

# Q1 2017 Results

May 11, 2017



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

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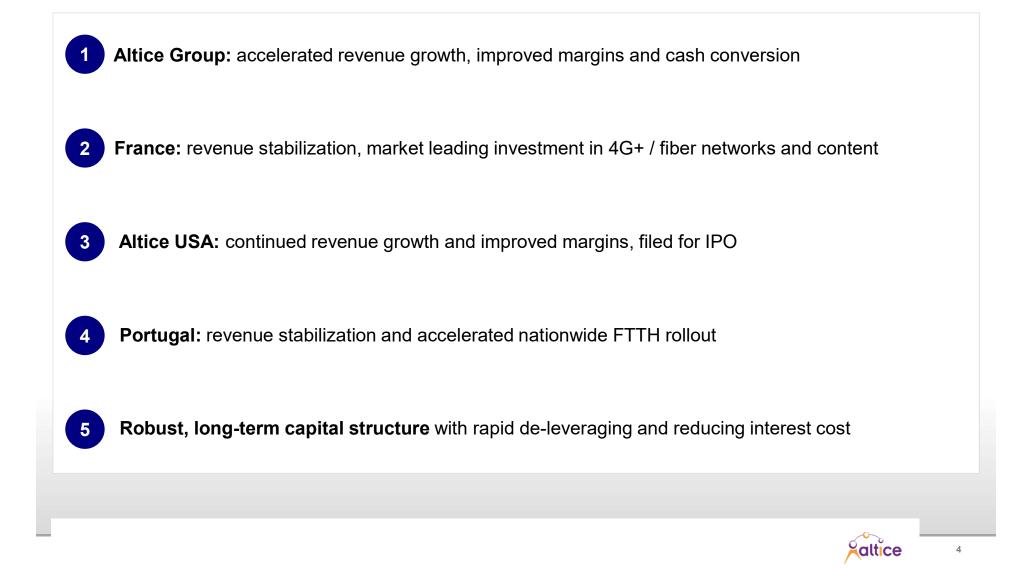




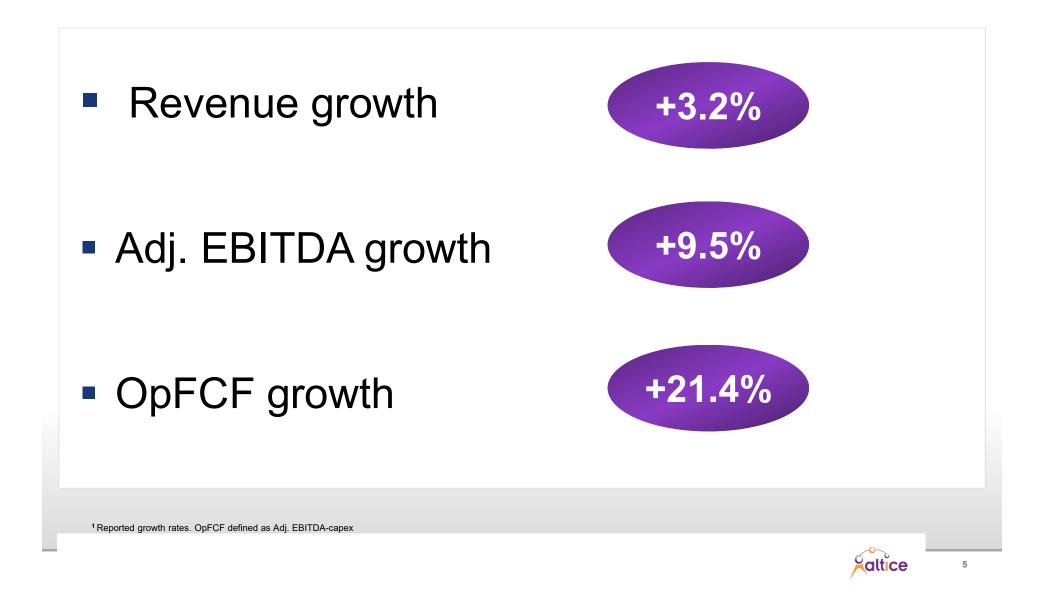
## **Group Highlights**



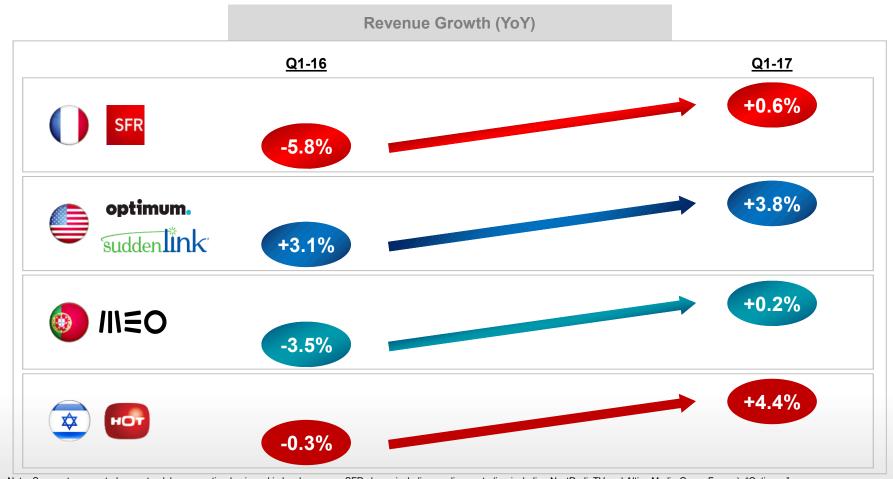
### Q1 2017 KEY TAKEAWAYS ALL MARKETS DRIVING CONTINUED PROFITABLE GROWTH



#### Q1 2017 ALTICE GROUP FINANCIAL PROFILE<sup>1</sup> STRONG CASHFLOW GROWTH



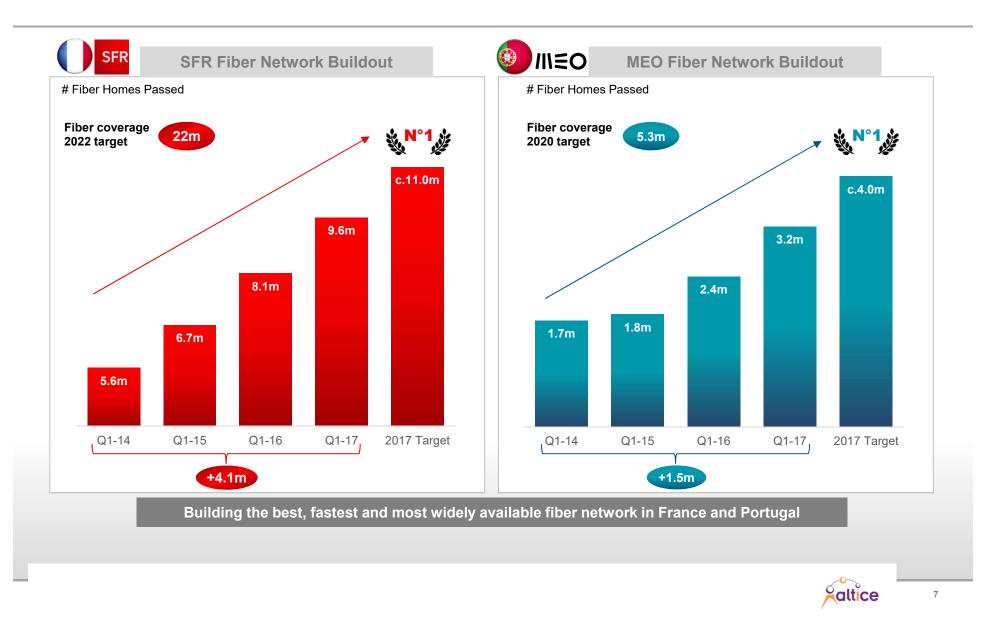
## ALL MARKETS BACK TO GROWTH ALTICE MODEL VALIDATED



Note: Segments presented on a standalone reporting basis and in local currency. SFR shown including media assets (i.e. including NextRadioTV and Altice Media Group France); "Optimum" financials shown in this release refer to total company earnings from the business previously known as Cablevision Systems Corporation (e.g. including Lightpath), not just from the "Cable" segment, excluding Newsday Media Group (75% stake disposed on 7 July, 2016)

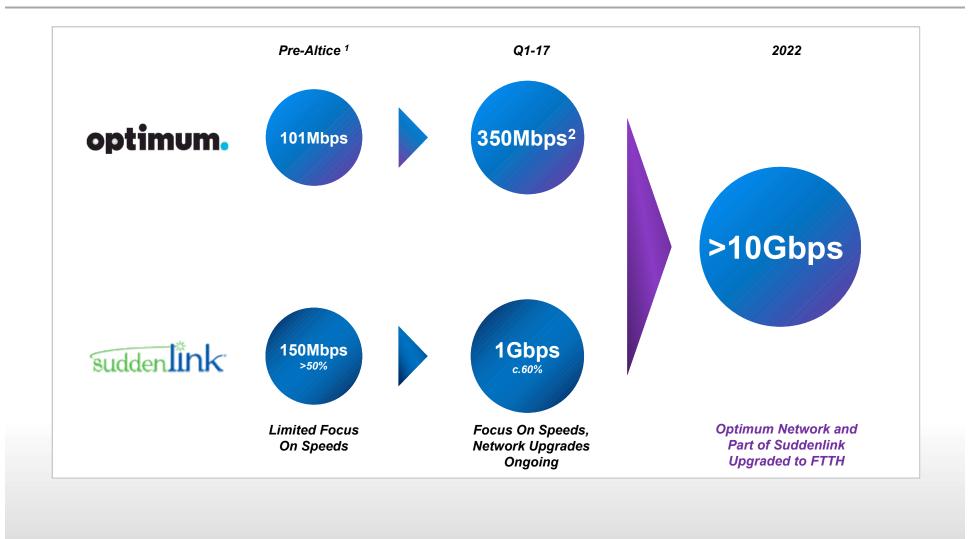


### SIGNIFICANT NETWORK INVESTMENTS LEADING FIBER OPERATORS IN EUROPE



#### optimum. ALTICE USA FTTH UPGRADES Sudden link GENERATION GIGASPEED





<sup>1</sup> Q3-15 for Suddenlink and Q1-16 for Optimum <sup>2</sup> Up to 350 Mbps for B2B (commercial) customers, up to 300 Mbps for B2C (residential) customers

altice



## **Business Review**



### SFR ALTICE FRANCE BUSINESS DYNAMICS REVENUE STABILIZATION

SFR

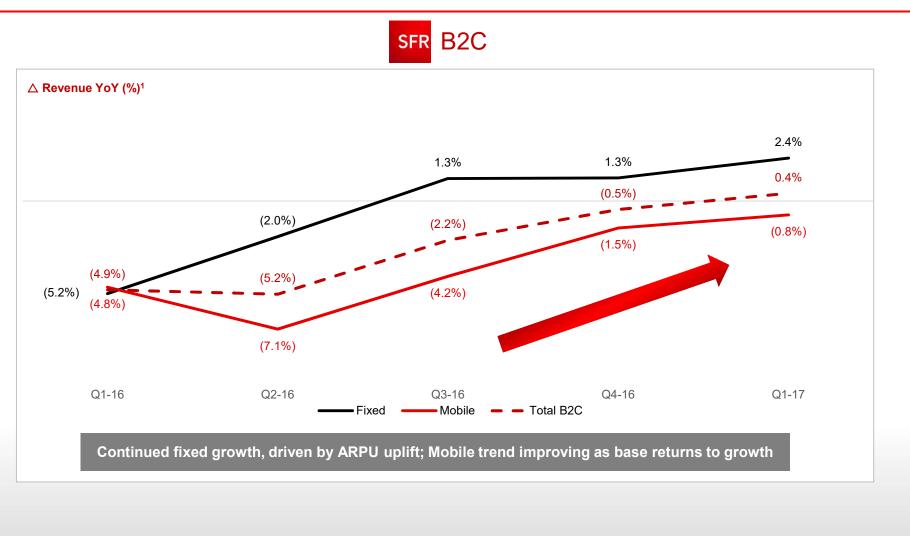
#### △ Revenue YoY (%)<sup>1</sup> 0.8% + Organic revenue stabilization 0.6% + Network and content investments paying off + Mobile customer base returned to growth + Fixed trends to continue to improve in 2017 + Completed 1<sup>st</sup> phase of company transformation + Focus on improving customer experience (2.9%) (3.5%) (4.6%) (5.0%) (5.8%) FY-14 FY-15 FY-16 Q1-15 Q1-16 Q1-17 Excluding regulatory impact <sup>2</sup> Revenue trend improved every year since Altice took control

<sup>1</sup> Revenue growth rates presented on a standalone reporting basis; SFR revenue growth rate including media assets (i.e. NextRadioTV, and Altice Media Group France) for FY 2016, Q1 2016 and Q1 2017 on an organic basis. Revenue growth rates for FY 2014, FY 2015 and Q1 2015 excluding media assets <sup>2</sup> Excluding retail roaming EU tariffs impacts in May 2016





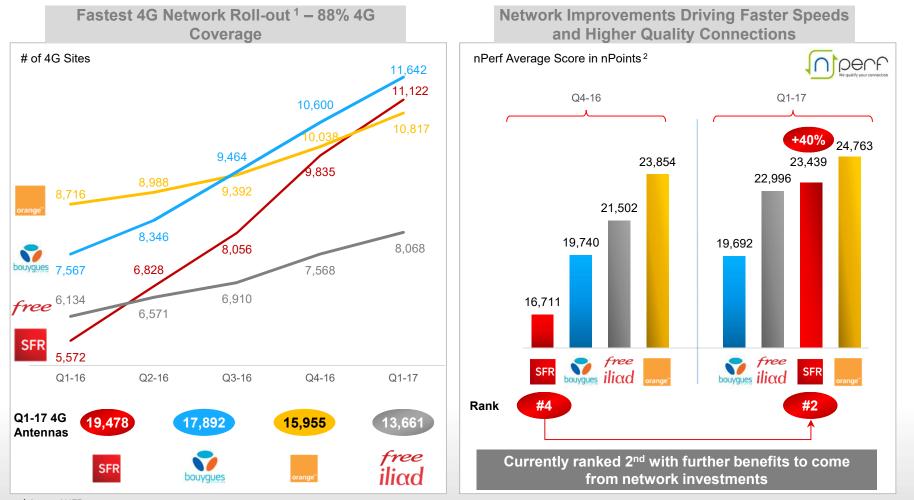
### SFR ALTICE FRANCE B2C REVENUE TRENDS B2C RETURN TO GROWTH



SFR



### SFR ALTICE FRANCE SIGNIFICANT NETWORK INVESTMENTS FASTEST 4G MOBILE ROLLOUT SIGNIFICANTLY IMPROVING NETWORK QUALITY



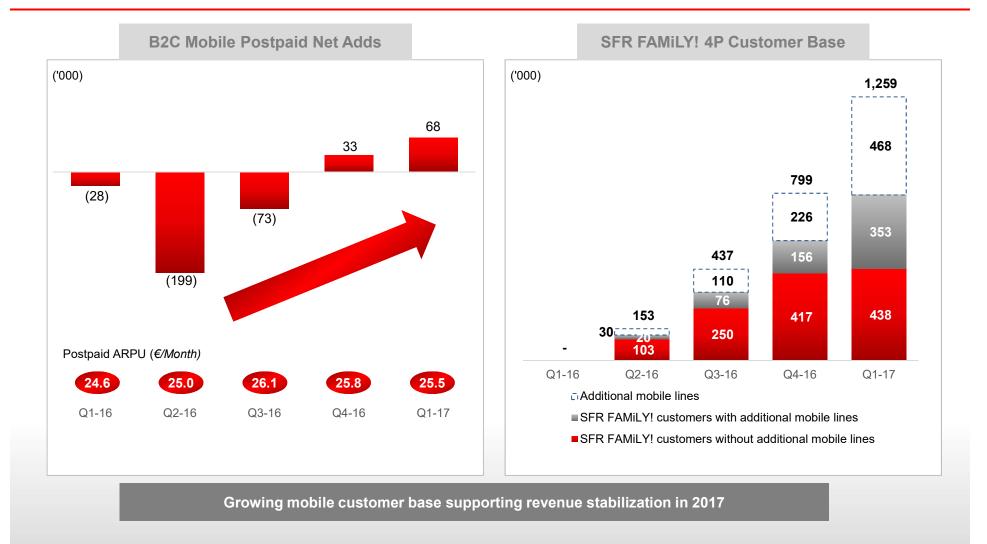
<sup>&</sup>lt;sup>1</sup> As per ANFR

SFR

<sup>2</sup> As per nPerf as of Q1-17; scores measure bitrate, latency, browsing speed and streaming quality on mobile devices



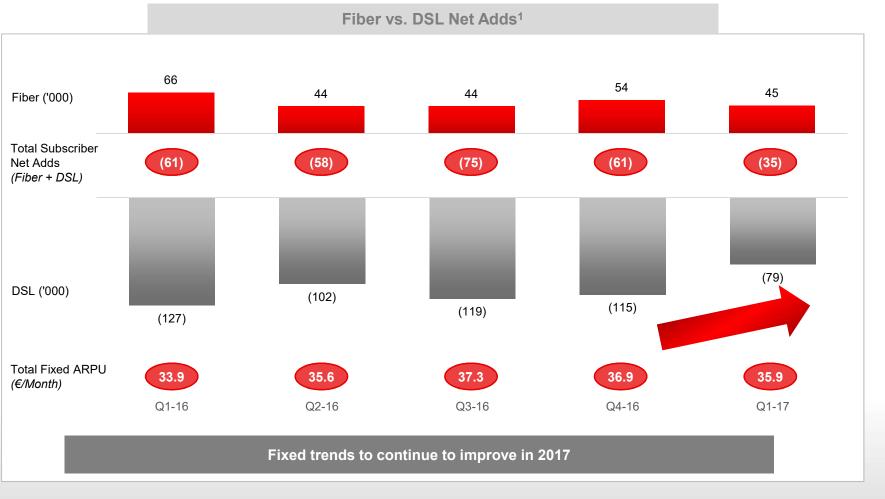
### SFR ALTICE FRANCE B2C MOBILE BUSINESS SUCCESS OF SFR FAMILY! OFFERS BOOSTING GROWTH OF MOBILE BASE



SFR



### SFR ALTICE FRANCE B2C FIXED LINE BUSINESS FOCUS ON CHURN REDUCTION

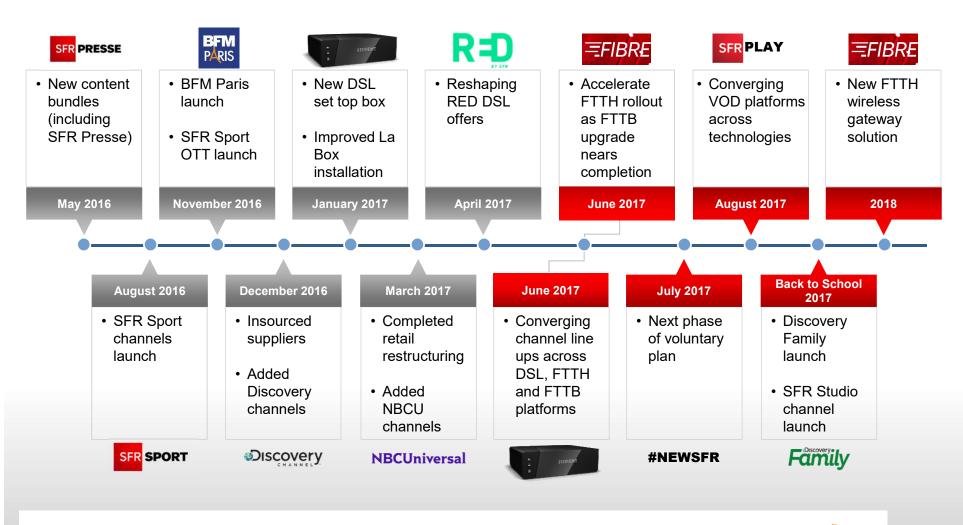


<sup>1</sup> Unique subscriber net additions

SFR



### SFR TIMELINE TO IMPROVE FIXED CUSTOMERS TRENDS FIBER CONVERGENCE STRATEGY WITH IMPROVING CUSTOMER EXPERIENCE

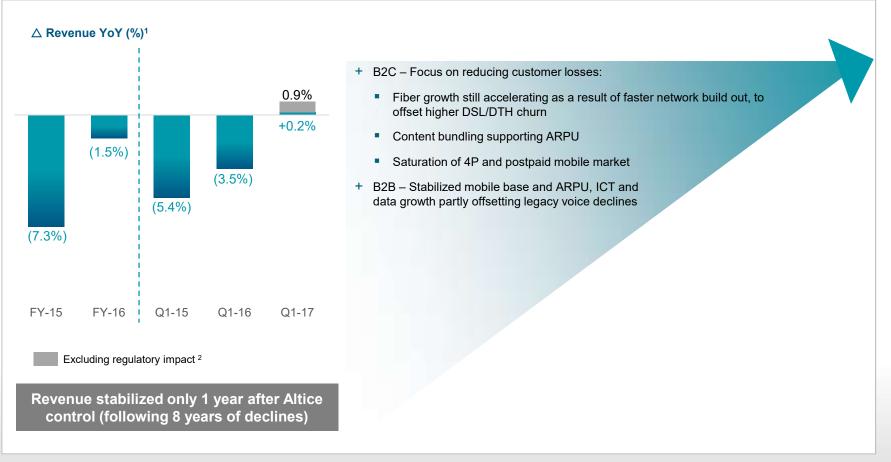


SFR



## **III SO ALTICE PORTUGAL BUSINESS DYNAMICS REVENUE STABILIZATION**





<sup>1</sup> Revenue growth rates presented on a standalone reporting basis

**//\€O** 

<sup>2</sup> Excluding impact from SMS termination fee reduction of 35% in April 16 and retail roaming EU tariffs impacts in May 2016



### optimum. ALTICE USA BUSINESS DYNAMICS sudden link ACCELERATED REVENUE GROWTH SINCE ALTICE CONTROL





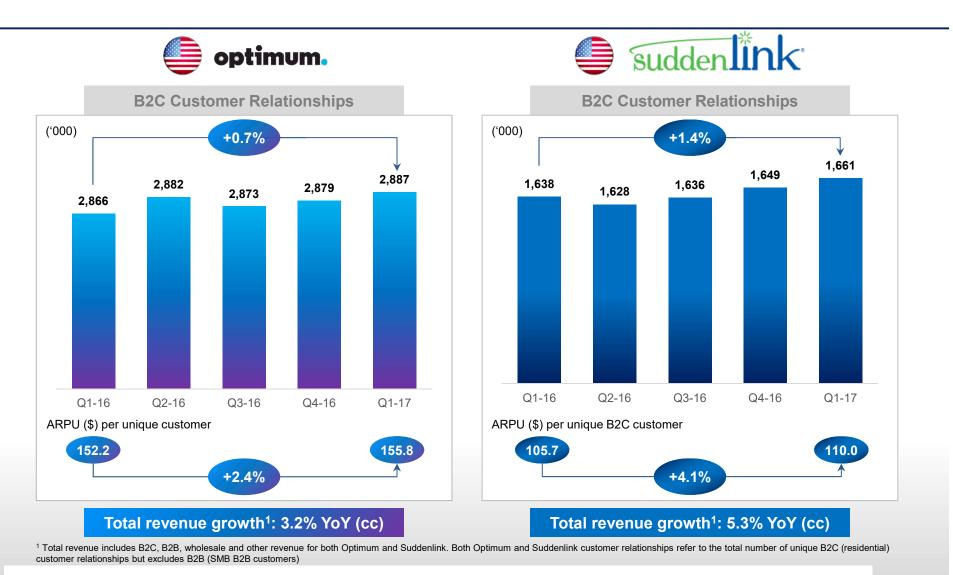
optimum. suddenlink





### **optimum.** ALTICE USA B2C FIXED LINE BUSINESS sudden in POSITIVE CUSTOMER AND ARPU TRENDS





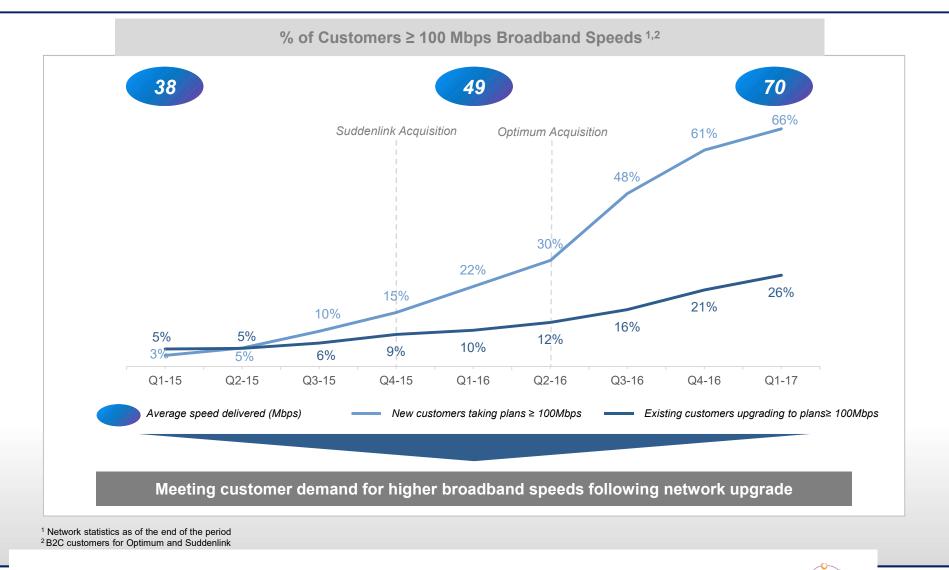
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### **optimum.** ALTICE USA B2C BROADBAND sudden in Focus on High speed broadband growth





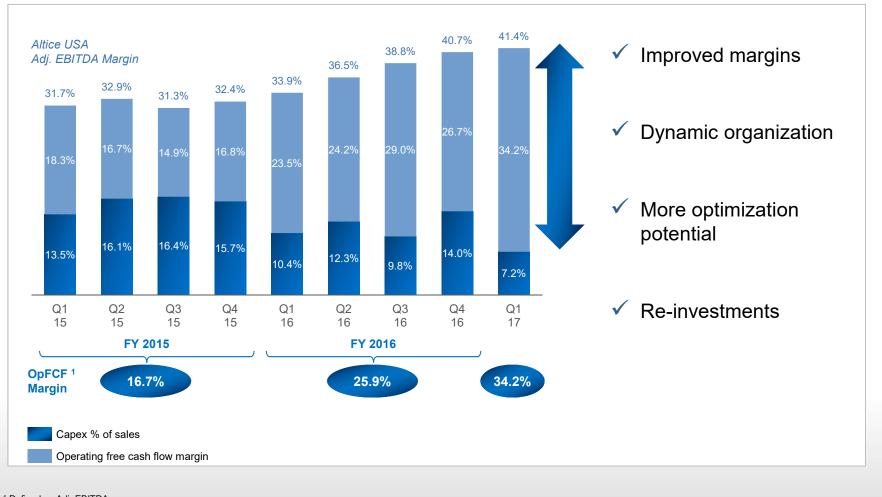
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altice

### **optimum.** ALTICE USA MARGIN PROGRESSION sudden ink substantially improved margins and cash flow





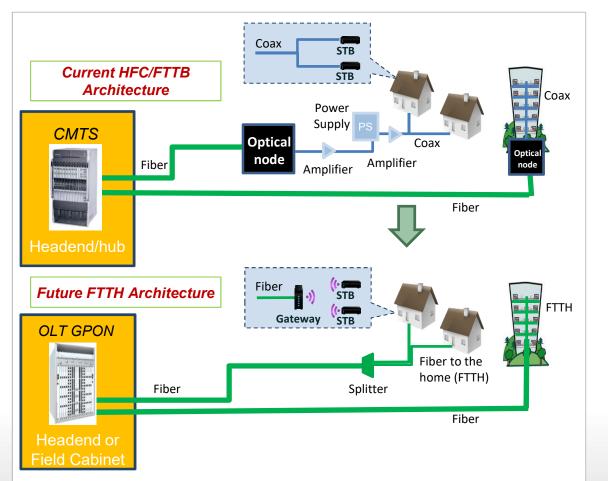
<sup>1</sup> Defined as Adj. EBITDA-capex

optimum. sudden link



## optimum. ALTICE USA FTTH UPGRADES





optimum. suddenlink

#### + Upgrade within existing capex envelope

- Extensive fiber already in place
- c.80% of network aerial
- Proprietary GPON / gateway technology
- + Expertise & Quality control:
  - Altice Technical Services
- + Highly attractive value proposition / ROI
  - Lower operating and capital costs
  - New revenue sources
  - Enhanced customer experience
  - High strategic value for 5G
  - Refarm HFC for small cells / WiFi
  - Ready for NGPON2





## **Financial Review**



### ALTICE N.V. PRO FORMA CONSOLIDATED FINANCIALS<sup>1</sup>

n		Q1-16	Q1-17	YoY Reported Growth	YoY Constant Currency Growth
Fr	ance (SFR)	2,690	2,705	0.6%	0.6%
Al	tice USA	2,016	2,166	7.4%	3.8%
Po	ortugal	572	573	0.2%	0.2%
	rael	231	262	13.2%	4.4%
Revenue <sub>Do</sub>	ominican Republic	178	183	2.7%	2.0%
Fr	ench Overseas Territories	50	53	5.4%	5.4%
Ot El	thers, Corporate and iminations <sup>2</sup>	14	(9)	-	-
Al	tice N.V. Consolidated	5,750	5,932	3.2%	1.5%
Fr	ance (SFR)	864	820	(5.1%)	(5.1%)
	tice USA	683	896	31.2%	26.7%
Po	ortugal	277	263	(5.1%)	(5.1%)
djusted <sup>Isi</sup>	rael	105	117	11.7%	3.0%
	ominican Republic	96	96	0.1%	(0.6%)
	ench Overseas Territories	20	20	0.3%	0.3%
	thers, Corporate and iminations	4	32	-	-
Al	tice N.V. Consolidated	2,049	2,243	9.5%	7.5%
Fr	ance (SFR)	423	334	(21.0%)	(21.0%)
Al	tice USA	474	740	56.0%	50.7%
1	ortugal	149	146	(2.6%)	(2.6%)
	rael	42	51	19.3%	10.0%
OpFCF <sub>Do</sub>	ominican Republic	71	71	0.1%	(0.6%)
	ench Overseas Territories	5	13	168.3%	168.3%
Ot	thers, Corporate and iminations	(11)	47	-	-
Al	tice N.V. Consolidated	1,153	1,400	21.4%	18.8%

<sup>1</sup> Financials shown in this presentation are pro forma defined here as results of the Altice N.V. Group as if all acquisitions had occurred on 1/1/16, including Cablevision (Optimum), NextRadioTV and Altice Media Group France (and excluding Belgium and Luxembourg and Newsday Media Group as if the disposals occurred on 1/1/16). Segments shown on a pro forma standalone reporting basis, Group figures shown on a pro forma consolidated basis. Financials include the contribution from the insourcing of Parilis and Intelcia in Q1 2017 (not in Q1 2016)

<sup>2</sup> "Others" include Green Switzerland, our datacentre operations in France, our content and distribution businesses, and the contribution of Parilis and Intelcia in Q1 2017 (not in Q1 2016); including corporate revenue of €27.7m in Q1-2017 and €0.5m in Q1-2016

### OVERVIEW OF ALTICE GROUP DEBT PRO-FORMA<sup>6</sup> DIVERSIFIED SILOS

•	.everage			e Liquidit	-						Altice Eu (Consolic		Altice Group (Consolidated)
<ul> <li>Altice E</li> </ul>	Europe: <b>c. 4.0</b>	х	Altice (	Group¹: €5	.2	bn			Gross De	bt	30,29		51,837
				•					Net Debt		29,68		50,701
<ul> <li>Altice L</li> </ul>	JS: <b>c. 5.0-5.5</b>	X							LTM Adj.		,		9,140
									PF Cash	Int.	1,64	6	3,048
													Metrics
		Altice	NV (Top Co)				BC Par CPPIB			0	5.1 5.0		5.7x 5.5x
								wingt	Undrawn	0	1,95		4,124
Altice Lux (E	urope) silo						31.2%		Ondrawn	Rei	1,50		7,127
					7	68.8%							
	Altice Lu	embo	urg S.A. (HoldCo)			Altice	e USA²				ANV / Altice	Corporat	e Financing S.A
	Gross debt		€6,231m		1	100%		10	0%	G	Fross Debt <sup>3</sup>		€1,403
	Net debt		€6,212m		÷.	100 %		10	10 70	N	let Debt <sup>3</sup>		€1,329
Free Float	Undrawn RCF <sup>5</sup>		€200m										
10.1% 89	.9%		100%										
	ce France (SFR)		Altice Interna	tional		Suddenlin	k		Cablevis	on (Op	timum)	Altice L	ux (Europe) silo
Gross Debt	€15,671	n	Gross Debt	€8,393m	i.	Gross Debt	€6,349m	781	Gross Debt		€13,790m	Altice	France (SFR)
Vet Debt	€15,353	n  ¦	Net Debt	€8,116m	11	Net Debt	€6,198m	- 11	Net Debt		€13,493m	L	
TM Adj. EBI	ITDA €3,813	n 📙	LTM Adj. EBITDA <sup>4</sup>	€2,173m		LTM Adj. EBITDA	€1,115m	- 11	LTM Adj. EBI	TDA	€2,161m	Altice	nternational silo
Gross Levera	age 4.	x	Gross Leverage	3.9x		Gross Leverage	5.7x	- 11	Gross Levera		6.4x		
Vet leverage	4.	)x	Net leverage	3.7x		Net Leverage	5.6x		Net Leverage	0	6.2x	Sudde	nlink silo
Jndrawn RC			Undrawn RCF⁵	€631m		Undrawn RCF⁵	€311m	H	Undrawn RCI		€1,857m	Cabley	ision silo

Notes: LTM financial information as of Q1-17 for Altice Group and excluding pension liabilities for Portugal Telecom. Comcast collar loan at Cablevision (CVC) secured against Comcast shares not included in debt and leverage figures

<sup>1</sup> Total group cash of €1,136m minus €87m of restricted cash and total undrawn RCF of €4,124m (total RCF of €4,790m net of €100m LOCs and €565m RCF drawn)

<sup>2</sup> Altice USA debt figures shown do not include a \$117m loan with interest on the loan payable in kind (reduced by \$115m with another dividend payment from Suddenlink post Q1). It also does not include a \$525m shareholder loan from existing sponsors to fund their portion of the equity funding of the acquisition of CVC (Optimum)

<sup>3</sup> Total size of facility (fully drawn). €74m cash includes €72m of restricted cash

<sup>4</sup> Altice Europe (Consolidated) LTM Adj. EBITDA includes (€86m) corporate costs / consolidation adj. to standalone Adj. EBITDA figures. Altice US (Consolidated) LTM Adj. EBITDA includes €3m corporate costs / consolidation adj. to standalone Adj. EBITDA figures. Altice Group (Consolidated) includes additional (€86m) corporate costs / consolidation adj. LTM Adj. EBITDA includes SA Belgium Adj. EBITDA of €47m

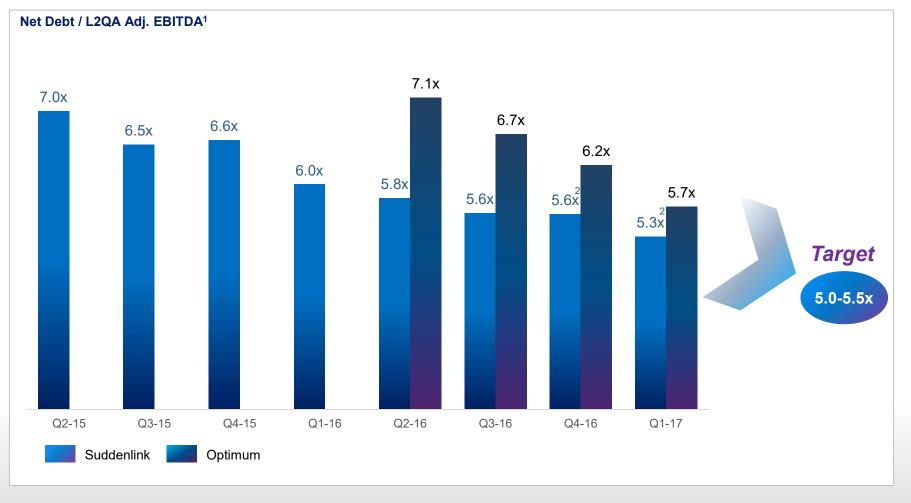
<sup>5</sup> France RCF of €1,125m, AI RCF of €986m minus €355m drawn and ALUX RCF of €200m. Suddenlink RCF of €327m minus €16m LOCs. CVC RCF of €2,151m minus €84m LOCs and €210m drawn

<sup>6</sup> Pro forma gross debt, cash balance not adjusted



### optimum. ALTICE USA LEVERAGE EVOLUTION sudden link RAPID DE-LEVERAGING TOWARDS TARGET





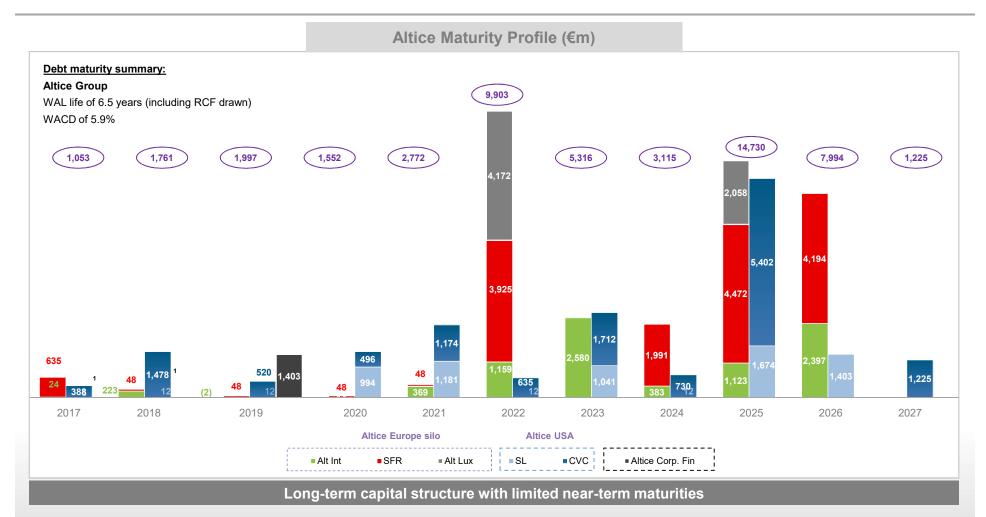
<sup>1</sup> Net debt and Adj. EBITDA figures as per Altice reported financials in euros on an IFRS basis

<sup>2</sup> Post-Suddenlink dividend for vendor note repayment in Q4 2016 (5.3x L2QA Adj. EBITDA pre-dividend). Q1 2017 shown pre-Suddenlink dividend post Q1 2017





### OVERVIEW OF ALTICE GROUP MATURITY PROFILE €7.3BN REFINANCED FROM JANUARY 1 GENERATING €134MLN OF INTEREST SAVINGS



Note: Maturity profile excluding leases/other debt (c.€417m), includes RCFs drawn of €210m for CVC and €355m for AI shown at their maturity date and €605m of commercial paper at SFR maturing in 2017. WAL and WACD stats exclude finance leases/other debt (c.€417m) but includes commercial paper at SFR. <sup>1</sup> CVC & SFR revolver can be drawn to term out these amortisations











# Appendix



### ALTICE N.V. PRO FORMA CONSOLIDATED REVENUE<sup>1</sup>

€m	Q1-16	Q1-17	YoY Reported Growth	YoY Constant Currency Growth
France	2,690	2,705	0.6%	0.6%
US (Optimum)	1,446	1,545	6.8%	3.2%
US (Suddenlink)	570	621	9.0%	5.3%
Portugal	572	573	0.2%	0.2%
Israel	231	262	13.2%	4.4%
Dominican Republic	178	183	2.7%	2.0%
French Overseas Territories	50	53	5.4%	5.4%
Others, Corporate and Eliminations <sup>2</sup>	14	(9)	nm	nm
Total Altice N.V. Group Consolidated	5,750	5,932	3.2%	1.5%

<sup>1</sup> Financials shown in this presentation and throughout this appendix are pro forma defined here as results of the Altice N.V. Group as if all acquisitions had occurred on 1/1/16, including Cablevision (Optimum), NextRadioTV and Altice Media Group France (and excluding Belgium and Luxembourg and Newsday Media Group as if the disposals occurred on 1/1/16). Segments shown on a pro forma standalone reporting basis, Group figures shown on a pro forma consolidated basis. Financials include the contribution from the insourcing of Parilis and Intelcia in Q1 2017 (not in Q1 2016) <sup>2</sup> "Others" include Green Switzerland, our datacenter operations in France, our content and distribution businesses, and the contribution of Parilis and Intelcia in Q1 2017 (not in Q1 2016); including corporate revenue of €27.7m in Q1-2017 and €0.0m in Q1-2016, and eliminations of €329.1m in Q1-2017 and €20.9m in Q1-2016



### ALTICE N.V. PRO FORMA CONSOLIDATED ADJUSTED EBITDA

€m	Q1-16	Q1-17	YoY Reported Growth	YoY Constant Currency Growth
France	864	820	(5.1%)	(5.1%)
Margin (%)	32.1%	30.3%		
US (Optimum)	441	597	35.3%	30.7%
Margin (%)	30.5%	38.6%		
US (Suddenlink)	242	299	23.8%	19.6%
Margin (%)	42.5%	48.2%		
Portugal	277	263	(5.1%)	(5.1%)
Margin (%)	48.4%	45.9%		
Israel	105	117	11.7%	3.0%
Margin (%)	45.3%	44.7%		
Dominican Republic	96	96	0.1%	(0.6%)
Margin (%)	53.9%	52.5%		
French Overseas Territories	20	20	0.3%	0.3%
Margin (%)	40.4%	38.4%		
Others, Corporate and Intersegment Adjustments <sup>1</sup>	4	32	nm	nm
Total Altice N.V. Group Consolidated	2,049	2,243	9.5%	7.5%

<sup>1</sup> "Others" include Green Switzerland, our datacentre operations in France, our content and distribution businesses, and the contribution of Parilis and Intelcia in Q1 2017 (not in Q1 2016); including corporate costs of €35.3m in Q1-2017 and €10.6m in Q1-2016, and eliminations of €26.8m in Q1-2017 and €0.5m in Q1-2016

### ALTICE N.V. PRO FORMA CONSOLIDATED CAPEX

€m	Q1-16	Q1-17	Q1-17 % Capex to Sales
France	441	486	18.0%
US (Optimum)	141	111	7.2%
US (Suddenlink)	68	46	7.4%
Portugal	128	117	20.5%
Israel	62	66	25.4%
Dominican Republic	25	25	13.9%
French Overseas Territories	15	7	13.1%
Others and Eliminations <sup>1</sup>	15	(15)	nm
Total Altice N.V. Group Consolidated	896	843	14.2%

<sup>1</sup> "Others" include Green Switzerland, our datacentre operations in France, our content and distribution businesses, and the contribution of Parilis and Intelcia in Q1 2017 (not in Q1 2016); including eliminations of €24.6m in Q1-2017 and €0.0m in Q1-2016