# H12019 RESULTS

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technicolor.com





FEEL THE WONDER

#### 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.







# H1 2019 KEY FIGURES FROM CONTINUING OPERATIONS

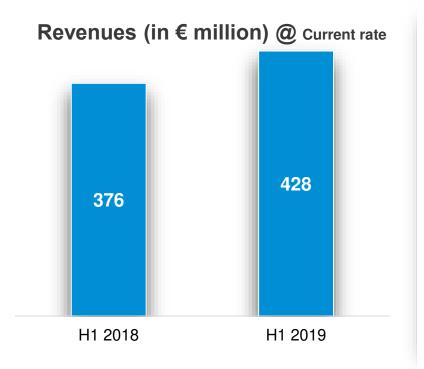
- First half **REVENUES** are broadly in line with last year
- ADJUSTED EBITDA (excl. IFRS 16) is down versus 2018 driven by Connected Home and one-off strong licensing revenues in the first half 2018 while Entertainment Services is flat
- RECURRING EBITA decline reflects the lower Adjusted EBITDA, exceptional cloud rendering costs incurred in Production Services and increased operating reserves at Connected Home
- FCF at €(297) million resulting mainly from lower Adjusted EBITDA, reduced milestone payments in Production Services and a €83 million timing impact on working capital due to slow inventory deliveries in Connected Home (both of which will be recovered in the second half)

	First Half (IFRS)			Firs	st Half (ex	xcl. IFRS	16)	
In € million	H1 2018	H1 2019	Change YoY at current rate	Change YoY at constant rate	H1 2018	H1 2019	Change YoY at current rate	Change YoY at constant rate
Revenues	1,774	1,764	(0.5)%	(3.8)%	1,774	1,764	(0.5)%	(3.8)%
Adjusted EBITDA	73	104	+43.5%	+40.4%	73	62	(14.9)%	(18.1)%
Recurring EBITA	(9)	(44)	na	na	(9)	(48)	na	na
Free Cash Flow	(137)	(262)	na	na	(137)	(297)	na	na





# PRODUCTION SERVICES: CONTINUED PROFITABLE GROWTH





- ▶ REVENUE UP c.10% YOY AT CONSTANT RATE
  - Record-breaking revenue performance with strong double-digit revenue growth in Film and Episodic VFX driven by increased volume from MPC Film and Mr. X as well as a strong contribution from Mill Film
- THE DIVISION ACHIEVED SIGNIFICANT YOY IMPROVEMENT IN PROFITABILITY IN FILM AND EPISODIC VFX DRIVEN BY A STRONG PIPELINE
- GOING FORWARD:
  - CAPACITY EXPANSION TO CONTINUE IN KEY CLIENT MARKETS WITH LOCATION-BASED PRODUCTION INCENTIVES

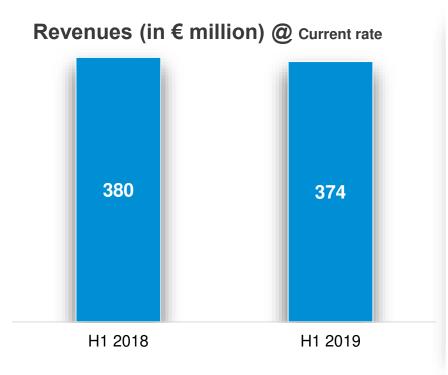
2019 H1 KEY DATA

F	ilm & TV VFX		Advertising		Post Production	A	nimation & Games
proje ► 10+	theatrical Film ects episodic an/or theatrical projects	<b>&gt;</b>	2,380+ commercials The Mill and MPC received numerous industry accolades including Cannes Lions and 4 British Arrow Awards	•	163 TV/OTT series, mini- series and/or pilots	•	1,800 minutes of animation for TV and Film





### **DVD SERVICES**



(in million units)	
DVD	Ì
Blu-ray™	

H1 2018	H1 2019	YoY Change
338	299	(11)%
133	118	(12)%

### REVENUE HIGHLIGHTS:

- ▶ H1 REVENUE DECLINE OF c. 6% AT CONSTANT RATE
- ▶ VOLUMES DOWN c.11% YOY DRIVEN BY:
  - Greater than expected resiliency for Standard Definition DVD
  - Weaker first quarter 2019 theatrical box office and high comparison basis in 2018
  - Blu-ray volume decline partly offset by continued strong growth of the Ultra UHD Blu-ray volume

# ADJ. EBITDA HIGHLIGHTS:

- NEGATIVELY AFFECTED BY:

  - Weaker product mix as well as utility cost increases in selected regions

# DIVISION-WIDE INITIATIVES:

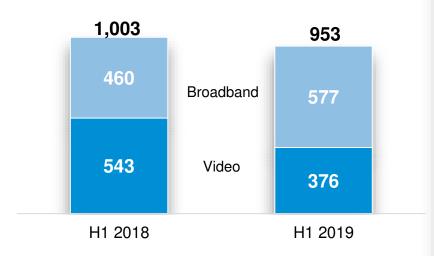
- ADAPT DISTRIBUTION OPERATIONS AND RELATED CUSTOMER CONTRACT AGREEMENTS
- RENEWAL OF CUSTOMER CONTRACTS OVER THE NEXT SEVERAL YEARS BASED ON VOLUME AND ACTIVITY
- CONTINUE SUPPLY-CHAIN SERVICES DIVERSIFICATION





# CONNECTED HOME: EXECUTING TRANSFORMATION PLAN





### Adjusted EBITDA (in € million) @ Current rate



### REVENUE HIGHLIGHTS:

▶ DOWN c. 7% YEAR-ON-YEAR

### ADJ. EBITDA HIGHLIGHTS:

YEAR-ON-YEAR DECLINE OF €6 MILLION AT CONSTANT RATE

UNDISPUTED WORLDWIDE LEADER OF THE BROADBAND GATEWAY ACCESS MARKET

TRANSFORMATION PLAN HAS EXCEEDED 70% OF THE COST SAVING TARGET

# FOR THE SECOND HALF:

- ► IMPROVE MARGINS THROUGH MORE FAVORABLE BUSINESS MIX, POSITIVE EVOLUTION OF COMPONENT COSTS AND PRODUCTIVITY IMPROVEMENTS
- STRONG FCF GENERATION





# OUTLOOK

- Investments in organic growth will continue in well-defined areas
- The Group's profitability and cash flow generation in the second half will improve significantly supported by recurring second half seasonality and by a catchup effect in both Production Services and Connected Home

# SPECIFICALLY, THE GROUP WILL:

- Improve margins and cashflow generation in PRODUCTION SERVICES
- Take advantage of the first major customer contract extension in DVD SERVICES
- Benefit from lower memory prices and reduction of inventories in **CONNECTED HOME**

The Group will pursue the reduction of its balance sheet leverage



# KEYIIIII

# PERFORMANCE FIGURES







# **KEY FIGURES – GROUP\*\***

(in € million)

#### Revenues

Adjusted EBITDA in % of Revenues D&A & Reserves (\*) w/o PPA amortization Recurring EBITA PPA amortization Non-recurring EBIT **EBIT** Net Result Continuing Net Result Discontinued Net Result Group (Group share)

> FCF Continuing Net Debt (IFRS)

20	2019			
Current rate	LY rate	Current rate		
1,764	1,707	1,774		
62	60	73		
3.5%	3.5%	4.1%		
(110)	(107)	(82)		
(48)	(48)	(9)		
(27)	(26)	(22)		
(17)	(17)	(59)		
(93)	(91)	(91)		
(138)	(134)	(120)		
5	5	(32)		
(133)	(130)	(152)		
(297)	(293)	(137)		
(1,060)	(1,061)	(910)		

#### H<sub>1</sub>

	vs. LY (a)		at cons	. LY stant rate a+b)	
Curre	ent rate		LY rate		
(9)	(0.5)%	(58)	(67)	(3.8)%	
(11)	(14.9)%	(2)	(13)	(18.1)%	
(28)	(34.4)%	+3	(25)	(30.8)%	
(39)	na	+1	(38)	na	
(5)	(22.6)%	+1	(4)	(16.7)%	
+42	+70.7%	+0	+42	+71.3%	
(2)	(2.2)%	+2	+0	+0.2%	
(17)	(14.3)%	+3	(14)	(11.6)%	
+36	na	+0	+36	na	
+19	+12.6%	+3	+22	+14.7%	
(160)	na	+4	(156)	na	
(150)	(16.5)%				



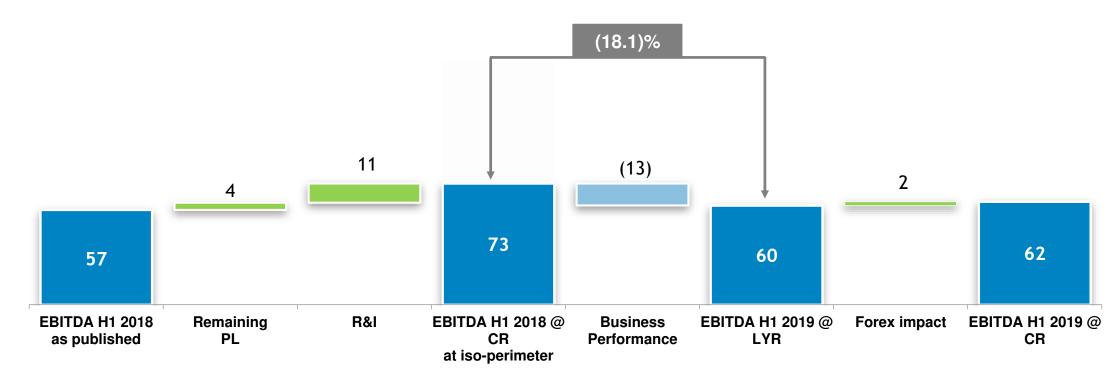
<sup>(\*)</sup> Risk, litigation and warranty reserves

<sup>(\*\*)</sup> For comparability figures are presented excluding IFRS 16 impacts and amounts for the six months ended June 30, 2018 are re-presented to reflect the impacts of Discontinued Operations



# **ADJUSTED EBITDA BRIDGE VS. LY**

#### Adjusted EBITDA H1 2019 vs. H1 2018, in € million







# **ENTERTAINMENT SERVICES H1 2019 PROFITABILITY\*\***

H1

Entertainment Services in € million Revenues
Ajusted EBITDA
in % of Revenues
D&A & Reserves <sup>(*)</sup> w/o PPA amortization
Recurring EBITA
PPA amortization
Non-recurring EBIT

20	2018	
Current rate	LY rate	Current rate
802	770	756
56	54	55
7.0%	7.1%	7.2%
(71)	(69)	(54)
(15)	(15)	1
(9)	(9)	(8)
(14)	(13)	(34)
(38)	(37)	(41)

vs. LY (a) Current rate		Forex impact (b)	vs. LY  at constant rate (c=a+b)  LY rate	
+46	+6.1%	(32)	+14	+1.8%
+2	+3.0%	(2)	(0)	(0.3)%
(18)	(32.7)%	+2	(15)	(28.7)%
(16)	ns	+0	(16)	ns
(1)	(11.8)%	+0	(1)	(6.6)%
+20	+59.3%	+0	+21	+60.8%
+3	+7.4%	+1	+4	+10.2%

**EBIT** 



<sup>(\*)</sup> Risk, litigation and warranty reserves

<sup>(\*\*)</sup> For comparability figures are presented excluding IFRS 16 impacts and amounts for the six months ended June 30, 2018 are re-presented to reflect the impacts of Discontinued Operations



# **CONNECTED HOME H1 2019 PROFITABILITY \*\***

H1

# Connected Home in € million

Revenues

#### Ajusted EBITDA

in % of Revenues

D&A & Reserves (\*) w/o PPA amortization

#### Recurring EBITA

PPA amortization

Non-recurring EBIT

**EBIT** 

20	2018	
Current rate	LY rate	Current rate
953	928	1,003
20	19	26
2.1%	2.1%	2.5%
(37)	(36)	(27)
(17)	(17)	(1)
(18)	(18)	(14)
(2)	(2)	(22)
(38)	(37)	(38)

vs. LY (a) Current rate		Forex impact (b)	vs. LY  at constant rate  (c=a+b)  LY rate	
(49)	(4.9)%	(25)	(74)	(7.4)%
(5)	(21.4)%	(1)	(6)	(24.7)%
(10)	(37.0)%	+1	(9)	(34.2)%
(15)	ns	(0)	(16)	ns
(4)	(28.7)%	+1	(3)	(22.4)%
+20	+89.6%	(0)	+20	+89.0%
+1	+1.4%	+1	+1	+3.2%



<sup>(\*)</sup> Risk, litigation and warranty reserves

<sup>(\*\*)</sup> For comparability figures are presented excluding IFRS 16 impacts and amounts for the six months ended June 30, 2018 are re-presented to reflect the impacts of Discontinued Operations



# FROM ADJUSTED EBITDA TO EBIT IN SUMMARY\*\*

**H1** 

#### in € million

#### Adjusted EBITDA

D&A & Reserves (\*) w/o PPA amortization

#### Recurring EBITA

PPA amortization

Impairments & write-off

Restructuring

Other Non Current

**EBIT Continuing** 

20	2018	
Current rate	LY rate	Current rate
62	60	73
(110)	(107)	(82)
(48)	(48)	(9)
(27)	(26)	(22)
(1)	(1)	(3)
(12)	(11)	(38)
(5)	(5)	(19)
(93)	(91)	(91)

vs. LY (a)	Forex impact (b)	vs. LY at constant rate (c=a+b)			
Current rate		LY rate			
(11)	(2)	(13)			
(28)	+3	(25)			
(39)	+1	(38)			
(5)	+1	(4)			
+2	+0	+2			
+26	+0	+26			
+14	+0	+14			
(2)	+2	+0			



<sup>(\*)</sup> Risk, litigation and warranty reserves

<sup>(\*\*)</sup> For comparability figures are presented excluding IFRS 16 impacts and amounts for the six months ended June 30, 2018 are re-presented to reflect the impacts of Discontinued Operations



# FROM EBIT TO NET RESULT GROUP\*

H1

iii e iiiiiiioii					
EBIT Continuing					
Net Interest Expense					
Others Financial					
Profit before Tax					
Tax					
Net Result Continuing					
Net Result Discontinued					

Net Result Group (Group share)

in € million

20	2018			
Current rate	Current rate LY rate			
(93)	(91)	(91)		
(22)	(21)	(18)		
(16)	(16)	(2)		
(130)	(127)	(111)		
(7)	(6)	(10)		
(138)	(134)	(120)		
5	5	(32)		
(133)	(130)	(152)		

vs. LY (a)	Forex impact (c=a+b)				
Current rate		LY rate			
(2)	+2	+0			
(4)	+1	(3)			
(14)	+0	(14)			
(20)	+3	(17)			
+4	+0	+4			
(17)	+3	(14)			
+36	+0	+36			
+19	+3	+22			



<sup>(\*)</sup> For comparability figures are presented excluding IFRS 16 impacts and amounts for the six months ended June 30, 2018 are re-presented to reflect the impacts of Discontinued Operations



# **IFRS 16, LEASES**

#### **IFRS 16 MECHANICS:**

All leases are booked as finance leases with the following consequences:

- Lease expenses are replaced by an amortization expense and an interest expense
- Interest expense higher at the beginning of the lease and decreases over time (no impact on total duration of the lease)
- An asset, a Right of Use (leased asset) is recognized at the present value of the future lease payments
- Lease payments are now classified in financing flow

New debt due to operating leases not included in financial covenant calculation

#### H1 Impacts by business division

H1 19 at CR (m€)	EBITDA	EBITA	P&L	Net Debt
Connected Home	4	0	0	15
Production Services	17	2	-4	169
Home Entertainment Services	17	1	-2	63
Corporate & Other	5	1	0	25
Total Group	42	5	-6	273

#### **Transition method in the financial statements:**

Simplified (w/o retrospective adjustment). All leases are assumed to start as of 01/19. Increased interest expense in Year 1 & 2

### Low value & short-term lease exemption:

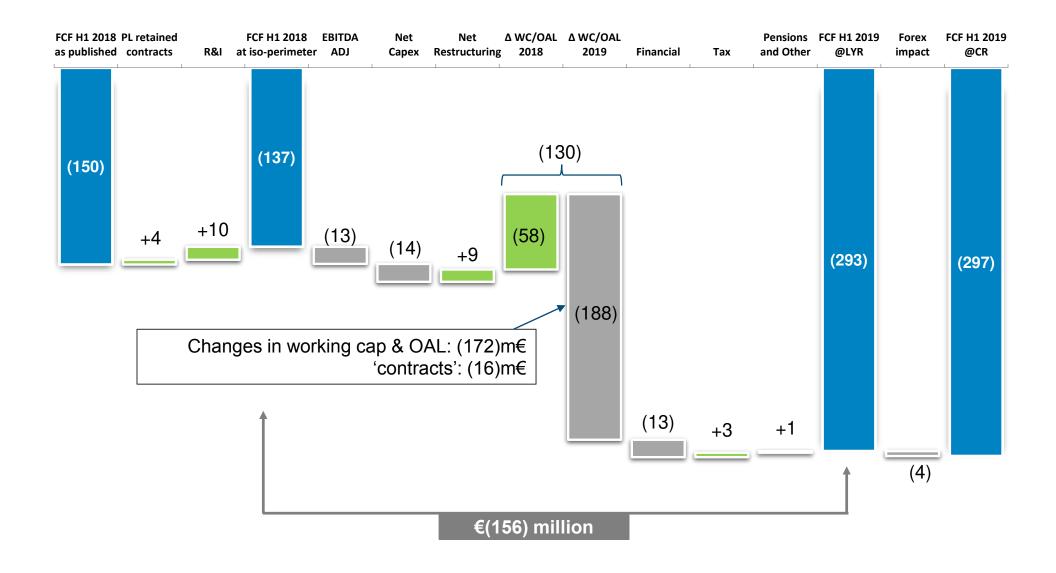
Rentals lasting less than one year and items such as PCs are scoped out to diminish the burden on finance teams

Former finance leases are fully kept on the BS





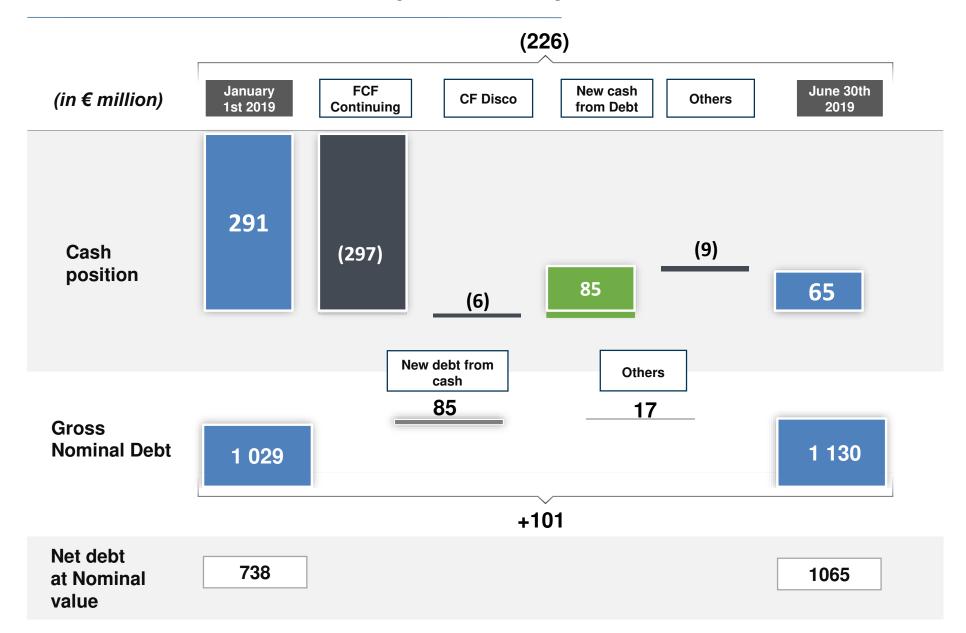
# FREE CASH FLOW FROM CONTINUING OPERATIONS H1 19 VS. H1 18







# **NET DEBT EVOLUTION (NON IFRS)**







# **LIQUIDITY**

Liquidity at June 30, 2019	Available amount (in € million)
Cash on hand at June 30, 2019	65
Committed credit facilities:	
Technicolor SA Revolving Credit Facility (€250m matures Dec 2021)	150
Wells Fargo credit line (\$125m matures September 2021)	110
LIQUIDITY	€325m

- Working capital and operating needs met by cash and credit lines
- Cash on hand of €65 million
- Committed credit lines of €360 million of which €100 million drawn at June 30, 2019
- In addition uncommitted credit lines (for borrowings) of \$60 million none of which drawn at June 30, 2019





# **DETAILS OF DEBT AT JUNE 30, 2019 (EXCLUDING IFRS 16)**

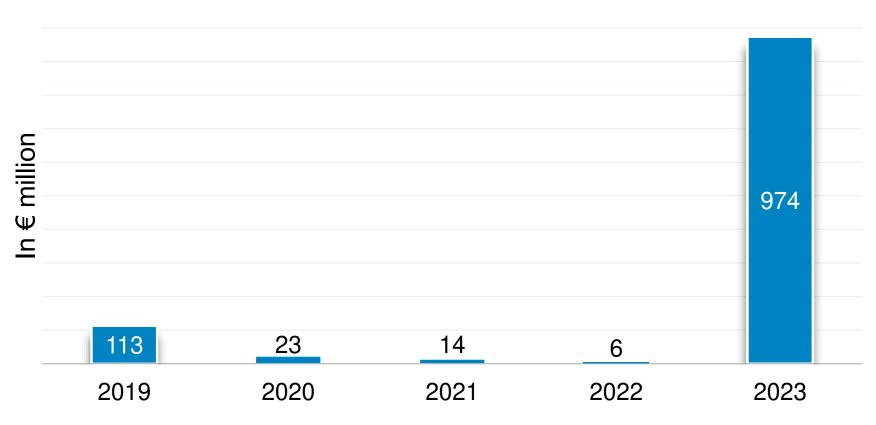
In € million				Nominal	IFRS	June 30	, 2019	Decembe	r 31, 2018
Туре	Curr.	Rate Formula	Maturity	Rate	Rate	Nominal	IFRS	Nominal	IFRS
Term Loan	USD	Libor w/ floor of 0% + 2.75%	Dec-23	5.27%	5.38%	258	257	258	257
Term Loan	EUR	Euribor w/ floor of 0% + 3.00%	Dec-23	3.00%	3.10%	275	274	275	274
Term Loan	EUR	Euribor w/ floor of 0% + 3.50%	Dec-23	3.50%	3.62%	450	447	450	447
RCF drawing	EUR	Euribor w/ floor of 0% + 3.00%	Dec-21	3.00%	3.00%	100	100	-	-
Mainly capital leases	s and accru	ed interest		5.17%	5.17%	47	47	46	46
				Т	otal Debt:	€1,130	€1,125	€1,029m	€1,024m
COMME	NTS:				Cash:	65	65	291	291
place in	May 201	ging operations put in 8 to protect against I EURIBOR			Net Debt:	€1,065	€1,060	€738m	€733m
				Avg	. int. rate:	3.81%	3.91%	3.93%	4.05%

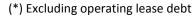




# **DEBT\* MATURITY SCHEDULE AT JUNE 30, 2019**

#### **Debt Amortization schedule**







# APPENDICES

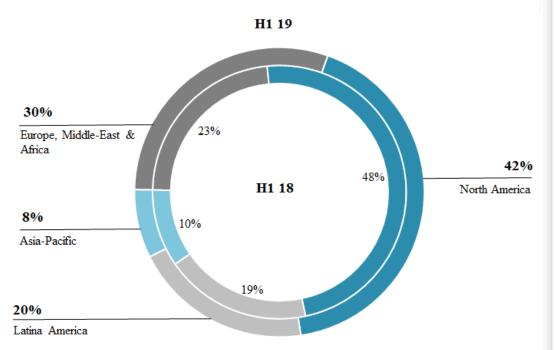




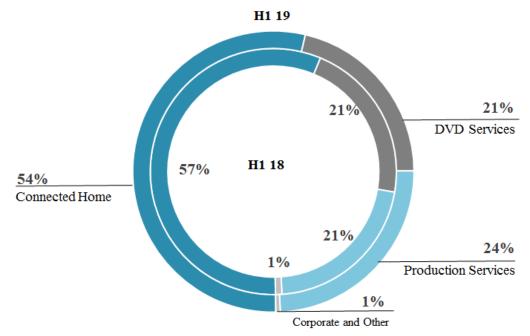


# **GROUP PROFILE - REVENUE**

# H1 2019 REVENUES BY REGION



# H1 2019 REVENUES BY SEGMENT







# **DETAILS OF DEBT AT JUNE 30, 2019 (INCLUDING IFRS 16)**

In € million				Nominal	IFRS	June 30	), 2019	December	31, 2018
Туре	Curr.	Rate Formula	Maturity	Rate	Rate	Nominal	IFRS	Nominal	IFRS
Term Loan	USD Libo	or w/ floor of 0% + 2.75%	Dec-23	5.27%	5.38%	258	257	258	257
Term Loan	EUR Euri	bor w/ floor of 0% + 3.00%	Dec-23	3.00%	3.10%	275	274	275	274
Term Loan	EUR Euri	bor w/ floor of 0% + 3.50%	Dec-23	3.50%	3.62%	450	447	450	447
RCF drawing	EUR Euri	bor w/ floor of 0% + 3.00%	Dec-21	3.00%	3.00%	100	100		-
Lease liabilities*				7,48%	7,48%	314	314	41	41
Other debt and ac	crued interest			0.45%	0,45%	6	6	5	5
				Ta	tal Debt:	<i>€</i> 1 403	<i>€</i> 1 398	€1 029m	£1 024m

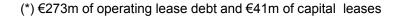
#### **COMMENTS:**

Interest rate hedging operations put in place in May 2018 to protect against rising LIBOR and EURIBOR

 Total Debt:
 €1,403
 €1,398
 €1,029m
 €1,024m

 Cash:
 65
 65
 291
 291

 Net Debt:
 €1,338
 €1,333
 €738m
 €733m



Avg. int. rate:

4.57% 4.65%

% 3.93%

4.05%



# **DEBT MATURITY AND COVENANT CONDITIONS**

Debt/Credit line	Financial Covenant	Covenant Testing	Maturity
			December 2023
Term loans	none	n.a.	(bullet except for \$3 million/ year amortization)
Revolving credit facility	IFRS Debt/EBITDA ≤ 4.00	At June 30 and December 31 only if >€100m drawn	December 2021
Wells Fargo receivables backed credit facility	IFRS Debt/EBITDA ≤ 4.00	At June 30 and December 31 only if <\$25m availability on credit line	September 2021



# THANK YOU

