



# ***Q2 2005 Results***

*28 July 2005*

# *Forward-looking statements*

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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***



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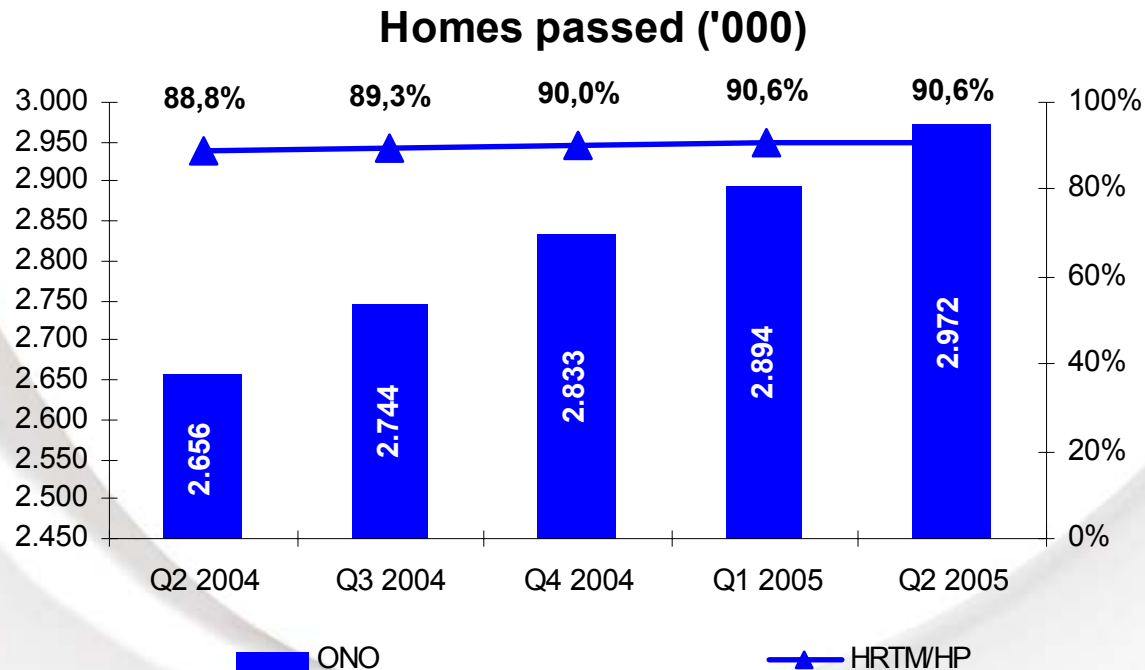
# ***Operating Performance***





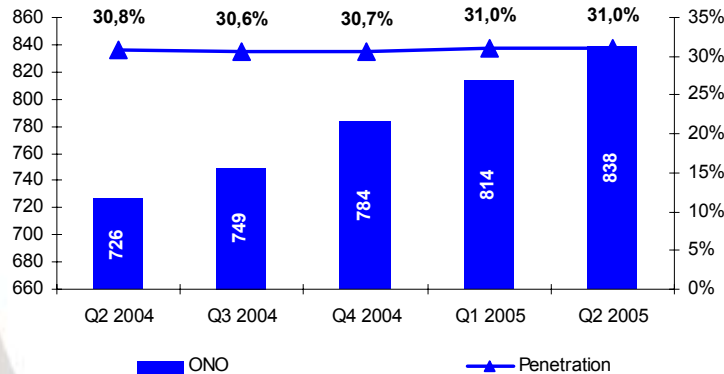
# Homes passed

- 78,000 homes passed in this quarter to reach total of 3 million
- Homes Released to Marketing (HRTM) vs Homes Passed (HP) ratio remains over 90%

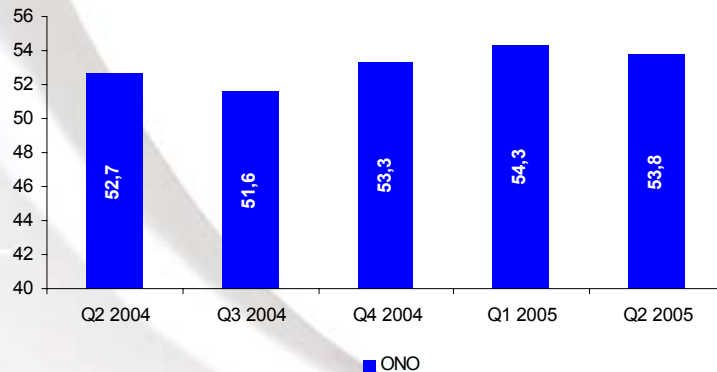




**Residential Customers ('000)**



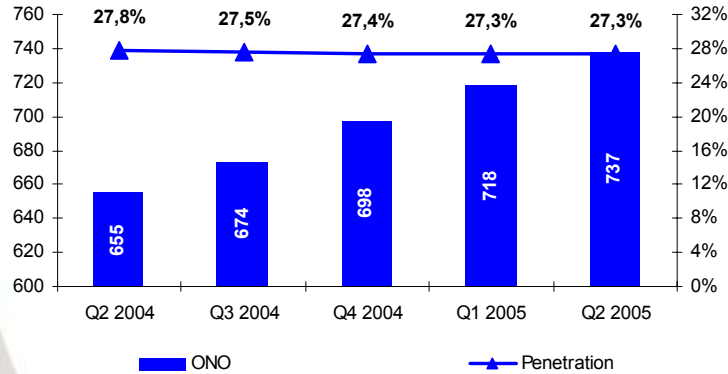
**Residential ARPU (€/month)**



- *25,000 net new residential customers added in the quarter*
- *3.0% growth on last quarter and over 15% vs Q2 2004*
- *Penetration rate stable at 31.0%*
- *Residential ARPU improvement €1.1 vs Q2 2004 driven by higher telephony and television ARPUs*
- *Slight decrease in residential ARPU as compared to Q1 2005 mainly due to increasing competition*



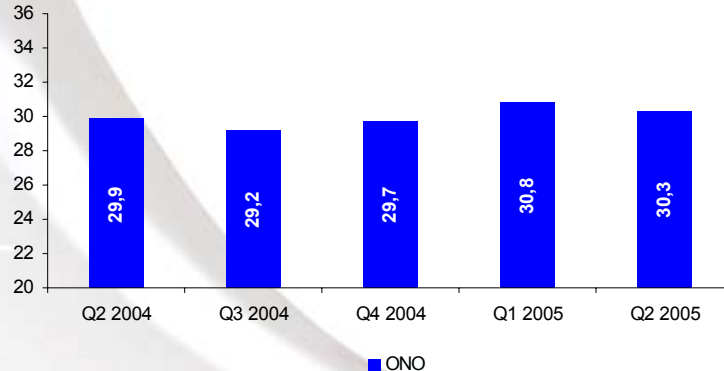
### Telephony Customers ('000)



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

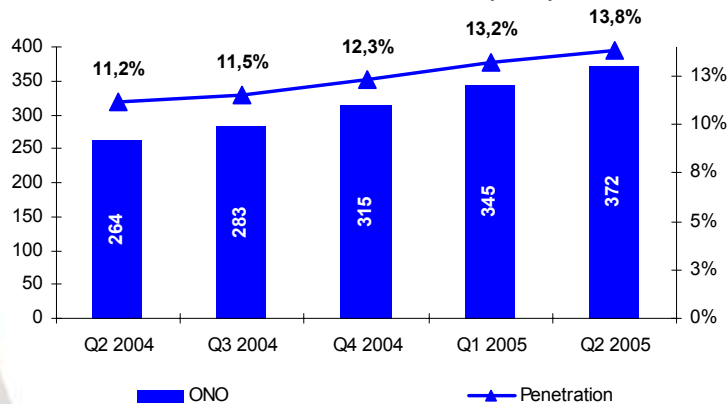
- Penetration and ARPU stable

### Telephony ARPU (€/month)



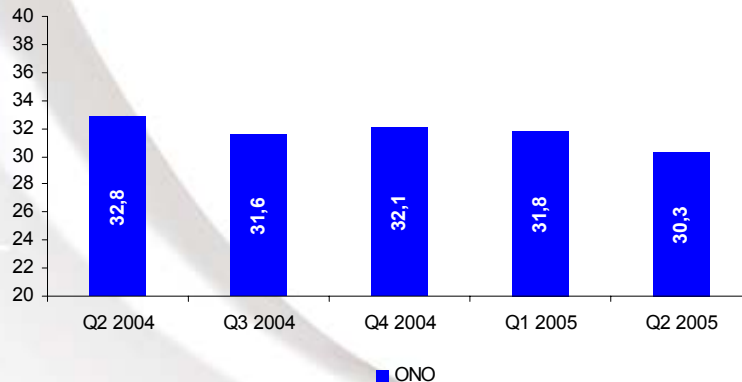


**BB Internet Customers ('000)**



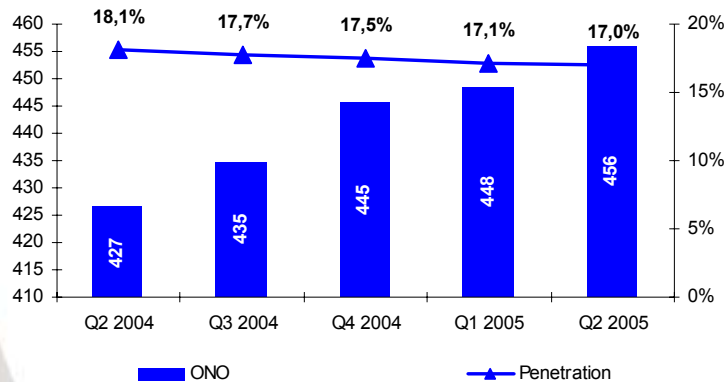
- 27,000 new broadband internet customers added
- 7.9% increase in broadband internet customer base during Q2 2005 and almost 41% compared with Q2 2004
- 0.6 pp increase in penetration rate this quarter and 2.6 pp compared with Q2 2004
- ARPU decrease due to tariff pressure from strong competitive environment

**BB Internet ARPU (€/month)**

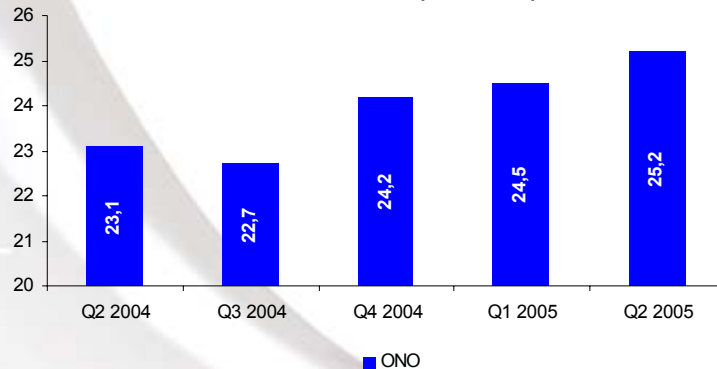




Television customers ('000)



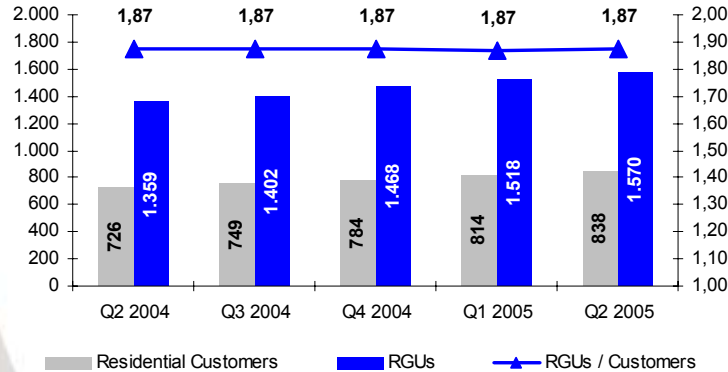
Television ARPU (€/month)



- 7,500 net additions in this quarter
- Over 47,000 net new digital television customers (including migration from analogue)
- 2.9% television ARPU increase in this quarter and 9.1% as compared to the Q2 2004, due to the migration to digital services (ARPU €8 higher than analogue)
- Digital television customers at 68% of total television customer base (9 pp higher than in previous quarter)

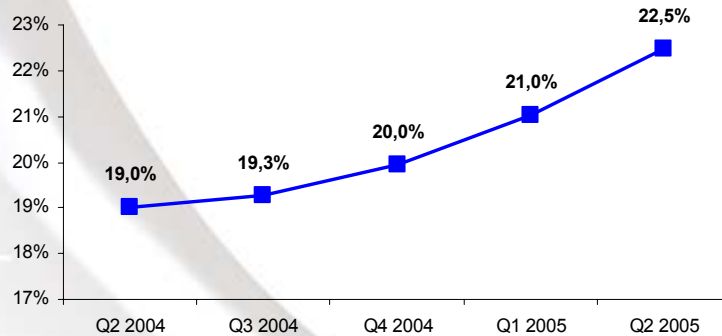


### Residential customers and RGUs ('000)



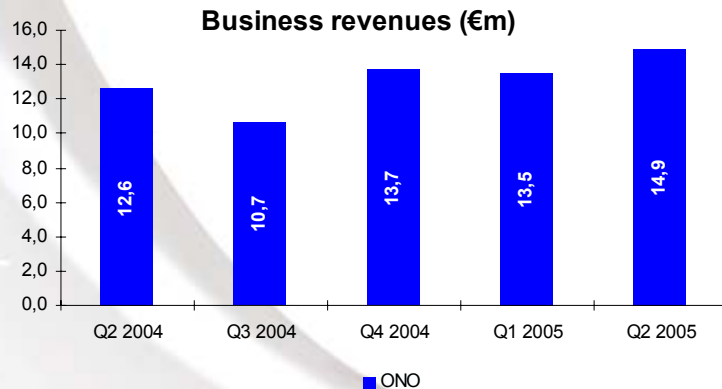
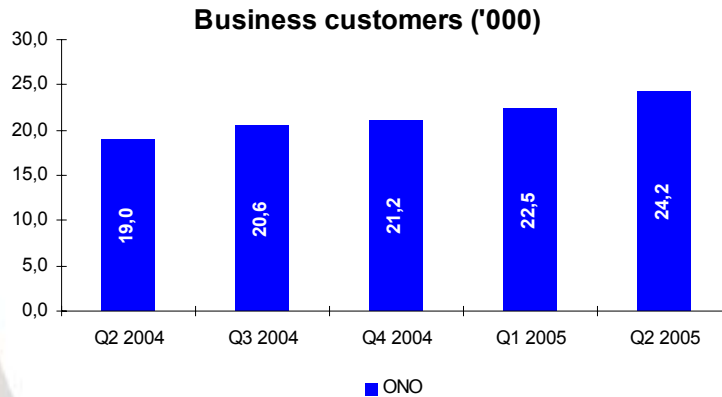
- *Strong quarter with over 52,000 new RGUs*
- *RGUs per average customer steady at 1.87 but over 2.0 for quarter*
- *Over 1 pp growth in customers taking 3 services as this figure goes to over 22% of total customer base*

### Customers taking three services





# Business services



- 7.6% increase (27.3% compared to Q2 2004) in ONO business customers during Q2 2005 to reach over 24,000 customers
- 6€ ARPU increase in this quarter to €192.2
- Business and other services revenues account for 10% of ONO revenues



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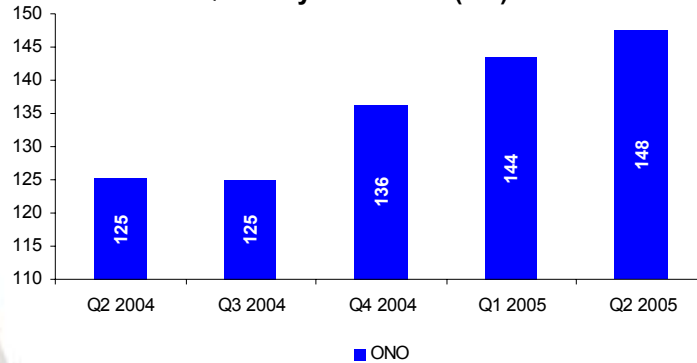
# ***Financial Performance***





# Revenues

Quarterly Revenues (€m)



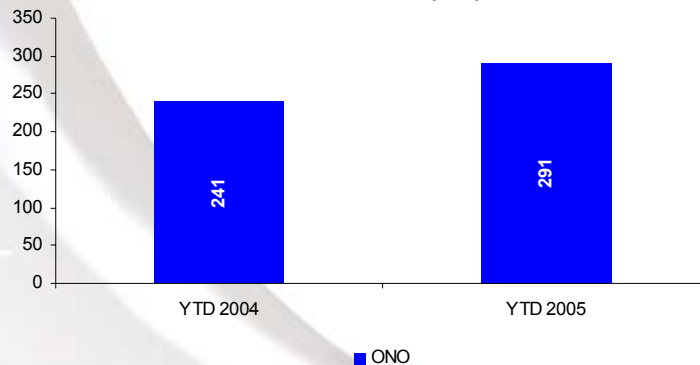
- Revenues increase to €148 million for this quarter

- 18% increase in Q2 2005 revenues vs Q2 2004

- Over 21% increase in revenues on a year to date basis

- Annualized revenues at €590 million (guidance €580 – €600 million)

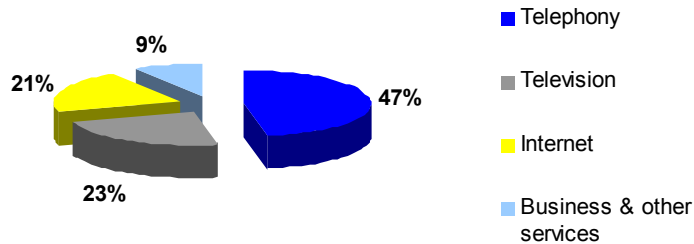
YTD Revenues (€m)





# Revenue breakdown

2004 Q2 Revenue breakdown

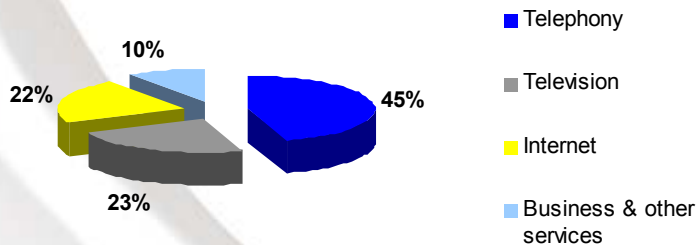


- Increase in weight of revenues from internet and business & other services

- Good diversification of revenue streams

- Gross profit margin increases to 73%, 1.5pp higher than in Q1 2005

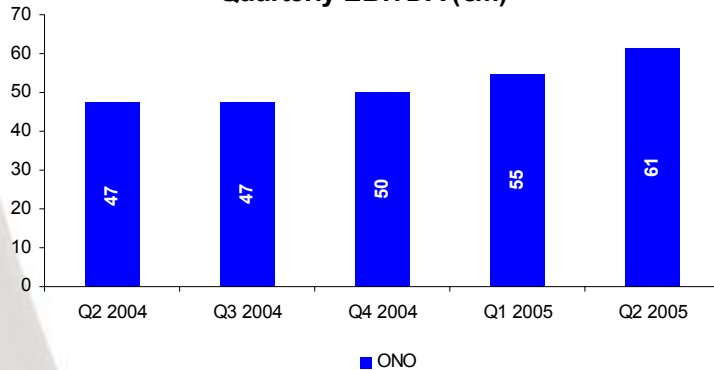
2005 Q2 Revenue breakdown



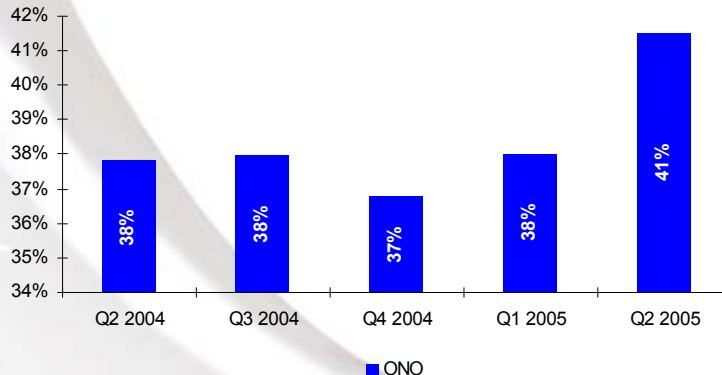


# EBITDA

Quarterly EBITDA (€m)



EBITDA vs Revenues Margin



- EBITDA grows to over €61 million in Q2 2005
- 12.0% increase in Q2 2005 vs Q1 2005 with just a 2.7% increase in revenues
- EBITDA margin increased in Q2 2005 to 41% vs 38% in Q1 2005 (3.4 pp higher)
- Over 33% increase in YTD EBITDA

YTD EBITDA (€m)

