

#### ANNOUNCEMENT 8 FEBRUARY 2013

# CABLE & WIRELESS COMMUNICATIONS PLC INTERIM MANAGEMENT STATEMENT

This interim management statement provides an update on the performance and financial position of the Group since the six months ended 30 September 2012. Full year results for the period ending 31 March 2013 are expected to be announced on 22 May 2013.

# Highlights

- Group trading performance remains in line with outlook
- Strategy to refocus group progressing well with announced disposals of M&I and Macau
- Data usage growing across portfolio
- Panama mobile service revenue up 5%
- Jamaica mobile subscribers continue to grow
- Operational efficiency programme accelerating in the Caribbean

## **Group Trading Performance**

We continue to anticipate that Group EBITDA performance for 2012/13 will be similar to 2011/12, in line with Group outlook given at the start of the year.

Mobile data revenue grew strongly across the Group during the third quarter driven by increasing smartphone adoption and usage.

We have maintained mobile market leadership in Panama, growing mobile service revenue by 5% with an increasing number of customers moving to data plans, driving an improved second half performance.

In Jamaica we continue to see an excellent response to the launch of competitive mobile packages and have increased our mobile subscriber base by over 40% compared to the same point last year. The Bahamas is delivering solid progress in its financial performance together with much improved service and product offerings to its customers.

As part of shaping the business for its future focus on the Pan American region we have accelerated some investments designed to reduce costs and improve services for customers. This includes commencement of a major deployment of fibre in Barbados and Cayman to upgrade the fixed line infrastructure enabling provision of high speed internet and TV services. We have also revitalised our retail operations in Barbados and taken steps to transform engineering operations in other Caribbean islands. Our decision to accelerate customer focussed efficiency investments in the Caribbean (excluding Bahamas) will increase our exceptional restructuring costs by around \$20 million to a total of \$55 million. These and other initiatives will improve the efficiency and flexibility of the business and drive cost savings in future years which is critical as market conditions in the rest of the Caribbean remain difficult, particularly in the Eastern Caribbean and Barbados.

Macau continues to trade strongly and Monaco & Islands is trading in line with expectations.

We maintain our 2012/13 guidance for capital expenditure of approximately \$350 million.

# **Group Net Debt**

At 31 December 2012, Group net debt was \$1,549 million, a decrease of \$39 million since 30 September 2012.

## **Progress on disposals**

During the period CWC announced the sale of its Monaco & Islands business to Batelco Group and the sale of its Macau business to CITIC Telecom. Both transactions are progressing towards completion in line with the timetables outlined at the announcement dates.

### **Key Performance Indicators**

Subscribers	Panama		
(000s) 1	31 Dec 12	30 Sep 12	31 Dec 11
Mobile 1	1,744	1,785	2,347
Broadband	125	127	133
Fixed line	378	381	393
ARPU <sup>2</sup>	31 Dec 12	30 Sep 12	31 Dec 11
Mobile	\$15.8	\$15.9	\$13.1
Broadband	\$28.6	\$29.0	\$27.4
Fixed line	\$27.0	\$26.5	\$27.8

Subscribers	Macau		
(000s) 1	31 Dec 12	30 Sep 12	31 Dec 11
Mobile 1	461	460	427
Broadband	145	142	138
Fixed line	172	173	176
ARPU <sup>2</sup>	31 Dec 12	30 Sep 12	31 Dec 11
Mobile	\$20.6	\$24.4	\$19.2
Broadband	\$33.7	\$34.0	\$33.2
Fixed line	\$28.7	\$33.1	\$32.3

Subscribers	Caribbean		
(000s)1	31 Dec 12	30 Sep 12	31 Dec 11
Mobile <sup>1</sup>	1,623	1,594	1,450
Broadband	223	222	223
Fixed line	706	713	722
ARPU <sup>2</sup>	31 Dec 12	30 Sep 12	31 Dec 11
Mobile	\$27.2	\$27.7	\$28.9
Broadband	\$42.3	\$42.6	\$41.5
Fixed line	\$32.9	\$34.3	\$37.6

Subscribers	Monaco & Islands		
(000s) 1	31 Dec 12	30 Sep 12	31 Dec 11
Mobile 1	561	552	543
Broadband	62	61	56
Fixed line	124	124	126
ARPU <sup>2</sup>	31 Dec 12	30 Sep 12	31 Dec 11
Mobile	\$32.3	\$33.3	\$32.8
Broadband	\$62.2	\$61.2	\$61.9
Fixed line	\$49.6	\$47.7	\$52.1

<sup>1</sup> Active subscribers are defined as those having performed a revenue-generating event in the previous 60 days

ARPU is average revenue per user per month, excluding equipment sales

Cable & Wireless Communications will also host a conference call for investors and analysts. The details are:

Date:	Friday, 8 February 2013
Time:	11:00 (GMT)
Details:	Cable & Wireless Communications Plc Q3 IMS
	UK: +44 (0)20 7136 2055
	US: +1 646 254 3364
<b>Confirmation Code:</b>	1413847

Participants will have to quote the above code when dialling into the conference.

Audio playback of the call will be available shortly after the call finishes until 15 February 2013. The details for the playback are:

UK: +44 (0)20 3427 0598 US: +1 347 366 9565 Replay Access Code: 1413847

ENDS

## About Cable & Wireless Communications

Cable & Wireless Communications is a global full-service communications business. We operate leading communications businesses through four regional units – the Caribbean, Panama, Macau and Monaco & Islands. Our services include mobile, broadband and domestic and international fixed line services in most of our markets as well as pay TV, data centre and hosting, carrier and managed service /social telecom (telecom enabled public services) solutions. Our operations are focused on providing our customers – consumers, businesses, governments – with world-class service. Serving the communities where we operate is at the heart of our approach, and we are committed to behaving in an ethical and socially responsible manner. For more information visit www.cwc.com.

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