

## Merrill Lynch Media & Entertainment Conference September 12, 2006

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## 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.

## **Accelerating Growth**

- Superior Products and Triple Play Drive Value and Growth
  - Momentum in New Services
  - Accelerating Revenue and OCF Growth
- Investing to Extend Our Competitive Advantage
  - Cable, Content, Technology and Wireless
  - Positioned for Future Innovation and Growth









## **Investments for Growth and Differentiation**

<u>Cable</u>	Technology	
Susquehanna Adelphia TW Partnership - Houston	Motorola Panasonic Samsung TiVo	
Content OLN - NHL	Wireless Sprint JV	
Horror Channel PBS KIDS Sprout	Wireless Spectrum	

**Positioned for Future Innovation and Growth** 

## **Recent Developments**

## **Cable Acquisitions**

(In millions)							
Transactions	Financials <sup>(1)</sup>			Subscriber Additions			
	<u>OCF</u>	Capex	Debt	Basi	c <u>Digital</u>	HSD	Voice
Adelphia / TW	\$600	\$300 - \$350	\$1,500	1.7	0.5	0.7	(0.1)
Houston Partnership	\$325	\$185	\$1,400	0.8	0.5	0.4	0.1
Total	\$925	\$485 - \$535	\$2,900	2.5	5 1.0	1.1	0.0
			(2)				

Total Comcast 2Q06 Proforma Subscribers<sup>(2)</sup> 24.1 11.5 10.5 1.7

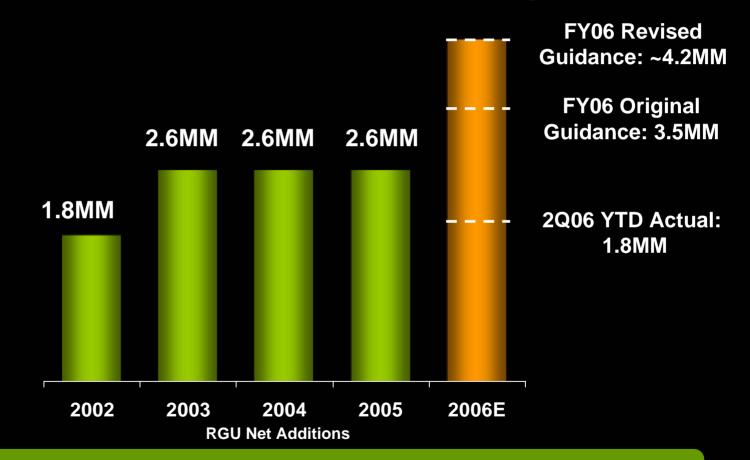
(1) Over a 12 month period

(2) Includes Comcast subscribers as of 2Q06 and customers acquired as part of the Adelphia transaction, Time Warner system swaps, and from the resolution of the Comcast/Time Warner Texas-Kansas City partnership.

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## Superior Products and Triple Play Drive Growth

#### **RGU Momentum Accelerating**

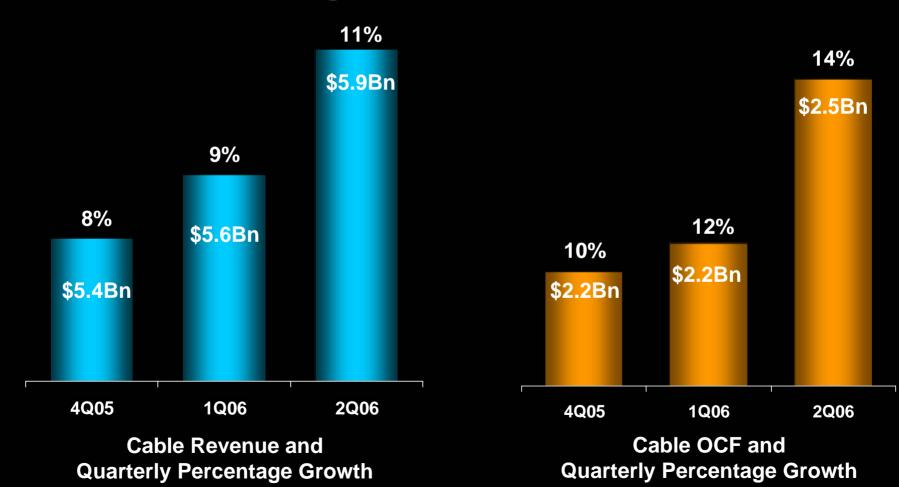


#### Expect RGU Net Additions\* to Increase 60% over 2005

Merrill Lynch • RGU additions exclude subscribers in systems acquired as part of the Susquehanna and Adelphia transactions, <sup>Sept. 12, 2006</sup> • Time Warner system swaps, and from the resolution of the Comcast/Time Warner Texas-Kansas City partnership. **6** 

## Superior Products and Triple Play Drive Growth

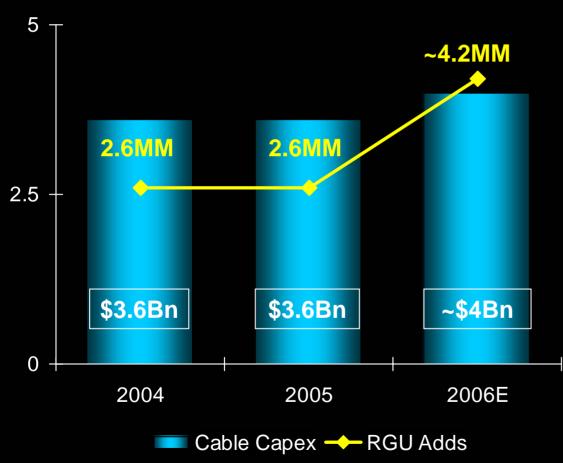
#### **Accelerating Cable Revenue and OCF**



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## Investments Support New Services Growth

(Dollars in billions, units in millions)



- 2006: 10% Capex Increase Supports
   60% Increase in RGU Net Adds
- ~75% of Capex is Variable and Revenue-Driven
- Incremental Returns on Variable Capex Exceed 30%<sup>(1)</sup>

## **Focus on Balanced Capital Deployment**

Investments for Growth and Differentiation

2006 YTD:

Adelphia / TW \$1.5 Bn

Susquehanna and Other <u>\$0.8 Bn</u>

\$2.3 Bn

Return to Shareholders

#### 2006 YTD:

- •\$1.4 Bn or 50MM Shares Repurchased
- Remaining Availability under Repurchase Program: \$3.9 Bn

\$2.3 Billion<sup>(1)</sup>

**\$1.4 Billion** 

## **\$1.3Bn Free Cash Flow Generation**

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#### David A. Juliano Executive Vice President Marketing and Product Development Comcast Cable

# **A Strong Foundation for Success**

## **Disciplined Execution**

#### Operating Efficiency

- Simple Offer
- Focus on Up-Sell

### Marketing Efficiency

- Broad and Cost-Effective Distribution Channels

## Capital Efficiency

- 3 Products  $\rightarrow$  One Truck Roll
- Self-Install

Delivers Growth in Revenue and Subscribers

# **Superior Products: High-Speed Internet**

- Largest Broadband Provider: 9.3MM Subscribers
- Delivering Value: Speed + Features
  - Increased Speed  $\rightarrow$  6.0/8.0 Mbps
  - PowerBoost: Bursts of Download
    Speed up to 12/16 Mbps
  - Building a Video-Rich Experience
  - 40 New Features in 2 Years

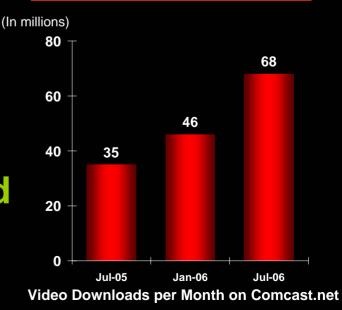
#### • Strong Subscriber Growth and Average Revenue per Subscriber: \$42+

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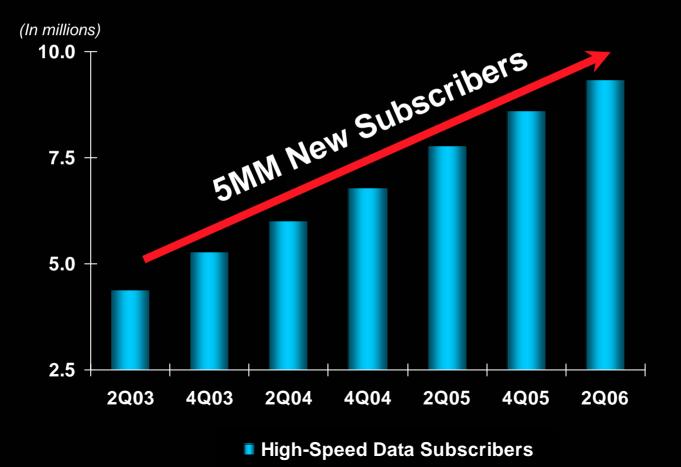


350MM+ Video Downloads YTD



# Rapid High-Speed Internet Subscriber Growth

#### Strong ARPU \$42 - \$44



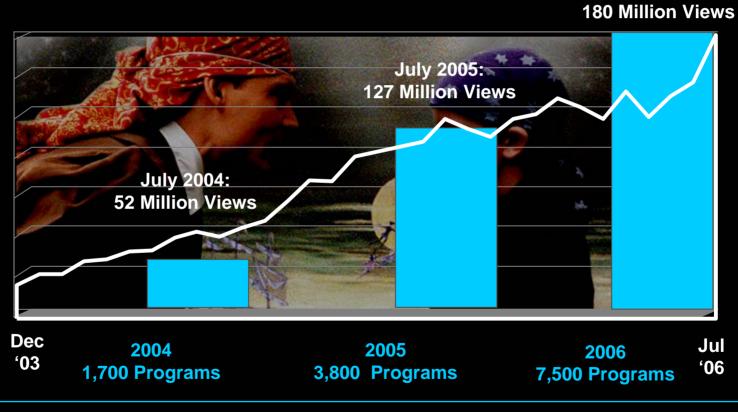
# **A Superior Video Experience**



#### 10.5 Million Digital Cable Subscribers: 49% of Video Customers

# **A Superior Video Experience**

#### **3 Billion+ ON DEMAND Views Since 2004**



**Increases Retention and Customer Satisfaction** 

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# **A Superior Video Experience**

### A Growing High-Def Offering

- Up to 20 Linear HD Channels Today... and Growing

## • Leveraging ON DEMAND

- Adding 100+ Hours of HD
- Will Double HD VOD Hours in '07 and Again in '08

## Blockbuster HD ON DEMAND

- ON DEMAND Premiers:
  - All 6 Star War
  - All 3 Lord of the Rings
- The Chronicles of Narnia
- New Horror Channel and More





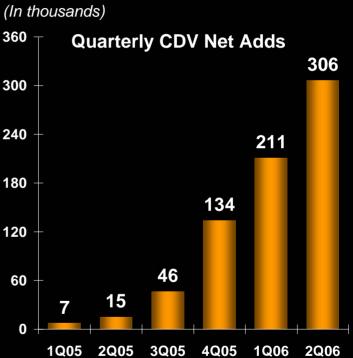




# A Significant Growth Opportunity: Comcast Digital Voice

#### **Ramping CDV Deployment**

- 2Q06: Marketing to 25MM+ Homes 30
- YE06: 30MM+ Homes
- Consistent Ramp-Up in Net Adds
- CDV Sell-In Rate: 45%+
- 80% of CDV Customers Take Three Products



#### **1.3 to 1.4 Million CDV Additions in 2006**

# Triple Play Accelerates Growth Opportunity

- Enhances Value to Consumer
- Targets 20MM Non-Customer Households
- Strong Initial Results
  - Triple Play Subscriber ARPU:
    \$120 \$130 per Month
  - New England Market
    - Benefits HSD and Basic Video Services
    - Triple Play Sell-In Rate: 20%

Comcast Digital Cable, Comcast High-Speed Internet and Comcast Digital Voice now \$33 each per month for one year.



# Triple Play Accelerates Growth Opportunity

• Product Superiority Secures Customer Relationship

### • Cross Platform Features: Ultimate Retention Tool

- TV Planner: Searchable Interface
- Video Rich Navigation Guide
- Comcast Digital Voice Portal

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Comcast Central	-	-	10-20	
TV Listings	The second second		A1 /3	
News ON	FOX News	CNBC	Court TV	
News Listings	ABCSEAS	CRS EVENIN	I an T	
Kids	STAR .	ARMS	THE .	
Main Menu	ABC	CBS	C-SPAN	
TV Listings	News from Comcast.net			
By Time	Investors monitoring oil prices; singer Patti Labelle weeps on stage as she struggles through show			



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# **Positioned for Growth**



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