

Full-year 2006

## Continued strong growth for Com Hem and triple play – total of 258,000 new subscribers in 2006

Com Hem increased its net sales by 19 per cent to SEK 3,095 million (2,594) for full-year 2006. EBITDA improved by 28 per cent to SEK 1,310 million (1,021). This positive trend was on the back of the strong flow of new customers in all services, but mainly for telephony. The customer base expanded over the year by 103,000 new telephony, 99,000 new broadband and 56,000 new digital TV customers. The number of triple play customers almost doubled to 81,000.

“Com Hem’s investment for providing the option of customising TV packages and offering reasonably priced broadband and telephony services has meant success in terms of sales and results. We will continue to develop our services and investing in customer service in 2007, to remain the market’s sharpest triple play operator,” says Com Hem’s CEO Gunnar Asp.

The number of telephony customers rose by 103,000 in 2006 and the total number of customers that signed up for Com Hem’s broadband by year-end was 180,000.

Broadband penetration is increasing throughout Sweden. Com Hem got 99,000 new broadband customers over the year. These are mainly households that previously had no internet connection at all or that are now upgrading from dial-up internet.

There is growing interest in digital TV. The most important reasons for this are the greater interest in niche channels, the option for Com Hem customers to customise their own TV package, and the continued shut-down of the analogue terrestrial TV network. Com Hem got 56,000 new digital TV customers over the year.

The number of triple-play customers continued to climb and by 31 December 2006, 81,000 customers subscribed for all three services: digital TV, broadband and telephony from Com Hem. This is an increase of 40,000 customers compared to 31 December 2005. Com Hem is continuing to invest heavily in its network, mainly to technically upgrade many households and thereby make it possible for more customers to access triple-play. Com Hem invested SEK 772 million (733) in 2006 in its own network.

### Results January-December 2006

(SEK m)	2006*	2005*	2005**
<b>Net sales</b>	3,094.8	2,594.1	1,901.0
<b>Operating profit before depreciation (EBITDA)***</b>	1,310.3	1,020.9	727.0
<i>Margin %</i>	42.4%	39.6%	38.2%
<b>Investments in tangible fixed assets</b>	772.0	733.4	589.6

Figures in brackets refer to the comparable period in 2005

\* Figures in the table are for the Com Hem Group, i.e. Com Hem and UPC

\*\* Figures in the table are for Com Hem only, i.e. excluding UPC

\*\*\* Before none-recurring items

### Total number of connected households

(thousands)	31/12/2006*	31/12/2005*	31/12/2005**
Number of connected households	1,756	1,728	1,429
Number of broadband customers	405	306	216
Number of digital TV customers	332	276	218
Number of telephony customers	180	77	77
Total number of customers	917	659	511



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**About com hem AB** Com Hem is Sweden's leading supplier of triple play-services - TV, Broadband and Telephony. Around 40 per cent of all Swedish homes, 1.75 million, are connected to Com Hem's network and gain access to the market's largest supply of TV channels and cost effective, high-quality and complete broadband and telephone service. Com Hem also provides landlords with interactive services for efficient information management, property maintenance and operations. The company was founded in 1983, has approximately 700 employees, it's main office in Stockholm, Sweden and is owned by The Carlyle Group and Providence Equity. For more information, please visit: [www.comhem.se](http://www.comhem.se)