

December 2010

# **Sunrise Communications Holding S.A.**

Financial Results  
January –September 2010



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# Key Messages

- CVC Capital partners completed the acquisition of Sunrise successfully on October 28, 2010 for an aggregate consideration of CHF 3.3bn
- iPhone launched end of July 2010
- Revenues for Q3 were CHF 533 million, an increase of 3.4 % QoQ with YTD revenues of CHF 1'528 million or an 2.9% increase YoY
- EBITDA for Q3 was CHF 142m, an increase of 10.4% Q-o-Q, with YTD EBITDA of CHF 422m or an 16% increase YoY
- EBITDA increase was primarily driven by an increase in mobile customer base of 5.8%, YoY improving our total mobile network market share from 22.5% to 23.4% and the increase in our LLU customer base of 124.5% YoY leading to improved margins
- Total subscriber base improved to 2.89 million or an increase of 1.7% YoY

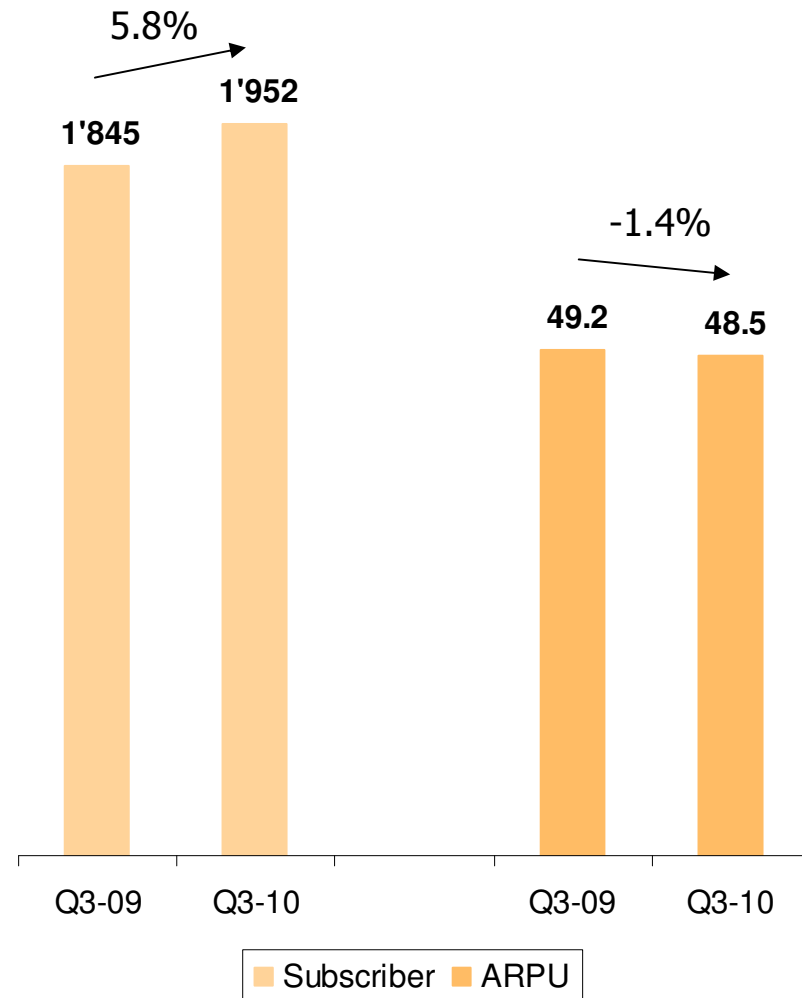


# Operational Trends: Mobile

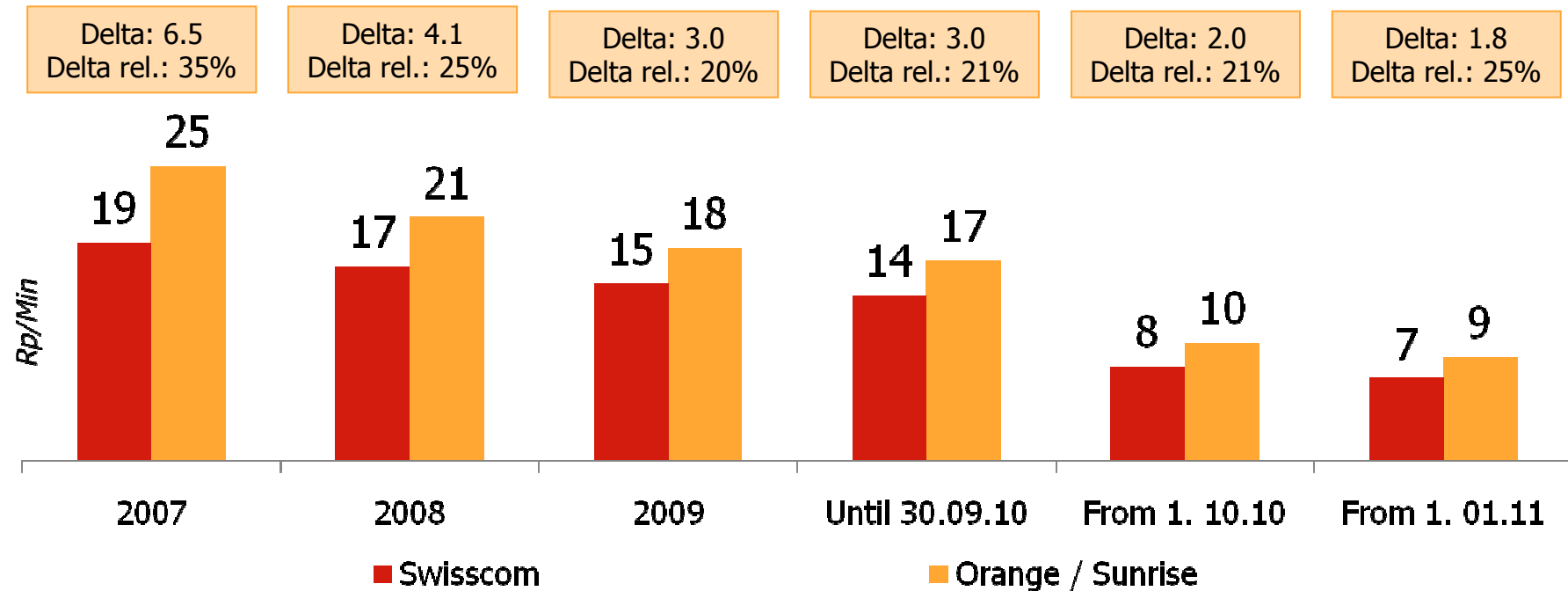
## Comments

- Mobile subscribers up 5.8% YoY driven by mobile broadband, postpaid voice, prepaid voice base
- Sunrise launched its iPhone offering at the end of July, 2010
- ARPU has declined by -1.3% YoY driven by:
  - Introduction of flat rate tariffs which had an increasing effect on ARPU, but were offset by:
    - Lower mobile termination rates
    - Increased share of mobile broadband subscribers (usually with lower ARPU but 100% margin)

## Mobile trends



# Mobile Termination Rates



- In Switzerland, MTRs are **determined through an agreement among the operators**, rather than ex ante by a regulatory authority (e.g. EU)
- On September 9<sup>th</sup>, **Sunrise, Swisscom and Orange agreed reductions in MTRs through 2011**

# iPhone launched end of July 2010



- Sunrise launched the sale of iPhones at the end of July 2010
- Customer reception was very positive, and accounted for Sunrise's data network quality
- Customers predominately subscribed to our higher value flat rate plans and 24 month contract length
- Subscriber acquisition costs are moderately higher but we also experience a lift-up in ARPU

# Successful launch of new multi brand initiatives



- Launched September 6, 2010
- Targets the youth segment
- Well received by the market
- Majority of customers subscribe to the higher value rate plan which includes the surf option



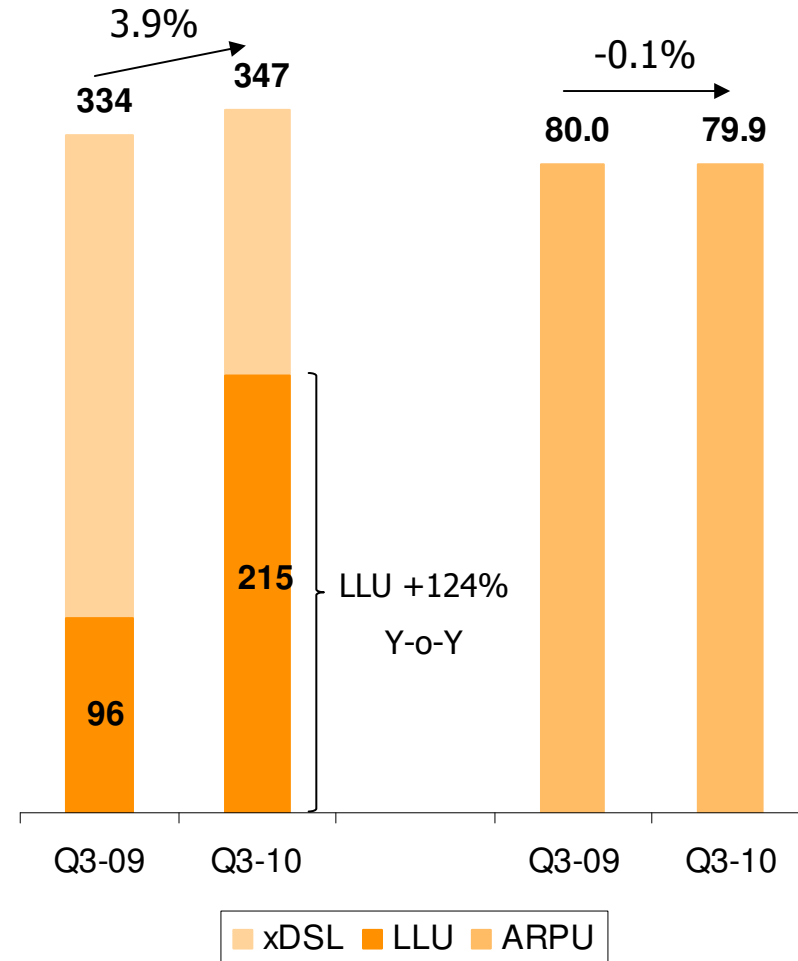
- Largest free newspaper in Switzerland available in the German and French speaking regions of Switzerland
- Launched October 25, 2010
- Full pre- and postpaid offering
- All major Swiss channels list 20 minuten Mobile with Media market/Saturn as strategic partner

## Operational Trends: Landline Retail Bundles (ADSL and retail Voice)

### Comments

- Double play connections (landline retail voice and ADSL) have grown 3.8% YoY driven by
  - Attractive bundle prices including line rental, voice services and xDSL
  - Triple play offer bundling fixed line with mobile services
- Number of customers connected to the LLU network has increased by 124% YoY
  - Migration to LLU results in a gross profit margin increase from about 37% to 61%
- ARPU has declined by -0.1% due to:
  - Higher share of access rebilling and LLU customers adding line rental fees to ARPU
  - Offset by lower retail prices for LLU products and bundle discounts related to mobile/fixed bundles (triple play)

### Double Play Customers

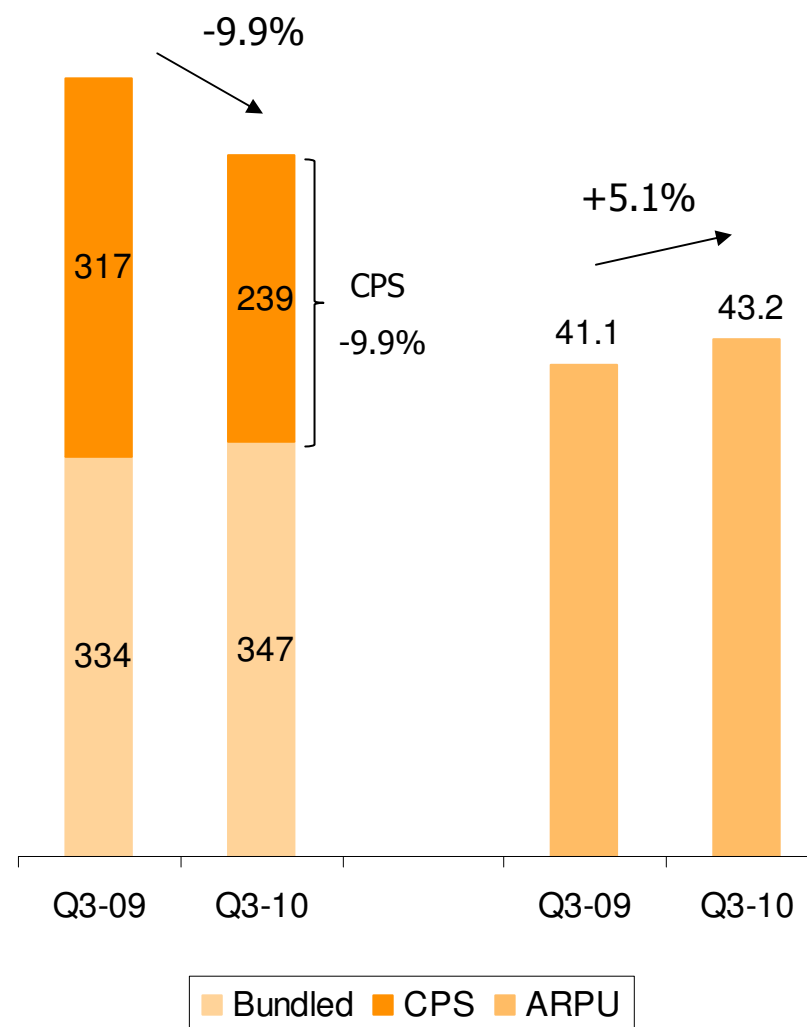


# Operational trends: Landline Retail Voice

## Comments

- Low margin CPS Voice customers – mostly acquired as part of the Tele 2 acquisition - continue to churn to double play products, off the Sunrise network or are substituting their service with mobile
- ARPU trend is positive due to higher share of ARB and LLU customers enabling the charging of the line rental cost by Sunrise

## Landline Retail Voice Customers



# Financial Performance

(CHFm)	Year to Date		Quarter to Date	
	Q3'10	Q3'09	Q3'10	Q3'09
<b>Revenues</b>	<b>1'528</b>	<b>1'485</b>	<b>533</b>	<b>516</b>
<i>% growth</i>	<i>2.9%</i>	<i>-</i>	<i>3.4%</i>	<i>-</i>
<b>EBITDA</b>	<b>422</b>	<b>364</b>	<b>142</b>	<b>128</b>
<i>% margin</i>	<i>27.6%</i>	<i>24.5%</i>	<i>26.5%</i>	<i>24.9%</i>
<i>% margin (excl. Hubbing)</i>	<i>30.4%</i>	<i>26.8%</i>	<i>28.9%</i>	<i>27.2%</i>
<i>% growth</i>	<i>16.0%</i>	<i>-</i>	<i>10.4%</i>	<i>-</i>
<b>Capex</b>	<b>(109)</b>	<b>(138)</b>	<b>(32)</b>	<b>(55)</b>
<i>% margin (excl. Hubbing)</i>	<i>7.9%</i>	<i>10.2%</i>	<i>6.5%</i>	<i>11.8%</i>
<b>EBITDA-Capex</b>	<b>313</b>	<b>226</b>	<b>110</b>	<b>73</b>
<b>Change in working capital</b>	<b>(115)</b>	<b>98</b>	<b>6</b>	<b>27</b>
<b>Operating free cash flow</b>	<b>198</b>	<b>324</b>	<b>116</b>	<b>100</b>

**Revenues growth is 2.9% YoY with  
EBITDA growing by 16.0% YoY**

## Pro forma closing net debt

- Pro forma leverage at the closing of the acquisition on 28<sup>th</sup> October was CHF2.3bn after adjusting for the Eur56m tap issue

	Pro forma post transaction close CHF'm
Term Loan A	500
Term Loan B	321
Senior Secured Notes	808
<b>Total Senior debt</b>	<b>1,629</b>
Senior Notes	769
<b>Total debt</b>	<b>2,398</b>
Fair value of cross currency swaps	(22)
<b>Adjusted debt</b>	<b>2,376</b>
Cash	(51)
<b>Pro forma net debt</b>	<b>2,325</b>
LTM September 2010 EBITDA	558

Note: fair value of acquisition debt at 31.10.10 shown in addition to FV of cross currency hedges entered into

# Outlook

- Sunrise is still experiencing a continued subscriber growth in mobile and LLU, which supports our growth assumptions
- Outlook for the year remains constant



# Backup



# Financial Performance

(CHFm)	Year to Date		Quarter to Date	
	Q3'10	Q3'09	Q3'10	Q3'09
Mobile	909.134	858.555	330.975	301.319
Landline Services	486.326	489.644	158.689	168.946
<i>of which hubbing</i>	151.668	136.091	48.653	46.455
Landline Internet	132.356	137.046	43.570	45.315
<b>Revenues</b>	<b>1'527.816</b>	<b>1'485.245</b>	<b>533.234</b>	<b>515.580</b>
<i>% growth</i>	2.9%	-	3.4%	-
COGS	(565.136)	(559.744)	(199.907)	(195.087)
Gross profit	963	926	333	320
<i>% margin</i>	63.0%	62.3%	62.5%	62.2%
<i>% growth</i>	4.0%	-	4.0%	-
Opex	(541)	(562)	(192)	(192)
<b>EBITDA</b>	<b>422</b>	<b>364</b>	<b>142</b>	<b>128</b>
<i>% margin</i>	27.6%	24.5%	26.5%	24.9%
<i>% margin (excl. Hubbing)</i>	30.4%	26.8%	28.9%	27.2%
<i>% growth</i>	16.0%	-	10.4%	-
<b>EBITDA (excl. Hubbing)</b>	<b>419</b>	<b>362</b>	<b>140</b>	<b>127</b>
<i>% margin (excl. Hubbing)</i>	30.4%	26.8%	28.9%	27.2%
<i>% yoy growth</i>	15.8%	-	9.9%	-
<b>Capex</b>	<b>(109)</b>	<b>(138)</b>	<b>(32)</b>	<b>(55)</b>
<i>% margin (excl. Hubbing)</i>	7.9%	10.2%	6.5%	11.8%
<b>EBITDA - Capex</b>	<b>313</b>	<b>226</b>	<b>110</b>	<b>73</b>
<i>% margin (excl. Hubbing)</i>	22.7%	16.8%	22.7%	15.6%
<b>Change in working capital</b>	<b>(115)</b>	<b>98</b>	<b>6</b>	<b>27</b>
<b>Operating fee cash flow</b>	<b>198</b>	<b>324</b>	<b>116</b>	<b>100</b>

# Operational KPIs

	Year to Date		Quarter to Date	
	Q3'10	Q3'09	Q3'10	Q3'09
<b>Subscriber base (thousand)</b>	<b>2894.0</b>	<b>2845.4</b>		
Mobile	1'951.9	1'844.6		
<i>Postpaid</i>	<i>938.0</i>	<i>857.6</i>		
<i>Prepaid</i>	<i>1'013.9</i>	<i>987.0</i>		
Landline Retail Voice	586.0	650.5		
Landline Internet	356.1	350.3		
<i>thereof LLU</i>	<i>215.3</i>	<i>95.9</i>		
<i>thereof dial-up</i>	<i>9.4</i>	<i>16.5</i>		
<b>ARPU (CHF)</b>				
Mobile	46.8	47.2	48.5	49.2
Landline Retail Voice	43.5	40.6	43.2	41.1
Landline Internet	37.3	39.5	36.7	38.9

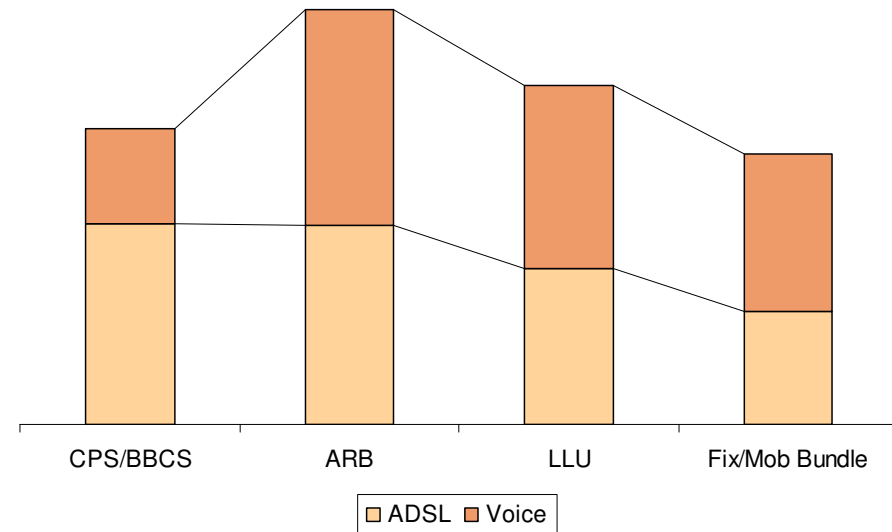
**Significant subscriber growth in mobile, especially driven by postpaid**  
**Increasing LLU base has positive impact on gross profit development**

# Fixed ARPU and AMPU mechanics

IFRS bundled arrangement accounting effects ARPU and AMPU

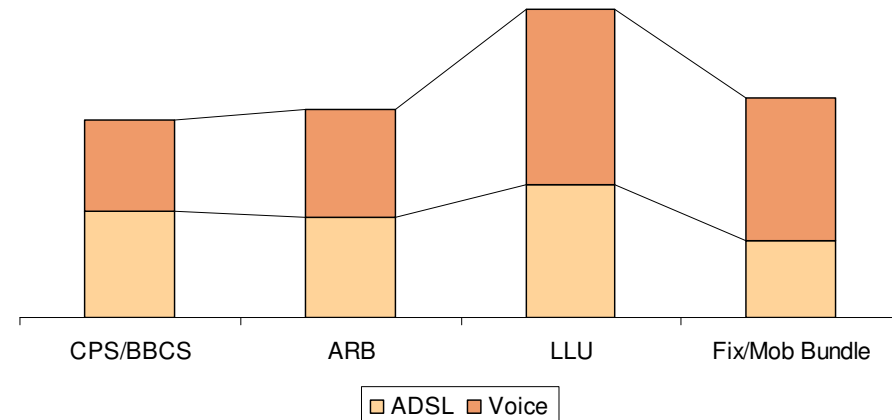
## Average Revenue per User (ARPU)

- Significant voice ARPU increase from CPS/BBCS customer to ARB customer due to wholesale of line rental previously charged by Swisscom to the customer. Almost no impact on ADSL ARPU
- Part of the LLU cost advantage is given back to customers resulting in reduced voice and ADSL ARPU
- Discount related to fixed/mobile bundle (Free Internet) reduces voice and ADSL ARPU. The decline is substituted by additional mobile ARPU



## Average Margin per User (AMPU)

- Migrating a customer from CPS/BBCS to ARB slightly increases overall AMPU due to margin on line rental, but due to IFRS bundled accounting treatment, distribution between voice and ADSL changes
- Migrating the customer to LLU provides an uplift in AMPU due to the much lower cost base
- Free internet discount is impacting AMPU 100% since cost base in LLU is not changing. This lower AMPU is compensated by additional mobile AMPU





**Sunrise**