



**Consolidated Financial Statements  
December 31, 2017**

**VIRGIN MEDIA INC.  
1550 Wewatta Street, Suite 1000  
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United States**

**VIRGIN MEDIA INC.**  
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## FORWARD-LOOKING STATEMENTS

Certain statements in this annual report constitute forward-looking statements. To the extent that statements in this annual report are not recitations of historical fact, such statements constitute forward-looking statements, which, by definition, involve risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. In particular, statements under *Business*, *Risk Factors*, *Management's Discussion and Analysis of Financial Condition and Results of Operations* and *Quantitative and Qualitative Disclosures About Market Risk* may contain forward-looking statements, including statements regarding our business, product, foreign currency and finance strategies in 2018, subscriber growth and retention rates, competitive, regulatory and economic factors, the timing and impacts of proposed transactions, the maturity of our markets, the anticipated impacts of new legislation (or changes to existing rules and regulations), anticipated changes in our revenue, costs or growth rates, our liquidity, credit risks, foreign currency risks, target leverage levels, our future projected contractual commitments and cash flows and other information and statements that are not historical fact.

Where, in any forward-looking statement, we express an expectation or belief as to future results or events, such expectation or belief is expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the expectation or belief will result or be achieved or accomplished.

In evaluating these statements, you should consider the risks and uncertainties discussed under *Risk Factors* and *Quantitative and Qualitative Disclosures About Market Risk*, as well as the following list of some but not all of the factors that could cause actual results or events to differ materially from anticipated results or events:

- economic and business conditions and industry trends in the countries in which we operate;
- the competitive environment in the cable television, broadband and telecommunications industries in the United Kingdom (U.K.) and Ireland, including competitor responses to our products and services;
- fluctuations in currency exchange rates and interest rates;
- instability in global financial markets, including sovereign debt issues in the European Union (E.U.) and related fiscal reforms;
- consumer disposable income and spending levels, including the availability and amount of individual consumer debt;
- changes in consumer television viewing preferences and habits;
- consumer acceptance of our existing service offerings, including our cable television, broadband internet, fixed-line telephony, mobile and business service offerings, and of new technology, programming alternatives and other products and services that we may offer in the future;
- our ability to manage rapid technological changes;
- our ability to maintain or increase the number of subscriptions to our cable television, broadband internet, fixed-line telephony and mobile service offerings and our average revenue per household;
- our ability to provide satisfactory customer service, including support for new and evolving products and services;
- our ability to maintain or increase rates to our subscribers or to pass through increased costs to our subscribers;
- the impact of our future financial performance, or market conditions generally, on the availability, terms and deployment of capital;
- changes in, or failure or inability to comply with, government regulations in the countries in which we operate and adverse outcomes from regulatory proceedings;

- government intervention that impairs our competitive position, including any intervention that would open our broadband distribution networks to competitors and any adverse change in our accreditations or licenses;
- our ability to obtain regulatory approval and satisfy other conditions necessary to close acquisitions and dispositions, and the impact of conditions imposed by competition and other regulatory authorities in connection with acquisitions;
- our ability to successfully acquire new businesses and, if acquired, to integrate, realize anticipated efficiencies from, and implement our business plan with respect to, the businesses we have acquired or that we expect to acquire;
- changes in laws or treaties relating to taxation, or the interpretation thereof, in the countries in which we operate;
- changes in laws and government regulations that may impact the availability and cost of capital and the derivative instruments that hedge certain of our financial risks;
- the ability of suppliers and vendors (including our third-party wireless network providers under our mobile virtual network operator (MVNO) arrangements) to timely deliver quality products, equipment, software, services and access;
- the availability of attractive programming for our video services and the costs associated with such programming;
- uncertainties inherent in the development and integration of new business lines and business strategies;
- our ability to adequately forecast and plan future network requirements, including the costs and benefits associated with the planned network extension program in the U.K., which was subsequently expanded to include Ireland (the **Network Extension**);
- the availability of capital for the acquisition and/or development of telecommunications networks and services;
- problems we may discover post-closing with the operations, including the internal controls and financial reporting process, of businesses we acquire;
- the leakage of sensitive customer data;
- the outcome of any pending or threatened litigation;
- the loss of key employees and the availability of qualified personnel;
- changes in the nature of key strategic relationships with partners and joint venturers;
- adverse changes in public perception of the “Virgin” brand, which we and others license from Virgin Group Limited, and any resulting impacts on the goodwill of customers toward us; and
- events that are outside of our control, such as political unrest in international markets, terrorist attacks, malicious human acts, natural disasters, pandemics and other similar events.

The broadband distribution and mobile service industries are changing rapidly and, therefore, the forward-looking statements of expectations, plans and intent in this annual report are subject to a significant degree of risk. These forward-looking statements and the above-described risks, uncertainties and other factors speak only as of the date of this annual report, and 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 other change in events, conditions or circumstances on which any such statement is based. Readers are cautioned not to place undue reliance on any forward-looking statement.

## BUSINESS

*In this annual report, unless the context otherwise requires, the terms “we,” “our,” “our company,” “us” and “Virgin Media” refer, as the context requires, to Virgin Media Inc. or collectively to Virgin Media and its consolidated subsidiaries. Unless otherwise indicated, operational and statistical data, including subscriber statistics and product offerings, are as of December 31, 2017.*

### Introduction

We are a subsidiary of Liberty Global plc (**Liberty Global**) that provides video, broadband internet, fixed-line telephony and mobile services in the U.K. and Ireland. We are one of the U.K.’s and Ireland’s largest providers of residential video, broadband internet and fixed-line telephony services in terms of the number of customers. We believe our advanced, deep-fiber cable access network enables us to offer faster and higher quality broadband services than our digital subscriber line (**DSL**) competitors. As a result, we provide our customers with a leading next generation broadband service and one of the most advanced interactive television services available in the U.K. and Irish markets.

Our residential broadband subscribers generally access the internet at various download speeds ranging up to 300 Mbps in the U.K. and up to 360 Mbps in Ireland, depending on the tier of service selected. We determine pricing for each different tier of broadband internet service through analysis of speed, market conditions and other factors.

Our digital cable service offerings include basic and premium programming and incremental product and service offerings such as enhanced pay-per-view (**PPV**) programming (including digital cable-on-demand), digital cable recorders, high definition (**HD**), and 3D programming and access to over-the-top (**OTT**) content.

We provide mobile services to our customers in the U.K. and Ireland using third-party networks through MVNO arrangements.

In addition, we provide broadband internet, fixed-line and mobile telephony and other connectivity services to businesses, public sector organizations and service providers in the U.K. and Ireland.

Liberty Global is the world’s largest international TV and broadband company, with operations in 12 European countries under the consumer brands Virgin Media, Unitymedia, Telenet and UPC. Liberty Global invests in the infrastructure and digital platforms that empowers its customers to make the most of the video, internet and communications revolution. Its substantial scale and commitment to innovation enables it to develop market-leading products delivered through next-generation networks that, as of December 31, 2017, connected over 22 million customers subscribing to 46 million television, broadband internet and telephony services. As of December 31, 2017, Liberty Global also served over six million mobile subscribers and offered WiFi service through 10 million access points across its footprint. In addition, Liberty Global owns 50% of VodafoneZiggo, a joint venture in the Netherlands.

## Operating Statistics

The following table shows our operating statistics as of December 31, 2017:

<b>CABLE</b>	<b>U.K.</b>	<b>Ireland</b>	<b>Combined</b>
<b><u>Footprint</u></b>			
Homes Passed <sup>1</sup> .....	13,979,000	893,900	14,872,900
Two-way Homes Passed <sup>2</sup> .....	13,967,200	855,300	14,822,500
<b><u>Subscribers (RGUs)<sup>3</sup></u></b>			
Basic Video <sup>4</sup> .....	—	24,600	24,600
Enhanced Video <sup>5</sup> .....	3,827,200	268,100	4,095,300
Total Video.....	3,827,200	292,700	4,119,900
Internet <sup>6</sup> .....	5,104,300	372,200	5,476,500
Telephony <sup>7</sup> .....	4,440,100	356,300	4,796,400
Total RGUs.....	<u>13,371,600</u>	<u>1,021,200</u>	<u>14,392,800</u>
<b><u>Cable Customer Relationships</u></b>			
Cable Customer Relationships <sup>8</sup> .....	5,432,600	454,300	5,886,900
RGUs per Customer Relationship.....	2.46	2.25	2.44
<b><u>Customer Bundling</u></b>			
Single-Play.....	17.5%	20.1%	17.7%
Double-Play.....	19.0%	34.9%	20.2%
Triple-Play.....	63.6%	44.9%	62.1%
Fixed-mobile Convergence <sup>9</sup> .....	19.6%	8.3%	18.9%
<b>MOBILE</b>			
<b><u>Mobile Subscribers<sup>10</sup></u></b>			
Postpaid.....	2,488,500	49,900	2,538,400
Prepaid.....	514,300	—	514,300
Total Mobile subscribers.....	<u>3,002,800</u>	<u>49,900</u>	<u>3,052,700</u>

(1) Homes Passed are homes, residential multiple dwelling units or commercial units that can be connected to our networks without materially extending the distribution plant. Our Homes Passed counts are based on census data that can change based on either revisions to the data or from new census results.

(2) Two-way Homes Passed are Homes Passed by those sections of our networks that are technologically capable of providing two-way services, including video, internet and telephony services. At December 31, 2017, the U.K.'s 13,967,200 Two-way Homes Passed included 13,657,400 residential premises and 309,800 commercial premises.

(3) Revenue Generating Unit (**RGU**) is separately a Basic Video Subscriber, Enhanced Video 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 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, 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 December 31, 2017 RGU counts exclude our separately reported postpaid and prepaid mobile subscribers.

- (4) 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 conditional access security cards or "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 equivalent billing unit (**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.
- (5) 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.
- (6) Internet Subscriber is a home, residential multiple dwelling unit or commercial unit that receives internet services over our networks. Our Internet Subscribers do not include customers that receive services from dial-up connections.
- (7) Telephony Subscriber is a home, residential multiple dwelling unit or commercial unit that receives voice services over our networks. Telephony Subscribers exclude mobile telephony subscribers.
- (8) Cable Customer Relationships are the number of customers who receive at least one of our video, internet or telephony services that we count as RGUs, without regard to which or to how many services they subscribe. To the extent that RGU counts include EBU adjustments, we reflect corresponding adjustments to our Cable Customer Relationship counts. Cable Customer Relationships generally are counted on a unique premises basis. Accordingly, if an individual receives our services in two premises (e.g., a primary home and a vacation home), that individual generally will count as two Cable Customer Relationships. We exclude mobile-only customers from Cable Customer Relationships.
- (9) Fixed-mobile Convergence penetration represents the number of customers who subscribe to both our internet service and postpaid mobile telephony service, divided by the number of customers who subscribe to our internet service.
- (10) Our Mobile Subscriber count 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 Subscriber counts after a 30 day period of inactivity.

## **Products and Services in the U.K.**

### ***Cable***

We offer our customers a choice of packages and tariffs within each of our cable product categories. Our bundled packaging and pricing are designed to encourage our customers to purchase multiple services across our product portfolio by offering incentives to customers who subscribe to two or more of our products. The types and number of services that each customer uses, and the prices we charge for these services, drive our revenue. For example, broadband internet is more profitable than our television services and, on average, our “triple-play” customers are more profitable than “double-play” or “single-play” customers. As of December 31, 2017, 83% of our cable customers received multiple services from us and 64% were “triple-play” customers, receiving broadband internet, video and fixed-line telephony services.

We offer our consumer products and services through a broad range of sales channels, including inbound and outbound telesales, customer care centers and online. We also engage in direct face-to-face marketing initiatives through a dedicated national sales force of approximately 400 representatives, as well as comprehensive national and regional mass media advertising initiatives. We have a national retail store base with approximately 110 retail locations that consist of traditional high street stores and mall based kiosks. This is complemented by approximately 150 sales representatives that work in transportable kiosk-type retail outlets that offer a complete range of our consumer products and services. Our stores not only provide sales services, but also showcase our products, allowing demonstrations and customer interaction, and help resolve customer queries. In addition, as of December 31, 2017, we employed approximately 2,000 staff members in our call centers. We also use outsourced call centers in the U.K., Philippines and India.

### ***Broadband Internet***

We deliver ultrafast broadband internet services to customers on our cable network. As of December 31, 2017, we provided cable broadband services to approximately 5.1 million subscribers. We are one of the leading providers of broadband internet access in the U.K.

We currently offer four tiers of cable broadband services to new subscribers with unlimited downloads at speeds of up to 50 Mbps, 100 Mbps, 200 Mbps and 300 Mbps.

### ***Television***

Our digital cable platform includes access to over 300 linear television channels, advanced interactive features and a range of premium subscription-based and PPV services. As of December 31, 2017, we provided digital cable services to approximately 3.8 million residential subscribers.

In addition to our linear television services, which allow our customers to view television programming at a scheduled time, our digital cable customers also have access to a broad range of digital interactive services, including Virgin TV On Demand, one of the most comprehensive digital cable-on-demand services in the U.K., and Virgin TV Go, one of the most comprehensive cloud-based entertainment services in the U.K., which are described below.

We also offer interactive “red button” applications from the British Broadcasting Corporation (**BBC**) and other commercial broadcasters, such as Sky plc (**Sky**) and BT Group plc (**BT**). Red button functionality in the U.K. permits television viewers to press a red button on their remote control handset to receive additional interactive services, including multiple alternative broadcasts.

### ***TiVo and Digital Set-Top Boxes***

We offer three advanced digital set-top boxes, which include multiple tuners enabling recording of multiple programs at the same time. Set-top boxes equipped with digital cable recorders digitally record television programming to a hard disk in real-time, which also allows customers to play back, pause, fast forward or rewind the program at any point during or for a period after the broadcast.

Under a strategic partnership agreement, we are the exclusive distributor of the TiVo user interface software for set-top boxes (subject to certain conditions), which provide converged television and broadband internet capabilities in the U.K. The Virgin Media TiVo set-top box is available in both 1TB and 500GB sizes, with the 1TB version recording up to 500 hours of television.



It brings together television, digital cable-on-demand and OTT services through a single user experience and features unique content discovery and personalization tools. In late 2016, we launched a new set-top box called the Virgin Media V6 box. This device combines ultra-high definition 4K video with improved streaming functionalities and more processing power. The Virgin Media V6 box has eight tuners, allowing viewers to record six programs while watching a seventh they previously recorded. The TiVo service, combined with the existing digital cable-on-demand service, makes available television shows, movies and children's programs in addition to supporting web video services such as Netflix, BBC iPlayer and YouTube. As of December 31, 2017, we had approximately 3.5 million TiVo customers, of which more than 1.0 million are using our latest box.

#### *Virgin TV On Demand*

Our digital cable-on-demand service provides our customers with instant access to a wide selection of premium movies, television programs, music videos and other digital cable-on-demand content including live PPV events. Content is available in broadcast standard definition (**SD**), HD and some Ultra-HD/4K. Our HD content is available to all of our digital cable customers who have an HD box, at no additional charge, however the exact channels available depend on the particular customer's package. Viewers can watch programs instantly, without the need for buffering, and can freeze-frame, fast-forward and rewind the content at will. This gives our customers increased control over the content and timing of their television viewing. Additionally, our cable network enables us to provide digital cable-on-demand content to our customers separately from their high-speed data services, thereby maintaining their broadband speed.

The primary categories of content available within Virgin TV On Demand are "catch-up" television programming, boxsets, children's programming and movies (on a PPV and premium subscription basis). A selection of content, including our "catch-up" television service, is available free of charge to all of our television customers. The BBC iPlayer is the largest catch-up television service we offer, enabling viewers to view more than 700 hours of BBC programs. Our catch-up television also includes content from All 4, My5, ITV Player and other pay TV linear channels.

#### *Subscription Video On Demand*

We offer our television customers basic subscription digital cable-on-demand (**SVOD**) with a selection of content that increases in number in line with the customer's digital cable subscription tier.

The offering includes 'Virgin TV Exclusives' which is a growing number of TV series that are exclusively available to Virgin TV customers. The Sky On Demand service allows our customers to access approximately 1,000 hours of television content from across Sky's range of basic channels, and around 1,000 movie titles being made available to Virgin Media subscribers of Sky Cinema. Other content providers include ABC Studios, Sony, Viacom, NBCU and A&E Networks. Tailored advertising is also inserted across many providers within the basic television SVOD and free catch-up services.

#### *Virgin Movies*

Our PPV movie service, Virgin Movies, offers approximately 500 titles from all the major studios and the majority of independent studios, most of which are available for rent on the same day as their DVD release and some the same day as their cinema release. All our digital cable customers have access to Virgin Movies, which, after purchase, may be viewed multiple times within a 48-hour window.

#### *Virgin Media Store*

Our Electronic Sell-Through (**EST**) service launched in September 2017 and offers television customers and non-customers the opportunity to buy and own movies (usually available before the DVD release or rental) and TV box sets (including series from HBO and Showtime which were previously unavailable to Virgin TV customers). After registering online for a Virgin Media Store Account, content can be purchased and viewed via the Virgin Media Store website. In addition, Virgin TV customers can buy and watch content on their TV via a Virgin TV box powered by TiVo and can also download to watch offline on a compatible mobile device with our Virgin TV applications (**apps**). When purchasing movies, customers are also sent a DVD in the post.

### *Virgin TV Go & Virgin TV Control*

In November 2012, we launched Virgin TV Anywhere, one of the U.K.'s most comprehensive internet streaming television services. The service was relaunched as Virgin TV Go on the Liberty Global-wide Horizon Go platform on December 7, 2017. Virgin TV Go allows our television customers to stream more than 110 live television channels and watch Virgin TV On Demand through their web browser or via mobile apps for compatible iOS, Android and Windows devices, anywhere in the U.K. with a broadband connection.

Our TiVo customers with iOS or Android mobile devices can manage their box remotely with the Virgin TV Control app. When in the home, these mobile devices can act as a remote control for their boxes. Customers with compatible iOS or Android devices and a V6 box can also watch selected recordings from their V6 box within the home or download them to their devices for offline viewing using the Virgin TV Control app.

Virgin TV Go and Virgin TV Control are available at no extra cost to our digital cable customers. Virgin Media subscribers of Sky Sports or Sky Cinema are able to stream these premium channels online or on iOS and Android mobile devices through Sky-provided services.

### ***Fixed-line Telephony***

We provide local, national and international telephony services to our residential customers over our twisted copper, hybrid fiber coaxial cable and fiber to the premise (**FTTP**) networks. We also provide telephony services through voice over internet protocol (**VoIP**) technology, which was launched in late 2016, and fiber network. We offer a basic line rental service to our cable customers for a fixed monthly fee. In addition, we also offer tiered bundles of call tariffs, features and services, including calling plans that enable customers to make unlimited national landline calls and calls to mobile telephones either during specified periods or anytime, for an incremental fixed monthly fee. Our fixed-line customers can also make calls to mobile customers free of charge and may also subscribe to additional services such as call waiting, call blocking, call forwarding, three-way calling, advanced voicemail and caller line identification services for an additional fee. As of December 31, 2017, we provided fixed-line telephony services to approximately 4.4 million residential subscribers.

### ***Mobile***

Our mobile communication services are provided using the mobile network owned by EE Limited (**EE**) through an MVNO arrangement. In 2017, we moved from a light MVNO to a full MVNO arrangement due to a revised agreement with EE, with this arrangement expected to be fully implemented by the end of 2019. We offer a broad range of mobile communications products and services available on 4G and 3G, including mobile data services, voice and short message service (**SMS**). We also offer a broad range of handsets, including Android-based and Apple iOS-based smartphones, and mobile broadband services, which complement our fixed broadband offering.

Our customers have free access to our Virgin Media WiFi app (available to download from the App Store and Google Play) which connects them to a footprint of WiFi hotspots across the U.K., along the high street, on London Underground, airports and through our own network of home hubs.

Our customer base comprises both postpaid customers, who subscribe to our services for periods ranging from a minimum of 30 days for an airtime contract to up to 36 months for a 'Freestyle' handset purchase agreement, and prepaid customers, who top up their accounts prior to using the services and have no minimum contracted term. 'Freestyle' mobile contracts provide customers with the flexibility to purchase a handset independently of an airtime contract.

As of December 31, 2017, we had approximately 3.0 million mobile services customers, of which approximately 2.5 million were postpaid customers.

We continue to focus on increasing our proportion of higher-value postpaid customers, expanding our range of higher-value mobile handsets and cross-selling into homes already connected to our cable network.

## ***Business***

Through the Virgin Media Business brand, we offer a broad portfolio of business-to-business (**B2B**) voice, data and internet solutions to small businesses, medium and large enterprises and public sector organizations in the U.K., ranging from analog telephony to managed data networks and managed communication services. We also provide services to small businesses and medium enterprise customers using our cable network. B2B peak usage generally occurs at different times of the day from that of our residential customers, which allows for more efficient use of our network. We provide B2B services to approximately 42,000 U.K. businesses and over 3,000 public sector organizations. We have security accreditations across a range of B2B products and services in order to increase our offerings to public sector organizations in the U.K. These accreditations are granted subject to periodic reviews of our policies and procedures by the U.K. governmental authorities. If we were to fail to maintain an accreditation or to obtain a new one when required, it could impact our ability to provide certain offerings to the public sector.

We offer contractual service levels to all B2B customers and these are supported by U.K.-based regional teams. In addition to our standard B2B service levels, a tiered B2B service level is available to tailor service requirements based on size of organization, sector and importance. These tiered B2B service levels include priority response, named dedicated staff and customer premises-based teams managing service levels.

## *Converged Solutions*

Converged solutions use a single network to transport voice, data and video, allowing our B2B customers to benefit from cost synergies. Additionally, we offer services such as internet protocol (**IP**) virtual private networks, which enable our customers to prioritize bandwidth for different types of traffic so that more time sensitive data or critical application data is transported with priority, providing increased flexibility and control over data management. Our extensive network reach also enables us to offer large or dispersed organizations the ability to effectively link sites across the U.K. using a wide range of access technologies, supporting services such as voice and video conferencing, instant messaging and file transfers.

## *Ethernet*

Our Ethernet network has approximately 300 Ethernet nodes and is capable of carrying a variety of services and high bandwidth applications simultaneously. We have been delivering Ethernet services for over 10 years and have achieved both Metro Ethernet Forum (**MEF**) 9 and MEF 14 accreditation (becoming the first service provider in the world to renew this accreditation), ensuring our Ethernet product portfolio can support stringent real-time communications applications, including VoIP and HD-quality videoconferencing. We offer a range of products from local area network extensions to managed wide area Ethernet networks, providing our B2B customers with high bandwidth and flexible solutions, including market-leading point to multi-point services.

## *Applications and Services*

As an overlay to network products we also offer applications, such as video conferencing, and managed services, such as information security services, designed to increase flexibility and reduce costs for our customers.

## *Voice and Mobile Services*

We offer a comprehensive range of B2B voice products, from analog and digital services to converged IP telephony solutions. Our B2B voice solutions include basic features such as call divert and voicemail, as well as products such as Centrex, which provides switchboard-like capability that is managed from our telephone exchange, offering our customers a cost-effective, scalable alternative to a premises-based system. We also provide similar Centrex features through a number of hosted unified IP-based solutions, which add additional features such as integrated messaging and video. This combination of mature services being offered in parallel with a next-generation of converged services allows our customers to carry out phased migrations to new technologies.

In addition, we provide a mobile service to public and private sector B2B customers, providing voice and 3G and 4G data services as a reseller of EE's business services. As a result, we now offer our B2B customers a one-supplier solution for both their fixed-line and mobile telephony needs.

### *Bundled offers for small and medium enterprises (SME) and small office and home office (SOHO) customers*

We offer SME and SOHO customers a range of solutions to help them realize their digital potential underpinned by our ultrafast network. In addition to a range of connectivity products to suit their level of digital requirement, customers can also work with us to meet their voice communications needs (fixed, mobile and IP) and a range of other needs including security and hardware. In January 2016, Virgin Media Business launched the U.K.'s fastest, widely available broadband speed for small businesses, a service offering up to 350 Mbps download speed over Virgin Media's own ultrafast network.

### **Our Network in the U.K.**

We deliver voice, video and high-speed data services over our cable access network, which covers parts of many metropolitan areas in the U.K. The deep-fiber design of our access network enables us to transmit data by means of fiber optic cable from equipment in technical properties known as "headends" and "hubsites" to widely deployed distribution cabinets. The data is then transmitted to distribution points via coaxial cable for digital broadband signals and digital television and via twisted copper cables for fixed-line telephony. The final connection into each home from the fiber access network comprises two components combined into a single drop cable (twisted copper and coaxial cable). For video and high-speed data services we only use high capacity coaxial cable, which has considerable spectrum and associated bandwidth capabilities and which concurrently supports a full portfolio of linear and digital cable-on-demand services as well as high-speed broadband services for both consumers and business customers. Using DOCSIS 3.0, we currently offer download speeds of up to 300 Mbps for consumers and 350 Mbps for our B2B customers on our hybrid-fiber-coaxial network. We have also conducted trials of 1 Gbps and 1.5 Gbps downstream speeds. For fixed-line telephony services, historically we have used the twisted copper pair access network. However, we more recently started to deliver voice services into the home over the coaxial cable. As a result of the extensive use of fiber in our access networks, we are also able to provide high-speed data network services to business customers delivering nationwide connectivity.

We believe that our deep-fiber access network has enabled us to take a leading position in the roll-out of next-generation broadband access technologies in the U.K. In recent years, we completed the upgrade from analog to digital across virtually all of our hybrid fiber coaxial access network footprint. As of December 31, 2017, virtually all of the homes served by our cable network could receive all of our broadband, digital television and fixed-line telephony services. We expect to leverage the next generation of cable technology (DOCSIS 3.1) to increase the data rates that can be transmitted over the coaxial cable that, in turn, allows our existing infrastructure to support customer download speeds of 1 Gbps and beyond.

During 2015, we initiated the Network Extension. For more information regarding the Network Extension, see "*Description of Virgin Media - Management's Discussion and Analysis of Financial Condition and Results of Operations of Virgin Media-Overview*".

### **Competition**

We face intense competition from a variety of entertainment and communications service providers, which offer television, broadband internet, fixed-line telephony and mobile services. In addition, technological advances and product innovations have increased, and are likely to continue to increase, the number of alternative providers available to our customers and intensify the competitive environment.

We believe that our deep-fiber access provides us with several competitive advantages in the areas served by our network. For instance, our cable network allows us to concurrently deliver internet access, together with real-time television and digital cable-on-demand content at higher speeds. Our competitors are reliant on the access infrastructure of the U.K.'s incumbent telecommunications provider, BT, which typically relies on copper-pair technology from the local exchange to the customer's home. BT is upgrading its infrastructure to provide data services capable of higher speeds, using fiber-to-the-cabinet (fiber-to-the-home/-cabinet/-building/-node is referred to herein as **FTTx**) technology, but service providers using BT's existing network are subject to performance constraints as a result of copper based services degrading over distance which affect data download. Our cable network also offers benefits over the infrastructure of satellite service providers, which are unable to offer a full array of interactive services in the absence of a fixed-line telephony or broadband connection using third-party access infrastructure. By contrast, our cable infrastructure allows us to provide "triple-play" bundled services of broadband internet, television and fixed-line telephony services without relying on a third-party service provider or network. In serving the B2B market, many aspects of the network can be leveraged at very low incremental cost given that B2B demand peaks at a time when residential consumer demand is low, and peaks at lower levels than residential consumer demand. As such, we believe we have an advantage over competitors who serve either residential or B2B customers but not both.

We also face intense competition in the mobile retail market, which is primarily driven by increased pricing pressure from both established and new service providers, evolving customer needs and technological developments.

We offer most of our products on a stand-alone basis or as part of bundled packages designed to encourage customers to subscribe to multiple services. We offer television services, broadband internet and fixed-line telephony services to residential users exclusively in areas served by our cable network. We also offer broadband internet, data services, fixed-line telephony and mobile telephony and data services to business users throughout the U.K., using both our own network and wholesale inputs from other providers. Our primary competitors are BT (which now owns and operates mobile operator, EE), Sky (currently the subject of takeover interest), TalkTalk Telecom Group plc (**TalkTalk**), Vodafone Limited (**Vodafone**), Hutchison 3G UK Limited (which operates in the U.K. as "**3 UK**") and Telefónica UK Limited (which operates in the U.K. as "**O2**").

### ***Broadband Internet***

We have a number of significant competitors in the market for broadband internet services. Of those competitors, BT Group (including EE) is the largest retail provider, serving approximately 37% of the total broadband internet market in the U.K. We serve approximately 20% of the total broadband market in the U.K.

BT provides broadband internet access services to both its own retail arm and third party retail providers over its own DSL network. BT has announced its intention to rollout ultrafast speeds of up to 300 Mbps+ by the end of 2020 to up to 10 million premises using G fast technology, a DSL standard applied over the copper local loops. BT has also set out its intention to rollout an FTTP service supporting 1 Gbps to 2 million homes and businesses by 2020. In pursuit of those objectives, BT has recently launched a range of ultrafast packages offering speeds of up to 152 Mbps and 314 Mbps, using a combination of G fast and FTTP technology, which are currently available to more than a quarter of a million U.K. homes.

Operators such as Sky, TalkTalk and EE deploy their own network access equipment in BT exchanges via a process known as local loop unbundling (**LLU**). This allows an operator to reduce the recurring operating costs charged by BT by reducing the proportion of traffic that must travel directly over BT's network. LLU deployment requires a substantial capital investment to implement and requires a large customer base to deliver a return on investment.

In addition to the competition and pricing pressure in the broadband market arising from LLU, we may be subject to increased competition in the provision of broadband services from mobile broadband and technological developments (such as long-term evolution, or **LTE**, and 4G mobile technology) and other wireless technologies, such as WiFi and Worldwide Interoperability for Microwave Access (**Wi-Max**). For example, EE has also announced that its 4G mobile coverage has reached over 99% of the U.K. population.

### ***Television***

We are the largest cable television provider in the U.K. in terms of the number of video customers and the sole provider of video cable services in all of our network area. Our digital television services are available to approximately 50% of U.K. television households and we serve approximately 14% of the U.K. television market. Our digital television services compete primarily with those of Sky and BT. Sky is the primary pay satellite television platform in the U.K. and Ireland with approximately 11.4 million subscribers, or 33% of the U.K. television market. Sky owns the U.K. rights to SD, HD and 3D versions, as the case may be, of various sports and movie programming content. Sky is both our principal competitor in the pay-TV market and an important supplier of basic and premium television content to us.

In August 2013, BT launched its own premium BT Sport channels, providing a range of sports content including football from the English Premier League and, since the 2015/2016 football season, exclusive rights to the UEFA Champions League and the UEFA Europa League. The BT Sport channels are available over BT's internet protocol television platform or "**IPTV**", Sky's satellite system and our cable network. BT has also launched a BT Sport Ultra HD channel.

In February 2016, Sky launched its next generation set-top box called Sky-Q offering greater storage and recording capability, with access to increased content (including applications). In August 2016, Sky began offering Ultra-HD content for Sky-Q customers with the 2TB Box, which includes sports, movies and entertainment.

Content owners, online aggregators and television channel owners are increasingly using broadband as a new digital distribution channel direct to consumers. In 2012, a free-to-air internet-connected television service to U.K. homes was launched by YouView, a joint venture which includes Arqiva, BBC, BT, Channel 4, Channel 5, ITV plc (**ITV**), and TalkTalk. Consumers are able to purchase a box from retailers or get a free subsidized box as part of a bundled package (television, broadband and telephony) with providers BT and TalkTalk.

Residential customers may also receive digital terrestrial television (**DTT**), which is delivered to customer homes through a conventional television aerial and a separately purchased set-top box or an integrated digital television set. The free-to-air DTT service in the U.K. is called "**Freeview**". This service is provided by a consortium of operators, including the BBC.

The BBC and ITV also offer a free-to-air digital satellite alternative to Freeview service, known as "**Freesat**". Freesat offers approximately 150 subscription-free television channels, including selected HD channels such as BBC 1 HD, ITV HD and Channel 4 HD. Freesat also offers a range of satellite boxes offering access to catch-up television services under the brand Freetime, and a range of digital video recorders (**DVR**) under the brand Freesat+. Vodafone was expected to launch its own television service to allow it to offer quad-play services in the U.K. in 2017 but this has been put on indefinite hold.

Residential customers may also access television content by means of IPTV. BT TV, a combined DTT and video on demand service offered by BT over a DSL broadband connection, is available throughout the U.K. Sky also offers live streamed television and services over a broadband connection, through its Sky On Demand and Sky Go services. In addition, Netflix, Amazon, Google, Apple and others have launched IPTV products.

The communications industry is constantly evolving and there are a number of new and emerging technologies which can be used to provide video services that are likely to compete with our digital cable and digital cable-on-demand services. These include the DSL services mentioned above and next-generation LTE services. We expect continued advances in communications technology and in content, such as ultra HD.

### ***Fixed-line Telephony***

We compete primarily with BT in providing telephony services to residential customers in the U.K. BT occupies an established market position as the former state provider. We also compete with other telecommunications companies that provide telephony services directly, through LLU, or indirectly. These include TalkTalk and Sky, and mobile telephone operators such as EE, Vodafone and 3 U.K. Our share of the fixed-line telephony market in the U.K. is approximately 14%.

We compete with mobile telephone businesses that offer consumers an alternative to fixed-line telephony services. Mobile telephone services also contribute to the competitive price pressure on fixed-line telephony services.

In addition, we face competition from companies offering VoIP, services using the customer's existing broadband, mobile data and WiFi connections. These services are offered by independent providers, such as WhatsApp and Skype, as well as those affiliated with established competitors, such as BT. These services generally offer free calls between users of the same service, but charge for calls made to fixed-line or mobile numbers either on a flat monthly rate for unlimited calls (typically restricted to geographic areas) or based on usage.

### ***Mobile***

In the mobile telephony market, we face direct competition from mobile network operators (**MNOs**), such as BT (through its wholly owned subsidiary, EE), O2, Vodafone and 3 U.K., and other MVNOs, such as Tesco Mobile, Lebara, TalkTalk, Sky and ASDA. We also compete with fixed-line telephony operators, with companies offering VoIP services, and from the growth in online communication, as described in "Fixed-line Telephony" above.

EE became the first U.K. mobile network operator to launch 4G in October 2012, following approval from the U.K. Office of Communications (**Ofcom**) to use its existing 1800MHz spectrum. Vodafone, O2 and 3 U.K. launched their 4G services during 2013. We launched 4G services in November 2016. Ofcom commenced the process of auctioning off additional spectrum in the 2.3 and 3.4 GHz spectrum and expects to conclude the auction in 2018.

## ***Business***

The U.K. B2B telecommunications market is characterized by strong competition and ongoing consolidation. Competition in the U.K. B2B telecommunications market continues to be value driven, with the key components being quality, reliability and price.

We compete primarily with traditional network operators such as Vodafone UK, which acquired C&W Worldwide in July 2012, and BT. BT represents the main competition nationally due to its network reach and product portfolio. We also compete with regional providers, such as COLT Telecom Group plc, which have a strong network presence within limited geographic areas. Recently, we have faced increasing competition from services provided by MNOs which target small B2B customers.

In the retail market we continue to focus on small, medium and large nationally oriented businesses and public sector organizations.

### **Virgin Media Ireland**

On February 12, 2015, we acquired a 65.0% controlling interest in Virgin Media Ireland Ltd. (**VM Ireland**) and its subsidiaries from a subsidiary of Liberty Global outside of the Virgin Media borrowing group (the **VM Ireland Acquisition**). On November 2, 2017, we acquired the remaining 35.0% non-controlling interest in VM Ireland through the acquisition of VM Ireland Group Limited (**VMIGL**), formerly known as LG Ireland Group Limited, from Liberty Global Europe 2 Limited (**LG Europe 2**), our immediate parent (the **VM Ireland NCI Acquisition**).

VM Ireland is the largest cable television operator in Ireland by number of customers. VM Ireland provides video, broadband internet and fixed and mobile telephony services in five regional clusters in Ireland, including the cities of Dublin, Cork, Galway and Limerick to both residential and B2B customers. As of December 31, 2017, VM Ireland provided services to an aggregate of 454,300 customers, comprising 1.0 million RGUs (including 292,700 video subscribers, 372,200 broadband internet subscribers, and 356,300 fixed-telephony subscribers) across a footprint of 893,900 homes passed. In addition, VM Ireland provided services to 49,900 mobile subscribers. VM Ireland provides digital and analog cable video services via cable. Its cable network is 96% upgraded to two-way capability, with 95% of its cable homes served by a network with a bandwidth of at least 750 Mhz. VM Ireland makes its digital video, broadband internet and fixed-line telephony services available to 98%, 96% and 95%, respectively, of its homes passed. Highlights of VM Ireland include:

- For enhanced video subscribers, different packages ranging to a top tier with 106 video channels and several radio channels, along with a variety of premium channels, HD programming, a PPV service, an electronic program guide, remote booking and a DVR service;
- Virgin TV service is offered on Liberty Global's "Horizon" next-generation set-top box platform, which is a family of media products that allows customers to view and share content across their television, computer, tablet and smartphone, and includes the Anywhere TV app and online service;
- Download speeds of up to 360 Mbps for residential customers and up to 500 Mbps for business customers utilizing Euro DOCSIS 3.0 technology;
- Community WiFi networks have been launched in a number of urban centers with plans to activate this network throughout our Ireland footprint;
- Digital telephony, via VoIP, with multiple value-added features; and
- A mobile telephony SIM-only service via an MVNO arrangement with Three Ireland (Hutchison) Limited. This service was launched in October 2015 and is available to all consumers in the Republic of Ireland.

On December 7, 2015, we acquired Tullamore Beta Limited, the parent of TV3, a commercial broadcaster in Ireland, for a purchase price of €80 million (£58 million at the transaction date). The purchase price was funded through existing liquidity. On November 30, 2016, we acquired UTV Ireland, a commercial broadcaster based in Dublin for a purchase price of €12.2 million. UTV has been integrated with our existing broadcasting business TV3, and the combined business operates from TV3's existing base in Ballymount, Dublin.

## Regulatory Matters

### *Overview*

#### *Legislative Framework*

Our business activities are subject to the laws and regulations of the E.U., the U.K. and Ireland. At an E.U. level, we are regulated by a variety of legal instruments and policies, collectively referred to as the “**Regulatory Framework**,” regulating the establishment and operation of electronic communications networks, including cable television and traditional telephony networks, and the offer of electronic communications services, such as telephony, internet and, to some degree, television services. The Regulatory Framework does not generally address issues of content. The Regulatory Framework primarily seeks to open European markets for communications services and comprises:

- Directive 2002/21 on a common regulatory framework for electronic communications networks and services;
- Directive 2002/20 on the authorization of electronic communications networks and services;
- Directive 2002/19 on access to, and interconnection of, electronic communications networks and associated facilities; and
- Directive 2002/22 on universal service and users rights relating to electronic communications networks and services.

These Directives are supplemented by E.U. Directive 2002/58, regulating the processing of personal data and the protection of privacy in the electronic communications sector.

The European Commission is currently undertaking a review of the Regulatory Framework which could result in material changes to certain elements of it. While the timing of any changes remain unclear, a target date for implementation of 2019 has been set. It remains to be seen what implications Brexit, see *Risk Factors - Risks Relating to Our Industry and Our Business*, may have on the applicability of these changes, and indeed the Regulatory Framework in general, to the U.K.

In the U.K., the Regulatory Framework is implemented through (i) the Communications Act 2003 (as amended), which regulates all forms of communications technology, whether used for telecommunications or broadcasting, and (ii) the Wireless Telegraphy Act 2006, which regulates radio communications in the U.K. (including spectrum licensing arrangements, usage conditions and charges, license bidding and trading and enforcement and penalties). In addition, the Privacy and Electronic Communications Regulations 2003 (as amended) implemented E.U. Directive 2002/58, which regulates the processing of personal data and the protection of privacy in the electronic communications sector.

We are also subject to regulation under the U.K. Broadcasting Acts 1990 and 1996 and other U.K. statutes and subordinate legislation, including the Competition Act 1998, the Enterprise Act 2002 and the Enterprise and Regulatory Reform Act 2013. Ofcom regulates both linear and on-demand programming, with regulatory requirements derived from the Audiovisual Media Services Directive.

In Ireland, the Regulatory Framework is implemented through (i) the Communications Regulation Act 2002 (as amended) which regulates electronic communications networks, including cable networks and traditional telephony networks and electronic communications service providers and (ii) the Wireless Telegraphy Act 1926 (as amended), which regulates radio communications in Ireland (including with respect to the spectrum, licensing arrangements, usage conditions and charges enforcement and penalties). The Privacy and Electronic Communications Regulations 2003 (as amended) implemented E.U. Directive 2002/58, regulating the processing of personal data and the protection of privacy in the electronic communications sector.

We are also subject to regulation under the Broadcasting Act 2009 and other Irish Acts and Statutory Instruments, including the Competition Acts 2002-2014.



### *U.K. Regulatory Authorities*

Ofcom is the key regulatory authority for the communications sector in which we operate in the U.K. It is responsible for furthering the interests of citizens in relation to communications matters and furthering the interests of consumers by promoting competition. In particular, Ofcom is responsible for regulating the behavior of providers of electronic communications networks or services that have "**Significant Market Power**" in identified markets which may have a harmful influence on competition and consumers. A provider is deemed to have Significant Market Power if it has a position of economic strength affording it the power to act independently of competitors and customers within a given market. From April 1, 2017, Ofcom also assumed the responsibilities of regulating the BBC, a role previously undertaken by the BBC Trust. Ofcom has concurrent powers on competition matters with the U.K. Competition and Markets Authority (**CMA**). The CMA was formed in 2014 with its primary duty being the promotion of competition, both within and outside the U.K. for the benefit of consumers across all sectors.

### *Irish Regulatory Authorities*

The Commission for Communications Regulation (**ComReg**) is the key regulatory authority for the communications sector in which we operate in Ireland. It is responsible for furthering the interests of consumers by promoting competition. In particular, ComReg is responsible for regulating the behavior of providers of electronic communications networks or services that have Significant Market Power in identified markets which may have a harmful influence on competition and consumers. A provider is deemed to have Significant Market Power if it has a position of economic strength affording it the power to act independently of competitors and customers within a given market. In November 2015, ComReg signed a cooperation agreement with the Competition and Consumer Protection Commission in relation to consumer protection functions of both bodies. The purpose of the agreement being to ensure greater coordination between these two bodies on consumer related matters, with ComReg now, as a result, playing a more active role in consumer protection matters in the electronic communications sector. The Broadcasting Authority of Ireland (**BAI**) is the key regulatory authority for broadcasting services licensed in Ireland. Further, it has a number of statutory duties that include oversight of public service broadcasters and the allocation of public funding; stimulating the provision of high quality, diverse, and innovative programming and promoting diversity of control in the commercial and community sectors. TV3 Group, the wholly owned subsidiary of Virgin Media Limited, has broadcasting licenses from the BAI for its television channels: TV3, TV3+1, 3e and be3.

### ***Broadband Expansion***

At the end of 2017, super-fast broadband was available to almost 95% of the U.K. population. The U.K. government plans to reach 98% of the population by 2020. To stimulate private investment in this endeavor, the U.K. government is using money from the publicly funded BBC license fee, under-spend from the Analogue TV Switch-Off Project and other sources of public investment to subsidize deployment in areas that industry participants would otherwise not reach. The state aid measure permitting this subsidy was renewed (and amended) in 2016 and is expected, through amendments to its "underspend" provisions, to result in up to an additional 1% to 2% super-fast coverage.

The U.K. government supports the market rollout of full fiber and 5G services. Such support includes public funding for the creation of a match-funded "full fiber deployment" fund, business rate relief for the deployment of new full fiber networks and public funding for a strategic program of full fiber and 5G trials. As a result, the U.K. government's November 2017 budget includes £190.0 million for the first and second phases of its local full fiber deployment fund and £160.0 million for the first phase of the 5G trials. The Telecommunications Infrastructure Bill, which establishes the funding for these objectives, is expected to receive Royal Assent in early 2018. This will give effect to the U.K. government's plans to provide full business rate relief for new fiber infrastructure built for the 2017-2022 rating period. Secondary legislation is expected to follow, which will define what network assets are in scope. The U.K. government also announced in November 2017 a Telecoms Market Review to explore whether the conditions for investment in fiber are optimal in the U.K. and what policy changes it should consider to encourage greater investment in new digital infrastructure. The results of the review are expected in mid-2018.

In November 2015, the U.K. government announced that everyone will, by 2020, have a legal right to request a broadband connection of at least 10 Mbps regardless of where they live. The government intends to achieve this by introducing a broadband Universal Service Obligation (**USO**). The USO is aimed, in particular, at addressing the final 5% of the population in the U.K. without access to a broadband connection of a reasonable speed. The U.K. government introduced legislation in July 2017 via the Digital Economy Act 2017 to facilitate the introduction of a broadband USO. At the same time, BT made an alternative offer to invest approximately £600.0 million to provide ubiquitous minimum broadband speeds of 10 Mbps by 2022. The U.K. government

formally rejected BT's proposal in December 2017 favoring the imposition of a regulated USO. The U.K. government is expected to set out the design for the USO in secondary legislation in early 2018, with Ofcom's implementation expected to take two years from that point.

The Irish government is investing in a national broadband network which will guarantee the universal availability of high-speed broadband, with download speeds of up to 30 Mbps and upload speeds of 6 Mbps by 2022.

In line with E.U. State Aid rules, the coverage of the state-funded network will be limited to areas where there is unlikely to be an overlap between public and private sector investment and therefore is not likely to overlap with our network footprint.

### ***Regulation of Television and Video-on-Demand Services***

In the U.K., we are required to hold individual licenses under the Broadcasting Acts 1990 and 1996 for any television channels (including barker channels) which we own or operate and for the provision of certain other services on our cable television platform, such as electronic program guides. These television licensable content service (**TLCS**) licenses are granted and administered by Ofcom. Under these licenses, each covered service must comply with a number of Ofcom codes, including the Broadcasting Code, and with all directions issued by Ofcom. Breach of any of the terms of a TLCS license may result in the imposition of fines on the license holder and, ultimately, the license being revoked.

As a provider of an on-demand program service (**ODPS**), we must comply with a number of statutory obligations in relation to “editorial content” and notify Ofcom of our intention to provide an ODPS. Failure to notify Ofcom or comply with the relevant statutory obligations may result in the imposition of fines or, ultimately, the prohibition on providing an ODPS.

In Ireland, we hold BAI licenses for our barker channel and TV3 Group, the wholly owned subsidiary of Virgin Media Limited, holds broadcasting licenses for its television channels: TV3, TV3+1, 3e and be3.

### ***U.K. Government Communications White Paper***

In July 2013, the U.K. government published a white paper reviewing U.K. communications legislation. This included a number of elements such as plans to review the payment arrangements in place between public service broadcasters and pay-television providers and the prominence of various services in platform providers’ electronic program guides. A resulting consultation seeking evidence on the balance of payments between television platforms and public service broadcasters was published in March 2015. That consultation closed in May 2015, with the government publishing its conclusions on July 5, 2016 that there should continue to be no net payments between all platform operators and the public service broadcasters (with the U.K. government stating that it may seek to legislate to achieve that outcome, if necessary). Legislative changes were introduced on July 31, 2017 with the relevant sections of the Digital Economy Act 2017 taking effect, including the repeal of section 73 of the Copyright, Designs and Patent Act 1988, which had previously provided for a copyright exemption for cable.

### ***Regulation of Electronic Communication Services***

In order to operate in the telecommunications sector in the U.K. and Ireland, a provider must comply with general conditions imposed by each country’s respective national regulator, those being Ofcom and ComReg. These general conditions cover a broad range of issues including interconnection standards, number portability, deployment of telephone numbers, access to emergency services and sales and marketing standards. Any breach of these general conditions could lead to the imposition of fines by the national regulator and, ultimately, to the suspension or revocation of a company’s right to provide electronic communications networks and services. On June 27, 2017, Ofcom commenced an own-initiative investigation into whether our early termination charges on residential customers who leave before the end of their minimum contract period breach General Condition 9.3 (by disincentivizing switching) and/or the Consumer Rights Act 2015. Where Ofcom has in the past found a breach of the general conditions, it has required operators to pay a fine, change the relevant terms offered to customers and/or required compensation to be paid to customers.

Ofcom and ComReg also undertake triennial reviews of the various economic markets within the telecommunications sector to establish whether any provider has Significant Market Power warranting the imposition of remedies.

## *Broadband Services*

Ofcom finalized its most recent triennial review of the fixed access markets in 2014 (including wholesale local access incorporating physical or passive network access via methods such as LLU and duct access) and wholesale broadband access market (virtual or active network access via methods such as provision of wholesale managed service products). This did not lead to any substantive change in its approach to regulation from the previous review period.

BT was found to have Significant Market Power in the wholesale local access market and one sub-national area of the wholesale broadband access market and is therefore required to provide certain products and services on regulated terms, including providing access to its ducts and poles infrastructure.

Ofcom also imposed a new condition regulating BT's wholesale pricing of certain of its fiber products, whereby it is subject to an ongoing margin squeeze test. Ofcom published its final statement setting out the form that this test should take in March 2015. In its current form, BT has not had to undertake a major pricing realignment in order to comply with this additional obligation. However, both TalkTalk and BT lodged an appeal against Ofcom's statement based on a number of different grounds (both price and non-price related). On January 5, 2016, the Competition Appeal Tribunal (CAT) referred matters relating to price to the CMA. On March 24, 2016, the CAT rejected BT's appeal in relation to all non-price related grounds. On June 20, 2016, the CMA (in its determination of price control matters raised in the appeals) dismissed all of TalkTalk's grounds of appeal and dismissed BT's appeal in all but one of the price control matters.

In 2017, Ofcom commenced its next triennial review of the fixed access markets, including the wholesale local access market (incorporating physical or passive network access via methods such as LLU and duct access) and the wholesale broadband access market (virtual or active network access via methods such as provision of wholesale managed service products). Ofcom issued its provisional conclusions from the review of the wholesale local access market in late February 2018. These conclusions included an intention to introduce new explicit controls on the pricing of BT's wholesale FTTx products and improvements to the existing physical infrastructure access product (allowing third parties access to BT's duct and pole estate) to make it more effective. Ofcom is expected to publish its final statement on the fixed access markets review in late March 2018, with new measures taking effect on April 1, 2018.

In Ireland, ComReg's review of the wholesale broadband access markets is ongoing. In a previous broadband market analysis decision, Eircom Limited (**Eir**), was found to have Significant Market Power in the wholesale broadband access market (virtual access and bistream) and the wholesale physical network access market. As a result, obligations were imposed on Eir relating to its provision of wholesale broadband access. In November 2016, ComReg published a draft decision on its review of the wholesale broadband access markets. ComReg proposed to maintain the existing obligation on Eir to provide wholesale local access (Virtual Unbundled Access and LLU) on a national basis, to introduce cost-oriented price controls for Eir's Next Generation Access (**NGA**) wholesale local access product, and to lift the obligation currently imposed on Eir to provide wholesale bitstream in urban areas but maintain the obligation elsewhere. Under the proposals, Eir would be free to withdraw its wholesale bitstream reference offer within the urban market (within Virgin Media's footprint).

## *Ofcom Strategic Review of Digital Communications*

In March 2015, Ofcom launched a strategic review of U.K. digital communications. A document was published in July 2015, inviting stakeholder comment and input. Key focus areas of Ofcom were: investment and innovation; delivering widespread availability of services; sustainable competition; empowering consumers; and, targeted regulation where necessary and deregulation elsewhere. We responded to the discussion document emphasizing the importance of investment for competition, innovation and consumer interest. A key area of consideration was the future regulatory treatment of BT, in particular whether BT should be fully (structurally) separated, with the Openreach network division becoming a separate, independent company. Openreach is the operator of the backbone of Britain's broadband internet network.

An "emerging thinking" document was published on February 25, 2016, setting out conclusions and Ofcom's proposed policy position relating to a number of aspects of the U.K. regulatory regime. Key conclusions included: no structural separation of BT at the present time; an intention to improve quality of service across all providers; a requirement for BT to enhance its wholesale duct and pole access product; and an intention to advance further consumer protection measures. These will be implemented through forthcoming market reviews and other specific activity.

On November 29, 2016, Ofcom issued an update on its plans to reform Openreach, stating that it intended to proceed with a formal notification to the European Commission to require the legal separation of Openreach from BT. In March 2017, Ofcom announced that it had reached a voluntary agreement with BT for the legal separation of Openreach. This means that Openreach will become a distinct company with its own staff and management, together with its own strategy and budget and a legal purpose to serve all of its customers equally. Assets will be controlled by Openreach alone including the physical access network. Under the terms of the voluntary agreement, Openreach will be obliged to consult formally with customers such as Sky, TalkTalk and Vodafone on large-scale investments. As a result of reaching a voluntary agreement, Ofcom will no longer need to impose these changes through regulation or seek the approval of the European Commission. To reach the agreement, the existing Crown Guarantee has been maintained in respect of the BT pension scheme. In addition, Ofcom will release BT from its previous undertakings once its new commitments are fully in place and set out how compliance with the new arrangements will be measured.

#### *Ofcom Review of Business Connectivity Services*

Ofcom concluded its latest review of the U.K. business connectivity markets (leased lines and dedicated business connections, among others) in the spring of 2016. Ofcom found BT held Significant Market Power in certain markets and proposed consequential regulatory remedies. These remedies included an obligation on BT to provide access to its dark fiber. BT, CityFibre and TalkTalk appealed Ofcom's decision, with Virgin Media intervening. In July 2017, the CAT ruled against Ofcom on all grounds and remitted the matter back to Ofcom for reconsideration. In response, Ofcom published the following on November 23, 2017: (i) a statement introducing a new market for business circuits at 1 Gbps and below, with "standard" remedies (including charge controls) imposed on BT; (ii) a consultation on the introduction of a dark fiber remedy in this new market. Ofcom's consultation period closed on December 29, 2017, and a statement by Ofcom is expected early in 2018.

In Ireland, ComReg's review of the business connectivity services is ongoing. In a previous leased line market analysis decision (now called business connectivity market), Eir was found to have Significant Market Power in the market for wholesale terminating segments of leased lines. Eir remains subject to regulatory obligations in this market, pending the outcome of ComReg's business connectivity market review, which is expected in the first half of 2018.

#### *Call Origination and Call Transit Services*

ComReg completed its review of the wholesale call transit and call origination markets in June 2015. Eir was considered to have Significant Market Power in the market for call origination and wholesale line rental. However, ComReg deemed that Eir no longer had Significant Market Power in the market for call transit. On that basis, Eir remains subject to regulatory obligations in its provision of wholesale call origination and wholesale line rental, but not with respect to its provision of call transit services. In the U.K., BT is subject to partial regulation of its call origination services.

#### *Mobile Telephony Services*

As an MVNO in Ireland and the U.K., we are subject to E.U. regulations relating to retail prices for roaming services. These regulations: set limits on certain wholesale and retail tariffs for international mobile voice roaming, SMS tariffs and data roaming within the E.U.; provide for greater levels of transparency of retail pricing information; impose measures to guard against bill shock in respect of data roaming; and set maximum roaming rates within the E.U. Effective June 2017, the E.U. abolished roaming tariffs.

Mobile termination charges applied by MNOs are regulated by Ofcom in the U.K. and ComReg in Ireland under a Significant Market Power charge control condition. In the U.K., under our MVNO agreement with EE these changes in mobile termination charges are passed on to us. Ofcom has set mobile termination charges for the period of 2015-2018, with rates reducing to approximately half of their starting levels by the end of this period. As a result we have experienced a reduction in revenue from such charges, with offsetting reductions in cost. Virgin Media has been designated as a provider with Significant Market Power on fixed voice termination. As a result, the rates it charges other providers for termination on its network are subject to regulation. This requires, among other things, the provision of termination on fair and reasonable terms, conditions and charges, which must be no higher than BT's regulated charges, unless certain conditions are met. Ofcom commenced its next review of mobile termination charges in June 2017 proposing that, in the U.K., call termination remains regulated, with the majority of providers subject to at least some obligations. Ofcom is expected to publish its final statement in late March 2018.

### ***Regulation Requiring Co-Operation With Law Enforcement***

Telecommunications operators are subject to various laws that can require them to store and disclose customer data to law enforcement and the security services. In the U.K., these laws are in the process of being updated. A new Investigatory Powers Act came into effect at the end of 2016 with transitional provisions covering most of 2017. In Ireland, there is a requirement to disclose customer data to law enforcement and the security services under various laws which may be updated in the near future, although draft bills and/or bills proposing amendments have yet to be published.

### ***Non-Industry Specific Regulation***

Our business activities are subject to certain environmental and health and safety laws and regulations. Failure to comply with these laws and regulations may result in us incurring fines or other penalties and we may incur expenditures to account for these fines or penalties, maintain compliance and/or undertake any necessary remediation. In addition, any breach of the aforementioned laws and/or regulations by our affiliates, vendors and/or contractors could result in liability for us.

### **Legal Proceedings**

From time to time, we have become involved in litigation relating to claims arising out of our operations in the normal course of business. For additional information, see note 16 to our consolidated financial statements included in Part II of this annual report.

### ***VAT Matters***

Our application of value-added taxes (**VAT**) with respect to certain revenue generating activities has been challenged by the U.K. tax authorities. We have estimated our maximum exposure in the event of an unfavorable outcome to be £46.7 million as of December 31, 2017. No portion of this exposure has been accrued by our company as the likelihood of loss is not considered to be probable. A court hearing was held at the end of September 2014 in relation to the U.K. tax authorities' challenge and the timing of the court's decision is uncertain.

On March 19, 2014, the U.K. government announced a change in legislation with respect to the charging of VAT in connection with prompt payment discounts such as those that we offer to our fixed-line telephony customers. This change, which took effect on May 1, 2014, impacted our company and some of our competitors. The U.K. tax authority issued a decision in the fourth quarter of 2015 challenging our application of the prompt payment discount rules prior to the May 1, 2014 change in legislation. We have appealed this decision. As part of the appeal process, we were required to make aggregate payments of £67.0 million, which included the challenged amount of £63.7 million and related interest of £3.3 million. The aggregate amount paid does not include penalties, which could be significant in the unlikely event that penalties were to be assessed. This matter will likely be subject to court proceedings that could delay the ultimate resolution for an extended period of time.

### ***Regulatory Developments***

For a description of current regulatory developments in the E.U., the U.K. and Ireland that affect our business, see "*Regulatory Matters*" section of this annual report.

### ***Other***

Effective April 1, 2017, the rateable value of our existing network and other assets in the U.K. increased significantly. This increase affects the amount we pay for network infrastructure charges as the annual amount payable to the U.K. government is calculated by applying a percentage multiplier to the rateable value of assets. This change, together with a similar change in Ireland, will result in significant increases in our network infrastructure charges. The aggregate amount of these increases was £25.5 million during 2017 and will build to a maximum aggregate increase of up to £110.0 million in 2021. We continue to believe that these increases are excessive, and retain the right of appeal should more favorable agreements be reached with other operators. The rateable value of network and other assets constructed under our Network Extension program in the U.K. remains subject to review by the U.K. government.

In addition to the foregoing items, we have contingent liabilities related to matters arising in the ordinary course of business including (i) legal proceedings, (ii) issues involving VAT and wage, property, withholding and other tax issues and (iii) disputes over interconnection, programming and copyright fees. We do not believe any of these litigation matters alone or in the aggregate will have a material adverse effect on our financial position or results of operations.

### ***Patents, Trademarks, Copyrights and Licenses***

We own or have the right to use patents or copyrights which in some cases are, and in other cases may be, of material importance to our business. We own or have the right to use registered trademarks, which in some cases are, and in others may be, of material importance to our business. This includes the exclusive right to use the “Virgin” name and logo under licenses from Virgin Enterprises Limited in connection with our corporate activities and the activities of our consumer and business operations. These licenses, which expire in April 2036, are exclusive to us within the U.K., Republic of Ireland, the Isle of Man and Channel Islands, and are subject to renewal on terms to be agreed. They entitle us to use the “Virgin” name for the television, broadband internet, fixed-line telephony and mobile telephony services we provide to our consumer and business customers, and in connection with the sale of certain communications equipment, such as set-top boxes and cable modems. That exclusivity includes the use of “Virgin Media” for the provision of consumer communication services and “Virgin Media Business” for the provision of business communication services.

Our license agreements provide for an annual royalty of 0.25% of certain consumer, business and content revenues, subject to a minimum annual royalty. The minimum annual royalty for the license applicable to our consumer operations is £8.5 million. The minimum annual royalty for the license applicable to our business operations was £1.5 million at the date of the license. However, an adjustment for inflation has been applied to the minimum annual royalty for our business operations each year on the anniversary of the commencement date of the license. For the period of 12 months from December 16, 2017, the minimum annual royalty will be £1.9 million.

Under the license agreements we have worldwide exclusivity in the U.K., Republic of Ireland, the Isle of Man and the Channel Islands over the name “Virgin Media.” We are also licensed to use the name “Virgin Media Business” for the provision of business communications services.

### **Properties**

We own and lease administrative facilities, operational network facilities and retail facilities throughout the U.K. and Ireland. We lease our U.K. headquarters in Hook, Hampshire.

We own or lease the fixed assets necessary for the operation of our businesses, including office space, transponder space, headend facilities, rights of way, cable television and telecommunications distribution equipment, telecommunications switches and customer premises equipment and other property necessary for our operations. The physical components of our broadband network require maintenance and periodic upgrades to support the new services and products we introduce. Subject to these maintenance and upgrade activities, our management believes that our current facilities are suitable and adequate for our business operations for the foreseeable future.

### **Employees**

As of December 31, 2017, we had approximately 12,900 employees in the U.K. and approximately 960 employees in Ireland including 260 within TV3. We also had approximately 840 temporary employees in the U.K. and approximately ten temporary employees in Ireland including four within TV3. There are no employees in the U.K. covered by collective bargaining or recognition agreements, however, there is collective bargaining in Ireland. For employee consultation purposes, we work with and recognize our National and Divisional Employee Voice Forums.

## MANAGEMENT

**Tom Mockridge**, 62, became our Chief Executive Officer in June 2013. Prior to joining Virgin Media, Mr. Mockridge held a variety of senior roles at various News Corporation group companies over the span of 22 years. Most recently, Mr. Mockridge was the CEO of News International from July 2011 until the end of 2012. Prior to his role at News International, Mr. Mockridge was the Managing Director of News Corporation's European television operations from 2008 and was subsequently appointed Deputy Chairman of Sky Deutschland AG's Supervisory Board and Deputy Chairman of Sky. Prior to this, Mr. Mockridge served as the first CEO of Sky Italia following its creation through a merger. In his earlier career, Mr. Mockridge held senior roles at News Corporation companies in Australia and Hong Kong, and began his career as a journalist in his native New Zealand.

**Dana Strong**, 47, was appointed President and Chief Operating Officer of Virgin Media in April 2017. Ms. Strong has held many key positions within Liberty Global's operations since 1999. Up until she re-joined Virgin Media in April 2017, she was Senior Vice President and Chief Transformation Officer for Liberty Global, leading the transformation team and establishing the LibertyGo growth programme. From July 2013 until August 2015, Ms. Strong worked as the Chief Operating Officer at Virgin Media, following two years as Chief Executive Officer of Liberty Global's Ireland operations. Prior to that, she served as the Chief Operating Officer of AUSTAR United Communications Ltd, at the time a Liberty Global subsidiary. On January 26, 2018 it was announced that Ms. Strong would be leaving Virgin Media to join Comcast Corporation at the end of March 2018.

**Robert Dunn**, 51, was appointed Chief Financial Officer in June 2013. Mr. Dunn was Managing Director of UPC Netherlands B.V. from January 2011 to May 2013. Mr. Dunn joined United Pan-Europe Communications NV in May 2000 where he was Managing Director of Finance and Accounting. In January 2001, he became Chief Financial Officer of UPC Distribution, the cable television and triple-play division of UPC. Later he became managing director of Finance and Accounting of UPC Polska Sp Zoo and then served as Managing Director of UPC Ireland B.V. from 2006 to 2010. He earlier served as Group Controller of Impress Packaging Group B.V. from May 1997 to May 2000. He also worked with Price Waterhouse, London for nine years from October 1988.

**Rob Evans**, 52, became our Managing Director for Lightning in April 2017. Prior to this, Mr. Evans was Managing Director of Core Networks & Operations within the Liberty Global T&I organization from January 2016 to February 2017 and Chief Information, Network and Technology Officer with us from April 2015 to December 2015. Before this, Mr. Evans served as our Executive Director of Engineering and Supply Chain beginning in 2009. From 2006 to 2009, Mr. Evans was the Vice President of Network, Data Centres and Global Operations with BP International. Prior to this, he was Vice President of Network Engineering at Cable & Wireless from 2000 to 2006. Mr. Evans has previously held senior management roles with Schlumberger in the United States and with Hong Kong Telecom in Hong Kong and Macau.

**Tony Hanway**, 50, became the Chief Executive Officer of Virgin Media Ireland in October 2015. Prior to joining the Virgin Media Group, Mr. Hanway held a number of senior roles at O2 Telefonica, including CEO of O2 Ireland from 2011 to 2014. He also served as Chief Commercial Officer of Telefonica O2 Deutschland and Consumer Director of O2 Czech Republic where he was responsible for the Consumer team in Fixed and Mobile telephony. Prior to this, Mr. Hanway held senior roles with AOL UK from 1998 to 2005 where he served as Vice President of Customer Care and Managing Director of AOL Europe Time Warner Operations Ltd. In his early career Mr. Hanway held positions with AIB Bank (UK) and Gateway Computers.

**Jeff Dodds**, 44, re-joined Virgin Media as Managing Director-Mobile in May 2017. Previously, Mr. Dodds spent almost five years with the company, most recently as Chief Marketing Officer. Prior to re-joining, Mr. Dodds worked for TalkTalk as Managing Director responsible for Mobile. Before that, he spent two years living and working in the Netherlands as the CEO of telecoms business Tele2, where he oversaw the build and launch of its 4G mobile network. Prior to this, Mr. Dodds was the Group Marketing Director for Callaway Golf Europe, and prior to that he worked at Honda UK.

**Mine Hifzi**, 51, became our General Counsel in February 2014. Prior to joining us, Ms. Hifzi was Senior Vice President, Commercial and Legal Affairs, International at Scripps Networks Interactive Inc., which she joined in July 2012. Previously, Ms. Hifzi served as Senior Vice President and General Counsel, International, of Discovery Communication Inc., where she held roles for over 13 years. Ms. Hifzi is qualified as a solicitor in England and Wales.

**Peter Kelly**, 54, became the Managing Director for our B2B division in September 2013. Prior to joining Virgin Media, Mr. Kelly was Enterprise Director at Vodafone UK, where he served from 2008 and was responsible for managing a team of over 1,500 people. Prior to that, Mr. Kelly was President, Enterprise, EMEA at Nortel.

**Catherine Lynch**, 49, became our Chief People Officer in January 2017. Prior to joining us, Ms. Lynch was the Group Human Resources Director of financial services company Towergate. Previously, Ms. Lynch was Group Human Resources & Communications Director at BGL Group, where she served from January 2013 to July 2015. Before this Ms. Lynch served as Head of Human Resources, Barclaycard Europe & International Human Resources Operations from July 2011 to December 2012. In addition Ms. Lynch was Human Resources Director Manufacturing & Integration, where she held a number of senior roles from 2004 to 2011.

**Brigitte Trafford**, 52, became our Chief Corporate Affairs Officer in February 2014. Prior to coming to Virgin Media, Ms. Trafford served as the Director of Corporate Affairs at ICAP plc beginning in 2011. Previously, Ms. Trafford was Group Communications Director at Lloyds Banking Group, where she served from 2010 to 2011. She also founded a strategic communications consultancy, Burghley Communications in 2009. In addition, Ms. Trafford was Group Communications Director and a member of the Management Board of ITV from 2004 to 2007. Ms. Trafford also held senior roles at M: Communications and Dow Jones & Company, Inc., publishers of The Wall Street Journal.

**Alexander Lorenz**, 52, became Managing Director, Integration and Operations in August 2017. Mr. Lorenz was Vice President-Integration and Access for UPC from August 2014 to July 2017. Prior to this, he worked for Kabel Deutschland and his career has also included positions with Agilent Technologies, Inet Deutschland GmbH, Group3G UMTS GmbH, Viag Interkom and Siemens AG.



## **PRINCIPAL SHAREHOLDER**

Virgin Media is indirectly wholly-owned by Liberty Global. Liberty Global is the world's largest international TV and broadband company with operations in 12 European countries under the consumer brands Virgin Media, Unitymedia, Telenet and UPC. Liberty Global invests in the infrastructure and digital platforms that empowers its customers to make the most of the video, internet and communications revolution. Its substantial scale and commitment to innovation enables it to develop market-leading products delivered through next-generation networks that connected over 22 million customers subscribing to 46 million television, broadband internet and telephony services as of December 31, 2017. Liberty Global also served over six million mobile subscribers and offered WiFi service through 10 million access points across its footprint. In addition, Liberty Global owns 50% of VodafoneZiggo, a joint venture in the Netherlands.

## RISK FACTORS

In addition to the information contained in this annual report, you should consider the following risk factors in evaluating our results of operations, financial condition, business and operations.

The risk factors described in this section have been separated into three groups:

- risks relating to our industry and our business;
- risks relating to our indebtedness, taxes and other financial matters; and
- risks relating to our management, principal shareholder and related parties.

Although we describe below and elsewhere in this annual report the risks we consider to be the most material, there may be other unknown or unpredictable economic, business, competitive, regulatory or other factors that could have material adverse effects on our results of operations, financial condition, business or operations in the future. In addition, past financial performance may not be a reliable indicator of future performance and historical trends should not be used to anticipate results or trends in future periods.

If any of the events described below were to occur, our businesses, prospects, financial condition, results of operations and/or cash flows could be materially adversely affected.

### Risks Relating to Regulation in Our Industry and Our Business

*We operate in increasingly competitive markets, and there is a risk that we will not be able to effectively compete with other service providers.* The markets for cable television, broadband internet, fixed-line telephony and mobile services in which we operate are highly competitive and, in certain markets, we compete with established companies that hold positions of market power in these and/or closely related markets. We face competition from these companies, other established companies and potential new entrants. Technological advances may increase competition or alter the competitive dynamics of markets in which we operate. For example, we face increasing competition from video services provided by, or over the networks of, the incumbent telecommunications operator and other service providers. As the availability and speed of broadband internet increases, we also face competition from OTT video content providers utilizing our or our competitors' high-speed internet connections. In the provision of telephony and broadband internet services, we are experiencing increasing competition from the incumbent telecommunications operators and other service providers in each country in which we operate, as well as mobile providers of voice and data. In addition, continued consolidation within the media industry may permit more competitors to offer "triple-play" bundles of digital television, fixed-line telephony and broadband services, or "quad-play" bundles including mobile telephony services. Developments in the DSL and other technology used by the incumbent telecommunications operators and alternative providers have improved the attractiveness of our competitors' products and services and strengthened their competitive position. Developments in wireless technologies, such as LTE and WiFi, are creating additional competitive challenges.

In order to compete effectively, we may be required to reduce the prices we charge for our services or increase the value of our services without being able to recoup associated costs. We may also need to pursue legal and regulatory actions. In addition, some of our competitors offer services that we are unable to offer. We expect the level and intensity of competition to continue to increase from both existing competitors and new market entrants as a result of changes in the regulatory framework of the industries in which we operate, advances in technology, the influx of new market entrants and strategic alliances and cooperative relationships among industry participants. Increased competition could result in increased customer churn, reductions of customer acquisition rates for some products and services and significant price and promotional competition in our markets. In combination with difficult economic environments, these competitive pressures could adversely impact our ability to increase or, in certain cases, maintain the revenue, average revenue per RGU or mobile subscriber, as applicable (ARPU), RGUs, mobile subscribers, operating income before depreciation and amortization, share-based compensation, related-party fees and allocations, provisions and provision releases related to significant litigation and impairment, restructuring and other operating items (Segment OCF), Segment OCF margins (Segment OCF divided by revenue) and liquidity of our operating segments.

*The markets in which we compete are subject to rapid and significant changes in technology, and the effect of technological changes on our businesses cannot be predicted.* Technology in the video, telecommunications and data services industries is changing rapidly, including advances in current technologies and the emergence of new technologies. New technologies, products

and services may impact consumer behavior and therefore demand for our products and services. The ability to anticipate changes in technology and consumer tastes and to develop and introduce new and enhanced products and services on a timely basis will affect our ability to continue to grow, increase our revenue and number of subscribers and remain competitive. New products and services, once marketed, may not meet consumer expectations or demand, can be subject to delays in development and may fail to operate as intended. A lack of market acceptance of new products and services that we may offer, or the development of significant competitive products or services by others, could have a material adverse impact on our business, financial condition, results of operations or cash flow.

***Our property and equipment additions, namely in connection with our Network Extensions, may not generate a positive return.*** Significant additions to our property and equipment are, or in the future may be, required to add customers to our networks and to upgrade our broadband communications networks and customer premises equipment (CPE) to enhance our service offerings and improve the customer experience. Additions to our property and equipment, which are currently underway, including in connection with our Network Extensions, require significant capital expenditures for equipment and associated labor costs to build out and/or upgrade our networks as well as for related customer premises equipment. Additionally, significant competition, the introduction of new technologies, the expansion of existing technologies, such as FTTx and advanced DSL technologies, or adverse regulatory developments could cause us to decide to undertake previously unplanned builds or upgrades of our networks and CPE. No assurance can be given that any rebuilds, upgrades or extensions of our network (including the Network Extension) will increase penetration rates, increase average monthly subscription revenue per average cable RGU or mobile subscriber, as applicable, or otherwise generate positive returns as anticipated, or that we will have adequate capital available to finance such rebuilds, upgrades or extensions. Additionally, costs related to our Network Extensions and property and equipment additions could end up being greater than originally anticipated or planned. If this is the case, we may require additional financing sooner than anticipated or we may have to delay or abandon some or all of our development and expansion plans or otherwise forego market opportunities. Additional financing may not be available on favorable terms, if at all, and our ability to incur additional debt will be limited by our debt agreements. If we are unable to, or elect not to, pay for costs associated with adding new customers, expanding, extending or upgrading our networks or making our other planned or unplanned additions to our property and equipment, or are delayed in making such investments, our growth could be limited and our competitive position could be harmed.

***Adverse economic developments could reduce customer spending for our cable television, broadband, fixed-line telephony and mobile services and increase churn.*** Most of our revenue is derived from customers who could be impacted by adverse economic developments globally, in Europe, the U.K. and Ireland. Ongoing struggles in Europe related to sovereign debt issues, among other things, has contributed to a challenging economic environment. Accordingly, unfavorable economic conditions may impact a significant number of our customers and, as a result, it may be (i) more difficult for us to attract new customers, (ii) more likely that customers will downgrade or disconnect their services and (iii) more difficult for us to maintain average monthly subscription revenue per average cable RGU or mobile subscriber, as applicable (ARPU) at existing levels. The countries in which we operate may also seek new or increased revenue sources due to fiscal deficits. Such actions may further adversely affect our company. Accordingly, our ability to increase, or, in certain cases, maintain, our revenue, ARPUs, RGUs, Segment OCF, Segment OCF margins and liquidity could be materially adversely affected if the economic environment in Europe, the U.K. or Ireland remains uncertain or declines (including as a result of the U.K.'s vote to leave the E.U.). We are currently unable to predict the extent of any of these potential adverse effects. For a description of the risks associated with the U.K.'s vote to leave the E.U., see “*The U.K. referendum advising for the exit of the U.K. from the E.U. could have a material adverse effect on our business, financial condition or results of operations*” below.

***Our fixed-line telephony revenue is declining and unlikely to improve.*** Business and residential fixed-line telephony usage is declining across the industry. There is a risk that business and residential customers will migrate from using fixed-line telephony to using other forms of telephony, such as VoIP, or mobile. There is no assurance that our fixed-line customers will migrate to our mobile phones and they may eventually shift to other providers of mobile telephony services. Such a migration could have a material adverse effect on our results of operations, revenue and financial condition.

***A failure in our network and information systems, whether caused by a natural failure or a security breach, could significantly disrupt our operations.*** Certain network and information systems are critical to our business activities. Network and information systems may be affected by cyber security incidents that can result from deliberate attacks or system failures. These may include, but are not limited to computer hackings, computer viruses, worms or other destructive or disruptive software, or other malicious activities against our systems as well as third party sites, which could affect the security of our customers' accounts. Cyber security breaches, internal security breaches, physical security breaches or other unauthorized or accidental access to our servers, other information systems or databases could result in tampering with, or the theft or publication of, sensitive business

information or personal consumer information or the deletion or modification of records, or could otherwise cause interruptions in our operations. Our network and information systems may also be the subject of power outages, fire, natural disasters, terrorist attacks, war or other similar events. Theft of metals is particularly acute in the U.K. due to high prices for scrap metal, and our network is not immune to such thefts. Such events could result in a degradation of, or disruption to, our cable and non-cable services, and could prevent us from billing and collecting revenue due to us or could damage our equipment and data or could result in damage to our reputation. Disruption to services could result in excessive call volumes to call centers that may not be able to cope with such volume, which could in turn have a material adverse effect on our reputation and brand. Our plans for recovery from, and resilience to, such challenges may not be sufficient. The amount and scope of insurance we maintain against losses resulting from these events may not be sufficient to cover our losses or otherwise adequately compensate us for any disruptions to our business that may result.

Sustained or repeated failures of our own or third-party systems that interrupt our ability to provide services to our customers, prevent us from billing and collecting revenue, or that otherwise prevent us from meeting our obligations in a timely manner, could materially adversely affect our reputation and result in a loss of customers and revenue. These network and information systems-related events could also require significant expenditures to repair or replace damaged networks or information systems or to protect them from similar events in the future. Further, any security breaches, such as misappropriation, misuse, penetration by viruses, worms or other destructive or disruptive software, leakage, falsification or accidental release or loss of information maintained in our information technology systems and networks or those of our business partners (including customer, personnel and vendor data) could damage our reputation, result in legal and/or regulatory action against us, and require us to expend significant capital and other resources to remedy any such security breach. As a result of the increasing awareness concerning the importance of safeguarding personal information, the potential misuse of such information and legislation that has been adopted or is being considered regarding the protection, privacy and security of personal information, the liability associated with information-related risks is increasing, particularly for businesses like ours that handle a large amount of personal customer data. The occurrence of any such network or information system-related events or security breaches could have a material adverse effect on our business and results of operations.

***Unauthorized access to our network resulting in piracy could result in a loss of revenue.*** We rely on the integrity of our technology to ensure that our services are provided only to identifiable paying customers. Increasingly sophisticated means of illicit piracy of television, broadband and telephony services are continually being developed in response to evolving technologies. Furthermore, billing and revenue generation for our pay television services rely on the proper functioning of our encryption systems. While we continue to invest in measures to manage unauthorized access to our networks, any such unauthorized access to our cable television service could result in a loss of revenue, and any failure to respond to security breaches could raise concerns under our agreements with content providers, all of which could have a material adverse effect on our business and results of operations.

***We depend on third-party suppliers and licensors to supply necessary equipment, software and certain services required for our businesses.*** We rely on third-party vendors for the equipment, software and services that we require in order to provide services to our customers. Our suppliers often conduct business worldwide and their ability to meet our needs is subject to various risks, including political and economic instability, natural calamities, interruptions in transportation systems, terrorism and labor issues. As a result, we may not be able to obtain the equipment, software and services required for our businesses on a timely basis or on satisfactory terms. Any shortfall in customer premises equipment could lead to delays in completing extensions to our networks and in connecting customers to our services and, accordingly, could adversely impact our ability to maintain or increase our RGUs, revenue and cash flows. Also, if demand exceeds the suppliers' and licensors' capacity or if they experience financial difficulties, the ability of our businesses to provide some services may be materially adversely affected, which in turn could affect our businesses' ability to attract and retain customers. Although we actively monitor the creditworthiness of our key third-party suppliers and licensors, the financial failure of a key third-party supplier or licensor could disrupt our operations and have an adverse impact on our revenue and cash flows. We rely upon intellectual property that is owned or licensed by us to use various technologies, conduct our operations and sell our products and services. Legal challenges could be made against our use of our or our licensed intellectual property rights (such as trademarks, patents and trade secrets) and we may be required to enter into licensing arrangements on unfavorable terms, incur monetary damages or be enjoined from use of the intellectual property rights in question.

***Our mobile services rely on the radio access networks of third-party wireless network providers to carry our mobile communications traffic.*** Our services to mobile customers rely on the use of MVNO arrangements in which we utilize the radio access networks of third-party wireless network providers to carry our mobile communications traffic. If any of our MVNO arrangements are terminated, or if the respective third-party wireless network provider fails to provide the services required under

an MVNO arrangement, or if a third-party wireless network provider fails to deploy and maintain its network, and we are unable to find a replacement network operator on a timely and commercially reasonable basis or at all, we could be prevented from continuing the mobile services relying on such MVNO arrangement. Additionally, as our MVNO arrangements come to term, we may not be able to renegotiate renewal or replacement MVNO arrangements on the same or more favorable terms.

***The “Virgin” brand is not under our control and the activities of Virgin Group and other licensees (in other industries) could have a material adverse effect on the goodwill of customers towards us as a licensee.*** The “Virgin” brand is integral to our corporate identity. We are reliant on the general goodwill of consumers towards the Virgin brand. Consequently, adverse publicity in relation to Virgin Group or its principals, particularly Sir Richard Branson who is closely associated with the brand, or in relation to another licensee of the “Virgin” name and logo in another industry (particularly in the U.K.) could have a material adverse effect on our reputation, business and results of operations. In addition, the licenses from Virgin Enterprises Limited can be terminated in certain circumstances. For example, Virgin Enterprises Limited can terminate the licenses, after providing us with an opportunity to cure, (i) if we or any of our affiliates commit persistent and material breaches or a flagrant and material breach of the licenses, (ii) if Virgin Enterprises Limited has reasonable grounds to believe that the use (or lack of use) of the licensed trademarks by us has been or is likely to result in a long-term and material diminution in the value of the “Virgin” brand, or (iii) if a third party who is not (or one of whose directors is not) a “fit and proper person,” such as a legally disqualified director or a bankrupt entity, acquires “control” of Liberty Global. Such a termination could have a material adverse effect on our business and results of operations.

***We depend almost exclusively on our relationships with third-party programming providers and broadcasters for programming content, and a failure to acquire a wide selection of popular programming on acceptable terms could adversely affect our business.*** We enter into agreements for the provision of television programs and channels distributed via our entertainment service with program providers, such as public and commercial broadcasters, or providers of pay or on-demand television and services. We have historically obtained a significant amount of our premium programming and some of our basic programming and pay per view sporting events from Sky. Sky is also one of our main competitors in the television services business. Sky is a leading supplier of programming to pay television platforms in the U.K. and is the exclusive supplier of some programming, including its Sky Sports channels and Sky Cinema channels, which are the most popular premium subscription sports and film channels available in the U.K.

In August 2013, BT launched its own premium BT Sport channels, providing a range of sports content including football (soccer) from the English Premier League and, since the 2015/2016 football (soccer) season, exclusive rights to the UEFA Champions League and the UEFA Europa League. The Sky Sports channels, Sky Cinema channels and the BT Sport channels are available in our entertainment service, however, there can be no assurance that we will be able to continue carriage of such channels at a reasonable cost after the current contracts end.

Other significant programming and app suppliers include the BBC, ITV, Channel 4, UKTV, Viacom Inc. (including Five), Discovery Communications Inc., Disney, NBC/Universal, Turner, a division of Time Warner Inc and Netflix. Our dependence on these and other suppliers for television programming could have a material adverse effect on our ability to provide attractive programming at a reasonable cost. Additionally, we are frequently negotiating and renegotiating programming agreements and our annual costs for programming can vary. There can be no assurance that we will be able to renegotiate or renew the terms of our programming agreements on acceptable terms or at all. We expect that programming and copyright costs will continue to rise in future periods as a result of (i) higher costs associated with the expansion of our digital video content, including rights associated with ancillary product offerings and rights that provide for the broadcast of live sporting events, (ii) rate increases and (iii) growth in the number of our enhanced video subscribers.

If we are unable to obtain or retain attractively priced competitive content, demand for our existing and future television services could decrease, thereby limiting our ability to attract new customers, maintain existing customers and/or migrate customers from lower tier programming to higher tier programming, thereby inhibiting our ability to execute our business plans. Furthermore, we may be placed at a competitive disadvantage if certain of our competitors obtain exclusive programming rights, particularly with respect to popular sports and movie programming, and as certain entrants in the OTT market, for example Netflix and Amazon, and even Disney, increasingly produce and distribute their own exclusive content.

***We do not insure the underground portion of our cable network and various pavement-based electronics associated with our cable network.*** Our cable network is one of our key assets. However, we do not insure the underground portion of our cable network or various pavement-based electronics associated with our cable network. Almost all our cable network is constructed

underground. As a result, any catastrophe that affects our underground cable network or our pavement-based electronics could prevent us from providing services to our customers and result in substantial uninsured losses that would have a material adverse effect on our business and results of operations.

***We are subject to significant regulation, and changes in U.K. and E.U. laws, regulations, governmental policy affecting the conduct of our business, or other risks relating to claims, may have a material adverse effect on our ability to set prices, enter new markets or control our costs.*** Our principal business activities are regulated and supervised by Ofcom, ComReg and the CMA, among other regulators. Regulatory change is an ongoing process in the communications sector at both the U.K. and E.U. level. Changes in laws, regulations or governmental policy affecting our activities and those of our competitors could significantly influence how we operate our business and introduce new products and services. For example, regulatory changes relating to our activities and those of our competitors, such as changes relating to third party access to infrastructure, the costs of interconnection with other networks, our relationships with third-party programming providers and broadcasters, the prices of competing products and services, or any change in policy allowing more favorable conditions for other operators, could adversely affect our ability to set prices, enter new markets or control our costs. In particular, following the transposition of recent amendments to European directives into U.K. law, Ofcom may attempt to use the non-Significant Market Power access provisions to require us to make available access to our ducts. In addition, Ofcom may look to impose regulation on the cable network, which is currently unregulated.

In July 2013, the U.K. government published a white paper reviewing U.K. Communications legislation. This included a number of elements such as plans to review the payment arrangements in place between public service broadcasters and pay-television providers and the prominence of various services in platform providers' electronic program guides. A resulting consultation seeking evidence on the balance of payments between television platforms and public service broadcasters was published in March 2015. That consultation closed in May 2015, with the government publishing its conclusions on July 5, 2016 that there should continue to be net-zero fees between all platform operators and the public service broadcasters (with the U.K. government stating that it may seek to legislate to achieve that outcome, if necessary). Legislative changes were introduced on July 31, 2017 with the relevant sections of the Digital Economy Act 2017 taking effect, including the repeal of section 73 of the Copyright, Designs and Patent Act 1988. Any consequential commercial arrangements requiring us to pay fees for such content would increase our operating costs and could have an adverse effect on our business, financial condition and results of operations.

Our ability to introduce new products and services may also be affected if we cannot predict how existing or future laws, regulations or policies would apply to such products or services. In addition, our business and the industry in which we operate are subject to investigation by regulators and claims brought by private parties, which could lead to enforcement actions, fines and penalties or the assertion of private litigation claims and damages. Any such action could harm our reputation and result in increased costs to the business.

We are also subject to accreditation requirements with respect to certain of our B2B products and services provided to public sector organizations in the U.K. We have security accreditations across a range of B2B products and services for public sector organizations in the U.K., which are granted subject to periodic reviews of our policies and procedures by U.K. governmental entities. If we were to fail to maintain an accreditation or to obtain a new one when required, it could impact our ability to provide certain offerings to the public sector.

***The U.K. referendum advising for the exit of the U.K. from the E.U. could have a material adverse effect on our business, financial condition, results of operations or liquidity.*** On June 23, 2016, the U.K. held a referendum in which voters approved, on an advisory basis, an exit from the E.U., commonly referred to as “**Brexit**”. The terms of Brexit are subject to a negotiation period that could take until March 2019. The potential impacts, if any, of the uncertainty relating to Brexit or the resulting terms of the withdrawal of the U.K. from the E.U. on the free movement of goods, services, people and capital between the U.K. and the E.U., customer behavior, economic conditions, interest rates, currency exchange rates, availability of capital or other matters are unclear. Examples of the impact Brexit could have on our business, financial condition or results of operations include:

- changes in foreign currency exchange rates and disruptions in the capital markets;
- legal uncertainty and potentially divergent national laws and regulations as the U.K. determines which E.U. laws and directives to replace or replicate, or where previously implemented by enactment of U.K. laws or regulations, to retain, amend or repeal; and

- various geopolitical forces may impact the global economy and our business, including, for example, other E.U. member states proposing referendums to, or electing to, exit the E.U.

### **Risks Relating to Our Indebtedness, Taxes and Other Financial Matters**

***We have substantial indebtedness that may have a material adverse effect on our available cash flow, our ability to obtain additional financing if necessary in the future, our flexibility in reacting to competitive and technological changes and our operations.*** We have a substantial amount of indebtedness. As of December 31, 2017, the outstanding principal amount of our consolidated third-party debt, together with our capital lease obligations, aggregated £12,790.2 million, including £1,845.1 million that is classified as current in our consolidated balance sheet.

Our ability to pay principal and interest on or to refinance the outstanding indebtedness depends upon our operating performance, which will be affected by, among other things, general economic, financial, competitive, regulatory and other factors, some of which are beyond our control. Moreover, we may not be able to refinance or redeem such debt on commercially reasonable terms, on terms acceptable to us, or at all.

The level of our indebtedness could have important consequences, including the following:

- a substantial portion of our cash flow from operations will have to be dedicated to the payment of interest and principal on existing indebtedness, thereby reducing the funds available for other purposes;
- our ability to obtain additional financing in the future for working capital, capital expenditures, product development, acquisitions or general corporate purposes may be impaired;
- our flexibility in planning for, or reacting to, changes in our business, the competitive environment and the industry in which we operate, and to technological and other changes may be limited;
- we may be placed at a competitive disadvantage as compared to our competitors that are not as highly leveraged;
- our substantial degree of leverage could make us more vulnerable in the event of a downturn in general economic conditions or adverse developments in our business; and
- we are exposed to risks inherent in interest rate and foreign exchange rate fluctuations.

Any of these or other consequences or events could have a material adverse effect on our ability to satisfy our debt obligations, which could adversely affect our business and operations.

***We may not be able to fund our debt service obligations in the future.*** We have significant principal payments that could require a partial or comprehensive refinancing of our VM Credit Facilities and other debt instruments. Certain tranches of our VM Credit Facilities have a term of four to ten years. In addition, certain series of our Senior Secured Notes and Senior Notes mature between 2021 and 2029. See note 8 to our consolidated financial statements included in Part II of this annual report.

Our ability to implement such a refinancing successfully would be significantly dependent on stable debt capital markets. In addition, we may not achieve or sustain sufficient cash flow in the future for the payment of principal or interest on our indebtedness when due. Consequently, we may be forced to raise cash or reduce expenses by doing one or more of the following:

- raising additional debt;
- restructuring or refinancing our indebtedness prior to maturity, and/or on unfavorable terms;
- selling or disposing of some of our assets, possibly on unfavorable terms;
- issuing equity or equity-related instruments that will dilute the equity ownership interest of existing stockholders; or
- foregoing business opportunities, including the introduction of new products and services, acquisitions and joint ventures.

We cannot be sure that any of, or a combination of, the above actions would be sufficient to fund our debt service obligations, particularly in times of turbulent capital markets.

***The covenants under our debt agreements place certain limitations on our ability to finance future operations and how we manage our business.*** The agreements that govern our indebtedness contain financial maintenance tests and restrictive covenants that restrict our ability to incur additional debt and limit the discretion of our management over various business matters. For example, the financial maintenance tests include leverage ratios, and the restrictive covenants impact our ability to:

- pay dividends or make other distributions, or redeem or repurchase equity interests or subordinated obligations;
- make investments;
- sell assets, including the capital stock of subsidiaries;
- enter into certain sale and leaseback transactions and certain vendor financing arrangements;
- create liens;
- enter into agreements that restrict some of our subsidiaries' ability to pay dividends, transfer assets or make related-party loans;
- merge or consolidate or transfer all or substantially all of our assets; and
- enter into certain transactions with affiliates.

These limitations are subject to significant exceptions and qualifications, including the ability to pay dividends, make investments or to make significant prepayments of shareholder debt. However, these covenants could limit our ability to finance our future operations and capital needs and our ability to pursue business opportunities and activities that may be in our interest. In addition, our ability to comply with the provisions of our debt instruments may be affected by events beyond our control.

If we breach any of these covenants, or are unable to comply with the required financial ratios, we may be in default under our debt instruments. A significant portion of our indebtedness may then become immediately due and payable, and we may not have sufficient assets to repay amounts due thereunder. In addition, any default under these facilities could lead to an event of default and acceleration under other debt instruments that contain cross default or cross acceleration provisions, including the indentures governing the Senior Secured Notes and the Senior Notes.

These restrictions could also materially adversely affect our ability to finance future operations or capital needs or to engage in other business activities that may be in our best interests. We may also incur other indebtedness in the future that may contain financial or other covenants more restrictive than those applicable under our current indebtedness.

***We are a holding company dependent upon cash flow from subsidiaries to meet our obligations.*** Virgin Media Inc. and a number of its subsidiaries are holding companies with no independent operations or significant assets other than investments in their subsidiaries. Each of these holding companies depends upon the receipt of sufficient funds from its subsidiaries to meet its obligations.

The terms of our senior credit facility and other indebtedness limit the payment of dividends, loan repayments and other distributions to or from these companies under certain circumstances. Various agreements governing our debt may restrict and, in some cases, may also prohibit the ability of these subsidiaries to move cash within their restricted group. Applicable tax laws may also subject such payments to further taxation.

Applicable law may also limit the amounts that some of our subsidiaries will be permitted to pay as dividends or distributions on their equity interests or as loans, or even prevent such payments.

***We are subject to currency and interest rate risks.*** We are subject to currency exchange rate risks because substantially all of our revenues and operating expenses are paid in pounds sterling, but we pay interest and principal obligations with respect to



portions of our indebtedness in United States (U.S.) dollars and euros. To the extent that the pound sterling declines in value against the U.S. dollar and the euro (including as a result of Brexit, as discussed below), the effective cost of servicing our U.S. dollar and euro-denominated debt will be higher. Changes in the exchange rate result in foreign currency gains or losses.

We are also subject to interest rate risks as we have certain interest determined on a variable basis, either through unhedged variable rate debt or derivative hedging contracts. We also incur costs in U.S. dollars and euros in the ordinary course of our business, including for customer premises equipment and network maintenance services. Any deterioration in the value of the pound sterling relative to the U.S. dollar or the euro could cause an increase in the effective cost of purchases made in these currencies as only part of these exposures are hedged.

As a result of the June 23, 2016 referendum by British voters to exit the E.U., global markets and foreign currencies have been adversely impacted. In particular, the value of the pound sterling relative to the U.S. dollar remains at levels that are significantly below pre-Brexit levels. This volatility in foreign currencies is expected to continue as the U.K. negotiates and executes its exit from the E.U., which could take until March 2019. A significantly weaker pound sterling compared to the U.S. dollar could, in addition to the consequences discussed above, have a significant negative effect on our business, financial condition and results of operations. For a description of the risks associated with the U.K.'s vote to leave the E.U., see "*Risks Relating to Our Industry and Our Business-The U.K. referendum advising for the exit of the U.K. from the E.U. could have a material adverse effect on our business, financial condition or results of operations*" above.

***We are subject to increasing operating costs and inflation risks, which may adversely affect our results of operations.*** While our operations attempt to increase our subscription rates to offset increases in programming and operating costs, there is no assurance that they will be able to do so. Our ability to increase subscription rates is subject to regulatory controls in both the U.K. and Ireland. Also, our ability to increase subscription rates may be constrained by competitive pressures. Therefore, operating costs may rise faster than associated revenue, resulting in a material negative impact on our cash flow and net earnings (loss). We are also impacted by inflationary increases in salaries, wages, benefits and other administrative costs in the U.K. and Ireland.

***We are subject to tax in more than one tax jurisdiction and our structure poses various tax risks.*** We are subject to taxation in multiple jurisdictions, in particular the U.S., the U.K. and Ireland. Our effective tax rate and tax liability will be affected by a number of factors in addition to our operating results, including the amount of taxable income in particular jurisdictions, the tax rates in those jurisdictions, tax treaties between jurisdictions, the manner in which and the extent to which we transfer funds to and repatriate funds from our subsidiaries, accounting standards and changes in accounting standards, and future changes in the law. We may incur losses in one jurisdiction that cannot be offset against income earned in a different jurisdiction and so we may pay income taxes in one jurisdiction for a particular period even though on an overall basis we incur a net loss for that period.

***We may have exposure to additional tax liabilities.*** We are subject to income taxes as well as non-income based taxes, such as value added tax (VAT) in the U.K., the U.S. and Ireland. In addition, the tax jurisdictions that we operate in have complex and subjective rules regarding the valuation of intercompany services, cross-border payments between affiliated companies and the related effects on income tax, VAT and transfer tax. Significant judgment is required in determining our worldwide provision for income taxes and other tax liabilities. In the ordinary course of our business, there are many transactions and calculations where the ultimate tax determination is uncertain. We are regularly under audit by tax authorities in the jurisdictions in which we operate. Although we believe that our tax estimates are reasonable, any material differences as a result of final determinations of tax audits or tax disputes could have an adverse effect on our financial position and results of operations in the period or periods for which determination is made.

We are subject to changing tax laws, treaties and regulations in and between countries in which we operate, including treaties between and among the U.K. and the U.S. Also, various income tax proposals in the jurisdictions in which we operate could result in changes to the existing laws on which our deferred taxes are calculated. A change in these tax laws, treaties or regulations, or in the interpretation thereof, could result in a materially higher income or non-income tax expense, and any such material changes could cause a material change in our effective tax rate. In this regard, on December 22, 2017, new U.S. federal tax reform legislation (the 2017 U.S. Tax Act) was enacted, resulting in significant changes from previous U.S. tax law. Given the timing of the enactment as well as the effort and complexity involved in applying the provisions of the 2017 U.S. Tax Act, we are still in the process of evaluating the impact on us, including for example, the amount of taxes that might be imposed as a result of a one-time deemed mandatory repatriation of earnings and profits of foreign corporations. The 2017 U.S. Tax Act could have a material impact on our income tax expense. For additional information regarding the impact of the 2017 U.S. Tax Act, see note 9 to our consolidated financial statements included in Part II of this annual report.

***Adverse changes in our financial outlook may result in negative or unexpected tax consequences which could adversely affect our net income.*** Future adverse changes in the underlying profitability and financial outlook of our operations could cause us to establish a valuation allowance on our deferred tax assets, which could materially and adversely affect our consolidated balance sheets and statements of operations. A change in this valuation allowance will not result in any change to the amount of cash payments we make to the tax authorities.

***Strategic transactions present many risks, and we may not realize the financial and strategic goals that were contemplated at the time of any transaction.*** From time to time we have made acquisitions, dispositions and have entered into other strategic transactions, such as the VM Ireland Acquisition and the VM Ireland NCI Acquisition. In connection with such transactions, we may incur unanticipated expenses, fail to realize anticipated benefits and synergies, have difficulty integrating the combined businesses, disrupt relationships with current and new employees, customers and suppliers, incur significant indebtedness, or experience delays or fail to proceed with announced transactions. These factors could have a material adverse effect on our business and/or our reputation.

***We are exposed to sovereign debt and currency instability risks that could have an adverse impact on our liquidity, financial condition and cash flows.*** Our operations are subject to macroeconomic and political risks that are outside of our control. For example, high levels of sovereign debt, combined with weak growth and high unemployment, could potentially lead to fiscal reforms (including austerity measures), tax increases, sovereign debt restructurings, currency instability, increased counterparty credit risk, high levels of volatility and disruptions in the credit and equity markets, as well as other outcomes that might adversely impact our company. With regard to currency instability issues, concerns exist in the eurozone with respect to individual macro-fundamentals on a country-by-country basis, as well as with respect to the overall stability of the European monetary union and the suitability of a single currency to appropriately deal with specific fiscal management and sovereign debt issues in individual eurozone countries. The realization of these concerns could lead to the exit of one or more countries from the European monetary union and the re-introduction of individual currencies in these countries, or, in more extreme circumstances, the possible dissolution of the European monetary union entirely, which could result in the redenomination of a portion or, in the extreme case, all of our euro-denominated assets, liabilities and cash flows to the new currency of the country in which they originated. This could result in a mismatch in the currencies of our assets, liabilities and cash flows. Any such mismatch, together with the capital market disruption that would likely accompany any such redenomination event, could have a material adverse impact on our liquidity and financial condition. Furthermore, any redenomination event would likely be accompanied by significant economic dislocation, particularly within the eurozone countries, which in turn could have an adverse impact on demand for our products and services, and accordingly, on our revenue and cash flows. Moreover, any changes from euro to non-euro currencies within the countries in which we operate would require us to modify our billing and other financial systems. No assurance can be given that any required modifications could be made within a time frame that would allow us to timely bill our customers or prepare and file required financial reports. In light of the significant exposure that we have to the euro through our euro-denominated borrowings, derivative instruments, cash balances and cash flows, a redenomination event could have a material adverse impact on our company.

***We are exposed to the risk of default by the counterparties to our derivative and other financial instruments, undrawn debt facilities and cash investments.*** Although we seek to manage the credit risks associated with our derivative and other financial instruments, cash investments and undrawn debt facilities, we are exposed to the risk that our counterparties will default on their obligations to us. Also, even though we regularly review our credit exposures, defaults may arise from events or circumstances that are difficult to detect or foresee. At December 31, 2017, our exposure to counterparty credit risk included (1) derivative assets with an aggregate fair value of £156.4 million, including certain derivative amounts classified as debt, (2) cash and cash equivalent and restricted cash balances of £25.2 million and (3) aggregate undrawn debt facilities of £675.0 million. While we currently have no specific concerns about the creditworthiness of any counterparty for which we have material credit risk exposures, we cannot rule out the possibility that one or more of our counterparties could fail or otherwise be unable to meet its obligations to us. Any such instance could have an adverse effect on our cash flows, results of operations, financial condition and/or liquidity. In this regard, (1) the financial failure of any of our counterparties could reduce amounts available under committed credit facilities and adversely impact our ability to access cash deposited with any failed financial institution, thereby causing a default under one or more derivative contracts, and (2) tightening of the credit markets could adversely impact our ability to access debt financing on favorable terms, or at all. For additional information on our derivative contracts, see note 5 to our consolidated financial statements included in Part II of this annual report.

The risks we would face in the event of a default by a counterparty to one of our derivative instruments might be eliminated or substantially mitigated if we were able to novate the relevant derivative contracts to a new counterparty following the default

of our counterparty. While we anticipate that, in the event of the insolvency of one of our derivative counterparties, we would seek to effect such novations, no assurance can be given that we would obtain the necessary consents to do so or that we would be able to do so on terms or pricing that would be acceptable to us or that any such novation would not result in substantial costs to us. Furthermore, the underlying risks that are the subject of the relevant derivative contracts would no longer be effectively hedged due to the insolvency of our counterparty, unless and until we novate or replace the derivative contract.

#### **Risks Relating to Our Management, Principal Shareholder and Related Parties**

*The loss of certain key personnel could harm our business.* We have experienced employees at both the corporate and operational levels who possess substantial knowledge of our business and operations. There can be no assurance that we will be successful in retaining the services of these employees or that we would be successful in hiring and training suitable replacements without undue costs or delays. As a result, the loss of any of these key employees could cause significant disruptions in our business operations, which could materially adversely affect our results of operations.

*The interests of Liberty Global, our indirect parent company, may conflict with our interests.* Liberty Global is our parent, indirectly owning all of the voting interests in us. When business opportunities, or risks and risk allocation arise, the interests of Liberty Global (or other Liberty Global controlled entities) may be different from, or in conflict with, our interests on a stand-alone basis. Because we are indirectly controlled by the parent entity, Liberty Global may allocate certain or all of its risks to us and there can be no assurance that Liberty Global will permit us to pursue certain business opportunities.

## **Independent Auditors' Report**

The Board of Directors  
Virgin Media Inc.:

### **Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of Virgin Media Inc. and its subsidiaries, which comprise the consolidated balance sheets as of December 31, 2017 and 2016, and the related consolidated statements of operations, comprehensive loss, owner's equity and cash flows for the years ended December 31, 2017, 2016 and 2015, and the related notes to the consolidated financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Virgin Media Inc. and its subsidiaries as of December 31, 2017 and 2016, and the results of their operations and their cash flows for the years ended December 31, 2017, 2016 and 2015 in accordance with U.S. generally accepted accounting principles.

### ***The purpose of our audit work and to whom we owe our responsibilities***

This report is made solely to the Board of Directors of Virgin Media Inc., as a body, in accordance with the terms of our engagement. Our audit work has been undertaken so that we might state to the Board of Directors of Virgin Media Inc. those matters we are required to state to them in our auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Board of Directors of Virgin Media Inc., as a body, for our audit work, for this report, or for the opinions we have formed.

/s/ **KPMG LLP**

London, England  
March 16, 2018

**VIRGIN MEDIA INC.  
CONSOLIDATED BALANCE SHEETS**

	December 31,	
	2017	2016
	in millions	
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents .....	£ 23.8	£ 22.1
Trade receivables, net .....	574.9	544.9
Related-party receivables (note 12) .....	90.2	60.6
Derivative instruments (notes 5 and 12) .....	226.9	95.8
Prepaid expenses (note 12) .....	48.2	41.2
Other current assets .....	104.4	52.5
Total current assets .....	1,068.4	817.1
Property and equipment, net (note 7) .....	6,207.6	5,964.5
Goodwill (note 7) .....	6,014.6	6,004.3
Intangible assets subject to amortization, net (note 7) .....	849.7	1,224.6
Deferred income taxes (note 9) .....	1,432.4	1,437.3
Related-party notes receivable (note 12) .....	5,065.9	4,687.2
Other assets, net (notes 5, 12 and 14) .....	771.3	1,198.2
Total assets .....	£ 21,409.9	£ 21,333.2

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**CONSOLIDATED BALANCE SHEETS — (Continued)**

**December 31,**

**2017                      2016**

**in millions**

**LIABILITIES AND OWNER'S EQUITY**

Current liabilities:

Accounts payable (note 12) .....	£	385.4	£	372.7
Deferred revenue and advanced payments from subscribers and others .....		378.1		375.5
Current portion of debt and capital lease obligations (note 8):				
Third-party .....		1,845.1		1,049.4
Related-party (note 12) .....		—		45.7
Accrued interest .....		185.1		187.7
Accrued capital expenditures (note 12) .....		194.1		193.7
Value-added taxes (VAT) payable .....		109.4		95.9
Other current liabilities (notes 5, 12 and 13) .....		378.5		482.3
Total current liabilities .....		<u>3,475.7</u>		<u>2,802.9</u>
Long-term debt and capital lease obligations (note 8):				
Third-party .....		10,896.5		11,021.7
Related-party (note 12) .....		56.9		—
Other long-term liabilities (notes 5, 9, 13 and 14) .....		489.6		304.9
Total liabilities .....		<u>14,918.7</u>		<u>14,129.5</u>
Commitments and contingent liabilities (notes 5, 8, 9, 13, 14 and 16)				
Owner's Equity:				
Additional paid-in capital .....		7,787.5		8,405.5
Accumulated deficit .....		(1,362.8)		(1,288.3)
Accumulated other comprehensive earnings, net of taxes .....		66.5		86.5
Total owner's equity .....		<u>6,491.2</u>		<u>7,203.7</u>
Total liabilities and owner's equity .....	£	<u>21,409.9</u>	£	<u>21,333.2</u>

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**

	Year ended December 31,		
	2017	2016	2015
	in millions		
Revenue (note 17).....	£ 4,963.2	£ 4,806.1	£ 4,618.4
Operating costs and expenses (exclusive of depreciation and amortization, shown separately below):			
Programming and other direct costs of services (note 12).....	1,449.8	1,436.1	1,354.5
Other operating (note 12).....	666.7	617.1	629.3
Selling, general and administrative (SG&A) (notes 11 and 12).....	625.7	616.8	600.8
Related-party fees and allocations, net (note 12).....	140.7	110.9	87.6
Depreciation and amortization.....	1,808.2	1,650.8	1,557.8
Impairment, restructuring and other operating items, net (note 13).....	57.5	26.4	10.9
	<u>4,748.6</u>	<u>4,458.1</u>	<u>4,240.9</u>
Operating income.....	<u>214.6</u>	<u>348.0</u>	<u>377.5</u>
Non-operating income (expense):			
Interest expense:			
Third-party.....	(613.9)	(583.6)	(510.5)
Related-party (note 12).....	(1.9)	(4.2)	(5.7)
Interest income – related-party (note 12).....	329.9	289.6	246.5
Realized and unrealized gains (losses) on derivative instruments, net (notes 5 and 12).....	(527.4)	665.8	253.1
Foreign currency transaction gains (losses), net.....	566.2	(950.2)	(271.8)
Losses on debt modification and extinguishment, net (note 8).....	(52.4)	(62.9)	(29.4)
Realized and unrealized losses due to changes in fair values of certain debt, net (note 8).....	(25.5)	(4.5)	—
Other income (expense), net.....	2.0	2.6	(0.4)
	<u>(323.0)</u>	<u>(647.4)</u>	<u>(318.2)</u>
Earnings (loss) before income taxes.....	(108.4)	(299.4)	59.3
Income tax benefit (expense) (note 9).....	21.5	13.8	(201.2)
Net loss.....	<u>£ (86.9)</u>	<u>£ (285.6)</u>	<u>£ (141.9)</u>

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS**

	Year ended December 31,		
	2017	2016	2015
	in millions		
Net loss.....	£ (86.9)	£ (285.6)	£ (141.9)
Other comprehensive earnings (loss), net of taxes (note 15):			
Foreign currency translation adjustments.....	(24.8)	(2.9)	37.3
Pension-related adjustments and other .....	4.8	(6.3)	9.1
Other comprehensive earnings (loss) .....	(20.0)	(9.2)	46.4
Comprehensive loss .....	£ (106.9)	£ (294.8)	£ (95.5)

The accompanying notes are an integral part of these consolidated financial statements.



**VIRGIN MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF OWNER'S EQUITY**

	<b>Additional paid-in capital</b>	<b>Accumulated deficit</b>	<b>Accumulated other comprehensive earnings, net of taxes</b>	<b>Total owner's equity</b>
	<b>in millions</b>			
Balance at January 1, 2015 .....	£ 9,245.5	£ (860.8)	£ 49.3	£ 8,434.0
Net loss .....	—	(141.9)	—	(141.9)
Other comprehensive earnings, net of taxes (note 15) .....	—	—	46.4	46.4
Consideration issued in connection with the VM Ireland Acquisition (notes 1 and 4) .....	(993.8)	—	—	(993.8)
Deemed contribution in connection with elimination of the VM Ireland Note (note 4) .....	470.0	—	—	470.0
Conversion of related-party loans receivable and related accrued interest to equity (note 12) .....	(467.2)	—	—	(467.2)
Tax losses surrendered by Liberty Global subsidiaries (notes 9 and 12) .....	105.5	—	—	105.5
Share-based compensation (note 11) .....	24.7	—	—	24.7
Capital charge in connection with the exercise of share-based incentive awards (note 12) .....	(24.6)	—	—	(24.6)
Deemed contribution of technology-related services (note 12) .....	6.3	—	—	6.3
Balance at December 31, 2015 .....	<u>8,366.4</u>	<u>(1,002.7)</u>	<u>95.7</u>	<u>7,459.4</u>
Net loss .....	—	(285.6)	—	(285.6)
Other comprehensive loss, net of taxes (note 15) .....	—	—	(9.2)	(9.2)
Share-based compensation (note 11) .....	29.1	—	—	29.1
Tax losses surrendered by Liberty Global subsidiaries (notes 9 and 12) .....	24.8	—	—	24.8
Capital charge in connection with the exercise of share-based incentive awards (note 12) .....	(19.8)	—	—	(19.8)
Deemed contribution of technology-related services (note 12) .....	3.8	—	—	3.8
Other .....	1.2	—	—	1.2
Balance at December 31, 2016 .....	<u>£ 8,405.5</u>	<u>£ (1,288.3)</u>	<u>£ 86.5</u>	<u>£ 7,203.7</u>

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF OWNER'S EQUITY — (Continued)**

	<b>Additional paid-in capital</b>	<b>Accumulated deficit</b>	<b>Accumulated other comprehensive earnings, net of taxes</b>	<b>Total owner's equity</b>
	<b>in millions</b>			
Balance at January 1, 2017, before effect of accounting change.....	£ 8,405.5	£ (1,288.3)	£ 86.5	£ 7,203.7
Accounting change (note 2) .....	—	12.4	—	12.4
Balance at January 1, 2017, as adjusted for accounting change.....	8,405.5	(1,275.9)	86.5	7,216.1
Net loss.....	—	(86.9)	—	(86.9)
Other comprehensive loss, net of taxes (note 15) .....	—	—	(20.0)	(20.0)
Conversion of a related-party loan receivable and related accrued interest to equity (note 12) .....	(317.9)	—	—	(317.9)
Consideration paid in connection with the VM Ireland NCI Acquisition (notes 1 and 4).....	(268.2)	—	—	(268.2)
Tax losses surrendered to Liberty Global subsidiaries (notes 9 and 12) .....	(32.3)	—	—	(32.3)
Capital charge in connection with the exercise of share-based incentive awards (note 12) .....	(21.3)	—	—	(21.3)
Share-based compensation (note 11).....	19.7	—	—	19.7
Deemed contribution of technology-related services (note 12).....	1.4	—	—	1.4
Other.....	0.6	—	—	0.6
Balance at December 31, 2017 .....	<u>£ 7,787.5</u>	<u>£ (1,362.8)</u>	<u>£ 66.5</u>	<u>£ 6,491.2</u>

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

	Year ended December 31,		
	2017	2016	2015
	in millions		
Cash flows from operating activities:			
Net loss .....	£ (86.9)	£ (285.6)	£ (141.9)
Adjustments to reconcile net loss to net cash provided by operating activities:			
Share-based compensation expense.....	22.0	31.0	35.5
Related-party fees and allocations, net .....	140.7	110.9	87.6
Depreciation and amortization.....	1,808.2	1,650.8	1,557.8
Impairment, restructuring and other operating items, net.....	57.5	26.4	10.9
Amortization of deferred financing costs and non-cash interest .....	16.8	10.7	11.1
Realized and unrealized losses (gains) on derivative instruments, net.....	527.4	(665.8)	(253.1)
Foreign currency transaction losses (gains) on derivative instruments, net ...	(566.2)	950.2	271.8
Losses on debt modification and extinguishment, net.....	52.4	62.9	29.4
Realized and unrealized losses due to changes in fair values of certain debt, net.....	25.5	4.5	—
Deferred income tax expense (benefit).....	(17.8)	(15.3)	198.1
Changes in operating assets and liabilities, net of the effect of acquisitions and dispositions:			
Receivables and other operating assets .....	(116.4)	(54.1)	(123.0)
Payables and accruals.....	150.3	(21.3)	(57.9)
Net cash provided by operating activities.....	<u>2,013.5</u>	<u>1,805.3</u>	<u>1,626.3</u>
Cash flows from investing activities:			
Advances to related parties, net.....	(852.5)	(1,416.7)	(887.5)
Capital expenditures .....	(523.3)	(559.7)	(580.2)
Cash paid in connection with other acquisitions, net of cash acquired .....	0.1	(34.1)	(57.2)
Cash paid in connection with the VM Ireland Acquisition .....	—	—	(993.8)
Other investing activities, net.....	3.6	0.7	10.5
Net cash used by investing activities.....	<u>£ (1,372.1)</u>	<u>£ (2,009.8)</u>	<u>£ (2,508.2)</u>

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS — (Continued)**

	<b>Year ended December 31,</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
	<b>in millions</b>		
Cash flows from financing activities:			
Borrowings of third-party debt .....	£ 3,143.5	£ 5,686.2	£ 3,587.2
Repayments and repurchases of third-party debt and capital lease obligations .....	(3,376.0)	(5,428.0)	(2,766.1)
Net borrowings (repayments) of related-party notes .....	(257.1)	(26.3)	69.6
Payment of financing costs and debt premiums .....	(59.6)	(53.0)	(28.7)
Net cash received (paid) related to derivative instruments .....	(0.4)	30.4	(17.9)
Other financing activities, net .....	(90.6)	(6.0)	19.0
Net cash provided (used) by financing activities .....	<u>(640.2)</u>	<u>203.3</u>	<u>863.1</u>
Effect of exchange rate changes on cash and cash equivalents .....	<u>0.5</u>	<u>3.1</u>	<u>2.4</u>
Net increase (decrease) in cash and cash equivalents .....	1.7	1.9	(16.4)
Cash and cash equivalents:			
Beginning of period .....	22.1	20.2	36.6
End of period .....	<u>£ 23.8</u>	<u>£ 22.1</u>	<u>£ 20.2</u>
Cash paid for interest .....	<u>£ 603.7</u>	<u>£ 590.8</u>	<u>£ 461.6</u>
Net cash paid for taxes .....	<u>£ 0.4</u>	<u>£ 6.3</u>	<u>£ 4.6</u>

The accompanying notes are an integral part of these consolidated financial statements.

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements**  
**December 31, 2017, 2016 and 2015**

**(1) Basis of Presentation**

***General***

Virgin Media Inc. (**Virgin Media**) is a provider of video, broadband internet, fixed-line telephony and mobile services to consumers and businesses in the United Kingdom (**U.K.**) and Ireland. In these notes, the terms “we,” “our,” “our company” and “us” may refer, as the context requires, to Virgin Media or collectively to Virgin Media and its subsidiaries.

On July 1, 2015, Liberty Global plc (**Liberty Global**) completed the approved steps of the “**LiLAC Transaction**” whereby Liberty Global (i) reclassified its then outstanding Class A, Class B and Class C Liberty Global ordinary shares into corresponding classes of new Liberty Global ordinary shares (collectively, the **Liberty Global Shares**) and (ii) capitalized a portion of its share premium account and distributed as a dividend (or a “bonus issue” under U.K. law) its LiLAC Class A, Class B and Class C ordinary shares (collectively, the **LiLAC Shares**). In these notes, the term “**Old Liberty Global Shares**” refers to Liberty Global’s previously-outstanding Class A, Class B and Class C Liberty Global ordinary shares. Pursuant to the LiLAC Transaction, each holder of Class A, Class B and Class C Old Liberty Global Shares remained a holder of the same amount and class of Liberty Global Shares and received one share of the corresponding class of LiLAC Shares for each 20 Old Liberty Global Shares held as of the record date for such distribution.

During the first quarter of 2015, Liberty Global undertook various financing transactions in connection with certain internal reorganizations of its broadband and wireless communications businesses in Europe. As part of these reorganizations, on February 12, 2015, we acquired a 65.0% controlling interest in Virgin Media Ireland Ltd. (**VM Ireland**) and its subsidiaries from a subsidiary of Liberty Global outside of Virgin Media (the **VM Ireland Acquisition**). On November 2, 2017, we acquired the remaining 35.0% non-controlling interest of VM Ireland from a subsidiary of Liberty Global outside of Virgin Media through the acquisition of VM Ireland Group Limited (**VMIGL**), formerly known as LG Ireland Group Limited, from Liberty Global Europe 2 Limited (**LG Europe 2**), our immediate parent (the **VM Ireland NCI Acquisition**). We accounted for these transactions as common control transfers at carryover basis and give effect to these transactions for all periods presented. For additional information regarding these common control transactions, see note 4.

Unless otherwise indicated, convenience translations into pound sterling are calculated as of December 31, 2017.

These consolidated financial statements reflect our consideration of the accounting and disclosure implications of subsequent events through March 16, 2018, the date of issuance.

**(2) Accounting Changes and Recent Accounting Pronouncements**

***Accounting Changes***

In March 2016, the Financial Accounting Standards Board (**FASB**) issued Accounting Standards Update (**ASU**) No. 2016-09, *Compensation — Stock Compensation, Improvements to Employee Share-Based Payment Accounting (ASU 2016-09)*, which simplifies several aspects of the accounting for share-based payment transactions, including income tax consequences, classification of awards as either equity or liabilities and classification within the statement of cash flows. We adopted ASU 2016-09 on January 1, 2017. As a result of adopting this standard, we recognized a cumulative effect adjustment to our accumulated deficit as of January 1, 2017. The cumulative effect adjustment, which totaled £12.4 million, represents the tax effect of deductions in excess of the financial reporting expense for share-based compensation that were not previously recognized for financial reporting purposes as these tax benefits were not realized as a reduction of income taxes payable.

In January 2017, the FASB issued ASU No. 2017-04, *Simplifying the Test for Goodwill Impairment (ASU 2017-04)*, which eliminates the requirement to estimate the implied fair value of a reporting unit’s goodwill as determined following the procedure that would be required in determining the fair value of assets acquired and liabilities assumed in a business combination. Instead, a company should recognize any goodwill impairment by comparing the fair value of a reporting unit to its carrying amount. We early-adopted ASU 2017-04 effective January 1, 2017. The adoption of ASU 2017-04 reduces the complexity surrounding the evaluation of our goodwill for impairment.

### *Recent Accounting Pronouncements*

#### *ASU 2014-09*

In May 2014, the FASB issued ASU No. 2014-09, *Revenue from Contracts with Customers (ASU 2014-09)*, which requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. ASU 2014-09, as amended by ASU No. 2015-14, will replace existing revenue recognition guidance when it becomes effective for annual reporting periods beginning after December 15, 2018, with early adoption permitted. This new standard permits the use of either the retrospective or cumulative effect transition method. We will adopt ASU 2014-09 effective January 1, 2018 using the cumulative effect transition method. The most significant impacts of ASU 2014-09 on our revenue recognition policies relate to our accounting for (i) time-limited discounts and free service periods provided to our customers and (ii) certain upfront fees charged to our customers, as follows:

- When we enter into contracts to provide services to our customers, we often provide time-limited discounts or free service periods. Under current accounting standards, we recognize revenue net of discounts during the promotional periods and do not recognize any revenue during free service periods. Under ASU 2014-09, revenue recognition for those contracts that contain substantive termination penalties will be accelerated as the impact of the discounts or free service periods will be recognized uniformly over the contractual period. For contracts that do not have substantive termination penalties, we will continue to record the impacts of partial or full discounts during the applicable promotional periods.
- When we enter into contracts to provide services to our customers, we often charge installation or other upfront fees. Under current accounting rules, installation fees related to services provided over our cable networks are recognized as revenue during the period in which the installation occurs to the extent these fees are equal to or less than direct selling costs. Under ASU 2014-09, these fees will generally be deferred and recognized as revenue over the contractual period, or longer if the upfront fee results in a material renewal right.

As the above revenue recognition changes have offsetting impacts and both result in a relatively minor shift in the timing of revenue recognition, we do not expect ASU 2014-09 to have a material impact on our consolidated revenue.

ASU 2014-09 will also impact our accounting for certain upfront costs directly associated with obtaining and fulfilling customer contracts. Under our current policy, these costs are expensed as incurred unless the costs are in the scope of another accounting topic that allows for capitalization. Under ASU 2014-09, the upfront costs associated with contracts that have substantive termination penalties and a term of one year or more will be recognized as assets and amortized to operating costs and expenses over the applicable period benefited. Based on the current practices and contracts in effect in our various markets, we do not expect the initial impact of this accounting change to be significant.

We do not expect the adoption of ASU 2014-09 to have a significant impact on our revenue, operating expenses or financial position. In addition, we do not expect to make any significant changes to our internal control environment as a result of the adoption of ASU 2014-09.

#### *ASU 2016-02*

In February 2016, the FASB issued ASU No. 2016-02, *Leases (ASU 2016-02)*, which, for most leases, will result in lessees recognizing right-of-use assets and lease liabilities on the balance sheet with additional disclosures about leasing arrangements. ASU 2016-02 requires lessees and lessors to recognize and measure leases at the beginning of the earliest period presented using a modified retrospective approach, although the FASB has proposed an additional transition method to simplify the modified retrospective approach. The modified retrospective approach also includes a number of optional practical expedients an entity may elect to apply. ASU 2016-02 is effective for annual reporting periods beginning after December 15, 2019, including interim periods within those fiscal years, with early adoption permitted. We will adopt ASU 2016-02 on January 1, 2019. Although we are currently evaluating the effect that ASU 2016-02 will have on our consolidated financial statements, the main impact of the adoption of this standard will be the recognition of right-of-use assets and lease liabilities in our consolidated balance sheets for those leases classified as operating leases under current accounting principles generally accepted in the U.S. (U.S. GAAP). For a summary of our undiscounted future minimum lease payments under operating leases as of December 31, 2017, see note 16. We currently do not expect ASU 2016-02 to have a significant impact on our consolidated statements of operations or cash flows.

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

*ASU 2017-07*

In March 2017, the FASB issued ASU No. 2017-07, Improving the Presentation of the Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost (**ASU 2017-07**), which changes the presentation of periodic benefit cost components. Under ASU 2017-07, we will continue to present the service component of our net benefit cost as a component of operating income but will now present the other components of our net benefit cost, which can include credits, within non-operating income (expense) in our consolidated statements of operations. We will adopt ASU 2017-07 on January 1, 2018 on a retrospective basis. For information regarding our defined benefit plans, see note 14.

**(3) Summary of Significant Accounting Policies**

*Estimates*

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Estimates and assumptions are used in accounting for, among other things, the valuation of acquisition-related assets and liabilities, allowances for uncollectible accounts, programming and copyright expenses, deferred income taxes and related valuation allowances, loss contingencies, fair value measurements, impairment assessments, capitalization of internal costs associated with construction and installation activities, useful lives of long-lived assets, share-based compensation and actuarial liabilities associated with certain benefit plans. Actual results could differ from those estimates.

*Reclassifications*

Certain prior year amounts have been reclassified to conform to the current year presentation, including the reclassification of certain costs between programming and other direct costs of services, other operating and SG&A expenses.

*Principles of Consolidation*

The accompanying consolidated financial statements include our accounts and the accounts of all voting interest entities where we exercise a controlling financial interest through the ownership of a direct or indirect controlling voting interest and variable interest entities for which our company is the primary beneficiary. All significant intercompany accounts and transactions have been eliminated in consolidation.

*Cash and Cash Equivalents and Restricted Cash*

Cash equivalents consist of money market funds and other investments that are readily convertible into cash and have maturities of three months or less at the time of acquisition. We record money market funds at the net asset value as there are no restrictions on our ability, contractual or otherwise, to redeem our investments at the stated net asset value.

Restricted cash consists of cash held in restricted accounts, including cash held as collateral for debt and other compensating balances. Restricted cash amounts that are required to be used to purchase long-term assets or repay long-term debt are classified as long-term assets. All other cash that is restricted to a specific use is classified as current or long-term based on the expected timing of the disbursement. At December 31, 2017 and 2016, our restricted cash balances were not material.

Our significant non-cash investing and financing activities are disclosed in our consolidated statements of owner's equity and in notes 7, 8 and 12.

*Cash Flow Statement*

For purposes of determining the classification of cash flows in our consolidated statements of cash flows, payments or receipts on related-party loans are first applied to principal (included as cash flows from financing activities) and then to capitalized interest (included as cash flows from operating activities). In addition, interest-bearing cash advances to related parties and repayments thereof are classified as investing activities. All other related-party borrowings, advances and repayments are reflected as financing activities.

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

For purposes of our consolidated statements of cash flows, expenses financed by an intermediary are treated as hypothetical operating cash outflows and hypothetical financing cash inflows when the expenses are incurred. When we pay the financing intermediary, we record financing cash outflows in our consolidated statements of cash flows.

***Trade Receivables***

Our trade receivables are reported net of an allowance for doubtful accounts. Such allowance aggregated £21.4 million and £23.8 million at December 31, 2017 and 2016, respectively. The allowance for doubtful accounts is based upon our assessment of probable loss related to uncollectible accounts receivable. We use a number of factors in determining the allowance, including, among other things, collection trends, prevailing and anticipated economic conditions and specific customer credit risk. The allowance is maintained until either payment is received or the likelihood of collection is considered to be remote.

Concentration of credit risk with respect to trade receivables is limited due to the large number of customers. We also manage this risk by disconnecting services to customers whose accounts are delinquent.

***Financial Instruments***

Due to the short maturities of cash and cash equivalents, restricted cash, short-term liquid investments, trade and other receivables, other current assets, accounts payable, accrued liabilities and other accrued and current liabilities, their respective carrying values approximate their respective fair values. For information concerning the fair values of our derivatives and debt, see notes 5 and 8, respectively. For information regarding how we arrive at certain of our fair value measurements, see note 6.

***Derivative Instruments***

All derivative instruments, whether designated as hedging relationships or not, are recorded on the balance sheet at fair value. If the derivative instrument is not designated as a hedge, changes in the fair value of the derivative instrument are recognized in earnings. If the derivative instrument is designated as a cash flow hedge, the effective portions of changes in the fair value of the derivative instrument are recorded in other comprehensive earnings or loss and subsequently reclassified into our consolidated statements of operations when the hedged forecasted transaction affects earnings. Ineffective portions of changes in the fair value of cash flow hedges are recognized in earnings. With the exception of a limited number of our foreign currency forward contracts, we do not apply hedge accounting to our derivative instruments.

The net cash received or paid related to our derivative instruments is classified as an operating, investing or financing activity in our consolidated statements of cash flows based on the objective of the derivative instrument and the classification of the applicable underlying cash flows. For derivative contracts that are terminated prior to maturity, the cash paid or received upon termination that relates to future periods is classified as a financing activity in our consolidated statement of cash flows.

For information regarding our derivative instruments, see note 5.

***Property and Equipment***

Property and equipment are stated at cost less accumulated depreciation. We capitalize costs associated with the construction of new cable transmission and distribution facilities and the installation of new cable services. Capitalized construction and installation costs include materials, labor and other directly attributable costs. Installation activities that are capitalized include (i) the initial connection (or drop) from our cable system to a customer location, (ii) the replacement of a drop and (iii) the installation of equipment for additional services, such as digital cable, telephone or broadband internet service. The costs of other customer-facing activities, such as reconnecting customer locations where a drop already exists, disconnecting customer locations and repairing or maintaining drops, are expensed as incurred. Interest capitalized with respect to construction activities was not material during any of the periods presented.

Capitalized internal-use software is included as a component of property and equipment. We capitalize internal and external costs directly associated with the development of internal-use software. We also capitalize costs associated with the purchase of software licenses. Maintenance and training costs, as well as costs incurred during the preliminary stage of an internal-use software development project, are expensed as incurred.



**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

Depreciation is computed using the straight-line method over the estimated useful life of the underlying asset. Equipment under capital leases is amortized on a straight-line basis over the shorter of the lease term or estimated useful life of the asset. Useful lives used to depreciate our property and equipment are assessed periodically and are adjusted when warranted. The useful lives of cable distribution systems that are undergoing a rebuild are adjusted such that property and equipment to be retired will be fully depreciated by the time the rebuild is completed. For additional information regarding the useful lives of our property and equipment, see note 7.

Additions, replacements and improvements that extend the asset life are capitalized. Repairs and maintenance are charged to operations.

We recognize a liability for asset retirement obligations in the period in which it is incurred if sufficient information is available to make a reasonable estimate of fair values. Asset retirement obligations may arise from the loss of rights of way that we obtain from local municipalities or other relevant authorities, as well as our obligations under certain lease arrangements to restore the property to its original condition at the end of the lease term. Given the nature of our operations, most of our rights of way and certain leased premises are considered integral to our business. Accordingly, for most of our rights of way and certain lease agreements, the possibility is remote that we will incur significant removal costs in the foreseeable future and, as such, we do not have sufficient information to make a reasonable estimate of fair value for these asset retirement obligations.

As of December 31, 2017 and 2016, the recorded value of our asset retirement obligations was £31.5 million and £31.8 million, respectively.

### ***Intangible Assets***

Our primary intangible assets relate to goodwill and customer relationships. Goodwill represents the excess purchase price over the fair value of the identifiable net assets acquired in a business combination. Customer relationships are initially recorded at their fair value in connection with business combinations.

Goodwill is not amortized, but instead is tested for impairment at least annually. Intangible assets with finite lives are amortized on a straight-line basis over their respective estimated useful lives to their estimated residual values, and reviewed for impairment.

For additional information regarding the useful lives of our intangible assets, see note 7.

### ***Impairment of Property and Equipment and Intangible Assets***

When circumstances warrant, we review the carrying amounts of our property and equipment and our intangible assets (other than goodwill) to determine whether such carrying amounts continue to be recoverable. Such changes in circumstance may include (i) an expectation of a sale or disposal of a long-lived asset or asset group, (ii) adverse changes in market or competitive conditions, (iii) an adverse change in legal factors or business climate in the markets in which we operate and (iv) operating or cash flow losses. For purposes of impairment testing, long-lived assets are grouped at the lowest level for which cash flows are largely independent of other assets and liabilities, generally at or below the reporting unit level (see below). If the carrying amount of the asset or asset group is greater than the expected undiscounted cash flows to be generated by such asset or asset group, an impairment adjustment is recognized. Such adjustment is measured by the amount that the carrying value of such asset or asset group exceeds its fair value. We generally measure fair value by considering (a) sale prices for similar assets, (b) discounted estimated future cash flows using an appropriate discount rate and/or (c) estimated replacement cost. Assets to be disposed of are recorded at the lower of their carrying amount or fair value less costs to sell.

We evaluate goodwill for impairment at least annually on October 1 and whenever facts and circumstances indicate that the carrying amounts of goodwill may not be recoverable. For impairment evaluations with respect to goodwill, we first make a qualitative assessment to determine if goodwill may be impaired. If it is more-likely-than-not that a reporting unit's fair value is less than its carrying value, we then compare the fair value of the reporting unit to its respective carrying amount. Any excess of the carrying amount over the fair value would be charged to operations as an impairment loss. A reporting unit is an operating segment or one level below an operating segment (referred to as a "component"). We have identified one reporting unit to which all goodwill is assigned.

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

***Income Taxes***

Income taxes are accounted for under the asset and liability method. We recognize deferred tax assets and liabilities for the future tax consequences attributable to differences between the financial statement carrying amounts and income tax basis of assets and liabilities and the expected benefits of utilizing net operating loss and tax credit carryforwards, using enacted tax rates in effect for each taxing jurisdiction in which we operate for the year in which those temporary differences are expected to be recovered or settled. We recognize the financial statement effects of a tax position when it is more-likely-than-not, based on technical merits, that the position will be sustained upon examination. Net deferred tax assets are then reduced by a valuation allowance if we believe it is more-likely-than-not such net deferred tax assets will not be realized. Certain of our valuation allowances and tax uncertainties are associated with entities that we acquired in business combinations. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in earnings in the period that includes the enactment date. Deferred tax liabilities related to investments in foreign subsidiaries and foreign corporate joint ventures that are essentially permanent in duration are not recognized until it becomes apparent that such amounts will reverse in the foreseeable future. In order to be considered essentially permanent in duration, sufficient evidence must indicate that the foreign subsidiary has invested or will invest its undistributed earnings indefinitely, or that earnings will be remitted in a tax-free manner. Interest and penalties related to income tax liabilities are included in income tax benefit or expense in our consolidated statements of operations.

The Tax Cuts and Jobs Act (the **2017 U.S. Tax Act**), which contains significant changes to the U.S. income tax regime, was signed into law on December 22, 2017. Certain aspects of the 2017 U.S. Tax Act could have a meaningful impact on our income tax expense. For additional information regarding the 2017 U.S. Tax Act and our income taxes, see note 9.

Virgin Media and its U.K. subsidiaries are part of a U.K. tax group, along with certain other U.K. subsidiaries of Liberty Global. The income taxes of Virgin Media are presented in our consolidated financial statements on a separate return basis for each tax paying entity. For additional information regarding our income taxes, including the tax allocations from Liberty Global see note 9.

***Foreign Currency Translation and Transactions***

The reporting currency of our company is the pound sterling. The functional currency of our foreign operations generally is the applicable local currency for each foreign subsidiary. Assets and liabilities of foreign subsidiaries (including intercompany balances for which settlement is not anticipated in the foreseeable future) are translated at the spot rate in effect at the applicable reporting date. With the exception of certain material transactions, the amounts reported in our consolidated statements of operations are translated at the average exchange rates in effect during the applicable period. The resulting unrealized cumulative translation adjustment, net of applicable income taxes, is recorded as a component of accumulated other comprehensive earnings or loss in our consolidated statements of owner's equity. With the exception of certain material transactions, the cash flows from our operations in foreign countries are translated at the average rate for the applicable period in our consolidated statements of cash flows. The impacts of material transactions generally are recorded at the applicable spot rates in our consolidated statements of operations and cash flows. The effect of exchange rates on cash balances held in foreign currencies are separately reported in our consolidated statements of cash flows.

Transactions denominated in currencies other than our or our subsidiaries' functional currencies are recorded based on exchange rates at the time such transactions arise. Changes in exchange rates with respect to amounts recorded in our consolidated balance sheets related to these non-functional currency transactions result in transaction gains and losses that are reflected in our consolidated statements of operations as unrealized (based on the applicable period end exchange rates) or realized upon settlement of the transactions.

***Revenue Recognition***

*Service Revenue — Cable Networks.* We recognize revenue from the provision of video, broadband internet and fixed-line telephony services over our cable network to customers in the period the related services are provided. Installation revenue (including reconnect fees) related to services provided over our cable network is recognized as revenue in the period during which the installation occurs to the extent these fees are equal to or less than direct selling costs, which costs are expensed as incurred. To the extent installation revenue exceeds direct selling costs, the excess revenue is deferred and amortized over the average expected life of the subscriber relationship.

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
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*Sale of Multiple Products and Services.* We sell video, broadband internet, fixed-line telephony and mobile services to our customers in bundled packages at a rate lower than if the customer purchased each product on a standalone basis. Revenue from bundled packages generally is allocated proportionally to the individual services based on the relative standalone price for each respective service.

*Mobile Revenue — General.* Consideration from mobile contracts is allocated to the airtime service element and the handset service element based on the relative standalone prices of each element. The amount of consideration allocated to the handset is limited to the amount that is not contingent upon the delivery of future airtime services. We offer handsets under a subsidized contract model, whereby upfront revenue recognition is limited to the upfront cash collected from the customer as the remaining monthly fees to be received from the customer, including fees that may be associated with the handset, are contingent upon delivering future airtime services. Our mobile customers may choose to enter into two distinct contractual relationships: (i) a mobile handset contract and (ii) a mobile airtime services contract (a **Split-contract Program**). Under the mobile handset contract, the customer takes full title to the handset upon delivery and typically has the option to either (a) pay for the handset in cash upon delivery or (b) pay for the handset in installments over a contractual period. Under these arrangements, the handset installment payments are not contingent upon delivering future airtime services and the consideration allocated to the handset is not limited to the upfront cash collected.

*Mobile Revenue — Airtime Services.* We recognize revenue from mobile services in the period the related services are provided. Revenue from pre-pay customers is recorded as deferred revenue prior to the commencement of services and revenue is recognized as the services are rendered or usage rights expire.

*Mobile Revenue — Handset Revenue.* Arrangement consideration allocated to handsets is recognized as revenue when the goods have been delivered and title has passed. For customers under a mobile handset installment contract that is independent of a mobile airtime services contract, revenue is recognized upon delivery only if collectibility is reasonably assured. Our assessment of collectibility is based principally on internal and external credit assessments as well as historical collection information for similar customers. To the extent that collectibility of installment payments from the customer is not reasonably assured upon delivery of the handset, handset revenue is recognized on a cash basis as customer payments are received. Imputed interest attributable to installment payments for delivered goods is included in revenue.

*B2B Revenue.* We defer upfront installation and certain nonrecurring fees received on business-to-business (**B2B**) contracts where we maintain ownership of the installed equipment. The deferred fees are amortized into revenue on a straight-line basis over the term of the arrangement or the expected period of performance.

*Promotional Discounts.* For subscriber promotions, such as discounted or free services during an introductory period, revenue is recognized only to the extent of the discounted monthly fees charged to the subscriber, if any.

*Subscriber Advance Payments and Deposits.* Payments received in advance for the services we provide are deferred and recognized as revenue when the associated services are provided.

*Sales and Other VAT.* Revenue is recorded net of applicable sales and other VAT.

### ***Share-based Compensation***

We recognize all share-based payments from Liberty Global to employees of our subsidiaries, including grants of employee share-based incentive awards, based on their grant-date fair values and Liberty Global's estimates of forfeitures. We recognize the grant-date fair value of outstanding awards as a charge to operations over the vesting period. Payroll taxes incurred in connection with the vesting or exercise of Liberty Global's share-based incentive awards are recorded as a component of share-based compensation expense in our consolidated statements of operations.

We use the straight-line method to recognize share-based compensation expense for Liberty Global's outstanding share-based incentive awards to employees of our subsidiaries that do not contain a performance condition and the accelerated expense attribution method for our outstanding share awards that contain a performance condition and vest on a graded basis.

The grant date fair values for options, share appreciation rights (**SARs**) and performance-based share appreciation rights (**PSARs**) are estimated using the Black-Scholes option pricing model, and the grant-date fair values for restricted share units

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(RSUs) and performance-based restricted share units (PSUs) are based upon the closing share price of Liberty Global ordinary shares on the date of grant. Liberty Global calculates the expected life of options and SARs granted by Liberty Global to employees based on historical exercise trends. The expected volatility for Liberty Global options and SARs related to Liberty Global Shares is generally based on a combination of (i) historical volatilities of Liberty Global Shares for a period equal to the expected average life of the awards and (ii) volatilities implied from publicly-traded options for Liberty Global Shares.

For additional information regarding our share-based compensation, see note 11.

***Litigation Costs***

Legal fees and related litigation costs are expensed as incurred.

**(4) Acquisition and Common Control Transfers**

***2015 Acquisition***

On December 7, 2015, we acquired Tullamore Beta Limited, the parent of TV3, a commercial broadcaster in Ireland, for cash consideration of €80 million (£58 million at the transaction date) (the **TV3 Acquisition**). The purchase price was funded through existing liquidity.

***Common Control Transfers***

As further described in note 1, we completed the VM Ireland Acquisition in February 2015 and the VM Ireland NCI Acquisition in November 2017. We accounted for these common control transfers at carryover basis and give effect to these transactions for all periods presented.

In connection with the VM Ireland Acquisition, we (i) paid aggregate cash consideration of €1,341.3 million (£993.8 million at the transaction date) to acquire (a) the controlling interest in VM Ireland, as described in note 1, and (b) another Liberty Global's subsidiary's right to receive €634.3 million (£470.0 million at the transaction date) from a VM Ireland subsidiary pursuant to a promissory note (the **VM Ireland Note**) and (ii) received a €165.6 million (£122.7 million at the transaction date) cash payment from LG Europe 2 on the 2023 8.5% LG Europe 2 Notes Receivable (as defined and described in note 12). The cash consideration paid in connection with the VM Ireland Acquisition was recorded as a capital transaction during the first quarter of 2015. Following our February 2015 acquisition of the right to receive €634.3 million pursuant to the VM Ireland Note, the amounts receivable and payable pursuant to the VM Ireland Note eliminate in consolidation.

In connection with the VM Ireland NCI Acquisition, we acquired the remaining 35% of VM Ireland, as described in note 1, for total consideration of £268.2 million through the creation of a related-party loan from LG Europe 2. This related-party loan, including accrued interest of £0.3 million, was subsequently cash settled during the fourth quarter of 2017.

**(5) Derivative Instruments**

In general, we seek to enter into derivative instruments to protect against (i) increases in the interest rates on our variable-rate debt and (ii) foreign currency movements, particularly with respect to borrowings that are denominated in a currency other than the functional currency of the borrowing entity. In this regard, we have entered into various derivative instruments to manage interest rate exposure and foreign currency exposure with respect to the United States (U.S.) dollar (\$), the euro (€), the Indian rupee (INR) and the Philippine peso (PHP). With the exception of a limited number of our foreign currency option contracts, we do not apply hedge accounting to our derivative instruments. Accordingly, changes in the fair values of most of our derivative instruments are recorded in realized and unrealized gains or losses on derivative instruments, net, in our consolidated statements of operations.

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The following table provides details of the fair values of our derivative instrument assets and liabilities:

	December 31, 2017			December 31, 2016		
	Current	Long-term (a)	Total	Current	Long-term (a)	Total
	in millions					
Assets:						
Cross-currency and interest rate derivative contracts (b).....	£ 218.0	£ 476.8	£ 694.8	£ 80.9	£ 957.2	£ 1,038.1
Foreign currency forward and option contracts.....	0.4	—	0.4	2.0	—	2.0
Foreign currency forward contracts — related-party.....	8.5	—	8.5	12.9	9.6	22.5
Total.....	£ 226.9	£ 476.8	£ 703.7	£ 95.8	£ 966.8	£ 1,062.6
Liabilities:						
Cross-currency and interest rate derivative contracts (b).....	£ 55.2	£ 396.7	£ 451.9	£ 44.6	£ 193.7	£ 238.3
Foreign currency forward contracts — related-party.....	0.8	0.1	0.9	—	—	—
Total.....	£ 56.0	£ 396.8	£ 452.8	£ 44.6	£ 193.7	£ 238.3

- (a) Our current derivative liabilities, long-term derivative assets and liabilities are included in other current liabilities, other assets, net, and other long-term liabilities, respectively, in our consolidated balance sheets.
- (b) We consider credit risk relating to our and our counterparties' nonperformance in the fair value assessment of our derivative instruments. In all cases, the adjustments take into account offsetting liability or asset positions. The changes in the credit risk valuation adjustments associated with our cross-currency and interest rate derivative contracts resulted in a net gain of £78.3 million during 2017 and net losses of £28.5 million and £11.3 million during 2016 and 2015, respectively. These amounts are included in realized and unrealized gains (losses) on derivative instruments, net, in our consolidated statements of operations. For further information regarding our fair value measurements, see note 6.

The details of our realized and unrealized gains (losses) on derivative instruments, net, are as follows:

	Year ended December 31,		
	2017	2016	2015
	in millions		
Cross-currency and interest rate derivative contracts.....	£ (525.2)	£ 640.8	£ 249.6
Foreign currency forward contracts — related-party.....	(2.2)	15.8	(6.7)
Equity-related derivative instruments (a).....	—	9.2	10.2
Total.....	£ (527.4)	£ 665.8	£ 253.1

- (a) Equity-related derivative instruments were cash settled during 2016.

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The net cash received or paid related to our derivative instruments is classified as an operating, investing or financing activity in our consolidated statements of cash flows based on the objective of the derivative instrument and the classification of the applicable underlying cash flows. For derivative contracts that are terminated prior to maturity, the cash paid or received upon termination that relates to future periods is classified as a financing activity. The classification of these net cash inflows (outflows) is as follows:

	Year ended December 31,		
	2017	2016	2015
	in millions		
Operating activities .....	£ 45.6	£ 35.0	£ (36.9)
Financing activities .....	(0.4)	30.4	(17.9)
Total .....	£ 45.2	£ 65.4	£ (54.8)

***Counterparty Credit Risk***

We are exposed to the risk that the counterparties to our derivative instruments will default on their obligations to us. We manage these credit risks through the evaluation and monitoring of the creditworthiness of, and concentration of risk with, the respective counterparties. In this regard, credit risk associated with our derivative instruments is spread across a relatively broad counterparty base of banks and financial institutions. Collateral is generally not posted by either party under our derivative instruments.

**Details of our Derivative Instruments**

We have entered into derivative instruments under master agreements with each counterparty that contain master netting arrangements that are applicable in the event of early termination by either party to such derivative instrument. The master netting arrangements are limited to the derivative instruments and derivative related debt instruments, governed by the relevant master agreement and are independent of similar arrangements. At December 31, 2017, our exposure to counterparty credit risk included derivative assets with an aggregate fair value of £156.4 million, including certain derivative amounts classified as debt. For additional information regarding our derivative-related debt, see note 8.

Under our derivative contracts, it is generally only the non-defaulting party that has a contractual option to exercise early termination rights upon the default of the other counterparty and to set off other liabilities against sums due upon such termination. However, in an insolvency of a derivative counterparty, under the laws of certain jurisdictions, the defaulting counterparty or its insolvency representatives may be able to compel the termination of one or more derivative contracts and trigger early termination payment liabilities payable by us, reflecting any mark-to-market value of the contracts for the counterparty. Alternatively, or in addition, the insolvency laws of certain jurisdictions may require the mandatory set off of amounts due under such derivative contracts against present and future liabilities owed to us under other contracts between us and the relevant counterparty. Accordingly, it is possible that we may be subject to obligations to make payments, or may have present or future liabilities owed to us partially or fully discharged by set off as a result of such obligations, in the event of the insolvency of a derivative counterparty, even though it is the counterparty that is in default and not us. To the extent that we are required to make such payments, our ability to do so will depend on our liquidity and capital resources at the time. In an insolvency of a defaulting counterparty, we will be an unsecured creditor in respect of any amount owed to us by the defaulting counterparty, except to the extent of the value of any collateral we have obtained from that counterparty.

In addition, where a counterparty is in financial difficulty, under the laws of certain jurisdictions, the relevant regulators may be able to (i) compel the termination of one or more derivative instruments, determine the settlement amount and/or compel, without any payment, the partial or full discharge of liabilities arising from such early termination that are payable by the relevant counterparty or (ii) transfer the derivative instruments to an alternative counterparty.

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***Cross-currency Derivative Contracts***

As noted above, we are exposed to foreign currency exchange rate risk in situations where our debt is denominated in a currency other than the functional currency of the borrowing entity. Although we generally seek to match the denomination of our and our subsidiaries' borrowings with the functional currency of the borrowing entity, market conditions or other factors may cause us to enter into borrowing arrangements that are not denominated in the borrowing entity's functional currency (unmatched debt). Our policy is generally to provide for an economic hedge against foreign currency exchange rate movements by using derivative instruments to synthetically convert unmatched debt into the applicable underlying currency. At December 31, 2017, substantially all of our debt was either directly or synthetically matched to the functional currency of the borrowing entity. The following table sets forth the total notional amounts and the related weighted average remaining contractual lives of our cross-currency swap contracts at December 31, 2017:

<u>Notional amount due from counterparty</u>	<u>Notional amount due to counterparty</u>		<u>Weighted average remaining life</u>
	in millions		in years
\$	400.0	€ 339.6	5.0
\$	8,933.0	£ 5,844.3	(a) (b) 5.7
£	2,396.1	\$ 3,450.0	(a) 7.0

- (a) Includes certain derivative instruments that do not involve the exchange of notional amounts at the inception and maturity of the instruments. Accordingly, the only cash flows associated with these derivative instruments are coupon-related payments and receipts. At December 31, 2017, the total pound sterling equivalent of the notional amount of these derivative instruments was £2,747.3 million.
- (b) Includes certain derivative instruments that are "forward-starting" such that the initial exchange occurs at a date subsequent to December 31, 2017. These instruments are typically entered into in order to extend existing hedges without the need to amend existing contracts.

***Interest Rate Swap Contracts***

As noted above, we enter into interest rate swaps to protect against increases in the interest rates on our variable-rate debt. The following table sets forth the total of the notional amounts and the related weighted average remaining contractual lives of our interest rate swap contracts at December 31, 2017:

<u>Pay fixed rate (a)</u>			<u>Receive fixed rate</u>		
<u>Notional amount</u>	<u>Weighted average remaining life</u>		<u>Notional amount</u>	<u>Weighted average remaining life</u>	
in millions	in years		in millions	in years	
£ 13,484.3	4.1		£ 8,302.7	6.1	

- (a) Includes forward-starting derivative instruments.

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***Interest Rate Swap Options***

We have entered into various interest rate swap options (**swaptions**), which give us the right, but not the obligation, to enter into certain interest rate swap contracts at set dates in the future, with each such contract having a life of no more than three years. At the transaction date, the strike rate of each of these contracts was above the corresponding market rate. The following table sets forth certain information regarding our swaptions at December 31, 2017:

Notional amount in millions	Underlying swap currency	Weighted average option expiration period (a) in years	Weighted average strike rate (b)
£ 5,312.0	£	1.7	2.45%

- (a) Represents the weighted average period until the date on which we have the option to enter into the interest rate swap contracts.
- (b) Represents the weighted average interest rate that we would pay if we exercised our option to enter into the interest rate swap contracts.

***Basis Swaps***

Our basis swaps involve the exchange of attributes used to calculate our floating interest rates, including (i) the benchmark rate, (ii) the underlying currency and/or (iii) the borrowing period. We typically enter into these swaps to optimize our interest rate profile based on our current evaluations of yield curves, our risk management policies and other factors. At December 31, 2017, the pound sterling equivalent of the notional amount of these derivative instruments was £3,414.0 million and the related weighted average remaining contractual life of our interest basis swap contracts was 1.0 year.

***Interest Rate Caps***

We enter into interest rate cap agreements that lock in a maximum interest rate if variable rates rise, but also allow our company to benefit from declines in market rates. At December 31, 2017, the notional amount of our interest rate cap was £125.0 million.

***Impact of Derivative Instruments on Borrowing Costs***

Excluding forward-starting instruments and swaptions, the impact of the derivative instruments that mitigate our foreign currency and interest rate risk, as described above, was a decrease of 31 basis points to our borrowing costs as of December 31, 2017.

***Foreign Currency Forwards and Options***

We enter into foreign currency forward and option contracts with respect to non-functional currency exposure. As of December 31, 2017, the total pound sterling equivalent of the notional amount of foreign currency forward and option contracts was £7.4 million.

***Foreign Currency Forward Contracts – Related-party***

At December 31, 2017, we have £88.0 million notional amount of foreign currency forward contracts with Liberty Global Europe Financing BV (**LGE Financing**), a subsidiary of Liberty Global.

**(6) Fair Value Measurements**

We use the fair value method to account for (i) our derivative instruments and (ii) certain instruments that we classify as debt. The reported fair values of these instruments as of December 31, 2017 likely will not represent the value that will be paid or received upon the ultimate settlement or disposition of these assets and liabilities.



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U.S. GAAP provides for a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. Level 1 inputs are quoted market prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 2 inputs are inputs other than quoted market prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. Level 3 inputs are unobservable inputs for the asset or liability. We record transfers of assets or liabilities into or out of Levels 1, 2 or 3 at the beginning of the quarter during which the transfer occurred. During 2017, no such transfers were made.

All of our Level 2 inputs (interest rate futures, swap rates and certain of the inputs for our weighted average cost of capital calculations) and certain of our Level 3 inputs (forecasted volatilities and credit spreads) are obtained from pricing services. These inputs, or interpolations or extrapolations thereof, are used in our internal models to calculate, among other items, yield curves, forward interest and currency rates and weighted average cost of capital rates. In the normal course of business, we receive market value assessments from the counterparties to our derivative contracts. Although we compare these assessments to our internal valuations and investigate unexpected differences, we do not otherwise rely on counterparty quotes to determine the fair values of our derivative instruments. The midpoints of applicable bid and ask ranges generally are used as inputs for our internal valuations.

In order to manage our interest rate and foreign currency exchange risk, we have entered into (i) various derivative instruments and (ii) certain instruments that we classify as debt, as further described in notes 5 and 8, respectively. The recurring fair value measurements of these instruments are determined using discounted cash flow models. With the exception of the inputs for certain swaptions, most of the inputs to these discounted cash flow models consist of, or are derived from, observable Level 2 data for substantially the full term of these instruments. This observable data mostly includes currency rates, interest rate futures and swap rates, which are retrieved or derived from available market data. Although we may extrapolate or interpolate this data, we do not otherwise alter this data in performing our valuations. We incorporate a credit risk valuation adjustment in our fair value measurements to estimate the impact of both our own nonperformance risk and the nonperformance risk of our counterparties. Effective January 1, 2017, we incorporated a Monte Carlo based approach into our calculation of the value assigned to the risk that we or our counterparties will default on our respective derivative obligations. Previously, we used a static calculation derived from our most current mark-to-market valuation to calculate the impact of counterparty credit risk. The adoption of a Monte Carlo based approach did not have a material impact on the overall fair value of our derivative instruments. The inputs used for our credit risk valuations, including our and our counterparties' credit spreads, represent our most significant Level 3 inputs, and these inputs are used to derive the credit risk valuation adjustments with respect to these instruments. As we would not expect these parameters to have a significant impact on the valuations of these instruments, we have determined that these valuations (other than the valuations of the aforementioned swaptions) fall under Level 2 of the fair value hierarchy. Due to the lack of Level 2 inputs for the swaption valuations, we believe these valuations fall under Level 3 of the fair value hierarchy. Our credit risk valuation adjustments with respect to our cross-currency and interest rate swaps are quantified and further explained in note 5.

Fair value measurements are also used in connection with nonrecurring valuations performed in connection with impairment assessments and acquisition accounting. These nonrecurring valuations include the valuation of reporting units, customer relationship and other intangible assets and property and equipment. Unless a reporting unit has a readily determinable fair value, the valuation of reporting units is based at least in part on discounted cash flow analyses. With the exception of certain inputs for our weighted average cost of capital and discount rate calculations that are derived from pricing services, the inputs used in our discounted cash flow analyses, such as forecasts of future cash flows, are based on assumptions. The valuation of customer relationships is primarily based on an excess earnings methodology, which is a form of a discounted cash flow analysis. The excess earnings methodology requires us to estimate the specific cash flows expected from the customer relationship, considering such factors as estimated customer life, the revenue expected to be generated over the life of the customer relationship, contributory asset charges and other factors. Tangible assets are typically valued using a replacement or reproduction cost approach, considering factors such as current prices of the same or similar equipment, the age of the equipment and economic obsolescence. All of our nonrecurring valuations use significant unobservable inputs and therefore fall under Level 3 of the fair value hierarchy. We did not perform significant nonrecurring fair value measurements during 2017, 2016 or 2015.

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A summary of our assets and liabilities that are measured at fair value on a recurring basis is as follows:

<u>Description</u>	<u>December 31, 2017</u>	<u>Fair value measurements at December 31, 2017 using:</u>	
		<u>Significant other observable inputs (Level 2)</u>	<u>Significant unobservable inputs (Level 3)</u>
	<u>in millions</u>		
Assets — derivative instruments:			
Cross-currency and interest rate derivative contracts .....	£ 694.8	£ 694.5	£ 0.3
Foreign currency and forward option contracts .....	0.4	0.4	—
Foreign currency forward contracts — related-party .....	8.5	8.5	—
Total assets .....	<u>£ 703.7</u>	<u>£ 703.4</u>	<u>£ 0.3</u>
Liabilities:			
Derivative instruments:			
Cross-currency and interest rate derivative contracts ....	£ 451.9	£ 450.9	£ 1.0
Foreign currency forward contracts — related-party .....	0.9	0.9	—
Debt .....	225.4	225.4	—
Total liabilities .....	<u>£ 678.2</u>	<u>£ 677.2</u>	<u>£ 1.0</u>

<u>Description</u>	<u>December 31, 2016 (a)</u>
	<u>in millions</u>
Assets — derivative instruments:	
Cross-currency and interest rate derivative contracts .....	£ 1,038.1
Foreign currency and forward option contracts .....	2.0
Foreign currency forward contracts — related-party .....	22.5
Total assets .....	<u>£ 1,062.6</u>
Liabilities:	
Derivative instruments:	
Cross-currency and interest rate derivative contracts .....	£ 238.3
Foreign currency forward contracts — related-party .....	—
Debt .....	28.9
Total liabilities .....	<u>£ 267.2</u>

(a) At December 31, 2016, all fair value measurements used significant other observable inputs (Level 2).

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**(7) Long-lived Assets**

***Property and Equipment, Net***

The details of our property and equipment and the related accumulated depreciation are set forth below:

	Estimated useful life at <u>December 31, 2017</u>	December 31,	
		2017	2016
in millions			
Distribution systems .....	3 to 30 years	£ 7,874.4	£ 7,050.1
Customer premises equipment.....	5 years	2,080.7	1,816.4
Support equipment, buildings and land .....	3 to 50 years	1,387.4	1,208.2
		11,342.5	10,074.7
Accumulated depreciation.....		(5,134.9)	(4,110.2)
Total property and equipment, net .....		£ 6,207.6	£ 5,964.5

Depreciation expense related to our property and equipment was £1,433.9 million, £1,264.1 million and £1,193.6 million during 2017, 2016 and 2015, respectively.

At December 31, 2017 and 2016, the amount of property and equipment, net, recorded under capital leases was £59.6 million and £112.7 million, respectively. Most of these amounts relate to assets included in our support equipment, buildings and land category. Depreciation of assets under capital leases is included in depreciation and amortization in our consolidated statements of operations.

During 2017, 2016 and 2015, we recorded non-cash increases to our property and equipment related to vendor financing arrangements of £1,153.2 million, £636.9 million and £380.4 million, respectively, which exclude related VAT of £215.5 million, £111.1 million and £53.5 million, respectively, that was also financed by our vendors under these arrangements. In addition, during 2017, 2016 and 2015, we recorded non-cash increases to our property and equipment related to assets acquired under capital leases of £11.5 million, £14.3 million and £16.8 million, respectively.

Most of our property and equipment is pledged as security under our various debt instruments. For additional information, see note 8.

***Goodwill***

Changes in the carrying amount of our goodwill during 2017 are set forth below (in millions):

January 1, 2017 .....	£ 6,004.3
Acquisitions and related adjustments .....	1.9
Foreign currency translation adjustments .....	8.4
December 31, 2017 .....	£ 6,014.6

Changes in the carrying amount of our goodwill during 2016 are set forth below (in millions):

January 1, 2016 .....	£ 5,966.6
Acquisitions and related adjustments .....	10.2
Foreign currency translation adjustments .....	27.5
December 31, 2016 .....	£ 6,004.3

If, among other factors, (i) our enterprise value or Liberty Global's equity values were to decline significantly or (ii) the adverse impacts of economic, competitive, regulatory or other factors were to cause our results of operations or cash flows to be

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worse than anticipated, we could conclude in future periods that impairment charges are required in order to reduce the carrying values of our goodwill and, to a lesser extent, other long-lived assets. Any such impairment charges could be significant.

***Intangible Assets Subject to Amortization, Net***

The details of our intangible assets subject to amortization are set forth below:

	Estimated useful life at December 31, 2017	December 31, 2017			December 31, 2016		
		Gross carrying amount	Accumulated amortization	Net carrying amount	Gross carrying amount	Accumulated amortization	Net carrying amount
in millions							
Customer relationships .....	5 to 9 years	£ 2,526.0	£ (1,692.3)	£ 833.7	£ 2,527.3	£ (1,319.0)	£ 1,208.3
Other .....	5 to 20 years	18.0	(2.0)	16.0	17.3	(1.0)	16.3
		<u>£ 2,544.0</u>	<u>£ (1,694.3)</u>	<u>£ 849.7</u>	<u>£ 2,544.6</u>	<u>£ (1,320.0)</u>	<u>£ 1,224.6</u>

Amortization expense related to intangible assets with finite useful lives was £374.3 million, £386.7 million and £364.2 million during 2017, 2016 and 2015, respectively. Based on our amortizable intangible asset balances at December 31, 2017, we expect that amortization expense will be as follows for the next five years and thereafter. The pound sterling equivalents of such amortization expense amounts as of December 31, 2017 are presented below (in millions):

2018 .....	£ 374.3
2019 .....	354.7
2020 .....	78.8
2021 .....	27.6
2022 .....	1.6
Thereafter.....	12.7
Total.....	<u>£ 849.7</u>

**(8) Debt and Capital Lease Obligations**

The pound sterling equivalents of the components of our consolidated third-party debt are as follows:

	December 31, 2017		Estimated fair value (b)		Principal amount		
	Weighted average interest rate (a)	Unused borrowing capacity	December 31,		December 31,		
			2017	2016	2017	2016	
in millions							
VM Notes.....	5.54%	—	£ 7,385.0	£ 7,542.3	£ 7,073.2	£ 7,323.5	
VM Credit Facilities .....	3.77%	(c)	3,461.6	3,670.7	3,457.6	3,649.6	
Vendor financing (d).....	4.32%	—	1,814.8	976.0	1,814.8	976.0	
Other (e).....	2.75%	—	385.0	122.9	386.2	122.9	
Total third-party debt before deferred financing costs, discounts and premiums .....	4.80%	£ —	£ 13,046.4	£ 12,311.9	£ 12,731.8	£ 12,072.0	

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The following table provides a reconciliation of total third-party debt before deferred financing costs, discounts and premiums to total debt and capital lease obligations:

	December 31,	
	2017	2016
in millions		
Total third-party debt before deferred financing costs, discounts and premiums.....	£ 12,731.8	£ 12,072.0
Deferred financing costs, discounts and premiums, net .....	(48.6)	(74.8)
Total carrying amount of third-party debt .....	12,683.2	11,997.2
Capital lease obligations .....	58.4	73.9
Total third-party debt and capital lease obligations .....	12,741.6	12,071.1
Related-party debt (note 12) .....	56.9	45.7
Total debt and capital lease obligations .....	12,798.5	12,116.8
Current maturities of debt and capital lease obligations .....	(1,845.1)	(1,095.1)
Long-term debt and capital lease obligations .....	£ 10,953.4	£ 11,021.7

- (a) Represents the weighted average interest rate in effect at December 31, 2017 for all borrowings outstanding pursuant to each debt instrument, including any applicable margin. The interest rates presented represent stated rates and do not include the impact of derivative instruments, deferred financing costs, original issue premiums or discounts and commitment fees, all of which affect our overall cost of borrowing. Including the effects of derivative instruments, original issue premiums or discounts and commitment fees, but excluding the impact of deferred financing costs, the weighted average interest rate on our aggregate third-party variable- and fixed-rate indebtedness was 4.65% at December 31, 2017. For information regarding our derivative instruments, see note 5.
- (b) The estimated fair values of our debt instruments are generally determined using the average of applicable bid and ask prices (mostly Level 1 of the fair value hierarchy) or, when quoted market prices are unavailable or not considered indicative of fair value, discounted cash flow models (mostly Level 2 of the fair value hierarchy). The discount rates used in the cash flow models are based on the market interest rates and estimated credit spreads of the applicable entity, to the extent available, and other relevant factors. For additional information regarding fair value hierarchies, see note 6.
- (c) Unused borrowing capacity under the VM Credit Facilities relates to a multi-currency revolving facility (the **VM Revolving Facility**) with maximum borrowing capacity equivalent to £675.0 million. As of December 31, 2017, there were no amounts outstanding. Unused borrowing capacity represents the maximum availability under the VM Credit Facilities at December 31, 2017 without regard to covenant compliance calculations or other conditions precedent to borrowing. At December 31, 2017, based on the applicable leverage covenants, the full amount of unused borrowing capacity was available to be borrowed. When the relevant December 31, 2017 compliance reporting requirements have been completed, and assuming no changes from December 31, 2017 borrowing levels, we anticipate that the full amount of unused borrowing capacity will continue to be available. In addition to these limitations, the debt instruments of our subsidiaries contain restricted payment tests that limit the amount that can be loaned or distributed to certain Virgin Media subsidiaries and ultimately to Virgin Media. At December 31, 2017, based on the applicable restricted payment tests, the full amount of unused borrowing capacity was available to be loaned or distributed by the borrowers of the VM Credit Facilities. When the relevant December 31, 2017 compliance reporting requirements have been completed, and assuming no changes from December 31, 2017 borrowing levels, we anticipate that the full amount of unused borrowing capacity will continue to be available to be loaned or distributed by the borrowers of the VM Credit Facilities.
- (d) Represents amounts owed pursuant to interest-bearing vendor financing arrangements that are used to finance certain of our property and equipment additions and, to a lesser extent, certain of our operating expenses. These obligations are generally due within one year and include VAT that was paid on our behalf by the vendor. Repayments of vendor financing obligations are included in repayments and repurchases of third-party debt and capital lease obligations in our consolidated statements of cash flows.

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- (e) Represents amounts including certain derivative-related borrowing instruments that mature between 2019 and 2025, including £225.4 million and £28.9 million at December 31, 2017 and December 31, 2016, respectively, that are carried at fair value. The fair value of this debt has been reduced by credit risk valuation adjustments resulting in net gains of £6.5 million and £3.5 million during 2017 and 2016, respectively, which are included in realized and unrealized losses due to changes in fair values of certain debt, net, in our consolidated statement of operations. For further information regarding our fair value measurements, see note 6. In addition, amounts include debt collateralized by certain trade receivables of our company of £119.0 million and £94.0 million at December 31, 2017 and December 31, 2016, respectively.

***General Information***

*Credit Facilities.* We have entered into a senior secured credit facility agreement with certain financial institutions and a senior credit facility agreement with Virgin Media Receivables Financing Company (as defined and described below) (the "**credit facilities**"). Our credit facilities contain certain covenants and restrictions, the more notable of which are as follows:

- Our credit facilities contain certain consolidated net leverage ratios, as specified in the relevant credit facility, which are required to be complied with (i) on an incurrence basis and/or (ii) in respect of the senior secured credit facilities, when the associated revolving credit facilities have been drawn beyond a specified percentage of the total available revolving credit commitments, on a maintenance basis;
- Subject to certain customary and agreed exceptions, our credit facilities contain certain restrictions which, among other things, restrict our ability to (i) incur or guarantee certain financial indebtedness, (ii) make certain disposals and acquisitions, (iii) create certain security interests over our assets, and (iv) make certain restricted payments to our direct and/or indirect parent companies through dividends, loans or other distributions;
- Our credit facilities require that certain subsidiaries of Virgin Media (i) guarantee the payment of all sums payable under the relevant credit facility and (ii) with the exception of our senior credit facility, grant first-ranking security over substantially all of our assets to secure the payment of all sums payable thereunder;
- In addition to certain mandatory prepayment events, the instructing group of lenders under our senior secured credit facilities, under certain circumstances, may cancel the group's commitments thereunder and declare the applicable loan (s) thereunder due and payable after the notice period following the occurrence of a change of control (as specified in the senior secured credit facility);
- In addition to certain mandatory prepayment events, the individual lender under our senior credit facility, under certain circumstances, may cancel its commitments thereunder and declare the applicable loan thereunder due and payable at a price of 101% after the notice period following the occurrence of a change of control (as specified in the senior credit facility);
- Our credit facilities contain certain customary events of default, the occurrence of which, subject to certain exceptions, materiality qualifications and cure rights, would allow the instructing group of lenders to (i) cancel the total commitments, (ii) declare that all or part of the loan(s) be payable on demand and/or (iii) accelerate all outstanding loan(s) and terminate their commitments thereunder;
- Our credit facilities require that we observe certain affirmative and negative undertakings and covenants, which are subject to certain materiality qualifications and other customary and agreed exceptions;
- In addition to customary default provisions, our senior secured credit facilities include cross-default provisions with respect to our other indebtedness, subject to agreed minimum thresholds and other customary and agreed exceptions; and
- Our senior credit facility provides that any failure to pay principal prior to expiration of any applicable grace period, or any acceleration with respect to other indebtedness of the borrower or certain subsidiaries, over agreed minimum thresholds (as specified under the senior credit facility), is an event of default under the senior credit facility.

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*Senior and Senior Secured Notes.* Virgin Media Finance PLC (**Virgin Media Finance**) and Virgin Media Secured Finance PLC (**Virgin Media Secured Finance**), each a wholly-owned subsidiary of Virgin Media, have issued certain senior and senior secured notes, respectively. In general, our senior and senior secured notes (i) are senior obligations of each respective issuer that rank equally with all of the existing and future senior debt of such issuer and are senior to all existing and future subordinated debt of such issuer, (ii) contain, in most instances, certain guarantees from Virgin Media and certain other subsidiaries of Virgin Media (as specified in the applicable indenture) and (iii) with respect to our senior secured notes, are secured by certain pledges or liens over the assets and/or shares of our subsidiaries. In addition, the indentures governing our senior and senior secured notes contain certain covenants, the more notable of which are as follows:

- Our notes contain certain customary incurrence-based covenants. In addition, our notes provide that any failure to pay principal prior to expiration of any applicable grace period, or any acceleration with respect to other indebtedness of the issuer or certain subsidiaries, over agreed minimum thresholds (as specified under the applicable indenture), is an event of default under the respective notes;
- Subject to certain customary and agreed exceptions, our notes contain certain restrictions that, among other things, restrict our ability to (i) incur or guarantee certain financial indebtedness, (ii) make certain disposals and acquisitions, (iii) create certain security interests over our assets and (iv) make certain restricted payments to our direct and/or indirect parent companies through dividends, loans or other distributions;
- If the relevant issuer or certain of its subsidiaries (as specified in the applicable indenture) sell certain assets, such issuer must, subject to certain customary and agreed exceptions, offer to repurchase the applicable notes at par, or if a change of control (as specified in the applicable indenture) occurs, such issuer must offer to repurchase all of the relevant notes at a redemption price of 101%; and
- Our senior secured notes contain certain early redemption provisions including, for certain senior secured notes, the ability to, during each 12-month period commencing on the issue date for such notes until the applicable call date (**Call Date**), redeem up to 10% of the principal amount of the notes at a redemption price equal to 103% of the principal amount of the notes to be redeemed plus accrued and unpaid interest.

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**VM Notes**

The details of the outstanding notes of Virgin Media as of December 31, 2017 are summarized in the following table:

VM Notes	Maturity	Interest rate	Original issue amount	Outstanding principal amount		Estimated fair value	Carrying value (a)
				Borrowing currency	Pound sterling equivalent		
					in millions		
VM Senior Notes:							
2022 VM Senior Notes:							
2022 VM 4.875% Dollar Senior Notes.....	February 15, 2022	4.875%	\$ 118.7	\$ 118.7	£ 87.7	£ 86.9	£ 88.0
2022 VM 5.25% Dollar Senior Notes.....	February 15, 2022	5.250%	\$ 95.0	\$ 95.0	70.2	68.9	70.6
2022 VM Sterling Senior Notes .....	February 15, 2022	5.125%	£ 44.1	£ 44.1	44.1	44.4	44.3
2023 VM Senior Notes:							
2023 VM Dollar Senior Notes.....	April 15, 2023	6.375%	\$ 530.0	\$ 530.0	391.9	406.2	387.6
2023 VM Sterling Senior Notes .....	April 15, 2023	7.000%	£ 250.0	£ 250.0	250.0	262.8	247.3
2024 VM Senior Notes:							
2024 VM Dollar Senior Notes.....	October 15, 2024	6.000%	\$ 500.0	\$ 500.0	369.7	380.4	366.8
2024 VM Sterling Senior Notes .....	October 15, 2024	6.375%	£ 300.0	£ 300.0	300.0	322.3	298.1
2025 VM Senior Notes:							
2025 VM Dollar Senior Notes.....	January 15, 2025	5.750%	\$ 400.0	\$ 400.0	295.8	300.5	293.5
2025 VM Euro Senior Notes .....	January 15, 2025	4.500%	€ 460.0	€ 460.0	408.9	428.3	404.9
VM Senior Secured Notes:							
January 2021 VM Senior Secured Notes:							
January 2021 VM Sterling Senior Secured Notes.....	January 15, 2021	5.500%	£ 628.4	£ 107.1	107.1	120.1	106.8
January 2021 VM Dollar Senior Secured Notes.....	January 15, 2021	5.250%	\$ 447.9	\$ 447.9	331.2	349.5	335.7
2025 VM Senior Secured Notes:							
2025 VM 6.0% Sterling Senior Secured Notes (b) .....	January 15, 2025	6.000%	£ 521.3	£ 521.3	521.3	597.4	525.8
2025 VM 5.5% Sterling Senior Secured Notes.....	January 15, 2025	5.500%	£ 430.0	£ 387.0	387.0	402.6	385.6
2025 VM 5.125% Sterling Senior Secured Notes.....	January 15, 2025	5.125%	£ 300.0	£ 300.0	300.0	313.4	297.6
2025 VM Dollar Senior Secured Notes.....	January 15, 2025	5.500%	\$ 425.0	\$ 425.0	314.3	323.8	313.2
2026 VM Senior Secured Notes:							
2026 VM 5.25% Dollar Senior Secured Notes.....	January 15, 2026	5.250%	\$ 1,000.0	\$ 1,000.0	739.4	754.0	740.8
2026 VM 5.5% Dollar Senior Secured Notes.....	August 15, 2026	5.500%	\$ 750.0	\$ 750.0	554.6	569.9	549.8
2027 Senior Secured Notes:							
2027 VM 4.875% Sterling Senior Secured Notes.....	January 15, 2027	4.875%	£ 525.0	£ 525.0	525.0	536.1	523.2
2027 VM 5.0% Sterling Senior Secured Notes.....	April 15, 2027	5.000%	£ 675.0	£ 675.0	675.0	687.3	671.2
2029 VM Sterling Senior Secured Notes .....	March 28, 2029	6.250%	£ 400.0	£ 400.0	400.0	430.2	400.7
Total .....					£ 7,073.2	£ 7,385.0	£ 7,051.5



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- (a) Amounts include the impact of premiums, including amounts recorded in connection with the acquisition accounting for Virgin Media, discounts and deferred financing costs, where applicable.
- (b) Interest on the 2025 VM 6.0% Sterling Senior Secured Notes initially accrues at a rate of 6.0% up to January 15, 2021 and at a rate of 11.0% thereafter. In light of these terms, the maturity table included at the end of this note assumes that the 2025 VM 6.0% Sterling Senior Secured Notes will be repaid in 2021.

Subject to the circumstances described below, the VM Notes are non-callable prior to the Call Date as presented in the below table. At any time prior to the respective Call Date, Virgin Media may redeem some or all of the applicable notes by paying a “make-whole” premium, which is the present value of all remaining scheduled interest payments to the applicable Call Date using the discount rate (as specified in the applicable indenture) as of the redemption date plus 50 basis points (25 basis points in the case of the January 2021 VM Senior Secured Notes).

<u>VM Notes</u>	<u>Call Date</u>
2022 VM Senior Notes .....	(a)
2023 VM Senior Notes .....	April 15, 2018
2024 VM Senior Notes .....	October 15, 2019
2025 VM Senior Notes .....	January 15, 2020
January 2021 VM Senior Secured Notes .....	(a)
2025 VM 6.0% Sterling Senior Secured Notes .....	January 15, 2021
2025 VM 5.5% Sterling Senior Secured Notes .....	January 15, 2019
2025 VM 5.125% Sterling Senior Secured Notes .....	January 15, 2020
2025 VM Dollar Senior Secured Notes .....	January 15, 2019
2026 VM 5.25% Dollar Senior Secured Notes .....	January 15, 2020
2026 VM 5.5% Dollar Senior Secured Notes .....	August 15, 2021
2027 VM 4.875% Sterling Senior Secured Notes .....	January 15, 2021
2027 VM 5.0% Sterling Senior Secured Notes .....	April 15, 2022
2029 VM Sterling Senior Secured Notes .....	January 15, 2021

- (a) The 2022 VM Senior Notes and the January 2021 VM Senior Secured Notes are non-callable. At any time prior to maturity, some or all of these notes may be redeemed by paying a “make-whole” premium, which is the present value of all remaining scheduled interest payments to the respective maturity date.

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Virgin Media may redeem some or all of the VM Senior Notes and the VM Senior Secured Notes (with the exception of the 2022 VM Senior Notes and the January 2021 VM Senior Secured Notes) at the following redemption prices (expressed as a percentage of the principal amount) plus accrued and unpaid interest and additional amounts (as specified in the applicable indenture), if any, to the applicable redemption date, as set forth below:

	<b>Redemption price</b>						
	<b>2023 VM Dollar Senior Notes</b>	<b>2023 VM Sterling Senior Notes</b>	<b>2024 VM Dollar Senior Notes</b>	<b>2024 VM Sterling Senior Notes</b>	<b>2025 VM Dollar Senior Notes</b>	<b>2025 VM Euro Senior Notes</b>	<b>2025 VM 6.0% Sterling Senior Secured Notes</b>
12-month period commencing .....	April 15	April 15	October 15	October 15	January 15	January 15	January 15
2018.....	103.188%	103.500%	N.A.	N.A.	N.A.	N.A.	N.A.
2019.....	102.125%	102.333%	103.000%	103.188%	N.A.	N.A.	N.A.
2020.....	101.063%	101.167%	102.000%	102.125%	102.875%	102.250%	N.A.
2021.....	100.000%	100.000%	101.000%	101.063%	101.917%	101.500%	105.000%
2022.....	100.000%	100.000%	100.000%	100.000%	100.958%	100.750%	102.500%
2023.....	N.A.	N.A.	100.000%	100.000%	100.000%	100.000%	100.000%
2024.....	N.A.	N.A.	N.A.	N.A.	100.000%	100.000%	100.000%
2025 and thereafter.....	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.

	<b>Redemption price</b>							
	<b>2025 VM 5.5% Sterling Senior Secured Notes</b>	<b>2025 VM 5.125% Sterling Senior Secured Notes</b>	<b>2025 VM Dollar Senior Secured Notes</b>	<b>2026 VM 5.25% Dollar Senior Secured Notes</b>	<b>2026 VM 5.5% Dollar Senior Secured Notes</b>	<b>2027 VM 4.875% Sterling Senior Secured Notes</b>	<b>2027 VM 5.0% Sterling Senior Secured Notes</b>	<b>2029 VM Sterling Senior Secured Notes</b>
12-month period commencing .....	January 15	January 15	January 15	January 15	August 15	January 15	April 15	January 15
2018 .....	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
2019 .....	102.750%	N.A.	102.750%	N.A.	N.A.	N.A.	N.A.	N.A.
2020 .....	101.833%	102.563%	101.833%	102.625%	N.A.	N.A.	N.A.	N.A.
2021 .....	100.000%	101.708%	100.000%	101.313%	102.750%	102.438%	N.A.	103.125%
2022 .....	100.000%	100.854%	100.000%	100.656%	101.375%	101.219%	102.500%	102.083%
2023 .....	100.000%	100.000%	100.000%	100.000%	100.688%	100.609%	101.250%	101.042%
2024 .....	100.000%	100.000%	100.000%	100.000%	100.000%	100.000%	100.625%	100.000%
2025 and thereafter .....	N.A.	N.A.	N.A.	100.000%	100.000%	100.000%	100.000%	100.000%

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**VM Credit Facilities**

The VM Credit Facilities are the senior and senior secured credit facilities of certain subsidiaries of Virgin Media. The details of our borrowings under the VM Credit Facilities as of December 31, 2017 are summarized in the following table:

VM Credit Facilities	Maturity	Interest rate	Facility amount (in borrowing currency)	Outstanding principal amount	Unused borrowing capacity	Carrying value (a)
in millions						
Senior Secured Facilities:						
K (b).....	January 15, 2026	LIBOR + 2.50%	\$ 3,400.0	£ 2,514.0	£ —	£ 2,494.2
L (b).....	January 15, 2027	LIBOR +3.25%	£ 400.0	400.0	—	396.1
M (b).....	November 15, 2027	LIBOR +3.25%	£ 500.0	500.0	—	493.3
VM Revolving Facility (c).....	December 31, 2021	LIBOR +2.75%	(c)	—	675.0	—
Total Senior Secured Facilities .....				3,414.0	675.0	3,383.6
Senior Facility:						
VM Financing Facility (d).....	September 15, 2024	5.55%	—	43.6	—	43.6
Total.....				£ 3,457.6	£ 675.0	£ 3,427.2

- (a) Amounts are net of discounts and deferred financing costs, where applicable.
- (b) VM Facility K, VM Facility L, VM Facility M are each subject to a LIBOR floor of 0.00%.
- (c) The VM Revolving Facility is a multi-currency revolving facility with a maximum borrowing capacity equivalent to £675.0 million and has a fee on unused commitments of 1.1% per year. In February 2018, the VM Revolving Facility was amended and split into two revolving facilities. VM Revolving Facility A is a multi-currency revolving facility with a maximum borrowing capacity equivalent to £75.0 million and matures on December 31, 2021 and VM Revolving Facility B is a multi-currency revolving facility with a maximum borrowing capacity equivalent to £600.0 million and matures on January 15, 2024. All other terms from the existing VM Revolving Facility will continue to apply to the new revolving facilities.
- (d) Virgin Media Receivables Financing Notes I Designated Activity Company (**Virgin Media Receivables Financing Company**), a third-party special purpose financing entity that is not consolidated by Virgin Media or Liberty Global, issues, from time to time, certain notes (the **VM Receivables Financing Notes**). The net proceeds from the VM Receivables Financing Notes are used to purchase certain vendor financed receivables of Virgin Media and its subsidiaries from various third parties. To the extent that the proceeds from the VM Receivables Financing Notes exceed the amount of vendor financed receivables available to be purchased, the excess proceeds are used to fund an excess cash facility (the **VM Financing Facility**) under a new credit facility of Virgin Media. Virgin Media Receivables Financing Company can request the VM Financing Facility be repaid by Virgin Media as additional vendor financed receivables become available for purchase.

**2017 Refinancing Transactions**

In January 2017, we issued the 2027 VM 5.0% Senior Secured Notes. The net proceeds from the 2027 VM 5.0% Senior Secured Notes were used to redeem in full the £640.0 million outstanding principal amount under the April 2021 VM Sterling Senior Secured Notes. In connection with these transactions, we recognized a loss on debt modification and extinguishment, net, of £31.9 million. This loss includes (i) the payment of £26.0 million of redemption premiums and (ii) the write-off of £5.9 million of unamortized discount and deferred financing costs.

In February 2017, we launched an offer (the **Exchange Offer**) to exchange the January 2021 VM Sterling Senior Secured Notes for the 2025 VM 6.0% Sterling Senior Secured Notes. The Exchange Offer was consummated on March 21, 2017 and £521.3 million aggregate principal amount of the January 2021 VM Sterling Senior Secured Notes was exchanged for £521.3 million

**VIRGIN MEDIA INC.**  
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aggregate principal amount of the 2025 VM 6.0% Sterling Senior Secured Notes. The January 2021 VM Sterling Senior Secured Notes were exchanged for the 2025 VM 6.0% Sterling Senior Secured Notes in a non-cash transaction, other than the payment of accrued and unpaid interest on the exchanged January 2021 VM Sterling Senior Secured Notes. In connection with these transactions, we recognized a gain on debt modification and extinguishment, net, of £4.6 million. This gain includes (i) the write-off of £5.7 million of unamortized premiums and (ii) the payment of £1.1 million of third-party costs.

In February 2017, we entered into a new £865.0 million term loan facility (**VM Facility J**). The net proceeds from VM Facility J were used to prepay in full the £849.4 million outstanding principal amount under VM Facility E. In connection with these transactions, we recognized a loss on debt modification and extinguishment, net, of £1.9 million related to the write-off of unamortized discounts and deferred financing costs.

In November 2017, we entered into (i) VM Facility K, (ii) VM Facility L and (iii) VM Facility M. The net proceeds from VM Facility K, VM Facility L and VM Facility M were used to prepay in full (a) the \$3,400.0 million (£2,514.0 million) outstanding principal amount under VM Facility I and (b) the £865.0 million outstanding principal amount under VM Facility J. In connection with these transactions, we recognized a loss on debt modification and extinguishment, net, of £23.4 million related to the write-off of unamortized discounts and deferred financing costs.

***2016 and 2015 Refinancing Transactions***

During 2016 and 2015, we completed a number of refinancing transactions that generally resulted in lower interest rates and extended maturities. In connection with these transactions, we recognized losses on debt modification and extinguishment, net, of £62.9 million and £29.4 million, respectively. These losses include (i) the payment of redemption premiums of £42.2 million and £6.6 million, respectively, (ii) the write-off of unamortized discounts and deferred financing costs of £20.7 million and £22.3 million, respectively, and (iii) the payment of third-party costs of £0.5 million in 2015.

***Maturities of Debt and Capital Lease Obligations***

The pound sterling equivalents of the maturities of our debt and capital lease obligations as of December 31, 2017 are presented below:

	<u>Third-party debt</u>	<u>Related-party debt</u>	<u>Capital lease obligations</u>	<u>Total</u>
	in millions			
Year ending December 31:				
2018 .....	£ 1,834.2	£ —	£ 14.5	£ 1,848.7
2019 .....	94.4	—	7.7	102.1
2020 .....	67.6	—	5.4	73.0
2021 .....	1,010.5	56.9	5.5	1,072.9
2022 .....	296.0	—	6.5	302.5
Thereafter .....	9,429.1	—	134.6	9,563.7
Total debt maturities .....	<u>12,731.8</u>	<u>56.9</u>	<u>174.2</u>	<u>12,962.9</u>
Deferred financing costs, discounts and premiums, net .....	(48.6)	—	—	(48.6)
Amounts representing interest .....	—	—	(115.8)	(115.8)
Total .....	<u>£ 12,683.2</u>	<u>£ 56.9</u>	<u>£ 58.4</u>	<u>£ 12,798.5</u>
Current portion .....	<u>£ 1,834.2</u>	<u>£ —</u>	<u>£ 10.9</u>	<u>£ 1,845.1</u>
Noncurrent portion .....	<u>£ 10,849.0</u>	<u>£ 56.9</u>	<u>£ 47.5</u>	<u>£ 10,953.4</u>

***Non-cash Refinancing Transactions***

During 2017, 2016 and 2015, certain of our refinancing transactions included non-cash borrowings and repayments of debt aggregating £3,966.5 million, nil and £1,205.3 million, respectively.

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**(9) Income Taxes**

Virgin Media files its primary income tax return in the U.S. Our subsidiaries file income tax returns in the U.S., the U.K. and Ireland. The income taxes of Virgin Media and its subsidiaries are presented on a separate return basis for each tax-paying entity or group.

The components of our earnings (loss) before income taxes are as follows:

	Year ended December 31,		
	2017	2016	2015
	in millions		
U.S. ....	£ (23.6)	£ (32.8)	£ (14.0)
U.K. ....	(69.3)	(247.3)	89.5
Ireland.....	(15.5)	(19.3)	(16.2)
Total.....	£ (108.4)	£ (299.4)	£ 59.3

Income tax benefit (expense) consists of:

	Current			Deferred			Total		
	in millions								
Year ended December 31, 2017:									
U.S. (a) .....	£ 5.6	£ (16.0)	£ (10.4)						
U.K. ....	(1.9)	33.8	31.9						
Ireland .....	—	—	—						
Total.....	£ 3.7	£ 17.8	£ 21.5						
Year ended December 31, 2016:									
U.S. (a) .....	£ 0.2	£ 52.4	£ 52.6						
U.K. ....	(1.9)	(37.4)	(39.3)						
Ireland .....	0.2	0.3	0.5						
Total.....	£ (1.5)	£ 15.3	£ 13.8						
Year ended December 31, 2015:									
U.S. (a) .....	£ (2.4)	£ 8.3	£ 5.9						
U.K. ....	(0.5)	(206.4)	(206.9)						
Ireland .....	(0.2)	—	(0.2)						
Total.....	£ (3.1)	£ (198.1)	£ (201.2)						

(a) Includes federal and state income taxes. Our U.S. state income taxes were not material during any of the years presented.

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Income tax benefit (expense) attributable to our earnings (loss) before income taxes differs from the amounts computed using the U.S. federal income tax rate of 35.0%, as a result of the following factors:

	Year ended December 31,		
	2017	2016	2015
	in millions		
Computed “expected” tax benefit (expense) .....	£ 37.9	£ 104.8	£ (20.8)
Basis and other differences in the treatment of items associated with investments in subsidiaries .....	(24.1)	(17.8)	(30.7)
International rate differences (a).....	(21.7)	(45.1)	11.8
Non-deductible or non-taxable foreign currency exchange results .....	10.5	(1.3)	—
Enacted tax law and rate changes (b) .....	7.6	(102.8)	(188.1)
Non-deductible or non-taxable interest and other expenses.....	6.4	10.1	—
Change in valuation allowances .....	(3.8)	54.0	24.4
Other, net .....	8.7	11.9	2.2
Total income tax benefit (expense).....	£ 21.5	£ 13.8	£ (201.2)

- (a) Amounts reflect statutory rates in the U.K. and Ireland, which are lower than the U.S. federal income tax rate.
- (b) On December 22, 2017, the U.S. corporate income tax rate was reduced from 35% to 21% effective January 1, 2018. Substantially all of the impacts of the U.S. tax rate changes on our deferred tax balances were recorded during the fourth quarter of 2017. During 2015, the U.K. enacted legislation that provided for reductions in the corporate income tax rate from 20.0% to 19.0% in April 2017 and from 19.0% to 18.0% in April 2020. Substantially all of the impacts of these rate changes on our deferred tax balances were recorded in the fourth quarter of 2015 when the change in law was enacted. During the third quarter of 2016, the U.K. enacted legislation that will further reduce the corporate income tax rate in April 2020 from 18.0% to 17.0%. Substantially all of the impact of this rate change on our deferred tax balances was recorded during the third quarter of 2016.

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Our net deferred tax assets were £1,432.4 million and £1,437.3 million at December 31, 2017 and December 31, 2016, respectively.

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities are presented below:

	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
	<b>in millions</b>	
Deferred tax assets:		
Capital and net operating loss carryforwards .....	£ 2,344.0	£ 2,536.2
Property and equipment, net .....	1,486.7	1,554.8
Debt .....	—	95.2
Other future deductible amounts .....	47.6	43.9
Deferred tax assets .....	3,878.3	4,230.1
Valuation allowance .....	(2,252.7)	(2,519.6)
Deferred tax assets, net of valuation allowance .....	1,625.6	1,710.5
Deferred tax liabilities:		
Intangible assets .....	(158.5)	(230.9)
Property and equipment, net .....	(14.1)	(13.4)
Other future taxable amounts .....	(20.6)	(28.9)
Deferred tax liabilities .....	(193.2)	(273.2)
Net deferred tax asset .....	£ 1,432.4	£ 1,437.3

Our deferred income tax valuation allowance decreased £266.9 million in 2017. This decrease reflects the net effect of (i) decreases associated with reduction in deferred tax assets, (ii) foreign currency translation adjustments, (iii) enacted tax law and (iv) net tax expense of £3.8 million.

At December 31, 2017 and 2016, we had property and equipment on which future U.K. tax deductions can be claimed of £14.2 billion and £14.5 billion, respectively. The maximum amount of these “capital allowances” that can be claimed in any one year is 18% of the remaining balance, after additions, disposals and prior claims. The tax effects of the excess of these capital allowances over the related financial reporting bases are included in the 2017 and 2016 deferred tax assets related to property and equipment, net, in the above table.

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The significant components of our capital and net operating loss carryforwards and related tax assets at December 31, 2017 are as follows:

<u>Country</u>	<u>Capital and net operating loss carryforwards</u>	<u>Related tax asset</u>	<u>Expiration date</u>
	in millions		
U.K.			
Amount attributable to capital losses.....	£ 12,102.9	£ 2,057.5	Indefinite
Amount attributable to net operating losses (a).....	930.0	158.1	Indefinite
U.S.....	301.0	63.2	2033 onwards
Ireland .....	522.0	65.2	Indefinite
Total.....	<u>£ 13,855.9</u>	<u>£ 2,344.0</u>	

(a) This amount includes only the tax loss carryforwards generated by our U.K. subsidiaries. Our U.K. subsidiaries are within the same U.K. tax group as our ultimate parent company, Liberty Global, and its U.K. subsidiaries. U.K. tax law permits the surrendering, without cash payment, of tax losses between entities within the same tax group. During the year ended December 31, 2017, tax losses with an aggregate tax effect of £32.3 million were surrendered to Liberty Global and its U.K. subsidiaries outside of Virgin Media from our U.K. subsidiaries. These surrendered tax assets are reflected as a decrease to additional paid-in capital in our consolidated statement of owner's equity.

The use of our tax loss carryforwards within each tax jurisdiction (both capital and ordinary losses) is limited. Certain tax jurisdictions limit the ability to offset taxable income of a separate company or different tax group with the tax losses associated with another separate company or group. Most of the tax loss carryforwards shown in the above table are not expected to be realized.

We have taxable outside basis differences on certain investments in non-U.S. subsidiaries. For this purpose, the outside basis difference is any difference between the aggregate tax basis in the equity of a consolidated subsidiary and the corresponding amount of the subsidiary's net equity, including cumulative translation adjustments, as determined for financial reporting purposes. This outside basis difference does not include unremitted earnings. At December 31, 2017, we have not provided deferred tax liabilities on an estimated £5.1 billion of cumulative temporary differences on the outside bases of non-U.S. entities.

Through our subsidiaries, we maintain a significant presence in the U.K. The U.K. maintains a highly complex tax regime that differs significantly from the system of income taxation used in the U.S. We have accounted for the effect of foreign taxes based on what we believe is reasonably expected to apply to us and our subsidiaries based on tax laws currently in effect and reasonable interpretations of these laws.

We comply with taxation legislation and are subject to audit by tax authorities in all jurisdictions in which we operate. Although we expect that the tax amounts presented are reasonable, there is no assurance that the final determination of tax audits or tax disputes will not be different from what is reflected in our recorded income tax provisions.

The 2017 U.S. Tax Act could have a material impact on our income tax expense. In addition to lowering the U.S. corporate tax rate from 35% to 21% effective January 1, 2018, the 2017 U.S. Tax Act contains significant changes to the U.S. income tax regime, including changes to the formation and use of net operating losses incurred after December 31, 2017, changes to the income tax deductibility of certain business expenses, including interest expense and compensation paid to certain executive officers, the imposition of taxes on a one-time deemed mandatory repatriation of earnings and profits of foreign corporations (the **Mandatory Repatriation Tax**) and a new tax on global intangible low-taxed income (the **GILTI Tax**).

With regard to the change in the corporate tax rate, we recorded the impacts of applying the new 21% tax rate to the net deferred tax assets and deferred tax liabilities associated with our U.S. operations during the fourth quarter of 2017. The impact of this change was not material.



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The Mandatory Repatriation Tax requires that the aggregate post-1986 earnings and profits of our foreign corporations be included in our U.S. taxable income. The one-time repatriation of undistributed foreign earnings and profits is then taxed at a rate of 15.5% for cash earnings and 8% for non-cash earnings, both as defined in the 2017 U.S. Tax Act. Given the amount of information we are required to gather and analyze and the complexity involved in applying the new tax laws in our circumstances, we are currently unable to make a reasonable estimate of any Mandatory Repatriation Tax that we may ultimately incur. Accordingly, we have not yet recorded a Mandatory Repatriation Tax liability in our consolidated financial statements. If we ultimately conclude that we are responsible for a Mandatory Repatriation Tax, our effective tax rate will be negatively affected. Any such Mandatory Repatriation Tax could be material. Our evaluation of these amounts will be finalized during 2018.

The GILTI Tax will require U.S. entities that are shareholders in foreign corporations to include in their taxable income for each year beginning after December 31, 2017, their pro rata share of global intangible low-taxed income. The GILTI Tax is calculated as the excess of the net foreign corporation income over a deemed return.

We and our subsidiaries file consolidated and standalone income tax returns in the U.S., the U.K. and Ireland. In the normal course of business, our income tax filings are subject to review by various taxing authorities. In connection with such reviews, disputes could arise with the taxing authorities over the interpretation or application of certain income tax rules related to our business in that tax jurisdiction. Such disputes may result in future tax and interest and penalty assessments by these taxing authorities. The ultimate resolution of tax contingencies will take place upon the earlier of (i) the settlement date with the applicable taxing authorities in either cash or agreement of income tax positions or (ii) the date when the tax authorities are statutorily prohibited from adjusting the company's tax computations.

Tax returns filed by our company or our subsidiaries for years prior to 2014 are no longer subject to examination by tax authorities.

The changes in our unrecognized tax benefits are summarized below:

	<b>Year ended December 31,</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
	<b>in millions</b>		
Balance at beginning of period.....	£ 17.3	£ 13.8	£ 8.2
Reductions for tax positions of prior years.....	(4.2)	(1.7)	—
Additions based on tax positions related to the current year .....	89.8	3.3	5.1
Foreign currency translation .....	(2.6)	2.2	0.5
Lapse of statute of limitations.....	(1.5)	(0.3)	—
Balance at end of period.....	<u>£ 98.8</u>	<u>£ 17.3</u>	<u>£ 13.8</u>

No assurance can be given that any of these tax benefits will be recognized or realized.

As of December 31, 2017, our unrecognized tax benefits included £2.7 million of tax benefits that would have a favorable impact on our effective income tax rate if ultimately recognized, after considering amounts that we would expect to be offset by valuation allowances.

We do not expect any material changes to our unrecognized tax benefits during 2018. No assurance can be given as to the nature or impact of any changes in our unrecognized tax positions during 2018.

**(10) Owner's Equity**

Virgin Media has 111 shares of common stock outstanding.

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**(11) Share-based Compensation**

Our share-based compensation expense represents amounts allocated to our company by Liberty Global and related employer taxes. The amounts allocated by Liberty Global to our company represent share-based compensation associated with the Liberty Global share-based incentive awards held by certain employees of our subsidiaries. Share-based compensation expense allocated to our company by Liberty Global is reflected as an increase to parent's equity and is offset by any amounts recharged to us by Liberty Global, as further described in note 12. Incentive awards are denominated in U.S. dollars.

The following table summarizes our share-based compensation expense, which is included in SG&A expense in our consolidated statements of operations:

	Year ended December 31,		
	2017	2016	2015
	in millions		
Performance-based incentive awards (a).....	£ 5.3	£ 16.1	£ 10.1
Other share-based incentive awards.....	16.7	14.9	25.4
Total (b).....	£ 22.0	£ 31.0	£ 35.5

- (a) Includes share-based compensation expense related to (i) Liberty Global PSUs and (ii) a challenge performance award plan for certain executive officers and key employees of Liberty Global, including certain employees of our subsidiaries (the **Challenge Performance Awards**). The Challenge Performance Awards included PSARs and PSUs.
- (b) In connection with the LiLAC Transaction, Liberty Global's compensation committee approved modifications to its outstanding share-based incentive awards (the **2015 Award Modifications**) in accordance with the underlying share-based incentive plans. The objective of the compensation committee was to ensure a relatively unchanged intrinsic value of outstanding equity awards before and after the bonus issuance of the LiLAC Shares. The mechanism to modify outstanding share-based incentive awards, as approved by the compensation committee, utilized the volume-weighted average price of the respective shares for the five days prior to and the five days following the bonus issuance (**Modification VWAPs**). In order to determine if any incremental share-based compensation expense should be recorded as a result of the 2015 Award Modifications, we were required to measure the changes in the fair values of the then outstanding share-based incentive awards using market prices immediately before and immediately after the 2015 Award Modifications. Due to declines in the share prices of Class A and Class C Liberty Global Shares following the bonus issuance, the exercise prices of options, SARs and PSARs determined using the Modification VWAPs were lower than the exercise prices that would have resulted if the market prices immediately before and after the 2015 Award Modifications had been used. Accordingly, the Black-Scholes fair values of Liberty Global options, SARs and PSARs held by employees of our subsidiaries increased as a result of the 2015 Award Modifications, resulting in incremental share-based compensation of £9.7 million including £1.2 million, £2.0 million and £5.6 million recognized during 2017, 2016 and 2015, respectively.

As of December 31, 2017, £40.9 million of total unrecognized compensation cost related to our Liberty Global share-based compensation awards is expected to be recognized as an expense by our company in the future over a weighted-average period of approximately 2.4 years.

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The following table summarizes incentive awards held by employees of our subsidiaries with respect to Liberty Global ordinary shares:

	Class A		Class C	
	December 31,			
	2017	2016	2017	2016
Outstanding:				
Options .....	86,993	179,004	1,544,171	1,403,744
SARs.....	2,156,692	1,648,815	4,578,937	3,591,029
RSUs.....	181,958	229,058	361,726	460,282
PSUs.....	343,881	396,462	689,459	795,114
Exercisable:				
Options .....	76,176	126,952	209,162	272,294
SARs.....	1,070,328	711,568	2,400,544	1,695,471

***Share Incentive Plans — Liberty Global Ordinary Shares***

*Incentive Plans*

As of December 31, 2017, Liberty Global was authorized to grant incentive awards under the Liberty Global 2014 Incentive Plan. Generally, the compensation committee of Liberty Global's board of directors may grant non-qualified share options, SARs, restricted shares, RSUs, cash awards, performance awards or any combination of the foregoing (collectively, awards). Ordinary shares issuable pursuant to awards made under these incentive plans will be made available from either authorized but unissued shares or shares that have been issued but reacquired by Liberty Global. Awards may be granted at or above fair value in any class of ordinary shares. The maximum number of Liberty Global ordinary shares with respect to which awards may be issued under the Liberty Global 2014 Incentive Plan is 105 million (of which no more than 50.25 million shares may consist of Class B ordinary shares), subject to anti-dilution and other adjustment provisions in the respective plan. As of December 31, 2017, the Liberty Global 2014 Incentive Plan had 56,671,902 ordinary shares available for grant.

Awards (other than performance-based awards) under the (i) Liberty Global 2014 Incentive Plan and (ii) VM Incentive Plan after June 7, 2013 generally (a) vest 12.5% on the six month anniversary of the grant date and then vest at a rate of 6.25% each quarter thereafter and (b) expire seven years after the grant date. RSUs vest on the date of the first annual general meeting of Liberty Global shareholders following the grant date. These awards may be granted at or above fair value in any class of ordinary shares. No further awards will be granted under the VM Incentive Plan.

*Performance Awards*

The following is a summary of the material terms and conditions with respect to Liberty Global's performance-based awards for certain executive officers and key employees.

*Liberty Global PSUs*

In March 2015, Liberty Global's compensation committee approved the grant of PSUs to executive officers and key employees (the **2015 PSUs**). The performance plan for the 2015 PSUs covered a two-year period that ended on December 31, 2016 and included a performance target based on the achievement of a specified compound annual growth rate (**CAGR**) in a consolidated operating cash flow metric (as defined in the applicable underlying agreement). The performance target was adjusted for events such as acquisitions, dispositions and changes in foreign currency exchange rates that affect comparability (**OCF CAGR**), and the participant's annual performance ratings during the two-year performance period. Participants earned 99.5% of their targeted awards under the 2015 PSUs, which vested 50% on each of April 1 and October 1 of 2017.

In February 2016, Liberty Global's compensation committee approved the grant of PSUs to executive officers and key employees (the **2016 PSUs**) pursuant to a performance plan that is based on the achievement of a specified OCF CAGR during the three-year period ending December 31, 2018. The 2016 PSUs require delivery of a compound annual growth rate of our

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consolidated OCF CAGR of 6.0% during the three-year performance period, with over- and under-performance payout opportunities should the OCF CAGR exceed or fail to meet the target, as applicable. The performance payout may be adjusted at the compensation committee's discretion for events that may affect comparability, such as changes in foreign currency exchange rates and accounting principles or policies. A performance range of 75% to 167.5% of the target OCF CAGR will generally result in award recipients earning 75% to 300% of their target 2016 PSUs, subject to reduction or forfeiture based on individual performance. The earned 2016 PSUs will vest 50% on each of April 1, 2019 and October 1, 2019.

*Liberty Global Challenge Performance Awards*

Effective June 24, 2013, Liberty Global's compensation committee approved the Challenge Performance Awards, which consisted solely of PSARs for Liberty Global's senior executive officers and a combination of PSARs and PSUs for other executive officers and key employees. Each PSU represented the right to receive one Liberty Global or LiLAC Class A or Class C ordinary share, as applicable. The performance criteria for the Challenge Performance Awards was based on the participant's performance and achievement of individual goals in each of the years 2013, 2014 and 2015. As a result of satisfying performance conditions, 100% of the then outstanding Challenge Performance Awards vested and became fully exercisable on June 24, 2016. The PSARs have a term of seven years and base prices equal to the respective market closing prices of the applicable class on the grant date.

*Virgin Media Incentive Awards*

Equity awards were granted to certain of our employees, prior to Liberty Global's acquisition of Virgin Media in June 2013, under certain incentive plans maintained and administered by our company and no new grants will be made under these incentive plans. The equity awards granted include stock options, restricted shares, RSUs and performance awards. Awards under the VM Incentive Plan have a 10-year term and become fully exercisable within five years of continued employment.

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**(12) Related-party Transactions**

Our related-party transactions consist of the following:

	Year ended December 31,		
	2017	2016	2015
	in millions		
Credits (charges) included in:			
Programming and other direct costs of services .....	£ (3.3)	£ (3.4)	£ (1.4)
Other operating .....	12.9	8.9	5.6
SG&A.....	3.5	(3.3)	(8.0)
Allocated share-based compensation expense .....	(19.7)	(29.1)	(24.7)
Fees and allocations, net:			
Operating and SG&A (exclusive of depreciation and share-based compensation) .....	(38.7)	(29.5)	(24.4)
Depreciation.....	(38.2)	(18.1)	(11.8)
Share-based compensation.....	(15.2)	(20.1)	(22.2)
Management fee.....	(48.6)	(43.2)	(29.2)
Total fees and allocations, net .....	<u>(140.7)</u>	<u>(110.9)</u>	<u>(87.6)</u>
Included in operating income .....	(147.3)	(137.8)	(116.1)
Interest expense .....	(1.9)	(4.2)	(5.7)
Interest income .....	329.9	289.6	246.5
Realized and unrealized gains (losses) on derivative instruments, net .....	(2.2)	15.8	(6.7)
Included in net loss.....	<u>£ 178.5</u>	<u>£ 163.4</u>	<u>£ 118.0</u>
Property and equipment additions, net.....	<u>£ 57.8</u>	<u>£ 100.3</u>	<u>£ 45.6</u>

*General.* Virgin Media charges fees and allocates costs and expenses to certain other Liberty Global subsidiaries and certain Liberty Global subsidiaries outside of Virgin Media charge fees and allocate costs and expenses to Virgin Media. Depending on the nature of these related-party transactions, the amount of the charges or allocations may be based on (i) our estimated share of the underlying costs, (ii) our estimated share of the underlying costs plus a mark-up or (iii) commercially-negotiated rates. The methodology Liberty Global uses to allocate its central and administrative costs to its borrowing groups impacts the calculation of the “EBITDA” metric specified by our debt agreements (**Covenant EBITDA**). In this regard, the components of related-party fees and allocations that are deducted to arrive at our Covenant EBITDA are based on (a) the amount and nature of costs incurred by the allocating Liberty Global subsidiaries during the period, (b) the allocation methodologies in effect during the period and (c) the size of the overall pool of entities that are charged fees and allocated costs, such that changes in any of these factors would likely result in changes to the amount of related-party fees and allocations that will be deducted to arrive at our Covenant EBITDA in future periods. For example, to the extent that a Liberty Global subsidiary borrowing group was to acquire (sell) an operating entity, and assuming no change in the total costs incurred by the allocating entities, the fees charged and the costs allocated to our company would decrease (increase). Although we believe that the related-party charges and allocations described below are reasonable, no assurance can be given that the related-party costs and expenses reflected in our consolidated statements of operations are reflective of the costs that we would incur on a standalone basis. Our related-party transactions are generally cash settled unless otherwise noted below.

*Programming and other direct costs of services.* Amounts consist of certain backbone and other services provided to our company by other Liberty Global subsidiaries.

*Other operating expenses.* Amounts primarily consist of recharges of £12.0 million, £11.3 million and £7.7 million during 2017, 2016 and 2015, respectively, for network and technology services provided by our company to other Liberty Global subsidiaries.

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*SG&A expenses.* Amounts primarily consist of the net effect of (i) recharges of £8.1 million, £2.7 million and £2.8 million during 2017, 2016 and 2015, respectively, for support function staffing and other services provided by our company to another Liberty Global subsidiary, (ii) charges of £3.8 million, £4.0 million and £5.3 million during 2017, 2016 and 2015, respectively, for insurance-related services provided to our company by another Liberty Global subsidiary and (iii) other charges largely related to information technology-related services provided to our company by another Liberty Global subsidiary.

*Allocated share-based compensation expense.* As further described in note 11, Liberty Global allocates share-based compensation expense to our company.

*Fees and allocations, net.* These amounts, which are based on our company's estimated share of the applicable costs (including personnel-related and other costs associated with the services provided) incurred by other Liberty Global subsidiaries, represent the aggregate net effect of charges between subsidiaries of Virgin Media and various Liberty Global subsidiaries that are outside of Virgin Media. These charges generally relate to management, finance, legal, technology and other services that support our company's operations. The categories of our fees and allocations, net, are as follows:

- *Operating and SG&A (exclusive of depreciation and share-based compensation).* The amounts included in this category, which are generally loan settled, represent our estimated share of certain centralized technology, management, marketing, finance and other operating and SG&A expenses of Liberty Global's operations, whose activities benefit multiple operations, including operations within and outside of our company. The amounts allocated represent our estimated share of the actual costs incurred by Liberty Global's operations, without a mark-up. Amounts in this category are generally deducted to arrive at our Covenant EBITDA.
- *Depreciation.* The amounts included in this category, which are generally loan settled, represent our estimated share of depreciation of assets not owned by our company. The amounts allocated represent our estimated share of the actual costs incurred by Liberty Global's operations, without a mark-up.
- *Share-based compensation.* The amounts included in this category, which are generally loan settled, represent our estimated share of share-based compensation associated with Liberty Global employees who are not employees of our company. The amounts allocated represent our estimated share of the actual costs incurred by Liberty Global's operations, without a mark-up.
- *Management fee.* The amounts included in this category, which are generally loan settled, represent our estimated allocable share of (i) operating and SG&A expenses related to stewardship services provided by certain Liberty Global subsidiaries and (ii) the mark-up, if any, applicable to each category of the related-party fees and allocations charged to our company.

Liberty Global charges technology-based costs to our Ireland operation using a royalty-based method. For 2017, 2016 and 2015, our £37.1 million, £25.9 million and £20.0 million, respectively, proportional share of the technology-based costs was £1.4 million, £3.8 million and £6.3 million, respectively, more than the actual amount charged under the royalty-based method. Accordingly, these excess amounts have been reflected as a deemed contribution of technology-related services in our consolidated statements of owner's equity. The fees charged under the royalty-based method are expected to escalate in future periods. Any excess of these charges over our estimated proportionate share of the underlying technology-based costs will be classified as a management fee and added back to arrive at Covenant EBITDA.

*Interest expense.* Amounts during 2017 and 2016 relate to interest expense associated with the note payable to LG Europe 2. Amount during 2015 relates to interest expense associated with the note payable to LG Europe 2 and the VM Ireland Note.

*Interest income.* Amounts represent interest income on related-party notes, as further described below.

*Realized and unrealized gains (losses) on derivative instruments, net.* As further described in note 5, these amounts relate to related-party foreign currency forward contracts with LGE Financing.

*Property and equipment additions, net.* These amounts, which are generally cash settled, include the net carrying values of (i) customer premises equipment acquired from other Liberty Global subsidiaries, which centrally procure equipment on behalf of our company and various other Liberty Global subsidiaries, and (ii) equipment transferred to or acquired from other Liberty Global subsidiaries outside of Virgin Media.

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The following table provides details of our related-party balances:

	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
	<b>in millions</b>	
Current receivables (a).....	£ 90.2	£ 60.6
Derivative instruments (b).....	8.5	12.9
Prepaid expenses.....	1.6	0.9
Long-term notes receivable (c).....	5,065.9	4,687.2
Other assets, net (b).....	—	9.6
Total related-party assets.....	£ 5,166.2	£ 4,771.2
Accounts payable.....	£ 3.0	£ 8.5
Accrued capital expenditures (d).....	17.3	19.8
Current portion of related-party debt (e).....	—	45.7
Other current liabilities (f).....	8.9	93.0
Long-term related-party debt (e).....	56.9	—
Other long-term liabilities (b).....	0.1	—
Total related-party liabilities.....	£ 86.2	£ 167.0

- (a) Amounts represent (i) accrued interest on long-term notes receivable from LG Europe 2, including £39.7 million (equivalent) and £39.3 million (equivalent), respectively, owed to Virgin Media Finco Limited (**VMFL**) and (ii) certain receivables from other Liberty Global subsidiaries arising in the normal course of business. The accrued interest on the long-term notes receivable from LG Europe 2 is payable semi-annually on April 15 and October 15 and may be cash settled or, if mutually agreed, loan settled. The other receivables are settled periodically.
- (b) Amounts represent the fair value of related-party derivative instruments with LGE Financing, as further described in note 5.
- (c) Amounts represent:
- (i) notes receivable from LG Europe 2 that are owed to VMFL (the **2023 8.5% LG Europe 2 Notes Receivable**). These notes mature on April 15, 2023 and bear interest at a rate of 8.5%. At December 31, 2017 and 2016, the principal amount outstanding under these notes was £2,174.6 million. As further described in note 4, the decrease during 2015 relates to the €165.6 million (£122.7 million at the transaction date) cash payment from LG Europe 2;
  - (ii) a note receivable from LG Europe 2 that is owed to VMFL. At December 31, 2017 and 2016 the principal amount outstanding under this note was £2,891.3 million and £2,496.6 million, respectively. The increase during 2017 relates to (i) £2,975.2 million of cash advances, (ii) £2,432.2 million of cash repayments and (iii) £148.3 million of non-cash repayments. The increase during 2016 relates to (a) £4,635.8 million of cash advances, (b) £3,219.1 million of cash repayments, (c) £196.6 million of non-cash repayments and (d) £79.1 million of non-cash advances. Pursuant to the agreement, the maturity date is July 16, 2023, however VMFL may agree to advance additional amounts to LG Europe 2 at any time and LG Europe 2 may, with agreement from VMFL, repay all or part of the outstanding principal at any time prior to the maturity date. The note receivable is subject to further advances and repayments. The interest rate on this note, which is subject to adjustment, was 5.145% as of December 31, 2017, and the accrued interest on this note receivable may be cash settled on the last day of each month and on the date of each full or partial repayment of the note receivable or, if mutually agreed, loan settled;

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- (iii) a note receivable from LG Europe 2 that is owed to Virgin Media. At each December 31, 2017 and 2016, this note, which matures on April 15, 2023, had a principal balance of nil. This note bears interest at a rate of 7.875%. The activity during 2017 relates to (i) £445.3 million of cash advances, (ii) £317.9 million related to the conversion of a related-party loan receivable to equity in connection with the VM Ireland NCI Acquisition (including £2.6 million of interest), (iii) £129.4 million of cash repayments (including £8.3 million of interest), (iv) £10.8 million of accrued interest and (v) a decrease of £8.8 million due to the cumulative translation adjustment during the period. The accrued interest on this note receivable is payable semi-annually on April 15 and October 15 and may be cash settled or, if mutually agreed, loan settled; and
  - (iv) a note receivable from Liberty Global that is owed to us. At December 31, 2017 and 2016, this note, which matures on June 4, 2018, had a principal balance of nil and £16.0 million (equivalent), respectively. This note bore interest at a rate of 1.80%. The decrease during 2017 relates to (i) £14.7 million of cash repayments, (ii) £0.9 million of cash paid for interest and (iii) a decrease of £0.4 million due to the cumulative translation adjustment during the period. The increase during 2016 relates to an increase of (a) £2.6 million due to the cumulative translation adjustment and (b) the transfer of £0.3 million in non-cash accrued interest to the loan balance. The increase during 2015 relates to an increase of (1) £0.7 million due to the cumulative translation adjustment and (2) the transfer of £0.2 million in non-cash accrued interest to the loan balance. The accrued interest on this note receivable is payable semi-annually on January 15 and July 15 and may be cash settled or, if mutually agreed, loan settled, and is included in other long-term assets, net in our consolidated balance sheets.
- (d) Amounts represent accrued capital expenditures for property and equipment transferred to our company from other Liberty Global subsidiaries.
  - (e) Represents a note payable to LG Europe 2 that originated in December 2015. This note, which initially matured on December 18, 2017 and bore interest at a rate of 5.26%, was extended to mature on December 18, 2021 and now bears interest at a rate of 3.93%. The net increase during 2017 relates to the net effect of (i) £44.0 million of cash borrowings, (ii) £32.9 million of cash repayments and (iii) the transfer of £0.1 million in non-cash accrued interest to the loan balance. The net decrease during 2016 relates to the net effect of (a) £99.0 million of cash repayments and (b) £72.7 million of cash borrowings. Accrued interest may be, as agreed to by our company and LG Europe 2, (1) transferred to the loan balance annually on January 1 or (2) repaid on the last day of each month and on the date of principal repayments.
  - (f) Amounts primarily represent (i) unpaid capital charges from Liberty Global, as described below, which are settled periodically, (ii) certain payables to other Liberty Global subsidiaries arising in the normal course of business, including amounts associated with fees and allocations as described above and (iii) the fair value of related-party derivative instruments with LGE Financing, as further described in note 5. None of these payables are interest bearing.

During the fourth quarter of 2015, the principal balance of a note receivable from LG Europe 2 that was owed to us was converted to equity. Prior to the conversion to equity, this note bore interest at a rate of 7.875%. The net decrease during 2015 relates to (i) a £465.8 million decrease resulting from the aforementioned conversion of the then remaining principal balance to equity, (ii) £448.1 million of cash advances, (iii) the transfer of £5.2 million (equivalent at the transaction date) in non-cash accrued interest to the loan balance, (iv) £2.3 million of cash repayments and (v) an increase of £2.0 million due to the cumulative translation adjustment.

During 2017, 2016 and 2015, we recorded capital charges of \$25.8 million (£21.3 million at the applicable rate), \$27.0 million (£19.8 million at the applicable rate) and \$37.2 million (£24.6 million at the applicable rate), respectively, in our consolidated statements of owner's equity in connection with the exercise of Liberty Global SARs and options and the vesting of Liberty Global RSUs and PSUs held by employees of our subsidiaries. We and Liberty Global have agreed that these capital charges will be based on the fair value of the underlying Liberty Global Shares associated with share-based incentive awards that vest or are exercised during the period, subject to any reduction that is necessary to ensure that the cumulative capital charge does not exceed the cumulative amount of share-based compensation expense recorded by our company with respect to Liberty Global share-based incentive awards.

During 2017, tax losses with an aggregate tax effect of £32.3 million were surrendered to Liberty Global and its U.K. subsidiaries outside of Virgin Media from our U.K. subsidiaries. During 2016 and 2015, tax losses with an aggregate tax effect of £24.8 million



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and £105.5 million, respectively, were surrendered by Liberty Global and its U.K. subsidiaries outside of Virgin Media to our U.K. subsidiaries. For additional information, see note 9.

Our parent company, Virgin Media, and certain Liberty Global subsidiaries are co-guarantors of the indebtedness of certain other Liberty Global subsidiaries. We do not believe these guarantees will result in material payments in the future.

**(13) Restructuring Liabilities**

A summary of changes in our restructuring liabilities during 2017 is set forth in the table below:

	<b>Employee severance and termination</b>	<b>Office closures</b>	<b>Total</b>
	<b>in millions</b>		
Restructuring liability as of January 1, 2017 .....	£ 6.4	£ 5.4	£ 11.8
Restructuring charges (a).....	15.4	6.4	21.8
Cash paid .....	(19.6)	(5.0)	(24.6)
Restructuring liability as of December 31, 2017 .....	<u>£ 2.2</u>	<u>£ 6.8</u>	<u>£ 9.0</u>
Current portion.....	£ 1.2	£ 3.0	£ 4.2
Noncurrent portion.....	1.0	3.8	4.8
Total.....	<u>£ 2.2</u>	<u>£ 6.8</u>	<u>£ 9.0</u>

- (a) Our restructuring charges include employee severance and termination costs related to certain reorganization and integration activities.

A summary of changes in our restructuring liabilities during 2016 is set forth in the table below:

	<b>Employee severance and termination</b>	<b>Office closures</b>	<b>Total</b>
	<b>in millions</b>		
Restructuring liability as of January 1, 2016 .....	£ 2.9	£ 5.1	£ 8.0
Restructuring charges (a).....	19.3	1.7	21.0
Cash paid .....	(15.8)	(1.2)	(17.0)
Other.....	—	(0.2)	(0.2)
Restructuring liability as of December 31, 2016 .....	<u>£ 6.4</u>	<u>£ 5.4</u>	<u>£ 11.8</u>
Current portion.....	£ 5.2	£ 1.4	£ 6.6
Noncurrent portion.....	1.2	4.0	5.2
Total.....	<u>£ 6.4</u>	<u>£ 5.4</u>	<u>£ 11.8</u>

- (a) Our restructuring charges include employee severance and termination costs related to certain reorganization and integration activities.

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A summary of changes in our restructuring liabilities during 2015 is set forth in the table below:

	<b>Employee severance and termination</b>	<b>Office closures</b>	<b>Total</b>
	<b>in millions</b>		
Restructuring liability as of January 1, 2015.....	£ 1.2	£ 8.0	£ 9.2
Restructuring charges (credits) (a).....	13.9	(0.9)	13.0
Cash paid.....	(12.3)	(3.0)	(15.3)
Other .....	0.1	1.0	1.1
Restructuring liability as of December 31, 2015.....	<u>£ 2.9</u>	<u>£ 5.1</u>	<u>£ 8.0</u>
Current portion .....	£ 2.9	£ 1.2	£ 4.1
Noncurrent portion .....	—	3.9	3.9
Total .....	<u>£ 2.9</u>	<u>£ 5.1</u>	<u>£ 8.0</u>

- (a) Our restructuring charges include employee severance and termination costs related to certain reorganization and integration activities.

**(14) Defined Benefit Plans**

We operate two defined benefit plans in the U.K. and one defined benefit plan in Ireland, all of which are funded. These defined benefit plans are closed to new participants and existing participants do not accrue any additional benefits.

The table below provides summary information on our defined benefit plans:

	<b>December 31,</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
	<b>in millions</b>		
Fair value of plan assets (a) .....	£ 684.9	£ 650.9	£ 501.2
Projected benefit obligation .....	£ 623.5	£ 628.6	£ 499.7
Net asset.....	<u>£ 61.4</u>	<u>£ 22.3</u>	<u>£ 1.5</u>

- (a) The fair value of plan assets at December 31, 2017 includes £395.6 million, £70.2 million, £219.2 million, of assets that are valued based on Level 1, Level 2 and Level 3 inputs, respectively, of the fair value hierarchy (as further described in note 6). Our plan assets comprise investments in debt securities, equity securities, hedge funds, insurance contracts and certain other assets.

Our net periodic pension benefit was £8.0 million, £6.5 million and £5.4 million during 2017, 2016 and 2015, respectively. There was no related service cost component in the periods presented. Based on December 31, 2017 exchange rates and information available as of that date, contributions to our defined benefit plans in 2018 are expected to aggregate £19.3 million. During 2017, contributions to our defined benefit plans aggregated £26.0 million.

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**(15) Accumulated Other Comprehensive Earnings**

Accumulated other comprehensive earnings included in our consolidated balance sheets and statements of owner's equity reflect the aggregate impact of foreign currency translation adjustments, unrealized losses on cash flow hedges and pension-related adjustments. The changes in the components of accumulated other comprehensive earnings, net of taxes, are summarized as follows:

	Foreign currency translation adjustments	Unrealized losses on cash flow hedges	Pension- related adjustments	Total accumulated other comprehensive earnings
	in millions			
Balance at January 1, 2015.....	£ 88.4	£ —	£ (39.1)	£ 49.3
Other comprehensive earnings.....	37.3	—	9.1	46.4
Balance at December 31, 2015.....	125.7	—	(30.0)	95.7
Other comprehensive loss.....	(2.9)	0.9	(7.2)	(9.2)
Balance at December 31, 2016.....	122.8	0.9	(37.2)	86.5
Other comprehensive loss.....	(24.8)	(0.8)	5.6	(20.0)
Balance at December 31, 2017.....	£ 98.0	£ 0.1	£ (31.6)	£ 66.5

The components of other comprehensive earnings (loss), net of taxes, are reflected in our consolidated statements of comprehensive loss. The following table summarizes the tax effects related to each component of other comprehensive earnings (loss), net of amounts reclassified to our consolidated statements of operations:

	Pre-tax amount	Tax benefit (expense)	Net-of-tax amount
	in millions		
Year ended December 31, 2017:			
Foreign currency translation adjustments.....	£ (24.8)	£ —	£ (24.8)
Pension-related adjustments and other.....	5.1	(0.3)	4.8
Other comprehensive loss.....	£ (19.7)	£ (0.3)	£ (20.0)
Year ended December 31, 2016:			
Foreign currency translation adjustments.....	£ (2.9)	£ —	£ (2.9)
Pension-related adjustments and other.....	(6.9)	0.6	(6.3)
Other comprehensive loss.....	£ (9.8)	£ 0.6	£ (9.2)
Year ended December 31, 2015:			
Foreign currency translation adjustments.....	£ 37.3	£ —	£ 37.3
Pension-related adjustments.....	9.8	(0.7)	9.1
Other comprehensive earnings.....	£ 47.1	£ (0.7)	£ 46.4

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**(16) Commitments and Contingencies**

***Commitments***

In the normal course of business, we have entered into agreements that commit our company to make cash payments in future periods with respect to programming contracts, network and connectivity commitments, purchases of customer premises and other equipment and services, non-cancellable operating leases and other items. The following table sets forth the pound sterling equivalents of such commitments as of December 31, 2017:

	<u>Payments due during:</u>						<u>Total</u>
	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>Thereafter</u>	
	<u>in millions</u>						
Programming commitments .....	£ 541.2	£ 260.5	£ 72.0	£ 16.5	£ 11.4	£ 47.6	£ 949.2
Network and connectivity commitments...	348.8	171.2	161.4	147.8	13.2	11.4	853.8
Purchase commitments .....	407.1	79.7	48.6	21.9	2.7	0.8	560.8
Operating leases.....	34.1	29.9	23.3	19.7	16.2	48.5	171.7
Other commitments .....	12.6	2.8	—	—	—	—	15.4
Total (a).....	<u>£ 1,343.8</u>	<u>£ 544.1</u>	<u>£ 305.3</u>	<u>£ 205.9</u>	<u>£ 43.5</u>	<u>£ 108.3</u>	<u>£ 2,550.9</u>

(a) The commitments included in this table do not reflect any liabilities that are included in our December 31, 2017 consolidated balance sheet.

Programming commitments consist of obligations associated with certain of our programming contracts that are enforceable and legally binding on us as we have agreed to pay minimum fees without regard to (i) the actual number of subscribers to the programming services or (ii) whether we terminate service to a portion of our subscribers or dispose of a portion of our distribution systems. In addition, programming commitments do not include increases in future periods associated with contractual inflation or other price adjustments that are not fixed. Accordingly, the amounts reflected in the above table with respect to these contracts are significantly less than the amounts we expect to pay in these periods under these contracts. Historically, payments to programming vendors have represented a significant portion of our operating costs, and we expect that this will continue to be the case in future periods. In this regard, during 2017, 2016 and 2015, our programming and copyright costs aggregated £841.8 million, £799.4 million and £700.0 million, respectively.

Network and connectivity commitments include, among other items, (i) the fixed minimum commitments associated with our mobile virtual network operator (MVNO) agreements and (ii) service commitments associated with the network extension program initiated in the U.K. during 2015, which was subsequently expanded to include Ireland (the **Network Extension**). As such, the commitments shown in the above table may be significantly less than the actual amounts we ultimately pay in these periods.

Purchase commitments include unconditional and legally binding obligations related to (i) the purchase of customer premises and other equipment and (ii) certain service-related commitments, including call center, information technology and maintenance services.

In addition to the commitments set forth in the table above, we have significant commitments under (i) derivative instruments and (ii) defined benefit plans and similar agreements, pursuant to which we expect to make payments in future periods. For information regarding our derivative instruments, including the net cash paid or received in connection with these instruments during 2017, 2016 and 2015, see note 5. For information regarding our defined benefit plans, see note 14.

Rental expense under non-cancellable operating lease arrangements amounted to £38.4 million, £49.6 million and £48.0 million during 2017, 2016 and 2015, respectively. It is expected that in the normal course of business, operating leases that expire generally will be renewed or replaced by similar leases.

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We have established defined contribution benefit plans for our subsidiaries' employees. The aggregate expense for matching contributions under the defined contribution employee benefit plans was £18.6 million, £19.8 million and £19.4 million during 2017, 2016 and 2015, respectively.

***Guarantees and Other Credit Enhancements***

In the ordinary course of business, we may provide (i) indemnifications to our lenders, our vendors and certain other parties, (ii) performance and/or financial guarantees to local municipalities, our customers and vendors and (iii) guarantees as a co-guarantor with certain other Liberty Global subsidiaries related to various financing arrangements. Historically, these arrangements have not resulted in our company making any material payments and we do not believe that they will result in material payments in the future.

***Legal and Regulatory Proceedings and Other Contingencies***

*VAT Matters.* Our application of VAT with respect to certain revenue generating activities has been challenged by the U.K. tax authorities. We have estimated our maximum exposure in the event of an unfavorable outcome to be £46.7 million as of December 31, 2017. No portion of this exposure has been accrued by our company as the likelihood of loss is not considered to be probable. A court hearing was held at the end of September 2014 in relation to the U.K. tax authorities' challenge and the timing of the court's decision is uncertain.

On March 19, 2014, the U.K. government announced a change in legislation with respect to the charging of VAT in connection with prompt payment discounts such as those that we offer to our fixed-line telephony customers. This change, which took effect on May 1, 2014, impacted our company and some of our competitors. The U.K. tax authority issued a decision in the fourth quarter of 2015 challenging our application of the prompt payment discount rules prior to the May 1, 2014 change in legislation. We have appealed this decision. As part of the appeal process, we were required to make aggregate payments of £67.0 million, which included the challenged amount of £63.7 million and related interest of £3.3 million. The aggregate amount paid does not include penalties, which could be significant in the unlikely event that penalties were to be assessed. This matter will likely be subject to court proceedings that could delay the ultimate resolution for an extended period of time. No portion of this potential exposure has been accrued by our company as the likelihood of loss is not considered to be probable.

*Other Regulatory Issues.* Video distribution, broadband internet, fixed-line telephony, mobile and content businesses are subject to significant regulation and supervision by various regulatory bodies in the jurisdictions in which we operate, and other U.K. and European Union (E.U.) authorities. Adverse regulatory developments could subject our businesses to a number of risks. Regulation, including conditions imposed on us by competition or other authorities as a requirement to close acquisitions or dispositions, could limit growth, revenue and the number and types of services offered and could lead to increased operating costs and property and equipment additions. In addition, regulation may restrict our operations and subject them to further competitive pressure, including pricing restrictions, interconnect and other access obligations, and restrictions or controls on content, including content provided by third parties. Failure to comply with current or future regulation could expose our businesses to various penalties.

Effective April 1, 2017, the rateable value of our existing network and other assets in the U.K. increased significantly. This increase affects the amount we pay for network infrastructure charges as the annual amount payable to the U.K. government is calculated by applying a percentage multiplier to the rateable value of assets. This change, together with a similar change in Ireland, will result in significant increases in our network infrastructure charges. The aggregate amount of these increases was £25.5 million during 2017 and will build to a maximum aggregate increase of up to £110.0 million in 2021. We continue to believe that these increases are excessive, and retain the right of appeal should more favorable agreements be reached with other operators. The rateable value of network and other assets constructed under our Network Extension program in the U.K. remains subject to review by the U.K. government.

In addition to the foregoing items, we have contingent liabilities related to matters arising in the ordinary course of business, including (i) legal proceedings, (ii) issues involving VAT and wage, property, withholding and other tax issues and (iii) disputes over interconnection, programming, copyright and channel carriage fees. While we generally expect that the amounts required to satisfy these contingencies will not materially differ from any estimated amounts we have accrued, no assurance can be given that the resolution of one or more of these contingencies will not result in a material impact on our results of operations, cash flows or financial position in any given period. Due, in general, to the complexity of the issues involved and, in certain cases, the lack of

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a clear basis for predicting outcomes, we cannot provide a meaningful range of potential losses or cash outflows that might result from any unfavorable outcomes.

**(17) Segment Reporting**

We have one reportable segment that provides video, broadband internet, fixed-line telephony and mobile services in the U.K. and Ireland.

Our revenue by major category for our consolidated reportable segments is set forth below. Effective April 1, 2017, we changed the categories that we present in this table in order to align with our internal reporting. These changes were retroactively reflected in the prior-year periods.

	Year ended December 31,		
	2017	2016	2015
	in millions		
Residential revenue:			
Residential cable revenue (a):			
Subscription revenue (b):			
Video .....	£ 1,019.1	£ 1,054.8	£ 1,062.2
Broadband internet .....	1,489.6	1,356.1	1,217.8
Fixed-line telephony .....	940.3	948.4	941.0
Total subscription revenue .....	3,449.0	3,359.3	3,221.0
Non-subscription revenue:	94.0	83.2	72.4
Total residential cable revenue .....	3,543.0	3,442.5	3,293.4
Residential mobile revenue (c):			
Subscription revenue (b).....	370.1	408.8	465.0
Non-subscription revenue.....	234.7	205.5	177.8
Total residential mobile revenue .....	604.8	614.3	642.8
Total residential revenue.....	4,147.8	4,056.8	3,936.2
B2B revenue (d):			
Subscription revenue .....	57.0	30.9	21.8
Non-subscription revenue .....	695.1	673.2	657.4
Total B2B revenue.....	752.1	704.1	679.2
Other revenue (e).....	63.3	45.2	3.0
Total .....	£ 4,963.2	£ 4,806.1	£ 4,618.4

- (a) Residential cable subscription revenue includes amounts received from subscribers for ongoing services. Residential cable non-subscription revenue includes, among other items, channel carriage fees, installation revenue late fees and revenue from the sale of equipment.
- (b) Residential subscription revenue from subscribers who purchase bundled services at a discounted rate is generally allocated proportionally to each service based on the standalone price for each individual service. As a result, changes in the standalone pricing of our cable and mobile products or the composition of bundles can contribute to changes in our product revenue categories from period to period.
- (c) Residential mobile subscription revenue includes amounts received from subscribers from ongoing services. Residential mobile non-subscription revenue includes, among other items, interconnect revenue and revenue from sales of mobile handsets and other devices.

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- (d) B2B subscription revenue represents revenue from services to certain small or home office (**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. A portion of the increases in our B2B subscription revenue is attributable to the conversion of certain residential subscribers to SOHO subscribers. B2B non-subscription revenue includes business broadband internet, video, fixed-line telephony, mobile and data services offered to medium to large enterprises and on a wholesale basis, to other operators.
- (e) Other revenue primarily includes broadcasting revenue.

***Geographic Segments***

The revenue of our geographic segments is set forth below:

	Year ended December 31,		
	2017	2016	2015
	in millions		
U.K. ....	£ 4,598.5	£ 4,481.5	£ 4,359.6
Ireland.....	364.7	324.6	258.8
Total.....	£ 4,963.2	£ 4,806.1	£ 4,618.4

The long-lived assets of our geographic segments are set forth below:

	December 31,	
	2017	2016
	in millions	
U.K. ....	£ 12,498.5	£ 12,668.0
Ireland.....	573.4	525.4
Total.....	£ 13,071.9	£ 13,193.4

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**(18) Condensed Consolidating Financial Information — Senior Notes**

We present the following condensed consolidating financial information as of and for the year ended December 31, 2017 as required by the applicable underlying indentures. For the condensed consolidating financial information as of and for the years ended December 31, 2016 and 2015, see our 2016 annual report.

As of December 31, 2017, Virgin Media Finance is the issuer of the following senior notes:

- \$118.7 million (£87.7 million) aggregate principal amount of 2022 VM 4.875% Dollar Senior Notes;
- \$95.0 million (£70.2 million) aggregate principal amount of 2022 VM 5.25% Dollar Senior Notes;
- £44.1 million aggregate principal amount of 2022 VM Sterling Senior Notes;
- \$530.0 million (£391.9 million) aggregate principal amount of 2023 VM Dollar Senior Notes;
- £250.0 million aggregate principal amount of 2023 VM Sterling Senior Notes;
- \$500.0 million (£369.7 million) aggregate principal amount of 2024 VM Dollar Senior Notes;
- £300.0 million aggregate principal amount of 2024 VM Sterling Senior Notes;
- \$400.0 million (£295.8 million) aggregate principal amount of 2025 VM Dollar Senior Notes; and
- €460.0 million (£408.9 million) aggregate principal amount of 2025 VM Euro Senior Notes.

Our senior notes are issued by Virgin Media Finance and are guaranteed on a senior basis by Virgin Media and certain of its subsidiaries, namely Virgin Media Group LLC (**Virgin Media Group**), Virgin Media (UK) Group LLC (**Virgin Media (UK) Group**) and Virgin Media Communications. Each of Virgin Media Investment Holdings Limited (**VMIH**) and Virgin Media Investments Limited (**VMIL**) are conditional guarantors and have guaranteed the senior notes on a senior subordinated basis.



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		December 31, 2017							
Balance sheets	Virgin Media	Virgin Media Finance	Other guarantors	VMIH	VMIL	All other subsidiaries	Eliminations	Total	
in millions									
<b>ASSETS</b>									
Current assets:									
Cash and cash equivalents .....	£	0.1	£ —	£ —	£ 0.1	£ —	£ 23.6	£ —	£ 23.8
Related-party receivables .....		9.2	—	—	—	—	81.0	—	90.2
Other current assets:									
Third-party .....		5.7	—	—	218.4	—	720.2	—	944.3
Intercompany and related-party .....		—	4.4	—	8.5	—	12.6	(15.4)	10.1
Total current assets .....		15.0	4.4	—	227.0	—	837.4	(15.4)	1,068.4
Property and equipment, net.....		—	—	—	—	—	6,207.6	—	6,207.6
Goodwill.....		—	—	—	—	—	6,014.6	—	6,014.6
Intangible assets subject to amortization, net.....		—	—	—	—	—	849.7	—	849.7
Investments in, and loans to, parent and subsidiary companies.....		6,478.4	9,213.2	6,512.5	14,782.8	13,760.8	(5,759.5)	(44,988.2)	—
Deferred income taxes.....		—	—	—	—	—	1,432.4	—	1,432.4
Related-party notes receivable .....		—	—	—	—	—	5,065.9	—	5,065.9
Other assets, net:									
Third-party .....		4.4	—	—	490.9	—	276.0	—	771.3
Intercompany .....		—	38.9	—	2.8	—	119.2	(160.9)	—
Total assets .....	£	6,497.8	£9,256.5	£ 6,512.5	£15,503.5	£13,760.8	£ 15,043.3	£ (45,164.5)	£ 21,409.9
<b>LIABILITIES AND OWNER'S EQUITY</b>									
Current liabilities:									
Intercompany payables .....	£	—	£ 102.5	£ —	£ 1.2	£ —	£ 905.0	£ (1,008.7)	£ —
Other current liabilities:									
Third-party .....		0.4	37.5	—	1,875.7	—	1,532.9	—	3,446.5
Intercompany and related-party .....		6.2	—	—	15.4	—	23.0	(15.4)	29.2
Total current liabilities .....		6.6	140.0	—	1,892.3	—	2,460.9	(1,024.1)	3,475.7
Long-term debt and capital lease obligations:									
Third-party.....		—	2,201.1	—	295.6	—	8,399.8	—	10,896.5
Related-party .....		—	—	—	—	—	56.9	—	56.9
Other long-term liabilities:									
Third-party.....		—	—	—	396.8	—	92.7	—	489.5
Intercompany and related-party .....		—	—	—	158.1	—	2.9	(160.9)	0.1
Total liabilities.....		6.6	2,341.1	—	2,742.8	—	11,013.2	(1,185.0)	14,918.7
Total owner's equity .....		6,491.2	6,915.4	6,512.5	12,760.7	13,760.8	4,030.1	(43,979.5)	6,491.2
Total liabilities and owner's equity .....	£	6,497.8	£9,256.5	£ 6,512.5	£15,503.5	£13,760.8	£ 15,043.3	£ (45,164.5)	£ 21,409.9

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

Year ended December 31, 2017

Statements of operations	Virgin Media	Virgin Media Finance	Other guarantors	VMIH	VMIL	All other subsidiaries	Eliminations	Total
	in millions							
Revenue .....	£ —	£ —	£ —	£ —	£ —	£ 4,963.2	£ —	£ 4,963.2
Operating costs and expenses (exclusive of depreciation and amortization, shown separately below):								
Programming and other direct costs of services .....	—	—	—	—	—	1,449.8	—	1,449.8
Other operating .....	—	—	—	—	—	666.7	—	666.7
SG&A .....	1.1	—	—	—	—	624.6	—	625.7
Related-party fees and allocations, net .....	—	—	—	—	—	140.7	—	140.7
Depreciation and amortization .....	—	—	—	—	—	1,808.2	—	1,808.2
Impairment, restructuring and other operating items, net .....	41.6	—	—	—	—	15.9	—	57.5
	<u>42.7</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>4,705.9</u>	<u>—</u>	<u>4,748.6</u>
Operating income (loss) .....	<u>(42.7)</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>257.3</u>	<u>—</u>	<u>214.6</u>
Non-operating income (expense):								
Interest expense:								
Third-party .....	—	(135.5)	—	(57.7)	—	(420.7)	—	(613.9)
Related-party and intercompany ....	(31.1)	(350.7)	—	(442.3)	—	(1,719.1)	2,541.3	(1.9)
Interest income – related-party and intercompany .....	10.9	61.8	33.0	204.5	—	2,561.0	(2,541.3)	329.9
Realized and unrealized gains (losses) on derivative instruments, net:								
Third-party .....	—	—	—	(525.1)	—	(0.1)	—	(525.2)
Related-party .....	—	(30.7)	—	128.1	—	(99.6)	—	(2.2)
Foreign currency transaction gains (losses), net .....	(18.8)	427.9	27.4	264.3	—	(134.6)	—	566.2
Loss on debt modification and extinguishment, net .....	—	—	—	—	—	(52.4)	—	(52.4)
Realized and unrealized losses due to changes in fair values of certain debt, net .....	—	—	—	(25.5)	—	—	—	(25.5)
Other income (expense), net .....	—	(0.1)	—	(0.4)	—	2.5	—	2.0
	<u>(39.0)</u>	<u>(27.3)</u>	<u>60.4</u>	<u>(454.1)</u>	<u>—</u>	<u>137.0</u>	<u>—</u>	<u>(323.0)</u>
Earnings (loss) before income taxes .....	(81.7)	(27.3)	60.4	(454.1)	—	394.3	—	(108.4)
Income tax benefit (expense) .....	(10.4)	—	—	—	—	31.9	—	21.5
Earnings (loss) after income taxes .....	(92.1)	(27.3)	60.4	(454.1)	—	426.2	—	(86.9)
Equity in net earnings (loss) of subsidiaries .....	5.2	(45.9)	(70.3)	408.3	369.3	—	(666.6)	—
Net earnings (loss) .....	<u>£ (86.9)</u>	<u>£ (73.2)</u>	<u>£ (9.9)</u>	<u>£ (45.8)</u>	<u>£ 369.3</u>	<u>£ 426.2</u>	<u>£ (666.6)</u>	<u>£ (86.9)</u>
Total comprehensive earnings (loss) .....	<u>£ (106.9)</u>	<u>£ (77.7)</u>	<u>£ (83.1)</u>	<u>£ (50.3)</u>	<u>£ 364.8</u>	<u>£ 421.7</u>	<u>£ (575.4)</u>	<u>£ (106.9)</u>

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

Statements of cash flows	Year ended December 31, 2017						
	Virgin Media	Virgin Media Finance	Other guarantors	VMIH	VMIL	All other subsidiaries	Total
	in millions						
Cash flows from operating activities:							
Net cash provided (used) by operating activities.....	£ (98.6)	£ (328.2)	£ —	£ (387.1)	£ —	£ 2,827.4	£ 2,013.5
Cash flows from investing activities:							
Advances to related parties, net .....	(260.1)	—	—	—	—	(592.4)	(852.5)
Capital expenditures.....	—	—	—	—	—	(523.3)	(523.3)
Cash paid in connection with other acquisitions, net of cash acquired.....	—	—	—	—	—	0.1	0.1
Other investing activities, net.....	—	—	—	—	—	3.6	3.6
Net cash used by investing activities....	(260.1)	—	—	—	—	(1,112.0)	(1,372.1)
Cash flows from financing activities:							
Borrowings of third-party debt .....	—	—	—	1,551.3	—	1,592.2	3,143.5
Repayments and repurchases of third-party debt and capital lease obligations .....	—	—	—	(1,834.1)	—	(1,541.9)	(3,376.0)
Net repayments of related-party notes .....	—	—	—	—	—	(257.1)	(257.1)
Contributions (distributions).....	448.7	328.2	—	679.2	—	(1,456.1)	—
Payment of financing costs and debt premiums .....	—	—	—	(9.0)	—	(50.6)	(59.6)
Net cash paid related to derivative instruments .....	—	—	—	(0.4)	—	—	(0.4)
Other financing activities, net .....	(90.6)	—	—	—	—	—	(90.6)
Net cash provided (used) by financing activities.....	358.1	328.2	—	387.0	—	(1,713.5)	(640.2)
Effect of exchange rates on cash and cash equivalents.....	0.5	—	—	—	—	—	0.5
Net increase (decrease) in cash and cash equivalents.....	(0.1)	—	—	(0.1)	—	1.9	1.7
Cash and cash equivalents:							
Beginning of period.....	0.2	—	—	0.2	—	21.7	22.1
End of period.....	£ 0.1	£ —	£ —	£ 0.1	£ —	£ 23.6	£ 23.8

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

**(19) Condensed Consolidating Financial Information — Senior Secured Notes**

We present the following condensed consolidating financial information as of and for the year ended December 31, 2017 as required by the applicable underlying indentures. For the condensed consolidating financial information as of and for the years ended December 31, 2016 and 2015, see our 2016 annual report.

As of December 31, 2017, Virgin Media Secured Finance is the issuer of the following senior secured notes:

- £107.1 million aggregate principal amount of January 2021 VM Sterling Senior Secured Notes;
- \$447.9 million (£331.2 million) aggregate principal amount of January 2021 VM Dollar Senior Secured Notes;
- £521.3 million aggregate principal amount of 2025 VM 6.0% Sterling Senior Secured Notes .
- £387.0 million aggregate principal amount of 2025 VM 5.5% Sterling Senior Secured Notes;
- £300.0 million aggregate principal amount of 2025 VM 5.125% Sterling Senior Secured Notes;
- \$425.0 million (£314.3 million) aggregate principal amount of 2025 VM Dollar Senior Secured Notes;
- \$1.0 billion (£739.4 million) aggregate principal amount of 2026 VM 5.25% Dollar Senior Secured Notes;
- \$750.0 million (£554.6 million) aggregate principal amount of 2026 VM 5.5% Dollar Senior Secured Notes;
- £525.0 million aggregate principal amount of 2027 VM 4.875% Sterling Senior Secured Notes;
- £675.0 million aggregate principal amount of 2027 VM 5.0% Sterling Senior Secured Notes; and
- £400.0 million aggregate principal amount of 2029 VM Sterling Senior Secured Notes.

Our senior secured notes are issued by Virgin Media Secured Finance and are guaranteed on a senior basis by Virgin Media, Virgin Media Group, Virgin Media (UK) Group and Virgin Media Communications and on a senior subordinated basis by VMIH and VMIL. They also rank pari passu with and, subject to certain exceptions, share in the same guarantees and security which has been granted in favor of our VM Credit Facilities.

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

		December 31, 2017					
Balance sheets	Virgin Media	Virgin Media Secured Finance	Guarantors	Non-Guarantors	Eliminations	Total	
in millions							
<b>ASSETS</b>							
Current assets:							
Cash and cash equivalents .....	£ 0.1	£ —	£ 9.4	£ 14.3	£ —	£ 23.8	
Related-party receivables.....	9.2	—	40.5	40.5	—	90.2	
Other current assets:							
Third-party .....	5.7	—	737.4	201.2	—	944.3	
Intercompany and related-party .....	—	10.6	14.9	—	(15.4)	10.1	
Total current assets.....	15.0	10.6	802.2	256.0	(15.4)	1,068.4	
Property and equipment, net .....	—	—	5,055.4	1,152.2	—	6,207.6	
Goodwill.....	—	—	5,793.8	220.8	—	6,014.6	
Intangible assets subject to amortization, net .....	—	—	751.5	98.2	—	849.7	
Investments in, and loans to, parent and subsidiary companies.....	6,478.4	4,862.0	(1,499.2)	2,746.7	(12,587.9)	—	
Deferred income taxes .....	—	—	1,432.4	—	—	1,432.4	
Related-party notes receivable .....	—	—	—	5,065.9	—	5,065.9	
Other assets, net:							
Third-party .....	4.4	—	680.1	86.8	—	771.3	
Intercompany .....	—	119.2	41.7	—	(160.9)	—	
Total assets.....	£ 6,497.8	£ 4,991.8	£ 13,057.9	£ 9,626.6	£ (12,764.2)	£ 21,409.9	
<b>LIABILITIES AND OWNER'S EQUITY</b>							
Current liabilities:							
Intercompany .....	£ —	£ —	£ 531.3	£ 477.4	£ (1,008.7)	£ —	
Other current liabilities:							
Third-party .....	0.4	109.3	3,227.6	109.2	—	3,446.5	
Intercompany and related-party .....	6.2	—	24.9	13.5	(15.4)	29.2	
Total current liabilities .....	6.6	109.3	3,783.8	600.1	(1,024.1)	3,475.7	
Long-term debt and capital lease obligations:							
Third-party .....	—	4,850.3	5,927.8	118.4	—	10,896.5	
Related-party.....	—	—	—	56.9	—	56.9	
Other long-term liabilities:							
Third-party .....	—	—	470.5	19.0	—	489.5	
Intercompany and related-party .....	—	—	158.2	2.8	(160.9)	0.1	
Total liabilities .....	6.6	4,959.6	10,340.3	797.2	(1,185.0)	14,918.7	
Total owner's equity .....	6,491.2	32.2	2,717.6	8,829.4	(11,579.2)	6,491.2	
Total liabilities and owner's equity ....	£ 6,497.8	£ 4,991.8	£ 13,057.9	£ 9,626.6	£ (12,764.2)	£ 21,409.9	

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

Statements of operations	Year ended December 31, 2017					
	Virgin Media	Virgin Media Secured Finance	Guarantors	Non- Guarantors	Eliminations	Total
	in millions					
Revenue.....	£ —	£ —	£ 4,169.1	£ 794.1	£ —	£ 4,963.2
Operating costs and expenses (exclusive of depreciation and amortization, shown separately below):						
Programming and other direct costs of services .....	—	—	1,238.3	211.5	—	1,449.8
Other operating.....	—	—	552.7	114.0	—	666.7
SG&A.....	1.1	—	522.2	102.4	—	625.7
Related-party fees and allocations, net...	—	—	84.5	56.2	—	140.7
Depreciation and amortization .....	—	—	1,547.4	260.8	—	1,808.2
Impairment, restructuring and other operating items, net.....	41.6	—	13.0	2.9	—	57.5
	42.7	—	3,958.1	747.8	—	4,748.6
Operating income (loss).....	(42.7)	—	211.0	46.3	—	214.6
Non-operating income (expense):						
Interest expense:						
Third-party .....	—	(272.2)	(338.2)	(3.5)	—	(613.9)
Related-party and intercompany .....	(31.1)	—	(1,474.7)	(1,037.4)	2,541.3	(1.9)
Interest income – related-party and intercompany .....	10.9	279.8	1,332.5	1,248.0	(2,541.3)	329.9
Realized and unrealized gains (losses) on derivative instruments, net:						
Third-party .....	—	—	(525.1)	(0.1)	—	(525.2)
Related-party .....	—	(95.7)	96.3	(2.8)	—	(2.2)
Foreign currency transaction gains (losses), net .....	(18.8)	105.4	513.1	(33.5)	—	566.2
Loss on debt modification and extinguishment, net.....	—	(27.3)	(25.1)	—	—	(52.4)
Realized and unrealized losses due to changes in fair values of certain debt, net .....	—	—	(25.5)	—	—	(25.5)
Other income, net.....	—	—	2.0	—	—	2.0
	(39.0)	(10.0)	(444.7)	170.7	—	(323.0)
Earnings (loss) before income taxes ....	(81.7)	(10.0)	(233.7)	217.0	—	(108.4)
Income tax benefit (expense) .....	(10.4)	—	31.9	—	—	21.5
Earnings (loss) after income taxes .....	(92.1)	(10.0)	(201.8)	217.0	—	(86.9)
Equity in net earnings (loss) of subsidiaries .....	5.2	—	128.5	(226.7)	93.0	—
Net loss.....	£ (86.9)	£ (10.0)	£ (73.3)	£ (9.7)	£ 93.0	£ (86.9)
Total comprehensive loss .....	£ (106.9)	£ (10.0)	£ (77.9)	£ (82.9)	£ 170.8	£ (106.9)

**VIRGIN MEDIA INC.**  
**Notes to Consolidated Financial Statements — (Continued)**  
**December 31, 2017, 2016 and 2015**

Statements of cash flows	Year ended December 31, 2017				
	Virgin Media	Virgin Media Secured Finance	Guarantors	Non- Guarantors	Total
	in millions				
Cash flows from operating activities:					
Net cash provided (used) by operating activities .....	£ (98.6)	£ 86.4	£ 1,434.9	£ 590.8	£ 2,013.5
Cash flows from investing activities:					
Advances to related parties, net.....	(260.1)	—	—	(592.4)	(852.5)
Capital expenditures.....	—	—	(405.6)	(117.7)	(523.3)
Cash paid in connection with other acquisitions, net of cash acquired .....	—	—	0.1	—	0.1
Other investing activities, net.....	—	—	3.6	—	3.6
Net cash used by investing activities.....	(260.1)	—	(401.9)	(710.1)	(1,372.1)
Cash flows from financing activities:					
Borrowings of third-party debt.....	—	675.0	2,443.5	25.0	3,143.5
Repayments and repurchases of third-party debt and capital lease obligations.....	—	(640.0)	(2,710.5)	(25.5)	(3,376.0)
Net repayments of related-party notes .....	—	—	—	(257.1)	(257.1)
Contributions (distributions) .....	448.7	(99.2)	(739.3)	389.8	—
Payment of financing costs and debt premiums.....	—	(32.3)	(25.8)	(1.5)	(59.6)
Net cash paid related to derivative instruments .....	—	—	(0.4)	—	(0.4)
Other financing activities, net .....	(90.6)	—	—	—	(90.6)
Net cash provided (used) by financing activities .....	358.1	(96.5)	(1,032.5)	130.7	(640.2)
Effect of exchange rates on cash and cash equivalents.....	0.5	—	—	—	0.5
Net increase (decrease) in cash and cash equivalents.....	(0.1)	(10.1)	0.5	11.4	1.7
Cash and cash equivalents:					
Beginning of period .....	0.2	10.1	8.9	2.9	22.1
End of period.....	£ 0.1	£ —	£ 9.4	£ 14.3	£ 23.8

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis, which should be read in conjunction with our consolidated financial statements, is intended to assist in providing an understanding of our results of operations and financial condition and is organized as follows:

- *Overview.* This section provides a general description of our business and recent events.
- *Results of Operations.* This section provides an analysis of our results of operations for the years ended December 31, 2017, 2016 and 2015.
- *Liquidity and Capital Resources.* This section provides an analysis of our corporate and subsidiary liquidity, consolidated statements of cash flows and contractual commitments.
- *Critical Accounting Policies, Judgments and Estimates.* This section discusses those material accounting policies that involve uncertainties and require significant judgment in their application.
- *Quantitative and Qualitative Disclosures about Market Risk.* This section provides discussion and analysis of the foreign currency, interest rate and other market risk that our company faces.

The capitalized terms used below have been defined in the notes to our consolidated financial statements. In the following text, the terms “we,” “our,” “our company” and “us” may refer, as the context requires, to Virgin Media or collectively to Virgin Media and its subsidiaries.

Unless otherwise indicated, convenience translations into pound sterling are calculated, and operational data (including subscriber statistics) is presented, as of December 31, 2017.

### Overview

#### *General*

We are a subsidiary of Liberty Global that provides video, broadband internet, fixed-line telephony and mobile services in the U.K. and Ireland. We are one of the U.K.'s and Ireland's largest providers of residential video, broadband internet and fixed-line telephony services in terms of the number of customers. We believe our advanced, deep-fiber cable access network enables us to offer faster and higher quality broadband services than our digital subscriber line (**DSL**) competitors. As a result, we provide our customers with a leading next generation broadband service and one of the most advanced interactive television services available in the U.K. and Irish markets.

#### *Operations*

At December 31, 2017, our network passed 14,872,900 homes and served 14,392,800 revenue generating units (**RGUs**), consisting of 5,476,500 broadband internet subscribers, 4,796,400 fixed-line telephony subscribers and 4,119,900 video subscribers. In addition, at December 31, 2017, we served 3,052,700 mobile subscribers.

*Digital Video services.* Our digital cable service offerings include basic and premium programming and incremental product and service offerings, such as enhanced pay-per-view programming (including digital cable-on-demand), digital cable recorders, high definition and 3D programming and access to over-the-top content.

*Broadband internet services.* Our residential broadband subscribers generally access the internet at various download speeds ranging up to 300 Mbps in the U.K. and up to 360 Mbps in Ireland, depending on the tier of service selected. We determine pricing for each different tier of broadband internet service through analysis of speed, market conditions and other factors. We continue to invest in new technologies that allow us to increase the internet speeds we offer to our customers.

*Fixed-line telephony services.* We offer fixed-line telephony services via either voice-over-internet-protocol (**VoIP**) technology or circuit-switched telephony.

*Mobile services.* We offer voice and data mobile services using third-party networks through MVNO arrangements.

*B2B services.* We provide B2B services, including voice, broadband internet, data, video, wireless and cloud services.

For additional information regarding the details of our products and services, see *Business* included in this annual report.



### ***Competition and other external factors***

We are experiencing significant competition from incumbent telecommunications operators, direct-to-home satellite (**DTH**) operators and/or other providers. For additional information regarding the competition we face, see *Business - Competition and Regulatory Matters* included in this annual report. This significant competition we are experiencing, together with macroeconomic factors, has adversely impacted our revenue, RGUs and/or average monthly subscription revenue per average cable RGU or mobile subscriber, as applicable (**ARPU**). For additional information regarding the revenue impact of changes in the RGUs and ARPU, see *Discussion and Analysis* below.

In addition, high levels of sovereign debt in the U.S., U.K. and Ireland, combined with weak growth and high unemployment, could potentially lead to fiscal reforms (including austerity measures), tax increases, sovereign debt restructurings, currency instability, increased counterparty credit risk, high levels of volatility and disruptions in the credit and equity markets, as well as other outcomes that might adversely impact our company. The occurrence of any of these events, especially within the eurozone countries given our significant exposure to the euro and pound sterling, could have an adverse impact on, among other matters, our liquidity and cash flows.

Our operations are subject to macroeconomic, political and other risks that are outside our control. For example, on June 23, 2016, the U.K. held a referendum in which U.K. citizens voted in favor of, on an advisory basis, an exit from the E.U. commonly referred to as “**Brexit**.” Brexit is currently scheduled to occur on March 29, 2019. The potential impacts, if any, of the uncertainty relating to Brexit or the resulting terms of Brexit on the free movement of goods, services, people and capital between the U.K. and the E.U., customer behavior, economic conditions, interest rates, currency exchange rates, availability of capital or other matters are unclear. In addition, the value of the pound sterling relative to the U.S. dollar remains at levels that are significantly below pre-Brexit levels. The effects of Brexit could adversely affect our business, results of operations, financial condition and liquidity.

Effective April 1, 2017, the rateable value of our existing network and other assets in the U.K. increased significantly. This increase affects the amount we pay for network infrastructure charges as the annual amount payable to the U.K. government is calculated by applying a percentage multiplier to the rateable value of assets. This change, together with a similar change in Ireland, will result in significant increases in our network infrastructure charges. The aggregate amount of these increases was £25.5 million during 2017 and will build to a maximum aggregate increase of up to £110.0 million in 2021. We continue to believe that these increases are excessive and retain the right of appeal should more favorable agreements be reached with other operators. The rateable value of network and other assets constructed under our Network Extension program in the U.K. remains subject to review by the U.K. government.

### ***Strategy and management focus***

We strive to achieve organic revenue and customer growth in our operations by developing and marketing bundled entertainment and information and communications services, and extending and upgrading the quality of our networks where appropriate. As we use the term, organic growth excludes foreign currency translation effects (**FX**) and the estimated impact of acquisitions and dispositions. While we seek to increase our customer base, we also seek to maximize the average revenue we receive from each household by increasing the penetration of our digital video, broadband internet, fixed-line telephony and mobile services with existing customers through product bundling and upselling.

In connection with the Network Extension, during 2015, 2016 and 2017, we connected 1.1 million homes and commercial premises to our two-way network (including technical upgrades in the U.K.). During 2017, we have experienced increased construction costs related to the Network Extension, and similar increases could occur in future periods. However, we will only continue to extend our footprint through new construction to the extent we believe we can obtain attractive returns on our investments. We expect to continue the Network Extension in 2018. Depending on a variety of factors, including the financial and operational results of the program, the Network Extension may be continued, modified or cancelled at our discretion.

The capital costs associated with the Network Extension, which include the costs to build-out the network and the purchase and installation of related customer premises equipment, are expected to be significant. Our assessment of the impacts of the Network Extension is subject to competitive, economic, regulatory and other factors outside of our control.

## Results of Operations

We completed two small acquisitions and one small disposition during 2016, one small acquisition during 2015 and the U.K. Non-Cable Disposal, as defined and described below, in 2015. These transactions impact the comparability of our 2017, 2016 and 2015 results of operations. In the following discussion, we quantify the estimated impact of acquisitions (the **Acquisition Impact**) on our operating results. The Acquisition Impact represents our estimate of the difference between the operating results of the periods under comparison that is attributable to an acquisition. In general, we base our estimate of the Acquisition Impact on an acquired entity's operating results during the first three to twelve months following the acquisition date, as adjusted to remove integration costs and any other material unusual or nonoperational items, such that changes from those operating results in subsequent periods are considered to be organic changes. Accordingly, in the following discussion, (i) organic variances attributed to an acquired entity during the first 12 months following the acquisition date represent differences between the Acquisition Impact and the actual results and (ii) the calculation of our organic change percentages includes the organic activity of an acquired entity relative to the Acquisition Impact of such entity.

## Discussion and Analysis

### *General*

Most of our revenue is subject to VAT or similar revenue-based taxes. Any increases in these taxes could have an adverse impact on our ability to maintain or increase our revenue to the extent that we are unable to pass such tax increases on to our customers. In the case of revenue-based taxes for which we are the ultimate taxpayer, we will also experience increases in our operating expenses and corresponding declines in our Segment OCF and Segment OCF margin (Segment OCF divided by revenue) to the extent of any such tax increases. As we use the term, **Segment OCF** is defined as operating income before depreciation and amortization, share-based compensation, related-party fees and allocations, provisions and provision releases related to significant litigation and impairment, restructuring and other operating items. Other operating items include (i) gains and losses on the disposition of long-lived assets, (ii) third-party costs directly associated with successful and unsuccessful acquisitions and dispositions, including legal, advisory and due diligence fees, as applicable, and (iii) other acquisition-related items, such as gains and losses on the settlement of contingent consideration.

We pay interconnection fees to other telephony providers when calls or text messages from our subscribers terminate on another network, and we receive similar fees from such providers when calls or text messages from their customers terminate on our networks or networks that we access through MVNO or other arrangements. The amounts we charge and incur with respect to fixed-line telephony and mobile interconnection fees are subject to regulatory oversight. To the extent that regulatory authorities introduce fixed-line or mobile termination rate changes, we would experience prospective changes in our interconnect revenue and costs. The ultimate impact of any such changes in termination rates on our Segment OCF would be dependent on the call or text messaging patterns that are subject to the changed termination rates.

We are subject to inflationary pressures with respect to certain costs and foreign currency exchange risk with respect to costs and expenses that are denominated in currencies other than British pound sterling. Any cost increases that we are not able to pass on to our subscribers through rate increases would result in increased pressure on our operating margins. For additional information regarding our foreign currency exchange risks see *Quantitative and Qualitative Disclosures about Market Risk—Foreign Currency Risk* below.

### *Revenue*

*General.* We derive our revenue primarily from residential and B2B communications services, including video, broadband internet, fixed-line telephony and mobile services. For detailed information regarding how we define and categorize our revenue components, see note 17 to our consolidated financial statements.

Variances in the subscription revenue that we receive from our customers are a function of (i) changes in the number of RGUs or mobile subscribers outstanding during the period and (ii) changes in ARPU. Changes in ARPU can be attributable to (a) changes in prices, (b) changes in bundling or promotional discounts, (c) changes in the tier of services selected, (d) variances in subscriber usage patterns and (e) the overall mix of cable and mobile products during the period. In the following discussion, we discuss ARPU changes in terms of the net impact of the above factors on the ARPU that is derived from our video, broadband internet, fixed-line telephony and mobile products.

2017 compared to 2016

Revenue

Our revenue by major category is set forth below:

	Year ended December 31,		Increase (decrease)		Organic increase (decrease)
	2017	2016	£	%	%
	in millions				
Residential revenue:					
Residential cable revenue (a):					
Subscription revenue (b):					
Video.....	£ 1,019.1	£ 1,054.8	£ (35.7)	(3.4)	(4.0)
Broadband internet.....	1,489.6	1,356.1	133.5	9.8	9.3
Fixed-line telephony .....	940.3	948.4	(8.1)	(0.9)	(1.2)
Total subscription revenue.....	3,449.0	3,359.3	89.7	2.7	2.2
Non-subscription revenue .....	94.0	83.2	10.8	13.0	17.7
Total residential cable revenue.....	3,543.0	3,442.5	100.5	2.9	2.5
Residential mobile revenue (c):					
Subscription revenue (b) .....	370.1	408.8	(38.7)	(9.5)	(9.5)
Non-subscription revenue .....	234.7	205.5	29.2	14.2	14.0
Total residential mobile revenue.....	604.8	614.3	(9.5)	(1.5)	(1.7)
Total residential revenue .....	4,147.8	4,056.8	91.0	2.2	1.9
B2B revenue (d):					
Subscription revenue .....	57.0	30.9	26.1	84.5	84.6
Non-subscription revenue.....	695.1	673.2	21.9	3.3	0.8
Total B2B revenue.....	752.1	704.1	48.0	6.8	4.2
Other revenue (e) .....	63.3	45.2	18.1	40.0	9.7
Total.....	£ 4,963.2	£ 4,806.1	£ 157.1	3.3	2.3

- (a) Residential cable subscription revenue includes amounts received from subscribers for ongoing services. Residential cable non-subscription revenue includes, among other items, channel carriage fees, installation revenue, late fees and revenue from the sale of equipment.
- (b) Residential subscription revenue from subscribers who purchase bundled services at a discounted rate is generally allocated proportionally to each service based on the standalone price for each individual service. As a result, changes in the standalone pricing of our cable and mobile products or the composition of bundles can contribute to changes in our product revenue categories from period to period.
- (c) Residential mobile subscription revenue includes amounts received from subscribers for ongoing services. Residential mobile non-subscription revenue includes, among other items, interconnect revenue and revenue from sales of mobile handsets and other devices. Residential mobile interconnect revenue was £53.9 million and £58.9 million during 2017 and 2016, respectively.
- (d) B2B subscription revenue represents revenue from 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. A portion of the increases in our B2B subscription revenue is attributable to the conversion of certain residential subscribers to SOHO subscribers. B2B non-subscription revenue includes revenue from business broadband internet, video, fixed-line telephony, mobile and data services offered to medium to large enterprises and on a wholesale basis, to other operators.

- (e) Other revenue primarily includes broadcasting revenue.

The details of the increase in our revenue during 2017, as compared to 2016, are set forth below:

	<b>Subscription revenue</b>	<b>Non- subscription revenue</b>	<b>Total</b>
		<b>in millions</b>	
Increase in residential cable subscription revenue due to change in:			
Average number of RGUs (a).....	£ 59.2	£ —	£ 59.2
ARPU (b).....	13.5	—	13.5
Increase in residential cable non-subscription revenue (c).....	—	14.0	14.0
Total increase in residential cable revenue.....	72.7	14.0	86.7
Increase (decrease) in residential mobile revenue (d).....	(39.2)	28.8	(10.4)
Increase in B2B revenue (e).....	25.6	5.2	30.8
Increase in other revenue (f).....	—	5.3	5.3
Total organic increase.....	59.1	53.3	112.4
Impact of acquisitions.....	—	23.2	23.2
Impact of disposals.....	—	(2.1)	(2.1)
Impact of FX.....	18.3	5.3	23.6
Total.....	<u>£ 77.4</u>	<u>£ 79.7</u>	<u>£ 157.1</u>

- (a) The increase in residential cable subscription revenue related to a change in the average number of RGUs is primarily attributable to (i) increases in the average number of broadband internet, video and fixed-line telephony RGUs in the U.K. and (ii) a decrease in the average number of video RGUs in Ireland.
- (b) The increase in residential cable subscription revenue related to a change in ARPU is attributable to (i) the net effect of (a) higher ARPU from broadband internet services and (b) lower ARPU from video and fixed-line telephony services and (ii) an improvement in RGU mix. In addition, ARPU from video, broadband internet and fixed-line telephony services was adversely impacted by an aggregate revenue decrease of £8.6 million associated with an April 2016 change in the regulations governing payment handling fees that we charge to our customers in the U.K.
- (c) The increase in residential cable non-subscription revenue is primarily attributable to the net effect of (i) an increase in installation revenue in the U.K. and (ii) a decrease in early termination fees in the U.K.
- (d) The decrease in residential mobile subscription revenue is primarily attributable to the net effect of (i) a decrease in the U.K., due primarily to lower ARPU, and (ii) an increase in Ireland, mainly due to an increase in the average number of mobile subscribers. The lower ARPU in the U.K. includes the net effect of (a) a decline of £77.6 million attributable to a lower number of customers under higher-ARPU subsidized handset contracts and (b) an increase of £31.5 million attributable to growth in the number of customers under the lower-ARPU Split-contract Program. For additional information regarding the Split-contract Program, see note 3 to our consolidated financial statements. The increase in residential mobile non-subscription revenue is primarily due to (1) an increase in revenue from mobile handset sales in the U.K. and (2) a decrease in interconnect revenue, as a decrease in the U.K. was only partially offset by a volume-related increase in Ireland. The decrease in interconnect revenue in the U.K. is primarily due to (I) a decline in mobile short message service or “SMS” termination volumes and (II) lower mobile termination rates and volumes.
- (e) The increase in B2B subscription revenue is primarily due to an increase in the average number of broadband internet SOHO RGUs in the U.K. The increase in B2B non-subscription revenue is primarily due to the net effect of (i) an increase in early termination fees in the U.K. and (ii) lower revenue from data services in the U.K.
- (f) The increase in other revenue is largely due to an increase in broadcasting revenue in Ireland.

For information regarding certain regulatory developments that could have an adverse impact on our revenue in the U.K., see note 16 to our consolidated financial statements.

### ***Programming and other direct costs of services***

Programming and other direct costs of services include programming and copyright costs, interconnect and access costs, costs of mobile handset and other devices and other direct costs related to our operations. Programming and copyright costs, which represent a significant portion of our operating costs, are subject to increase in future periods as a result of (i) higher costs associated with the expansion of our digital video content, including rights associated with ancillary product offerings and rights that provide for the broadcast of live sporting events, (ii) rate increases and (iii) growth in the number of our enhanced video subscribers.

Our programming and other direct costs of services increased £13.7 million or 1.0% during 2017, as compared to 2016. This increase includes an increase of £13.5 million attributable to the net impact of acquisitions and a disposition. On an organic basis, programming and other direct costs of services decreased £6.0 million or 0.4%. This decrease includes the following factors:

- A decrease in interconnect and access costs of £47.6 million or 12.2%. The lower costs are primarily due to the net effect of (i) a £30.4 million decrease (including £22.5 million and £7.9 million recorded in the second and fourth quarters of 2017, respectively), primarily associated with a telecommunications operator's agreement to compensate communications providers, including our company, for certain contractual breaches related to network charges, (ii) lower MVNO costs, (iii) lower fixed-line telephony call volumes and (iv) a slight increase attributable to higher mobile usage;
- An increase in programming and copyright costs of £28.2 million or 3.5% primarily due to (i) higher costs for certain premium and/or basic content, including higher costs for sports rights, and (ii) growth in the number of enhanced video subscribers;
- An increase in mobile handset and other device costs of £16.5 million or 9.9% primarily due to the net effect of (i) a higher average cost per handset sold and (ii) lower mobile handset and other device sales volumes; and
- A net decrease resulting from individually insignificant changes in other direct expense categories.

### ***Other operating expenses***

Other operating expenses include network operations, customer operations, customer care and other costs related to our operations.

Our other operating expenses increased £49.6 million or 8.0% during 2017, as compared to 2016. This increase includes (i) an increase of £2.4 million attributable to the impact of acquisitions. On an organic basis, other operating expenses increased £43.2 million or 7.0%. This increase includes the following factors:

- An increase in network-related expenses of £38.4 million or 20.0%. This increase is primarily due to (i) an increase of £25.5 million related to network infrastructure charges following an April 1, 2017 increase in the rateable value of existing assets and (ii) a £4.1 million increase associated with the impact of the settlement of an operational contingency during the first quarter of 2016. For additional information regarding the increased network infrastructure charges in the U.K. and Ireland, see note 16 to our consolidated financial statements;
- A decrease in personnel costs of £9.2 million or 4.5% primarily due to the net effect of (i) decreased costs resulting from higher capitalized labor costs associated with (a) the Network Extension and (b) increased installations of new customer premises equipment, (ii) lower staffing levels, (iii) annual wage increases and (iv) lower incentive compensation costs;
- An increase in information technology-related expenses of £3.6 million or 8.9% primarily due to higher software and other information technology-related maintenance costs; and
- An increase in outsourced labor and professional fees of £1.9 million or 2.5% primarily due to the net effect of (i) higher call center costs, largely driven by increased call volumes and (ii) lower consulting costs.

## *SG&A expenses*

SG&A expenses include human resources, information technology, general services, management, finance, legal, external sales and marketing costs, share-based compensation and other general expenses. We do not include share-based compensation in the following discussion and analysis of our SG&A expenses as share-based compensation expense is discussed separately below.

Our SG&A expenses (exclusive of share-based compensation) increased £17.9 million or 3.1% during 2017, as compared to 2016. This increase includes an increase of £7.6 million attributable to the impact of acquisitions. On an organic basis, and excluding share-based compensation, SG&A expenses increased £6.2 million or 1.0%. This increase includes the following factors:

- A decrease in personnel costs of £6.3 million or 2.6% largely due to the net effect of (i) lower incentive compensation costs, (ii) decreased staffing levels and (iii) annual wage increases;
- An increase in information technology-related expenses of £3.1 million or 36.6% primarily due to higher software and other information technology-related maintenance costs;
- An increase in outsourced labor and professional fees of £2.7 million or 6.8% largely due to the net effect of (i) higher call center costs and (ii) a decrease in consulting costs;
- An increase in external sales and marketing costs of £1.7 million or 0.8% primarily due to the net effect of (i) higher third-party sales commissions and (ii) a decrease in costs associated with advertising campaigns; and
- A net increase resulting from individually insignificant changes in other SG&A expense categories.

### *Share-based compensation expense (included in SG&A expense)*

Our share-based compensation expense represents amounts allocated to our company by Liberty Global and related employer taxes. The amounts allocated by Liberty Global to our company represent share-based compensation associated with the Liberty Global share-based incentive awards held by certain employees of our subsidiaries. A summary of the share-based compensation expense that is included in our SG&A expenses is set forth below:

	Year ended December 31,	
	2017	2016
	in millions	
Performance-based incentive awards (a) .....	£ 5.3	£ 16.1
Other share-based incentive awards .....	16.7	14.9
Total (b) .....	<u>£ 22.0</u>	<u>£ 31.0</u>

(a) Includes share-based compensation expense related to (i) Liberty Global PSUs and (ii) the Challenge Performance Awards.

(b) Amounts include incremental expense of £1.2 million and £2.0 million, respectively, related to the 2015 Award Modifications.

For additional information regarding our share-based compensation, see note 11 to our consolidated financial statements.

### ***Related-party fees and allocations, net***

We recorded related-party fees and allocations, net, related to corporate services performed by Liberty Global and our company of £140.7 million and £110.9 million during 2017 and 2016, respectively. These charges generally relate to management, finance, legal, technology and other corporate and administrative services provided to or by our subsidiaries. For additional information, see note 12 to our consolidated financial statements.

### ***Depreciation and amortization expense***

Our depreciation and amortization expense increased £157.4 million or 9.5% during 2017, as compared to 2016. Excluding the effects of FX, depreciation and amortization expense increased £153.6 million or 9.3%, primarily due to the net effect of (i) an increase associated with property and equipment additions related to the installation of customer premises equipment, the expansion and upgrade of our networks and other capital initiatives, (ii) a decrease associated with certain assets becoming fully depreciated and (iii) an increase due to accelerated depreciation.

### ***Impairment, restructuring and other operating items, net***

We recognized impairment, restructuring and other operating items, net, of £57.5 million and £26.4 million during 2017 and 2016, respectively. The 2017 amount includes (i) a litigation settlement of £30.1 million recorded during the third quarter of 2017 and (ii) restructuring charges of £21.8 million, primarily due to certain reorganization activities that resulted in employee severance and termination costs and costs related to property closures. The 2016 amount includes (a) restructuring charges of £21.0 million, primarily related to employee severance and termination costs related to certain reorganization activities and (b) an impairment charge of £4.1 million.

If, among other factors, (i) our enterprise value or Liberty Global's equity values were to decline significantly or (ii) the adverse impacts of economic, competitive, regulatory or other factors were to cause our results of operations or cash flows to be worse than anticipated, we could conclude in future periods that impairment charges are required in order to reduce the carrying values of our goodwill and, to a lesser extent, other long-lived assets. Any such impairment charges could be significant.

### ***Interest expense – third-party***

Our third-party interest expense increased £30.3 million or 5.2% during 2017, as compared to 2016, primarily due to higher average outstanding third-party debt balances. For additional information regarding our outstanding third-party indebtedness, see note 8 to our consolidated financial statements.

It is possible that the interest rates on (i) any new borrowings could be higher than the current interest rates on our existing indebtedness and (ii) our variable-rate indebtedness could increase in future periods. As further discussed in note 5 to our consolidated financial statements and under *Qualitative and Quantitative Disclosures about Market Risk* below, we use derivative instruments to manage our interest rate risks.

### ***Interest expense – related-party***

Our related-party interest expense decreased £2.3 million or 54.8% during 2017, as compared to 2016 due to lower average outstanding related-party debt balances. For additional information regarding our related-party indebtedness, see note 12 to our consolidated financial statements.

### ***Interest income – related-party***

Our related-party interest income increased £40.3 million or 13.9% during 2017, as compared to 2016, primarily due to interest income earned on related-party notes receivable from LG Europe 2. For additional information, see note 12 to our consolidated financial statements.

### ***Realized and unrealized gains (losses) on derivative instruments, net***

Our realized and unrealized gains or losses on derivative instruments include (i) unrealized changes in the fair values of our derivative instruments that are non-cash in nature until such time as the derivative contracts are fully or partially settled and (ii) realized gains or losses upon the full or partial settlement of the derivative contracts. The details of our realized and unrealized gains (losses) on derivative instruments, net, are as follows:

	Year ended December 31,	
	2017	2016
	in millions	
Cross-currency and interest rate derivative contracts (a) .....	£ (525.2)	£ 640.8
Foreign currency forward and option contracts .....	(2.2)	15.8
Equity-related derivative instruments .....	—	9.2
Total .....	<u>£ (527.4)</u>	<u>£ 665.8</u>

- (a) The loss during 2017 is primarily attributable to net effect of (i) a net loss associated with changes in the relative value of certain currencies and (ii) a net gain associated with changes in certain market interest rates. In addition, the loss during 2017 includes a net gain of £78.3 million resulting from changes in our credit risk valuation adjustments. The gain during 2016 is primarily attributable to the net effect of (a) a net gain associated with changes in the relative value of certain currencies and (b) a net loss associated with changes in certain market interest rates. In addition, the gain during 2016 includes a net loss of £28.5 million resulting from changes in our credit risk valuation adjustments.

For additional information regarding our derivative instruments, see notes 5 and 6 to our consolidated financial statements and *Quantitative and Qualitative Disclosures about Market Risk* below.

### ***Foreign currency transaction gains (losses), net***

Our foreign currency transaction gains or losses primarily result from the remeasurement of monetary assets and liabilities that are denominated in currencies other than the underlying functional currency of the applicable entity. Unrealized foreign currency transaction gains or losses are computed based on period-end exchange rates and are non-cash in nature until such time as the amounts are settled. The details of our foreign currency transaction gain (losses), net, are as follows:

	Year ended December 31,	
	2017	2016
	in millions	
U.S. dollar denominated debt issued by our company .....	£ 304.6	£ (704.8)
Intercompany payables and receivables denominated in a currency other than the entity's functional currency (a) .....	272.6	(181.2)
Euro denominated debt issued by our company .....	(15.9)	(53.8)
Other .....	4.9	(10.4)
Total .....	<u>£ 566.2</u>	<u>£ (950.2)</u>

- (a) Amounts primarily relate to loans between certain of our non-operating subsidiaries.

For information regarding how we manage our exposure to foreign currency risk, see *Quantitative and Qualitative Disclosures about Market Risk — Foreign Currency Risk* below.

### ***Realized and unrealized losses due to changes in fair values of certain debt, net***

Our realized and unrealized gains or losses due to changes in fair values of certain debt include unrealized gains or losses associated with changes in fair values that are non-cash in nature until such time as these gains or losses are realized through cash transactions. We recognized realized and unrealized losses due to changes in fair values of certain debt, net, of £25.5 million during



2017 as compared to £4.5 million during 2016. For additional information regarding our fair value measurements, see note 6 to our consolidated financial statements.

### ***Losses on debt modification and extinguishment, net***

We recognized losses on debt modification and extinguishment, net, of £52.4 million and £62.9 million during 2017 and 2016, respectively. The loss during 2017 is primarily attributable to (i) the payment of £26.0 million of redemption premium and (ii) the write-off of £23.2 million of net unamortized deferred financing costs, discounts and premiums. The loss during 2016 is attributable to (a) the payment of £42.2 million of redemption premium and (b) the write-off of £20.7 million of unamortized deferred financing costs, discounts and premiums.

For additional information regarding our losses on debt modification and extinguishment, net, see note 8 to our consolidated financial statements.

### ***Income tax benefit***

We recognized income tax benefit of £21.5 million and £13.8 million during 2017 and 2016, respectively.

The income tax benefit during 2017 differs from the expected income tax benefit of £37.9 million (based on the U.S. federal income tax rate of 35.0%), primarily due to the negative impacts of (i) certain permanent differences between the financial and tax accounting treatment of items associated with investments in subsidiaries and (ii) international rate differences. The negative impacts of these items were partially offset by the positive impact of non-deductible or non-rateable foreign currency exchange results.

The income tax expense during 2016 differs from the expected income tax expense of £104.8 million (based on the U.S. federal income tax rate of 35%), primarily due to the negative impacts of (i) a reduction in net deferred tax assets in the U.K. due to enacted changes in tax law, (ii) statutory tax rates in certain jurisdictions in which we operate that are lower than the U.S. federal income tax rate and (iii) certain permanent differences between the financial and tax accounting treatment of items associated with investments in subsidiaries. The negative impacts of these items were partially offset by the positive impact of a net decrease in valuation allowances.

For additional information concerning our income taxes, see note 9 to our consolidated financial statements.

### ***Net loss***

During 2017 and 2016, we reported net losses of £86.9 million and £285.6 million, respectively, including (i) operating income of £214.6 million and £348.0 million, respectively, (ii) net non-operating expense of £323.0 million and £647.4 million, respectively, and (iii) income tax benefit of £21.5 million and £13.8 million, respectively.

Gains or losses associated with (i) changes in the fair values of derivative instruments and (ii) movements in foreign currency exchange rates are subject to a high degree of volatility and, as such, any gains from these sources do not represent a reliable source of income. In the absence of significant gains in the future from these sources or from other non-operating items, our ability to achieve earnings is largely dependent on our ability to increase our Segment OCF to a level that more than offsets the aggregate amount of our (a) share-based compensation expense, (b) related-party fees and allocations, (c) depreciation and amortization, (d) impairment, restructuring and other operating items, (e) interest expense, (f) other non-operating expenses and (g) income tax expenses.

Subject to the limitations included in our various debt instruments, we expect that Liberty Global will continue to cause our company to maintain our debt at current levels relative to our Covenant EBITDA. As a result, we expect that we will continue to report significant levels of interest expense for the foreseeable future. For information concerning our expectations with respect to trends that may affect certain aspects of our operating results in future periods, see the discussion under *Overview* above. For information concerning the reasons for changes in specific line items in our consolidated statements of operations, see the above discussion.

2016 compared to 2015

Revenue

Our revenue by major category is set forth below:

	Year ended December 31,		Increase (decrease)		Organic
	2016	2015	£	%	increase (decrease)
	in millions				%
Residential revenue:					
Residential cable revenue (a):					
Subscription revenue (b):					
Video.....	£ 1,054.8	£ 1,062.2	£ (7.4)	(0.7)	(0.9)
Broadband internet .....	1,356.1	1,217.8	138.3	11.4	10.4
Fixed-line telephony .....	948.4	941.0	7.4	0.8	0.2
Total subscription revenue .....	3,359.3	3,221.0	138.3	4.3	3.7
Non-subscription revenue .....	83.2	72.4	10.8	14.9	15.1
Total residential cable revenue .....	3,442.5	3,293.4	149.1	4.5	4.0
Residential mobile revenue (c):					
Subscription revenue (b) .....	408.8	465.0	(56.2)	(12.1)	(12.2)
Non-subscription revenue .....	205.5	177.8	27.7	15.6	15.3
Total residential mobile revenue.....	614.3	642.8	(28.5)	(4.4)	(4.6)
Total residential revenue .....	4,056.8	3,936.2	120.6	3.1	2.6
B2B revenue (d):					
Subscription revenue .....	30.9	21.8	9.1	41.7	38.0
Non-subscription revenue .....	673.2	657.4	15.8	2.4	1.6
Total B2B revenue .....	704.1	679.2	24.9	3.7	2.9
Other revenue (e) .....	45.2	3.0	42.2	1,406.7	25.7
Total.....	£ 4,806.1	£ 4,618.4	£ 187.7	4.1	2.8

- (a) Residential cable subscription revenue includes amounts received from subscribers for ongoing services. Residential cable non-subscription revenue includes, among other items, channel carriage fees, installation revenue, late fees and revenue from the sale of equipment.
- (b) Residential subscription revenue from subscribers who purchase bundled services at a discounted rate is generally allocated proportionally to each service based on the standalone price for each individual service. As a result, changes in the standalone pricing of our cable and mobile products or the composition of bundles can contribute to changes in our product revenue categories from period to period.
- (c) Residential mobile subscription revenue includes amounts received from subscribers for ongoing services. Residential mobile non-subscription revenue includes, among other items, interconnect revenue and revenue from sales of mobile handsets and other devices. Residential mobile interconnect revenue was £58.9 million and £68.1 million during 2016 and 2015, respectively.
- (d) B2B subscription revenue represents revenue from 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. A portion of the increases in our B2B subscription revenue is attributable to the conversion of certain residential subscribers to SOHO subscribers. B2B non-subscription revenue includes revenue from business broadband internet, video, fixed-line telephony, mobile and data services offered to medium to large enterprises and, on a wholesale basis, to other operators.

- (e) Other revenue for 2016 primarily includes broadcasting revenue.

The details of the increase in our revenue during 2016, as compared to 2015, are set forth below:

	<b>Subscription revenue</b>	<b>Non- subscription revenue</b>	<b>Total</b>
		<b>in millions</b>	
Increase in residential cable subscription revenue due to change in:			
Average number of RGUs (a).....	£ 58.7	£ —	£ 58.7
ARPU (b).....	60.6	—	60.6
Increase in residential cable non-subscription revenue (c).....	—	10.6	10.6
Total increase in residential cable revenue.....	119.3	10.6	129.9
Increase (decrease) in residential mobile revenue (d).....	(56.6)	27.3	(29.3)
Increase in B2B revenue (e).....	8.1	10.5	18.6
Increase in other revenue (f).....	—	8.5	8.5
Total organic increase.....	70.8	56.9	127.7
Impact of acquisitions.....	—	33.2	33.2
Impact of disposals.....	—	(11.5)	(11.5)
Impact of FX.....	29.3	9.0	38.3
Total.....	<u>£ 100.1</u>	<u>£ 87.6</u>	<u>£ 187.7</u>

- (a) The increase in residential cable subscription revenue related to a change in the average number of RGUs is primarily attributable to the net effect of (i) increases in the average number of broadband internet and fixed-line telephony RGUs in the U.K. and (ii) a decline in the average number of video RGUs.
- (b) The increase in residential cable subscription revenue related to a change in ARPU is primarily attributable to the net effect of (i) a net increase primarily due to the net effect of (a) higher ARPU from broadband internet and video services and (b) lower ARPU from fixed-line telephony services in the U.K. and (ii) an adverse change in RGU mix. In addition, ARPU was adversely impacted by an April 2016 change in the regulations governing payment handling fees that we charge to our customers in the U.K., which reduced revenue by £19.2 million.
- (c) The increase in residential cable non-subscription revenue is primarily related to (i) an increase in installation revenue, (ii) an increase in early termination fees and (iii) higher revenue from late fees.
- (d) The decrease in residential mobile subscription revenue is primarily attributable to the net effect of (i) a decrease in the U.K., due primarily to lower ARPU, and (ii) an increase in Ireland, mainly due to an increase in the average number of mobile subscribers. The lower ARPU in the U.K. includes the net effect of (a) a decline of £103.9 million attributable to a lower number of customers under higher-ARPU subsidized handset contracts, (b) an increase of £40.3 million attributable to growth in the number of customers under the lower-ARPU Split-contract Program, (c) an increase of £10.3 million attributable to growth in the number of customers under subscriber identification module or "SIM"-only contracts and (d) a decrease in revenue due to the impact of a £2.8 million favorable adjustment to VAT recorded during the fourth quarter of 2015. The increase in residential mobile non-subscription revenue is primarily due to the net effect of (1) an increase in revenue from mobile handset sales, primarily attributable to an increase of £41.5 million associated with the U.K. Split-contract Program, (2) a decrease in interconnect revenue in the U.K. primarily due to (A) a decline in mobile SMS termination volumes and (B) lower fixed-line telephony termination volumes, and (3) a decrease in early termination fees in the U.K. The increase in revenue from mobile handset sales pursuant to the U.K. Split-contract Program is due to the net effect of (I) increased volume and (II) lower average revenue per handset sold.
- (e) The increase in B2B subscription revenue is primarily due to an increase in the average number of broadband internet SOHO RGUs, primarily in the U.K. The increase in B2B non-subscription revenue is primarily due to the net effect of (i) lower revenue from fixed-line telephony services in the U.K., due in part to the impact of a £11.5 million favorable adjustment recorded during the fourth quarter of 2015 related to the settlement of disputes with mobile operators over amounts charged for voice traffic, including £10.3 million related to years prior to 2015, (ii) an increase in data services, including an increase

of £8.6 million in the U.K.'s amortization of deferred upfront fees on B2B contracts, and (iii) an increase in installation revenue in the U.K.

- (f) The increase in other revenue is primarily attributable to higher broadcasting revenue in Ireland.

#### ***Programming and other direct costs of services***

Our programming and other direct costs of services increased £81.6 million or 6.0% during 2016, as compared to 2015. This increase includes (i) an increase of £21.3 million attributable to the impact of acquisitions and (ii) a decrease of £5.3 million attributable to the U.K. Non-Cable Disposal and another less significant disposition. On an organic basis, programming and other direct costs of services increased £56.3 million or 4.1%. This increase includes the following factors:

- An increase in programming and copyright costs of £74.9 million or 10.4%, primarily due to the net effect of (i) higher costs for certain premium and basic content, including an increase of (a) £36.0 million associated with a sports programming contract entered into in August 2015 in the U.K. and (b) a £6.4 million increase associated with a new company-wide programming contract that was entered into in June 2016 with retroactive impact to January 1, 2016 and (ii) a decrease of £2.3 million associated with the reassessment of an accrual during the fourth quarter of 2016;
- A decrease in mobile access and interconnect costs of £34.7 million or 8.1%, primarily due to the net effect of (i) lower MVNO costs, (ii) lower fixed-line telephony call volumes, (iii) lower fixed-line telephony call rates and (iv) a decrease of £2.8 million related to the settlement of a commercial dispute during the fourth quarter of 2015; and
- An increase in mobile handset costs of £3.0 million or 2.1%, primarily due to the net effect of (i) higher mobile handset sales volumes and (ii) a lower average cost per handset sold.

#### ***Other operating expenses***

Our other operating expenses decreased £12.2 million or 1.9% during 2016, as compared to 2015. This decrease includes (i) an increase of £7.2 million attributable to the impact of acquisitions and (ii) a decrease of £0.6 million attributable to the U.K. Non-Cable Disposal and another less significant disposition. On an organic basis, other operating expenses decreased £25.4 million or 4.0%. This decrease includes the following factors:

- A decrease in personnel costs of £24.9 million or 11.2%, primarily due to the net effect of (i) decreased costs of £13.0 million resulting from higher proportions of capitalized labor costs, primarily due to the Network Extension, (ii) lower incentive compensation costs, (iii) annual wage increases, (iv) decreased staffing levels and (v) lower costs related to certain employee benefits;
- An increase in outsourced labor and professional fees of £8.5 million or 12.6%, primarily due to an increase in call center costs;
- An increase in network-related expenses of £4.2 million or 2.2%, primarily due to the net effect of (i) an £11.8 million increase resulting from retroactive adjustments recorded during the first and second quarters of 2015 to reflect lower local authority charges for certain elements of network infrastructure in the U.K., (ii) a £4.1 million decrease associated with the settlement of an operational contingency during the first quarter of 2016, (iii) higher network maintenance costs and (iv) lower outsourced labor costs associated with customer-facing activities;
- A decrease in bad debt and collection expense of £3.5 million or 8.8%;
- A decrease in facilities expenses of £2.9 million or 15.5%; and
- A net decrease resulting from individually insignificant changes in other operating expense categories.

#### ***SG&A expenses***

Our SG&A expenses (exclusive of share-based compensation) increased £20.5 million or 3.6% during 2016, as compared to 2015. This increase includes an increase of £9.0 million attributable to the impact of acquisitions. On an organic basis, SG&A expenses increased £6.5 million or 1.1%. This increase includes the following factors:

- An increase in personnel costs of £15.0 million or 6.8%, primarily due to the net effect of (i) increased staffing levels, (ii) annual wage increases and (iii) lower incentive compensation costs;
- A decrease in external sales and marketing costs of £7.3 million or 3.4%, primarily due to the net effect of (i) lower costs associated with advertising campaigns and (ii) higher third-party sales commissions;
- A decrease in outsourced labor and professional fees of £3.9 million or 15.7%, due largely to a decrease of £1.7 million associated with consulting fees incurred during the fourth quarter of 2015 in connection with the settlement of a commercial dispute; and
- A net increase resulting from individually insignificant changes in other SG&A expense categories.

***Share-based compensation expense (included in SG&A expense)***

A summary of the share-based compensation expense that is included in our SG&A expenses is set forth below:

	<b>Year ended December 31,</b>			
	<b>2016</b>		<b>2015</b>	
	<b>in millions</b>			
Performance-based incentive awards (a) .....	£	16.1	£	10.1
Other share-based incentive awards .....		14.9		25.4
Total (b) .....	<u>£</u>	<u>31.0</u>	<u>£</u>	<u>35.5</u>

- (a) Includes share-based compensation expense related to (i) Liberty Global PSUs and (ii) the Challenge Performance Awards.
- (b) In connection with the LiLAC Transaction, the compensation committee of Liberty Global's board of directors approved the 2015 Award Modifications in accordance with the underlying share-based incentive plans. As a result of the 2015 Award Modifications, we recognized £2.0 million and £5.6 million of incremental expense during 2016 and 2015, respectively.

For additional information regarding our share-based compensation, see note 11 to our consolidated financial statements.

***Related-party fees and allocations, net***

We recorded related-party fees and allocations, net, related to corporate services performed by Liberty Global and our company of £110.9 million and £87.6 million during 2016 and 2015, respectively. For additional information, see note 12 to our consolidated financial statements.

***Depreciation and amortization expense***

Our depreciation and amortization expense increased £93.0 million or 6.0% during 2016, as compared to 2015. Excluding the effects of FX, depreciation and amortization expense increased £86.2 million or 5.5%, primarily due to the net effect of (i) an increase associated with property and equipment additions related to the installation of customer premises equipment, the expansion and upgrade of our networks and other capital initiatives and (ii) a decrease associated with certain assets becoming fully depreciated.

***Impairment, restructuring and other operating items, net***

We recognized impairment, restructuring and other operating items, net, of £26.4 million and £10.9 million during 2016 and 2015, respectively. The 2016 amount includes (i) restructuring charges of £21.0 million, primarily related to employee severance and termination costs related to certain reorganization activities and (ii) an impairment charge of £4.1 million. The 2015 amount includes the net effect of (a) restructuring charges of £13.0 million, primarily related to employee severance and termination costs related to certain reorganization activities, (b) a gain from the disposition of assets of £8.3 million and (c) an impairment charge of £6.2 million.

### ***Interest expense – third-party***

Our third-party interest expense increased £73.1 million or 14.3% during 2016, as compared to 2015, primarily due to the net effect of (i) higher average outstanding third-party debt balances and (ii) lower weighted average interest rates related to the completion of certain refinancing transactions that resulted in extended maturities and net decreases to certain of our interest rates. For additional information regarding our outstanding third-party indebtedness, see note 8 to our consolidated financial statements.

### ***Interest expense – related-party***

Our related-party interest expense decreased £1.5 million or 26.3% during 2016, as compared to 2015. Related-party interest expense relates to interest expense incurred on (i) the note payable to LG Europe 2 that originated in December 2015 and (ii) the VM Ireland Note during the first quarter of 2015. As further described in note 4 to our consolidated financial statements, the VM Ireland Note eliminates in consolidation following the February 2015 VM Ireland Acquisition. For additional information regarding our related-party indebtedness, see note 12 to our consolidated financial statements.

### ***Interest income – related-party***

Our related-party interest income increased £43.1 million or 17.5% during 2016, as compared to 2015, primarily due to interest income earned on related-party notes receivable from LG Europe 2. For additional information, see note 12 to our consolidated financial statements.

### ***Realized and unrealized gains (losses) on derivative instruments, net***

The details of our realized and unrealized gains on derivative instruments, net, are as follows:

	<b>Year ended December 31,</b>	
	<b>2016</b>	<b>2015</b>
	<b>in millions</b>	
Cross-currency and interest rate derivative contracts (a) .....	£ 640.8	£ 249.6
Foreign currency forward and option contracts .....	15.8	(6.7)
Equity-related derivative instruments (b) .....	9.2	10.2
Total .....	<u>£ 665.8</u>	<u>£ 253.1</u>

- (a) The gain during 2016 is primarily attributable to the net effect of (i) a net gain associated with changes in the relative value of certain currencies and (ii) a net loss associated with changes in certain market interest rates. In addition, the gain during 2016 includes a net loss of £28.5 million resulting from changes in our credit risk valuation adjustments. The gain during 2015 is primarily attributable to the net effect of (a) a net gain associated with changes in the relative value of certain currencies and (b) a net gain associated with changes in certain market interest rates. In addition, the gain during 2015 includes a net loss of £11.3 million resulting from changes in our credit risk valuation adjustments.
- (b) Amounts represent activity related to the Virgin Media Capped Calls and the derivative embedded in the VM Convertible Notes. The fair values of our equity-related derivative instruments are primarily impacted by the trading prices of the underlying security. During 2016, the VM Convertible Notes matured and the remaining outstanding notional amount of the Virgin Media Capped Calls was settled.

For additional information regarding our derivative instruments, see notes 5 and 6 to our consolidated financial statements and *Quantitative and Qualitative Disclosures about Market Risk* below.

### ***Foreign currency transaction gains (losses), net***

The details of our foreign currency transaction losses, net, are as follows:

	Year ended December 31,	
	2016	2015
	in millions	
U.S. dollar denominated debt issued by our company .....	£ (704.8)	£ (140.4)
Intercompany payables and receivables denominated in a currency other than the entity's functional currency (a) .....	(181.2)	(122.7)
Euro denominated debt issued by our company .....	(53.8)	4.9
Other .....	(10.4)	(13.6)
Total .....	<u>£ (950.2)</u>	<u>£ (271.8)</u>

(a) Amounts primarily relate to loans between certain of our non-operating subsidiaries.

For information regarding how we manage our exposure to foreign currency risk, see *Quantitative and Qualitative Disclosures about Market Risk — Foreign Currency Risk* below.

### ***Realized and unrealized losses due to changes in fair values of certain debt, net***

Our realized and unrealized gains or losses due to changes in fair values of certain debt include unrealized gains or losses associated with changes in fair values that are non-cash in nature until such time as these gains or losses are realized through cash transactions. We recognized realized and unrealized losses due to changes in fair values of certain debt, net, of £4.5 million during 2016 as compared to nil during 2015. For additional information regarding our fair value measurements, see note 6 to our consolidated financial statements.

### ***Losses on debt modification and extinguishment, net***

We recognized losses on debt modification and extinguishment, net, of £62.9 million and £29.4 million during 2016 and 2015, respectively. The loss during 2016 is attributable to (i) the payment of £42.2 million of redemption premium and (ii) the write-off of £20.7 million of net unamortized deferred financing costs, discounts and premiums. The loss during 2015 is attributable to (a) the write-off of £22.3 million of net unamortized deferred financing costs, discounts and premiums, (b) the payment of £6.6 million of redemption premiums and (c) the payment of £0.5 million of third-party costs.

For additional information regarding our losses on debt modification and extinguishment, net, see note 8 to our consolidated financial statements.

### ***Income tax benefit (expense)***

We recognized income tax benefit (expense) of £13.8 million and (£201.2 million) during 2016 and 2015, respectively.

The income tax benefit during 2016 differs from the expected income tax benefit of £104.8 million (based on the U.S. federal income tax rate of 35.0%), primarily due to the negative impacts of (i) a reduction in net deferred tax assets in the U.K. due to enacted changes in tax law, (ii) statutory tax rates in certain jurisdictions in which we operate that are lower than the U.S. federal income tax rate and (iii) certain permanent differences between the financial and tax accounting treatment of items associated with investments in subsidiaries. The negative impacts of these items were partially offset by the positive impact of a net decrease in valuation allowances.

The income tax expense during 2015 differs from the expected income tax expense of £20.8 million (based on the U.S. federal income tax rate of 35.0%), primarily due to the negative impacts of (i) a reduction in net deferred tax assets in the U.K. due to enacted changes in tax law and (ii) certain permanent differences between the financial and tax accounting treatment of items associated with investments in subsidiaries. The negative impacts of these items were partially offset by the positive impacts of

(a) a net decrease in valuation allowances and (b) statutory tax rates in certain jurisdictions in which we operate that are lower than the U.S. federal income tax rate.

For additional information regarding our income taxes, see note 9 to our consolidated financial statements.

### ***Net loss***

During 2016 and 2015, we reported net losses of £285.6 million and £141.9 million, respectively, including (i) operating income of £348.0 million and £377.5 million, respectively, (ii) net non-operating expense of £647.4 million and £318.2 million, respectively, and (iii) income tax benefit (expense) of £13.8 million and (£201.2 million), respectively.

## **Liquidity and Capital Resources**

### ***Sources and Uses of Cash***

#### *Cash and cash equivalents*

At December 31, 2017, we had cash and cash equivalents of £23.8 million, substantially all of which was held by our subsidiaries. The terms of the instruments governing the indebtedness of certain of these subsidiaries may restrict our ability to access the liquidity of these subsidiaries. In addition, our ability to access the liquidity of our subsidiaries may be limited by tax and legal considerations and other factors.

#### *Liquidity of Virgin Media*

Our sources of liquidity at the parent level include (i) our cash and cash equivalents, (ii) funding from LG Europe 2 (and ultimately from Liberty Global or other Liberty Global subsidiaries) in the form of loans or contributions, as applicable, and (iii) subject to the restrictions noted above, proceeds in the form of distributions or loans from our subsidiaries. For information regarding limitations imposed by our subsidiaries' debt instruments, see note 8 to our consolidated financial statements.

The ongoing cash needs of Virgin Media include corporate general and administrative expenses. From time to time, Virgin Media may also require cash in connection with (i) the repayment of outstanding debt and related-party obligations, (ii) the satisfaction of contingent liabilities or (iii) acquisitions and other investment opportunities. No assurance can be given that funding from LG Europe 2 (and ultimately from Liberty Global or other Liberty Global subsidiaries), our subsidiaries or external sources would be available on favorable terms, or at all.

Our parent company, Virgin Media, and certain Liberty Global subsidiaries are co-guarantors of the indebtedness of certain other Liberty Global subsidiaries. We do not believe these guarantees will result in material payments in the future.

#### *Liquidity of our subsidiaries*

In addition to cash and cash equivalents, the primary sources of liquidity of our operating subsidiaries are cash provided by operations and any borrowing availability under the VM Credit Facilities. For details of the borrowing availability of the VM Credit Facilities, see note 8 to our consolidated financial statements.

The liquidity of our operating subsidiaries generally is used to fund property and equipment additions, debt service requirements and other liquidity requirements that may arise from time to time. For additional information regarding our consolidated cash flows, see the discussion under *Consolidated Statements of Cash Flows* below. Our subsidiaries may also require funding in connection with (i) the repayment of outstanding debt, (ii) acquisitions and other investment opportunities or (iii) distributions or loans to Virgin Media, Liberty Global or other Liberty Global subsidiaries. No assurance can be given that any external funding would be available to our subsidiaries on favorable terms, or at all.

### ***Capitalization***

At December 31, 2017, the outstanding principal amount of our consolidated third-party debt, together with our capital lease obligations, aggregated £12,790.2 million, including £1,845.1 million that is classified as current in our consolidated balance sheet and £10,776.3 million that is not due until 2021 or thereafter. For additional information regarding our debt maturities, see note 8 to our consolidated financial statements.



As further discussed under *Quantitative and Qualitative Disclosures about Market Risk* below and in note 5 to our consolidated financial statements, we use derivative instruments to mitigate foreign currency and interest rate risk associated with our debt instruments.

Our ability to service or refinance our debt and to maintain compliance with the leverage covenants in our credit agreements and indentures is dependent primarily on our ability to maintain or increase our Covenant EBITDA and to achieve adequate returns on our property and equipment additions and acquisitions. In addition, our ability to obtain additional debt financing is limited by incurrence-based leverage covenants contained in the various debt instruments of our subsidiaries. In this regard, if our Covenant EBITDA were to decline, our ability to obtain additional debt could be limited. No assurance can be given that we would have sufficient sources of liquidity, or that any external funding would be available on favorable terms, or at all, to fund any such required repayment. We do not anticipate any instances of non-compliance with respect to any of our subsidiaries' debt covenants that would have a material adverse impact on our liquidity during the next 12 months.

Notwithstanding our negative working capital position at December 31, 2017, we believe that we have sufficient resources to repay or refinance the current portion of our debt and capital lease obligations and to fund our foreseeable liquidity requirements during the next 12 months. However, as our maturing debt grows in later years, we anticipate that we will seek to refinance or otherwise extend our debt maturities. No assurance can be given that we will be able to complete these refinancing transactions or otherwise extend our debt maturities. In this regard, it is not possible to predict how political and economic conditions, sovereign debt concerns or any adverse regulatory developments could impact the credit markets we access and, accordingly, our future liquidity and financial position. However, (i) the financial failure of any of our counterparties could (a) reduce amounts available under committed credit facilities and (b) adversely impact our ability to access cash deposited with any failed financial institution and (ii) tightening of the credit markets could adversely impact our ability to access debt financing on favorable terms, or at all. In addition, sustained or increased competition, particularly in combination with adverse economic or regulatory developments, could have an unfavorable impact on our cash flows and liquidity.

All of our consolidated debt and capital lease obligations at December 31, 2017 have been borrowed or incurred by our subsidiaries. For additional information concerning our debt and capital lease obligations, see note 8 to our consolidated financial statements.

#### *Consolidated Statements of Cash Flows — 2017 compared to 2016*

*Summary.* Our consolidated statements of cash flows for 2017 and 2016 are summarized as follows:

	<b>Year ended December 31,</b>		<b>Change</b>
	<b>2017</b>	<b>2016</b>	
	<b>in millions</b>		
Net cash provided by operating activities .....	£ 2,013.5	£ 1,805.3	£ 208.2
Net cash used by investing activities .....	(1,372.1)	(2,009.8)	637.7
Net cash provided (used) by financing activities .....	(640.2)	203.3	(843.5)
Effect of exchange rate changes on cash .....	0.5	3.1	(2.6)
Net increase in cash and cash equivalents .....	<u>£ 1.7</u>	<u>£ 1.9</u>	<u>£ (0.2)</u>

*Operating Activities.* The increase in net cash provided by our operating activities is primarily attributable to the net effect of (i) an increase in cash provided by our Segment OCF and related working capital items, (ii) an increase in cash provided due to higher receipts of related-party interest income, (iii) a decrease in cash provided due to higher payments for interest and (iv) an increase in cash provided due to higher cash receipts related to derivative instruments.

*Investing Activities.* The decrease in net cash used by our investing activities is primarily attributable to the net effect of (i) a decrease in cash used of £564.2 million to fund loans to subsidiaries of Liberty Global, (ii) a decrease in cash used of £36.4 million due to lower capital expenditures and (iii) a decrease in cash used of £34.2 million associated with cash paid in connection with acquisitions.

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

In this discussion, we refer to (i) our capital expenditures as reported in our consolidated statements of cash flows, which exclude amounts financed under capital-related vendor financing or capital lease arrangements, and (ii) our total property and equipment additions, which include our capital expenditures on an accrual basis and amounts financed under capital-related vendor financing or capital lease arrangements. For further details regarding our property and equipment additions and our debt, see notes 7 and 8, respectively, to our consolidated financial statements.

A reconciliation of our consolidated property and equipment additions to our consolidated capital expenditures as reported in our consolidated statements of cash flows is set forth below:

	<b>Year ended December 31,</b>	
	<b>2017</b>	<b>2016</b>
	<b>in millions</b>	
Property and equipment additions .....	£ 1,672.2	£ 1,317.3
Assets acquired under capital-related vendor financing arrangements .....	(1,153.2)	(636.9)
Assets acquired under capital leases .....	(11.5)	(14.3)
Changes in current liabilities related to capital expenditures .....	15.8	(106.4)
Capital expenditures .....	<u>£ 523.3</u>	<u>£ 559.7</u>

The increase in our property and equipment additions is primarily due to the increase in expenditures associated with higher investment in customer premises equipment and the Network Extension. During 2017 and 2016, our property and equipment additions represented 33.7% and 27.4% of our revenue, respectively. For additional information regarding the Network Extension, see *Overview* above.

*Financing Activities.* The change in net cash provided (used) by our financing activities is primarily attributable to a decrease in cash of (i) £490.7 million related to lower net borrowings of third-party debt, (ii) £230.8 million related to higher net repayments of related-party debt, (iii) £30.8 million due to lower net cash received related to derivative instruments and (iv) £6.6 million due to higher payments of financing costs and debt premiums.

#### *Consolidated Statements of Cash Flows — 2016 compared to 2015*

*Summary.* Our consolidated statements of cash flows for 2016 and 2015 are summarized as follows:

	<b>Year ended December 31,</b>		
	<b>2016</b>	<b>2015</b>	<b>Change</b>
	<b>in millions</b>		
Net cash provided by operating activities .....	£ 1,805.3	£ 1,626.3	£ 179.0
Net cash used by investing activities .....	(2,009.8)	(2,508.2)	498.4
Net cash provided by financing activities .....	203.3	863.1	(659.8)
Effect of exchange rate changes on cash .....	3.1	2.4	0.7
Net increase (decrease) in cash and cash equivalents .....	<u>£ 1.9</u>	<u>£ (16.4)</u>	<u>£ 18.3</u>

*Operating Activities.* The increase in net cash provided by our operating activities is primarily attributable to the net effect of (i) an increase in the cash provided by our Segment OCF and related working capital items, (ii) a decrease in cash provided due to higher cash payments for interest and (iii) an increase in cash provided due to higher cash receipts related to derivative instruments.

*Investing Activities.* The decrease in net cash used by our investing activities is primarily attributable to the net effect of (i) a decrease in cash used of £993.8 million associated with cash paid in connection with the VM Ireland Acquisition in 2015, (ii) an increase in cash used of £529.2 million to fund loans to subsidiaries of Liberty Global, (iii) a decrease in cash used of £23.1 million associated with cash paid in connection with other acquisitions and (iv) a decrease in cash used of £20.5 million due to lower capital expenditures.

A reconciliation of our consolidated property and equipment additions to our consolidated capital expenditures as reported in our consolidated statements of cash flows is set forth below:

	<b>Year ended December 31,</b>	
	<b>2016</b>	<b>2015</b>
<b>in millions</b>		
Property and equipment additions .....	£ 1,317.3	£ 999.0
Assets acquired under capital-related vendor financing arrangements .....	(636.9)	(380.4)
Assets acquired under capital leases .....	(14.3)	(16.8)
Changes in current liabilities related to capital expenditures .....	(106.4)	(21.6)
Capital expenditures .....	<u>£ 559.7</u>	<u>£ 580.2</u>

The increase in our property and equipment additions is primarily due to the increase in expenditures associated with the Network Extension. During 2016 and 2015, our property and equipment additions represented 27.4% and 21.6% of our revenue, respectively.

*Financing Activities.* The decrease in net cash provided by our financing activities is primarily attributable to the net effect of (i) a decrease in cash provided of £562.9 million related to lower net borrowings of third-party debt, (ii) a decrease in cash provided of £95.9 million related to higher net repayments of related-party debt, (iii) an increase in cash provided of £48.3 million due to higher net cash received related to derivative instruments and (iv) a decrease in cash provided of £24.3 million due to higher payments of financing costs and debt premiums.

### **Contractual Commitments**

The pound sterling equivalents of our commitments as of December 31, 2017 are presented below:

	<b>Payments due during:</b>						<b>Total</b>
	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>Thereafter</b>	
<b>in millions</b>							
<b>Debt (excluding interest):</b>							
Third-party .....	£ 1,834.2	£ 94.4	£ 67.6	£ 1,010.5	£ 296.0	£ 9,429.1	£12,731.8
Related-party .....	—	—	—	56.9	—	—	56.9
Capital leases (excluding interest) .....	10.9	4.5	2.3	2.5	3.6	34.6	58.4
Programming commitments .....	541.2	260.5	72.0	16.5	11.4	47.6	949.2
Network and connectivity commitments .....	348.8	171.2	161.4	147.8	13.2	11.4	853.8
Purchase commitments .....	407.1	79.7	48.6	21.9	2.7	0.8	560.8
Operating leases .....	34.1	29.9	23.3	19.7	16.2	48.5	171.7
Other commitments .....	12.6	2.8	—	—	—	—	15.4
Total (a) .....	<u>£ 3,188.9</u>	<u>£ 643.0</u>	<u>£ 375.2</u>	<u>£ 1,275.8</u>	<u>£ 343.1</u>	<u>£ 9,572.0</u>	<u>£15,398.0</u>
Projected cash interest payments on third-party debt and capital lease obligations (b) .....	<u>£ 625.4</u>	<u>£ 586.0</u>	<u>£ 585.4</u>	<u>£ 561.7</u>	<u>£ 512.3</u>	<u>£ 1,660.1</u>	<u>£ 4,530.9</u>

(a) The commitments included in this table do not reflect any liabilities that are included in our December 31, 2017 consolidated balance sheet other than debt and capital lease obligations.

(b) Amounts are based on interest rates, interest payment dates, commitment fees and contractual maturities in effect as of December 31, 2017. These amounts are presented for illustrative purposes only and will likely differ from the actual cash payments required in future periods. In addition, the amounts presented do not include the impact of our interest rate derivative contracts, deferred financing costs, original issue premiums or discounts.

For information regarding our debt and capital lease obligations, see note 8 to our consolidated financial statements. For information regarding our commitments, see note 16 to our consolidated financial statements.

In addition to the commitments set forth in the table above, we have significant commitments under (i) derivative instruments and (ii) defined benefit plans and similar agreements, pursuant to which we expect to make payments in future periods. For information regarding projected cash flows associated with our derivative instruments, see *Quantitative and Qualitative Disclosures about Market Risk—Projected Cash Flows Associated with Derivative Instruments* below. For information regarding our derivative instruments, including the net cash paid or received in connection with these instruments during 2017, 2016 and 2015, see note 5 to our consolidated financial statements. For information regarding our defined benefit plans, see note 14 to our consolidated financial statements.

### **Critical Accounting Policies, Judgments and Estimates**

In connection with the preparation of our consolidated financial statements, we make estimates and assumptions that affect the reported amounts of assets and liabilities, revenue and expenses and related disclosure of contingent assets and liabilities. Critical accounting policies are defined as those policies that are reflective of significant judgments, estimates and uncertainties, which would potentially result in materially different results under different assumptions and conditions. We believe the following accounting policies are critical in the preparation of our consolidated financial statements because of the judgment necessary to account for these matters and the significant estimates involved, which are susceptible to change:

- Impairment of property and equipment and intangible assets (including goodwill);
- Costs associated with construction and installation activities;
- Fair value measurements; and
- Income tax accounting.

We have discussed the selection of the aforementioned critical accounting policies with the audit committee of Liberty Global's board of directors. For additional information regarding our significant accounting policies, see note 3 to our consolidated financial statements.

#### ***Impairment of Property and Equipment and Intangible Assets***

*Carrying Value.* The aggregate carrying value of our property and equipment and intangible assets (including goodwill) that was held for use comprised 61.1% of our total assets at December 31, 2017.

When circumstances warrant, we review the carrying amounts of our property and equipment and our intangible assets (other than goodwill) to determine whether such carrying amounts continue to be recoverable. Such changes in circumstance may include (i) an expectation of a sale or disposal of a long-lived asset or asset group, (ii) adverse changes in market or competitive conditions, (iii) an adverse change in legal factors or business climate in the markets in which we operate and (iv) operating or cash flow losses. For purposes of impairment testing, long-lived assets are grouped at the lowest level for which cash flows are largely independent of other assets and liabilities, generally at or below the reporting unit level (see below). If the carrying amount of the asset or asset group is greater than the expected undiscounted cash flows to be generated by such asset or asset group, an impairment adjustment is recognized. Such adjustment is measured by the amount that the carrying value of such asset or asset group exceeds its fair value. We generally measure fair value by considering (a) sale prices for similar assets, (b) discounted estimated future cash flows using an appropriate discount rate and/or (c) estimated replacement cost. Assets to be disposed of are recorded at the lower of their carrying amount or fair value less costs to sell.

We evaluate goodwill for impairment at least annually on October 1 and whenever facts and circumstances indicate that the carrying amount of goodwill may not be recoverable. For impairment evaluations with respect to goodwill, we first make a qualitative assessment to determine if the goodwill may be impaired. If it is more-likely-than-not that a reporting unit's fair value is less than its carrying value, we then compare the fair value of the reporting unit to its respective carrying amount. Any excess of the carrying amount over the fair value would be charged to operations as an impairment loss. A reporting unit is an operating segment or one level below an operating segment (referred to as a "component"). We have identified one reporting unit to which all goodwill is assigned.

When required, considerable management judgment is necessary to estimate the fair value of reporting units and the underlying long-lived and indefinite-lived assets. We typically determine fair value using an income-based approach (discounted cash flows) based on assumptions in our long-range business plans and, in some cases, a combination of an income-based approach and a

market-based approach. With respect to our discounted cash flow analysis used in the income-based approach, the timing and amount of future cash flows under these business plans require estimates of, among other items, subscriber growth and retention rates, rates charged per product, expected gross margin and Segment OCF margin and expected property and equipment additions. The development of these cash flows, and the discount rate applied to the cash flows, is subject to inherent uncertainties, and actual results could vary significantly from such estimates. Our determination of the discount rate is based on a weighted average cost of capital approach, which uses a market participant's cost of equity and after-tax cost of debt and reflects the risks inherent in the cash flows. Based on the results of our 2017 qualitative assessment of our reporting unit carrying value, we determined that it was more-likely-than-not that fair value exceeded carrying value for the reporting unit.

During the three years ended December 31, 2017, we did not record any significant impairment charges with respect to our property and equipment and intangible assets (including goodwill). For additional information regarding our long-lived assets, see note 7 to our consolidated financial statements.

If, among other factors, (i) our enterprise value or Liberty Global's equity values were to decline significantly or (ii) the adverse impacts of economic, competitive, regulatory or other factors were to cause our results of operations or cash flows to be worse than anticipated, we could conclude in future periods that impairment charges are required in order to reduce the carrying values of our goodwill and, to a lesser extent, other long-lived assets. Any such impairment charges could be significant.

### ***Costs Associated with Construction and Installation Activities***

We capitalize costs associated with the construction of new cable and mobile transmission and distribution facilities and the installation of new cable services. Installation activities that are capitalized include (i) the initial connection (or drop) from our cable system to a customer location, (ii) the replacement of a drop and (iii) the installation of equipment for additional services, such as digital cable, telephone or broadband internet service. The costs of other customer-facing activities, such as reconnecting customer locations where a drop already exists, disconnecting customer locations and repairing or maintaining drops, are expensed as incurred.

The nature and amount of labor and other costs to be capitalized with respect to construction and installation activities involves significant judgment. In addition to direct external and internal labor and materials, we also capitalize other costs directly attributable to our construction and installation activities, including dispatch costs, quality-control costs, vehicle-related costs and certain warehouse-related costs. The capitalization of these costs is based on time sheets, time studies, standard costs, call tracking systems and other verifiable means that directly link the costs incurred with the applicable capitalizable activity. We continuously monitor the appropriateness of our capitalization policies and update the policies when necessary to respond to changes in facts and circumstances, such as the development of new products and services and changes in the manner that installations or construction activities are performed.

### ***Fair Value Measurements***

U.S. GAAP provides guidance with respect to the recurring and nonrecurring fair value measurements and for a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. Level 1 inputs are quoted market prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 2 inputs are inputs other than quoted market prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. Level 3 inputs are unobservable inputs for the asset or liability.

*Recurring Valuations.* We perform recurring fair value measurements with respect to our derivative instruments and certain instruments that we classify as debt, each of which are carried at fair value. We use (i) cash flow valuation models to determine the fair values of our interest rate and foreign currency derivative instruments and (ii) a binomial option pricing model to determine the fair values of our equity-related derivative instruments. For a detailed discussion of the inputs we use to determine the fair value of our derivative instruments, see note 6 to our consolidated financial statements. See also note 5 to our consolidated financial statements for information concerning our derivative instruments.

Changes in the fair values of our derivative instruments and certain instruments that we classify as debt have had, and we believe will continue to have, a significant and volatile impact on our results of operations. During 2017, 2016 and 2015, we recognized net gains (losses) of £(552.9) million, £661.3 million and £253.1 million, respectively, attributable to changes in the fair values of these items.

As further described in note 5 to our consolidated financial statements, actual amounts received or paid upon the settlement of our derivative instruments may differ materially from the recorded fair values at December 31, 2017.

For information concerning the sensitivity of the fair value of certain of our more significant derivative instruments to changes in market conditions, see *Quantitative and Qualitative Disclosures About Market Risk — Sensitivity Information* below.

*Nonrecurring Valuations.* Our nonrecurring valuations are primarily associated with (i) the application of acquisition accounting and (ii) impairment assessments, both of which require that we make fair value determinations as of the applicable valuation date. In making these determinations, we are required to make estimates and assumptions that affect the recorded amounts, including, but not limited to, expected future cash flows, market comparables and discount rates, remaining useful lives of long-lived assets, replacement or reproduction costs of property and equipment and the amounts to be recovered in future periods from acquired net operating losses and other deferred tax assets. To assist us in making these fair value determinations, we may engage third-party valuation specialists. Our estimates in this area impact, among other items, the amount of depreciation and amortization, impairment charges and income tax expense or benefit that we report. Our estimates of fair value are based upon assumptions we believe to be reasonable, but which are inherently uncertain. All of our long-lived assets are subject to impairment assessments. For additional information, see notes 6 and 7 to our consolidated financial statements.

### ***Income Tax Accounting***

We are required to estimate the amount of tax payable or refundable for the current year and the deferred tax assets and liabilities for the future tax consequences attributable to differences between the financial statement carrying amounts and income tax basis of assets and liabilities and the expected benefits of utilizing net operating loss and tax credit carryforwards, using enacted tax rates in effect for each taxing jurisdiction in which we operate for the year in which those temporary differences are expected to be recovered or settled. This process requires our management to make assessments regarding the timing and probability of the ultimate tax impact of such items.

Net deferred tax assets are reduced by a valuation allowance if we believe it more-likely-than-not such net deferred tax assets will not be realized. Establishing or reducing a tax valuation allowance requires us to make assessments about the timing of future events, including the probability of expected future taxable income and available tax planning strategies. At December 31, 2017, the aggregate valuation allowance provided against deferred tax assets was £2,252.7 million. The actual amount of deferred income tax benefits realized in future periods will likely differ from the net deferred tax assets reflected in our December 31, 2017 consolidated balance sheet due to, among other factors, possible future changes in income tax law or interpretations thereof in the jurisdictions in which we operate and differences between estimated and actual future taxable income. Any such factors could have a material effect on our current and deferred tax positions as reported in our consolidated financial statements. A high degree of judgment is required to assess the impact of possible future outcomes on our current and deferred tax positions.

Tax laws in jurisdictions in which we have a presence are subject to varied interpretation, and many tax positions we take are subject to significant uncertainty regarding whether the position will be ultimately sustained after review by the relevant tax authority. We recognize the financial statement effects of a tax position when it is more-likely-than-not, based on technical merits, that the position will be sustained upon examination. The determination of whether the tax position meets the more-likely-than-not threshold requires a facts-based judgment using all information available. In a number of cases, we have concluded that the more-likely-than-not threshold is not met and, accordingly, the amount of tax benefit recognized in our consolidated financial statements is different than the amount taken or expected to be taken in our tax returns. As of December 31, 2017, the amount of unrecognized tax benefits for financial reporting purposes, but taken or expected to be taken in our tax returns, was £98.8 million, of which £2.7 million would have a favorable impact on our effective income tax rate if ultimately recognized, after considering amounts that we would expect to be offset by valuation allowances.

We are required to continually assess our tax positions, and the results of tax examinations or changes in judgment can result in substantial changes to our unrecognized tax benefits.

We have taxable outside basis differences on certain investments in non-U.S. subsidiaries. We do not recognize the deferred tax liabilities associated with these outside basis differences when the difference is considered essentially permanent in duration. In order to be considered essentially permanent in duration, sufficient evidence must indicate that the foreign subsidiary has invested or will invest its undistributed earnings indefinitely, or that earnings will be remitted in a tax-free liquidation. If circumstances change and it becomes apparent that some or all of the undistributed earnings will be remitted on a taxable basis in the foreseeable future, a net deferred tax liability must be recorded for some or all of the outside basis difference. The assessment of whether these outside basis differences are considered permanent in nature requires significant judgment and is based on management's intentions to reinvest the earnings of a foreign subsidiary indefinitely in light of anticipated liquidity requirements and other relevant factors. At December 31, 2017, income and withholding taxes for which a net deferred tax liability might otherwise be required have not been provided on an estimated £5.1 billion of cumulative temporary differences on non-U.S. entities, including cumulative

translation adjustments. If our plans or intentions change in the future due to liquidity or other relevant considerations, we could decide that it would be prudent to repatriate significant funds or other assets from one or more of our subsidiaries, even though we would incur a tax liability in connection with any such repatriation. If our plans or intentions were to change in this manner, the recognition of all or a part of these outside basis differences could have an adverse impact on our consolidated results of operations.

For additional information regarding our income taxes, see note 9 to our consolidated financial statements.

## QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

We are exposed to market risk in the normal course of our business operations due to our ongoing investing and financing activities. Market risk refers to the risk of loss arising from adverse changes in foreign currency exchange rates and interest rates. The risk of loss can be assessed from the perspective of adverse changes in fair values, cash flows and future earnings. As further described below, we have established policies, procedures and processes governing our management of market risks and the use of derivative instruments to manage our exposure to such risks.

### *Cash*

We invest our cash in highly liquid instruments that meet high credit quality standards. At December 31, 2017, £13.5 million or 56.9%, £9.5 million or 39.7% and £0.8 million or 3.4% of our consolidated cash balances were denominated in euros, pounds sterling and U.S. dollars, respectively.

### *Foreign Currency Risk*

We are exposed to foreign currency exchange rate risk with respect to our consolidated debt in situations where our debt is denominated in U.S. dollars and euros. Although we generally seek to match the denomination of our and our subsidiaries' borrowings with our functional currency, market conditions or other factors may cause us to enter into borrowing arrangements that are not denominated in our functional currency (unmatched debt). In these cases, our policy is to provide for an economic hedge against foreign currency exchange rate movements by using derivative instruments to synthetically convert unmatched debt into the applicable underlying currency. At December 31, 2017, substantially all of our debt was either directly or synthetically matched to our functional currency. For additional information regarding the terms of our derivative instruments, see note 5 to our consolidated financial statements.

In addition to the exposure that results from the mismatch of our borrowings and our functional currency, we are exposed to foreign currency risk to the extent that we enter into transactions denominated in currencies other than our functional currency (non-functional currency risk), such as equipment purchases, programming contracts, notes payable and notes receivable (including intercompany amounts). Changes in exchange rates with respect to amounts recorded in our consolidated balance sheets related to these items will result in unrealized (based upon period-end exchange rates) or realized foreign currency transaction gains and losses upon settlement of the transactions. Moreover, to the extent that our costs and expenses are denominated in currencies other than our functional currency, we will experience fluctuations in our costs and expenses solely as a result of changes in foreign currency exchange rates. In this regard, we currently expect that during 2018, (i) none of our revenue, (ii) approximately 0% to 2% of our direct costs of services and other operating and SG&A expenses (exclusive of share-based compensation expense) and (iii) approximately 1% to 3% of our property and equipment additions will be denominated in non-functional currencies, including amounts denominated in U.S. dollars. Our expectations with respect to our non-functional currency transactions in 2018 may differ from actual results. Generally, we will consider hedging non-functional currency risks when the risks arise from agreements with third parties that involve the future payment or receipt of cash or other monetary items to the extent that we can reasonably predict the timing and amount of such payments or receipts and the payments or receipts are not otherwise hedged. In this regard, we have entered into related-party foreign currency forward contracts to hedge certain of these risks. Certain non-functional currency risks related to our direct costs of services and other operating and SG&A expenses and property and equipment additions were not hedged as of December 31, 2017. For additional information regarding our derivative instruments, see note 5 to our consolidated financial statements.



The relationship between (i) the euro and the U.S. dollar and (ii) the pound sterling, which is our reporting currency, is shown below, per one pound sterling:

	<u>As of December 31,</u>		
	<u>2017</u>	<u>2016</u>	
<b>Spot rates:</b>			
Euro .....	1.1250	1.1705	
U.S. dollar .....	1.3524	1.2345	
	<u>Year ended December 31,</u>		
	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Average rates:</b>			
Euro .....	1.1410	1.2207	1.3767
U.S. dollar .....	1.2875	1.3500	1.5279

### ***Inflation Risk***

We are subject to inflationary pressures with respect to labor, programming and other costs. While we attempt to increase our revenue to offset increases in costs, there is no assurance that we will be able to do so. Therefore, costs could rise faster than associated revenue, thereby resulting in a negative impact on our operating results, cash flows and liquidity. The economic environment in the U.K. and Ireland is a function of government, economic, fiscal and monetary policies and various other factors beyond our control that could lead to inflation. We are unable to predict the extent that price levels might be impacted in future periods by the current state of the economies in the U.K. and Ireland.

### ***Interest Rate Risks***

We are exposed to changes in interest rates primarily as a result of our borrowing activities, which include fixed-rate and variable-rate borrowings by our subsidiaries. Our primary exposure to variable-rate debt is through our LIBOR-indexed VM Credit Facilities.

In general, we seek to enter into derivative instruments to protect against increases in the interest rates on our variable-rate debt. Accordingly, we have entered into various derivative transactions to manage exposure to increases in interest rates. We use interest rate derivative contracts to exchange, at specified intervals, the difference between fixed and variable interest rates calculated by reference to an agreed-upon notional principal amount. We also use interest rate cap and collar agreements and swaptions that lock in a maximum interest rate if variable rates rise, but also allow our company to benefit, to a limited extent in the case of collars, from declines in market rates. Under our current guidelines, we use various interest rate derivative instruments to mitigate interest rate risk, generally for five years, with the later years covered primarily by swaptions. As such, the final maturity dates of our various portfolios of interest rate derivative instruments generally fall short of the respective maturities of the underlying variable-rate debt. In this regard, we use judgment to determine the appropriate composition and maturity dates of our portfolios of interest rate derivative instruments, taking into account the relative costs and benefits of different maturity profiles in light of current and expected future market conditions, liquidity issues and other factors. For additional information regarding the impacts of these interest rate derivative instruments, see note 5 to our consolidated financial statements.

*Weighted Average Variable Interest Rate.* At December 31, 2017, the outstanding principal amount of our variable-rate indebtedness aggregated £4.5 billion, and the weighted average interest rate (including margin) on such variable-rate indebtedness was approximately 3.3%, excluding the effects of interest rate derivative contracts, deferred financing costs, original issue premiums or discounts and commitment fees, all of which affect our overall cost of borrowing. Assuming no change in the amount outstanding, and without giving effect to any interest rate derivative contracts, deferred financing costs, original issue premiums or discounts and commitment fees, a hypothetical 50 basis point (0.50%) increase (decrease) in our weighted average variable interest rate would increase (decrease) our annual interest expense and cash outflows by £22.5 million. As discussed above and in note 5 to our consolidated financial statements, we use interest rate derivative contracts to manage our exposure to increases in variable interest rates. In this regard, increases in the fair value of these contracts generally would be expected to offset most of the economic impact of increases in the variable interest rates applicable to our indebtedness to the extent and during the period that principal amounts are matched with interest rate derivative contracts.

## ***Counterparty Credit Risk***

We are exposed to the risk that the counterparties to our derivative instruments and undrawn debt facilities will default on their obligations to us. We manage these credit risks through the evaluation and monitoring of the creditworthiness of, and concentration of risk with, the respective counterparties. In this regard, credit risk associated with our derivative instruments and undrawn debt facilities is spread across a relatively broad counterparty base of banks and financial institutions. Collateral is generally not posted by either party under the derivative instruments. Most of our cash currently is invested in either (i) AAA credit rated money market funds, including funds that invest in government obligations, or (ii) overnight deposits with banks having a minimum credit rating of A by Standard & Poor's or an equivalent rating by Moody's Investor Service. To date, neither the access to nor the value of our cash and cash equivalent balances have been adversely impacted by liquidity problems of financial institutions.

At December 31, 2017, our exposure to counterparty credit risk included (i) derivative assets with an aggregate fair value of £156.4 million, including certain derivative amounts classified as debt, (ii) aggregate undrawn debt facilities of £675.0 million and (iii) cash and cash equivalent and restricted cash balances of £25.2 million.

We have entered into derivative instruments under master agreements with each counterparty that contain master netting arrangements that are applicable in the event of early termination by either party to such derivative instrument. The master netting arrangements are limited to the derivative instruments, and derivative-related debt instruments, governed by the relevant master agreement and are independent of similar arrangements.

Under our derivative contracts, it is generally only the non-defaulting party that has a contractual option to exercise early termination rights upon the default of the other counterparty and to set off other liabilities against sums due upon such termination. However, in an insolvency of a derivative counterparty, under the laws of certain jurisdictions, the defaulting counterparty or its insolvency representatives may be able to compel the termination of one or more derivative contracts and trigger early termination payment liabilities payable by us, reflecting any mark-to-market value of the contracts for the counterparty. Alternatively, or in addition, the insolvency laws of certain jurisdictions may require the mandatory set off of amounts due under such derivative contracts against present and future liabilities owed to us under other contracts between us and the relevant counterparty. Accordingly, it is possible that we may be subject to obligations to make payments, or may have present or future liabilities owed to us partially or fully discharged by set off as a result of such obligations, in the event of the insolvency of a derivative counterparty, even though it is the counterparty that is in default and not us. To the extent that we are required to make such payments, our ability to do so will depend on our liquidity and capital resources at the time. In an insolvency of a defaulting counterparty, we will be an unsecured creditor in respect of any amount owed to us by the defaulting counterparty, except to the extent of the value of any collateral we have obtained from that counterparty.

In addition, where a counterparty is in financial difficulty, under the laws of certain jurisdictions, the relevant regulators may be able to (i) compel the termination of one or more derivative instruments, determine the settlement amount and/or compel, without any payment, the partial or full discharge of liabilities arising from such early termination that are payable by the relevant counterparty or (ii) transfer the derivative instruments to an alternative counterparty.

While we currently have no specific concerns about the creditworthiness of any counterparty for which we have material credit risk exposures, we cannot rule out the possibility that one or more of our counterparties could fail or otherwise be unable to meet its obligations to us. Any such instance could have an adverse effect on our cash flows, results of operations, financial condition and/or liquidity.

Although we actively monitor the creditworthiness of our key vendors, the financial failure of a key vendor could disrupt our operations and have an adverse impact on our revenue and cash flows.

## Sensitivity Information

Information regarding the sensitivity of the fair value of certain of our more significant derivative instruments to changes in market conditions is set forth below. The potential changes in fair value set forth below do not include any amounts associated with the remeasurement of the derivative asset or liability into the applicable functional currency. For additional information, see notes 5 and 6 to our consolidated financial statements.

### Cross-currency and Interest Rate Derivative Contracts

Holding all other factors constant, at December 31, 2017:

- (i) an instantaneous increase (decrease) of 10% in the value of the pound sterling relative to the U.S. dollar would have decreased (increased) the aggregate fair value of the cross-currency and interest rate derivative contracts by approximately £605 million; and
- (ii) an instantaneous increase (decrease) in the relevant base rate of 50 basis points (0.50%) would have increased (decreased) the aggregate fair value of the cross-currency and interest rate derivative contracts by approximately £61 million.

### Projected Cash Flows Associated with Derivative Instruments

The following table provides information regarding the projected cash flows associated with our derivative instruments. The pound sterling equivalents presented below are based on interest rates and exchange rates that were in effect as of December 31, 2017. These amounts are presented for illustrative purposes only and will likely differ from the actual cash payments required in future periods. For additional information regarding our derivative instruments see note 5 to our consolidated financial statements. For information regarding the counterparty credit risk associated with our derivative instruments, see the discussion under *Counterparty Credit Risk* above.

	Payments (receipts) due during:						Total
	2018	2019	2020	2021	2022	Thereafter	
	in millions						
Projected derivative cash payments (receipts), net:							
Interest-related (a).....	£ (141.2)	£ 13.0	£ (29.1)	£ (22.3)	£ (18.1)	£ 54.0	£ (143.7)
Principal-related (b).....	—	4.5	—	(54.4)	(91.6)	(411.3)	(552.8)
Total .....	<u>£ (141.2)</u>	<u>£ 17.5</u>	<u>£ (29.1)</u>	<u>£ (76.7)</u>	<u>£ (109.7)</u>	<u>£ (357.3)</u>	<u>£ (696.5)</u>

(a) Includes (i) the cash flows of our interest rate cap, swaption and swap contracts and (ii) the interest-related cash flows of our cross-currency and interest rate swap contracts.

(b) Includes the principal-related cash flows of our cross-currency swap contracts.