

SFR (Altice France Holding Restricted Group)

Q1 2024 Results

May 28, 2024



Disclaimer

FORWARD-LOOKING STATEMENTS

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

FINANCIAL MEASURES

SFR refers to the Altice France Holding Restricted Group. Altice France Holding S.A. is a subsidiary of Altice Luxembourg S.A. Altice France Holding S.A. holds 100% less one share of Altice France S.A. and Altice Luxembourg S.A. holds one share of Altice France S.A. The perimeter of consolidation for this press release, the Altice France Holding Restricted Group, consists of Altice France Holding S.A., Altice France S.A. and its consolidated entities, excluding the legal entities that have been declared as an ‘unrestricted subsidiary’, SportsCoTV S.A.S, Altice Holdings 1 S.à r.l., Altice Holdings 2 S.à r.l., Altice Media S.A.S. and UltraEdge S.A.S.

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

Adjusted EBITDA is defined as operating profit before depreciation, amortization and impairment, other expenses and income (capital gains, non-recurring litigation, restructuring costs), share-based expenses and after operating lease expenses (i.e., straight-line recognition of the rent expense over the lease term as performed under IAS 17 *Leases for operating leases*). This may not be comparable to similarly titled measures used by other entities. Further, this measure should not be considered as an alternative for operating income as the effects of depreciation, amortization and impairment excluded from this measure do ultimately affect the operating results, which is also presented within the Altice France Holding S.A. or Altice France S.A., as the case may be, annual and quarterly financial statements in accordance with IAS 1 - *Presentation of Financial Statements*. All references to EBITDA in this presentation are to Adjusted EBITDA, as defined in this paragraph.

Capital expenditure (Capex), while measured in accordance with IFRS principles, is not a term that is defined in IFRS. However, management believes it is an important indicator as the profile varies greatly between activities:

- The fixed business has fixed Capex requirements that are mainly discretionary (network, platforms, general), and variable Capex requirements related to the connection of new customers and the purchase of Customer Premise Equipment (TV decoder, modem, etc.).
- Mobile Capex is mainly driven by investment in new mobile sites, upgrade to new mobile technology and licenses to operate; once engaged and operational, there are limited further Capex requirements.
- Other Capex: Mainly related to costs incurred in acquiring content rights.

Operating free cash flow (OpFCF) is defined as Adjusted EBITDA less Capex. This may not be comparable to similarly titled measures used by other entities. Further, this measure should not be considered as an alternative for operating cash flow as presented in the consolidated statement of cash flows in accordance with IAS 1 - *Presentation of Financial Statements*. It is simply a calculation of the two above mentioned non-GAAP measures.

Adjusted EBITDA and similar measures are used by different companies for differing purposes and are often calculated in ways that reflect the circumstances of those companies. You should exercise caution in comparing Adjusted EBITDA as reported by us to Adjusted EBITDA of other companies. Adjusted EBITDA as presented herein differs from the definition of “Consolidated Combined Adjusted EBITDA” for purposes of any of the indebtedness of the Altice France Holding Restricted Group. The financial information presented in this presentation, including but not limited to, the quarterly and annual financial information, pro forma financial information as well as Adjusted EBITDA and OpFCF is unaudited.

Q1 2024 Summary

Financials trends in Q1 2024:

- Total revenue declined -3.8% YoY
- Total EBITDA declined by -6.5% YoY
- Total accrued Capex declined by -14.8% YoY

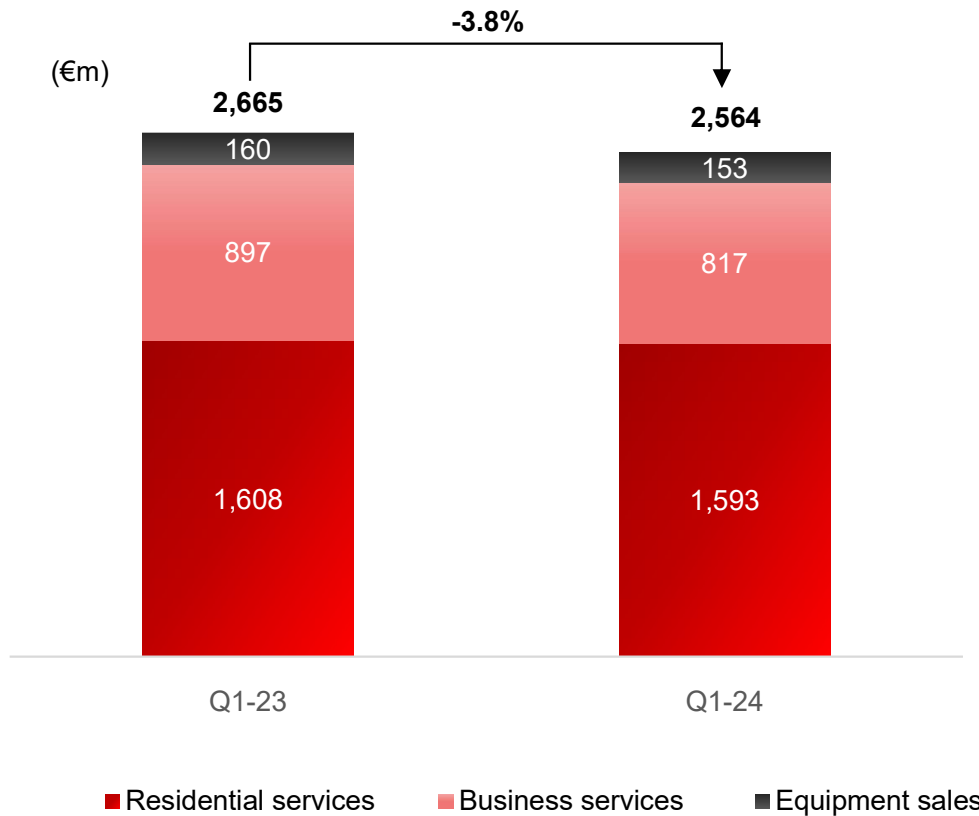
Partial redemption of 2.500% Senior Secured Notes (January 2025) and 2.125% Senior Secured Notes (February 2025) through exchange offer and tender offer

Pro forma net leverage of 6.9x on an L2QA basis and 6.5x on an LTM basis at the end of Q1 2024

€0.9 billion liquidity and no material debt maturity before 2025

For footnotes see slide 14

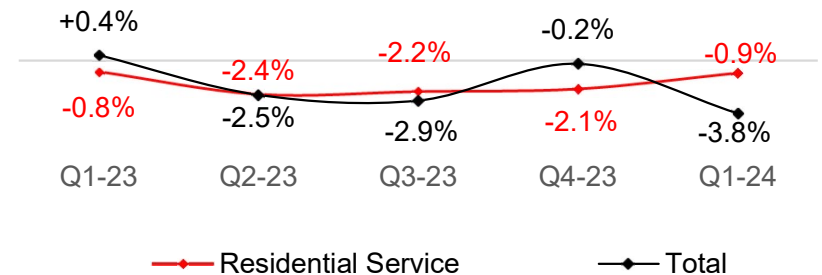
Revenue Trends



Q1 2024 revenue trends YoY

- Residential services: -0.9%
- Residential equipment: -4.2%
- Business services: -8.9%

Revenue growth evolution YoY



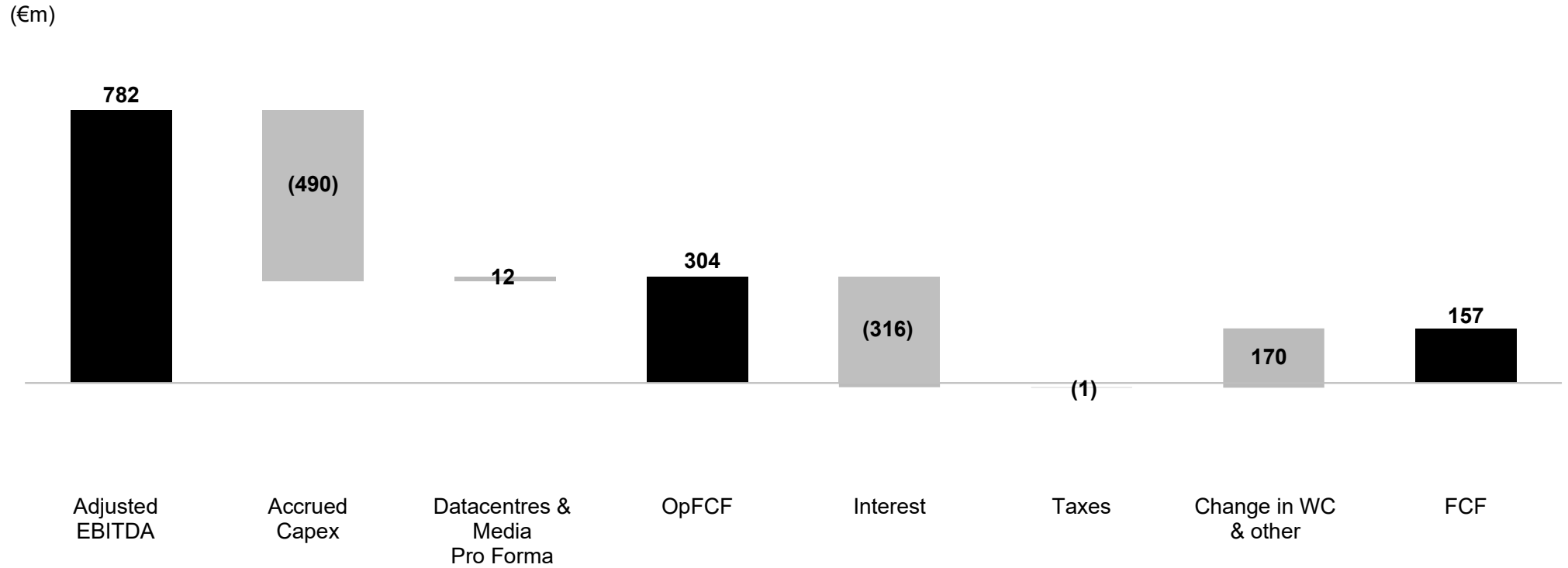
For footnotes see slide 14

Summary Pro Forma Financials

€m	Q1-23	Q1-24	Growth YoY
Residential services	1,608	1,593	-0.9%
Residential equipment	160	153	-4.2%
Business services	897	817	-8.9%
Revenue	2,665	2,564	-3.8%
EBITDA	837	782	-6.5%
Accrued Capex	575	490	-14.8%
Total OpFCF	261	292	+11.7%

For footnotes see slide 14

Q1 2024 Free Cash Flow



FCF excluding spectrum, IRUs and significant litigation paid and received



Pro Forma SFR Capital Structure and Debt Maturity

Altice France

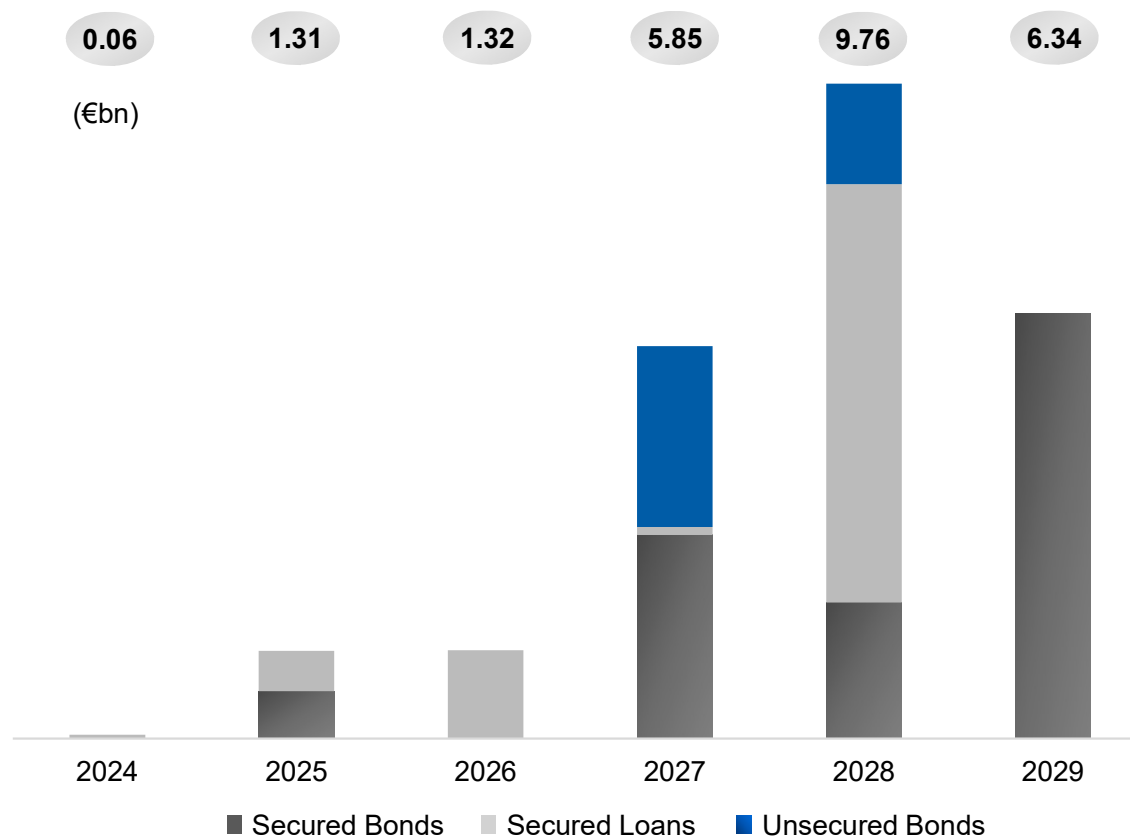
Net debt	€24,266m
WAL	3.9 years
WACD	5.9%
Fixed interest	85%
Net leverage (LTM)	6.5x
Net leverage (L2QA)	6.9x
Liquidity	€0.9bn

Unsecured

Net debt	€4,191m
WAL	3.4 years
WACD	6.3%
Net leverage (L2QA)	1.2x

Secured

Net debt	€20,074m
WAL	4.0 years
WACD	5.8%
Net leverage (L2QA)	5.7x



For footnotes see slide 14

2024 Guidance

Revenue

- Total revenue decline YoY notably due to the continued slowdown of construction activity
- Residential market in France remains competitive

EBITDA

- High single digit decline YoY due to slowdown of construction contribution, additional FTTH line rental cost and no mechanical ability to push inflationary cost impacts to consumers

Cash Flow & Leverage

- Capex reduction YoY not sufficient to offset higher interest costs YoY
- Strong focus on deleveraging the balance sheet

For footnotes see slide 14

Appendix

Reconciliation to Swap Adjusted Debt as of March 31, 2024

€m	Actual	Pro Forma
Total debenture and loans from financial institutions	24,243	24,243
Value of debenture and loans from financial Institutions in foreign currency converted at closing FX rate	-19,501	-19,501
Value of debenture and loans from financial institutions in foreign currency converted at hedged rate	19,674	19,674
Transaction costs	214	214
Total swap adjusted value of debenture and loans from financial institutions	24,630	24,630
Overdraft	6	6
Other debt and leases	34	34
Gross debt consolidated	24,671	24,671
Cash	-470	-405
Net debt consolidated	24,201	24,266

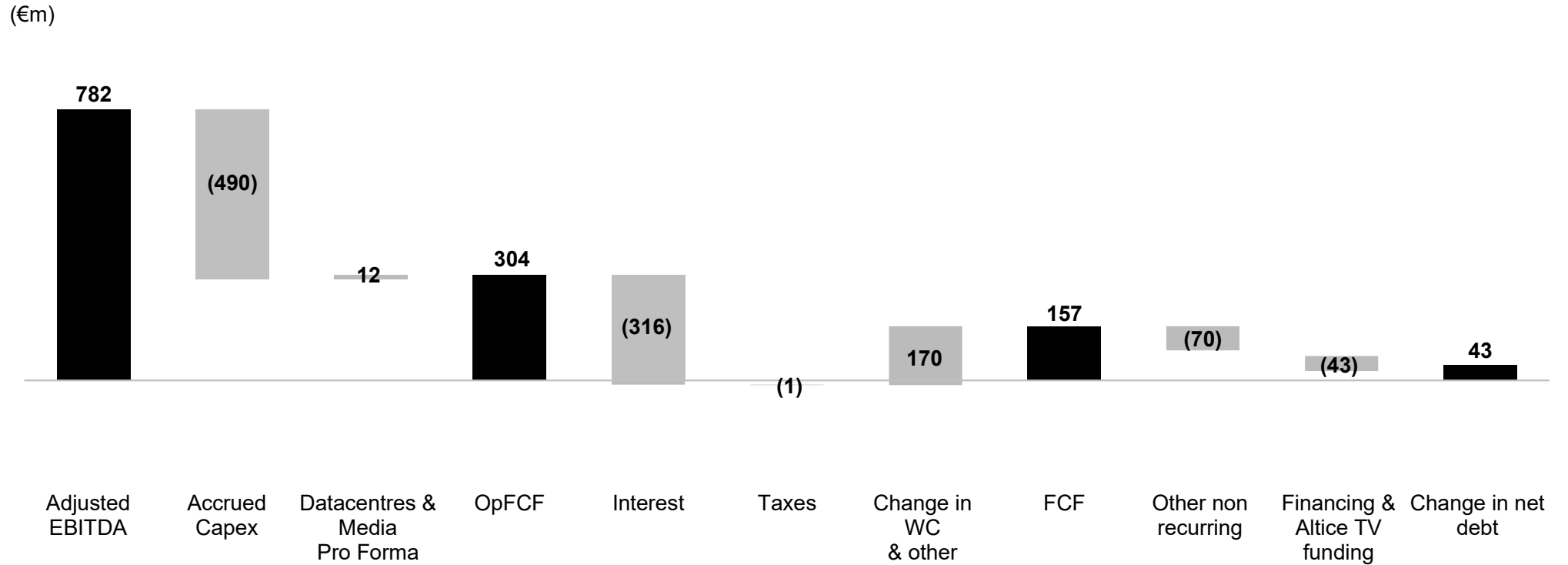
For footnotes see slide 14

Pro Forma Leverage Reconciliation as of March 31, 2024

€m	Actual	Pro Forma
Gross debt consolidated	24,671	24,671
Cash	-470	-405
Net debt consolidated	24,201	24,266
LTM EBITDA consolidated pro forma	3,757	3,727
Net leverage		6.5x
L2QA EBITDA consolidated pro forma	3,556	3,526
Net leverage		6.9x

For footnotes see slide 14

Q1 2024 Change in Net Debt



FCF excluding spectrum, IRUs and significant litigation paid and received



Non-GAAP Reconciliation to Audited Consolidated Financial Statements GAAP Measures

€m	Q1-24
Revenue	2,564
Purchasing and subcontracting costs	-656
Other operating expenses	-544
Staff costs and employee benefits	-273
Total	1,091
Rental expense operating lease	-301
Adjusted EBITDA	790
Depreciation, amortisation and impairment	-731
Other expenses and income	-33
Rental expense operating lease	301
Operating profit/(loss)	327
Adjusted EBITDA - Financial Statements	790
Datacenter disposal pro forma (exclusivity agreement with Morgan Stanley for the sale of a 70% stake in UltraEdge S.A.S.)	-8
Adjusted EBITDA - Investor Presentation	782
Capital expenditure (accrued) - Financial Statements	496
New IRU	-4
IT transformation project	-2
Capital expenditure (accrued) - Investor Presentation	490

For footnotes see slide 14

Footnotes

SFR refers to the Altice France Holding Restricted Group throughout this presentation. The perimeter of consolidation for this press release, the Altice France Holding Restricted Group, consists of Altice France Holding S.A., Altice France S.A. and its consolidated entities, excluding the legal entities that have been declared as an 'unrestricted subsidiary', SportsCoTV S.A.S, Altice Holdings 1 S.à r.l., Altice Holdings 2 S.à r.l., Altice Media S.A.S. and UltraEdge S.A.S.. All references made to Altice France in this presentation refer to "the Altice France Holding Restricted Group".	All pages
Accrued Capex in Q1 2024 excludes accruals related to the acquisition of a new IRU for an amount of €4 million and capitalized costs related to an IT transformation project for an amount of €2 million	Slides 3, 5, 6, 12, 13
€0.9 billion liquidity includes €0.5 billion of undrawn revolvers and €0.4 billion of cash. Total cash is presented pro forma for the deferred consideration of €65 million, expected to be paid in 2024, related to the acquisition of Coriolis	Slides 3, 7
SFR capital structure and debt maturity refers to the Altice France Holding Restricted Group, comprised of Altice France Holding (Unsecured) and Altice France (Secured) SFR (Altice France Holding Restricted Group) net debt is presented pro forma for the deferred consideration of €65 million, expected to be paid in 2024, related to the acquisition of Coriolis. Adjusted EBITDA is presented pro forma for the exclusivity agreement with Morgan Stanley for the sale of a 70% stake in UltraEdge (€30 million on an LTM basis and an L2QA basis) and pro forma for the exclusivity agreement with the CMA CGM Group and Merit France, family holding, for the sale of 100% of Altice Media (€115 million on an LTM basis and €148 million on an L2QA basis)	Slides 3, 7, 10, 11
Interest as shown includes Altice France Holding interest	Slides 6, 12
Maturity profile as shown excludes other debt, leases and overdraft (c.€40 million) and is shown net of swaps	Slide 7