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## Insight Communications Q3 2007 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

Your first question comes from Anton Anikst - Morgan Stanley.

#### Anton Anikst - Morgan Stanley

Congrats on bucking the trend in the disappointing RGU trends for the broader cable industry. A couple questions here. First of all, thank you for giving us some detail on the RGU split between the Insight Systems and the Comcast Systems. I know it's preliminary, but could you at least take a stab at what the pro forma P&L looks like in terms of operating cash flow and CapEx? Anything you could offer would be very helpful.

#### John Abbott

Anton, we've not released anything on that publicly and so I don't think it's appropriate to do that on this call. I mean, we are getting roughly half the customers, half the systems, so if you wanted to use very rough numbers, you just cut everything in half, right?

I think our share of the debt, which is roughly half, we disclosed in the press release on the split when that was initially announced in the April 1st timeframe.

#### Anton Anikst - Morgan Stanley

It looks like the activations on the Insight Systems side were a little bit higher than they were on the Comcast side, so is it reasonable to assume that perhaps the near term profitability is slightly more depressed on the Insight side of the house than the Comcast side of the house?

#### John Abbott

I don't really want to comment any more. What I said is about as broad a stroke as I want to take it, dividing up the cash flow and revenue. Those numbers will be available certainly to bank lenders that we have to provide that information to at some point before the close and we'll certainly do that at that point.

#### Anton Anikst - Morgan Stanley

.3% annualized basic sub growth is obviously very impressive. I was hoping you guys could give us some color on where those incremental subs are coming from? Your basic penetration improved 90

basis points year over year. Are you taking subs from satellite? Is there a general population growth in your markets? Where do you think those incremental subs are coming from?

**Dinni Jain**

We have housing growth of somewhere in between 1.5% to 2% usually every year. So that certainly wouldn't explain the bulk of it. In general, I think that we focus on executing better, both in terms of our customer service that we're providing and in our sales and marketing and there are a lot of people in our markets, just during normal moving periods, that we try to get at before they can go to a competitor. So that may show up as somebody coming to us but not necessarily going away from a competitor, if you know what I mean.

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