

Cellnex Site-as-a-Service

Expanding the network without heavy investments



As network providers face increasing demands to expand their infrastructure, finding efficient solutions is key. While co-locating on an existing tower offers the fastest and most cost-effective option, this isn't always available. In these cases, building a new site – whether on a rooftop or a new tower – can be a lengthy and expensive process, requiring a substantial investment.

With Cellnex Site-as-a-Service, you can expand your network with up to **90% less capex**, while maintaining full control over the site as if it were being built in-house. Cellnex handles all aspects of site acquisition and construction, tailoring everything to your exact requirements. This results in a high-quality, customized site that not only meets your needs but also gives your network a competitive edge.

Cellnex Site-as-a-Service provides the best of two worlds. It offers clients the same level of control as if the site were built in-house, while delivering the simplicity and efficiency of a co-location model. This solution ensures that your requirements for antenna location and height are fully prioritized, while offering an optimal operational environment with room for future expansion – all without the complexities of traditional site development.

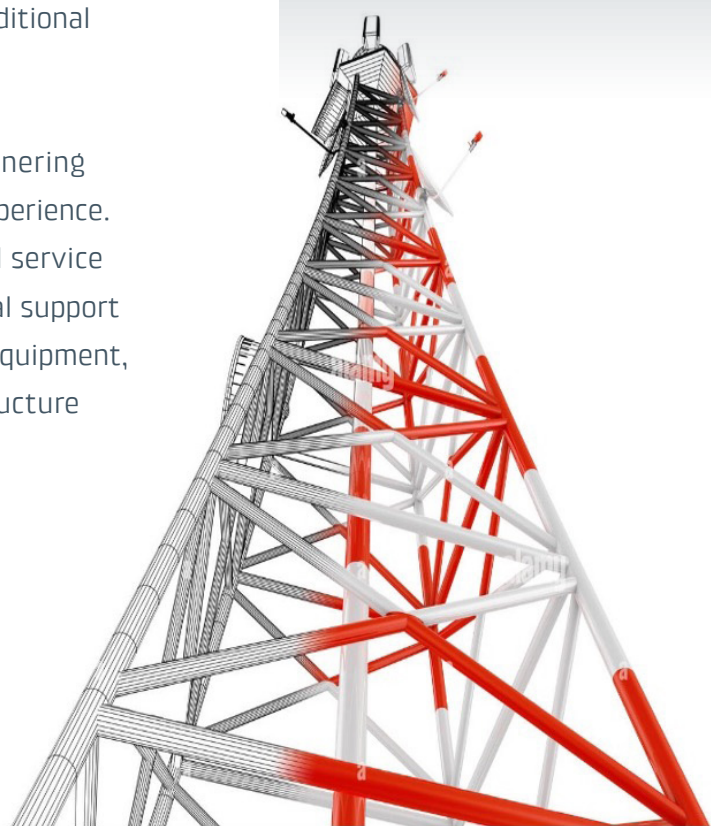
With over 130,000 sites in operation, you will be partnering with a provider that boasts unparalleled operational experience. A Swedish based NOC together with a nationwide field service organization offer some of the most capable operational support in the market. While you install and operate the radio equipment, Cellnex will monitor and manage the passive infrastructure serving you.

COST EFFICIENT

Capex spending is reduced to a minimum. No opex spending before the site is in operation and generate revenue. Price model is simple with fixed and predictable expenses.

SOLID COMMITMENTS

With operations across Europe, operating more than 130 000 sites Cellnex is a reliable long term partner. Cellnex will guarantee the site for as long as necessary. Should the lease rights expire, Cellnex will provide an equivalent site at no extra cost.



Simplicity is a guiding principle in all collaborations with Cellnex. The service includes clear delineations of responsibilities, where you, as the client, are responsible for the nominal radio plans and always have the final say on the selection of site candidates. Cellnex is responsible for site acquisition, construction, and the installation of power. The business model is based on fixed costs, with no charges incurred until the site is accepted and operational, ensuring that Cellnex clients only pay once the facility begins generating revenue. Cellnex guarantees availability, and in the event of a loss of lease rights, Cellnex will provide a replacement site with equivalent radio coverage at no additional cost.

TURNKEY SOLUTION

Based on your nominal plan, Cellnex will propose a roof or a tower location. Following your candidate approval, Cellnex will acquire and construct the site as a full end-to-end turnkey project.

LATEST TECHNOLOGY

Sites are built in cooperation with leading suppliers and service providers. Access is provided through an advanced key-less digital access system. Security and availability are fundamentals.



Service Features and Benefits

With Cellnex Site-as-a-Service, there will be no need for large initial capex to build and maintain tower or rooftop sites. With a predicable lease and no need of tying up capital in infrastructure, cash flow management will be improved, which in turn will lead to **Cost efficiency and Capital optimization**.

In cooperation with Europe's leading tower company, you can rest assure that sites will be deployed with maximum efficiency. Given Cellnex unparalleled experience, time to market will be reduced leading to a **Faster rollout and Improved coverage**.

As the network grows, additional tower space can be added without the full investment burden. In cooperation with Cellnex, clients can easily adapt capacity with technology upgrades without investing in new infrastructure, providing a competitive edge in terms of **Scalability and Flexibility**.

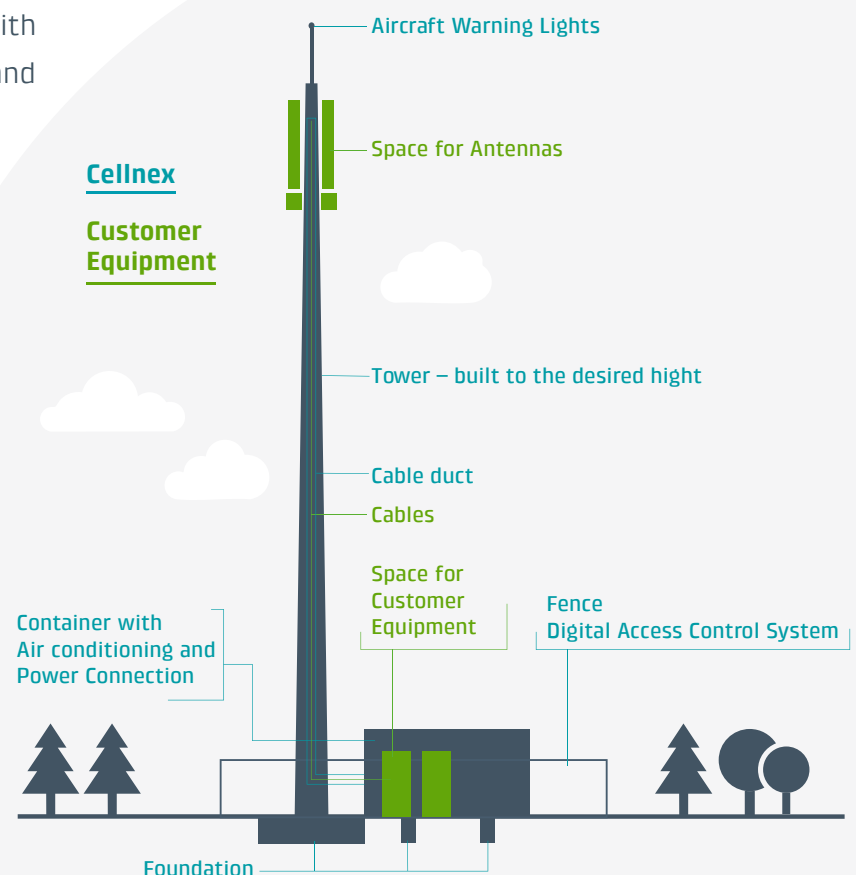
Leading operators worldwide collaborate with tower companies to maximize efficiency, and shared infrastructure is encouraged by authorities, promoting network quality and minimum environmental disturbance. By adapting to best practice on the global market, your business will align to the **Industry trends and Regulatory benefits**.

OPERATIONAL EXCELLENCE

Proactive maintenance is carried out according to a rigid schedule. A nationwide field service and a full scale Swedish NOC with domestic personnel provides excellence in operations and fault management.

ENVIRONMENTAL PROTECTION

Cellnex applies high standards for environmental compensation, with programs for biodiversity and tree planting. Energy is exclusively provided from green and sustainable sources. As Europe's leading tower company, Cellnex forms part of multiple leading ESG indices.



Cellnex at a Glance

- Cellnex is Europe's leading tower company with operations in ten countries, more than 3000 employees and a revenue of 3.9 Bn € (2024).
- With presence on the Swedish market since 2021, Cellnex currently holds c.20% market share in terms of mobile sites. In 2024, the Swedish business presented a revenue of 635 Mn SEK.
- Cellnex Sweden is a full scale provider of rollout services, including site acquisition and construction, as well as operation and maintenance services. The company is in cooperation with all major network providers and is operating across the entire country.



Staffan Lindbäck, Managing Director

Tel: 0735 - 33 7148

staffan.lindback@cellnextelecom.se



Håkan Pettersson, Head of Commercial

Tel: 0735 - 201 000

hakan.pettersson@cellnextelecom.se



commercial@cellnextelecom.se

Solna strandväg 84, 171 54 Solna

www.cellnex.com/se-sv