

Altice International

Q3 2021 Results

November 16, 2021



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 profit before depreciation, amortization and impairment, other expenses and income (capital gains, non-recurring litigation, restructuring costs), share-based expenses and after operating lease expenses (i.e., straight-line recognition of the rent expense over the lease term as performed under IAS 17 *Leases* for operating leases). 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*. All references to EBITDA in this presentation are to Adjusted EBITDA, as defined in this paragraph.

Capital expenditure (Capex), while measured in accordance with IFRS principles, is not a term that is defined in IFRS. However, management believes it is an important indicator 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 Altice International. The financial information presented in this presentation, including but not limited to, the quarterly financial information, pro forma financial information as well as Adjusted EBITDA and OpFCF, is unaudited.

Net financial debt is a non-GAAP measure which is useful to the readers of this presentation as they provide meaningful information regarding the financial position of Group and its ability to pay its financial debt obligations compared to its liquid assets.

Teads gross revenue for the quarters ended September 30, 2021 and September 30, 2020 is presented before discounts (net revenue after discounts is recognised in the consolidated financial statements).

Q3 2021 Summary

Total revenue, EBITDA and OpFCF growth YoY in Q3 2021 of +5.1%, +2.8% and +16% on a CC basis (+6.5%, +4.3% and +17% reported)

5G spectrum secured in Portugal and the Dominican Republic in Q3 2021, already secured and reimbursed in Israel

August 2021: \$2.75 billion (equivalent) new 8-year euro and dollar 2029 SSN issued, interest savings realised and maturity profile improved

September 2021: €211 million (equivalent) euro and dollar SSN issued via tap transaction, proceeds used to obtain full ownership of Teads

€1.3 billion liquidity, no debt maturity before 2025

Net leverage of 4.3x at the end of Q3 2021

Guidance reiterated:

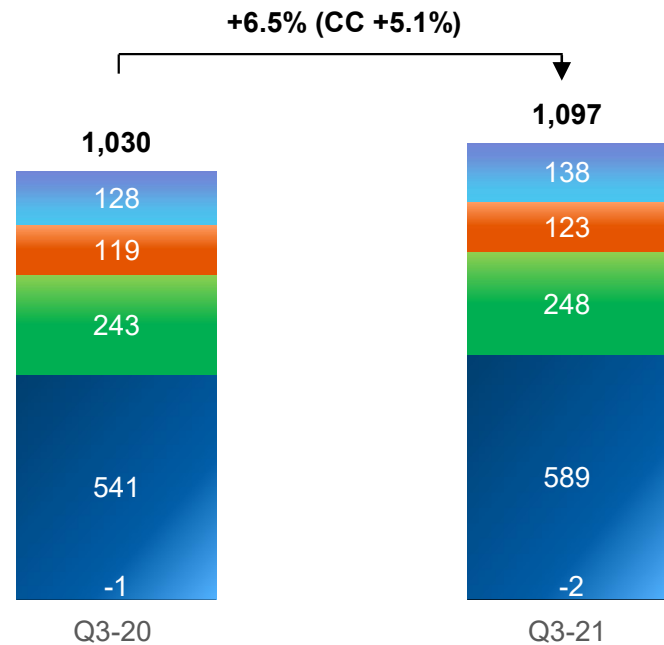
- FY 2021: revenue, EBITDA and OpFCF growth YoY
- Mid-term: full-year organic FCF target of >€250 million (underpinned by EBITDA and OpFCF growth)
- Target leverage of 4.0x to 4.5x net debt to EBITDA

For footnotes see slide 15

Altice International Revenue Trends

Total revenue

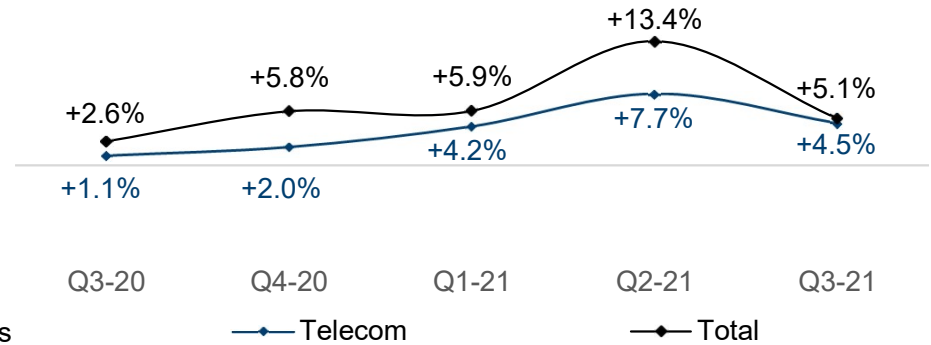
(€m)



Components of Q3 2021 revenue trends YoY

- Total: +6.5% (CC +5.1%)
 - Portugal: +8.9%
 - Israel: +1.9% (CC -2.9%)
 - Dominican Republic: +3.5% (CC +0.3%)
 - Teads: +8.3% (CC +9.0%)

Revenue growth evolution YoY (CC)



■ Portugal
 ■ Israel
 ■ Dominican Republic
 ■ Teads
 ■ Eliminations
 —●— Telecom
 —●— Total

For footnotes see slide 15

Teads - The Global Media Platform

Q3 2021 Key Highlights

Unique combination of scale, growth and profitability continues to deliver

- ✓ YTD revenue and EBITDA growth of +26% and +64% YoY, on a reported basis

New updates to drive continued growth of performance business

- ✓ Released a major update to performance marketing products currently offering one of the most advanced web traffic acquisition solutions in the marketplace

Focus on larger advertisers is paying off

- ✓ Teads' initiative to focus on larger advertisers is paying off with many new joint business partnerships signed with leading advertisers during the quarter

New publisher partnerships signed

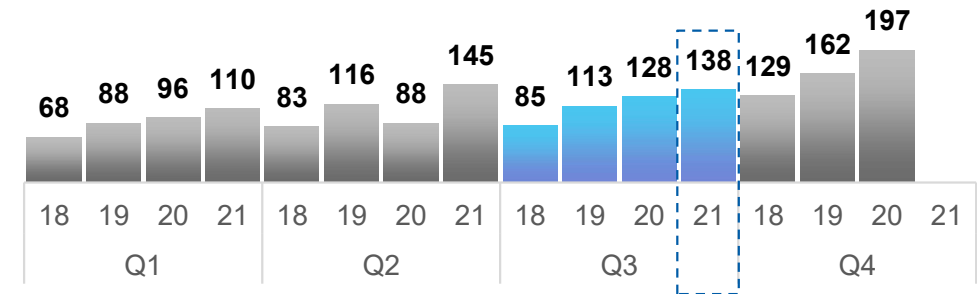
- ✓ Teads signed several new partnerships with large, global publishers in Q3

Omnicom partnership underscores Teads track record of innovation

- ✓ Launched a first-to-market tool, helping marketers easily activate media targeting strategies in cookie-less environments, while preserving consumer privacy

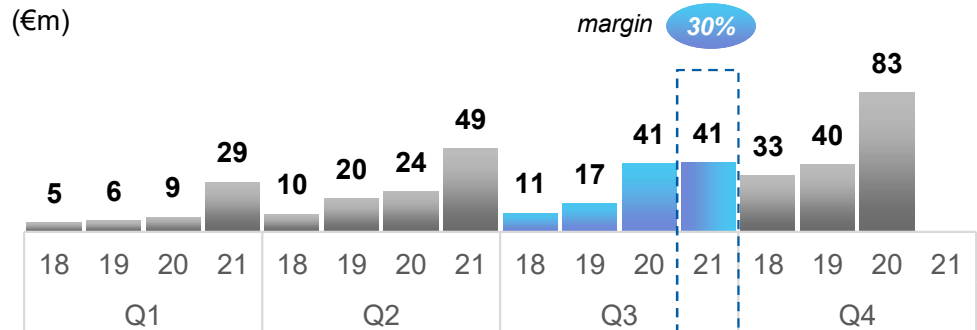
Revenue

(€m)



EBITDA

(€m)

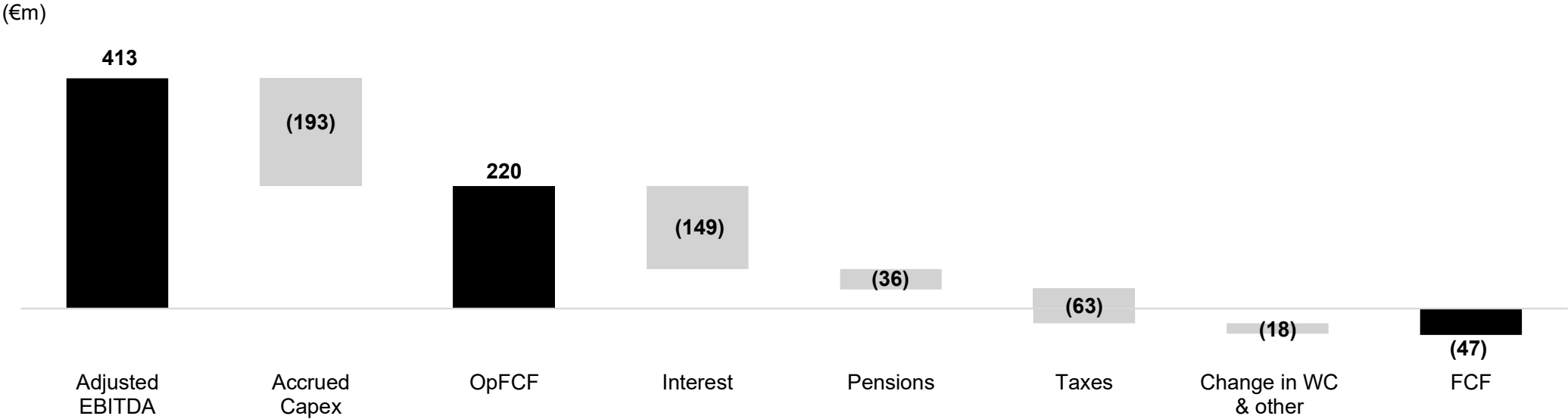


Altice International Financials

€m	Q3-20	Q3-21	Growth YoY Reported	Growth YoY Constant FX
Portugal	541	589	+8.9%	+8.9%
Israel	243	248	+1.9%	-2.9%
Dominican Republic	119	123	+3.5%	+0.3%
Teads	128	138	+8.3%	+9.0%
Eliminations & other	-1	-2	-	-
Revenue	1,030	1,097	+6.5%	+5.1%
Portugal	217	222	+2.3%	+2.3%
Israel	81	88	+8.8%	+4.1%
Dominican Republic	58	64	+10.6%	+7.3%
Teads	41	41	+1.4%	+0.6%
Eliminations & other	-0	-2	-	-
Adjusted EBITDA	396	413	+4.3%	+2.8%
Portugal	120	110	-8.8%	-8.8%
Israel	66	60	-9.0%	-13.7%
Dominican Republic	20	21	+7.7%	-1.0%
Teads	2	2	-	-
Eliminations & other	-0	-0	-	-
Accrued Capex	207	193	-6.8%	-9.2%
Portugal	97	112	+16.0%	+16.0%
Israel	15	28	+86.7%	+82.0%
Dominican Republic	38	42	+12.1%	+11.6%
Teads	39	39	+0.0%	-0.7%
Eliminations & other	-	-2	-	-
Total OpFCF	189	220	+16.6%	+15.9%

For footnotes see slide 15

Q3 2021 Free Cash Flow



For footnotes see slide 15

Capital Structure and Debt Maturity

Altice International Restricted Group

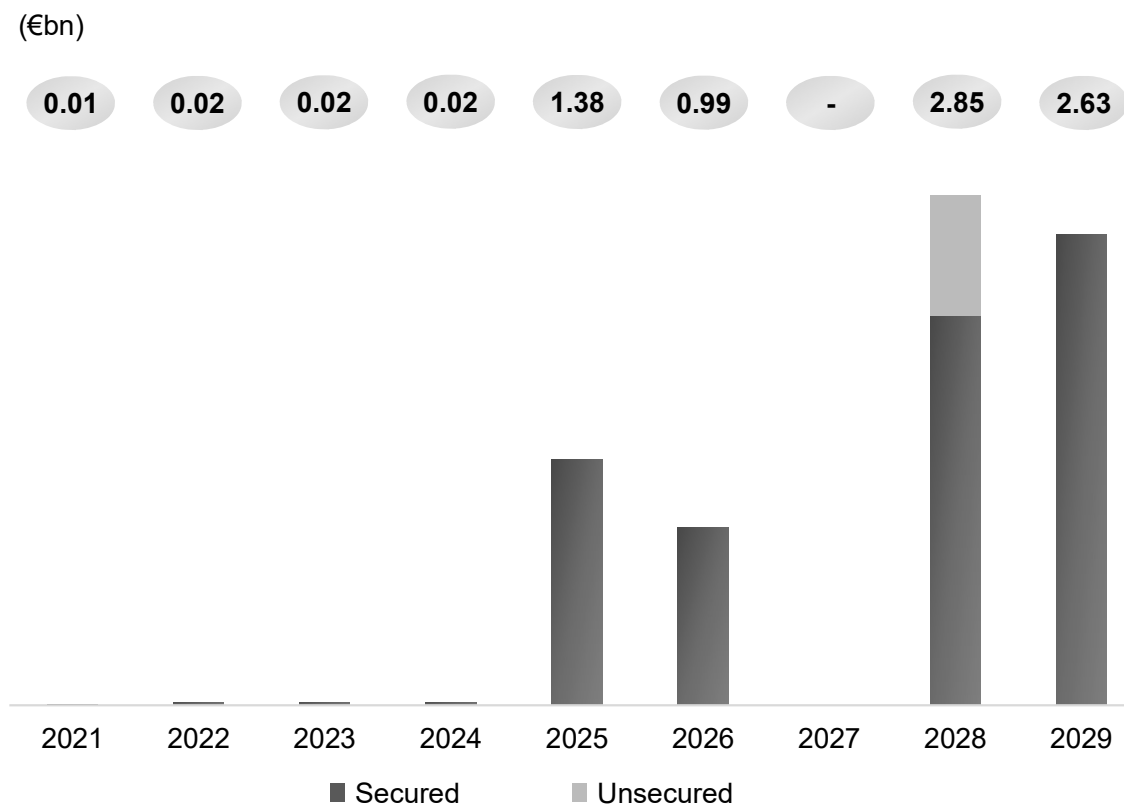
Net debt	€7,075m
WAL	6.1 years
WACD	3.6%
Fixed interest	86%
Net leverage	4.3x
Liquidity	€1.3bn

Altice International Unsecured

Gross debt	€675m
WAL	6.3 years
WACD	4.8%
Fixed interest	100%

Altice International Secured

Gross debt	€7,266m
WAL	6.0 years
WACD	3.5%
Fixed interest	85%



For footnotes see slide 15

Guidance Reiterated

FY 2021

Revenue, EBITDA and OpFCF growth YoY

Mid-term

Mid-term: full-year organic FCF target of >€250 million

Underpinned by EBITDA and OpFCF growth

Target leverage of 4.0 to 4.5x net debt to EBITDA

Q&A

Appendix

Reconciliation to Swap Adjusted Debt

As of September 30, 2021 €m	Actual	Pro Forma
Total Debenture and Loans from Financial Institutions	7,530	7,530
Value of debenture and loans from financial Institutions in foreign currency converted at closing FX rate	-6,236	-6,345
Value of debenture and loans from financial institutions in foreign currency converted at hedged rate	6,375	6,481
Transaction costs	36	36
Pro forma for September 2021 tap transaction before swap impact	-	213
Total Swap Adjusted Value of Debenture and Loans from Financial Institutions	7,705	7,916
Finance lease liabilities and other debt	25	25
Gross Debt Consolidated	7,730	7,941
Cash	-488	-866
Net Debt Consolidated	7,242	7,075

For footnotes see slide 15

Pro Forma Leverage Reconciliation

As of September 30, 2021 €m	Actual	Pro Forma
Gross Debt Consolidated	7,730	7,941
Cash	-488	-866
Net Debt Consolidated	7,242	7,075
LTM EBITDA Consolidated	1,614	1,637
Gross Leverage		4.9x
Net Leverage		4.3x
L2QA EBITDA Consolidated	1,626	1,649
Gross Leverage		4.8x
Net Leverage		4.3x

For footnotes see slide 15

Non-GAAP Reconciliation to Unaudited GAAP Measures

Three months ended €m	March 31, 2021	June 30, 2021	September 30, 2021
Revenue	1,015	1,050	1,089
Purchasing and subcontracting costs	-282	-269	-270
Other operating expenses	-197	-218	-224
Staff costs and employee benefits	-133	-131	-146
Total	402	433	448
Share-based expense	1	0	0
Rental expense operating lease	-32	-33	-35
Adjusted EBITDA	371	400	413
Depreciation, amortisation and impairment	-302	-292	-297
Share-based expense	-1	0	0
Other expenses and income	-245	-120	-10
Rental expense operating lease	32	33	35
Operating profit/(loss)	-145	21	141
Capital expenditure (accrued) – Unaudited Consolidated Interim Financial Statements	211	207	255
IRU (Israel, HOT)	-	-	-62
Capital expenditure (accrued) – Investor Presentation	211	207	193
Operating free cash flow (OpFCF)	161	193	220

Footnotes

<p>€1.3 billion liquidity includes €0.4 billion of undrawn revolvers and €0.9 billion of cash. €1.3 billion liquidity includes €0.4 billion of undrawn revolvers and €0.9 billion of cash. The €0.9 billion of cash includes the €375 million earn-out to be received in December 2021 (not including the €375 million earn-out to be received in December 2026) related to the FastFiber partnership, includes the proceeds from the September 2021 tap transaction (€211 million received after transaction fees and expenses) and reflects payments made related to the purchase of Teads minority interests (€208 million in total)</p>	<p>Pages 3, 8</p>
<p>Leverage is shown on an L2QA basis and reflects the pro forma Adjusted EBITDA contribution from the acquisition of Unisono (€23 million), closed on August 6, 2021</p> <p>Net debt is presented pro forma for the €375 million earn-out to be received in December 2021 (not including the €375 million earn-out to be received in December 2026) related to the FastFiber partnership, pro forma for the September 2021 tap transaction (Altice Financing S.A. issued €211 million equivalent of euro and dollar denominated Senior Secured Notes, €211 million received after transaction fees and expenses) and pro forma for the payments made related to the purchase of Teads minority interests (€208 million in total)</p>	<p>Pages 3, 8, 9, 12, 13</p>
<p>Full-year organic FCF target excludes spectrum and significant litigation paid and received</p>	<p>Pages 3, 9</p>
<p>Teads gross revenue is presented before discounts (net revenue after discounts is recognised in the consolidated financial statements)</p>	<p>Pages 4, 5, 6</p>
<p>Accrued Capex in Q3 2021 for Israel excludes accruals related to the acquisition of a new indefeasible right of use (“IRU”) signed with IBC for an amount of €61.9 million. This amount had no cash Capex impact in the three months ended September 30, 2021</p>	<p>Pages 6, 7, 14</p>
<p>Maturity profile as shown includes other debt and leases, overdraft (c.€25 million) and is shown on a swapped basis</p>	<p>Page 8</p>
<p>Net debt excludes operating lease liabilities recognized under IFRS 16</p>	<p>Pages 8, 12, 13</p>