

AT&T CORP  
Form 425  
February 18, 2005

**Filed by SBC Communications Inc.**

**Pursuant to Rule 425 under the Securities Act of 1933**

**and deemed filed pursuant to Rule 14a-12**

**of the Securities Exchange Act of 1934**

**Subject Company: AT&T Corp**

**Commission File No.: 1-01105**

[Link to searchable text of slide shown above](#)

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*



*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*



*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*

*Link to searchable text of slide shown above*



**Searchable text section of graphics shown above**

**Investor Update**

**Rick Lindner**

Senior Executive Vice President and Chief Financial Officer

SBC Communications Inc.

Feb. 18, 2005

**Filed by SBC Communications Inc.  
Pursuant to Rule 425 under the Securities Act of 1933  
and deemed filed pursuant to Rule 14a-12  
of the Securities Exchange Act of 1934**

**Subject Company: AT&T Corp.**

**Commission File No.: 1-01105**

[LOGO]

---

### **Cautionary Language Concerning Forward-Looking Statements**

Information set forth in this presentation contains financial estimates and other forward-looking statements that are subject to risks and uncertainties, and actual results might differ materially. A discussion of factors that may affect future results is contained in SBC's filings with the Securities and Exchange Commission. SBC disclaims any obligation to update and revise statements contained in this presentation based on new information or otherwise.

This presentation may contain certain non-GAAP financial measures. Reconciliations between the non-GAAP financial measures and the GAAP financial measures are available on the company's Web site at [www.sbc.com/investor\\_relations](http://www.sbc.com/investor_relations).

**In connection with the proposed transaction, SBC intends to file a registration statement, including a proxy statement of AT&T Corp., and other materials with the Securities and Exchange Commission (the SEC). Investors are urged to read the registration statement and other materials when they are available because they contain important information.** Investors will be able to obtain free copies of the registration statement and proxy statement, when they become available, as well as other filings containing information about SBC and AT&T Corp., without charge, at the SEC's Internet site ([www.sec.gov](http://www.sec.gov)). These documents may also be obtained for free from SBC's Investor Relations web site ([www.sbc.com/investor\\_relations](http://www.sbc.com/investor_relations)) or by directing a request to SBC Communications Inc., Stockholder Services, 175 E. Houston, San Antonio, Texas 78258. Free copies of AT&T Corp.'s filings may be accessed and downloaded for free at the AT&T Investor Relations Web Site ([www.att.com/ir/sec](http://www.att.com/ir/sec)) or by directing a request to AT&T Corp., Investor Relations, One AT&T Way, Bedminster, New Jersey 07921.

SBC, AT&T Corp. and their respective directors and executive officers and other members of management and employees may be deemed to be participants in the solicitation of proxies from AT&T shareholders in respect of the proposed transaction. Information regarding SBC's directors and executive officers is available in SBC's proxy statement for its 2004 annual meeting of stockholders, dated March 11, 2004, and information regarding AT&T Corp.'s directors and executive officers is available in AT&T Corp.'s proxy statement for its 2004 annual meeting of shareholders, dated March 25, 2004. Additional information regarding the interests of such potential participants will be included in the registration and proxy statement and the other relevant documents filed with the SEC when they become available.

**SBC Segments**

**Wireline**

52 million access lines  
\$37 billion 2004 revenues  
Local, LD, data

**Cingular Wireless**

49 million subscribers  
290 million POPs  
\$32 billion 2004 pro forma  
revenues

**Directory**

\$3.8 billion 2004 revenues  
704 titles, 13 states  
YellowPages.com

**International**

Telmex  
América Móvil

**4Q04 Results: Strong Execution in Both Wireline and Wireless**

**425,000**  
DSL net adds

**10.5%**  
data revenue growth

**3.6%**  
wireline growth revenue

**1.8 million**  
wireless pro forma net adds

Third straight quarter of **positive revenue growth**

Outstanding execution at **Cingular Wireless**

**Wireline Revenue Trends**

**Wireline Revenue  
Year-Over-Year Growth**

[CHART]

**Consumer Wireline Revenue  
Year-Over-Year Growth**

[CHART]

**Strong Long Distance Growth**

**In-Service InterLATA PICs**

(in millions)

[CHART]

**Stable** per-minute pricing

**Nearly 80%** of consumers long distance customers on plans with recurring charges

Long distance revenues up **23.5 percent** in 4Q04

---

(1) Includes 0.1 million increase for methodology true-up.



**Industry-Leading DSL Growth**

**In-Service DSL Lines**

(in millions)

[CHART]

**425,000** 4Q net adds

**13% penetration** of capable locations, 18% in the West region

**77% of locations** DSL capable

DSL/Internet revenues **up 27%**

**Video Strategy**

**SBC | DISH Subscribers**

(in thousands)

[CHART]

**Project Lightspeed**

**Integrated IP-based services** voice, high-speed Internet access, IPTV

**Speed to market** 18 million households in 3 years, FTTP one-fourth FTTP's time to market

**Capital efficient** one-fifth the cost to deploy versus FTTP in overbuild

**Operational cost savings**

## Increased Bundle Penetration

### Key-Product Bundles

Percent of consumers with bundles that include one or more key services – LD, DSL, satellite and jointly billed wireless

[CHART]

Total customers with **two or more key products** more than doubled in 2004

Consumer ARPU **up 8.2%**

**Improved Access Line Trends**

**UNE-P and Resale Lines  
Net Change by Quarter  
(in thousands)**

[CHART]

**Consumer Primary Retail Lines  
Net Change by Quarter  
(in thousands)**

[CHART]

**BusinessRetail Access Lines  
Net Change by Quarter  
(in thousands)**

[CHART]

---

(1) Totals exclude a reclassification that moved consumer retail access lines from primary to additional. The changes made to consumer primary in-service totals were: 4Q03 (65)K, 1Q04 (68)K and 2Q04 (68)K. Previous periods were not adjusted. This reclassification does not impact total retail lines in service.

**Business Revenues**

**Business Wireline Revenue**

**Year-Over-Year Growth**

[CHART]

	<b>% of Total</b>	<b>Revenue Growth YoY</b>
Enterprise	60%	5%
ISP	2%	(14)%
Small/Medium	38%	2%

**Data Revenue Growth**

**Quarterly Data Revenue**

(dollars in millions)

[CHART]

Total data revenue up **10.5%** year over year

Strongest data revenue growth rate in **more than three years**

**Peer Comparisons**

(4Q 2004 results)

**Long Distance**  
Lines in Service  
(in millions)

[CHART]

**DSL**  
Lines in Service  
(in millions)

[CHART]

**Data Revenues**  
2004 Data Revenues  
(in billions)

[CHART]

**Wireline Revenues**  
4Q Year-over-year Growth

[CHART]

## Operating Income Growth

### SBC Adjusted Operating Income Growth(1)

[CHART]

4Q03	1Q04	2Q04	3Q04	4Q04
(46.9)%	(18.2)%	(15.2)%	8.8%	6.6%

### Reported Results

Solid, continuous **progress on costs**

Operating income growth rates **track with revenue growth trends**

---

(1) 4Q03 excludes \$139 million severance charge; 2Q04 excludes \$263 million strike and labor settlement charges; 4Q04 excludes \$244 million severance and pension charges.



**AT&T Wireless Acquisition**

**Scale, Coverage and Spectrum**

**Cingular Licensed Spectrum**

[GRAPHIC]

Subscribers	>49 million
POPs	290 million
Coverage	all top 100 markets
Average spectrum in top 100 markets	58Mhz
2004 pro forma revenues	\$32 billion

**Cingular Subscriber Growth**

**4Q04 PRO FORMA RESULTS**

Record gross adds	<b>5.5 million</b>
Pro forma churn	<b>2.6%</b>
Subscribers	<b>65%, with</b>
GSM equipped	<b>8% of base</b>
	<b>converted in 4Q</b>
Minutes on GSM	<b>79%</b>
AWE subs converted to Cingular plans	<b>&gt; 1 million</b>

**Cingular Wireless Pro Forma**

**Net Subscriber Additions**

(in thousands)

[CHART]

Pro forma includes results from AT&T Wireless and other acquired properties and excludes results from markets that we have agreed to divest.

**Cingular Initiatives**

<b>Business Markets Group</b>	<b>Network Expansion</b>	<b>UMTS/HSDPA</b>
More than 300 high-end accounts signed in 4Q	More than 1,000 cell sites added in 4Q	first data calls completed in Atlanta test

**Integration initiatives on or ahead of schedule, strong momentum starting 2005**

**2005 Key Metrics**

**Access Lines**

Improvement in retail line trends offset by declines in wholesale

**Long Distance**

Continued subscriber growth approaching 60% penetration of retail voice lines by year end  
Stable ARPU

**DSL**

Growth consistent with 2004 results

**2005 Financial Outlook**

<b>Revenue</b>	Low single-digit growth for SBC; positive growth at Cingular Growth driven by wireless, national data and key growth products, offset by pressure from access line and market pricing trends
<b>Margins</b>	15% - 16% operating income margins while investing in growth initiatives such as Project Lightspeed Margin improvement driven by revenue growth and cost initiatives
<b>Capex</b>	\$5.4 - \$5.7 billion excluding Cingular, focusing on high-growth opportunities Cingular \$6.8 - \$7.2 billion with investments in network expansion and UMTS deployment
<b>Cash Flow</b>	Approximately \$3 billion of free cash flow after dividends (cash from operations plus net cash from Cingular less dividends and capital spending) Provides potential for dividend growth, share repurchase program and debt reduction

**SBC+AT&T: World-Class Assets, Large Synergy Opportunities**

Best-in-class, complementary **networks**

Advanced **product sets**

Accelerated expansion in **enterprise space**

Nationwide presence and **global reach**

Substantial synergies driven by clear, achievable **cost opportunities**

Expect closing in **early 2006**

**SBC+AT&T: Expected Financial Impacts**

**Incremental free cash flow positive** in 2007

**Incremental EPS positive** in 2008

More than **\$15 billion NPV** of expected net synergies

Annual net synergy run rate of approximately \$2 billion by 2008, growing to **exceed \$3 billion** by 2011

**No impact** on credit metrics

**Investor Update**

**Rick Lindner**

Senior Executive Vice President and Chief Financial Officer

SBC Communications Inc.

Feb. 18, 2005

---



###

### **Cautionary Language Concerning Forward-Looking Statements**

Information set forth in this document contains financial estimates and other forward-looking statements that are subject to risks and uncertainties, and actual results might differ materially. Such statements include, but are not limited to, statements about the benefits of the business combination transaction involving SBC and AT&T Corporation, including future financial and operating results, the new company's plans, objectives, expectations and intentions and other statements that are not historical facts. Such statements are based upon the current beliefs and expectations of SBC's and AT&T's management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements.

The following factors, among others, could cause actual results to differ from those set forth in the forward-looking statements: the ability to obtain governmental approvals of the transaction on the proposed terms and schedule; the failure of AT&T shareholders to approve the transaction; the risk that the businesses will not be integrated successfully; the risk that the cost savings and any other synergies from the transaction may not be fully realized or may take longer to realize than expected; disruption from the transaction making it more difficult to maintain relationships with customers, employees or suppliers; competition and its effect on pricing, spending, third-party relationships and revenues. Additional factors that may affect future results are contained in SBC's filings with the Securities and Exchange Commission (SEC), which are available at the SEC's Web site <http://www.sec.gov>. SBC disclaims any obligation to update and revise statements contained in this presentation based on new information or otherwise.

This document may contain certain non-GAAP financial measures. Reconciliations between the non-GAAP financial measures and the GAAP financial measures are available on SBC's Web site at [www.sbc.com/investor\\_relations](http://www.sbc.com/investor_relations).

---