

**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**ALTICE FRANCE**  
**FOR THE SIX MONTHS ENDED JUNE 30, 2019**

## **Contents**

Basis of Preparation	3
Key Factors Affecting Our Results of Operations	4
Discussion and Analysis of Our Results of Operations	7
<i>Significant Events Affecting Historical Results</i>	7
<i>Revenue</i>	9
<i>Adjusted EBITDA</i>	10
<i>Other items Impacting Profit/(Loss)</i>	11
Liquidity and Capital Resources	12
Other Disclosures	16

## **Basis of Presentation**

The discussion and analysis for each of the periods presented is based on the financial information derived from the unaudited consolidated financial statements as of and for the six months ended June 30, 2019.

Please refer to the Glossary for a definition of the key financial terms discussed and analysed in this document.

### *Disclaimers:*

*The following discussion and analysis is intended to assist in providing an understanding of the Group's financial condition, changes in financial condition and results of operations and should be read together with the consolidated financial statements of Altice France as of and for the Six months ended June 30, 2019, including the accompanying notes. Some of the information in this discussion and analysis includes forward-looking statements that involve risks and uncertainties.*

*Unless the context otherwise requires, when used in this section, the terms "we," "our," "Company," the "Group," and "us" refer to the business constituting the Group as of June 30, 2019, even though we may not have owned such business for the entire duration of the periods presented.*

*The Group applies International Financial Reporting Standards (IFRS) as endorsed in the European Union. Adjusted EBITDA and Capex are not defined in IFRS, they are "non-GAAP measures". Management believes that these measures are useful to readers of Altice France's financial statements as they provide a measure of operating results excluding certain items that we believe are either outside of our recurring operating activities, or items that are non-cash. Excluding such items enables trends in our operating results and cash flow generation to be more easily observable. We use the non-GAAP measures internally to manage and assess the results of our operations, make decisions with respect to investments and allocation of resources, and assess the performance of management personnel. Such performance measures are also the de facto metrics used by investors and other members of the financial community to value other companies operating in our industry, and thus are a basis for comparability between us and our peers. Moreover, our debt covenants are based on Adjusted EBITDA and other associated metrics.*

## **Key Factors Affecting Our Results of Operations**

Our operations and the operating metrics discussed below have been, and may continue to be, affected by certain key factors as well as certain historical events and actions. The key factors affecting the ordinary course of our business and our results of operations include, among others, network upgrades, competition, acquisitions and integration of acquired businesses, disposals, macro-economic and political risks in the areas where we operate, our pricing and cost structure, churn and the introduction of new products and services, including multi-play services.

### ***Acquisitions and Integration of Businesses***

We have from time to time made significant direct and indirect equity investments in, and divestments of, several cable and telecommunication businesses and ancillary service providers in various jurisdictions. Due to the significant nature of certain of these acquisitions, the comparability of our results of operations based on the Historical Consolidated Financial Information may be affected.

Our revenues for the six months ended June 30, 2019 increased by 1.5% to €5,164.2 million, from €5,086.4 million for the six months ended June 30, 2018. Adjusted EBITDA increased by 10.6% to €2,028.4 million, from €1,833.8 million for the six months ended June 30, 2018. The increases in revenues and Adjusted EBITDA were impacted by such acquisitions and disposals. See “—*Discussion and Analysis of Our Results of Operations—Six months ended June 30, 2019 compared to the six months ended June 30, 2018—Significant Events Affecting Historical Results*”.

At the core of Altice France’s strategy is a return to revenue, profitability and cash flow growth and, as a result, deleveraging. Altice France benefits from a unique asset base which is fully-converged, fiber rich, media rich, active across consumers and businesses and holds the number two position in its market with nationwide fixed and mobile coverage. The reinforced operational focus offers significant value creation potential. In parallel, Altice France is advancing with its preparations for the disposal of non-core assets. Key elements of the Altice France’s growth and deleveraging strategy include:

- Operational and financial turnaround under the leadership of a new management team;
- Optimizing commercial performance with a particular focus on customer services;
- Continuing to invest in best-in-class infrastructure commensurate with Altice France’s market position;
- Monetizing content investments through various pay TV models and growing advertising revenue, and;
- Execution of the non-core asset disposal program, including part of Altice France’s mobile tower portfolio

For the Six months ended June 30, 2019 and 2018, we incurred restructuring and other non-recurring income and cost (respectively) of €3,152.5 million and €308.4 million, which primarily include costs with respect to renegotiations or termination of contractual arrangements, employee redundancies, fees paid to external counsel, capital gain or loss on investing activities and other administrative expenses related to reorganization of existing or newly acquired businesses. In addition, we generally record goodwill relating to such acquisitions. As of June 30, 2019, the goodwill recorded on our balance sheet amounted to €11,481.2 million. Goodwill is subject to impairment reviews in accordance with IFRS and any impairment charge on goodwill would have a negative impact on operating profit/net operating income. For the six months ended June 30, 2019, we did not incur any impairment losses.

### ***Multi-Play Strategy***

We have implemented a business strategy focused on the provision and expansion of multi-play product offerings, including triple- and quad-play bundles. Customers who elect to subscribe for our multi-play bundles rather than our individual services realize comparative cost savings on their monthly bill. We believe that the enhanced value proposition associated with our bundled services enables us to meet our customers’ communication and entertainment requirements while concurrently both increasing customer loyalty and attracting new customers. As a result of our focus on providing subscribers with multi-play bundles, we have experienced an increase in the

number of cable/fiber customer relationships. We believe our bundled service offerings will be an important driver of our fixed-based services, partially offsetting the continued pressure on traditional fixed-based services.

### ***Introduction of New Products and Services and Investment in Content***

We have significantly expanded our presence and product and service offerings in the past. In France, we launched new offers with new sports and other content in order to differentiate the product offering and to underline our investment in sports rights and other nonlinear content.

In addition, we regularly review and invest in the content that we offer to provide our subscribers with a flexible and diverse range of programming options, including high-quality local content and exclusive premium content. The Altice group has acquired the exclusive rights to broadcast and distribute various premium sporting events, including the English Premier League, French Basketball League and English Rugby Premiership, which are commercialised in France via exclusive SFR branded channels. Moreover, in May 2017, the Group successfully acquired the exclusive rights to broadcast UEFA Champions League and UEFA Europa League fixtures in France. These rights cover the period from August 2018 to May 2021. Sports events are broadcasted in France by the Altice France Group through channels packaged and distributed by AENS. In 2016, the Altice France Group and AENS entered into a distribution agreement regarding a package of sports and news channels. We intend to continue to selectively invest in local and value-added premium content as well as sports broadcasting and distribution rights in the future to enrich our differentiated and convergent communication services from those of our competitors. We believe that such efforts will reduce our customer churn and increase ARPU.

In March 2018, we redesigned our offers, stripping out premium content, and making the telecom offers more simple and comparable to competitors. These offers are now built around two separate blocks: one centred around telecoms and one centred on premium content (Sport, Cinema/Series, etc.); these are offered as pay options, at a rate still preferential for SFR customers, for fixed and mobile offers. Altice France also announced the launch of a single brand this summer for all of its sports content: RMC Sport, set to replace SFR Sport with the Champions League launch this summer. This strategy is starting to pay off as there is a significant uplift on gross-adds ARPU for customers taking content options and this trend is anticipated to strengthen as further key content was added with the Champions League from Q3 2018.

### ***Pricing***

We focus our product offerings on multi-play offers. In France, we offer multiple play (4P) offers at various price points based on the targeted clientele (low cost, no engagement period offers through our RED brand and more premium offers with the SFR brand). The French market remains highly competitive and hence extremely sensitive to pricing strategy. The cost of a multi-play subscription package generally depends on market conditions, our competitors' pricing of similar offerings and the content and add-ons available on each platform. In general, the greater the optionality, content and usage time included in the offering, the higher the price of the multi-play package. The prices of B2B contracts are negotiated individually with each customer. The B2B market for voice services is extremely price-sensitive and entails very low margins as voice services are highly commoditized, involving sophisticated customers and relatively short-term contracts. The B2B market for data services is less price-sensitive, as data services require more customization and involve service level agreements. In both markets, price competition is strongest in the large corporate and public-sector segments, whereas customer-adapted solutions are an important competitive focus in the medium and small business segments. We have tailored our targeted pricing strategy to account for these dynamics in France.

### ***Cost Structure***

We generally work towards achieving satisfactory operating margins in our business and focus on revenue-enhancing measures once we have achieved such margins. We continuously work towards optimizing our cost base by streamlining processes and service offerings, improving productivity by centralizing our business functions, reorganizing our procurement process, eliminating duplicative management functions and overhead, terminating lower-return projects and non-essential consulting and third-party service agreements, and investing in our employee relations and our culture. We are implementing common technological platforms across our networks to gain economies of scale, notably with respect to billing systems, network improvements and customer premises equipment and are investing in sales, marketing and innovation, including brand-building, enhancing our sales channels and automating provisioning and installation processes. We have also achieved, and expect to

continue to achieve, substantial reductions in our operating expenses as we implement uniform best practice operational processes across our organization. As a result, we have generally managed to achieve growth in the Adjusted EBITDA, profitability and operating cash flow of businesses that we have acquired.

For three years running, we have incurred significant capital expenditure (between 22-23% of total consolidated revenues) in order to improve our mobile network and to roll out new fiber homes (we are the market leader in very high-speed internet). Our gross capital expenditure amounted to €1,147.2 million for the six months ended June 30, 2019 and €1,137.1 million for the six months ended June 30, 2018.

### ***Network Upgrades***

Our ability to provide new or enhanced fixed-based services, including HDTV and VoD television services, broadband internet network access at increasing speeds and fixed-line telephony services as well as UMTS, 3G and 4G mobile services to additional subscribers depends in part on our ability to upgrade our (i) cable and DSL networks by extending the fiber portion of our network, reducing the number of nodes per home passed and upgrading technical components of our network and (ii) mobile networks by building-out our UMTS-network and investing in LTE as well as maintaining agreements with third parties to share mobile networks. During the past four years (since 2015), we have increased our fiber deployment and upgraded a substantial part of our cable networks. For example, as of June 30, 2019, our cable networks are largely DOCSIS 3.0 enabled, which allows us to offer our customers high broadband internet access speeds and better HDTV services across our footprint. In France, the Group accelerated the build-out of its 4G network over the last two years to have a market-leading mobile network in place by the end of June 2019 (4G population coverage of 99%). The Group also aims to continue the expansion of its fiber network in France and intends to capitalize on its past investments in improved fiber infrastructure.

### ***Competition***

The Group faces significant competition and competitive pressures in the French market. Moreover, the Group's products and services are subject to increasing competition from alternative new technologies or improvements in existing technologies.

With respect to its B2C activities, the Group faces competition from telephone companies and other providers of DSL, VDSL2 and fiber network connections. With respect to pay TV services, the Group is faced with growing competition from alternative methods for broadcasting television services other than through traditional cable networks. For example, online content aggregators which broadcast over-the-top ("OTT") programs on a broadband network, such as Internet competitors Amazon, Apple, Google and Netflix, are expected to grow stronger in the future. Connected or 'smart' TVs facilitate the use of these services. With respect to the fixed line and mobile telephony markets, the Group experiences a shift from fixed line telephony to mobile telephony and faces intensive competition from established telephone companies, mobile virtual network operators ("MVNOs") and providers of new technologies such as VoIP.

In the competitive B2B data services market, price pressure has been strong. Conversely, the use of data transmission services has significantly increased. The Group is currently facing competition from software providers and other IT providers of data and network solutions, and the line between them and the suppliers of data infrastructure and solutions like the Group has become increasingly blurred. Partnerships between IT providers and infrastructure providers are becoming more and more common and are an additional source of competition but also an opportunity. Being able to face the competition efficiently depends in part on the density of the network, and certain competitors of the Group have a broader and denser network. In recent years, the B2B market has experienced a structural change marked by a move from traditional switched voice services to VoIP services.

In the French pay television market, the Group competes with providers of premium television packages such as CanalSat, DSL triple-play and/or quad-play operators such as Orange, Free and Bouygues Telecom, which provide Internet Protocol TV ("IPTV"), and providers of pay digital terrestrial television ("DTT"). In the broadband market, the Group competes primarily, though increasingly with fiber, with xDSL providers such as Orange (the leading DSL provider in France), Free and Bouygues Telecom. The Group's competitors continue to invest in fiber network technology which has resulted in additional competition to its fiber-based services. In the

French mobile telephony market, the Group competes with well-established mobile network operators such as Orange, Bouygues Telecom and Free, as well as other MVNOs such as La Poste. In particular, price competition is significant since entry into the market by Free in early 2012 with low-priced no-frills packages.

Moreover, the competition in the fixed market has deteriorated recently with more aggressive promotions from competitors for longer periods, particularly at the low end of the market. However, the acceleration of the Group's fiber deployment in France, notably expanding FTTH coverage in low-density and rural areas, should support better fiber subscriber trends as the addressable market for very high-speed broadband services expands.

### ***Macroeconomic and Political Developments***

Our operations are subject to macroeconomic and political risks that are outside of our control. For example, high levels of sovereign debt in certain European countries, combined with weak growth and high unemployment, could lead to low consumer demand, fiscal reforms (including austerity measures), sovereign debt restructurings, currency instability, increased counterparty credit risk, high levels of volatility and, potentially, disruptions in the credit and equity markets, as well as other outcomes that might adversely impact our financial condition.

### ***Fluctuations in Currency Exchange Rates and Interest Rates***

Our reporting currency is Euros and most of our operations are conducted in Euros. We are exposed to the USD and variable interest rates as part of our debt obligations. However, we have entered into hedging operations to mitigate risk related to variations in USD and a majority of our debt is fixed rate date, thus reducing the risk of an increase in benchmark interest rates having a material impact on our interest obligations.

### **Discussion and Analysis of Our Results of Operations**

#### ***For the Six months ended June 30, 2019 compared to the six months ended June 30, 2018***

The below table sets forth our consolidated statement of income for the Six months ended June 30, 2019 and 2018, in millions of Euros with the variation between the periods:

<b>Consolidated Statement of Income (€m)</b>	<b>June 30, 2019</b>	<b>June 30, 2018</b>	<b>Change</b>
<b>Revenues</b>	<b>5,164.2</b>	<b>5,086.4</b>	<b>1.5%</b>
Purchasing and subcontracting	(1,389.7)	(1,629.3)	(14.7)%
Other operating expenses	(872.5)	(1,218.1)	(28.4)%
Staff costs and employee benefit expenses	(495.5)	(404.3)	22.6%
Depreciation, amortization and impairment	(1,664.2)	(1,241.7)	34.0%
Non-recurring income and expenses	3,152.5	(308.4)	(1,122.1)%
<b>Operating income</b>	<b>3,894.6</b>	<b>284.6</b>	<b>1,268.5%</b>
Financial income	4.3	3.6	18.3%
Cost of gross financial debt	(593.1)	(346.6)	71.1%
Other financial expenses	(127.8)	(32.1)	298.5%
<b>Net financial income (expense)</b>	<b>(716.6)</b>	<b>(375.0)</b>	<b>91.1%</b>
Share in net income (loss) of associates	(68.6)	(5.0)	1,261.6%
<b>Income (loss) before taxes</b>	<b>3,109.4</b>	<b>(95.5)</b>	<b>(3,356.9)%</b>
Income tax income (expense)	(34.3)	(50.6)	(32.2)%
<b>Net income (loss) from continuing operations</b>	<b>3,075.1</b>	<b>(146.1)</b>	<b>(2,205.0)%</b>
<b>Net income (loss)</b>	<b>3,075.1</b>	<b>(146.1)</b>	<b>(2,205.0)%</b>
<i>Group share</i>	<i>3,047.0</i>	<i>(144.6)</i>	<i>(2,207.7)%</i>
<i>Non-controlling interests</i>	<i>28.1</i>	<i>(1.5)</i>	<i>(1,943.0)%</i>

## **Significant Events Affecting Historical Results**

Our historical results were impacted by the following significant events that occurred during the course of the six months ended June 30, 2019

### **SFR FTTH**

On November 30, 2018, the Company announced that its subsidiary, Altice France, had entered into an exclusivity agreement with Allianz Capital Partners, AXA Investment Managers - Real Assets, acting on behalf of its clients and OMERS Infrastructure (together the “Partners”) regarding the sale of 49.99% equity stake in SFR FTTH for a total cash consideration of €1.8 billion based on an estimated €3.6 billion equity value at closing. As a consequence, the assets and liabilities were classified as held for sale as of December 31, 2018 (please refer to note 3.5 of the Group’s 2018 financial consolidated statements).

On March 27, 2019, the Group announced the closing of the transaction with a consortium led by OMERS Infrastructure and including AXA IM - Real Assets, and Allianz Capital Partners, regarding the sale of 49.99% equity stake in SFR FTTH. The consideration received was €1.7 billion based on a €3.4 billion equity value. The total capital gain recorded for the six month period ended June 30, 2019, was €3,203.8 million. This partnership creates the leading FTTH infrastructure wholesaler in France and brings an additional €1.7 billion of cash to Altice France. Following the closing of the transaction, Altice France lost exclusive control over SFR FTTH as Altice France and the Partners have joint control over the new entity. Furthermore, SFR FTTH is accounted for under the equity method in the scope of IFRS 11 - *Joint Arrangements*.

In the context of the network deployment and maintenance framework agreement between Altice France and SFR FTTH, the margin realised on downstream transactions (sales of assets from Altice France to SFR FTTH described in Note 17.2– Related party transactions - Associates) are eliminated in the income statement up to Altice France’s share in SFR FTTH based on the provision of IAS 28 - *Investments in Associates and Joint Ventures*. In the absence of precise IFRS guidance related to the geography of the margin elimination in the income statement, the Group elects to eliminate the margin in the caption “Share of earnings of associates” in the income statement in counterpart of the caption Investment in associates in the statement of financial position. The margin elimination on those downstream transactions is reversed over the useful life of the assets in the same caption.

### **Dividend distribution**

On May 07, 2019, the general assembly of the Group approved the payment of a dividend for an aggregate amount of €820 million to its shareholders, Altice Luxembourg FR S.A., Altice Luxembourg FR bis S.à.r.l and Altice Europe N.V. of the total amount, €500 million were paid in cash and €320 million via compensation of previous upstream loans made to Altice Luxembourg FR S.A.

### **Partial redemption of 2024 Notes**

On June 10, 2019, the Group proceeded to partially reimburse its euro and dollar denominated notes due in 2024. An aggregate of €500 million and \$560 million were reimbursed. The Group paid a call premium of €29.7 million as part of the redemption. The redemptions were treated as partial extinguishments of the debt instruments and per IFRS 9, unamortised transaction costs were recycled through the consolidated statement of income to the extent of the nominal repaid. The underlying derivative instruments were restructured as well. See notes 14 – *Financial liabilities* and 15 – *Derivative instruments* to the condensed consolidated financial statements for the six months ended June 30, 2019.

### **Financing flows with Altice Group entities**

On May 08, 2019 Altice France provided a short term upstream loan to Altice Luxembourg FR S.A. for an aggregate amount of €750 million. This loan has a maturity of less than one year and is remunerated at Eonia+30 bps. This short term loan was recorded in the line ‘Other flows from financial activities’ in the consolidated statement of cash flows.

On June 10, 2019, the Group issued a new dollar denominated loan for an aggregate amount of \$840 million (€745 million equivalent). This loan was fully subscribed by Altice Luxembourg S.A. and bears interest at a rate



of 10.75% (5.8572% swapped to euros). The proceeds from this issuance were used to partially redeem the 2024 Notes as mentioned in note 2.3 to the condensed consolidated financial statements for the six months ended June 30, 2019. The debt matures in February 2028 and is subordinated to external bonds and term loans issued by the Group. This issuance was recorded in the line 'Other flows from financial activities' in the consolidated statement of cash flows.

## Revenue

For the Six months ended June 30, 2019, we generated total revenues of €5,164.2 million, a 1.5% increase compared to €5,086.4 million for the six months ended June 30, 2018.

From January 01, 2019, the Group has changed the way it presents the revenue split by business segment in an effort to better present the underlying trends. The new split is provided in the table below.

The increase in revenues was mainly driven by an increase in our business services segment, which grew by 7.9% to €1,522.8 million and which was partially offset by a decline in Residential fixed revenues by 3.3% to €1,245.4 million.

The tables below set forth the Group's revenue by lines of activity which the Group operates for the six months ended June 30, 2019 and September 30, 2018, respectively:

Revenues (€m)	June 30, 2019	June 30, 2018	Change
Residential - Fixed	1,245.4	1,287.9	(3.3)%
Residential - Mobile	1,748.2	1,749.1	(0.1)%
Business services	1,522.8	1,411.3	7.9%
<b>Total Telecom excl. equipment sales</b>	<b>4,516.4</b>	<b>4,448.2</b>	<b>1.5%</b>
Equipment sales	414.9	403.8	2.8%
Media	232.9	234.4	(0.6)%
<b>Total</b>	<b>5,164.2</b>	<b>5,086.4</b>	<b>1.5%</b>

Revenues for the Group's residential mobile services remained almost flat at €1,748.2 million for the six months ended June 30, 2019 compared to €1,749.1 million for the six months ended June 30, 2018. This trend was driven primarily by the impact of consecutive positive net-adds in the residential mobile segment for the past five quarters and a stabilisation of market pricing, following an abatement of market competition. For the six months ended June 30, 2019, the Group continued its positive net adds trend, adding 222k new B2C mobile post-paid customers (compared to net adds of 464k for the six months ended June 30, 2018), as a result of an improved customer experience and anti-churn measures implemented at the end 2017. Comparing to Q1 2018, B2C mobile revenue was also impacted by the loss of favourable VAT treatment on telecom/press bundles (ended in February 2018).

Mobile equipment revenues grew by 2.8% from €403.8 million for the six months ended June 30, 2018 to €414.9 million for the six months ended June 30, 2019, mainly driven by the end of certain subsidised mobile offers in the three month period ended June 30, 2019, leading to lower mobile subsidies in the period ended June 30, 2019.

The Group's residential fixed segment revenues decreased by 3.3% from €1,287.9 million for the six months ended June 30, 2018 to €1,245.4 million for the six months ended June 30, 2019. This decrease was mainly due to customer losses experienced in previous quarters (consecutive losses throughout 2017) and the loss of favourable VAT treatment on audiobook bundling and partly impacted by more intense market competition following SFR's successful churn reduction and more proactive retention activity. For the first six months of 2019, the Group added 60k new B2C fixed customers (compared to 84k net-adds in 2018), with 127k fibre net adds. B2C fixed revenue was also impacted by the loss of favourable VAT treatment on telecom/press bundles (ended in February 2018).

Revenues from our business services segment grew by 7.9% to reach €1,522.8 million for the six months ended June 30, 2019 compared to € 1,411.3 million for the six months ended June 30, 2018. This revenue growth was mainly due to the inclusion of revenues for the full six months from our technical services, customer services and overseas territories businesses (€125 million), which were not included in the revenues for the six months ended June 30, 2018.

Revenues from the Group's media activities totalled €232.9 million for the six months ended June 30, 2019, a 0.6% decrease as compared to €234.4 million for the six months ended June 30, 2018. This increase was driven by continued growth of radio/television business, which grew by 17% (from €164.4 million for the six months ended June 30, 2018 to € 192.1 million for the six months ended June 30, 2019), offset by a decline in our printed press business.

### Adjusted EBITDA

For the six months ended June 30, 2019, our Adjusted EBITDA was €2,028.4 million, an increase of 7.9% compared to the six months ended June 30, 2018 (€1,833.8 million). A reconciliation from operating income to adjusted EBITDA is presented below. This increase was mainly due to 1) the increase in revenues as explained above and 2) a decrease in customer service and maintenance costs, partially offset by an increase in content and staff costs.

- Purchasing and subcontracting costs decreased by 14.7%, from €1,629.3 million in the six months ended June 30, 2018 to €1,389.7 million in the six months ended June 30, 2019, mainly due to a decrease in interconnection costs.
- Other operating expenses decreased by 28.4% to € 872.5 million in the six months ended June 30, 2019 from € 1,218.1 million in the six months ended June 30, 2018, driven mainly due to a decrease in customer service (related to decreasing churn and hence a lower volume of call center activity) and sales and marketing costs (lower commercial activity driven by a relative stability in market prices), which was offset by an increase in business taxes (mainly related to the introduction of an IFER for the mobile business).
- Staff costs and employee benefit expenses increased by 22.6%, from €404.3 million in the six months ended June 30, 2018 to €495.5 million in the six months ended June 30, 2019, mainly driven by the inclusion of staff costs of our technical services and customer services entities, as well as for our French overseas territories business.

Reconciliation of Operating income to (€m)	June 30, 2019	June 30, 2018	Change
<b>Operating income</b>	<b>3,894.6</b>	<b>284.6</b>	<b>1,268.5%</b>
Depreciation, amortization and impairment	1,664.2	1,241.7	34.0%
Restructuring costs	5.7	2.3	143.8%
Operating lease expenses	(380.1)	-	-
Costs relating to stock option plans	2.2	-	-
Other non-recurring costs (a)	(3,158.1)	305.2	(1,134.6)%
<b>Adjusted EBITDA</b>	<b>2,028.4</b>	<b>1,833.8</b>	<b>10.6%</b>

### Depreciation and Amortization and Impairment

For the six months ended June 30, 2019, depreciation and amortization totalled €1,664.2 million, a 34.0% increase compared to €1,241.7 million for the six months ended June 30, 2018. The increase was mainly due to the amortisation impact of customer acquisition cost assets created as part of the application of IFRS 15 and the first time implementation of IFRS from January 01, 2019. Amortisation of right of use assets recorded under IFRS 16 amounted to €349 million for the six months ended June 30, 2019. For the six months ended June 30, 2018, due to the first time application of IFRS 15 and absence of IFRS 16, there was no such amortisation/impairment impact.

## Non-recurring expenses and income

For the six months ended June 30, 2019, our non-recurring expenses and income amounted to an income of €3,155 million, a 1,531.2% increase compared to an expense of €220.5 million for the six months ended June 30, 2018.

Non-Recurring Income and Expenses (€m)	June 30, 2019	June 30, 2018	Change
Net restructuring costs	(5.7)	(2.3)	143.8%
Litigation	6.2	114.9	(94.6)%
Gain and loss on disposal of property, plant, equipment and intangible assets	(10.8)	(27.0)	(60.0)%
Other non-recurring income and expenses	3,162.7	(394.0)	(902.8)%
<b>Non-recurring income and expenses</b>	<b>3,152.5</b>	<b>(308.4)</b>	<b>(1,122.1)%</b>

The details of non-recurring income and expenses are given below:

- (1) Restructuring costs mainly include costs related to provisions for employee redundancies as part of the voluntary departure plan launched in 2017. For the three month period ended June 30, 2019, we recorded an expense of €5.7 million related to external costs from the departure plan initiated in our printed press business.
- (2) For the six months ended June 30, 2018, we recorded a reversal in provision for certain litigation with Orange for an aggregate amount of € 120.8 million. We also recorded a reversal for certain provisions for the six months ended June 30, 2019, which accounted for the income of €6.2 million for the six months ended June 30, 2019.
- (3) For the six months ended June 30, 2019, we recorded a capital gain related to the divestment of a 49.99% stake in SFR FTTH for an aggregate amount of €3,203.7 million. For the six months ended June 30, 2018, we recorded non-recurring expenses of €394 million, which were mainly related to the booking of the content break fee (€300 million).

## Finance costs (net)

Net finance costs amounted to €716.6 million for the six months ended June 30, 2019, registering an increase of 91.1% compared to €375.0 million for the six months ended June 30, 2018. A breakdown is provided below:

Financial Income (€m)	June 30, 2019	June 30, 2018	Change
<b>Cost of gross financial debt</b>	<b>(593.1)</b>	<b>(346.6)</b>	<b>71.1%</b>
<b>Financial income</b>	<b>4.3</b>	<b>3.6</b>	<b>18.3%</b>
Provisions and unwinding of discount	(3.7)	(11.7)	(68.9)%
Other	(124.1)	(20.3)	510.9%
<b>Other financial expenses</b>	<b>(127.8)</b>	<b>(32.1)</b>	<b>298.5%</b>
<b>Net financial income (expense)</b>	<b>(716.6)</b>	<b>(375.0)</b>	<b>91.1%</b>

The cost of gross financial debt increased from €346.6 million as of June 30, 2018 to €593.1 million as of June 30, 2019. This increase was mainly driven by:

- An increase in our cost of debt related to the refinancing from July and August 2018 (€38.8 million) (increase in nominal of €215 million).
- A negative variation in the fair value of derivative instruments that are recorded through the statement of income (€207 million)

As of June 30, 2019, the other financial expenses line item includes the call premium paid on the partial redemption of the 2024 notes for an amount of € 29.9 million and €60.4 million related to interest on lease liabilities.

## Share of earnings of associates

For the Six months ended June 30, 2019, our share of loss of associates amounted to €68.6 million, compared to €5.0 million for the six months ended June 30, 2018. For the six months ended June 30, 2019, we recorded an

elimination of the margin on the construction business with SFR FTTH to the extent of the group's shareholding (50.01%).

### Income tax income / (expense)

For the six months ended June 30, 2019, we recorded an income tax expense of €34.3 million compared to an expense of €50.6 million for the six months ended June 30, 2018. The expense recorded in 2019 was mainly as a result of the better operating income generated in the first six months ended June 30, 2019.

### Liquidity and Capital Resources

#### Cash and Debt Profile

As of June 30, 2019, our consolidated cash and cash equivalents amounted to €371.3 million on an actual basis (net of overdraft).

Our most significant financial obligations are our debt obligations. As a result of the various acquisitions we have made since 2013 and the financing transactions that we entered into to fund such acquisitions, our financing profile has undergone a substantial change in this period. Our total third-party debt (excluding certain other long term and short-term liabilities, finance leases and operating lease debt generated by the first time application of IFRS 16) as of June 30, 2019 was €8,817.3 million relating to bonds and €7,319.8 million relating to loans from financial institutions, including drawings under the Existing Revolving Credit Facilities. As of June 30, 2019, our revolving credit facilities had been drawn for an aggregate amount of €75 million, leaving an amount of €755 million free to finance any liquidity needs.

The following table presents the detail of the Group's debt:

(€m)	Current		Non-current		Total	
	June 30, 2019	December 31, 2018	June 30, 2019	December 31, 2018	June 30, 2019	December 31, 2018
Bonds	278.2	278.5	8,539.1	9,474.4	8,817.3	9,752.9
Term loans	150.7	81.4	7,169.1	7,167.3	7,319.8	7,248.7
Derivative instruments	-	-	577.8	794.1	577.8	794.1
<b>Borrowings</b>	<b>428.9</b>	<b>359.9</b>	<b>16,286.0</b>	<b>17,435.8</b>	<b>16,714.9</b>	<b>17,795.8</b>
Finance lease liabilities *	20.2	22.9	46.7	56.4	66.9	79.3
Operating lease liabilities	618.4	-	2,243.2	-	2,861.6	-
<b>Financial liabilities related to rights of use</b>	<b>638.6</b>	<b>22.9</b>	<b>2,289.9</b>	<b>56.4</b>	<b>2,928.5</b>	<b>79.3</b>
Perpetual subordinated notes ("TSDI")	-	-	54.8	53.0	54.8	53.0
Deposits received from customers	32.8	37.2	164.6	162.4	197.4	199.6
Bank overdrafts	132.6	39.2	-	-	132.6	39.2
Securitization	176.5	229.5	-	-	176.5	229.5
Reverse factoring	575.0	600.0	-	-	575.0	600.0
Commercial paper	100.0	107.0	-	-	100.0	107.0
Other (a)	47.5	50.3	816.5	95.6	864.0	145.9
<b>Other financial liabilities</b>	<b>1,064.5</b>	<b>1,063.1</b>	<b>1,035.9</b>	<b>310.9</b>	<b>2,100.4</b>	<b>1,374.1</b>
<b>Financial liabilities</b>	<b>2,132.0</b>	<b>1,445.9</b>	<b>19,611.8</b>	<b>17,803.2</b>	<b>21,743.7</b>	<b>19,249.1</b>

For the six months ended June 30, 2019, variations in financial debt are listed below:

- On June 10, 2019, the Group proceeded to partially redeem 40% of its 2024 EUR and USD Notes. The impacts are listed below:
  - €500 million reimbursed at a call premium of 2.813% (€14.0 million)
  - \$560 million (€495.5 million equivalent) at a call premium of 3.125% (\$17.5 million or €15.5 million equivalent)
- On June 10, 2019, the Group also issued a \$840 million fully subscribed by Altice Luxembourg S.A. bearing a semi-annual coupon of 10.5% (5.8572% swapped into euros).

The group considers that the redemption represents a partial extinguishment of the debt instrument and hence as per IFRS 9, the unamortised financing costs were proportionally recycled via the consolidated statement of income.

The impact for the Euro denominated notes amounted to €5.0 million.

For the Dollar notes, the deferred financing costs had been fully amortised as of February 2019 (as it was assumed that the group would exercise its call option on the first callable date). Hence, per IFRS 9, in order to maintain the same effective interest rate as prior to the redemption, the group recorded a finance income of €8.5 million which will be amortised over the remaining useful life of the notes.

For the six months ended June 30, 2019, we recorded liabilities related to the capitalisation of our operating leases, resulting from the first time application of IFRS 16. The total amount of operating lease liabilities amounted to 2,861.6 million.

The terms of our debt instruments contain certain restrictions, including covenants that restrict our ability to incur additional debt. As a result, additional debt financing is only a potential source of liquidity if the incurrence of any new debt is permitted by the terms of our existing debt instruments.

### *Sources of Liquidity*

Our principal source of liquidity is expected to be the operating cash flows of our operating subsidiaries and, if required, borrowings under the Existing Revolving Credit Facilities. As of June 30, 2019, our revolving credit facility was drawn for an aggregate amount of €75 million. We expect to use these sources of liquidity to fund operating expenses, working capital requirements, capital expenditures, debt service requirements and other liquidity requirements that may arise from time to time. The availability of borrowings under the Existing Revolving Credit Facilities is conditioned upon compliance with specified leverage ratios. Our ability to generate cash from our operations will depend on our future operating performance, which is in turn dependent, to some extent, on general economic, financial, competitive, market, regulatory and other factors, many of which are beyond our control. We believe that our cash and cash equivalents, the cash provided from the operations of our operating subsidiaries and any available borrowings under the Existing Revolving Credit Facilities will be sufficient to fund our currently anticipated working capital needs, capital expenditures, and debt service requirements during the next 12 months, although no assurance can be given that this will be the case. However, as our debt matures in later years, we anticipate that we will seek to refinance or otherwise extend our debt maturities. No assurance can be given that we will be able to complete the Refinancing Transactions or otherwise extend our debt maturities. In this regard, it is not possible to predict how economic conditions, sovereign debt concerns and/or any adverse regulatory developments could impact the credit markets we access and accordingly, our future liquidity and financial position. In addition, sustained or increased competition, particularly in combination with adverse economic or regulatory developments, could have an unfavourable impact on our cash flows and liquidity.

The debt issued by the subsidiaries of the Company is subject to certain restrictive covenants, which apply in the case of debt issued by Altice France to SFR S.A. and its restricted subsidiaries.

The debt issued by the Group's subsidiaries is subject to incurrence based covenants, which do not require ongoing compliance with financial ratios, but place certain limitations on the relevant restricted group's ability to, among other things, incur or guarantee additional debt (including to finance new acquisitions), create liens, pay dividends and other distributions to shareholders or prepay subordinated indebtedness, make investments, sell assets, engage

in affiliate transactions or engage in mergers or consolidations. These covenants are subject to several important exceptions and qualifications.

To be able to incur additional debt under an applicable debt instrument, the relevant restricted group must either meet the ratio test described below (on a pro forma basis for any contemplated transaction giving rise to the debt incurrence) or have available capacity under the general debt basket described below or meet certain other exceptions to the limitation on indebtedness covenant in such debt instrument.

Senior Secured Debt and Senior Debt is subject to an incurrence test as following:

- Senior Secured debt of Altice France is subject to an incurrence test of 3.25:1 (Adjusted EBITDA to Net Debt) and Senior Debt is subject to an incurrence test of 4.00:1 (Adjusted EBITDA to Net Debt)

In addition, the Group can use various ‘baskets’ as defined under its debt covenants to rely on when incurring indebtedness.

The Company or its relevant subsidiaries are allowed to fully consolidate the EBITDA from any subsidiaries in which they have a controlling interest and that are contained in the restricted group as defined in the relevant debt instruments.

The Group has access to a revolving credit facilities, which are subject to maintenance covenants. The terms of these facilities are no more restrictive than the incurrence covenants contained in other debt instruments.

The Issuer is a holding company with no direct source of operating income. Therefore, the Issuer will be dependent on dividends and other payments from its operating subsidiaries to meet its liquidity requirements.

### ***Working Capital***

As of June 30, 2019, the Group had net current liability position of €7,842.9 million (mainly due to trade payables amounting to €4,811.1 million) and a negative working capital of €2,489.6 million. The negative working capital position is structural and follows industry norms. Customers generally pay subscription revenues early or mid-month, with short days of sales outstanding, and suppliers are paid in the beginning of the following month, thus generating a negative working capital. Payables due the following month are generally covered by operating cash flow. We expect that our operating cash flows and, if required, available borrowings under the Existing Revolving Credit Facilities will be sufficient to meet our working capital requirements during the next 12 months.

### ***Cash flow statement***

<b>Consolidated Statement of Cash Flows</b> <b>(€m)</b>	<b>June 30,</b> <b>2019</b>	<b>June 30,</b> <b>2018 restated</b> <b>(*)</b>	<b>Change</b>
<b>Net income (loss), Group share</b>	<b>3,047.0</b>	<b>(144.6)</b>	
<b>Net cash flow provided (used) by operating activities</b>	<b>1,742.4</b>	<b>1,291.9</b>	<b>34.9%</b>
<b>Net cash flow provided (used) by investing activities</b>	<b>325.9</b>	<b>(1,179.3)</b>	<b>(127.6)%</b>
<b>Net cash flow provided (used) by financing activities</b>	<b>(2,757.7)</b>	<b>(134.4)</b>	<b>1,951.5%</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(689.4)</b>	<b>(21.9)</b>	<b>3,051.8%</b>
Exchange rate impact on cash in foreign currencies	(7.7)	3.3	(330.9)%
<b>Cash and cash equivalents at beginning of period</b>	(*) <b>1,068.5</b>	<b>451.3</b>	<b>136.8%</b>
<b>Cash and cash equivalents at end of period</b>	(*) <b>371.3</b>	<b>433.0</b>	<b>(14.3)%</b>

### ***Net cash provided by operating activities***

Net cash provided by operating activities increased to €1,742.4 million for the six months ended June 30, 2019 compared to €1,291.9 million for the six months ended June 30, 2018. This trend was the result of higher operating profit recorded for the six months ended June 30, 2019 which was offset by a working capital unwinding effect for in 2019 as compared to the same period in 2018 (-€446.6 million vs -€90.1 million). For the six months ended June 30, 2018, working capital was impacted by the recognition of the content break fee (€300 million) and the outstanding amount for the departure plan still booked as social payables at the end of that period (c. €154 million).

*Net cash provided by (used in) investing activities*

For the six months ended June 30, 2019, we generated net cash from investing activities for an aggregate amount of €325.9 million, compared to net cash used in investing activities of €1,179.3 million for the six months ended June 30, 2018. The difference can mainly be attributed to the closing of the SFR FTTH divestment for which the group received net cash proceeds of €1,457 million. Capital expenditure for the six months ended June 30, 2019 amounted to €1,147.2 million compared to €1,137.1 million for the six months ended June 30, 2018.

*Net cash provided by (used in) financing activities*

For the Six months ended June 30, 2019, net cash used for financing activities amounted to €2,757.7 million, compared €134.4 million for the six months ended June 30, 2018. This decrease was mainly due to, 1) Dividend payment of €840 million in 2019 compared to 0 in 2018, 2) the partial redemption of the Group's 2024 USD and Euro Notes for an aggregate amount of €946 million, 3) the first time implementation of IFRS 16 on January 16, 2019. We recorded an expense of €473.3 related to right of use liabilities for the six months ended June 30, 2019 compared to nil for the six months ended June 30, 2018.

## **Other disclosures**

### ***Unrecognized Contractual Commitments***

We have other contractual obligations incurred in the ordinary course of business, including commitments relating to building or upgrading network infrastructure, purchase of set-top boxes, modems, mobile handsets and other end-user equipment and various maintenance and support contracts primarily relating to the maintenance and support of network infrastructure and equipment, purchase commitments for content, royalty payments to regulatory authorities and authors' rights to societies and commitments under interconnection contracts. See Note 32 to the audited consolidated financial statements of Altice France for the year ended December 31, 2018.

For the Six months ended June 30, 2019, following the implementation of IFRS 16-Leases, commitments related to operating leases were recorded on the statement of financial position, thus leading to a decrease in unrecognised contractual commitments of € 2,861.6 million compared to the year ended December 31, 2018.

### ***Defined Benefit and Defined Contribution Pension Plans***

In addition, we have obligations under defined benefit and defined contribution pension plans. Our cash outflow relating to these obligations will vary depending on many factors. In the case of defined benefit plans, we have recognized a liability regarding employee benefits in the statement of financial position of Altice France which represents the present value of the defined benefits liability less the fair value of the plan assets, and the past service costs. The liability in respect of defined benefit plans is determined using actuarial valuations. The actuarial valuation involves making assumptions with regards to, among others, discount rates, expected rates of return on assets, future salary increases and mortality rates. Due to the long-term nature of these plans, such estimates are subject to uncertainty. Actuarial gains and losses are reflected in the statement of income and statement of other comprehensive income in the period in which they arise, as part of the salary costs. Deposits in a defined contribution plan in respect of severance pay or in respect of emoluments are recognized as an expense at the time of the deposit in the plan, in parallel to the receipt of the labour services from the employee and no additional provision is recognized in the financial statements. As of June 30, 2019, our total defined benefit plans liabilities were €147.7 million. See Note 26 to the audited consolidated financial statements of Altice France for the year ended December 31, 2018 for more details.

### **Post-Balance Sheet Date Events**

#### **Altice Group Luxembourg Loan**

On July 30, 2019, the Group made an upstream loan to Altice Group Luxembourg for an aggregate amount of €175 million. The group drew an equivalent amount on the Altice France revolving credit facility to finance the loan.

#### **Disposal of Groupe L'Express**

On July 19, 2019, the Board approved the sale of Groupe L'Express to Altice Group Luxembourg SA for a transaction value of €1 for the shares of Groupe L'Express and €1 for the Group's receivables based on the perspectives and business plan of Groupe L'Express. Following the announcement and the finalization of the term sheet of the transaction at the end of June 2019, the related asset and liabilities have been classified as held for sale in accordance with IFRS 5 as at June 30, 2019 (Refer to note 12). This transaction was closed on July 30, 2019.

#### **BFMTV, RMC Découverte and RMC Story**

On July 26, the Paris Court (Tribunal de Grande Instance) rendered a decision in favor of the channels BFMTV, RMC Découverte and RMC Story considering that Free has no right to distribute them without authorization on its networks xDSL and fiber, and by enjoining him to stop this broadcast, under penalty of 100,000 euros by day of delay and per channel from August 27. The chains intend henceforth to act in compensation for the damage which results from the diffusion of its programs without authorization.

#### **Related Party Transactions**

Other than as disclosed in the consolidated financial statements of Altice France as of and for the six months ended June 30, 2019, the Group had no other transactions with related parties. See Note 31 to the audited



consolidated financial statements of Altice France for the year ended December 31, 2018 and Note 17 to the condensed consolidated financial statements for the six months ended June 30, 2019.

### **Off Balance Sheet Arrangements**

We are not party to any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future material effect on our financial condition, changes in financial condition, revenue or expenses, results of operations, liquidity, capital expenditure or capital resources, other than the contractual commitments relating to purchase of property plant, and equipment, operating leases or as disclosed below or in the audited consolidated financial statements of Altice France (*note 32*) as of and for the year ended December 31, 2018 and note 18 to the condensed consolidated financial statements for the six months ended June 30, 2019.

### **Quantitative and Qualitative Disclosures about Market Risk**

We are exposed to market risks relating to fluctuations in interest rates and foreign exchange rates, primarily as between the U.S. dollar and Euro, and use financial instruments to manage our exposure to interest rate and foreign exchange rate fluctuations.

#### ***Credit Risk***

The Group does not have significant concentrations of credit risk. Credit risk may arise from the exposures of commitments under a number of financial instruments with one counterparty or as the result of commitments with a number of groups of debtors with similar economic characteristics, whose ability to meet their commitments could be similarly affected by economic or other changes.

The Group's income mainly derives from customers in France. The majority of our B2C clients are on direct debit, thus reducing credit and recovery risk from our biggest operating segment. The Group regularly monitors its customers' debts and provisions for doubtful debts are recorded in the consolidated financial statements, which provide a fair value of the loss that is inherent to debts whose collection lies in doubt.

#### ***Liquidity Risk***

Ultimate responsibility for liquidity risk management rests with the Board of Managers, which manages liquidity risk by maintaining adequate reserves, banking facilities and reserve borrowing facilities by continuously monitoring forecasted and actual cash flows and by matching the maturity profiles of financial assets and liabilities. The Group has a strong track record of driving operating free cash flow generation and specializes in turning around struggling businesses and improving the cash generation of existing businesses. As all external debt is issued and managed centrally, the executive directors of the Group have a significant amount of control and visibility over the payments required to satisfy obligations under the different external debts.

Additionally, as of June 30, 2019, the Group has access to revolving credit facilities of up to €830 million (which remained drawn for an amount €75 million as of June 30, 2019) to cover any liquidity needs not met by operating cash flow generation.

#### ***Interest Rate and Related Risk***

For fixed rate debt, changes in interest rates generally affect the fair value of the debt instrument, but not our earnings or cash flows. Accordingly, interest rate risk and changes in fair market value should not have a significant effect on the fixed rate debt until we would be required to refinance such debt at maturity. On a consolidated basis, taking into account our swap portfolio, our primary fixed rate debt obligations were in an amount equivalent to €8,817.3 million, while our primary floating rate debt obligations were equivalent to €7,319.8 million.

#### ***Foreign Currency Risk***

As part of its financial risk management strategy, the Group has entered into certain hedging operations. These are split mainly into either fixed to fixed or floating to floating cross-currency and interest rate swaps that cover against foreign currency and interest rate risk, FX forwards that cover against foreign exchange risk only, or interest rate swaps covering interest rate risk only. For details regarding the Group's outstanding derivative instruments to secure foreign currency liabilities and to reduce foreign currency exposure, see Note 24.4 to the audited consolidated financial statements of Altice France as of and for the year ended December 31, 2018.

## **Critical Accounting Policies, Judgments and Estimates**

For details regarding the Group's critical accounting policies, judgments and estimates, see Note 2 to the audited consolidated financial statements of Altice France as of and for the year ended December 31, 2018.

For details regarding the Group's adoption of IFRS 16 and its impact on its financial statements, see Note 1.2 *New standards and interpretations* to the condensed consolidated financial statements of Altice France for the Six months ended June 30, 2019.

## **Key Income Statement Items**

### **Revenue**

Revenue consists of income generated from the delivery of fixed-based services to our B2C and B2B customers, mobile services to our B2C and B2B customers, wholesale and other services. Revenue is recognized at the fair value of the consideration received or receivable net of value added tax, returns, rebates and discounts and after eliminating intercompany sales within the Group.

*Fixed-based residential services:* Revenue from fixed-based services consists of revenue from pay television services, including related services such as Video on Demand ("VoD"), broadband internet services, fixed-line telephony services and ISP services to our customers. This primarily includes (i) recurring subscription revenue for pay television services, broadband internet and fixed-line telephony (which are recognized in revenue on a straight-line basis over the subscription period), (ii) variable usage fees from VoD and fixed-line telephony calls (which are recognized in revenue when the service is rendered), (iii) installation fees (which are recognized in revenue when the service is rendered if consideration received is lower than the direct costs to acquire the contractual relationship) and (iv) interconnection revenue received for calls that terminate on our cable network.

*Mobile residential services:* Revenue from mobile telephony services primarily consists of (i) recurring subscription revenue for our post-paid mobile services (which are recognized in revenue on a straight-line basis over the subscription period), (ii) revenue from purchases of our pre-paid mobile services (which are recognized in revenue when the service is rendered), (iii) variable usage fees for mobile telephony calls (which are recognized in revenue when the service is rendered), (iv) revenue from the sale of handsets (which are recognized on the date of transfer of ownership), and (v) interconnection revenue received for calls that terminate on our mobile network.

*Business services:* Revenue from wholesale services primarily consists of revenues derived from renting our network infrastructure services, including IRUs and bandwidth capacity on its network, to other telecommunications operators, including mobile virtual network operations ("MVNOs") as well as related maintenance services. Revenue from B2B services is the same as the above fixed and mobile services, but for the business sector. This segment also includes revenues from our other services primarily consists of revenue from businesses such as (i) datacenter activities, (ii) content production and distribution, (iii) customer services, (iv) technical services, and (v) other activities that are not related to our core fixed or mobile businesses.

*Media:* Revenues from the media segment includes mainly advertising and subscription revenues derived from news, radio and printed press businesses.

*Intersegment Eliminations:* Intersegment costs, which primarily relate to services rendered by certain centralized Group functions (such content production and customer service) to the operational segments of the Group, are eliminated in consolidation.

### **Purchasing and subcontracting services**

Purchasing and subcontracting services consist of direct costs associated with the delivery of fixed-based services to our B2C and B2B customers, mobile services to our B2C and B2B customers, wholesale and other services. We present purchasing and subcontracting services paid for the procurement of the following services:

*Fixed-based residential services:* Purchasing and subcontracting services associated with fixed-based services consist of all direct costs related to the (i) procurement of non-exclusive television content, royalties and licenses to broadcast, (ii) transmission of data services and (iii) interconnection costs related to fixed-line telephony. In addition, it includes costs incurred in providing VoD or other interactive services to subscribers and accounting

variations arising from changes in inventories of customer premises equipment (such as modems, set-top boxes and decoders).

*Mobile residential services:* Purchasing and subcontracting services associated with mobile services consist primarily of mobile interconnection fees, including roaming charges and accounting variations arising from the changes in inventories of mobile handsets.

*Business services:* Purchasing and subcontracting services associated with wholesale primarily consist of costs associated with delivering wholesale services to other operators. Other purchasing and subcontracting services consist of the (i) cost of renting space for datacenters (subject to certain exceptions), (ii) utility costs related to the operation of datacenters (such as power and water supply costs), (iii) in our technical services business, the cost of raw materials used in the technical activities related to the construction and maintenance of the network, cables for customer connections, etc., and sub-contractor fees associated with the performance of basic field work and the supervision of such sub-contractors, and (iv) direct costs related to our call centers operations, such as service expenses, telecom consumption subscriptions and energy costs, in our customer services functions.

*Media:* Purchasing and subcontracting costs for our media business mainly consists of direct costs related to capacity rental for our TV and radio businesses.

*Intersegment Eliminations:* Intersegment costs, which primarily relate to services rendered by certain centralized Group functions (such content production and customer service) to the operational segments of the Group, are eliminated in consolidation.

#### ***Other operating expenses***

Other operating expenses mainly consist of the following subcategories:

*Customer service costs:* Customer service costs include all costs related to billing systems, bank commissions, external costs associated with operating call centers, allowances for bad customer debts and recovery costs associated therewith.

*Technical and maintenance:* Technical and maintenance costs include all costs related to infrastructure rental, equipment, equipment repair, costs of external subcontractors, maintenance of backbone equipment and datacenter equipment, maintenance and upkeep of the fixed-based and mobile networks, costs of utilities to run network equipment and those costs related to customer installations that are not capitalized (such as service visits, disconnection and reconnection costs).

*Business taxes:* Business taxes include all costs related to payroll and professional taxes or fees.

*General and administrative expenses:* General and administrative expenses consist of office rent and maintenance, professional and legal advice, recruitment and placement, welfare and other administrative expenses.

*Other sales and marketing expenses:* Other sales and marketing expenses consist of advertising and sales promotion expenses, office rent and maintenance, commissions for marketers, external sales and storage and other expenses related to sales and marketing efforts.

#### ***Staff costs and employee benefits***

Staff costs and employee benefits are comprised of all costs related to wages and salaries, bonuses, social security, pension contributions and other outlays paid to Group employees.

#### ***Depreciation, amortization and impairment***

Depreciation and amortization includes depreciation of tangible assets related to production, sales and administrative functions and the amortization of intangible assets. Impairment losses include the write-off of any goodwill or tangible and intangible assets that have been recognized on the acquisition of assets based upon a re-evaluation of the cash generating capacity of such assets compared to the initial valuation thereof.

#### ***Non-recurring expenses and income***

Non-recurring expenses and income includes any one-off or non-recurring income or expenses incurred during the on-going financial year. This includes deal fees paid to external consultants for merger and acquisition

activities, restructuring and other non-recurring costs related to those acquisitions or the business in general, any non-cash operating gains or losses realized on the disposal of tangible and intangible assets and management fees paid to related parties.

***Interest relative to gross financial debt***

Interest relative to gross financial debt includes interest expenses recognized on third party debt (excluding other long term liabilities, short term liabilities and other finance leases) incurred by the Group.

***Other financial expenses***

Other financial expenses include other financial expenses not related to the third party debt (excluding other long term liabilities and short term liabilities, other than finance leases) incurred by the Group. Such expenses mainly include interest costs of finance leases, variations in the fair value of non-hedged derivative instruments and the inefficient portion of hedged derivative instruments.

***Financial income***

Financial income consists of changes in the net fair value of the financial derivatives, gains from the disposal of financial assets, net exchange rate differences, and other financial income.

***Share in net income/(loss) of associates***

Share of profit of associates consists of the net result arising from activities that are accounted for using the equity method in the consolidation perimeter of the Group.

***Income tax expense/(income)***

Income tax expenses are comprised of current tax and deferred tax. Taxes on income are recognized in the income statement except when the underlying transaction is recognized in other comprehensive income, at which point the associated tax effect is also recognized under other comprehensive income or in equity.

***Adjusted EBITDA***

Adjusted EBITDA is defined as operating profit before depreciation and amortization, impairment and losses, other operating and non-recurring items and other adjustments (equity-based compensation expenses) in EBITDA. Adjusted EBITDA is unaudited and is not required by or presented in accordance with IFRS or any other generally accepted accounting standards. We believe that this measure is useful to readers of our financial as it provides them with a measure of the operating results which excludes certain items we consider outside of our recurring operating activities or that are non-cash, making trends more easily observable and providing information regarding our operating results and cash flow generation that allows investors to better identify trends in its financial performance. Adjusted EBITDA should not be considered as a substitute measure for operating income and may not be comparable to similarly titled measures used by other companies.