

Results 2021

Cellnex revenue grows 58% to €2.536 billion

The company closes 2021 with 63% growth in EBITDA and a 61% rise in recurring levered free cash flow (RLFCF)

In 2021, Cellnex closed growth transactions in France (Hivory), Austria, Denmark, Ireland, Italy and Sweden (CK Hutchison), Poland (Play and Polkomtel Infrastructura) and the Netherlands (TMobile NL sites) with an associated investment of €18.8 billion

Additionally during last months Cellnex has reached new growth agreements in France, Portugal, the UK and the Netherlands with an accumulated investment of €1.9 billion

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- The main financial indicators ¹ continue to reflect the effect of **geographic expansion** –after the integrations in 2020 and 2021– and the **strength of the Group's organic business**:
 - **Revenue** ² stood at **€2.536 billion** (vs. €1.608 billion in 2020); **adjusted EBITDA €1.921 billion** (vs. €1.182 billion 2020); and **recurring levered free cash flow €981 million** (vs €610 million 2020).
 - **Points of presence (PoPs) increased approximately 70%** (with 6.2% organic growth, including the effect of the roll-out of new sites in the period).
 - **Cellnex confirms its forecast for FY 2022** with revenue of between **€3.46 and €3.51 billion**, EBITDA somewhere between **€2.65 and €2.7 billion** and approximately **39% growth in recurring cash flow** (€1.35–€1.38 billion).
 - **Net debt**³ at 31 December 2021 amounted to **€11.919 billion**.
 - Currently **87% of the debt** is referenced to a fixed rate.
 - At the close of December 2021 Cellnex had **available liquidity** (treasury and undrawn debt) of c. **€8.6 billion**.
 - The Company has **reached** the principal **objectives** it set in its **ESG Master Plan 2021–2025** for the financial year, including those related to the **environment, social responsibility and governance** and has been **recognised by the main sustainability indexes** as one of the leading companies in its sector in the fight against climate change. In addition, **Cellnex has structured and implemented** its new **sustainability-linked Financing framework**.

¹ Excel support document available at www.cellnextelecom.com

² Corresponds to Operating Income excluding Advances to customers. See the Consolidated Financial Statements for the period ended on 31 December 2021

³ Excluding lease liabilities

- In 2021 the company also set up **the Cellnex Foundation** to boost **connectivity as a universal right and reduce the digital, social and territorial divide**, especially among the most vulnerable individuals and groups.

Barcelona, 25 February 2022. Cellnex Telecom has presented its results for the financial year 2021. Revenue amounted to €2.536 billion (+58%) and adjusted EBITDA grew to €1.921 billion (+63%) reflecting, together with organic growth, the effect of consolidating the assets the Company acquired in 2020 and 2021. Recurring levered free cash flow was €981 million (+61%).

The net result for the year was negative (-€351 million) due to the substantial impact of higher amortisations (+73% vs. 2020) and financial costs (+64% vs. 2020) associated with the intense acquisition activity and the consequent expansion of the Group's geographic footprint, as well as two extraordinary and non-recurring impacts on the result for the year. These correspond to the voluntary early retirement plan for Cellnex Spain subsidiaries for the period 2022–2025 (€80 million) which was announced in December 2021, and the increase in corporate tax in the United Kingdom, which will rise from the current 19% to 25% in 2023 (impact of c. €100 million corresponding to the updating of deferred taxes).

Bertrand Kan, Chairman of Cellnex reflected on 2021 by saying “It has been an excellent year for Cellnex. We are very pleased with another year of strong growth in operations, cash flow and margins, in line with guidance. In terms of business composition, we have achieved strong progress, starting operations in one new country, Poland, and consolidating our position in France, the Netherlands, Portugal and Ireland. In addition, we have continued to expand the scope of our business, starting to provide fibre, active equipment and other services to our clients”.

“Generally, we continue to benefit from the secular trend of increasing connectivity between people, things, societies and economies and the technological evolution that facilitates it, in which our passive and active infrastructure services play a key role.”

Tobias Martinez, CEO of Cellnex, highlighted how “growth has been driven by both organic and inorganic factors. The consolidation of our operations in five of the six countries in which we acquired assets from CK Hutchison following the 2020 agreement and the acquisitions announced in the early months of 2021 has grown the Company's geographic footprint, with double-digit increases –between 50% and 60%– in revenue, EBITDA and recurring cash flow. This growth will continue to have a significant knock-on effect in 2022, when several of these operations will have been part of the Group for a full year”.

“We have also seen a positive performance in terms of organic growth, which increased to around 6.2%, demonstrating the strength of our business and strategy”.

“As our Chairman has pointed out, in 2021 we demonstrated our ability to grow in like-for-like terms, with services ‘adjacent’ to towers that increase the ways we can support our customers. We continue to strengthen our long-term partnerships and relationships, which is evidenced by our new multi-decade agreement with BT in the United Kingdom to strengthen the current service provision agreement, which now can be extended up to 2040. We also continue to bet on connectivity projects in public transport networks, private networks for industry or with DAS and Small Cell technologies in high-density environments. These business lines will continue to support our organic growth over the next few years.”

José Manuel Aisa, CFO and M&A Director of Cellnex, noted the Company's ability to finance itself on the markets, underlining how “the Group's growth strategy continues to find strong support in the debt and capital markets. 2021 once again showed Cellnex's attractiveness, completing another €7 billion rights issue —the fourth in two years— and launching and covering five bond issues for a cumulative amount of more than €6 billion. We continue to find our investors to be very receptive to and benefit from good conditions in terms of cost of debt. I would also highlight that we have formalised the financial framework for the issuance of debt linked to ESG objectives, an essential step for the Group as we look to the next issuance of sustainable bonds.”

Business lines. Main indicators for the period

- **Infrastructure services for mobile telecommunications operators** contributed **87%** to revenue (€2.215 billion), up 74% on 2020.
- The **broadcasting infrastructure** business contributed **9%** of revenue (€219 million).
- The business focused on **security and emergency service networks and solutions for smart urban infrastructure management** (IoT and Smart cities) contributed **4%** of revenue, totalling €103 million.
- At 31 December, the **company's main market is Spain with 21% of Group income, followed by Italy, with 20% and France with 16%.**
- **At 31 December**, Cellnex had a total of **101,802 operational sites** (without taking into account the sites to be rolled out and operations pending completion): 4,494 in Austria, 1,411 in Denmark, 10,368 in Spain, 22,797 in France, 1,834 in Ireland, 20,272 in Italy, 4,069 in the Netherlands, 14,651 in Poland, 5,875 in Portugal, 7,996 in the United Kingdom, 2,668 in Sweden and 5,367 in Switzerland; **to which we should add 5,213 DAS and Small Cells nodes** (around 50% more compared to 2020).
- **Organic growth in points of presence** at the sites stood at **+6.2%** in relation to 2020, including the effect of the roll-out of new sites during the period.

Financial structure and tax contribution

Cellnex has a **debt structure that is flexible**, owing to the **various instruments** used.

- The **Group's net debt** as of 31 December -excluding lease liabilities- **stood at €11.919 billion** compared to €4.9 billion at the close of 2020.
- Currently **87% of the debt is referenced to a fixed rate.**
- In 2021 the company performed five **bond issues**: one in **February** –in three tranches– for a total of **€2.5 billion**; one in **March** for **150 million Swiss francs**; one in **May** for **€1 billion**; one in **June** –the first in the United States– for **\$600 million** on a long-term basis (20 years); and one in **September** –in two tranches– for a total of **€1.85 billion**.
- Similarly, in April Cellnex launched a **€7 billion rights issue** to bolster the Company's available resources to finance the expansion of its telecommunications infrastructure portfolio in Europe.
- **At the close of December 2021**, Cellnex has access to **immediate liquidity** (cash and undrawn debt) of approximately **€8.6 billion**.
- **Cellnex Telecom's issues maintain Fitch's investment grade rating (BBB-)** with a stable outlook, confirmed in January 2022. For its part, S&P confirmed the BB+ rating with a stable outlook in June 2021.
- In FY 2021 Cellnex's total **tax contribution** (own taxation + taxes paid by third parties) in FY 2021 –applying the OECD's cash basis accounting methodology– stood at **€510 million**. Of these funds, a total of €292 million correspond to own taxes and essentially include taxes on profits, local taxes, fees and the social security business charge. The company has been **adhering to the Code of Good Tax Practices** since 2020.
- Cellnex **does not rule out opening up the capital structure of certain subsidiaries** to allow the entry of **minority shareholders as a means of additional financing**.

Concluding operations worth €18.8 billion and new growth agreements

In 2021 Cellnex concluded acquisitions in France (Hivory), Austria, Denmark, Ireland, Italy and Sweden (CK Hutchison), Poland (Play and Polkomtel Infrastructure) and the Netherlands (DT sites) through which it has incorporated a total of **46,600 sites** to its portfolio of infrastructures in Europe and Build to Suit (BTS) programmes covering more than **13,000 new sites** in these countries up to 2030. The overall investment associated with these operations was over **€18.8 billion**.

New growth agreements for €1.9 billion

Beyond the closing of these transactions, in recent months the company has also announced **new agreements in France** with **Bouygues Telecom** –for the construction of up to 2,850 new additional sites by 2028, the acquisition of two additional Central Offices (datacenters) and the expansion of the joint fibre to the tower deployment project announced in 2020–, and with **Iliad**, –for the roll-out of up to 2,000 new additional sites by 2028–; in addition to the agreement with **Société du Grand Paris** to provide connectivity to the new lines 16 and 17 of the Parisian underground. Overall additional **total investment** in France is close to **€1.5 billion**.

Significant **new investments** in this period include the **agreements** reached in **Portugal** to expand cooperation with **MEO** –through the acquisition of nearly 700 additional sites– as well as the acquisition of 63 sites from **ONI**; the **projects to provide connectivity** to the **London to Brighton** rail line in the **United Kingdom**; and the **ProRail** rail network in the **Netherlands**. These total close to **€400 million** of additional spending.

Cellnex has also reached an **agreement with BT to enhance their current MSSA** (Master Site Service Agreement) due to end in 2030, with a multidecade partnership agreement, which includes the option to extend it until 2040 with an “all or nothing” clause.

Agreement to exercise purchase rights on minority stakes

Additionally, as was already planned, the Company has **exercised the right to purchase the 30% that Iliad still held in the tower company** (with an investment of €950 million) that was created to manage the sites acquired by Cellnex from Iliad in **France** in 2019. Both companies, Iliad and Cellnex, have also reached an agreement through which Cellnex **increased its stake by 10%** (to reach 70%, with an investment of €140 million) **in the company that manages the Play sites in Poland**, while Iliad will continue to hold 30%.

The cash outflow associated with the exercise of these purchase rights may be offset by the estimated proceeds - around €1.1 billion - from the divestment of 3,200 sites in France, required by the French competition authority, as well as from the potential divestment in the UK that may be proposed by the UK’s Competition and Markets Authority (CMA) as a result of the current phase two investigation of the acquisition of CK Hutchison's UK assets.

Outlook for 2022

Cellnex confirms the forecasts for the various key indicators (Revenue, EBITDA and free and recurring cash flow) for financial year 2022:

- Estimated **Revenue: between €3.46 and €3.51 billion**
- Estimated **EBITDA: between €2.65 and €2.7 billion**
- Estimated **RLFCF: between €1.35 and €1.38 billion**

And it reiterates the growth outlook announced for the **period 2021–2025** with **13% annualised growth in revenue** (up to €4.1-€4.3 billion in 2025), **+15% in EBITDA** (up to €3.3-€3.5 billion in 2025) and **+21% in free and recurring cash flow** (up to €2-€2.2 billion in 2025).

About Cellnex Telecom

The efficient deployment of next-generation connectivity is essential to drive technological innovation and accelerate inclusive economic growth. Cellnex Telecom is the independent wireless telecommunications and broadcasting infrastructure operator that enables operators to access Europe's most extensive network of advanced telecommunications infrastructure 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 136,000 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: telecommunication infrastructures 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 (Carbon Disclosure Project), Sustainalytics, FTSE4Good, MSCI and Standard Ethics. Cellnex's reference shareholders include Edizione, GIC, TCI, Blackrock, Canada Pension Plan, CriteriaCaixa, Wellington Management Group, Capital Group, FMR and Norges Bank.

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

Appendix 1. Income Statement and Balance Sheet (IFRS16)

€ Mn	FY 2020	FY 2021
Broadcasting Infrastructure	227	219
Telecom Infrastructure Services	1.276	2.215
Other Network Services	105	103
Revenues ⁽¹⁾	1.608	2.536
Staff Costs	-152	-208
Repair and Maintenance	-50	-79
Utilities	-102	-159
General and Other Services	-122	-169
Operating Expenses	-427	-615
Adjusted EBITDA ⁽²⁾	1.182	1.921
% margin ⁽³⁾	1	1
Non-Recurring Expenses	-49	-176
Depreciation & Amortization	-974	-1.688
Operating Profit	158	57
Net Financial Profit	-360	-591
Income Tax	49	159
Attributable to Non-Controlling Interests	18	24
Net Profit Attributable to the Parent Company	-135	-351

(1) Corresponds to Operating income excluding Advances to customers. See the Consolidated Financial Statements for the period ended on 31 December 2021

(2) Adjusted EBITDA is an alternative performance measure ("APM") as defined in the guidelines issued by the European Securities and Markets Authority on October 5, 2015 on alternative performance measures (the "ESMA Guidelines"). Please see Integrated Annual Report, section 2.3, APM's as of 31.12.2021.

(3) Adjusted EBITDA divided by total revenues excluding elements pass-through to customers (mostly electricity) from both expenses and income

Audited figures		
€ Mn	FY 2020	FY 2021
Assets		
Goodwill	2.734	5.980
Fixed Assets	13.527	26.666
Right-of-use Assets	2.147	3.283
Financial Investments & Other Fin. Assets ¹	534	784
Non-Current Assets	18.942	36.712
Inventories	2	3
Trade and Other Receivables ²	508	1.156
Cash and short term deposits	4.652	3.927
Current Assets	5.162	5.085
Total Assets	24.104	41.797
Equity & Liabilities		
Share Capital and Others	8.798	16.323
Share Capital	122	170
Treasury Shares	-8	-61
Share Premium	7.770	14.581
Non-Controlling Interests	915	1.634
Reserves	132	-465
Reserves	268	-114
Profit for the Period	-135	-351
Shareholders' Equity	8.930	15.858
Borrowings	9.314	14.911
Lease Liabilities	1.483	2.306
Provisions and Other Liabilities ³	3.308	5.999
Non-Current Liabilities	14.105	23.216
Borrowings	76	719
Lease Liabilities	273	530
Trade and Other Payables ⁴	720	1.474
Current Liabilities	1.069	2.723
Total Equity and Liabilities	24.104	41.797

(1) Includes "Derivative financial instruments", "Trade and other receivables" and "Deferred tax assets". See the Consolidated Financial Statements for the period ended on 31 December 2021

(2) Includes "Receivables from associates" and "Financial investments". See the Consolidated Financial Statements for the period ended on 31 December 2021

(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 31 December 2021

(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 31 December 2021

Appendix 2. Significant events of 2021

January

- **On 4 January**, Franco Bernabé resigns as proprietary director and Chairman of the Board of Directors for personal reasons.
- **On 11 January**, Cellnex announces the completion of the purchase of CK Hutchison's assets in Austria, Ireland and Denmark formalised at the end of December.
- **On 21 January**, Cellnex announces an agreement with Deutsche Telekom to integrate T-Mobile Infra BV's 3,150 sites in the Netherlands and launch an investment fund in independently managed digital infrastructure.
- **On 22 January**, the Cellnex Board appoints Bertrand Kan as Non-Executive Chairman of Cellnex.
- **26 de enero**, Cellnex announces the completion of the purchase of CK Hutchison's assets in Sweden.
- **On 29 January**, Deutsche Telekom renews Cellnex's status as a "Zero Outage Supplier" for the fourth year in a row in Spain.

February

- **On 3 February**, the Company announces an agreement with SFR to acquire some 10,500 sites in France and the launch of a rights issue subject to the renewal of the delegation by the Ordinary General Meeting of shareholders to the Board of Directors of the power to increase capital.
- **On 9 February**, Cellnex concludes the placement of a bond issue in three tranches for a total amount of €2.5 billion.
- **On 26 February**, Cellnex announces an agreement with Cyfrowy Polsat to acquire 99.99% of its telecommunications infrastructure subsidiary, Polkomtel Infrastruktura.

March

- **On 3 March**, Cellnex, Nokia and Quobis successfully conclude the 5G Lean project to bring connectivity to rural areas using neutral, shared and sustainable infrastructure.
- **10 de marzo**, Cellnex concludes the placement of a bond issue for a total amount of 150 millions in Swiss Francs.
- **On 16 March**, Network Rail awards Cellnex the contract to provide connectivity for the London-Brighton railway line.
- **On 29 March**, Cellnex holds its Shareholders' Meeting which approves the delegation to the Board of the power to increase the share capital as a mandatory step prior to the launch of the rights issue announced in February.
- **On 30 March**, Cellnex launches a €7 billion rights issue to finance its growth.
- **On 31 March**, Cellnex concludes the purchase of the network of some 7,000 Play sites in Poland.

April

- **On 21 April**, Cellnex announces the completion of the €7 billion rights issue.

- **On 30 April**, Dutch railway manager ProRail awards Cellnex the contract for the management and expansion of its telecommunications infrastructure.

May

- **On 10 May**, the Board of Directors approves the distribution of a dividend charged to the share premium reserve –with a payment date of 17 June– for the sum of €11.8 million (€0.01740 per share).
- **On May 25**, Cellnex completes the placement of a €1 billion bond issue.
- **On 28 May**, Cellnex obtains a score of 15.5 in the Sustainalytics 'ESG Risk Rating', entering the top 5 in the sector and consolidating its position in the 'low risk' category in terms of ESG.

June

- **On 2 June**, after obtaining permission from the competition authorities, Cellnex and Deutsche Telekom conclude the merger of their telecommunications tower business in the Netherlands.
- **On 9 June**, Cellnex receives clearance from the Polish competition authority (UOKiK) for the acquisition of Polkomtel Infrastruktura.
- **On 17 June**, the Italian competition authority gives the green light for Cellnex's acquisition of CK Hutchison's assets.
- **On 24 June**, the Science-Based Targets initiative (SBTi) approves Cellnex's emission-reduction targets.
- **On 28 June**, Cellnex presents the socioeconomic potential of 5G at MWC21.
- **On 29 June**, Cellnex concludes the placement of a bond issue for the sum of 600 million dollars – the first on the United States market – over a long term (20 years).

July

- **On 1 July**, Cellnex concludes the purchase of CK Hutchison's assets in Italy.
- **On 9 July**, Cellnex completes the acquisition of Polkomtel Infrastruktura.
- **On 12 July**, Cellnex sets up the Cellnex Foundation to bridge the digital, social and territorial divide through connectivity.
- **On 14 July**, The Cellnex Foundation launches its first acceleration programme for start-ups with social impact.
- **On 28 July**, the Board of Directors appoints Kate Holgate as an Independent Director.

August

- **On 4 August**, FTSE Russell confirms Cellnex progress in ESG.
- **On 27 August**, MSCI upgrades Cellnex's ESG rating.

September

- **On 6 September**, Cellnex concludes the placement of a bond issue for the sum of €1.85 billion in two tranches.
- **On 7 September**, Cellnex wins a Grupo Prisa award for its Zero Emissions Rural Site.
- **On 27 September**, Cellnex is awarded the contract to provide mobile coverage for new metro lines 16 and 17 of the Grand Paris Express.

October

- **On 25 October**, French competition authority green-lights Cellnex's acquisition of Hivory.
- **On 28 October**, Cellnex concludes the purchase of Hivory in France.

November

- **On 8 November**, GRESB and Vigeo Eiris upgrade Cellnex's ESG performance.
- **On 27 November**, Cellnex receives the FEDECOM award in London.

December

- **On 10 December**, Cellnex consolidates its position on CDP's "A List" for its fight against climate change.
- **On 29 December**, Cellnex collaborates with UNICEF to support the distribution of COVID-19 vaccines to vulnerable countries.

Annex 3. Significant events of the first months of 2022

January

- **On 4 January**, Deutsche Telekom renews Cellnex's status as a "Zero Outage Supplier" for the fourth year in a row in Spain.
- **On 26 January**, Cellnex enters the Bloomberg Gender Equality Index for its commitment to equity, diversity and inclusion.

February

- **On 3 February**, Lorin Networks chooses Cellnex infrastructures to install and deploy a national IoT network in Portugal.
- **On 15 February**, Cellnex is recognised by CDP as a "Supplier Engagement Leader 2021" for its action in the fight against climate change and its effort to measure and reduce the environmental impact in its supply chain.

Appendix 4. 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” (section 2.3) of Cellnex Telecom, S.A. Consolidated Management Report for the year ended 31 December 2021, published as of today. 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 year ended 31 December 2021 please see the backup excel file published today by Cellnex Telecom, S.A.

All the documents are available on Cellnex website (www.cellnextelecom.com):

- Backup Excel File:
<https://www.cellnextelecom.com/en/investor-relations/quarterly-results/>
- FY 2021 Consolidated Financial Statements:
<https://www.cellnextelecom.com/en/investor-relations/annual-report/>

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