

## 2015 Results

March 15, 2016



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## **Highlights & Strategy Update**

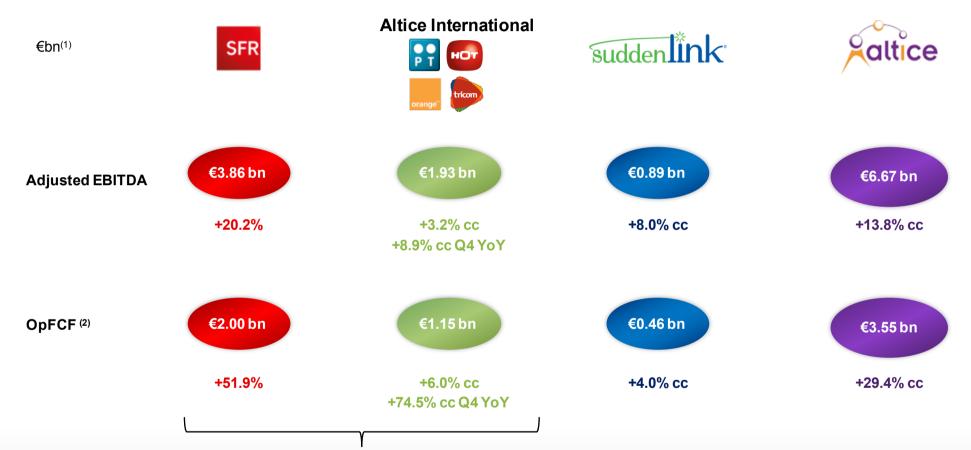


#### 2015 KEY TAKEAWAYS

- 1 Strong financial performance: double digit Adjusted EBITDA and Operating FCF growth
- Positive operational momentum: best quarterly Group KPIs since IPO
- 3 Improving underlying revenue trends: France, Portugal, US
- 4 Continued efficiency progress: best-in-class margins with more upside
- 5 Accelerated re-investments: infrastructure and content
- 6 Successful Altice Group transformation: Portugal Telecom, Suddenlink, NextRadioTV, CVC (announced)
- 7 Robust, diversified and long-term capital structure

#### STRONG FINANCIAL PERFORMANCE

#### DOUBLE DIGIT PROFITABILITY AND CASH FLOW GROWTH



#### Guidance Achieved: Numericable-SFR + Altice International (3)

<sup>&</sup>lt;sup>3</sup> Numericable-SFR FY 2015 guidance: adjusted EBITDA ≥ €3.85 bn and EBITDA-Capex ≥ €2.0 bn; Altice International FY 2015 guidance: EBITDA ≥ €1.925 bn and capex / sales in the high teens (Altice International guidance updated at Q3 2015 results following completion of Portugal Telecom acquisition)



<sup>&</sup>lt;sup>1</sup> Pro forma, segments presented on a standalone reporting basis, Altice group figures presented on a consolidated basis, Suddenlink figures on an IFRS basis (+€8.0 m adjusted EBITDA and Capex, respectively vs. US GAAP)

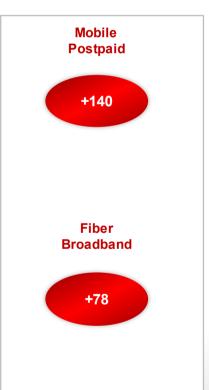
<sup>&</sup>lt;sup>2</sup>Excluding spectrum capex

#### POSITIVE OPERATIONAL MOMENTUM

#### **BEST QUARTERLY GROUP KPIs SINCE IPO**

Q4'15 B2C Net Adds ('000)

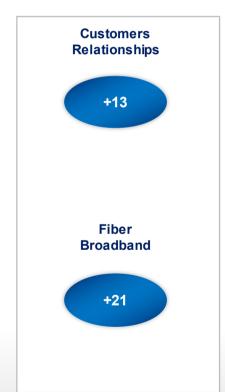




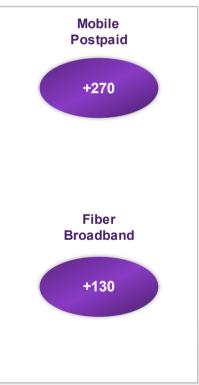










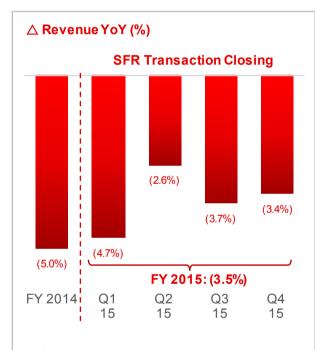


#### IMPROVING UNDERLYING REVENUE TRENDS

#### **POSITIVE OUTLOOK**





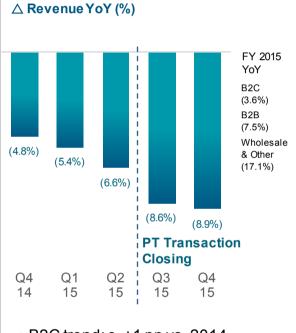


- Stabilizing customer base
- Pricing discipline

Revenue trend improving in 2016







- B2C trend: c. +1 pp vs. 2014
- B2B: peak decline in Q2 2015

Revenue trend improving in 2016



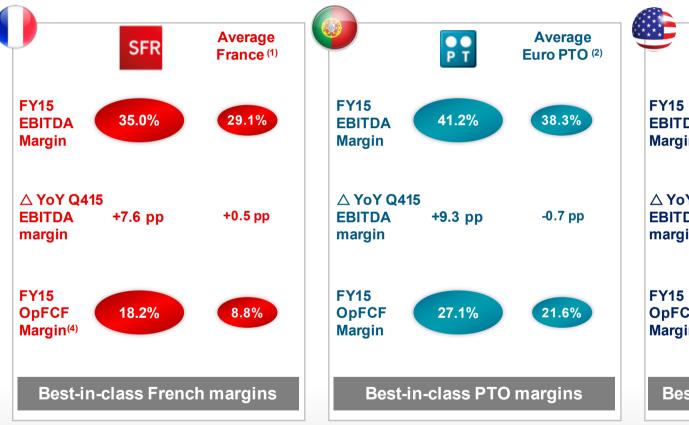


- Viacom drop end of 2014
- More cautious pricing in 2015

Returning to historical growth rate

#### **EFFICIENCY PROGRESS**

#### **BEST-IN-CLASS MARGINS WITH FURTHER UPSIDE**





¹Orange France, Bouygues Telecom and Iliad for FY EBITDA and FY OpFCF margins; Orange Group and Bouygues Telecom for △ YoY Q415 EBITDA margin



<sup>&</sup>lt;sup>2</sup> FY EBITDA and OpFCF margins: domestic data for European operators: BT, Deutsche Telekom, Elisa, KPN, Orange, Proximus, Swisscom, TDC, Telefonica, Telekom Austria, Telenor and TeliaSonera Δ YoY Q415 EBITDA margin: domestic data for European operators: BT, Deutsche Telekom, Elisa, KPN, Orange, Proximus, Swisscom, TDC, Telefonica, Telekom Austria, Telenor and TeliaSonera and group data for Orange

<sup>&</sup>lt;sup>3</sup> Comcast (Cable Communications business only), Charter, TWC, Cablevision, Mediacom

<sup>&</sup>lt;sup>4</sup> Excludes spectrum Capex of €477 m in 2015

#### ACCELERATED RE-INVESTMENTS

#### FIBER BROADBAND, MOBILE - COMPLEMENTED BY CONTENT











#### **Fiber Build-Out Acceleration**

- 22 m homes by 2022
- #1 fiber broadband coverage

#### **4G Build-Out Acceleration**

 Network quality parity with Orange by 2017

#### **Content Investments**

- NextRadioTV partnership
- Sports (e.g. English Premier League)
- Zive (S-VOD)

#### **National Fiber Build-out**

• 100% coverage: 5.3 m homes by 2020

#### **Best 4G Network**

#### **Content Investments**

Football rights (e.g. Porto)

#### **Operation GigaSpeed**

- >60% 1 Gbps availability end of 2016
- 90% 1 Gbps availability in 2017

#### **Customer Premise Equipment**

Roll-out of new home hub





## **Operational Review**

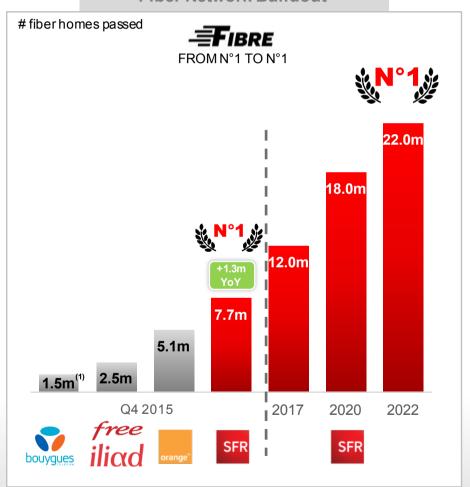


#### FRANCE: ACCELERATING FIBER NETWORK INVESTMENTS

#### **LEADING FIBER OPERATOR**



#### **Fiber Network Buildout**



#### **Fiber Strategy**

- Commitment to retain coverage leadership
  - 1.3 m homes upgraded in 2015
  - Build-out to accelerate to c. 2.0 m homes p.a.
- Total fiber homes passed to more than double
  - 22 m homes passed (2022) vs. 7.7 m (2015)
- Ubiquitous fiber network: highly strategic asset
  - Lower costs: data (ULL, leased lines), maintenance, etc.
  - Lower customer churn
  - Higher ARPU



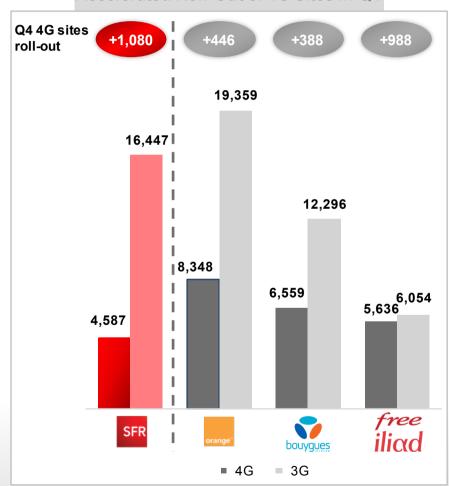
<sup>&</sup>lt;sup>1</sup> 1.5m directly owned and 1.5m through SFR wholesale ("white label") agreement

#### FRANCE: ACCELERATING MOBILE NETWORK INVESTMENTS

#### REDUCE CHURN, INCREASE HIGH-END SALES AND GROWTH



#### Accelerated Roll-Out of 4G sites in Q4

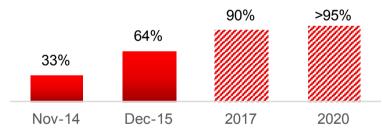


Source: ANFR

#### **Network and Investment Strategy**

- Focus in 2015 and H1 2016 to fix all 3G issues
- 4G sites deployment acceleration in Q4 2015
  - +1,080 sites (vs. 600 on average for competitors)
  - +364 sites for YTD February 2016 (#1 operator)
- 4G mobile network parity by 2017

#### 4G Coverage (Population)



- Significant network optimization work ongoing
- Leading spectrum position in the market



#### FRANCE: STRATEGIC CONTENT AND CONVERGENCE INITIATIVES

#### REDUCE CHURN, INCREASE ARPU AND GROWTH



**News** 



**Sports** 



VoD



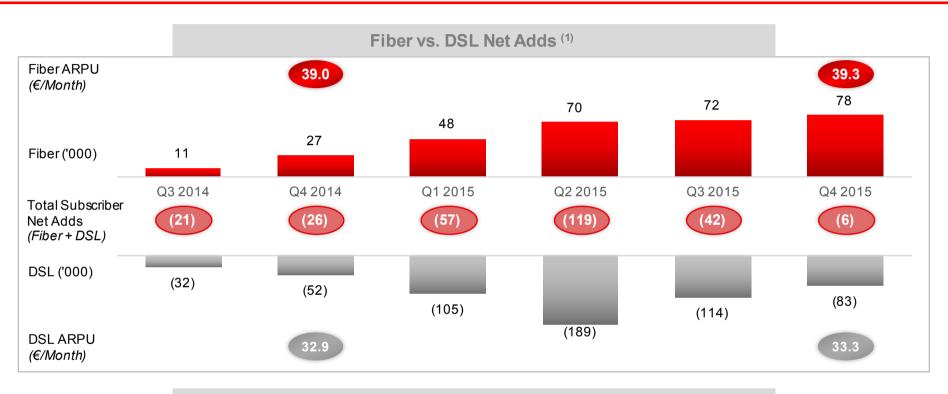
Access + Content

Strategy to offer differentiated converged communication services

#### FRANCE: B2C FIXED LINE BUSINESS

#### **CONTINUOUSLY IMPROVING KPIs**





#### Fiber and DSL Strategies

- Fiber: focus on churn reduction and upselling; 20 pp margin advantage over DSL
- DSL: focus on churn reduction and fiber migration to increase ARPU, addressing box shortage
- Continued aggressive market competition

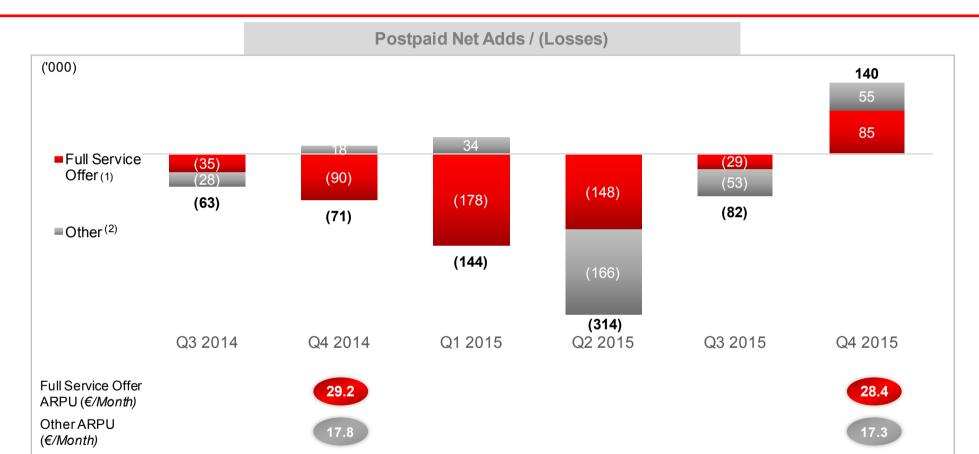


<sup>&</sup>lt;sup>1</sup> Unique subscriber net additions

#### FRANCE: B2C MOBILE BUSINESS

#### **BEST KPIs SINCE 2013**





- Total mobile base growth in Q4: postpaid +140k; continue balancing customer base vs. ARPU
- Focus on high value postpaid (Offre Complète) but reignited growth in low-end customer segment (Red relaunch)
- Churn improving but still significantly higher than market: early benefits of investments



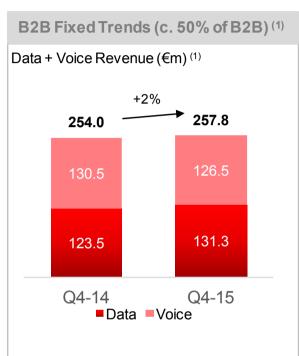
<sup>&</sup>lt;sup>1</sup> Offre Complète

<sup>&</sup>lt;sup>2</sup> Includes offre simple, distant access, and lines for testing

#### FRANCE: B2B

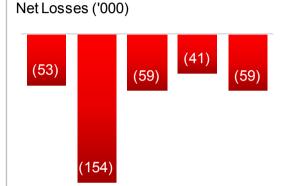
#### **IMPROVING UNDERLYING TRENDS**





- Q4 2015 first quarter with YoY growth
- Accelerating fiber delivery
- Price pressure on voice
- Unified comms services growth
- Slow fixed data connection growth

#### B2B Mobile Trends (c. 30% of B2B)



Q4-14 Q1-15 Q2-15 Q3-15 Q4-15

- Improving gross adds QoQ
- Improved churn (-10 pp H2 vs. H1)
- Very active indirect channels

#### B2B ICT Trends (c. 20% of B2B)



- Growth opportunities: housing and hosting services, security
- New product pipeline expanded market potential
- Structural evolution towards "as a service"

<sup>&</sup>lt;sup>1</sup> The figures shown in the section for France are Numericable-SFR Group standalone financials. These numbers may vary from financials published as part of the consolidated Altice NV financials for France after elimination of intercompany transactions between the Numericable-SFR Group and other companies of the Altice Group



#### FRANCE: EFFICIENCY PROGRESS

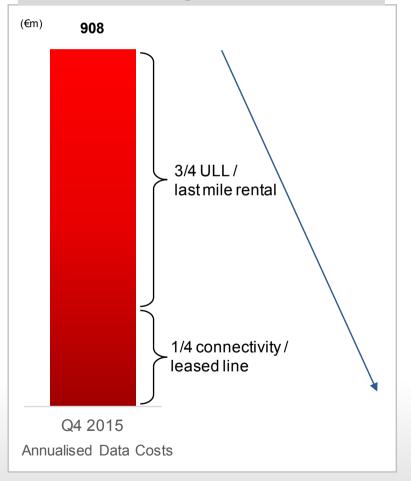
#### **WORK PLAN FOR FURTHER IMPROVEMENTS**



#### **Efficiency Realization on Track**



Defined Work Plan to Further Address Cost Structure: e.g. Cost of Goods Sold



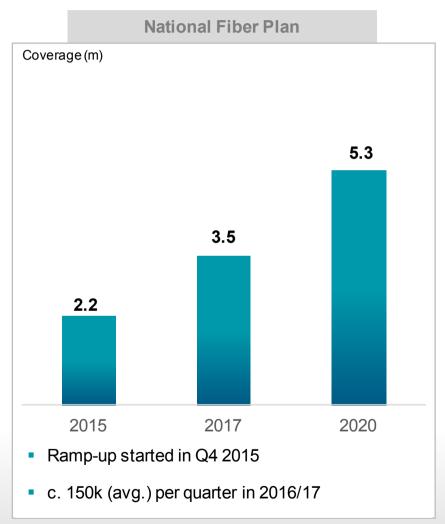


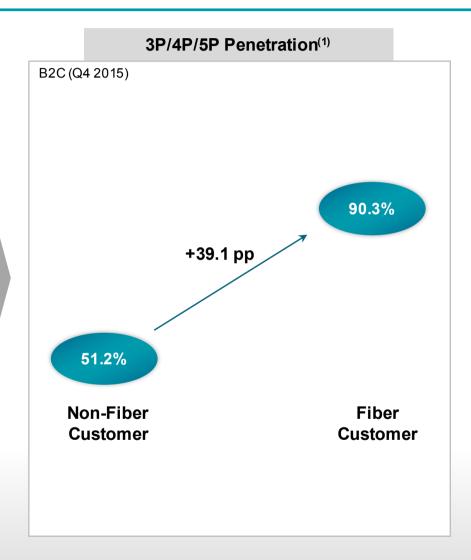
<sup>&</sup>lt;sup>1</sup> Excluding capitalized costs

#### PORTUGAL: ACCELERATING NETWORK INVESTMENTS

#### STRATEGIC NATIONAL FIBER NETWORK







<sup>&</sup>lt;sup>1</sup> Penetration defined as 3P/4P/5P customers in relation to Fiber/Non-Fiber customers

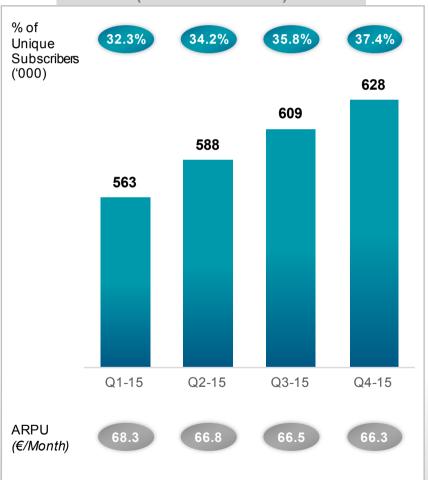


#### PORTUGAL: B2C

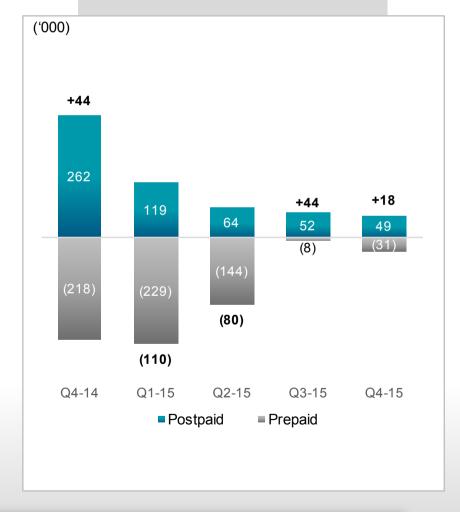
#### CONVERGENCE AND POSTPAID TO PREPAID MIGRATION



## Convergent Fixed Subscribers (4P/5P Customers)



#### **Mobile Customers Net Adds**







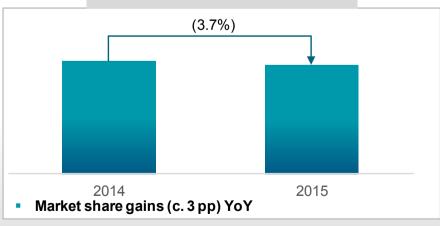
#### PORTUGAL: B2B

#### **CHALLENGING ENVIRONMENT BUT POSITIVE MOMENTUM**









- 2015 total B2B revenue down 7.5% YoY
  - No key account losses after taking ownership (H2 2015)
  - Decline peaked in Q2 2015
  - Prior corporate account losses still impacting H1 2016
- Fixed data and voice down 11.0% YoY
  - Data affected in 2015 by prior corporate account losses
  - Data, TV and convergent offers progressively offsetting voice erosion
- Mobile down 3.7% YoY with Q4 showing clear improvement (down 1.8% YoY)
- ICT & Outsourcing down 1.1% YoY due to prior key account losses
  - Q4 2015 showing improvement at +3.7% YoY



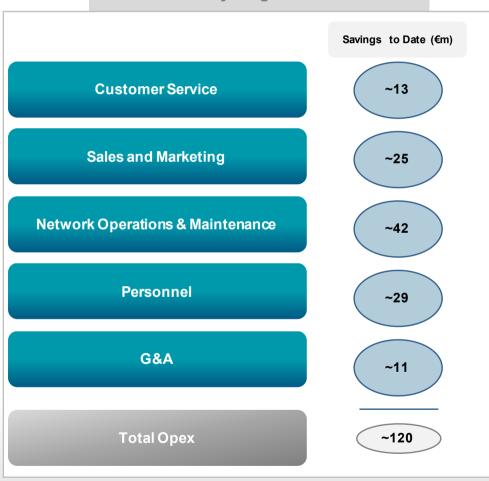


#### PORTUGAL: EFFICIENCY PROGRESS

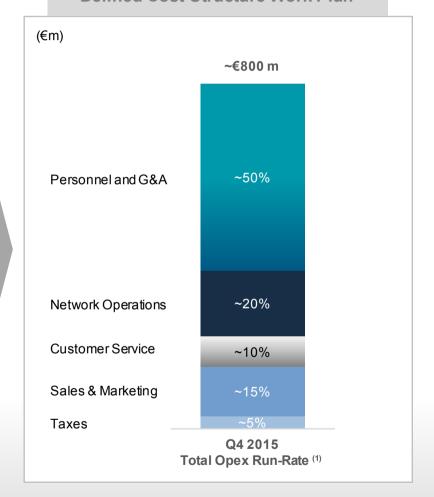
#### WORK PLAN FOR FURTHER IMPROVEMENTS



#### **Efficiency Targets Realized**



#### **Defined Cost Structure Work Plan**



<sup>&</sup>lt;sup>1</sup> Excluding capitalized costs

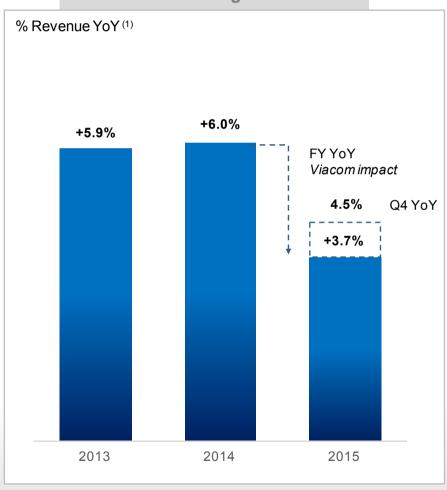


#### SUDDENLINK: US GROWTH PLATFORM

#### RETURNING TO HISTORICAL GROWTH RATES



#### **Revenue Progression**



#### <sup>1</sup> Pro forma for acquisitions and disposals. Based on US GAAP for comparison purposes

#### **Growth Platform**

- Phase-out of Viacom impact on revenue
- B2C penetration upside
- Operational improvements: churn reduction
- Footprint / network build-out
- Operation GigaSpeed: next-gen services
  - 90% of footprint with 1Gbps access by 2017
- Underpenetrated B2B business
- Efficiency targets at announcement confirmed
  - \$215 m Opex
  - \$65 m Capex

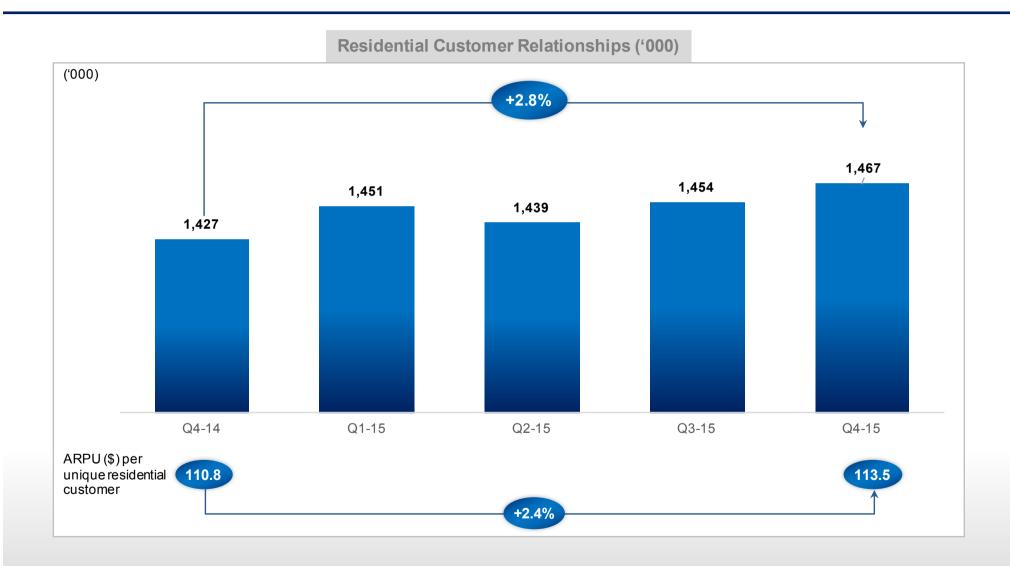




#### SUDDENLINK: FAVOURABLE CUSTOMER TRENDS

#### **GROWING BOTH CUSTOMER BASE AND ARPU**



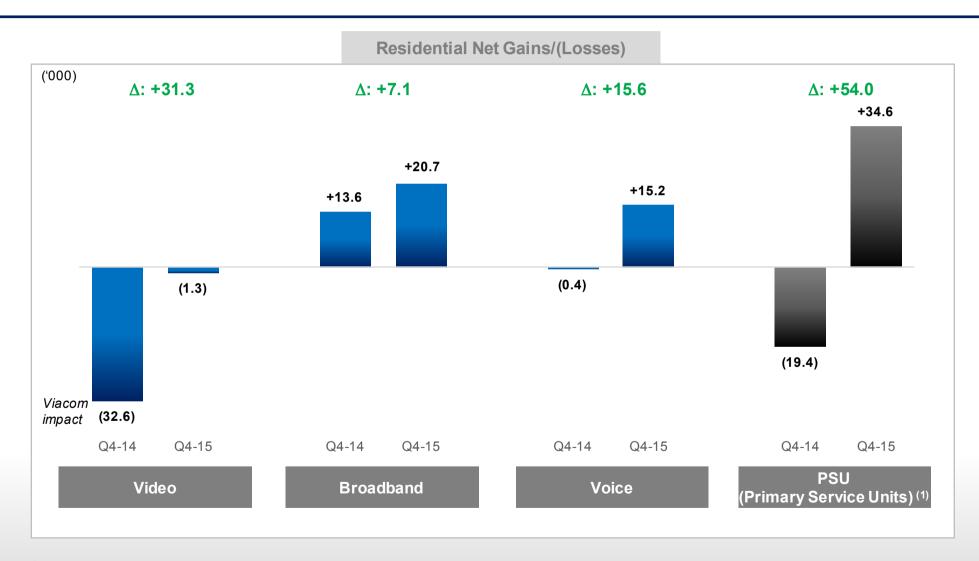




#### SUDDENLINK: FAVOURABLE PRODUCT TRENDS

#### ALL PRODUCT TRENDS IMPROVING





<sup>&</sup>lt;sup>1</sup> PSU (Primary Service Units) include basic Video, HSD (High Speed Data) internet and Telephone revenue generating units

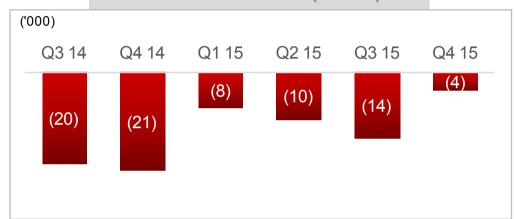


#### ISRAEL

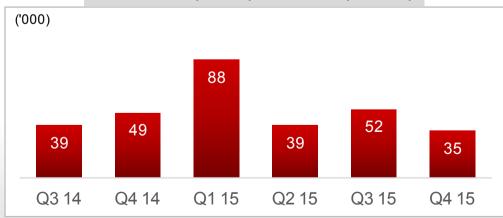
#### **BEST KPIS SINCE IPO**



#### **B2C Fixed Net Adds / (Losses)**



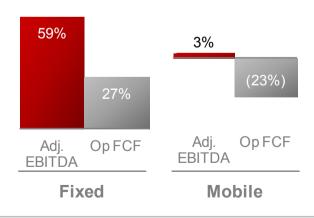
#### B2C Mobile (UMTS) Net Adds / (Losses)



#### **Key Highlights**

- Lowest customer losses since IPO (-4k)
- Reduced churn from better customer service and retention tools
  - Churn down 5 pp YoY
- Nominal cable ARPU growth
- Continued postpaid mobile growth (+35k)

#### **EBITDA and OpFCF Margins (2015)**



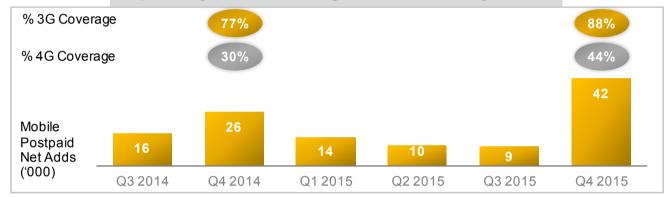


#### **DOMINICAN REPUBLIC**

#### CONTINUED STRONG GROWTH IN MOBILE AND FIXED







#### **Fiber Migration and Increasing 3P Penetration**



#### **Key Highlights**

### Further 3G and 4G network coverage expansion

- 90% 3G population coverage achieved in Q1'16
- 44% 4G coverage as of Dec-2015
- Best mobile postpaid adds since acquisition (+42k)

#### Expanding fiber network

- 2015: +182k additional fiber homes passed
- 2016 target: further +200k fiber homes passed









## Financial Review



#### PRO FORMA CONSOLIDATED FINANCIALS (1)

€m		FY-14	FY-15	YoY Reported Growth	YoY Constant Currency Growth
	France	11,436	11,038	(3.5%)	(3.5%)
	International	4,339	4,324	(0.4%)	(4.2%)
	US (Suddenlink)	1,756	2,181	24.2%	3.7%
Revenue	Corporate	3	20	-	-
	Intersegment Adjustments	(20)	(68)	-	-
	Total Group Consolidated	17,515	17,495	(0.1%)	(3.2%)
	France	3,212	3,860	20.2%	20.2%
	Margin (%)	28.1%	35.0%		
	International	1,794	1,933	7.7%	3.2%
	Margin (%)	41.4%	44.7%		
Adjusted EBITDA	US (Suddenlink)	688	889	29.3%	8.0%
	Margin (%)	39.2%	40.7%		
	Corporate Costs <sup>(2)</sup>	(23)	(11)	-	-
	Total Group Consolidated	5,671	6,671	17.6%	13.8%
	Margin (%)	32.4%	38.1%		
	France	1,319	2,004	51.9%	51.9%
	International	999	1,101	10.1%	6.0%
OpFCF	US (Suddenlink)	367	457	24.5%	4.0%
	Corporate Costs <sup>(2)</sup>	(23)	(11)	-	
	Total Group Consolidated	2,662	3,550	33.3%	29.4%



<sup>&</sup>lt;sup>1</sup> The figures shown are pro forma excluding Cabovisao, ONI and FOT disposals <sup>2</sup> Corporate costs on a consolidated basis were €28.8 m in FY15 and €25.9 m in FY14

#### OVERVIEW OF ALTICE GROUP DEBT

#### **DIVERSIFIED SILOS**

#### Altice Group Altice Europe **Target Leverage Available Liquidity** (Consolidated) -(Consolidated) Exc. CVC(1) • Altice Europe: c. 4.0x • Altice Group Exc. CVC(1): €2.9 bn 36.398 Gross Debt 29.094 Net Debt 28.468 35.562 • Altice US: c. 5.0-5.5x LTM EBITDA 5 5.786 6.671 PF Cash Int. 1.995 1,609 **Credit Metrics** 5.0x 5.5x Gross Leverage Altice NV (Top Co) 4.9x 5.3x Net Leverage Undrawn RCF 1.699 2 021 Altice Lux (Europe) silo Altice Luxembourg S.A. (HoldCo) Altice Corporate Financing S.A Altice US<sup>2</sup> Total Committed Facility<sup>3</sup> €1.626m Gross debt €6.231m o/w Undrawn Facility3 €538m Net debt €6.225m Undrawn RCF €200m BC Partners / BC Partners / Free Float **CPPIB CPPIB** 22% 70% 70% 78% 100% **Altice France** Altice International Cablevision (CVC) (NC-SFR) Altice Lux (Europe) silo Gross Debt €6,215m Gross Debt4 €13,296m Gross Debt €14,755m Gross Debt €8,108m Altice France (NC-SFR) Net Debt €14.401m Net Debt €7,842m Net Debt €6.136m Net Debt4 €13,204m LTM EBITDA €1,933m LTM EBITDA €889m LTM EBITDA €3.860m Altice International silo Gross Leverage 4.2x Gross Leverage 7.0x Gross Leverage 3.8x Suddenlink silo Net Leverage Net leverage 3.7x Net leverage 4.1x 6.9x Undrawn RCF €321m Undrawn RCF €1.837m Undrawn RCF €675m Undrawn RCF €824m Cablevision silo Cablevision silo NC-SFR silo Al silo Suddenlink silo Note: LTM financial information as of Q4-15 for Altice Group and excluding pension liabilities for Portugal Telecom Pending closing

<sup>2</sup> Altice US debt figures shown do not include a \$500 m vendor note from existing sponsors (BC Partners and CPPIB) used to finance the acquisition of Suddenlink with interest on the note payable in kind

<sup>3</sup> Including c. €122 m of cash overfunding for interest. Undrawn facility will be used for CVC acquisition

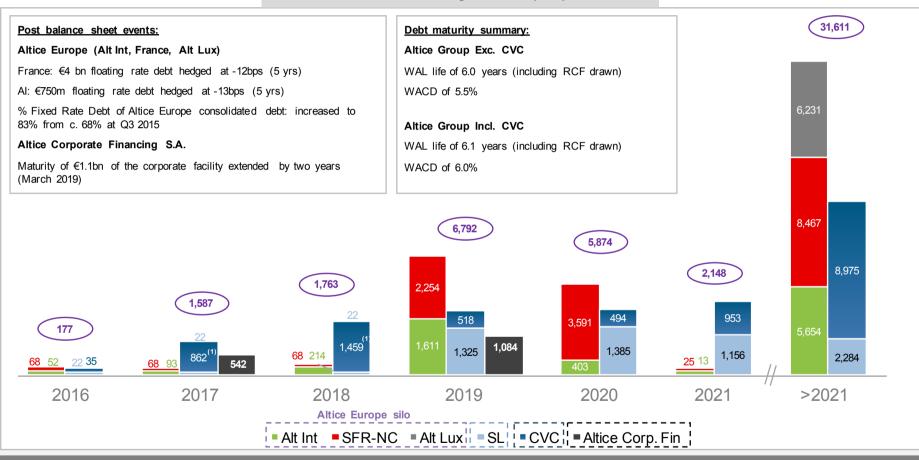
<sup>&</sup>lt;sup>1</sup>Includes €1,088 m draw on corporate facility and €130 m of cash at ANV/ACF. Excludes \$1,829 m (€1,680 m) cash raised for Cablevision

<sup>&</sup>lt;sup>4</sup> CVC gross debt of €13.3 bn is split between existing debt of c.€5.4 bn and additional acquisition debt of c.€7.9 bn. As of Dec-15 CVC had c.\$1.0 bn of cash, which on an adjusted basis will change to c.\$100 m (€92 m) as a portion of existing cash will be used for the acquisition price. The €7.9 bn acquisition debt and escrowed cash of c. € 7.7 bn (net of fees and some other adjustments) were recorded in the Altice financial statements <sup>5</sup> Altice Europe (Consolidated) LTM EBITDA includes €7 m comporate costs / consolidation adjustments to standalone EBITDA figures. Altice Group (Consolidated) ex. CVC includes additional €4m comporate costs / consolidation adjustments

#### OVERVIEW OF ALTICE GROUP MATURITY PROFILE

#### **INCREASED INTEREST RATE HEDGING AND MATURITY DURING Q1 2016**

#### **Altice Maturity Profile (€m)**



#### Long-term capital structure with limited near-term maturities

Note: Maturity profile excluding leases/other debt (€280 m) and includes c. €610m of RCFs drawn at Altice Europe shown at their maturity date and pro forma for full drawing of Altice Corporate Facility <sup>1</sup> CVC revolver can be drawn to term out these amortisations



#### **GUIDANCE 2016 (1)**

#### **ALTICE GROUP INCLUDING SUDDENLINK**

Revenue

Improving trend

**Adjusted EBITDA** 

• Mid-single digit growth

**Operating FCF** 

• Flat to slightly down reflecting accelerated investments

<sup>&</sup>lt;sup>1</sup> Current Group perimeter at constant currency (assumes 1.1 USD/EUR)



# Q&A





# Appendix



#### PRO FORMA CONSOLIDATED REVENUE (1)

€m	FY-14	FY-15	YoY Reported Growth	YoY Constant Currency Growth
France	11,436	11,038	(3.5%)	(3.5%)
Portugal	2,533	2,347	(7.3%)	(7.3%)
US (Suddenlink)	1,756	2,181	24.2%	3.7%
Israel	857	923	7.7%	(2.1%)
Dominican Republic	607	695	14.4%	2.1%
French Overseas Territories	189	195	3.2%	3.2%
Others	153	163	6.9%	2.8%
Corporate	3	20	-	-
Intersegment Adjustments	(20)	(68)	-	-
Total Group Consolidated	17,515	17,495	(0.1%)	(3.2%)

<sup>&</sup>lt;sup>1</sup> The figures shown are pro forma excluding Cabovisao, ONI and FOT disposals



#### PRO FORMA CONSOLIDATED EBITDA (1)

€m	FY-14	FY-15	YoY Reported Growth	YoY Constant Currency Growth
France	3,212	3,860	20.2%	20.2%
Portugal	934	968	3.6%	3.6%
US (Suddenlink)	688	889	29.3%	8.0%
Israel	412	431	4.5%	(5.0%)
Dominican Republic	283	360	27.2%	13.5%
French Overseas Territories	82	87	5.4%	5.4%
Others	83	87	4.8%	2.0%
Corporate Costs (2)	(23)	(11)	-	-
Total Group Consolidated	5,671	6,671	17.6%	13.8%



<sup>&</sup>lt;sup>1</sup> The figures shown are pro forma excluding Cabovisao, ONI and FOT disposals <sup>2</sup> Corporate costs on a consolidated basis were €28.8 m in FY15 and €25.9 m in FY14

#### PRO FORMA CONSOLIDATED CAPEX<sup>(1)</sup>

€m	FY-14	FY-15	% Capex to Sales
France	1,894	1,857	17%
Portugal	398	331	14%
US (Suddenlink)	321	432	20%
Israel	225	285	31%
Dominican Republic	69	124	18%
French Overseas Territories	47	51	26%
Others	56	41	25%
Total Group Consolidated	3,009	3,121	18%

<sup>&</sup>lt;sup>1</sup> The figures shown are pro forma excluding Cabovisao, ONI and FOT disposals; excludes spectrum capex of €477m in France in FY 2015

