



## First quarter 2010 results

### **ONO successfully completes its refinancing plan**

- Over 80% of the Syndicate and shareholders supported the refinancing plan
- Success of bundling strategy - Increase in RGUs per customer to 2.19x
- Churn and ARPU evolving favourably
- National deployment of Docsis 3.0 already started
- EBITDA of €176 and EBITDA margin of 47.1%
- Positive Op FCF of €113m and €23m of FCF

Madrid - 18 May 2010

Grupo Corporativo ONO, S.A. ("ONO"), the leading alternative provider of telecommunications, broadband Internet and pay television services in Spain, announced today the consolidated unaudited results for the quarter ended 31 March 2010. A complete set of results is available at [www.ono.es/sobreono/](http://www.ono.es/sobreono/). Highlights are as follows:

#### **FINANCIAL HIGHLIGHTS**

Data in € million

	Quarter ended		
	31-Mar-10	31-Mar-09	% change
Revenues	372	388	(4.1%)
Gross margin	77.6%	76.7%	0.9 pp
EBITDA	176	183	(3.9%)
EBITDA margin	47.1%	47.1%	0.1 pp
Net profit	17	12	39.4%
Capex	(62)	(51)	21.8%
Operating FCF	113	132	(13.9%)
FCF	23	(62)	na

#### **OPERATING HIGHLIGHTS**

	31-Mar-10	31-Dec-09	% change	31-Mar-09	% change
Homes released to marketing ('000)	7,012	7,004	0.1%	6,969	0.6%
Residential RGUs ('000)	4,132	4,103	0.7%	4,072	1.5%
RGUs (Cable)	3,987	3,967	0.5%	3,958	0.7%
RGUs (ULL)	145	136	6.9%	114	27.6%
SME RGUs	118	111	6.1%	114	3.2%
<b>Residential cable services:</b>					
Residential cable customers ('000)	1,824	1,825	(0.1%)	1,845	(1.2%)
Cable penetration (%)	26.0%	26.1%	(0.1 pp)	26.5%	(0.5 pp)
ARPU (€)	51.5	51.0	1.0%	51.9	(0.8%)
RGUs per customer (x)	2.19	2.17	0.6%	2.15	1.9%
Net churn (%)	14.2%	13.9%	0.2 pp	15.7%	(1.6 pp)

## **About ONO**

ONO is a leading alternative provider of telecommunications, broadband Internet and pay television services in Spain and the only cable operator with national coverage. As of 31 March 2010, ONO provides over 4.3 million services to residential customers and SMEs, using its own digital high capacity fibre optic network, which gives direct access to over 7 million homes across most of Spain, including the nine largest cities. ONO is the leading triple play operator and the principal competitor to the incumbent telecommunications and pay television operators in Spain. For the quarter ended 31 March 2010, ONO generated revenues of €372 million and EBITDA of €176 million.

ONO's shareholders are Caisse de Dépôt et Placement du Québec, CCMP Capital, GE Structured Finance Inc., Grupo Multitel, Grupo Santander, Providence Equity Partners, Quadrangle Capital Partners, Sodinteleco, Thomas H. Lee Partners, Val Telecomunicaciones, Ontario Teachers Pension Plan, Northwestern and Bregal Co-Invest.

## **Disclaimer**

The Projections, defined as all data in this release, contain forward-looking statements (any statement other than those made solely with respect to historical facts) based upon management's beliefs, as well as assumptions made by and data currently available to management. These forward-looking statements are based on a variety of assumptions that may not be realized and are subject to significant business, economic, judicial and competitive risks and uncertainties, including those set forth above, many of which are beyond ONO's ("the Company") control. The Company's actual operations, financial condition, cash flows or operating results may differ materially from those expressed or implied by any such forward-looking statements and the Company undertakes no obligation to update or revise any such forward-looking statements.

The Projections set forth above are based on certain estimates with respect to the Company's liquidity, capital resources, results of operations are subject to a number of risks and uncertainties including, but not limited to, the following: the ability of the Company to continue as a going concern; the ability of the Company and its subsidiaries to fulfil their obligations under, service and operate pursuant to the terms of, their existing credit facilities and arrangements; the state of the Spanish and global economy and its impact on the company's business; the ability to fund, develop and execute the Company's business plan; competitive pressures from other companies in the same or similar lines of business as the Company; trends in the economy as a whole which may affect subscriber confidence and demand for the goods and services supplied by the Company; the ability of the Company to predict consumer demand as a whole, as well as demand for specific goods and services; the acceptance and continued use by subscribers and potential subscribers of the Company's services; changes in technology and competition; the Company's ability to achieve expected operational efficiencies and economies of scale and its ability to generate expected cash flow, revenue and achieve assumed margins; the ability of the Company to attract, retain and compensate key executives and other personnel; the Company's ability to successfully integrate acquired businesses; the ability of the Company to maintain existing arrangements and / or enter into new arrangements with third party providers and contract partners; changes in applicable law, regulations or interpretation thereof; continued presence of a fair, competitive market; potential adverse publicity; as well as other factors detailed from time to time in the Company's public reports. Given these and other uncertainties, readers are cautioned not to place undue reliance on the forward-looking statements contained in the Projections.

The financial information contained in this document has been prepared under new Spanish GAAP. This financial information is unaudited and, therefore, is subject to any changes that may result from the audit process.

## **Further information**

### Investor Relations

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Website: <http://www.ono.es/sobreono/>