



Earnings Presentation 1H23

28th of July 2023

MASMOVIL – 1H23 Key Highlights

Growth momentum continues; anti-trust process at EC ongoing



Potential JV with Orange Spain

Statement of Objections responded. Clearance expected 4Q23



Growth steps up in 2Q23 vs. 1Q23



Telco Service Revs +5.0% YoY

Total Revenues of €1,479M (+2.5% YoY)



EBITDA Pre-IFRS¹ +20%

Adj. EBITDA +12% to €602M (Margin up c.4pp to 41% vs 1H22)



c.3.4M Broadband lines & c.15.7M total lines

Growth in fixed and mobile contract services (+161k in 2Q23)



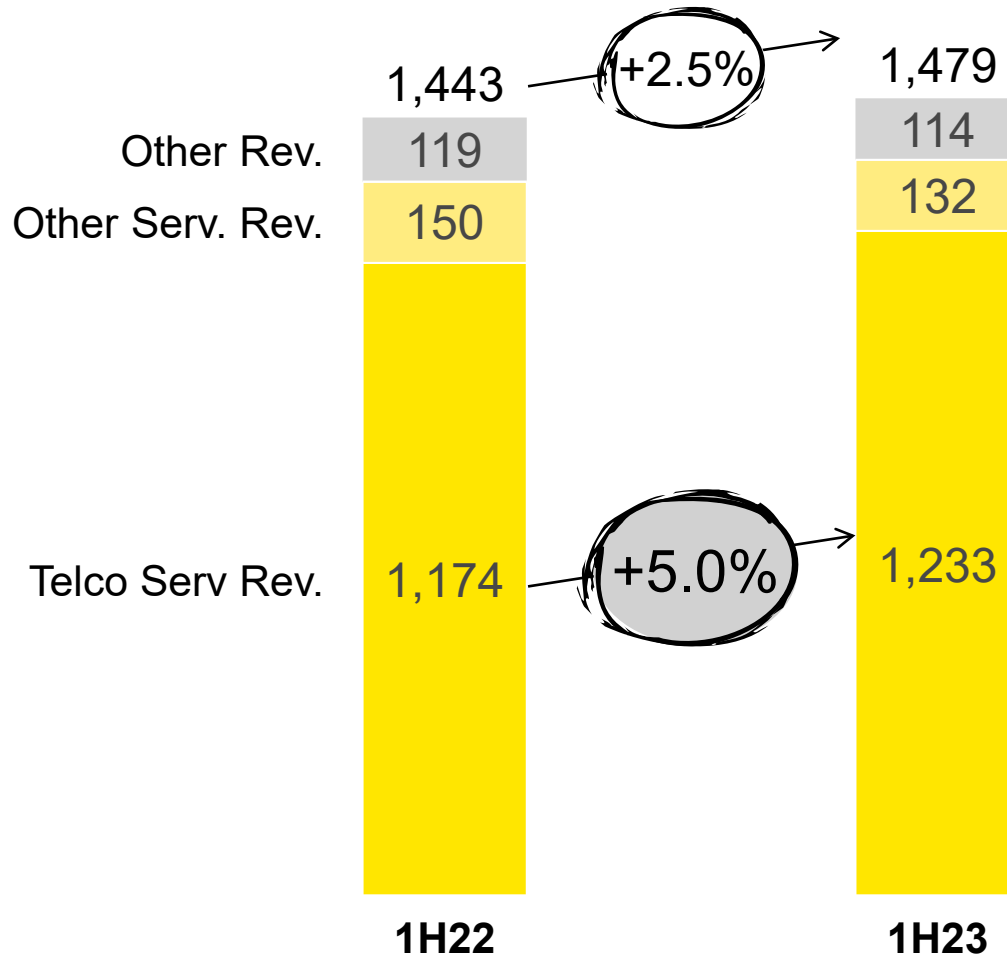
Reported Net Debt stable vs 1Q23 at €6.4bn

4.3x / 5.2x LTM net leverage on senior secured / total basis

○ % YoY growth

Revenues 1H23

Telco Service Revenues +5% YoY; Total Revenues +2.5% YoY
€M



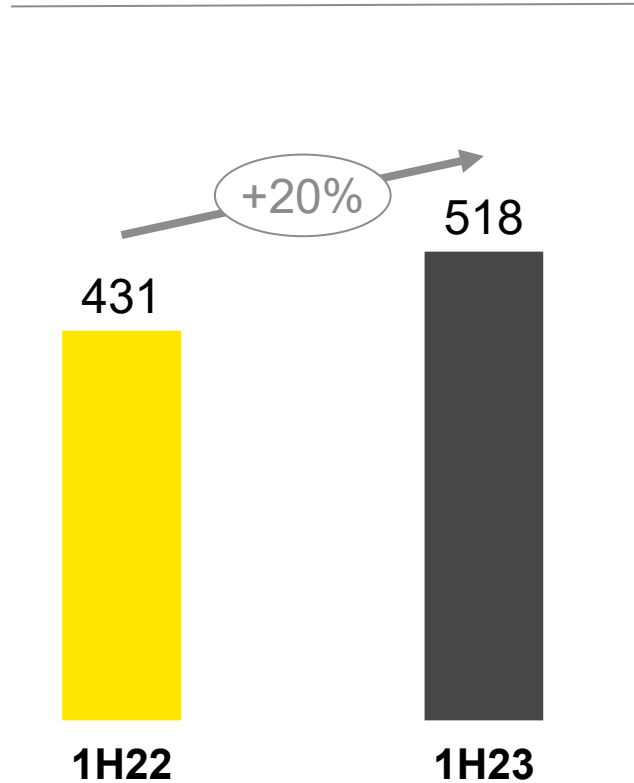
Adjusted EBITDA 1H23

EBITDA pre-IFRS¹ growth of +20% (YoY); Adjusted EBITDA² +12% (YoY)

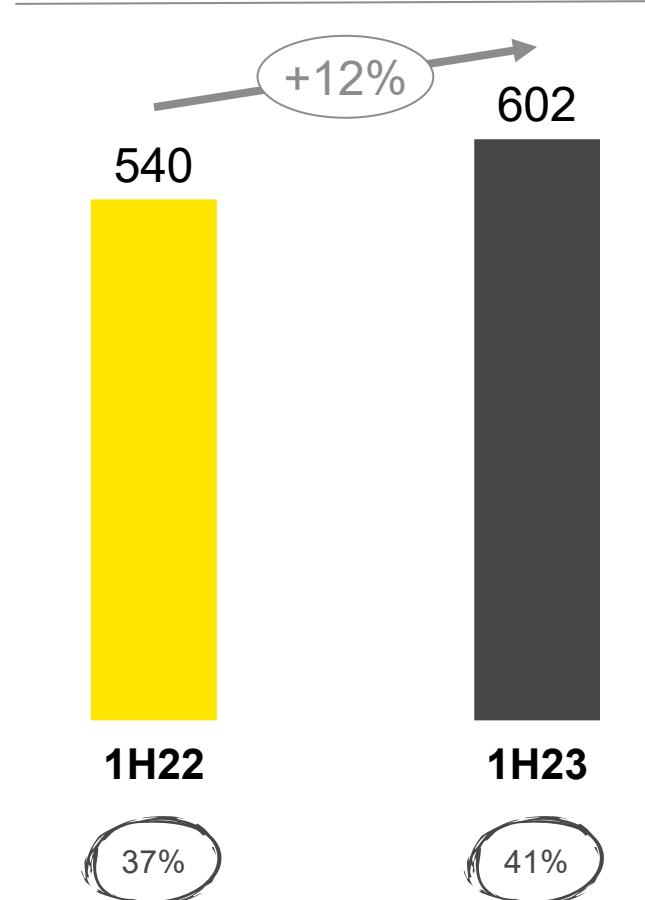
€M

○ % YoY growth

EBITDA pre-IFRS



Adjusted EBITDA



¹ Pre IFRS 15 & IFRS 16 (see bridge between EBITDA pre-IFRS and Adjusted in slide 15)

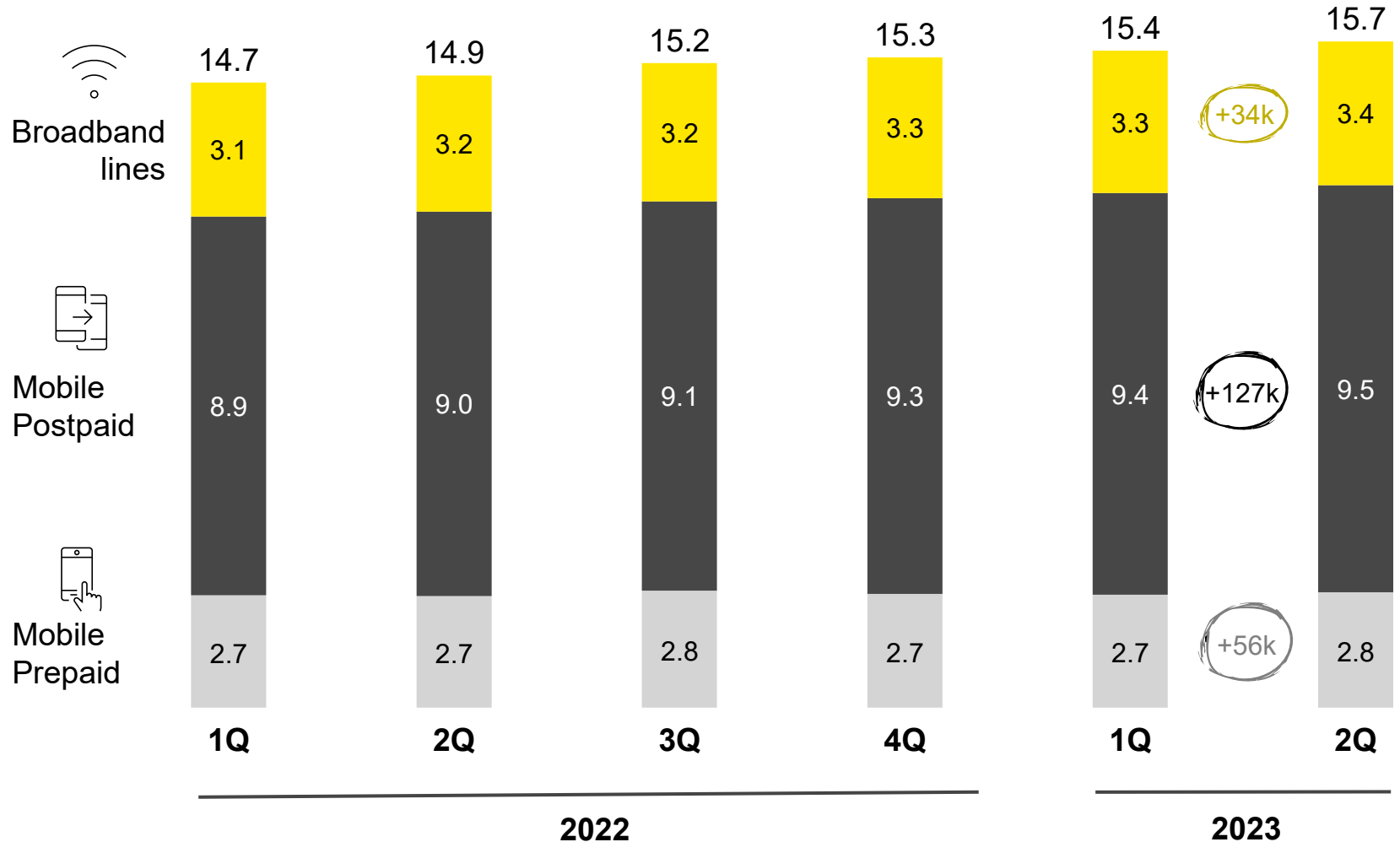
² Adjusted for one-off items

Source: Company

Evolution of Mobile & Broadband Lines

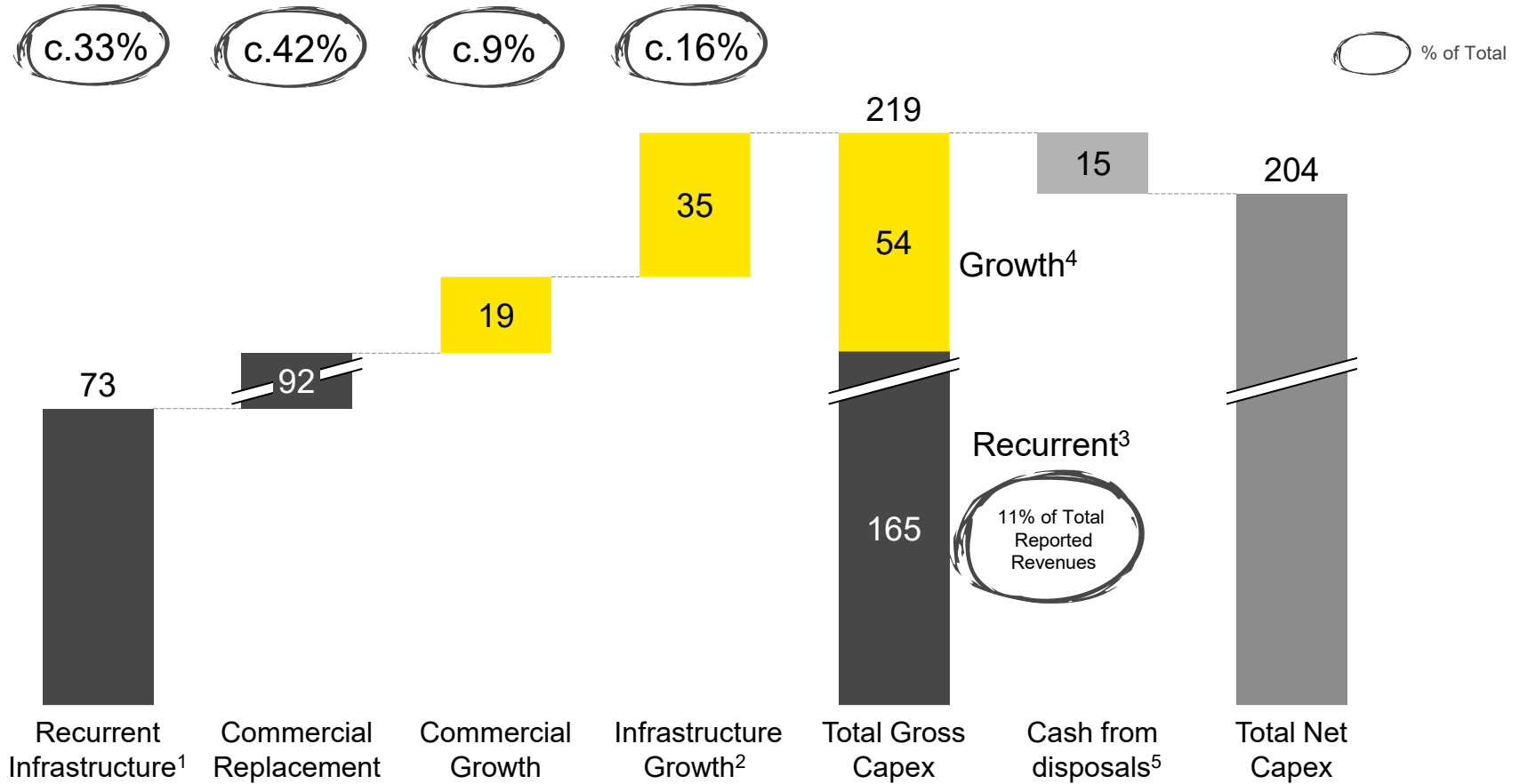
Growth in BB & mobile (+217K lines in 2Q23) allows reaching 15.7M lines total

Million Lines



Reported Net Capex 1H23

Recurrent capex at 11% over total revenues and total capex in line with plan
€M



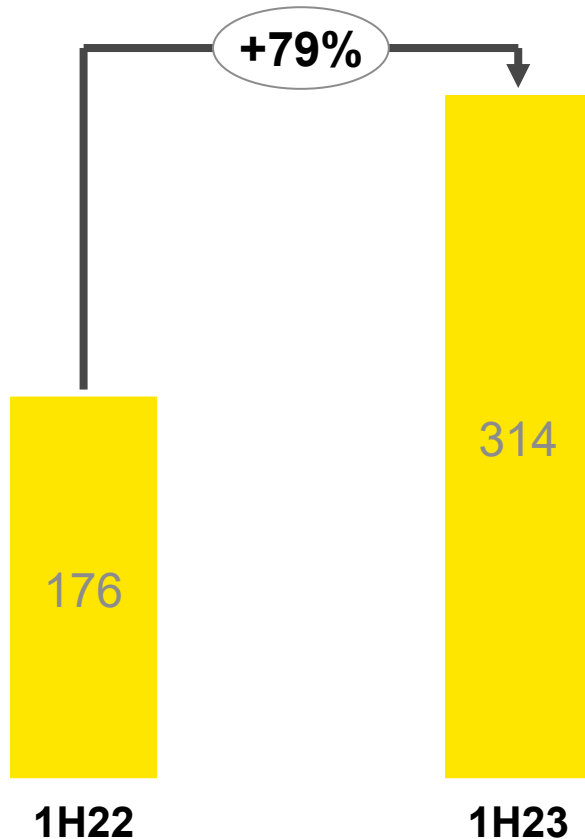
1 Includes all maintenance of both fixed and mobile infrastructures, plus IT & spectrum Capex
 2 Includes all infrastructure Capex that is not accounted under maintenance infrastructure Capex
 3 Includes churn related (replacement) commercial Capex and maintenance infrastructure Capex
 4 FTTH network deployment & commercial growth-related capex
 5 Including routers refurbished and other network sales

EBITDA-CAPEX

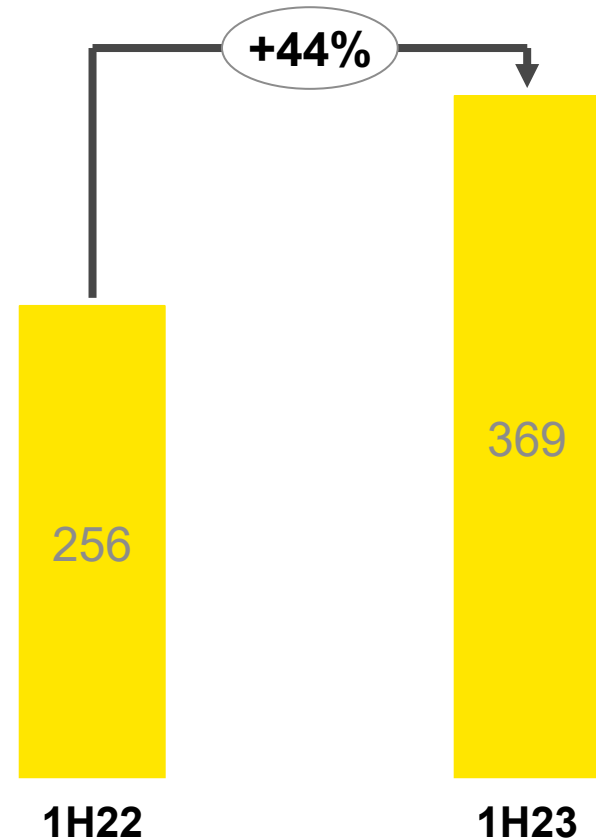
Pre-IFRS¹ EBITDA-CAPEX +79% in 1H23 with EBITDAaL²-CAPEX +44% in 1H23

€M

EBITDA pre-IFRS - CAPEX



EBITDAaL - CAPEX



1 Pre-IFRS15 & IFRS16

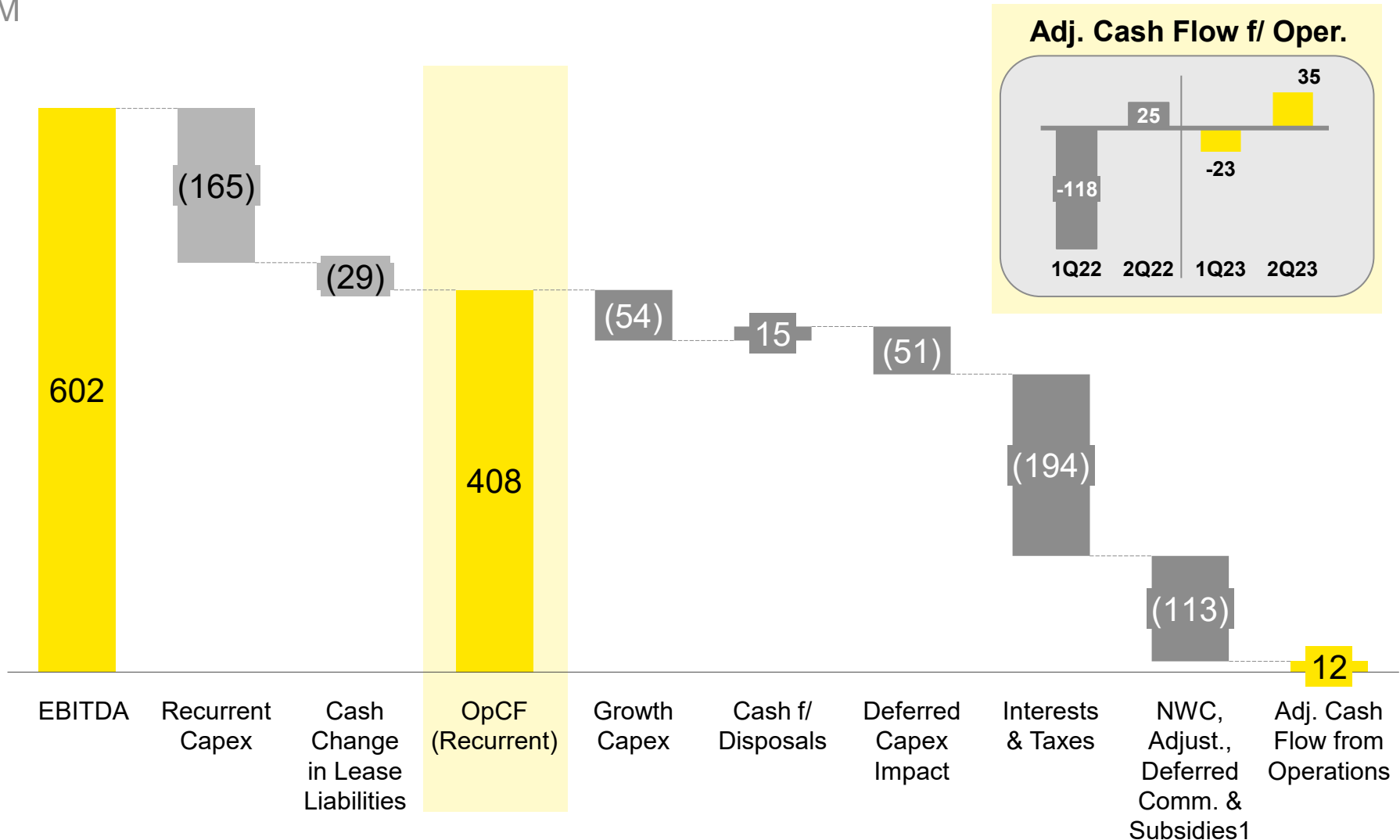
2 EBITDA after Leases (Post-IFRS15)

Source: Company

Reported Cash Flow From Operations 1H23

Recurrent OpCF €408M, material YoY improvement in CF despite interest charge

€M



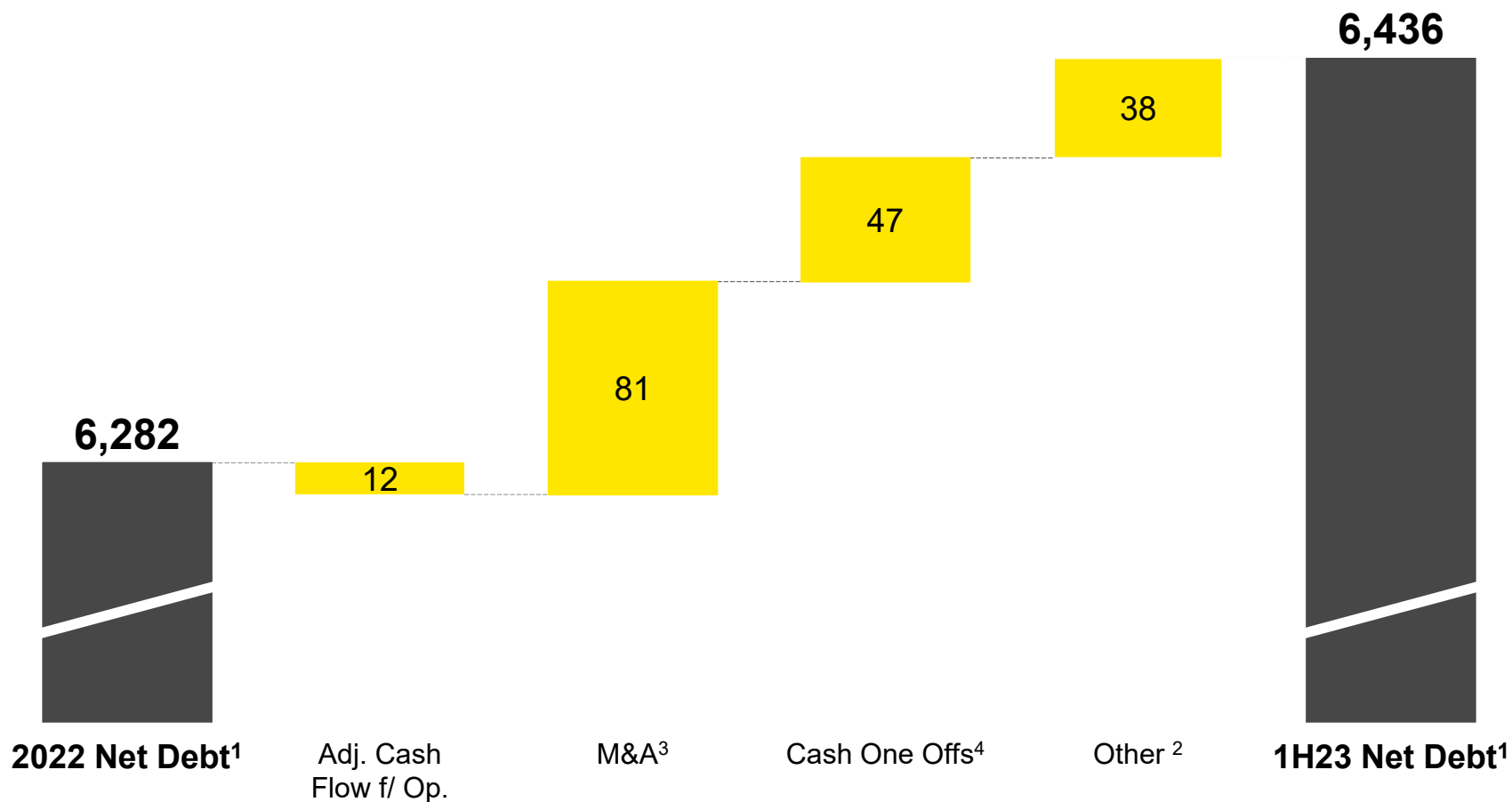
¹ Includes IFRS15

Source: Company

Change in Reported Net Debt 1H23

Net Debt flat QoQ vs €6,442M in 1Q23

€M



1 As per Company's calculations, excludes IFRS16 financial leases adjustment

2 Includes other accrued debt and interest in B/S

3 Mainly equity contributions as part of our Ucles project

4 Includes integration and restructuring costs plus penalties, mostly related to the Euskaltel integration

Source: Company

1H23 Net Debt & Leverage¹: Nominal view

Total Net Debt LTM¹ leverage of 5.2x (flat QoQ) and 4.3x (-0.1x QoQ) on Senior Secured basis

€M

(€m)	1H23
TLB	3,200
Senior Secured Notes	2,350
Senior Notes	453
RCF	120
Commercial paper	268
M&A deferred payments	31
Other debts	108
Other Debts (grants, deposits and guarantees)	12
Finance leases	213
Cash & Equivalents	-22
Total Net Debt (for leverage)	6,732
LTM Structuring EBITDA	1,307
Total Net Debt LTM Leverage	5.2
Senior Secured Net Debt	5,648
Senior Secured Net Debt LTM Leverage	4.3

Note: The above net debt is nominal (vs. accounting in previous slide) and includes debt from leases

1: LTM Adjusted EBITDA plus remaining Euskaltel's synergies, run rate and adjustments from sale of Netco.

Source: Company.

Thanks a lot and see you all next quarter!



Appendix



Income Statement Summary

€M

(€M)	1H22	1H23	Growth
Service Revenues	1,323.8	1,364.5	3%
Other revenues	119.1	114.6	-4%
Revenue	1,442.8	1,479.2	3%
Other operating revenue	69.1	83.0	20%
Cost of sales	-886.1	-880.2	-1%
Other operating expenses	-85.9	-79.7	-7%
Adjusted EBITDA	540.0	602.2	12%
Net one-offs	-20.2	-22.2	10%
Capital gain on sale of assets and loss impair	1.7	-5.2	nm
Reported EBITDA	521.5	574.9	10%
Depreciation and amortization	-461.9	-467.2	1%
Result from loss of control of associates	0.0	0.0	nm
Reported EBIT	59.7	107.7	80%
Net financial expenses	-182.3	-222.6	22%
Results from equity-consolidated investments	0.0	-19.0	nm
Reported Profit before taxes	-122.6	-133.9	9%
Income tax	35.6	37.4	5%
Income / Loss from continuing operations	-87.0	-96.5	11%
Result from discontinued operations net of tax	22.6	-8.7	nm
Income / Loss for the period	-64.4	-105.2	63%

Cash Flow Statement Summary

€M

(Million €)	1H23
Adjusted EBITDA	602
NWC, Adjustments, Deferred Commissions and Subsidies	(105)
Payments from lease liabilities (IFRS16)	(29)
Net Financial expenses	(188)
Corporate tax	(7)
Cash Flow from operations before Capex	274
Accrued Net Capex	(219)
Payments for previous periods Capex	(51)
Cash from sale of assets (includ. special projects)	15
Cash Flow from Capex	(254)
Other	(8)
Adjusted Cash Flow from operations	12
One-offs	(47)
Cash Flow from operations	(35)
M&A	(81)
Financing	111
Net increase/(decrease) in cash and cash equivalents	(5)

Net Debt Structure: Reported view

€M

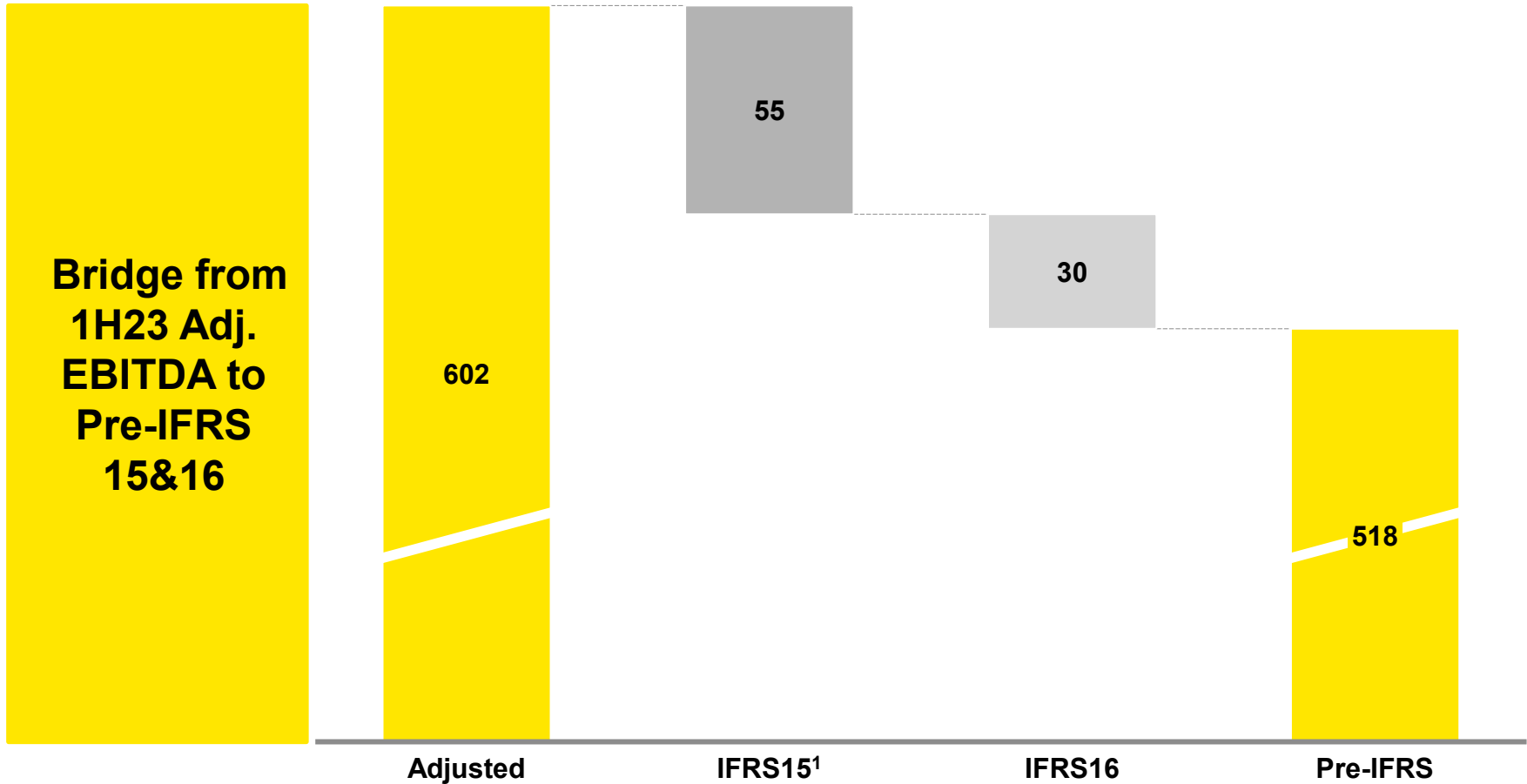
(€m)	1H23
TLB	3,124
Senior Secured Notes	2,343
Senior Notes	451
RCF	121
Commercial paper	268
M&A deferred payments	31
Other bank debt, grants, deposits & guarantees	120
Total Gross Debt (as per Company's calculations)	6,458
Cash & Equivalents	22
Group's Net Debt (as per Company's calculations)	6,436

Source: Company

Please note that previous figures are calculated excluding some debts, mainly debts without cash interest charges or with shareholders, and also excluding €228M of financial leases under IFRS16 accounting practices

Bridge from Adjusted EBITDA to Pre-IFRS

From 2023 earnings we will provide quarterly EBITDA on Pre-IFRS 15&16 basis
€M



¹ Including IFRS3 impact from MASMOVIL TBO by Lorca and Euskaltel acquisition

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