

Results January-September 2019

Cellnex revenues up 13% and EBITDA up 13% in first nine months of 2019

The Company completed its second capital increase of the year in Q3 - worth € 2.5 billion - which was oversubscribed by 38 times

Up to October 2019, Cellnex has announced acquisitions in Italy, France, Switzerland, Ireland and the UK, totalling € 6.8 billion in investments, reinforcing its leading position in Europe

-
- **Key indicators continue to reflect the combined effect of a larger geographic footprint and strong organic business drivers:**
 - **Revenues** stood at **€ 753 million** (vs. 665 million); **EBITDA at € 498 million** (vs. € 439 million) and **recurring free cash flow € 257 million** (vs. € 230 million).
 - **Points of presence (PoPs)** grew **c.25%** with the new acquisitions.+5% like-for-like.
 - **The roll-out of new DAS** (distributed antenna systems) **nodes and Small Cells** grew **c.20%** in relation to the same period in 2018.
 - **The backlog** - contracted future sales, including acquisitions pending completion in Italy, France, and UK stands at **€ 38 billion**.
 - **Cellnex raised its outlook for FY 2019** with forecast **EBITDA** between **€ 680 and 685 million** (vs. € 640-655 million) and a **recurring free cash flow growth of over 10%**.
 - **Net debt as of 30 September 2019** amounted to **€ 3.4 billion**. **70%** is at a **fixed rate**, the **average cost of debt** (drawn down) is **1.7%** and the **average life is 5.8 years**. As of November 2019, Cellnex has **liquidity** (cash and undrawn debt) of **€ 9.1 billion**.
 - The Board has approved a **dividend payment of €0.03842**, charged to the share premium reserve, which will become effective on November 22.

Barcelona, 14 November 2019. Cellnex Telecom has released its results for the first nine months of 2019. Revenues stood at € 753 million (+13%) and EBITDA was €498 million (+13%). The net result closed at € -12 million (vs. € -26 million in 3Q 2018) reflecting the effect of higher amortisation (+14% vs. 3Q 2018) and financial costs (+48% vs. 3Q 2018) associated with the group's growth activities, including the expansion of its geographical footprint.

“Once again Cellnex has recorded a set of indicators that reflect, as they will again in the coming quarters, the expansion of the group's position in Europe. It is proving to be an exceptional year in terms of transformational operations, with acquisitions in Italy, France, Switzerland, Ireland and the United Kingdom announced this year, totalling over € 6.5 billion in investment. The Company also completed two

capital increases this year, totalling € 3.7 billion, reinforcing the Company's balance sheet, guaranteeing an adequate balance between debt and equity, and demonstrating the degree of trust in and attractiveness of Cellnex's project among investors. This trust demands that the management team be even more exacting and responsible," said CEO Tobias Martinez.

"Meanwhile, the development of the Company's organic indicators, mainly points of presence or customer ratios per location, is outstanding. Cellnex continues to boast levels of growth ranging from 3% to 5% like-for-like which, together with the backlog of € 38 billion, highlights the predictability and recurrence of the Company's cash flows."

Business lines. Main indicators for the period

Infrastructure services for mobile telecommunications operators contributed to **67% of total revenues**, to the tune of €506 million, representing an increase of 17% with regard to September 2018.

Activity in **broadcasting infrastructures** contributed **23% of revenues**, at €176 million.

The business focused on **security and emergency service networks and solutions for smart urban infrastructure management (IoT and Smart cities)** contributed **10% of revenues**, totalling € 71 million.

As of 30 September, **50% of revenue and 59% of EBITDA were generated outside the Spanish market**. Italy is the second largest market, accounting for 26% of revenues.

As of 30 September 2019, Cellnex had a total of **27,698 operative sites** (8,684 in Spain, 8,336 in Italy, 3,343 in France, 919 in the Netherlands, 608 in the United Kingdom, 548 in Ireland, and 5,260 in Switzerland), **with a further 1,777 nodes (DAS and Small Cells)**.

It is worth noting that the number of **DAS and Small Cells** sites grew by approximately **20% in comparison to the same period in 2018**.

Like-for-like **organic growth of points of presence** in sites was up 5% year on year, while the **customer ratio per site** (excluding changes to the perimeter) was up by **3%**.

Total investments executed in the first nine months of 2019 amounted to **€ 1.546 billion**, mostly for investments linked to generating new revenue streams, particularly the incorporation of new assets in Switzerland, Ireland and the UK and the continuity in the integration and roll-out of new sites in France, as well as improvements in efficiency, and the maintenance of installed capacity.

2019, a year of transformational growth

In the first nine months of 2019 Cellnex struck several agreements to acquire assets and companies which, once signed and with all the associated programme for the construction of new sites rolled out, will mean an **increase of some 24,000 assets in the current portfolio in the seven European countries in which the company is present**.

In the first half of 2019, Cellnex signed long-term strategic collaboration agreements with **Iliad in France and Italy and with Salt in Switzerland** to acquire 10,700 sites (5,700 in France, 2,200 in Italy and 2,800 in Switzerland) and roll out a construction programme (BTS) of 4,000 new sites up to 2027 (2,500 in France and 1,000 in Italy for Iliad, and 500 for Salt in Switzerland). With a total planned investment of close to € 4 billion (€ 2.7 billion for the acquisition of sites and 1.350 for BTS programmes).

In June **Cellnex and BT** announced that they had signed a long-term strategic collaboration agreement through which Cellnex acquired the operation and marketing rights of 220 tall telecoms towers in the **UK**.

In September Cellnex announced the acquisition of **Cignal in Ireland**, one of the main Irish telecommunications infrastructure operators, for a total of € 210 million. Cignal operates 546 sites in Ireland, which is now the seventh European country in which Cellnex has started operating. Furthermore, the Company expects to roll out another 600 new sites up to 2026, with an additional investment estimated at € 60 million.

In October, the Company announced the agreement to acquire **Arqiva's telecommunications division** for around £ 2 billion. The transaction includes 7,400 owned sites and acquiring the marketing rights of some 900 sites in the **United Kingdom**. It also includes concessions for the use of urban fixtures for the deployment in 14 districts of London for telecommunications infrastructure, a key resource for the densification and roll-out of 5G. The finalisation of the operation - subject to the competition authorities obtaining the corresponding administrative authorisations, and other suspensive conditions - is planned for the second half of 2020.

Since the IPO in 2015, Cellnex has executed or committed investments worth around **€ 10.8 billion** for the acquisition or construction - by 2027 - of up to 42,700 telecommunications infrastructures in addition to the approximately 10,000 that the Company had at that time.

Two capital increases to reinforce the balance sheet and growth

Cellnex increased its own resources by **€ 3.7 billion** in 2019 - to **finance the company's growth** - through two capital increases, one of € 1.2 billion performed in March and more recently € 2.5 billion on 31 October of this year, for which **demand** for shares **greatly exceeded supply** (by over 16 and 38 times respectively) and supported by almost all the holders of preemptive rights.

Debt structure

Cellnex closed the first nine months of 2019 with a **debt structure marked by the flexibility** provided by the various instruments that were used: **low cost and high average life**. The **average life** of this debt is **5.8 years**, the approximate **average cost** is **1.7%** (debt drawn), and **70% at a fixed rate**.

The Group's net debt as of 30 September stood at **€ 3.4 billion** compared to € 3.166 billion at the close of 2018.

Likewise, in November Cellnex had **access to immediate liquidity** (cash & undrawn debt) to the tune of approximately **€ 9.1 billion**.

Cellnex Telecom's bond issues maintain their "investment grade" rating from Fitch (BBB- with a stable outlook), confirmed by this agency in November 2019. For its part, S&P maintains the BB+ rating with stable perspective confirmed by the agency in October 2019.

Outlook for 2019: Upward revision

As a result of the agreements closed with Salt in Switzerland, with BT in the United Kingdom and with Cignal in Ireland - as part of the progressive expansion of the company's perimeter -, Cellnex has revised

its outlook upwards for the whole of YF 2019 with **EBITDA** now forecast at **between € 680 and 685 million** (vs the € 640-655 million range previously expected) and a recurring free cash flow growth of over 10%.

About Cellnex Telecom

Cellnex Telecom is **Europe's leading operator of wireless telecommunications and broadcasting infrastructures** with a projected portfolio of 53,000 sites including forecast roll-outs up to 2027. Cellnex operates in **Spain, Italy, Netherlands, France, Switzerland, the United Kingdom and Ireland**

Cellnex's business is structured in four major areas: **telecommunication infrastructures services; audio-visual 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 600 indices. It is also part of the FTSE4GOOD, CDP (Carbon Disclosure Project), Sustainalytics and "Standard Ethics" sustainability indexes.

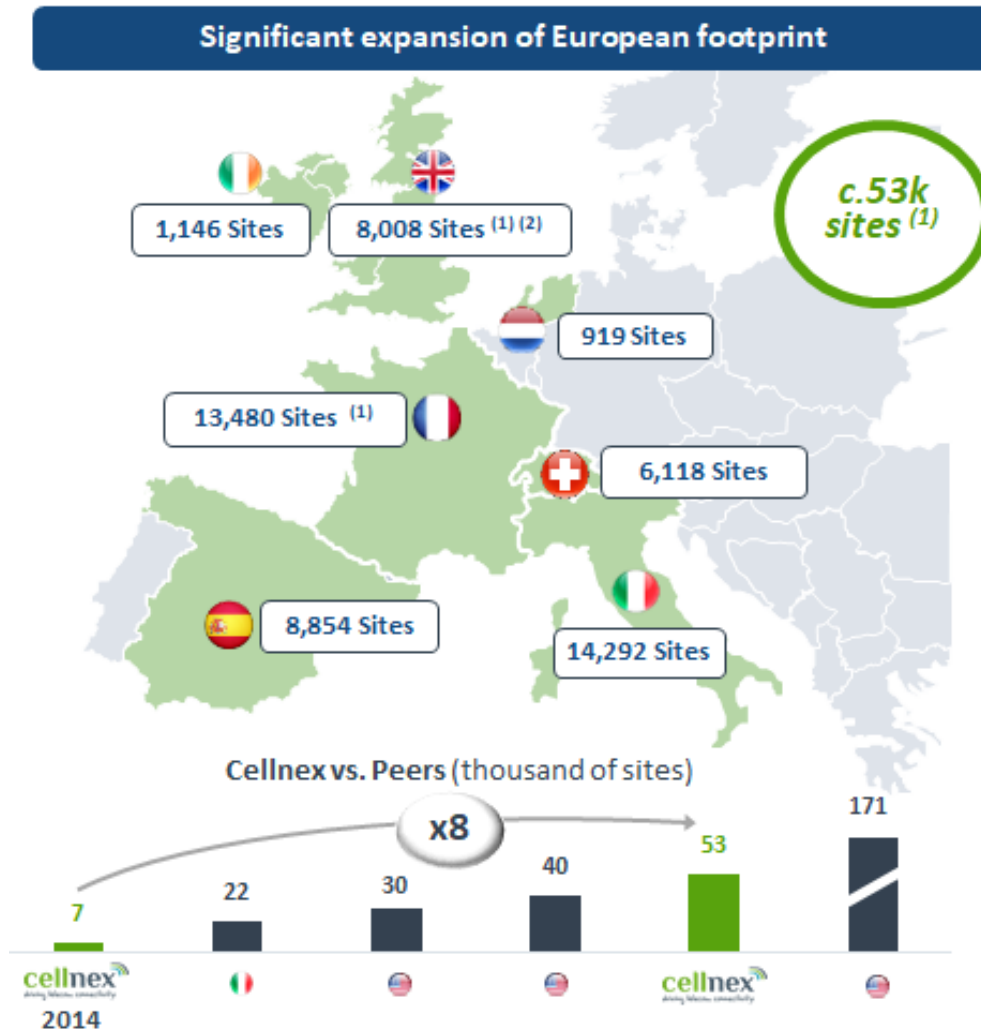
Cellnex's reference shareholders include Connect, with a 29.9% stake in the share capital, as well as CriteriaCaixa, Blackrock, Wellington Management Group and Canada Pension Plan, holding smaller stakes.

Appendix 1. Income statement and balance sheet 9M 2019

€ Mn	9M 2018 (IFRS16)	9M 2019 (IFRS16)
Broadcasting Infrastructure	175	176
Telecom Infrastructure Services	432	506
Other Network Services	59	71
Operating Income	665	753
Operating Expenses	-226	-255
EBITDA*	439	498
Non-Recurring Expenses	-67	-26
Depreciation & Amortization	-300	-341
Operating Profit	72	131
Net Financial Profit	-112	-166
Income Tax	13	20
Attributable to Non-Controlling Interests	2	3
Net Profit	-26	-12

*Adjusted EBITDA: relates to the "Operating profit" before "Depreciation and amortisation charge" after adding back (i) certain non-recurring items (such as cost related to acquisitions, contract renegotiation and redundancy provision) or (ii) certain non cash items (such as advances to customers and prepaid expenses).

€ Mn	FY 2018 (IFRS16)	9M 2019 (IFRS16)
Property, Plant and Equipment	1.904	2.266
Goodwill and Other Intangible Assets	1.904	3.216
Right-of-use-assets	574	784
Financial Investments & Other Fin. Assets	98	105
Non-Current Assets	4.479	6.371
Inventories	4	4
Trade and Other Receivables	194	283
Cash and Cash Equivalentes	456	2.320
Current Assets	654	2.607
Total Assets	5.133	8.979
Shareholders' Equity	615	2.039
Borrowings	2.993	4.952
Lease liabilities	424	582
Provisions and Other Liabilities	591	754
Non-Current Liabilities	4.008	6.289
Current Liabilities	510	651
Total Equity and Liabilities	5.133	8.979
Net debt	3.166	3.400



(1) Up to 53k sites assuming that all sites to be transferred or built under our M&A contracts are actually transferred or built, as applicable, by each relevant date. Excluding sites not owned (2) Including c.7,400 TIS sites acquired from Arqiva and excluding c.900 sites subject to marketing rights

Appendix 2. Significant events in 2019

January

- On 3 January, **Deutsche Telekom** renewed its certification for **Cellnex** as a "**Zero Outage Supplier**" for its quality standards in end-to-end management of the connectivity service for data transmission.

- On 8 January, Cellnex placed **€ 200 million in convertible bonds**, fungible with the convertible bonds amounting to € 600 million issued in January 2018. In both cases, the maturity date falls on 16 January 2026. The New Bonds will earn a fixed interest rate of 1.50% per annum. The shares underlying the New Bonds are equivalent to around 2.3% of Cellnex's capital prior to the issue.
- On 10 January, the **Basque government** awarded **Cellnex** a project to provide technology and **IoT connectivity 114 public social rental housing units** located in Vitoria-Gasteiz.

February

- On 25 February, Cellnex presented the **ecosystem of infrastructures necessary for the effective roll-out of 5G at MWC19**: Densifying the network using Distributed Antenna Systems (DAS) and Small Cells, the "backhaul" of optical fibre towers and antennas, and "Edge Computing".
- On 25 February, Cellnex, SITEP, Grupo MASMOVIL and 5G Barcelona presented a **firefighting drone using 5G technology** that will reduce response times, enable remote monitoring of the situation and optimise resources to extinguish the fire.
- On 27 February, Cellnex, Intel and NearbyComputing presented "**Adaptive Edge**", the technology that assigns network resources and computing in real time to situations of high data demand. Thanks to this technology, operators will be able, in advance and in real time, to adapt their need for network resources, free up bandwidth and improve the user experience.
- On 28 February, Cellnex announced a **capital increase of € 1.2 billion** - with pre-emptive rights for current shareholders and a subscription price of € 17.89 for each new share -, to increase the equity allocated to finance the expansion of the telecommunications infrastructure portfolio it manages in Europe.

March

- On 19 March, **Cellnex Switzerland and Swiss Fibre Net (SFN)** signed an **agreement** to work together to develop mobile communications in Switzerland using **optical fibre** connectivity to antennas and small cells, which are key elements for rolling out 5G.
- On 22 March, Cellnex announced the **close of the capital increase of € 1.2 billion**. 98.8% of the holders of pre-emptive rights took part in the increase. Demand was 16 times the total of 66.9 million new shares involved in the increase. The new shares began trading on the continuous market on 27 March.
- On 29 March, Cellnex unveiled the **Mobility Lab project**, developed by the company at the facilities of **Circuit ParcMotor Castellolí de Barcelona**, which makes it one of the first connected circuits in Europe and a pioneering and innovative testing space for the development of ITS associated to 5G technological solutions, sustainable mobility and the autonomous vehicle

April

- On 3 April, Cellnex joined the **Diversity Charter initiative in Spain**. The company's move to join this initiative reinforces its **commitment** to a socially respectful working environment favouring **equality, diversity and non-discrimination**.
- On 24 and 25 April, Cellnex presented the **infrastructure ecosystem** necessary to roll out **5G** at the **5G Forum in Malaga**, which particularly includes DAS systems, optical fibre and Edge Computing. The company also presented the usage cases linked to 5G on which it is working, particularly those linked to connected, autonomous and sustainable mobility and to the prevention and management of emergencies.

May

- On 7 May, the company announced a **Europe-wide agreement with Iliad - in France and Italy - and with Salt in Switzerland** which will spell an increase of 10,700 sites (5,700 in France, 2,200 in Italy and 2,800 in Switzerland) in the current portfolio, with an investment for Cellnex of € 2.7 billion. In addition to this agreement, which is expected to be concluded in the second half of the year, is the roll-out of 4,000 new sites up to 2027 (2,500 in France and 1,000 in Italy for Iliad, and 500 for Salt in Switzerland) with an overall planned investment of € 1.35 billion.
- On 9 May, the GSM approved the **re-election of Tobias Martinez as CEO** for the next three years and the ratification of the four proprietary directors representing Connect, the company's largest shareholder with 29.9% of the capital.
- On 13 May, Cellnex and the Third Social Sector Board of Catalonia extended **the scope of the project** that began at the end of 2017 to **install sensors in social housing** to 50 homes to continue moving forward in the application of connectivity and technologies linked to the Internet of Things (IoT) in this type of homes, aimed particularly at groups at risk of social exclusion.
- On 28 May, Cellnex activated the mobile network of the **Hadid Tower in Milan**, which it equipped with a **multi-operator Distributed Antenna System (DAS)** to provide connectivity for the 42 upper floors and three underground levels of this emblematic skyscraper, even in the elevators (which reach speeds of 7 metres per second).
- On 29 May, **Cellnex Telecom shares (CLNX SM) were admitted** to the **MSCI Europe index**.

June

- On 4 June, Cellnex and BT announced that they had signed a long-term strategic collaboration agreement through which Cellnex acquired the **operation and marketing rights of 220 tall telecoms towers** in the UK. The agreement, worth 100 million pounds, increases the number of sites that Cellnex will manage in the United Kingdom by almost 40%.
- On 25 June, Cellnex closes the **placement of € 850 million in convertible bonds** maturing in 2028. The Bonds will earn a fixed interest rate of 0.50% per annum. The shares underlying the bonds initially amount to 5.0% of the Cellnex's capital

July

- On 2 July, the **ICO** granted Cellnex Telecom a **€ 100 million loan**. The loan will be used to finance the group's internationalisation drive.
- On 3 July, the Cruïlla became the **first 5G European musical festival** thanks to Mobile World Capital Barcelona, Cellnex, ACCIONA, MASMOVIL and Qwilt, within the framework of the 5G Barcelona initiative. Those attending the tenth edition of the festival could experience what it feels like to enjoy a concert live from the stage, alongside their favourite artists, through an immersive 360º virtual reality experience using 5G technology.
- On 18 July, **Securitas Direct renewed and extended its IoT service contract with Cellnex** for a period of 15 years. Securitas Direct plans to gradually increase the type and number of devices connected to the Cellnex IoT network based on Sigfox technology. With Sigfox, Cellnex will up the capacity of its IoT network in Spain and extend its coverage to Portugal.
- On July 25, the Board of Directors appointed **Franco Bernabè as non-executive president of Cellnex**.

August

- Cellnex improved its FTSE4Good **sustainability score** for the third year in a row. The company achieved an **overall score** (ESG rating) of **4.4 out of 5** - up from 3.9 out of 5 in 2018 - was over the average of the selective in the telecommunications sector, which is 2.9 out of 5.

September

- On 10 September, Cellnex announced the **acquisition** of the Irish towers and telecommunications operator **Signal** for a company value of € 210 million. Signal currently operates 546 sites in **Ireland** and plans to roll out up to another 600 in the next 7 years. Ireland becomes the **seventh European country in which Cellnex is present**.

October

- On 1 October, Cellnex launched a **multi-operator DAS communications system** enabled for fifth generation (5G) technologies and standards in **Rome's PalaLottomatica**, the Sports Palace of the Italian capital.
- On 8 October, the Company announced the agreement to acquire **Arqiva's telecommunications division** for around £ 2 billion. The transaction includes 7,400 owned sites and acquiring the marketing rights of some 900 sites in the **United Kingdom**. It also includes concessions for the use of urban fixtures for the deployment in 14 districts of London for telecommunications infrastructure. The finalisation of the operation, subject to the competition authorities obtaining the corresponding administrative authorisations, and other suspensive conditions, is planned for the second half of 2020.

- On 8 October, Cellnex announced a capital increase of € 2.5 billion - with pre-emptive rights for current shareholders and a subscription price of € 28.85 for each new share -, to increase the equity allocated to finance the the acquisition of the Telecommunications division of Arqiva, as well as other projects in Cellnex's portfolio.
- On 31 October, Cellnex announced the **close of the capital increase of € 2.5 billion**. 99.53% of the holders of pre-emptive rights took part in the increase. Demand was 38.15 times the total of 86.7 million new shares involved in the increase. The new shares began trading on the continuous market on 7 November.

Corporate Affairs Department
Corporate Communication



Tel. +34 935 021 329
comunicacion@cellnextelecom.com

cellnextelecom.com/press