

# **2003 Annual Meetings of Shareholders**

# Rogers Communications Inc. & Rogers Wireless Communications Inc.



# EDWARD ROGERS

## **President & Co-Chief Executive Officer, Rogers Cable Inc.**



## **2002 Accomplishments – Cable**

- Basic rate deregulation achieved in all systems
- Rapid & successful transition from @Home
- Financing put in place for enhanced financial flexibility
- Launched suite of bundled basic/digital/Internet offerings
- Successful launch of VOD in Central Toronto
- 750/860 MHz rebuild more than 75% completed
- Met or exceeded all financial & operating targets
- Basic, digital & Internet sub results on or above plan

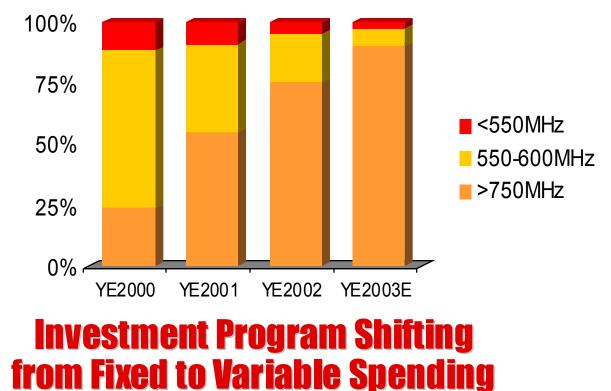
## **Delivering Results**



#### **Advanced Broadband Network**

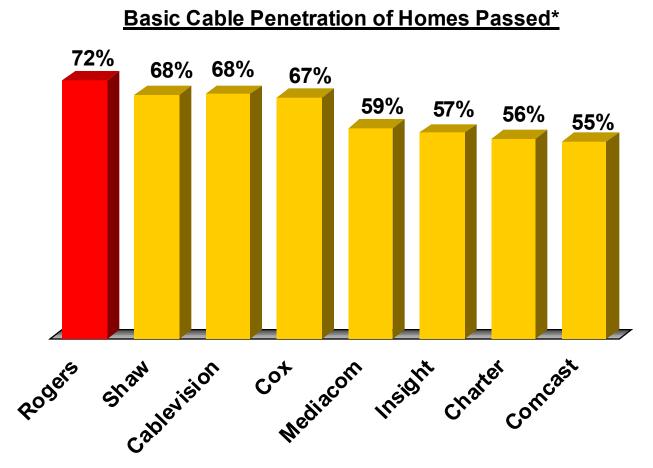
Plant status (03/31/03)

- 94% two-way capable, 99% in Ontario
- 99% digital cable available
- 95% at 550MHz or greater
- 77% at 750MHz or greater





#### **Leading Basic Cable Penetration**



\* Rogers as at March 31, 2003, Shaw as at February 28, 2003 and remaining companies as at September 30, 2002. Based on company information & third party research

#### Leading North American Penetration of Homes Passed



## A Superior Video Offering

- More digital & ethnic channels than any other provider
- Most and best sports NFL Sunday Ticket, NHL Centre Ice and MLB Extra Innings.
- A robust North American HDTV offering
- True interactive VOD/SVOD/ITV capabilities
- Cable is 'weather proof'
- Free in home cable service & equipment repairs
- Easy installation, with no-line-of-sight or weather issues & no obtrusive equipment outside the home







A Superior Offering with More Choice & Flexibility









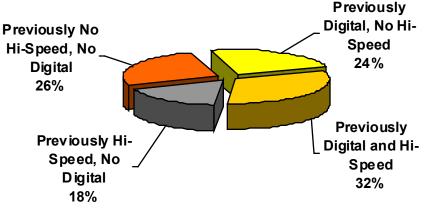


## **Successful Cable Bundling**

- Targeted bundles of digital cable, programming & highspeed Internet launched early summer 2002
- Over 65% are 'upsells' to digital &/or high-speed Internet
- Bundles add \$20-25/month average revenue per Bundled customer
- Awareness of digital product greatly enhanced
- Digital & high-speed Internet retention measurably higher for bundle customers
- Churn of Bundled customer much lower for all products



#### Source Composition of Bundle Customers



Ended 1 Q03 with more than 105K bundle customers

## Cable, High-Speed Internet & Digital are a Compelling Combo

# Video on Demand and more ...

- Deployed to over 530,000 homes in Central Toronto
  - By YE03 will be deployed to over 1.6 million homes in Toronto area
- 1Q03 averaged 2.8 buys per active user
- Offering over 500 titles & growing daily
  - Studio agreements to date provide ~ 30% of Hollywood output
  - Rich library of children's, documentary & adult titles
  - SVOD development & negotiations in progress
- Strong & differentiated product for basic subscriber retention & digital penetration





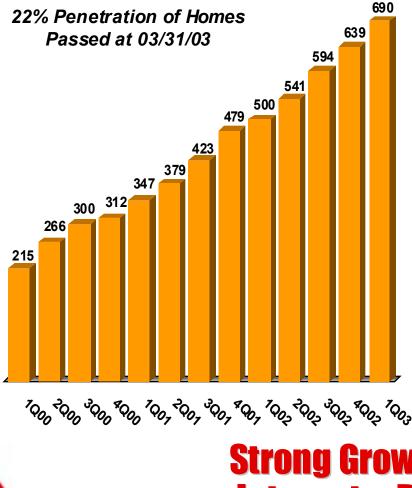


## Leverages Digital Infrastructure with Minimal Incremental Capital

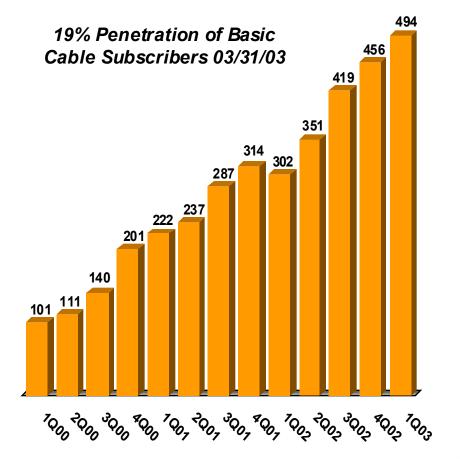


## **Rapid New Services Growth**

#### **High-Speed Internet Subs Deployed**



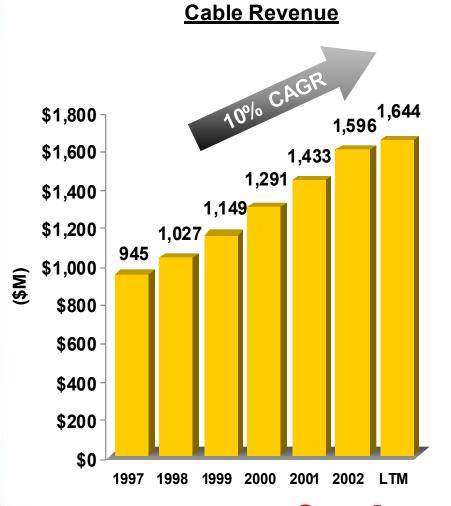
#### **Digital Set-Top Terminals Deployed**



#### Strong Growth in High-Speed Internet & Digital Continues



#### Financial Performance – Cable





Note: Includes Video Stores operations

#### **Consistent Revenue & EBITDA Growth at Cable**

\* Before cable system integration & At Home termination costs



### 1Q03 Snapshot – Cable

	<u>1Q03</u>	<u>1Q02</u>	<u>% Chg</u>
Revenue (\$M)	\$ 428.0	) \$ 380.5	12.5%
Operating profit (\$M)	157.3	3 131.3	19.8%
Cable & Internet operating profit margin	42.7	% 40.0%	
PP&E expenditures (\$M)	\$ 98.3	3 \$ 134.3	(26.8%)
Basic cable subscribers	2,269.7	7 2,268.0	0.1%
Basic cable, net additions	(0.7	7) (18.5)	96.2%
Internet subscribers	689.7	500.0	37.9%
Internet, net additions	50.3	3 21.2	137.3%
Digital terminals in service	493.5	5 302.4	63.2%
Digital terminals, net additions	37.3	3 (11.9)	-
Digital households	434.6	6 259.4	67.5%
Digital households, net additions	33.1	l (12.6)	-

## **Better Growth, Better Service, Better Margins**



## **2003 Priorities - Cable**

- Drive towards double digit revenue & EBITDA growth & capital spending reductions
- Continued introduction of rational pricing initiatives
- Grow penetration of Hi-Speed & Digital product & Bundled offerings
- Introduction of new products & services to maintain revenue growth
  - VOD & SVOD deployment
  - Tiered high-speed data offerings
- Continued focus on customer satisfaction & retention initiatives
- Drive further operational & productivity efficiencies
- Substantially complete Cable 750/860 MHz rebuilds

## Focused on Profitable Growth



#### Summary

- Largest Canadian cable company with excellent clustering in key markets
- Rapidly deploying new services on advanced networks
- A superior offering now deployed
- Powerful distribution channels leveraged across the Rogers group of companies
- Capital needs moderating as rebuilds progress
- Motivated & experienced management team
- Committed to delivering strong & consistent results

## Canada's Largest & Most Progressive Cable Provider



#### **Safe Harbour**

This presentation includes certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements, although based on management's current expectations, involve risks, uncertainties and other factors which may cause the Companies' actual results to be materially different from those expectations expressed or implied by such forward-looking statements. The Companies are under no obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise. Detailed information about risks and uncertainties is set forth in our most recent securities filings with the Ontario Securities Commission.