



# Q2 2015 Results

July 29, 2015



# DISCLAIMER

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

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

## **FORWARD-LOOKING STATEMENTS**

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

## **FINANCIAL MEASURES**

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

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 EBITDA as reported by us to EBITDA of other companies. EBITDA as presented herein differs from the definition of "Consolidated Combined EBITDA" for purposes of any the indebtedness of the Altice Group. The information presented as EBITDA is unaudited. In addition, the presentation of these measures is not intended to and does not comply with the reporting requirements of the U.S. Securities and Exchange Commission (the "SEC") and will not be subject to review by the SEC; compliance with its requirements would require us to make changes to the presentation of this information.

# SPEAKERS

ALTICE & NUMERICABLE-SFR



Dexter Goei,  
CEO Altice



Dennis Okhuijsen,  
CFO Altice



Eric Denoyer,  
CEO Numericable-SFR



Thierry Lemaitre,  
CFO Numericable-SFR



# ALTICE SA

## Q2 2015 RESULTS - HIGHLIGHTS



### Pro forma Financials<sup>1</sup>

#### YoY Revenue down 2.0% to €3,906m

- France down 2.5%
- International down 0.6%

#### Q2 over Q1 Revenue up 1.3%

- France up 1.4%
- Portugal down 0.5%

#### EBITDA up 13% to €1,549m

- France EBITDA up 18% with EBITDA margin expanding by 6.8 pts to 38.3%
- International EBITDA up 3.6% with EBITDA margin expanded by 1.7 pts to 43.4%
- Portugal Telecom EBITDA down 7.7%
- International EBITDA excluding Portugal Telecom up 16% with EBITDA margin at 49.1% up 3.4%pts

#### OpFCF<sup>2</sup> up 24% to €911m

- France OpFCF up 49%
- International OpFCF down 13%

### Recent Strategic Initiatives

**Closed acquisition of Vivendi's 20% stake in Numericable-SFR in May**

**Signed definitive agreement with existing shareholders to acquire a 70% stake in Suddenlink**

- Expected to close in Q4 2015

**Closed acquisition of Portugal Telecom in June**

**Regulatory disposals of Cabovisao & Oni under way**

**EGM to create Altice NV and adopt dual class share capital structure**

**Acquisition of stake in NextRadioTV announced**

### Liquidity & Capital

**Suddenlink transaction fully financed in May through \$6.8bn financing of new and existing debt**

- Suddenlink's debt will be ring-fenced from rest of Altice Group

**Improvement of liquidity position through refinancing of RCF at both Altice International €450m and Numericable-SFR €800m**

**Consolidated proforma net debt at €26.1bn**

- Average proforma debt maturity at 6.6 years
- Consolidated proforma net leverage including synergies<sup>3</sup> at 4.2x
- Average proforma cost of debt at 5.8%

**Consolidated proforma cash €0.7bn and undrawn RCF €2.7bn post recent RCF refinancing**

<sup>1</sup> Pro forma defined here & throughout presentation as pro forma results of the Altice S.A. group as if all acquisitions occurred on April 1<sup>st</sup> 2014. These results are not pro forma for the proposed Suddenlink transaction.

<sup>2</sup> Defined here and throughout presentation as EBITDA – Capex

<sup>3</sup> See appendix for reconciliation

# ALTICE SA

## KEY OPERATIONAL HIGHLIGHTS

### Major Operations

#### France

- Revenue trend improving with revenue down 2.5% YoY and up 1.4% QoQ
  - Growth in both Fixed and Mobile ARPUs in B2C
  - Strong Sales momentum in June in Mobile Postpaid up 40%
- Synergies delivery ahead of plan
  - accelerating DSL to Fiber migrations
- Solid growth in EBITDA up 18% with EBITDA margin up 6.8%pts to 38.3%
- Accelerating investment in 4G+ and Fiber
- Net Debt at end Q2 2015 : €12.4bn, Net leverage 3.0x post Vivendi share buyback

#### Portugal (Portugal Telecom only)

- Revenue trend improving with revenue down 7.1% YoY and only down 0.5% QoQ
- Good growth momentum in the Fixed with growing RGU's and Fixed ARPU up 4.0% YoY
- Mobile ARPU down by 4.0% YoY
- B2B business declined 8.1% due to intense competition and client losses in the financial services sector
- EBITDA declined 7.7% YoY with EBITDA margin down 0.3%pts to 38.2%

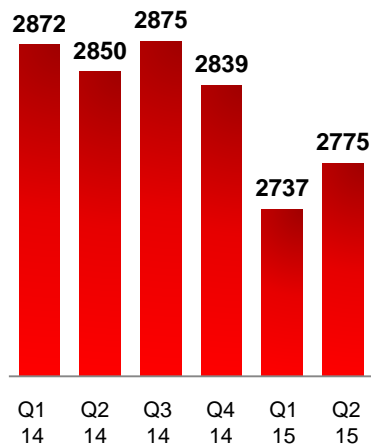
#### Israel

- Good growth in triple play and high speed broadband
- UMTS mobile service revenue up 10% with now over 1.1 million mobile subscribers but continued pressure on ARPUs
- Improvement of quality of service with churn back to H1 2014 levels
- Capex increase due to 4G and fixed network capacity upgrade
- Consolidation of two MVNO's with MNO's signals a potential opening to more market consolidation
- CEO and some key managers have been replaced

#### Dominican Republic

- Strong EBITDA growth of 39% and 8.1%pts EBITDA margin expansion to 52.7%
- 10% post paid subscriber growth in mobile
- 12% cable customer growth with continued strong growth in 3P

### Sequential Revenue Growth in local currency in 4 largest operations



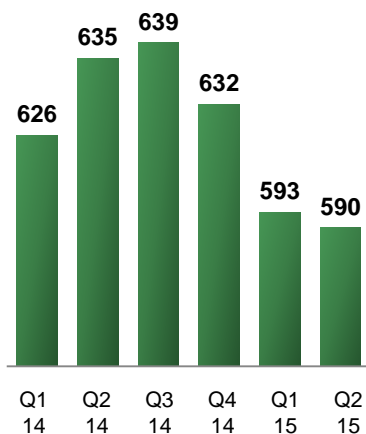
€

QoQ growth

+1,4%

YoY growth

-2,5%



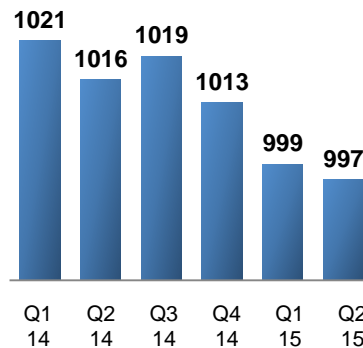
€

QoQ growth

-0,5%

YoY growth

-7,1%



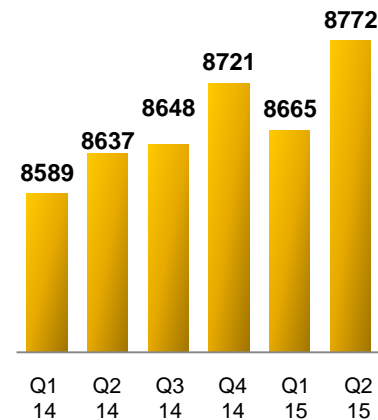
ILS

QoQ growth

-0,2%

YoY growth

-1,9%



DOP

QoQ growth

+1,2%

YoY growth

+1,6%

Chart is based on Altice SA consolidated figures in local currencies

GROUPE

numericable<sup>THD</sup>

SFR



# Operational Review



RED  
BY SFR



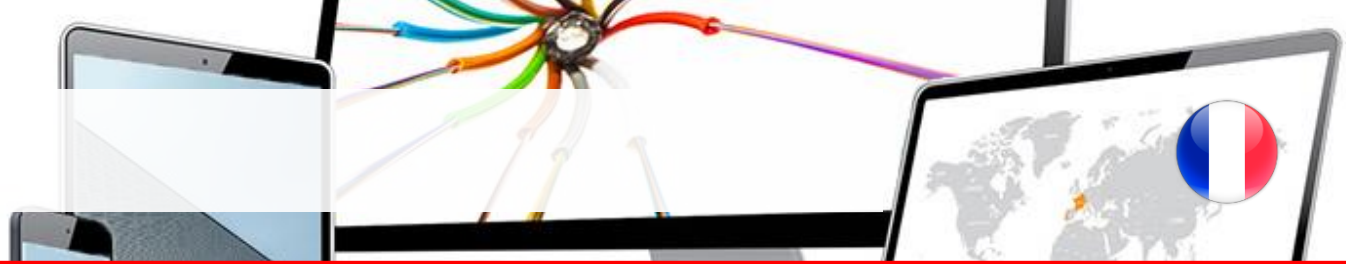
SFR BUSINESS TEAM



telindus

## FRANCE

### Q2 2015 HIGHLIGHTS



- Synergies delivery ahead of plan with accelerating DSL to Fiber migrations
- Strong Sales momentum in June in Mobile Postpaid
- Growth in both Fixed and Mobile ARPUs in B2C
- Revenue trend improving both in YoY (-2.4%) and QoQ (+1.5%)
- Strong adjusted EBITDA growth in both YoY (+19%) and QoQ (+14%)
- Accelerating investment in 4G+ and Fiber

Note : The figures shown in the section for France are the stand alone financials of Numericable-SFR and differ from the contribution of the Numericable-SFR Group to the overall financials of the Altice S.A. The differences between the standalone financials of the Numericable-SFR Group and the Altice SA overall financials for France result from the elimination of intercompany transactions between the Numericable-SFR Group and other companies of the Altice Group.

# FRANCE

## SYNERGIES IMPLEMENTATION EFFORT CONTINUES

Synergies	Comments	Key items	Q2 Results
<b>B2C</b>	<ul style="list-style-type: none"> <li>○ Simplify range of offers and brand strategy</li> <li>○ Increase usage of fiber network</li> <li>○ Optimise client relationship management</li> <li>○ Improve reach of distribution network nationally</li> </ul>	Reorganisation of B2C distribution and branding strategy under review by employee representatives	<div>✓ ✓ <input type="checkbox"/></div> <div>✓ ✓ <input type="checkbox"/></div> <div>✓ ✓ <input type="checkbox"/></div> <div>✓ <input type="checkbox"/> <input type="checkbox"/></div>
<b>B2B</b>	<ul style="list-style-type: none"> <li>○ Reorganize B2B business</li> <li>○ Mutualise B2B client operations</li> <li>○ Increase profitability at Telindus</li> </ul>	Reorganisation of go to market strategy in B2B	<div>✓ ✓ <input type="checkbox"/></div> <div>✓ ✓ <input type="checkbox"/></div> <div>✓ <input type="checkbox"/> <input type="checkbox"/></div>
<b>Network</b>	<ul style="list-style-type: none"> <li>○ Unify &amp; Interconnect our networks</li> <li>○ Sale of Completel's DSL network</li> <li>○ Optimise our IT systems</li> </ul>	Addressed network quality issues Renegotiated contracts with sub-contractors through rationalisation & prioritisation of IT projects	<div>✓ ✓ ✓</div> <div>✓ <input type="checkbox"/> <input type="checkbox"/></div> <div>✓ ✓ ✓</div>
<b>Other</b>	<ul style="list-style-type: none"> <li>○ Extract more value from media content</li> <li>○ Rationalise real estate portfolio</li> <li>○ Review handset purchasing and subsidisation strategy</li> <li>○ Implement new business model with technical suppliers</li> <li>○ Reduce our G&amp;A expenditure</li> </ul>	Tight cost control	<div>✓ <input type="checkbox"/> <input type="checkbox"/></div> <div>✓ <input type="checkbox"/> <input type="checkbox"/></div> <div>✓ ✓ <input type="checkbox"/></div> <div>✓ ✓ ✓</div> <div>✓ ✓ ✓</div>

✓ On track with 3 year synergy plan

✓ ✓ Overperformance on target

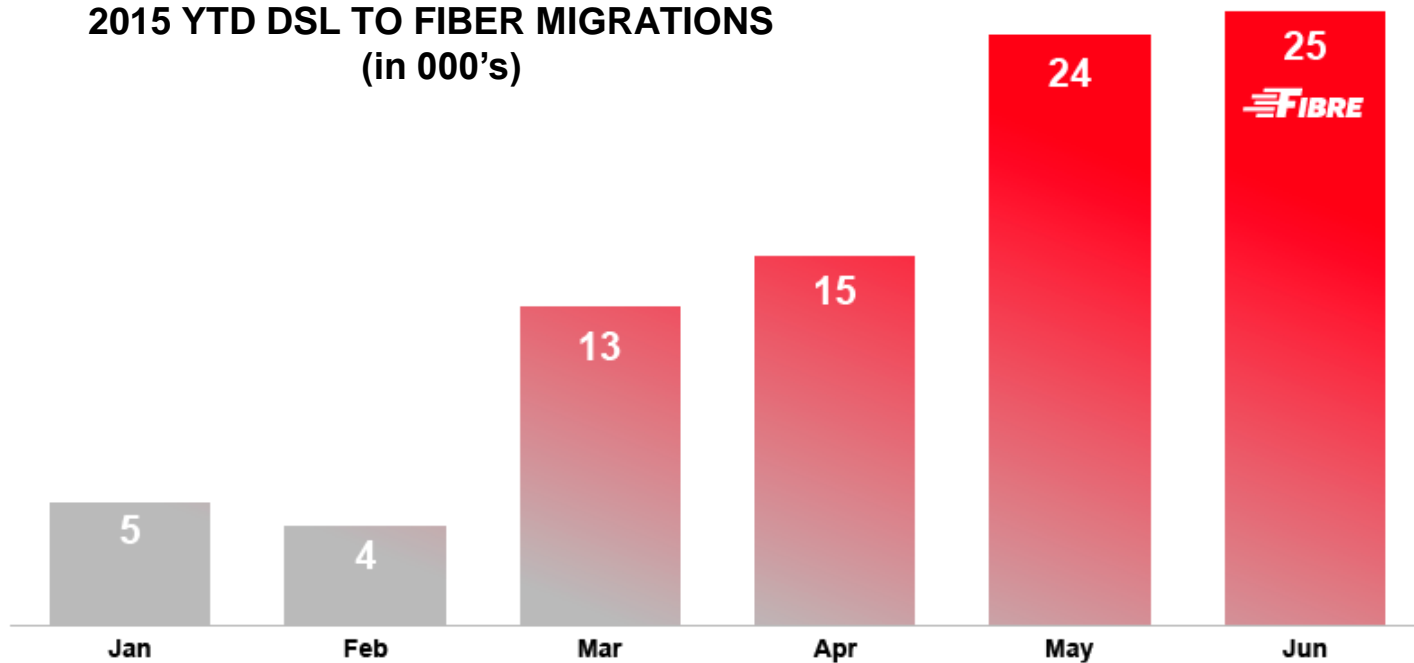
✓ ✓ ✓ 3 year synergy plan target already achieved, more upside versus initial target

### Key focus areas for H2 2015:

1. Technical supplier synergies (Fiber and 4G investments increase to improve quality of network)
2. Commercial synergies (acceleration in DSL to Fiber migrations and fiber gross sales momentum)

## FIXED : DSL TO FIBER MIGRATIONS RAMPING UP

2015 YTD DSL TO FIBER MIGRATIONS  
(in 000's)

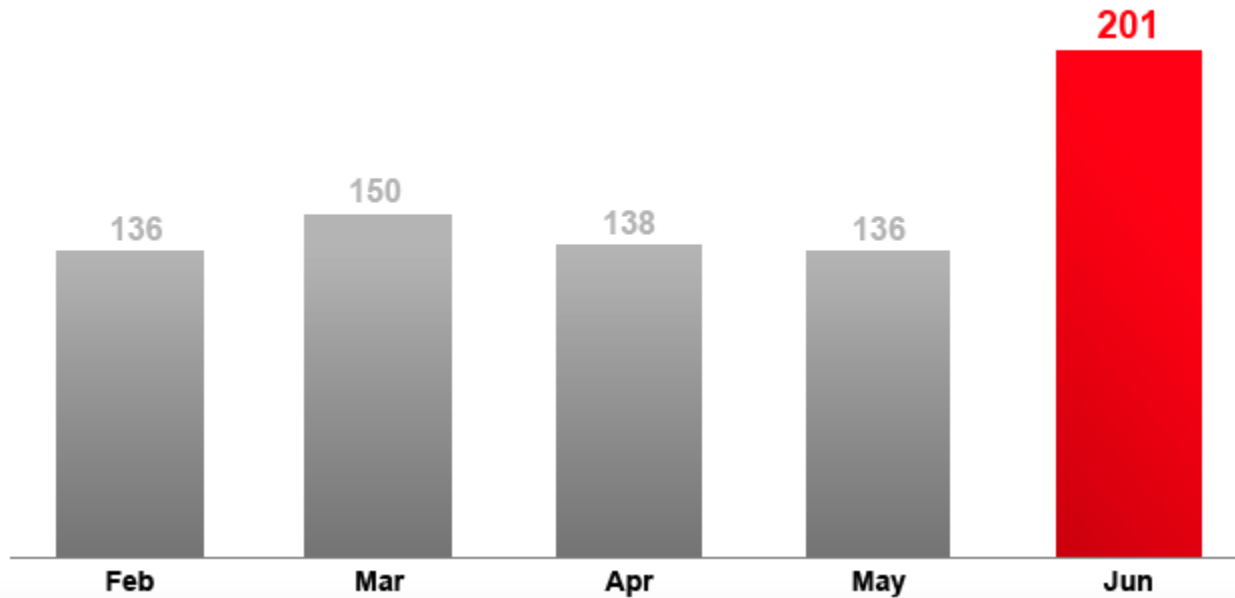


Focusing on accelerating migration from DSL to Fiber

June migrations 5x higher than in January

## POSPAID MOBILE MOMENTUM STRONG GROSS ADDS DYNAMICS IN JUNE

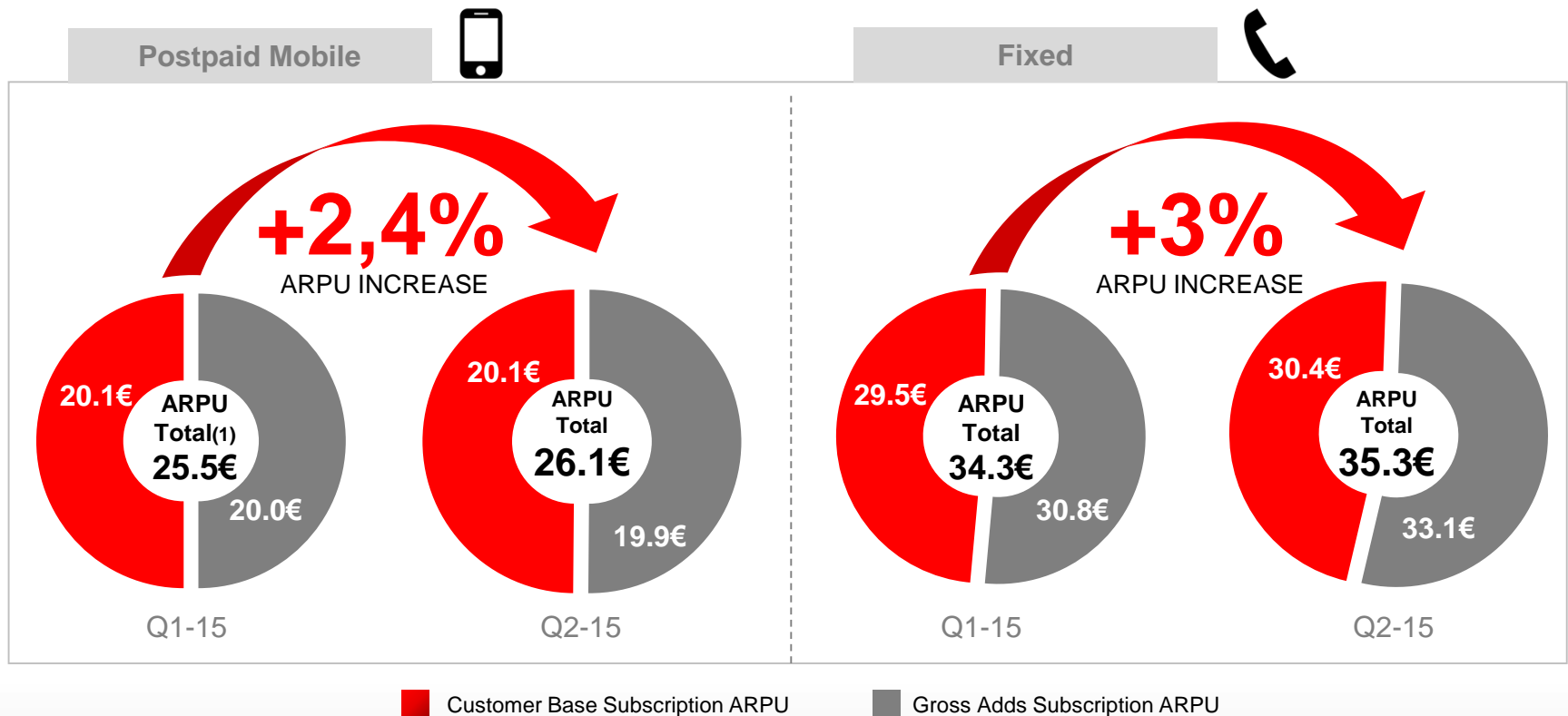
### POSTPAID MOBILE GROSS ADDS YTD (in 000's)



Mobile Postpaid Gross Adds up more than 40% in June vs average since February

# FRANCE

## POSITIVE ARPU DYNAMICS



(1) Total ARPU is composed of the subscription and consumption & services

**Mobile Gross Adds ARPU at par with Mobile Customer Base ARPU**

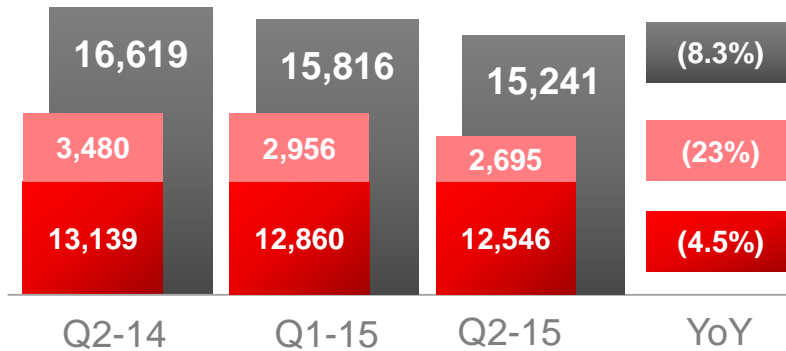
**Fixed Gross ARPU is 9% above Fixed Customer Base ARPU**

# FRANCE

## B2C MOBILE – GROWTH IN ARPU



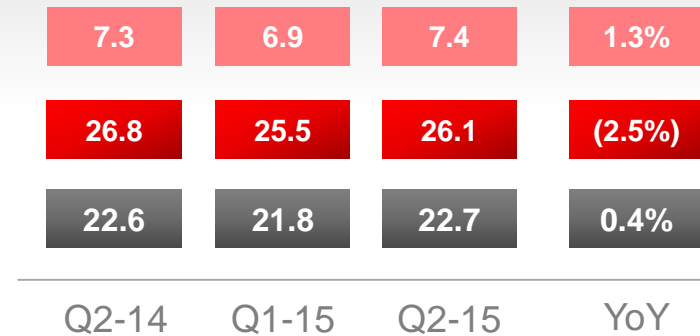
Mobile Customers in 000's



Prepaid Postpaid Total Base

Postpaid decline partly due to impact of competitor's Ventes Privées campaign (-50k) and closure of Joe Mobile Brand (-80k)

ARPU in €



Prepaid Postpaid Blended

Mobile ARPU up 4.1% versus Q1 2015

B2C Mobile Prepaid customer base declines with limited impact on cash flow generation  
Refocus on higher value customers and ARPU growth

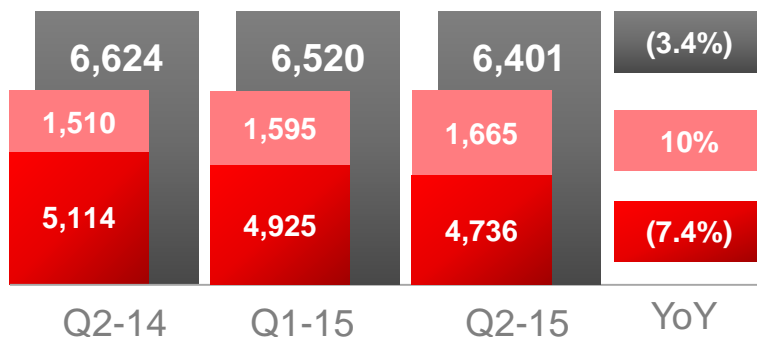
Mobile service quality is improving as 4G coverage is increasing

# FRANCE

## B2C FIXED – SOLID GROWTH IN ARPU



### Fixed Customers in 000's



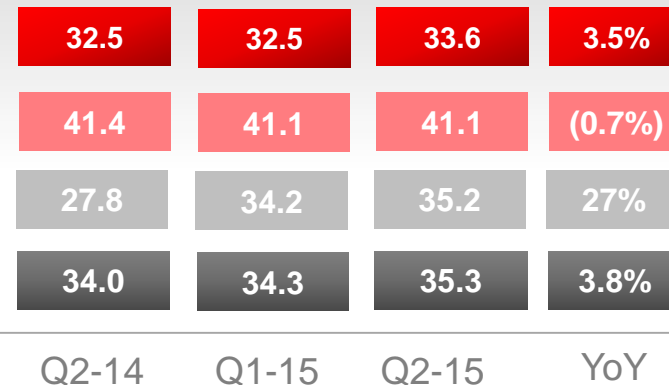
Fiber

ADSL

Total

Accelerating Q2 2015 Fiber Net Adds growth +70k

### ARPU in €



ADSL

FTTB

FTTH

Total

DSL and FTTH price increases implemented on April 1st

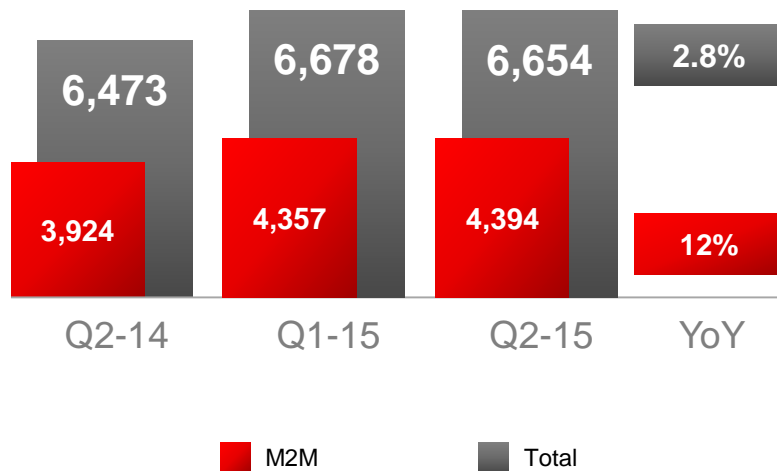
Price increases successfully implemented in Q2

Fixed ARPU trending up with gross adds ARPU more than 3€ above customer base ARPU

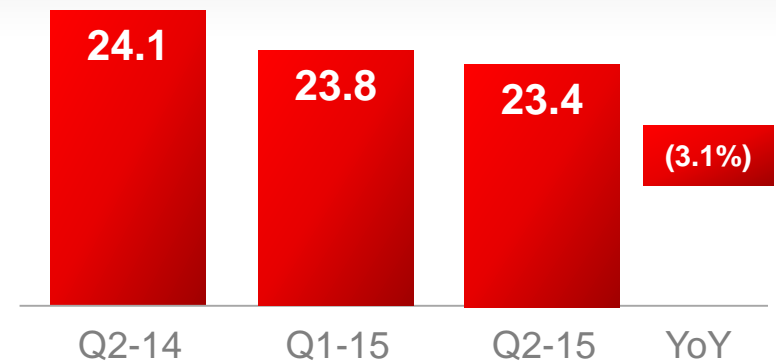
# FRANCE

## B2B MOBILE TRENDS

B2B Mobile subscribers in 000's



B2B Mobile ARPU in €



Growth in B2B Mobile thanks to strong M2M Sales

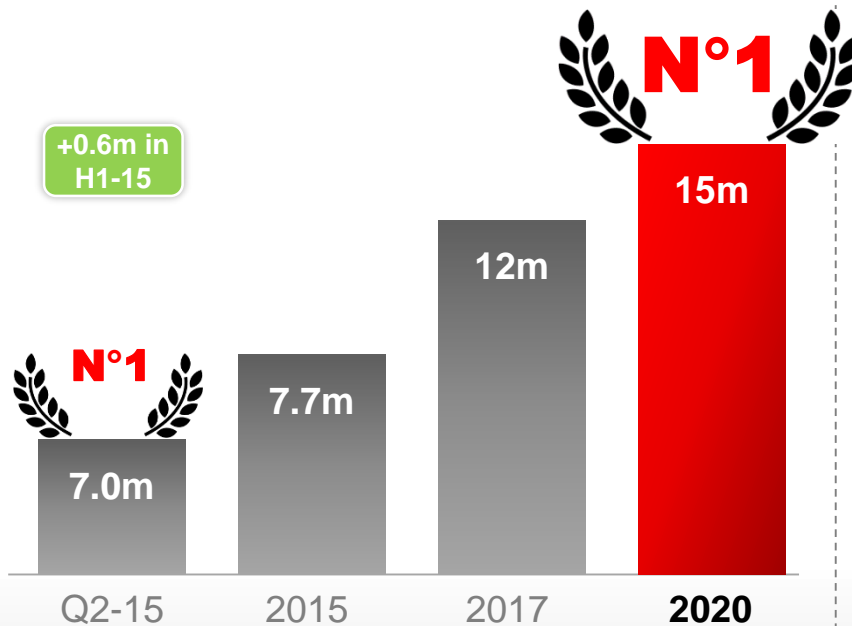
Mobile ARPU in slight decline sequentially

# FRANCE

OUR LEADING NATIONAL INFRASTRUCTURE :  
+100 MEGA TO 1 GIGA FIBER & 4G ROLL-OUT MOMENTUM

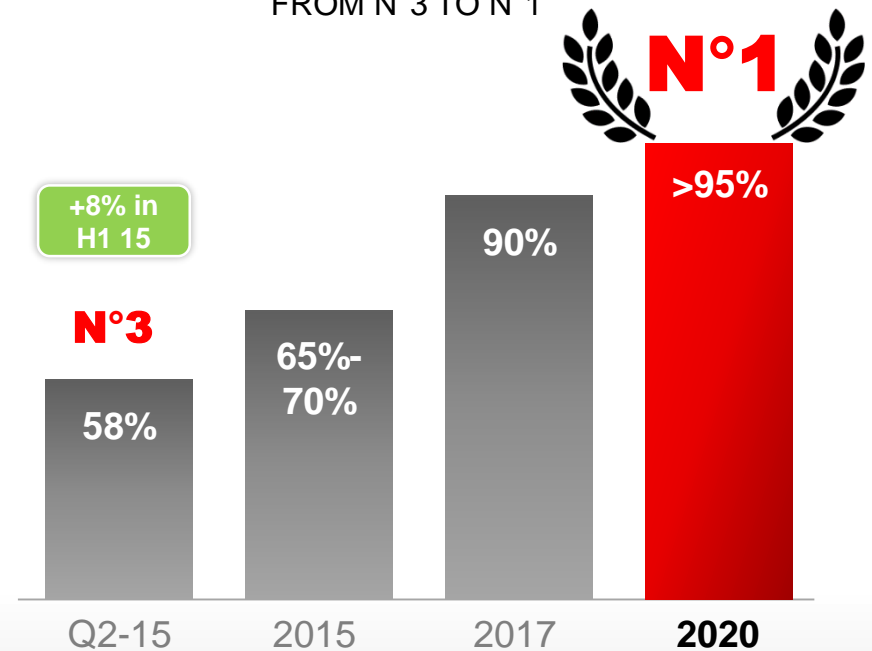
**FIBRE**

FROM N°1 TO N°1



**4G**

FROM N°3 TO N°1



Clear leader in fiber with ambitious targets  
Runway for more fiber quadruple play customers

GROUPE

numericable<sup>THD</sup>

SFR



# Financial Review



RED  
BY SFR



SFR BUSINESS TEAM

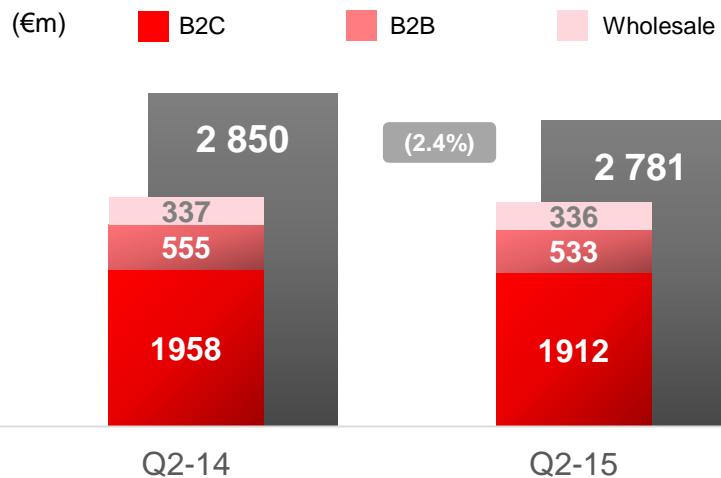


telindus

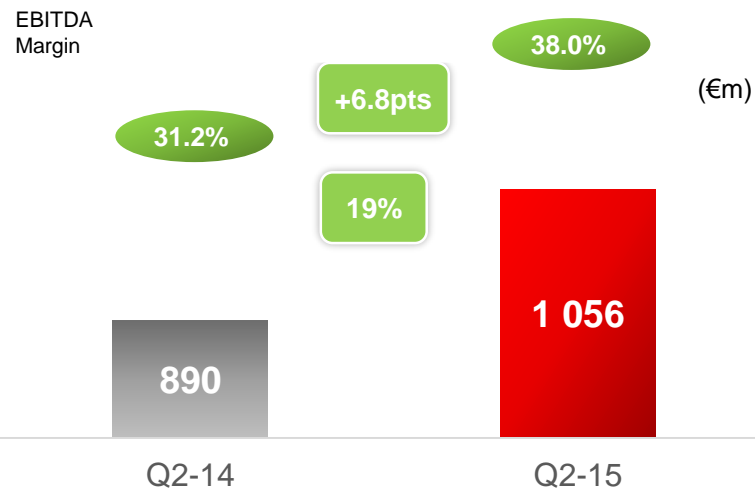
# FRANCE

## KEY FINANCIALS

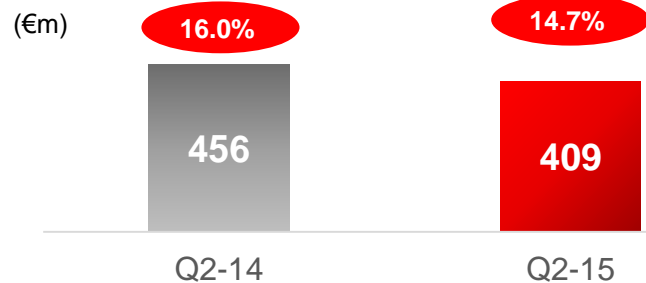
### Revenue



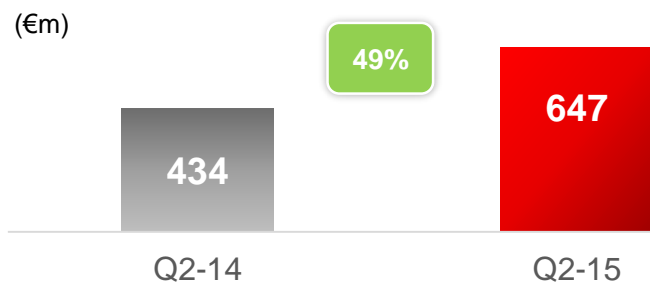
### Adjusted EBITDA <sup>1</sup>



### Capex as % of Revenue



### EBITDA - Capex



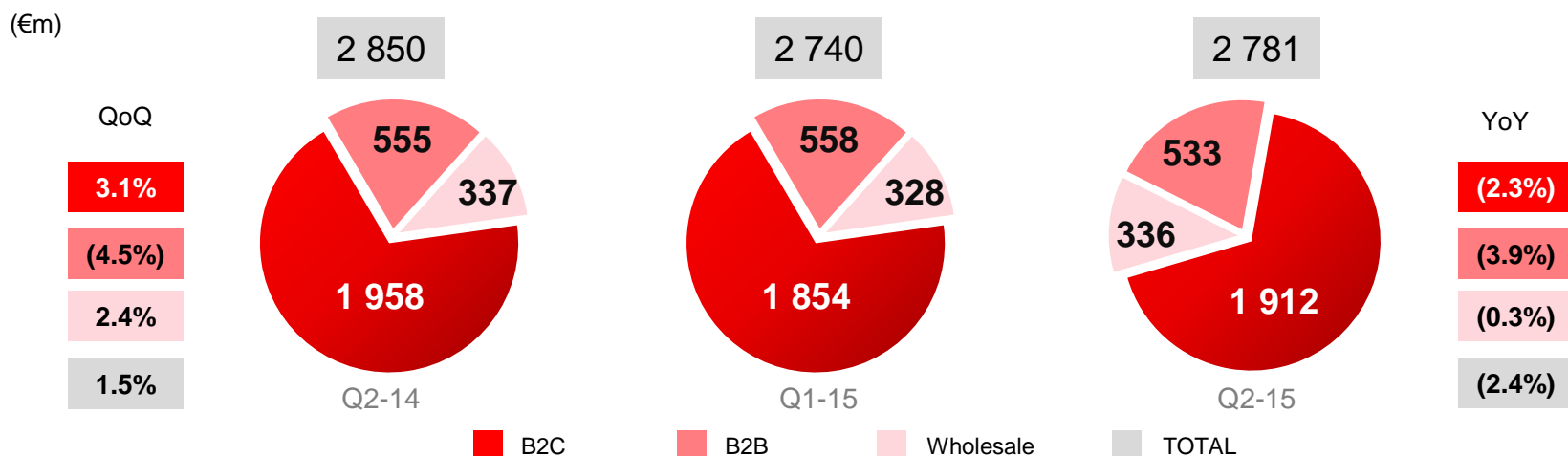
<sup>1</sup> Adjusted EBITDA excludes some non-recurring or non-cash items

# FRANCE

## REVENUE SPLIT



### Revenue by segment



#### QoQ

- B2C revenue up 3.1% QoQ due to improving ARPU trends sequentially in fixed (+2,9%) and mobile (+4,1%)
- B2B revenue down 4.5% due to declining mobile ARPU in B2B (-1.7%) relative to Q1 2015

#### YoY

- B2C Fixed revenue down 1.5% YoY due to decline in customer base
- B2C Mobile revenue down 2.9% YoY due to declining customer base, but significant improvement on Q1 2015 (-8.7%) due to the increase in mobile ARPU in Q2 15
- B2B revenue down 3.9% due to declining mobile ARPUs in B2C spreading to B2B and declining voice tariffs

# FRANCE

## CONTINUOUS DELEVERAGING DESPITE VIVENDI BUY BACK

### Debt and leverage

€ Million	Instrument Ccy Yield	Euros Yield (inc. Hedging)	Outstand. (Inst. Ccy)	Outstand. (Closing €)
<b>Cash</b>			<b>250</b>	<b>250</b>
<b>Debt</b>				
USD Notes	5,7%	4,9%	<b>7 775</b>	<b>5 623</b>
EUR Notes	5,5%	5,5%	<b>2 250</b>	<b>2 250</b>
USD Term Loans	L3M+3.75%	E3M+4.21%	<b>2 587</b>	<b>1 871</b>
EUR Term Loans	E3M+3.75%	E3M+3.75%	<b>1 891</b>	<b>1 891</b>
Revolving Credit Facility	E+3.25%	E+3.25%	<b>800</b>	<b>800 <sup>1</sup></b>
Other debt				<b>221</b>
<b>Total debt</b>				<b>12 656</b>
<b>Net debt</b>				<b>12 406</b>
<b>Undrawn Facilities</b>				
Revolving Credit Facility				<b>325 <sup>1</sup></b>
Net leverage (H1 2015 EBITDA x 2) including synergies				<b>3.0x</b>
Net leverage (PF LTM EBITDA) including synergies				<b>3.3x</b>

<sup>1</sup> The EUR 800M outstanding on RCF will be refinanced through new Term Loans B of 800M euro-equivalent. After this refinancing the full amount of the RCF (EUR 1,125M) will be available for drawings



# Altice International Operational Review

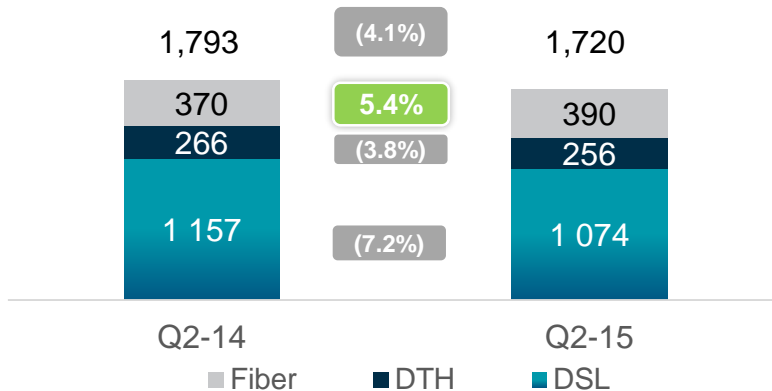


# PT PORTUGAL – B2C KPIs

## FIXED ARPU GROWTH OFFSETTING MOBILE ARPU DECLINE

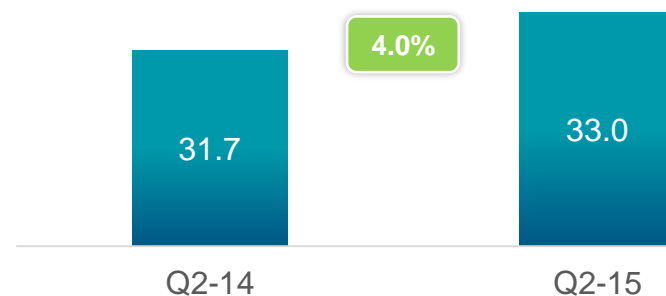
Fixed Customer Base (000's)

B2C  
Fixed



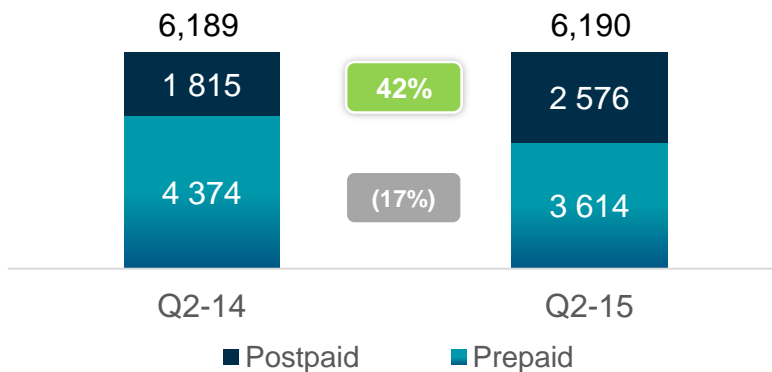
Monthly ARPU in €

(€)



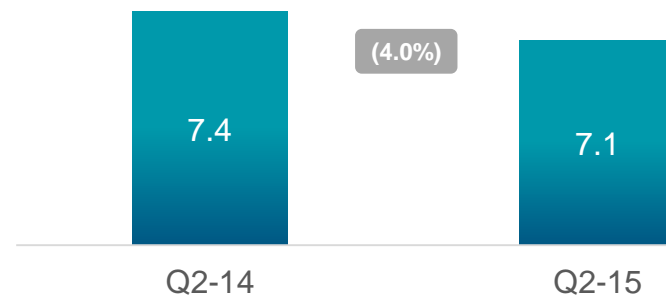
Mobile Customer Base (000's)

B2C  
Mobile



Monthly ARPU in €

(€)



# PT PORTUGAL – KPIs

## CONVERGENCE UNDERPINS CONSUMER BASE TRANSFORMATION

### Convergent 4P/5P Customers

('000s)

13.5%

23.9%

16.9%

34.2%

94%

303

588

Q2-14

Q2-15

● Convergent Mobile Subscribers  
● Convergent Fixed Subscribers

### B2C Fixed

Penetration of 3P/4P/5P (%)

48.9%

8.8 pts

57.6%

Q2-14

Q2-15

Subscription Revenue (%)

89.9%

2.3 pts

92.2%

Q2-14

Q2-15

### B2C Mobile

Postpaid RGU's (%)

29.3%

12.3 pts

41.6%

Q2-14

Q2-15

Subscription Revenue (%)

53.7%

3.5 pts

57.1%

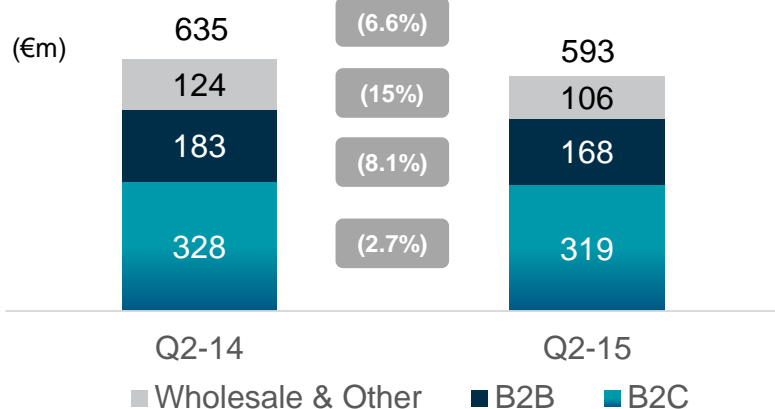
Q2-14

Q2-15

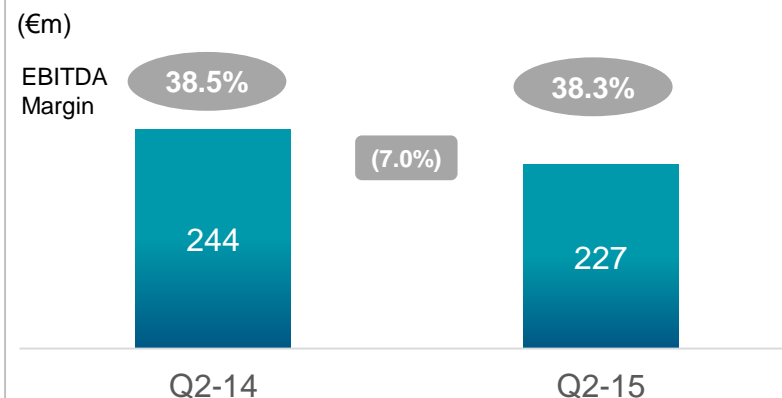
# PT PORTUGAL – FINANCIALS

## FOCUS IS OPERATING FREE CASH FLOW GROWTH

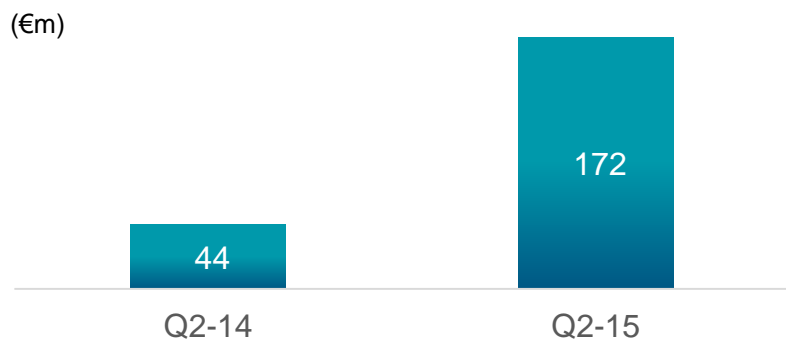
### Revenue



### EBITDA<sup>1</sup> & EBITDA margin



### Operating Cash Flow



### Improving OpCF

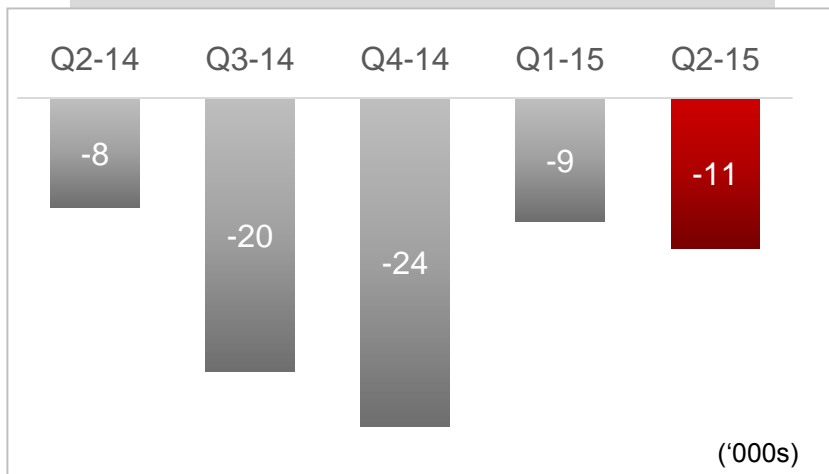
- B2C impacted by lower handset sales and B2B affected by price competition
- Ebitda declining despite Opex control
- Strong improvement in operating cash flow

<sup>1</sup> PT Portugal EBITDA was adjusted for change in accounting policy to harmonize with Altice format (mainly post-retirement benefits costs related to service cost and social charges now included in EBITDA). For Q2 2015 the EBITDA adjustment was €6m. Note that PT Portugal Financials are stated before intercompany mobile / fixed eliminations.

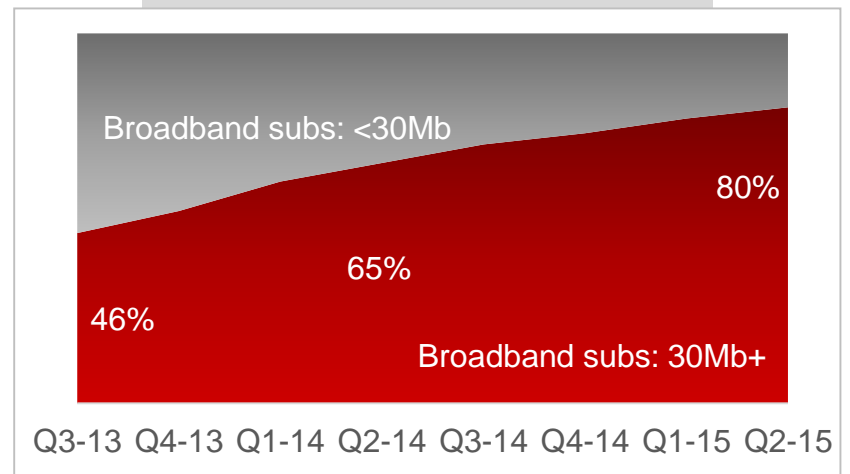
# ISRAEL – CABLE

## IMPROVING MIX AND CUSTOMER SERVICE QUALITY

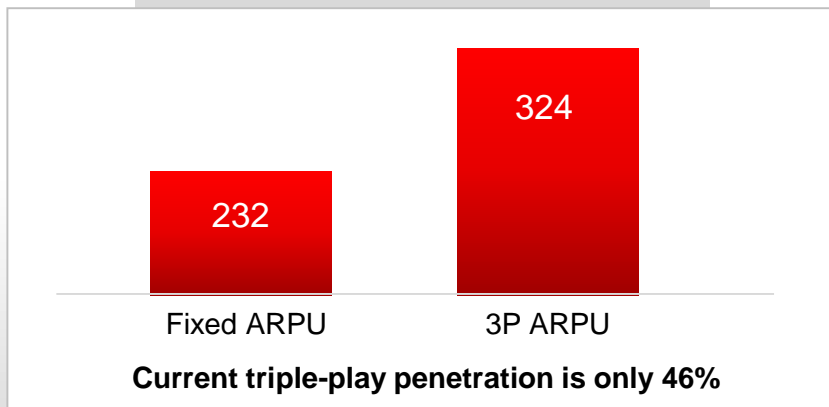
### Customer losses back to H1 2014 levels



### Improving broadband mix



### Triple-play growth potential



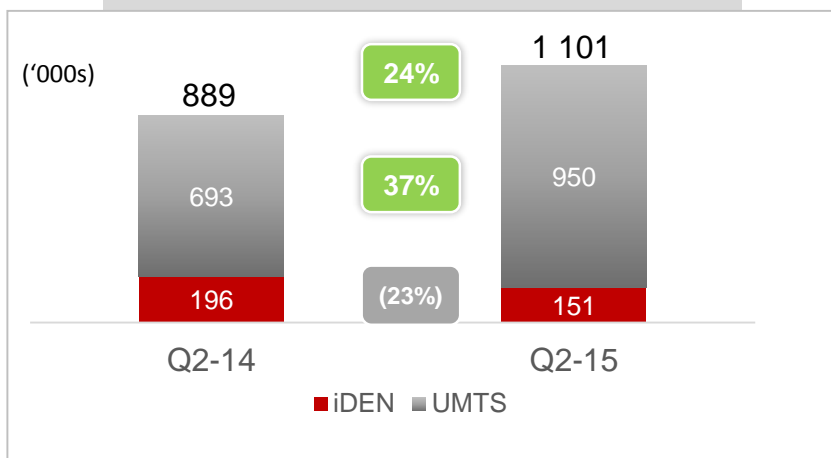
### Improving mix and customer service

- Stability in customer losses despite more intense competition in broadband and Pay-TV
- Good growth in high speed broadband
- Wholesale market : launch of wholesale product in February 2015 (bitstream access) with second phase started in May

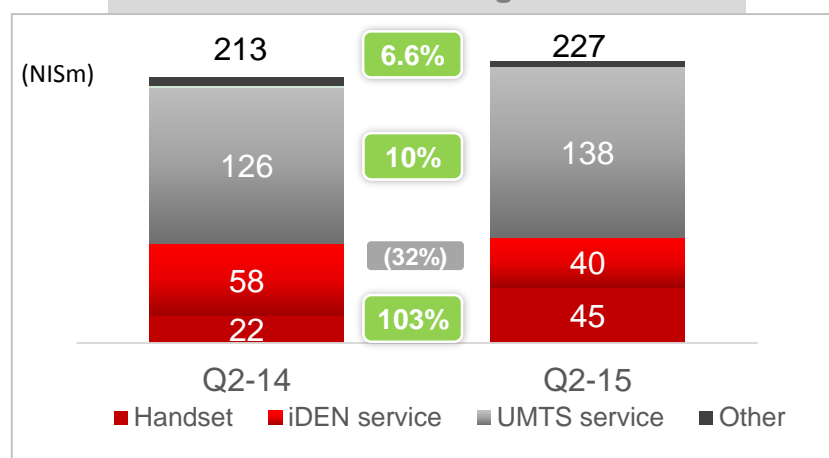
# ISRAEL – MOBILE

## UMTS SERVICE REVENUE UP 10%

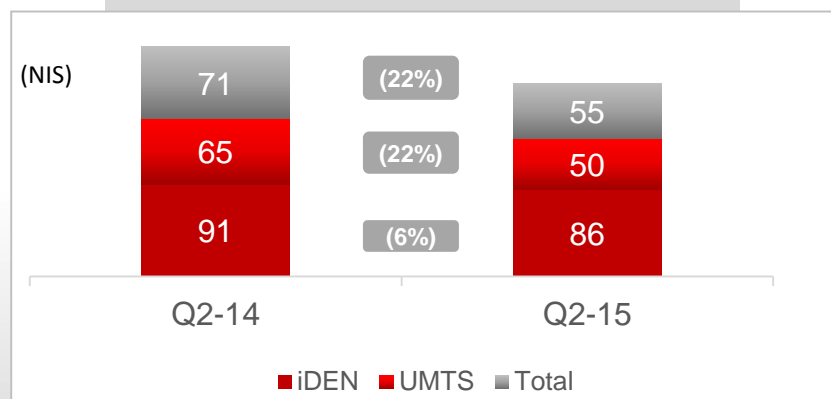
### Mobile subscriber growth



### Mobile revenue growth



### Mobile ARPU under pressure



### Competitive pressure in mobile market

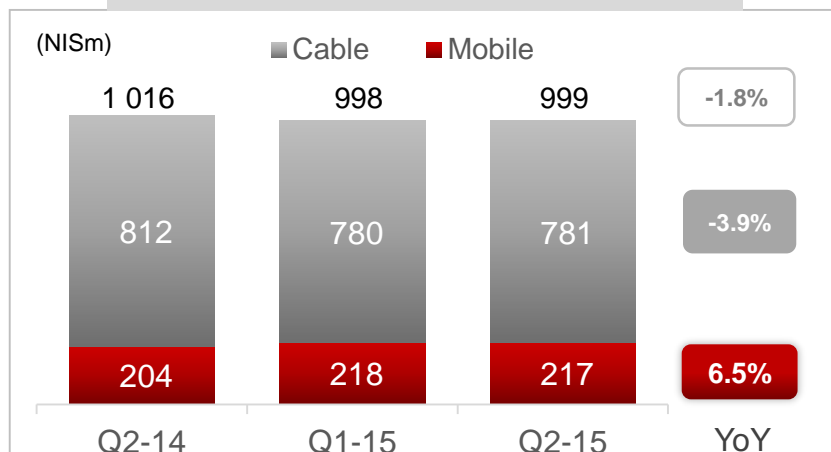
- Strong growth in UMTS mobile customers
- UMTS service revenue grew 10% despite intense price competition
- Continued pressure on mobile ARPUs
- Strong handset revenue with low gross margin contribution
- iDEN service revenue decline continues as expected

Note: Mobile revenue chart above does not include intercompany eliminations

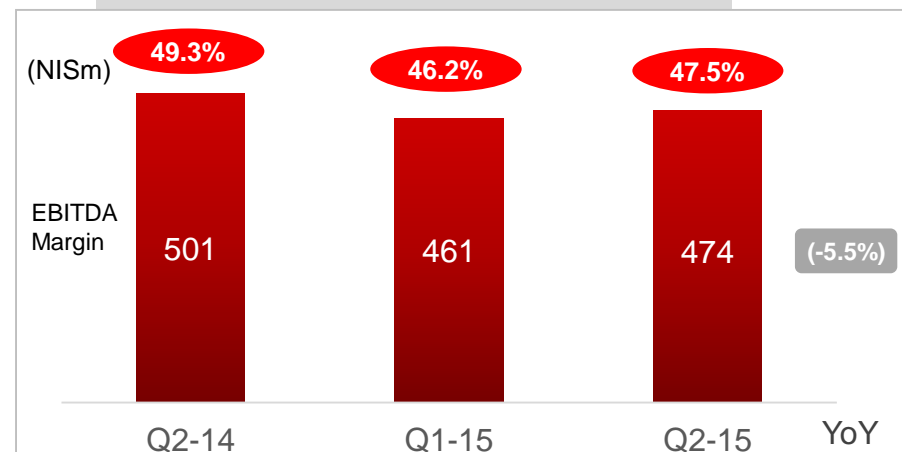
# ISRAEL – FINANCIALS

## INVESTING FOR FUTURE FREE CASH FLOW GROWTH

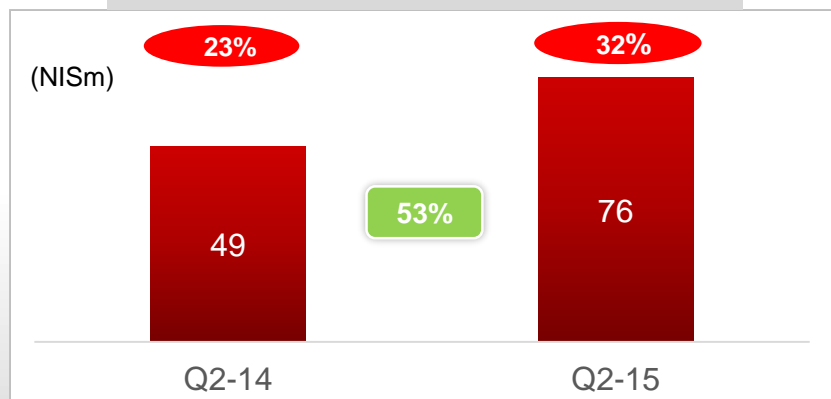
### Revenue



### EBITDA & EBITDA margin



### Capex as % of Revenue



### Improving Cost Base

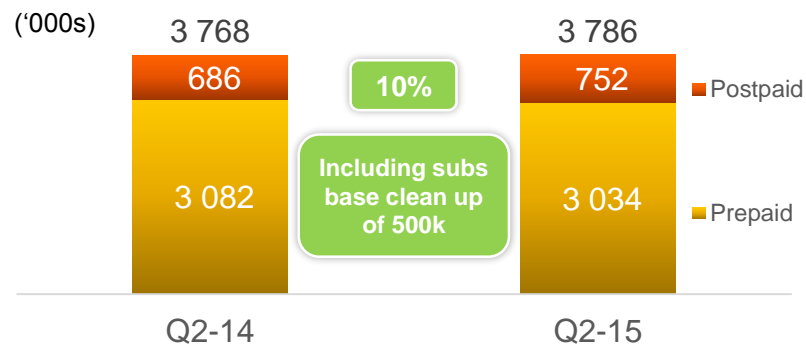
- EBITDA impacted by declining revenue and additional expenses related to restoring customer service levels and Mobile Handsets
- Capex increase due to acceleration of network upgrade and CPE roll-out
- Increasing costs in customer service and marketing to reduce churn and enhance profitability

Note: Revenue is net of intercompany mobile / cable eliminations. Average Foreign Exchange Rates: Q2-14: ILS / Euro = 4.75, Q2-15: ILS / Euro = 4.28

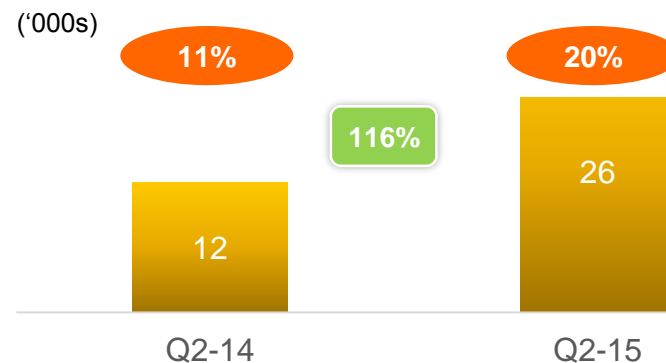
# DOMINICAN REPUBLIC – OPERATIONS

## STRONG POSTPAID AND CABLE SUBSCRIBER GROWTH

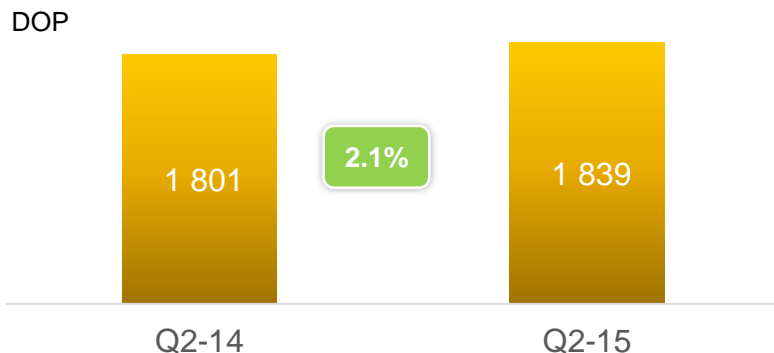
### Mobile postpaid sub growth



### 3P sub growth & 3P penetration



### Cable ARPU growth



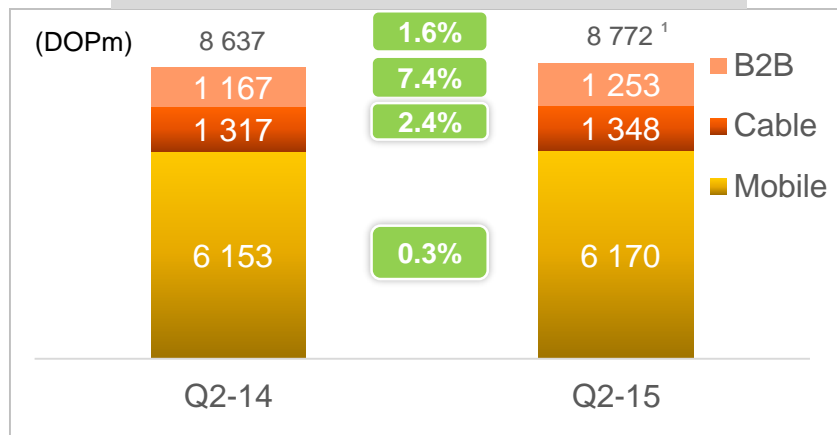
### Continued growth

- Good growth in prepaid customer base (+77k customers in Q2-15) getting back at the same level prior “ID invalid prepaid disconnection” phase in Q3-14.
- Continued prepaid to postpaid conversion momentum with 9% growth of postpaid subscribers
- Strong 3P growth supported by launch of “Smart Box” and new 3P offer to customers
- Cable ARPU has increased by 2.1% in Q2-15 driven by increase of 3P

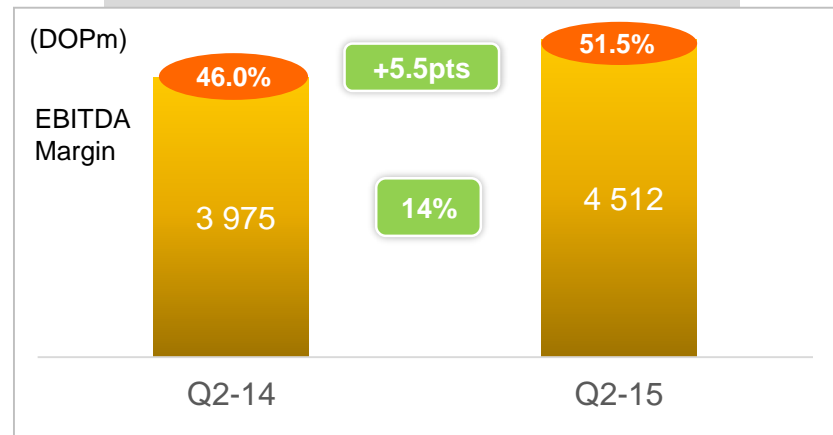
# DOMINICAN REPUBLIC – FINANCIALS

## STRONG EBITDA GROWTH THROUGH COMMERCIAL PERFORMANCE & COST STREAMLINING

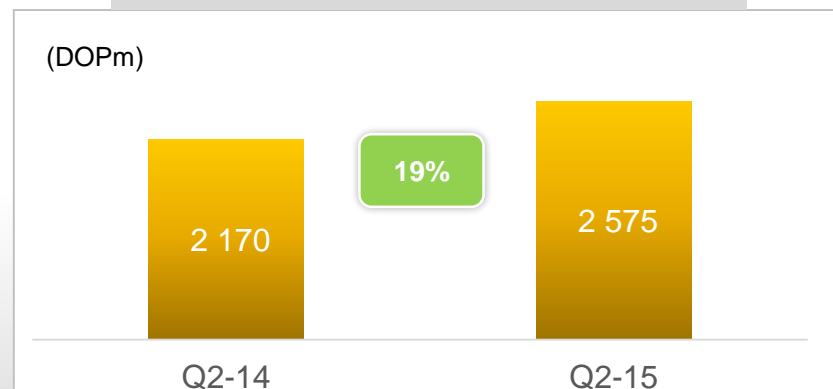
### Revenue growth



### Strong EBITDA and margin growth



### Strong OpFCF growth



### Key highlights

- EBITDA margin increased by 5.4% pts to 51.5%
- Contract negotiations with existing suppliers
- Headcount reductions realised with externalization (network maintenance, call center)

<sup>1</sup> Q2 15 Revenue includes DOP 230m or €4.6m of intercompany revenues ; Average Foreign Exchange Rates: Q2-14: DOP / Euro = 58.7 Q2-15: DOP / Euro = 49.6



# Altice SA Financial Review



# ALTICE SA

## PRO FORMA CONSOLIDATED FINANCIALS

€m		Q2-14	Q2-15	YoY Reported Growth	Constant Currency Growth	Q1-15	QoQ Reported Growth
Revenue	International	1 137	1 131	(0.6%)	(5.0%)	1 120	1.0%
	France <sup>1</sup>	2 847	2 775	(2.5%)	-	2 737	1.4%
	Total	3 984	3 906	(2.0%)	(3.2%)	3 857	1.3%
EBITDA	International	474	491	3.6%	(1.4%)	483	1.7%
	Margin (%)	41.7%	43.4%	+1.7pp	-	43.1%	+0.3pp
	France	898	1 063	18%	-	930	14%
	Margin (%)	31.5%	38.3%	+6.8pp	-	34.0%	+4.3pp
	Corporate Costs	(4)	(5)	-	-	(7)	-
	Total	1 367	1 549	13%	11%	1 406	10%
	Margin (%)	34.3%	39.7%	+5.4pp		36.4%	+3.3pp
OpFCF	International	299	259	(13%)	(18%)	252	2.8%
	France	442	657	49%	-	530	24%
	Corporate Costs	(4)	(5)	-	-	(7)	-
	Total	736	911	24%	21%	775	18%

<sup>1</sup> The figures shown above represent the contribution of the Numericable-SFR Group to the overall financials of the Altice S.A. The differences between these numbers and the standalone financials of the Numericable-SFR Group result from the elimination of intercompany transactions between the Numericable-SFR Group and other companies of the Altice Group.

# ALTICE SA

## PRO FORMA CONSOLIDATED REVENUE

€m	Q2-14	Q2-15	YoY Reported Growth	YoY Constant Currency Growth	Q1-15	QoQ Reported Growth
France	2 847	2 775	(2.5%)	-	2 737	1.4%
Portugal <sup>1</sup>	635	590	(7.1%)	-	593	(0.5%)
Israel	214	233	8.9%	(1.9%)	225	3.6%
Dominican Republic	147	173	18%	(0.8%)	169	2.4%
Other	141	135	(4.3%)	-	132	-
<b>Total</b>	<b>3 984</b>	<b>3 906</b>	<b>(2.0%)</b>	<b>(3.2%)</b>	<b>3 856</b>	<b>1.3%</b>

- France down due to decline in mobile business at SFR
- Portugal down due to intense competition in mobile postpaid and B2B
- Israel and Dom Rep positively impacted by strong currency appreciation of both DOP and NIS
- Israel down due to iDEN decline and reduction in cable customer base in H2 2014
- Dom Rep stable up due to growing cable customer base

<sup>1</sup> The figures for Portugal do not include Cabovisao and ONI which are in "Other".

# ALTICE SA

## PRO FORMA CONSOLIDATED EBITDA

€m	Q2-14	Q2-15	YoY Reported Growth	YoY Constant Currency Growth	Q1-15	QoQ Reported Growth
France	897	1 063	18%	-	930	14%
Portugal	244	225	(7.7%)	-	229	(1.7%)
Israel	105	111	5.8%	(4.7%)	104	6.7%
Dominican Republic	66	91	39%	17%	89	2.2%
Other	59	64	8.5%	-	61	4.9%
<b>Sub-Total</b>	<b>1 371</b>	<b>1 554</b>	<b>13%</b>	<b>11%</b>	<b>1 413</b>	<b>10%</b>
Corporate Costs	(4)	(5)	-	-	(7)	-
<b>Total</b>	<b>1 367</b>	<b>1 549</b>	<b>13%</b>	<b>11%</b>	<b>1 406</b>	<b>10%</b>

- Group EBITDA growth continues to be strong driven by synergies
- France up due to synergies realization at SFR
- Portugal down due to decline in revenue
- Israel down due to high cable customer churn and higher spending on customer service
- Dom Rep up due to cost restructuring / synergies

## ALTICE SA

### PRO FORMA CONSOLIDATED CAPEX

€m	Q2-14	Q2-15	% Capex to Sales
France	456	406	15%
Portugal	82	102	17%
Israel	49	74	32%
Dominican Republic	13	28	16%
Other	31	28	21%
<b>Total</b>	<b>631</b>	<b>638</b>	<b>16%</b>

- Group capex driven by continued investment in fixed and mobile infrastructure and customer-driven capex
- France capex up due to acceleration in Fiber and 4G rollout
- Portugal up due to €40m exceptional satellite transponder rental charge
- Israel up due to network upgrade plan and CPE rollout of new Fiber Box
- Dom Rep up due CPE rollout following new box launch, Fiber and 3G mobile rollout plans

# GROUP LIQUIDITY AND NET DEBT

## Q2-15 Actual (inc. Suddenlink €1.5bn restricted cash)

	ASA Cons.
Gross Debt	€28,363m
Cash	€2,255m
Net Debt	€26,108m
Un. RCF	€1,486m

	ASA
Gross Debt	€6,231m
Cash	€146m
Net Debt	€6,084m
Un. RCF	€200m

% Own.	78%	100%	70%
	France	Int.	US
Gross Debt	€12,656m	€7,939m	€1,537m
Cash	€250m	€321m	€1,537m
Net Debt	€12,406m	€7,618m	€0m
Un. RCF	€325m	€546m	€415m

## PF for New TLs (and inc. all Suddenlink debt<sup>1</sup>)

	ASA Cons.
Gross Debt	€32,902m
Cash	€716m
Net Debt	€32,186m
Un. RCF	€2,722m

	ASA
Gross Debt	€6,231m
Cash	€146m
Net Debt	€6,084m
Un. RCF	€200m

% Own.	78%	100%	70%
	France	Int.	US
Gross Debt	€12,656m	€7,953m	€6,062m
Cash	€240m	€330m	€0m
Net Debt	€12,416m	€7,624m	€6,062m
Un. RCF	€1,125m	€982m	€415m

June 2015

**Net leverage (L2QA) incl Synergies** **4.2x**

**Net leverage (L2QA) excl Synergies** **4.4x**

(1) At closing of the Suddenlink transaction the restricted cash of €1,537m will be used.



# Q&A





# Appendix



# ALTICE SA PROFORMA NET LEVERAGE RECONCILIATION

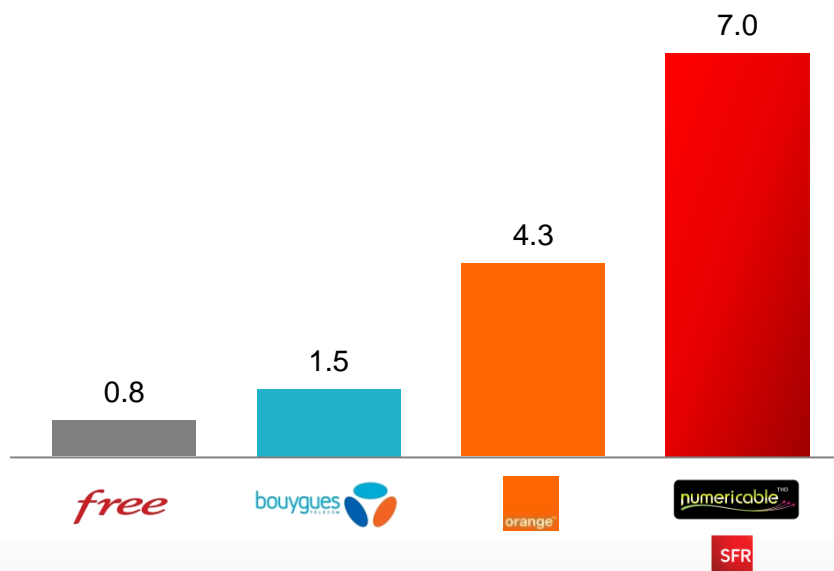
	L2QA
(EURm)	Actual
Net Debt ASA Consolidated	26,108
L2QA EBITDA ASA Consolidated	5,909
Synergies PT	100
Synergies SFR	210
L2QA EBITDA inc. Synergies	6,219
Net Leverage (L2QA exc. Syn.)	4,4x
Net Leverage (L2QA inc. Syn.)	4,2x

# CLEAR MARKET LEADER IN FIBER

## CONNECTABLE FIBER HOMES & FIBER CUSTOMERS

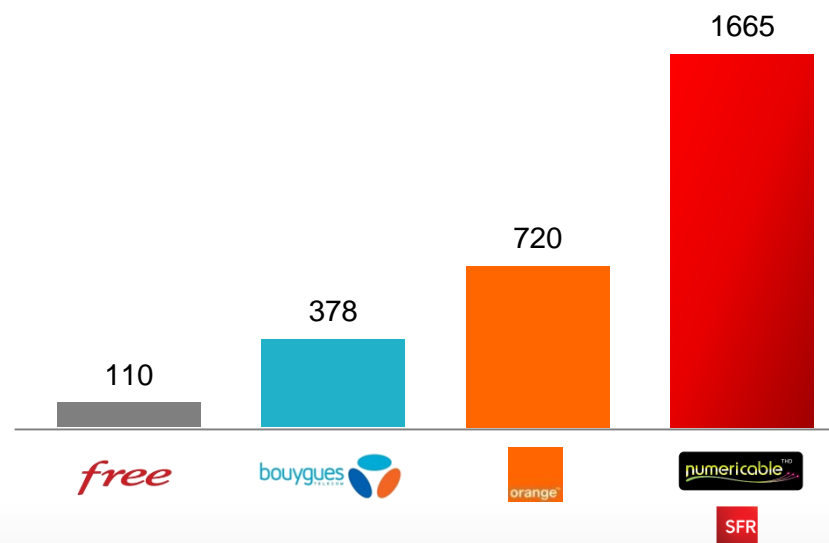
### Largest Fiber footprint <sup>(1)</sup>

Fiber Homes Passed at end Q2 2015 (millions)



### Largest Fiber customer base

Fiber Customer Base at end of Q2 2015 (000's)



(1) Source: Q1 2015 estimates for Free, Q1 2015 published numbers for BYT, Q2 2015 published numbers for Orange and Numericable-SFR

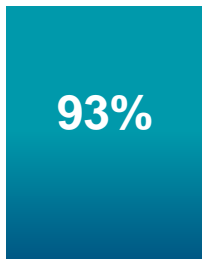
Strong Fiber advantage versus peers

# PT PORTUGAL

## LEADING INFRASTRUCTURE & MARKET SHARES

### Unique Infrastructure

4G Coverage  
(% Population)



Q2-15

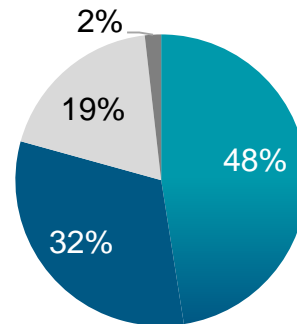
Fiber Infrastructure<sup>2</sup>  
(million households)



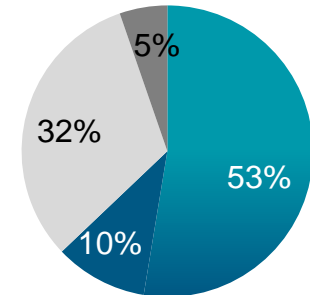
Q2-15

### Leading Market Share Positions

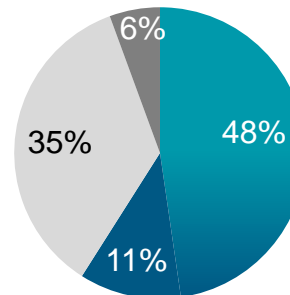
Subscriber Market Share Q1-15<sup>1</sup> (%)



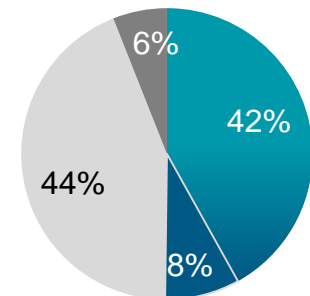
Mobile



Fixed Voice



Fixed Broadband



Pay TV

■ Meo ■ Vodafone ■ Nos ■ Others

<sup>1</sup> Source: Anacom; <sup>2</sup> Includes Vodafone Agreement homes passed