

Results January-June 2023

Cellnex H1 2023 revenue exceeds EUR 2 billion

EBITDA growth (+16%) and recurring free cash flow (+16%) driven by the combination of organic growth (+7.1%) and consolidation of geographic footprint

Strengthening in key markets: Signed new industrial agreements with SFR and Bouygues Telecom in France, and acquired full control of OnTower Poland, which manages and operates sites for Play Communications

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- The main indicators¹ reflect the **strength of the organic business and consolidation of the Group's geographic footprint**:
 - **Revenue**² stood at **EUR 2.001 billion** (EUR 1.795 billion excluding energy pass-throughs), compared with EUR 1.69 billion 1H 2022 (EUR 1.538 excluding pass-throughs); **adjusted EBITDA** was **EUR 1.49 billion** (vs 1.282 billion 1H 2022); and **Recurring Leveraged Free Cash Flow** was **EUR 741 million** (vs 637 million 1H 2022).
 - **Solid organic growth: +7.1%** of points of presence (PoPs) in the Group's sites.
 - The Company **reiterates its commitment to achieve a positive free cash flow** (*break even* by the end of 2023) **and to secure investment grade rating by S&P by 2024 at the latest**. It also confirms the **medium-term outlook up to 2025**.
 - **Focus on organic growth, CAPEX discipline and efficiencies**, confirmed.
 - **Net financial debt**³ as of June 2023 amounts to **EUR 17.9 billion**. **76% of the debt** is at a **fixed rate**.
 - Cellnex closed a **loan of EUR 315 million with the European Investment Bank** to finance the **deployment of 5G infrastructure in Spain, Portugal, France, Italy and Poland**.
 - As of June 2023, Cellnex has **available liquidity** (cash and undrawn facilities) of **EUR c.3.7 billion**.
 - The Company has received the classification of '**Industry Top Rated**' by **Sustainalytics ESG Risk Rating**, consolidating its position among the **top 1% companies in the telecommunications sector** and 4% globally, for ESG.

Barcelona, 27 July 2023. Cellnex Telecom has presented its results for the first half of 2023. Revenue increased 17% compared to 1H 2022 (+18,4% including pass-throughs, i.e. revenues from re-invoicing energy to customers). Adjusted EBITDA grew to EUR 1.49 billion (+c.16%), reflecting both organic growth and the consolidation of the

¹ Excel background document available at www.cellnex.com

² Corresponds to Operating Income excluding Advances delivered to customers. See consolidated financial statements corresponding to the period ending 30 June 2023.

³ Excluding lease liabilities

Company's geographic footprint. Recurring Leveraged Free Cash Flow was EUR 741 million (+c.16%) and the FCF, EUR -130 million vs. EUR -739 million in 1H 2022, a 82% improvement.

Amortisations (+16% vs. 1H 2022) and financial costs (+13% vs. 1H 2022), both associated with the process of consolidation and integration in the Group of the acquired assets, resulted in a negative net accounting result at EUR -193 million (vs. EUR -170 million in 2022).

Cellnex CEO Marco Patuano commented on the results: "We continue to see momentum in the business with strong growth across all of our industrial and financial metrics in the first half of the year. We are making good progress towards the objectives we set last November in the "new chapter" for the Group, with a focus on organic growth, positive free cash flow generation by 2024 and achieving investment grade by 2024 as well."

"All our strategic pillars –focus on organic growth, CAPEX discipline and efficiencies–, are confirmed" **said Patuano**.

Strengthening in core markets

Cellnex has **bolstered** its position in **France**, by extending its **industrial agreements** with **SFR** and **Bouygues Telecom**, and in **Poland**, where it now controls **100%** of **OnTower Poland**.

- Reinforcing our existing partnership by meeting **SFR's** need to deploy new PoPs on existing and new sites, with a long-term service provision contract for a 20-year period from the starting date of each new PoP and all-or-nothing renewal. This agreement is associated to an investment over a 6-year period of up to EUR 275 million and, once deployed, are expected to generate annual EBITDA of EUR 35 million.
- With **Bouygues Telecom**, Cellnex has agreed to **extend the fibre-to-the-tower (FTTT) project roll-out** initiated in 2020 through Nexloop, extending the service provision contract until 2050, extendible for successive additional periods of 5 years (2050+5+5). The agreement also includes **building up to 65 new metropolitan offices** designed to house data processing centres (Edge Computing). These agreements are associated to an investment over a 6-year period of up to EUR 275 million and, once deployed, are expected to generate annual EBITDA of EUR 30 million.
- In **Poland**, a market in which the Company operates both passive and active infrastructure, Cellnex now controls **100% of the subsidiary through which it manages and operates the sites of the mobile operator Play**, as announced on 30 June. Iliad sold its 30% stake to Cellnex for EUR 510 million (c.18x EBITDAaL). OnTower Poland currently operates a total of 8,500 sites in Poland and plans to roll out up to around 3,400 new sites by 2030. The company has a 20-year service provision contract with Play, extendible for additional successive ten-year periods.

Business lines and main indicators for the period

- **Infrastructure Services for mobile Telecommunications operators (TIS business)** provided **91.1% of revenue**, at EUR 1.824 billion, representing a year-on-year increase of 19.3%.
- **Broadcasting infrastructure** activity contributed **5.8%** of revenue, with EUR 115 million.
- The business focused on **security and emergency service networks and solutions for smart urban infrastructure management** (IoT and Smart cities) contributed **3.1%** of revenue, totalling EUR 62 million.
- **As of 30 June**, Cellnex had a total of **112,737 operational sites** (without taking into account the 16,060 sites planned to be rolled out by 2030): 25,181 in France, 21,743 in Italy, 15,736 in Poland, 12,558 in the United Kingdom, 10,465 in Spain, 6,464 in Portugal, 5,434 in Switzerland, 4,564 in Austria, 4,088 in the

Netherlands, 2,955 in Sweden, 1,947 in Ireland and 1,602 in Denmark; **along with 8,541 DAS nodes and small cells.**

- **Organic growth** of the **points of presence** at the sites was **7.1%** higher than the same period of 2022, with **4.1%** coming from **new co-locations** in existing sites, with a total of **2,741**, and **3%** from the roll-out of **2,220 new sites** during this period.
- Total **investments in the first half** of 2023 amounted to **EUR c. 1.5 billion**, mainly for the deployment of the ongoing BTS programmes in several countries (709 million) and the purchase of 30% of On Tower Poland (EUR 510 million).
- The **FCF** for the **1H 2023** was **EUR -130 million** vs. EUR -739 million in 1H 2022.

Financial structure

Cellnex has a **debt structure marked by the flexibility** provided by **various instruments**.

- **Group net debt** —as of June 2023, excluding lease liabilities— **stood at EUR 17.9 billion. 76% of the debt** is at a **fixed rate**.
- In July, the company closed a **loan of 315 million euros with the European Investment Bank** to finance the **roll-out of 5G infrastructure** in Spain, Portugal, France, Italy and Poland.
- As of June 2023, Cellnex had access to **immediate liquidity** (cash and undrawn facilities) of approximately **EUR 3.7 billion**.
- **Cellnex issues maintain their “investment grade” rating** from Fitch (BBB-) with a stable outlook, as confirmed in February. In turn, **S&P maintains the BB+ rating with a positive outlook** confirmed in April.

Outlook for 2025

Cellnex reiterates the outlook announced for 2025 with **revenue of EUR 4.1 - 4.3 billion, EBITDA of EUR 3.3 - 3.5 billion** and **free and recurring cash flow of EUR 2.0 - 2.2 billion**.

Annex 1. Income Statement and Balance Sheet (IFRS 16)

Q2 2023 figures audited

€ Mn	Q2 2022	Q2 2023
Telecom Infrastructure Services	1.529	1.824
Broadcasting Infrastructure	112	115
Other Network Services	50	62
Revenues ⁽¹⁾	1.690	2.001
Staff Costs	-122	-138
Repair and Maintenance	-44	-53
Utilities	-134	-184
General and Other Services	-108	-136
Operating Expenses	-408	-511
Adjusted EBITDA ⁽²⁾	1.282	1.490
% margin ⁽³⁾	1	1
Non-Recurring Expenses	-51	-44
Depreciation & Amortization	-1.132	-1.312
Operating Profit	99	134
Net Financial Profit	-356	-401
Profit of Companies Accounted for Using the Equity Method	2	-1
Income Tax	75	65
Attributable to Non-Controlling Interests	11	9
Net Profit Attributable to the Parent Company	-170	-193

(1) Corresponds to Operating Income excluding Advances to customers. See the Consolidated Financial Statements for the period ended on 30 June 2023
(2) Adjusted EBITDA divided by total revenues excluding elements pass-through to customers (mostly electricity) from both expenses and income

Q2 2023 figures audited

€ Mn	FY 2022	Q2 2023
Assets		
Goodwill	6.718	6.786
Fixed Assets	30.818	31.098
Right-of-use Assets	3.438	3.421
Financial Investments & Other Fin. Assets ¹	1.023	1.005
Non-Current Assets	41.997	42.310
Inventories	5	7
Trade and Other Receivables ²	1.166	1.254
Cash and short term deposits	1.038	243
Current Assets	2.209	1.504
Non-current assets held for sale	51	73
Total Assets	44.258	43.888
Equity & Liabilities		
Share Capital and Others	16.618	16.271
Share Capital	177	177
Treasury Shares	-48	-47
Share Premium	15.523	15.511
Non-Controlling Interests	967	630
Reserves	-1.431	-1.451
Reserves	-1.134	-1.257
Profit for the Period	-297	-193
Shareholders' Equity	15.188	14.820
Borrowings	17.743	17.185
Lease Liabilities	2.502	2.317
Provisions and Other Liabilities ³	6.540	6.534
Non-Current Liabilities	26.785	26.036
Borrowings	141	859
Lease Liabilities	584	743
Trade and Other Payables ⁴	1.539	1.404
Current Liabilities	2.263	3.006
Liabilities associated with non-current assets held for sale	22	25
Total Equity and Liabilities	44.258	43.888

(1) Includes "Derivative financial instruments", "Trade and other receivables" and "Deferred tax assets". See the Consolidated Financial Statements for the period ended on 30 June 2023.

(2) Includes "Receivables from associates" and "Financial investments". See the Consolidated Financial Statements for the period ended on 30 June 2023.

(3) Includes "Provisions and other liabilities", "Employee benefit obligations", "Deferred tax liabilities", "Derivatives financial instruments" and "Other Financial Liabilities". See the Consolidated Financial Statements for the period ended on 30 June 2023.

(4) Includes "Employee benefit obligations", "Payables to associates", "Trade and other payables", "Derivatives financial instruments" and "Other Financial Liabilities". See the Consolidated Financial Statements for the period ended on 30 June 2023.

Annex 2. Significant events of 2023

January

- **10 January**, Three UK joins the connectivity project that Cellnex UK is rolling out on the Brighton Mainline railway line linking London and Brighton in the UK.
- **11 January**, Tobias Martinez tenders his resignation as CEO of the company. He will step down as CEO after the Group Shareholders' Meeting scheduled for June 2023.
- **12 January**, Vapor IO expands its Edge Computing network into Europe via Cellnex.
- **16 January**, Cellnex provides internal mobile connectivity at The Social Hub facilities in the Netherlands and Austria.
- **18 January**, RTVE awards Cellnex broadcasting rights for its radio and television signals for the next five years.
- **19 January**, Cellnex and Nokia to roll out the 5G network in ADIF logistics centres.
- **24 January**, Cellnex approved for the sixth consecutive year as DT's "Zero Outage Supplier".
- **31 January**, Cellnex becomes a member of the Bloomberg Gender Equality Index for the second consecutive year.

February

- **3 February**, Cellnex tests 3G Broadcast emissions at ISE and MWC.
- **7 February**, S&P Global includes Cellnex in its "Sustainability Yearbook" for the first time.
- **8 February**, Cellnex and Dublin City University (DCU) partner to create Ireland's first 5G "Smart Campus".
- **14 February**, Cellnex installs a DAS at the El Sadar stadium (CA Osasuna) for the roll-out of 5G technology.
- **27 February**, Cellnex unveils its "Augmented Towerco" industrial model at the Mobile World Congress in Barcelona.
- **27 February**, The 5G Catalunya project, led by Cellnex, receives the "GSMA Foundry Excellence Award".
- **27 February**, Cellnex concludes an agreement with the Principality of Asturias to implement Internet of Things pilot projects in rural Asturias.

March

- **15 March**, Cellnex is recognised by CDP as a "Supplier Engagement Leader" for the second consecutive year
- **27 March**, The Board appoints Anne Bouverot as Non-executive Chairperson of Cellnex.

April

- **4 April**, Bertrand Kan and Peter Shore leave the Cellnex Board after eight years.
- **26 April**, the Board appoints Jonathan Amouyal as a new proprietary director—on behalf of TCI— and Maite Ballester as the new independent director of the company.
- **28 April**, Cellnex announces the appointment of Marco Patuano as the new CEO

May

- **23 May**, Airbus and Cellnex strengthen their collaboration on mission-critical communications
- **16 May**, Cellnex participates in the CRETA project to promote sustainable mobility and reduce traffic emissions

June

- **1 June**, Cellnex's Shareholders' Meeting ratifies Marco Patuano as CEO.
- **8 June**, Cellnex improves its rating in the Sustainalytics ESG Risk Rating.
- **14 June**, AENA and Cellnex bring 14G technology to San Sebastian airport.
- **30 June**, Cellnex now controls 100% of OnTower Poland.

July

- **5 July**, IBETEC awards Cellnex broadcasting rights for its radio and television signals for the next four years
- **19 July**, The Cellnex Foundation incorporates five new start-ups with social impact into its acceleration programme
- **24 July**, EIB and Cellnex sign €315 million loan to support 5G infrastructure rollout and European digital transition

Annex 3. Non-IFRS and alternative performance measures

This press release contains, in addition to the financial information prepared in accordance with International Financial Reporting Standards (“IFRS”) and derived from our financial statements, alternative performance measures (“APMs”) as defined in the Guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority (ESMA) on 5 October 2015 (ESMA/2015/1415en) and other non-IFRS measures (“Non-IFRS Measures”). These financial measures that qualify as APMs and non-IFRS measures have been calculated with information from Cellnex Group; however those financial measures are not defined or detailed in the applicable financial reporting framework nor have been audited or reviewed by our auditors.

We use these APMs and non-IFRS measures when planning, monitoring and evaluating our performance. We consider these APMs and non-IFRS measures to be useful metrics for our management and investors to compare financial measure of historical or future financial performance, financial position, or cash flows. Nonetheless, these APMs and non-IFRS measures should be considered supplemental information to, and are not meant to substitute IFRS measures. Furthermore, companies in our industry and others may calculate or use APMs and non-IFRS measures differently, thus making them less useful for comparison purposes.

For further details on the definition and explanation on the use of APMs and Non-IFRS Measures please see the section on “Alternative performance measures” of Cellnex Telecom, S.A. Interim Consolidated Financial Statements and Interim Consolidated Directors’ Report for the six-month period ended 30 June 2023 (prepared in accordance with IAS 34), published on 27 July 2023. Additionally, for further details on the calculation and reconciliation between APMs and Non-IFRS Measures and any applicable management indicators and the financial data of the six-month period ended 30 June 2023, please see the backup excel file published today by Cellnex Telecom, S.A.

All the documents are available on Cellnex website (<http://www.cellnex.com/>):

- Backup Excel File:
[Financial Information - Cellnex](#)
- FY 2022 Consolidated Financial Statements:
[Financial Information - Cellnex](#)

About Cellnex Telecom

The efficient deployment of next-generation connectivity is essential to drive technological innovation and accelerate inclusive economic growth. Cellnex is the independent wireless telecommunications and broadcasting infrastructures operator that enables operators to access Europe's most extensive network of advanced telecommunications infrastructures on a shared-use basis, helping to reduce access barriers for new operators and to improve services in the most remote areas.

Cellnex manages a portfolio of around 135,000 sites—including forecast roll-outs up to 2030—in Spain, Italy, the Netherlands, France, Switzerland, the United Kingdom, Ireland, Portugal, Austria, Denmark, Sweden and Poland. Cellnex's business is structured in four major areas: telecommunications infrastructure services; audiovisual broadcasting networks, security and emergency service networks and solutions for smart urban infrastructure and services management (Smart cities and the “Internet of Things” (IoT)).

The company is listed on the continuous market of the Spanish stock exchange and is part of the selective IBEX 35 and EuroStoxx 100 indices. It is also present in the main sustainability indexes, such as CDP, Sustainalytics, FTSE4Good and MSCI. Cellnex's reference shareholders include Edizione, TCI, GIC, CPP Investments, Blackrock, CK Hutchison, CriteriaCaixa and Norges Bank.

For more information: <https://www.cellnex.com/>