435	\$432	\$454	\$443
Depreciation and Amortization	\$111	\$111	\$121	\$109	\$113	\$116	\$117	\$120	\$122	\$119	\$118	\$124	\$132	\$124	\$125	\$125	\$132	\$131	\$256		\$452	\$465	\$483	\$506
Share-based Payment Expense	\$59	\$69	\$65	\$60	\$60	\$64	\$58	\$61	\$60	\$57	\$65	\$58	\$55	\$52	\$58	\$58	\$51	\$47	\$107	\$98	\$253	\$244	\$240	\$223
Legal Settlements and Reserves	\$0	\$0	\$0 ¢0	\$45 ¢0	\$0	\$69	\$0 \$0	\$0 ¢0	\$25 ¢0	\$0	\$0	\$0	-\$16	\$0	\$0	\$0	\$0	\$0	-\$16		\$45	\$69	\$25	-\$16
Impairment, Restructuring and Acquisition Costs	\$0	\$0	٥٩٥	\$ 0	\$0	\$0	3 0	30	30	\$0	\$0	\$0	\$0	\$24	\$0	\$980	\$245	-\$136	\$24		\$0	\$0	\$0	\$1,004
Total Operating Expenses	\$1,325 \$257	\$1,386	\$1,381	\$1,470	\$1,423 \$274	\$1,561	\$1,477	\$1,533	\$1,501	\$1,537	\$1,539 \$474	\$1,665	\$1,486	\$1,461 \$415	\$1,549	\$2,692	\$1,804 \$254	\$1,501	\$2,947		\$5,562	\$5,995	\$6,242	\$7,188
Income from Operations		\$308	\$360	\$331		\$258	\$410	\$412	\$359	\$442	T	\$405	\$468	7	\$478	-\$503		\$658	\$883		\$1,256	\$1,353	\$1,679	\$858
Adjusted EBITDA	\$427	\$488	\$546	\$545	\$447	\$507	\$585	\$593	\$567	\$618	\$657	\$587	\$639	\$615	\$661	\$660	\$682	\$700	\$1,254		\$2,006	\$2,131	\$2,427	\$2,575
Sirius XM Holdings PF Combined Results	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	2020 6M	2021 6M	2017 FY	2018 FY	2019 FY	2020 FY
Gross Profit	\$873	\$962	\$990	\$1,021	\$918	\$990	\$1,051	\$1,107	\$1,037	\$1,101	\$1,139	\$1,165	\$1,097	\$1,018	\$1,141	\$1,233	\$1,130	\$1,189	\$2,115	\$2,317	\$3,846	\$4,064	\$4,441	\$4,489
Margin	55%	57%	57%	57%	54%	54%	56%	57%	56%	56%	57%	56%	56%	54%	56%	56%	55%	55%	55%	55%	56%	55%	56%	56%
Contribution Margin	\$997	\$1,083	\$1,115	\$1,150	\$1,045	\$1,122	\$1,183	\$1,241	\$1,170	\$1,248	\$1,291	\$1,329	\$1,246	\$1,162	\$1,300	\$1,401	\$1,299	\$1,367	\$2,408	\$2,664	\$4,345	\$4,591	\$5,037	\$5,109
Margin	63.0%	63.9%	64.0%	63.9%	61.6%	61.7%	62.7%	63.8%	62.9%	63.1%	64.1%	64.2%	63.8%	61.9%	64.1%	64.0%	63.1%	63.3%	62.9%	63.2%	63.7%	62.5%	63.6%	63.5%
Adjusted EBITDA	\$427	\$488	\$546	\$545	\$447	\$507	\$585	\$593	\$567	\$618	\$657	\$587	\$639	\$615	\$661	\$660	\$682	\$700	\$1,254	\$1,381	\$2,006	\$2,131	\$2,427	\$2,575
Margin	27.0%	28.8%	31.4%	30.3%	26.3%	27.9%	31.0%	30.5%	30.5%	31.2%	32.6%	28.4%	32.7%	32.8%	32.6%	30.2%	33.1%	32.4%	32.7%	32.7%	29.4%	29.0%	30.6%	32.0%
Sirius XM Holdings GAAP Results (in millions)	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	2020 6M	2021 6M	2017 FY	2018 FY	2019 FY	2020 FY
Free Cash Flow	\$249	\$417	\$434	\$460	\$327	\$486	\$288	\$416	\$300	\$474	\$465	\$408	\$348	\$503	\$361	\$448	\$211	\$550	\$851	\$761	\$1,560	\$1,517	\$1,647	\$1,660
Common Stock Shares Oustanding	4,683	4,626	4,602	4,528	4,481	4,486	4,449	4,346	4,645	4,492	4,433	4,412	4,379	4,353	4,278	4,173	4,105	4,173	4,379	4,173	4,528	4,346	4,412	4,173
Weighted Avg. Shares O/S - Basic	4,710	4,652	4,618	4,571	4,491	4,482	4,474	4,401	4,571	4,568	4,450	4,419	4,405	4,369	4,326	4,220	4,137	4,079	4,387	4,108	4,638	4,462	4,501	4,330
Weighted Avg. Shares O/S - Diluted	4,784	4,736	4,706	4,571	4,586	4,589	4,574	4,478	4,678	4,675	4,564	4,541	4,515	4,457	4,415	4,220	4,222	4,163	4,487	4,193	4,726	4,561	4,616	4,429
Common Stock Shares Repurchased	62	94	39	76	52	4	48	105	101	158	76	29	41	29	86	111	85	53	70	138	271	209	364	267
Common Stock Repurchased (\$), including fees	\$299	\$477	\$211	\$416	\$295	\$22	\$334	\$646	\$604	\$898	\$464	\$193	\$243	\$165	\$486	\$680	\$516	\$328	\$408	\$844	\$1,403	\$1,297	\$2,159	\$1,574
Cash and Equivalents	\$230	\$43	\$74	\$69	\$79	\$64	\$46	\$54	\$62	\$215	\$79	\$106	\$40	\$1,770	\$33	\$71	\$59	\$1,124	\$1,770	\$1,124	\$69	\$54	\$106	\$71
Total Debt	\$230 \$5,988	\$43 \$6,459	\$6,733	\$6,746	\$6,812	\$6,448	\$46 \$6,567	\$5 4 \$6,888	\$02 \$7,185	\$215 \$7,846	\$7,906	\$7,844	\$ 4 0 \$7,849	\$9,333	\$7,847	\$8,500	\$8,879	\$9,833	\$1,770	\$1,12 4 \$9,833	\$6,746	\$5 4 \$6,888	\$106 \$7,844	\$8,500
TOTAL DEDI	\$5,988	₹0,459	⊅0,/ <i>33</i>	ф0,/40	\$0,81Z	ъ0, 44 8	φ0,50 <i>/</i>	\$0,000	\$/,185	\$/,8 4 6	\$7,900	\$/,8 44	\$/,8 4 9	\$º,555	\$/,84/	\$8,5UU	30,879	\$ 9,833	\$9,333	\$9,633	\$0,740	\$0,888	\$7,8 44	⊅8,500

Fine Mine Metrics Fine Mine Mine Mine Mine Mine Mine Mine M		1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	2020 6M	2021 6M	2017 FY	2018 FY	2019 FY	2020 FY
Cost of Renemy (488) (504) (509) (519) (524) (525) (550) (55																									
Gross Profit																									\$6,348
Gross Margin Circle Margin Cir																									\$2,430
APPU \$12.95 \$13.12\$ \$13.14\$ \$13.43 \$12.95\$ \$13.24\$ \$13.25\$ \$13.30 \$13.85\$ \$13.65\$ \$13.25\$ \$13.																									
SAC per installation	Gross Margin	62%	63%	63%	63%	62%	61%	62%	62%	62%	61%	62%	61%	63%	62%	62%	61%	61%	61%	62%	61%	63%	62%	62%	62%
Subscriber metrics shown in throusands Subscriber metrics shown in throusands Subscribers Sub	ARPU	\$12.95	\$13.22	\$13.41	\$13.43	\$12.95	\$13.30	\$13.48	\$13.64	\$13.52	\$13.83	\$13.90	\$14.03	\$13.95	\$13.96	\$14.15	\$14.33	\$14.30	\$14.57	\$13.95	\$14.43	\$13.25	\$13.34	\$13.82	\$14.10
Self-opp Feathing Subscribers 26,210 26,675 26,966 27,513 27,720 28,203 28,501 28,915 29,046 29,336 29,047 39,311 30,480 30,887 31,013 31,368 33,013 31,368 27,513 29,918 29,978 30,877 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,017 30,311 30,480 30,987 30,018 30,01	SAC, per installation	\$29.22	\$31.19	\$29.71	\$28.07	\$28.18	\$27.54	\$23.67	\$23.37	\$24.05	\$22.74	\$21.01	\$23.74	\$20.11	\$20.14	\$20.98	\$14.61	\$10.90	\$15.20	\$20.14	\$12.93	\$29.53	\$25.66	\$22.91	\$18.65
Paid Promotionical Ending Subscribers 5,393 5,372 5,181 5,223 5,347 5,292 5,192 5,124 5,125 5,009 4,917 4,311 4,719 3,393 3,955 3,827 3,486 3,108 3,939 3,108 5,223 5,144 4,931 3,827 5,144 5,145 5,145 5,144 5,145	Subscriber metrics shown in thousands																								
Self-pay Net Additions	Self-pay Ending Subscribers	26,210	26,675	26,986	27,513	27,720	28,203	28,501	28,915	29,046	29,336	29,637	29,978	30,047	30,311	30,480	30,887	31,013	31,368	30,311	31,368	27,513	28,915	29,978	30,887
Self-pay Net Additions	Paid Promotional Ending Subscribers	5,393		5,181											3,939		3,827								3,827
Paid Promotional Net Additions 257 445 119 569 330 429 198 346 132 174 210 355 1431 (516) 421 186 279 (215) (23) (23) (23) (23) (23) (23) (23) (23	Ending Subscribers	31,602	32,048	32,167	32,736	33,066	33,495	33,693	34,039	34,171	34,345	34,554	34,909	34,766	34,250	34,435	34,714	34,499	34,476	34,250	34,476	32,736	34,039	34,909	34,714
Average Self-Pay Monthly Churn 1.8% 1.7% 1.9% 1.8% 1.8% 1.8% 1.8% 1.8% 1.8% 1.8% 1.8	Self-pay Net Addtions	259	466	311	527	206	483	298	414	131	290	302	341	69	264	169	407	126	355	333	481	1,562	1,402	1,063	
Average Self-Pay Monthly Churn 1.8% 1.7% 1.9% 1.8% 1.8% 1.8% 1.8% 1.8% 1.8% 1.8% 1.8	Paid Promotional Net Additions	(3)	(20)	(191)	42	124	(54)	(100)	(68)	1	(116)	(92)	14	(212)	(780)	17	(128)	(341)	(378)	(992)	(719)	(172)	(99)	(193)	(1,104)
Pandora Stand-alone Metrics (excludes impact of discontinued businesses) Total Revenue \$2.85 \$344 \$360 \$395 \$319 \$385 \$418 \$447 \$365 \$441 \$447 \$474 \$369 \$326 \$438 \$555 \$442 \$516 \$705 \$959 \$1,384 \$1,570 \$1,698 \$1,081 \$1,177 \$1,698 \$1,081 \$1,177 \$1,698 \$1,081 \$1,177 \$1,098 \$1,177 \$1	Net Additions	257	445	119	569	330	429	198	346	132	174	210	355	(143)	(516)	186	279	(215)	(23)	(659)	(238)	1,390	1,303	870	(195)
Total Revenue \$285 \$344 \$360 \$395 \$319 \$385 \$418 \$447 \$365 \$441 \$447 \$47 \$478 \$369 \$336 \$438 \$555 \$442 \$516 \$705 \$959 \$1,394 \$1,570 \$1,727 \$1,698 \$1,	Average Self-Pay Monthly Churn	1.8%	1.7%	1.9%	1.8%	1.8%	1.6%	1.8%	1.8%	1.8%	1.7%	1.7%	1.7%	1.8%	1.6%	1.7%	1.6%	1.6%	1.5%	1.7%	1.6%	1.8%	1.7%	1.7%	1.7%
Total Revenue \$285 \$344 \$360 \$395 \$319 \$385 \$418 \$447 \$365 \$441 \$447 \$47 \$478 \$369 \$336 \$438 \$555 \$442 \$516 \$705 \$959 \$1,394 \$1,570 \$1,727 \$1,698 \$1,	Pandora Stand-alone Metrics (excludes impact of disc	ontinued busines	sses)																						
Cost of Revenue \$\frac{\frac{521}}{\frac{528}}\$ \frac{\$221}}{\frac{528}}\$ \frac{\$221}{\frac{528}}\$ \frac{\$225}{\frac{527}}\$ \frac{\$275}{\frac{527}}\$ \frac{\$275}{\frac{527}}\$ \frac{\$275}{\frac{527}}\$ \frac{\$275}{\frac{527}}\$ \frac{\$256}{\frac{527}}\$ \frac{\$275}{\frac{527}}\$ \frac{\$276}{\frac{527}}\$ \frac{\$276}{\frac{527}}\$ \frac{\$284}{\frac{528}}\$ \frac{\$278}{\frac{528}}\$ \frac{\$286}{\frac{528}}\$ \frac{\$286}{\frac{528}}\$ \frac{\$226}{\frac{528}}\$ \frac{\$221}{\frac{521}}\$ \frac{\$315}{\frac{522}}\$ \frac{\$520}{\frac{522}}\$ \frac{\$430}{\frac{528}}\$ \frac{\$431}{\frac{528}}\$ \frac{\$417}{\frac{528}}\$ \frac{\$428}{\frac{527}}\$ \frac{\$428}{\frac{528}}\$ \frac{\$226}{\frac{528}}\$ \frac{\$226}{\frac{528}}\$ \frac{\$226}{\frac{528}}\$ \frac{\$226}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$218}}{\frac{528}}\$ \frac{\$218}}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{528}}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{521}{\frac{528}}\$ \frac{\$216}{\frac{528}}\$ \frac{521}{\frac{528}}\$ \frac{521}{\frac{528}}\$ \frac{528}{\frac{528}}\$ \frac{528}}{\frac{528}}\$ \frac{528}{\frac{528}}\$ \frac{521}{\frac{528}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{529}{\frac{528}}\$ \frac{548}{\frac{528}}\$ \frac{528}}{\frac{528}}\$ \frac{528}{\frac{528}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{528}}\$ \frac{521}{\frac{528}}\$ \frac{521}{\frac{528}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{548}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{521}{\frac{521}}\$ \frac{548}{\frac{521}}\$ \frac{521}{\frac{521}}\$ 52				\$360	\$395	\$319	\$385	\$418	\$447	\$365	\$441	\$447	\$474	\$369	\$336	\$438	\$555	\$442	\$516	\$705	\$959	\$1,384	\$1,570	\$1,727	\$1,698
Gross Margin 22% 34% 33% 34% 20% 29% 34% 38% 38% 38% 38% 38% 38% 38% 38% 28% 21% 37% 42% 31% 37% 25% 34% 31% 31% 36% 34% 34% 34% 34% 34% 34% 34% 34% 34% 34	Cost of Revenue	\$221	\$228	\$241	\$261	\$255	\$273	\$276	\$275	\$254	\$284	\$278	\$287	\$264	\$266	\$276	\$321	\$305	\$323	\$529	\$630	\$951	\$1,081		\$1,127
Active Users - All Services (in thousands) 75,733 74,896 73,700 74,693 72,286 71,435 68,785 69,399 66,035 64,948 63,100 63,508 69,399 66,035 64,948 63,100 63,508 69,399 63,508 58,882 55,870 55,137 59,604 55,137 74,693 69,399 63,508 58,882 Add Supported Listener Hours (in billions) 4.33 4.14 3.90 3.92 3.85 3.86 3.59 3.49 3.42 3.49 3.42 3.49 3.32 3.21 3.13 3.29 3.12 2.96 2.87 3.03 6.41 5.90 16.28 14.79 13.44 12.5	Gross Profit	\$64	\$116	\$119	\$134	\$64	\$112	\$142	\$172		\$157	\$169	\$187	\$105	\$70	\$162	\$234	\$137	\$193	\$176	\$329	\$433	\$489	\$624	
Ad Supported Listener Hours (in billions) 4.33 4.14 3.90 3.92 3.85 3.86 3.59 3.49 3.42 3.49 3.21 3.13 3.29 3.12 2.96 2.87 3.03 3.41 3.03 6.41 5.90 16.28 14.79 13.44 12.50 RPM LPM \$50.96 \$66.48 \$70.55 \$75.66 \$55.53 \$68.75 \$77.84 \$86.06 \$55.53 \$68.75 \$77.84 \$86.06 \$80.14 \$85.33 \$44.55 \$44.55 \$44.55 \$44.65 \$112.71 \$85.69 \$100.35 \$44.66 \$37.10 \$44.66 \$37.10 \$44.66 \$37.80 \$44.66 \$37.80 \$44.66 \$45.75 \$48.88 \$45.89 \$40.16 \$40	Gross Margin	22%	34%	33%	34%	20%	29%	34%	38%	30%	36%	38%	39%	28%	21%	37%	42%	31%	37%	25%	34%	31%	31%	36%	34%
Ad Supported Listener Hours (in billions) 4.33 4.14 3.90 3.92 3.85 3.86 3.59 3.49 3.42 3.49 3.32 3.21 3.13 3.29 3.12 2.96 2.87 3.03 6.41 5.90 16.28 14.79 13.44 12.50 RPM \$50.96 \$66.48 \$70.55 \$75.66 \$55.53 \$68.75 \$77.84 \$86.06 \$62.60 \$80.14 \$85.33 \$94.55 \$67.54 \$55.23 \$84.46 \$112.71 \$85.69 \$100.35 \$61.23 \$93.26 \$65.54 \$71.60 \$80.41 \$79.24 \$1.49 \$1	Active Users - All Services (in thousands)	75,733	74,896	73,700	74,693	72,286	71,435	68,785	69,399	66,035	64,948	63,100	63,508	60,926	59,604	58,583	58,882	55,870	55,137	59,604	55,137	74,693	69,399	63,508	58,882
LPM \$33.44 \$35.74 \$36.98 \$36.00 \$36.40 \$36.87 \$37.80 \$40.40 \$36.687 \$37.91 \$39.05 \$42.20 \$37.08 \$37.16 \$40.16 \$46.67 \$45.35 \$44.46 \$37.12 \$44.89 \$35.68 \$37.80 \$38.94 \$40.14 \$47.5 \$48.20 \$47.5 \$48.20 \$47.50	Ad Supported Listener Hours (in billions)	4.33	4.14	3.90	3.92	3.85	3.86	3.59	3.49	3.42	3.49	3.32	3.21	3.13	3.29	3.12	2.96	2.87	3.03	6.41	5.90	16.28	14.79		12.50
LPM \$33.44 \$35.74 \$36.98 \$36.00 \$36.40 \$36.87 \$37.80 \$40.40 \$36.64 \$37.91 \$39.05 \$42.20 \$37.08 \$37.16 \$40.16 \$46.67 \$45.35 \$44.46 \$37.12 \$44.89 \$35.68 \$37.80 \$38.94 \$40.14 \$48.94 \$40.14 \$48.94 \$40.1	RPM	\$50.96	\$66.48	\$70.55	\$75.66	\$55.53	\$68.75	\$77.84	\$86.06	\$62,60	\$80.14	\$85.33	\$94.55	\$67.54	\$55.23	\$84.46	\$112.71	\$85.69	\$100.35	\$61.23	\$93.26	\$65.54	\$71.60	\$80.41	\$79.24
LPU \$2.97 \$3.11 \$3.87 \$4.42 \$4.65 \$4.78 \$4.51 \$4.03 \$3.97 \$4.16 \$4.09 \$4.10 \$4.06 \$4.11 \$4.06 \$4.19 \$4.21 \$4.20 \$4.18 \$4.08 \$4.19 \$3.63 \$4.47 \$4.06 \$4.14 \$4.08 \$4.19 \$5.00 \$4.18 \$4.00 \$4.10 \$4	LPM																								\$40.14
LPU \$2.97 \$3.11 \$3.87 \$4.42 \$4.65 \$4.78 \$4.51 \$4.03 \$3.97 \$4.16 \$4.09 \$4.10 \$4.06 \$4.11 \$4.06 \$4.19 \$4.21 \$4.20 \$4.18 \$4.08 \$4.19 \$3.63 \$4.47 \$4.06 \$4.14 \$4.08 \$4.19 \$5.00 \$4.18 \$4.00 \$4.10 \$4	ARPH	\$4.75	\$4.82	\$5.58	\$6.09	\$6.30	\$6.52	\$6.68	\$6.61	\$6.70	\$6.53	\$6.46	\$6.76	\$6.85	\$6.70	\$6.83	\$6.67	\$6.67	\$6.67	\$6.77	\$6.67	\$5.34	\$6.53	\$6.61	\$6.76
Subscriber metrics shown in thousands Self-pay Subscribers 4,666 4,817 5,181 5,478 5,626 5,976 5,996 5,914 6,160 6,224 6,257 6,165 6,214 6,246 6,344 6,279 6,392 6,510 6,246 6,510 5,478 5,914 6,165 6,279 Paid Promotional Subscribers 759 756 736 733 45 49 52 56 60 62 64 67 56 67 - 756 49 62																									
Self-pay Subscribers 4,666 4,817 5,181 5,478 5,626 5,976 5,996 5,914 6,160 6,224 6,257 6,165 6,214 6,246 6,344 6,279 6,392 6,510 6,246 6,510 5,478 5,914 6,165 6,279 Paid Promotional Subscribers 759 756 736 733 45 49 52 56 60 62 64 67 56 67 - 756 49 62	Subscriber metrics shown in thousands																								
Paid Promotional Subscribers 759 756 736 733 45 49 52 56 60 62 64 67 56 67 - 756 49 62		4 666	4 817	5 181	5 478	5 626	5 976	5 996	5 914	6 160	6 224	6 257	6 165	6 214	6 246	6 344	6 279	6 392	6.510	6 246	6.510	5 478	5 914	6 165	6 279
Total Subscribers 4,666 4,817 5,181 5,478 5,626 5,976 6,755 6,670 6,896 6,957 6,302 6,214 6,266 6,302 6,404 6,341 6,456 6,577 6,302 6,577 5,478 6,670 6,214 6,341		-		-	-	-	-,570					45	49				62			56		-			62
		4,666	4,817	5,181	5,478	5,626	5,976	6,755	6,670	6,896	6,957	6,302	6,214	6,266	6,302	6,404	6,341	6,456	6,577	6,302	6,577	5,478	6,670	6,214	6,341