

# Altice USA Reports Second Quarter 2023 Results

Delivers Best Fiber Customer Growth Quarter, Ending Q2 at 250K Fiber Customers
Optimum Now the Nation's Largest 8 Gig Internet Provider

NEW YORK--(BUSINESS WIRE)-- Altice USA (NYSE: ATUS) today reports results for the second quarter ended June 30, 2023.

Dennis Mathew, Altice USA Chairman and Chief Executive Officer, said: "I am pleased with the progress we are making as we act with discipline and focus to execute on our mission for Optimum to be the connectivity provider of choice across all the communities we serve. In the second quarter we achieved sustainable operational and financial improvements across the business, with significant achievements in our customer experience and field operations translating into higher customer satisfaction metrics and reduced call volume and service visits. Our focus on creating better experiences for our customers while driving down costs resulted in stronger broadband net add performance in the quarter compared to the prior year. Our best-in-class products and networks continued with the launch of our 8 Gig symmetrical Fiber Internet service, cementing Optimum as the nation's largest 8 Gig internet provider. Our strategy to provide the best products, the best networks, and the best customer and employee experiences, through operational execution and financial discipline, is leading to better trends across the business, and I am optimistic that the achievements in the quarter are leading indicators of a return to sustainable broadband and cash flow growth."

# Key Financial Highlights

- **Total Revenue** declined -5.6% YoY in Q2 2023 to \$2.32 billion, including Residential revenue decline of -5.7% YoY, Business Services revenue decline of -1.9% YoY and News & Advertising revenue decline of -14.8% YoY.
- **Net income** attributable to stockholders was \$78.3 million in Q2 2023 (\$0.17/share on a diluted basis) compared to \$106.2 million in Q2 2022 (\$0.23/share on a diluted basis).
- Net cash flows from operating activities were \$438.8 million in Q2 2023, compared to \$676.3 million in Q2 2022.
- Adjusted EBITDA<sup>(1)</sup> declined -8.5% YoY in Q2 2023 to \$921.7 million, with a margin of 39.7%.
- Cash capital expenditures of \$473.4 million in Q2 2023 represented 20.4% of revenue (11.4% of revenue excluding fiber-to-the-home (FTTH) and new builds) and were down -2.4% YoY.
- Operating Free Cash Flow<sup>(1)</sup> decreased -14.1% YoY to \$448.3 million in Q2 2023.
- Free Cash Flow (Deficit)<sup>(1)</sup> was (\$34.6) million in Q2 2023.

Q2-23 Summary Financials	Three Months I	Ended June 30,	Six Months Ended June 30		
(in thousands)	2023	2022	2023	2022	
Revenue	\$2,324,274	\$2,463,014	\$4,618,252	\$4,884,911	
Net income attributable to Altice USA, Inc. stockholders	78,300	106,174	104,165	302,725	
Adjusted EBITDA <sup>(1)</sup>	921,742	1,007,068	1,790,133	1,998,798	
Capital Expenditures (cash)	473,445	485,126	1,056,342	877,497	

Revenue Growth and Adjusted EBITDA Detail	Q2-23
Total Revenue YoY	(5.6)%
Residential Revenue <sup>(2)</sup> YoY	(5.7)%
Business Services Revenue YoY excluding Sprint early	(1.9)%
termination revenue <sup>(3)</sup>	(1.3)%
News & Advertising Revenue YoY excluding political	(14.8)%
revenue	(8.4)%
Adjusted EBITDA YoY Adjusted EBITDA Margin	(8.5)% 39.7%

# **Key Operational Highlights**

- Total Broadband Primary Service Units (PSUs): Quarterly broadband net losses were -37k in Q2 2023, compared to -39k broadband net losses in Q2 2022.
- **Total Fiber Broadband PSUs:** Quarterly Fiber (FTTH) broadband net additions were +40k in Q2 2023, our best quarter for fiber net adds. Fiber broadband net adds were driven by both higher fiber gross additions and increased migrations of existing customers. Total fiber broadband customers reached 250k as of the end of Q2 2023.
- **Optimum Mobile** has approximately 264k mobile lines as of the end of Q2 2023, adding +16k mobile net additions in Q2 2023 (+35k net additions excluding customers receiving free service<sup>(4)</sup>), reaching 5.8% penetration of the Company's total broadband customer base.
- Residential revenue<sup>(2)</sup> declined -5.7% YoY in Q2 2023 to \$1.84 billion.
- Residential revenue per customer relationship<sup>(5)</sup> declined -2.8% YoY in Q2 2023 to \$137.44, mostly due to the loss of higher ARPU video customers.
- Business Services revenue of \$364.7 million was down -1.9% YoY in Q2 2023. SMB / Other revenue was down -2.0% YoY in Q2 2023. Lightpath revenue was down -1.4% YoY in Q2 2023. Lightpath revenue decline is driven by Sprint early termination revenue<sup>(2)</sup> in the prior period of approximately \$2.3 million; excluding this early termination revenue, Lightpath revenue would have grown +1.1% in Q2 2023.
- **News and Advertising** revenue was down -14.8% YoY to \$113.5 million in Q2 2023, or down -8.4% excluding political revenue.

## **Customer Metrics** (in thousands, except per customer amounts)

	Q1-22	Q2-22	Q3-22	Q4-22	FY-22	Q1-23	Q2-23
Total Passings <sup>(6)</sup>	9,304.9	9,363.1	9,414.9	9,463.8	9,463.8	9,512.2	9,578.6
Total Passings additions	41.6	58.2	51.8	48.8	200.5	48.4	66.4
Total Customer Relationships <sup>(7)(8)</sup>							
Residential	4,612.1	4,564.2	4,514.7	4,498.5	4,498.5	4,472.4	4,429.5
SMB	382.9	383.1	382.5	381.2	381.2	380.9	381.0
Total Unique Customer Relationships	4,995.0	4,947.3	4,897.2	4,879.7	4,879.7	4,853.3	4,810.5
Residential net additions (losses)	(20.7)	(47.9)	(49.5)	(16.2)	(134.3)	(26.1)	(42.9)
Business Services net additions (losses)	1.0	0.2	(0.6)	(1.3)	(0.7)	(0.3)	0.1
Total customer net additions (losses)	(19.8)	(47.7)	(50.1)	(17.5)	(135.0)	(26.4)	(42.7)
Residential PSUs							
Broadband	4,373.2	4,333.6	4,290.6	4,282.9	4,282.9	4,263.7	4,227.0
Video	2,658.7	2,574.2	2,491.8	2,439.0	2,439.0	2,380.5	2,312.2
Telephony	1,951.5	1,886.9	1,818.9	1,764.1	1,764.1	1,703.5	1,640.8
Broadband net additions (losses)	(13.0)	(39.6)	(43.0)	(7.7)	(103.3)	(19.2)	(36.8)
Video net additions (losses)	(73.6)	(84.5)	(82.4)	(52.8)	(293.2)	(58.6)	(68.3)
Telephony net additions (losses)	(53.7)	(64.7)	(68.0)	(54.8)	(241.1)	(60.6)	(62.7)
Residential ARPU (\$) <sup>(5)</sup>	139.00	141.36	139.24	135.86	138.83	135.32	137.44
SMB PSUs							
Broadband	350.4	350.7	350.2	349.1	349.1	349.0	349.1
Video	102.6	101.0	99.1	97.3	97.3	95.3	93.7
Telephony	216.8	215.3	214.0	212.3	212.3	210.0	208.0
Broadband net additions (losses)	1.1	0.3	(0.5)	(1.1)	(0.2)	(0.1)	0.1
Video net additions (losses)	(1.6)	(1.6)	(1.9)	(1.8)	(6.9)	(2.0)	(1.6)
Telephony net additions (losses)	(2.0)	(1.6)	(1.3)	(1.7)	(6.5)	(2.3)	(2.0)
Total Mobile Lines							
Mobile ending lines	198.3	231.3	236.1	240.3	240.3	247.9	264.2
Mobile ending lines excluding free $\operatorname{service}^{(4)}$	190.0	195.5	202.7	208.7	208.7	223.3	257.9
Mobile line net additions	11.9	33.0	4.8	4.1	53.8	7.6	16.3
Mobile line net additions ex-free service <sup>(4)</sup>	3.6	5.5	7.2	6.0	22.3	14.6	34.6

	Q1-22	Q2-22	Q3-22	Q4-22	FY-22	Q1-23	Q2-23
FTTH Total							
Passings <sup>(9)</sup>	1,316.6	1,587.1	1,908.2	2,158.7	2,158.7	2,373.0	2,659.5
FTTH Total							
Passing additions	145.7	270.4	321.2	250.5	987.8	214.2	286.6
ETT!!							
FTTH	00.4	400.7	404.0	470.0	470.0	007.0	045.0
Residential	80.4	103.7	134.2	170.0	170.0	207.2	245.9
FTTH SMB	0.6	0.7	1.2	1.7	1.7	2.7	3.9
FTTH Total customer							
relationships <sup>(10)</sup>	81.0	104.4	135.3	171.7	171.7	209.9	249.7
FTTH Residential net additions FTTH SMB net additions	11.1	23.3	30.5 0.4	35.8 0.6	100.7	37.2 0.9	38.6
FTTH Total customer	0.2	0.2	0.4	0.0	1.4	0.3	1.2
net additions	11.3	23.5	30.9	36.4	102.1	38.1	39.8

# Fiber Rollout, Multi-Gig Fiber Internet and Network Expansion Update

- Fiber (FTTH) rollout update: As of Q2 2023, the Company has 2.66 million FTTH passings, adding +287k new FTTH passings in the quarter.
- Launch of Optimum 8 Gbps (8 Gig) Symmetrical Fiber. Optimum 8 Gig Fiber is available to 1.7 million passings at the end of Q2 2023. Last year the Company also introduced both Optimum 5 Gbps (5 Gig) and 2 Gbps (2 Gig) Fiber Internet, with symmetrical data speeds up to 5 Gig and 2 Gig respectively in certain portions of its footprint. At the end of Q2 2023, 72% of the Company's fiber passings in the Optimum East footprint had multi-Gig speeds available to them (1 Gig symmetric speeds are available to 100% of the Company's entire fiber footprint).
- 1 Gbps (1 Gig) broadband or higher speed sell-in to all new customers, where 1 Gig or higher services are available, was 39% in Q2 2023. Approximately 21% of the Residential broadband customer base currently take 1 Gig or higher speeds, representing a significant growth opportunity for the Company.
- **Broadband speeds taken** on average have nearly doubled in the past three years to 421 Mbps in Q2 2023.
- **Broadband-only customer usage** averaged 619 GB per month in Q2 2023, which is 23% higher than the average usage of the entire customer base (501 GB per month).
- New build activity update: The Company has been accelerating the pace of its network edge-outs, adding +66k passings in Q2 2023 (+115k passings LTM). The Company continues to see strong momentum in growing customer penetration, typically reaching approximately 40% within a year of rollout in new-build areas.

## Balance Sheet Review as of June 30, 2023

Net debt for CSC Holdings, LLC Restricted Group was \$23,150 million at the end of Q2 2023<sup>(11)</sup>, representing net leverage of 6.8x Adjusted EBITDA on a last twelve month (LTM) basis. The weighted average cost of debt for CSC Holdings, LLC Restricted Group was 6.1% as of the end of Q2 2023 and the weighted average life was 5.2 years. The Company expects to return to a leverage target of 4.5x to 5.0x net debt / Adjusted EBITDA on a Last 2 Quarters Annualized (L2QA) basis for its CSC

- Holdings, LLC debt silo over time.
- Net debt for Cablevision Lightpath LLC was \$1,410 million at the end of Q2 2023<sup>(11)</sup>, representing net leverage of 5.9x LTM. The weighted average cost of debt for Cablevision Lightpath LLC was 5.4% as of the end of Q2 2023 and the weighted average life was 4.6 years.
- Consolidated net debt for Altice USA was \$24,543 million<sup>(11)</sup>, representing consolidated net leverage of 6.7x LTM.

# Successful Pricing of New Senior Guaranteed Notes

In April 2023, CSC Holdings issued \$1.0 billion in aggregate principal amount of senior guaranteed notes that bear interest at a rate of 11.250% and mature on May 15, 2028. The Company used the proceeds to repay outstanding borrowings drawn under the Revolving Credit Facility.

# **Shares Outstanding**

As of June 30, 2023, the Company had 454,729,330 combined Class A and Class B shares outstanding.

# Altice USA Consolidated Operating Results (In thousands, except per share data) (Unaudited)

(Unaudited	d)									
		Three Months Ended			Six Months					
<u>.</u>		June	30,		June					
<u>.</u>		2023		2022		2023		2022		
Revenue:										
Broadband	\$	965,865	\$ 1	,002,680		1,922,910		1,988,197		
Video		775,138		841,549	1	,545,739	•	1,683,436		
Telephony		76,069		84,621		153,750		169,855		
Mobile <sup>(6)</sup>		18,147		16,863		33,673		31,805		
Residential revenue <sup>(6)</sup>		1,835,219	1	,945,713	3	3,656,072	3	3,873,293		
Business services and wholesale <sup>(6)</sup>		364,704		371,613		728,345		739,243		
News and Advertising		113,465		133,250		212,202		247,925		
Other <sup>(6)</sup>		10,886		12,438		21,633		24,450		
Total revenue		2,324,274	2	2,463,014	4	1,618,252	-	4,884,911		
Operating expenses:				_						
Programming and other direct costs		762,280		819,011	1	,533,999	•	1,647,804		
Other operating expenses		656,128		673,464	1	,307,373	•	1,315,370		
Restructuring expense and other operating items		5,178		2,673		34,850		6,051		
Depreciation and amortization (including impairments)		418,705		446,125		834,917		881,474		
Operating income		481,983		521,741		907,113	•	1,034,212		
Other income (expense):										
Interest expense, net		(406,709)		(310,213)		(795,987)		(613,575)		
Gain (loss) on investments, net		_		(325,601)		192,010		(476, 374)		
Gain (loss) on derivative contracts, net		_		219,114		(166,489)		320,188		
Gain on interest rate swap contracts, net		61,165		39,868		46,736		163,015		
Gain on extinguishment of debt and write-off of deferred financing costs		_		_		4,393		_		
Other income (loss), net		(1,570)		2,521		8,635		4,951		
Income before income taxes		134,869		147,430		196,411		432,417		
Income tax expense		(48,725)		(33,890)		(79,097)		(116,736)		
Net income		86,144		113,540		117,314		315,681		
Net income attributable to noncontrolling interests		(7,844)		(7,366)		(13,149)		(12,956)		
Net income attributable to Altice USA stockholders	\$	78,300	\$	106,174	\$	104,165	\$	302,725		
Basic net income per share	\$	0.17	\$	0.23	\$	0.23	\$	0.67		
Diluted net income per share	\$	0.17	\$	0.23	\$	0.23	\$	0.67		
Basic weighted average common shares	_	454,688		453,230		454,687		453,230		
Diluted weighted average common shares		454,688		453,230		455,139		453,230		

#### Altice USA Consolidated Statements of Cash Flows (in thousands) (Unaudited)

Six Months Ended June 30,

	2023	2022
ash flows from operating activities:		
Net income	\$ 117,314	\$ 315,681
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization (including impairments)	834,917	881,474
Loss (gain) on investments	(192,010)	476,374
Loss (gain) on derivative contracts, net	166,489	(320,188)
Gain on extinguishment of debt and write-off of deferred financing costs	(4,393)	_
Amortization of deferred financing costs and discounts (premiums) on indebtedness	18,359	41,150
Share-based compensation	13,253	77,061
Deferred income taxes	(113,402)	(57,720)
Decrease in right-of-use assets	22,925	22,139
Provision for doubtful accounts	43,946	36,839
Other	9,188	(321)
Change in operating assets and liabilities, net of effects of acquisitions and dispositions:		
Accounts receivable, trade	(10,611)	(790)
Prepaid expenses and other assets	(58,842)	6,689
Amounts due from and due to affiliates	31,213	(6,057)
Accounts payable and accrued liabilities	(22,816)	(1,527)
Deferred revenue	6,649	(1,906)
Interest rate swap contracts	(6,492)	(192,344)
Net cash provided by operating activities	855,687	1,276,554
ash flows from investing activities:		
Capital expenditures	(1,056,342)	(877,497)
Other, net	(1,578)	(610)
Net cash used in investing activities	(1,057,920)	(878,107)
ash flows from financing activities:		
Proceeds from long-term debt	1,900,000	460,000
Repayment of debt	(1,739,493)	(758,861)
Proceeds from derivative contracts in connection with the settlement of collateralized debt	38,902	` <u> </u>
Principal payments on finance lease obligations	(76,100)	(62,221)
Other, net	(7,974)	` <u> </u>
Net cash provided by (used in) financing activities	115,335	(361,082)
et increase (decrease) in cash and cash equivalents	(86,898)	37,365
fect of exchange rate changes on cash and cash equivalents	548	(110)
et increase (decrease) in cash and cash equivalents	(86,350)	37,255
	(,)	
ash, cash equivalents and restricted cash at beginning of year	305,751	195,975

## **Reconciliation of 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 expense and other operating items (such as significant legal settlements, contractual payments for terminated employees, and impairments).

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 the operating performance of the Company. 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 the Company's 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 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 Operating Free Cash Flow (defined as Adjusted EBITDA less cash capital expenditures), and Free Cash Flow (defined as net cash flows from operating activities less cash capital expenditures) as indicators of the Company's financial performance. We believe these measures are two of several benchmarks used by investors, analysts and peers for comparison of performance in the Company's industry, although they may not be directly comparable to similar measures reported by other companies.

#### Reconciliation of net income to Adjusted EBITDA and Operating Free Cash Flow (unaudited):

(in thousands)	Three Months Ended June 30,			Six Months Ended June 30,				
		2023	2022		2023			2022
Net income	\$	86,144	\$	113,540	\$	117,314	\$	315,681
Income tax expense		48,725		33,890		79,097		116,736
Other loss (income), net		1,570		(2,521)		(8,635)		(4,951)
Gain on interest rate swap contracts, net		(61,165)		(39,868)		(46,736)		(163,015)
Loss (gain) on derivative contracts, net		_		(219,114)		166,489		(320, 188)
Loss (gain) on investments				325,601		(192,010)		476,374
Gain on extinguishment of debt and write-off of deferred financing costs		_		_		(4,393)		_
Interest expense, net		406,709		310,213		795,987		613,575
Depreciation and amortization		418,705		446,125		834,917		881,474
Restructuring expense and other operating items		5,178		2,673		34,850		6,051
Share-based compensation		15,876		36,529		13,253		77,061
Adjusted EBITDA		921,742		1,007,068		1,790,133	•	1,998,798
Capital Expenditures (cash)		473,445		485,126		1,056,342		877,497
Operating Free Cash Flow	\$	448,297	\$	521,942	\$	733,791	\$ '	1,121,301

#### Reconciliation of net cash flow from operating activities to Free Cash Flow (unaudited):

Net cash flows from operating activities	\$ 438,841	\$ 676,335	\$ 855,687	\$ 1,276,554
Capital Expenditures (cash)	473,445	485,126	1,056,342	877,497
Free Cash Flow (Deficit)	\$ (34,604)	\$ 191,209	\$ (200,655)	\$ 399,057

CSC Holdings, LLC Restricted Group (in \$m)	Principal Amount	Coupon / Margin	Maturity
Drawn RCF	\$825	SOFR+2.350%	2025 <sup>(12)</sup>
Term Loan	1,528	L+2.250% <sup>(13)</sup>	2025
Term Loan B-3	524	L+2.250% <sup>(13)</sup>	2026
Term Loan B-5	2,903	L+2.500% <sup>(13)</sup>	2027
Term Loan B-6	1,997	SOFR+4.500%	2028 <sup>(14)</sup>
Guaranteed Notes	1,310	5.500%	2027
Guaranteed Notes	1,000	5.375%	2028
Guaranteed Notes	1,000	11.250%	2028
Guaranteed Notes	1,750	6.500%	2029
Guaranteed Notes	1,100	4.125%	2030
Guaranteed Notes	1,000	3.375%	2031
Guaranteed Notes	1,500	4.500%	2031
Senior Notes	750	5.250%	2024
Senior Notes	1,046	7.500%	2028
Legacy unexchanged Cequel Notes	4	7.500%	2028
Senior Notes	2,250	5.750%	2030
Senior Notes	2,325	4.625%	2030
Senior Notes	500	5.000%	2031
CSC Holdings, LLC Restricted Group Gross Debt	23,312		
CSC Holdings, LLC Restricted Group Cash	(162)		
CSC Holdings, LLC Restricted Group Net Debt	\$23,150		
CSC Holdings, LLC Restricted Group Undrawn RCF	\$1,511		
Cablevision Lightpath LLC (in \$m)	Principal Amount	Coupon / Margin	Maturity
Drawn RCF	<u> </u>	SOFR+3.360%	2025
Term Loan	585	SOFR+3.360%	2027
Senior Secured Notes	450	3.875%	2027
Senior Notes	415	5.625%	2028
Cablevision Lightpath Gross Debt	1,450		
Cablevision Lightpath Cash	(40)		
Cablevision Lightpath Net Debt	\$1,410		
Cablevision Lightpath Undrawn RCF	\$100		

# Net Leverage Schedules as of June 30, 2023 (in \$m)

	CSC Holdings Restricted Group <sup>(15)</sup>	Cablevision Lightpath LLC	CSC Holdings Consolidated <sup>(16)</sup>	Altice USA Consolidated
Gross Debt Consolidated <sup>(17)</sup>	\$23,312	\$1,450	\$24,762	\$24,762
Cash	(162)	(40)	(219)	(219)
Net Debt Consolidated <sup>(11)</sup>	\$23,150	\$1,410	\$24,543	\$24,543
LTM EBITDA	\$3,413	\$241	\$3,658	\$3,658
L2QA EBITDA	\$3,338	\$245	\$3,580	\$3,580
Net Leverage (LTM)	6.8x	5.9x	6.7x	6.7x
Net Leverage (L2QA)	6.9x	5.7x	6.9x	6.9x
WACD (%)	6.1%	5.4%	6.0%	6.0%

#### **Reconciliation to Financial Reported Debt**

	Actual
Total Debenture and Loans from Financial Institutions (Carrying Amount)	\$24,694
Unamortized financing costs, discounts and fair value adjustments, net of unamortized	
premiums	68
Gross Debt Consolidated <sup>(17)</sup>	24,762
Finance leases and other notes	421
Total Debt	25,183
Cash	(219)
Net Debt	\$24,964

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