

FULL YEAR 2018 RESULTS

February 27, 2019

technicolor.com



FORWARD LOOKING STATEMENTS

THIS PRESENTATION

contains certain statements that constitute "forward-looking statements", including but not limited to statements that are predictions of or indicate future events, trends, plans or objectives, based on certain assumptions or which do not directly relate to historical or current facts.

SUCH FORWARD-LOOKING STATEMENTS

are based on management's current expectations and beliefs and are subject to a number of risks and uncertainties that could cause actual results to differ materially from the future results expressed, forecasted or implied by such forward-looking statements.



FOR A MORE COMPLETE LIST

and description of such risks and uncertainties, refer to Technicolor's filings with the French Autorité des marchés financiers.



FY 2018 KEY FIGURES FROM CONTINUING OPERATIONS

- ▶ 2018 Adjusted EBITDA, before taking into account the positive impact of the announced disposal of the Research & Innovation (“R&I”) activity, amounted to €267 million at constant rate within the revised guidance communicated by Technicolor in December 2018
- ▶ YoY revenue decrease but with a return to growth in the second half for Production Services and Connected Home
- ▶ FCF at €(43) million resulting mainly from impact of lower Adjusted EBITDA, higher Capex cash outflow and lower working capital contribution
- ▶ Simplification of the Group’s structure with the sale of the Patent Licensing activity
- ▶ Improved leverage

<i>In € million</i>	FY 2017	FY 2018	<i>Change YoY at constant rate</i>
Revenues	4,253	3,988	(2.9)%
Adjusted EBITDA	341	266	(16.6)%
Free Cash Flow	109	(43)	-

RECONCILIATION OF 2017 AND GUIDANCE PERIMETER

► Reconciliation of 2017 and guidance perimeter

<i>In € million</i>	Adj. EBITDA	Free cash flow
2017 as published in February 2018 at current rate	291	63
<i>“R&I”</i>	<i>28</i>	<i>16</i>
<i>Retained Patent Licensing revenues</i>	<i>22</i>	<i>29</i>
2017 excluding “R&I” costs and including retained Patent Licensing revenues	341	109

<i>In € million</i>	Adj. EBITDA	Free cash flow
2018 as published in February 2019 at current rate	266	(43)
<i>“R&I” transferred in Discontinued activity</i>	<i>(17)</i>	<i>(17)</i>
2018 as published in February 2019 at current rate with “R&I”	249	(60)
<i>Forex effect constant rate vs. current rate</i>	<i>18</i>	<i>9</i>
2018 with “R&I” at constant rate (guidance perimeter)	267	(51)

STRATEGY UPDATE

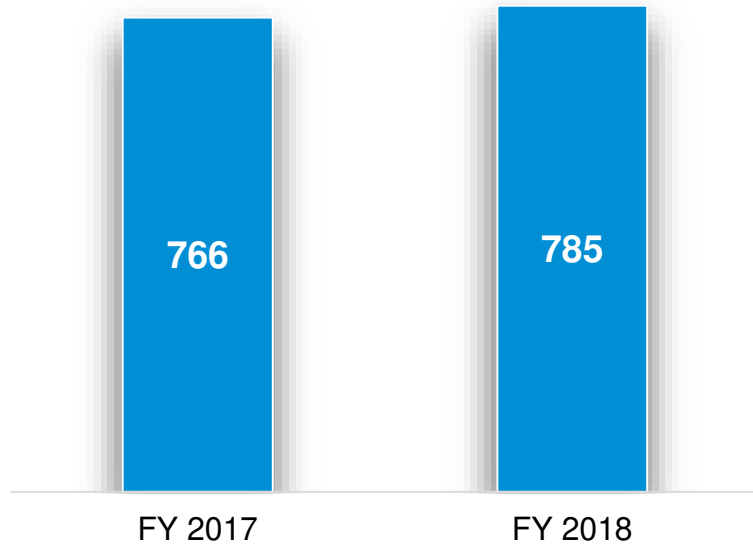


- ▶ Investments in organic growth will continue in well-defined areas
- ▶ **SPECIFICALLY, THE GROUP WILL CONTINUE TO:**
 - ↳ Build upon its strong position by increasing capacity while continuing to improve profitability in **Production Services**
 - ↳ Invest in market share gains in **Connected Home**
 - ↳ Renew contracts over the next few years in **DVD Services**
 - ↳ Continue to optimize its cost structure
- ▶ The Group will pursue the reduction of its balance sheet leverage

THE GROUP WILL NO LONGER PROVIDE SPECIFIC NUMERICAL GUIDANCE FOR THE CURRENT OR FUTURE FINANCIAL YEARS. IT WILL CONTINUE TO PURSUE LEVERAGE REDUCTION THROUGH IMPROVED PROFITABILITY AND CASH GENERATION

PRODUCTION SERVICES: CONTINUED PROFITABLE GROWTH

Revenues (in € million) @ Current rate



→ REVENUE HIGHLIGHTS:

- ▶ UP c.6% YOY REVENUE GROWTH AT CONSTANT RATE
 - ↳ Record year with very strong double-digit revenue growth in Film and TV Visual Effects benefiting from significant capacity investments
 - ↳ Mid-single digit revenue growth in Advertising VFX
 - ↳ c.7% growth in second half at constant rate

→ THE DIVISION ACHIEVED SIGNIFICANT PROFITABILITY IMPROVEMENT IN FILM AND TV VFX

→ GOING FORWARD:

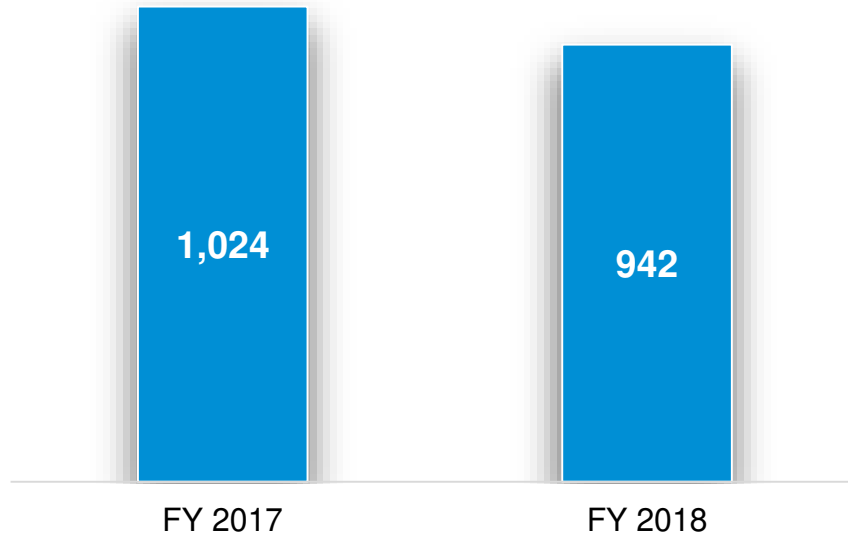
- ▶ Capacity increase and related investments were accelerated in 2018 and are expected to continue in 2019

2018 KEY DATA

Film & TV VFX	Advertising	Post Production	Animation & Games
<ul style="list-style-type: none"> ▶ 40+ theatrical Film projects ▶ 14+ TV and non-theatrical projects 	<ul style="list-style-type: none"> ▶ 5,750+ commercials ▶ The Mill and MPC received numerous industry accolades including 7 Cannes Lions and 9 British Arrow Awards 	<ul style="list-style-type: none"> ▶ 470 TV/OTT series, mini-series and/or pilots 	<ul style="list-style-type: none"> ▶ 2,600 minutes of animation for TV and Film

DVD SERVICES: CONTINUED INDUSTRY-WIDE PRESSURES

Revenues (in € million) @ Current rate



(in million units)	FY 2017	FY 2018	YoY Change
DVD	954	787	(17)%
Blu-ray™	305	342	12%

→ REVENUE HIGHLIGHTS:

- ▶ VOLUMES DOWN c.11% YOY DRIVEN BY:
 - ↳ Standard and CD volume decline partly offset by ongoing growth in Blu-ray™ as well as positive impact of SONY DADC outsourcing
- ▶ FY REVENUE DECLINE OF c. 5% AT CONSTANT RATE

→ ADJ. EBITDA HIGHLIGHTS:

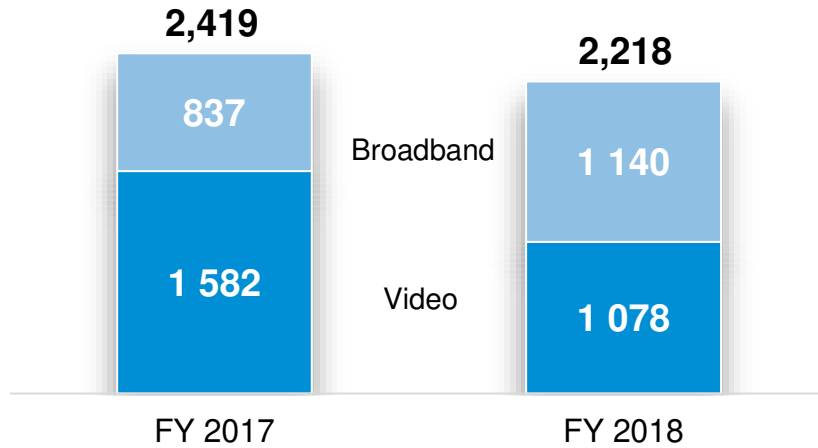
- ▶ NEGATIVELY AFFECTED BY:
 - ↳ Unexpected severe reduction in the second half in DVD volume and unforecasted extreme concentration of key customer volume during the peak season

→ DIVISION-WIDE INITIATIVES

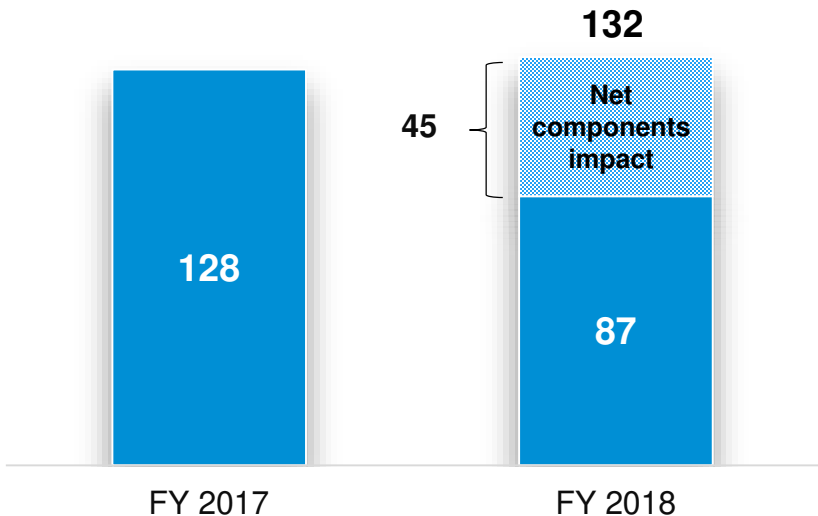
- ▶ ADAPTING DISTRIBUTION OPERATIONS TO CHANGING MARKET DYNAMIC
- ▶ PREPARING RENEWAL OF CUSTOMER CONTRACTS OVER THE NEXT SEVERAL YEARS BASED ON VOLUME AND ACTIVITY
- ▶ CONTINUED SUPPLY-CHAIN SERVICES DIVERSIFICATION

CONNECTED HOME: EXECUTING TRANSFORMATION PLAN

Revenues (in € million) @ Current rate



Adjusted EBITDA (in € million) @ Current rate



REVENUE HIGHLIGHTS:

▶ YEAR-ON-YEAR DECLINE

↳ c.5% YoY revenue decrease at constant rate, mainly due to North American Video, but up 4.9% in the second half



ADJ. EBITDA HIGHLIGHTS:

▶ YEAR-ON-YEAR DECLINE

↳ The division incurred €45 million of net component cost increases and a large drop in North American video sales

▶ THE VAST MAJORITY OF IDENTIFIABLE COMPONENTS COST INCREASES ARE REINVOICED TO CUSTOMERS SINCE THE SECOND HALF



SIGNIFICANT MARKET SHARE INCREASE IN BROADBAND



THE GROUP WILL:

▶ INVEST IN MARKET SHARE GAINS IN BROADBAND ACCESS AND ANDROID BASED VIDEO SOLUTIONS

▶ IMPROVE MARGINS OVER THE NEXT SEVERAL YEARS

KEY



**FINANCIAL PERFORMANCE
FROM CONTINUING
OPERATIONS**



AGENDA

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**KEY
PERFORMANCE
FIGURES**

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**PERFORMANCE
BY DIVISION**

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**GROUP
FINANCIAL
RESULTS**

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**APPENDICES TO
CONSOLIDATED
ACCOUNTS**

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KEY



PERFORMANCE FIGURES



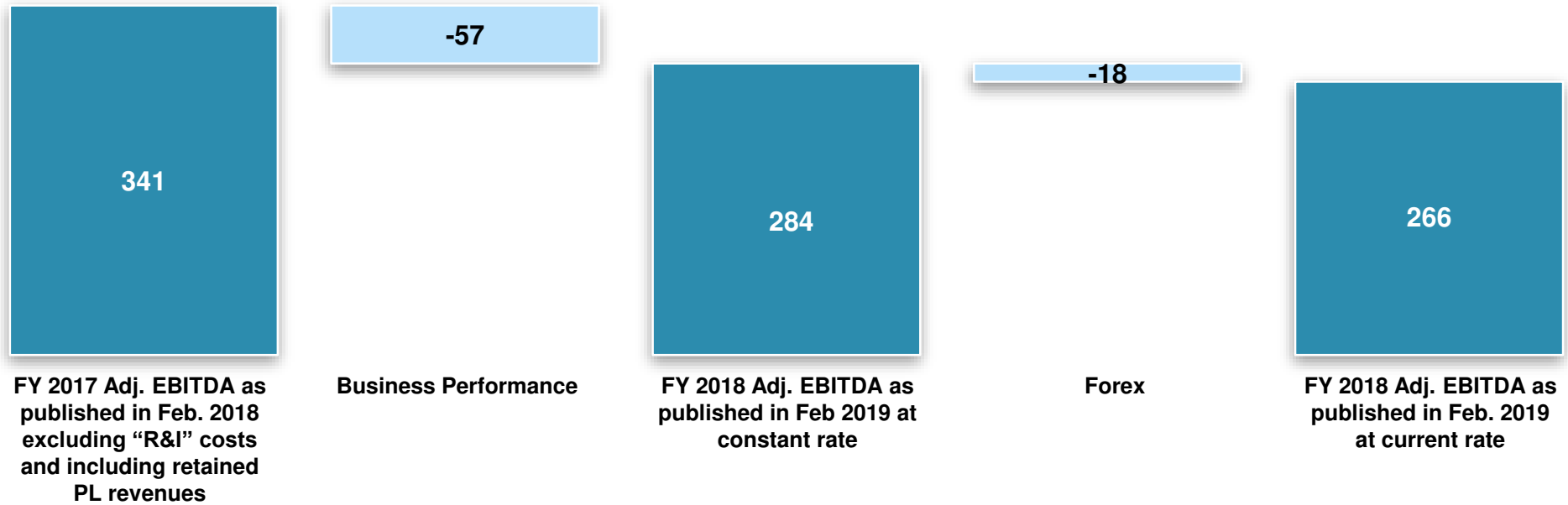
KEY FIGURES – GROUP

<i>(in € million)</i>	2018		2017	vs. LY (a)		Forex impact (b)	vs. LY at constant rate (c=a+b)	
	Current rate	LY Rate	LY Rate	Current rate			LY rate	
Revenues	3,988	4,132	4,253	(265)	(6.2)%	143	(122)	(2.9)%
Adjusted EBITDA	266	284	341	(74)	(21.8)%	18	(57)	(16.6)%
<i>in % of Revenues</i>	6.7%	6.9%	8.0%					
D&A & Reserves ^(*) w/o PPA amortization	(168)	(174)	(190)	21	11.3%	(6)	16	8.4%
PPA amortization	(50)	(51)	(48)	(2)	(3.3)%	(2)	(3)	(6.6)%
Non-recurring EBIT	(167)	(172)	(63)	(105)	ns	(5)	(109)	ns
EBIT	(119)	(113)	40	(159)	ns	6	(153)	ns
Financial & Tax	(105)	(111)	(209)	104	49.7%	(6)	98	46.7%
Net Result Continuing	(224)	(225)	(168)	(57)	(33.9)%	-	(57)	(34.1)%
Net Result Discontinued	157	156	(5)	161	ns	-	161	ns
Net Result Group (Group share)	(68)	(69)	(172)	104	60.6%	(1)	104	60.2%
FCF Continuing	(43)	(34)	109	(152)	ns	9	(143)	ns
Net Debt (IFRS)	(733)	(731)	(778)	45	ns			

(*) Risk, litigation and warranty reserves

ADJUSTED EBITDA BRIDGE VS. LY

Adjusted EBITDA FY 2018 vs. FY 2017, in € million





PERFORMANCE BY DIVISION



ENTERTAINMENT SERVICES FY 2018

FY

Entertainment Services in € million	2018		2017	vs. LY (a)		Forex impact (b)	vs. LY at constant rate (c=a+b)	
	Current rate	LY Rate	LY Rate	Current rate			LY rate	
Revenues	1,726	1,780	1,790	(64)	(3.6)%	54	(9)	(0.5)%
Ajusted EBITDA	178	184	216	(38)	(17.6)%	6	(32)	(14.8)%
in % of Revenues	10.3%	10.3%	12.1%					
D&A & Reserves (*) w/o PPA amortization	(113)	(117)	(136)	23	17.1%	(4)	19	13.9%
PPA amortization	(17)	(18)	(19)	1	ns	(1)	1	ns
Non-recurring EBIT	(120)	(124)	(23)	(97)	ns	(4)	(101)	ns
EBIT	(72)	(75)	38	(110)	ns	(3)	(113)	ns

(*) Risk, litigation and warranty reserves

CONNECTED HOME FY 2018

FY

Connected Home in € million	2018		2017	vs. LY (a)		Forex impact (b)	vs. LY at constant rate (c=a+b)	
	Current rate	LY Rate	LY Rate	Current rate			LY rate	
Revenues	2,218	2,306	2,419	(201)	(8.3)%	88	(113)	(4.7)%
Ajusted EBITDA	87	98	128	(41)	(32.2)%	12	(29)	(23.1)%
in % of Revenues	3.9%	4.3%	5.3%					
D&A & Reserves (*) w/o PPA amortization	(54)	(55)	(47)	(7)	ns	(1)	(8)	ns
PPA amortization	(32)	(33)	(29)	(3)	ns	(1)	(4)	ns
Non-recurring EBIT	(39)	(40)	(32)	(8)	ns	(1)	(8)	ns
EBIT	(39)	(31)	20	(59)	ns	9	(50)	ns

(*) Risk, litigation and warranty reserves



GROUP FINANCIAL RESULTS



FROM ADJUSTED EBITDA TO EBIT

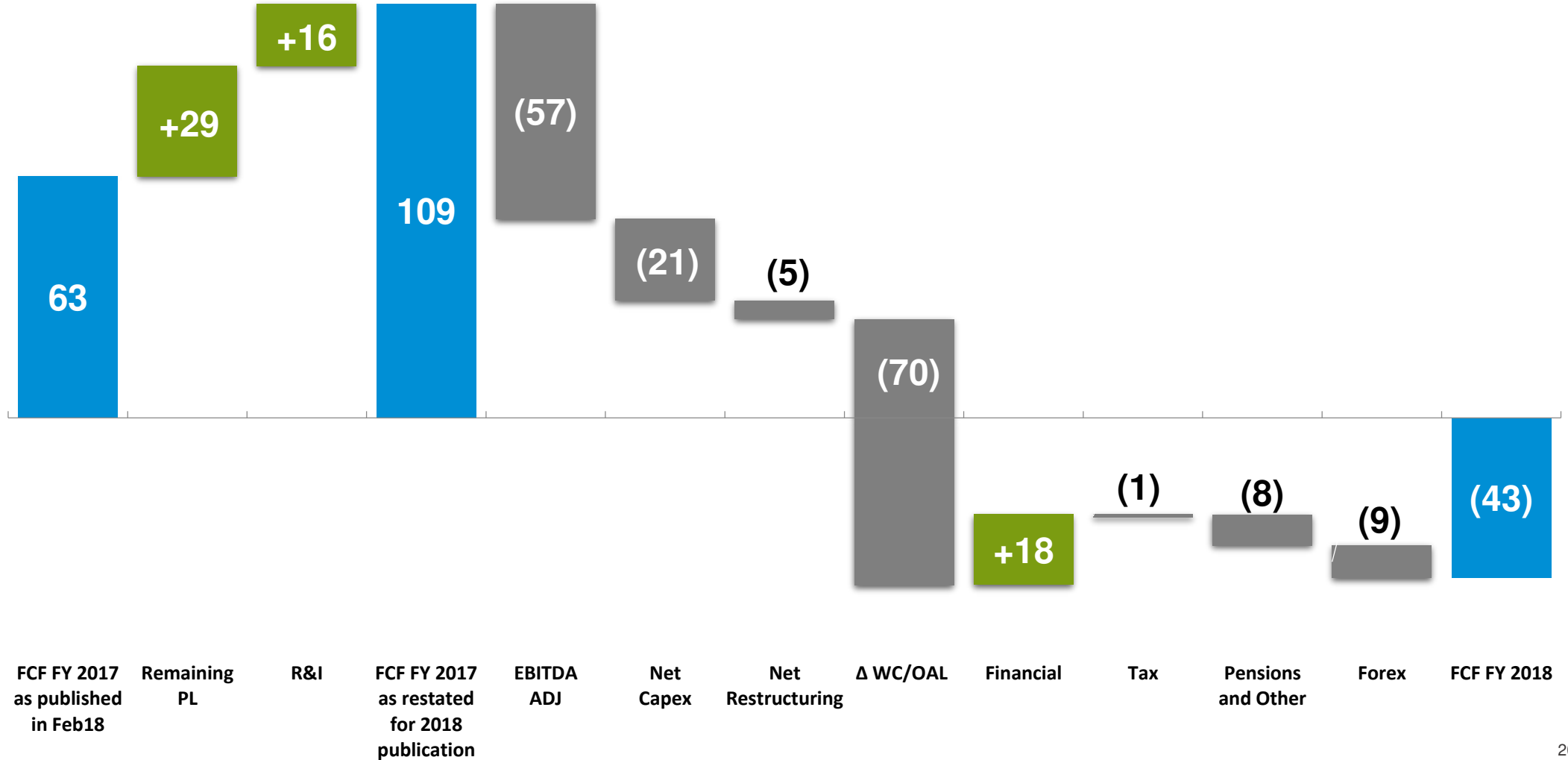
In € million	2018		2017 LY rate	vs. LY (a) Δ @ CR	Forex impact (b)	vs. LY at constant rate (c=a+b) Δ @ LY
	Current rate	LY Rate				
Adjusted EBITDA	266	284	341	<i>(74)</i>	<i>18</i>	<i>(57)</i>
D&A & Reserves (*) w/o PPA amortization	(168)	(174)	(190)	<i>21</i>	<i>(6)</i>	<i>16</i>
Recurring EBITA	98	110	151	<i>(53)</i>	<i>12</i>	<i>(41)</i>
PPA Amortization	(50)	(51)	(48)	<i>(2)</i>	<i>(2)</i>	<i>(3)</i>
Impairments & write-off	(81)	(84)	(9)	<i>(73)</i>	<i>(3)</i>	<i>(76)</i>
Restructuring	(62)	(63)	(43)	<i>(19)</i>	<i>(1)</i>	<i>(20)</i>
Other Non Current	(24)	(24)	(11)	<i>(13)</i>	<i>(0)</i>	<i>(13)</i>
EBIT Continuing	(119)	(113)	40	<i>(159)</i>	<i>6</i>	<i>(153)</i>

(*) Risk, litigation and warranty reserves

FROM EBIT TO NET RESULT GROUP

In € million	2018		2017	vs. LY (a)	Forex impact (b)	vs. LY at constant rate (c=a+b)
	Current rate	LY Rate	LY rate	Δ @ CR		Δ @ LY
EBIT Continuing	(119)	(113)	40	(159)	6	(153)
Net Interest Expense	(40)	(40)	(43)	3	-	3
Others Financial	(10)	(16)	(54)	43	(6)	38
Profit before tax	(170)	(169)	(56)	(114)	1	(113)
Tax	(54)	(55)	(112)	58	(1)	57
Net Result Continuing	(224)	(225)	(168)	(57)	-	(57)
Net Result Discontinued	157	156	(5)	161	-	161
Net Result Group (Group share)	(68)	(69)	(172)	104	(1)	104

FREE CASH FLOW FROM CONTINUING OPERATIONS FY 18 VS. FY 17



BALANCE SHEET STRUCTURE

In € million					Nominal	IFRS	December 31, 2018		December 31, 2017	
Type	Curr.	Rate Formula	Maturity	Rate	Rate	Nominal	IFRS	Nominal	IFRS	
Term Loan	USD	3M Libor with 0% floor +2.75%	Dec 23	5.46%	5.58%	258	257	249	248	
Term Loan	EUR	3M Euribor with 0% floor +3.00%	Dec 23	3.00%	3.11%	275	274	275	273	
Term Loan	EUR	3M Euribor with 0% floor +3.50%	Dec 23	3.50%	3.63%	450	447	450	447	
EIB Loan	EUR	Fixed rate	Jan 23	2.54%	2.54%	-	-	90	90	
Mainly capital leases and accrued interest					5.18%	5.18%	46	46	39	39
					Total Debt:	€1,029	€1,024	€1,103	€1,097	
					Cash:	291	291	319	319	
					Net Debt:	€738	€733	€784	€778	
					Avg. int. rate:	3.93%	4.05%	3.45%	3.55%	

COMMENTS:

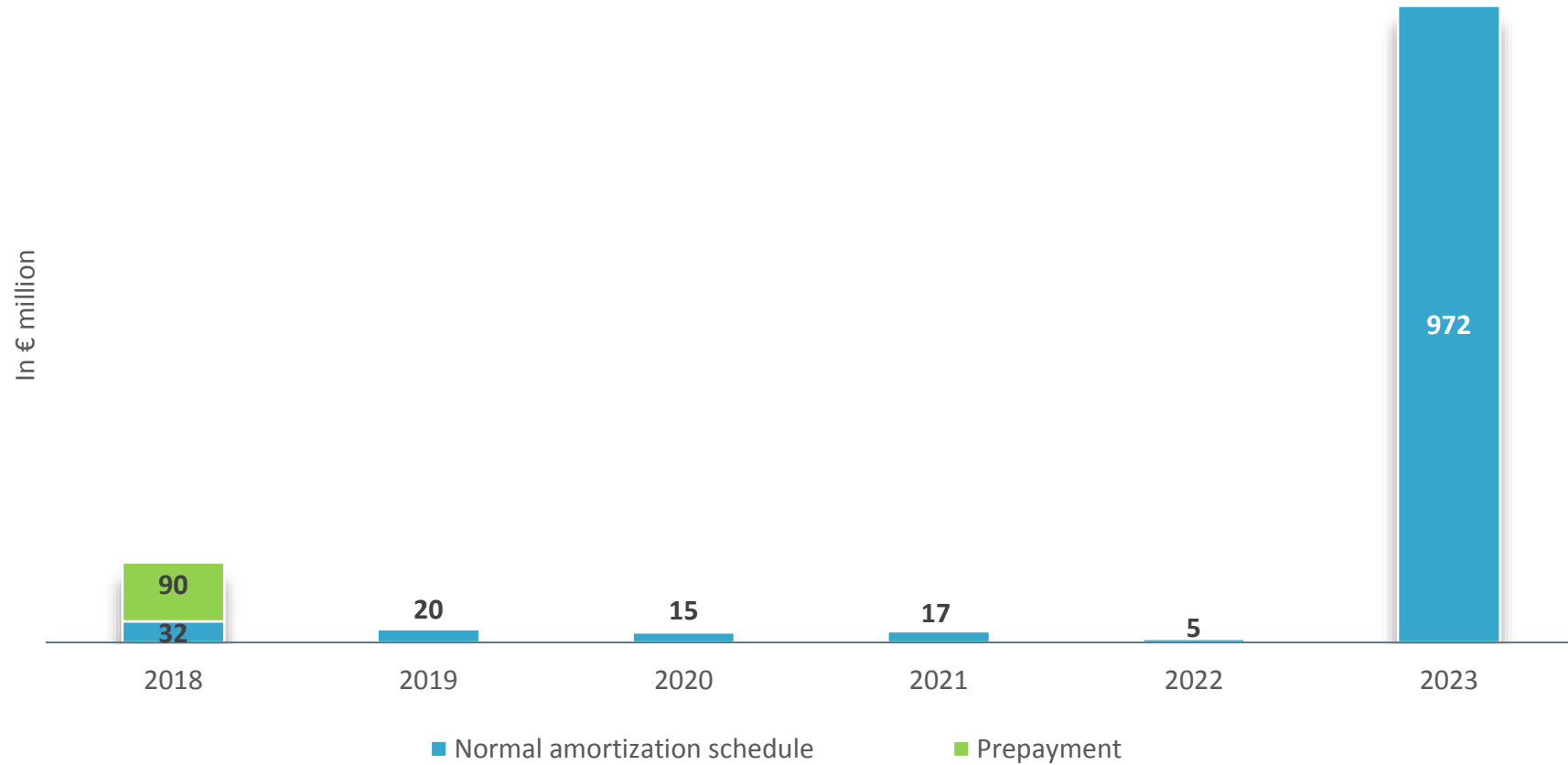
In December 2018 the Group prepaid the loan from the EIB as part of its goal to deleverage

DEBT MATURITY CONDITIONS

Debt/Credit line	Financial Covenant	Covenant Testing	Maturity
Term loans	none	n.a.	December 2023 (bullet except for \$3 million/ year amortization)
Revolving credit facility	IFRS Debt/EBITDA \leq 4.00	At June 30 and December 31 only if >€100m drawn	December 2021
Wells Fargo receivables backed credit facility	IFRS Debt/EBITDA \leq 4.00	At June 30 and December 31 only if <\$20m availability on credit line	September 2021
Bilateral line with Crédit Agricole	IFRS Debt/EBITDA \leq 4.00	At December 31	May 2019

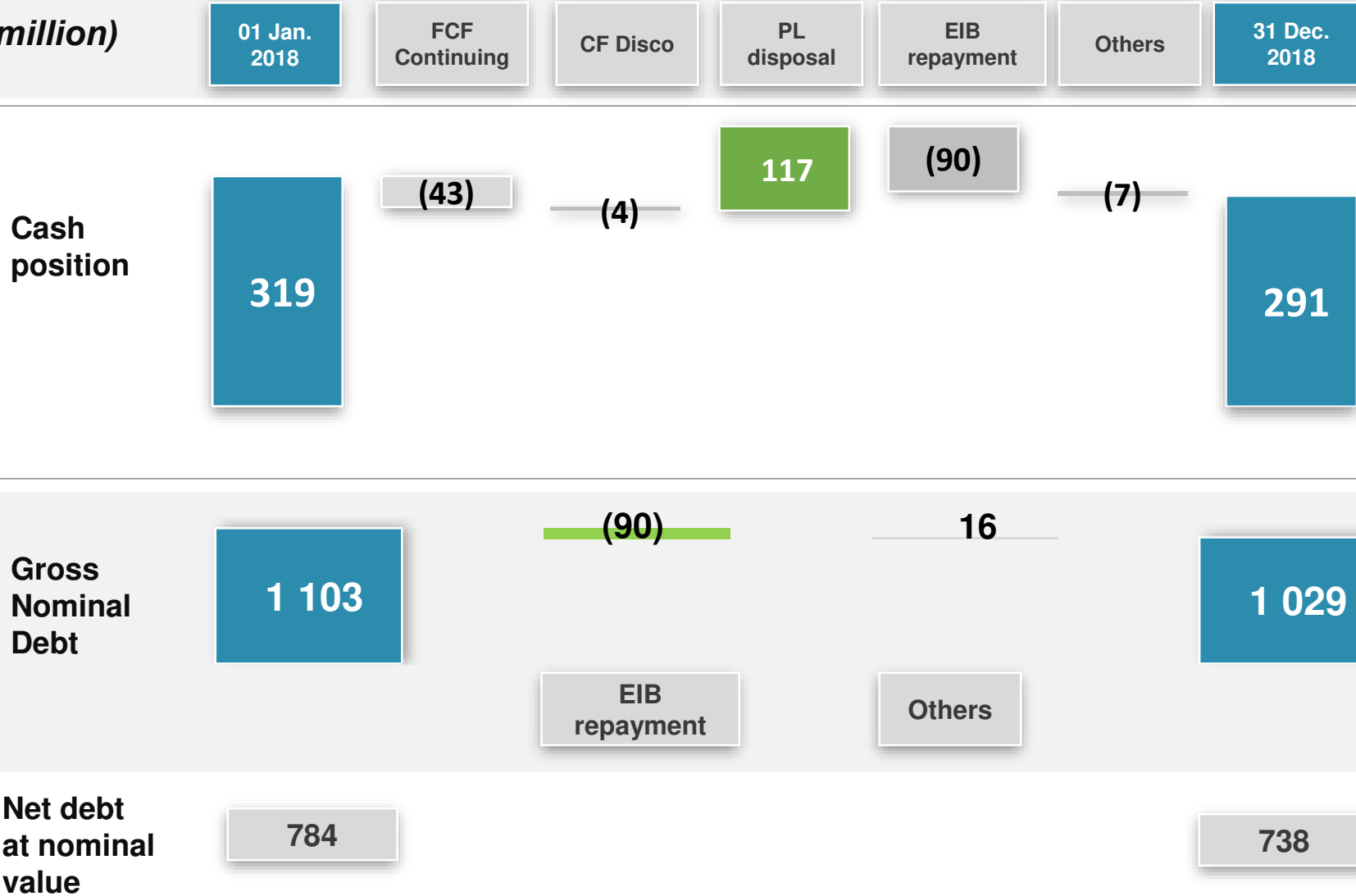
DEBT MATURITY SCHEDULE AT DECEMBER 31, 2018

DEBT AMORTIZATION AND REPAYMENT SCHEDULE



NET DEBT EVOLUTION (NON IFRS)

(in € million)



STRONG LIQUIDITY

Liquidity at December 31, 2018	Amount (in € million)
Cash on hand at December 31, 2018	291
<i>Committed credit facilities:</i>	
Revolving credit facility	250
Wells Fargo receivables backed credit facility	109
Bilateral credit line with Crédit Agricole	35
LIQUIDITY	€685

→ Group's liquidity position is strong

→ No credit line drawings at December 31, 2018

→ In addition, the group benefits from significant uncommitted credit lines

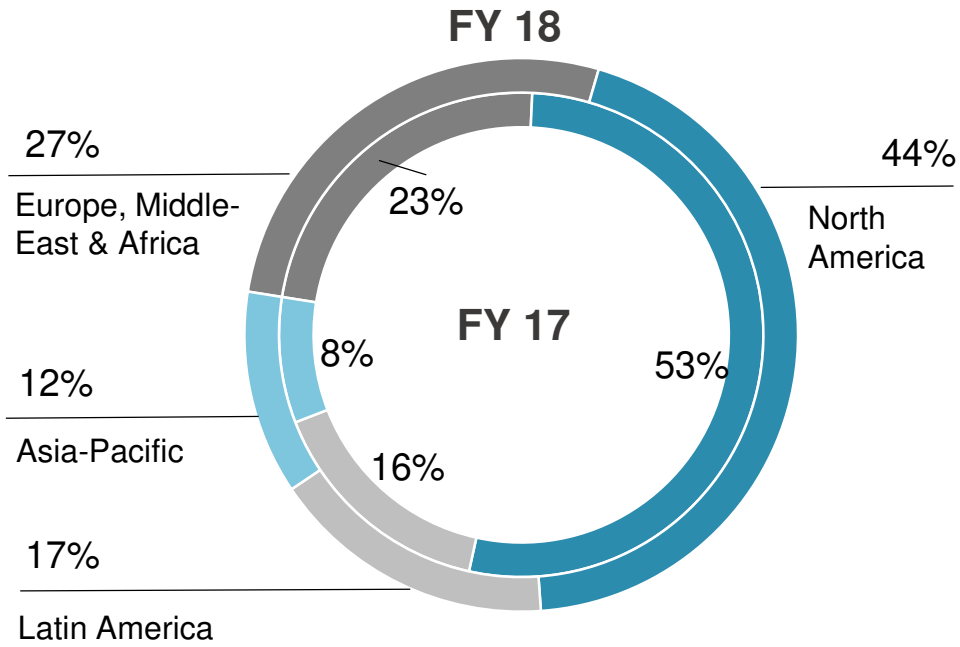


APPENDICES

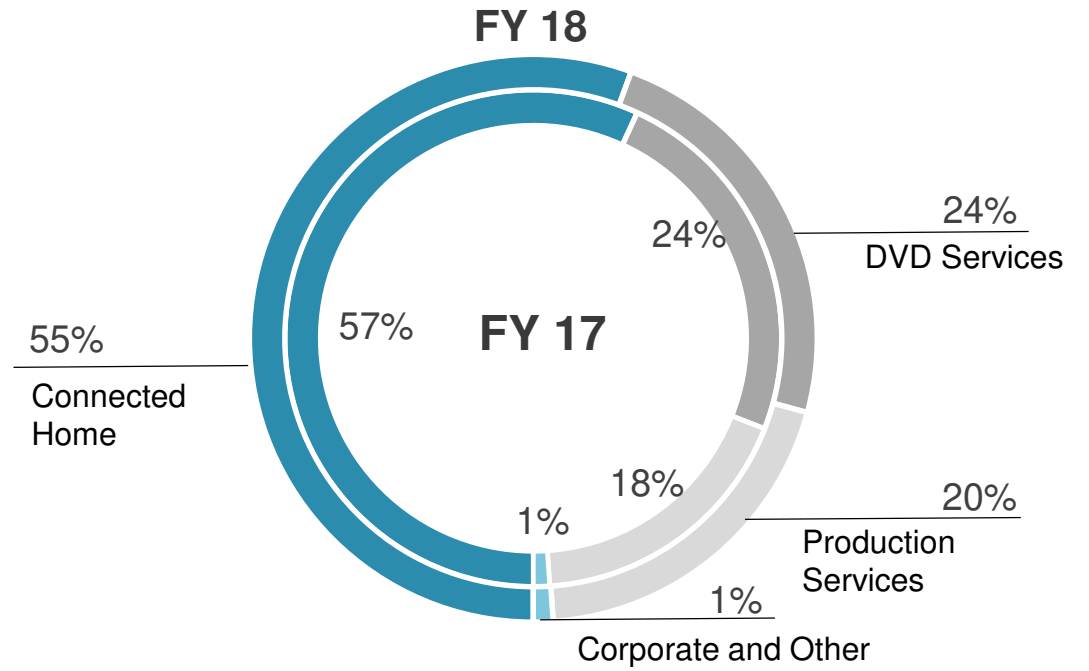


GROUP PROFILE – REVENUE

FY 2018 REVENUES BY REGION



FY 2018 REVENUES BY SEGMENT



THANK YOU

