

# Appendix: reconciliation of non-GAAP measures

## Net cash generation: Cash flow including asset sales after dividends<sup>(1)</sup>

\$MM	1Q16	2Q16	3Q16	4Q16	Full Year 2016	1Q17	2Q17	3Q17	4Q17	Full Year 2017
Cash and cash equivalents	8,562	8,764	7,351	6,988		6,983	4,762	6,641	4,813	
Time deposits										
Marketable securities	317	320	321	13		11	13	13	9	
<b>Total cash</b>	<b>8,879</b>	<b>9,084</b>	<b>7,672</b>	<b>7,001</b>		<b>6,994</b>	<b>4,775</b>	<b>6,654</b>	<b>4,822</b>	
<b>Total debt<sup>(2)</sup></b>	<b>42,339</b>	<b>45,085</b>	<b>45,585</b>	<b>46,126</b>		<b>45,256</b>	<b>42,864</b>	<b>41,972</b>	<b>38,763</b>	
Change in total cash	(2,453)	205	(1,412)	(671)	(4,331)	(7)	(2,219)	1,879	(1,832)	(2,179)
Change in total debt	3,790	2,746	500	541	7,577	(870)	(2,392)	(892)	(3,209)	(7,363)
<b>Cash flow including asset sales after dividends<sup>(1)</sup> (change in total cash less change in total debt)</b>	<b>(6,243)</b>	<b>(2,541)</b>	<b>(1,912)</b>	<b>(1,212)</b>	<b>(11,908)</b>	<b>863</b>	<b>173</b>	<b>2,771</b>	<b>1,377</b>	<b>5,184</b>

<sup>(1)</sup> Cash flow including asset sales after dividends = change in cash and marketable securities and change in debt.

<sup>(2)</sup> Total debt = the sum of short-term debt, long-term debt, and capital lease obligations.

