

Altice USA **Q2 2024 Results.**

August 1, 2024



FORWARD-LOOKING STATEMENTS

Certain statements in this presentation constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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, our revenue streams, results of operations and liquidity, including Free Cash Flow; our strategy, objectives, prospects, trends, service and operational improvements, base management strategy, capital expenditure plans, broadband, fiber, video and mobile growth, product offerings and passings; our ability to achieve operational performance improvements; 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 without limitation the terms “anticipate”, “believe”, “could”, “estimate”, “expect”, “forecast”, “intend”, “may”, “plan”, “project”, “should”, “target”, 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 result or be achieved or accomplished. To the extent that statements in this presentation are not recitations of historical fact, such statements constitute forward-looking statements, which, by definition, involve risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements including risks referred to in our SEC filings, including our Annual Report on Form 10-K for the fiscal year ended December 31, 2023 and subsequent Quarterly Reports on Form 10-Q. You are cautioned to not place undue reliance on Altice USA’s forward-looking statements. Any forward-looking statement speaks only as of the date on which it was made. Altice USA specifically disclaims any obligation to publicly update or revise any forward-looking statement, as of any future date.

NON-GAAP FINANCIAL MEASURES

We define Adjusted EBITDA, which is a non-GAAP financial measure, as net income (loss) excluding income taxes, non-operating income or expenses, gain (loss) on extinguishment of debt and write-off of deferred financing costs, gain (loss) on interest rate swap contracts, gain (loss) on derivative contracts, gain (loss) on investments and sale of affiliate interests, interest expense, net, depreciation and amortization, share-based compensation, restructuring, impairments and other operating items (such as significant legal settlements and contractual payments for terminated employees). We define Adjusted EBITDA margin as Adjusted EBITDA divided by total revenue.

Adjusted EBITDA eliminates the significant non-cash depreciation and amortization expense that results from the capital-intensive nature of our business and from intangible assets recognized from acquisitions, as well as certain non-cash and other operating items that affect the period-to-period comparability of our operating performance. In addition, Adjusted EBITDA is unaffected by our capital and tax structures and by our investment activities.

We believe Adjusted EBITDA is an appropriate measure for evaluating our operating performance. Adjusted EBITDA and similar measures with similar titles are common performance measures used by investors, analysts and peers to compare performance in our industry. Internally, we use revenue and Adjusted EBITDA measures as important indicators of our business performance and evaluate management’s effectiveness with specific reference to these indicators. We believe Adjusted EBITDA provides management and investors a useful measure for period-to-period comparisons of our core business and operating results by excluding items that are not comparable across reporting periods or that do not otherwise relate to our ongoing operating results. Adjusted EBITDA should be viewed as a supplement to and not a substitute for operating income (loss), net income (loss), and other measures of performance presented in accordance with U.S. generally accepted accounting principles (“GAAP”). Since Adjusted EBITDA is not a measure of performance calculated in accordance with GAAP, this measure may not be comparable to similar measures with similar titles used by other companies.

We also use Free Cash Flow (defined as net cash flows from operating activities less cash capital expenditures) as a liquidity measure. We believe this measure is useful to investors in evaluating our ability to service our debt and make continuing investments with internally generated funds, although it may not be directly comparable to similar measures reported by other companies.

For a reconciliation of these non-GAAP measures to net income and net cash flows from operating activities, respectively, please see the Q2 2024 Altice USA earnings release posted to the Altice USA website.

Q2 2024 Performance and Operational Progress

Q2-24 Performance

\$2.2bn Revenue -3.6% YoY	\$867m Adj. EBITDA ⁽¹⁾ -5.9% YoY	\$348m Cash Capex -27% YoY	434k Ending Fiber Subscribers +40k Net Adds	385k Ending Mobile Lines +33k Net Adds	4.4m Ending Broadband Subscribers -51k Net Losses
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Customer Satisfaction and Q2-24 Operational Progress

Transactional NPS⁽²⁾

Q2-22 Q2-23 Q2-24

>700k
Customers Speed
Rightsized in the
Last 8 Months

1.7m
Fewer Inbound
Calls LTM⁽⁴⁾

+56%
Increase In
Self Set-Ups
(Self-Install) YoY⁽³⁾

235k
Fewer Service
Visits LTM⁽⁵⁾

**Hyper-Local
Go-To-Market**

(1) Adjusted EBITDA is a non-GAAP measure. For a reconciliation of Adjusted EBITDA to net income, please see the Q2 2024 Altice USA earnings release posted to the Altice USA website.

Optimum Portfolio Evolution to Deliver More Value



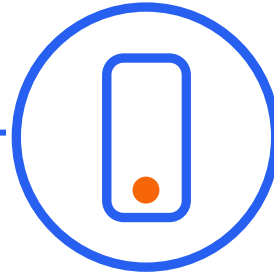
Value Added Services

- Premier support with **Total Care**
- **Device Protection**
- **Direct-to-Consumer** partnership expansion



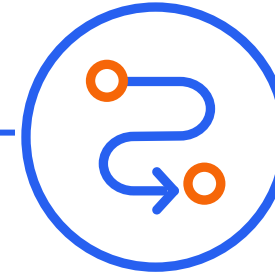
Broadband

- Grow **fiber penetration**
- Increase **broadband speeds**
- **Speed right-size** customers
- Enhance **Wi-Fi experience**



Mobile

- Increase **customer stickiness**
- Amplify **mobile across channels**
- Expand suite of **smart devices**



B2B

- Expand **product portfolio**
- Grow **subscribers and ARPU**
- **Increase net installs** at Lightpath enterprise business



Video

- **Evolve Video Strategy**

Video Strategy Evolution

The current video model is broken.

Price Increases with Less Value

Programmers continue to raise prices while delivering less value and flexibility.

Disproportionate Costs

Disproportionate costs imposed on distributors reduces overall value for consumers via forced bundling, limiting choices and flexibility.

Need for Change

Consumers should have choices and not be forced to pay for what they don't use.

Future of the Video Business

A sustainable video model is important for consumers and all stakeholders.

Optimum Driving Solutions that Deliver Customer Choice and Flexibility.

New Video Packages

Launched *Entertainment TV* package and will continue to innovate packages to satisfy unique viewing habits.



Improved Programming Agreements

Keeping the customer at the center of the conversation and providing options and flexibility that customers want, utilizing data and analytics to understand programming value and viewership.



Expansion of Optimum Stream

Enhancing the functionality of Optimum Stream and expanding availability to more customers.

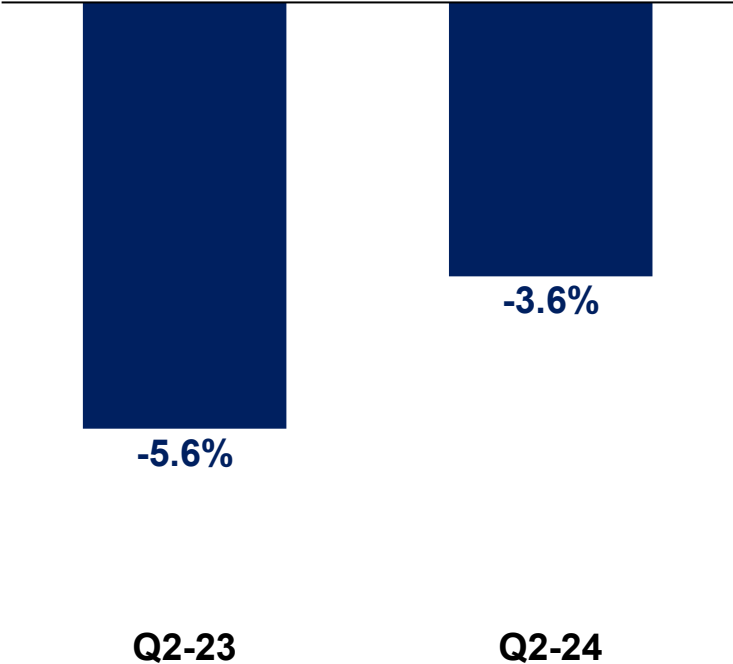


Quarterly Performance Review.

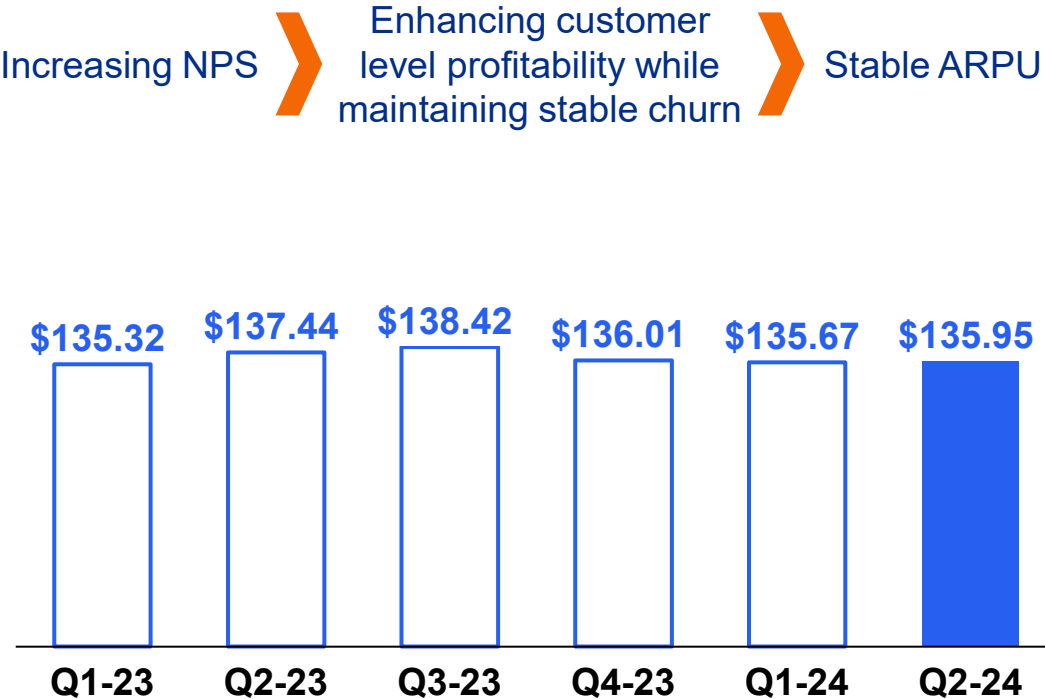


Revenue and Residential ARPU

Total Revenue Year-over-year

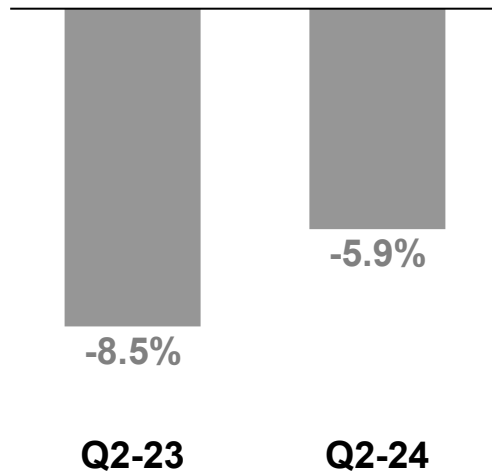


Stable Residential ARPU⁽⁶⁾

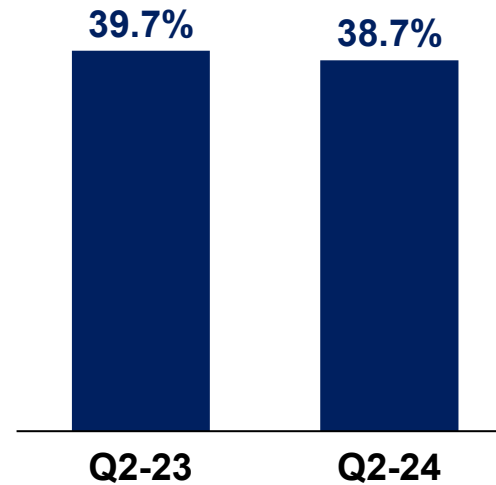


Adjusted EBITDA & Free Cash Flow

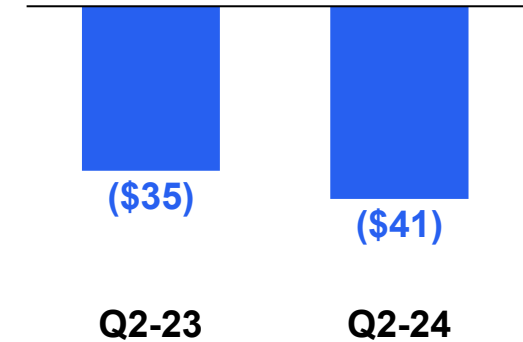
Adjusted EBITDA Year-over-year⁽¹⁾



Adjusted EBITDA Margin⁽¹⁾



Free Cash Flow⁽¹⁾ (\$m)

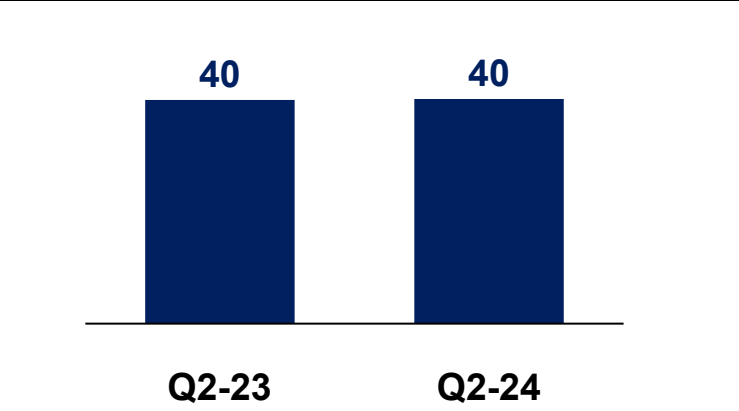


Q2-24 Free Cash Flow includes \$57m higher cash taxes YoY

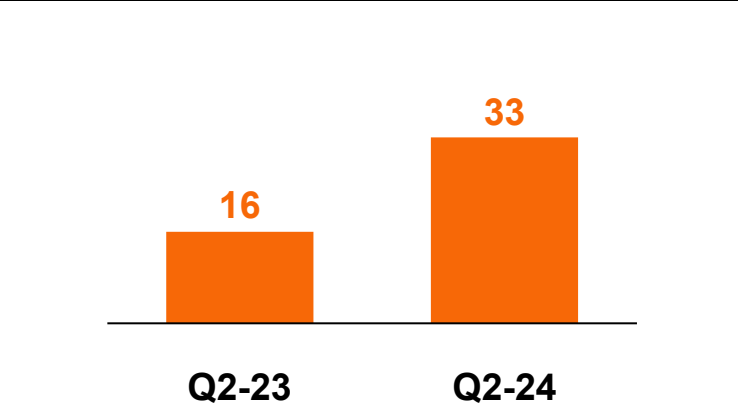
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Connectivity Portfolio: Fiber and Mobile Growth

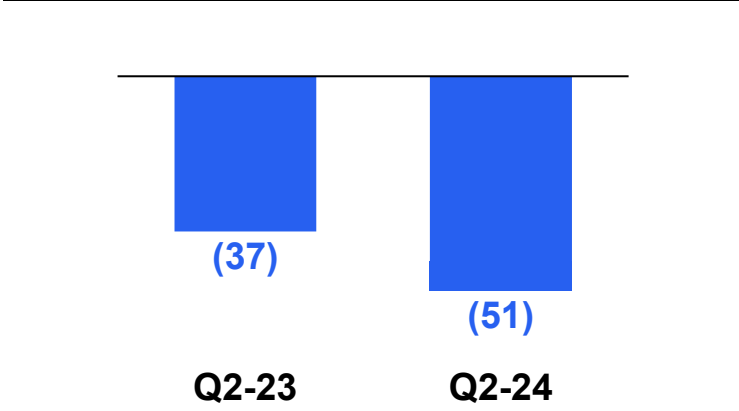
Total Fiber Customer Net Adds ('000)



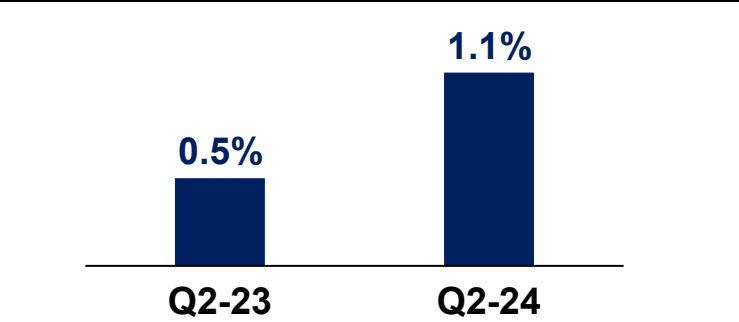
Total Mobile Line Net Adds ('000)



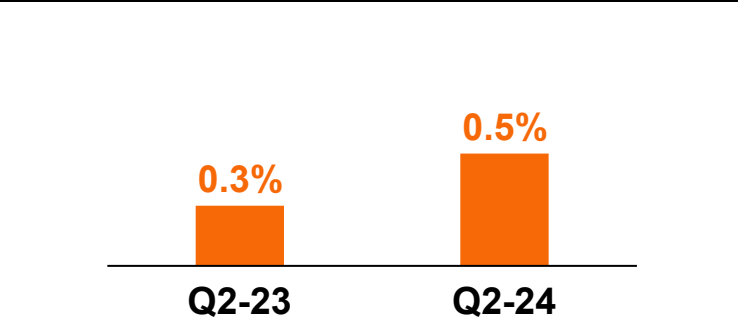
Total Broadband Net Losses ('000)



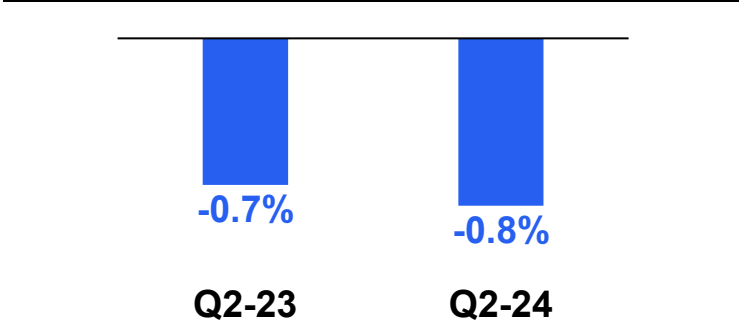
Quarterly Change in Fiber Homes Passed Penetration⁽⁷⁾



Quarterly Change in Mobile Customer Penetration of Broadband Base⁽⁷⁾

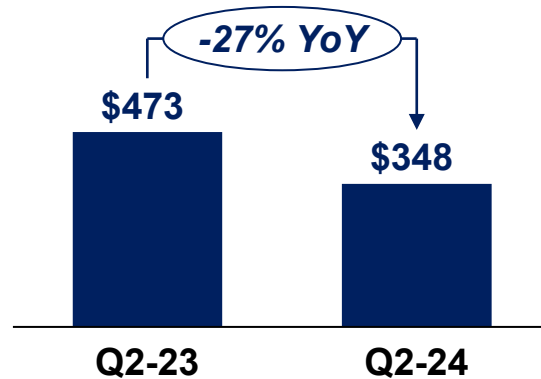


Quarterly Change in Broadband Penetration of Total Passings⁽⁷⁾

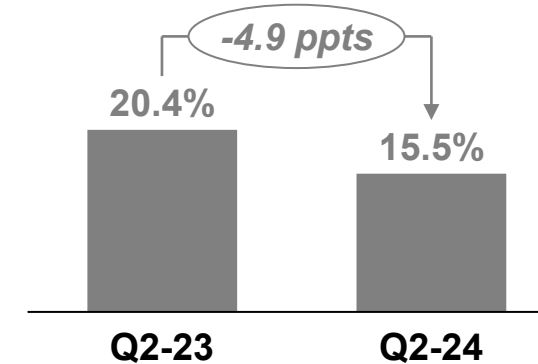


Capital Expenditures and Network Investment

Cash Capital Expenditures (\$m)



Capital Intensity⁽⁸⁾



Network Investments



Fiber Passings Additions

- +62k additional passings in Q2-24
- +107k additional passings YTD-24
- ~3m cumulative passings target Y/E 2024



Total Passings Additions

- +67k additional passings in Q2-24
- +118k additional passings YTD-24
- +175k additional passings target FY-24



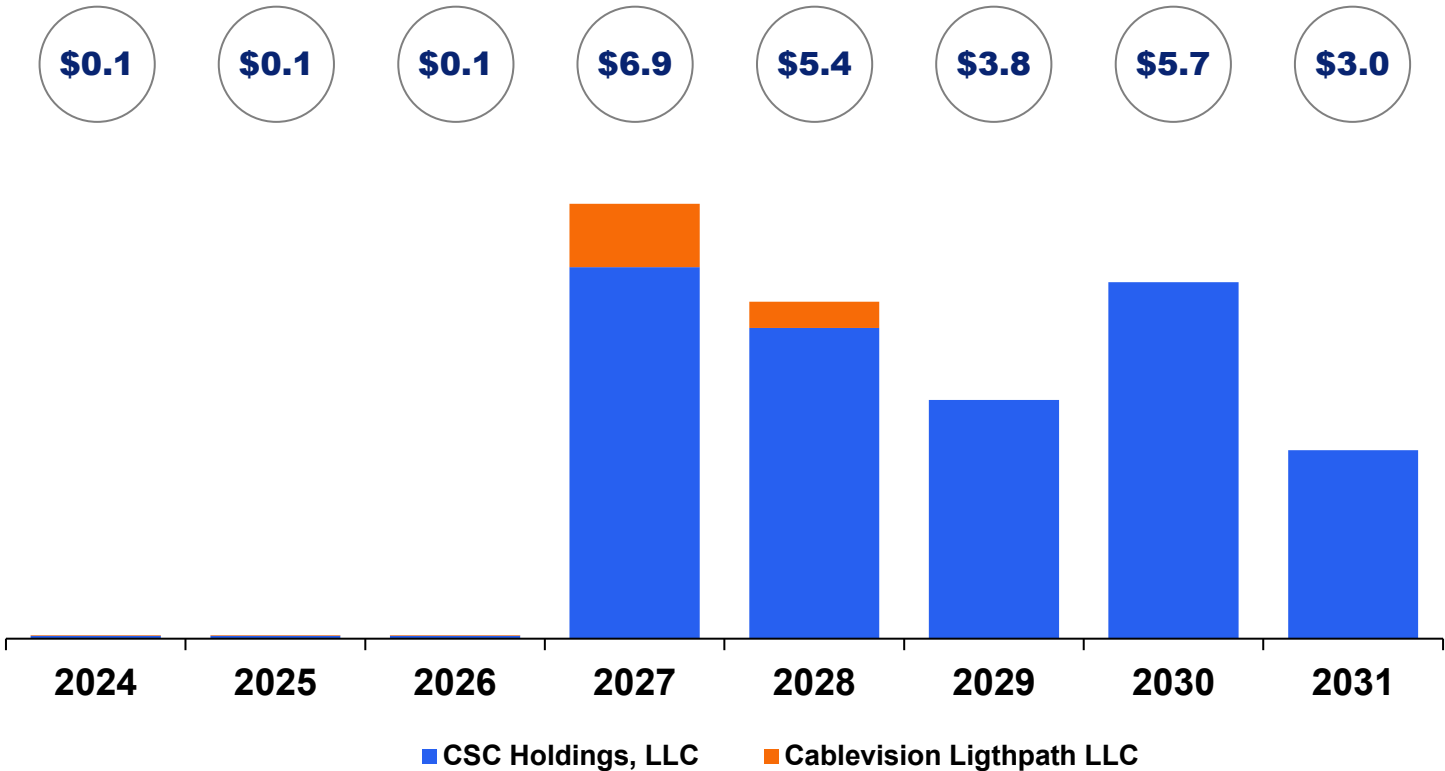
Network Enhancements

- Increasing **broadband speeds** by recapturing spectrum
- Node splits** at lower costs
- Proactive **network maintenance**
- External recognition for **best-in-class network**

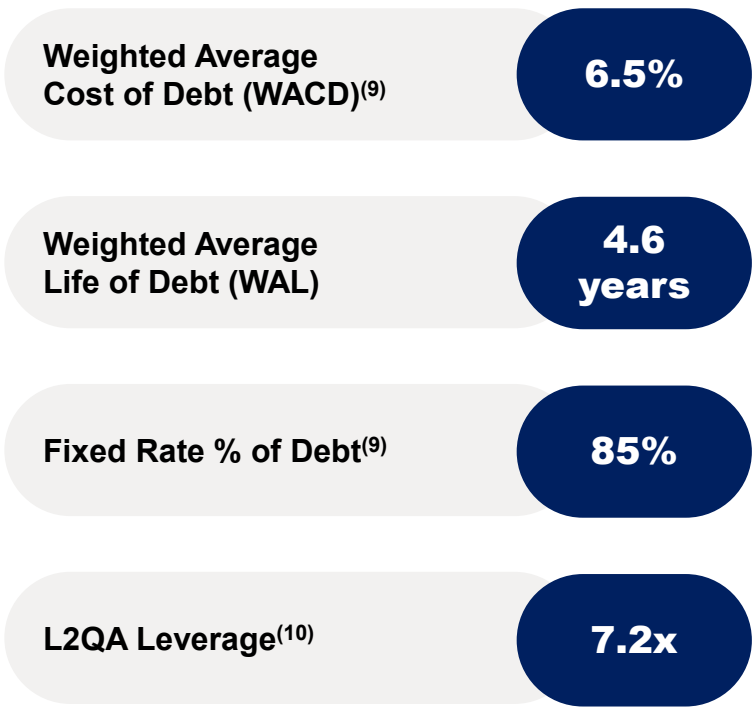


Debt Maturities Addressed Near Term

Altice USA Maturity Profile (\$bn)



Altice USA Consolidated as of 6/30/24



Q&A.

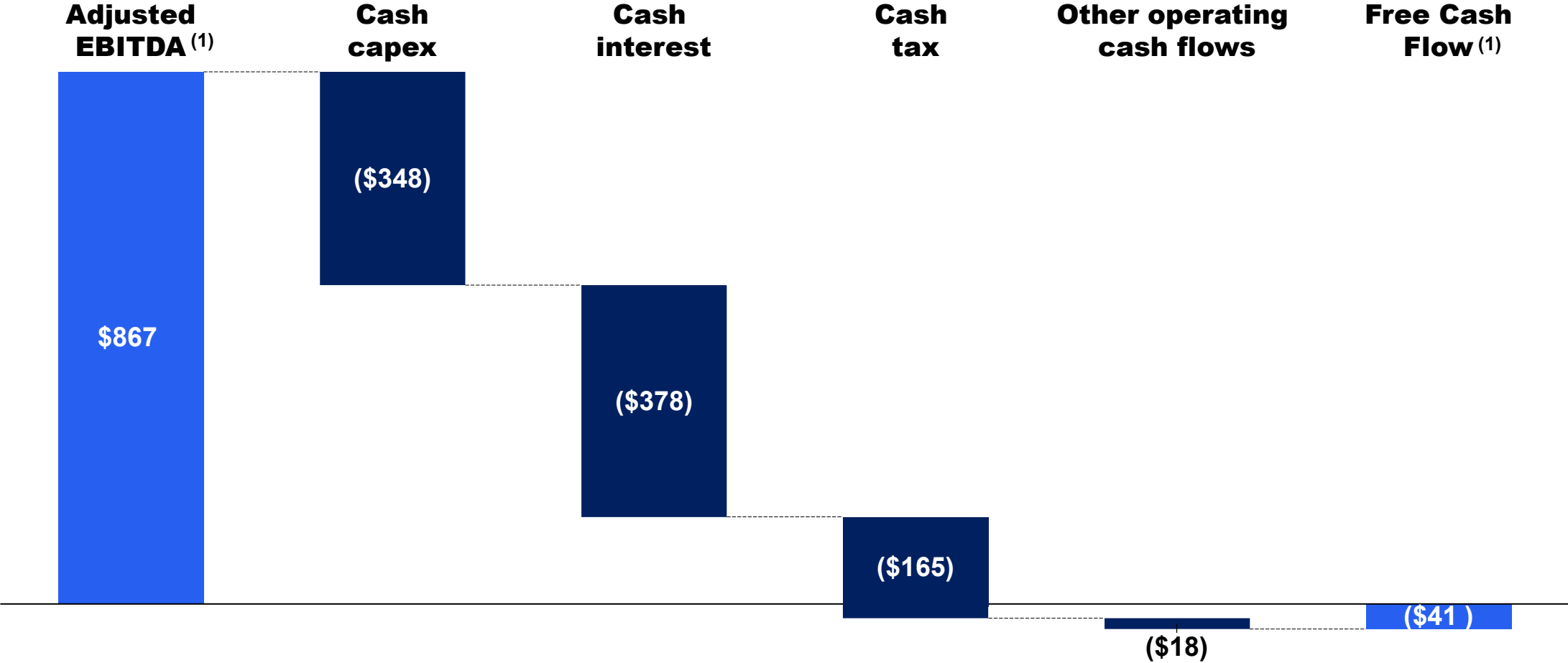
Appendix.

Summary Financial Information

(\$m)	Q2-23	Q2-24	Q2-24 YoY
Residential	\$1,835	\$1,754	-4.4%
Business Services	\$365	\$369	1.3%
News & Advertising	\$113	\$105	-7.2%
Other	\$11	\$13	15.5%
Total Revenue	\$2,324	\$2,241	-3.6%
Adjusted EBITDA⁽¹⁾	\$922	\$867	-5.9%
Margin (%)	39.7%	38.7%	
Cash capital expenditures	\$473	\$348	-26.6%
Capex % of revenue	20.4%	15.5%	

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Q2 2024 Free Cash Flow Bridge



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NOTES

- (1) Adjusted EBITDA and Free Cash Flow are non-GAAP measures. For a reconciliation of these non-GAAP measures to net income and net cash flows from operating activities, respectively, please see the Q2 2024 Altice USA earnings release posted to the Altice USA website.
- (2) Transactional Net Promoter Score (tNPS) represents the average monthly satisfaction metric across Care, Field, Retail and Sales within Fixed, Mobile, and Advanced Support.
- (3) Self set-up % increase is the change in percentage of residential installs at eligible addresses choosing self-install, excluding fiber installs.
- (4) Compares technical, care and support calls in the last twelve months (LTM) at the end of Q2-24 compared to the LTM period at the end of Q2-23.
- (5) Compares service visits or truck rolls, excluding employee initiated special request orders in the last twelve months (LTM) at the end of Q2-24 compared to the LTM period at the end of Q2-23.
- (6) Average revenue per user (ARPU) is calculated by dividing the average monthly revenue for the respective period derived from the sale of broadband, video, telephony and mobile services to residential customers by the average number of total residential customers for the same period and excludes mobile-only customer relationships. ARPU amounts for prior periods have been adjusted to include mobile service revenue.
- (7) Quarterly change in penetration presents the change in penetration from the first day to the last day of the applicable quarter.
- (8) Capital intensity refers to total cash capital expenditures as a percentage of total revenue.
- (9) WACD and fixed rate % of debt includes floating to fixed interest rate swaps.
- (10) L2QA leverage is calculated as quarter end net leverage divided by the last two quarters of Adjusted EBITDA annualized.

Certain numerical information is presented on a rounded basis. Minor differences in totals and percentage calculations may exist due to rounding.