

## **TDF Infrastructure**

**Global Investor Presentation** 



www.tdf-infrastructure.com

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- 4G, 5G: mobile phone communication standards
- Active sites: TDF sites hosting at least one active PoS/PoP
- Built-to-Suit/BtS: Towers that are built on demand to meet the needs of the MNO
- DAB+: Digital Audio Broadcasting: radio standard for the broadcasting of digital radio services
- DTT: Digital Terrestrial Television (digital broadcasting technology)
- FM: Frequency Modulation (radio broadcasting technology)
- FttH: Fiber to the Home (broadband optical fiber network reaching the boundary of the living space, such as a box on the outside wall of a home)
- UHD: Ultra High Definition (video format)
- IPTV: Internet Protocol Television: Access to TV content by end-users through their internet connection
- ISP: Internet Service Provider
- IoT: Internet of Things
- Marketable sites: sites with no active PoS/PoP, but on which TDF has legal rights (incl. framework agreement for rooftops only)
- MNO: Mobile Network Operator
- Mux/Muxes: Multiplex, group of TV channels combined in a unique data stream on the same frequency
- NOC: Network Operating Center
- PMN : Private Mobile Network
- PoP: Point of Presence = 1 Telecom client hosted on 1 site (no matter how much equipment of the client is hosted on this site)
- PoS: Point of Service = 1 DTT Mux hosted on 1 site or 1 FM radio hosted on 1 site
- SLA: Service Level Agreement



## Agenda

Speakers Glossary

- 1. <u>TDF overview</u>
- 2. Business overview
- 3. Historical financials
- 4. Conclusion
- 5. Appendices





## Leading independent owner of core data infrastructure networks



- Provider of mission critical infrastructure for wireless telecommunications, internet service providers and broadcasters in France
- Recently expanded into fibre FttH to further grow the business
- Operates through three main business segments:
  - Telecom: Offers telecom site hosting solutions to mobile operators, large public and private players, local authorities. Also offers 5G Infra enablers: Mobile Edge Computing and datacenters, backhauling, indoor and small cells, managed services
  - Broadcast & Networks: Offers broadcast infrastructure hosting services, DTT transmission and FM, short waves and digital radio as well as long haul connectivity infrastructure
  - FttH: Deployment, operations and marketing of high-speed fibre optic networks



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8,191

Active Sites (o/w 20,966

PoPs / 12,480 PoS)

4.1x

**Colocation Ratio** 

**Brookfield** 

45%

**Shareholders** 

\* apg PSP arcus

45%

19.494

**Total Sites** 

(France Perimeter)

607k

FttH Plugs available for

sale - representing 83% of

the roll-out

5

X

ASSURANCES

10%

<sup>1</sup> Recurring Operating Cashflow defined as EBITDAaL minus maintenance capex

Complementary business segments combining highly resilient, inflation-linked cash flows, with multiple growth opportunities



## Fiber ring-fencing implementation strengthened TDF funding structure and cashflows

- On February 17<sup>th</sup>, 2022, TDF Fibre successfully raised a €735m non-recourse Social loan and therefore has totally de-risked the financing of the rollout of fiber networks ; This social loan funds assets that aims to reduce the digital divide in France and support social inclusion
- In January 2023, Fitch confirmed TDF's rating (BBB-, stable) and confirmed the analytical deconsolidation of Fibre activities from the rated perimeter
  - TDF Fibre is analytically deconsolidated from the covenant calculation under bank facility agreements
- TDF Group is comprising two specific Segments presented below :



The Fibre ring-fencing enhanced the financial profile of the restricted group as the Fibre capex rollout are no longer supported by the cash-flow of the segment Towers



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## ESG is a strong component of TDF's strategy...



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## ... leading to key ESG initiatives



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### Overview of the telecom business value chain



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## Telecom: TDF confirms its strong organic growth in 2022

#### A growing asset base:

- 250 BtS sites delivered in 2022
- 1,381 sites delivered as of December 2022, since the beginning of BtS program in 2016
- TDF's BtS program is organic, supported by its state-of-the-art inhouse pylon manufacturing capabilities

#### Continuous positive trend on mobile infrastructure market:

- MNOs are still strongly encouraged to further invest in their networks to extend coverage and densify them in urban areas:
  - $\circ\,$  New Deal program for targeted coverage: As of 31 Dec 2022, MNOs have rolled out c.2,200 sites, and 1,400 should be rolled-out in the next two years
  - 5G rollout: As of 31 Dec 2022, 40,000 5G sites have been activated by the 4 MNOs (considering all 5G frequency bands: 700-800 MHz, 1800-2100 MHz, 3.5GHz)
- 5G deployment drives demand for Mobile Edge Computing infrastructure, for which TDF can leverage its portfolio of sites and know-how
- Demand for indoor mobile coverage is also increasing and TDF is well positioned: in Feb 2023, TDF won the 4G-5G network contract for Grand Paris Express Metro line 18
- The renewal of framework agreements with all MNOs in 2021 and 2022 substantially increases revenue visibility and better positions TDF to seize additional PoP volumes
- As a result, MNO PoPs organic growth remains strong in 2022: +4.9%, with a balanced mix between the 4 French MNOs







### **Overview of the Broadcast business model**



- DTT MUXes<sup>(1)</sup> are required to cover 95% of the French population and 91% of each French department
- Tender processes are carried out on a local basis every 5 years to award 5-year broadcasting contracts (maximum duration by law)
- TDF and towerCast are the only suppliers for DTT broadcasting services in France with two options on each MUX contracts:
  - TDF or towerCast have the broadcast contract and use their own infrastructure (site hosting and transmission)
  - towerCast has the broadcast contract but does not have its own site and buys site hosting on the required site from TDF



- TV channels join a multiplex (a "MUX" a consortium of channels) according to ARCOM's decision
  - 32 channels available on DTT are grouped into 6 MUXes
  - DTT channels require a license from the regulator (ARCOM) for use of the associated spectrum
- TDF provides Distribution and Broadcasting services to each MUX (based on a recurring yearly fees on contract per Point of Service, renewed every 5 years)
  - Video data are combined, compressed and distributed: content is distributed from MUX to transmitter primarily through a network of Fibre but also through microwave or satellite connections
  - Content is broadcasted to the end-users through a transmitter network (composed of main sites and relay sites) which generates and broadcasts the signal received by a household



## Broadcast: DTT and FM/DAB+ remain attractive markets in France

- TV consumption through DTT platform remains strong:
  - It is used by 48% of households equipped with a television (39% considering the main TV set only). These figures do not include the part of IPTV boxes also connected to DTT (50% estimated)
  - It is the only reception mode for 20.5% of TV households
- DTT is valued by major TV broadcasters as a platform which offers a direct link with the viewer (without intermediation, unlike IPTV)
- DTT is recognized as an energy-efficient, low-carbon platform\*
- Paris 2024 Olympic Games set a clear target for UHD modernization



- Terrestrial radio broadcasting (FM or DAB+) remains the main listening mode: 65% of listeners listen to the radio most often through this channel, compared to only 35% via internet
- DAB+ network roll-out is accelerating in France :
  - By February 2023, the DAB+ network covers more than 45% of the population and is expected to reach 75% in 2029
  - According to the law, all new car radio receivers must be compliant with the DAB+ standard from 2021, accelerating customer adoption
- FM remains a stable market (long simulcast period expected, as proven in all European countries, except Norway)
- TDF is exploring 5G developments on Private Mobile Networks

\* LoCaT study proved that DTT is ~10x more efficient than IPTV regarding network energy consumption



**DTT Broadcasting PoS** 

#### FM and DAB+ Broadcasting PoS





## FttH: efficient industrial platform delivering roll-out targets and achieving fast-growing subscribers take-up

Very strong dynamic in network roll out								
<b>FttH Metrics</b> (in thousands, o	therwise stated)	Dec-18	Dec-19	Dec-20	Dec-21	Dec-22	Target	<sup>))</sup> <b>Achievec</b>
	D'OISE MEBRE	20.5	60.8	81.3	87.0	90.3	84.9	106%
Total plugs	yuelines Fibre		24.4	72.8	91.1	101.5	102.7	99%
available for			2.1	36.0	121.7	237.5	318.9	74%
sale	ANJOU		3.8	43.3	110.7	178.1	229.3	78%
	Total	20.5	91.1	233.4	410.6	607.4	735.8	83%
	D'OISE	1.4	9.5	31.2	45.6	56.1	84.9	66%
Total	yvelines Fibre		1.9	22.9	46.6	58.5	102.7	57%
connected plugs			0.1	4.0	28.4	81.3	318.9	26%
	ANJOU		0.1	5.1	35.0	76.6	229.3	33%
	Total	1.4	11.6	63.3	155.5	272.6	735.8	37%
		7%	16%	38%	52%	62%		
Commercial-	yuelines Fibre		8%	31%	51%	58%		
ization (2)			5%	11%	23%	34%		
rate (%)	ALAR		3%	12%	32%	43%		
	Total	7%	13%	27%	38%	45%		



(1) This target does not include the 15k plugs of the new awarded concession Faucigny-Glières Fibre

(2) Number of plugs commercialized divided by project's total number of plugs available for sales

• TDF has commercial agreement with all French major ISPs and enjoys a de facto monopoly on the 5 territories

• Commercial momentum is very strong ; TDF is amongst the fastest players to roll out fiber with well above-expectations commercialization

• According to a study published by Arcep in Jan-23, TDF is considered as best-in class in terms of quality of service

• TDF has completed the roll-out in 2 territories (Val d'Oise and Yvelines) and is well advanced in Val-de-Loire and Anjou highlighting its proven and effective industrial platform

• In July 2022, TDF Fibre has been awarded the concession contract of Faucigny-Glières network for the construction and the operation of 15k plugs

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## TDF has consistently delivered strong growth since 2018, driven by Telecom site hosting and Fibre



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# Key 2022 Financials: Profitability on the rise, mainly driven by infrastructure growth



#### Strong cash conversion (EBITDAaL - Maintenance Capex)



#### Capex are balanced between Towers and Fibre



### A structurally inflation-hedged business supported by proactive mitigation actions

- Revenues are mainly contractually indexed
- Ongoing effort on cost control allowed to improve EBITDA margin, despite inflationary context
- Telecom energy consumption (TDF's majority total consumption) is re-invoiced to customers as a pass-through mechanism
- Growth CAPEX represent more than 80% of total CAPEX (with maintenance capex representing 6% of revenues)



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## Segment Towers: Debt maturity profile and liquidity



- Comfortable debt maturity profile with no debt maturity before end 2025: weighted average maturity is 4.4 years as of December 2022
- 78% of the debt is fixed-rate
- Two facilities are currently being negotiated and expected to be signed by July 2023:
  - A new up to 325 M€ RCF with a maturity of 5 years which will replace the current 250 M€ RCF maturing in December 2025
  - An additional up to 175 M€ Capex Facility with a maturity of 3 years
- TDF has been constantly rated BBB- with a stable outlook since 2015, and is currently publicly rated by Fitch
- Shareholders and management committed to investment grade financial policy



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### Leading digital platform of scale comprised of infrastructure and networks in France



## **Questions and Answers**





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### **TDF Group organizational chart**



# Overview of Current Infrastructure Assets of TDF (France perimeter)





(3) Including 15k additional plugs for Faucigny-Glières



## Unique portfolio of assets for media & telecoms



- Telecom infrastructure services complementary to broadcasting activity ensuring optimisation of tower utilisation rate and cost synergies:
  - Overall colocation rate on TDF sites in 2022 : 4.1x
  - DTT colocation rate : 3.3x, Radio colocation rate : 3.9x
  - Telecom colocation rate (including IoT) : 2.7x, o/w MNO colocation rate : 1.8x
- 37% of towers built on TDF's own land, typical leases range from 5 to 99 years



### FttH: Proven wholesale FttH Platform Focused on the Most Secure Fibre Market Segments

#### **Key Highlights** TDF's critical role across the FttH value chain Network roll-out TDF operates as a wholesale infrastructure operator of fibre networks since Local authorities select private infrastructure operators, such as TDF, to build and February 2017<sup>(1)</sup> operate a local fibre network in their territories The Company's business model varies depending on the regulatory frameworks that Key Selection criteria include level of required subsidies, ability to the area of operations entail: commercialize the network, financial reliability, roll-out schedule and • PIN<sup>(2)</sup> less dense areas are subject to 2 different types of DSP<sup>(3)</sup> contracts: technical capabilities Concessions, according to which operators deploy FttH while receiving subsidies, Wholesale and Network operation or Affermage (leasing), where the operator leases the network from the local TDF is responsible for the overall project management of the roll-out and may subauthority to deliver commercial services at its own risk contract with EPC companies As of now, TDF operates under 4 long-term concessions Commercialization through retail fibre offer AMEL less dense areas in which private operators deploy FttH without subsidies TDF sells wholesale access to the network to ISPs through passive and active Yvelines is an AMEL, where TDF owns its own network offers, and operates and maintains the network Access to the network is sold to ISPs either under co-investment (IRU) or rental of End user subscription infrastructure 4 ISPs sell internet subscriptions to households and businesses by using TDF's infrastructure Low-risk wholesale platform with no exposure to retail 1 3 4 2 Wholesale and Network Commercialization Network roll-out End user subscription through retail fibre offer **Internet Service Providers** Network roll-out External Consumers free contractor SFR bouygue Access to Broadband Blueinfra infrastructure service N netalis ozene Subsidies Local .nordnet. Enterprise authorities Adista Coriolis 🙆 K-net 27 Notes: (1) Date of first concession awarded (Val d'Oise); (2) Public Initiative Network; (3) Public Service Delegation

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## TDF has achieved massive contract renewals, bringing the backlog to much higher level



#### Revenue backlog\* evolution (€m)



- Since 2019, TDF has improved its backlog in absolute value and in terms of Years of revenues
  - From 2019, the backlog has increased by 1.4 bn€, increasing by 57% over 3 years
  - TDF has strengthened its profile by growing its asset base supported by a strong backlog representing from now on 5.1x of revenues compared to 3.8x in 2019
- TDF successfully renewed its long-term contracts with all 4 MNOs that are now secured for the next decade
- TDF successfully renewed long-term contracts with Radio France (a public radio broadcaster), representing c. half of TDF PoS with Radio France



\* Conservative backlog approach, as it reflects contracted business with existing clients only and excludes renewals and non-delivered BtS

Sourier Daht	Dec-22 Commitment Outstanding		Interest type pricing		Maturity	Repayment	Borrower
Senior Debt							
SFA Debt							
Revolving Facility	250	150	floating	Eur + 0.550%	05/12/2025	revolving	TDFI
Capex Facility	300	300	0	Eur + 1.100%		bullet	TDFI
Total SFA Debt	550	450					
Bond Debt							
Bond 2	800	800	fixed	2.500%	07/04/2026	bullet	TDFI
Bond 3	800	800	fixed	1.750%	01/12/2029	bullet	TDFI
Total Bond Debt	1,600	1,600	fixed	2.125%			
Total Segment Tower	2,150	2,050	Rated	perimeter (con	sidered notably	y for the next bond issue)	
TDF Fibre Project Debt							
Tranche A	360	10	floating	Eur + 1.950%	17/02/2029	bullet with Cash Sweep	TDF Fibre
Tranche B	340	340	floating	Eur + 2.100%	17/02/2029	bullet	TDF Fibre
RCF	35		floating	Eur + 1.950%	17/02/2029	bullet with clean down	TDF Fibre
Total TDF Fibre Project Debt	735	350	floating	NA			
Total Segment Fibre	735	350	Non-re	course on the I	ated perimete	r	



## Recap on key figures (1)

		Dec 2022	Dec 2021	Change Dec 22 / Dec21
Key items of consolidated income statement				
Revenues	€m	769.5	731.7	+5.2%
EBITDA	€m	502.7	464.2	+8.3%
As a % of revenues	%	65.3%	63.4%	+1.9 pt
EBITDAaL (*)	€m	447.6	412.2	+8.6%
As a % of revenues	%	58.2%	56.3%	+1.8 pt
o/w Towers segment	€m	418.9	390.5	+7.3%
o/w Fiber segment	€m	28.7	21.6	+32.9%
Current operating income	€m	289.4	264.4	+9.4%
As a % of revenues	%	37.6%	36.1%	+1.5 pt
Operating income	€m	291.9	259.9	+12.3%
Profit (loss) attributable to owners of the Company	€m	72.2	(3.6)	-2115.1%
Key items of consolidated cash flow statement				
Cash flows from operating activities after operating leases	€m	512.7	378.2	+35.6%
As a % of revenues	%	66.6%	51.7%	+14.9 pts
Purchase of operating fixed assets excluding increase in right-of-use assets (IFRS 16)	€m	(425.4)	(418.4)	+1.7%
As a % of revenues	%	-55.3%	-57.2%	+1.9 pt
Operating free cash flow				
after operating leases	€m	93.9	(33.1)	-383.7%
Key items of financial structure				
Net debt excluding Shareholders loan and accrued intere and excluding Lease liability (IFRS 16)	<sup>sts,</sup> €m	2388	1932	23.6%
o/w Towers segment	€m	2,007	1,836	+9.4%
o/w Fiber segment	€m	381	96	+295.1%
_everage	Х	5.34	4.69	+0.65 pt
o/w Towers segment	х	4.79	4.70	+0.09 pt
o/w Fiber segment	х	13.27	4.46	+8.81 pts
Key performance indicators				
Order backlog	€m	3,931	3,844	+2.3%
Number of Group sites	Х	19,588	19,229	+1.9%
FTE end of period	Х	1,828	1,840	-0.7%



(\*) EBITDAaL: EBITDA plus expenses related to operating leases, and excluding IFRS 2 charges, severance payments and related fees

## Recap on key figures (2)

In thousands euros		Towers		Fiber					
		December 2022 (12 months)	December 2021 (12 months)	December 2022 (12 months)	December 2021 (12 months)	December 2022 (12 months)	December 2021 (12 months)	Variation December 2022 / December 2021	in %
	Revenue	717 791	695 978	51 675	35 716	769 466	731 694	37 772	5,2%
	EBITDA	474 036	442 577	28 675	21 649	502 711	464 226	38 485	8,3%
	EBITDAaL	418 897	390 510	28 675	21 649	447 572	412 159	- 35 413	8,6%
Result	Depreciation, amortisaton and impairment losses	(187 443)	(184 123)	(25 914)	(15 674)	(213 357)	(199 797)	(13 561)	6,8%
Ř	Current Operating income	286 592	258 455	2 761	5 975	289 353	264 430	24 924	9,4%
	Impairment of goodwill & intangible assets identified in business combinaisons Other operating income and charges	- 2 497	- (4 547)	-	-	- 2 497	- (4 547)	- 7 044	-154,9%
	Operating Income	289 090	253 908	2 761	5 975	291 850	259 883	- 31 967	12,3%
	Net cash from operating activities after operating leases (a)	342 930	332 598	169 767	45 570	512 697	378 168	134 529	35,6%
Flow	Net cash from operating capex and operating disposals (b)	(154 182)	(191 423)	(264 548)	(219 858)	(418 730)	(411 281)	(7 449)	1,8%
	Operating cash available after operating leases (a) + (b)	188 748	141 175	(94 781)	(174 288)	93 967	(33 113)	127 080	-383,8%
sheet	Operating capex excluding increase of Right of use asset	234 183	220 200	191 207	198 162	425 390	418 362	7 028	1,7%
Balance	External net debt excluding Shareholders loan, accrued interests and lease liability	2 007 301	1 835 532	380 908	96 417	2 388 209	1 931 949	456 259	23,6%
	Leverage	4,79	4,70	13,28	4,45	5,34	4,69	0,65	13,8%
3		.,	TDF Infrasti	· ·			.,	-,-•	31



	Тоу	wers	Fil	per	Total		
	December	December	December	December	December	Decembe	
	2022 (12	2021 (12	2022 (12	2021 (12	2022 (12	2021 (12	
In thousands euros	months)	months)	months)	months)	months)	months)	
Financial debts							
Bond debt	1,600,000	1,820,100	-	-	1,600,000	1,820,10	
Revolving Credit Facilitiy	150,000	-	-	-	150,000		
CAPEX Facility	300,000	230,000	-	-	300,000	230,00	
Senior Facility	-	-	350,000	-	350,000		
Financial lease	6,311	5,883	7,849	7,933	14,160	13,81	
Issuance costs	- 11,548	- 14,403	- 14,069	- 991	- 25,617	- 15,39	
Other financial debts <sup>1)</sup>	3,579	4,750	8,701	9,406	12,280	14,15	
Shareholders debt with CDC	-	-	44,233	97,509	44,233	97,50	
Total financial debt	2,048,342	2,046,330	396,714	113,857	2,445,056	2,160,18	
Assets							
Total cash and cash equivalent	41,041	210,798	15,806	17,440	56,847	228,23	
Net Debt							
Net debt excluding Shareholders loan and							
accrued interests, and excluding Lease liability (IFRS 16)	2,007,301	1,835,532	380,908	96,417	2,388,209	1,931,94	

1) including cash-pooling and operational FttH debt



in millions euros	Dec 2022	Dec 2021	Change Dec 22 / Dec21
Digital Television	158,6	169,1	-6,2%
Radio	114,7	111,5	2,9%
Total Broadcasting Services	273,3	280,6	-2,6%
Telecom: Site Hosting	381,9	362,6	5,3%
Telecom: Other Services	55,7	44,9	24,1%
Total Telecoms & Services	437,5	407,5	7,4%
Fiber (FTTH)	51,8	36,3	42,8%
Other	6,8	7,3	-7,1%
Revenues	769,5	731,7	5,2%

