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The Changing Business Model for MSOs

Mark Coblitz

Sr. VP Strategic Planning,
Comcast Corp.



CONNECTIONS 2000

September 19, 2000

MARK A. COBLITZ
Senior Vice President
Strategic Planning
Comcast Corporation

COMCAST CORPORATION

CABLE

- 3rd LARGEST MSO
- 12MM HOMES*
- 8.2MM SUBSCRIBERS*

COMMERCE

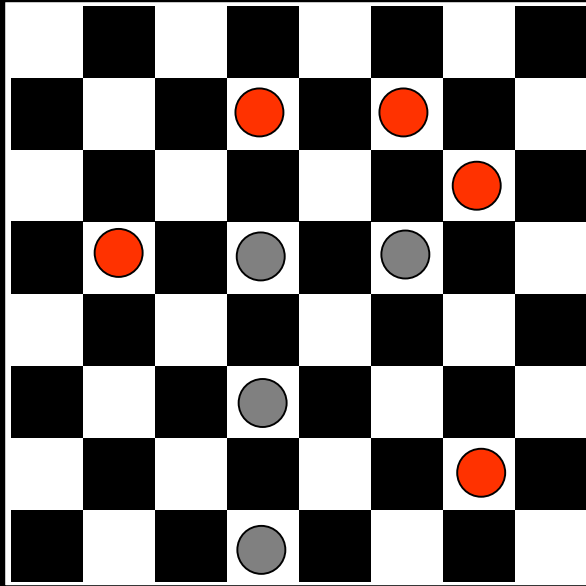
- QVC
- iQVC
- QVC UK/GERMANY

CONTENT

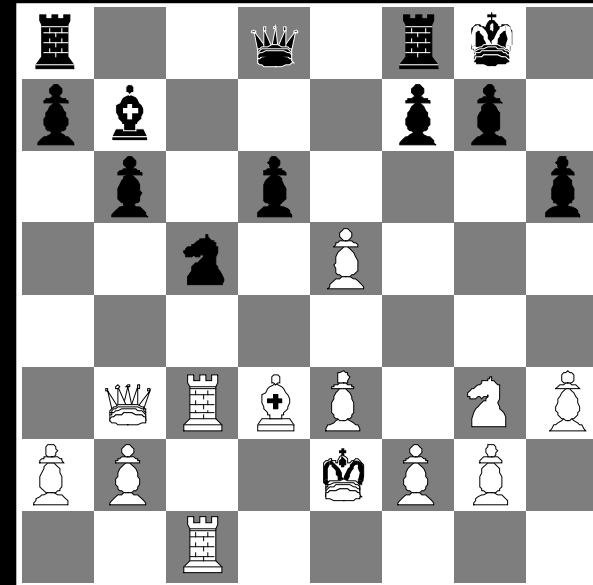
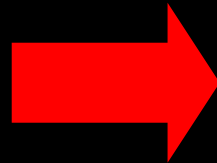
- E!
- GOLF
- COMCAST SPORTSNET
- COMCAST SPECTACOR
- OTHER

* AFTER CLOSING OF PENDING TRANSACTIONS

The Game Is Changing



- BROADCAST VIDEO

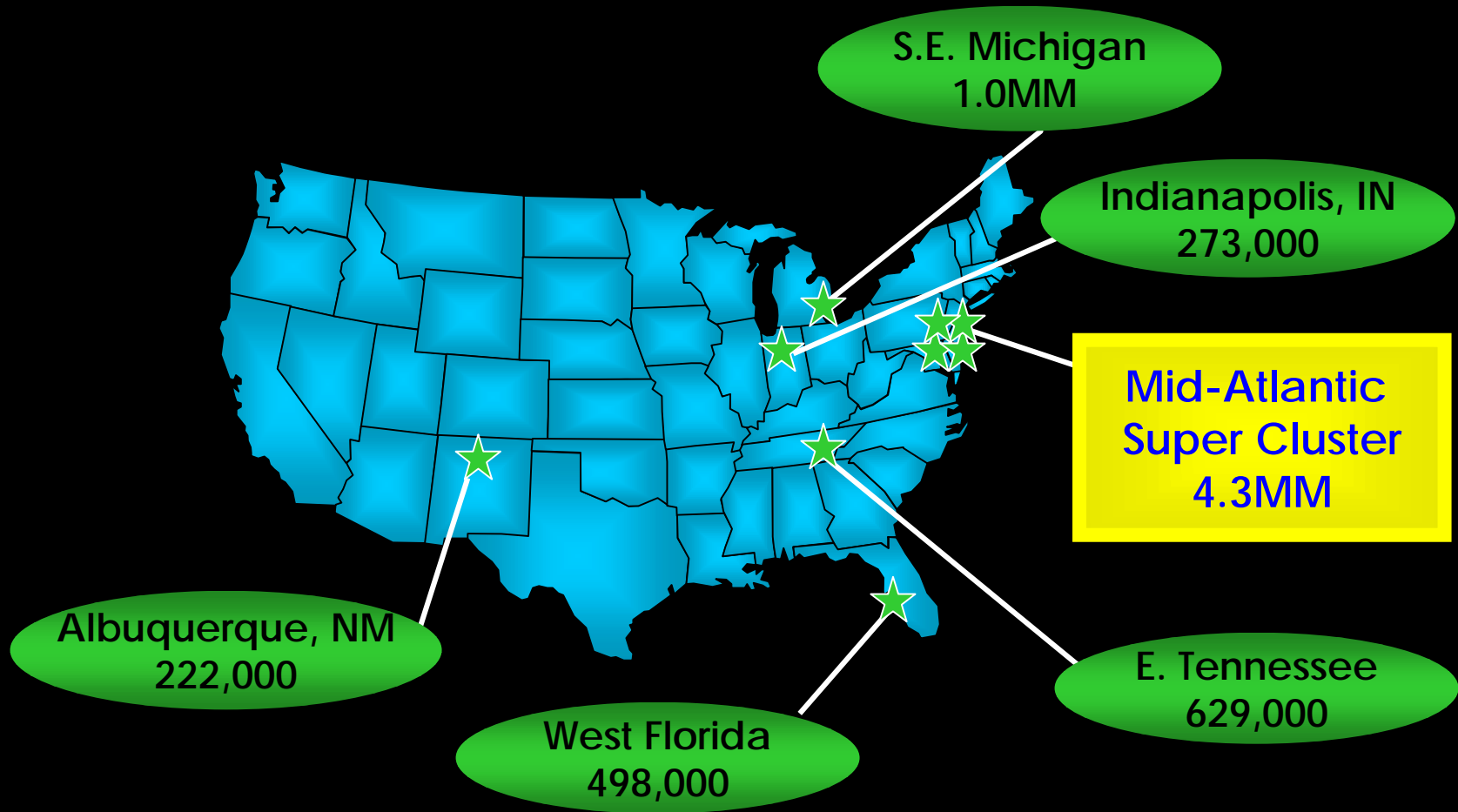


- NEW INDUSTRY STRUCTURE
- NEW PRODUCTS
- NEW BUSINESSES



- NEW CUSTOMERS
- NEW COMPETITORS
- NEW TECHNOLOGY/VENDORS
- NEW MEASUREMENTS

New Structure



85% of Subscribers in 6 Clusters

Pro Forma for Acquisitions and Swaps.

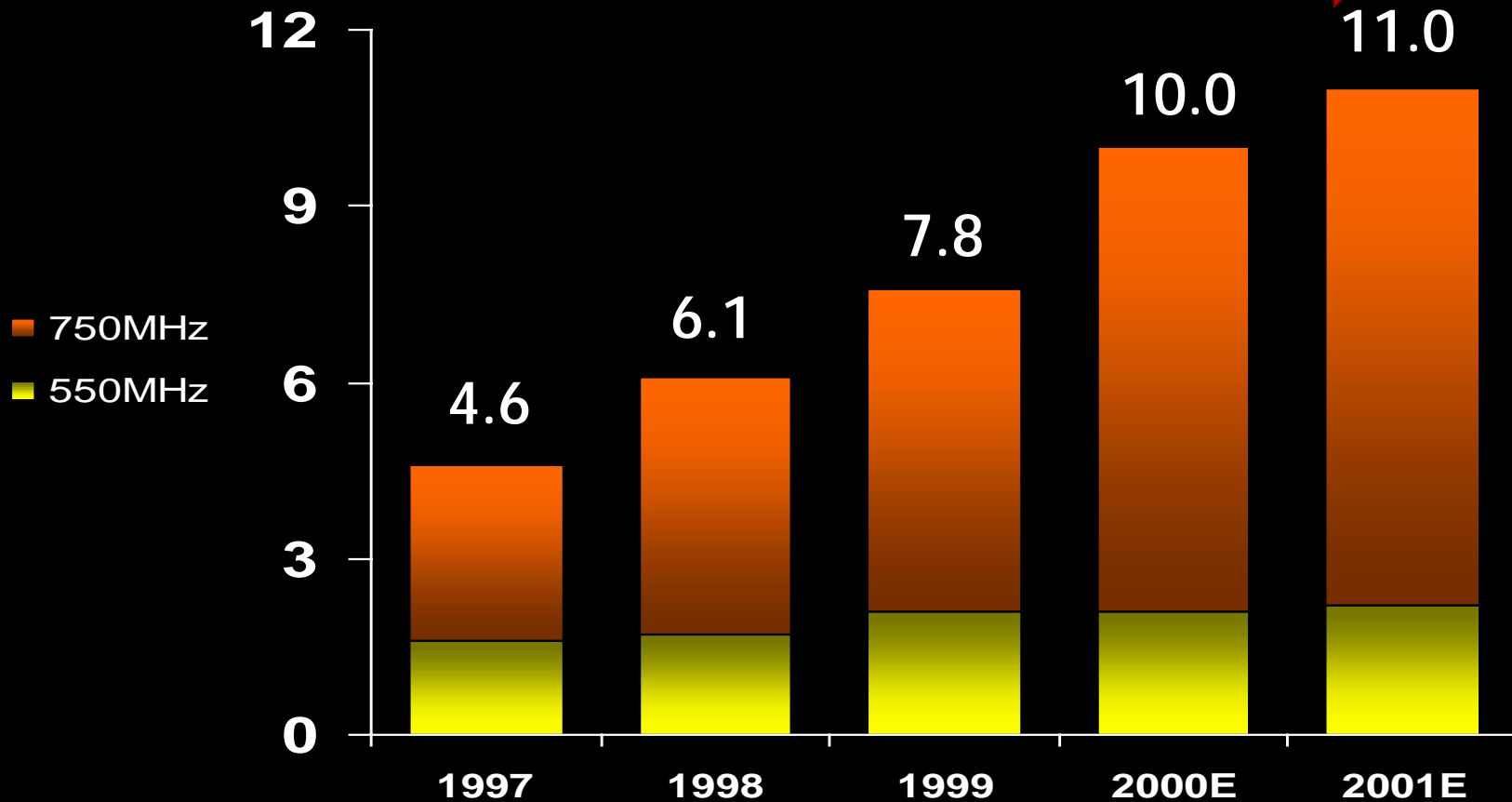
New Products

- 90% OF COMCAST PASSED HOMES CAN GET DIGITAL CABLE
 - OVER 1MM*
- HIGH SPEED DATA ACCESS ROLLING OUT QUICKLY!
 - OVER 237,200*
- VIDEO ON DEMAND IN 2001
 - MILLIONS OF CAPABLE SET TOPS INDUSTRY WIDE
- IP VOICE TRIALS
- EXPANDING COMMERCIAL PRODUCTS

*DIGITAL CABLE AS OF 8/8/00,
CABLE MODEMS AS OF 6/30/00

Upgraded Broadband Network

Homes Passed (in millions)

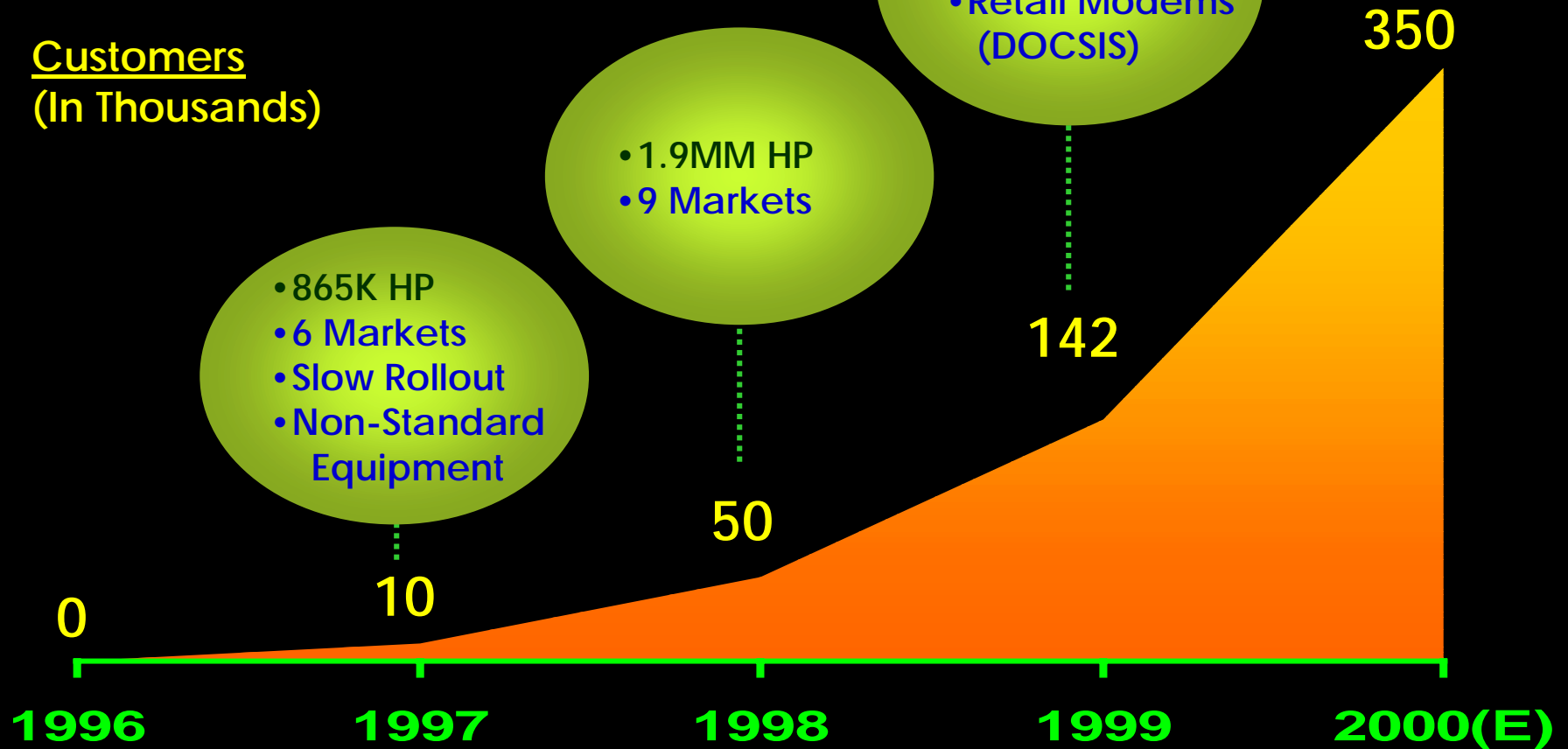


2000E-2001E Pro Forma for Comcast, Jones, Greater Media, Lenfest, Garden State and Prime cable systems

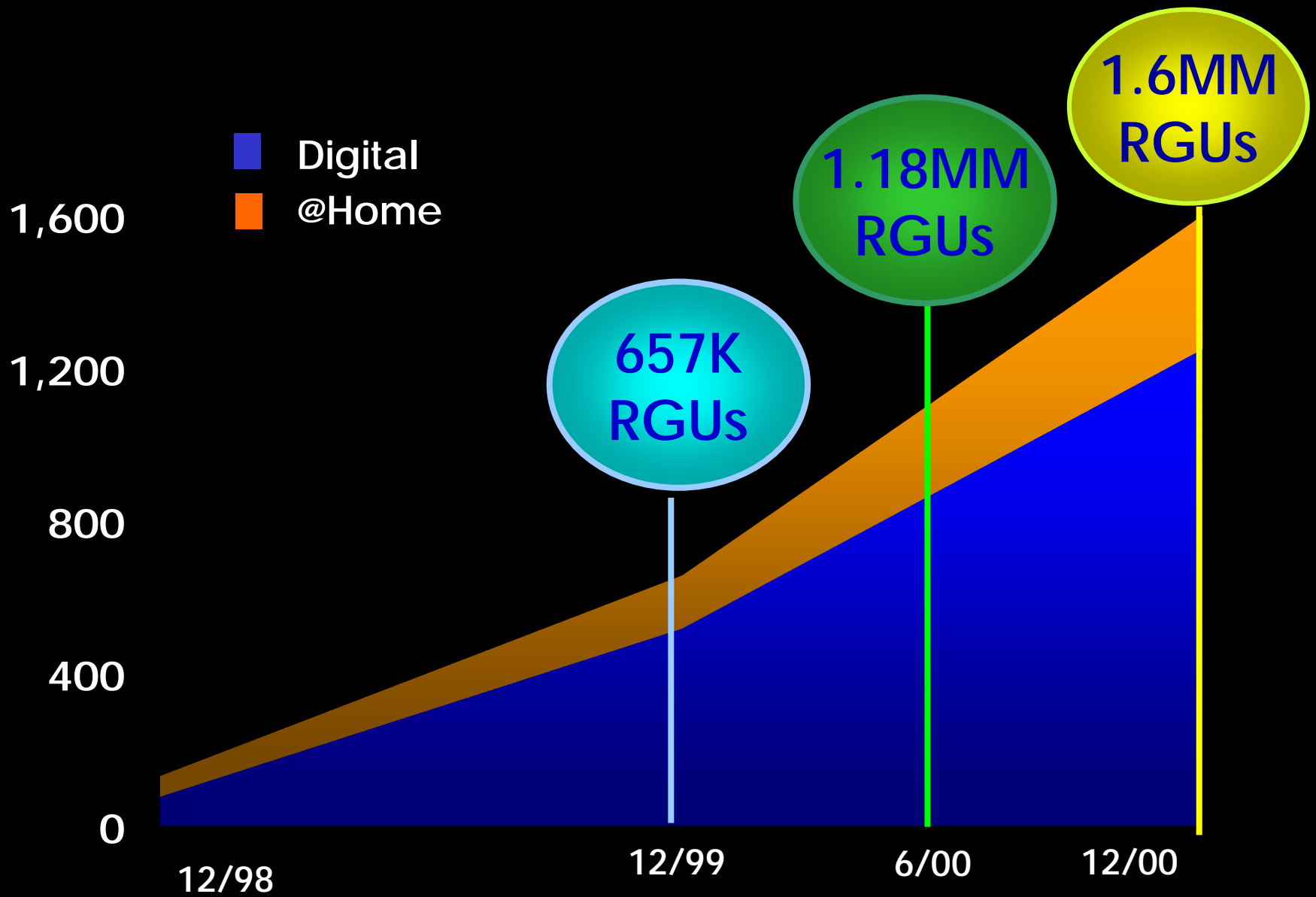
New Technology/Vendors



Customers
(In Thousands)



New Measurements



The Recent Republican Convention Provides an Example



Digital Cable

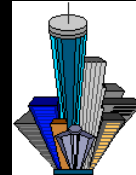
VOD

VOIP

High Speed
Data

THE NEW CABLE COMPANY

RESIDENTIAL



LARGE



SMALL/MEDIUM



SOHO

VIDEO

- ANALOG TV
- DIGITAL TV
- HDTV
- INTERACTIVE SERVICES

DATA

- VOICE
- DATA
- VIDEO

VOICE

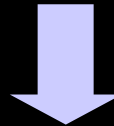
- PRIMARY LINE
 - LEC REPLACEMENT
 - CLASS FEATURES
- CLASS FEATURES
 - CLASS FEATURES
- VOICE OVER DATA

DATA

- VIDEO
- DATA
- VOICE

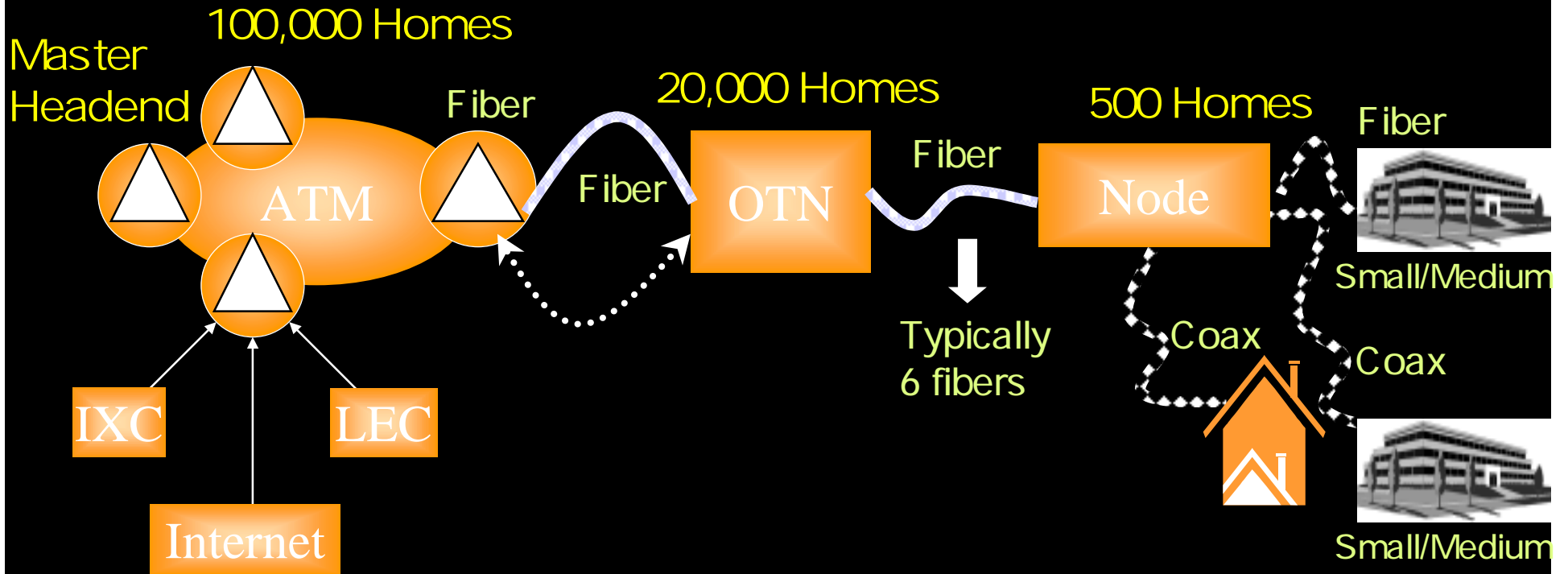
VOICE

- PRIMARY LINE
 - PBX FEATURES



A COMMON INFRASTRUCTURE

Literally the "Last Mile"



Four ways to establish connectivity with the cable network

NETWORK
INTERFACE
UNIT
(IP)



CABLE MODEM

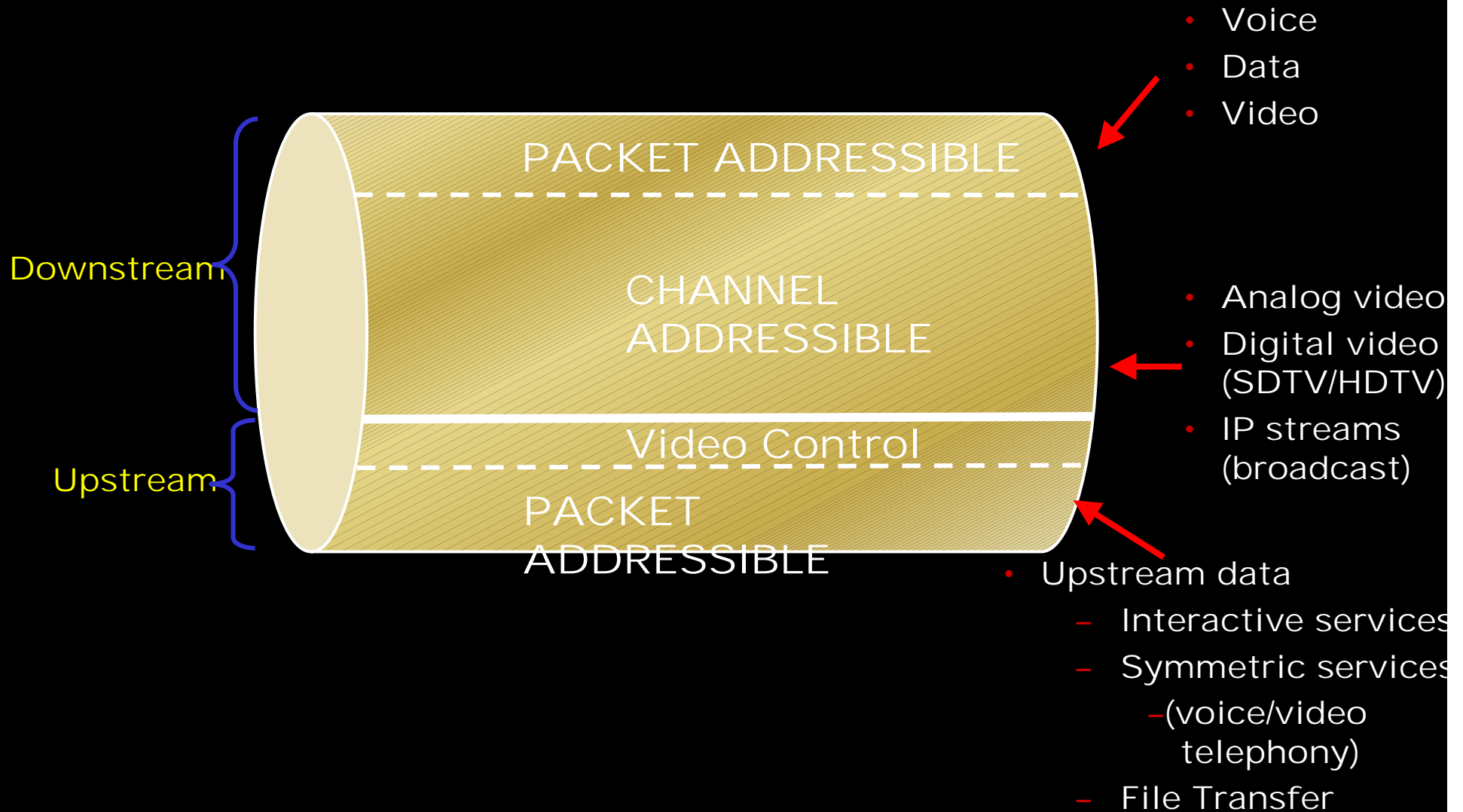


SET TOP BOX
(OR INTEGRATED
CE EQUIPMENT)



HOME GATEWAY

Spectrum allocation within a cable plant



Requirements As a Service Provider are Changing With The Market

Critical Business Issues

- MAINTAIN/IMPROVE BASE BUSINESS
- LEVERAGE ASSET BASE
 - PLATFORM
 - PEOPLE
- ROLL OUT NEW PRODUCTS
- INTEGRATION
 - CUSTOMER CARE
 - OPERATIONS AND SYSTEMS
 - * PROVISIONING
 - * NETWORK MANAGEMENT
 - * NETWORK MONITORING
 - * AVAILABILITY
 - * BILLING
 - * NEW PRODUCT SOFTWARE/HARDWARE
 - COST STRUCTURE

Areas for Capital Spending

