

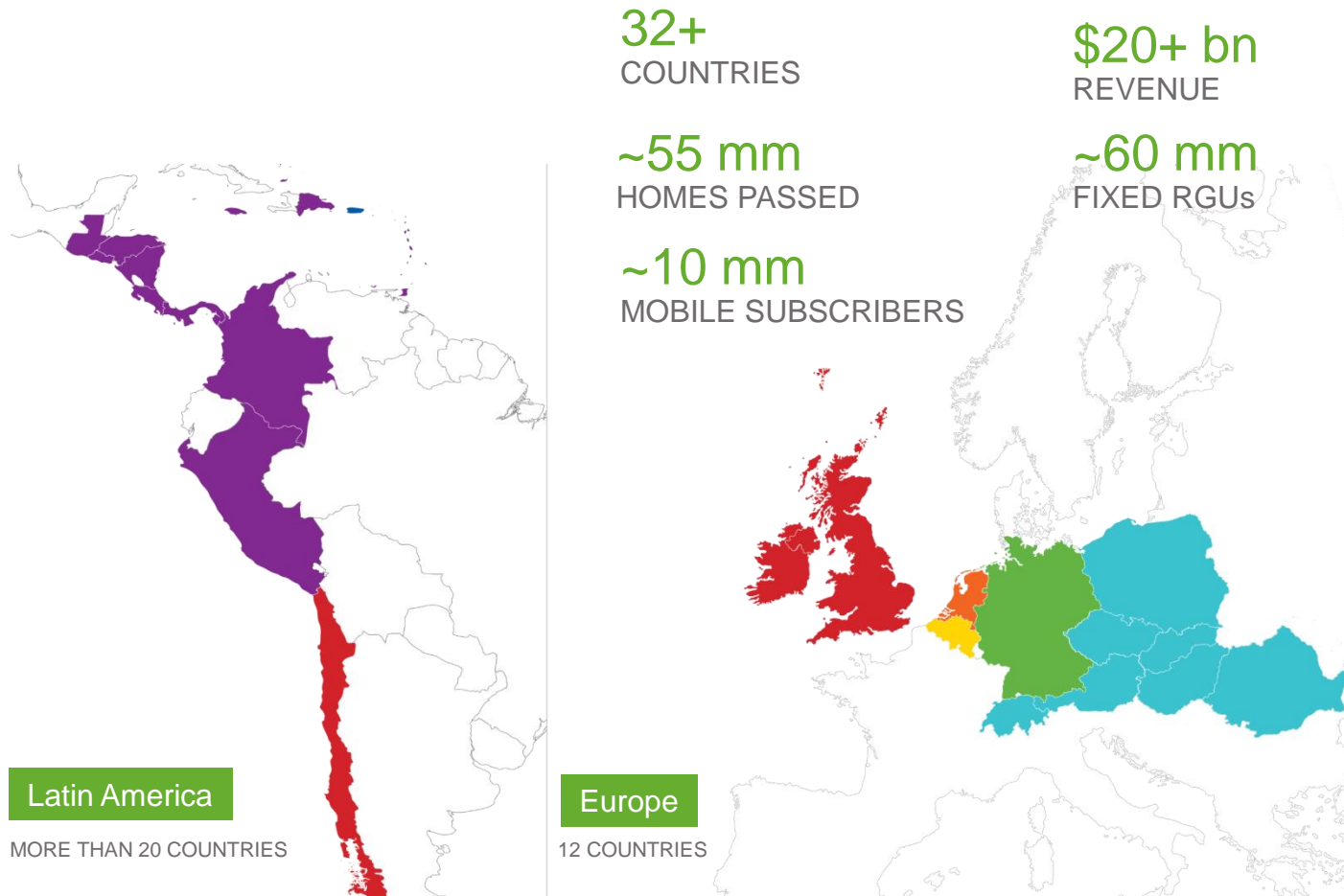
Panel “Converged Regulation”

CANTO 32nd Annual Conference &
Trade Exhibition
Manuel Kohnstamm, August 1 2016



About Liberty Global

Liberty Global Group + New LILAC



Scale



- Savings
- Synergies
- Innovation
- Attractive partner
- Consolidation

Investment



- Large Investments in Acquired Businesses
- Improving Speed, Reliability and Quality
- Employing the Best Professionals
- Big R&D Spend
- Infrastructure Investment

Innovation



- Customers Need to Experience Services
- Fast to Market
- Empowering Customers
- Rich Industry Knowledge

Invest

Virgin Media



6,000 New Jobs



4,000,000 Additional Homes Passed



200 Mbps in 65% of Homes Passed



£3 BLN Investment
£8 BLN Boost to Economy

Telenet



250 New Jobs



Upgrading 70,000 KM of Network



Up to 1 Gbps Internet Speeds



€500 MLN in 5 Years

UPC Poland



6,000 New Jobs



Expansion from 3 to 6 MLN Homes Passed



Up to 500 Mbps Internet Speeds



4 BLN Polish Złoty
Largest Investment in Polish Telecom Market



Our Industry Leading Interactive Digital Television Portfolio



- Next Generation Digital Television
- Multiscreen Entertainment
- Engaging Content Experiences
- ‘Traditional’ Digital Television



- Digital Agenda Champions
- Next Generation Gigabit Speeds
- Expanding our Footprint

Our High Speed Connectivity Services



Empower customers



Providing Support



Delivering New Products



Delivering Higher Speeds



Upgrading to Next Generation Networks



Delivering Engaging Content



Empower customers



Superior, fiber-rich networks

Next-gen TV platforms

TV Anywhere

On demand & enriched content

Speeds up to 500 Mbps
and beyond

Mobile and WiFi

The long view



Keeping Stakeholders
Informed



Maintaining Open
Dialogue



Partner to Government



Sustainable Relationship

The Long View

- Empowering consumers and businesses through innovative services requires long-term commitment
- A sustainable long term perspective on the market provides predictability and security for operators who want to make that commitment and invest
- Our reality: a fast moving industry with competing services over the internet
- Detailed legislation and regulation can easily become outdated in a short period of time
- Principles based regulation has been a successful strategy, for example in Europe
- Intervention must be focused on enabling competition and investment
- Internet policy requires balanced approach between end-user rights and opportunities to innovate

