

# Citigroup Entertainment, Media & Telecommunications Conference

**January 9, 2007** 

#### Safe Harbor

#### **Caution Concerning Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify those so-called "forward-looking statements" by words such as "may," "will," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of those words and other comparable words. We wish to take advantage of the "safe harbor" provided for by the Private Securities Litigation Reform Act of 1995 and we caution you that actual events or results may differ materially from the expectations we express in our forward-looking statements as a result of various risks and uncertainties, many of which are beyond our control. Factors that could cause our actual results to differ materially from these forward looking statements include: (1) changes in the competitive environment, (2) changes in our programming costs, (3) changes in laws and regulations, (4) changes in technology, (5) adverse decisions in litigation matters, (6) risks associated with acquisitions and other strategic transactions, (7) changes in assumptions underlying our critical accounting policies and (8) other risks described from time to time in reports and other documents we file with the Securities and Exchange Commission.

#### **Non-GAAP Financial Measures**

Our presentation may also contain non-GAAP financial measures, as defined in Regulation G, adopted by the SEC. We provide a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measure in our quarterly earnings releases, which can be found on the investor relations page of our web site at www.cmcsa.com or www.cmcsk.com.

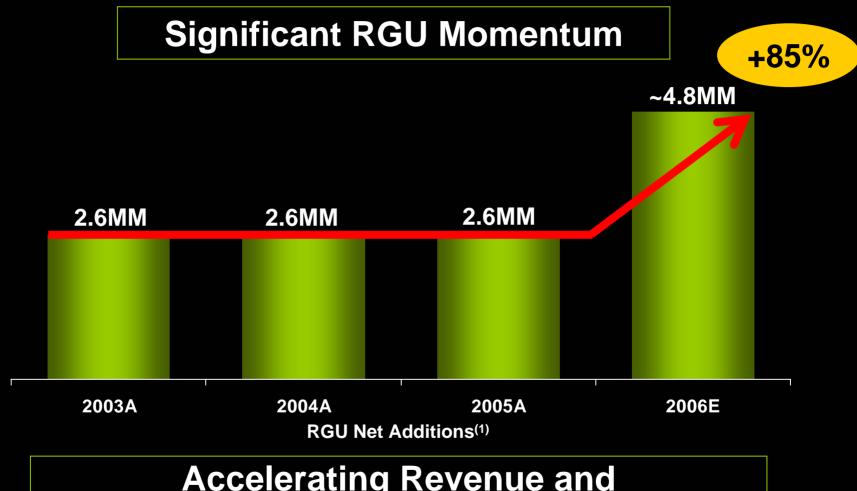
#### 2006: Setting New Records

- RGU Additions and Momentum
- Accelerating Revenue and OCF Growth
- Powering Product Innovation
- World-Class Management Team

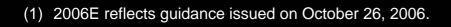
Strong Foundation for Growth in 2007 and beyond



#### **Comcast Triple Play Powers Growth**



Accelerating Revenue and Operating Cash Flow Growth



### 2007: Driving Market Share Gains

- Comcast Triple Play
- First to Market Advantage
- Superior Products
- Investing to Drive Growth: Existing and New Businesses

#### **Extending Our Lead**











#### **Comcast Triple Play Powers Growth**

- Adds Value + Convenience for Consumer
  - Three Superior Products for \$99/month
  - One Appointment, One Bill
- Enhances our Operational Efficiency
  - Simple to Sell and Install: One Platform
- Delivering Strong Financial Results
  - Monthly ARPU: \$120 \$130
  - Lifts Take Rates for Video + HSD
- Targets 23MM Non-Video Households



One call.
One bill.
One huge sigh of relief.



#### A Superior Video Experience

**Digital Cable** 

**ON DEMAND** 

**HDTV** 

**DVR** 



12 Million Digital Cable Subscribers: 50% of Video Customers

1.7MM
6.2MM
4.1MM
Digital Starter
\$50+/month
Digital Cable
\$65+/month
\$75+/month



#### A Superior Video Experience

#### **Explosion in ON DEMAND Offerings** 8,000\* Program Choices

800 Movies Available Today; 300 at No Charge





20MM+ Free Movies Viewed in December

Primetime Broadcast Content: 15 of the Best Prime Time Programs





Views Per Show – 10X Higher When Free

150 Hrs Available in HD; Doubling by YE07

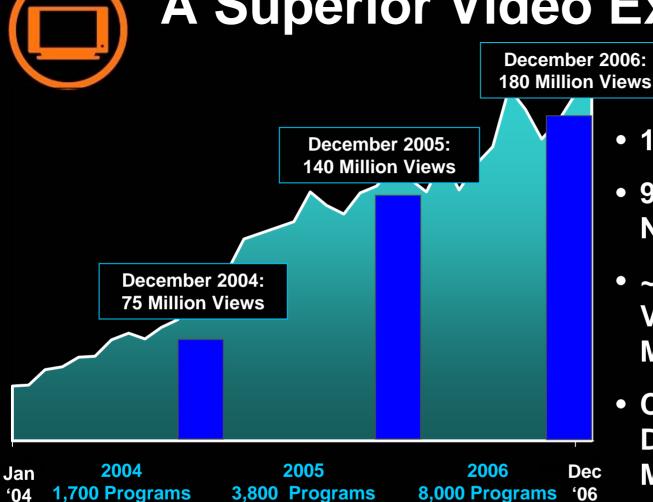


Hit Movies: Star Wars, Lord of the Rings, Rocky

<sup>\* 8,000</sup> programs available every month. 6,000+ programs available at any one time.



#### A Superior Video Experience



- 1.9Bn Views in 2006
- 95% of Programs at No Charge
- ~70% of Customers **View ON DEMAND Monthly**
- **Customers View ON DEMAND 27X a** Month on Average

3.5 Billion+ ON DEMAND Views Since 2004



#### A Better Broadband Experience

#### **Superior Platform and Scale**

#### **Delivering Value: Speed + Features**

PowerBoost: Bursts of Download Speed up to 12/16 Mbps

65+ New Features in the past 3 Years

New PowerBoost Upstream



#### A Better Broadband Experience





#### A Better Broadband Experience

#### **More Opportunity to Grow**

Subscriber Penetration: 24%

Internet Search: Comcast.net Ranks in Top 10

Streaming Video: Comcast.net Ranks in Top 15

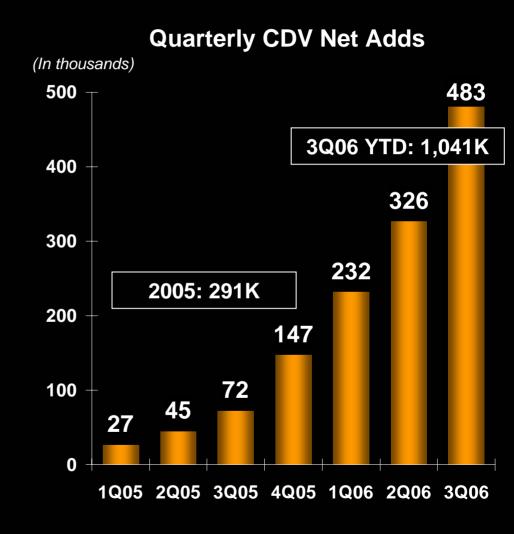
**Building New Online Services** 



## Comcast Digital Voice A Significant Growth Opportunity

#### **Ramping CDV Additions**

- 3Q06: 4% Penetration
   Goal: 20% by YE09
- CDV Sell-In Rate: 55%
- 80% of CDV Customers
   Take All Three Products
- YE06: 32MM+ Marketable Homes
- YE07: ~40MM Marketable Homes



#### Powering Innovation in 2007

Video

**High-Speed Internet** 

Voice

**VRN** Guide

**Single Address Book** 

Video Search Tools

TV Recommendations

**Communications Hub** Voice, text, IM, video

**Online TV Planner** 

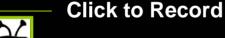
"Follow-me" On Demand

**Comcast Dashboard** 

Personalized/ **Celebrity Greetings** 

**E-Mail Reminders** 

**CDV Quick Info** news, weather, sports, traffic



**PowerBoost Upstream** 









# **Investing to Extend Our Competitive Advantage**

Drive New Product RGUs: Capture Market Share Now

**Expand Capacity for New Products Growth** 

**Extend Features Across Products and Platforms** 





















**Innovate • Differentiate • Grow** 

## Beyond Triple Play...

# BUSINESS SERVICES THE NEXT GROWTH OPPORTUNITY

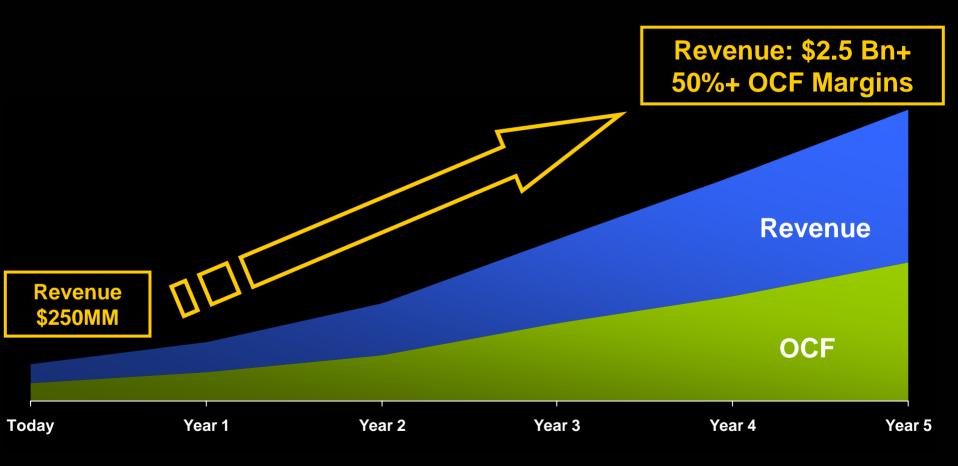
## **A New Growth Opportunity**

- Significant Opportunity in Our Footprint
  - Total Business Market(1):\$25 Bn
  - Our Target: SMB(1): \$12-\$15 Bn(2); 5MM Businesses
- Natural Extension of our Network and Services
  - Data, Voice and Video
- Credible Alternative to ILECs
  - Targeting Underserved Market Segment
  - Cable Industry: Preferred Provider
  - Comcast Ranks #1 in SMB Internet Access<sup>(3)</sup>
- Proven Business Model with Strong Returns

<sup>(2)</sup> Excludes Cellular Backhaul

<sup>(3)</sup> Yankee Group 2005 SMB Communications, Broadband and VoIP Survey

## **A New Growth Opportunity**



Capex: \$250MM in 2007; Roughly \$3 Bn+ over 5 yrs

**Returns:** ROI Expectation: 25%+



## Significant Growth Ahead