



# LIBERTY GLOBAL GROUP INVESTOR CALL

Q2 2017 | AUGUST 8, 2017



LIBERTY GLOBAL



## Forward-Looking Statements + Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements with respect to our strategies, future growth prospects and opportunities; our expectations with respect to subscribers, revenue, OCF and Adjusted FCF; expectations with respect to the development, enhancement and expansion of our superior networks and innovative and advanced products and services; plans and expectations relating to new build and network extension opportunities; expectations regarding our share buyback program; the strength of our balance sheet and tenor of our third-party debt; our expectations regarding the impact of MySports in Switzerland; and other information and statements that are not historical fact. These forward-looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those expressed or implied by these statements. These risks and uncertainties include the continued use by subscribers and potential subscribers of our and our affiliates' services and their willingness to upgrade to our more advanced offerings; our and our affiliates' ability to meet challenges from competition, to manage rapid technological change or to maintain or increase rates to subscribers or to pass through increased costs to subscribers; the effects of changes in laws or regulations; general economic factors; our and our affiliates' ability to obtain regulatory approval and satisfy regulatory conditions associated with acquisitions and dispositions; our and affiliates' ability to successfully acquire and integrate new businesses and realize anticipated efficiencies from acquired businesses; the availability of attractive programming for our and our affiliates' video services and the costs associated with such programming; our and our affiliates' ability to achieve forecasted financial and operating targets; the outcome of any pending or threatened litigation; the ability of our operating companies and affiliates to access cash of their respective subsidiaries; the impact of our operating

companies' and affiliates' future financial performance, or market conditions generally, on the availability, terms and deployment of capital; fluctuations in currency exchange and interest rates; the ability of suppliers and vendors (including our third-party wireless network providers under our MVNO arrangements) to timely deliver quality products, equipment, software, services and access; our and our affiliates' ability to adequately forecast and plan future network requirements including the costs and benefits associated with network expansions; and other factors detailed from time to time in our filings with the Securities and Exchange Commission, including our most recently filed Form 10-K, as amended, and Form 10-Q. These forward-looking statements speak only as of the date of this presentation. We expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

Nothing in this presentation constitutes an offer of any securities for sale.

## Additional Information Relating to Defined Terms:

Please refer to the Appendix at the end of this presentation, as well as our press release dated August 7, 2017 and our SEC filings, for the definitions of the following terms which may be used herein, including: Rebased Growth, Operating Cash Flow (“OCF”), Adjusted Free Cash Flow (“FCF”), Revenue Generating Units (“RGUs”), Average Revenue per Unit (“ARPU”), as well as non-GAAP reconciliations, where applicable.

# EXECUTIVE SUMMARY



# KEY MESSAGES



1

**ACHIEVING  
SIGNIFICANT  
OPERATIONAL  
LEVERAGE**

DELIVERING ON  
LIBERTY GO COST  
EFFICIENCIES

2

**MATERIALLY  
IMPROVED VIDEO  
SUBSCRIBER  
TRENDS**

NEXT-GEN PRODUCTS  
AND CONTENT  
SUPPORTING RESULTS

3

**VIRGIN MEDIA  
REGAINING  
OPERATING  
TRACTION**

TOP-LINE POISED FOR  
TURNAROUND AND  
LIGHTNING RAMPING

4

**ACCELERATED  
SHARE  
REPURCHASES  
IN H1 2017**

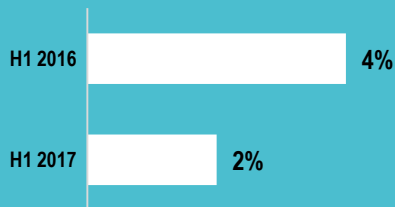
\$2.2 BILLION OF  
EQUITY BOUGHT  
DURING H1

5

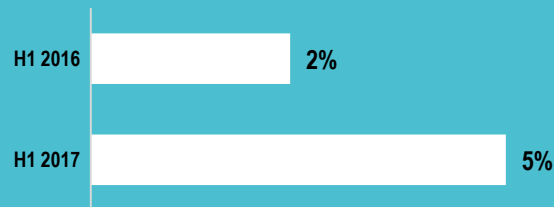
**2017  
FULL-YEAR  
GUIDANCE  
UPDATE**

CONFIRMING REBASED  
OCF GROWTH, P&E  
RANGE & ADJUSTED FCF

## H1 REVENUE GROWTH<sup>(1)</sup> ON A REBASED BASIS



## H1 OCF GROWTH<sup>(1)</sup> ON A REBASED BASIS



(1) H1 2016 figures excluding the Netherlands



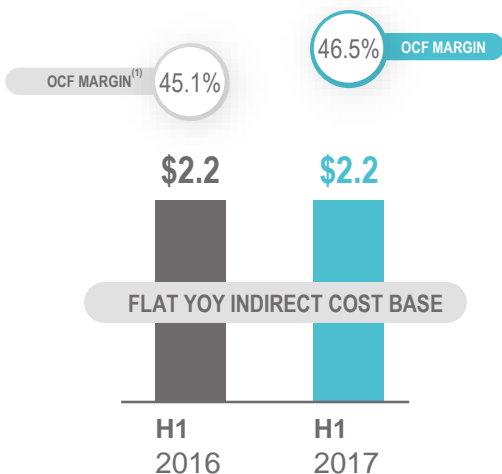
# LIBERTY GO SCORECARD

Delivering On Cost Efficiencies & Aggressive B2B Plan



## COST EFFICIENCIES

OCF MARGIN IMPROVING YOY

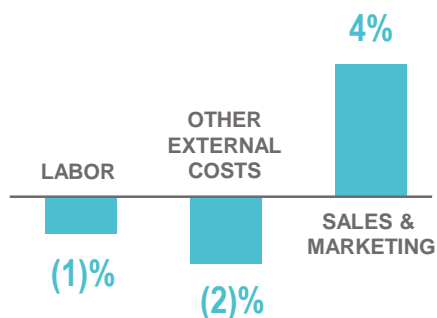


- Centralizing technology & IT resources into one single operating structure
- Maximizing procurement scale; driving efficiencies and best practice
- Digital transformation & process optimization; cost benefits while improving customer experience

(1) On a rebased basis.

## REINVESTING OPEX SAVINGS

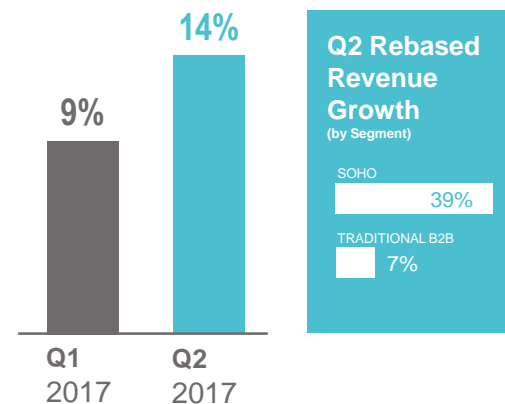
H1 2017 REBASED OPEX GROWTH RATES YOY



- Labor efficiencies, largely driven by efforts to optimize organizational structures
- Other External Costs declined, partially driven by global procurement benefits
- Reinvested efficiencies into the commercial machine, primarily in the U.K.

## STRONG B2B RESULTS

TOTAL B2B REBASED REVENUE GROWTH



- Successfully penetrating the SOHO & SME markets across Europe
- H1 2017 SOHO net additions nearly double prior year
- Mobile data emerging as a key accelerator for our B2B business

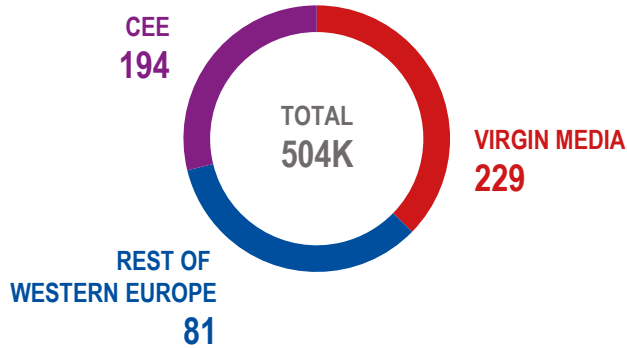
# LIBERTY GO SCORECARD

New Build Progressing | Challenging Mobile Environment



## H1 2017 NEW BUILD

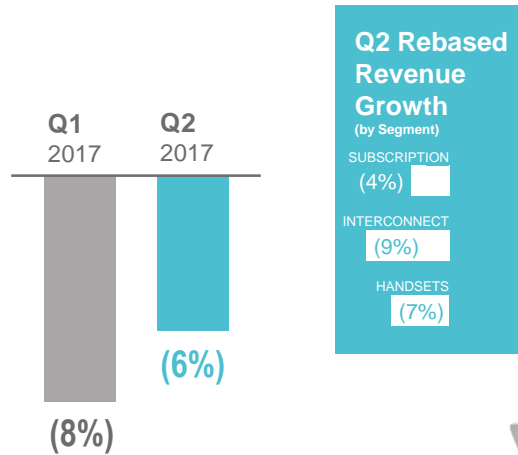
PREMISES BUILT (IN 000'S)



- Continental European new build programs broadly in line with expectations
- Slower start in the U.K. to date; Project Lightning ramping back up again

## CONSUMER MOBILE

REBASED REVENUE GROWTH



- Expanding 4G+, integrating BASE and continued WIGO traction
- Top-line pressure due to Freestyle & interconnect headwinds



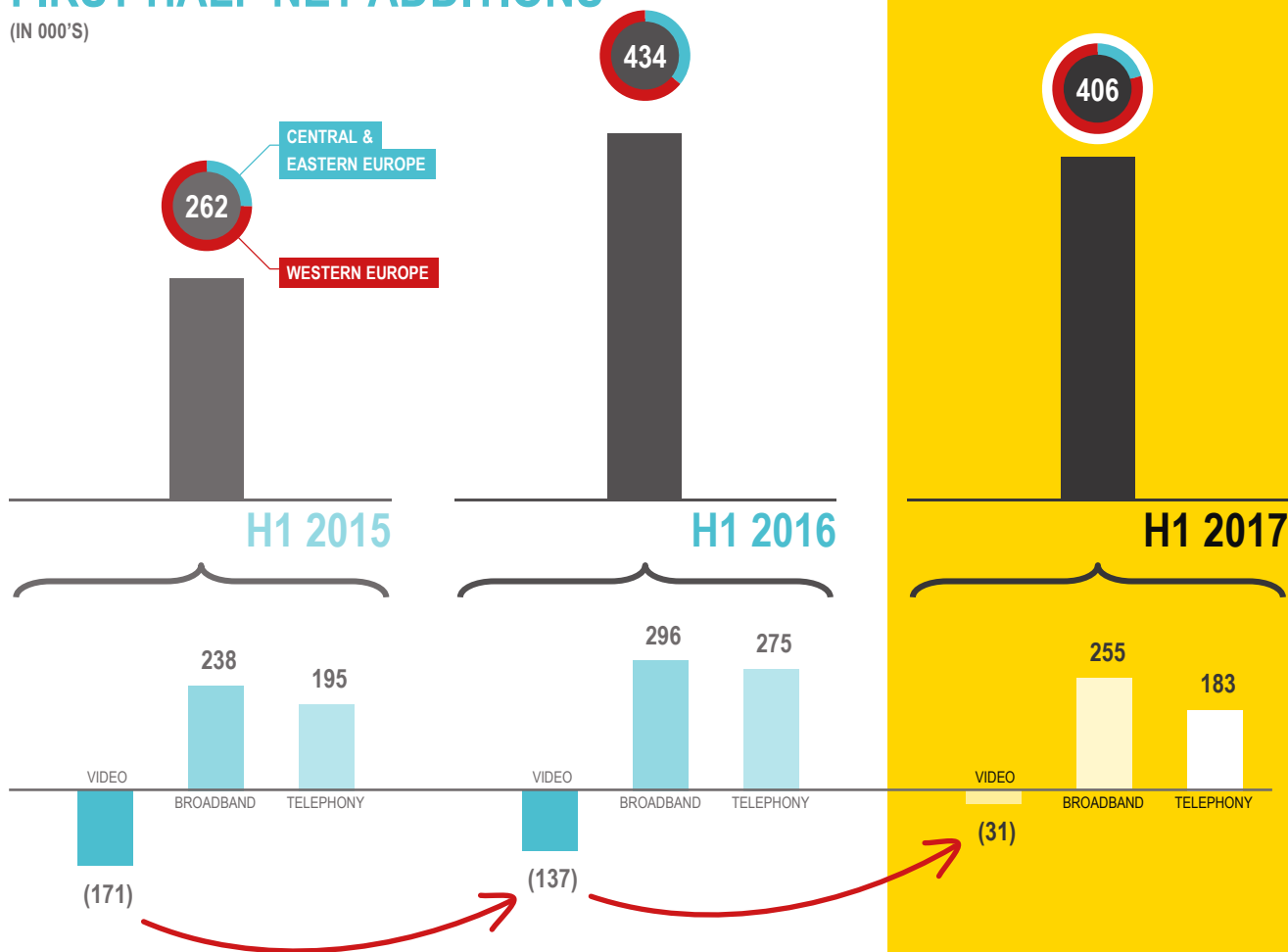
# LIBERTY GO SCORECARD<sup>(1)</sup>

Subscriber Additions Remain at Robust Levels



## FIRST HALF NET ADDITIONS

(IN 000'S)



## H1 2017

- Organic RGU additions in Western Europe up 16% YoY to 323,000
- Best H1 video performance since 2006, driven by new build and next-gen TV products

## Q2 2017

- Virgin Media's net adds up 56% YoY to 78,000, fueled by the U.K.'s best ever Q2 video result
- Lower net adds YoY in DE +54k and CEE +35k due to more promotional pricing by competitors as well as focus on DE analog switch-off



(1) H1 2015 and H1 2016 Net Adds adjusted to exclude Ziggo.

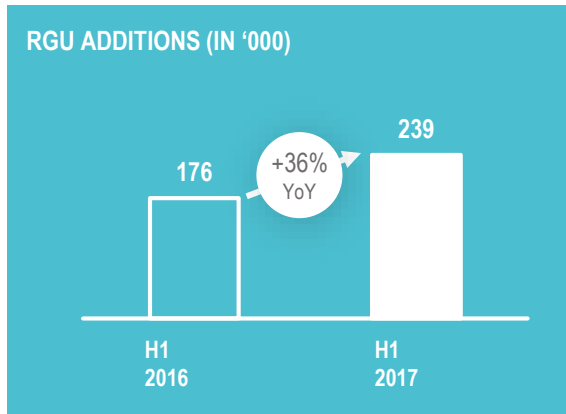
# VIRGIN MEDIA U.K. | Q2 2017 UPDATE

Accelerating Volume Growth Offset by ARPU Headwinds



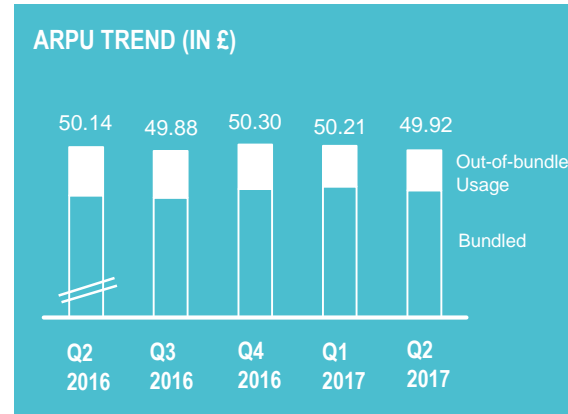
## U.K. RGU ADDITIONS UP YOY

TAKING MORE THAN OUR FAIR MARKET SHARE



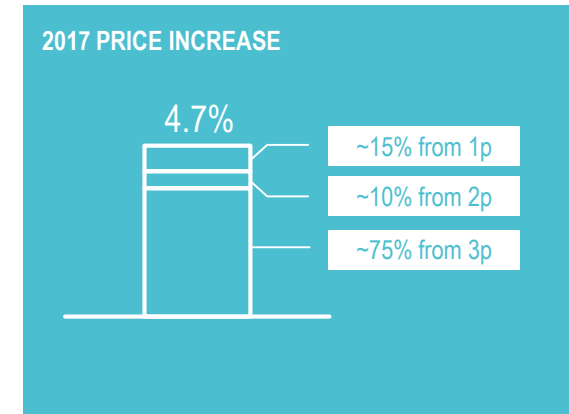
## U.K. ARPU TREND

PRICING BENEFIT OFFSET BY HEADWINDS



## 2017 U.K. PRICE INCREASE

MORE TARGETED APPROACH



### STRONG DEMAND FOR SUPERIOR BUNDLES

- Volume growth accelerated in both new build and existing footprint
- 64% triple-play sales in H1 2017 as compared to 47% in H1 2016
- Took nearly all of the broadband growth on footprint in H1 2017
- Fast-growing video platform with over 80k new video subscribers in H1 2017

### ARPU TREND DEEP DIVE

- Bundled ARPU revenue up YoY
- Continued decline of out-of-bundle ARPU related to (1) voice usage & (2) regulatory pressures
- Enhancing value proposition to drive improved tier mix
- Reducing acquisition discounts to improve incoming ARPU

### WHAT IS DIFFERENT THIS YEAR?

- Single price rise in 2017, one year following the last increase
- “More for more” tailored by segment
- Better retention tools including CPE & package upgrades
- Improved ARPU management
- Enhanced call center capabilities

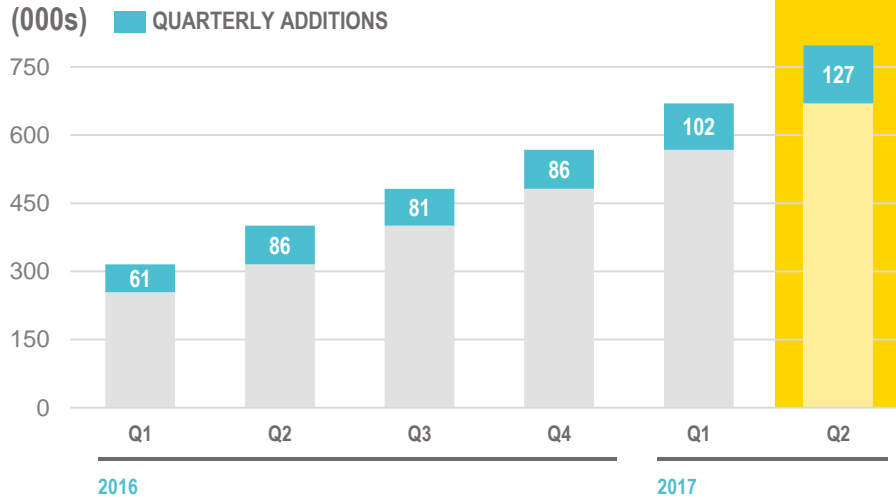


# VIRGIN MEDIA | PROJECT LIGHTNING UPDATE

New Leadership Team and Overhauled Processes Supporting Transformation



## NEW PREMISES | U.K. & IRELAND

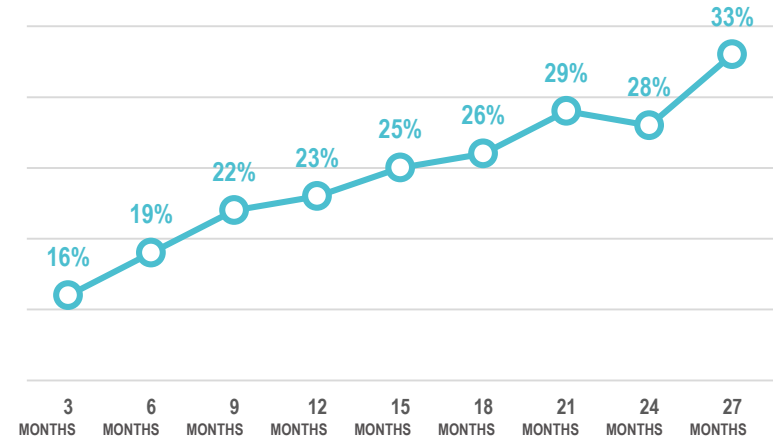


## PROGRESS IN Q2 2017

- New organizational structure and management team
- Optimizing planning & wayleave processes
- Establishing new partnership model with local authorities
- Leveraging the scale of Liberty's construction expertise

## ACTIVE CUSTOMER PENETRATION U.K.

AS PERCENTAGE OF CONNECTED PREMISES

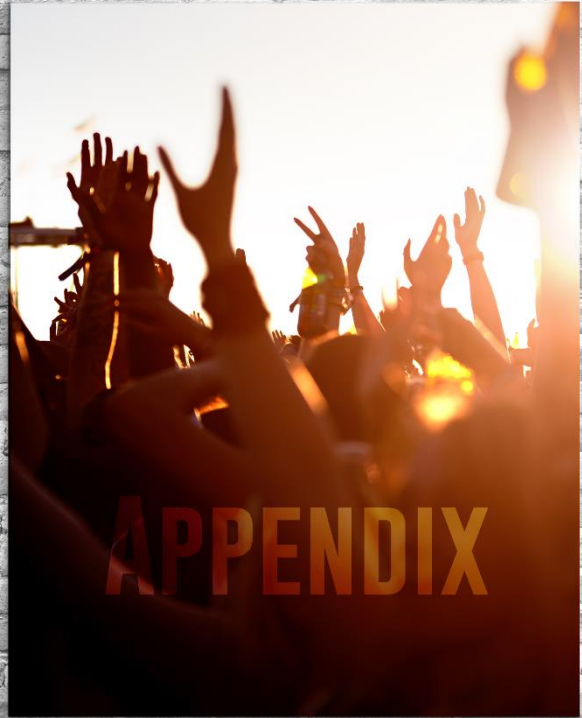


## ENCOURAGING RESULTS

- Over 150,000 active Lightning customers today
- Penetrations for any given time period can vary due to build-type mix, e.g. in-fill, technical upgrades or greenfield
- Incoming ARPU for Project Lightning customers is higher than incoming ARPU from legacy footprint



**FINANCIAL  
RESULTS**



# Q2 2017 FINANCIAL RESULTS

Solid OCF Growth | Aggressive Share Repurchases | Substantial Liquidity of ~\$5bn



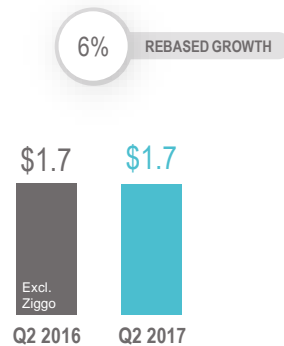
## REVENUE

USD BN



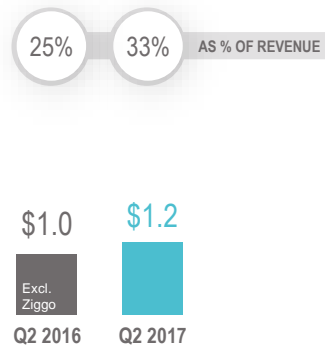
## OCF

USD BN



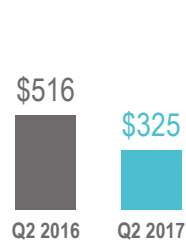
## P&E ADDITIONS

USD BN

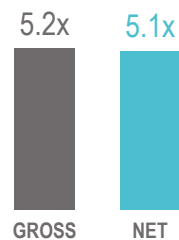


## ADJUSTED FCF

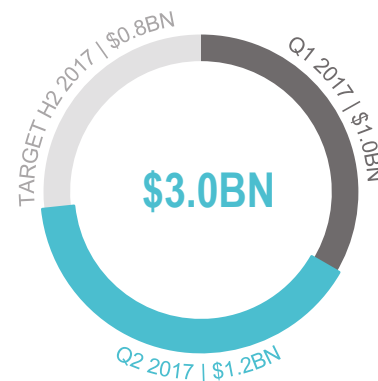
USD MM



## LEVERAGE RATIOS



## SHARE REPURCHASES

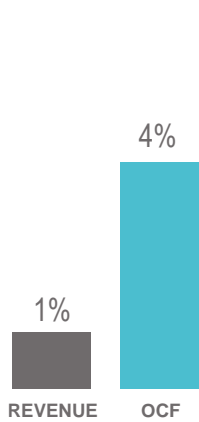


# Q2 2017 RESULTS BY SEGMENT<sup>(1,2)</sup>

Western Europe Delivered 4% Rebased OCF Growth; Tight Cost Controls Support Performance



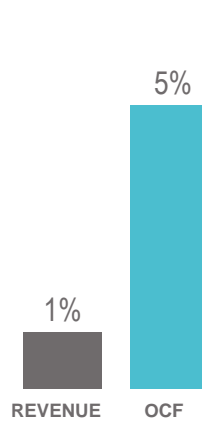
## U.K. & IRELAND



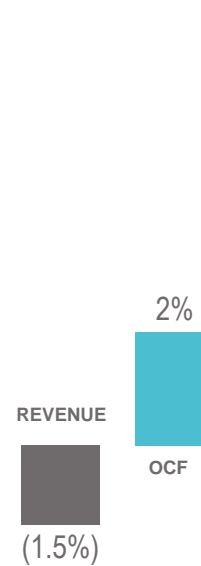
## GERMANY



## BELGIUM



## SWITZERLAND & AUSTRIA



## CEE



(1) Please see Appendix for definitions and additional information.  
 (2) Q2 2017 growth rate figures are rebased.



# LIBERTY GLOBAL GROUP CONCLUSIONS

Product Innovation, Network Expansion and Cost Efficiencies to Drive Organic Growth



POSTED **SOLID H1 ORGANIC SUBSCRIBER AND REBASED OCF GROWTH**

ROBUST CUSTOMER PROPOSITION & LIGHTNING **TO REVIVE U.K. TOPLINE**

DELIVERING **LIBERTY GO COST EFFICIENCIES** ACROSS THE ORGANIZATION

RECORD **SHARE REPURCHASES** IN Q2; **WILL REMAIN OPPORTUNISTIC**

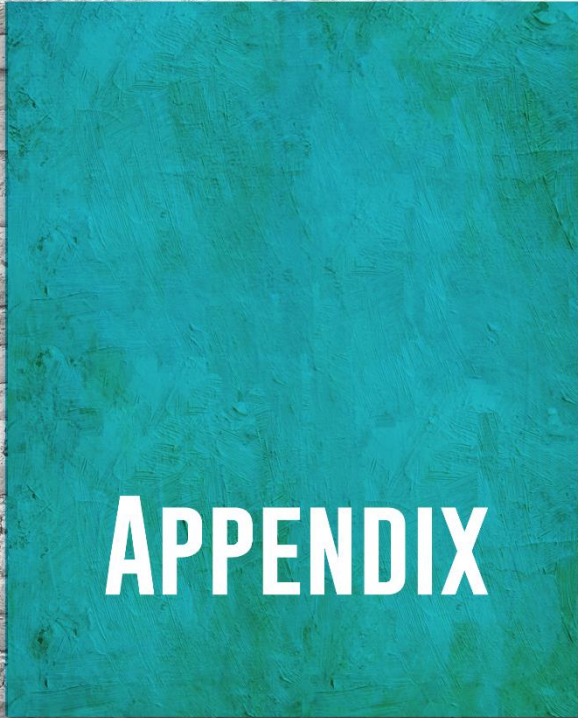
**CONFIRMING ALL FULL-YEAR 2017 FINANCIAL GUIDANCE TARGETS**



*Flow at home*



FINANCIAL  
RESULTS



APPENDIX



# DEFINITIONS AND ADDITIONAL INFORMATION



**U.S. GAAP** means accounting principles generally accepted in the United States.

**Revenue Generating Unit** "RGU" is separately a Basic Video Subscriber, Enhanced Video Subscriber, DTH Subscriber, Internet Subscriber or Telephony Subscriber (each as defined and described below). A home, residential multiple dwelling unit, or commercial unit may contain one or more RGUs. For example, if a residential customer in our Austrian market subscribed to our enhanced video service, fixed-line telephony service and broadband internet service, the customer would constitute three RGUs. Total RGUs is the sum of Basic Video, Enhanced Video, DTH, Internet and Telephony Subscribers. RGUs generally are counted on a unique premises basis such that a given premises does not count as more than one RGU for any given service. On the other hand, if an individual receives one of our services in two premises (e.g., a primary home and a vacation home), that individual will count as two RGUs for that service. Each bundled cable, internet or telephony service is counted as a separate RGU regardless of the nature of any bundling discount or promotion. Non-paying subscribers are counted as subscribers during their free promotional service period. Some of these subscribers may choose to disconnect after their free service period. Services offered without charge on a long-term basis (e.g., VIP subscribers or free service to employees) generally are not counted as RGUs. We do not include subscriptions to mobile services in our externally reported RGU counts. In this regard, our June 30, 2017 RGU counts exclude our separately reported postpaid and prepaid mobile subscribers.

**Organic RGU additions** exclude RGUs of acquired entities at the date of acquisition and other nonorganic adjustments, but include the impact of changes in RGUs from the date of acquisition. All subscriber/RGU additions or losses refer to net organic changes, unless otherwise indicated.

**Average Revenue Per Unit** ("ARPU") refers to the average monthly subscription revenue (subscription revenue excludes interconnect, channel carriage fees, mobile handset sales, late fees and installation fees) per average customer relationship or mobile subscriber, as applicable. ARPU per average customer relationship is calculated by dividing the average monthly subscription revenue from residential cable and SOHO services by the average of the opening and closing balances for customer relationships for the period. ARPU per average mobile subscriber is calculated by dividing residential mobile and SOHO revenue for the indicated period by the average of the opening and closing balances for mobile subscribers for the period. Unless otherwise indicated, ARPU per customer relationship or mobile subscriber is not adjusted for currency impacts. ARPU per RGU refers to average monthly revenue per average RGU, which is calculated by dividing the average monthly subscription revenue from residential and SOHO services for the indicated period, by the average of the opening and closing balances of the applicable RGUs for the period. Unless otherwise indicated, ARPU in this release is considered to be ARPU per average customer relationship or mobile subscriber, as applicable. Customer relationships, mobile subscribers and RGUs of entities acquired during the period are normalized.

# DEFINITIONS AND ADDITIONAL INFORMATION



**Basic Video Subscriber** is a home, residential multiple dwelling unit or commercial unit that receives our video service over our broadband network either via an analog video signal or via a digital video signal without subscribing to any recurring monthly service that requires the use of encryption-enabling technology. Encryption-enabling technology includes smart cards, or other integrated or virtual technologies that we use to provide our enhanced service offerings. With the exception of RGUs that we count on an EBU basis, we count RGUs on a unique premises basis. In other words, a subscriber with multiple outlets in one premises is counted as one RGU and a subscriber with two homes and a subscription to our video service at each home is counted as two RGUs. In Europe, we have approximately 179,600 “lifeline” customers that are counted on a per connection basis, representing the least expensive regulated tier of video cable service, with only a few channels.

**Enhanced Video Subscriber** is a home, residential multiple dwelling unit or commercial unit that receives our video service over our broadband network or through a partner network via a digital video signal while subscribing to any recurring monthly service that requires the use of encryption-enabling technology. Enhanced Video Subscribers that are not counted on an EBU basis are counted on a unique premises basis. For example, a subscriber with one or more set-top boxes that receives our video service in one premises is generally counted as just one subscriber. An Enhanced Video Subscriber is not counted as a Basic Video Subscriber. As we migrate customers from basic to enhanced video services, we report a decrease in our Basic Video Subscribers equal to the increase in our Enhanced Video Subscribers.

Subscribers to enhanced video services provided by our operations in Switzerland over partner networks receive basic video services from the partner networks as opposed to our operations.

**DTH Subscriber** is a home, residential multiple dwelling unit or commercial unit that receives our video programming broadcast directly via a geosynchronous satellite.

**Internet Subscriber** is a home, residential multiple dwelling unit or commercial unit that receives internet services over our networks, or that we service through a partner network. Our Internet Subscribers exclude 42,100 digital subscriber line (“DSL”) subscribers within Austria that are not serviced over our networks. Our Internet Subscribers do not include customers that receive services from dial-up connections. In Switzerland, we offer a 2 Mbps internet service to our Basic and Enhanced Video Subscribers without an incremental recurring fee. Our Internet Subscribers in Switzerland include 88,200 subscribers who have requested and received this service.

**Telephony Subscriber** is a home, residential multiple dwelling unit or commercial unit that receives voice services over our networks, or that we service through a partner network. Telephony Subscribers exclude mobile telephony subscribers. Our Telephony Subscribers exclude 32,200 subscribers within Austria that are not serviced over our networks. In Switzerland, we offer a basic phone service to our Basic and Enhanced Video Subscribers without an incremental recurring fee. Our Telephony Subscribers in Switzerland include 112,400 subscribers who have requested and received this service.

**Mobile Subscriber** represents the number of active subscriber identification module (“SIM”) cards in service rather than services provided. For example, if a mobile subscriber has both a data and voice plan on a smartphone this would equate to one mobile subscriber. Alternatively, a subscriber who has a voice and data plan for a mobile handset and a data plan for a laptop (via a dongle) would be counted as two mobile subscribers. Customers who do not pay a recurring monthly fee are excluded from our mobile telephony subscriber counts after periods of inactivity ranging from 30 to 90 days, based on industry standards within the respective country. In a number of countries, our mobile subscribers receive mobile services pursuant to prepaid contracts. As of June 30, 2017, the prepaid mobile subscriber count included the following: Belgium (620,100) and the U.K. (575,500)

**Active Customer Penetration** is calculated as the number of active customers at the end of the timeframe presented divided by the total number of added homes that were connected to our network for the entire respective timeframe.



# DEFINITIONS AND ADDITIONAL INFORMATION



**Homes Passed** are homes, residential multiple dwelling units or commercial units that can be connected to our networks without materially extending the distribution plant, except for DTH homes. Certain of our Homes Passed counts are based on census data that can change based on either revisions to the data or from new census results. We do not count homes passed for DTH. Due to the fact that we do not own the partner networks (defined below) used in Switzerland we do not report homes passed for Switzerland's partner networks.

Pursuant to service agreements, Switzerland offers enhanced video, broadband internet and telephony services over networks owned by third-party cable operators ("partner networks"). A partner network RGU is only recognized if there is a direct billing relationship with the customer. At June 30, 2017, Switzerland's partner networks account for 132,400 Customer Relationships, 290,200 RGUs, 104,500 Enhanced Video Subscribers, 107,700 Internet Subscribers, and 78,000 Telephony Subscribers

**Information on Rebased Growth:** For purposes of calculating rebased growth rates on a comparable basis for all businesses that we owned during 2017, we have adjusted our historical revenue and OCF for the three and six months ended June 30, 2016 to (i) include the pre-acquisition revenue and OCF of certain entities acquired during 2016 and 2017 in our rebased amounts for the three and six months ended June 30, 2016 to the same extent that the revenue and OCF of such entities are included in our results for the three and six months ended June 30, 2017, (ii) exclude the revenue and OCF of Ziggo Group Holding and a sports channel that were contributed to the VodafoneZiggo JV at the end of December 31, 2016, (iii) include revenue for the framework services

agreement with the VodafoneZiggo JV and certain associated operating and SG&A expenses that had been allocated to our Netherlands segment during the 2016 periods in our rebased amounts for the three and six months ended June 30, 2016 as if the framework services agreement had been in place at the beginning of 2016, (iv) exclude the revenue and OCF of multi-channel multi-point (microwave) distribution system subscribers in Ireland that have disconnected since we announced the switch-off of this service effective April 2016 for the six months ended June 30, 2016 to the same extent that the revenue and OCF of these subscribers is excluded from our results for the six months ended June 30, 2017, (v) exclude the revenue and OCF of two small disposals made in Belgium during Q1 2017 to the same extent that the revenue and OCF of these disposed businesses is excluded from our results for the three and six months ended June 30, 2017 and (vi) reflect the translation of our rebased amounts for the three and six months ended June 30, 2016 at the applicable average foreign currency exchange rates that were used to translate our results for the three and six months ended June 30, 2017. We have included SFR and four small entities in whole or in part in the determination of our rebased revenue and OCF for the three months ended June 30, 2016. We have included SFR, BASE and four small entities in whole or in part in the determination of our rebased revenue and OCF for the six months ended June 30, 2016. We have reflected the revenue and OCF of the acquired entities in our 2016 rebased amounts based on what we believe to be the most reliable information that is currently available to us (generally pre-acquisition financial statements), as adjusted for the estimated effects of (a) any significant differences between "U.S. GAAP" and local generally accepted accounting principles, (b) any significant effects of

acquisition accounting adjustments, (c) any significant differences between our accounting policies and those of the acquired entities and (d) other items we deem appropriate. We do not adjust pre-acquisition periods to eliminate nonrecurring items or to give retroactive effect to any changes in estimates that might be implemented during post-acquisition periods. As we did not own or operate the acquired businesses during the pre-acquisition periods, no assurance can be given that we have identified all adjustments necessary to present the revenue and OCF of these entities on a basis that is comparable to the corresponding post-acquisition amounts that are included in our historical results or that the pre-acquisition financial statements we have relied upon do not contain undetected errors. The adjustments reflected in our rebased amounts have not been prepared with a view towards complying with Article 11 of Regulation S-X. In addition, the rebased growth percentages are not necessarily indicative of the revenue and OCF that would have occurred if these transactions had occurred on the dates assumed for purposes of calculating our rebased amounts or the revenue and OCF that will occur in the future. The rebased growth percentages have been presented as a basis for assessing growth rates on a comparable basis, and are not presented as a measure of our pro forma financial performance.

**Please see next slide for additional information on Rebased Growth.**

# DEFINITIONS AND ADDITIONAL INFORMATION



**Information on Rebased Growth:** The following table provides adjustments made to the 2016 amounts to derive our rebased growth rates for the Liberty Global Group:

	Revenue		OCF	
	Three months ended June 30, 2016	Six months ended June 30, 2016	Three months ended June 30, 2016	Six months ended June 30, 2016
	in millions			
Acquisitions .....	\$ 18.1	\$ 104.2	\$ 0.2	\$ 13.9
Contribution of Ziggo Group Holding to the VodafoneZiggo JV and other dispositions (a) .....	(659.7)	(1,308.9)	(341.5)	(686.4)
Foreign Currency .....	(224.9)	(501.3)	(97.7)	(218.1)
<b>Total decrease .....</b>	<b>\$ (866.5)</b>	<b>\$ (1,706.0)</b>	<b>\$ (439.0)</b>	<b>\$ (890.6)</b>

- a) In connection with the December 31, 2016 closing of the VodafoneZiggo JV transaction, we entered into a Framework Agreement that provides for the terms under which we provide services to the VodafoneZiggo JV. These adjustments to revenue and OCF are net of \$32 million and \$63 million of revenue for Q2 and YTD 2016, respectively, that we assumed would have been earned if the Framework Agreement had been in place on January 1, 2016.

# DEFINITIONS AND ADDITIONAL INFORMATION



**Information on Revenue:** Beginning April 1, 2017, we changed the categories for our revenue in order to align to our internal categories. We also applied these changes retroactively to the prior-year periods. The new categories are:

- Residential cable subscription revenue, which includes amounts received from subscribers for ongoing services. Residential cable non-subscription revenue, which includes, among other items, channel carriage fees, installation revenue, late fees and sale of equipment.
- Residential mobile subscription revenue, which includes amounts received from subscribers for ongoing services. Residential mobile non-subscription revenue, which includes, among other items, interconnect revenue and revenue from the sale of mobile handsets and other devices.
- B2B subscription revenue, which represents revenue from services to SOHO subscribers. SOHO subscribers pay a premium price to receive expanded service levels along with video, broadband internet, fixed-line telephony or mobile services that are the same or similar to the mass marketed products offered to our residential subscribers. B2B non-subscription revenue, which includes revenue from business broadband internet, video, voice, mobile and data services offered to medium to large enterprises and, on a wholesale basis, to other operators.
- Other revenue, which primarily includes revenue earned from services provided to the VodafoneZiggo JV and programming revenue.

The following table sets forth the quarterly revenue by category based upon our revised presentation of revenue for the periods indicated:

	<u>Q1 2016</u>	<u>Q2 2016</u>	<u>Q3 2016</u>	<u>Q4 2016</u>	<u>YTD 2016</u>	<u>Q1 2017</u>	<u>Q2 2017</u>	<u>YTD 2017</u>
	in millions							
<b>Residential revenue:</b>								
Residential cable revenue:								
Subscription revenue:								
Video	\$ 1,419.4	\$ 1,438.3	\$ 1,428.9	\$ 1,365.6	\$ 5,652.2	\$ 1,052.8	\$ 1,093.9	\$ 2,146.7
Broadband internet	1,130.0	1,176.6	1,117.5	1,102.3	4,526.4	942.1	973.4	1,915.5
Fixed-line telephony	697.3	708.1	665.1	634.2	2,704.7	524.1	535.1	1,059.2
Total subscription revenue	3,246.7	3,323.0	3,211.5	3,102.1	12,883.3	2,519.0	2,602.4	5,121.4
Non-subscription revenue	131.8	129.2	126.7	133.5	521.2	122.2	118.1	240.3
Total residential cable revenue	3,378.5	3,452.2	3,338.2	3,235.6	13,404.5	2,641.2	2,720.5	5,361.7
Residential mobile revenue:								
Subscription revenue	268.5	306.7	299.0	277.5	1,151.7	249.9	260.3	510.2
Non-subscription revenue	134.7	169.2	147.1	157.6	608.6	136.4	144.4	280.8
Total residential mobile revenue	403.2	475.9	446.1	435.1	1,760.3	386.3	404.7	791.0
Total residential revenue	3,781.7	3,928.1	3,784.3	3,670.7	15,164.8	3,027.5	3,125.2	6,152.7
<b>B2B revenue:</b>								
Subscription revenue	100.4	117.2	124.9	129.5	472.0	106.3	123.5	229.8
Non-subscription revenue	385.6	402.7	383.8	388.2	1,560.3	335.9	362.9	698.8
Total B2B revenue	486.0	519.9	508.7	517.7	2,032.3	442.2	486.4	928.6
Other revenue	16.4	23.2	20.1	28.2	87.9	49.3	52.1	101.4
Total	\$ 4,284.1	\$ 4,471.2	\$ 4,313.1	\$ 4,216.6	\$ 17,285.0	\$ 3,519.0	\$ 3,663.7	\$ 7,182.7

# OPERATING CASH FLOW DEFINITION AND RECONCILIATION



As used herein, OCF has the same meaning as the term "Adjusted OIBDA" that is referenced in our form 10-Q. OCF is the primary measure used by our chief operating decision maker to evaluate segment operating performance. OCF is also a key factor that is used by our internal decision makers to (i) determine how to allocate resources to segments and (ii) evaluate the effectiveness of our management for purposes of annual and other incentive compensation plans. As we use the term, OCF is defined as operating income before depreciation and amortization, share-based compensation, provisions and provision releases related to significant litigation and impairment, restructuring and other operating items. Other operating items include (a) gains and losses on the disposition of long-lived assets, (b) third-party costs directly associated with successful and unsuccessful acquisitions and dispositions, including legal, advisory and due diligence fees, as applicable, and (c) other acquisition-related items, such as gains and losses on the settlement of contingent consideration. Our internal decision makers believe OCF is a meaningful measure because it represents a transparent view of our recurring operating performance that is unaffected by our capital structure and allows management to (1) readily view operating trends, (2) perform analytical comparisons and benchmarking between segments and (3) identify strategies to improve operating performance in the different countries in which we operate. We believe our OCF measure is useful to investors because it is one of the bases for comparing our performance with the performance of other companies in the same or similar industries, although our measure may not be directly comparable to similar measures used by other public companies. OCF should be viewed as a measure of operating performance that is a supplement to, and not a

substitute for, operating income, net earnings or loss, cash flow from operating activities and other U.S. GAAP measures of income or cash flows. A reconciliation of our operating income to total segment OCF is presented in the following table:

	Three months ended		Six months ended	
	June 30,		June 30,	
	2017	2016	2017	2016
	in millions			
Operating income .....	\$ 483.2	\$ 508.7	\$ 914.4	\$ 1,035.3
Share-based compensation expense .....	53.4	71.4	86.8	138.6
Inter-group fees and allocations .....	(3.0)	(2.1)	(6.0)	(4.2)
Depreciation and amortization .....	1,178.5	1,426.9	2,306.8	2,810.1
Impairment, restructuring and other operating items, net .....	21.2	69.7	36.0	88.4
<b>Total segment OCF .....</b>	<b>\$ 1,733.3</b>	<b>\$ 2,074.6</b>	<b>\$ 3,338.0</b>	<b>\$ 4,068.2</b>

# ADJUSTED FREE CASH FLOW DEFINITION AND RECONCILIATIONS(\*)



We define Adjusted Free Cash Flow as net cash provided by our operating activities, plus (i) cash payments for third-party costs directly associated with successful and unsuccessful acquisitions and dispositions and (ii) expenses financed by an intermediary, less (a) capital expenditures, as reported in our consolidated statements of cash flows, (b) principal payments on amounts financed by vendors and intermediaries and (c) principal payments on capital leases (exclusive of the portions of the network lease in Belgium and the duct leases in Germany that we assumed in connection with certain acquisitions), with each item excluding any cash provided or used by our discontinued operations. We believe that our presentation of Adjusted Free Cash Flow provides useful information to our investors because this measure can be used to gauge our ability to service debt and fund new investment opportunities. Adjusted Free Cash Flow should not be understood to represent our ability to fund discretionary amounts, as we have various mandatory and contractual obligations, including debt repayments, which are not deducted to arrive at this amount. Investors should view Adjusted Free Cash Flow as a supplement to, and not a substitute for, U.S. GAAP measures of liquidity included in our consolidated statements of cash flows. We changed our definition of adjusted free cash flow effective January 1, 2017 to remove the add-back of excess tax benefits from share-based compensation. This change, which was given effect for all periods presented, was made to accommodate our January 1, 2017 adoption of ASU 2016-09, Compensation - Stock Compensation, Improvements to Employee Share-Based Payment Accounting, pursuant to which we retrospectively revised the presentation of our condensed consolidated statements of cash flows to

remove the operating cash outflows and financing cash inflows associated with excess tax benefits from share-based compensation. The following table provides the reconciliation of our net cash provided by operating activities to Adjusted Free Cash Flow for the indicated periods:

	Three months ended June 30,		Six months ended June 30,	
	2017	2016	2017	2016
	in millions			
Net cash provided by operating activities .....	\$ 1,508.7	\$ 1,543.2	\$ 2,411.5	\$ 2,564.0
Cash payments for direct acquisition and disposition costs .....	4.2	16.8	6.0	24.9
Expenses financed by an intermediary .....	346.8	239.7	644.6	393.2
Capital expenditures .....	(444.2)	(507.4)	(944.6)	(1,094.5)
Principal payments on amounts financed by vendors and intermediaries.....	(1,067.1)	(748.0)	(2,081.3)	(1,420.9)
Principal payments on certain capital leases .....	(23.3)	(27.9)	(43.7)	(55.2)
Adjusted FCF .....	<u>\$ 325.1</u>	<u>\$ 516.4</u>	<u>\$ (7.5)</u>	<u>\$ 411.5</u>

(\*) Please see next slide for accompanying footnotes.

# DEFINITIONS AND ADDITIONAL INFORMATION



## Adjusted Free Cash Flow

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For purposes of our Adjusted Free Cash Flow definition, we add back the hypothetical operating cash outflow when these financed expenses are incurred and deduct the financing cash outflows when we pay the financing intermediary.

## Property & Equipment Additions and Capex

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Our property and equipment additions include our capital expenditures on an accrual basis and amounts financed under vendor financing or capital lease arrangements. The capital expenditures that we report in our condensed consolidated statements of cash flows do not include amounts that are financed under vendor financing or capital lease arrangements. Instead, these expenditures are reflected as non-cash additions to our property and equipment when the underlying assets are delivered, and as repayments of debt when the related principal is repaid.

## Leverage and Liquidity

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Our gross and net debt ratios are defined as total debt and net debt to annualized OCF of the latest quarter. Net debt is defined as total debt less cash and cash equivalents. For purposes of these calculations, debt is measured using swapped foreign currency rates, consistent with the covenant calculation requirements of our subsidiary debt agreements, and, in the case of the Liberty Global Group, excludes the loans backed or secured by the shares we hold in ITV plc, Sumitomo Corporation and LionsGate Entertainment Corp.

Liquidity refers to cash and cash equivalents plus the maximum undrawn commitments under subsidiary borrowing facilities, without regard to covenant compliance calculations.

## LiLAC Transaction

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The Liberty Global ordinary shares and the LiLAC ordinary shares are tracking shares. Tracking shares are intended by the issuing company to reflect or “track” the economic performance of a particular business or “group,” rather than the economic performance of the company as a whole. The Liberty Global ordinary shares and the LiLAC ordinary shares are intended to “track” the economic performance of the Liberty Global Group and the LiLAC Group, respectively (each as defined and described below). For more information regarding the tracking shares, see note 1 to our condensed consolidated financial statements included in our quarterly report on Form 10-Q filed on August 7, 2017 (the “Form 10-Q”).

While the LiLAC Group and the Liberty Global Group have separate collections of businesses, assets and liabilities attributed to them, neither group is a separate legal entity. The LiLAC Group comprises our operations in Latin America and the Caribbean and has attributed to it CWC, VTR and Liberty Puerto Rico. The Liberty Global Group comprises our businesses, assets and liabilities not attributed to the LiLAC Group, including Virgin Media, Unitymedia, UPC Holding, Telenet and, through December 31, 2016, Ziggo Group Holding. The condensed consolidated financial statements of Liberty Global are included in our Form 10-Q. For attributed financial information of the Liberty Global Group and the LiLAC Group, see Exhibit 99.1 to our Form 10-Q.