



Q1 2005 Results

10 May 2005

Forward-looking statements



This presentation contains statements that can constitute forward-looking statements in its general meaning and within the meaning of the Private Securities Litigation Reform Act of 1995. The forward-looking statements in this presentation can be identified, in some instances, by the use of words such as “believe,” “expect,” “intend,” “will,” “positioned,” “guidance”, “project,” “risk,” “plan,” “may,” “eliminate” or words of similar meaning or their negative thereof. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future.

You are cautioned not to rely unduly on forward-looking statements when evaluating the information presented in this presentation as forward-looking statements are not guarantees of future performance and that our actual financial condition, results of operations and cash flows, and the development of the industry in which we operate, may differ materially from those made in or suggested by the forward-looking statements contained in this presentation as a result of various factors.

Consequently, our current business plan, anticipated actions and future financial condition, results of operations and cash flows, as well as the anticipated development of the industry in which we operate, may differ from those expressed in any forward-looking statements made by us. We encourage you to consult the Company’s Annual Report and, specifically, the periodic and annual reports filed within the SEC.

We have no obligation to, and do not intend to, update publicly or revise any forward-looking statements in this presentation, whether as a result of new information, future events or otherwise.



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OPERATING PERFORMANCE

FINANCIAL PERFORMANCE



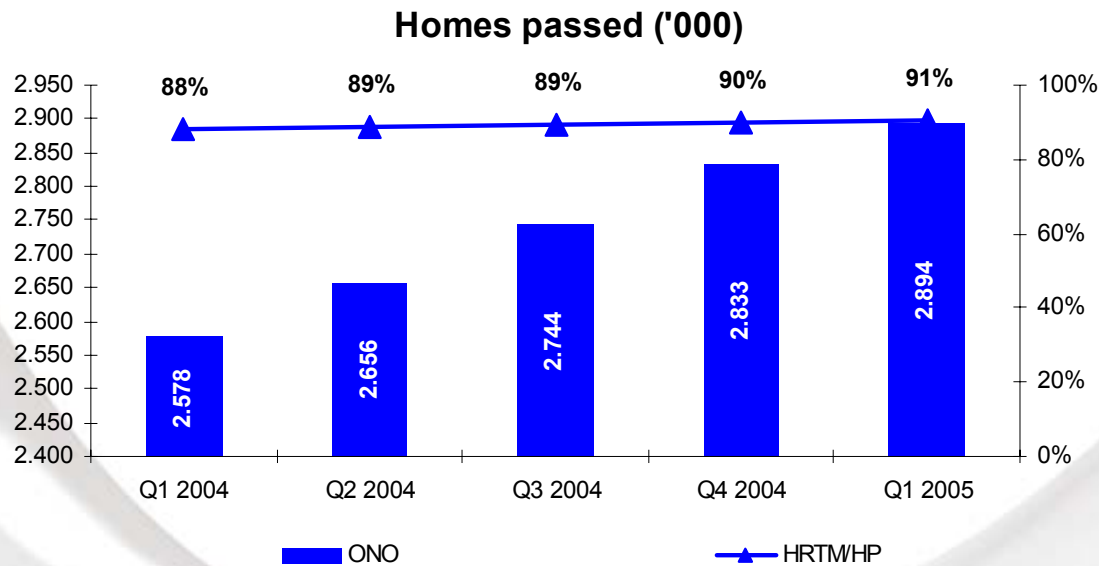
***Operating
Performance***





Homes passed

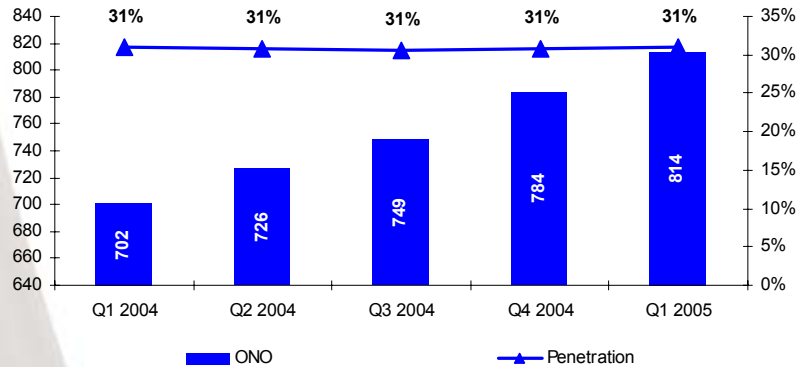
- *Over 60,000 homes passed in this quarter*
- *Substantial improvement in the Homes Released to Marketing (HRTM) vs Homes Passed (HP) ratio*



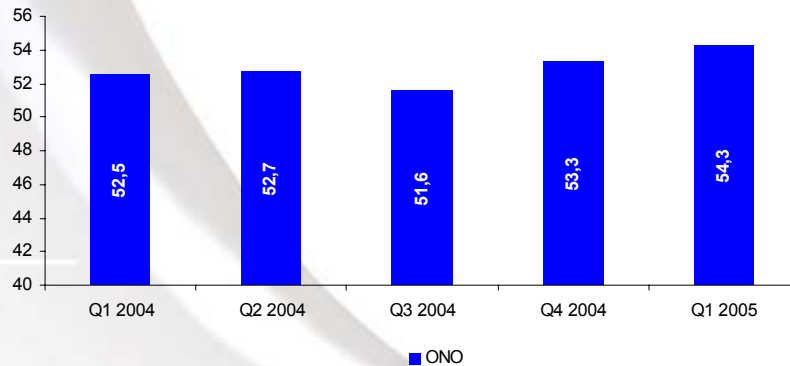


Customers

Residential Customers ('000)



Residential ARPU (€/month)

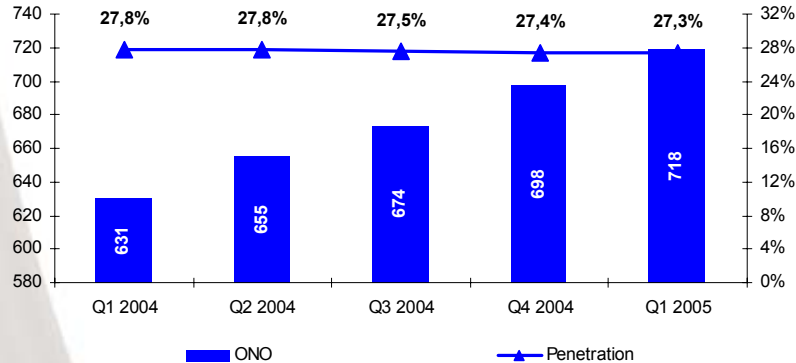


- 30,000 net new residential customers added in the quarter
- 3.8% growth on last quarter and over 15% on an annualized basis
- Penetration rate rises marginally (30.7% to 31.0%) despite increase in homes released to marketing
- Residential ARPU improvement...
 - €1.0 vs Q4 2004
 - €1.8 vs Q1 2004...driven by a higher telephony and television ARPUs and improving RGUs per customer



Telephony

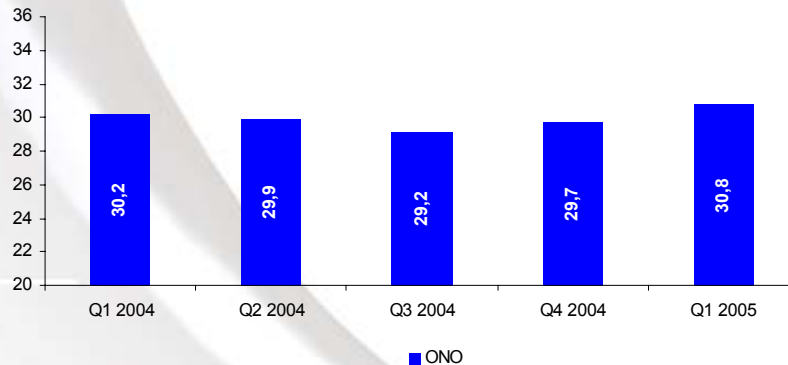
Telephony Customers ('000)



- *Adding around 20,000 net new telephony customers per quarter*

- *Strong competitive environment seen in slight decrease in penetration*

Telephony ARPU (€/month)

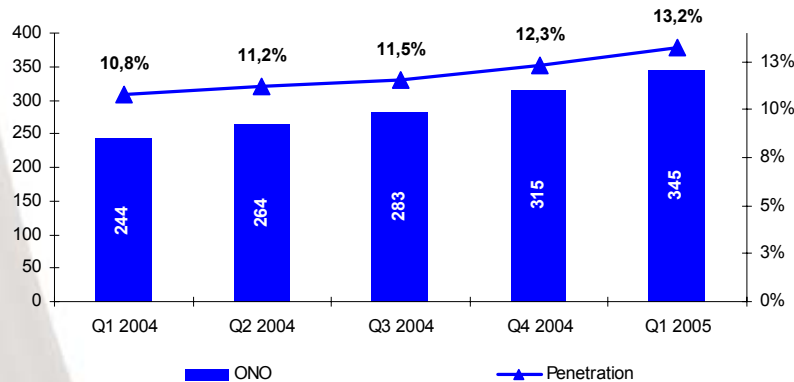


- *2.0% increase in ARPU vs Q1 2004 and 3.7% vs Q4 2004*



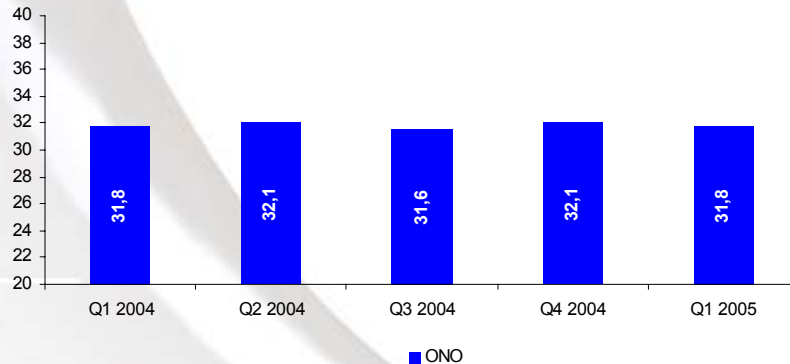
Internet

BB Internet Customers ('000)



- 30,000 new broadband internet customers added in quarter to increase total to 345,000
- 10% increase in broadband internet customer base during Q1 2005 and over 41% compared with Q1 2004
- 0.9 pp increase in penetration rates this quarter
- ARPU levels remain stable despite tariff pressure from strong competitive environment

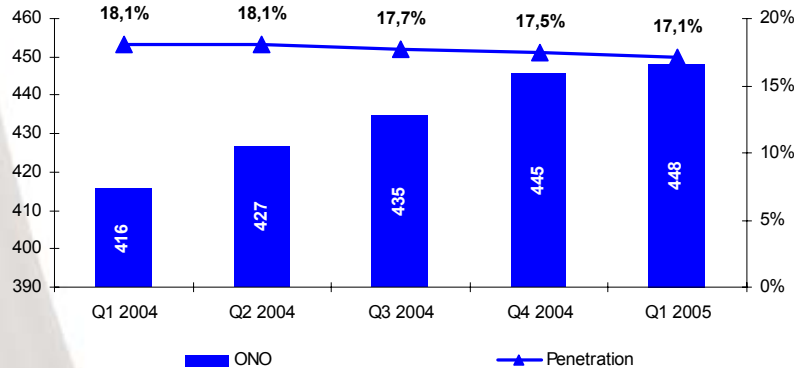
BB Internet ARPU (€/month)



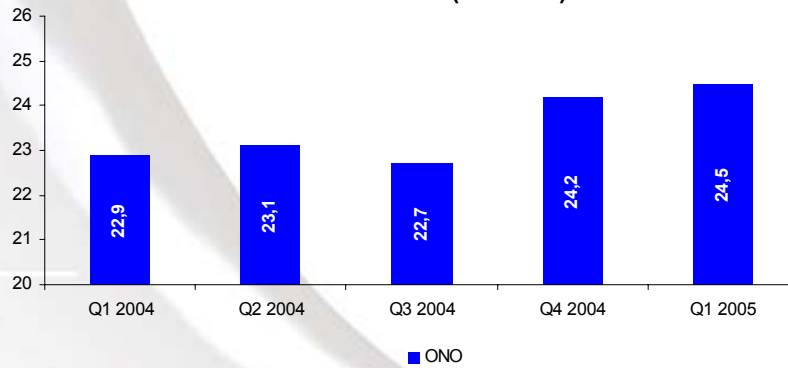
Television



Television customers ('000)



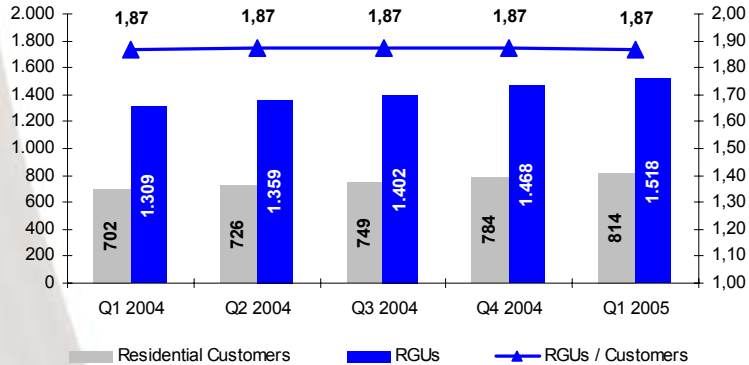
Television ARPU (€/month)



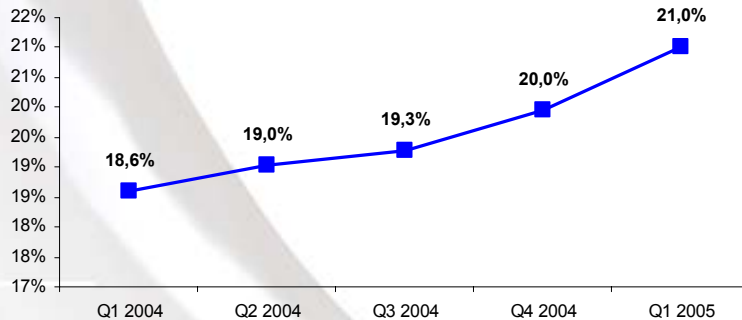
- *Poor quarter for television with only 3,000 net additions*
- *Positive results in migration to digital as 40,000 television customers move off the analogue signal television*
- *Digital ARPU around €8 higher than analogue, hence improvement in overall television ARPU*
- *Digital television customers at 59% of total television customer base*



Residential customers and RGUs ('000)



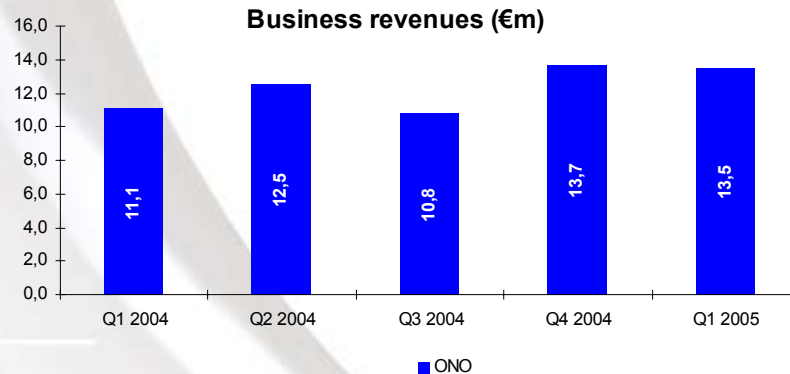
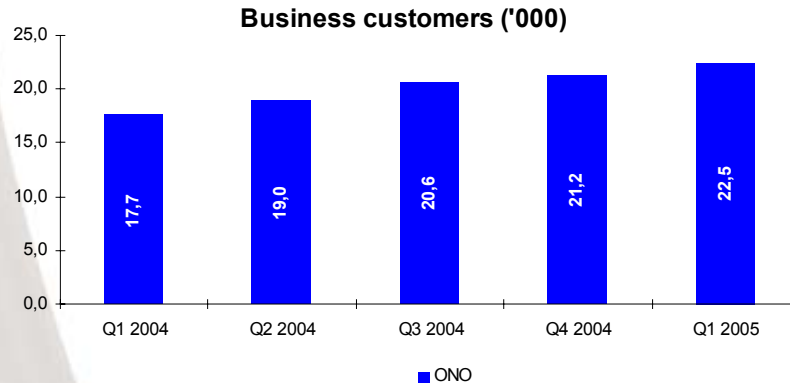
Customers taking three services



- *Strong first quarter to year with 50,000 new RGUs*
- *Increasing efficiency as RGU adds come from lower number of homes*
- *RGUs per average customer steady at 1.87*
- *Impressive growth in customers taking 3 services as this figure goes to 21% of total customer base*



Business services



- *6.3% increase in ONO business customers during Q1 2005 to reach 22,500 in total*
- *Decrease in intelligent network business (high volume, reduced margin) pulls back overall revenues*
- *ARPU down from €213 per month to €186 as a result*
- *Business accounts for 9% of ONO revenues*

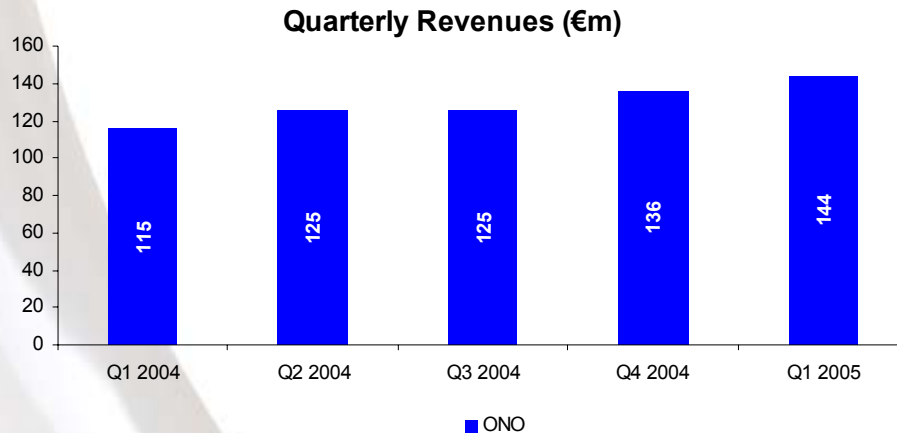


Financial Performance





Revenues

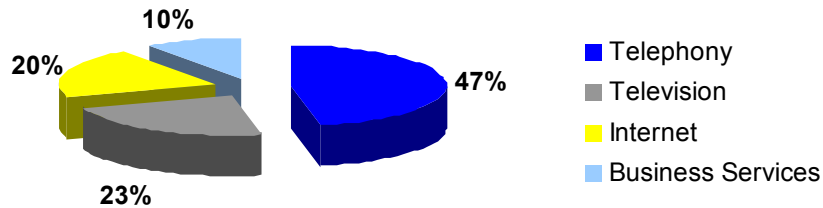


- Revenues increase to €144 million for quarter
- 5.4% increase in Q1 2005 revenues vs 3.9% increase in total customers
- 24.7% increase in Q1 2005 revenues vs Q1 2004



Revenue breakdown

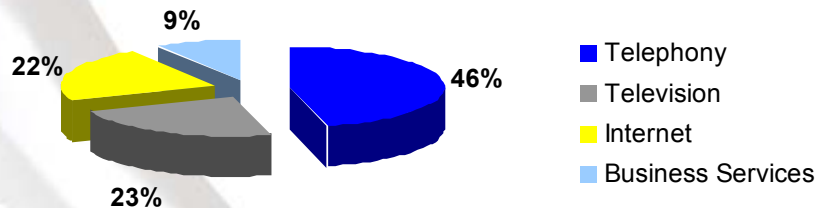
2004 Q1 Revenue breakdown



- *Continued strong contribution from telephony services*

- *But good diversification of sources of revenue*

2005 Q1 Revenue breakdown



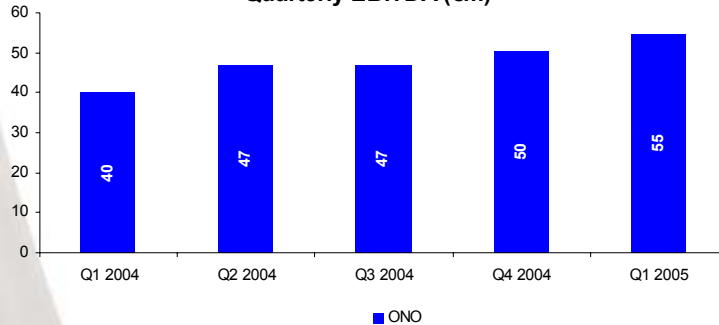
- *Increasing weight of Internet services revenue*

- *Gross profit margin remains in 72%, as in Q4 2004*

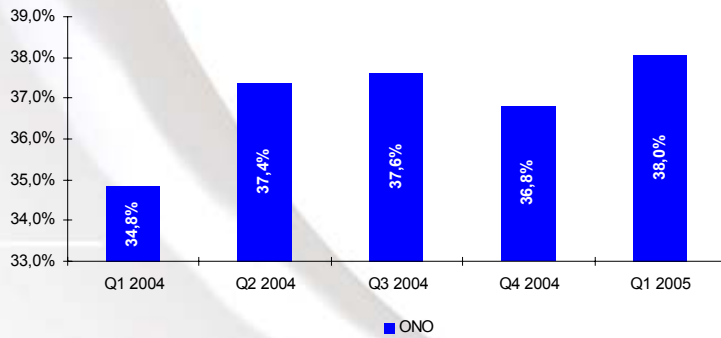


EBITDA

Quarterly EBITDA (€m)



EBITDA vs Revenues Margin



- *EBITDA grows to €55 million in Q1 2005*
- *Annualised EBITDA now at €220 million*
- *9.1% increase in Q1 2005 vs Q4 2004 and 36.1% increase vs Q1 2004*
- *EBITDA margin increased in Q1 2005 to 38.0% vs 36.8% in Q4 2004 and 34.8% in Q1 2004*

