

# Cover note for the Liberty Global quarterly report Zurich, 25 February 2011

## Accelerated growth at cablecom

In the fourth quarter of 2010, Switzerland's largest cable network operator was able to add 57,400 subscriptions for digital products, more than double of the growth in the prior quarter. For the year, cablecom generated 140,400 additional subscriptions for digital products, of which two third were related to TV. In 2010 overall, the company's turnover increased by 1.3% to CHF 1.12 billion. This year, cablecom is once again investing heavily in its network infrastructure. The Fiber Power rollout for top Internet speeds will be completed by the end of March 2011. cablecom will change its company name, as announced, to upc cablecom from the second quarter of 2011.

A strong close of the year 2010 for cablecom: with 41,500 additional digital TV customers, more than twice as many customers have chosen cablecom in the last three months than in the previous quarter (+17,100). Customer growth in telephony (+6,600) and Internet (+9,300) segments was also twice as high as in the third quarter.

At the end of December 2010, 464,800 Swiss citizens were enjoying digital TV by cablecom. That means the TV market leader welcomed 94,000 new customers last year, a growth of 25% compared to the previous year. The number of Internet subscriptions rose by 4.7% and the number of telephony connections increased significantly by 7.8% despite the declining fixed line telephony market. In total, cablecom served over 1.5 million television customers at the end of 2010. This corresponds to a decline of 26,000 subscriptions or 1.7%, driven by a lower number of analogue connections.

The financial result reflects the positive development of digital products last year. The turnover increased continuously and, in the last quarter of 2010, clearly surpassed the previous year's result with CHF 287 million (+2.3%). Overall, cablecom achieved a turnover of CHF 1.12 billion in 2010, which is CHF 14.2 million more than in the previous year (+1.3%).

Investments in network expansion and product innovation set to continue in 2011 cablecom continues to invest heavily in its infrastructure and its customers' experience. The Fiber Power rollout for top Internet speeds (up to 100 Mbit/s) will be completed across Switzerland by the end of the first quarter. A further focus area in 2011 is the geographical expansion of the Video On Demand footprint.

In January 2011, cablecom became the first TV provider in Switzerland to offer 3D content. This year, the company plans to expand its television service significantly.

As Eric Tveter, Managing Director at cablecom, notes: "The development of our digital customer numbers and the positive financial result last year, clearly show that cablecom is back on track to success. We offer high-quality service and convince our customers with unique products. I am delighted that our hard work is paying off. This year, we will further leverage our network's capacity and introduce new, attractive offers."

### New company name upc cablecom from the start of April

cablecom will change its company name and trade as upc cablecom from the second quarter of 2011. The blue bloom symbol and the upc lettering emphasise the association with one of the world's largest and most successful cable network provider. At the same time, cablecom remains part of the company name and represents the long-standing innovative strength and the local ties as a Swiss company.

As Eric Tveter explains: "By changing our name, we are opening a new chapter in our history, which dates back to our foundation in 1931 (Rediffusion). upc cablecom will also lead the way in technological developments and offer its customers path-breaking products. We will achieve this through our cable network, which prepares us perfectly for the requirements of the future."

At the end of 2010, cablecom also made several organisational changes in order to align its responsibilities even better towards its customers. As a result, the Customer Care & Services Department has taken on additional responsibilities in the residential customer segment that were previously carried out by Network Services. Other Network Services functions related to the business segment were transferred to the Business Services Department.

Link to current cablecom figures: http://www.cablecom.ch/en/b2c/about/company/figures.htm

Link to the detailed Liberty Global report: http://lgi.com/PDF/Q4 10 LGI Press Release.pdf

#### We would be happy to supply further information to media representatives:

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#### **About cablecom**

cablecom – a Liberty Global enterprise – is the largest cable network company in Switzerland, providing its customers with offers in the areas of cable television, broadband Internet and fixed network telephony. As of 31.12.2010, the enterprise had more than 1.5 million television customers, of whom 465,000 were in the digital area, as well as 510,000 Internet customers and 327,000 telephony customers. cablecom also provides voice, data and value-added services for business customers. cablecom provides cable network operators with plant engineering and construction as well as with application and transmission services for telephony and Internet. The company's own network connects more than 2 million households and supplies all the larger towns in Switzerland. In 2010, the company, which employs around 1,400 people, achieved a turnover of more than 1.1 billion Swiss francs.

http://www.cablecom.ch/about

#### **About Liberty Global**

Liberty Global is the leading international cable operator offering advanced video, voice and broadband internet services to connect its customers to the world of entertainment, communications and information. As of December 31, 2010, Liberty Global operated state-of-the-art networks serving 18 million customers across 14 countries principally located in Europe, Chile and Australia. Liberty Global's operations also include significant programming businesses such as Chellomedia in Europe.

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