

## Conversation ID: 1689b94530eca82b7758c86b4cf3125f

This award is a direct result of the hard work, dedication and commitment of our associates.

Our billing system conversion in the Northeast Division is also well underway, with expected completion later this year.

We're already seeing delighted business customers subscribing at a brisk pace.

business acumen and strategic expertise have helped Cable ONE evolved into a leading broadband communications provider.

Spending for capital expenditures was higher during the second quarter due to timing as we had relatively light capital spending during the first quarter.

We are very pleased with our second quarter financial results. Overall, we continued to drive top line growth in our primary-focused product lines of residential data and business services.

I caught your first part but not your second, Phil. And I don't want to get too far ahead on the pricing and packaging. I think

but I don't see us having an issue with hanging in the 2% range

or rural Oklahoma are going to match New York City exactly. But I think we have room on the penetration side, and we are going to aim to get there with a balanced mix of rate and volume.

a strategy which we believe is serving both Cable ONE customers and our shareholders well.

Total company residential HSD ARPU growth has been fueled by a proportional mix of marketing, such as lack of discounts and improved sell-in and upgrades,

The migration of Northeast Division customers to legacy Cable ONE's more robust billing system will provide a more consistent customer-centric experience

The second quarter also saw the deployment of Hosted Voice service across nearly 40% of our markets,

Our most recent launch encompassed the downtown quarter of Boise with early results exceeding expectations.

He has been a key contributor to the development and execution of the company's strategic plan, and has played a strong financial foundation for Cable ONE to continue its focus on driving growth that is profitable and sustainable.

We still continue to expect that our capital expenditures as a percentage of revenues will be in the high teens for 2018. From a liquidity standpoint,

We also continued to experience steady and strong adjusted EBITDA growth and margin expansion.

going down. It seems that people that are choosing us again are making a value call, and they like what they're getting. It is

Zach, I don't think we can really comment on specifics. As we've said in the past, we view that we're the natural aggregator of

And I guess, are some of the promotions centered around getting back to that type of growth rate?

Thank you, operator. I just want to thank Julie and the entire Cable ONE team for all their support.

We appreciate you joining us for today's call, and we look forward to speaking to you again next quarter.

and new packaging options, with early results showing higher sell-in rates to faster tiers as well as decreased churn, especially from customers and competitive markets.

offering business customers to freedom and flexibility of the latest cloud-based virtual PBX technology.

that will give both customer segments an engaging and seamless self-service experience, allowing them to interact with us online for a variety of services.

interesting to note that when we reduce prices on faster tiers, ARPU actually goes up because selling goes up and our already low churn is going lower.

actually amazing. In NewWave, I don't think we can make a judgment call on the new pricing there because we have put so many

than anyone out there and that there will be synergies, as you pointed out, in your research earlier this year,

In the quarter, we did tip in a promotion, and we plan to do that on an ongoing basis, but these are short-term promotions versus

in your footprint for broadband was probably a bit lower because of demographics.

And with that, let me turn the call back over to Julie for just some final words.

Thank you. Ladies and gentlemen, the conference has concluded. Thank you for attending today's presentation. At this time, you may disconnect your lines.

I will review a few highlights, then I'll hand it over to Kevin for a full recap of our financial performance.

Also related to capital allocation, you may have noticed that we made significant share repurchases during the quarter, which Kevin will address later in the call.

We will continue to measure the results of these tests to ensure long-term benefits for customers and the company alike.

This upgraded service covers up to 10,000 square feet when deployed with the latest Wi-Fi technology installed by Cable ONE business.

Now before I hand the call back over to Kevin, I want to take a moment to recognize him.

Okay. Can you expand a little bit on what programs or products are driving that strength?

on any acquisition we make. So we're very bullish on acquisitions, and we look at all of them and any of them, but I can't really comment on any one in specific.

Thank you, Kevin. We are sincerely grateful for all that you've done since joining the Cable ONE family.