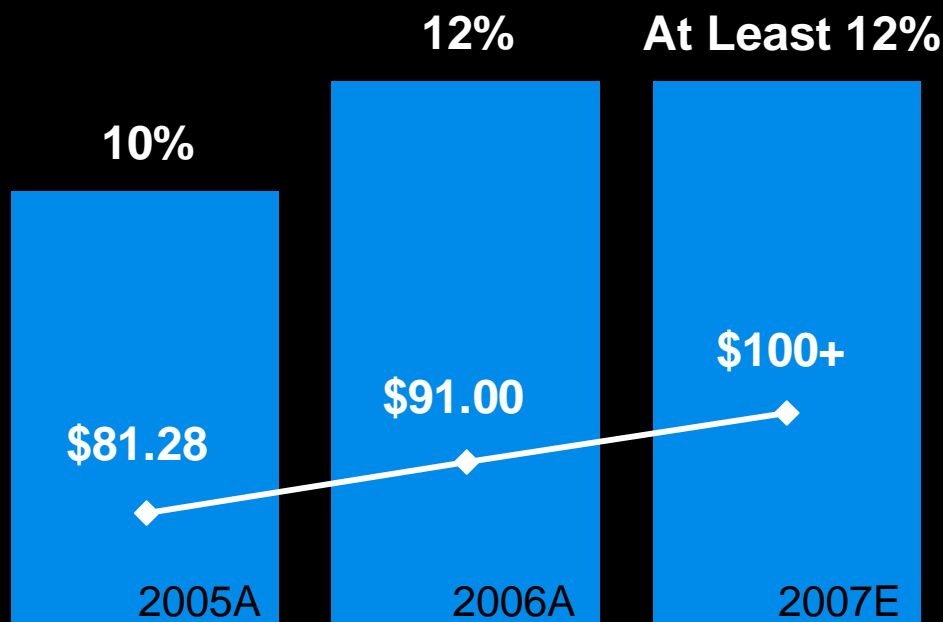


# Dave Scott

Executive Vice President  
Finance and Administration  
Comcast Cable

# Sustainable Revenue Growth

## Cable Revenue and ARBS Growth



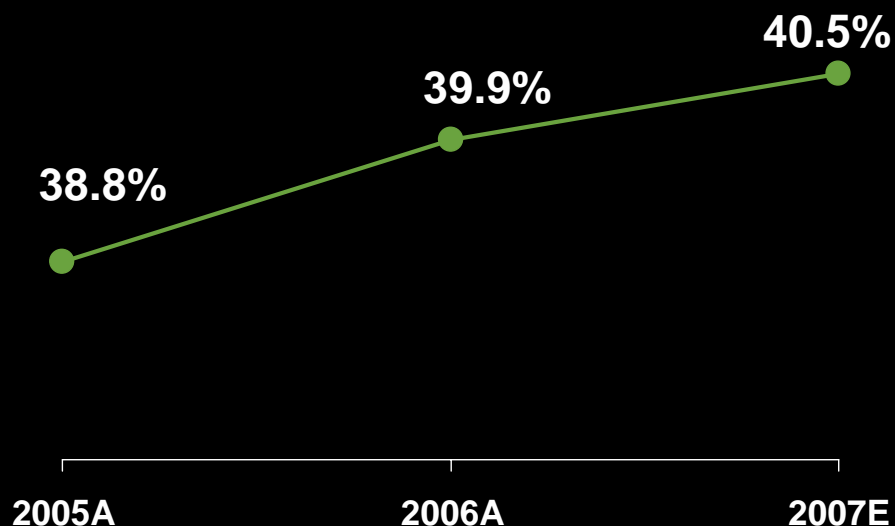
## Drivers and Opportunities

- Triple Play momentum
- RGU volume and rate (ARPU)
  - Digital: \$18.45 +\$1.35
  - HSD: \$43.25 stable
  - CDV: volume driven
- Penetration upside
- Commercial services: 2008+

**2007-2009E: Continued Double-Digit Revenue Growth**

# Expanding Operating Margins

## Cable OCF Margin



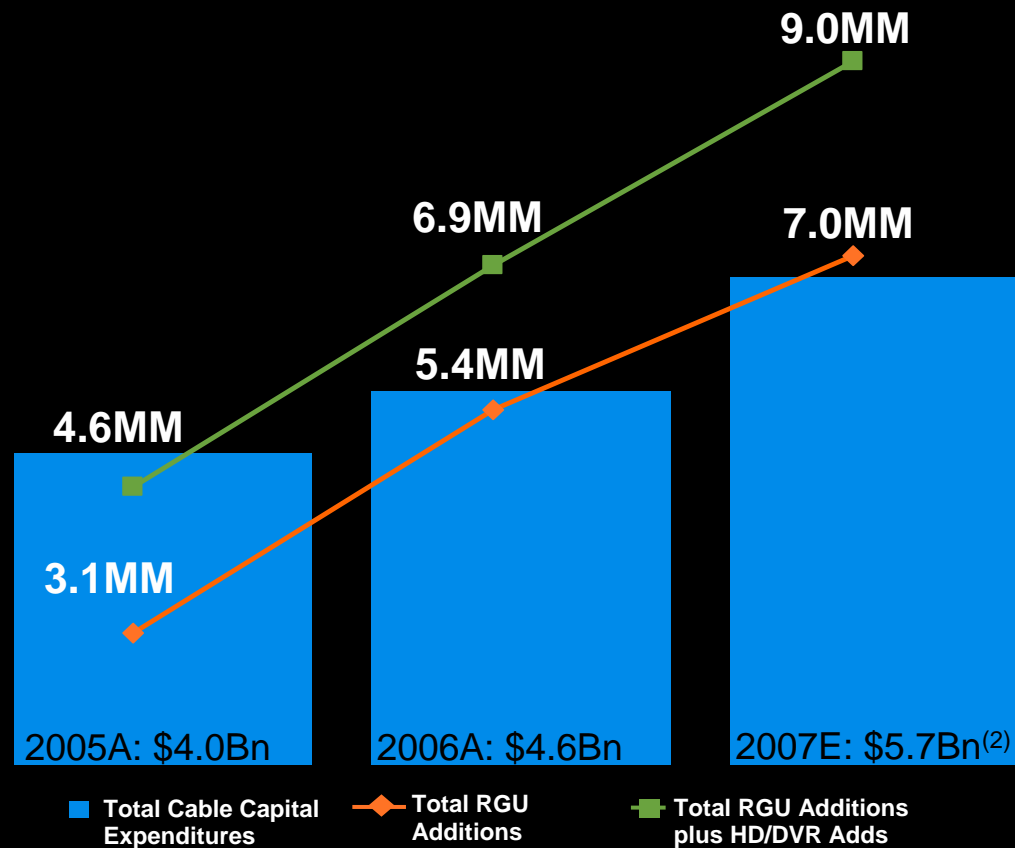
## Drivers and Opportunities

- Achieved scale: programming
- Standardization
  - Systems and applications
  - Customer operations
  - Converged network
- CDV efficiencies
  - Leverage network operations group
  - Optimize third party costs
- Commercial services

**2007 – 2009E: Continued Margin Expansion**

# Capital Investment Supports Growth in New Services

Total Cable Capital Expenditures and RGU Additions <sup>(1)</sup>



2005 - 2007:

- RGU additions including advanced digital services adds up 95%
- Residential capex up 36%<sup>(2)</sup>

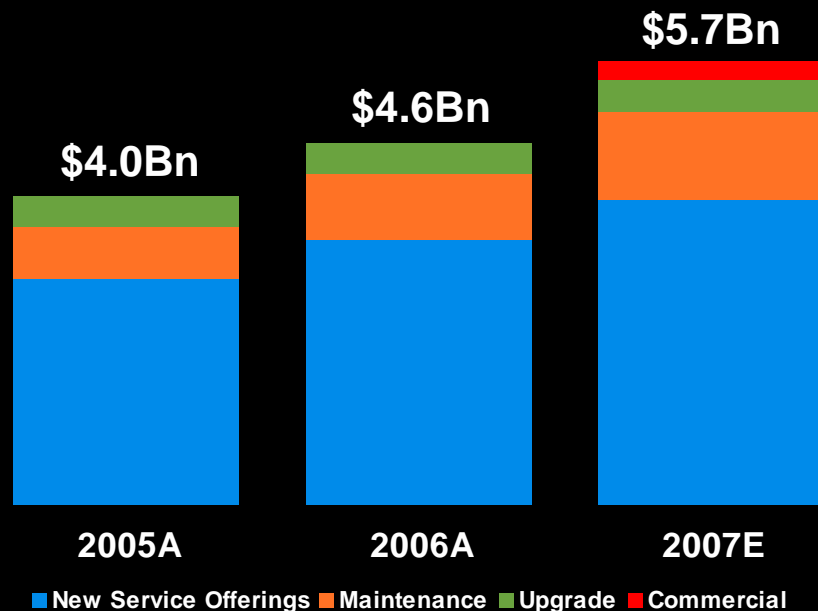


(1) RGUs exclude circuit switch phone sub losses of 108,000, 334,000 and 500,000 in 2005, 2006, and 2007 respectively  
 (2) 2007E capex includes an estimated \$250MM of commercial capex  
 Note: 2005 and 2006 amounts shown pro forma for acquisitions, primarily Adelphia/Time Warner

# Capital Investment Supports Growth in New Services

## Cable Capital Expenditures by Category

~75% of total capex is variable and drives new-service RGUs



- CPE: cost per new connect<sup>(1)</sup>
  - HD/DVR: \$400
  - CDV: \$250
  - Opportunity: lower equipment and lower installation costs
- Scalable infrastructure
  - 80% RGU driven: incremental capacity added efficiently
  - 20% product development

# Returns on Variable Capital: 30%+

(\$ in billions, RGUs in thousands)

	2006	2007E*
Cable OCF	\$10.5Bn	\$12 Bn
Average RGUs	÷ 48,309K	÷ 54,072K
OCF/RGU	\$217	\$222
Net, Incremental RGUs	X 5,026K	X 6,500K
1 <sup>st</sup> Year Incremental OCF	\$1.09Bn	\$1.44 Bn
Variable/Revenue-Driven Capex (75% of Cable Capex)	÷ \$3.48 Bn	÷ \$4.28Bn
1 <sup>st</sup> Year Return on Variable/Revenue-Driven Capex	<u>31%</u>	<u>34%</u>
1 <sup>st</sup> Year Return on Total Capex	<u>24%</u>	<u>25%</u>



\* 2007E calculated using 2007 guidance  
 Note: 2006 amounts shown pro forma for acquisitions, primarily Adelphia/Time Warner

Analyst and Investor Meeting  
 May 1, 2007