



# ***Q3 2005 Results***

*15 December 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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# *Recent Developments: ONO buys Auna Tlc*

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- *On 4 November 2005, Grupo Corporativo ONO (“GCO”) announced that its wholly-owned subsidiary Cableuropa, S.A.U. (“ONO”) had completed the acquisition of Auna Telecomunicaciones, S.A. (“Auna” and together with ONO, the “Company”), the fixed line and cable business of Grupo Auna, for a total consideration of €2,251 million (the “Acquisition”)*
- *The Company is the only cable operator in Spain with near nationwide coverage, with its franchise areas covering around 84% of the Spanish population*
- *The Company provides a wide range of communication and entertainment services to residential and business customers in Spain using its ultra-modern infrastructure*
- *The Acquisition and the refinancing of the Company’s existing debt and future funding requirements are financed through a mix of new cash equity (€1.0 bln) and senior and junior debt (€3.5 bln)*



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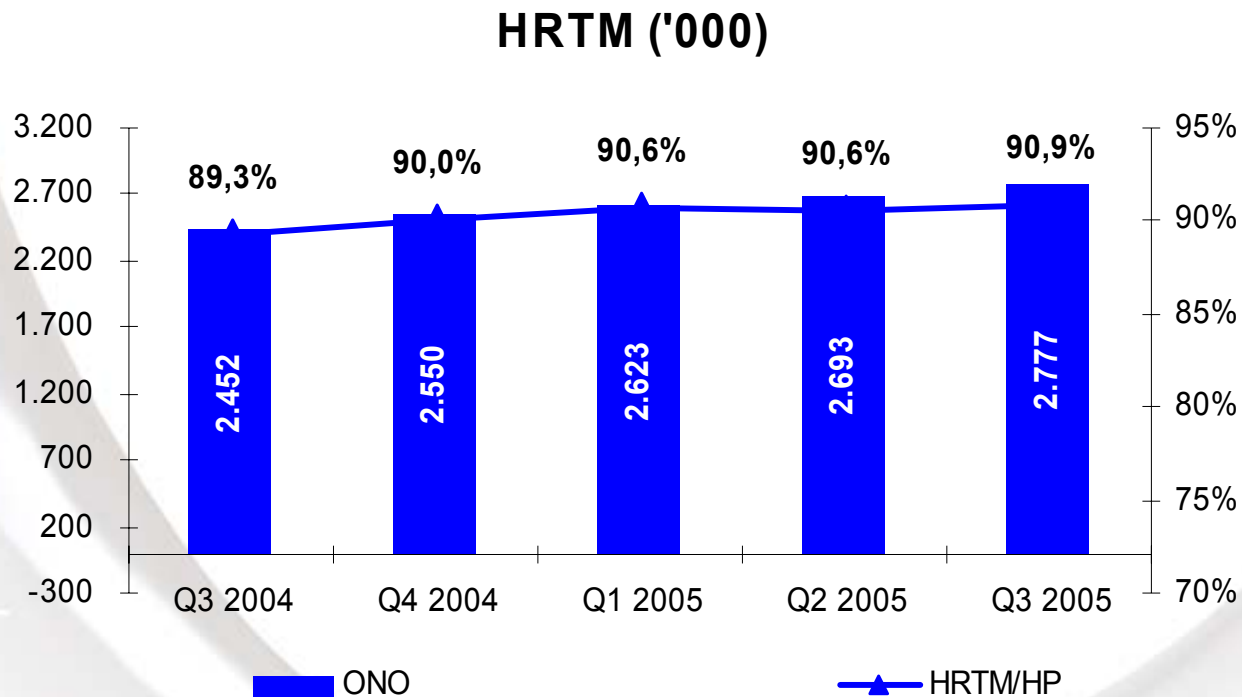
***ONO***  
***Q3 2005 Results***

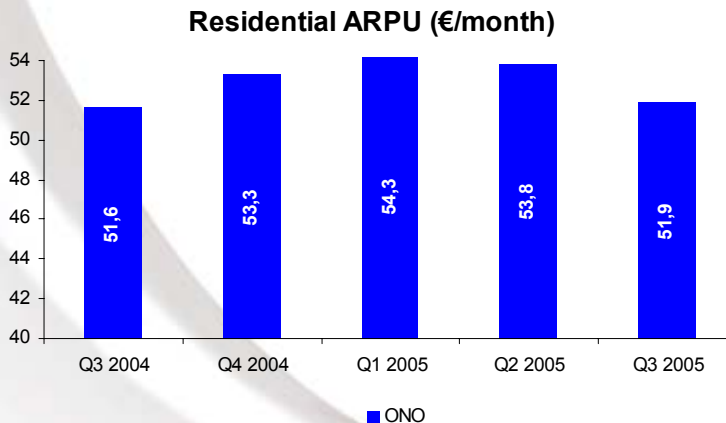
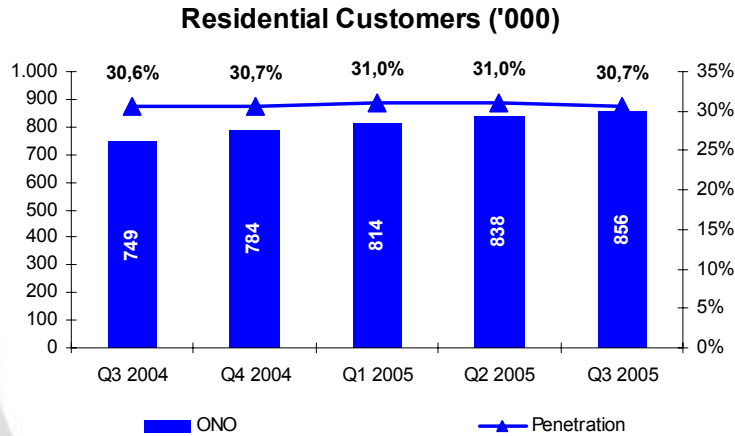


# Homes released to marketing



- *Increasing Homes Released to Marketing (HRTM) vs Homes Passed (HP) ratio to reach almost 91%*

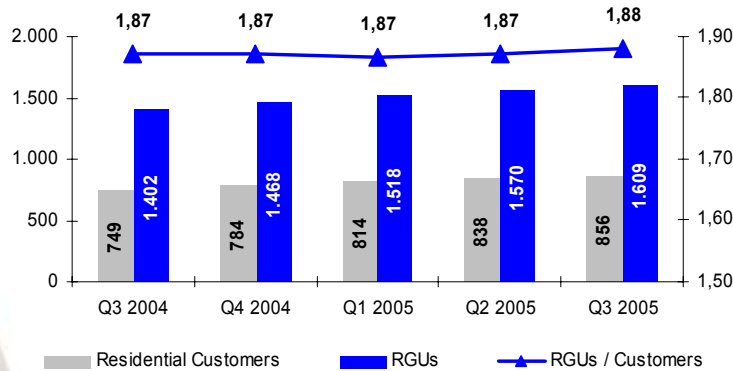




- 18,000 net new residential customers added in the quarter, despite the summer season
- 2.0% growth in the quarter and over 14% vs Q3 2004
- Penetration rate stable at around 31%
- Slight increase in residential ARPU, €0.3, as compared to Q3 2004
- ARPU impacted by the summer season with less ppv and telephony usage and the increased market competition

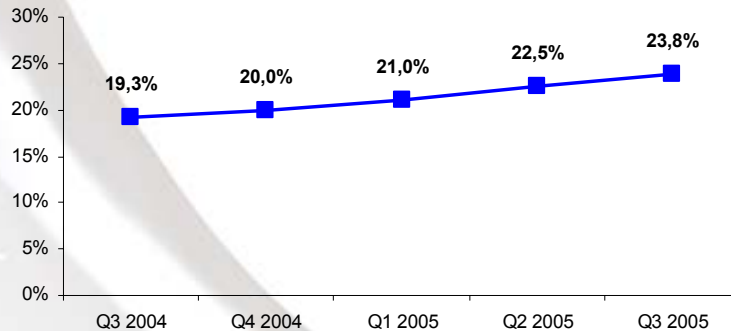


**Residential customers and RGUs ('000)**



- *40,000 RGUs increase in the quarter*
- *RGUs per average customer reaches 1.88x and over 2.16x for net adds in the quarter*

**Customers taking three services**

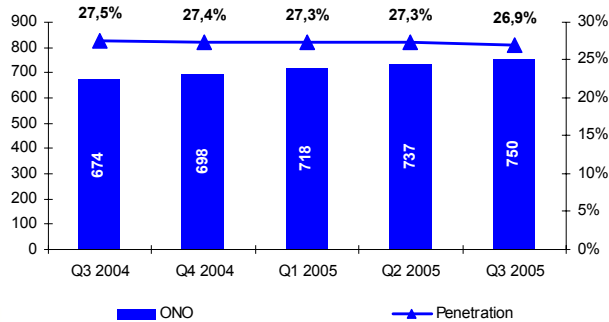


- *Customers taking three services up by 4.5pp in one year, reflecting our continued focus on the triple play strategy*

# Multiple play



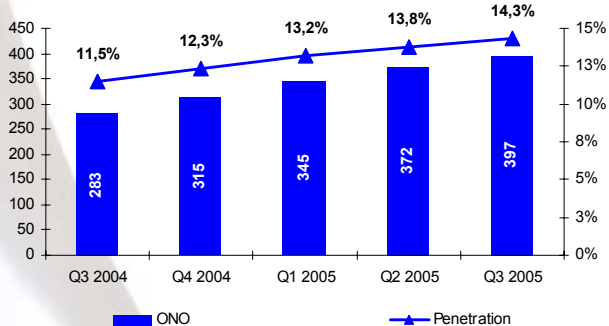
### Telephony Customers ('000)



### Telephony customers

- 13,000 net new telephony customers in the quarter
- Over 11% increase in telephony customers on a year to year basis

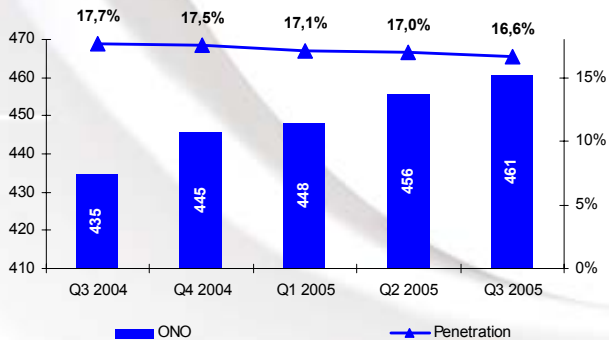
### BB Internet Customers ('000)



### Broadband Internet customers

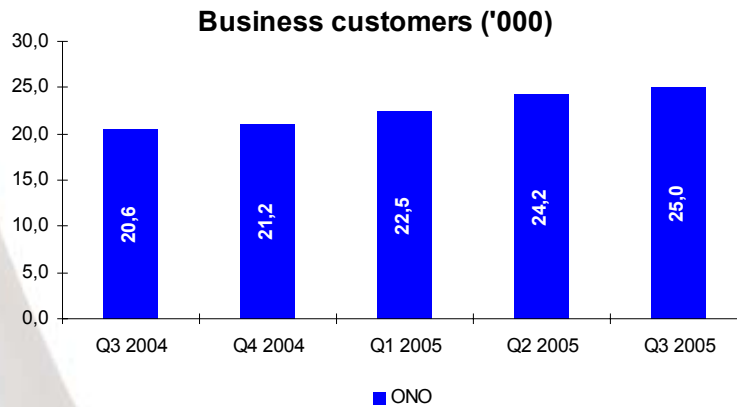
- 25,000 new broadband Internet customers
- Over 40% yoy increase in broadband Internet customer base
- 0.5 pp increase in penetration rate in the quarter and 2.8 pp as compared with Q3 2004

### Television customers ('000)



### Television customers

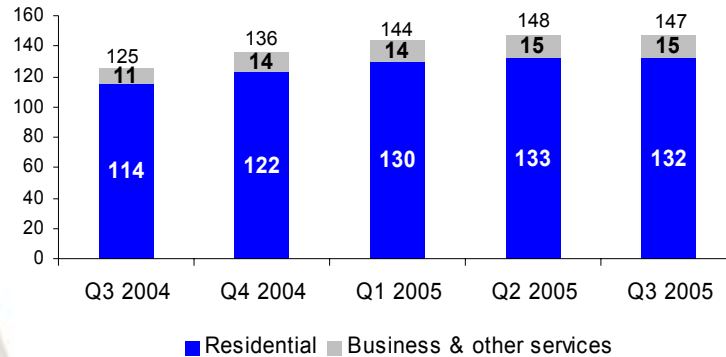
- 5,000 net additions in the quarter
- Over 23,000 net new digital television customers (including migration from analogue)
- Digital television customers at 73% of total television customer base (5 pp increase in the quarter)



*3.3% increase in the quarter despite summer season; 21.3% as compared to Q3 2004*



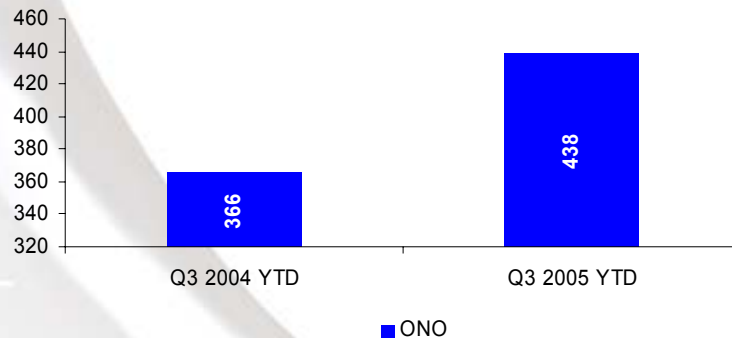
Quarterly Revenues (€m)



- €147 million for the quarter

- 18% increase in Q3 2005 revenues as compared to Q3 2004

Revenues (€m)



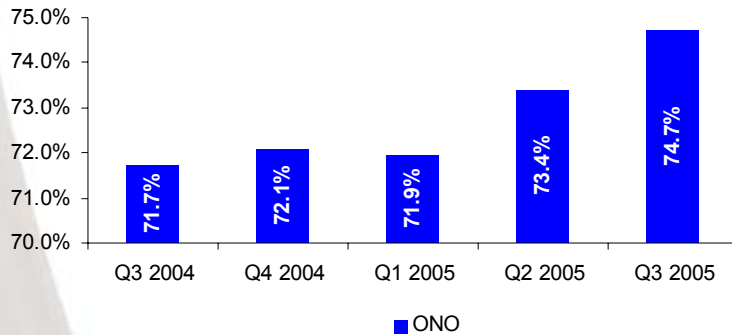
- 20% increase in revenues on a year to date basis

- Last quarter annualized revenues at €588 million Q3 2005 (guidance for 2005: €580 – €600 million)

# Gross Margin & Opex

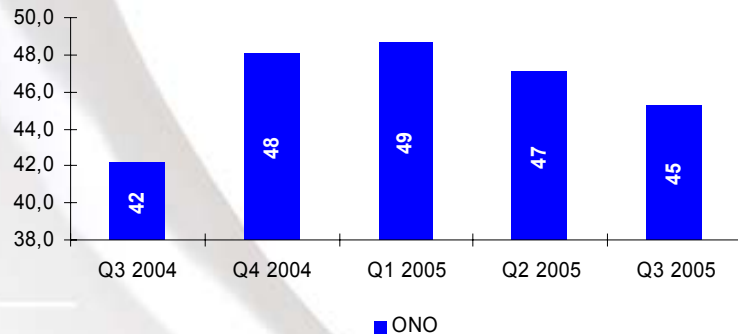


### Gross Profit Margin



- *Gross margin increase of 3 pp Q3 2005 vs Q3 2004*
- *Improved margins due to economies of scale and increased take up of higher margin services (i.e: Broadband)*
- *Q3 2005 Opex increase of 7% as compared to Q3 2004, well below revenue increase for the same period of 18%*

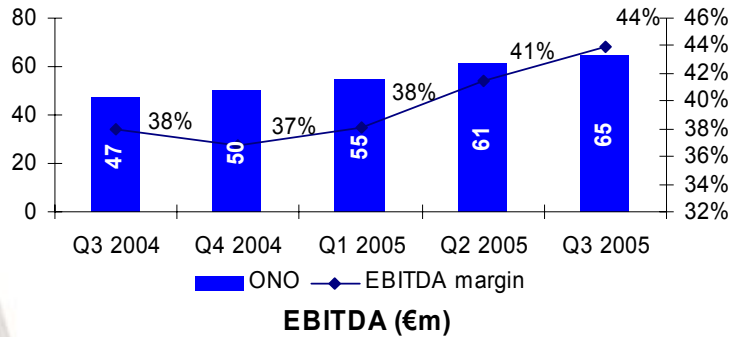
### Net Operating Costs (€m)



# EBITDA



Quarterly EBITDA (€m) and EBITDA margin



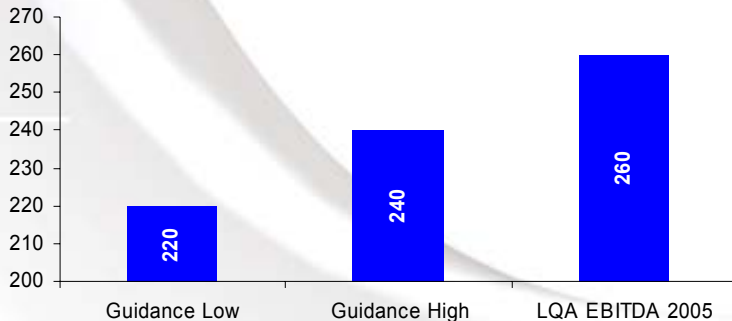
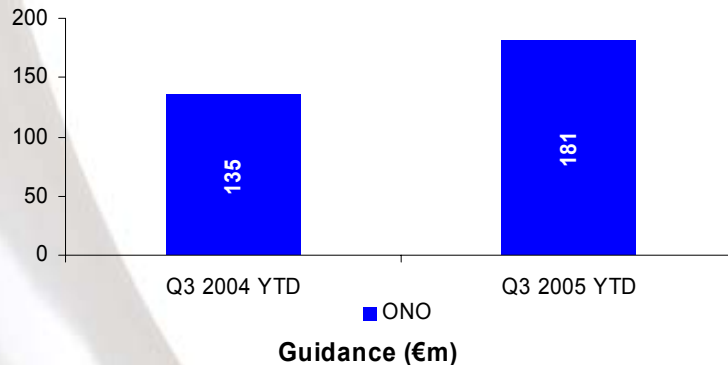
- EBITDA grows to €65 million in Q3 2005

- 6.5% or €4 million increase in Q3 2005 vs Q2 2005

- EBITDA margin increased in Q3 2005 to 44% vs 41% in Q2 2005 sets benchmark in the European cable market

- Over 34% increase in YTD EBITDA

- LQA EBITDA at €260 million, 8% ahead of the upper end of guidance for the year



# *Auna Q3 2005 Results*

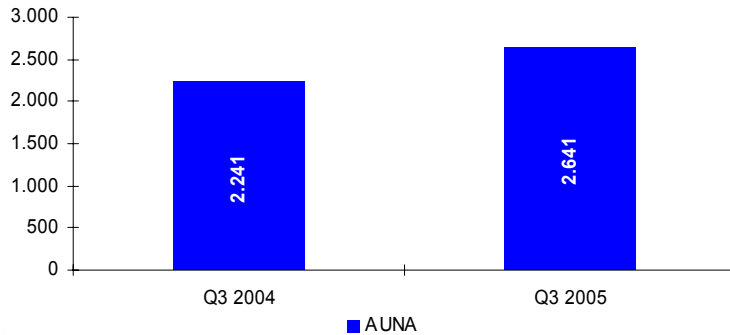
The following operating statistics and financial information for the Auna Tlc Group are for financial reporting periods that occurred prior to the acquisition of the Auna Tlc Group by Cableuropa, S.A.U. Although we are currently in the process of integrating the accounting systems of the Auna Tlc Group into those of ONO, we were not in control of the Auna Tlc Group's accounting systems during the financial periods reported herein. Therefore, we can assume no responsibility for the accuracy of the operating statistics and financial information appearing herein.

Auna's September 2005 customer figures have been conformed to ONO's accounting criteria to include SOHO customers within the residential customer segment.

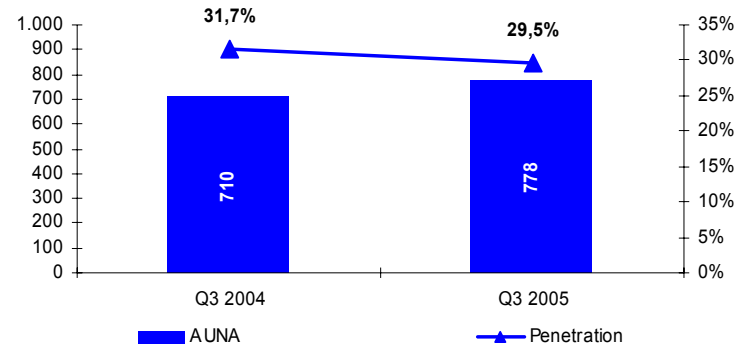
# Residential



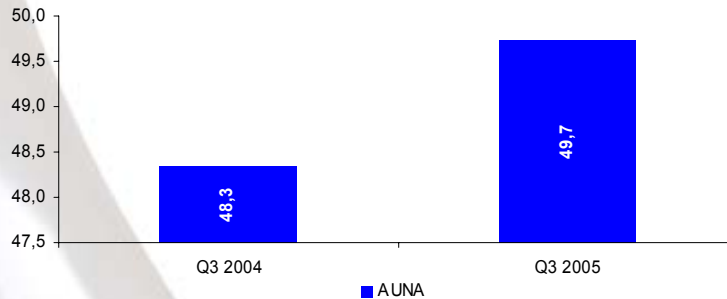
Homes released to marketing ('000)



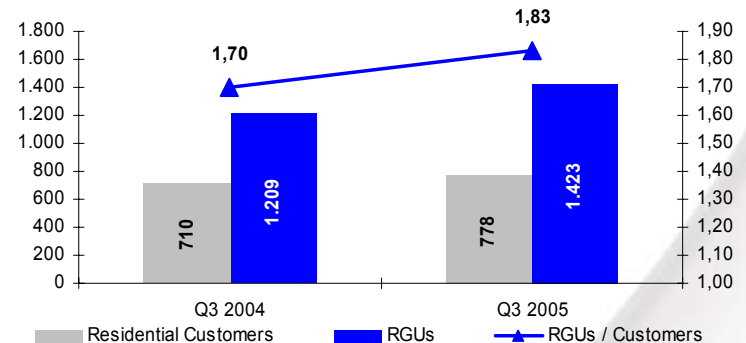
Residential Customers ('000)



Residential ARPU (€/month)



Residential customers and RGUs ('000)

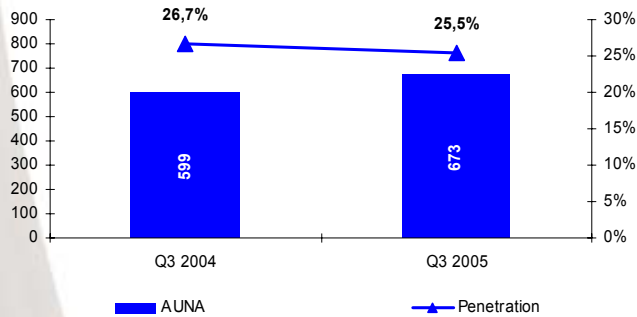


- 2.6 million homes released to marketing
- 68k yoy residential customers increase vs ONO's 107k in the same period
- ARPU 4.2% lower than ONO, though increasing 2.9% as compared to Q3 2004
- RGUs per customer increasing by 7.4% on a year over year basis

# Multiple play



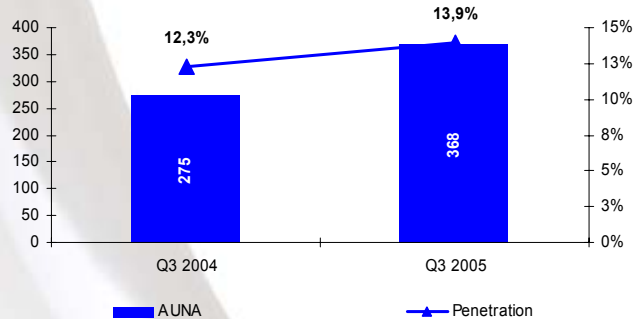
### Telephony Customers ('000)



### Telephony customers

- 74k yoy new telephony customers
- Penetration at 25.5%, 1.4pp lower than ONO

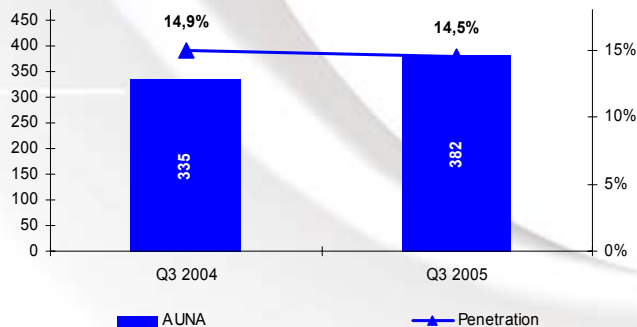
### BB Internet Customers ('000)



### Broadband Internet customers

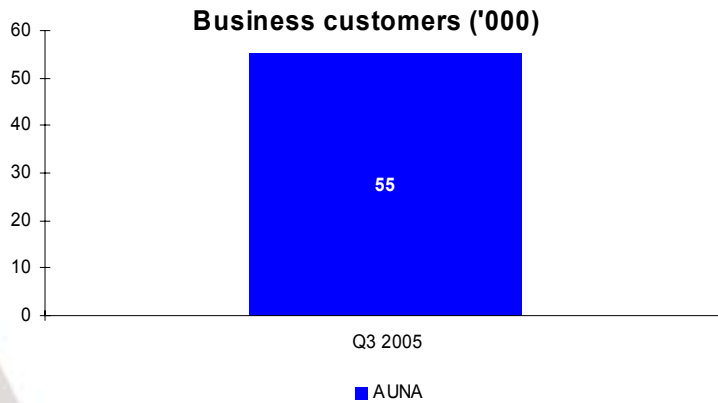
- More than 90k broadband customers since Q3 2004
- 1.6pp yoy penetration increase to 13.9%, close to ONO's 14.3%

### Television customers ('000)



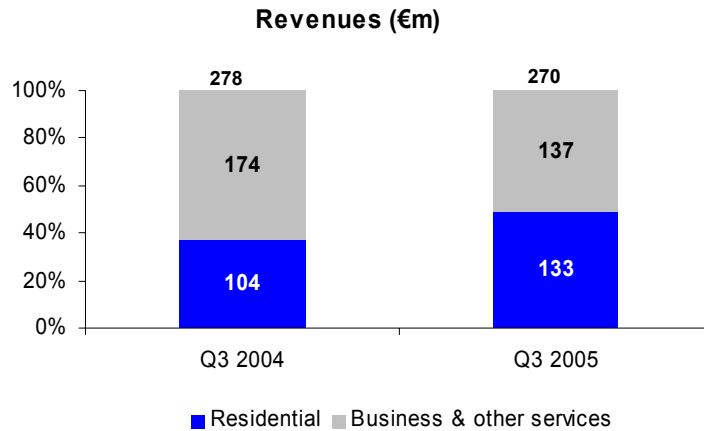
### Television customers

- Television customer base increases by 14% in last twelve months, achieving 14.5% of penetration, 2.1pp lower than ONO

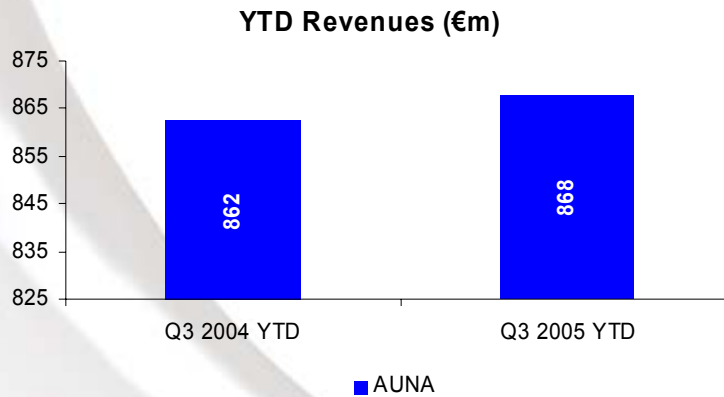


- *Business customers includes direct access customers.*

# Revenues



- Business & other services revenues include business, indirect access, wholesale and large accounts

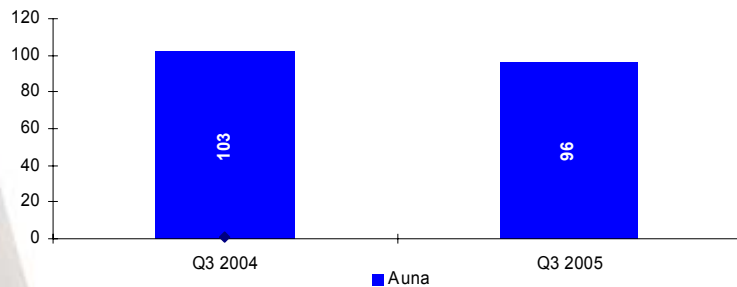


- *€270 million revenues for the quarter*
- *Annualized revenues at €1,140 million*
- *27.8% yoy increase in residential revenues*
- *21.2% yoy decrease in business and other revenues, mainly due to a large reduction in the indirect access business*

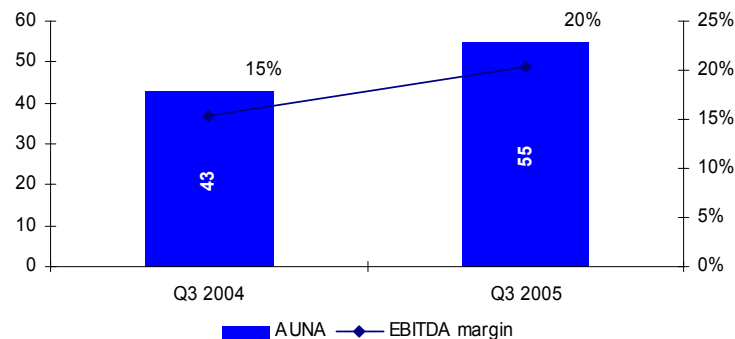
# Gross Margin & Opex



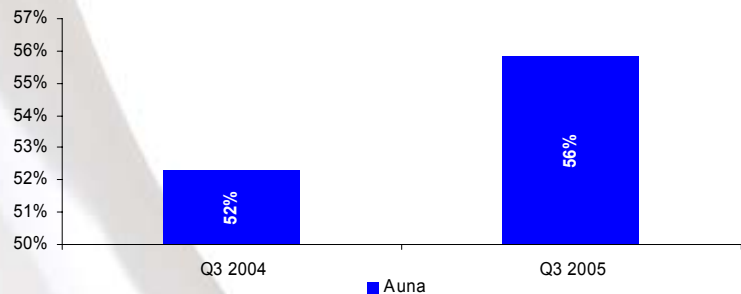
Net operating costs (€m)



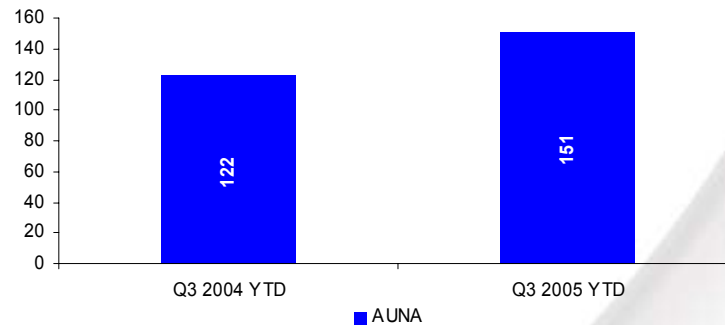
Quarterly EBITDA(€ m) and EBITDA margin



Gross Profit Margin



EBITDA (€m)



- Gross margin increase due to a shift from indirect access to direct access
- Gross margin significantly behind ONO's 74.7% due to weight of low margin business
- Opex reductions of 7% in Q3 2005 vs Q3 2004
- EBITDA of €55 million in Q3 2005, 28% increase vs Q3 2004
- Strong EBITDA margin increase during 2005
- 24% increase in YTD EBITDA as compared to the same period in 2004



# ***ONO - AUNA Q3 2005 Results***

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# Operating highlights



## CABLE OPERATING STATISTICS

Quarter ended 30-Sept-05	ONO	Auna	Combined <sup>(1)</sup>
<b>Residential services</b>			
Customers <sup>(2)</sup>	856.105	777.935	1.634.040
RGUs	1.607.512	1.422.761	3.030.273
Telephony	750.022	672.778	1.422.800
Television	460.589	382.135	842.724
Broadband internet	396.901	367.848	764.749
RGUs per customer	1,88	1,83	1,85
Penetration			
Customer	30,7%	29,5%	30,1%
Telephony	26,9%	25,5%	26,2%
Television	16,6%	14,5%	15,6%
Broadband internet	14,3%	13,9%	14,1%
Customer ARPU - euro	51,9	49,7	50,9
Customer churn (annualised)	16,5%	20,4%	18,4%
<b>Business services</b>			
Customers	24.984	55.233	80.217
<b>Infrastructure</b>			
Homes released to marketing	2.777.133	2.640.569	5.417.702

(1) The combined numbers for ONO and Auna correspond to the relevant calculation to reflect the addition of each of the individual entities

(2) Excludes ULL and other customers (approx. 100.000 at 30/9/05)

# ONO Proforma consolidated results



## FINANCIAL STATISTICS

Unaudited figures (Euro million)

<u>Nine months ended 30-Sept-05</u>	<u>ONO</u>	<u>Auna</u>	<u>Combined <sup>(1)</sup></u>	<u>Proforma <sup>(2)</sup></u>
Revenue	438	868	1,306	1,301
EBITDA	181	151	332	340
LQA <sup>(3)</sup> EBITDA	259	220	479	
Net Debt as at 4 November 2005 <sup>(4)</sup>			2,631	
Debt to LQA EBITDA			5.49X	

(1) The information in this column represents the simple aggregation of the ONO and Auna values, without any proforma adjustments.

(2) The information in this column has been adjusted to account for the conformed accounting policies of ONO and Auna; however, no acquisition accounting adjustments have been made.

(3) "LQA" means "last quarter annualized", and represents the value of EBITDA for the quarter ended September 30, 2005, multiplied by four. LQA values are only based on one quarter of results and therefore do not take into account seasonality and other impacts that may cause quarterly results to fluctuate throughout the year. As a result, LQA values may not be indicative of actual full-year results.

(4) The Acquisition of Auna Tlc was closed on 4 November 2005. The Net Debt figure corresponds to the Cableuropa Group after the Auna Acquisition.

