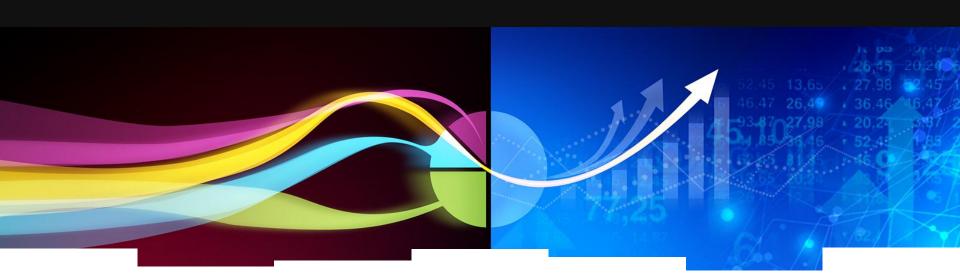
## First Half 2014 Results July 25, 2014



Frederic Rose, CEO Stéphane Rougeot, CFO





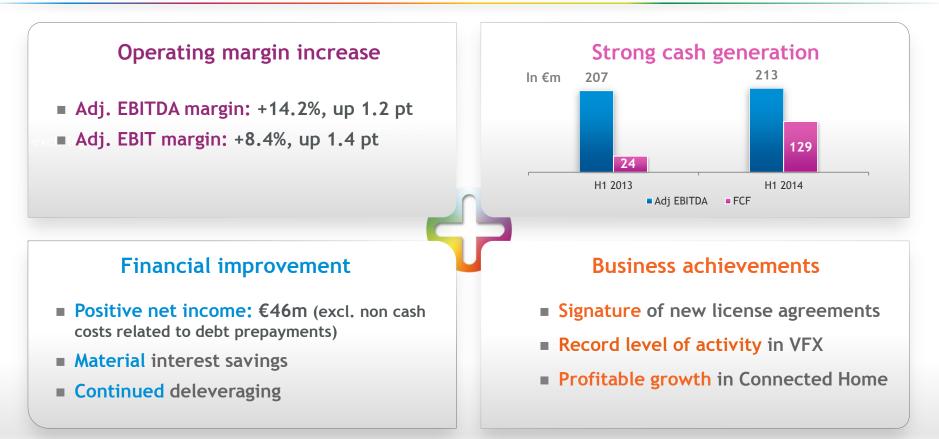


This presentation contains certain statements that constitute "forward-looking statements", including but not limited to statements that are predictions of or indicate future events, trends, plans or objectives, based on certain assumptions or which do not directly relate to historical or current facts.

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.



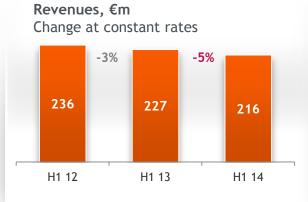


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# H1 2014 Segment Review



## Technology - H1 2014



Adj. EBITDA, €m & Margin



## Weaker contribution of MPEG LA (MPEG2) resulting from:

- A one-off adjustment in Q1 2014
- Overall weakness in optical disc drive demand for PC

Adj. EBITDA down €14 million vs. H1 2013, mainly reflecting lower Licensing revenues

Adj. EBITDA margin decrease due to lower Licensing revenues and startup costs for Virdata

#### **Key Highlights**

Strong performance in direct licensing programs, driven by several new contracts and renewals signed in H1 2014

Significant progress in smartphone licensing program

 LG licensing agreement signed in February 2014

**Renewed digital TV programs**, with two major manufacturers in the second quarter



#### Reinforcing IP organically and through selected IP acquisitions

- Expansion of patents related to standards portfolio, specifically in Blu-ray<sup>TM</sup> and HDMI standards
- Acquisition of more than 120 patents and applications relevant to LTE standard





#### **Enforcing IP**

Initiated two legal actions seeking to recover unpaid royalties pursuant to existing licensing agreements



## Strong progress around Immersive Media Technologies

#### Promoting immersive media technologies\*

- Ongoing discussions around HEVC pool
- Additional standardization proposals delivered to key standard bodies
- Algorithms running now on real-life content

#### Producing and delivering immersive content

- HP Envy and HP Pavilion Series, world's 1st PC monitors Color Certified by Technicolor (available in Q3 2014)
- Production Services working on an increasing number of 4K TV shows
- 4K streaming on M-GO platform on Samsung TV available in Q3 2014
- World's 1st volume 4K set-top box deal with Tata Sky, with first shipment early 2015





### Entertainment Services - H1 2014

Revenues (excl. legacy), €m Change at constant rates

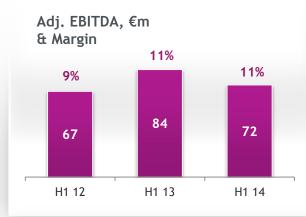


Revenues, €m 99 -48% -81%

Exit of legacy

H1 12 H1 13 H1 14

10



YoY Adj. EBITDA decrease entirely due to legacy activities

Stable Adj. EBITDA margin reflecting:

- Mix improvement in Production Services with higher VFX contribution
- Solid operational delivery and cost savings initiatives across businesses

### Key Highlights

#### **DVD Services**

- Significant resiliency in H1 2014
- Overall disc volumes affected by a challenging YoY comparison due to a much weaker slate of releases

#### **Production Services**

- Significant revenue increase YoY, driven by a record level of activity in VFX
- Solid pipeline in US postproduction Services
- Market weakness in Media Services and competitive pressure in Digital Cinema



### **Entertainment Services**

#### Strengthening market position in VFX

#### Complete work and pipeline of VFX







#### Acquisition of Mr.X

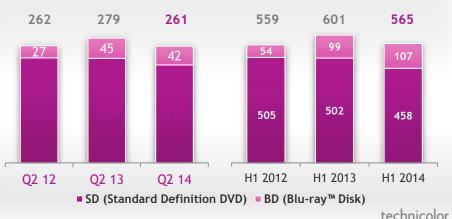
- A. . 1 180.
- Mr.X, leading North American provider of VFX based in Toronto
- Expanding Technicolor's VFX services to high-end television and international film markets

#### Continued resiliency in DVD Services

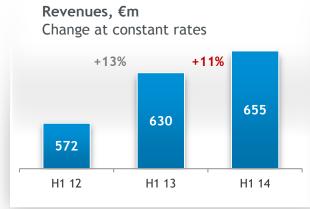
- H1 2014 overall volumes above 2012 levels
- Continued growth in Blu-ray<sup>TM</sup> despite tough YoY comparison
- Solid growth in Games



#### YoY volume change for SD and BD, million units



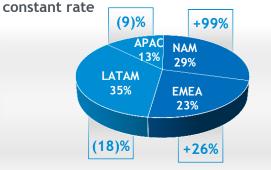
### Connected Home - H1 2014



Adj. EBITDA, €m & Margin



Geographical breakdown & growth at



Significant Adj. EBITDA and margin increase YoY:

- Driven by sustained revenue performance and improved gross margin
- Solid operational execution, supply chain efficiency and product cost improvement

#### **Key Highlights**

#### Solid top line growth

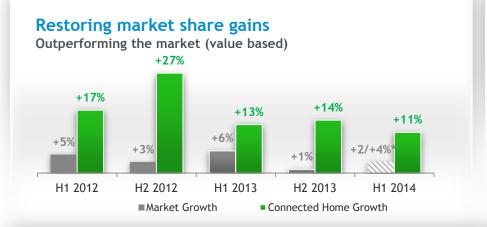
- Revenue up 11% at constant rate vs. H1 2013
- Double-digit growth in North America and EMEA
- Improved product mix in LATAM with positive impact on margin

#### Profitable growth

- Adj. EBITDA margin up 4 points vs. H1 2013
- Significant free cash flow generation resulting from profitability increase and working capital extraction



### Market Share Gains and Leading Innovation



#### Key H1 2014 Achievements

- Major deployments in North America with volumes doubling in H1 2014
- New customers wins with Cable and Telecom operators in EMEA
- Rebalancing exposure in emerging markets with new awards with Cable operators in APAC and STB deals outside LATAM

#### Innovation and Value Added

- New software applications: Mytribe to be deployed in H2 2014 and smart home apps in H1 2015
- Wi-Fi full holistic offering being developed across the portfolio incl. Wi-Fi Dr., Wi-Fi controller, Wi-Fi repeaters, etc

#### Leveraging IoT

- Ensure widespread use of Qeo by supporting industry convergence efforts
- Qeo, premier member of the AllSeen Alliance
- AllSeen Alliance: 62 members, o/w 19 have revenues over \$1bn, covering a wide range of industries and technologies with an exceptional global reach around the world

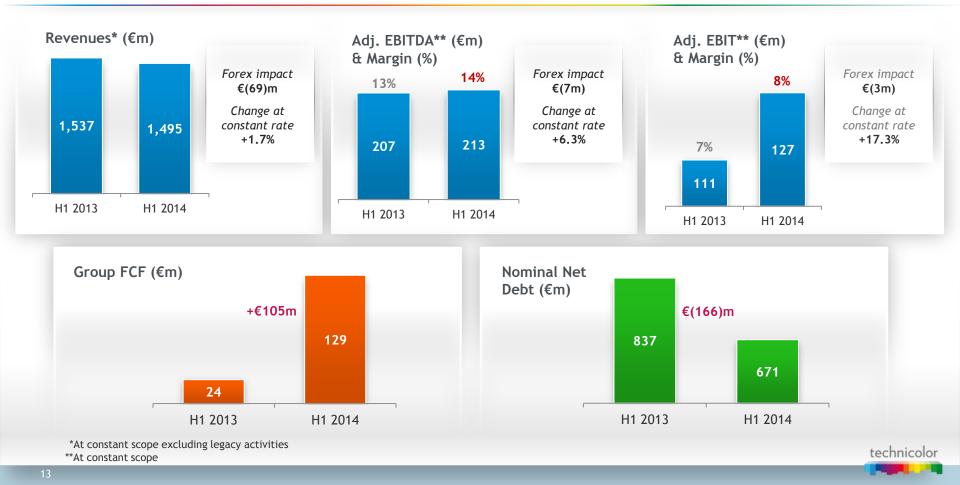


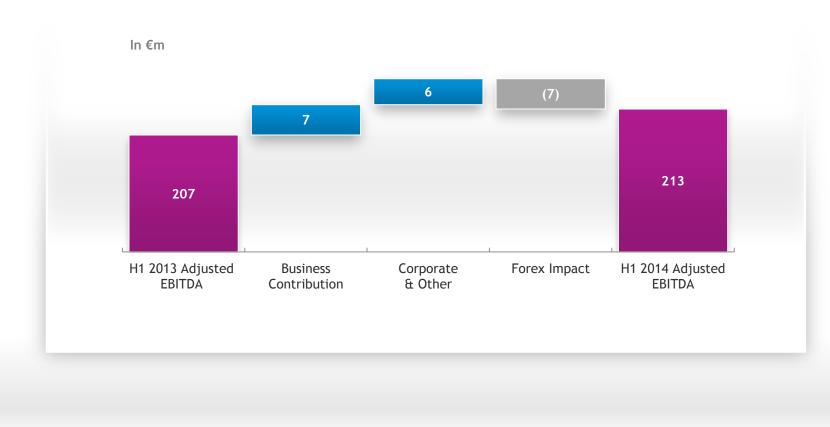
\*Estimated market growth

## H1 2014 Financial Performance



## H1 2014 - Financial Performance Highlights





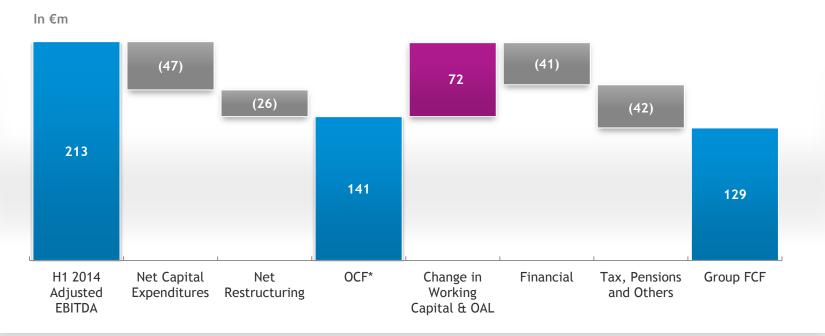


## Net profit excl. costs related to debt repayments increased by €40m vs. H1 2013

| 1H 2013 | 1H 2014                                      | Change   |
|---------|--|--|
| 87      | 122  | +35  |
| (72)    | (74)   | (2)  |
| (5)     | 1  | +6   |
| (20)    | (22)   | (2)  |
| (10)    | 27   | +37  |
| 16      | 0  | (16)   |
| 6       | 27   | +21  |
| 6       | 46   | +40  |
|         | 87<br>(72)<br>(5)<br>(20)<br>(10)<br>16<br>6 | 87 122   (72) (74)   (5) 1   (20) (22)   (10) 27   16 0   6 27 |



## €129m of free cash flow generation in H1 2014, up €105m vs. H1 2013



- Operating cash flow improvement and cash financial charge decrease
- Particularly strong working capital performance related to favorable phasing of licensing programs and working capital improvement in Connected Home

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\*From continuing operations

## **Gross Nominal Debt**



# 2014 Objectives



Adj. EBITDA between €550m-€575m in 2014

Technicolor confirms its objective to reach an Adj. EBITDA between €550 million and €575 million Free Cash Flow > €200m in 2014

Technicolor expects its Free Cash Flow objective to exceed the upper range of its initial objective despite the impact of higher cash restructuring charges compared with 2013 Net debt/Adj. EBITDA below 1.2x at end 2014

Technicolor confirms its objective to reach a Net Debt to Adj. EBITDA ratio well below 1.2x at end December 2014



# Appendix



## Q2 2014 - Highlights



\*\*Change at constant rate excluding legacy activities

## Semester Revenues by Division at Constant Scope and Rate

| (in € million)  | H1 2013               | H1 2014                      | Change              | ∆%<br>Constant<br>Currency |
|---|-----------------------|------------------------------|---------------------|----------------------------|
| Technology  | 227                   | 216                          | (11)                | (4.7)%                     |
| Entertainment Services excl. legacy <i>legacy activities</i>    | 680<br>52             | 624<br>10                    | (56)<br>(42)        | (4.4)%<br>(79.9)%          |
| Connected Home  | 630                   | 655                          | +25                 | +10.8%                     |
| Total from continuing operations<br>excluding legacy activities | <b>1,589</b><br>1,537 | <b>1,505</b><br><i>1,495</i> | <b>(84)</b><br>(42) | (0.9)%<br>+1.7%            |



## Semester Adjusted EBITDA by Division at Constant Scope and Rate

| (in € million)                   | H1 2013 | H1 2014 | Change | Δ%<br>Constant<br>Currency |
|----------------------------------|---------|---------|--------|----------------------------|
| Technology                       | 163     | 149     | (14)   | (8.6)%                     |
| Entertainment Services           | 84      | 72      | (12)   | (11.5)%                    |
| Connected Home                   | 3       | 30      | +27    | ns                         |
| Total from continuing operations | 207     | 213     | +6     | +6.3%                      |



| (in € million)  | 1H 2013 | 1H 2014 | Change |
|---|---------|---------|--------|
| Adjusted EBITDA<br>from continuing operations         | 207     | 213     | +6     |
| As a % of revenues                                    | 13.0%   | 14.2%   | +1.2pt |
| Depreciation and amortization (D&A)*                  | 96      | 86      | (10)   |
| Adjusted EBIT<br>from continuing operations           | 111     | 127     | +16    |
| As a % of revenues                                    | 7.0%    | 8.4%    | +1.4pt |
| Restructuring costs, net                              | (19)    | (11)    | +8     |
| Net impairment losses on non-current operating assets | (2)     | 0       | +2     |
| Other income/(expense)                                | (3)     | 6       | +9     |
| EBIT from continuing operations                       | 87      | 122     | +35    |



\*Including impact of provisions for risks, litigations and warranties

## Consolidated Statement of Financial Position

| (in € million)                          | June 30,<br>2014 | December 31,<br>2013 | (in € million)                       | June 30,<br>2014 | December 31<br>2013 |
|---|------------------|----------------------|--------------------------------------|------------------|---------------------|
| Total non-current assets                | 1,604            | 1,624                | Total equity                         | 143              | 119                 |
| o/w Goodwill                            | 458              | 450                  | Total non-current liabilities        | 1,484            | 1,606               |
| o/w Other intangible assets             | 384              | 375                  | o/w Borrowings                       | 807              | 936                 |
| o/w Property, plant and equipment       | 275              | 293                  | o/w Retirement benefits obligations  | 345              | 322                 |
| Total current assets                    | 1,162            | 1,338                | Total current liabilities            | 1,139            | 1,237               |
| o/w Inventories                         | 102              | 104                  | o/w Borrowings                       | 57               | 86                  |
| o/w Trade accounts and notes receivable | 486              | 545                  | o/w Trade accounts and notes payable | 442              | 450                 |
| o/w Cash and cash equivalents           | 256              | 307                  | o/w Retirement benefits obligations  | 32               | 34                  |
| Total assets                            | 2,766            | 2,962                | Total equity and liabilities         | 2,766            | 2,962               |





## THANK YOU