



HSD – giving customers choice

HSD TIERING:
RECENTLY ROLLED-OUT ACROSS ENTIRE FOOTPRINT

- **Road Runner Premium Service**
 - Speed: Up to 8Mbps downstream
 - Price: \$64.95 to \$84.95 depending on bundle
- **Road Runner Flagship Service**
 - Speed: Up to 5Mbps downstream
 - Price: \$44.95 a la carte, \$39.95 bundle and current acquisition offer is 6 months @ \$29.95
- **Road Runner “Lite” Service**
 - Speed: Up to 384kbps downstream
 - Price: \$22.95 to \$29.95
 - Currently used as retention tool only

Time Warner

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Digital Phone – the next big opportunity

- Attractive standalone business
 - 50% lower capital investment than circuit-switch
- Provides pricing flexibility for the bundle
- Valuable consumer proposition
 - “All in” triple play pricing of \$39.95
 - Unlimited local, in-state, and domestic long distance calls
 - Standard call features including call waiting, caller ID, and call waiting ID
 - One comprehensive bill
- 911 and CALEA compliant

Time Warner

Unlimited Local Calls
Unlimited In-State Calls
Unlimited Long Distance
as low as
\$39.95
per month

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Digital Phone

- Digital Phone rollout:
 - May 2003: 1 division launched
 - Today: Fully launched in all 31 divisions
- Great results to date:
 - Ended 2004 with more than 200k subscribers
 - Weekly net adds are currently 11k and ramping up



The advertisement for Time Warner Digital Phone features a woman on the left and a woman on the right, both smiling and talking on their phones. The central text reads: 'digitalphone A Better Choice In Home Phone Service Has Arrived', 'UNLIMITED', 'Local Calls', 'In-State Calls', 'Long Distance', '\$39⁹⁵ month plus tax'. At the bottom, it says 'New Residential Phone Service From TIME WARNER CABLE'.

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