



# Results Presentation of Q1/2024

Vienna, April 16, 2024





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# EuroTeleSites emerges as Europe's third-largest listed tower company in a fast-growing region with around 30 million people

- **Leading European tower company with 13,496 sites** providing leasing of antenna and equipment space as well as power backup
- Operating in a strong economic region with ~30 million people: 6 markets, in which EuroTeleSites is in most of its markets first or second in terms of macro sites
- Master Lease Agreement: Industry-standard, long-term agreement signed with **A1 as anchor tenant**
- Business model: Strong, stable model offering significant visibility on reliable and **growing revenue** and cash flows
- 170 full-time employees across EuroTeleSites Group

## Strong Tower Footprint in six European countries





## Highlights of Q1/2024

# EuroTeleSites is on track to deliver on its growth targets

## Highlights

- EuroTeleSites has built 49 new sites, generating in total an increase of 31 sites
- Successfully onboarding of 53 new third-party tenants
- Growing demand for data from customers across all industries lead to additional infrastructure investments; tenancy ratio stable as number of sites is growing
- Mandatory upgrades and new sites in Austria as agreed with anchor tenant
- Long-standing framework agreements in Austria with an important landlord ensured
- Regulator in Austria auctioned frequencies in 3.6 GhZ and 26 GhZ (mmWave) bands, all major MNOs won frequencies. Potentially be positive for data growth and locations demand in the midterm

## Challenges

- Rollouts in the international segment progressing
- Political rhetoric in Croatia could produce headwinds in the rollout of 5G
- New competitor in the Serbian market

# EuroTeleSites' business model resulted in a robust performance across key metrics

# Q1/24



**13,496**

Sites in 6 countries

**1.23x**

Tenancy Ratio

Total Revenues

mEUR

63.9

EBITDA / Margin

54.4 / 85.1%

EBITDAaL / Margin

36.2 / 56.6%

CAPEX

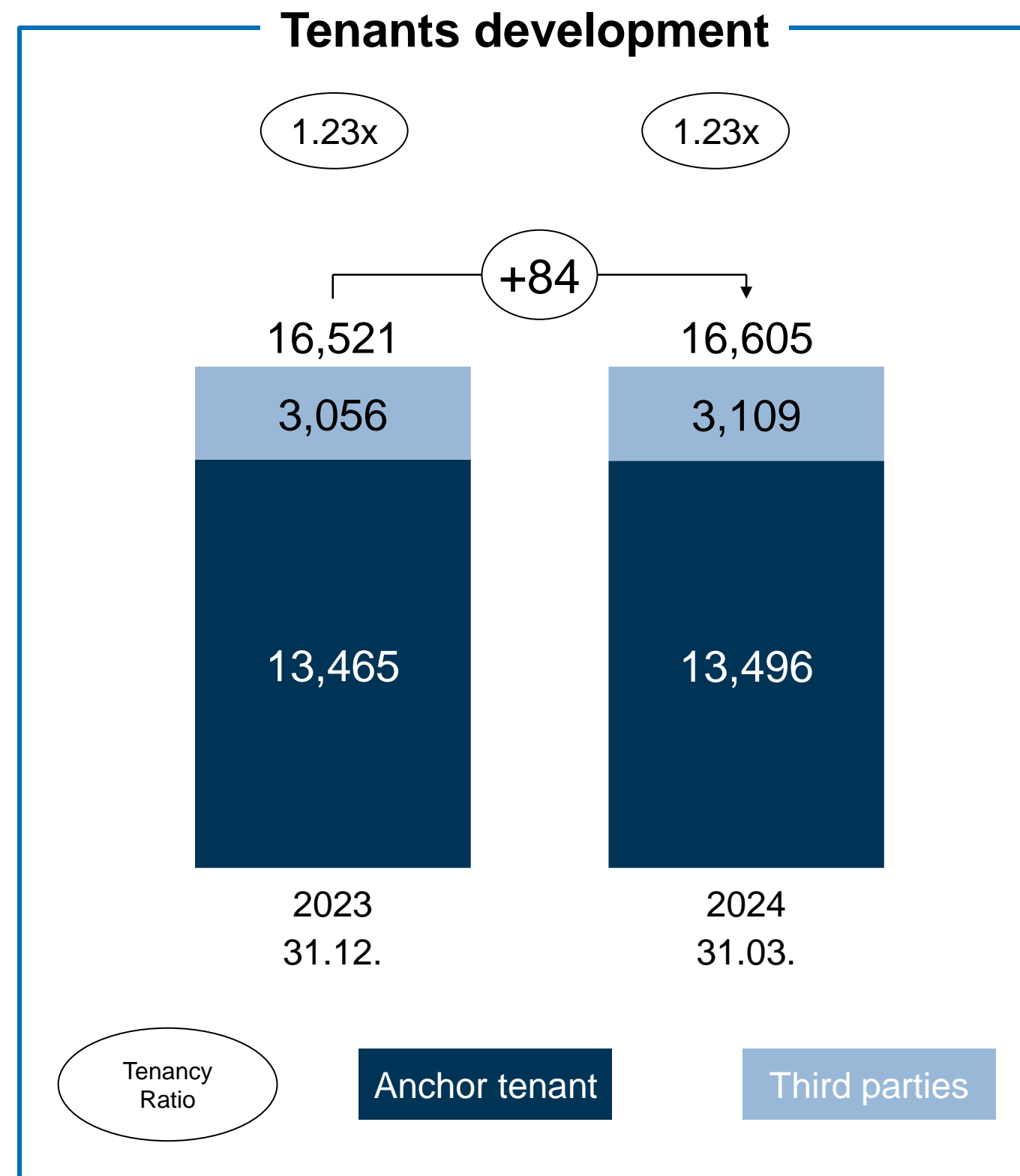
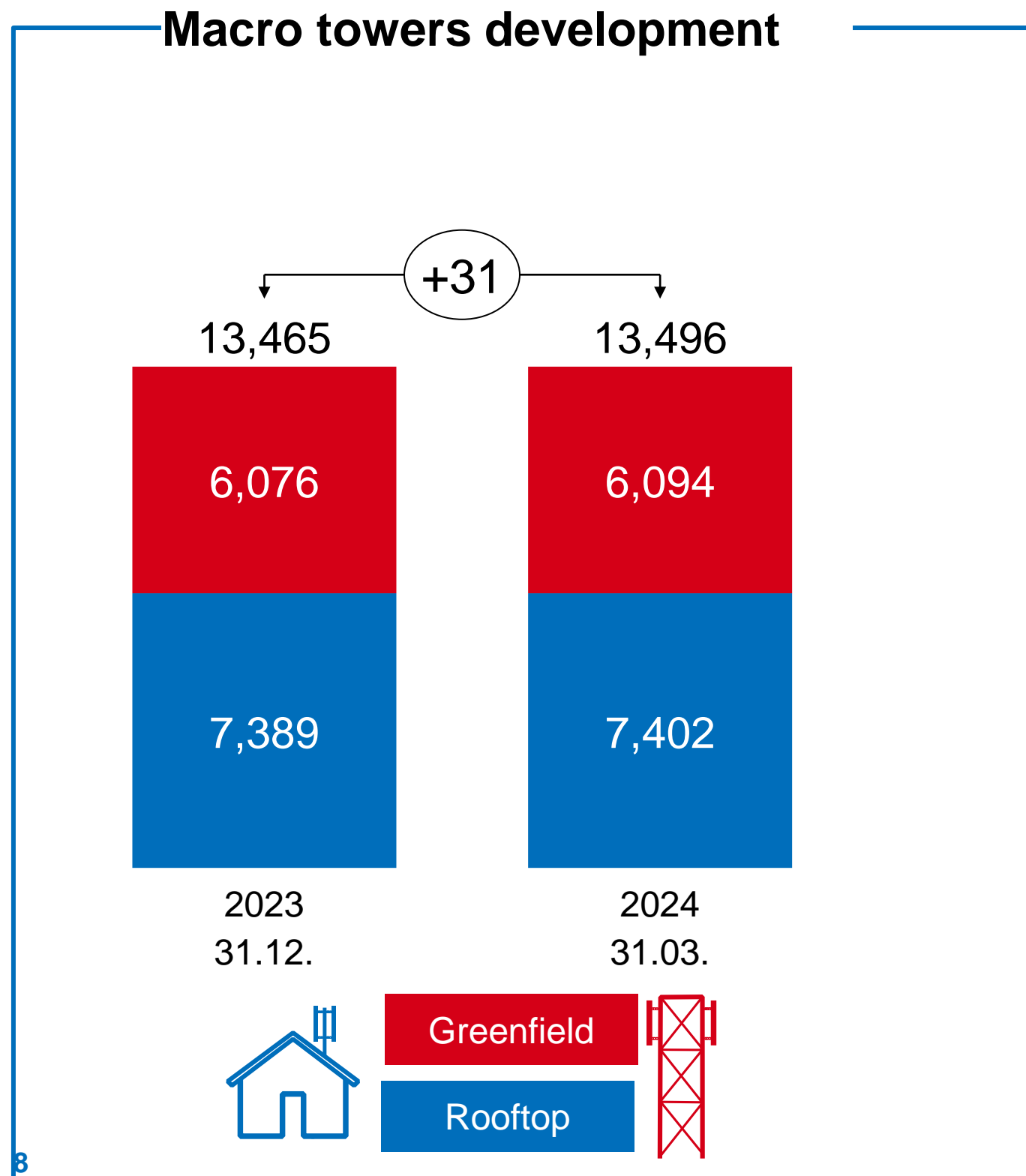
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# **Business Model and CAPEX**

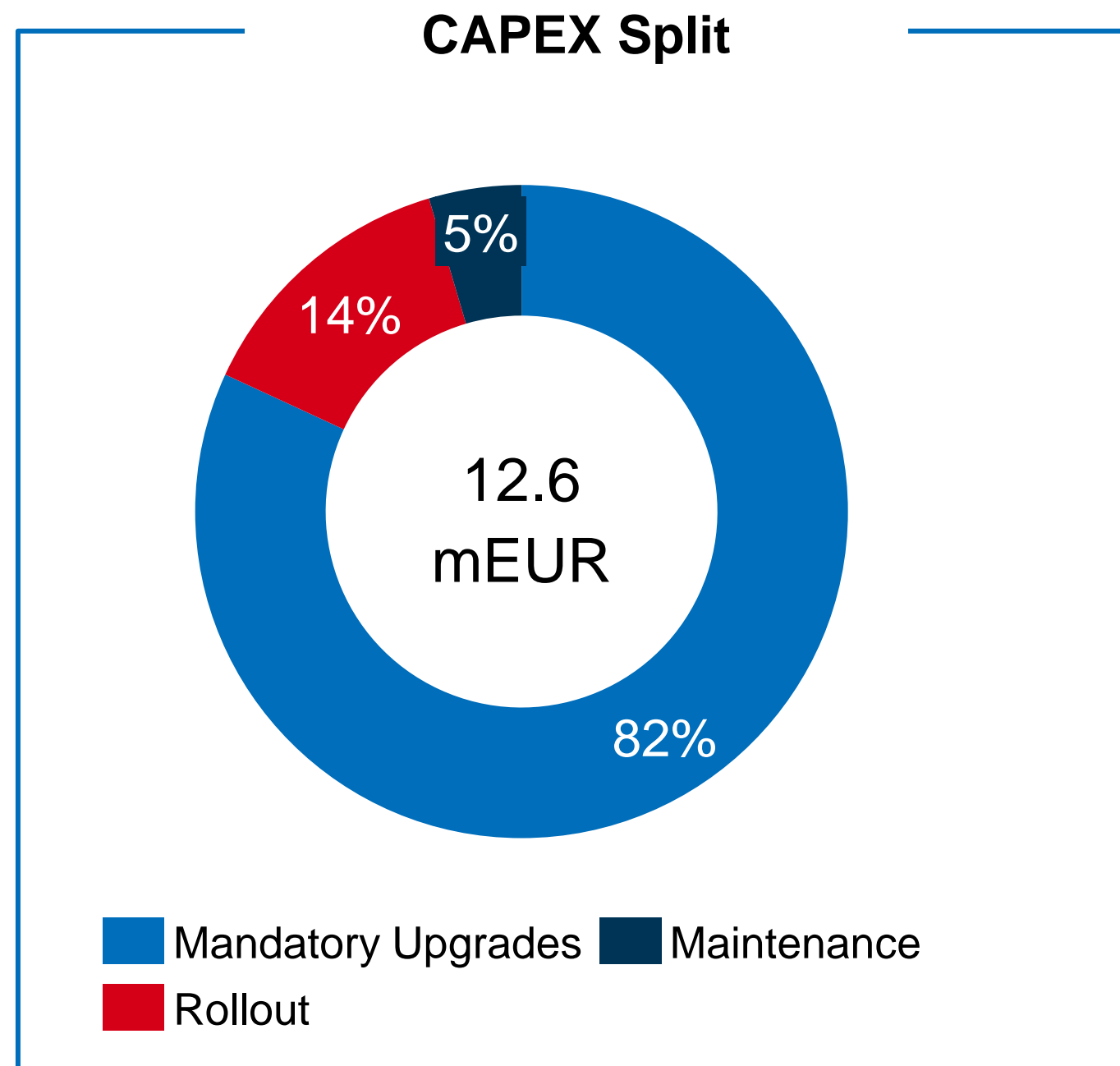
January 1 – March 31, 2024

# EuroTeleSites has built 49 new sites, generating an increase of 31 sites. And successfully onboarding of 53 new third-party tenants





# Total CAPEX lower vs. last reporting driven by seasonal effects. Mandatory upgrades still outline the largest share in the CAPEX



- Comments**
- Mandatory Upgrades:
    - make the tower ready for the anchor tenant's standard configuration and for a second tenant
    - Mandatory upgrades are already included in the leasing fee
  - 49 new locations were built across the footprint, thereof 18 locations were relocated



# Financials

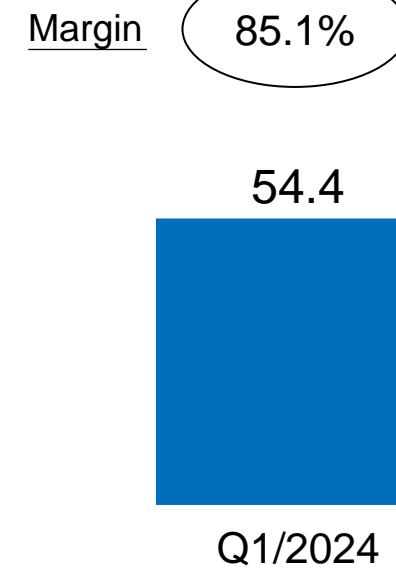
January 1 – March 31, 2024

# Group results | Margins and ratios confirm a successful first quarter

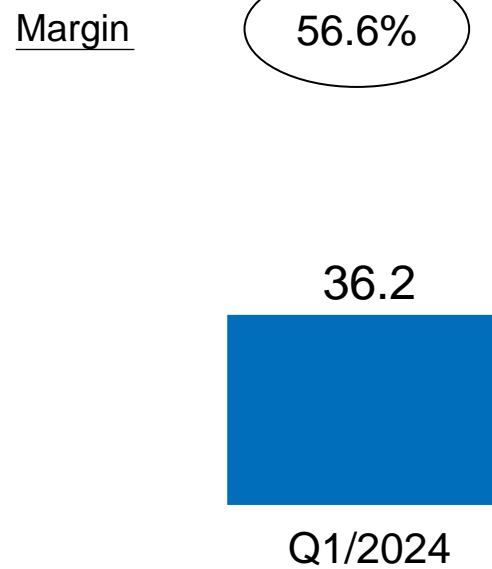
## Revenues mEUR



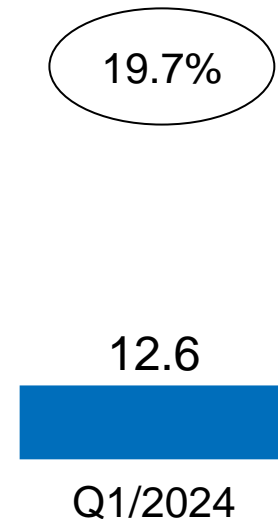
## EBITDA mEUR



## EBITDAaL mEUR



## CAPEX mEUR CAPEX/ Revenue



## Net cash from operations minus CAPEX paid mEUR



## Revenues

- As expected, to achieve 5% growth YoY. Inflation adjustment will kick in April 2024.

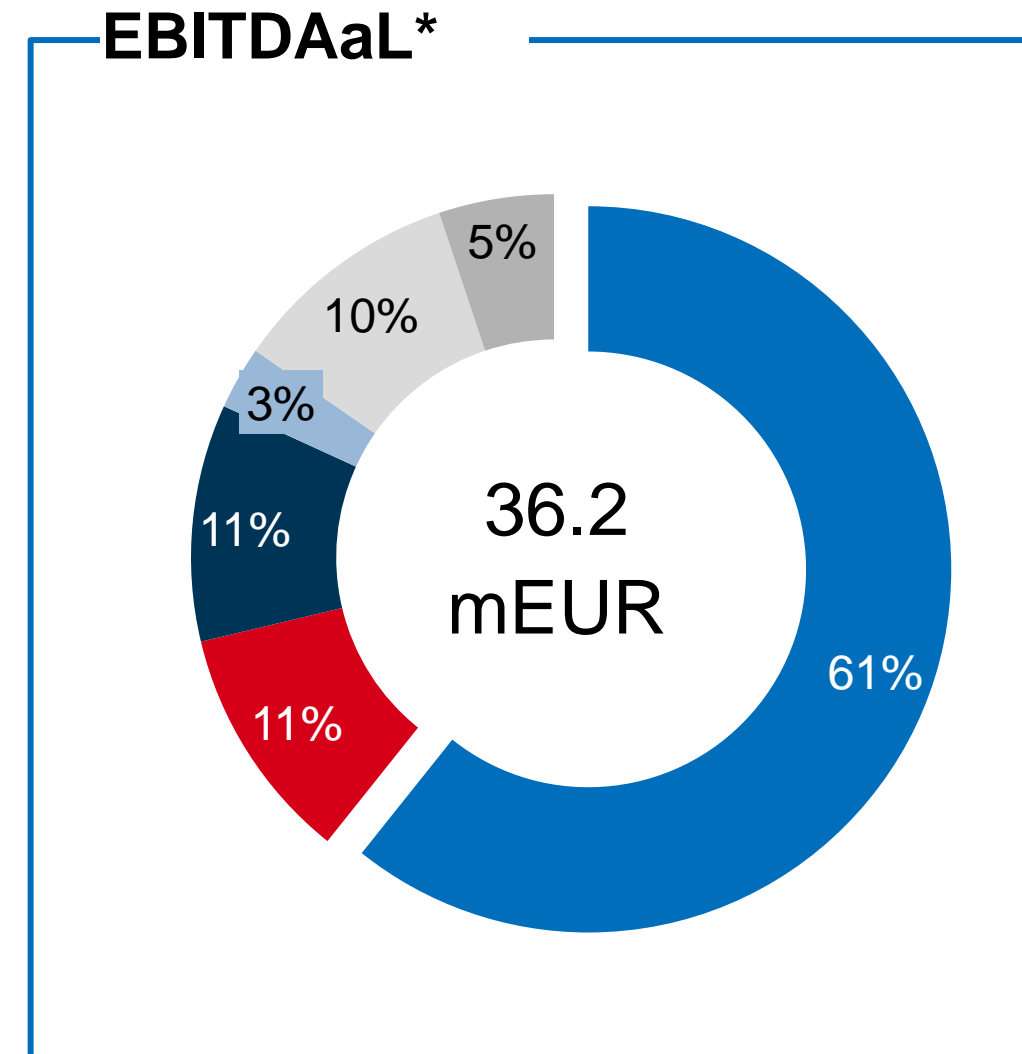
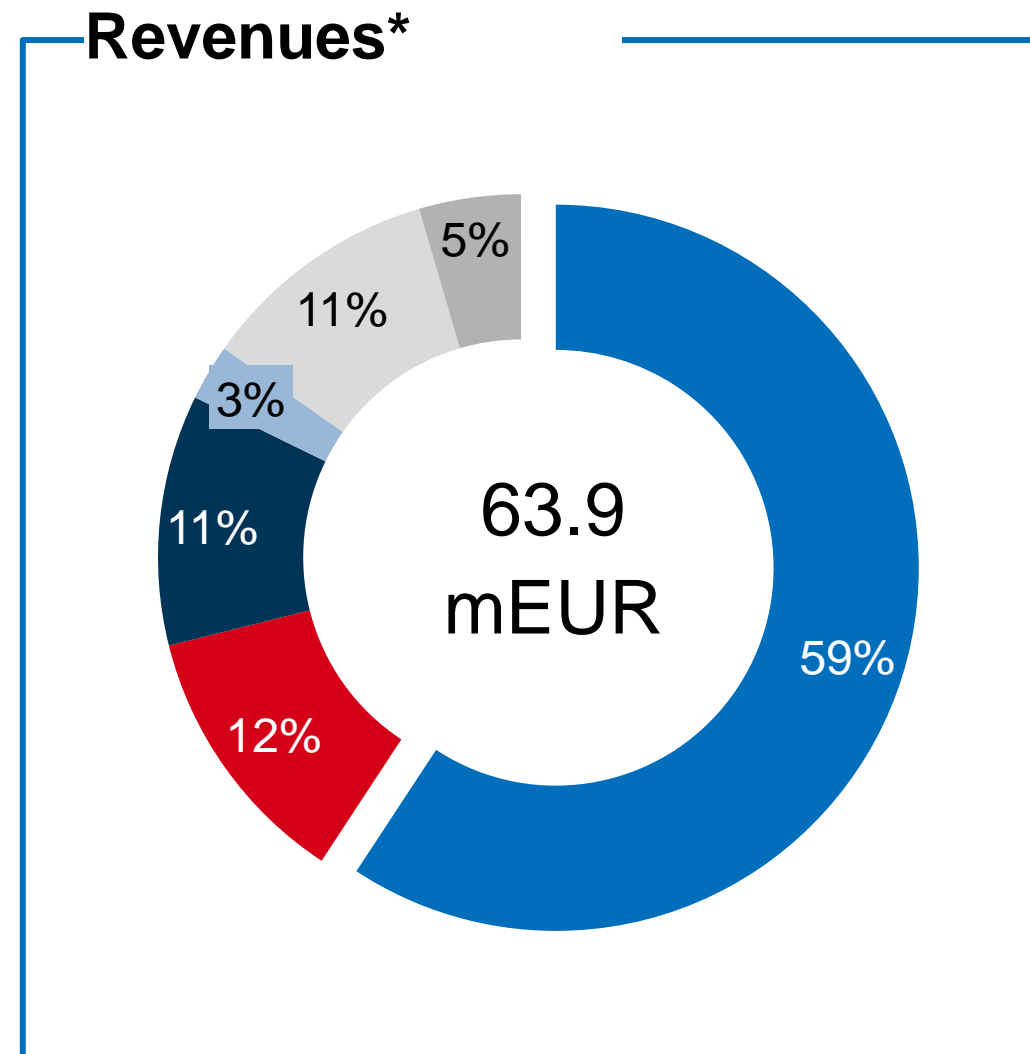
## EBITDA & EBITDAaL

- In line with expectations
- Margins stay at a very high level

## Net cash from operations minus CAPEX paid

- Influenced by a contractual payment of ~20 mEUR to landlords in Austria, thereof ~15 mEUR prepayment.
- Bond interests are not reflected in Q1 since it will only be paid in July 2024.

# Country breakdown / Austria is the largest operating country followed by Bulgaria and Croatia



■ Austria ■ Bulgaria ■ Croatia ■ North Macedonia ■ Serbia ■ Slovenia

# Segment Austria delivered financials results as expected

## Revenues

mEUR



## EBITDA

mEUR



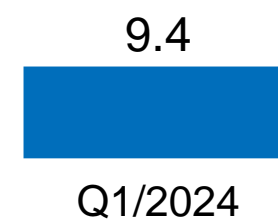
## EBITDAaL

mEUR



## CAPEX

mEUR



## Revenues

- Fulfilment of MLA with anchor tenant and successfully onboarding of 6 new third-party tenants
- Building of 16 new sites, generating in total an increase of 4 sites

## EBITDA & EBITDAaL

- Strict cost discipline to counter the current high inflation environment for OPEX, Leases and CAPEX

## Operational

- long-term framework agreement closed with an important landlord

## Market

- Regulator auctioned frequencies in 3.6 GhZ and 26 GhZ (mmWave) bands, all major MNOs won frequencies. Midterm positive for gigabit society and data growth

# Segment International delivered financials results as expected

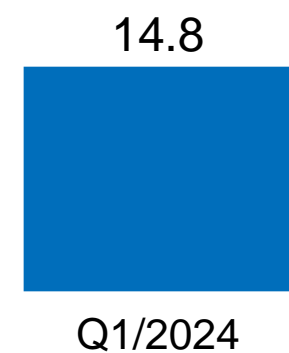
## Revenues mEUR



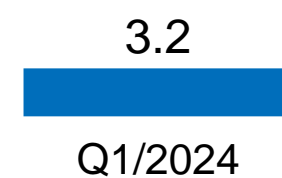
## EBITDA mEUR



## EBITDAaL mEUR



## CAPEX mEUR



## Revenues

- Fulfilment of MLA with anchor tenant and successful onboarding of 47 new third-party tenants
- Building of 33 new sites, generating in total an increase of 27 sites

## EBITDA & EBITDAaL

- EBITDA is progressing as planned

## Operational

- Rollouts in the international segment progressing
- New competitor in Serbia

  
EuroTeleSites

**Outlook**

# EuroTeleSites – our guidance for 2024 and mid-term

Operational guidance 2024	Financial guidance 2024	Financial guidance medium term (unchanged)
Further develop tenancy ratio	~5% revenue growth with positive free cash flow	4-6% CAGR revenue growth
Serve for and participate anchor tenant growth	CAPEX approximately ~20% of revenues	EBITDA margin expansion
Explore Non-MNO business opportunities	Further deleveraging	Annual average CAPEX of approximately ~20% of revenues
Develop ESG strategy and prepare CSRD compliance	Maintaining investment ratings	No dividend commitment for first four years to reach leverage ~5x
Continue to implement digital asset management software		



# Outlook financial calendar 2024

Upcoming events	Date
Roadshow in London	April 24, 2024
Annual General Meeting	June 25, 2024
Results Q2/2024 and 1 <sup>st</sup> HY 2024	July 16, 2024
Results Q3/2024 and Q1-Q3 2024	October 15, 2024



## Contact Investor Relations

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# Questions & Answers



EuroTeleSites

**Backup**

# Glossary

<u>CAPEX</u>	Capital Expenditures	Total additions to intangible assets + total additional to property plant and equipment (excluding right of use additional according to IFRS 16)
<u>EBITDA</u>	Earnings Before Interest, Tax, Depreciation and Amortization	EBIT + depreciation + amortization
<u>EBITDA Margin</u>		EBITDA / total revenues
<u>EBITDAaL</u>		EBITDA - depreciation of lease assets according to IFRS 16 - interest expenses pursuant (EBITDA after Leases) to IFRS 16
<u>EBITDAaL Margin</u>		EBITDAaL / total revenues
<u>EBIT</u>	Earnings Before Interest and Tax	EBIT equals the operating income according to IFRS
<u>Free Cashflow</u>		Net cashflow from operating activities – Capital expenditures paid
<u>Net debt</u>		Debt (long-term and short-term) + lease liability (longterm and short-term) - cash and cash equivalents
<u>Site</u>		The Passive Infrastructure on which Active Equipment is mounted as well as its physical location
<u>Third party revenues</u>		Third party revenues are revenues from tenants other than the anchor tenant

# EuroTeleSites' Profit & Loss in detail

Currency: TEUR	September 22 - December 31, 2023		Q1/2024
<b>Revenues</b>		<b>71 916</b>	<b>63 908</b>
Cost of service	-	9 023	6 129
Selling, general & administrative expenses	-	2 302	2 971
Other expenses	-	159	401
<b>Total cost and expenses</b> (∑ lines 11-13)	-	<b>11 485</b>	<b>9 501</b>
<b>Earnings before interest, tax, depreciation and amortization EBITDA</b> (∑ lines 10 & 14)		<b>60 431</b>	<b>54 406</b>
Leases (Depreciation of right-of-use assets)	-	15 862	14 383
Depreciation and amortization	-	14 112	14 633
<b>Operating income – EBIT</b> (∑ lines 15-17)		<b>30 457</b>	<b>25 390</b>
Interest on leases	-	4 485	3 854
Interest income		601	26
Interest expense	-	15 919	13 932
Other financial result	-	426	301
Foreign currency exchange differences, net	-	1	9
<b>Financial result</b> (∑ lines 19-23)	-	<b>20 230</b>	<b>18 053</b>
<b>Earnings before income tax – EBT</b> (∑ lines 18 & 24)		<b>10 227</b>	<b>7 337</b>
Income tax	-	2 296	1 046
<b>Net result</b> (∑ lines 25 & 26)		<b>7 931</b>	<b>6 292</b>

# Core positions of EuroTeleSites' balance sheet (I/II)

Currency: TEUR	December 31, 2023	March 31, 2024
	<i>[audited]</i>	<i>[unaudited]</i>
<b>Current assets</b>		
Cash and cash equivalents	21.026	19.169
Accounts receivable (net)	9.627	11.556
Receivables due from related parties	23.295	24.621
Income tax receivable	119	29
Other current assets, net	2.085	1.691
<b>Total current assets</b>	<b>56.153</b>	<b>57.066</b>
<b>Non-current assets</b>		
Property, plant and equipment, net	1.303.444	1.301.309
Right-of-use assets, net	392.166	386.687
Intangibles, net	565	548
Goodwill	209.076	209.076
Deferred income tax assets	-	-
Other non-current assets, net	1.811	1.689
<b>Total non-current assets</b>	<b>1.907.062</b>	<b>1.899.308</b>
<b>TOTAL ASSETS</b>	<b>1.963.215</b>	<b>1.956.374</b>

# Core positions of EuroTeleSites' balance sheet (II/II)

Currency: TEUR	December 31, 2023	March 31, 2024
	<i>[audited]</i>	<i>[unaudited]</i>
<b>Current liabilities</b>		
Short-term debt	-	-
Lease liabilities short-term	49.378	50.308
Accounts payable	47.472	56.112
Accrued liabilities and current provisions	862	453
Income tax payable	2.755	3.756
Payables due to related parties	19.721	12.948
<b>Total current liabilities</b>	<b>120.189</b>	<b>123.577</b>
<b>Non-current liabilities</b>		
Long-term debt	994.895	995.176
Lease liabilities long-term	336.971	320.389
Deferred income tax liabilities	213.331	212.352
Other non-current liabilities	-	-
Asset retirement obligation	61.772	63.081
Employee benefits	1.983	2.057
<b>Total non-current liabilities</b>	<b>1.608.953</b>	<b>1.593.054</b>
<b>Stockholders' equity</b>		
Common stock	166.125	166.125
Capital reserves	- 808.550	- 808.550
Retained earnings	16.799	31.171
Other comprehensive income (loss) items	859.699	850.997
<b>Equity attributable to equity holders of the parent</b>	<b>234.073</b>	<b>239.743</b>
Non-controlling interests	-	-
<b>Total stockholders' equity</b>	<b>234.073</b>	<b>239.743</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>1.963.215</b>	<b>1.956.374</b>