

Altice Europe N.V.

Q3 2018 Results

November 21, 2018



Disclaimer

FORWARD-LOOKING STATEMENTS

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

FINANCIAL MEASURES

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

Adjusted EBITDA is defined as operating income before depreciation and amortization, non-recurring items (capital gains, non-recurring litigation, restructuring costs) and equity based compensation expenses. This may not be comparable to similarly titled measures used by other entities. Further, this measure should not be considered as an alternative for operating income as the effects of depreciation, amortization and impairment, excluded from this measure do ultimately affect the operating results, which is also presented within the annual consolidated financial statements in accordance with IAS 1 - Presentation of Financial Statements.

Capital expenditure (Capex), while measured in accordance with IFRS principles, is not a term that is defined in IFRS nor is it presented separately in the financial statements. However, Altice's management believe it is an important indicator for the Group as the profile varies greatly between activities:

- The fixed business has fixed Capex requirements that are mainly discretionary (network, platforms, general), and variable capex requirements related to the connection of new customers and the purchase of Customer Premise Equipment (TV decoder, modem, etc).
- Mobile Capex is mainly driven by investment in new mobile sites, upgrade to new mobile technology and licenses to operate; once engaged and operational, there are limited further Capex requirements.
- Other Capex: Mainly related to costs incurred in acquiring content rights.

Operating free cash flow (OpFCF) is defined as Adjusted EBITDA less Capex. This may not be comparable to similarly titled measures used by other entities. Further, this measure should not be considered as an alternative for operating cash flow as presented in the consolidated statement of cash flows in accordance with IAS 1 - Presentation of Financial Statements. It is simply a calculation of the two above mentioned non-GAAP measures.

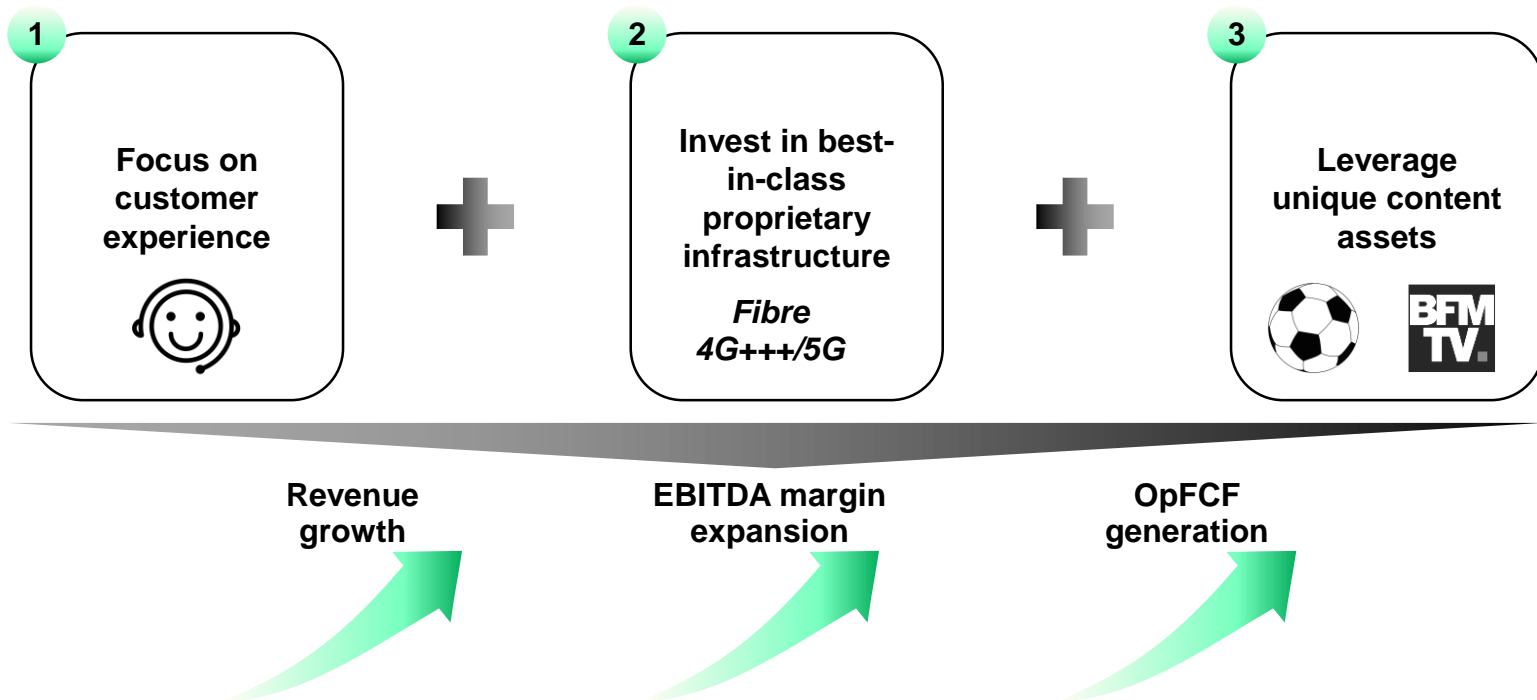
Adjusted EBITDA and similar measures are used by different companies for differing purposes and are often calculated in ways that reflect the circumstances of those companies. You should exercise caution in comparing Adjusted EBITDA as reported by us to Adjusted EBITDA of other companies. Adjusted EBITDA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

AMENDED VERSION

Amended version (November 23, 2018) including French telecom operators number of fiber homes passed as publicly disclosed (page 6).

Altice Europe Core Strategy Starting to Pay

Three pillars to deliver growth and enhanced profitability



Q3 2018 Achievements

Continued execution on Altice Europe turnaround and deleveraging

- 1 Differentiated strategy focused on investment in fibre and content continues paying off
- 2 Operational turnaround progressing: continued positive subscriber momentum in France and Portugal
- 3 Continued rapid expansion of premium proprietary infrastructure
- 4 Leveraging unique content assets through bundled offers (churn reduction), OTT and wholesale deal
- 5 Strengthening balance sheet through successful closing of asset disposals and refinancing of Altice France



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Positive Subscriber Momentum Continues

All subscriber bases growing YoY. ARPU trends improving

Altice France Q3-18 B2C trends



Fibre net adds¹

+64k



+45% YoY

Fixed B2C ARPU

-1% QoQ



vs -4% QoQ in Q2²

Fixed B2C revenues

-1% QoQ



vs -6% QoQ in Q2

Postpaid mobile net adds

+378k



>20x YoY

Mobile B2C postpaid ARPU

-1% QoQ



vs -4% QoQ in Q2²

Mobile B2C revenues

+2% QoQ



vs -5% QoQ in Q2

Altice Portugal Q3-18 B2C trends



Fibre net adds

+44k



+27% YoY

Fixed B2C ARPU

0% QoQ



vs -1% QoQ in Q2

Fixed B2C revenues

+1% QoQ



vs -1% QoQ in Q2

Postpaid mobile net adds

+37k



>2x YoY

Mobile B2C postpaid ARPU

0% QoQ



vs +4% QoQ in Q2

Mobile B2C revenues

+2% QoQ



vs +4% QoQ in Q2

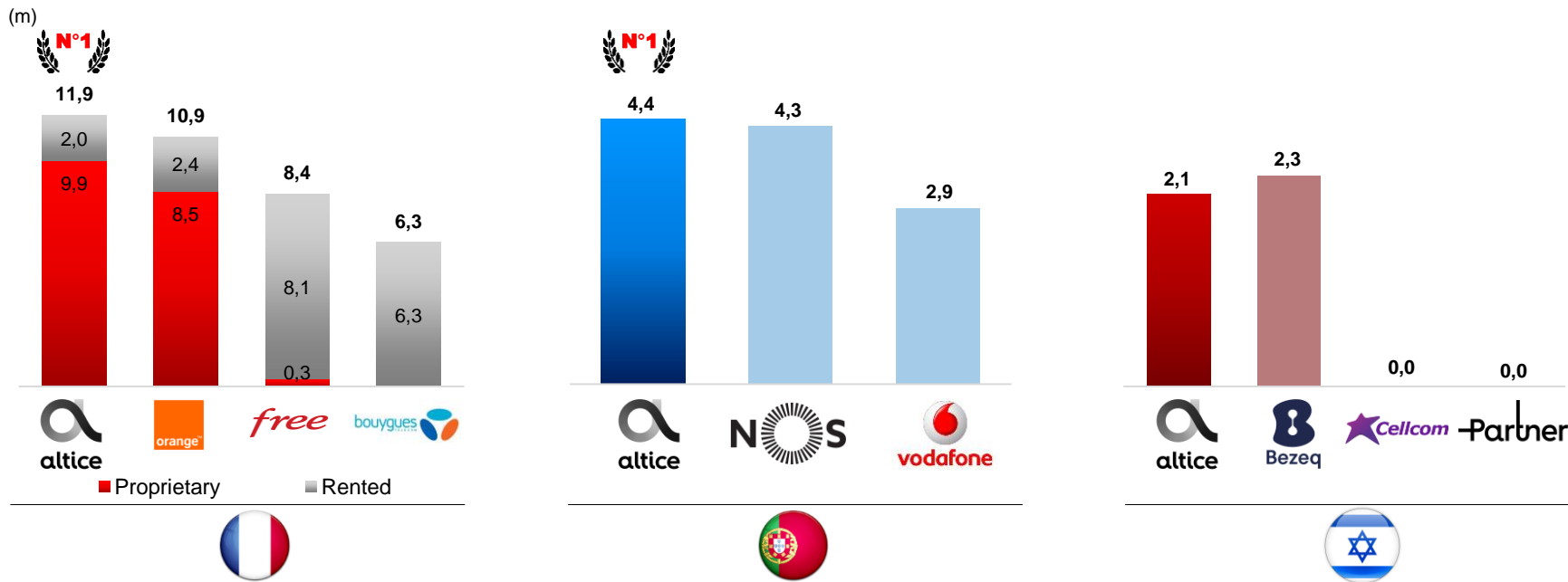
1. FTTH/FTTB customers

2. Excluding benefit of lower VAT for some press/TV bundles implemented in 2016; loss of benefit from March 2018 following VAT law change

altice Owner of The Leading Fixed Infrastructure in All Geographies

Very high-high-speed footprint across Altice Europe

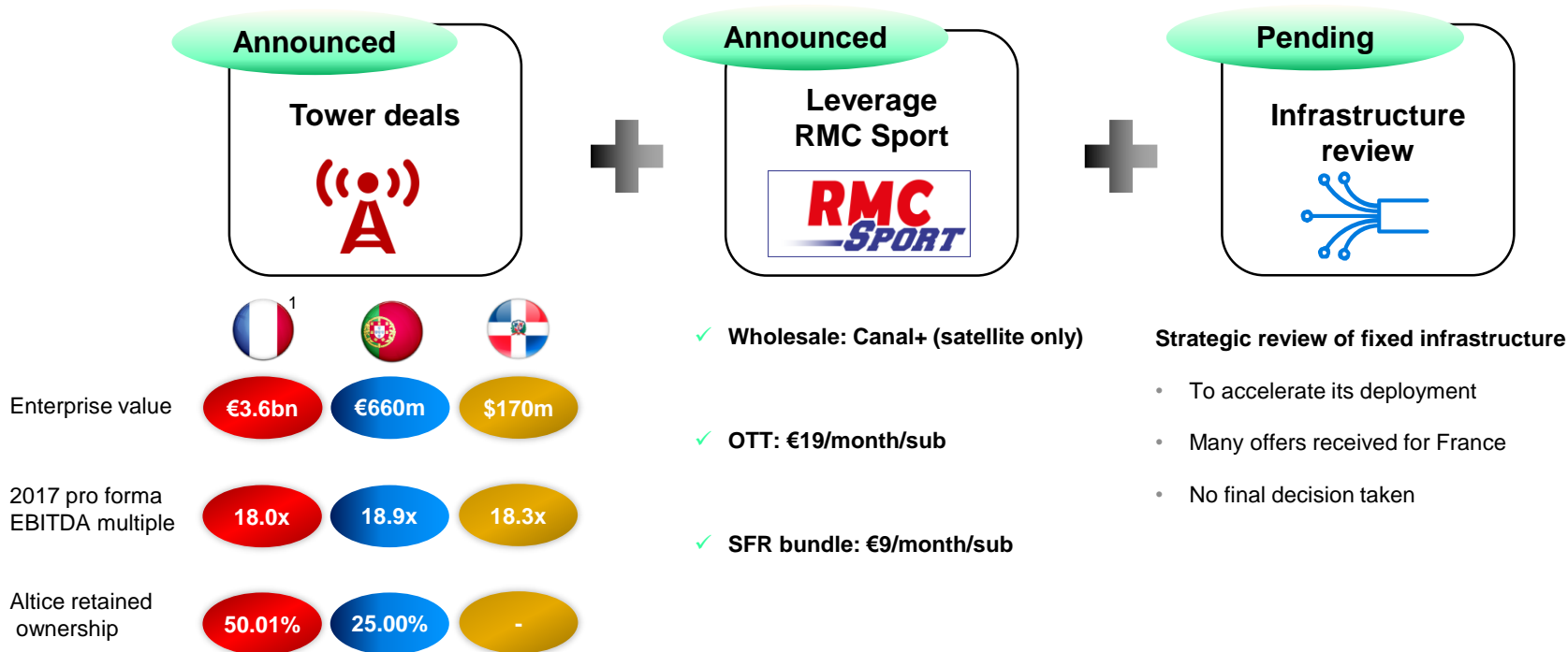
Fibre homes passed¹



1. FTTH/FTTB homes passed as of Q3-18 for Altice Europe. Best estimates for competitors. Amended version including French telecom operators number of fiber homes passed as publicly disclosed.

Strong Focus on Strengthening Balance Sheet

Disposal cash proceeds, content monetization, crystalizing underlying value of Altice



1. Closing of the transaction is expected to occur in Q4 2018

Altice Europe Business Review



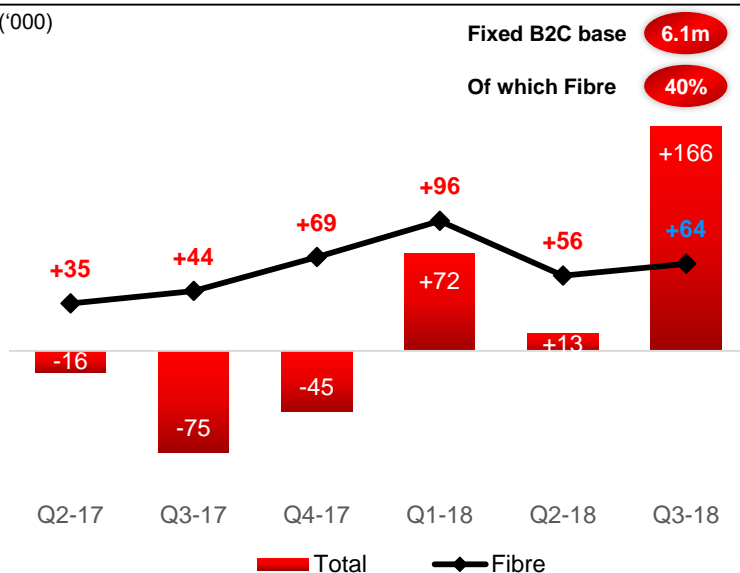
Altice France Outstanding Commercial Performance



1.1m subscribers acquired YTD vs 1.1m subscribers lost between 2015 and 2017

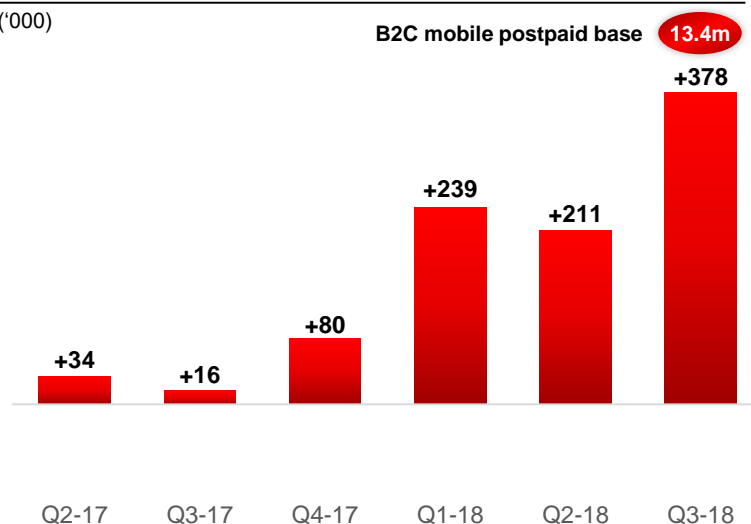
B2C fixed net adds¹

('000)



B2C mobile postpaid net adds²

('000)



Best Quarter Since 2004

1. Total includes Fibre (+64k), DSL (-19k), 4G Box (+6k) and OTT (+114k)

2. Without any M2M

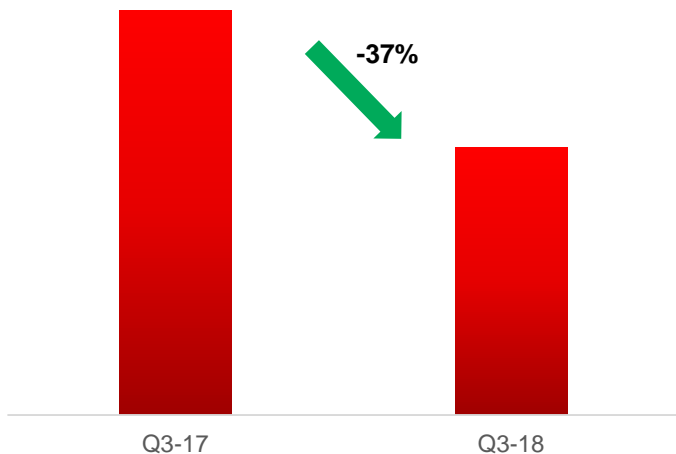


Performance Driven by Operational Improvements

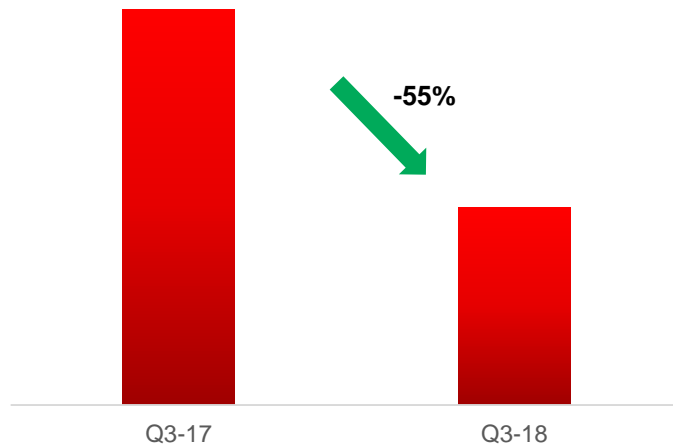
Structural changes enhancing customer experience and driving satisfaction



Fixed customer complaints (third party data¹)



Mobile customer complaints (third party data¹)



Driving customer satisfaction and reducing opex

1. Data published by Association française des utilisateurs de télécommunications (Afut)



Agility to Address both Low-End and High-End

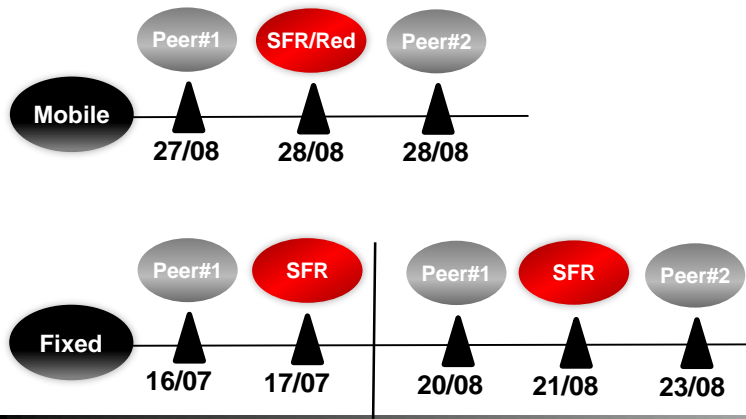
Counter-attack peers in digital/low-end, leveraging high-end competitive advantage

Digital / Low-End

- SFR agile to tactically follow peers promotions
- RED by SFR: digital no-frills, transparent offer

Non-Digital / High-End

- Market-leading distribution network
- High quality infrastructure
- Comprehensive content offering



- ✓ SFR #1 in number of shops¹
Market leader with >600 shops, ahead of the incumbent
- ✓ SFR #1 in number of 4G sites²
34k sites, ahead of the incumbent, 4G+++ paving the way to 5G
- ✓ Unique content portfolio:
Exclusivity in sports and entertainment + local TV channels
Full sport suite offering (RMC Sport/Canal+/BeIN bundle)



1. Source: SFR
2. Source: ANFR



Review of Altice France Fibre Infrastructure

An attractive, high visibility, low-risk business model



Demand for fibre driven by customer usage



Unanimous fibre push from all French retail operators



Strong incentive for retail operators to be on FTTH infrastructure once here



Perspective of copper decommissioning in the mid-term

Very dense areas

- ✓ Largely covered by Altice France FTTB network
- ✓ Full competition of infrastructure
- ✓ No regulation of horizontal infrastructure

Medium and low dense areas

- ✓ c.5mn FTTH HPs already awarded to Altice (AMII + 12 PINs)
- ✓ Only wholesale operator in footprint, no risk of overbuild leading to the highest penetration in mid term
- ✓ New stream of low risk revenues whilst streamlining capex
- ✓ Open network approach with transparent and non-discriminatory pricing
- ✓ Subsidies available only to the concession holder (PIN)

Continued rapid expansion of premium proprietary infrastructure



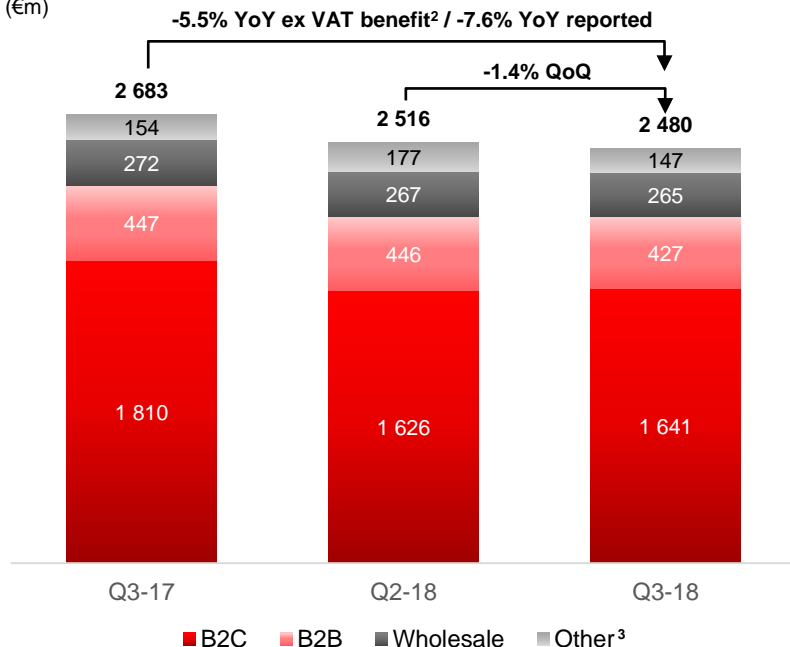
Altice France Revenue Trends

Encouraging sequential trends with total B2C growth QoQ



Altice France revenue split¹

(€m)



Components of Q3 2018 revenue trends

- **B2C:** +0.9% QoQ and -6.4% YoY ex VAT benefit
 - Strong volumes driven by good sales and better retention
 - ARPU declines YoY moderating
- **B2B:** -4.4% YoY
 - Revenue trends YoY have continued to improve
 - Hiring of new sales representatives to drive momentum
- **Wholesale:** -2.5% YoY
 - Increasing contribution from major MVNOs
- **Other:** -4.5% YoY
 - FOT revenue declines YoY
 - Media revenue stable YoY. NextRadioTV growth offset by decline of press activity

1. All financials in this presentation are shown under IFRS 15 accounting standard

2. Excluding benefit of lower VAT for some press/TV bundles implemented in 2016; loss of benefit from March 2018 following VAT law change

3. Other shown here includes Media, FOT, support services and net of eliminations

Altice Portugal Outstanding Commercial Performance



Continued subscriber growth in both fixed and mobile segments

B2C fixed net adds

('000)

Fixed B2C base 1.6m

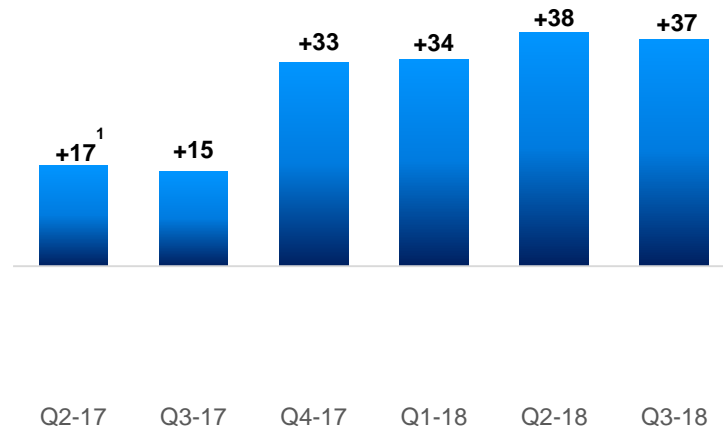
Of which Fibre 48%



B2C mobile postpaid net adds

('000)

B2C mobile postpaid base 2.9m



1. Excluding impact from 1P satellite TV upgrade offer (+44k)

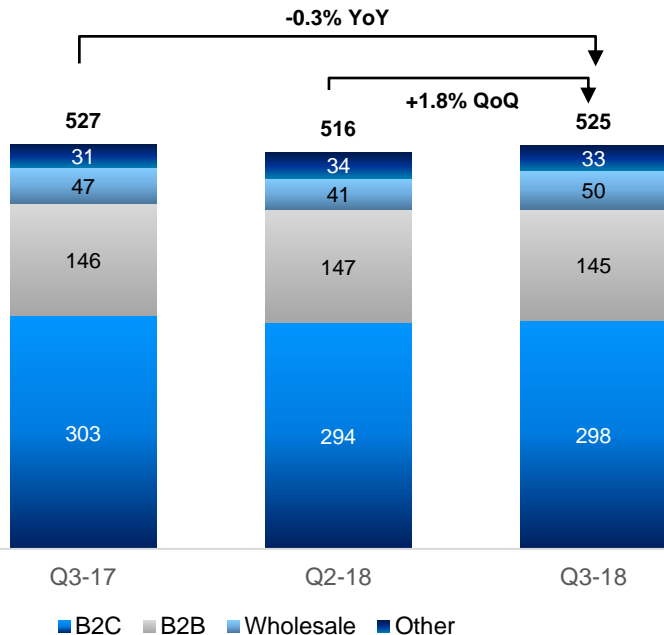
Altice Portugal Revenue Trends



Continued improvement driven by growing subscriber base, ARPU under control

Altice Portugal revenue split¹

(€m)



Components of Q3 2018 revenue trends

- **B2C:** -1.8% YoY, +1.2% QoQ
 - Fixed and mobile subscriber bases continue to grow
 - No rate increase supporting fixed ARPU YoY
 - Mobile ARPU stable QoQ
- **B2B:** -0.7% YoY
 - Revenue trends YoY continued to improve through 2018
- **Wholesale:** +5.1% YoY

1. All financials in this presentation are shown under IFRS 15 accounting standard

Financial Review



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Altice Europe N.V. Pro Forma Financials

Pro forma consolidated financials (IFRS 15)¹

<i>In million Euros</i>	Q3-17	Q3-18	YoY Reported Growth	YoY Constant Currency Growth
Revenue				
France	2,683	2,480	-7.6%	-7.6%
Portugal	527	525	-0.3%	-0.3%
Israel	252	232	-7.9%	-7.5%
Dominican Republic	157	140	-11.2%	-8.4%
Teads	66	85	28.7%	30.5%
Altice TV	8	30	-	-
Corporate and Other, Eliminations	-21	-51	-	-
Total Altice Europe Consolidated	3,670	3,440	-6.3%	-6.1%
Adjusted EBITDA				
France	1,093	962	-12.0%	-12.0%
Portugal	239	226	-5.2%	-5.2%
Israel	117	100	-14.2%	-13.8%
Dominican Republic	85	76	-10.6%	-8.1%
Teads	12	11	-8.0%	-
Altice TV	-61	-56	-	-
Corporate and Other, Eliminations	-30	-20	-	-
Total Altice Europe Consolidated	1,454	1,300	-10.6%	-10.4%
OpFCF				
France	551	430	-22.1%	-22.1%
Portugal	141	134	-5.0%	-5.0%
Israel	57	48	-15.0%	-14.3%
Dominican Republic	63	49	-21.8%	-19.4%
Teads	12	11	-	-
Altice TV	-63	-59 ²	-	-
Corporate and Other, Eliminations	-33	-20	-	-
Total Altice Europe Consolidated	728	593	-18.6%	-18.3%

1. Financials shown above are pro forma defined as results of Altice Europe new perimeter as if the spinoff of Altice USA had occurred on 1/1/17 and excluding the press titles within the AMG France business ("France - Media" segment) as if the disposals occurred on 1/1/17. Altice USA considered as third-party and not included in group eliminations from 1/1/18. Segments are shown on a pro forma standalone reporting basis, Group figures are shown on a pro forma consolidated basis. Financials include the contribution from Teads from Q3 2017 onwards. In addition, financials for Altice Europe exclude the international wholesale voice business (following closing announced on September 13, 2018) and green.ch AG and Green Datacenter AG in Switzerland (following closing announced on February 12, 2018) from 1/1/17

2. Q3-18 Altice TV accrued capex excludes €1,012.7m related to the acquisition of multi-year major sports rights in France (Champions League)

Altice Europe N.V. Pro Forma Debt Capital Structure¹

Altice Europe N.V	
Gross Debt	€32,470m
Net Debt	€29,991m
Gross Leverage	6.1x
Net Leverage	5.6x

Altice Luxembourg consolidated	
Gross Debt	€30,742m
Net Debt	€28,743m
Gross Leverage	5.5x
Net Leverage	5.1x
Undrawn RCF (Consolidated) ²	€2,156m

Altice Luxembourg S.A. (HoldCo)	
Gross Debt	€6,231m
Net Debt	€6,160m
Undrawn RCF ²	€200m

100%³

100%

Altice France (SFR + NXTV)	
Gross Debt	€16,243m
Net Debt	€15,205m
LTM Adj. EBITDA	€3,964m
Gross Leverage	4.1x
Net Leverage	3.8x
Undrawn RCF ²	€1,125m

Altice International	
Gross Debt	€8,268m
Net Debt	€7,378m
LTM Adj. EBITDA	€1,658m
Gross Leverage	5.0x
Net Leverage	4.5x
Undrawn RCF ²	€831m

Altice TV	
Gross Debt	-
Net Debt	€(303)m
LTM Adj. EBITDA	€(231)m

Altice Corporate Financing S.à r.l. (ACF)	
Gross Debt	€1,728m
Net Debt	€1,608m

3.6%⁴

Altice USA Inc.

Altice Lux restricted group

Altice France (SFR) silo

Altice International silo

Altice TV silo

1. Pro forma for tower sales in France and Dominican Republic (cash proceeds of €1.76bn and €145m respectively); The cash proceeds of Altice France allocated as flows: (1) repayment of outstanding RCF per Q3 18 (€75m), (2) settlement of the acquisition of FOT from Altice International (€475m), (3) settlement of ATS France and ACS vendor notes to Altice International (€241m) and (4) settlement of the content break fee with Altice TV (€300m)

Cash proceeds at Altice International (from transactions with Altice France and sale of DR towers allocated towards (1) repayment of outstanding RCF per Q3 18 (€225m) and (2) leaving €642m cash on balance sheet

Group net debt includes €57m of cash at Altice Europe N.V. and other subsidiaries outside debt silos

2. Pro forma for new organization: Altice France, Altice International and Altice Luxembourg undrawn

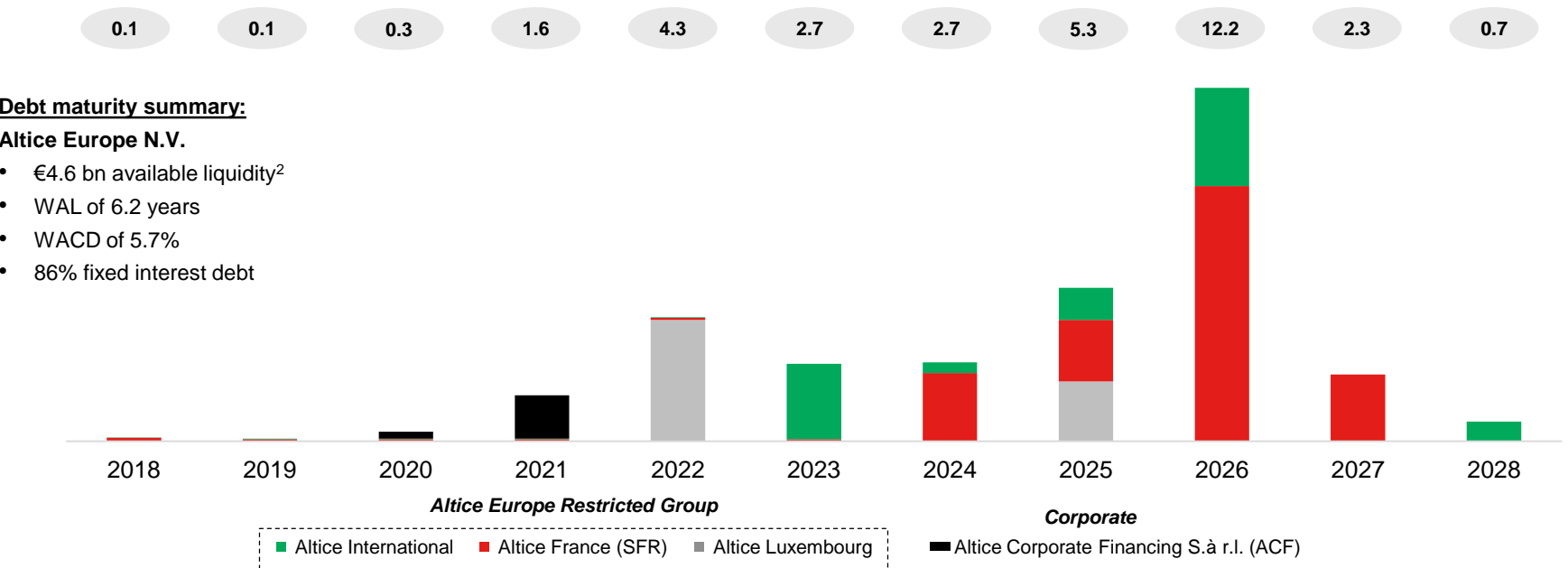
3. Owned 91% by Altice Luxembourg and 9% by Altice Europe N.V.

4. Shares owned directly (c. 0.9%) and through Neptune Holding US LP with c. 1.9% of underlying Altice USA shares attributable to Altice USA management and 2.7% attributable to Altice Europe N.V. (assuming reference share price of \$18.14 as of 28-09-2018 for Altice USA)

Altice Europe N.V. Pro Forma Debt Maturity Profile¹

Long-dated maturities

Altice maturity profile¹ (€bn)



- Maturity profile excluding leases/other debt (c.€273m)

1. Pro-forma for new organization

2. €2.15bn of revolvers available and €2.48bn of cash (pro-forma for new organization, DR tower sale proceeds (closed on October 3rd, 2018 for €145m, and France tower sale proceeds for €1.76bn). Cash includes €118m of restricted cash for debt financing obligations at Altice Corporate Financing

Q&A

Appendix

Altice Europe 2018 Guidance (IFRS 15)

Altice France 2018 OpFCF

- c.€1.5 to 1.6bn

Altice Europe (ex Altice TV) 2018 OpFCF

- c.€2.3 to 2.5bn

Altice Europe reiterates plans to grow revenue, and expand Adjusted EBITDA and cash flow margins, over the medium- to long-term

Altice Europe N.V.

Reconciliation of non-GAAP performance measures to operating profit for the nine month period ended September 30, 2018¹

<i>In million Euros</i>	For the nine months ended September 30, 2018
Revenue	10,634.1
Purchasing and subcontracting costs	-3,276.2
Other operating expenses	-2,381.3
Staff costs and employee benefits	-1,126.5
Total	3,850.2
Stock option expense	27.5
Adjusted EBITDA	3,877.7
Depreciation, amortisation and impairment	-2,972.4
Stock option expense	-27.5
Other expenses and income	546.5
Operating profit/(loss)	1,424.4
Capital expenditure (accrued)	3,253.4
Capital expenditure - working capital items	-637.5
Payments to acquire tangible and intangible assets	2,615.9
Operating free cash flow (OpFCF)	624.3

1. The financial numbers disclosed in this reconciliation below are subject to review procedures of Altice Europe's external auditors. The difference in consolidated revenue and Adjusted EBITDA as reported for Altice Europe in the Non-GAAP Reconciliation to GAAP measures as of September 30, 2018 year to date and the Pro Forma Financial Information for Altice Europe as disclosed in this presentation is mainly due to pro forma adjustments to exclude the financial information related to the international wholesale voice business and i24NEWS



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Altice Europe N.V.

Pro forma net leverage reconciliation as of September 30, 2018

€m

Altice Europe N.V Reconciliation to Swap Adjusted Debt

	Actual	PF
Total Debenture and Loans from Financial Institutions	33,086	33,086
Value of Debenture and Loans from Financial Institutions in Foreign Currency converted at closing FX Rate	-34,809	-34,809
Value of Debenture and Loans from Financial Institutions in Foreign Currency converted at hedged Rate	33,759	33,759
Transaction Costs	360	360
Total Swap Adjusted Value of Debenture and Loans from Financial Institutions	32,397	32,397
Commercial Paper	110	110
Overdraft	54	54
Other debt and leases	209	209
PF New Organization	-	-300
Gross Debt Consolidated	32,770	32,470

Altice Europe N.V (Actual)	Altice Luxembourg Consolidated	Altice Corporate Financing	Altice TV	Altice Europe N.V.	Altice Europe N.V. Consolidated
Gross Debt Consolidated	31,042	1,728	-	-	32,770
Cash	-693	-120	-3	-62	-877
Net Debt Consolidated	30,349	1,608	-3	-62	31,893

Altice Europe N.V (Pro Forma)	Altice Luxembourg Consolidated	Altice Corporate Financing	Altice TV	Altice Europe N.V.	Altice Europe N.V. Consolidated
Gross Debt Consolidated	31,742	1,728	-	-	32,470
Cash	-1,999	-120	-303	-57	-2,478
Net Debt Consolidated	28,743	1,608	-303	-57	29,991



Altice Europe N.V.

altice Pro forma net leverage reconciliation as of September 30, 2018

New Organisation

€m

Altice Europe N.V (Pro Forma)	Altice Luxembourg Consolidated					Altice TV	ACF	Altice Europe N.V	Altice Europe N.V Consolidated
	Altice France	Altice International	Altice Luxembourg	Eliminations	Altice Lux Conso				
Gross Debt Consolidated	16,243	8,268	6,231	-	30,742	-	1,728	-	32,470
Cash	-1,038	-890	-71	0	-1,999	-303	-120	-57	-2,478
Net Debt Consolidated	15,205	7,378	6,160	-	28,743	-303	1,608	-57	29,991
LTM Standalone	3,959	1,705	-	-	5,664	-231	-	-74	5,360
Eliminations	-	3	-	-37	-34	-	-	34	-
Corporate Costs	-	-12	-2	-	-14	-	-	14	-
LTM EBITDA Consolidated	3,959	1,696	-2	-37	5,617	-231	-	-26	5,360
PF International voice disposal & I24 Europe	6	5	-	-	10	-	-	-	10
PF Tower sale and lease back	-	-44	-	-	-44	-	-	-	-44
LTM EBITDA Consolidated After Adjustments	3,964	1,658	-2	-37	5,584	-231	-	-26	5,326
Gross Leverage	4.1x	5.0x	-	-	5.5x	0.0x	-	-	6.1x
Net Leverage	3.8x	4.5x	-	-	5.1x	0.0x	-	-	5.6x