



## **ALTICE – FIRST QUARTER 2014 RESULTS**

### **Strong financial performance driven by margin expansion in International business**

May 16, 2014: Altice SA (Euronext: ATC NA), today announces financial and operating results for the quarter ended March 31, 2014.

#### **Strong pro forma<sup>1</sup> EBITDA and Cash Flow growth**

- €828m Revenue, down 2.0% (down 1.1% on CC<sup>2</sup> basis)
  - €502m International Revenue, down 3.6%
  - €326m France Revenue, up 0.4%
- EBITDA of €367m, up 6.5% (up 7.4% on CC basis)
  - €215m International EBITDA, up 11%
  - €153m France EBITDA, up 1.2%
- EBITDA margin expanded by 3.6% pts to 44.4%
  - International margin expanded by 5.4% pts to 42.7%
  - France margin up slightly to 46.9%
- Operating Free Cash Flow<sup>3</sup> of €201m, up 5.4% (up 6.9% on CC basis)

#### **Major strategic progress**

- France: Agreed purchase of SFR, to combine with Numericable
  - Raised €16bn debt for SFR transaction, including refinancing €2.6bn Numericable debt
  - Agreed to issue €0.8bn new Altice equity<sup>4</sup> and pay €529m cash to Carlyle and Cinven for their Numericable stake, increasing Altice stake from 40% to 75% pre-SFR deal
  - Numericable in exclusive negotiations to buy Virgin Mobile
- International: Acquisition of both Tricom and Orange Dominicana in Dominican Republic closed, creating integrated cable/mobile business with strong market share and growth opportunities



## Key operational progress

- France: Customer and ARPU growth driving 1.7% cable revenue growth
- Israel:
  - Strong triple-play, hi-speed broadband and mobile UMTS sub growth
  - Cost restructuring driving 23% EBITDA growth and 10% pts increase in EBITDA margin to 47.9%
- Dominican Republic:
  - 7% mobile and 6% cable customer growth
  - Efficiencies driving 3.9% pts increase in EBITDA margin to 40.3%
- French Overseas Territories:
  - 10% postpaid mobile customer growth; 7% mobile ARPU growth
  - Integration of Outremer Telecom driving 11% EBITDA growth

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Notes: <sup>1</sup> Financials shown in these bullet points are pro forma for the acquisitions of Orange Dominicana, Tricom, Mobius and extra 10% stake of Numericable. These results are not pro forma for the proposed SFR transaction. <sup>2</sup> Constant currency. <sup>3</sup> Defined as EBITDA less Capital Expenditure. <sup>4</sup> Based on agreement on 5<sup>th</sup> April 2014 with C&C to issue them with c25m shares and Altice share price of €30.14 as of April 4<sup>th</sup> 2014

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**Dexter Goei, Chief Executive Officer of Altice, said:** “We began the year strongly, both operationally and financially. Integration of the companies we acquired last year continues to go well, driving improved margins and strong cash flow growth.

We are delighted to have agreed the purchase of SFR in France and to have closed our acquisitions in the Dominican Republic. We see strong growth opportunities in both these areas and across our portfolio.”

## Contacts

### Investor Relations

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### Media

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## Conference call details

The company will host a conference call and webcast to discuss the results at 4pm CET today.

Webcast: [www.media-server.co/m/p/kaufxk3t](http://www.media-server.co/m/p/kaufxk3t)

Conference call dial in: +44 (0)20 3427 1919 / +1 646 254 3363

Confirmation code: 9909055

## Financial Presentation

Altice S.A. (the "Company") was incorporated on January 3, 2014. However, its operating subsidiaries have operated for several years and have from time to time made significant equity investments in a number of cable and telecommunication businesses in various jurisdictions. Therefore, in order to facilitate an understanding of the Company's results of operations, we have presented and discussed the pro forma consolidated financial information of the Company (giving effect to each such significant acquisition as if such acquisitions had occurred by January 1, 2014 including the financials of Numericable Group S.A., Orange Dominicana S.A. and Tricom S.A.) for the quarter ended March 31, 2014 (the "Pro Forma Consolidated Financial Information") and the Aggregated Information (giving effect to each such significant acquisition as if such acquisitions had occurred by January 1, 2013 including the financials of Numericable Group S.A. and Orange Dominicana S.A.) for the quarter ended March 31, 2013 (the "Aggregated Information"). Neither the Pro Forma Consolidated Financial Information nor the Aggregated Information has been prepared in accordance with the requirements of Regulation S-X under the U.S. Securities Act or the requirements of the European Union Directive 2003/71/EC (as amended.) The Pro Forma Consolidated Financial Information and the Aggregated Information have not been audited in accordance with any generally accepted auditing standards. The Pro Forma Consolidated Financial Information and the Aggregated Information include results of operations data of the acquired businesses even though we may not have owned or controlled such acquired businesses for all or any of the duration of the periods presented and would not have been permitted under IFRS to consolidate the results of such acquired businesses in any historical financial statements. In addition, since we do not present any Aggregated Information below the line item "operating income before depreciation and amortization", the non-controlling interests in the operating results of the acquired businesses are not reflected therein.

The Pro Forma Consolidated Financial Information and the Aggregated Information are based on certain assumptions that we believe are reasonable. Our assumptions may prove to be inaccurate over time. Accordingly, the Pro Forma Consolidated Financial Information and the Aggregated Information may not reflect what our results of operations and financial condition would have been had we been a combined company during the periods presented, or what our results of operations and financial condition will be in the future.



This press release contains measures and ratios (the “Non-IFRS Measures”), including EBITDA and Operating Free Cash Flow, that are not required by, or presented in accordance with, IFRS or any other generally accepted accounting standards. We present Non-IFRS measures because we believe that they are of interest for the investors and similar measures are widely used by certain investors, securities analysts and other interested parties as supplemental measures of performance and liquidity. The Non-IFRS measures may not be comparable to similarly titled measures of other companies, have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our, or any of our subsidiaries’, operating results as reported under IFRS or other generally accepted accounting standards. Non-IFRS measures such as EBITDA and Operating Free Cash Flow are not measurements of our, or any of our subsidiaries’, performance or liquidity under IFRS or any other generally accepted accounting principles. In particular, you should not consider EBITDA as an alternative to (a) operating profit or profit for the period (as determined in accordance with IFRS) as a measure of our, or any of our operating entities’, operating performance, (b) cash flows from operating, investing and financing activities as a measure of our, or any of our subsidiaries’, ability to meet its cash needs or (c) any other measures of performance under IFRS or other generally accepted accounting standards. In addition, these measures may also be defined and calculated differently than the corresponding or similar terms under the terms governing our existing debt.

### **Financial and statistical information and comparisons**

Financial and statistical information is at and for the quarter ended March 31, 2014, unless otherwise stated. Where financial or statistical information is given for the quarter ended March 31, 2014, any comparisons are to the quarter ended March 31, 2013, unless otherwise stated.

## Summary Financials

### Pro forma and Aggregated Information

#### Q1-14 (€m)

	Israel <sup>1</sup>	Dominican Republic	Belgium and Luxembourg	Portugal	French Overseas Territories <sup>2</sup>	Others <sup>3</sup>	Total International	France	Total
<b>Revenue</b>									
Cable	170.6	22.1	15.3	25.8	25.6	-	259.3	219.2	478.5
Mobile	45.1	112.8	0.4	-	34.2	-	192.5	-	192.5
B2B and others	-	12.6	2.5	20.3	-	17.6	52.9	108.4	161.3
Adjustments <sup>4</sup>	(2.5)	-	-	-	(0.4)	-	(2.9)	(1.9)	(4.8)
<b>Total Revenue</b>	<b>213.1</b>	<b>147.5</b>	<b>18.2</b>	<b>46.1</b>	<b>59.4</b>	<b>17.6</b>	<b>501.8</b>	<b>325.7</b>	<b>827.5</b>
<b>EBITDA<sup>5</sup></b>	<b>102.0</b>	<b>59.5</b>	<b>12.5</b>	<b>14.7</b>	<b>22.9</b>	<b>2.9</b>	<b>214.5</b>	<b>152.6</b>	<b>367.1</b>
<i>EBITDA margin</i>	<i>47.9%</i>	<i>40.3%</i>	<i>68.9%</i>	<i>31.9%</i>	<i>38.6%</i>	<i>16.5%</i>	<i>42.7%</i>	<i>46.9%</i>	<i>44.4%</i>
<b>Capex</b>	<b>45.6</b>	<b>12.2</b>	<b>4.4</b>	<b>5.2</b>	<b>11.2</b>	<b>12.2</b>	<b>90.8</b>	<b>74.9</b>	<b>165.7</b>
<i>Capex / Revenue</i>	<i>21.4%</i>	<i>8.3%</i>	<i>24.3%</i>	<i>11.3%</i>	<i>18.9%</i>	<i>69.3%</i>	<i>18.1%</i>	<i>23.0%</i>	<i>20.0%</i>
<b>Operating FCF</b>	<b>56.4</b>	<b>47.3</b>	<b>8.1</b>	<b>9.5</b>	<b>11.7</b>	<b>(9.3)</b>	<b>123.7</b>	<b>77.7</b>	<b>201.4</b>
<i>OpFCF / Revenue</i>	<i>26.5%</i>	<i>32.1%</i>	<i>44.6%</i>	<i>20.6%</i>	<i>19.7%</i>	<i>-52.8%</i>	<i>24.6%</i>	<i>23.9%</i>	<i>24.3%</i>

#### Q1-13 (€m)

	Israel <sup>1</sup>	Dominican Republic	Belgium and Luxembourg	Portugal	French Overseas Territories <sup>2</sup>	Others <sup>3</sup>	Total International	France	Total
<b>Revenue</b>									
Cable	171.7	23.3	15.7	28.9	25.4	0.7	265.6	215.4	481.1
Mobile	47.6	114.6	0.2	-	33.4	-	195.8	-	195.8
B2B and others	-	14.8	2.3	24.7	-	17.1	58.9	109.0	167.9
Adjustments <sup>4</sup>	-	-	-	-	-	-	-	-	-
<b>Total Revenue</b>	<b>219.3</b>	<b>152.7</b>	<b>18.2</b>	<b>53.6</b>	<b>58.8</b>	<b>17.8</b>	<b>520.3</b>	<b>324.5</b>	<b>844.8</b>
<b>EBITDA<sup>5</sup></b>	<b>83.1</b>	<b>55.6</b>	<b>12.4</b>	<b>16.7</b>	<b>20.7</b>	<b>5.4</b>	<b>193.9</b>	<b>150.8</b>	<b>344.6</b>
<i>EBITDA margin</i>	<i>37.9%</i>	<i>36.4%</i>	<i>68.3%</i>	<i>31.1%</i>	<i>35.2%</i>	<i>30.3%</i>	<i>37.3%</i>	<i>46.5%</i>	<i>40.8%</i>
<b>Capex</b>	<b>40.4</b>	<b>14.9</b>	<b>4.3</b>	<b>6.9</b>	<b>8.4</b>	<b>4.0</b>	<b>78.9</b>	<b>74.7</b>	<b>153.6</b>
<i>Capex / Revenue</i>	<i>18.4%</i>	<i>9.8%</i>	<i>23.7%</i>	<i>12.9%</i>	<i>14.3%</i>	<i>22.5%</i>	<i>15.2%</i>	<i>23.0%</i>	<i>18.2%</i>
<b>Operating FCF</b>	<b>42.7</b>	<b>40.7</b>	<b>8.1</b>	<b>9.8</b>	<b>12.3</b>	<b>1.4</b>	<b>115.0</b>	<b>76.1</b>	<b>191.0</b>
<i>OpFCF / Revenue</i>	<i>19.5%</i>	<i>26.6%</i>	<i>44.6%</i>	<i>18.2%</i>	<i>20.9%</i>	<i>7.9%</i>	<i>22.1%</i>	<i>23.4%</i>	<i>22.6%</i>

#### Notes to Summary Financials

- (1) In Israel, costs relating to the purchase of exclusive third party content have only been capitalized with effect from April 1, 2013.
- (2) For the French Overseas Territories, cable revenue includes revenues from cable services we provide in Guadeloupe and Martinique as well as xDSL based broadband Internet (including IPTV) and fixed-line telephony services we provide in Guadeloupe, Martinique, French Guiana, La Réunion and Mayotte.
- (3) Comprises our B2B telecommunications solutions business and datacentre operations in Switzerland (Green and Green Datacenter), our datacentre operations in France (Auberimmo) and our content production and distribution business in France (Ma Chaîne Sport and Sportv.) Also includes Corporate costs which includes holding company salaries, administration, accounting, legal, professional and other costs.
- (4) Adjustments are related to the elimination of intercompany transactions between HOT Telecom and HOT Mobile in Israel and in Numericable. The Israel intercompany transactions were considered to be non-significant for Q1-13 (<€1m) and hence segment information was presented net of intercompany transactions. Given the significant nature of such transactions in Q1-14, management considers that presentation of HOT's cable and mobile segments on a pre-intercompany basis presents a more accurate version of the economic reality of the two business units.
- (5) EBITDA is defined as operating profit before depreciation and amortization, other expenses, net, management fees, reorganization and extraordinary costs, share of profit of associates and equity based compensation.

## Group KPIs

**Q1-14**

As and for the quarter ended March 31, 2014  
in thousands except percentages and as otherwise indicated

	France	Israel <sup>6</sup>	Dominican Republic	Belgium and Luxembourg	Portugal	French Overseas Territories <sup>7</sup>	Total <sup>8</sup>
<b>CABLE-BASED SERVICES</b>							
<b>Market and Network</b>							
Homes passed	9,984	2,262	469	233	909	154	14,011
Docsis 3.0 upgraded	54%	100%	100%	100%	99%	82%	-
<b>Unique Customers</b>							
Cable customers <sup>1</sup>	1,340	1,116	113	113	233	40	2,955
Triple-play customers	843	463	10	50	134	18	1,518
Triple-play penetration	63%	41%	9%	44%	58%	45%	51%
<b>RGUs &amp; Penetration<sup>2,3</sup></b>							
Total RGUs	3,223	2,291	177	239	594	76	6,600
Pay TV	1,228	872	111	127	220	40	2,598
Pay TV penetration	11%	39%	24%	55%	24%	26%	19%
Broadband	1,062	739	35	58	154	18	2,066
Broadband penetration	11%	33%	7%	25%	17%	12%	15%
Telephone	1,034	680	32	53	219	18	2,036
Telephone penetration	10%	30%	7%	23%	24%	12%	15%
RGUs per cable customer	2.56	2.05	1.57	2.12	2.55	1.93	2.23
<b>ARPU<sup>4</sup></b>							
Cable ARPU	€ 40.30	€ 48.00	€ 22.23	€ 43.00	€ 34.93	€ 51.40	-
<b>xDSL / NON-CABLE</b>							
<b>RGUs</b>							
Total RGUs	-	-	345	-	-	209	554
Broadband	-	-	98	-	-	78	176
Telephone	-	-	247	-	-	116	363
<b>MOBILE</b>							
<b>Market and Network</b>							
UMTS mobile coverage	-	58%	86%	-	-	90% <sup>9</sup>	-
<b>Subscribers</b>							
Total mobile subscribers <sup>5</sup>	202	848	3,707	3	-	374	5,134
Postpaid subscribers	202	841	667	3	-	201	1,914
Prepaid subscribers	-	7	3,039	-	-	173	3,219
<b>ARPU<sup>4</sup></b>							
Mobile ARPU	€ 11.50	€ 15.40	€ 9.00 <sup>10</sup>	€ 40.20	-	€ 28.20	-



**Q1-13**

As and for the quarter ended March 31, 2013  
in thousands except percentages and as otherwise indicated

	France	Israel <sup>6</sup>	Dominican Republic	Belgium and Luxembourg	Portugal	French Overseas Territories <sup>7</sup>	Total <sup>8</sup>
<b>CABLE-BASED SERVICES</b>							
<b>Market and Network</b>							
Homes passed	9,885	2,252	413	233	906	154	13,843
Docsis 3.0 upgraded	50%	100%	50%	100%	93%	41%	-
<b>Unique Customers</b>							
Cable customers <sup>1</sup>	1,335	1,188	106	118	249	40	3,036
Triple-play customers	812	429	9	50	143	13	1,456
Triple-play penetration	61%	36%	8%	42%	57%	33%	48%
<b>RGUs &amp; Penetration<sup>2,3</sup></b>							
Total RGUs	3,134	2,356	144	241	631	66	6,572
Pay TV	1,158	898	106	133	238	39	2,572
Pay TV penetration	12%	40%	26%	57%	26%	25%	19%
Broadband	1,006	774	24	55	157	13	2,029
Broadband penetration	10%	34%	6%	24%	17%	8%	15%
Telephone	970	684	15	53	236	16	1,974
Telephone penetration	10%	30%	4%	23%	26%	10%	14%
RGUs per cable customer	2.45	1.98	1.36	2.04	2.54	1.65	2.16
<b>ARPU<sup>4</sup></b>							
Cable ARPU	€ 39.70	€ 45.70	€ 22.62	€ 41.50	€ 36.05	€ 50.50	-
<b>xDSL / NON-CABLE</b>							
<b>RGUs</b>							
Total RGUs	-	-	352	-	-	213	565
Broadband	-	-	97	-	-	79	176
Telephone	-	-	255	-	-	123	378
<b>MOBILE</b>							
<b>Market and Network</b>							
UMTS mobile coverage	-	46%	86%	-	-	89% <sup>9</sup>	-
<b>Subscribers</b>							
Total mobile subscribers <sup>5</sup>	135	758	3,475	3	-	380	4,751
Postpaid subscribers	119	735	610	3	-	183	1,650
Prepaid subscribers	16	23	2,866	-	-	197	3,102
<b>ARPU<sup>4</sup></b>							
Mobile ARPU	€ 13.20	€ 16.60	€ 9.80 <sup>10</sup>	€ 31.50	-	€ 26.30	-

Notes to Group KPIs

- (1) Cable Customers represents the number of individual end users who have subscribed for one or more of our cable based services (including pay television, broadband or telephony), without regard to how many services to which the end user subscribed. It is calculated on a unique premises basis. Cable Customers does not include subscribers to either our mobile or ISP services. Cable Customers for France excludes white-label subscribers.
- (2) RGUs relate to sources of revenue, which may not always be the same as customer relationships. For example, one person may subscribe for two different services, thereby accounting for only one subscriber, but two RGUs. RGUs for pay television and broadband are counted on a per service basis and RGUs for telephony are counted on a per line basis.
- (3) Penetration rates for our pay television, broadband and telephony services are presented as a percentage of homes passed.
- (4) ARPU is an average monthly measure that we use to evaluate how effectively we are realizing revenue from subscribers. ARPU is calculated by dividing the revenue for the service provided after certain deductions for non-customer related revenue (such as hosting fees paid by channels) for the respective period by the average number of customer relationships for that period and further by the number of months in the period. The average number of customer relationships is calculated as the number of customer relationships on the first day in the respective period plus the



number of customer relationships on the last day of the respective period, divided by two. For Israel and Dominican Republic, ARPU has been calculated by using the following exchange rates: (i) average rate for Q1-13, €0.204 = ILS 1.00, €0.019 = 1 DOP and (ii) average rate for Q1-14, €0.209 = ILS 1.00, €0.017 = 1 DOP.

- (5) Mobile subscribers is equal to the net number of lines or SIM cards that have been activated on our mobile network. In Israel, the total number of mobile subscribers for our iDEN and UMTS services were as follows:

	As of March 31,	
	2013	2014
	in thousands	
<b>Mobile Subscribers</b>		
iDEN.....	276	207
UMTS.....	482	641
<b>Total .....</b>	<b>758</b>	<b>848</b>

- (6) In Israel, Homes Passed is the number of total Israeli Homes. Our cable network passes a vast majority of Israel's 2.2 million households.
- (7) Cable-based information only relates to the cable based services (pay television, broadband Internet and fixed-line telephony) we provide in Guadeloupe and Martinique and excludes the xDSL based broadband Internet (including IPTV) and fixed-line telephony services we provide in Guadeloupe, Martinique, French Guiana, La Réunion and Mayotte following our acquisition of a controlling interest in Outremer in July 2013
- (8) Total represents the aggregate of the respective key operating measures across all the regions in which we currently operate even though we may not have owned or controlled such business for the entire duration of the periods presented.
- (9) Excludes French Guiana.
- (10) Orange Dominicana only. Excludes Tricom



## Financial Review - Pro Forma and Aggregated Basis

for quarter ended March 31, 2014 compared to quarter ended March 31, 2013

### **Group**

Total group revenue of €827.5m, decreased 2.0% mainly due to declines in Portugal, Israel and the Dominican Republic, partially offset by growth elsewhere. On a constant currency basis, revenue declined by 1.1%.

Group EBITDA increased by 6.5% to €367.1m mainly due to growth in Israel. Growth on a constant currency basis was 7.4%. EBITDA margin expanded by 3.6% points to 44.4%.

Group Capex was up 7.9% at €165.7m. Group OpFCF increased by 5.4% to €201.4m mainly due to growth in the Dominican Republic and Israel, partially offset by a decrease in Others.

### **France**

Total revenue in France of €325.7m increased by 0.4% mainly due to cable revenue growth.

Cable revenue increased by 1.7% mainly due to ARPU and customer growth. ARPU increased 1.5% due to higher triple-play penetration, increased penetration of La Box and growth in superfast broadband. We added 70,000 individual users over the last twelve months to 1.7m.

B2B and other revenue was fairly flat at €108.4m as the acquisition of LTI Telecom and growth in data revenue was offset by the effect of decreases in regulated termination rates.

EBITDA was up 1.2% at €152.6m. EBITDA margin was up slightly to 46.9%. Capex was flat at €74.9m.



## Israel

Total revenue in Israel was €213.1m, down 2.8% reflecting a 0.7% decline in cable revenue to €170.6m, and a 5.3% decline in mobile revenue to €45.1m. The Israeli shekel strengthened over the last twelve months versus the Euro by 2.2% on average. Accordingly, at a constant exchange rate, total revenue decreased by 4.9%, cable revenue decreased 2.8% and mobile revenue decreased 7.4%.

Cable revenue was down as a 2.7% constant currency increase in ARPU was offset by a 6.1% decline in cable customers.

Our cable customer base declined by 11,000 in the quarter and by 72,000 or 6.1% in the last twelve months to 1,116,000, mainly due to natural evolution towards triple-play. Also in the second half of 2013, our third party customer service and technical support provider had not allocated sufficient resources to manage the intake and connection arrangements for potential new subscribers.

ARPU increased mainly due to our successful focus on growing triple-play penetration and increasing the take-up of higher-value superfast broadband services. Triple play penetration grew from 36% to 41% and we now have 60% of our broadband customer base on speeds of at least 30Mb, compared to 31% a year ago.

We began a phased price increase across our customer base on February 1<sup>st</sup> 2014. Approximately 220,000 customers had received a price increase by the end of the quarter. We also increased the price of our VOD service on February 1<sup>st</sup>.

Mobile revenue decreased mainly due to a 8.6% constant currency decrease in ARPU, lower handset sales and a 25% decrease in the iDEN subscriber base to 207,000, partially offset by the 33% growth in the UMTS subscriber base to 641,000.



ARPU declined on a constant currency basis due to the shift in mix from higher ARPU iDEN to lower ARPU UMTS, and continued price competition.

The iDEN subscriber base declined as a result of reduced demand for this older technology.

Total EBITDA in Israel was €102.0m, up 23% compared to Q1-13. At a constant exchange rate, EBITDA increased by 20%. EBITDA margin expanded from 37.9% to 47.9%.

EBITDA margin increased mainly due to lower operating expenses as a result of our cost restructuring programme and our new mobile roaming agreement.

Capex in Israel was €45.6m, up 13% on Q1-13, mainly due to investment in upgrading our network to support even higher speeds. On a constant currency basis, capex increased by 10%. Capex was down on the previous quarter, due to lower spend on our mobile network reflecting our new network sharing agreement, lower network upgrade spend and reduced spend on set-top boxes. Fourth-quarter capex had included an inventory build-up of set-top boxes ahead of our launch of the new HOT Fibre box.

### **Dominican Republic**

Total revenue in the Dominican Republic of €147.5m decreased by 3.4% as adverse currency movements outweighed strong underlying growth. The Dominican Peso weakened over the last twelve months versus the Euro by 8.6% on average. Accordingly, at a constant exchange rate, total revenue actually increased by 5.7%. The Peso weakened by 4.6% versus the dollar, which is a more relevant comparison as it is a dollar-linked economy and we financed our acquisitions with dollar debt.

Mobile revenue increased by 7.8%, on a constant currency basis to €112.8m, mainly due to the strong growth in the mobile subscriber base, which grew 6.6% to 3.7m. We attribute this to favourable market dynamics in the Dominican Republic, increased market share due to the positive perception of



the Orange brand and the quality of our service, on-going network improvements and Orange Dominicana's ("ODO") competitive offers. ODO's mobile ARPU was relatively flat on a constant currency basis at DOP 527 (€8.80 at average Q1-14 exchange rate.)

On a constant currency basis, cable revenue increased by 3.7% to €22.1m. We are growing the cable customer base as we increased network coverage and upgraded broadband speeds.

EBITDA in the Dominican Republic was €59.5m. On a constant currency basis, EBITDA increased by 17%. EBITDA margin expanded from 36.4% to 40.3% mainly due to the improving revenue trend and indirect cost savings.

Capex reduced by 10% on a constant currency basis to €12.2m, primarily due to projects being cancelled or postponed ahead of the acquisitions' closing. We would expect the normalized run-rate to be higher in future quarters as we invest in expanding cable and 4G network coverage.

### **Portugal**

Total revenue in Portugal of €46.1m decreased by 14% reflecting a 11% decline in cable revenue to €25.8m and a 18% decline in B2B and other revenue to €20.3m.

Cable revenue declined mainly due to customer losses during the year. The cable customer base fell by 4,000 in the quarter and by 16,000 or 6.4% in the last twelve months to 233,000. This was the result of intense competition, with aggressive promotions and pricing policies adopted by competitors, combined with adverse economic conditions and austerity measures in Portugal. Cable ARPU fell by 3.1% to €34.93 due to more aggressive discounting and promotional offers.

The decrease in B2B and other revenue in Portugal was primarily due to the loss of and reduced activity at certain business clients, some contract renewals at lower prices and the impact of lower regulated termination rate cuts.



EBITDA in Portugal was €14.7m, down 12% on Q1-13 due to the revenue decline. EBITDA margin expanded from 31.1% to 31.9% mainly due to improved margins at our recently acquired B2B business, ONI, which expanded from 17.2% to 22.9%. This margin is still low, offering a significant growth opportunity.

Capex in Portugal was €5.2m, down from €6.9m.

### **French Overseas Territories (FOT)**

Total revenue in the French Overseas Territories of €59.4m increased by 1.1% due to a 2.4% increase in mobile revenue and a 1.0% increase in cable revenue.

Mobile revenue increased by 2.4% mainly due to a shift mix from lower ARPU prepaid subscribers to postpaid subscribers, which drove a 7.2% increase in ARPU. Cable revenue increased 1.0% due to increased ARPU.

EBITDA in FOT was €22.9m, up 11% on Q1-13. EBITDA margin expanded from 35.2% to 38.6% mainly as a result of the cost optimization programme at Outremer Telecom following its acquisition.

Capex was up from €8.4m to €11.2m mainly due to upgrading the network to Docsis 3.0. Coverage has increased from 41% to 82%.

### **Belgium and Luxembourg (Benelux)**

Total revenue in Benelux was flat at €18.2m. EBITDA was relatively flat at €12.5m. EBITDA margin remained strong at 68.9%. Capex was relatively flat at €4.4m.

**Others**

Other revenue was relatively flat at €17.6m. EBITDA fell from €5.4m to €2.9m due to increased corporate costs. Corporate costs increased due to higher corporate headcount and salaries, and higher professional costs relating to increased corporate acquisition activity and becoming a public company.

Capex increased from €4.0m to €12.2m due to a new data centre being built at green.ch.

**Guidance**

We reiterate our guidance that we expect International EBITDA margin to expand from 39% in 2013 to the mid-40s for the full year 2014.



### **Financial Review – Historical Actual Basis**

for quarter ended March 31, 2014 compared to quarter ended March 31, 2013

Revenue for the quarter was €578.4m, up from €284.1m in Q1-13. Operating profit before depreciation, amortization and non-recurring costs was €259.1m, up from €113.0m. Growth in both these figures was mainly due to the several acquisitions that we have made in the last twelve months as well as organic growth in our existing and acquired businesses.

- In July 2013, we acquired Outremer Telecom in the French Overseas Territories.
- In August 2013, we acquired ONI in Portugal
- In October 2013, we acquired Ma Chaine Sport and Sportv
- In January 2014, we acquired Mobius in the French Overseas Territories
- In March 2014, we acquired Tricom in the Dominican Republic

Operating profit increased from €19.8m to €68.7m as the increased operating profit before depreciation, amortization and non-recurring costs was partially offset by increased depreciation and amortization which resulted from the acquisitions.

Profit for the quarter increased from €17.3m to €178.6m, mainly due to gain arising on step acquisition, partially offset by increased finance costs. Finance costs increased due to debt issued to finance some of our acquisitions.

### **Shares outstanding**

As at 31<sup>st</sup> March 2014, Altice S.A. had 204.9m shares outstanding. As at 15<sup>th</sup> May 2014, Altice S.A. had 205.0m shares outstanding.



## Condensed Consolidated Statement of Income

	Three months ended March 31, 2014	Three months ended March 31, 2013
	(in millions of euros*)	
Revenues .....	578.4	284.1
Purchases and subcontracting services .....	(137.5)	(82.3)
Other operating expenses .....	(79.3)	(38.7)
Staff costs and employee benefits expenses .....	(50.6)	(34.3)
General and administrative expenses .....	(22.8)	(7.2)
Other sales and marketing expenses .....	(29.3)	(8.6)
<b>Operating profit before depreciation, amortization, management fees, restructuring, non-recurring-costs and other expenses .....</b>	<b>259.1</b>	<b>113.0</b>
Depreciation and amortization .....	(162.0)	(85.4)
Management fees .....	(0.4)	(0.2)
Restructuring, non-recurring costs and other expenses .....	(27.9)	(7.6)
<b>Operating profit .....</b>	<b>68.7</b>	<b>19.8</b>
Gain arising on step acquisition .....	256.3	-
Finance income .....	0.3	47.4
Finance costs .....	(153.0)	(43.4)
Share in income of associates .....	1.3	2.8
<b>Profit before income tax (expenses)/benefits .....</b>	<b>173.6</b>	<b>26.5</b>
Income tax benefit/(expenses) .....	5.1	(9.2)
<b>Profit for the period .....</b>	<b>178.6</b>	<b>17.3</b>
<i>Attributable to equity holders of the parent .....</i>	160.9	20.1
<i>Attributable to non-controlling interests .....</i>	17.7	(2.8)
<i>Earnings per share (expressed in euros)</i>		
<i>Basic</i>	1.16	0.14
<i>Diluted</i>	0.99	0.14

## Condensed Consolidated Statement of Cash Flows (€m)

	Three Months Ended March 31, 2014	Three Months Ended March 31, 2013
<b>Profit/(loss) for the period</b>	178.6	17.3
Adjustments for :		
Depreciation and amortization	162.0	85.4
Share of profit in associates	(1.3)	(2.8)
Gains and losses on disposals	-	-
Gain on step acquisition	(256.3)	-
Expense related to stock options (IFRS 2)	3.6	-
Other non-cash operating gains and losses	(7.1)	(3.3)
<b>Net cash provided by operating activities before changes in working capital, finance costs and income tax</b>	<b>79.5</b>	<b>96.6</b>
Finance costs, net	152.7	(3.9)
Income tax expense recognised in profit and loss	(5.1)	1.3
Income tax paid	(6.8)	0.2
Changes in working capital	10.2	(28.1)
<b>Net cash provided by operating activities</b>	<b>230.5</b>	<b>65.9</b>
Purchases of tangible and intangible assets	(138.1)	(53.5)
Acquisitions of available for sale financial assets	-	(3.9)
Proceeds from disposal of tangible, intangible and financial assets	-	-
Increase / (Decrease) in loans and other non-current financial assets	-	11.2
Increased/ (Decrease) of restricted cash	282.6	-
Transactions with non-controlling interests	-	-
Net payments on acquisition of subsidiaries	(526.0)	-
<b>Net cash used in investing activities</b>	<b>(381.5)</b>	<b>(46.2)</b>
Proceeds from issuance of share premium	722.0	-
Dividends paid	-	-
Proceeds from debt issuance	28.7	-
Repayment of debt	(56.2)	(14.9)
Distribution to CPEC's holders	(190.0)	(28.8)
Interest paid	(70.5)	(11.5)
<b>Net cash provided by/ (used in) financing activities</b>	<b>433.9</b>	<b>(55.3)</b>
Effects of exchange rate changes on the balance of cash held in foreign currencies	(0.0)	-
<b>Net increase in cash and cash equivalents</b>	<b>283.0</b>	<b>(35.6)</b>
Cash and cash equivalents at the beginning of the period	61.6	129.7
Net (decrease)/increase in cash and cash equivalents	283.0	(35.6)
<b>Cash and cash equivalents at the end of the period</b>	<b>344.6</b>	<b>94.0</b>



**Condensed Consolidated Statement of Financial Position**

	March 31, 2014	December 31, 2013
	(in millions of euros)	
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	347.2	61.6
Restricted cash	962.0	1,242.8
Trade and other receivables	601.5	232.2
Inventories	56.2	11.0
Current tax assets	100.7	14.6
<b>Total current assets</b>	<b>2,067.6</b>	<b>1,562.2</b>
<b>Non-current assets</b>		
Deferred tax assets	210.2	47.4
Investment in associates	2.9	679.1
Financial assets	60.0	50.6
Trade and other receivables	22.4	22.8
Property, Plant & Equipment	2,743.2	1,134.2
Intangible assets	872.3	579.6
Goodwill	3,964.2	1,100.7
<b>Total non-current assets</b>	<b>7,875.3</b>	<b>3,614.4</b>
<b>Total assets</b>	<b>9,942.9</b>	<b>5,176.6</b>



	March 31, 2014	December 31, 2013
(in millions of euros)		
<b>EQUITY AND LIABILITIES</b>		
<b>Current liabilities</b>		
Bonds	90.6	59.7
Borrowings from financial institutions	32.3	-
Deferred revenue	136.0	55.9
Trade and other payables	1,171.6	517.4
Other current liabilities	43.7	15.9
Provisions	44.4	31.1
Current tax liabilities	99.1	57.1
<b>Total current liabilities</b>	<b>1,617.7</b>	<b>737.0</b>
<b>Non-current liabilities</b>		
Bonds	2,887.8	2,527.0
Borrowings from financial institutions	3,466.1	1,214.0
Loans from related parties	-	100.7
Other financial liabilities	375.2	271.6
Deferred revenue	113.2	10.6
Trade and other payables	24.5	29.0
Retirement benefit obligations	19.2	8.2
Provisions	89.7	-
Deferred tax liabilities	172.8	183.1
<b>Total non-current liabilities</b>	<b>7,148.5</b>	<b>4,344.2</b>
<b>Equity</b>		
Invested equity	-	95.8
Issued capital	2.0	-
Share Premium	5,786.4	-
Other reserves	(4,962.6)	-
<b>Net income</b>	<b>160.9</b>	<b>-</b>
<b>Total equity attributable to the shareholders of the parent</b>	<b>986.6</b>	<b>95.8</b>
Non-controlling interests	190.1	(0.5)
<b>Total equity</b>	<b>1,176.7</b>	<b>95.3</b>
<b>Total equity and liabilities</b>	<b>9,942.9</b>	<b>5,176.6</b>



## Consolidated Pro Forma Net Debt

	Amount (local currency)	(€m equivalent)		Coupon / Margin	Maturity
		Pro forma Orange Dom <sup>1</sup>	SFR related debt <sup>2</sup>		
HOT Unsecured Notes	NIS 1.3bn	261		3.90 - 6.90%	2018
Unsecured Coditel Mezzanine	€ 111m	111		8.50% / 5.25% PIK	2017
Green Data Center Debt	CHF 39m	32		L+1.700%	2022
Senior Secured Notes (USD)	USD 460m	334		7.875%	2019
Senior Secured Notes (EUR)	€ 210m	210		8.000%	2019
Term Loan <sup>3</sup>	USD 1,031m	793		L+4.500%	2019
Senior Secured Notes (USD)	USD 900m	654		6.500%	2022
Senior Secured Notes (EUR)	€300m	300		6.500%	2022
Other		21		E+3.500%	2018
<b>Altice International Senior Debt</b>		<b>2,715</b>			
Senior Notes (USD)	USD 425m	309		9.875%	2020
Senior Notes (EUR)	€ 250m	250		9.000%	2023
Senior Notes (USD)	USD 400m	290		8.125%	2024
<b>Altice International Total Debt</b>		<b>3,564</b>			
Cash - Altice International		(50)			
<b>Altice International Net Total Debt</b>		<b>3,514</b>	<b>3,514</b>		
<b>Numericable - Adjusted Net Debt</b>		<b>2,547</b>	<b>11,653</b>		
Altice SA Senior Notes (EUR)			2,075	7.250%	2022
Altice SA Senior Notes (USD)			2,097	7.750%	2022
Margin Loan		324			
Cash - Altice SA		(125)	(375)		
<b>Holding Company Net Debt</b>		<b>199</b>	<b>3,797</b>		
<b>Total Altice SA Consolidated Net Debt</b>		<b>6,259</b>	<b>18,965</b>		

(1) Pro forma for Orange Dominicana acquisition

(2) Pro forma for Orange Dominicana acquisition and debt related to SFR acquisition by Numericable

(3) Term loan converted from US dollars to Euros at rate of 1.301USD per EUR



### Post balance sheet events

#### **Acquisition of additional shares in Numericable Group from other minority shareholders**

On April 5, 2014, Altice S.A (“Altice”), controlling shareholder of Numericable Group, entered into an agreement with Carlyle Cable Investment SC (“Carlyle”, an affiliate of The Carlyle Group) and CCI (F3) S.a.r.l (“Cinven”, an affiliate of Cinven), according to which Altice will acquire the entirety of their respective stake in the share capital of Numericable Group (21.32% from Carlyle and 13.27% from Cinven). This acquisition of approx. 34.6% of Numericable Group's share capital will be implemented (i) for up to approx. 14% of the share capital of Numericable Group (6.50% for Cinven and 7.50% for Carlyle) by a sale of shares at a price of 30.50 EUR per share payable in cash and (ii) for the remainder, by a contribution in kind, remunerated in shares of Altice S.A. (one share of Numericable Group for 0.97 share of Altice S.A.).

Upon this transaction, Altice's stake in the share capital and voting rights of Numericable Group will increase from 40% to 74.6%. Altice thereby confirms its intention to raise its stake in Numericable Group by acquiring the participations of Carlyle and Cinven. This acquisition would end, at its completion, the majority concert of these three shareholders, in place since the listing of Numericable Group.

The completion of this transaction is subject to obtaining an exemption from the French Autorité des Marchés Financiers from the obligation to launch a public tender offer on all Numericable Group securities.

#### **SFR Transaction**

On April 6 2014, the Vivendi group announced it accepted an offer from Numericable Group S.A. (“Numericable Group”) to acquire the shares of Societe Francaise de Radiophonie S.A. and their subsidiaries (hereafter referred to as the “SFR Group” or “SFR”). The main details of this offer are given below. After the completion of the transaction, Altice S.A. is expected to hold approximately 59.7% of the new Numericable Group.

Under the terms of the acquisition agreement, Vivendi will receive €13.5 billion



in cash and 20% of the combined SFR - Numericable Group as well as a potential earn-out of €750 million. Vivendi will also at a later stage have the possibility of selling its 20% stake according to set terms.

### **Debt to fund SFR Transaction**

On 23rd April, 2014, Altice S.A. (Euronext: ATC) announced that it had priced an offering of (i) €2,075 million in aggregate principal amount of its 7 1/4% Senior Notes due 2022 ("Senior Euro Notes") and (ii) \$2,900 million aggregate principal amount of its 7 3/4% Senior Notes due 2022 ("Senior Dollar Notes" and, together with the Senior Euro Notes, the "Senior Notes"). Following their release from escrow, proceeds of the Senior Notes, together with proceeds from certain future equity financings, will be used to (i) exercise all preferential subscription rights to be allocated to Altice France S.A. ("Altice France"), a wholly-owned subsidiary of Altice S.A., pursuant to the €4,732 million rights issue by Numericable Group S.A. ("Numericable") comprising ordinary shares with preferential subscription rights to its existing shareholders (the "Numericable Rights Issue"), (ii) purchase certain ordinary shares of Numericable from funds affiliated with Carlyle Group and Cinven Ltd., (iii) repay certain existing indebtedness of Altice France, and (iv) pay fees and expenses related thereto. The offering of the Senior Notes closed on May 8, 2014, the proceeds from such offering are now held in segregated escrow accounts pending satisfaction of certain escrow release conditions (including the completion of the Numericable Rights Issue).

On 23rd April 2014, Numericable, a subsidiary of Altice S.A., announced that it had priced an offering of (i) \$2,400 million aggregate principal amount of its 4 7/8% Senior Secured Notes due 2019 (the "2019 Senior Secured Notes"), (ii) €1,000 million aggregate principal amount of its 5 3/8% Senior Secured Notes due 2022 (the "Euro 2022 Senior Secured Notes"), (iii) \$4,000 million aggregate principal amount of its 6.0% Senior Secured Notes due 2022 (the "Dollar 2022 Senior Secured Notes"), (iv) €1,250 million aggregate principal amount of its 5 5/8% Senior Secured Notes due 2024 (the "Euro 2024 Senior Secured Notes"),



and (v) \$1,375 million aggregate principal amount of its 6 1/4% Senior Secured Notes due 2024 (the "Dollar 2024 Senior Secured Notes", and together with the 2019 Senior Secured Notes, Euro 2022 Senior Secured Notes, Dollar 2022 Senior Secured Notes, Euro 2024 Senior Secured Notes, the "Senior Secured Notes" and, together with the Senior Notes, the "Notes"). Following their release from escrow, proceeds of the Senior Secured Notes, together with borrowings under a senior secured loan credit facility entered into by Numericable on May 8, 2014 in an aggregate principal amount equivalent to €3,780 million (equivalent) and the proceeds of the Numericable Rights Issue, will be used by the Numericable to (i) pay cash consideration to Vivendi S.A. to acquire 100% of the capital of SFR (other than 15 shares in SFR not held by Vivendi S.A.) and all of the shares of another subsidiary of Vivendi S.A., SIG 50 (the "Acquisition"), (ii) refinance certain existing indebtedness of Numericable and its subsidiaries, (iii) purchase the shareholder note owed by SFR to Vivendi S.A. and (iv) pay fees and expenses related thereto. The offering of the Senior Secured Notes closed on May 8, 2014, and the proceeds from such offering are now held in segregated escrow accounts pending satisfaction of certain escrow release conditions (including completion of the acquisition of SFR).

### **Orange Dominicana**

On April 9, 2014, Altice S.A. completed the acquisition of Orange Dominicana SA, a mobile operator in the Dominican Republic for approximately \$1.4bn (€1.0bn equivalent).

### **Numericable Earn-out**

On May 8, 2014, Altice paid €42m to Carlyle and Cinven as an "earn-out" related to the 10% stake in Numericable that Altice purchased on February 6, 2014. The earn-out was based on the volume weighted average price of Numericable's shares up to May 8, 2014.



### **Numericable enters exclusive negotiations to buy Virgin Mobile**

On May 16, 2014, Altice announced that following the sale process for the French mobile group, Virgin Mobile, shareholders of the holding company, Omer Telecom Limited, have received a takeover offer from Altice's subsidiary, Numericable Group, for an enterprise value of €325 million.

The parties have entered into exclusive negotiations, in order to start the consultation of the employee representative bodies concerned and to finalize the acquisition agreements. The transaction is also subject to approval by the French Competition Authority.

Vivendi will contribute €200 million to finance this acquisition, which will enhance the value of its stake in Numericable after the merger with SFR.



## Notes

Revenues and EBITDA disclosed by Numericable Group differ from those disclosed by Altice in two respects:

- Altice presents Numericable revenues net of intercompany transactions between Numericable and other companies in the Altice SA group.
- Under Altice accounting policies, all provisions and reversals thereof are presented below EBITDA (as they are considered non-cash, and in case of utilization, non-recurrent). This is not the case at Numericable.

Approximately €10m of fees relating to the proposed acquisition of SFR have not been booked in the accounts for the first quarter. These will be accounted for once invoicing and negotiations are completed. These fees will be booked below EBITDA.

The segments "cable" and "B2B and other" are reported as one segment "fixed" in our Q1 financial statements. Please refer to those statements on our website for more details



## **NOT AN OFFER TO SELL OR SOLICITATION OF AN OFFER TO PURCHASE SECURITIES**

This press release does not constitute or form part of, and should not be construed as, an offer or invitation to sell securities of Altice S.A. or any of its affiliates (collectively the "Altice Group") or the solicitation of an offer to subscribe for or purchase securities of the Altice Group, and nothing contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever. Any decision to purchase any securities of the Altice Group should be made solely on the basis of the final terms and conditions of the securities and the information to be contained in the offering memorandum produced in connection with the offering of such securities. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of the Altice Group and the nature of the securities before taking any investment decision with respect to securities of the Altice Group. Any such offering memorandum may contain information different from the information contained herein

## **FORWARD-LOOKING STATEMENTS**

Certain statements in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, all statements other than statements of historical facts contained in this presentation, including, without limitation, those regarding our intentions, beliefs or current expectations concerning, among other things: our future financial conditions and performance, results of operations and liquidity; our strategy, plans, objectives, prospects, growth, goals and targets; and future developments in the markets in which we participate or are seeking to participate. These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believe", "could", "estimate", "expect", "forecast", "intend", "may", "plan", "project" or "will" or, in each case, their negative, or other variations or comparable terminology. Where, in any forward-looking statement, we express an expectation or belief as to future results or events, such expectation or belief is expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the expectation or belief will result or be achieved or accomplished. To the extent that statements in this press release are not recitations of historical fact, such statements constitute forward-looking statements, which, by definition, involve risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.

## **FINANCIAL MEASURES**

This press release contains measures and ratios (the "Non-IFRS Measures"), including EBITDA and Operating Free Cash Flow that are not required by, or presented in accordance with, IFRS or any other generally accepted accounting standards. We present Non-IFRS or any other generally accepted accounting standards. We present Non-IFRS measures because we believe that they are of interest for the investors and similar measures are widely used by certain investors, securities analysts and other interested parties as supplemental measures of performance and liquidity. The Non-IFRS measures may not be comparable to similarly titled measures of other companies, have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our, or any of our subsidiaries', operating results as reported under IFRS or other generally accepted accounting standards. Non-IFRS measures such as EBITDA and Operating Free Cash Flow are not measurements of our, or any of our subsidiaries', performance or liquidity under IFRS or any other generally accepted accounting principles. In particular, you should not consider EBITDA as an alternative to (a) operating profit or profit for the period (as determined in accordance with IFRS) as a measure of our, or any of our operating entities', operating performance, (b) cash flows from operating, investing and financing activities as a measure of our, or any of our subsidiaries', ability to meet its cash needs or (c) any other measures of performance under IFRS or other generally accepted accounting standards. In addition, these measures may also be defined and calculated differently than the corresponding or similar terms under the terms governing our existing debt.

May 16, 2014



EBITDA, Operating Free Cash Flow and similar measures are used by different companies for differing purposes and are often calculated in ways that reflect the circumstances of those companies. You should exercise caution in comparing EBITDA and Operating Free Cash Flow as reported by us to EBITDA and Operating Free Cash Flow of other companies. EBITDA as presented herein differs from the definition of "Consolidated Combined EBITDA" for purposes of any the indebtedness of an Altice Issuer. The information presented as EBITDA is unaudited. In addition, the presentation of these measures is not intended to and does not comply with the reporting requirements of the U.S. Securities and Exchange Commission (the "SEC") and will not be subject to review by the SEC; compliance with its requirements would require us to make changes to the presentation of this information.