

Vantage Towers AG

FY23 Q1 Trading Update

21 July 2022



Our Q1 FY23 at a glance

The commercialization of our business continues with **340 net new tenancies in Q1**

New Indoor coverage solutions in Germany and the Czech Republic, **fibre sales agent agreement** in Spain and PPDR agreement in Greece

Over 140 new macro sites delivered in Q1 FY23 notwithstanding the difficult environment



Our GLBO shows strong progress with over 720 signed contracts across our European footprint since inception; and another over 550 commitments in the pipeline

Revenue (ex. pass through) at €262.1m in Q1 FY23, a 6.6% YoY growth


We are reaffirming our **FY23 guidance and medium-term targets**

Our commercial story continues to progress


1 Accelerating future-proof indoor coverage solutions

-  • In Germany, we are deploying a DAS system for a multinational customer to improve the indoor coverage in their headquarters office in Munich
-  • In the Czech Republic, we signed a framework agreement with Penta, a real estate developer, to deliver multi-operator DAS solutions for different locations including train stations


2 Adding value due to portfolio expansion and capabilities

-  • In Spain, we signed a fibre sales agent agreement with Lyntia to enhance our site attractiveness to build on our 5G super-host strategy

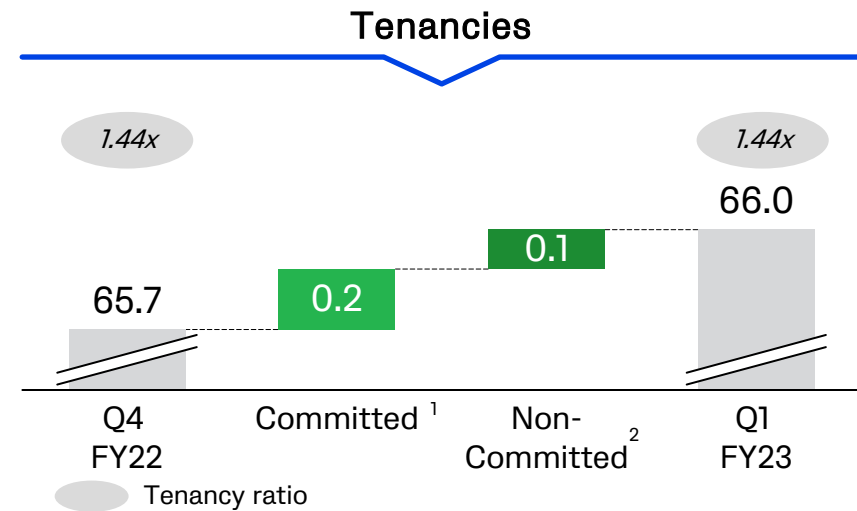
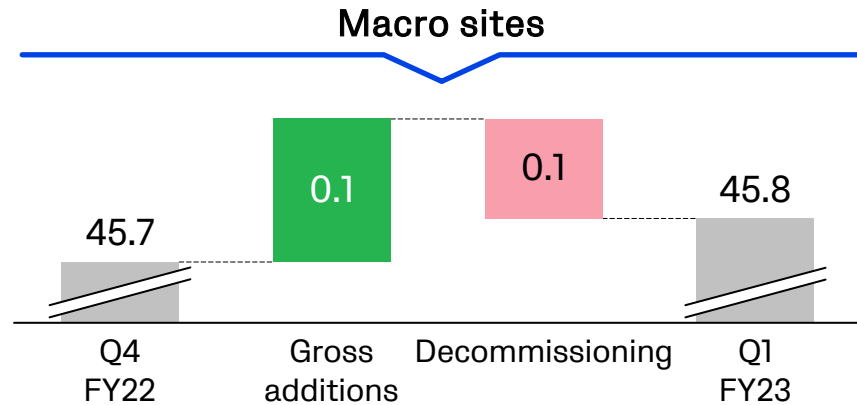
3 Enabling mission critical infrastructure across Europe

-  • In Greece, through a new agreement we will enable secure PPDR (Public Protection & Disaster Relief) services for the citizens and tourists in the country

4 Accelerating the digitalisation across Europe

-  • In Portugal, we signed a colocation agreement to host telemetry equipment on our infrastructure for monitoring a submarine cable, landing in a specific point of shoreline

Focus on executing against our commercial and operational priorities



Growth



New sites

- New site roll out
 - Over 140 new macro sites delivered in Q1 FY23
 - Whilst the BTS programme accelerated in H2FY22, our macro site build is still challenged mainly by supply chain issues and resource constraints



Tenancies

- Added 340 net new tenancies in Q1 FY23 (vs. 200 in Q1 FY22)
 - of which more than 130 are non-committed net additions
- Q1 FY23 tenancy ratio at 1.44x with site count increasing to 45.8k
- Well on track to deliver our medium-term tenancy ratio target of >1.50x

Efficiencies



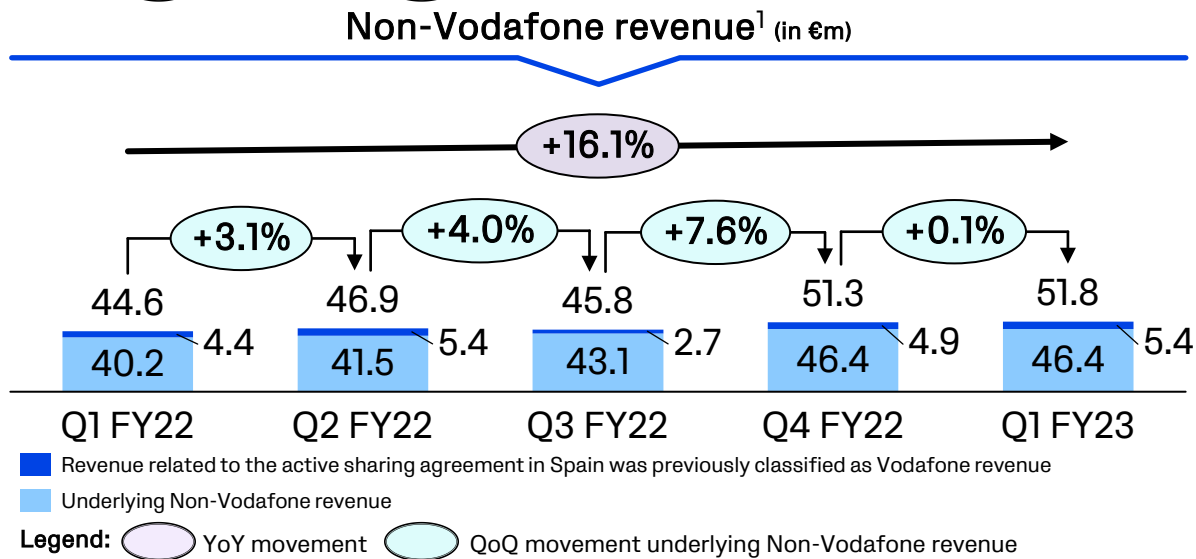
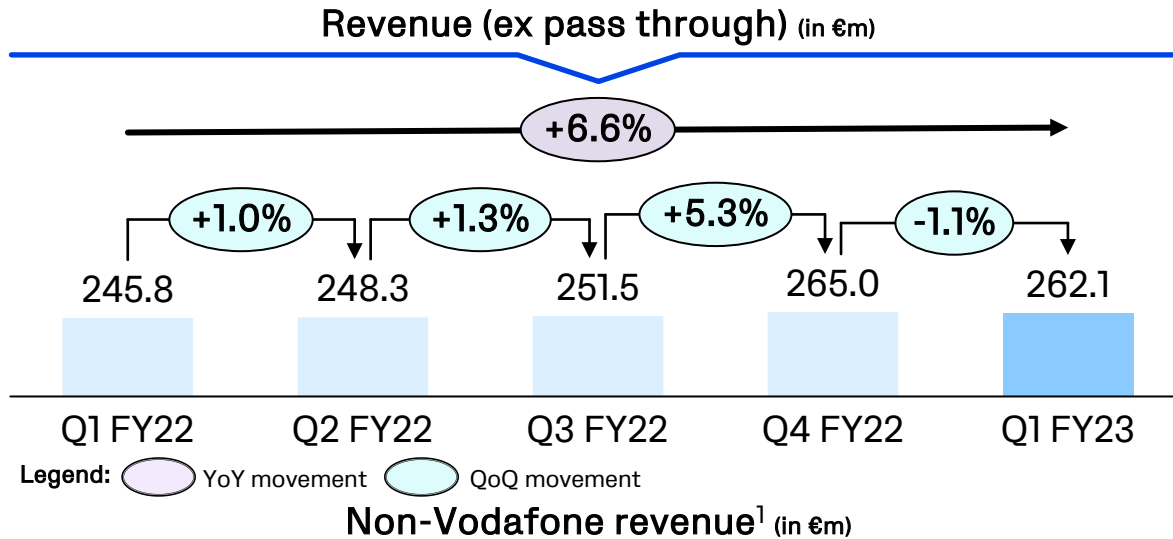
GLBO

- GLBO programme progressing with over 1,270 in total
 - Spain with ~430 signed or committed
 - Germany with ~360 signed or committed
 - Other markets with ~480 signed or committed

Notes

1 "Committed" tenancies defined as committed new sites, white spots obligations and committed tenancies
 2 "Non-committed" tenancies refers to additional lease-up not committed at Capital Markets Day (Nov-20)

Consistent development of our Non-Vodafone revenues up 16.1% YoY



Comment

- Q1 revenue (ex pass through) of €262.1m (+16.3m, +6.6% YoY) driven by:
 - Other chargeable services to MNO's
 - Tenancy growth
 - Inflation escalator
- Decrease QoQ in Q1 FY23 mainly due to prior year phasing of other chargeable services to MNOs and revenue billings booked in Q4 FY22

- Non-Vodafone revenue increased to €51.8m in Q1 (+€7.2m, 16.1% YoY), demonstrating the quality of our network and our attractiveness for other partners

¹Please note there has been a transfer of revenues. Revenue related to the active sharing agreement in Spain was previously classified as Vodafone revenue and is now classified as Non-Vodafone revenue.

We reaffirm our guidance

	FY22 Outcome	FY23 Guidance	Medium term targets ²
Tenancy ratio	1.44x		>1.50x
Group Revenue (ex. pass through)	€1,011m	3.0%-5.0% YoY	Mid-single digit CAGR
Consolidated Adj. EBITDAaL (excl. INWIT and Cornerstone)	54%	€550m-€570m	High 50s percentage margin (based on revenue (ex. pass through))
Consolidated RFCF (excl. INWIT and Cornerstone)	€415m	€405m-€425m	Mid to high single digit CAGR
Dividend	€319m		Payout ratio: 60% of RFCF ¹
Initial leverage	3.5x Net Financial Debt/Adj. EBITDAaL		Flexibility to exceed for growth investment ~€1bn leverage capacity ³

Notes

- 1 Including dividends from joint ventures; subject to compliance with applicable laws
- 2 Guidance is relative to FY2021, excluding INWIT and CTIL

- 3 Assuming capacity to invest in organic or inorganic opportunities up to leverage of 5.5x Net Financial Debt / Adj. EBITDAaL to maintain investment grade rating

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TOWERS

Appendix



Key performance indicators by segment

€m (unless stated)	Fully-owned segments								Consolidated	
	Germany 		Spain 		Greece 		Other Markets 			
	Q1 FY22	Q1 FY23	Q1 FY22	Q1 FY23	Q1 FY22	Q1 FY23	Q1 FY22	Q1 FY23	Q1 FY22	Q1 FY23
Macro sites (#)	19.4k	19.5k	8.7k	8.5k	4.8k	4.8k	12.7k	12.9k	45.6k	45.8k
Tenancy ratio	1.21x	1.23x	1.74x	1.81x	1.66x	1.69x	1.40x	1.43x	1.41x	1.44x
Revenue (ex. pass through)	120.0	126.4	42.3	46.3	31.9	34.0	51.6	55.4	245.8	262.1

Disclaimer

Forward-looking statements

This presentation contains "forward-looking statements" with respect to Vantage Towers' results of operations, financial condition, liquidity, prospects, growth and strategies. Forward-looking statements include, but are not limited to, statements regarding objectives, targets, strategies, outlook and growth prospects, including guidance for the financial year ending March 31, 2023, medium-term targets, new site builds, tenancy targets and the tenancy pipeline; Vantage Towers' working capital, capital structure and dividend policy; future plans, events or performance, economic outlook and industry trends.

Forward-looking statements are sometimes, but not always, identified by their use of a date in the future or such words as "will", "could", "may", "should", "expects", "intends", "prepares" or "targets" (including in their negative form or other variations). By their nature, forward-looking statements are inherently predictive, speculative and involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. All subsequent written or oral forward-looking statements attributable to Vantage Towers or any member of the Vantage Towers Group, or any persons acting on their behalf are expressly qualified in their entirety by the factors referred to above. No assurances can be given that the forward-looking statements in this document will be realised. Any forward-looking statements are made of the date of this announcement. Subject to compliance with applicable law and regulations, Vantage Towers does not intend to update these forward-looking statements and does not undertake any obligation to do so.

References to Vantage Towers are to Vantage Towers AG and references to Vantage Towers Group are to Vantage Towers AG and its subsidiaries unless otherwise stated.

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Next events



Annual General Meeting



Half Year FY23 Results