

Altice International

Q4 2020 Results

March 30, 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 income before depreciation and amortization, other expenses and income (capital gains, non-recurring litigation, restructuring costs) and share-based expenses and after operating lease 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. All references to EBITDA in this press release 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 believe 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.

Q4 2020 Summary

Subscriber net additions across all geographies and all segments

Total revenue and total EBITDA growth in Q4 2020:

- Total revenue grew by +5.8% YoY on a constant currency basis (+2.1% reported)
- Total EBITDA grew by +12.8% YoY on a constant currency basis (9.2% reported), with EBITDA margin expansion YoY

Significant reduction of net leverage to 4.0x at the end of Q4 2020

€1.3 billion liquidity, no debt maturity before 2025, additional opportunities to further decrease interest costs

Completion of the acquisition of a 23.3% stake in IBC, the largest independent FTTH wholesaler in Israel

Guidance:

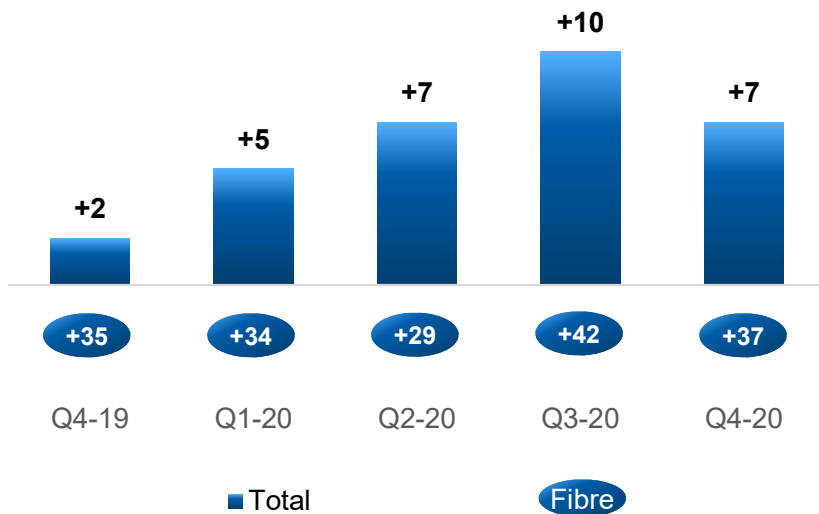
- FY 2021: revenue, EBITDA and OpFCF growth YoY
- Mid-term: full-year organic FCF target of >€250 million (underpinned by EBITDA and OpFCF growth, further reduction in cash interest costs)
- Target leverage of 4.0x to 4.5x net debt to EBITDA

For footnotes see slide 18

MEO Commercial Performance

Residential fixed net adds

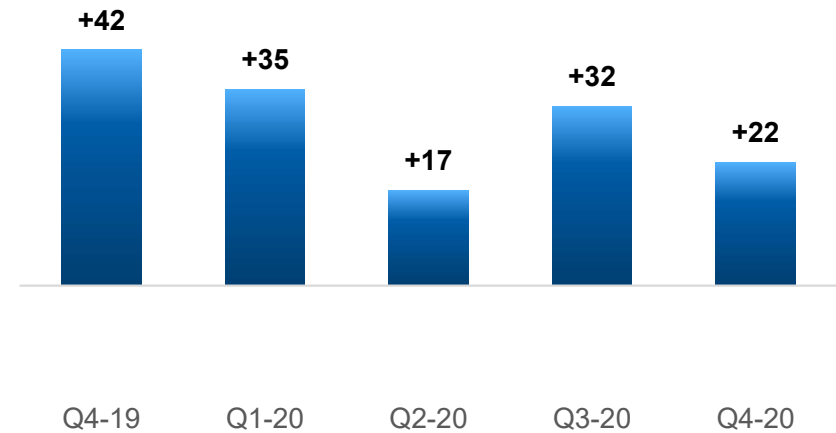
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Base: 1.6m (+2% YoY)
of which 67% fibre

Residential postpaid mobile net adds

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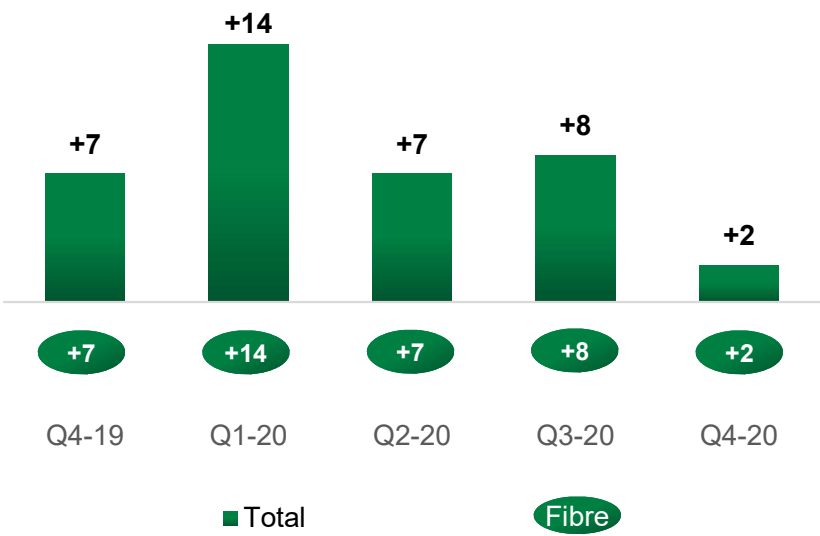
Base: 3.2m (+3% YoY)

For footnotes see slide 18

HOT Commercial Performance

Residential fixed net adds

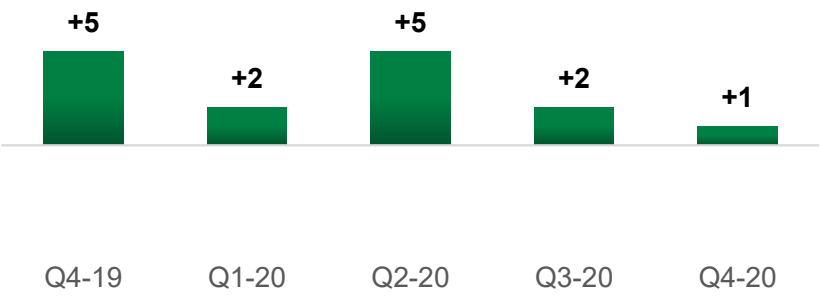
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Base: 1.0m (+3% YoY)

Residential postpaid mobile net adds

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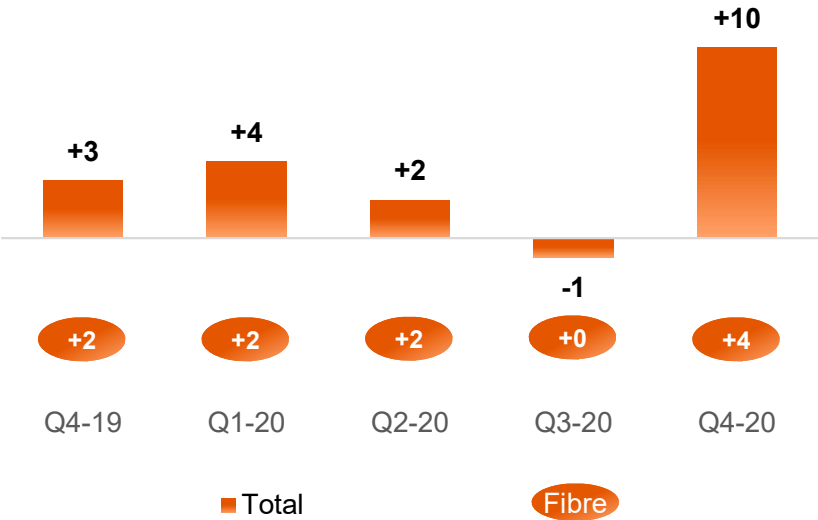


Base: 1.2m (+1% YoY)

Altice Dominicana Commercial Performance

Residential fixed net adds

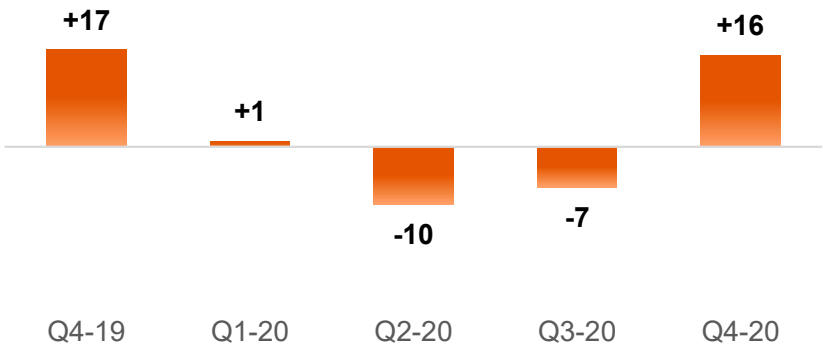
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Base: 0.3m (+5% YoY)
of which 58% fibre

Residential postpaid mobile net adds

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Base: 0.6m (+0.1% YoY)

Teads Offers a Powerful Combination of Growth & Profitability

Massive, growing total addressable market

- ✓ Massive market opportunity with open-ended growth runway fuelled by focus on the curated internet

Premium position in ecosystem

- ✓ Unique premium position, connecting global publishers and advertisers through exclusive contracts or Joint Business Partnerships

Differentiated platform

- ✓ End-to-end, integrated platform powered by proprietary dataset and unparalleled prediction engine

High retention rates

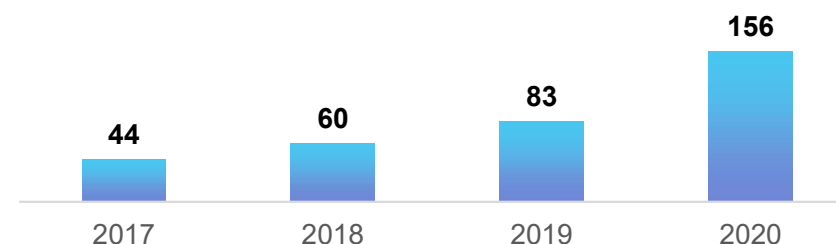
- ✓ Outstanding top publisher and advertiser retention underpinned by high switching costs

Strong financials

- ✓ Best-in-class financial profile:
scale + growth + profitability + low capital intensity

Adjusted EBITDA

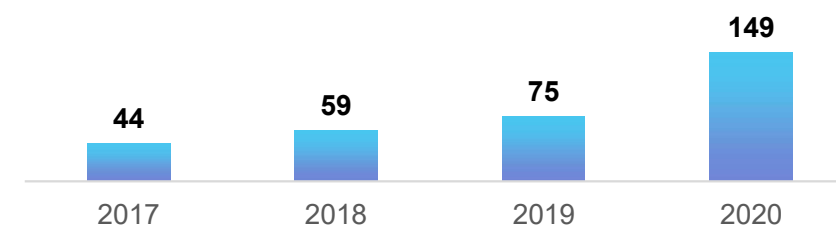
(€m)



YoY growth	100%	37%	37%	89%
Margin	16%	17%	17%	31%

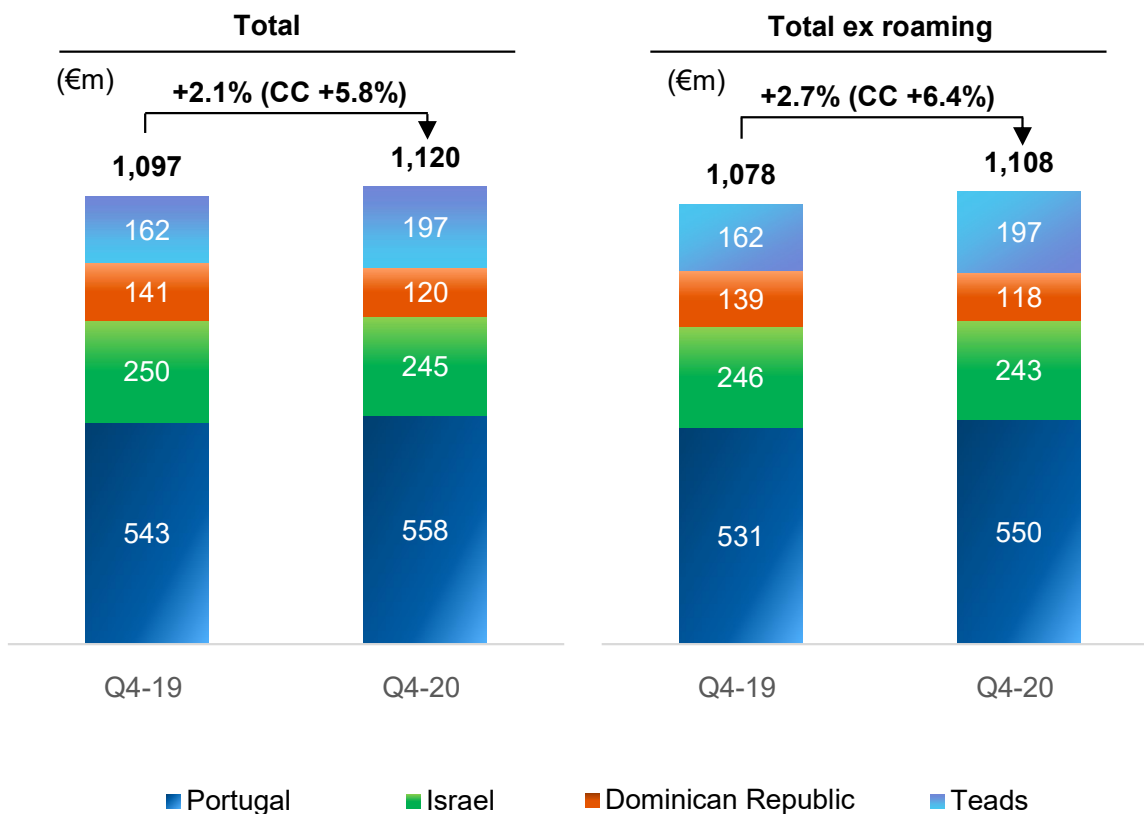
OpFCF

(€m)



Conversion	100%	98%	91%	96%
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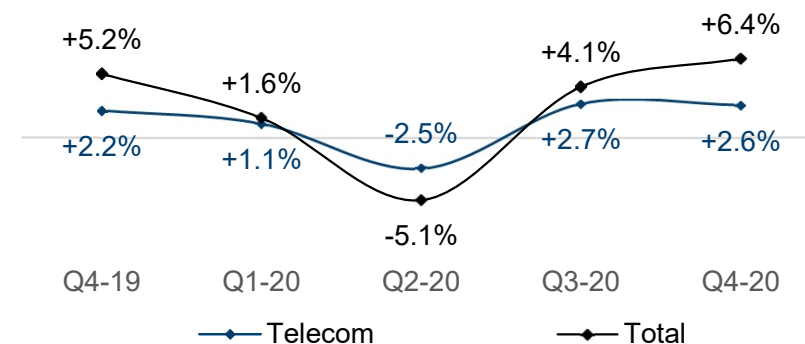
Altice International Revenue Trends



Components of Q4 2020 revenue trends YoY

- Total ex roaming: +2.7% (CC +6.4%)
 - Portugal: +3.5%
 - Israel: -1.3% (CC +1.3%)
 - Dominican Republic: -14.7% (CC +1.7%)
 - Teads: +21% (CC +28%)

Revenue ex roaming growth evolution YoY (CC)



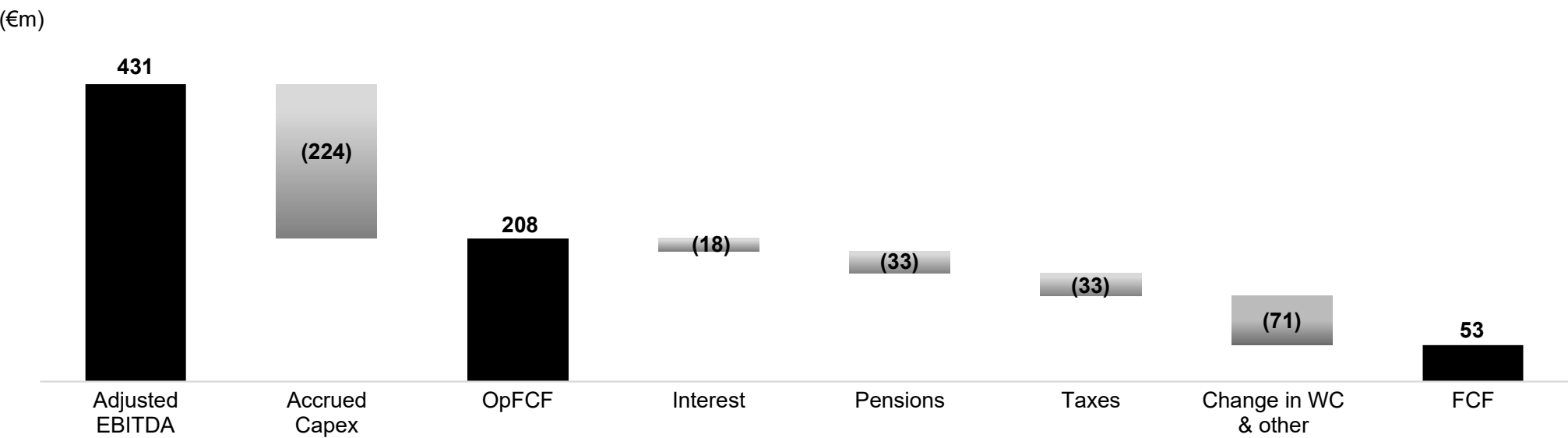
For footnotes see slide 18

Altice International Financials

	Q4-19	Q4-20	Growth YoY Reported	Growth YoY Constant FX	FY-19	FY-20	Growth YoY Reported	Growth YoY Constant FX
€m								
Portugal	543	558	+2.7%	+2.7%	2,110	2,121	+0.5%	+0.5%
Israel	250	245	-1.8%	+0.7%	962	980	+1.9%	+0.2%
Dominican Republic	141	120	-14.9%	+1.5%	561	490	-12.7%	-1.6%
Teads	162	197	+21.1%	+28.0%	480	509	+5.9%	+8.2%
Revenue	1,097	1,120	+2.1%	+5.8%	4,114	4,101	-0.3%	+1.1%
Portugal	197	205	+4.5%	+4.5%	832	834	+0.2%	+0.2%
Israel	92	87	-5.4%	-2.8%	359	354	-1.5%	-3.2%
Dominican Republic	67	57	-15.1%	+1.5%	278	240	-13.8%	-2.9%
Teads	40	83	+108%	+110%	83	156	+88.7%	+89.2%
Adjusted EBITDA	395	431	+9.2%	+12.8%	1,552	1,582	+2.0%	+3.6%
Portugal	140	127	-9.1%	-9.1%	436	466	+6.9%	+6.9%
Israel	66	71	+8.5%	+11.0%	245	267	+9.1%	+7.2%
Dominican Republic	22	24	+4.7%	+25.3%	115	101	-12.1%	-1.0%
Teads	3	2	-	-	8	7	-	-
Accrued Capex	231	224	-3.3%	-0.6%	803	841	+4.7%	+5.7%
Portugal	57	78	+38.0%	+38.0%	396	368	-7.2%	-7.2%
Israel	26	16	-40.2%	-37.3%	114	87	-24.2%	-25.5%
Dominican Republic	45	33	-25.1%	-10.5%	164	139	-14.9%	-4.2%
Teads	36	81	+122%	+124%	75	149	+98.4%	+98.9%
Total OpFCF	164	208	+26.9%	+31.9%	749	742	-1.0%	+1.2%

For footnotes see slide 18

Q4 2020 Free Cash Flow



For footnotes see slide 18

Capital Structure and Debt Maturity

Altice International Restricted Group

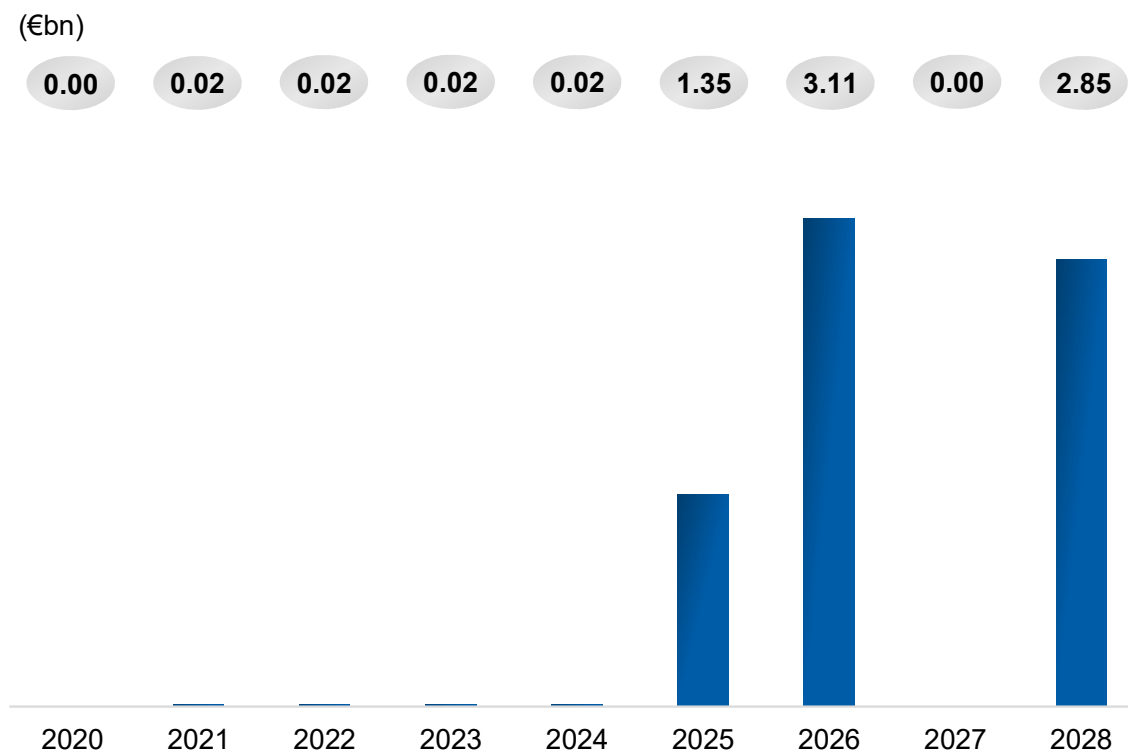
Net debt	€6,687m
WAL	5.8 years
WACD	4.1%
Fixed interest	89%
Net leverage	4.0x
Liquidity	€1.3bn

Altice International Unsecured

Gross debt	€675m
WAL	7.0 years
WACD	4.8%
Fixed interest	100%

Altice International Secured

Gross debt	€6,741m
WAL	5.6 years
WACD	4.0%
Fixed interest	85%



For footnotes see slide 18

FY 2020 Achievements and Guidance

2020 achievements

- Total revenue growth of +1.1% YoY on a constant currency basis *(-0.3% reported)*
- Total EBITDA growth of +3.6% YoY on a constant currency basis *(+2.0% reported)*
- Ending net leverage of 4.0x on a pro forma basis *(actual net leverage 4.3x)*



Guidance

- FY 2021: revenue, EBITDA and OpFCF growth YoY
- Mid-term: full-year organic FCF target of >€250 million
Underpinned by EBITDA and OpFCF growth, as well as further reduction in cash interest costs
- Target leverage of 4.0 to 4.5x net debt to EBITDA

Q&A

Appendix

Pro Forma Reconciliation to Swap Adjusted Debt

€m As of December 31, 2020	Altice International
Total Debenture and Loans from Financial Institutions	7,065
Value of debenture and loans from financial Institutions in foreign currency converted at closing FX rate	-7,925
Value of debenture and loans from financial institutions in foreign currency converted at hedged rate	8,215
Transaction costs	36
Total Swap Adjusted Value of Debenture and Loans from Financial Institutions	7,392
Other debt and leases	25
Gross Debt Consolidated	7,416
Cash	-729
Net Debt Consolidated	6,687

For footnotes see slide 18

Pro Forma Net Leverage Reconciliation

€m As of December 31, 2020	Altice International
Gross Debt Consolidated	7,416
Cash	-729
Net Debt Consolidated	6,687
LTM Standalone	1,582
Corporate Costs	-2
Eliminations	-1
LTM EBITDA Consolidated	1,580
LTM EBITDA Consolidated	1,580
Gross Leverage (LTM EBITDA)	4.7x
Net Leverage (LTM EBITDA)	4.2x
L2QA EBITDA Consolidated	1,652
Gross Leverage (L2QA EBITDA)	4.5x
Net Leverage (L2QA EBITDA)	4.0x

For footnotes see slide 18

Non-GAAP Reconciliation to Unaudited GAAP Measures

€m For the twelve months ended December 31, 2020	Altice International
Revenue	4,065
Purchasing and subcontracting costs	-1,009
Other operating expenses	-869
Staff costs and employee benefits	-477
Total	1,710
Share-based expense	1
Rental expense operating lease	-132
Adjusted EBITDA	1,580
Depreciation, amortisation and impairment	-1,206
Share-based expense	-1
Other expenses and income	59
Rental expense operating lease	132
Operating profit/(loss)	562
Capital expenditure (accrued)	840
Capital expenditure - working capital items	-10
Payments to acquire tangible and intangible assets	830
Operating free cash flow (OpFCF)	740

Footnotes

€1.3 billion liquidity includes €0.5 billion of undrawn revolvers and €0.7 billion of cash. €0.7 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	Pages 3, 11
Leverage is shown on an L2QA basis Net Debt is 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	Pages 3, 11, 12, 15, 16
Full-year organic FCF target excludes spectrum and significant litigation paid and received	Pages 3, 12
Portugal mobile postpaid net adds in Q4 2019 shown before taking into account -25k subscribers from cleaning the mobile broadband non-paying subscriber base	Page 4
Teads financials shown on a reported basis	Page 7
Teads gross revenue is presented before discounts (net revenue after discounts is recognised in the consolidated financial statements)	Pages 8, 9
Net debt excludes operating lease liabilities recognized under IFRS 16 Maturity profile as shown is excluding other debt and leases, overdraft (c. €25 million) Altice International RCF is undrawn as per December 31, 2020	Page 11