

MASMOVIL maintains its growth momentum and reaches a new record in customer acquisition with 3.3M lines between broadband and mobile postpaid, including Euskaltel

MASMOVIL Group closes 2021 with service revenues up 28% to 2,233M€, EBITDA of 949M€ (+48%) and 14.5M customers (+26%)

- The **Group's total revenues** in 2021 reached **€2,465M, 28% more than last year.**
- The Company has obtained a **net profit of 189M€ in 2021.**
- **EBITDA margin** is at its **highest annual figure**, reaching 38%.
- 14.5 total number customers: **3.1M are broadband lines (+60%) and 8.7M mobile postpaid (+35%).**
- Its **fiber network reaches 27M FTTH households**, of which 19.4M correspond to its own network or rights of use, becoming the operator with the greatest national fiber coverage.
- The Group **invested €500M in infrastructure** and commercial growth in 2021.

Madrid, April 5th, 2022.- [MASMOVIL Group](#) today has announced its 2021 results in which the **Company continues to maintain its growth momentum** in all of its key **business and financial parameters**, with **service revenue growth accelerating in the last quarter of last year**, despite **challenging market conditions**.

Throughout 2021, MASMOVIL Group, thanks to **organic growth** based on its **multi-brand strategy** which continues to produce excellent results, and the **acquisition of Euskaltel Group**, reached a new all-time record in customer acquisition with the addition of 3.3 million lines, between fixed broadband and mobile postpaid.

During last year, **MASMOVIL Group** achieved **total revenues of €2,465M, 28% more** than in the previous year. In the **last quarter of last year, total revenues accelerated to €754M, a 43% increase** over the same period last year.

Service revenues increased **by 28%** year-over-year to €2,233M. During the **last quarter of the year**, these revenues accelerated to **€682M, 45% higher than last year.**

EBITDA reached €949M in 2021 **(+48%)**, while **EBITDA margin** increased to **38%**, its **highest annual figure**. During the **last quarter of 2021**, EBITDA reached **€324M, up 52%** compared to the same period last year, **with an EBITDA margin of 43%.**

In 2021, the Group posted a **net profit of €189M**, compared to a proforma net loss of €77M in 2020.

“We are very pleased with the results obtained in 2021, both commercially and financially. In addition, the integration of Euskaltel is developing at a high speed in the incorporation of its customers to our networks and in the accelerated availability of fiber optics for our customers, especially in the Basque Country and Galicia”, said Meinrad Spenger, CEO de MASMOVIL.

Annual results 2021

MASMOVIL[®]



Number of clients*

14,5 M lines

+26%



Broadband clients

3,1 M lines

+60%



Services revenues

2.233 M€

+28%



Adjusted EBITDA

949 M€

+48%

* Broadband and mobile lines, including Euskaltel.

Excellent commercial results: 14.5M total customers in 2021

In terms of commercial results, **MASMOVIL Group** continues with its solid commercial growth. At the end of last year, **MASMOVIL -including Euskaltel-**reached 14.5M lines, +26% more than at the end of 2020, of which 11.4M are mobile lines (8.7M belong to the postpaid segment, 35% more than last year) and 3.1M fixed broadband lines, 60% more than last year.



¡MASMOVIL Group reaches
14,5M customers!



500M€ of investment in 2021 and fiber optic network coverage covering almost all Spanish households

In 2021, MASMOVIL Group invested **500M€ in infrastructure** and commercial growth.

This has allowed MASMOVIL's fiber optic coverage reaches 27 million FTTH households at the end of last year -19.4M with its own network or rights of use- and to cover almost all Spanish households, becoming the operator with the greatest fiber coverage at the national level.

According to the report of the prestigious French consulting firm **nPerf**, "*Barometer of fixed Internet connections in Spain*", MASMOVIL Group offered the best fixed services during the first half of 2021.

In addition, its own mobile network and agreements with other operators **allow the Group to have 4G coverage of 98.5% of the Spanish population and to offer 5G services in more than 700 Spanish cities in 40 provinces.**

The Company has 80MHz in the 3.5GHz band to offer 5G services and is the operator with the largest amount of spectrum per customer in Spain.



+27 million

About MASMOVIL Group

MASMOVIL Group is the operator leading the growth in Spain in recent years, offering fixed, mobile, broadband Internet, Agile TV and other new services such as energy, health, alarms and financial services for residential customers, businesses and operators, through its main brands: Yoigo, Pepephone, MASMOVIL, Lebara, Lycamobile, Llamaya and Virgin telco, and the regional brands Euskaltel, R, Telecable and Guuk-

In Portugal, MASMOVIL has the Nowo brand, which offers fixed and mobile telecommunications services to residential customers.

The MASMOVIL Group isn't a traditional fully-fledged infrastructure operator; however, it offers to its customers access to the largest FTTH coverage, with more than 27 million FTTH households, and 3G, 4G and 5G mobile networks to 98.5% of the Spanish population, thanks to its hybrid strategy combining own and third-party infrastructure.

In addition, MASMOVIL launched its 5G services, which are already available in more than 700 municipalities in Spain. The Group had 14.5 million customers by the end of 2021, including Euskaltel.

MASMOVIL has been awarded on several occasions as the best broadband and fiber optic operator. In addition, it is the operator with the fastest fiber network in Spain in 2020, according to a [study performed by nPerf and the operator that offered the best fixed services during the first half of 2021](#).

*MASMOVIL has achieved **zero net carbon emissions in 2020 and also in 2021 -including Euskaltel Group-**, making it the first telecommunications operator in Europe to accomplish this achievement and the one with the lowest absolute residual level of emissions. It is also the first telecommunications company in Europe to become a **B Corp company**.*

MASMOVIL is participated by Cinven, KKR and Providence Equity Partners since November 2020, in order to accelerate the Group's investment strategy.



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