

TECHNICOLOR 2016 RESULTS

23 FEBRUARY 2017



technicolor.com



Successful transformation of Technicolor



1 SUCCESSFUL OPERATIONAL & FINANCIAL REPOSITIONING



2 CASH GENERATION & DELEVERAGING



3 STRONG BRANDING & INNOVATIVE PRODUCTS



4 INVESTMENT TO BUILD IMMERSIVE ENVIRONMENTS



1

SUCCESSFUL
OPERATIONAL &
FINANCIAL
REPOSITIONING

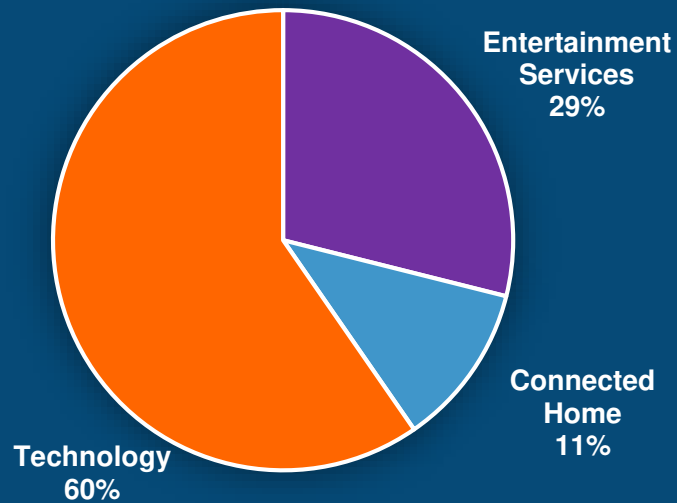


1 Rebalanced operating profile

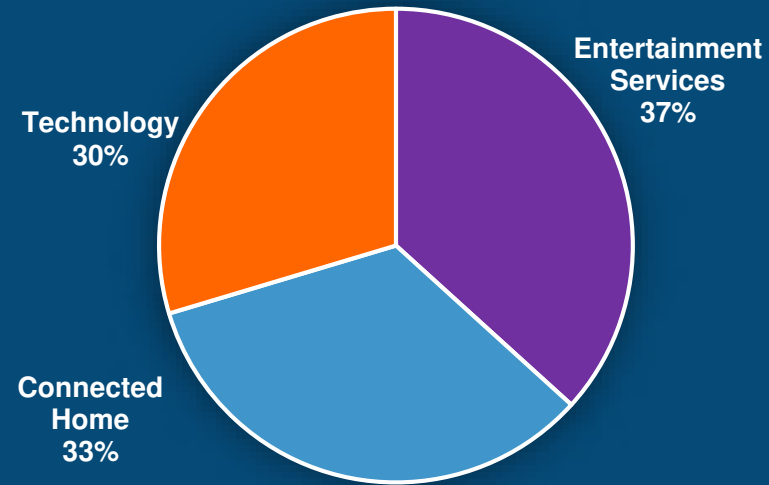


BALANCED PROFIT POOL

2015 Adj. EBITDA by Division*

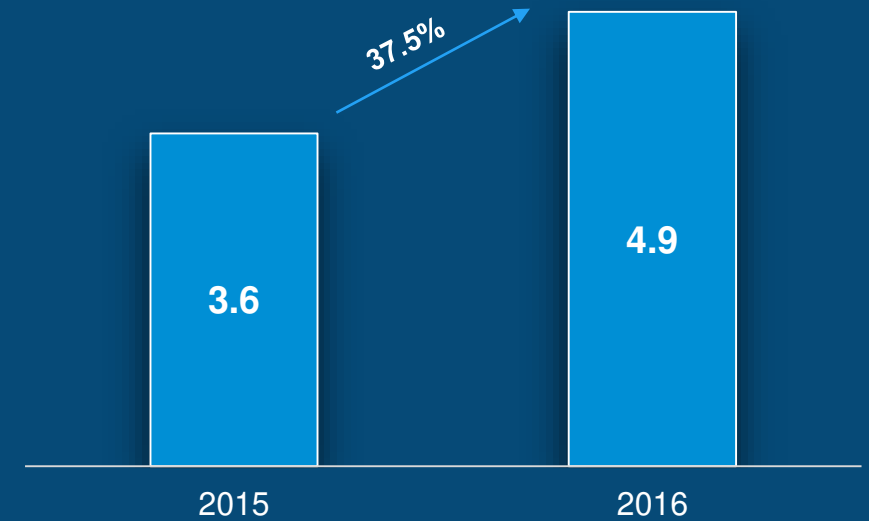


2016 Adj. EBITDA by Division*



CHANGE IN SCALE

Revenues** (€ billion)



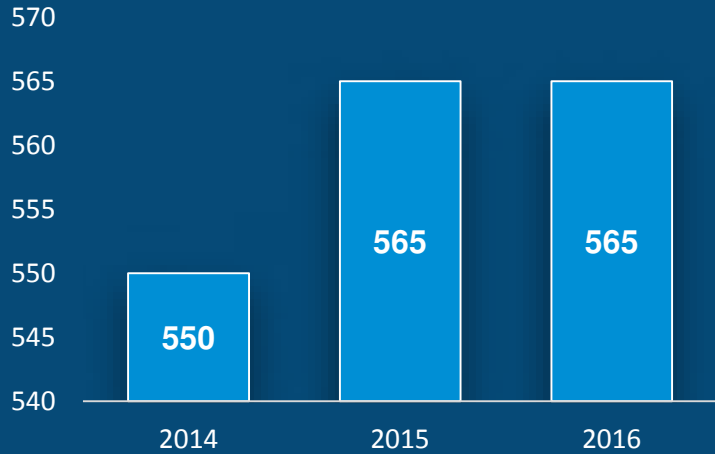
* Excluding exited activities (Digital Distribution, Digital Cinema, IZ-ON Media, M-GO and Virdata) and Corporate & Other

** Change at constant currency; excluding exited activities

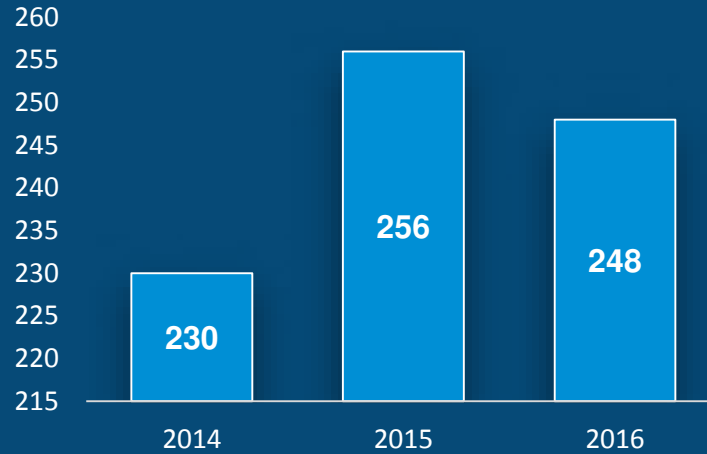
1 Solid financial performance



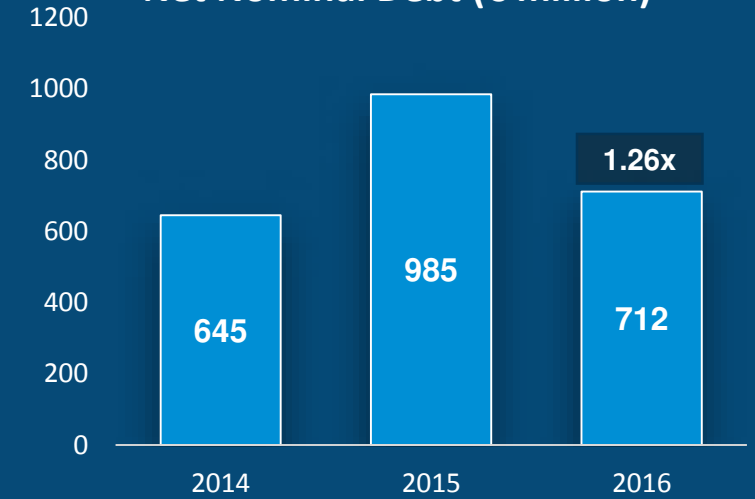
Adj. EBITDA (€ million)



Group FCF (€ million)



Net Nominal Debt (€ million)



ADJUSTED EBITDA

94%



€600 to €630m

GROUP FCF

103%



> €240m

DELEVERAGING

1.26x



< 1.4x

1 Key business achievements



Operating profile
rebalancing/
repositioning



Solid cash
generation across
businesses



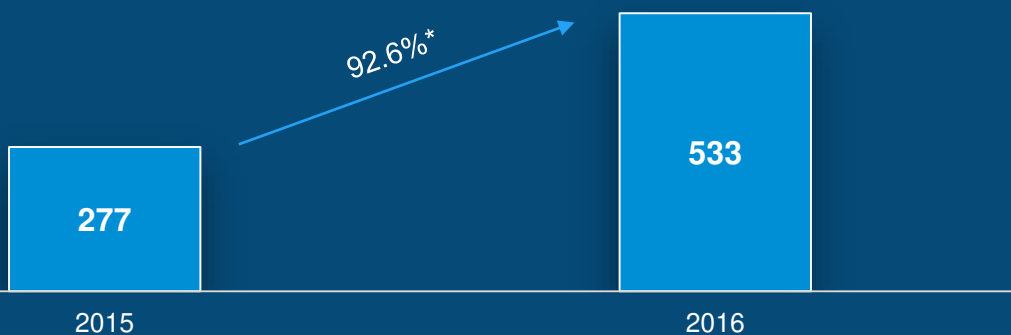
Completed
integration &
synergies on track



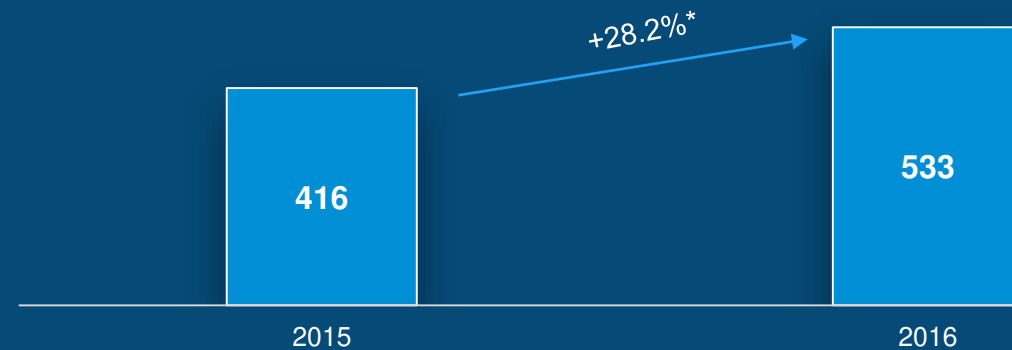
Double digit organic
growth in Production
Services



Adj. EBITDA excl. MPEG LA
(2016 vs. 2015 as published, € million)

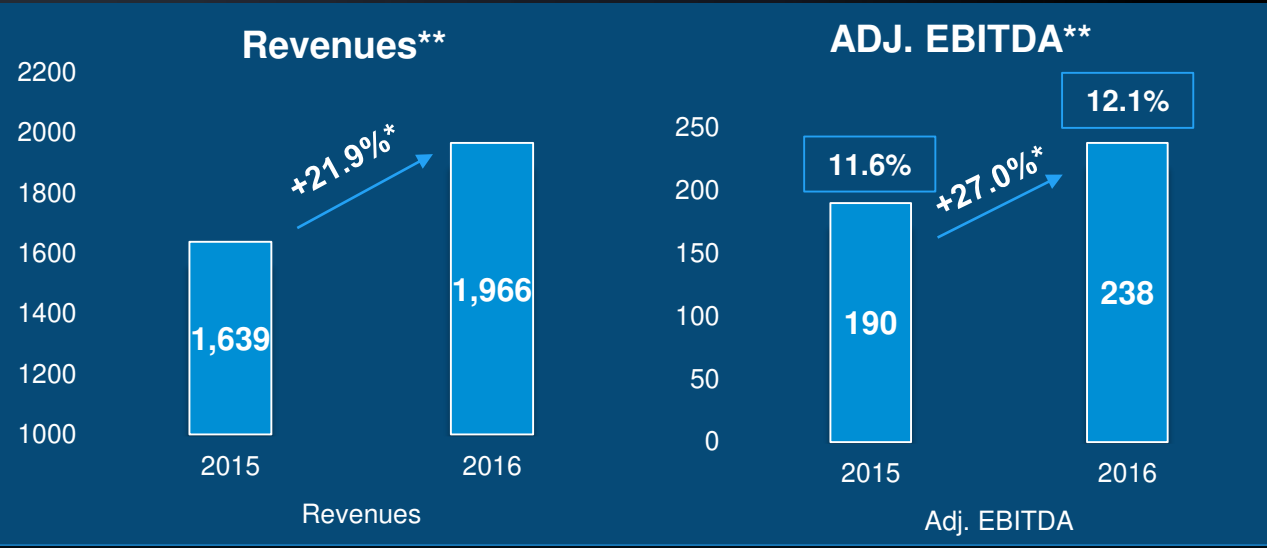
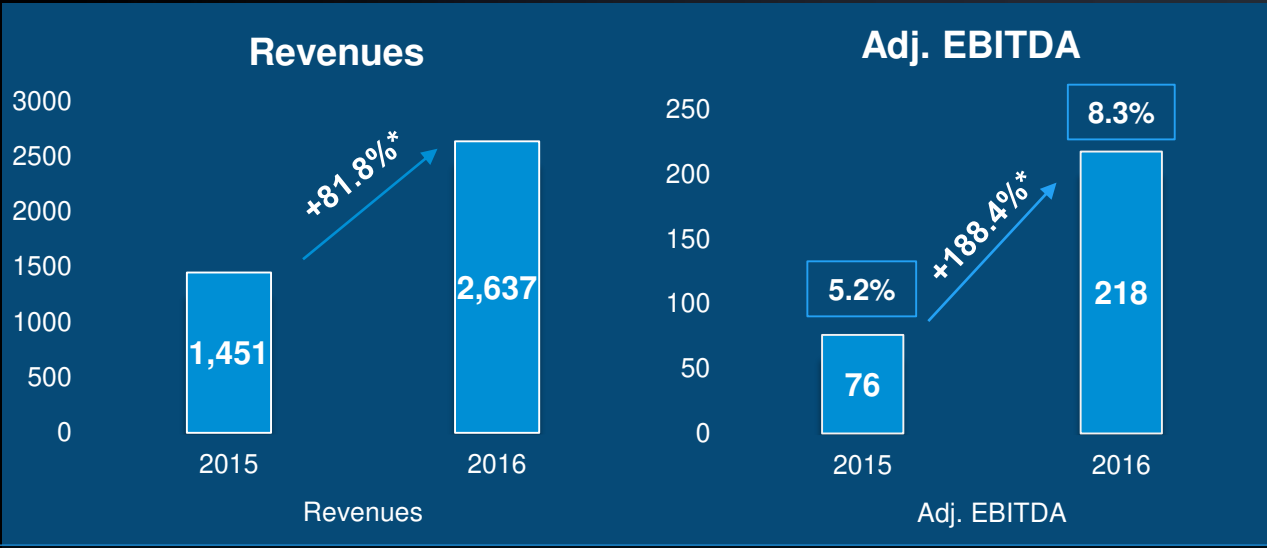


Adj. EBITDA excl. MPEG LA
(2016 vs. 2015 Pro Forma, € million)



* Change at current currency

1 Successful and completed integration



CONNECTED HOME

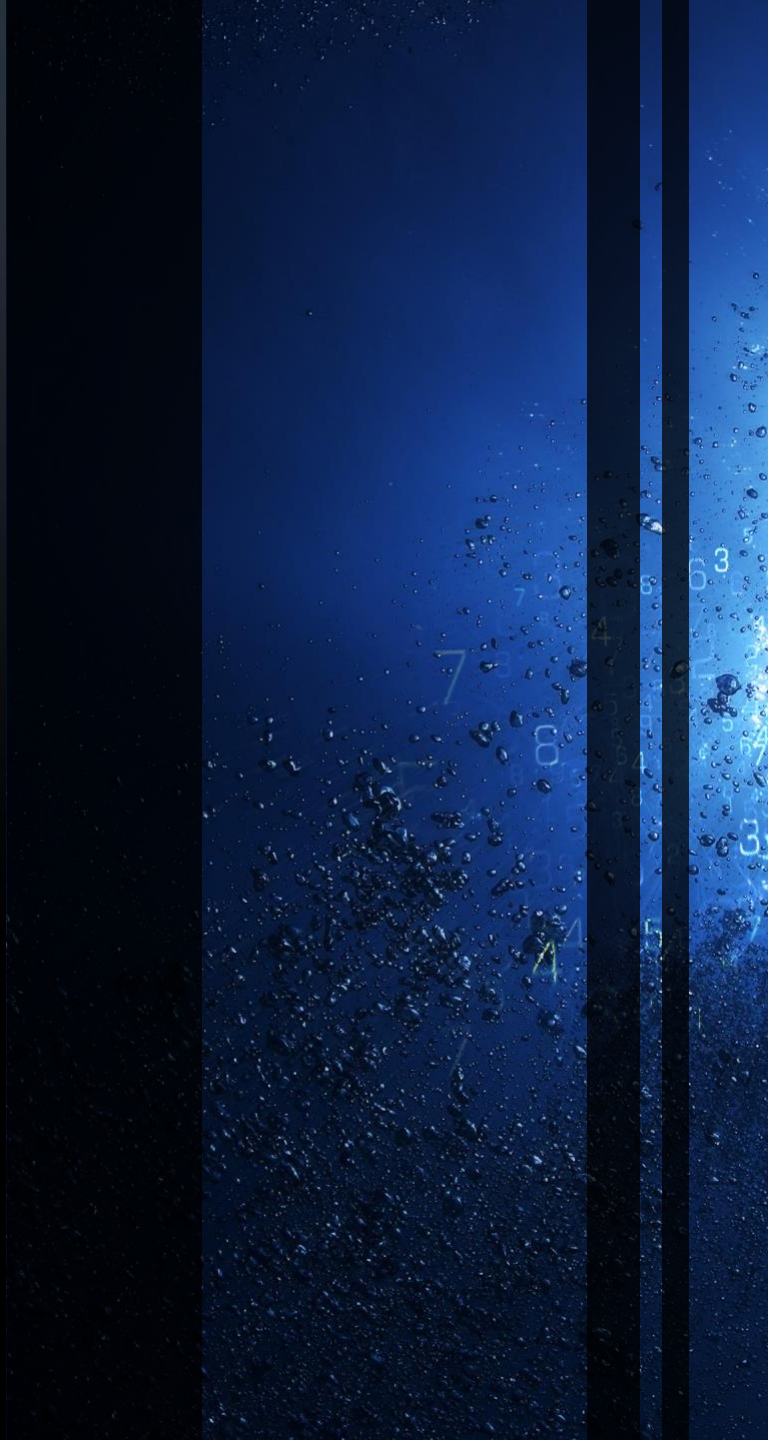
- ▶ Adj. EBITDA margin up 3.1 points vs. 2015
- ▶ COGS synergies resulting in a gross margin of 16.8%, up 1.2 points vs. 2015
- ▶ G&A synergies fully achieved, successful supply chain migration

ENTERTAINMENT SERVICES

- ▶ Adj. EBITDA margin up 0.5 point vs. 2015
- ▶ In DVD Services, Cinram North American assets achieved expected profitability in H2 2016
- ▶ Successful integration resulting in improved capacity utilization of Production Services facilities

* Change at constant currency ** Excluding exited activities

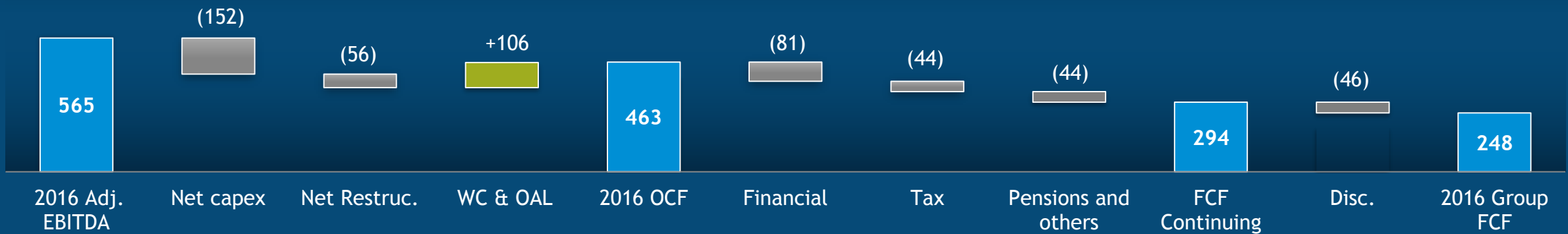
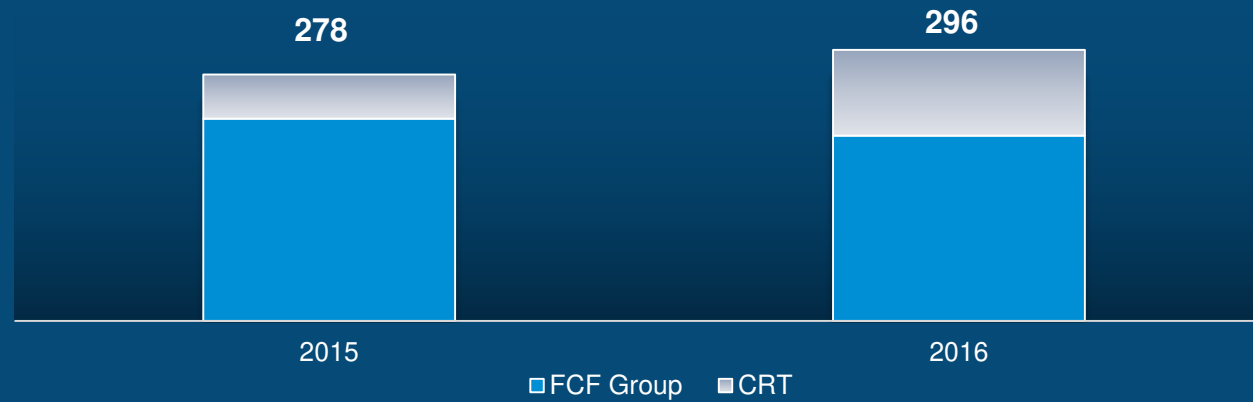
2 CASH GENERATION & DELEVERAGING



2 Structured to generate strong Free Cash Flow



Sustained Free Cash Flow



2 Healthy Balance Sheet structure



<i>(in € million)</i>	Issuer	Nominal Debt	IFRS Debt
Term Loan B - \$ / 2020	Tech Finance	\$290	\$279
Term Loan B - € / 2020	Tech Finance	€315	€297
Term Loan B - € / 2023	Technicolor SA	€450	€446
	Total senior debt	€1,055	€1,022
	Other debt	€28	€28
	Gross debt	€1,083	€1,050
	Cash	€371	€371
	Net debt	€712	€679

- ▶ 2023 Term Loan issued following upgrades by S&P and Moody's (to BB-, stable outlook/Ba3, positive outlook respectively)
- ▶ €317 million of 2020 Term Loan debt repayments, o/w €250 million of voluntary prepayments
- ▶ Around €20 million of annual interest cost savings expected from these transactions
- ▶ Average rate at Dec 31, 2016 (Nominal: 4.34% and IFRS: 5.33%)
- ▶ Around €400 million of undrawn committed credit lines at end December 2016, incl. a new €250 million revolving credit facility
- ▶ \$70 million of other uncommitted credit lines

3

STRONG
BRANDING &
INNOVATIVE
PRODUCTS



1 Connected Home and Production Services set up for profitable growth



CONNECTED HOME

- ▶ Increased penetration of the largest operators enabling broader access to large volume contracts
- ▶ Balanced revenue between Broadband and Video
- ▶ On track to deliver savings from product portfolio simplification in 2018
- ▶ Best-in-class supply chain
- ▶ Material FCF generation
- ▶ Low capital employed
- ▶ Sustained R&D investment in next generation devices and software
- ▶ Partnerships that strengthen innovative product offering

PRODUCTION SERVICES

- ▶ Premium positioning in all market segments
- ▶ Leading brands to sustain market leadership in all segments
- ▶ Scale and client base diversification enable better utilization of our studios and creative talent
- ▶ Diversified customer base mitigates revenue volatility
- ▶ Technology solutions leading to highest quality content creation & efficient use of resources
- ▶ Technology contributions attract key strategic partners at clients, technology vendors/platforms

1 DVD Services and Licensing focused on cash generation



DVD SERVICES

- ▶ Undisputed market leadership in supply chain management for Home Entertainment Services
- ▶ Highly efficient and competitive operating platform
- ▶ Around 70% variable cost base
- ▶ Restructuring cash-out and maintenance capex below €20m per annum
- ▶ Potential leverage of supply chain to sustain utilization rates



LICENSING

- ▶ Licensing development anchored around four key pillars: video coding, digital television, smartphone and tablet, connected home
- ▶ Focus on high quality assets to increase value of the licensing programs
- ▶ IP strategy to protect margins of other business divisions
- ▶ Augmenting IP expertise, particularly in negotiation and enforcement

3 Technicolor's strategy contemplates near-term and longer-term initiatives to address market transformation

CURRENT CONSUMER NEEDS

- Ubiquitous, high-speed **ACCESS**
- High-quality, **PREMIUM CONTENT**
- Innovative, interactive, **IMMERSIVE** content and platform experiences
- Frictionless content and product **INTERACTIONS**

NEAR-TERM MARKET FOCUS



TECHNICOLOR APPROACH

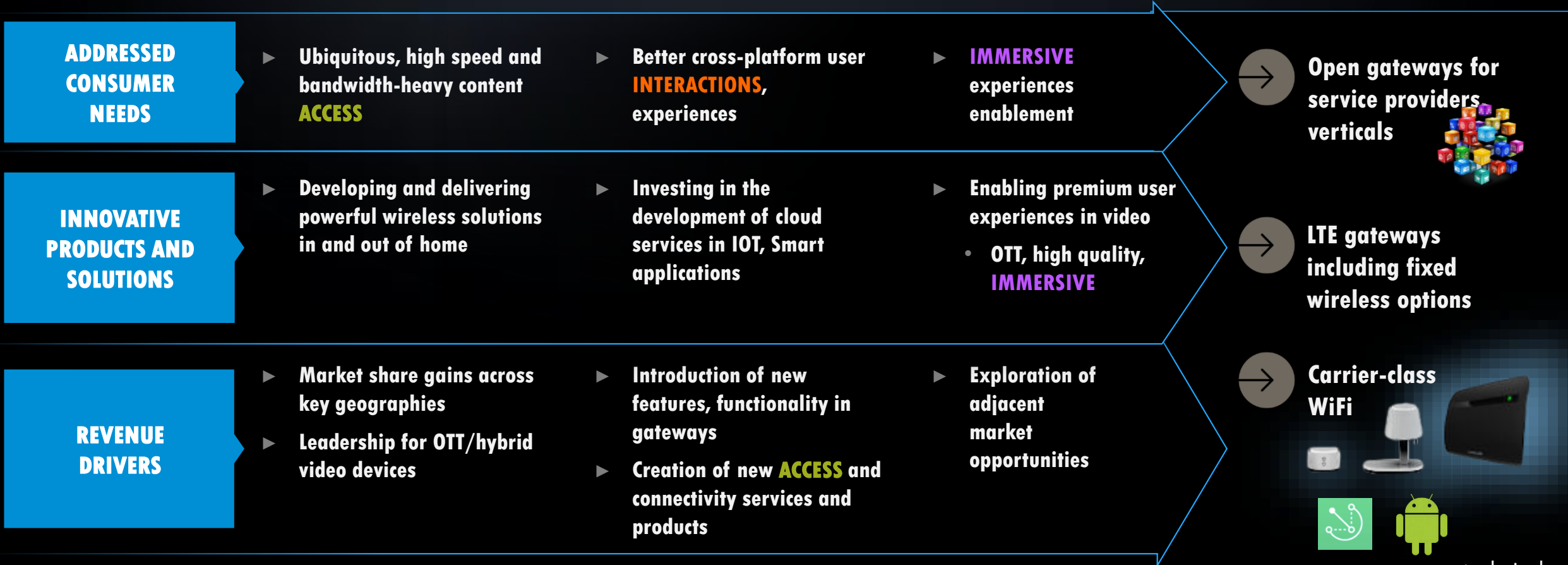


- ▶ Connected Home, Production Services, R&I: product / tools expansion, evolution
- ▶ Strategic, collaborative partnership approaches enables innovation, long-term adaptability

Connected Home fosters innovation and partnerships in broadband to propel growth

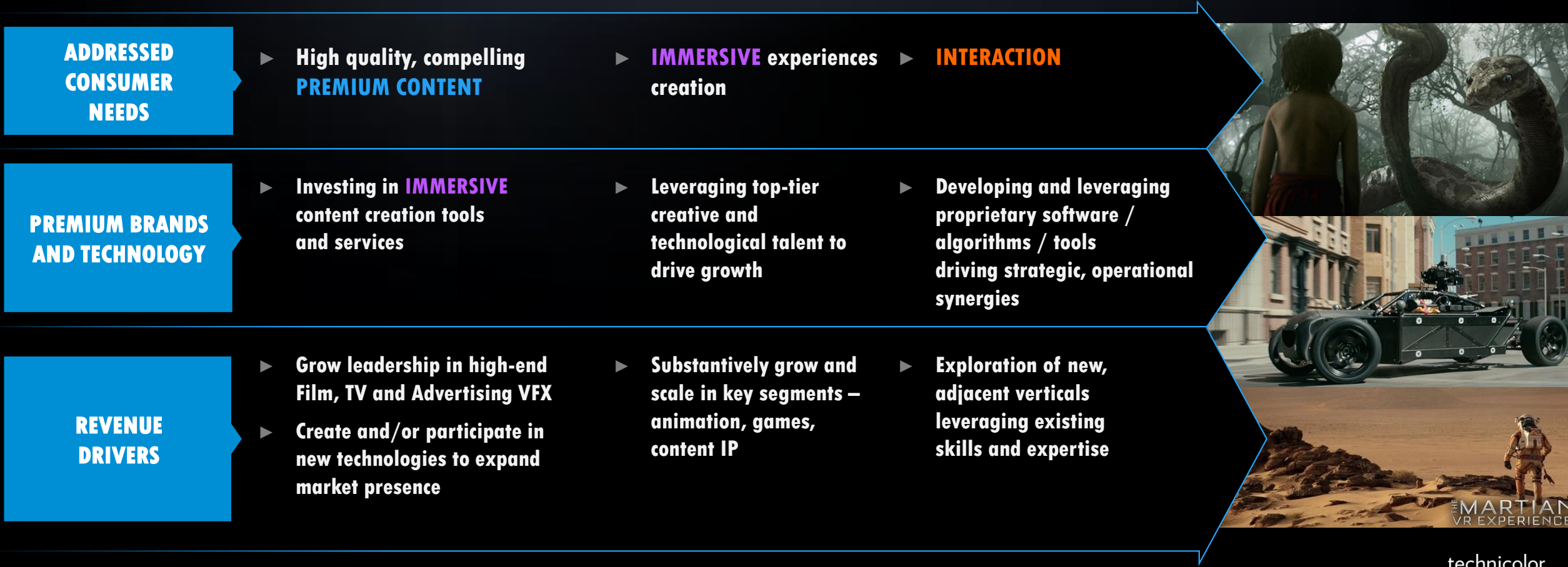


PROVIDING SUPERIOR ACCESS, DELIVERY, AND UX SOLUTIONS FOR NEXT GENERATION DEVICES AND SERVICES



3 Production Services will leverage industry-leading brands, creative talent, and technology to drive expansion

LEADING CREATIVE AND TECHNOLOGY PARTNER FOR ALL CLIENTS AND INDUSTRIES THAT REQUIRE HIGH-END ARTISTRY AND DESIGN



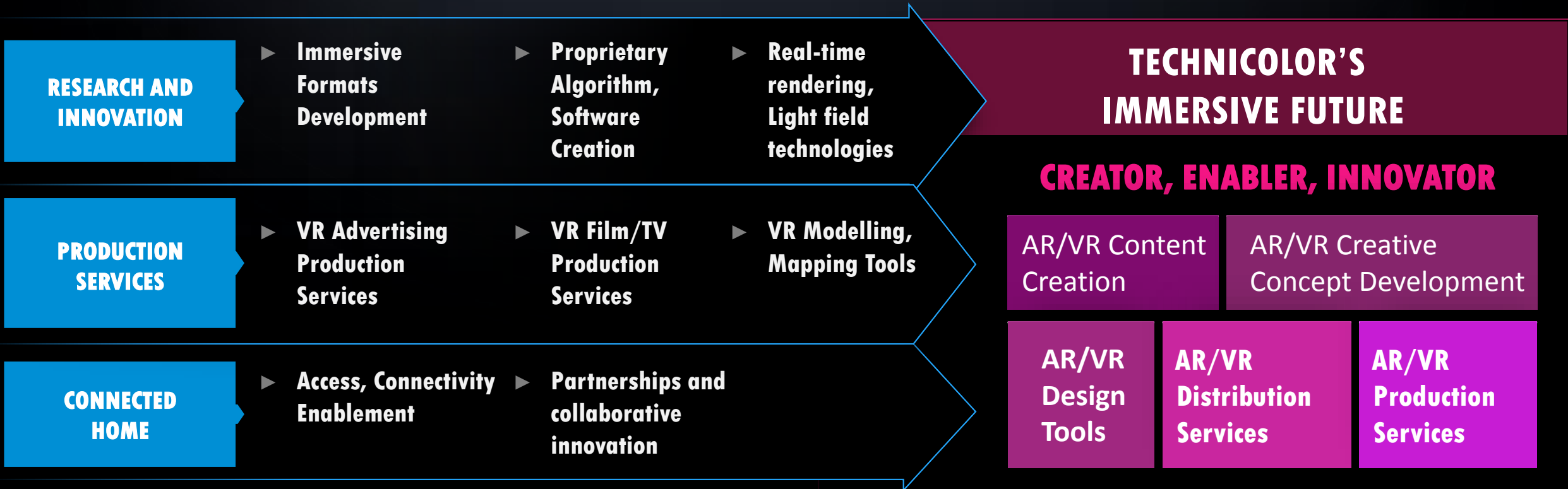
4 INVESTMENT **TO**
BUILD IMMERSIVE
ENVIRONMENTS



4 Integrated immersive solutions and services from Production Services, Connected Home, and Research & Innovation



TECHNICOLOR EXPERIENCE CENTER UNIFIES GROUP-WIDE COLLABORATION EFFORTS



COHESIVE INITIATIVES

COMMITTED INCREASES IN FINANCIAL INVESTMENT

DEDICATED STAFF RESOURCES

2017

OBJECTIVES
AND LONG TERM
OBJECTIVES



2017 objectives and Drive 2020 update



2017

➤ FREE CASH FLOW

In excess of €150 million before cash impacts of the CRT cartel case settlements

➤ ADJ. EBITDA

In the range of €460 million to €520 million

➤ NET LEVERAGE RATIO

Continuous deleveraging

2020



- ▶ Technicolor has now the ambitions to achieve an Adjusted EBITDA above €680 million and a free cash flow in excess of €280 million in 2020

APPENDIX

FY 2016 – From Adj. Ebitda to net income



FROM ADJ. EBITDA TO EBIT

<i>(in € million)</i>	2015*	2016	Change**
Adj. EBITDA***	565	565	0
D&A****	(190)	(194)	(4)
Adj. EBIT** before PPA amortization	374	371	(3)
PPA amortization	0	(42)	(42)
Adj. EBIT***	374	329	(45)
Non-current	(45)	1	+46
Restructuring costs	(39)	(55)	(16)
R&D write-offs	(27)	(13)	+14
EBIT***	264	262	(2)

FROM EBIT TO NET INCOME

<i>(in € million)</i>	2015*	2016	Change**
EBIT***	264	262	(2)
Financial result	(87)	(156)	(69)
Income tax	(55)	(44)	+11
Share of profit/(loss) from associates	(1)	2	+3
Profit/loss from continuing operations	121	64	(57)
Discontinued operations	(43)	(90)	(47)
Net income	78	(26)	(104)

*As published **At current Currency

From continuing operations *including impact of provisions for risks, litigations and warranties, and excluding PPA amortization

Net nominal debt evolution (non IFRS)



In €m

01 Jan. 2016

31 Dec. 2016

