

**ANNOUNCEMENT**  
**11 FEBRUARY 2014**

**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 2013. Full year results for the period ending 31 March 2014 are expected to be announced on 21 May 2014.

**Highlights**

- Mobile revenue up 4% across the Group driven by strong data growth
- Continued momentum in Jamaica, mobile subscribers up 23% on prior year
- Driving further cost efficiency in Caribbean, operating costs 11% lower in Q3
- Group trading performance in line with outlook

**Group Trading Performance**

We continue to remain confident for the outturn of FY 2013/14 based on the actions we have taken during the year.

Caribbean mobile revenue grew in the third quarter and we have continued to invest in high-speed data networks as we focus on completing the transition to being a data-led, full service telecommunications provider. During the period, we have successfully launched LTE services in Cayman and the Bahamas whilst also introducing faster mobile data networks in Antigua; progressing our plan to provide fast internet services across all our Caribbean businesses. In Panama, we continued to see mobile data revenue rise in Q3 and are well placed to benefit from the spectrum purchase previously announced. Our island-wide fibre roll-out in Barbados and Cayman continues to progress, making our super-fast broadband offering with speeds exceeding 100 Mbps available to more and more customers.

Subscriber growth momentum in our Jamaica business was sustained and quarterly mobile service revenue rose 42% on the prior year in local currency.

Monaco also continued to perform strongly in the quarter with a good mobile performance and beneficial currency rates.

The major cost reduction plan we announced in May is proceeding as anticipated. Operating costs in the Caribbean were significantly lower in Q3 compared to the prior year as we outsourced our field services teams in a number of businesses which will benefit our run rate into FY 2014/15.

## Group Net Debt

At 31 December 2013, Group net debt was \$504 million, an increase of \$144 million since 30 September 2013 following the unwinding of the Monaco Telecom disposal agreement with Batelco and part payment for the licence extension and additional spectrum access in Panama.

## Key Performance Indicators

| Subscribers<br>(000s) <sup>1</sup> | Panama    |           |           |
|------------------------------------|-----------|-----------|-----------|
|                                    | 31 Dec 13 | 30 Sep 13 | 31 Dec 12 |
| Mobile <sup>1</sup>                | 2,085     | 1,933     | 1,744     |
| Broadband                          | 130       | 129       | 125       |
| Fixed line                         | 372       | 374       | 378       |
| ARPU <sup>2</sup>                  | 31 Dec 13 | 30 Sep 13 | 31 Dec 12 |
| Mobile                             | \$14.2    | \$14.9    | \$15.8    |
| Broadband                          | \$28.5    | \$28.8    | \$28.6    |
| Fixed line                         | \$24.7    | \$25.4    | \$27.0    |

| Subscribers<br>(000s) <sup>1</sup> | Caribbean          |           |           |
|------------------------------------|--------------------|-----------|-----------|
|                                    | 31 Dec 13          | 30 Sep 13 | 31 Dec 12 |
| Mobile <sup>1</sup>                | 1,498 <sup>3</sup> | 1,624     | 1,623     |
| Broadband                          | 238                | 232       | 223       |
| Fixed line                         | 686                | 696       | 706       |
| ARPU <sup>2</sup>                  | 31 Dec 13          | 30 Sep 13 | 31 Dec 12 |
| Mobile                             | \$26.4             | \$26.7    | \$27.2    |
| Broadband                          | \$39.3             | \$40.8    | \$42.3    |
| Fixed line                         | \$28.9             | \$30.1    | \$32.9    |

| Subscribers<br>(000s) <sup>1</sup> | Monaco    |           |           |
|------------------------------------|-----------|-----------|-----------|
|                                    | 31 Dec 13 | 30 Sep 13 | 31 Dec 12 |
| Mobile <sup>1</sup>                | 35        | 35        | 34        |
| Broadband                          | 17        | 17        | 16        |
| Fixed line                         | 34        | 34        | 34        |
| ARPU <sup>2</sup>                  | 31 Dec 13 | 30 Sep 13 | 31 Dec 12 |
| Mobile                             | \$124.8   | \$135.4   | \$122.7   |
| Broadband                          | \$50.2    | \$48.5    | \$48.6    |
| Fixed line                         | \$65.4    | \$65.5    | \$62.6    |

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

<sup>2</sup> ARPU is average revenue per user per month, excluding equipment sales

<sup>3</sup> Subscriber numbers for the Caribbean have been restated to exclude subscribers with credit balances but no activity in the preceding 60 days. Prior periods have not been restated however the effect has been to remove 225,000 subscribers in the quarter to 31 December 2013

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

Date: Tuesday 11 February 2014

Time: 13:00 (GMT)

Details: Cable & Wireless Communications Plc Q3 IMS

UK: +44 (0)20 3427 1918

US: +1 646 254 3360

Confirmation Code: 2996350

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 17 February 2014. The details for the playback are:

UK: +44 (0)20 3427 0598

US: +1 347 366 9565

Replay Access Code: 2996350

## About Cable & Wireless Communications

Cable & Wireless Communications is a full service communications business. We operate leading communications businesses offering 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 solutions. Our operations are focused on providing our customers - consumers, businesses, governments - with world-class service. We are the market leader in most products we offer and territories we serve. For more information visit [www.cwc.com](http://www.cwc.com).

### Contacts:

#### **Cable & Wireless Communications**

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