Altice International S.à r.l.

**MANAGEMENT DISCUSSION
AND ANALYSIS**

**AS OF AND FOR THE YEAR ENDED
DECEMBER 31, 2023**

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1. BASIS OF PREPARATION

The management discussion and analysis for each of the periods presented is based on the financial information derived from the consolidated financial statements as of and for the year ended December 31, 2023.

Please refer to the Glossary in section 13 for a definition of the key financial terms discussed and analysed in this document.

Disclaimers:

The following discussion and analysis is intended to assist in providing an understanding of the Group's financial condition, changes in financial condition and results of operations and should be read together with the consolidated financial statements as of and for the year ended December 31, 2023, including the accompanying notes. Some of the information in this discussion and analysis includes forward looking statements that involve risks and uncertainties.

Unless the context otherwise requires, when used herein, the terms "Company" and "Group" refer to the business constituting the Group as of December 31, 2023, even though the Group may not have owned such business for the entire duration of the periods presented.

The Group applies International Financial Reporting Standards as endorsed in the EU ("IFRS"). Adjusted EBITDA, and measures derived therefrom, are not defined in IFRS and are "non-IFRS measures". Management believes Adjusted EBITDA is useful to readers of the historical consolidated financial information as it provides a measure of operating results excluding certain items that the Group believes are either outside of its recurring operating activities, or items that are non-cash. Excluding such items enables trends in the Group's operating results and cash flow generation to be more easily observable. The Group uses the non-IFRS measures internally to manage and assess the results of its operations, make decisions with respect to investments and allocation of resources, and assess the performance of management personnel. Such performance measures are also the de facto metrics used by investors and other members of the financial community to value other companies operating in the Group's industry, and thus are a basis for comparability between the Group and its peers. Further, Adjusted EBITDA, working capital and total capital expenditures, as used herein, are not necessarily comparable to similarly titled measures of other companies. Furthermore, Adjusted EBITDA, working capital and total capital expenditures have limitations as analytical tools and should not be considered in isolation from, or as an alternative to, net income or loss, operating profit, cash flow or other combined income or cash flow data prepared in accordance with IFRS.

2. PRINCIPAL ACTIVITIES OF THE GROUP

2.1. Overview of the Group's business

Altice International S.à r.l. (the "Company") is a private limited liability company ("*société à responsabilitė limitėe*") incorporated in Luxembourg, headquartered at 1, rue Hildegard von Bingen, L-1282 Luxembourg, Grand Duchy of Luxembourg. The Company is the parent company of a consolidated group (the "Group").

The Company is a wholly-owned subsidiary of Altice Luxembourg S.A. ("Altice Luxembourg"). The controlling shareholder of Altice Luxembourg is Next Alt S.à r.l., which is itself controlled by Mr. Patrick Drahi. As of December 31, 2023, Next Alt S.à r.l. indirectly held 91.33% of the share capital of the Company.

The Group is a convergent leader in telecoms, content, media, entertainment and advertising, and operates in Portugal, Israel and the Dominican Republic. The Group also has a global presence through its online advertising business Teads.

2.2. Products, services and brands

Through its various Group companies, the Group provides fixed services, mobile telephony services and media and advertising services to residential and business customers in all the geographies in which it operates. In addition, the Group offers a variety of wholesale and other services across its footprint. The Group also invests in specific content to supplement and enrich the services the Group provides. The Group's fixed services (high-quality pay-TV, broadband Internet and fixed-line telephony) are mainly provided over its proprietary fibre- and cable-based network infrastructure which are either FTTH, FTTB, DOCSIS 3.1 or DOCSIS 3.0 enabled, offering download speeds of between 200 Mbps and 10 Gbps depending on geography. On a blended basis, as of December 31, 2023, the Group's high-speed broadband services passed 9.6 million fibre/cable homes, with 2.7 million fibre/cable unique customers. The Group offers xDSL/DSL/DTH services, with 3.1 million residential fixed unique customers as of December 31, 2023. The Group also offers mobile services in the geographies in which it operates, through 2G, 3G, 4G Long-Term-Evolution ("LTE") technology and 5G. On a blended basis, as of December 31, 2023, the Group had 10.7 million residential mobile subscribers (of which 5.0 million were postpaid subscribers).

The Group is focused on the convergence of fixed and mobile services by cross-selling and up-selling its offerings to further increase its multi-play penetration. The Group's fibre and mobile technologies enable it to offer premium digital services, attractive interactive features (e.g., 'MEO Go!' offering in Portugal) and local content (e.g., through its 'HOT 3' channel in Israel) to its customers. The Group has leveraged its network advantage to drive its multi-play strategy and offer an attractive combination of content, speed and functionality. The Group offers to its residential customers bundled double- and triple-play fixed services, which comprises paying for a combination of TV, broadband Internet access and fixed-line telephony services together with customer premise equipment at what the Group believes are attractive prices. The Group believes the demand for its multi-play packages is primarily driven by the inherent quality of the various products included within them, which the Group believes are among the best available in the markets in which it operates. Although the Group is convinced its products offer the best value for money and cost-savings for customers when purchased as part of multi-play packages, the Group also offers most of these services on a stand-alone basis in most of its geographies. In some markets, such as Portugal, the Group offers quad-play bundles including both fixed and mobile services.

The Group is focused on strategically developing content to complement its fixed and mobile services with high-quality content offerings on its own networks and to external partners. The Group continues to broadcast and distribute various sports events in selected countries, including the Portuguese Liga in Portugal.

Teads operates a leading, cloud-based, end-to-end technology platform that enables programmatic digital advertising for a global, curated ecosystem of quality advertisers and their agencies and quality publishers. As an end-to-end solution, Teads' platform consists of buy-side, sell-side, creative, data and AI optimization modules.

The Group markets its products and services under multiple brands, including but not limited to the following brands: 'HOT' in Israel; 'MEO' and 'MOCHE' in Portugal; 'Altice' in the Dominican Republic, and, in each case, several associated trademarks.

2.3. Activities

The Group tracks the performance of its business by geography and further analyses its revenue by activity. The Group has identified the following activities: residential services, business services and media (targeted advertising).

2.3.1. Residential services

2.3.1.1. Fixed residential services

The Group offers a variety of fixed residential services, primarily as part of multi-play packages, with available offerings depending on the bandwidth capacity of its cable and fibre networks in a particular geography, which consist of FTTH, hybrid fibre coaxial ("HFC") and copper line ("xDSL").

The Group has a high-quality fibre- and cable-based network infrastructure across the geographies in which it operates. The Group has already rolled-out and secured plugs in FTTH in Portugal and will enable an acceleration in fibre rollout in Israel through the IBC transaction. The Group's fixed services (high-quality pay-TV, broadband Internet and fixed-line telephony) are mainly provided over its proprietary fibre- and cable-based network infrastructure which are either FTTH, FTTB, DOCSIS 3.1 or DOCSIS 3.0 enabled.

The Group provides broadband Internet access and fixed-line telephony services across its fibre (and in certain areas xDSL) and cable footprint. Large portions of its networks that are FTTH-enabled or DOCSIS 3.1 enabled can offer download speeds of up to 10 Gbps with limited network and customer premise equipment upgrades given the existing technological capability of its networks. This technological capability can be realized with relatively low levels of capital expenditure and will enable it to better meet the needs of its residential customers who demand higher download speeds. Across Portugal, the Group is upgrading its networks for next-generation FTTH technology which will deliver more download speeds in the mid-term as well as reducing operating costs of running and maintaining its networks and services. As of December 31, 2023, the Group provides broadband Internet to 3.1 million residential fixed customers across its geographies.

The Group's fixed-line telephony services are based on either PacketCable or Voice-over-Internet-Protocol ("VoIP") technologies. The Group offers a wide range of telephony packages and its triple-play offers tend to include flat-rate telephony packages with a significant number of minutes of use included in the price. The Group provides national and international connectivity to its customers either through its own interconnection capabilities or through its partners. The Group continues to phase out stand-alone telephony packages as its strategy is to offer fixed-line telephony as an add-on product in its multi-play packages.

In its fixed residential business, the Group believes advanced customer premise equipment is playing an increasingly crucial role as it enhances customer experience by facilitating access to a wide range of user-friendly features, offers a reliable channel for selling add-on and on-demand services, allows for multi-screen television viewing and broadband Internet usage by multiple parties. Furthermore, when set-top boxes, modems and other customer premise equipment are combined in one box, it allows cable operators to significantly reduce customer service expenses.

The Group is focused on strategically developing content to complement its fixed and mobile services with exclusive or high-quality content offerings. The Group produces and broadcasts a diverse range of content including live broadcasts of sports events and other sports- and lifestyle-related programs as well as the sports programming for which the Group has acquired broadcasting rights, including the Portuguese Liga in Portugal.

Across its geographies, the Group offers digital television services which include basic and premium programming, and, in most markets, incremental product and service offerings such as Video on Demand ("VoD"), and, in some cases, exclusive content. The Group's pay-TV offerings include content and channels purchased from a variety of local and foreign producers and the Group continues to focus on broadcasting high-quality content over all of its networks as well as producing its own original content.

2.3.1.2. Mobile residential services

The Group owns and operates mobile infrastructure in all of its geographies. Depending on geography and network technology deployed, the Group offers 2G, 3G, 4G, 4G-LTE or 5G services in each market in which it operates, on a variety of plans, from 'no frills' offers with no commitment or handset, to premium mobile telephony offers with varying voice and data limits, if any, at attractive prices. In Portugal, the 5G spectrum auction concluded on October 27, 2021. Altice Portugal obtained 104MHz as part of the allocation of 5G frequencies, spread throughout the 700 MHz, 900 MHz and 3.6 GHz bands and started offering 5G services to the customers in 2022. In Israel, the 5G spectrum auction concluded during the third quarter of 2020 and HOT was awarded a license to operate the new network. HOT launched 5G services in Israel in the first quarter of 2021. In the Dominican Republic, Altice Dominicana obtained spectrum within the 3.4-3.5 GHz band. The formal resolution of assignment was issued and made public on October 28, 2021, resulting in the allocation of rights of use for 70MHz in the 3.5 GHz band in favor of Altice Dominicana, together with the 30Mhz previously owned. Altice Dominicana now has the right of use of 100MHz in the 3.5 GHz band for the launch of 5G services in the Dominican Republic.

As of December 31, 2023, the Group offered mobile services to 10.7 million residential customers on a blended basis, across the geographies where it is active. In Israel, due to local regulation, earlier the Group offered its mobile services either on a stand-alone basis or in a bundle with an internet service provider ("ISP") or international call services. According to a regulatory amendment as of February 2021, the Group is entitled to include its mobile services in its other multi-services packages, subject to the approval of the Ministry of Communications for such packages.

2.3.2. Business services

2.3.2.1. Fixed business services

The Group offers focused fixed business services to large, medium, small and very small business customers in Portugal and the Dominican Republic. In Israel, the Group's business services primarily consist of enhanced versions of the Group's residential products, which are adapted to meet the needs of its business customers.

2.3.2.2. Mobile business services

The Group offers focused mobile business services to large, medium, small and very small business customers in all its geographies. The Group's mobile business services products often include professional telephony services (such as business directory services, fleet management customer areas, usage alerts and financial management solutions) with devices chosen to respond to the needs of professionals and 24-hour on-site exchange service.

2.3.2.3. *Wholesale services*

The Group offers wholesale services across its geographies, including interconnection services to other operators, and sells wholesale fibre, cable and xDSL services as well as wholesale mobile services to other telecommunications operators who resell such services under their own brands.

2.3.2.4. *R&D services*

The Group has implemented, in Portugal, the 'Altice Labs' initiative, which is the Group's state-of-the-art research and development centre that aims to centralize and streamline innovative technological solutions development for the entire Group ("Altice Labs").

2.3.2.5. *Other services*

The Group offers several other services, depending on geography, such as bulk services to housing associations and multiple-dwelling unit managers, cloud storage such as on-demand IaaS services, computer security services and storage and backup solutions, technical services related to the network and other activities that are not related to the core fixed or mobile businesses. In various jurisdictions in which the Group operates, it also generates revenue from selling advertising time to national, regional and local customers.

2.3.3. *Media - Targeted advertising (Teads)*

Teads operates a leading, cloud-based, end-to-end technology platform that enables programmatic digital advertising for a global, curated ecosystem of quality advertisers and their agencies and leading publishers. As an end-to-end solution, Teads' platform consists of buy-side, sell-side, creative, data and AI optimization modules. Teads has built deep partnerships with both the demand and supply sides of digital advertising. For advertisers and their agencies, Teads' omnichannel platform offers a single access point to buy premium inventory of many of the world's leading publishers across the online, CTV and in-app environments. As of December 31, 2023, Teads is a trusted monetization partner for approximately 2,700 publishers encompassing over 16,000 websites, providing a comprehensive technology platform to monetize a variety of ad placements and formats programmatically. By connecting both sides of the advertising ecosystem, Teads solves the digital programmatic advertising industry's most significant problems related to value chain fragmentation, inefficient digital advertising pricing and quality and scale of inventory.

Teads offers advertisers and their agencies access to high-quality inventory at scale, solving a major problem for Teads customers. Advertisers and their agencies can work directly with Teads through their self-serve buying interface, Teads Ad Manager, or through third-party demand side platforms ("DSPs"). Teads offers customers a leading, omnichannel buying platform focused on delivering business outcomes for advertisers up and down the marketing funnel. Teads Ad Manager has the advantage of leveraging Teads' machine learning prediction models, which are focused specifically on Teads publisher partners' inventory. Teads' predictive machine learning algorithms process large volumes of data based on thousands of campaigns to deliver superior outcomes for customers. As a result, Teads believes they can offer significant cost efficiencies and greater return on investment ("ROI") to agencies and advertisers who access Teads publisher partners' inventory directly through Teads Ad Manager. As of December 31, 2023, Teads had approximately 7,400 customers, defined as an advertiser in a local market. Teads enables publishers to monetize their digital advertising inventory through Teads for Publishers platform, which provides them with direct sale capabilities and is directly connected to Teads proprietary buy-side interface, Teads Ad Manager.

2.4. Marketing and sales

The Group's marketing divisions use a combination of individual and segmented promotions and general brand marketing to attract and retain customers. It markets its business services to institutional customers and businesses such as large corporates, governmental and administrative agencies, small- and medium-sized businesses, nursing homes, hospitals and hotels. The Group's primary marketing channels are media advertising including commercial television, telemarketing, e-marketing, door-to-door marketing, billboards, newspaper advertising and targeted mail solicitation. The Group's marketing strategy is based on increasing the penetration of multi-play services within its subscriber base, increasing distribution of television-based value-added services and ensuring a high level of customer satisfaction in order to maintain a low churn rate. The Group's marketing and sales efforts are always geared towards demonstrating the high-quality and speed of its networks.

The Group uses a broad range of distribution channels to sell its products and services throughout its operations, including retail outlets owned and run by the Group, retail outlets owned and run by third parties, dedicated sales booths, counters and other types of shops, door-to-door sales agents, inbound and outbound telesales and its websites.

2.5. Customers

2.5.1. Customer contracts and billing

The Group typically enters into standard form contracts with its residential customers. The Group reviews the standard rates of its services on an on-going basis. In certain geographies, in addition to the monthly fees the Group charges, customers generally pay an installation fee upon connection or re-connection to the Group's fibre/cable network. The terms and conditions of the Group's contracts, including duration, termination rights, the ability to charge early exit fees, and the ability to increase prices during the life of the contract, differ across the Group's operations primarily due to the different regulatory regimes it is subject to in each of the jurisdictions in which it operates.

The Group monitors payments and the debt collection process internally. The Group performs credit evaluation of its residential and business customers and undertakes a wide range of bad debt management activities to control its bad debt levels, including direct collections executed by its employees, direct collections executed in co-operation with third party collection agencies, and pursuit of legal remedies in certain cases.

2.5.2. Customer service

The Group's customer service strategy is to increase customer satisfaction and decrease churn with high product quality. Building on 2018 and 2019 achievements, further improved customer service resulted in the reduction of churn within the Group's key geographies, which continued in 2020, 2021 and 2022. The Group has continued to improve its customers' experience, including enhanced customer relationship management systems, which have allowed the Group to better manage new customers, identify customers at risk of churning, handle complex customer issues, offer special retention offers to potential churners and repayment plans to insolvent customers. The Group aimed to integrate operations and centralize functions in order to optimize processes and to correlate sales incentives to churn, net promoter score ("NPS") and average revenue per user ("ARPU") as opposed to more traditional criteria of new sales, in order to refocus the organization away from churn retention to churn prevention. The Group has remained disciplined and focused on further improving customer service in all markets. This has resulted in churn reduction across mobile and fixed products over the last years.

2.6. Competition

In each of the geographies and industries in which the Group operates, the Group faces significant competition and competitive pressures. Certain markets, such as Portugal, are mature markets, with a limited number of new customers entering the market. Moreover, the Group's products and services are subject to increasing competition from alternative new technologies or improvements in existing technologies.

With respect to its residential activities, the Group faces competition from telephone companies and other providers of DSL, VDSL2 and fibre network connections. With respect to pay TV services, the Group is faced with growing competition from alternative methods for broadcasting television services other than through traditional cable networks. For example, online content aggregators which broadcast over the top ("OTT") programs on a broadband network, such as internet competitors Amazon, Apple, Google, Disney+ and Netflix, are expected to grow stronger in the future. Connected or 'smart' TVs facilitate the use of these services. With respect to the fixed-line and mobile telephony markets, the Group has experienced a shift from fixed-line telephony to mobile telephony and faces intensive competition from established telephone companies, mobile virtual network operators ("MVNOs") and providers of new technologies such as VoIP.

In the competitive B2B data services market, price pressure has been strong. Conversely, the use of data transmission services has significantly increased. The Group is currently facing competition from software providers and other IT providers of data and network solutions, and the line between them and the suppliers of data infrastructure and solutions, like the Group, has become increasingly blurred. Partnerships between IT providers and infrastructure providers are becoming more and more common and are an additional source of competition but also an opportunity for growth. Being able to face the competition efficiently depends in part on the density of the network, and certain of the Group's competitors in the markets in which it operates have a broader and denser network. In recent years, the B2B market has experienced a structural change marked by a move from traditional switched voice services to VoIP services.

The following is an overview of the competitive landscape in certain key geographies in which the Group operates:

Portugal: In the broadband and mobile market, the Group faces competition from Vodafone, NOS and Nowo, the latter operating through a MVNO agreement with MEO. In the fixed telephony market, the Group faces an erosion of market share of both access lines and outgoing domestic and international traffic due to the trend towards the use of mobile services instead of fixed telephone services. Competition in the fixed telephony market is intensified by mobile operators such as NOS and Vodafone who can bypass MEO's international wireline network by interconnecting directly with fixed-line and mobile networks either in its domestic network or abroad. Through FastFiber, the Portuguese operation continues expanding its proprietary fixed fibre infrastructure, competing with Vodafone and NOS. In the business services market, competitors such as Vodafone and NOS are taking market share from MEO in traditional connectivity services, offset by MEO introducing new ICT services to its business customers.

Israel: In the broadband market, the Group competes primarily with Bezeq, which provides high speed broadband Internet access over DSL and holds the highest market share in broadband Internet infrastructure access in Israel. In the pay-TV market, the Group's main competitor is D.B.S. Satellite Services (1998) Ltd, a subsidiary of Bezeq, which provides satellite technology-based television services under the brand "YES". Bezeq is also the Group's main competitor in the fixed-line telephony market as the largest provider of fixed-line telephony services. Cellcom and Partner also provide broadcasting offers to OTT subscribers. Keshet, the owner of the main broadcast channel, recently launched an OTT service through a joint-venture subsidiary.

HOT Mobile competes with several principal mobile network operators, including Cellcom (including Golan Telecom), Partner, Pelephone and MVNOs. In the recent past years, the deployment of 5G networks has been promoted and HOT Mobile also offers 5G plans to its customers. The telecom market in Israel is fragmented with a high level of promotional activity in the market. This includes competition with TV "sparse bundles" with aggressively priced residential offers. HOT remains a strong brand in the market, supported by its superior fixed network infrastructure, rich content packages, and superior customer service.

In the past few years, the deployment of fibre optics has been accelerated around the country and several companies provide fibre-based telecom services, including Bezeq and Partner as well as HOT and Cellcom which both use IBC's fibre network to provide FTTH services. Currently, HOT offers the fastest surfing speed in Israel for residential customers providing various rates up to 5,000Mbps (download).

Dominican Republic: The Group's key competitors in the fixed market are Claro (America Movil) and to a lesser extent, local players such as Viva and Aster. Altice Dominicana has approximately a 33% market share in mobile and a 27% market share in fixed Internet. In the mobile market, Altice Dominicana mainly competes with Claro (with which it shares a comparable spectrum range and 4G-LTE population coverage), and with Viva in the low-end segment. Altice Dominicana also competes with the niche actors Wind and Sky. In the pay-TV segment, the market is still deeply fragmented with several regional cable operators.

3. STRATEGY AND PERFORMANCE

3.1. Objectives

The Group's key objective is to improve its operating and financial performance by increasing operational efficiencies of its existing businesses and driving growth through reinvestment in its proprietary infrastructure. Furthermore, the Group aims to deliver to its customers the best quality services and the best content on proprietary state-of-the-art mobile and fixed infrastructure, by investing in best-in-class technology, insourcing its historical suppliers in the area of technical services and call centres in order to better control quality, and developing a tailor-made approach, based on the analysis of data collected from its customers, in order to service them in an individualized manner, propose them targeted offers, dedicated content and custom-made advertising and provide them with a unique and sophisticated customer experience. The Group aims to create long-term shareholder value through exceptional operating and financial performance, mainly driven by its focus and investments to provide a superior customer experience at lower cost levels.

The Group has contributed to long-term value creation in the past financial years, through multiple factors, and has delivered sustained investment at an accelerated pace into upgrading its fixed and mobile networks for better quality services to improve the customer experience and drive future growth. In addition, the Group has successfully executed on the monetization of part of the Group companies' infrastructure at attractive valuations in prior years. The Group has deleveraged through a combination of organic and inorganic actions. The Group intends to maintain a strong balance sheet, with the stated leverage target range remaining a strategic focus.

3.2. Strategy of the Group

At the core of the Group's strategy is customer, revenue, profitability and cash flow growth by efficiently running telecom assets, creating underlying organic growth, and as a result, achieving a leverage profile consistent with the stated target leverage range. The Group benefits from a unique asset base which is fully convergent, fibre rich, active across residential consumers and businesses and holds number one or number two positions in each of its markets with nationwide coverage. The reinforced operational focus offers significant value creation potential. Key elements of the Group's growth strategy include:

- optimizing the operational and financial performance in each market with a particular focus on customer services;
- continuing to invest in best-in-class infrastructure commensurate with the Group's market position;
- growing advertising revenues; and
- the potential monetization of Group companies or of part of the Group companies' infrastructure and assets at attractive valuations.

4. GROUP FINANCIAL REVIEW

4.1. General

The following discussion and analysis is intended to assist in providing an understanding of the Group's financial condition, changes in financial condition and results of operations and should be read together with the consolidated financial statements as of and for year ended December 31, 2023, including the accompanying notes.

The below table sets forth the Group's consolidated statement of income for the years ended December 31, 2023 and December 31, 2022.

Consolidated Statement of Income (€m)	**Year ended December 31, 2023**	**Year ended December 31, 2022**
Revenues	**5,142.6**	**5,029.9**
Purchasing and subcontracting costs	(1,340.9)	(1,314.3)
Other operating expenses	(1,037.2)	(1,060.4)
Staff costs and employee benefits	(757.4)	(697.6)
Depreciation, amortization and impairment	(1,169.2)	(1,172.0)
Other (expenses) and income	(283.8)	(55.3)
Operating profit	**554.1**	**730.3**
Interest relative to gross financial debt	(590.6)	(456.1)
Realized and unrealized (losses) / gains on derivative instruments linked to financial debt	(307.1)	560.3
Other financial expenses	(211.2)	(397.8)
Finance income	367.0	209.1
Net result on extinguishment and remeasurement of financial liabilities	-	(4.5)
Finance income/(costs), net	**(741.9)**	**(89.0)**
Share of gain/(loss) of associates and joint ventures	(29.6)	(12.6)
Profit/(loss) before income tax	**(217.4)**	**628.7**
Income tax benefit /(expense)	(86.4)	11.3
Profit/(loss) for the year from continuing operations	**(303.8)**	**640.0**
Attributable to equity holders of the parent	*(382.0)*	*572.4*
Attributable to non-controlling interests	*78.2*	*67.6*

The Group has 5 operating segments for which the results of operations of the business will be discussed:

- **Portugal**: The Group owns Portugal Telecom ("PT Portugal"), the largest telecom operator in Portugal. PT Portugal provides fixed residential, mobile residential and business services clients using the MEO brand, amongst others. This segment also includes the Altice Technical Services entities in Portugal and Unisono Group which is engaged in the provision of outsourced customer experience management, consulting and digital transformation services mainly in Spain.

- **Israel**: Fixed and mobile services are provided using the HOT telecom, HOT mobile and HOT net brands to residential and business services clients. HOT also produces award winning exclusive content that it distributes using its fixed network, as well as content application called Next and OTT services through Next Plus. This segment also includes the Altice Technical Services entity in Israel.

- **Dominican Republic**: The Group provides fixed residential, mobile residential and business services using the Altice brand. This segment also includes the Altice Technical Services entity in the Dominican Republic.

- **Teads**: Provides digital advertising solutions. Publishers use Teads' technology to create engaging video and display Teads advertising experiences on their website and in their Apps.

- **Others**: Corporate entities are reported under "Others".

4.2. Significant events affecting historical results for the year ended December 31, 2023

A summary of the significant events that had a material impact on the consolidated financial statements as of and for the year ended December 31, 2023 is given below:

4.2.1. Acquisitions and disposals

There was no material change in the consolidation scope during the year ended December 31, 2023.

4.2.2. Other significant events

4.2.2.1. Drawing and repayment of the Altice Financing Revolving Credit Facility

During the year ended December 31, 2023, the Group drew €398.0 million of the Altice Financing Revolving Credit Facility (cumulative drawdown of €888.0 million and repayment of €490.0 million). A total of €180.2 million remained undrawn as of December 31, 2023.

4.2.2.2. Swaps renegotiation

Following the amended and extended term loan refinancing closed in December 2022, the Group has renegotiated some swaps to extend the maturity date to 2027 and to adjust the rate.

4.2.2.3. Additional term loan raised by Altice Financing

Following the amended and extended term loan refinancing closed in December 2022, Altice Financing raised an additional amount of €50 million in April 2023.

4.2.2.4. Term loan raise by Altice Financing

On October 2, 2023, the Company announced that Altice Financing successfully raised a new €800 million Term Loan. The new Term Loan, due October 2027, priced at 5.00% over EURIBOR. Proceeds will be used to redeem, defease or otherwise discharge the outstanding €600 million 2.25% Senior Secured Notes maturing in 2025 in full, with excess proceeds used to repay RCF. €600 million proceeds have been transferred to a bankruptcy-remote segregated escrow account pursuant to an escrow agreement governed by French law, with such proceeds to be released to redeem or repurchase the existing 2025 Senior Secured Notes and may be directed to be paid only to any account of the trustee of the existing 2025 Senior Secured Notes to effect such redemption or repurchase.

4.2.2.5. Distribution and advances to the parent company

For the year ended December 31, 2023, the Company made a distribution to its parent company Altice Luxembourg for an amount of €320.0 million by way of share premium redemption and advances for a net amount of €256.3 million by way of additional loans.

4.2.2.6. Provision for onerous contracts in Portugal

The Group entered into contracts with certain football clubs for the acquisition of the exclusive broadcasting rights of Portuguese home football games, the term of which ends in 2028. In July 2016, certain Portuguese telecom operators entered into an agreement for the reciprocal sharing of football related broadcasting rights ("Sharing Agreement"), and following the signature of the Sharing Agreement, the Group sold to Sport TV its Portuguese exclusive broadcasting rights of the football games for a four seasons-period, between July 2016 and June 2020. Simultaneously, the Group entered into a distribution agreement with Sport TV. In July 2020, the Group sold to Sport TV the exclusive broadcasting rights for an additional three seasons-period, between July 2020 and June 2023, and signed a new distribution agreement with Sport TV for the period between July 2020 and June 2024.

In June 2023, the Sharing Agreement of football broadcasting rights between Portuguese telecom operators was extended until June 2028. Furthermore, in July 2023, MEO also agreed to an amendment to the existing distribution agreement ending in June 2024 and entered into a new distribution agreement for the four-season period between July 2024 and June 2028.

Following the extension and renegotiation of the agreements, the Group has recorded a provision for onerous contracts for an amount of €252.0 million relating to both the Sharing Agreement and the related distribution agreement with Sport TV (please refer to note 4.3.2.2 to the consolidated financial statements as of and for the year ended December 31, 2023). The provision corresponds basically to the net present value of the direct costs related to both the Sharing Agreement and the related distribution agreement net of the incremental revenues coming from these agreements that correspond to the subscription fees obtained from both Sport TV and BTV premium sports channels, all of which covering the period between July 2023 and June 2028.

As of December 31, 2023, the onerous contract provision amounted to €221.5 million, after taking into account the payments under the agreements mentioned above (non-current provision of €173.9 million and current provision of €47.6 million).

4.2.2.7. Altice Portugal investigation

Internal investigation and remedial actions

In mid-July of 2023, Altice Portugal learned that the Public Prosecutor's Office in Portugal was investigating allegations of harmful practices and misconduct of certain individuals and entities affecting Altice Portugal and its subsidiaries.

The Group took immediate remedial actions, including enhancing internal control procedures and controls, strengthening the oversight of procurement processes and suspending certain employees that had potential connections to the misconduct under investigation.

Moreover, the Group immediately undertook to transition away from all suppliers potentially implicated in the Portuguese authorities' investigation. To date, the Group has substantially completed these transitions according to plan. As previously noted, the Group confirms that these potentially implicated suppliers accounted for approximately less than 6% of its total expenditures (mainly in Portugal).

In parallel, an internal investigation in Portugal and across other jurisdictions under the direction of a global investigation committee was launched to perform a thorough risk assessment in key jurisdictions. External legal counsels were appointed as global counsel, with the support of local external counsels in each jurisdiction. They were also being assisted by forensic experts in conducting this review and root cause analysis of the alleged conduct.

The investigative work initially scoped has been substantially completed and no material impact is expected on the Group's consolidated financial statements.

Importantly, following the Public Prosecutor Office's public statement on July 14, 2023 identifying Altice Portugal as a victim in this case, Altice Portugal's status as a victim has been further confirmed with its designation as an assistant to the prosecution led by the Public Prosecutor's Office in Portugal, as publicly reported on October 26, 2023.

As such, given the Portuguese authorities' ongoing investigation, the Group will continue to take account of all available facts and circumstances in determining further investigative steps and making internal and external decisions necessary to protecting its rights in each geography in which it operates.

Enhanced processes, policies and procedures

Although there were already robust control mechanisms in place, the Group has proactively initiated actions to enhance and strengthen several internal control processes, policies and procedures to effectively prevent, detect and mitigate the risk of any future potential individual misconduct and has appointed external advisors to support it in the implementation of such actions. This includes further strengthening the compliance team of each operating company under the leadership of the local general counsels. The whistleblowing procedures are being enhanced and made even more accessible to allow all employees and other relevant parties to feel comfortable using the various speak-up channels. A particular emphasis has been put on all policies and procedures related to: (i) conflict of interest; (ii) procurement; (iii) third-party due diligence, onboarding and ongoing monitoring; (iv) conduct of real estate transactions, and (v) accounting controls, as well as more general policies such as the Code of Ethics. Specifically on the procurement process, each operating company is responsible for its own purchase orders independent of the other operating entities, with a coordination committee including all head of procurement departments in order to allow the operating entities to continue to benefit from economies of scale.

The Group will continue to take all necessary steps to protect its interests and rights in all jurisdictions.

4.2.2.8. Teads – share based payments

In October 2023, the Board of managers of Altice Teads adopted a Phantom Stock Appreciation Right Plan ("PSAR Plan") for the managers of Teads. The PSAR Plan gives to its beneficiaries awards, which represent a right to receive a value equal to the excess of the fair market value over the base price of a specific number of Teads shares, subject to the terms and conditions of the PSAR Plan.

The valuation at the grant date was performed based on a Monte Carlo model. Monte Carlo numerical models determine fair value through estimating the present value of the awards' payoffs as derived from a large number of risk-neutral expected share prices over the life of the awards. The total value of the PSAR Plan is estimated to €77.4 million.

The main assumptions of the model are described below:

- Volatility was estimated from the annual equity volatility of a sample of listed companies reasonably comparable to Teads – 50%

- Risk-free rates were derived from yields observed for German government bonds (constant maturity) as at October 13, 2023, for the maturity corresponding to each exercise date between December 2024 and December 2031.

The number of awards granted to the beneficiaries of the PSAR Plan are 99.3 million at the grant date and as at December 31, 2023.

Based on *IFRS 2 Share-based payments*, the Company considered the PSAR Plan as an equity-settled plan and thus recorded an expense against shareholders' equity for an amount of €16.6 million for the year ended December 31, 2023.

4.2.2.9. War in Israel

On October 7, 2023, the State of Israel suffered a surprise terror attack, which led to the declaration of the 'Iron Swords' War (the "War"). The War is on-going as of the issuance date of these consolidated financial statements. As a consequence of the situation, the Company's operations in Israel (HOT) are impacted. More specifically, HOT is affected by a reduction of revenue in the fixed segment (subscription fees have been partially frozen for some of the evicted Israeli population in the South and in the North of the country) and in the mobile segment (reduced prepaid revenues and roaming as less customers are travelling abroad and less visitors are coming to Israel). Based on the

Company's current assessment, its physical infrastructure (namely mobile towers and the HFC network) was not significantly affected. The impact on the fourth quarter of 2023 was limited on the Company's operation in Israel.

The evolution of the situation is uncertain and closely followed. Based on its current assessment, the Company expects a negative effect on its results of operations in Israel in 2024 due to the War, the extent of which cannot be quantified at this stage.

The Group has taken this situation into account in its estimates, notably those related to the non-current and current assets valuation (including goodwill) and did not record any impairment during the year ended December 31, 2023 (please refer to note 5.2 to the consolidated financial statements as of and for the year ended December 31, 2023).

4.3. Significant events affecting historical results for the year ended December 31, 2022

A summary of the significant events that had a material impact on the consolidated financial statements as of and for the year ended December 31, 2022 is given below:

4.3.1. Acquisitions and disposals

4.3.1.1. The 2022 Portuguese tower transaction

On November 8, 2021, PT Portugal exercised its right to sell a tower business unit consisting of 102 remaining sites portfolio to Cellnex Telecom, S.A.. The transaction closed on March 31, 2022, following customary regulatory approvals. Total cash proceeds amounted to €71.4 million.

The total capital gain recorded for the year ended December 31, 2022 amounted to €37.4 million, after taking into account the provisions of IFRS 16 *Leases*, with respect to sale and lease back transactions. Following the transaction, PT Portugal and Cellnex Telecom have entered into a Master Service Agreement ("MSA") related to the newly carved-out sites.

4.3.1.2. Acquisition of Fibroglobal

On October 10, 2022, FastFiber, a 50.01% owned subsidiary of the Company, completed the acquisition of a 95% stake in Fibroglobal - Comunicações Electrónicas, S.A. ("Fibroglobal"), a fibre wholesale vehicle comprising of fibre passive infrastructure assets and rights, related contracts and underlying agreements. The total purchase price of the shares was €76.3 million.

The Group has recorded in the consolidated financial statements as of December 31, 2022 the final purchase price allocation. Under this purchase price allocation, the Group identified the following assets and liabilities at fair value, which were determined by an independent external appraiser based on a business plan prepared as of the date of the acquisition:

- a fair value of €50.8 million related to the fibre network; and,
- a related deferred tax liability of €6.9 million.

Following the purchase price allocation, the goodwill recognised from business combinations during the year ended December 31, 2022 was €34.7 million, which is not tax deductible.

The standalone revenues and net profit for the period of Fibroglobal from the acquisition date to the reporting date (from October 10, 2022 to December 31, 2022) are €3.5 million and €2.1 million respectively.

Had the acquisition of Fibroglobal been completed on January 1, 2022, the impact on Group revenues would have been not material for the year ended December 31, 2022, as most of the revenue of Fibroglobal are with PT Portugal, while the impact on net profit would have been €8.3 million.

4.3.2. Other significant events

4.3.2.1. Drawing and repayment of the Altice Financing Revolving Credit Facility

During the year ended December 31, 2022, the Group repaid €245.0 million of the Altice Financing Revolving Credit Facility (drawdown of €625 million and repayment of €870 million). As of December 31, 2022, the Group had access to revolving credit facilities of up to €553.2 million (the revolving credit facility was increased by €25 million, effective from January 3, 2023).

4.3.2.2. Restructuring of swaps

The Group restructured certain cross currency swaps over the course of the third and fourth quarters of 2022. As part of the restructuring, the Group received €145.9 million in cash. The impact for the year ended December 31, 2022 was recorded in Finance income in the line Realised and unrealized (losses)/gains on derivative instruments linked to financial debt.

4.3.2.3. Refinancing of Altice Financing term loans

On December 6, 2022, the Company announced that it has successfully extended €1,700 million (equivalent) of Altice Financing 2025 and 2026 Term Loan maturities to October 2027. Additionally, Altice Financing raised €359.5 million (equivalent) of new Term Loans, following excess demand. As a result of this transaction, the average maturity for the Company's debt capital structure increased to 5.2 years, with no major term loan maturities before 2027.

4.3.2.4. Pledge of the Altice UK Loan

On February 17, 2022, with effect as of October 4, 2021, the Company, as lender, entered into a Luxembourg law governed intercompany facility agreement with Altice UK S.à r.l. as borrower, whereby the Company granted to Altice UK S.à r.l. a loan in an amount of €581.4 million. On July 26, 2022, the Company pledged the receivable from Altice UK S.à r.l. to the senior secured creditors of Altice Financing on a first priority basis, and the creditors of Altice Finco on a second priority basis.

4.3.2.5. Post employment obligations in Portugal

As a result of the increase in the discount rates during the twelve-month period ended December 31, 2022, PT Portugal recorded a reduction of the defined benefit obligations for an amount of €210.1 million, of which €53.8 million related to termination benefits and thus were recorded in the consolidated statement of income (please refer to note 4.3.2.1 to the consolidated financial statements as of and for the year ended December 31, 2022) and of which €156.3 million related to healthcare benefits and pension supplements and thus were recorded in Other comprehensive income.

In addition, as a result of the increase in the usage of healthcare plan benefits, the increase in the inflation of healthcare costs and the changes in the plan announced by PT Portugal during the third quarter of 2022, PT Portugal recorded a net increase of the defined benefit obligations for an amount of €78.3 million. The impact was recorded in Other comprehensive income for an amount of €102.9 million (actuarial losses reflecting mainly the expected increase of the insurance premium per beneficiary for the healthcare plans due to an increase in the usage and the inflation) and in the consolidated statement of income for an amount of €24.6 million (actuarial gain reflecting the reduction in healthcare plan benefits) (please refer to note 4.3.2.1 to the consolidated financial statements as of and for the year ended December 31, 2022).

Finally, PT Portugal recorded a gain of €14.1 million in the consolidated statement of income, resulting from a change in salaries growth rate and reduction in normal retirement age, and actuarial losses of €12.8 million in Other comprehensive income resulting from the effect of the difference between actual and estimated return on plan assets.

As a consequence, in Portugal, defined post-employment obligations (current and non-current) declined by €227.9 million in 2022, explained by the following reasons:

- the changes mentioned above that had positive impacts on the net result for an amount of €92.5 million before taxes and on Other comprehensive income for an amount of €40.6 million before taxes,

- the payments of salaries to pre-retired and suspended employees (€94.9 million) and the payments of healthcare benefits (€19.3 million),

- the effects mentioned above were partially offset by the periodic post-employment benefit costs (€11.2 million) and work force termination costs (€8.2 million).

Post employment obligations and termination benefits are detailed in note 16 to the consolidated financial statements as of and for the year ended December 31, 2022.

4.3.2.6. Acquisition of the minority interests in Opticom Telecom Ltd

On December 29, 2022, the Group, through Hot Telecom Limited Partnership, acquired the minority interests in Opticom Telecom Ltd in Israel for a total consideration of €45.4 million to be paid over the next 5 years. As Opticom Telecom Ltd was under the control of the Group, the transaction was recorded in the line Transaction with non-controlling interests in the consolidated statement of equity.

4.3.2.7. Wananchi

As of December 31, 2021, Altice Africa S.à r.l. ("Altice Africa") had a participation of 17.1% in Wananchi Group Holdings Limited ("Wananchi"), a cable operator that provides services in Kenya and other neighboring East African countries. In addition to its equity stake, Altice Africa subscribed to subordinated loans. The Group classified the investment in Wananchi as equity instruments at FVOCI and the subordinated loans were recorded in the caption "current financial assets" in the consolidated statement of financial position as of December 31, 2021.

On December 15, 2022, Wananchi and its shareholders closed the restructuring of the debt and achieved a debt-for-equity swap pursuant to which Wananchi issued to the noteholders new shares in satisfaction of all of its obligations outstanding under the subordinated loan notes it issued to the noteholders. As part of the restructuring agreement, the shareholders agreed on an amended and restated shareholders' agreement.

Following the closing of the transaction on December 15, 2022, the participation of Altice Africa in Wananchi increased from 17.1% to 30.3%. Following the increase in the participation in Wananchi and the evolution of the governance rules at the board of Wananchi, Altice Africa exercises a significant influence over Wananchi, that is accounted for under the equity method based on the provisions of IAS 28 Investments in Associates and Joint Ventures.

5. REVENUE

5.1. Group

For the year ended December 31, 2023, the Group generated total revenue of €5,142.6 million, a 2.2% increase compared to €5,029.9 million for the year ended December 31, 2022.

The tables below elaborate on the Group's revenue by lines of activity in the various reportable segments in which the Group operates for years ended December 31, 2023 and December 31, 2022, respectively:

For the year ended December 31, 2023 (€m)	**Portugal**	**Israel**	**Dominican Republic**	**Teads**	**Others**	**Total**
Fixed	722.1	507.6	111.6	-	-	**1,341.3**
Mobile	504.8	231.4	338.9	-	-	**1,075.1**
Residential service	1,226.9	739.0	450.5	-	-	**2,416.4**
Residential equipment	140.1	82.3	33.4	-	-	**255.8**
Total Residential	1,367.0	821.3	483.9	-	-	**2,672.2**
Business services	1,539.2	248.5	104.7	-	0.8	**1,893.2**
Media	-	-	-	600.9	-	**600.9**
Total standalone revenues	**2,906.2**	**1,069.8**	**588.6**	**600.9**	**0.8**	**5,166.3**
Intersegment elimination	(22.7)	-	-	(1.0)	-	**(23.7)**
Total consolidated	**2,883.5**	**1,069.8**	**588.6**	**599.9**	**0.8**	**5,142.6**

For the year ended December 31, 2022 (€m)	Portugal	Israel	Dominican Republic	Teads	Others	Total
Fixed	693.2	592.4	115.9	-	-	**1,401.5**
Mobile	484.5	254.1	342.5	-	-	**1,081.1**
Residential service	1,177.7	846.5	458.4	-	-	**2,482.6**
Residential equipment	125.3	98.3	38.0	-	-	**261.6**
Total Residential	1,303.0	944.8	496.4	-	-	**2,744.2**
Business services	1,326.5	251.6	105.4	-	1.1	**1,684.6**
Media	-	-	-	624.0	-	**624.0**
Total standalone revenues	**2,629.5**	**1,196.4**	**601.8**	**624.0**	**1.1**	**5,052.8**
Intersegment elimination	(21.7)	-	-	(1.2)	-	(22.9)
Total consolidated	**2,607.8**	**1,196.4**	**601.8**	**622.8**	**1.1**	**5,029.9**

This increase in revenue was the result of a positive performance in business services. The contribution of higher equipment sale from Altice Labs and the contribution of Geodesia generated an increase in business services revenue in Portugal. In addition, there was a negative impact of the foreign currency rate for the Israeli Shekel and the Dominican Peso. On a year-to-date basis, the Dominican Peso average exchange rate decreased by 4.5% compared to the Euro and the Israeli Shekel average exchange rate decreased by 12.8% compared to the Euro.

5.2. Operating segments

Portugal: For the year ended December 31, 2023, Portugal generated revenue of €2,906.2 million, a 10.5% increase compared to €2,629.5 million for the year ended December 31, 2022.

Revenue from Portugal’s fixed residential service increased by 4.2% from €693.2 million for the year ended December 31, 2022, to €722.1 million for the year ended December 31, 2023. The increase in revenues is explained by subscriber base and ARPU growth, a higher contribution from high-value convergent package fees and a continuing migration from customers being served by the DSL network to the fibre network.

Portugal’s mobile residential service business reported a net revenue increase of 4.2% from €484.5 million for the year ended December 31, 2022, to €504.8 million for the year ended December 31, 2023. This increase is mainly the consequence of the increase in postpaid revenues driven by subscriber base growth and ARPU expansion.

Portugal reported a residential equipment revenue increase of 11.8% from €125.3 million for the year ended December 31, 2022, to €140.1 million for the year ended December 31, 2023.

Revenue from Portugal’s business services increased by 16.0% from €1,326.5 million for the year ended December 31, 2022, to €1,539.2 million for the year ended December 31, 2023. This increase is explained mainly by higher equipment sales from Altice Labs as well as the contribution of Geodesia.

Israel: For the year ended December 31, 2023, Israel generated revenue of €1,069.8 million, a 10.6% decrease compared to €1,196.4 million for the year ended December 31, 2022. On a local currency basis, revenue increased by 0.9%.

Fixed residential service revenue decreased by 3.3% on a local currency basis, which was mainly driven by ongoing competition in the fixed market and the War in Israel (please see section 4.2.2.9). Following the War in Israel, monthly subscription fees were not charged for those subscribers that have been evacuated from certain areas in the country. Mobile residential service revenue increased by 2.7% on a local currency basis, supported by subscriber base growth. Israel’s business services revenue increased by 11.4% on a local currency basis, mainly due to the increase in B2B equipment sales and construction activity for IBC.

Dominican Republic: For the year ended December 31, 2023, the Dominican Republic generated total revenue of €588.6 million, a 2.2% decrease compared to €601.8 million for the year ended December 31, 2022. On a local currency basis, revenue increased by 2.2%.

On a local currency basis, fixed residential service revenue increased by 0.7% due to subscriber base growth and higher ARPU. Mobile residential service revenue grew by 3.4% mainly due to an increase in prepaid driven by subscriber base. Residential equipment revenue decreased by 8.1% and business services revenue grew by 3.8%, largely due to an increase in revenues from fixed B2B equipment.

Teads: For the year ended December 31, 2023, Teads generated revenue of €600.9 million, compared to €624.0 million for the year ended December 31, 2022, a decrease of €23.1 million due to ongoing macroeconomic pressures.

6. ADJUSTED EBITDA

6.1. Group

For the year ended December 31, 2023 (€m)	Portugal	Israel	Dominican Republic	Teads	Others	Inter-segment elimination	Total
Revenues	**2,906.2**	**1,069.8**	**588.6**	**600.9**	**0.8**	**(23.7)**	**5,142.6**
Purchasing and subcontracting costs	(875.5)	(381.5)	(100.4)	-	-	16.5	**(1,340.9)**
Other operating expenses	(425.8)	(214.3)	(102.8)	(294.1)	(2.6)	2.4	**(1,037.2)**
Staff costs and employee benefit expenses	(473.7)	(85.5)	(37.8)	(160.8)	-	0.4	**(757.4)**
Total	**1,131.2**	**388.5**	**347.6**	**146.0**	**(1.8)**	**(4.4)**	**2,007.1**
Share-based expense	-	-	-	16.6	-	-	**16.6**
Rental expense operating lease[1]	(93.2)	(35.8)	(34.5)	(5.6)	-	-	**(169.1)**
Adjusted EBITDA	**1,038.0**	**352.7**	**313.1**	**157.0**	**(1.8)**	**(4.4)**	**1,854.6**
Depreciation, amortisation and impairment	(683.3)	(320.3)	(149.4)	(16.0)	(0.2)	-	**(1,169.2)**
Share-based expense[2]	-	-	-	(16.6)	-	-	**(16.6)**
Other expenses and income	(261.6)	(11.0)	(4.0)	(5.7)	(1.3)	(0.2)	**(283.8)**
Rental expense operating lease[1]	93.2	35.8	34.5	5.6	-	-	**169.1**
Operating profit/(loss)	**186.3**	**57.2**	**194.2**	**124.3**	**(3.3)**	**(4.6)**	**554.1**

For the year ended December 31, 2022 (€m)	Portugal	Israel	Dominican Republic	Teads	Others	Inter-segment elimination	Total
Revenues	**2,629.5**	**1,196.4**	**601.8**	**624.0**	**1.1**	**(22.9)**	**5,029.9**
Purchasing and subcontracting costs	(798.9)	(412.1)	(117.7)	-	-	14.4	**(1,314.3)**
Other operating expenses	(416.0)	(242.8)	(102.6)	(298.2)	(3.0)	2.2	**(1,060.4)**
Staff costs and employee benefit expenses	(418.0)	(94.9)	(36.3)	(148.7)	-	0.3	**(697.6)**
Total	**996.6**	**446.6**	**345.2**	**177.1**	**(1.9)**	**(6.0)**	**1,957.6**
Share-based expense	-	-	-	-	-	-	-
Rental expense operating lease[1]	(90.1)	(37.9)	(33.5)	(5.7)	-	-	**(167.2)**
Adjusted EBITDA	**906.5**	**408.7**	**311.7**	**171.4**	**(1.9)**	**(6.0)**	**1,790.4**
Depreciation, amortisation and impairment	(676.4)	(338.7)	(137.9)	(19.0)	-	-	**(1,172.0)**
Share-based expense[2]	-	-	-	-	-	-	-
Other expenses and income	(1.5)	(23.9)	(1.8)	(8.7)	(19.4)	-	**(55.3)**
Rental expense operating lease[1]	90.1	37.9	33.5	5.7	-	-	**167.2**
Operating profit/(loss)	**318.7**	**84.0**	**205.5**	**149.4**	**(21.3)**	**(6.0)**	**730.3**

1 This line corresponds to the operating lease expenses which impacts are included in Adjusted EBITDA following the definition stated in note 4.2.2.1 to the consolidated financial statements as of and for the year ended December 31, 2023.

2 This line corresponds to the new PSAR Plan implemented in Teads (please refer to note 3.3.4 to the consolidated financial statements as of and for the year ended December 31, 2023).

For the year ended December 31, 2023, the Group's Adjusted EBITDA amounted to €1,854.6 million, an increase of 3.6% compared to €1,790.4 million for the year ended December 31, 2022. This increase is mainly attributed to the top-line growth of 2.2%.

6.2. Operating segments

Portugal: For the year ended December 31, 2023, the Adjusted EBITDA in Portugal was €1,038.0 million, an increase of 14.5% from €906.5 million for the year ended December 31, 2022. This increase is mainly attributed to the increase in revenue (please see section 5.2), subscriber base growth, ARPU expansion and discipline in operating costs.

Israel: For the year ended December 31, 2023, the Adjusted EBITDA in Israel was €352.7 million, a decrease of 13.7% compared to €408.7 million for the year ended December 31, 2022. Adjusted EBITDA on a local currency basis decreased by 2.6% compared to the year ended December 31, 2022, mainly impacted by the War (please see section 4.2.2.9).

Dominican Republic: For the year ended December 31, 2023, the Adjusted EBITDA in the Dominican Republic increased by 0.4% from €311.7 million for the year ended December 31, 2022, to €313.1 million for the year ended December 31, 2023 (an increase of 5.0% on a local currency basis). On a local currency basis, the increase in Adjusted EBITDA is largely attributable to the residential service revenue increase mainly for mobile, the increase in business services revenue and the reduction in purchasing and subcontracting costs.

Teads: For the year ended December 31, 2023, the Adjusted EBITDA for Teads amounted to €157.0 million, compared to €171.4 million for the year ended December 31, 2022, a decrease of 8.4% mainly due to decrease in revenue.

7. OPERATING PROFIT OF THE GROUP

7.1. Depreciation, amortization and impairment

For the year ended December 31, 2023, depreciation, amortization and impairment totalled €1,169.2 million, a slight decrease of 0.2% compared to €1,172.0 million for the year ended December 31, 2022.

7.2. Other expenses and income

For the year ended December 31, 2023, the Group's other expenses totalled €283.8 million compared to €55.3 million of other expenses for the year ended December 31, 2022. A detailed breakdown of other expenses and income is provided below:

Other (expenses) and income (€m)	**For the year ended December 31, 2023**	**For the year ended December 31, 2022**
Restructuring costs (including termination employee benefit (expenses)/income)	(9.6)	84.2
Onerous contracts	(252.0)	-
Disputes and litigation	9.9	(138.8)
Net gain on sale of interest in assets and associates	17.7	46.7
Deal fees	(3.4)	(10.1)
Management fees	(1.3)	(1.5)
Other, net	(45.1)	(35.8)
Other (expenses) and income	**(283.8)**	**(55.3)**

7.2.1 Restructuring costs (including termination employee benefit expenses/(income))

For the year ended December 31, 2023, this includes mainly restructuring costs for an amount of €12.3 million (mainly workforce reduction in Portugal and departures in Teads) which were offset by actuarial gains recorded in Portugal from the remeasurement of the termination benefits liabilities for an amount of €2.7 million.

For the year ended December 31, 2022, this includes mainly actuarial gains of €92.5 million which were recorded in Portugal and result from the remeasurement of the termination benefits liabilities (increase in the discount rate) for an amount of €67.9 million and from the reduction in healthcare plan benefits for an amount of €24.6 million.

7.2.2 Onerous contracts

For the year ended December 31, 2023, the Group recognized a provision for onerous contracts for an amount of €252.0 million relating to both the Sharing Agreement and the related distribution agreement with Sport TV in Portugal (please refer to note 3.3.2 to the consolidated financial statements as of and for the year ended December 31, 2023).

7.2.3 Disputes and litigation

For the year ended December 31, 2023, the line mainly includes the reversal of a portion of the provision for the Portuguese Competition Authority investigation in Portugal (please refer to note 30.1.7 to the consolidated financial statements as of and for the year ended December 31, 2023).

For the year ended December 31, 2022, this includes mainly the liability related to litigation with the Portuguese Competition Authority (please refer to note 30.1.7 to the consolidated financial statements as of and for the year ended

December 31, 2023), the settlement agreement related to the Israel consumer class action (please refer to note 30.2.1 to the consolidated financial statements as of and for the year ended December 31, 2023) and the settlement agreement between Cool Holding Ltd, H. Hadaros 2012 Ltd and the Israeli VAT authority in Israel (please refer to note 23.5.2 to the consolidated financial statements as of and for the year ended December 31, 2023).

7.2.4 Net gain on sale of interests in assets and associates

For the year ended December 31, 2022, this includes mainly the capital gain of €37.4 million related to the 2022 Portuguese tower transaction (please refer to note 3.2.1 to the consolidated financial statements as of and for the year ended December 31, 2023).

7.2.5 Deal fees

The deal fees for the year ended December 31, 2022 mainly include the fees related to the planned initial public offering ("IPO") of Teads, that was postponed due to unsatisfactory equity market conditions as compared to the growth prospects of Teads.

7.2.6 Other, net

For the year ended December 31, 2023, this mainly includes professional services related to the setup costs for strategic platforms SAAS in Portugal. The project started in 2022 and will be implemented until 2026.

8. RESULT FOR THE GROUP – ITEMS BELOW OPERATING EXPENSES

8.1. Finance income/(costs), net

Net finance costs amounted to €741.9 million for the year ended December 31, 2023, compared to finance costs of €89.0 million for the year ended December 31, 2022. A detailed breakdown of net finance income / (costs) is provided below:

Finance income/(costs), net (€m)	**Year ended December 31, 2023**	**Year ended December 31, 2022**
Interest relative to gross financial debt	**(590.6)**	**(456.1)**
Realized and unrealized (losses) / gains on derivative instruments linked to financial debt	**(307.1)**	**560.3**
Interest on lease liabilities	(82.2)	(77.7)
Net foreign exchange losses	-	(262.0)
Impairment/(reversal) of financial assets	(22.7)	6.3
Other	(106.3)	(64.4)
Other financial expenses	**(211.2)**	**(397.8)**
Interest income	314.8	199.8
Other financial income	36.2	9.3
Net foreign exchange gains	16.0	-
Finance income	**367.0**	**209.1**
Net result on extinguishment and remeasurement of financial liabilities	-	**(4.5)**
Net finance income / (costs)	**(741.9)**	**(89.0)**

8.1.1. Interest relative to gross financial debt

For the year ended December 31, 2023, the Group's interest on debt amounted to €590.6 million compared to €456.1 million for the year ended December 31, 2022. The increase is due to a combination of an increase in gross financial debt and higher interest rates following the amended and extended term loan closed in December 2022.

8.1.2. Realized and unrealized (losses) gains on derivative instruments

Realized and unrealized losses on derivative instruments of €307.1 million for the year ended December 31, 2023 compared to gains of €560.3 million for the same period in 2022, due to a negative variation in the mark to market driven by unfavourable variation of the interest rate portion of the swaps of Altice Financing.

8.1.3. *Net for exchange gains/losses*

Net foreign exchange gains of €16.0 million for the year ended December 31, 2023 compared to losses of €262.0 million for the same period in 2022, mainly due to the foreign exchange effect on long term debt of Altice Financing.

8.1.4. *Interest income*

The increase in interest income is mainly due to the increase in interest income on the intercompany loans with Altice Luxembourg that were amended in March 2023.

8.2. Share of earnings/(losses) of associates

For the year ended December 31, 2023, the Group's share of losses of associates totalled €29.6 million compared to a loss of €12.6 million for the year ended December 31, 2022. The higher loss in 2023 is mainly due to the contribution of Wananchi that was recorded under the equity method following the transaction closed on December 15, 2022 (please see section 4.3.2.7).

8.3. Income tax benefit/(expense)

The Group recorded an income tax expense of €86.4 million for the year ended December 31, 2023, compared to an income tax benefit of €11.3 million for the year ended December 31, 2022 as explained above.

8.4. Profit/(Loss) for the period

For the year ended December 31, 2023, the loss after tax totalled €303.8 million compared to €640.0 million profit after tax for the year ended December 31, 2022.

9. CAPITAL EXPENDITURES

9.1. General

The Group has made substantial investments and will continue to make capital expenditures in the geographies in which it operates to expand its footprint and enhance its product and service offerings. The Group expects to finance principal investments described below, to the extent they have not been completed, with cash flow from its operations.

The table below elaborates on the Group's capital expenditures for the years ended December 31, 2023 and 2022, respectively, for each of the Group's operating segments:

For the year ended December 31, 2023 (€m)	**Portugal**	**Israel[1]**	**Dominican Republic**	**Teads**	**Others**	**Eliminations**	**Total**
Capital expenditure – accrued	487.8	390.5	119.1	12.2	1.8	(4.6)	**1,006.8**
Capital expenditure - working capital items[2]	(19.4)	(80.6)	(7.0)	-	-	(5.2)	**(112.2)**
Payments to acquire tangible and intangible assets and contract costs	**468.4**	**309.9**	**112.1**	**12.2**	**1.8**	**(9.8)**	**894.6**

1 The capital expenditure - accrued for Israel includes an amount of €109.9 million related to the indefeasible right of use ("IRU") signed with IBC.

2 The working capital items includes the payment related to the 5G spectrum license in the Dominican Republic and in Portugal for an amount of €9.0 million.

For the year ended December 31, 2022 (€m)	**Portugal**	**Israel[1]**	**Dominican Republic**	**Teads**	**Others**	**Eliminations**	**Total**
Capital expenditure – accrued	482.8	419.9	139.5	13.8	-	(6.0)	1,050.0
Capital expenditure - working capital items[2]	2.2	(96.1)	13.5	-	-	(1.6)	(82.0)
Payments to acquire tangible and intangible assets and contract costs	**485.0**	**323.8**	**153.0**	**13.8**	**-**	**(7.6)**	**968.0**

1 The capital expenditure - accrued for Israel includes an amount of €97.3 million related to the indefeasible right of use ("IRU") signed with IBC, and €1.6 million of customer related capital expenditures.

2 The working capital items includes the payment related to the 5G spectrum license in the Dominican Republic and in Portugal for an amount of €14.0 million.

9.2. Operating segments

Portugal: For the year ended December 31, 2023, Portugal's total capital expenditures were €487.8 million, a 1.0% increase compared to €482.8 million for the year ended December 31, 2022. Working capital related items have decreased by €21.6 million for the year ended December 31, 2023, compared to the year ended December 31, 2022, due to payment phasing of capital expenditures.

Israel: For the year ended December 31, 2023, the total capital expenditures were €390.5 million, compared to €419.9 million for the year ended December 31, 2022. On a local currency basis, capital expenditures increased by 4.9%, which was mainly driven by fixed customer and installation capital expenditure, in relation to the launch of the fibre commercial offers. Accrued capital expenditure for the year ended December 31, 2023 includes an amount of €109.9 million related to the indefeasible right of use ("IRU") signed with IBC, with the cash impact spread over a multi-year period compared to €97.3 million for the year ended December 31, 2022.

Dominican Republic: For the year ended December 31, 2023, the total capital expenditures were €119.1 million compared to €139.5 million for the year ended December 31, 2022. On a local currency basis, capital expenditures decreased by 10.7%.

Teads: In general, Teads has limited capital expenditures due to the nature of its business.

10. LIQUIDITY, CAPITAL RESOURCES AND CASH FLOW

10.1. Liquidity and capital resources

The Group's principal sources of liquidity are (i) operating cash flow generated by the Group's subsidiaries and (ii) various revolving credit facilities and guarantee facilities that are available to the Group, for any requirements not covered by the operating cash flow generated.

As of December 31, 2023, the Company's restricted group had an aggregate of €578.2 million (equivalent) available borrowings under the Guarantee Facility Agreements, the 2014 Altice Financing Revolving Credit Facility Agreement and the 2015 Altice Financing Revolving Credit Facility Agreement, of which €398.0 million were drawn as of December 31, 2023.

The Group expects to use these sources of liquidity to fund operating expenses, working capital requirements, capital expenditures, debt service requirements and other liquidity requirements that may arise from time to time. The Group's ability to generate cash from the Group's operations will depend on the Group's future operating performance, which is in turn dependent, to some extent, on general economic, financial, competitive, market, regulatory and other factors, many of which are beyond the Group's control. As the Group's debt matures in later years, the Group anticipates that it will seek to refinance or otherwise extend the Group's debt maturities from time to time. See below an overview of the Group's borrowings and loans from lenders:

	Amount in millions (local currency)	**Actual**	**Coupon / Margin**	**Maturity**
Senior Secured Notes	EUR 600	600	2.250%	2025
Senior Secured Notes	USD 375	-	9.625%	2027
Senior Secured Notes	EUR 1,100	1,100	3.000%	2028
Senior Secured Notes	USD 1,200	1,085	5.000%	2028
Senior Secured Notes	EUR 805	805	4.250%	2029
Senior Secured Notes	USD 2,050	1,853	5.750%	2029
Term Loan	USD 187	169	L+2.75%	2025
Term Loan	USD 132	119	L+2.75%	2026
Term Loan	EUR 49	49	E+2.75%	2026
Term Loan	EUR 447	447	E+5.00%	2027
Term Loan	USD 1,588	1,435	S+5.00%	2027
Term Loan	EUR 800	800	E+5.00%	2027
Drawn RCF	-	398	E+3.00%	2027
Finance lease liabilities and other debt	-	28	-	-
Swap Adjustment	-	135	-	-
Secured Debt		**9,022**		
Senior Notes	EUR 675	675	4.750%	2028
Gross Debt		**9,697**		
Cash and cash equivalents		(296)		
Restricted cash		(615)		
Net Debt		**8,786**		
Undrawn RCF		**180.2**		
WACD		**5.5%**		

The following tables present the maturity profile of the Group's debentures and loans from financial institutions as of December 31, 2023.

Maturity of loans and debentures (€m)	Less than one year	One year or more	December 31, 2023	December 31, 2022
Altice Financing Debentures	-	5,423.3	5,423.3	5,515.7
Altice Finco Debentures	-	674.1	674.1	673.9
Altice Financing Loans from Financial Institutions	428.8	2,900.4	3,329.2	2,193.1
Total	**428.8**	**8,997.8**	**9,426.6**	**8,382.7**

10.2. Cash flow

The following table presents primary components of the Group's cash flows (net) for the year ended December 31, 2023, and December 31, 2022 respectively. Please refer to the consolidated statement of cash flows in the consolidated financial statements as of and for the year ended December 31, 2023, for additional details.

Consolidated Statement of Cash Flows (€m)	Year ended December 31, 2023	Year ended December 31, 2022
Profit/(loss) for the period	**(303.8)**	**640.0**
Net cash provided by operating activities	*1,477.4*	*1,528.1*
Net cash used in investing activities	*(1,710.7)*	*(1,027.6)*
Net cash from/(used in) financing activities	*105.4*	*(361.6)*
Effects of exchange rate changes on the balance of cash held in foreign currencies	(4.1)	4.1
Net change in cash and cash equivalents	**(132.0)**	**143.0**
Cash and cash equivalents at beginning of the period	428.2	285.2
Cash and cash equivalents at end of the period	**296.2**	**428.2**

The Group recorded a net decrease of €132.0 million in cash and cash equivalents for the year ended December 31, 2023, compared to a net increase of €143.0 million for the year ended December 31, 2022.

10.2.1. Net cash provided by operating activities

Net cash provided by operating activities was €1,477.4 million for the year ended December 31, 2023, compared to €1,528.1 million for the year ended December 31, 2022. This trend was mainly the result of a higher negative changes in working capital for the year ended December 31, 2023, compared to the year ended December 31, 2022.

10.2.2. Net cash used in investing activities

Net cash used in investing activities was €1,710.7 million for the year ended December 31, 2023, compared to net cash used by investing activities of €1,027.6 million for the year ended December 31, 2022.

For the year ended December 31, 2023, the cash used for investing activities consisted mainly of €894.6 million of payments to acquire tangible, intangible assets, and contract costs, transfers from restricted cash of €573.5 million (please see section 4.2.2.4) and advances paid to Group companies for an amount of €256.3 million (please see section 4.2.2.5).

For the year ended December 31, 2022, the cash used for investing activities consisted mainly of €968.0 million of payments to acquire tangible, intangible assets and contract costs and proceeds related to the 2022 Portuguese tower transaction for an amount of €71.4 million.

10.2.3. Net cash from/ (used in) financing activities

Net cash from financing activities was €105.4 million for the year ended December 31, 2023, compared to net cash used in financing activities of €361.6 million for the year ended December 31, 2022.

For the year ended December 31, 2023, the cash from financing activities consisted mainly of €320.0 million of dividend paid to the shareholder (please see section 4.2.3.5). The issuance and redemptions of debt resulted in net cash proceeds of €1,232.5 million mainly as a result of the drawing of the Altice Financing Revolving Credit Facility (please see section 4.2.2.1) and term loan raise by Altice Financing (please see section 4.2.2.4). In addition, the cash from financing activities included the interest paid on long term gross debt of €413.8 million, lease payment related to ROU of €178.0 million and dividends paid to non-controlling interests of €80.5 million for the year ended December 31, 2023.

For the year ended December 31, 2022, the cash used in financing activities consisted mainly of €335.9 million of interest paid on long term gross debt.

11. KEY OPERATING MEASURES

The Group uses several key operating measures, such as number of fibre homes passed, fibre unique B2C customers, total fixed B2C unique customers, mobile postpaid B2C subscribers, mobile prepaid B2C subscribers, and total mobile B2C subscribers, to track the financial and operating performance of its business. None of these terms are measures of financial performance under IFRS, nor have these measures been audited or reviewed by an auditor, consultant or expert. These measures are derived from the Group's internal operating and financial systems. As defined by the Company's management, these terms may not be directly comparable to similar terms used by competitors or other companies.

	Year ended December 31, 2023			
000's unless stated otherwise	**Portugal**	**Israel**	**Dominican Republic**	**Altice International**
Fibre homes passed	6,351	2,267	1,047	**9,665**
Fibre unique B2C customers	1,442	1,010	226	**2,678**
Total fixed B2C unique customers	1,680	1,010	354	**3,045**
Mobile postpaid B2C subscribers	3,009	1,288	685	**4,982**
Mobile prepaid B2C subscribers	2,913	230	2,511	**5,654**
Total mobile B2C subscribers	5,922	1,518	3,196	**10,635**

Notes to the Key Operating Measures:

- Portugal fibre homes passed figures include homes where MEO has access through wholesale fibre operators (2.4 million in the year ended December 31, 2023)
- Fibre unique customers represent the number of individual end users who have subscribed for one or more of the Group's fibre / cable-based services (including pay television, broadband or telephony), without regard to how many services to which the end user subscribed. It is calculated on a unique premise basis. For Israel, it refers to the total number of unique customer relationships, including both B2C and B2B. For the Dominican Republic, it includes B2C HFC and FTTH customers
- Mobile subscribers are equal to the net number of lines or SIM cards that have been activated on the Group's mobile networks and exclude M2M

12. OTHER DISCLOSURES

12.1 Critical accounting policies, judgments and estimates

For details regarding the Group's critical accounting policies, judgments and estimates, please refer to note 2 to the consolidated financial statements as of and for the year ended December 31, 2023.

12.2 Contractual obligations and commercial commitments

For details regarding the Group's contractual obligations and commercial commitments, please refer to note 12 to the consolidated financial statements as of and for the year ended December 31, 2023.

12.3 Post-balance sheet date events

Private placement transaction

On February 27, 2024, the Company announced that Altice Financing has entered into a purchase agreement with certain investors pursuant to which it will issue $375 million aggregate principal amount of senior secured notes due 2027 in a private placement transaction. The new Senior Secured Notes, maturing in July 2027, priced with a yield of 10%. The transaction was closed on March 15, 2024. The proceeds from this transaction will be used to repay drawn RCF amounts and increase cash on balance sheet.

13. GLOSSARY

Revenue

Revenue consists of income generated from the delivery of fixed-based services to B2C customers, mobile services to B2C customers, equipment sales to residential customers, fixed, mobile and wholesale service and other revenues to B2B customers and media service revenues. Revenue is recognized at the fair value of the consideration received or receivable net of value added tax, returns, rebates and discounts and after eliminating intercompany sales within the Group.

Residential-Fixed services: Revenue from residential fixed-based services consists of revenue from B2C customers for pay TV services, including related services such as VoD, broadband internet, fixed-line telephony and ISP services. This primarily includes (i) recurring subscription revenue for pay TV services, broadband internet and fixed-line telephony (which are recognized in revenue on a straight-line basis over the subscription period), (ii) variable usage fees from VoD and fixed-line telephony calls (which are recognized in revenue when the service is rendered), (iii) installation fees (which are recognized in revenue when the service is rendered if consideration received is lower than the direct costs to acquire the contractual relationship) and (iv) interconnection revenue received for calls that terminate on the Group's cable network.

Residential-Mobile services: Revenue from residential mobile services from B2C customers primarily consists of (i) recurring subscription revenue for postpaid mobile services (which are recognized in revenue on a straight-line basis over the subscription period), (ii) revenue from purchases of prepaid mobile services (which are recognized in revenue when the service is rendered), (iii) variable usage fees for mobile telephony calls (which are recognized in revenue when the service is rendered) and (iv) interconnection revenue received for calls that terminate on the Group's mobile network.

Residential equipment: Revenue from the sale of handsets and fixed equipment (which are recognized on the date of transfer of ownership).

Business services: Revenue from business services primarily consists of (i) revenue from the same services as the above fixed and mobile services and residential equipment, but for the business sector, (ii) revenue from wholesale services derived from renting the Group's network infrastructure, including IRUs and bandwidth capacity on the Group's network, to other telecommunications operators, including MVNOs as well as related maintenance services and (iii) revenue from other services consisting of: (a) data center activities, (b) content production and distribution, (c) advertising, (d) customer services, (e) technical services, (f) construction and (g) other activities that are not related to the Group's core fixed or mobile businesses.

Media services: Revenue from media services consists of advertisement revenue in Teads.

Intersegment eliminations: Intersegment costs, which primarily relate to services rendered by certain centralized Group functions (such as content production and customer service) to the reportable segments of the Group, are eliminated in consolidation.

Purchasing and subcontracting costs

Purchasing and subcontracting costs consist of direct costs associated with the delivery of fixed-based services to the Group's B2C and B2B customers, mobile services to its B2C and B2B customers, wholesale and other services. Purchasing and subcontracting costs consist of the following subcategories:

Fixed-based services: Purchasing and subcontracting costs associated with fixed-based services consist of all direct costs related to the (i) procurement of non-exclusive television content, royalties and licenses to broadcast, (ii) transmission of data services and (iii) interconnection costs related to fixed-line telephony. In addition, it includes costs incurred in providing VoD or other interactive services to subscribers and cost of goods sold of customer premises equipment (such as modems, set-top boxes and decoders).

Mobile services: Purchasing and subcontracting costs associated with mobile services consist primarily of mobile interconnection fees, including roaming charges and cost of goods sold of mobile handsets.

Wholesale: Purchasing and subcontracting costs associated with wholesale primarily consist of costs associated with delivering wholesale services to other operators.

Others: Other purchasing and subcontracting costs consist of (i) cost of renting space for data centers (subject to certain exceptions), (ii) utility costs related to the operation of data centers (such as power and water supply costs), (iii) in relation to the content activity of the Group, technical costs associated with the delivery of content, such as satellite rental costs, (iv) in the Group's technical services business, the cost of raw materials used in the technical activities related to the construction and maintenance of the network, cables for customer connections, etc., and sub-contractor fees associated with the performance of basic field work and the supervision of such sub-contractors and (v) direct costs related to the Group's call center operations, such as service expenses, telecom consumption subscriptions and energy costs, in the Group's customer services functions.

Intersegment eliminations: Intersegment costs, which primarily relate to services rendered by certain centralized Group functions (such as content production and customer service) to the reportable segments of the Group, are eliminated in consolidation.

Other operating expenses

Other operating expenses mainly consist of the following subcategories:

Customer service costs: Customer service costs include all costs related to billing systems, bank commissions, external costs associated with operating call centers, allowances for bad customer debt and recovery costs associated therewith.

Technical and maintenance: Technical and maintenance costs include all costs related to infrastructure rental not under the scope of IFRS 16 *Leases*, equipment, equipment repair, costs of external subcontractors, maintenance of backbone equipment and data center equipment, maintenance and upkeep of the fixed-based and mobile networks, costs of utilities to run network equipment and those costs related to customer installations that are not capitalized (such as service visits, disconnection and reconnection costs).

Business taxes: Business taxes include all costs related to payroll and professional taxes or fees.

General and administrative expenses: General and administrative expenses consist of office maintenance, professional and legal advice, recruitment and placement, welfare and other administrative expenses.

Other sales and marketing expenses: Other sales and marketing expenses consist of advertising and sales promotion expenses, office rent and maintenance not in the scope of IFRS 16 *Leases*, commissions for marketers, external sales and storage and other expenses related to sales and marketing efforts.

Staff costs and employee benefits

Staff costs and employee benefits are comprised of all costs related to wages and salaries, bonuses, social security, pension contributions and other outlays paid to Group employees.

Depreciation, amortization and impairment

Depreciation, amortization and impairment includes depreciation of tangible assets related to production, sales and administrative functions, the amortization of intangible assets and contract costs. Impairment losses include the write-off of any goodwill or tangible and intangible assets that have been recognized on the acquisition of assets based upon a re-evaluation of the cash generating capacity of such assets compared to the initial valuation thereof.

Other expenses and income

Other expenses and income include any one-off or non-recurring income or expenses incurred during the on-going financial year. This includes deal fees paid to external consultants for merger and acquisition activities, restructuring and other non-recurring costs related to those acquisitions or the business in general, any non-cash operating gains or losses realized on the disposal of tangible and intangible assets and management fees paid to related parties.

Interest relative to gross financial debt

Interest relative to gross financial debt includes interest expenses recognized on third party debt (excluding other long-term liabilities, short term liabilities and other finance leases) incurred by the Group.

Realized and unrealized gains on derivative instruments

Realized and unrealized gains on derivative instruments include variations in the fair value of financial derivative instruments.

Other financial expenses

Other financial expenses include other financial expenses not related to the third-party debt (excluding other long-term liabilities and short-term liabilities, other than lease liabilities under IFRS 16 *Leases*) incurred by the Group, net exchange rate losses and other financial expenses.

Financial income

Financial income consists of gains from the disposal of financial assets, net exchange rate gains, and other financial income.

Share of earnings of associates

Share of earnings of associates consists of the net result arising from activities that are accounted for using the equity method in the consolidation perimeter of the Group.

Income tax expenses

Income tax expenses are comprised of current tax and deferred tax. Taxes on income are recognized in the statement of income except when the underlying transaction is recognized in other comprehensive income, at which point the associated tax effect is also recognized under other comprehensive income or in equity.

Adjusted EBITDA

Following the application of IFRS 16 *Leases*, 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*) allowing comparability for each of the periods presented.

Adjusted EBITDA is unaudited and is not required by or presented in accordance with IFRS or any other generally accepted accounting standards. The Group believes that this measure is useful to readers of the historical consolidated financial information as it provides them with a measure of the operating results which excludes certain items the Group considers outside of its recurring operating activities or that are non-cash, making trends more easily observable and providing information regarding its operating results that allows investors to better identify trends in the Group's financial performance. Adjusted EBITDA should not be considered as a substitute measure for net income or loss, operating profit, cash flow or other combined income or cash flow data prepared in accordance with IFRS and may not be comparable to similarly titled measures used by other companies. Further, this measure should not be considered as an alternative for operating profit as the effects of depreciation, amortization and impairment excluded from this measure do ultimately affect the operating results, which is also presented within the consolidated financial statements as of and for the year ended December 31, 2023, in accordance with IAS 1 *Presentation of Financial Statements.*

Capital expenditures

The Group classifies its capital expenditures in the following categories.

Fixed-based services: 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 premises equipment (TV decoder, modem, etc.).

Mobile services: 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.

Others: other Capex is mainly related to costs incurred in acquiring content rights.