

# **Cincinnati Bell**

## **Technology, Media and Telecommunications Conference**

*November 8-9, 2011*



# Safe Harbor

This presentation and the documents incorporated by reference herein contain forward-looking statements regarding future events and our future results that are subject to the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, are statements that could be deemed forward-looking statements. These statements are based on current expectations, estimates, forecasts, and projections about the industries in which we operate and the beliefs and assumptions of our management. Words such as “expects,” “anticipates,” “predicts,” “projects,” “intends,” “plans,” “believes,” “seeks,” “estimates,” “continues,” “endeavors,” “strives,” “may,” variations of such words and similar expressions are intended to identify such forward-looking statements. In addition, any statements that refer to projections of our future financial performance, our anticipated growth and trends in our businesses, and other characterizations of future events or circumstances are forward-looking statements. Readers are cautioned these forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties, which could cause our actual results to differ materially and adversely from those reflected in the forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to, those discussed in this release and those discussed in other documents we file with the Securities and Exchange Commission (SEC). More information on potential risks and uncertainties is available in our recent filings with the SEC, including Cincinnati Bell’s Form 10-K report, Form 10-Q reports and Form 8-K reports. Actual results may differ materially and adversely from those expressed in any forward-looking statements. We undertake no obligation to revise or update any forward-looking statements for any reason.

# Non GAAP Financial Measures

This presentation contains information about adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA), Adjusted EBITDA margin, free cash flow and net debt. These are non-GAAP financial measures used by Cincinnati Bell management when evaluating results of operations and cash flow. Management believes these measures also provide users of the financial statements with additional and useful comparisons of current results of operations and cash flows with past and future periods. Non-GAAP financial measures should not be construed as being more important than comparable GAAP measures. Detailed reconciliations of Adjusted EBITDA, free cash flow (including the Company's definition of these terms), and net debt to comparable GAAP financial measures can be found in the appendix of this presentation.

# Company & Strategy Overview



# Cincinnati Bell Overview

135 year old full-service provider of data and voice communications services over wireline and wireless networks in the Greater Cincinnati and Dayton areas

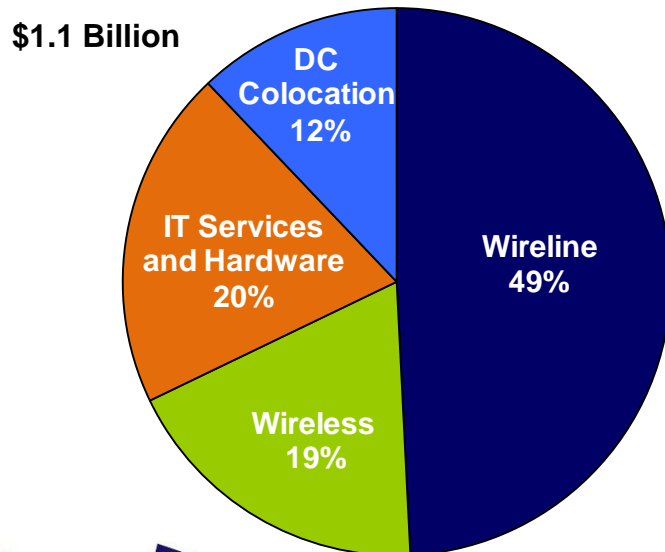
Provides business customers with outsourced data center colocation operations in world class, state-of-the-art data center facilities

Strong brand recognition and reputation for service

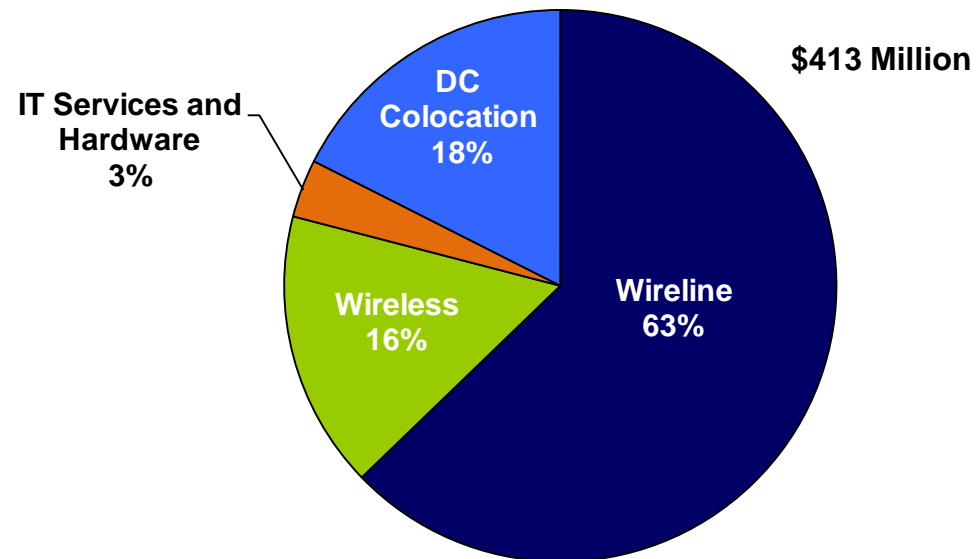
Proven capabilities with track record of delivering results

Well positioned for growth in the Data Center industry

**Revenue - YTD Q3 2011**



**Adjusted EBITDA - YTD Q3 2011**



**Note:** Excludes intercompany and corporate expenses

# Cincinnati Bell Communications

*As of September 30, 2011:*

Wireline: 635K access lines

Wireless: 472K wireless subscribers

Broadband: 259K high-speed internet subscribers

Entertainment: 38K Fioptics subscribers

Regional market leader offering full bundle of integrated telecommunications services

Successfully defending market share in the face of intense competition

Now offering digital television and faster internet through a rapidly expanding fiber network



**Bundle & Save with Fioptics**  
*Home Pak Lite, 10MB Fioptic Internet, & Fioptics Plus TV with DVR*

**\$109<sup>99</sup>/mo.\***

[Learn More](#)

\*for 12 months after rebate & 2-yr TV agreement

The advertisement features a dark green background with a white and green price tag in the top right corner. The central image shows a television displaying a scene from a movie, a laptop with a website open, and a cordless phone. The text is in a mix of bold white and green fonts.

# Cincinnati Bell Data Center Colocation

Locations: Cincinnati, Houston, Dallas, Austin, Chicago, South Bend, London and Singapore

As of September, 2011, total square footage was 736K square feet and utilization was 86%

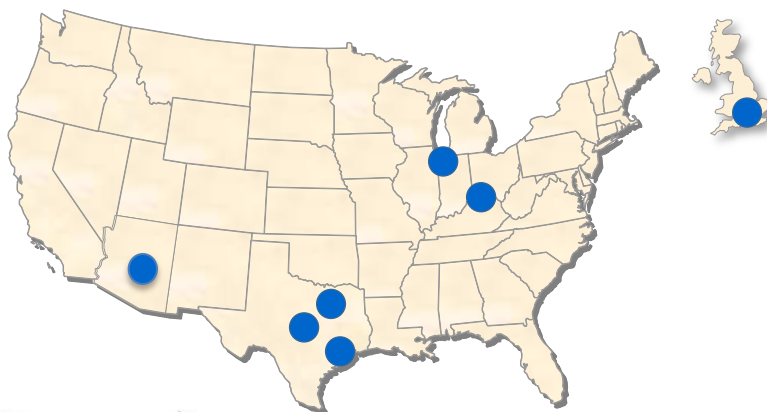
Added 67K square feet of DC space in Q3 2011

Plans in progress to construct a state-of-the-art data center facility in Phoenix, Arizona

Five years of organic data center growth enhanced by CyrusOne acquisition in June 2010

Premier regional facilities with growing domestic and international presence

Path forward to become preferred global provider of data center colocation to Fortune 1000

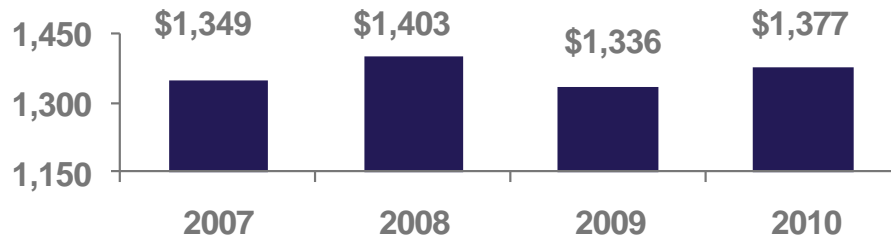




# Proven Performance Track Record

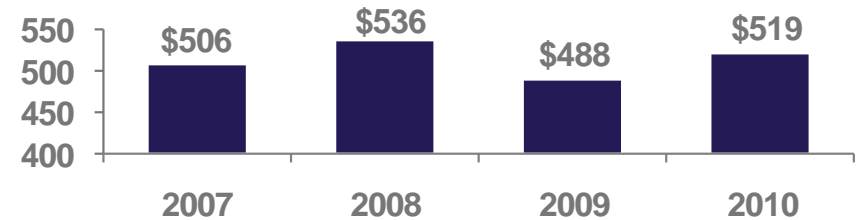
## Revenue

(\$MM)



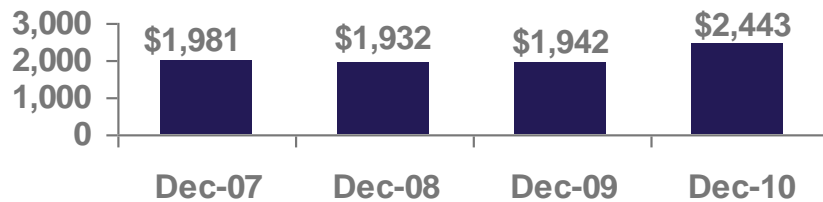
## Adjusted EBITDA

(\$MM)



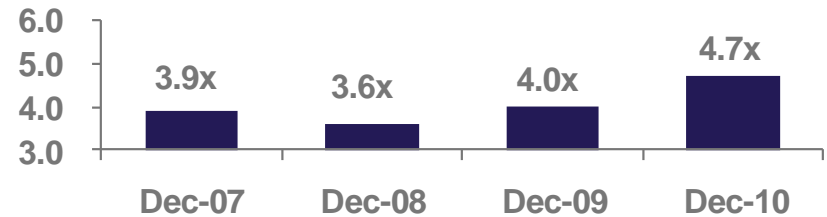
## Net Debt

(\$MM)



## Net Debt / Adjusted EBITDA

(x)





# Clear Strategic Focus

## Create Sustainable Shareholder Value

Generate Strong  
Operating Cash Flows

Maintain profitability and cash flow of Communications through defending core business and aggressive cost reduction initiatives

Grow Data Center  
Colocation

Invest to establish national then global footprint to become preferred global provider to Fortune 1000 customers

# Q3 2011 Financial Performance



# 2011 3<sup>rd</sup> Quarter Highlights –

*Continued the momentum from first half of the year*

**Net Revenue** of \$369 million is \$17 million, or 5%, higher than Q3 2010

**Operating Income** of \$86 million is up 4% year over year and 11% over the prior quarter

**Adjusted EBITDA** continues to be strong at \$133 million

**Continued Investment in Data Center Colocation** resulting in year over year revenue growth of 18%

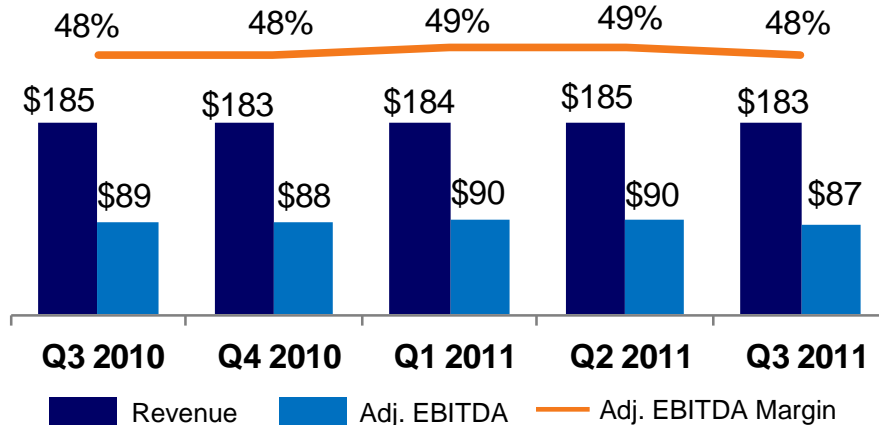
**Wireline Adjusted EBITDA margin** continues to hold steady despite continued access line losses

- Highest quarterly revenue since 2003
- Operating income in the quarter is the second highest since 2008
- Pre-tax gain of \$8 million realized from the sale of home security business
- 67k sq ft DC space constructed in Q3 and 30k sq ft sold
- Growth from the Fioptics suite of products and cost reductions continue to mitigate the revenue impact of access line losses

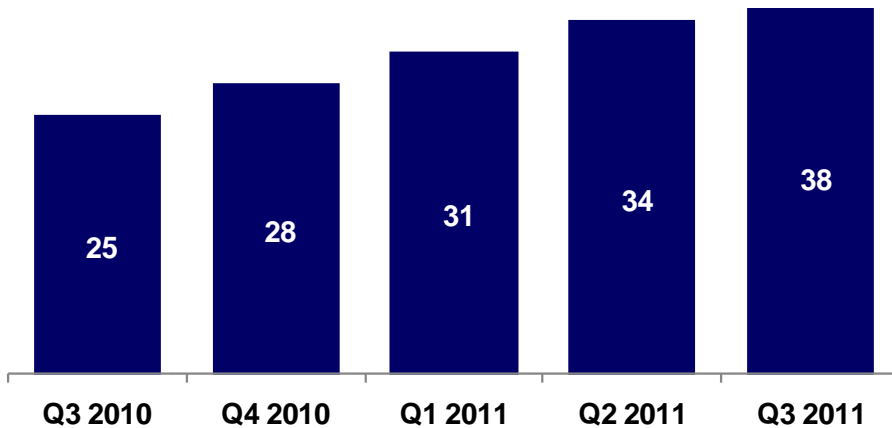
# Wireline Overview

(\$'s in millions)

## Wireline Performance



## Total Entertainment Subscribers (in thousands)



### Stable levels of Revenue and Adjusted EBITDA margin

- Growth in Entertainment, Data, and VoIP products mostly offset lower voice revenue
- Adjusted EBITDA margin holding steady compared to prior quarters at 48%

### 7.5% total access line loss

- 7.8% ILEC access line loss, comparable to Q3 2010

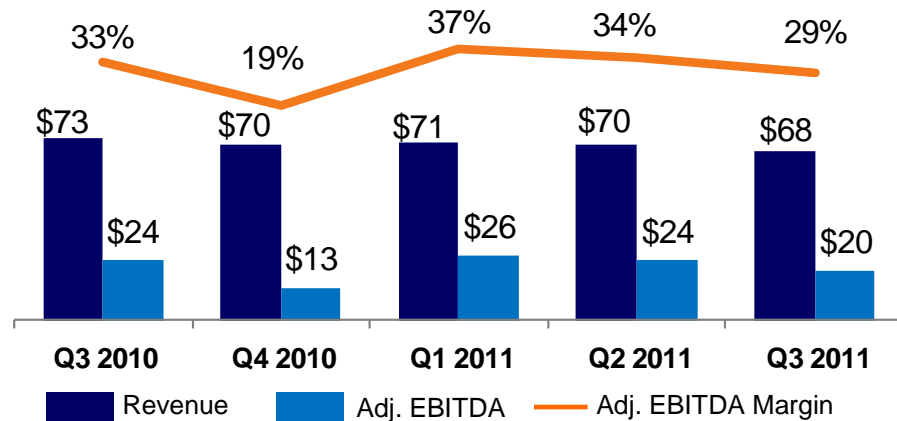
### FiOptics product suite represents growth area

- 38K entertainment subs at September 30, 2011, an increase of 51% from Q3 2010
- Churn of 2.8% for the year-to-date period in 2011 is low given our high concentration of multiple dwelling units (MDUs)
- Penetration of homes passed after 12 months is strong at approximately 31%
- Consumer ARPU of \$122 in Q3 2011, up from \$114 in Q3 2010

# Wireless Overview

(\$MM)

## Wireless Performance



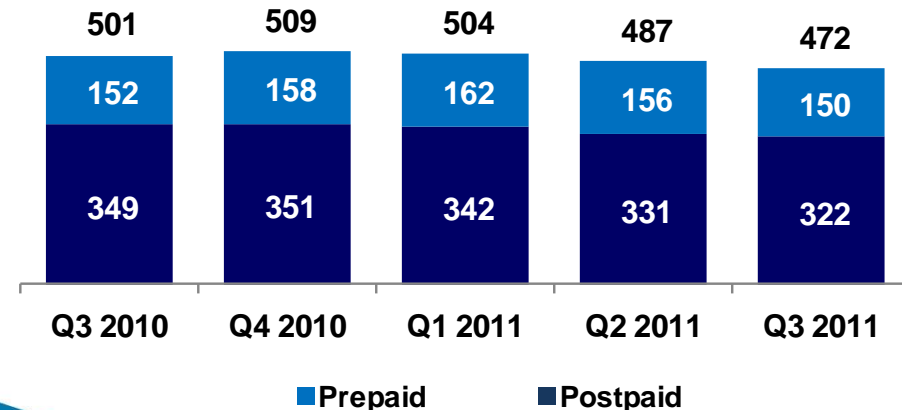
Postpaid churn improved to 2.1% from 2.3% in Q3 2010 and 2.2% in Q2 2011

Competition continues to put pressure on Wireless revenues

- Service revenue fell by \$5 million, or 7%, from Q3 2010 due largely to 8% decline in postpaid subscribers

## Wireless Customers

(In thousands)

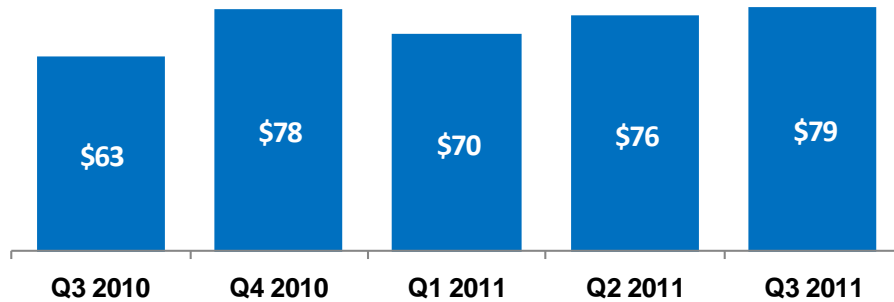


Adjusted EBITDA Margin at 29%

# IT Services and Hardware

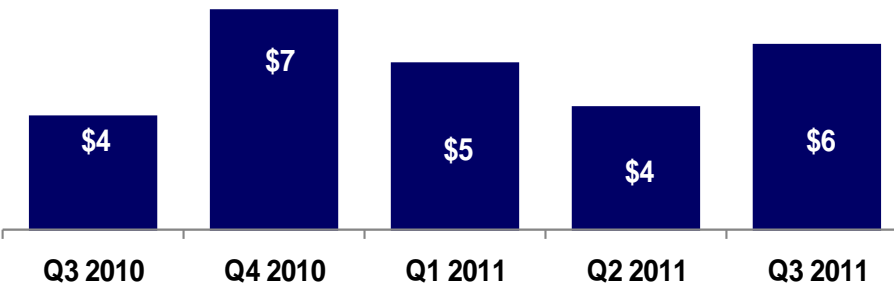
(\$'s in millions)

## Revenue



## Adjusted EBITDA

6%      9%      8%      5%      8%



■ Adj. EBITDA      — Adj. EBITDA Margin

### Revenue increased 26% over prior year

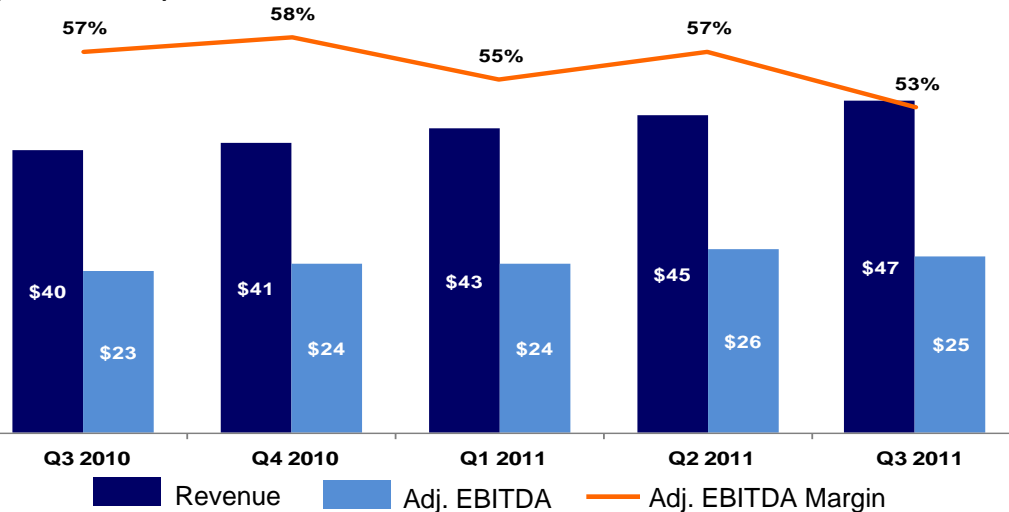
- Year over year increase of \$12 million, or 29%, in Telecom & IT Equipment
- Year over year increase of \$4 million, or 20%, in Managed and Professional Services

### Adjusted EBITDA increased by \$2 million, or 68%, year over year

# Data Center Colocation Revenue and Adjusted EBITDA

Data Center Colocation Performance

(\$ in millions)



Revenue of \$47 million in the quarter increased 18% year over year

Adjusted EBITDA of \$25 million reflects a year over year increase of 9%

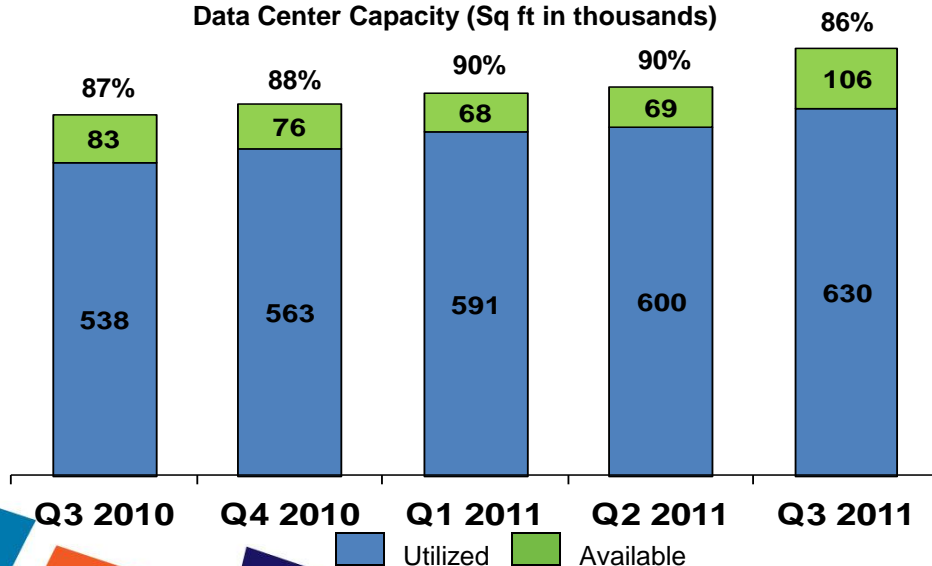
Adjusted EBITDA margin of 53%

- Lower margin due largely to higher costs associated with business expansion plans

Completed construction on 67k square feet of space in the quarter

- Available capacity increased by 10% from the prior quarter to 736k sq ft
- Sold 30k sq ft of space during the quarter
- Quarter-end utilization at 86%
- London facility came online in Q3

Data Center Capacity (Sq ft in thousands)





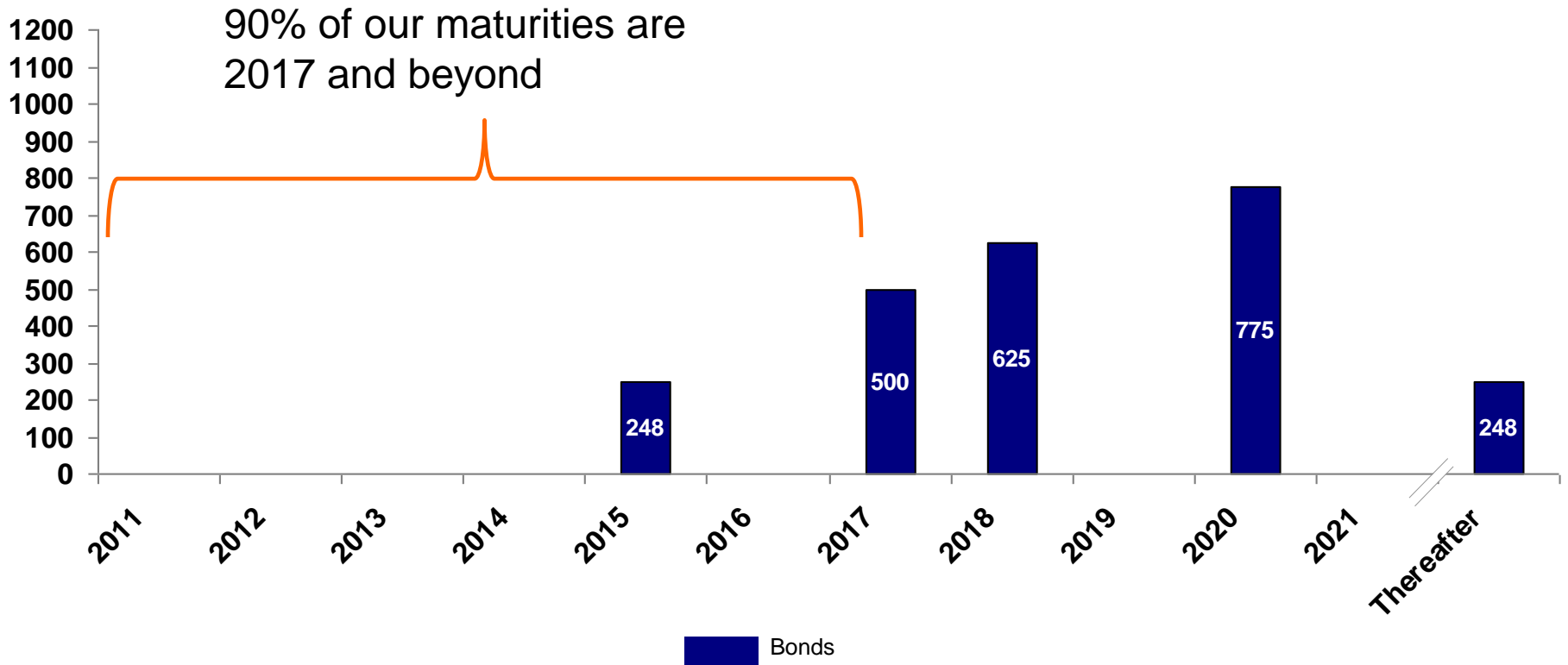
# 2011 Guidance

| Category         | 2011 Guidance         |
|------------------|-----------------------|
| Revenue          | \$ 1.4 billion        |
| Adjusted EBITDA* | Approx. \$545 million |
| Free Cash Flow   | Approx. \$5 million   |

\* Plus or minus 2 percent; reflects 2011 definition of Adjusted EBITDA

# No Significant Debt Maturities Until 2017

(\$MM)



Note: Excludes capital lease obligations and unamortized call premiums on terminated interest rate swaps.

# Appendix



# Non-GAAP Reconciliations

## Adjusted EBITDA

(\$ in millions)

|                                            | Twelve Months Ended December 31, |                 |                 |                 |
|--------------------------------------------|----------------------------------|-----------------|-----------------|-----------------|
|                                            | <u>2007</u>                      | <u>2008</u>     | <u>2009</u>     | <u>2010</u>     |
| <b>Total Operating Income (GAAP)</b>       | \$ 282.4                         | \$ 305.2        | \$ 295.5        | \$ 299.3        |
| Add:                                       |                                  |                 |                 |                 |
| Depreciation and amortization              | 150.8                            | 153.9           | 164.9           | 179.5           |
| Restructuring charges and other            | 39.8                             | 21.1            | 9.8             | 13.7            |
| Pension and other retirement plan expenses | 32.7                             | 55.7            | 18.2            | 17.5            |
| Acquisition costs                          | -                                | -               | -               | 9.1             |
| <b>Total Adjusted EBITDA (Non-GAAP)</b>    | <u>\$ 505.7</u>                  | <u>\$ 535.9</u> | <u>\$ 488.4</u> | <u>\$ 519.1</u> |

# Non-GAAP Reconciliations

## Adjusted EBITDA

(\$ in millions)

| Three Months Ended September 30, 2011      |          |          |                           |                           |           |    |                  |
|--------------------------------------------|----------|----------|---------------------------|---------------------------|-----------|----|------------------|
|                                            | Wireline | Wireless | Data Center<br>Colocation | IT Services &<br>Hardware | Corporate |    | Total<br>Company |
| <b>Net Income (GAAP)</b>                   |          |          |                           |                           |           |    | \$ 17.6          |
| Add:                                       |          |          |                           |                           |           |    |                  |
| Income tax expense                         |          |          |                           |                           |           |    | 15.4             |
| Interest expense                           |          |          |                           |                           |           |    | 53.3             |
| <b>Operating Income (GAAP)</b>             | \$ 65.2  | \$ 11.6  | \$ 11.3                   | \$ 4.0                    | \$ (5.8)  | \$ | \$ 86.3          |
| Add:                                       |          |          |                           |                           |           |    |                  |
| Depreciation and amortization              | 25.6     | 8.0      | 13.2                      | 2.2                       | 0.1       |    | 49.1             |
| Gain on sale of assets                     | (8.4)    | -        | -                         | -                         | -         |    | (8.4)            |
| Acquisition costs                          | -        | -        | -                         | -                         | 0.7       |    | 0.7              |
| Legal claim costs                          | -        | -        | 0.4                       | -                         | -         |    | 0.4              |
| Pension and other retirement plan expenses | 4.8      | -        | -                         | -                         | 0.3       |    | 5.1              |
| <b>Adjusted EBITDA (Non-GAAP)</b>          | \$ 87.2  | \$ 19.6  | \$ 24.9                   | \$ 6.2                    | \$ (4.7)  | \$ | \$ 133.2         |

| Three Months Ended June 30, 2011           |          |          |                           |                           |           |    |                  |
|--------------------------------------------|----------|----------|---------------------------|---------------------------|-----------|----|------------------|
|                                            | Wireline | Wireless | Data Center<br>Colocation | IT Services &<br>Hardware | Corporate |    | Total<br>Company |
| <b>Net Income (GAAP)</b>                   |          |          |                           |                           |           |    | \$ 13.5          |
| Add:                                       |          |          |                           |                           |           |    |                  |
| Income tax expense                         |          |          |                           |                           |           |    | 10.7             |
| Interest expense                           |          |          |                           |                           |           |    | 53.4             |
| <b>Operating Income (GAAP)</b>             | \$ 55.4  | \$ 15.2  | \$ 12.8                   | \$ 1.5                    | \$ (7.3)  | \$ | \$ 77.6          |
| Add:                                       |          |          |                           |                           |           |    |                  |
| Depreciation and amortization              | 25.1     | 8.4      | 13.0                      | 2.2                       | 0.1       |    | 48.8             |
| Acquisition costs                          | -        | -        | -                         | -                         | 0.8       |    | 0.8              |
| Asset impairment                           | 0.5      | -        | -                         | -                         | -         |    | 0.5              |
| Pension and other retirement plan expenses | 9.1      | -        | -                         | -                         | 0.4       |    | 9.5              |
| <b>Adjusted EBITDA (Non-GAAP)</b>          | \$ 90.1  | \$ 23.6  | \$ 25.8                   | \$ 3.7                    | \$ (6.0)  | \$ | \$ 137.2         |

# Non-GAAP Reconciliations

## Adjusted EBITDA (cont)

(\$ in millions)

| Three Months Ended September 30, 2010      |          |          |                           |                           |           |                  |         |
|--------------------------------------------|----------|----------|---------------------------|---------------------------|-----------|------------------|---------|
|                                            | Wireline | Wireless | Data Center<br>Colocation | IT Services &<br>Hardware | Corporate | Total<br>Company |         |
| <b>Net Income (GAAP)</b>                   |          |          |                           |                           |           |                  | \$ 14.5 |
| Add:                                       |          |          |                           |                           |           |                  |         |
| Income tax expense                         |          |          |                           |                           |           |                  | 16.1    |
| Interest expense                           |          |          |                           |                           |           |                  | 52.0    |
| <b>Operating Income (GAAP)</b>             | \$ 58.9  | \$ 15.7  | \$ 11.0                   | \$ 1.8                    | \$ (4.8)  | \$               | 82.6    |
| Add:                                       |          |          |                           |                           |           |                  |         |
| Depreciation and amortization              | 26.3     | 8.1      | 11.8                      | 1.9                       | 0.1       |                  | 48.2    |
| Restructuring charges                      | -        | -        | -                         | -                         | -         |                  | -       |
| Acquisition costs                          | -        | -        | -                         | -                         | -         |                  | -       |
| Pension and other retirement plan expenses | 4.0      | -        | -                         | -                         | 0.3       |                  | 4.3     |
| <b>Adjusted EBITDA (Non-GAAP)</b>          | \$ 89.2  | \$ 23.8  | \$ 22.8                   | \$ 3.7                    | \$ (4.4)  | \$               | 135.1   |

# Non-GAAP Reconciliations

## Free Cash Flow

(\$ in millions)

|                                                                                           | Three Months<br>Ended September 30, |                | Nine Months<br>Ended September 30, |                 |
|-------------------------------------------------------------------------------------------|-------------------------------------|----------------|------------------------------------|-----------------|
|                                                                                           | 2011                                | 2010           | 2011                               | 2010            |
| <b>Reconciliation of GAAP Cash Flow to<br/>Free Cash Flow (as defined by the company)</b> |                                     |                |                                    |                 |
| Net increase in cash and cash equivalents                                                 | \$ 0.6                              | \$ 17.1        | \$ 13.4                            | \$ 11.2         |
| Less adjustments:                                                                         |                                     |                |                                    |                 |
| Proceeds from issuance of long-term debt                                                  | -                                   | (2.1)          | -                                  | (1,353.4)       |
| Net (decrease) increase in corporate credit and receivables facilities                    | -                                   | 10.0           | (0.4)                              | 85.9            |
| Repayment of debt                                                                         | 2.8                                 | 6.5            | 9.0                                | 791.6           |
| Debt issuance costs                                                                       | -                                   | 0.2            | 0.8                                | 32.9            |
| Common stock repurchase                                                                   | 10.0                                | -              | 10.0                               | -               |
| Proceeds from sale of assets, net of expenses                                             | (9.1)                               | -              | (9.1)                              | -               |
| Acquisitions, net of cash acquired                                                        | -                                   | 1.7            | -                                  | 526.7           |
| Acquisition costs                                                                         | 0.7                                 | -              | 2.6                                | 9.1             |
|                                                                                           | <u>0.7</u>                          | <u>-</u>       | <u>2.6</u>                         | <u>9.1</u>      |
| Free cash flow (as defined by the company)                                                | <u>\$ 5.0</u>                       | <u>\$ 33.4</u> | <u>\$ 26.3</u>                     | <u>\$ 104.0</u> |



# Non-GAAP Reconciliations

## Net Debt

(\$ in millions)

|                                             | December 31,      |                   |                   |                   |
|---------------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                             | 2007              | 2008              | 2009              | 2010              |
| <b>Total debt</b>                           | 2,009.7           | 1,960.7           | 1,979.1           | 2,523.6           |
| Less: Interest rate swap adjustment         | (2.9)             | (22.4)            | (14.6)            | (3.8)             |
| Less: Cash and cash equivalents             | (26.1)            | (6.7)             | (23.0)            | (77.3)            |
| <b>Net debt (as defined by the company)</b> | <u>\$ 1,980.7</u> | <u>\$ 1,931.6</u> | <u>\$ 1,941.5</u> | <u>\$ 2,442.5</u> |