



January – December 2019 Results February 26, 2020



2019 a transformational year for Cellnex, and there's still potential for further value-accretive opportunities

Organic growth acceleration across the board and 2019 guidance beaten



+c.5.5% new organic PoPs year on year +c.25% DAS nodes

Solid financial performance

Revenues +15% vs. FY 2018 Adjusted EBITDA +16% RLFCF +15% Strong backlog of c.€44Bn post closings

Restless focus on integration

The right team and processes in place to keep pace with Cellnex's outstanding growth execution

High visibility on M&A pipeline

Initial agreements create a precedent for a more progressive relationship

Cellnex has invested / committed c.€8Bn for M&A projects in 2019

Financial flexibility to continue executing growth

Significant capital structure flexibility and a wide array of funding options available

Outstanding execution of Rights Issues throughout the year, c.€3.7Bn raised

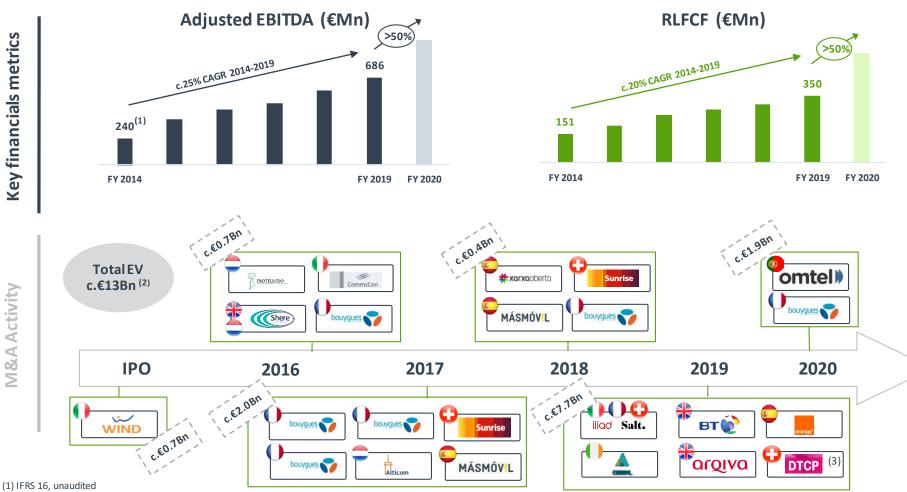
2019 financial outlook beaten

New 2020 guidance implying >50% growth in key metrics – Adjusted EBITDA to reach [€1,065Mn – €1,085Mn]

Guidance excludes Arqiva (to be updated upon its closing)



Cellnex's strong performance underpinned by organic growth and a successful M&A execution



(2) Includes future Capex commitments

Key financials metrics

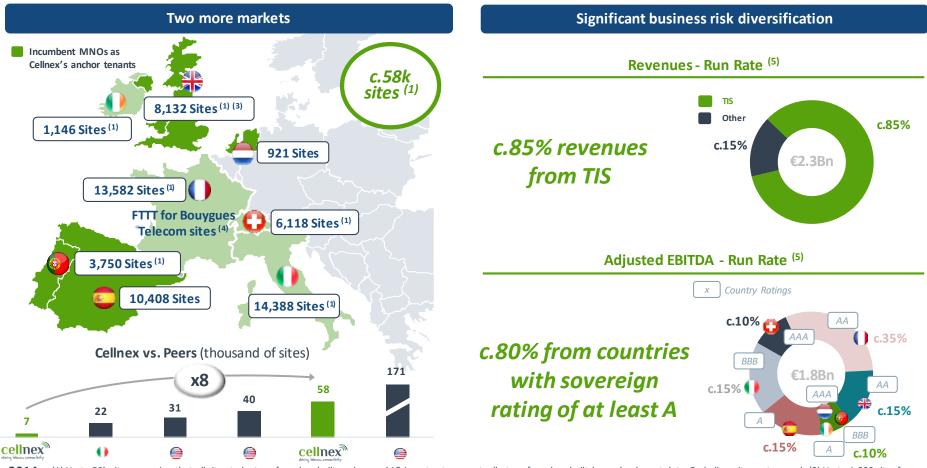
M&A Activity

(3) Cellnex Telecom reinforces its position in Switzerland through the acquisition in Dec 2019 of DTCP's remaining stake in Cellnex Switzerland (Cellnex Telecom to own 72% of the share capital of Cellnex Switzerland). For more details please see 2019 Consolidated Financial Statements

Results January – December 2019



Largest <u>independent</u> TowerCo in Europe with up to c.58k sites ⁽¹⁾, of which up to c.9k ⁽²⁾ to be executed through BTS programs



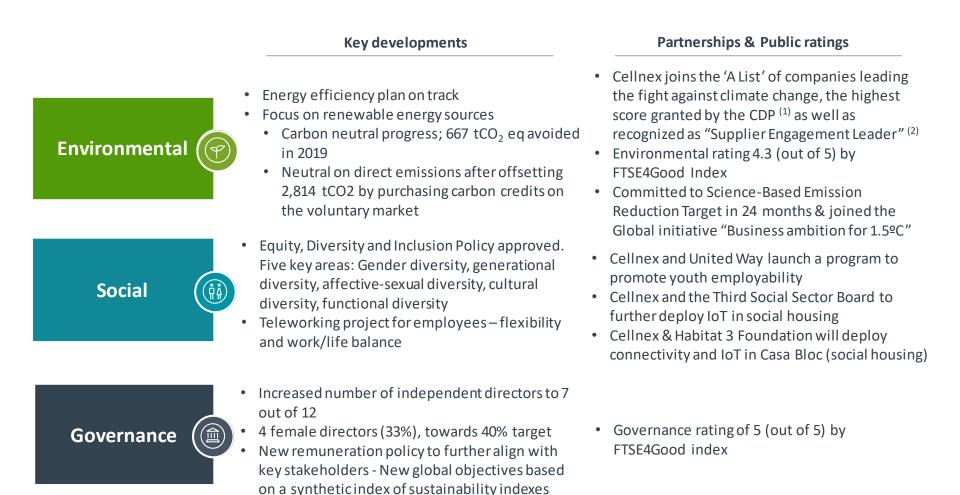
2014 (1) Up to 58k sites assuming that all sites to be transferred or built under our M&A contracts are actually transferred or built by each relevant date. Excluding sites not owned; (2) Up to 1,800 sites for Bouygues Telecom + c.3,500 sites for Iliad + up to 350 sites for Sunrise + c.500 sites for Salt + up to 1,150 sites for Wind Tre + up to 600 sites in Ireland + up to 750 sites for MEO; (3) Including c.7,400 sites acquired from Arqiva and excluding c.900 managed sites; (4) Of which c.5,000 sites owned by Cellnex; (5) Including future contribution from recent deals, plus contracted perimeter as of FY 2019. Management estimate based on 2019 revenues and Adjusted EBITDA and including run rate revenues and Adjusted EBITDA contribution under our M&A contracts signed to date, respectively, based on the assumption that all sites that may, subject to certain conditions, be transferred or built under Cellnex's acquisition agreements, purchase commitments and BTS programs are actually transferred to Cellnex or built and transferred to Cellnex, as applicable, by each relevant date

Results January – December 2019

The Period in a Nutshell

Cellnex is fully committed to ESG disclosure





(1) Carbon Disclosure Project is a global non-profit organization that manages a global system of disclosure for investors, companies, cities, states and regions to manage their environmental impact. Only 12% of the more than 8,400 companies and organizations assessed worldwide – 179 in total – are part of the "A List"

(2) Over 4,800 companies in total were assessed and only the top 3% were recognized as global leaders for engaging its supply chain against climate change

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Location: UK Cellnex improves mobile broadband connectivity at Manchester City's Ethad Stadium

MANNAN STREET

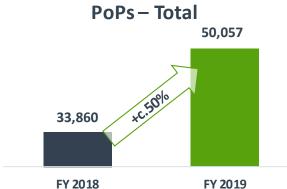
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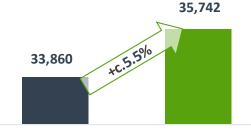






FY 2018FY 2019Contribution from both organicgrowth and change of perimeter

PoPs – Organic Growth



FY 2018 FY 2019 New organic PoPs mainly due to network densification, new mobile operator in Italy and progress on BTS programs



Contribution from organic growth

(1) Customer ratio excludes change of perimeter (organic growth only, including BTS)







Business Highlights

Continued commercial drive to secure future organic growth

- Intense commercial activity in the quarter, with pick up in colocations from third parties, whilst assessing additional requests
- Framework agreement signed with Arteria for a 10-year period, involving marketing rights for 200 towers and c.600 land plots for future BTS
- Iliad transaction closed in December, thus larger platform to start generating further organic growth
- Ongoing solid commercial activity in the quarter boosted by Iliad
- Iliad transaction closed in December, thus larger platform to start generating further organic growth
- Second tranche of towers from Orange Spain transferred in January, thus strengthening our relationship with one of the leading MNOs in Europe (already an anchor tenant on c.2,000 sites)
- Deutsche Telekom renews Cellnex's certification as "Zero Outage Supplier" for the third year in a row
- Assessing opportunities related to broadband connectivity in several La Liga stadiums through DAS systems
- Analyzing a project to deploy fiber to the tower across several Spanish provinces
- New cycle of broadcasting contract renewals and managing the second digital dividend process
- Significant commercial activity leading to new colocations in the quarter and already executing the BTS program for Salt
- Diversifying our client base by targeting a number of connectivity projects: i) DAS & WiFi being negotiated for an iconic facility ii) IoT discussions with a top tier counterpart iii) in-house solution presented to a top Swiss corporate
- \mathbf{R}
- Cellnex to provide broadband connectivity to the Manchester City stadium, and assessing other relevant projects to provide indoor solutions
- Final stage of the TfL tender process
- Ireland already delivering organic growth through new tenants and BTS execution, and assessing opportunities to deploy fiber to the tower

- Portugal a new market to start generating organic growth and already assessing commercial opportunities
- Across Europe, targeting a number of organic growth projects, including 5G upgrade opportunities and indoor DAS solutions

Recurring Levered Free Cash Flow (RLFCF)

Continued strong RLFCF growth +15% year on year



Figures in €Mn

(1) Includes organic growth from new PoPs and efficiencies

(2) Gradual Adjusted EBITDA contribution from contracted Bouygues Telecom, Sunrise and Wind Tre sites (existing sites + BTS)

(3) Adjusted EBITDA contribution from: c.3 quarters XOC + c.1^{1/2} quarter Salt towers + c.2 quarters BT sites UK + c.1 quarter Cignal + limited impact Iliad + other small transactions

(4) Corresponds to the difference between the remaining RLFCF lines (payment of leases excluding efficiencies but including change of perimeter, maintenance Capex, change WC, cash interest, cash tax and dividends to minorities)





Revenues increase 15% year on year, with Adjusted EBITDA growth +16% and RLFCF growth +15%

RLFCF (€Mn)	Jan-Dec	Jan-Dec	
	2018	2019	
Telecom Infrastructure Services	586	699	
Broadcasting Infrastructure	233	235	
Other Network Services	82	101	
Operating Income	901	1,035	(+15%)
Staff Costs	-114	-127	\sim
Repair and Maintenance	-32	-36	
Leases	-11	-12	
Utilities	-73	-86	
General and Other Services	-80	-88	
Operating Expenses	-311	-349	
Adjusted EBITDA	591	686	(+16%)
% Margin without pass through	68%	68%	\sim
Net payment of lease liabilities	-166	-192	
Maintenance capital expenditures	-31	-41	
Changes in working capital	2	0	
Net payment of interest	-65	-77	
Income tax payment	-20	-25	
Net Dividends to non-controlling interests	-6	-1	
Recurring Levered FCF	305	350	(+15%)

Telecom Infrastructure Services up mainly due to organic growth, progress made on BTS programs and acquisitions (gradual transfer of Bouygues sites in France, Salt in Switzerland, Ireland and project with BT in the UK)

- Broadcast revenues stable
- Other Network Services up due to XOC
- Like-for-like Opex flat ⁽¹⁾, as a result of the efficiencies program in place
- Strong control on payment of leases despite increased perimeter (mostly France and Switzerland)
- Maintenance Capex in line with guidance
- Interest paid according to capital structure in place and coupons payment schedule
- Slight increase in cash tax despite larger business perimeter reflecting optimization measures in place and no change in working capital in line with company guidance

Backup Excel file available on Cellnex's website

(1) Including the impact of efficiencies in payment of leases (not accounted for as Opex under IFRS 16)



Balance Sheet and Consolidated Income Statement

Balance Sheet (€Mn)	Dec 2018	Dec 2019
Non Current Assets	4,479	10,280
Property, Plant and Equipment	1,904	2,986
Intangible Assets	1,904	5,738 🛄
Right of Use	574	1,251 2
Financial Investments & Other Fin. Assets	98	305
Current Assets	654	2,721
Inventories	4	2
Trade and Other Receivables	194	367
Cash and Cash Equivalentes	456	2,352 📑
Total Assets	5,133	13,001
Shareholders' Equity	615	5,051
Borrowings	2,993	5,091
Lease Liabilities	424	945 2
Provisions and Other Liabilities	591	1,254
Non Current Liabilities	4,008	7,289
Borrowings	103	47
Lease Liabilities	102	207 (2
Provisions and Other Liabilities	305	406
Current Liabilities	510	661
Total Equity and Liabilities	5,133	13,001
Net Debt	3,166	3,938

Income Statement (€Mn)	Jan-Dec 2018	Jan-Dec 2019
Operating Income	901	1,035
Operating Expenses	-311	-349
2) Non-recurring expenses Depreciation & amortisation	-75 -403	-42 -501
Operating profit	113	142
Net financial profit Income Tax Attributable to non-controlling interests	-149 18 3	-197 36 9
Net Profit Attributable to the Parent Company	-15	-9

Strong liquidity position to face committed investments

- Prudent PPA ⁽¹⁾ process leads to fixed assets allocation primarily, with only marginal impact on goodwill
- The adoption of IFRS 16 helps the leverage comparability among peers, as it equalizes the treatment of both land ownership and the management of ground leases
- Significant generation of cash and reinforced liquidity position mainly due to rights issues executed in the year and the issuance of debt instruments

- Income mostly reflects:
 - D&A charges (prudent PPA process)
 - Net interest increase associated with strengthened liquidity position

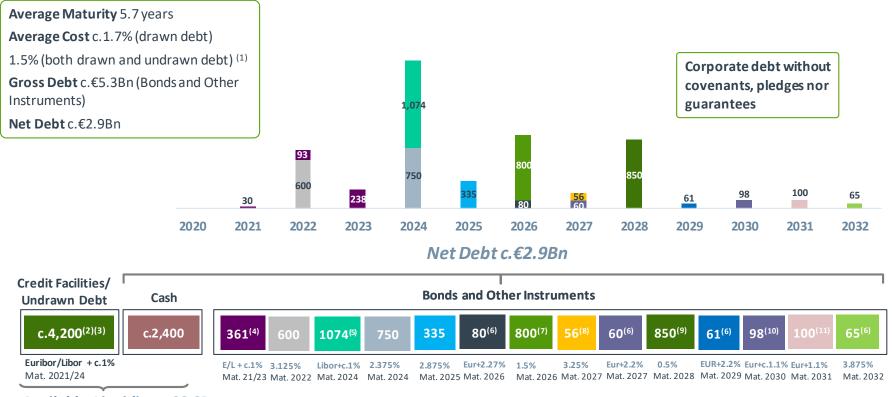
(1) Purchase Price Allocation

(2) Provision of the workforce agreement in Spain partially cashed out in 2018 and 2019. To be completed in 2020



Financial Structure as of December 2019 – Excluding IFRS 16 Impact

Total available liquidity of c.€6.6Bn, with a decreasing average cost of debt



Available Liquidity c.€6.6Bn

Figures in €Mn

(1) Considering current Euribor rates; cost over full financing period to maturity

(2) Including RCF €1,500Mn + c.€300Mn bilaterals + GBP2Bn facilities agreement (€2.4Bn assuming a GBP/EUR 1.2 rate) not yet drawn (if drawn upon the Arqiva closing it will act as a natural hedge)

(3) RCF; credit facilities Euribor 1M/3M; floor of 0% applies

(4) Includes c.GBP330Mn debt; natural hedge investment in Cellnex UK

(5) €583Mn debt in Swiss Francs at corporate level (natural hedge) + €491Mn debt in Swiss Francs at local level in Switzerland. No financial covenant nor share pledge (Swiss Tower and/or Cellnex Switzerland) consistent with all the debt placed at Parent Company Corporate level

(6) Private placement

(7) Convertible bond into Cellnex shares (conversion price c.€33.6902 per share). Includes 200Mn convertible issued in Jan19 (8) Bilateral Ioan

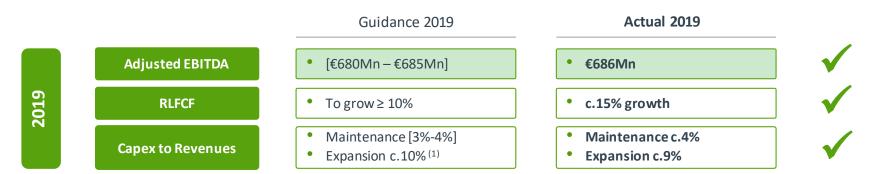
(9) Convertible bond into Cellnex shares (effective conversion price c.€53.7753 per share)

- (10) EIB
- (11) ICO Loan

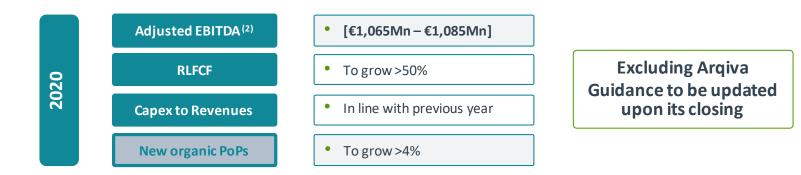


Financial Outlook

2019 financial outlook beaten...



... and 2020 outlook implying >50% growth in key metrics



(1) Capex guidance excludes BTS programs

(2) Adjusted EBITDA 2020 (IFRS 16) = $\leq 686Mn + Change of perimeter$ (OMTEL Portugal - closed in January 2020) + Iliad France (closed in December 2019) + Iliad Italy (closed in December 2019 - 20% of existing perimeter to be gradually transferred over 2020) + Orange Spain (closed in December 2019) + Ireland (closed in September 2019) + Salt Switzerland (closed in August 2019) + gradual contribution from contracted growth (Build-to-suit programs) + other small M&A transactions + Organic Growth/Efficiencies - Group adaptation costs as a result of recent growth execution (corporate functions)

M&A Update

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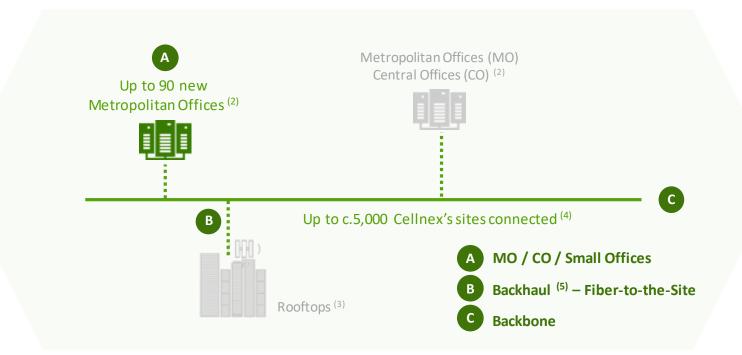
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ocation: Italy



Fixed and Mobile Transport Fiber Network⁽¹⁾



Building a full 5G infrastructure ecosystem

Strategic transformation of our customer's transport network given the strong growth in data traffic, fixed/mobile convergence and the arrival of 5G technology, providing high capacity and low latency for new services

(1) Project scope does not consider FTTH

- (2) In total up to 240 strategic sites for Bouygues Telecom, including up to 62 existing MSCs and MOs and the construction of up to 88 MOs and COs
- (3) Up to 4,600 Cellnex urban sites (acquisition of c.2,400 sites from Bouygues Telecom + construction of up to 2,200 sites)
- (4) Including urban sites and strategic sites, but excluding c.500 rural towers

(5) Intermediate links between backbone and subnetworks. Cell phones communicating with a macro tower constitute a subnetwork and the connection between the macro tower and the rest of the network begins with a backhaul link



Cellnex to become MNOs' partner of choice by expanding into the 5G value chain

Blueprint model poised to change the sector dynamics...

Connecting up to 5,000 Cellnex's sites

i) FTTT ⁽¹⁾ for Cellnex and third party sites, *ii)* BTS of up to 90 MOs ⁽²⁾ and, *iii)* backbone connecting all infrastructures

Becoming the first end-toend telecom infrastructure provider in France

Blueprint model that can be replicated with other key anchor tenants

Cellnex as the ideal industrial partner to tackle this challenge

One of the few players in Europe who can reach these type of blueprint agreements

Significant contribution to financials

Total investment of up to €1Bn Adjusted EBITDA contribution of up to c.€80Mn (IFRS 16) upon completion c.€4Bn backlog

Tower economics

Bouygues Telecom as an anchor tenant, long-term MSA

Ability to offer capacity to third parties providing organic growth visibility

Fully compliant with M&A investment criteria

Fully aligned with Cellnex's strategy and strict financial discipline Underpinning Cellnex's "Excellent" Business Risk Profile

... with towers at the core of Cellnex's strategy

(1) Fiber-to-the-Tower and Fiber-to-the-Rooftop
 (2) Metropolitan Offices



Description	 Maximum project scope: Fiber-to-the-Tower for Bouygues Telecom sites, of which c.5,000 sites owned by Cellnex Deployment of up to 90 new Metropolitan Offices Connectivity of telecom sites, Metropolitan Offices and Office Buildings Master Service Agreement with Bouygues Telecom Initial term of 30 years, to be automatically extended for one 5-year period (all or nothing basis) 1% annual fixed fee escalator Bouygues Telecom as anchor client with run rate figures substantially secured (more than 80% of revenues guaranteed by Bouygues Telecom) 30% of the network capacity will be available for sale to third parties Financials subject to the execution of the maximum project perimeter⁽¹⁾ Total investment of up to €1Bn, with associated adjusted EBITDA of up to c.€80Mn (IFRS 16) and RLFCF of c.€60Mn upon project completion (rollout over the next 7 years) Backlog of c.€4Bn
Structure	 Agreement with Bouygues Telecom to co-invest through a newly incorporated company Cellnex to retain 100% of economic rights over the initial 35-year period; 51% thereafter Cellnex to own a 51% stake (voting rights) in the company The project will be financed through available cash reserves and future cash flows Subject to customary regulatory approvals

(1) All financials (required investment and associated revenues and EBITDA contribution), to be adjusted accordingly

Frequently Asked Questions

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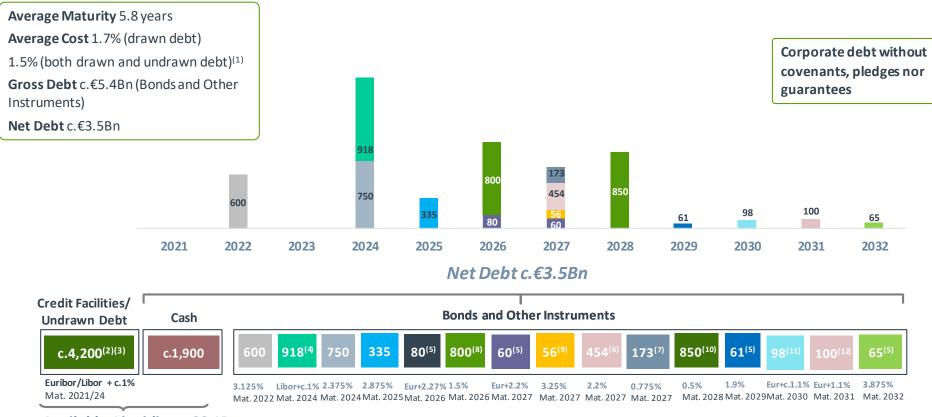
Edge computing Netherlands

Frequently Asked Questions



Financial Structure as of February 2020 – Excluding IFRS 16 Impact

Total available liquidity of c. \in 6.1Bn, with a decreasing average cost of debt



Available Liquidity c.€6.1Bn

Figures in €Mn

(1) Considering current Euribor rates; cost over full financing period to maturity

(2) Including RCF €1,500Mn + c.€300Mn bilaterals + GBP 2Bn facilities agreement (€2.4Bn assuming a GBP/EUR 1.2 rate) not yet drawn (if drawn upon the Arqiva closing it will act as a natural hedge)

(3) RCF; credit facilities Euribor 1M/3M; floor of 0% applies

Results January – December 2019

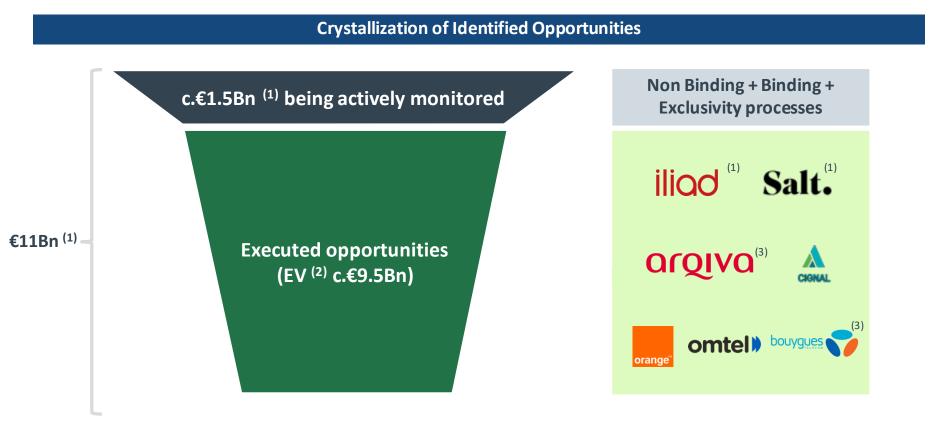
(4) €419Mn debt in Swiss Francs at corporate level (natural hedge) + €499Mn debt in Swiss Francs at local level in Switzerland. No financial covenant nor share pledge (Swiss Tower and/or Cellnex Switzerland) consistent with all the debt placed at Parent Company Corporate level

- (5) Private placement
- (6) C.€454Mn bond swapped to GBP; natural hedge investment in Cellnex UK Ltd
- (7) €173Mn bond in CHF
- (8) Convertible bond into Cellnex shares (conversion price c.€33.6902 per share). Includes 200Mn convertible issued in Jan19 (9) Bilateral loan
- (10) Convertible bond into Cellnex shares (effective conversion price c.€53.7753 per share)
- x (11) EIB
 - (12) ICO Loan



Progress on short term pipeline

Out of the total market opportunities of c.€11Bn⁽¹⁾ identified in February 2019, c.€9.5Bn⁽²⁾ already signed and c.€1.5Bn⁽¹⁾ being actively monitored...



... with <u>further</u> value-accretive opportunities to come

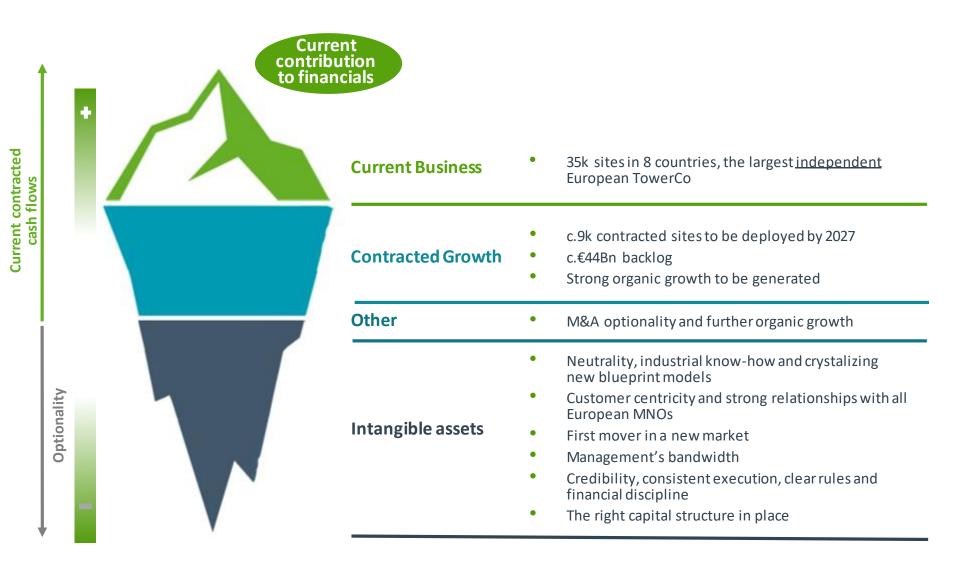
(1) Based on Enterprise Value, assuming 100% acquisition of the relevant target, and including BTS programs

(2) c. \leq 4Bn Iliad & Salt + c. \leq 2.4Bn Arqiva + c. \leq 0.3Bn Cignal + c. \leq 0.3Bn Orange Spain + DTCP put option (c. \leq 100Mn) + c. \leq 0.9Bn OMTEL + c. \leq 1Bn co-investment agreement with Bouygues Telecom + other small M&A transactions. Calculated proportionally to the actual stakes acquired

(3) All transactions closed except for Arqiva (to be paid upon closing) and the co-investment agreement with Bouygues Telecom (subject to customary regulatory approvals)

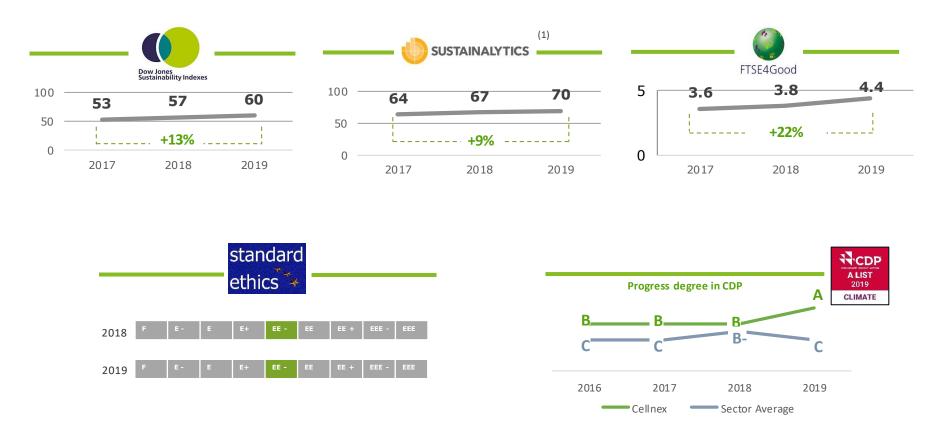
Frequently Asked Questions Cellnex beyond valuation

cellnex driving telecom connectivity





Substantial efforts made on ESG have been recognized Cellnex to keep on executing its strong ambition with regards to sustainability



(1) Score before new methodology in order to provide comparability with previous years. Score of 70 is equivalent to a rating of 24.9 under the new methodology

Definitions



Term	Definition
Adjusted EBITDA	Profit from operations before D&A and after adding back certain non-recurring and non-cashitems (such as advances to customers and prepaid expenses)
Adjusted EBITDA margin	Adjusted EBITDA divided by total revenues excluding elements pass-through to customers (mostly electricity) from both expenses and revenues
Anchor tenant/customer	Anchor customers are telecom operators from which the Company has acquired assets
Backlog	Represents management's estimate of the amount of contracted revenues that Cellnex expects will result in future revenue from certain existing contracts. This amount is based on a number of assumptions and estimates, including assumptions related to the performance of a number of the existing contracts at a particular date but do not include adjustments for inflation. One of the main assumptions relates to the contract renewals, and in accordance with the consolidated financial statements, contracts for services have renewable terms including, in some cases, 'all or nothing' clauses and in some instances may be cancelled under certain circumstances by the customer at short notice without penalty.
(BTS) Build-to-suit	Towers that are built to meet the needs of the customer, including Engineering Services
Customer Ratio	The customer ratio relates to the average number of operators in eachsite. It is obtained by dividing the number of operators by the average number of Telecom Infrastructure Services sites in the year
DAS	A distributed antenna system is a network of spatially separated antenna nodes connected to a common source via a transport medium that provides wireless service within a geographic area or structure
Expansion Capex	Investment related to business expansion that generates additional adjusted EBITDA, including build to-suit (Bouygues and Sunrise programmes), decommissioning, telecom site a daptation for new tenants, prepayments of land leases, and land a cquisitions.
EngineeringServices	On request of its customers Cellnex carries out certain works and studies such as adaptation, engineering and design services which represent a separate income stream and performance obligation. The costs incurred in relation to these services can be internal personnel costs or outsourced. The revenue in relation to these services is generally recognised as the costs are incurred
Maintenance Capex	Investments in existing tangible or intangible assets, such as investment in infrastructure, equipment and information techndogy systems, and are primarily linked to keeping sites in good working order, but which excludes investment in increasing the capacity of sites
M&A	Investments in shareholdings of companies as well as significant investments in acquiring portfolios of sites (asset purchase)
MNO	Mobile Network Operator
Net Debt	Excludes PROFIT grants and loans

Definitions



Term	Definition
Node	A node receives the optical signal from the BTS venue and transforms it into radio frequency signal and then transfers it to antennas after amplifying it
РоР	Points of presence, an artificial demarcation point or interface point between communicating entities. Each tenant on a given site is considered a PoP. In the 5G/IoT ecosystem, PoP definition could be reviewed (there are small tenants that might be considered not a unity of PoP), especially when related to a djacent-asset classes to the sites
RLFCF	Recurring Operating Free Cash Flow plus/minus changes in working capital, plus interest received, minus interest expense paid , minus income tax paid, and minus minorities
TIS	Telecom Infrastructure Services

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