



LIBERTY GLOBAL

LILAC GROUP INVESTOR CALL

Q3 2017 | NOVEMBER 2, 2017



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Forward-Looking Statements + Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements with respect to our strategies, future growth prospects and opportunities; our expectations with respect to subscribers, revenue, OCF and Adjusted FCF; future P&E Additions as a percentage of revenue; statements with respect to the impact of Hurricanes Irma and Maria on our operations and our ability to timely and fully recover insurance proceeds; statements regarding the development, enhancement and expansion of, our superior networks and innovative and advanced products and services; plans and expectations relating to new build and network extension opportunities; opportunities with respect to our mobile, B2B and subsea cable businesses; expectations regarding our share buyback program; the strength of our balance sheet and tenor of our third-party debt; and other information and statements that are not historical fact. These forward-looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those expressed or implied by these statements. These risks and uncertainties include events that are outside our control, such as hurricanes and other natural disasters, the continued use by subscribers and potential subscribers of our and our affiliates' services and their willingness to upgrade to our more advanced offerings; our and our affiliates' ability to meet challenges from competition, to manage rapid technological change or to maintain or increase rates to subscribers or to pass through increased costs to subscribers; the effects of changes in laws or regulation; general economic factors; our and our affiliates' ability to obtain regulatory approval and satisfy regulatory conditions associated with acquisitions and dispositions; our and our affiliates' ability to successfully acquire and integrate new businesses and realize anticipated efficiencies from acquired businesses; the availability of attractive programming for our and our affiliates' video services and the costs associated

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

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

Information Relating to Defined Terms:

Please refer to the Appendix at the end of this presentation, as well as our press release dated November 1, 2017 and our SEC filings, for the definitions of the following terms which may be used herein including: Rebased Growth, Operating Cash Flow (“OCF”), Adjusted Free Cash Flow (“FCF”), Revenue Generating Units (“RGUs”), Average Revenue per Unit (“ARPU”), as well as non-GAAP reconciliations, where applicable.



EXECUTIVE SUMMARY

FINANCIAL RESULTS

APPENDIX

LILAC GROUP | KEY MESSAGES



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UPDATE ON HURRICANES IRMA & MARIA

KICKED-OFF RECOVERY PROCESS; MOBILE LARGELY RESTORED



RESULTS ON PACE PRE - HURRICANE

EXPECT SIGNIFICANT Q4 IMPACT IN PUERTO RICO



C&W MAKING PROGRESS

Q3 ENCOURAGING, INCLUDING RETURN TO RGU GROWTH



LILAC SPLIT-OFF ON TRACK

CONTINUE TO EXPECT SPLIT-OFF AROUND YE 2017



ANNOUNCED NEW CEO & BOARD

MAINTAIN SCALE BENEFITS WITH LIBERTY GLOBAL

REVENUE USD MM'S



OCF USD MM'S



LCPR | FOCUS ON RECOVERY

Liberty Puerto Rico workforce resilient; power restoration remains key



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OPERATIONAL UPDATE (POST HURRICANE)

KICKED-OFF RECOVERY PROCESS

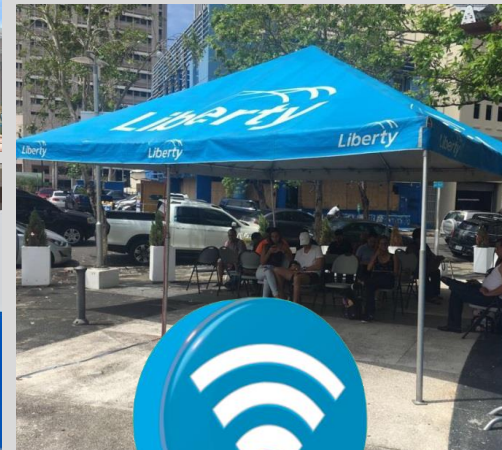
- Damage assessment well underway
- Active dialogue with Power Authority
- Workforce dedicated to restoration support

NETWORK RESTORATION

- Fiber optic backbone rings fully restored last week
- All main and remote hubs operational
- Over 60 crews working on restoration today, expected to increase to 100 by mid-November

HELPING RESIDENTIAL AND BUSINESS CUSTOMERS

- Basic streaming video service to be launched
- Eighteen free WiFi hotspot locations
- Mobile WiFi Tour connecting remote communities
- “Go Back to Business” program for B2B/SOHO



**HOTSPOTS
GRATIS**



VTR | STRONG EXECUTION CONTINUES

Broadband opportunity and network expansion sustaining growth



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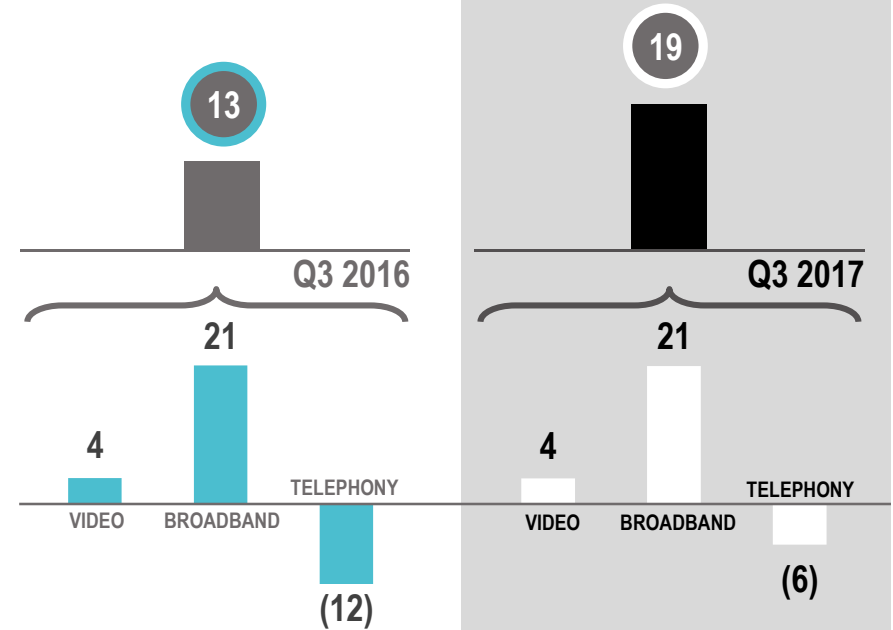
OPERATIONAL UPDATE

- 20,000 customer additions in Q3, up 41% YoY
- Superior broadband speeds & service quality continue to fuel residential and SOHO subscriber growth
- Deployed over 100,000 Connect Boxes in Q3
- Crossed 200,000 mobile subscriber mark; improved mobile data offer during Q3
- Built / upgraded over 150,000 homes YTD



RGU ADDITIONS

IN THOUSANDS



MOBILE ADDITIONS

IN THOUSANDS



C&W | TRANSFORMATION GAINING TRACTION

Network and operational improvements driving RGU growth



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OPERATIONAL UPDATE

PANAMA

- Mast3r bundles driving broadband growth & mobile value proposition centered around LTE

JAMAICA

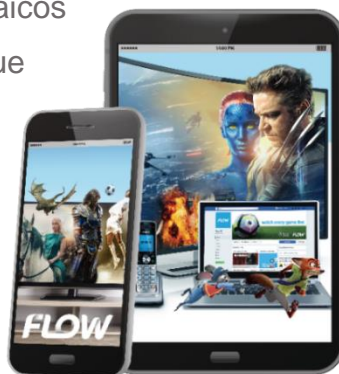
- Price increases landed well next to solid net adds; strong mobile and B2B results

BAHAMAS

- Challenging mobile environment remains; fixed and B2B growing

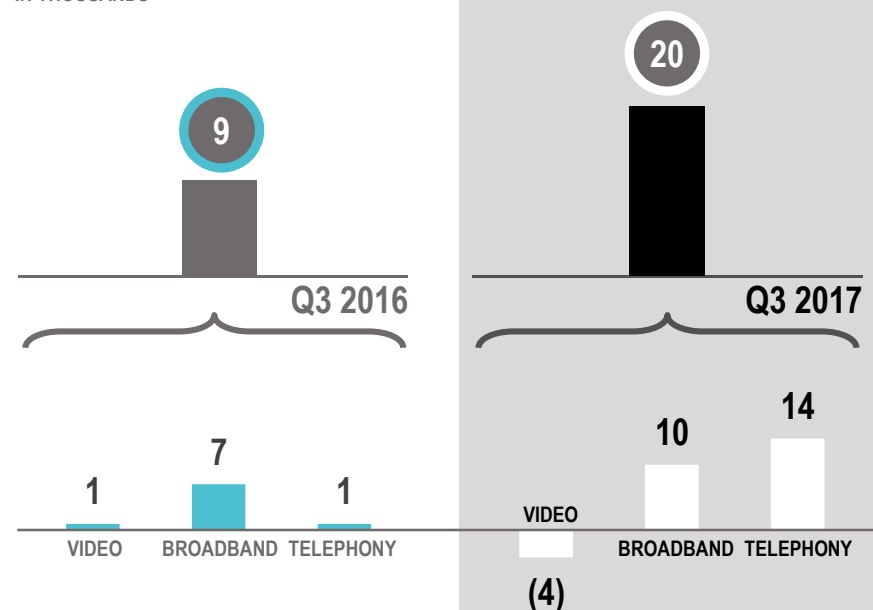
HURRICANES IRMA AND MARIA

- Markets severely impacted: BVI, Dominica, Anguilla and Turks & Caicos
 - < 5% of C&W Q2 2017 revenue
 - Credits for mobile subs
- Mobile services largely restored
- Fixed restoration underway
- Subsea network fully operational



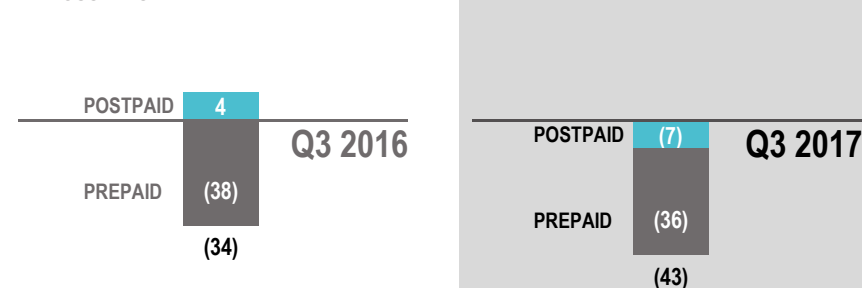
RGU ADDITIONS

IN THOUSANDS



MOBILE LOSSES

IN THOUSANDS





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Q3 2017 FINANCIAL RESULTS

Results on pace pre-Hurricane I Cost of debt 6.3% with an average tenor of over 6 years



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REVENUE

USD MM'S

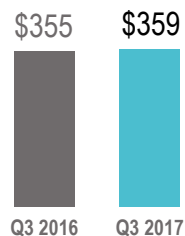
0% REBASED GROWTH



OCF

USD MM'S

0% REBASED GROWTH



P&E ADDITIONS

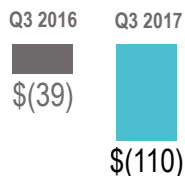
USD MM'S

18% 21% AS % OF REVENUE



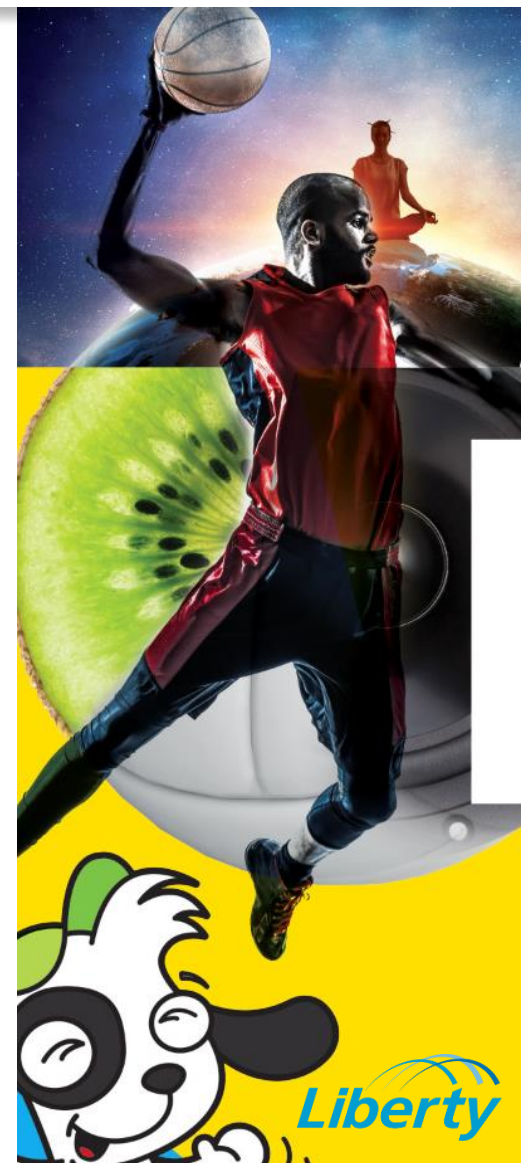
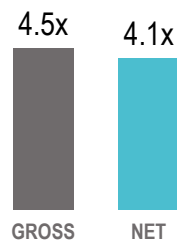
ADJUSTED FCF

USD MM'S



LEVERAGE RATIOS

Q3 2017



Q3 2017 REGIONAL FINANCIAL RESULTS

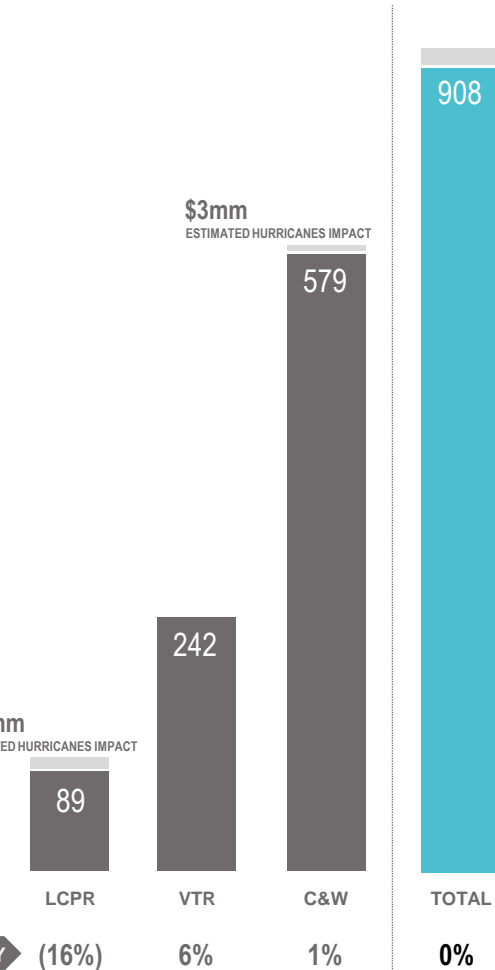
Positive results offset by impact of Hurricanes Irma and Maria



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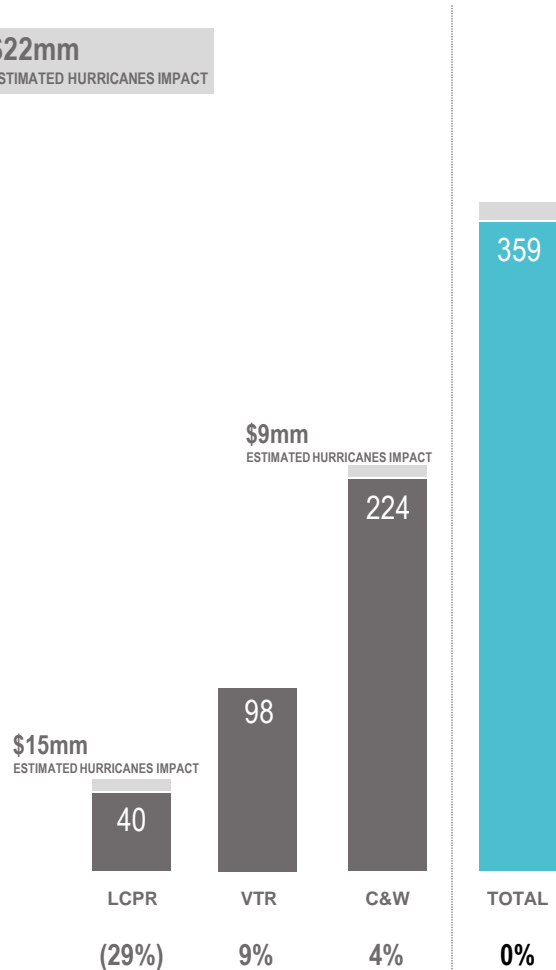
REVENUE

Q3 2017 GROWTH ON A REBASED BASIS



OCF

Q3 2017 GROWTH ON A REBASED BASIS



FLOW

FINANCIAL IMPACT OF HURRICANES & GUIDANCE UPDATE



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Reduction in LiLAC's Q4 financial outlook leads to reduced 2017 guidance

PRELIMINARY FINANCIAL ASSESSMENT

LCPR

\$80m-\$100m

Q4 17 REVENUE IMPACT

\$60m-\$80m

Q4 17 OCF IMPACT

> \$100m

P&E DAMAGES

C&W

\$15m-\$25m

Q4 17 REVENUE IMPACT

\$15m-\$25m

Q4 17 OCF IMPACT

> \$50m

P&E DAMAGES

2017 GUIDANCE UPDATE

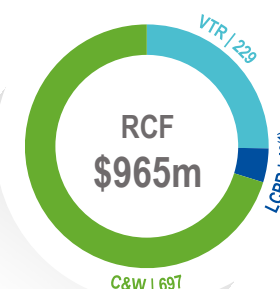
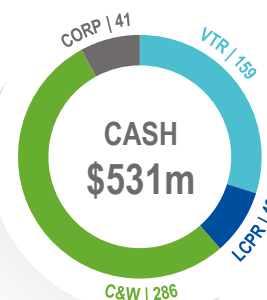
- Expect ~\$1.35bn of OCF
- Adjusted Free Cash Flow to be negative
- P&E as a % of revenue range remains between 19% and 21%



LILAC GROUP INSURANCE PROGRAM

- Integrated policy covering property and business interruption with limit of \$75 million per occurrence
 - Subject to ~\$15 million per occurrence of self-insurance
 - At least two occurrences
- Expect insurance recovery will only cover a portion of incurred losses, anticipate proceeds from 2018

LIQUIDITY POSITION



(1) Subsequent to September 30, 2017, LCPR borrowed in full the \$40mm RCF

LILAC GROUP | CONCLUSIONS

Long-term growth opportunity remains attractive



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HURRICANES HAD MAJOR IMPACT ON ~15% OF LILAC; **RECOVERY PROCESS UNDERWAY**

STRONG VTR RESULTS AND UNDERLYING **C&W PERFORMANCE IS ENCOURAGING**

FOURTH QUARTER OF 2017 IS GOING TO BE VERY **CHALLENGING FOR LIBERTY PUERTO RICO**

M&A OPPORTUNITIES ACROSS REGION THAT REMAINS FRAGMENTED & UNDERPENETRATED

CONTINUE TO TARGET **SPLIT-OFF AROUND YEAR-END 2017**



FLOW



EXECUTIVE SUMMARY

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DEFINITIONS AND ADDITIONAL INFORMATION*



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

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

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

Basic Video Subscriber is a home, residential multiple dwelling unit or commercial unit that receives our video service over our broadband network either via an analog video signal or via a digital video signal without subscribing

to any recurring monthly service that requires the use of encryption-enabling technology. Encryption-enabling technology includes smart cards, or other integrated or virtual technologies that we use to provide our enhanced service offerings. With the exception of RGUs that we count on an EBU basis, we count RGUs on a unique premises basis. In other words, a subscriber with multiple outlets in one premises is counted as one RGU and a subscriber with two homes and a subscription to our video service at each home is counted as two RGUs.

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.

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

Internet Subscriber is a home, residential multiple dwelling unit or commercial unit that receives internet services over our networks.

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.

Mobile Subscriber represents the number of active subscriber identification module ("SIM") cards in service

rather than services provided. For example, if a mobile subscriber has both a data and voice plan on a smartphone this would equate to one mobile subscriber. Alternatively, a subscriber who has a voice and data plan for a mobile handset and a data plan for a laptop (via a dongle) would be counted as two mobile subscribers. Customers who do not pay a recurring monthly fee are excluded from our mobile telephony subscriber counts after periods of inactivity ranging from 30 to 90 days, based on industry standards within the respective country.

* During September 2017, Hurricanes Irma and Maria caused significant damage to our operations in Puerto Rico, as well as certain geographies within CWC, including the British Virgin Islands and Dominica, and to a lesser extent Turks & Caicos, the Bahamas, Anguilla, Antigua and other smaller markets, resulting in disruptions to our telecommunications services within these islands. The homes passed and subscriber counts for Puerto Rico, British Virgin Islands, Dominica, Anguilla and Turks & Caicos reflect the pre-hurricane homes passed and subscriber counts as of August 31, 2017 as we are still in the process of assessing the impacts of the hurricanes on our networks and subscriber counts in these markets. As of October 25, 2017, we estimate that we have been able to restore services to only a small portion of our fixed-line customers and RGUs in Puerto Rico, and the majority of our aggregate fixed-line customers and RGUs in the British Virgin Islands, Dominica, Anguilla and Turks & Caicos. While mobile services have been largely restored in these markets, we are still in the process of repairing our mobile network infrastructure.

DEFINITIONS AND ADDITIONAL INFORMATION



Homes Passed are homes, residential multiple dwelling units or commercial units that can be connected to our networks without materially extending the distribution plant, except for DTH homes. Our Homes Passed counts are based on census data that can change based on either revisions to the data or from new census results. We do not count homes passed for DTH.

Information on Rebased Growth: For purposes of calculating rebased growth rates on a comparable basis for all businesses that we owned during 2017, we have adjusted our historical revenue and OCF of (i) include the pre-acquisition revenue and OCF of C&W for the nine months ended September 30, 2016, (ii) include the pre-acquisition revenue of the Carve-out Entities for the three and nine months ended September 30, 2016, and (iii) reflect the translation of our rebased amounts for the three and nine months ended September 30, 2016 at the applicable average foreign currency exchange rates that were used to translate our results for the three and nine months ended September 30, 2017. We have reflected the revenue and OCF of C&W and the Carve-out Entities

in our 2016 rebased amounts based on what we believe to be the most reliable information that is currently available to us (generally pre-acquisition financial statements), as adjusted for the estimated effects of (a) any significant differences between U.S. GAAP and local generally accepted accounting principles, (b) any significant effects of acquisition accounting adjustments, (c) any significant differences between our accounting policies and those of the acquired entities and (d) other items we deem appropriate. We do not adjust pre-acquisition periods to eliminate nonrecurring items or to give retroactive effect to any changes in estimates that might be implemented during post-acquisition periods. As we did not own or operate the acquired businesses during the pre-acquisition periods, no assurance can be given that we have identified all adjustments necessary to present the revenue and OCF of these entities on a basis that is comparable to the corresponding post-acquisition amounts that are included in our historical results or that the pre-acquisition financial statements we have relied upon do not contain undetected errors. The adjustments reflected in our rebased amounts have not been

prepared with a view towards complying with Article 11 of Regulation S-X. In addition, the rebased growth percentages are not necessarily indicative of the revenue and OCF that would have occurred if these transactions had occurred on the dates assumed for purposes of calculating our rebased amounts or the revenue and OCF that will occur in the future. The rebased growth percentages have been presented as a basis for assessing growth rates on a comparable basis, and are not presented as a measure of our pro forma financial performance.

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

	Revenue		OCF	
	Three months ended September 30, 2016	Nine months ended September 30, 2016	Three months ended September 30, 2016	Nine months ended September 30, 2016
LiLAC Group				
Acquisitions	\$ 6.0	\$ 908.5	\$ 2.1	\$ 370.9
Foreign Currency	4.5	12.3	2.0	4.9
Total increase	\$ 10.5	\$ 920.8	\$ 4.1	\$ 375.8

OPERATING CASH FLOW DEFINITION AND RECONCILIATION



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As used herein, OCF has the same meaning as the term "Adjusted OIBDA" that is referenced in our Form 10-Q. OCF is the primary measure used by our chief operating decision maker to evaluate segment operating performance. OCF is also a key factor that is used by our internal decision makers to (i) determine how to allocate resources to segments and (ii) evaluate the effectiveness of our management for purposes of annual and other incentive compensation plans. As we use the term, OCF is defined as operating income before depreciation and amortization, share-based compensation, provisions and provision releases related to significant litigation and impairment, restructuring and other operating items. Other operating items include (a) gains and

losses on the disposition of long-lived assets, (b) third-party costs directly associated with successful and unsuccessful acquisitions and dispositions, including legal, advisory and due diligence fees, as applicable, and (c) other acquisition-related items, such as gains and losses on the settlement of contingent consideration. Our internal decision makers believe OCF is a meaningful measure because it represents a transparent view of our recurring operating performance that is unaffected by our capital structure and allows management to (1) readily view operating trends, (2) perform analytical comparisons and benchmarking between segments and (3) identify strategies to improve operating performance in the different countries in which we operate. We believe

our OCF measure is useful to investors because it is one of the bases for comparing our performance with the performance of other companies in the same or similar industries, although our measure may not be directly comparable to similar measures used by other public companies. OCF should be viewed as a measure of operating performance that is a supplement to, and not a substitute for, operating income, net earnings or loss, cash flow from operating activities and other U.S. GAAP measures of income or cash flows. A reconciliation of operating income to total segment OCF is presented in the following table:

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2017	2016	2017	2016
	in millions			
LiLAC Group				
Operating income	\$ (201.5)	\$ 138.8	\$ 95.2	\$ 177.9
Share-based compensation expense	3.3	5.7	11.9	10.7
Inter-group fees and allocations	3.0	2.2	9.0	6.4
Depreciation and amortization	199.7	200.7	586.5	379.1
Impairment, restructuring and other operating items, net	354.9	7.2	378.7	133.5
Total segment OCF	<u>\$ 359.4</u>	<u>\$ 354.6</u>	<u>\$ 1,081.3</u>	<u>\$ 707.6</u>

ADJUSTED FREE CASH FLOW DEFINITION AND RECONCILIATIONS



We define Adjusted Free Cash Flow as net cash provided by our operating activities, plus (i) cash payments for third-party costs directly associated with successful and unsuccessful acquisitions and dispositions and (ii) expenses financed by an intermediary, less (a) capital expenditures, as reported in our consolidated statements of cash flows, (b) principal payments on amounts financed by vendors and intermediaries and (c) principal payments on capital leases. We believe that our presentation of Adjusted Free Cash Flow provides useful information to our investors because this measure can be used to gauge our ability to service debt and fund new investment opportunities. Adjusted Free Cash Flow

should not be understood to represent our ability to fund discretionary amounts, as we have various mandatory and contractual obligations, including debt repayments, which are not deducted to arrive at this amount. Investors should view Adjusted Free Cash Flow as a supplement to, and not a substitute for, U.S. GAAP measures of liquidity included in our consolidated statements of cash flows. We changed our definition of adjusted free cash flow effective January 1, 2017 to remove the add-back of excess tax benefits from share-based compensation. This change, which was given effect for all periods presented, was made to accommodate our January 1, 2017 adoption of ASU 2016-09, *Compensation -*

Stock Compensation, Improvements to Employee Share-Based Payment Accounting, pursuant to which we retrospectively revised the presentation of our condensed consolidated statements of cash flows to remove the operating cash outflows and financing cash inflows associated with excess tax benefits from share-based compensation. The following table provides the reconciliation of our net cash provided by operating activities to Adjusted Free Cash Flow for the indicated periods:

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2017	2016	2017	2016
	in millions			
LiLAC Group				
Net cash provided by operating activities	\$ 93.7	\$ 121.7	\$ 393.1	\$ 227.5
Cash payments for direct acquisition and disposition costs	1.3	1.6	2.8	62.7
Expenses financed by an intermediary ⁽¹⁾	9.5	1.1	56.9	1.1
Capital expenditures	(199.2)	(160.9)	(447.5)	(342.5)
Principal payments on amounts financed by vendors and intermediaries.....	(12.1)	—	(52.1)	—
Principal payments on certain capital leases	(2.7)	(2.8)	(6.7)	(3.5)
Adjusted FCF	<u>\$ (109.5)</u>	<u>\$ (39.3)</u>	<u>\$ (53.5)</u>	<u>\$ (54.7)</u>

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



Property & Equipment Additions and Capex

Our property and equipment additions include our capital expenditures on an accrual basis and amounts financed under vendor financing or capital lease arrangements. The capital expenditures that we report in our consolidated statements of cash flows do not include amounts that are financed under 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 related principal is repaid.

Leverage and Liquidity

Our gross and net debt ratios are defined as total debt and net debt to annualized OCF of the latest quarter. Net debt is defined as total debt less cash and cash equivalents. For purposes of these calculations, debt is measured using swapped foreign currency rates, consistent with the covenant calculation requirements of our subsidiary debt agreements.

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

LiLAC Transaction

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

“LiLAC Group” does not represent a separate legal entity, rather it represents those businesses, assets and liabilities that have been attributed to that group. The LiLAC Group comprises our operations in Latin America and the Caribbean and has attributed to it C&W, VTR and Liberty Puerto Rico. The condensed consolidated financial statements of Liberty Global are included in our Form 10-Q. For attributed financial information of the LiLAC Group, see Exhibit 99.1 to our Form 10-Q.