



# FY 2022 Results

March 16, 2023



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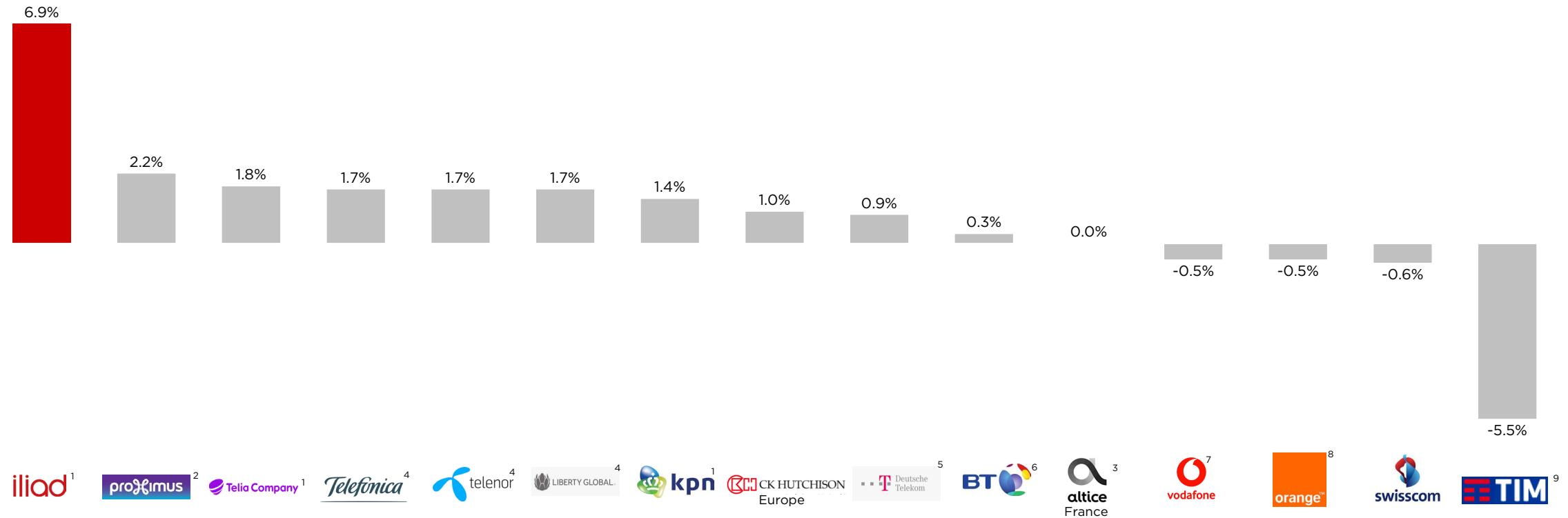
# 2022 Key highlights





# Growth leader in Europe among the 15 largest independent telecom Groups

## FY 2022 YOY GROWTH EUROPEAN OPERATIONS



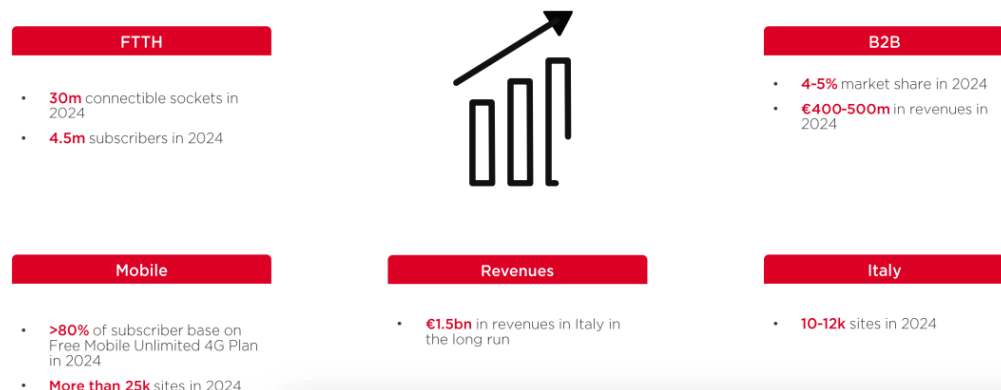
(1) Organic growth as reported (2) Domestic only (3) iliad estimates (organic, excluding Media) (4) iliad estimates (organic)  
 (5) iliad estimates (excluding T-Mobile USA & "Other segments") (6) iliad estimates (excluding Global Services) (7) iliad estimates (Europe, organic) (8) iliad estimates (Europe, organic, ex AME & ICSS) (9) excluding Brazil

# 2024 Odyssee Plan

▶▶ MOST OF THE 2024 ODYSSEE PLAN TARGETS ALREADY REACHED

## MARCH 2019 – CAPITAL MARKETS DAY

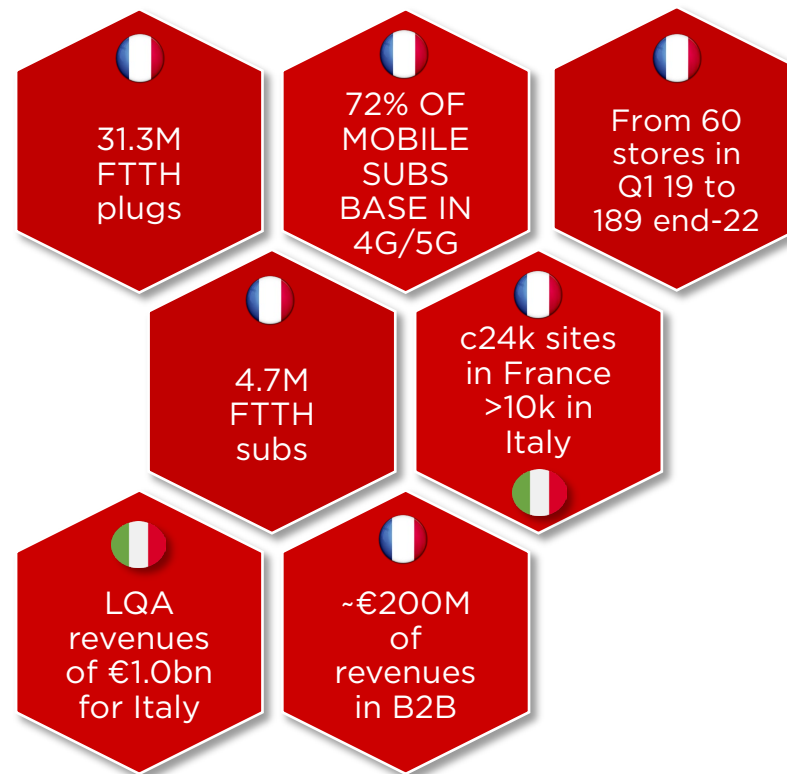
### Conclusion & Goals



### Optimizing our Approach to the Market

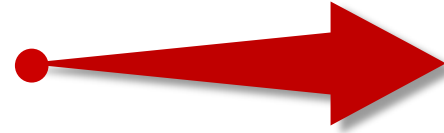


### ACHIEVEMENTS END-2022



# Fast track transformation – 6<sup>th</sup> European player

2017



2022



20.2M SUBSCRIBERS

x2.3

45.9M SUBSCRIBERS

€5.0BN REVENUES

+68%

€8.4BN REVENUES

€1.8BN EBITDAAL

+86%

€3.3BN EBITDAAL

€0.3BN OFCF

x4.6

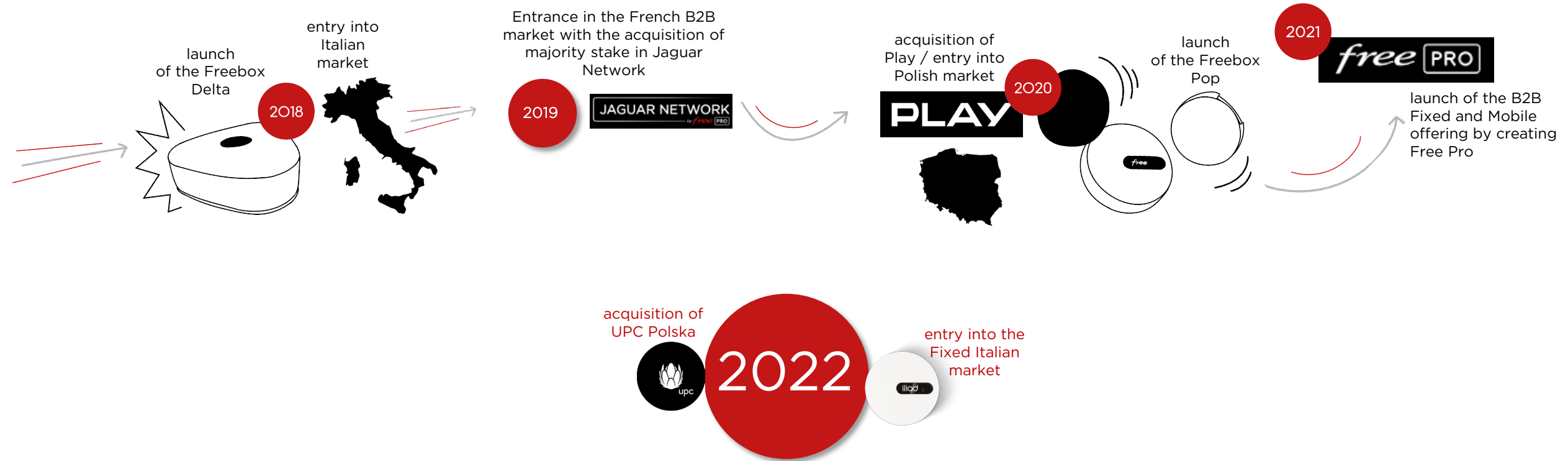
€1.2BN OFCF

9.7K EMPLOYEES

+7.0K

16.7K EMPLOYEES

# Achieving convergence everywhere in 2022



**ILIAD GROUP IS NOW FULLY CONVERGENT FIXED & MOBILE IN ITS 3 COUNTRIES AND ITS FORAY INTO B2B IS ONLY AT ITS BEGINNING**

# Key achievements in 2022



LEADER IN BROADBAND NET ADDS<sup>1</sup>



LEADER IN MOBILE CONTRACT NET ADDS



LEADER IN BROADBAND NET ADDS<sup>2</sup>



LEADER IN MOBILE NET ADDS<sup>1</sup>



LEADER IN BROADBAND NET ADDS<sup>3</sup>



LEADER IN MOBILE CONTRACT NET ADDS<sup>1</sup>

(1) internal estimates / excluding M2M  
(2) among the 5 largest telecom operators in Italy  
(3) internal estimates



# 2022 in a nutshell



ORGANIC REVENUES GROWTH **+6.9%**

ORGANIC EBITDAAL GROWTH **+8.0%**

OFCF GROWTH **+74.8%**

SUBSCRIBERS BASE **+2.7M**

# The X-Factor: innovation is in our DNA

No retail distribution in Italy?  
our response to the challenge

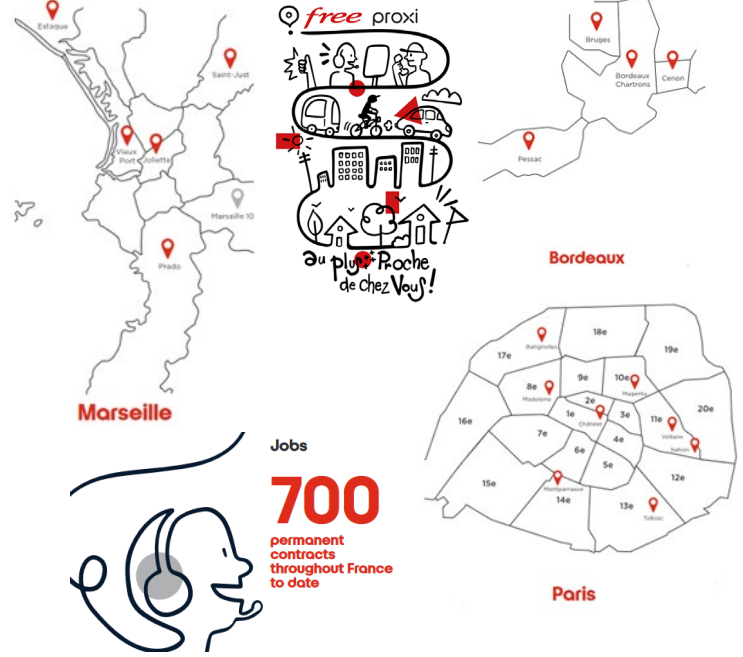
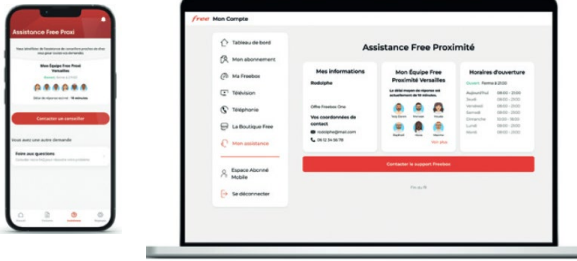


More than 2,000  
SIM ATMs end-2022



Free Proxi  
The subscriber support revolution

A VIP service for every one  
of our subscribers



B2B  
Innovation for all enterprises



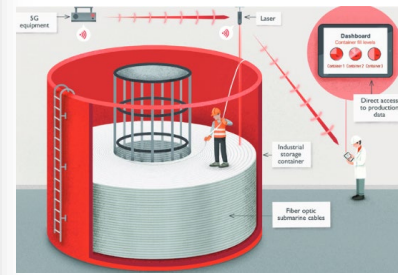
Free is covering Europe's largest 5G manufacturing site



~25,000 Fixed Accesses (FTTH SOHO/SMEs)

The largest private 5G network deployed at a manufacturing facility in Europe

With 57 indoor 5G access points and 2 outdoor 5G access points, ASN's site at Calais boasts the largest private 5G network to date in Europe. In total, it represents 50,000 sq.m. of surface area with 5G coverage.



The Freebox Pro - Ultra-performing. Ultra-professional

To meet the specific needs of businesses, we've created a brand new Freebox, designed and manufactured purely for the B2B market.

A Freebox specially created for business environments

The Freebox Pro has been entirely developed by Free's teams to meet the full range of a business's needs - intense use, operation in an industrial environment and resistance to vibrations and high temperatures.

Developed and tested using an industrial process, it is made out of very robust, hard-wearing materials, which increase its stability and lifespan. It can be mounted in a 19-inch rack.

The first pure-Fiber Freebox  
The Freebox Pro is the first pure-Fiber Freebox. This means it directly addresses the number one priority of businesses - top-quality, ultra-fast connectivity.

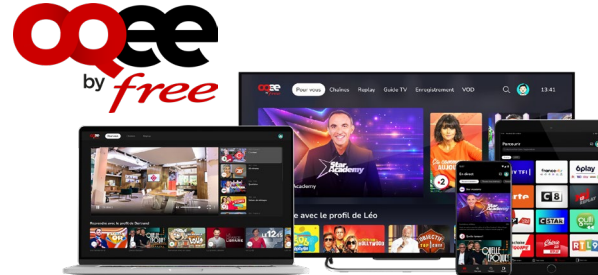
# The X-Factor: innovation is in our DNA

Proposing new usages



More than 400,000  
active users end-2022

Always enriching content  
experience



579 TV channels

Building from scratch new  
business : our Fintech



Simple payment  
solution at  
low prices



**Affordable**

Pay only for what you  
need. Not for added  
features or services.



**Empowering**

Set up or build your own  
payment processing  
system.



**Effortless**

Ensure a hassle-free  
payment experience for  
you and your clients.



**Frictionless**

Manage your  
transaction flow  
securely and get help  
when needed.

# Corporate activity in 2022 & early 2023

## REINFORCEMENT OF OUR FINANCIAL STRUCTURE

**€5 BILLION**

3 banking facilities placed end July with a pool of 23 international banks

**€1.1 BILLION**

Disposal of 30% stake in OTF and 10% stake in OTP to Cellnex

**€1.25 BILLION**

Success of our bond issuances in December 2022 & February 2023

**€300 MILLION**

New EIB financing line to support our FTTH investment in France

## M&A

Fiberco JV setup in Poland (under review) with InfraVia at 50%

**€1.5 BILLION**

Closing of UPC Polska transaction

Acquisition of Sferanet (regional ISP with 1,300km of fibre-optic network)

## NETWORK INITIATIVES

RAN sharing agreement with WindTre

FTTH wholesale agreement with Fastweb

Fiber Factory in charge of network upgrade / expansion (closing expected in Q1 2023)

## ACQUISITION OF NEW EXPERTISE, DIVERSIFICATION

Acquisition of 92.5% of Redge (a leading OTT platform in Eastern Europe and notably in Poland)

Commercial partnership with Certideal, a leading smartphone reconditioning company, as per our ESG strategy

Launch of our payment platform

 **Stancer**

# Operational review

Thomas Reynaud  
iliad Group CEO

iliad  
GROUP

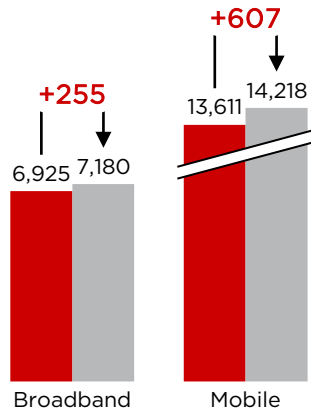
01

# Sales performance

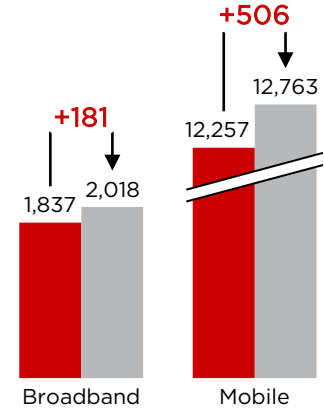
**iliad**  
GROUP  
45.9M SUBSCRIBERS  
+2.7M IN 2022<sup>1</sup>

SUBSCRIBERS (000s)

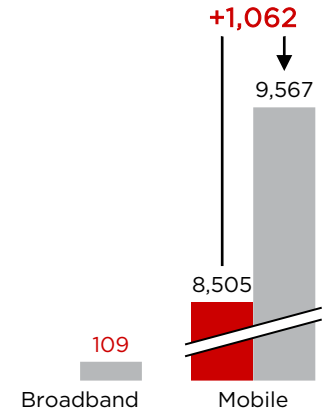
■ 2021  
■ 2022



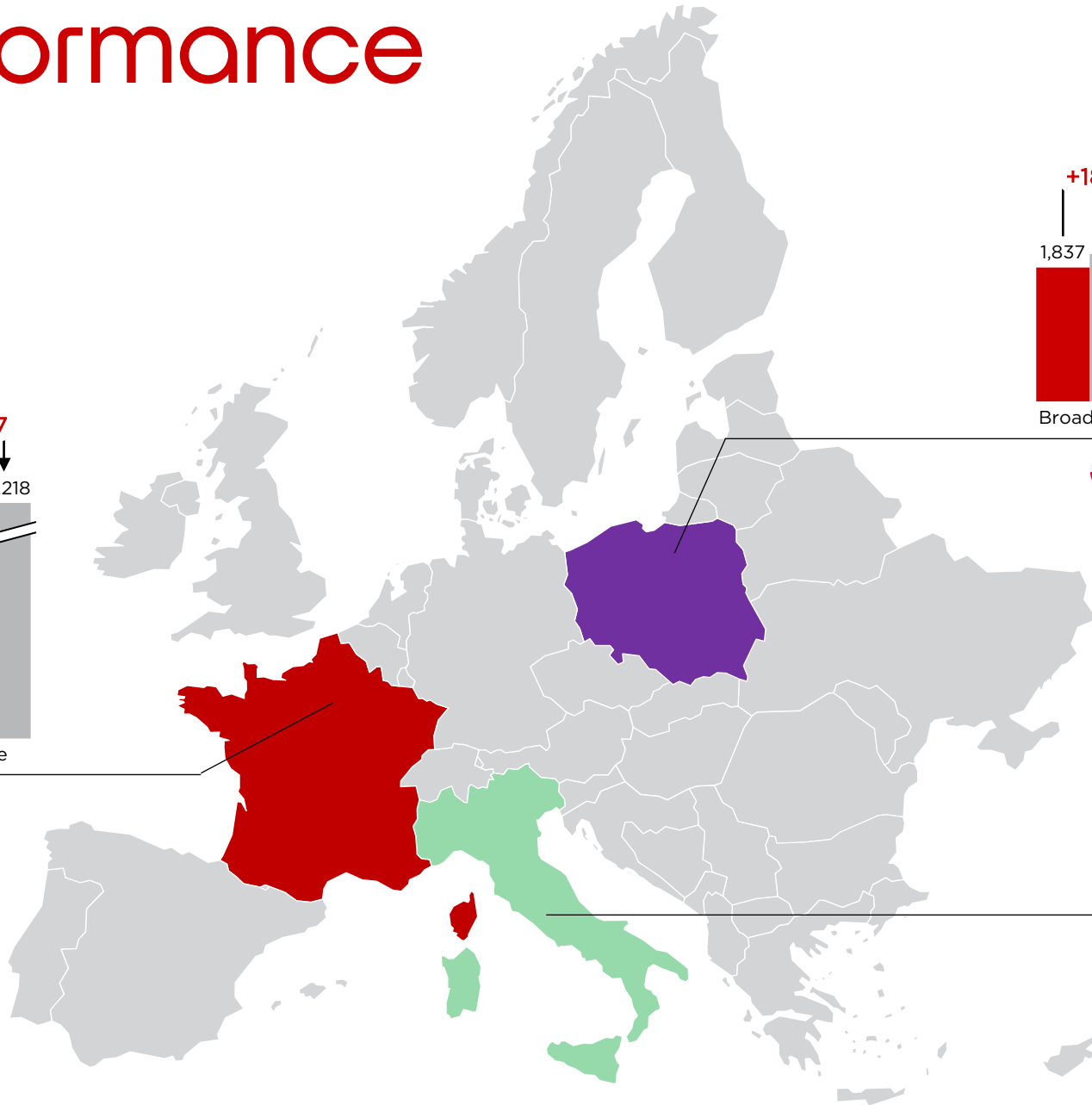
 **France**



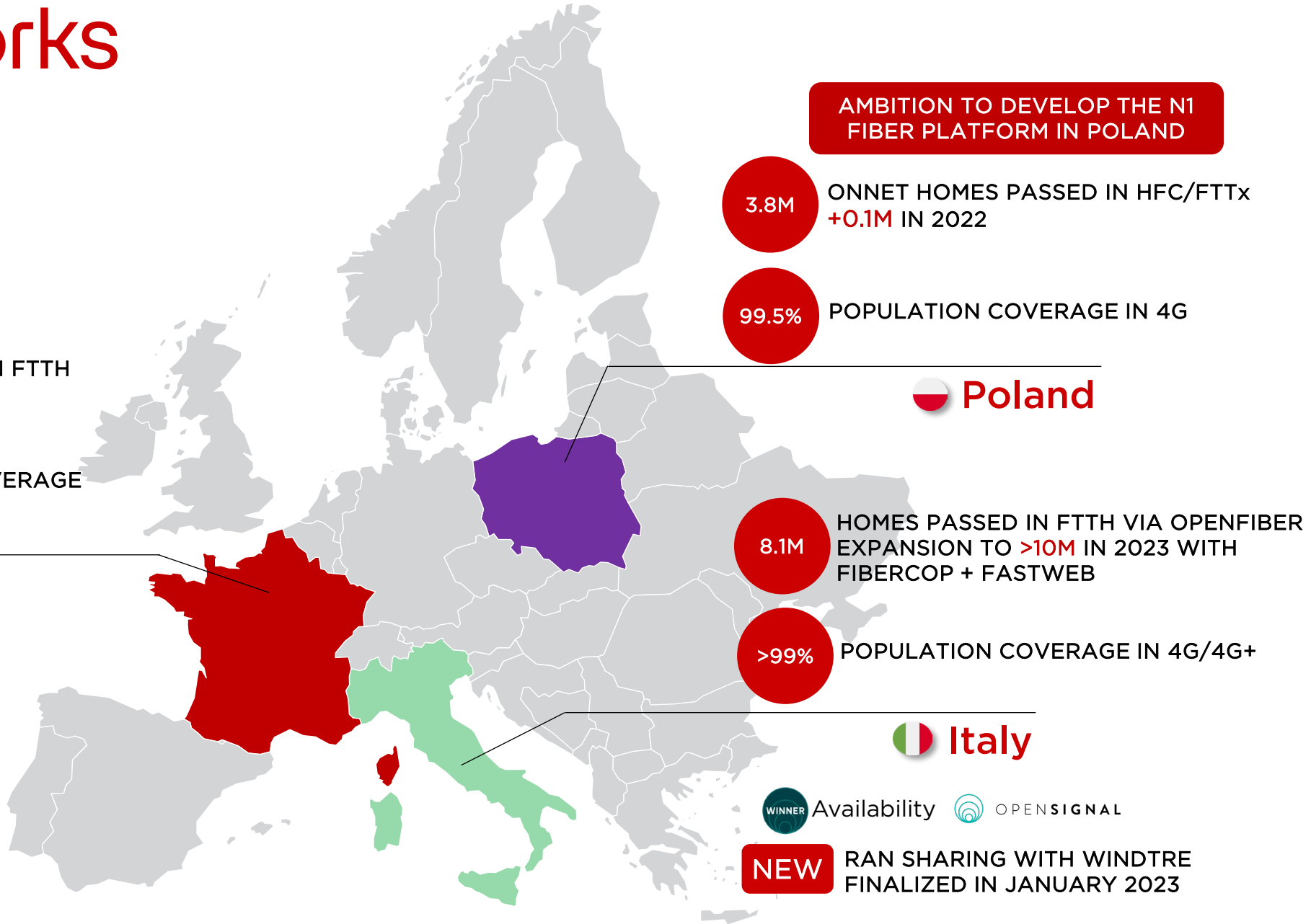
 **Poland**



 **Italy**



# Our networks



(1) The March 16, 2023 publication reported 99.9% coverage. Updates to the modeling bases carried out after this date lead to estimate a corrected coverage of 99.2%.

# Country view

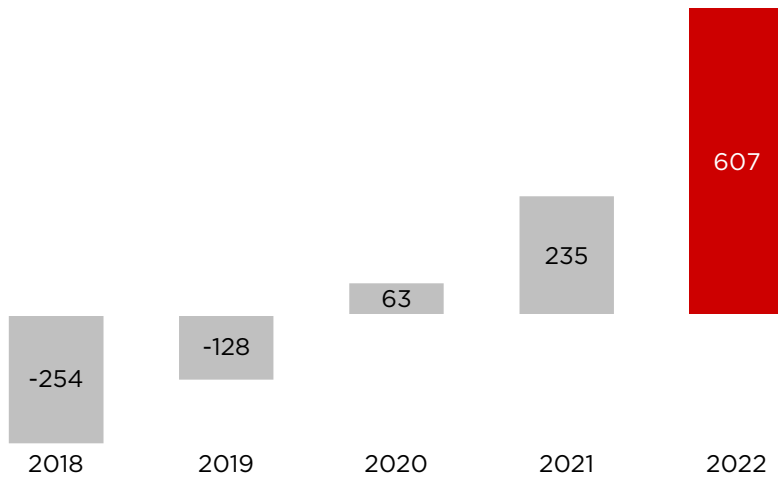




## Reaping the fruits of our network investments

### MOBILE NET ADDS

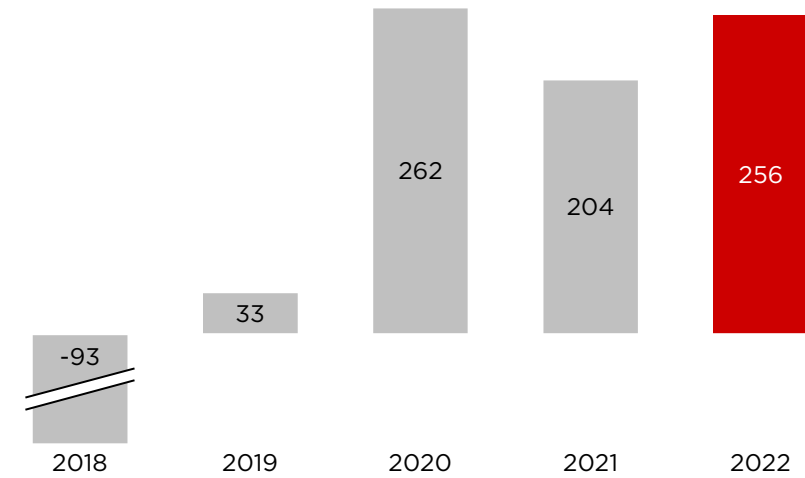
(000s)



Best yearly net adds since 2017

### BROADBAND NET ADDS

(000s)



Second best year since 2016

NPS up 6ppts in 12 months at 21

NPS keeps improving (+2ppts in 12 months at 27)



Free mobile's download speeds ranked the 2nd fastest in France in 2022 (nperf survey)

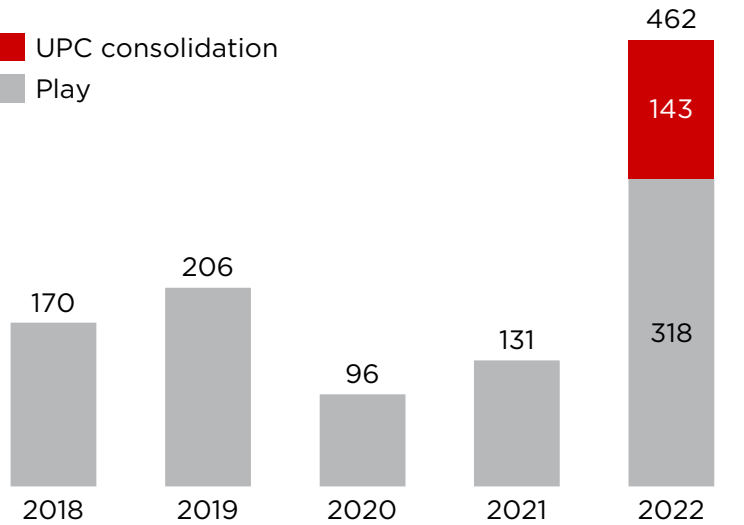


## Strong performance in Mobile, Fixed ready to accelerate

### MOBILE POSTPAID NET ADDS

(000s)

UPC consolidation  
Play

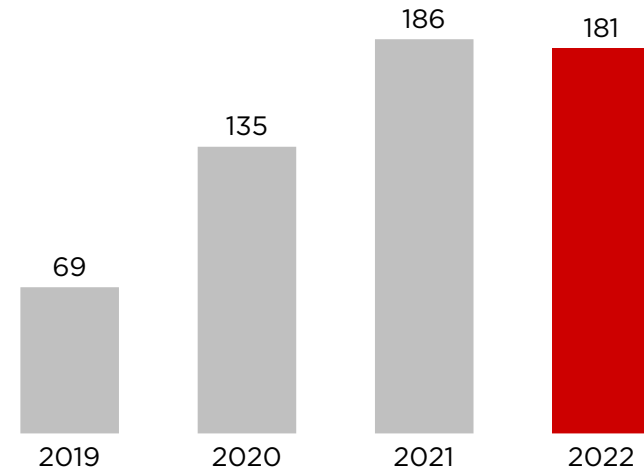


Best commercial performance in postpaid over the last 5 years quarter

Market share wins with better NPS (+c3 pts) and lower churn (-c1 pt)

### FIXED NET ADDS<sup>1</sup>

(000s)

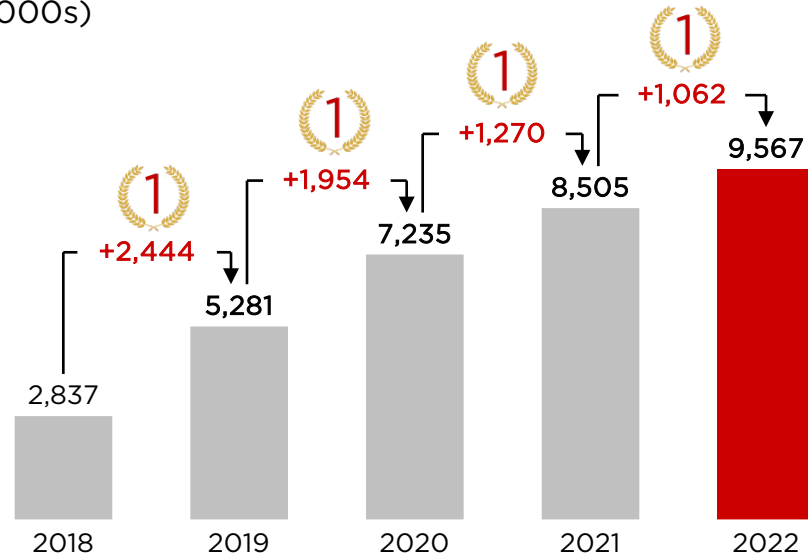


Convergence between Play & UPC just at its beginning in Fixed

## Solid sales momentum in both Mobile and Fiber

### MOBILE SUBS BASE

(000s)



### BROADBAND

109,000 subscribers  
end-2022

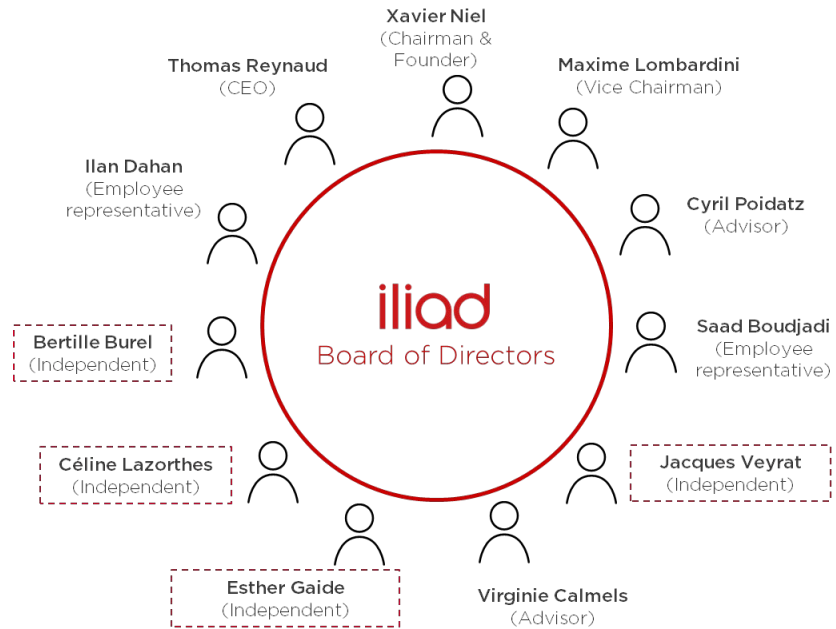
>3% market shares in FTTH  
only 10 months after launch

5<sup>th</sup> year in a row as market leader in mobile  
net adds<sup>1</sup>

iliad Italia preferred mobile brand in Q4 22<sup>2</sup>

# ESG update

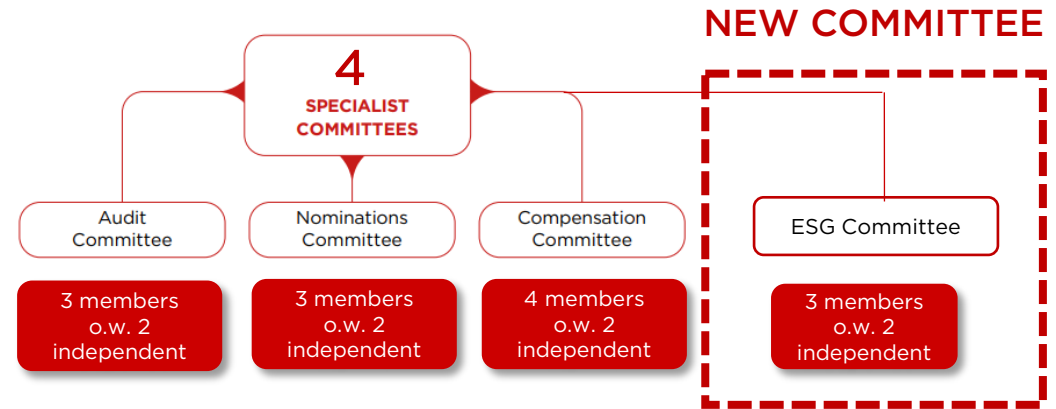
# Governance



**44%** → Proportion of independent directors<sup>(1)</sup>

**44%** → Proportion of women on the Board of Directors<sup>(1)</sup>

## KEEPING A TRANSPARENT GOVERNANCE MODEL AND ADAPTING TO THE CONTEXT



# Environment

## EXECUTING OUR PLAN



Press release Paris, February 2, 2023

### The Iliad Group and ENGIE sign their first Power Purchase Agreement together, covering a 15-year period in France

corporate social responsibility



The Iliad Group and ENGIE are announcing today that they have signed their first (off-site) Power Purchase Agreement (PPA) together in France.

The signature of this "green" PPA is in line with the pledge we made in our role as a telecoms group to help create more renewable energy capacity in the three countries where we operate.

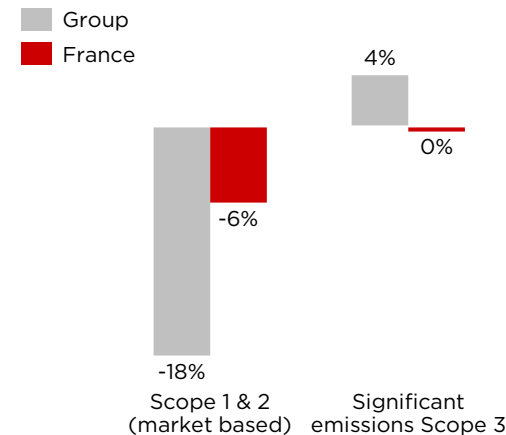
We chose ENGIE, our long-standing energy supplier and the leading developer of solar and wind power in France, as our provider for this PPA. Under the terms of the agreement, for 15 years the Group will purchase from ENGIE the electricity that will be generated by the Labrit solar farm located in the Landes region in France, and the associated guarantees of origin.

## VALIDATING OUR PLAN



### TASKFORCE REGROUPING FINANCE, ESG TEAM AND OPERATIONS TO SUBMIT BY END Q2 2022

### EVOLUTION OF OUR SCOPES IN 2022<sup>1</sup>



## ADAPTING OUR PLAN



### Our Network

- Optimizing our networks' energy consumption
- Pro-active policy of migrating subscribers from copper to fiber & optimizing our network equipment
- Ensuring our data centers have advanced environmental performance

### Our Offices & stores

- Reducing room temperatures & the use of air conditioning
- Improving the energy performance of our buildings
- Reducing lighting times
- Switching off advertising & display screens
- Moderating the energy use of our IT equipment

### Our Employees & subscribers

- Raising our employees' awareness  
In-house communication campaign among our employees
- Raising our subscribers' awareness & giving them ways to reduce their energy consumption  
Free's subscribers can already see an estimate of their carbon footprint in their online subscriber. We recommend easy eco-friendly habits they can adopt to reduce their daily energy consumption. The group will be sending out targeted communications to actively raise subscribers' awareness about saving energy

# Social

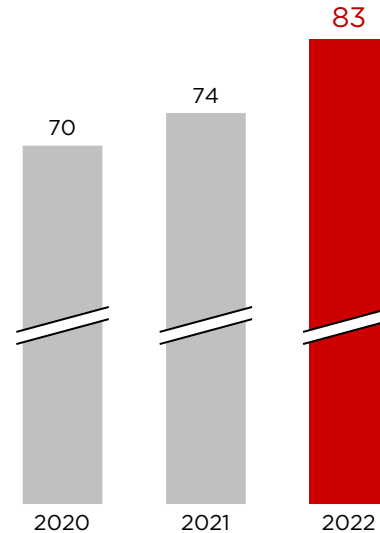
## GENDER EQUALITY INDEX



**GENDER EQUALITY INDEX: THE ILIAD GROUP RECORDS AN OVERALL SCORE OF 91/100**

The Group's largest entities in France in terms of employee numbers, which group together occupations in network rollouts, contact centers, local support services and stores, all recorded excellent results that were either on a par with, or up on, 2021.

## FRUITFUL SOCIAL DIALOG



Global satisfaction rate in the annual social barometer for Iliad in France

Close to **500** net new hires in France, Iliad and its JVs 2<sup>nd</sup> employer of the sector in France

## IMPROVING WORKING CONDITIONS

**-1.5 ppt**

Total Group absenteeism rate variation over 12 months  
(**4.5%** end-2022)

**-6.2 pts**

Total Group occupational accident frequency rate variation over 12 months  
(**5.9** end-2022)

# Financial review

Nicolas Jaeger,  
iliad Group Deputy CEO - Finance

**iliad**  
GROUP

02



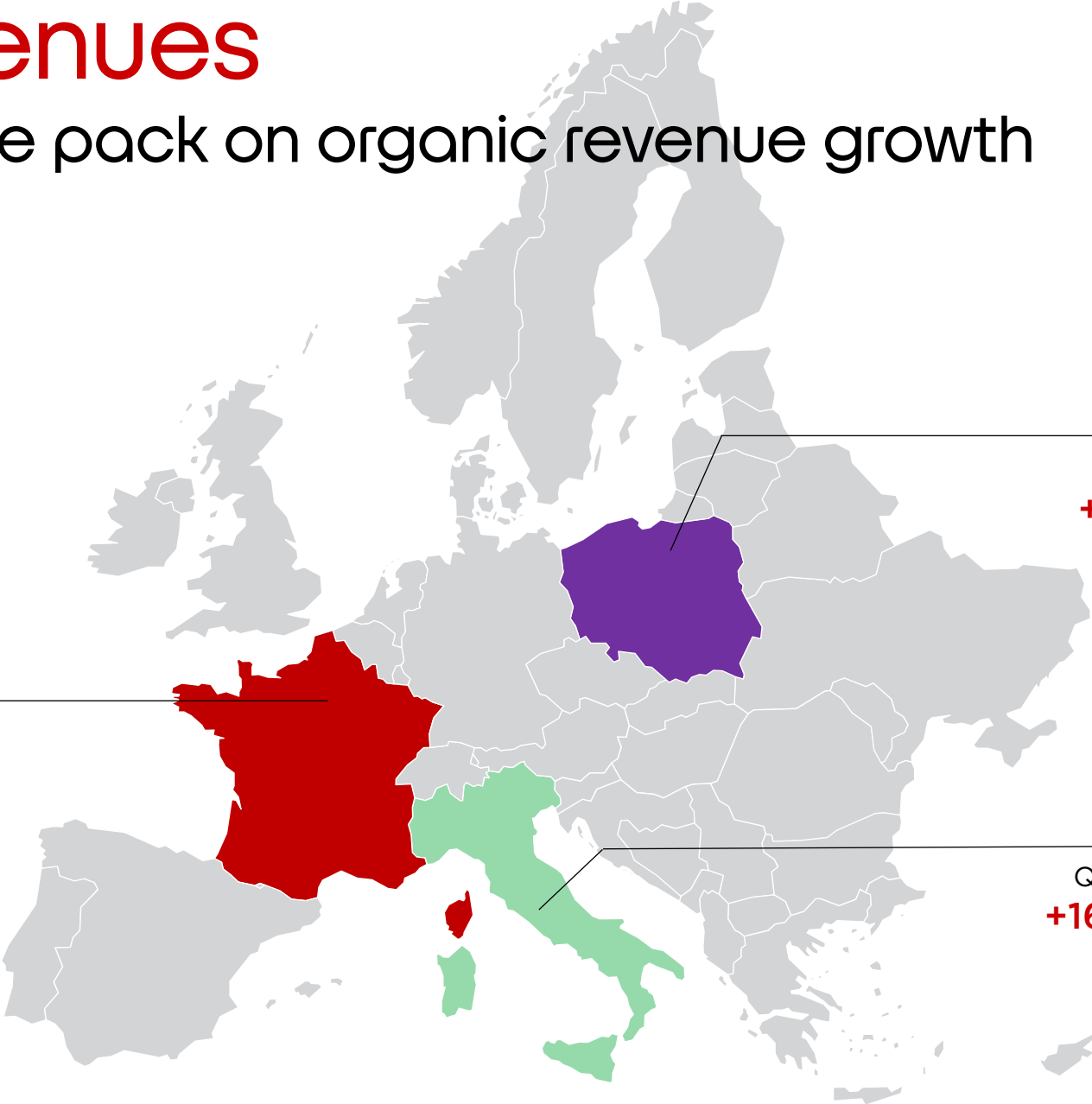
# Group revenues

Still ahead of the pack on organic revenue growth

**iliad**  
GROUP

FY 22 revenues **up**  
**6.9%**<sup>(1)</sup>

Q4 22 revenues **up**  
**7.7%**<sup>(1)</sup>



**France**

Q4    FY 22  
**+7.0% / +6.9%**

**Poland**

Q4<sup>1</sup>    FY 22<sup>1</sup>  
**+7.1% / +3.7%**

**Italy**

Q4    FY 22  
**+16.3% / +15.5%**

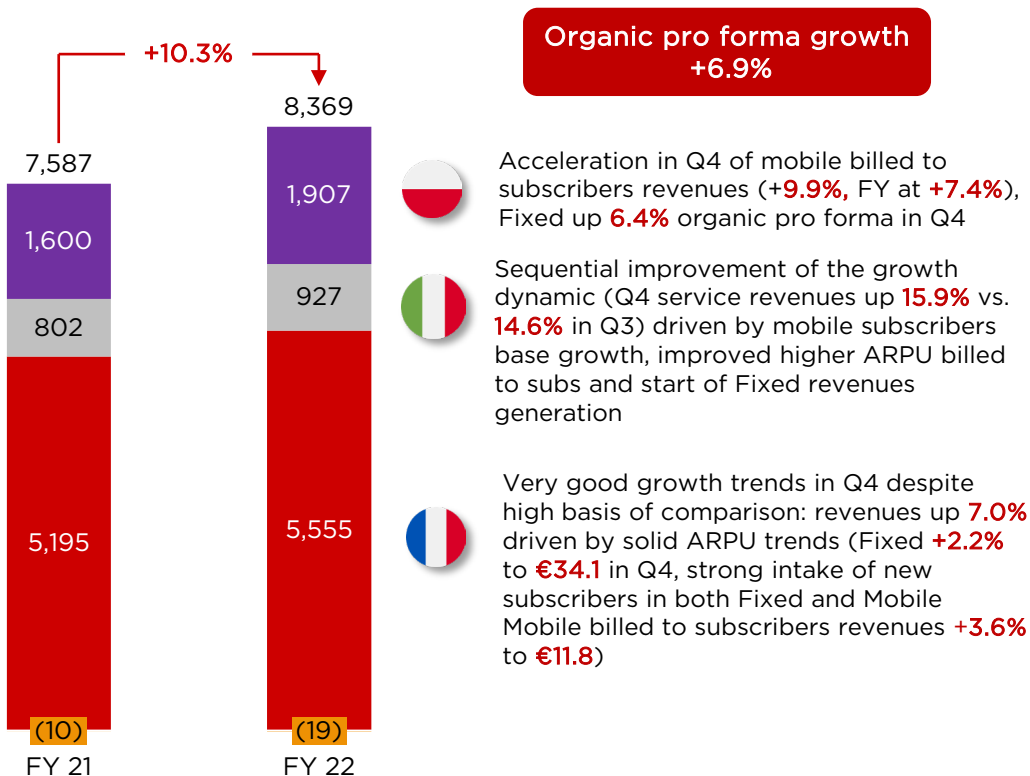
(1) Organic pro forma : adjusted from acquisitions and at constant FX

# Group revenues & EBITDAaL



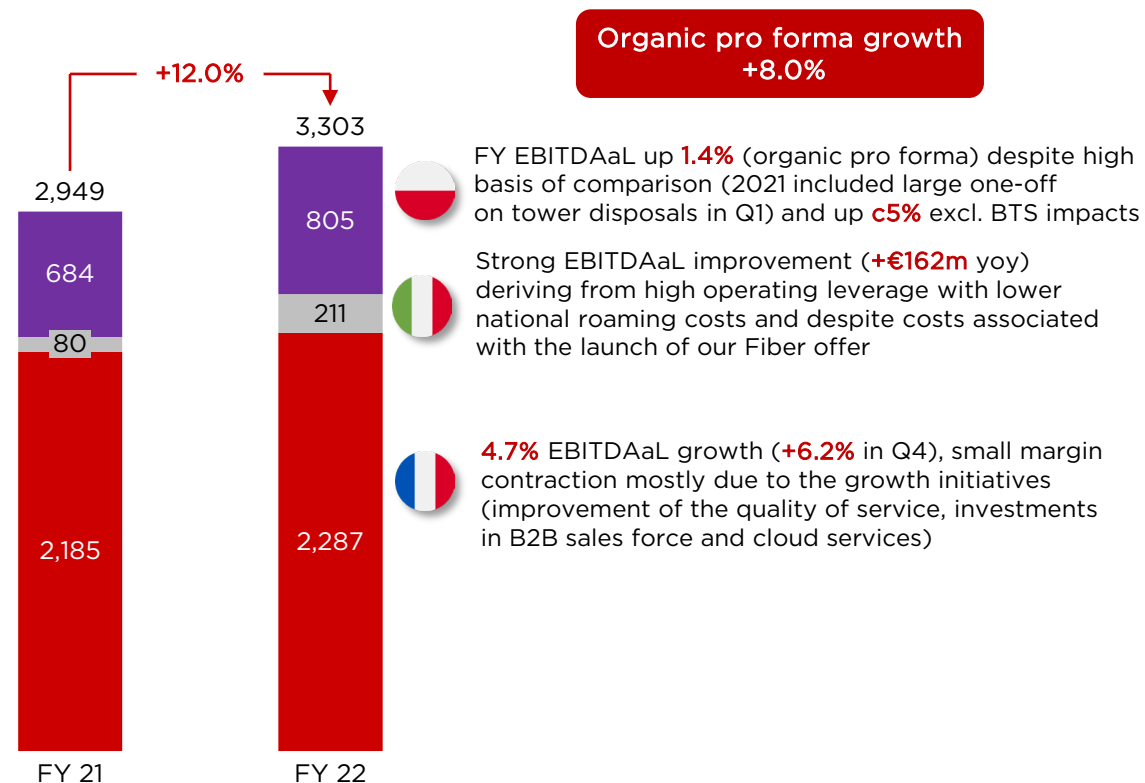
## FY 2022 REVENUES

(€m)



## FY 2022 EBITDAaL

(€m)



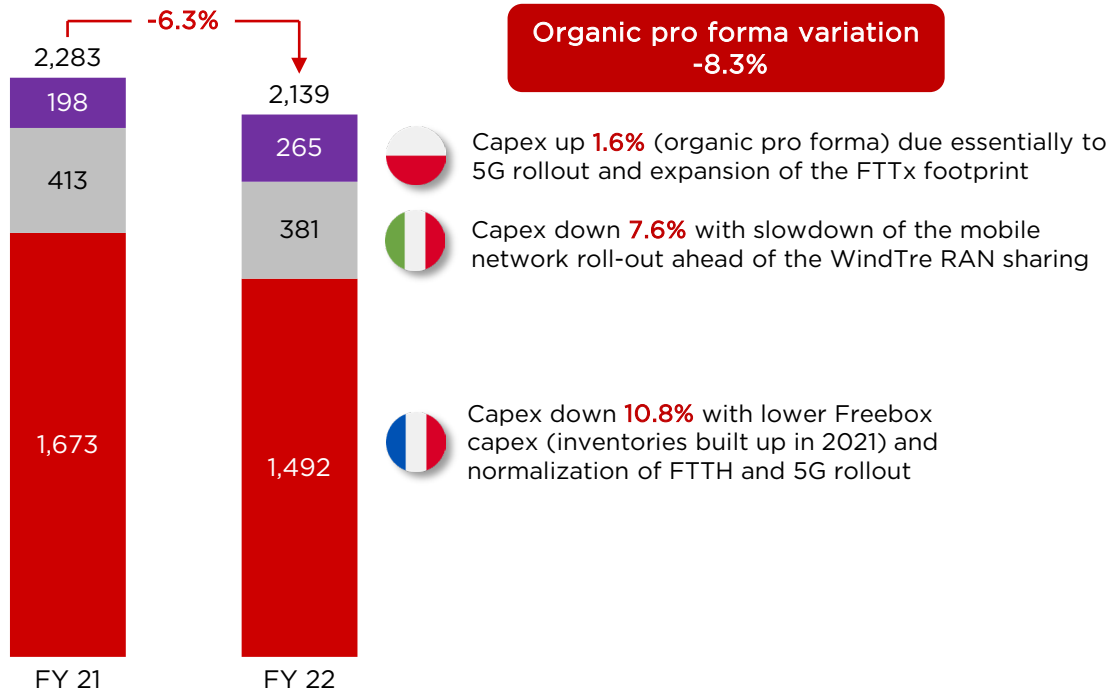
# Group capex & OFCF



## FY 2022 CAPEX

(€m)

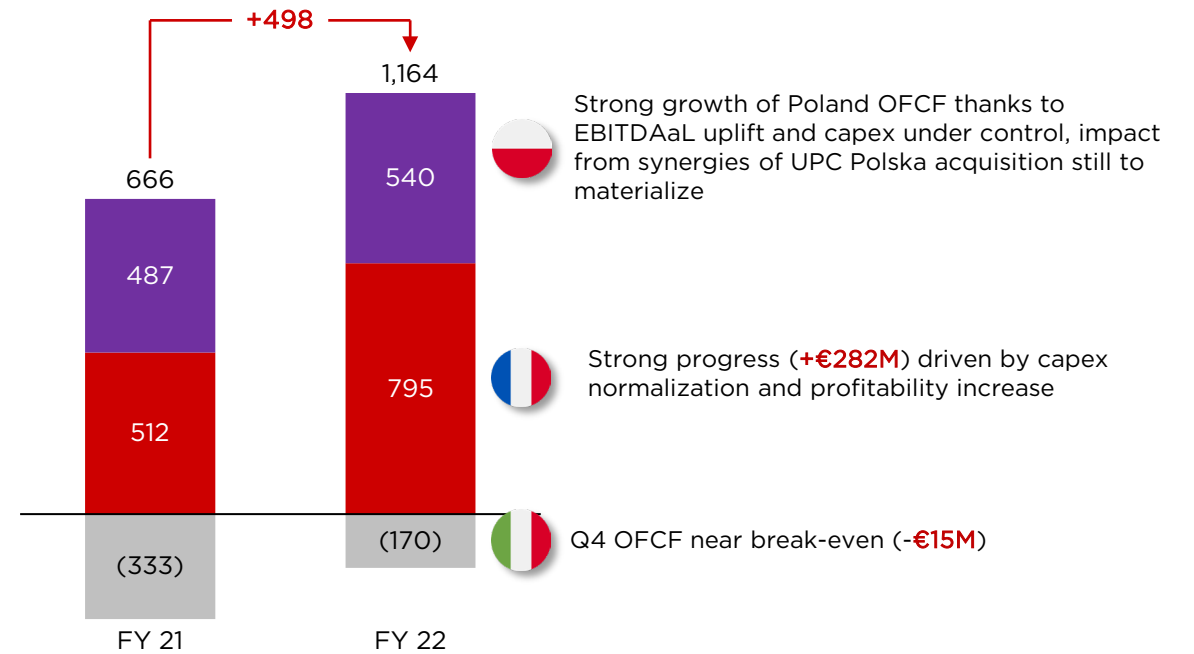
Poland Italy France



## FY 2022 OFCF

(€m)

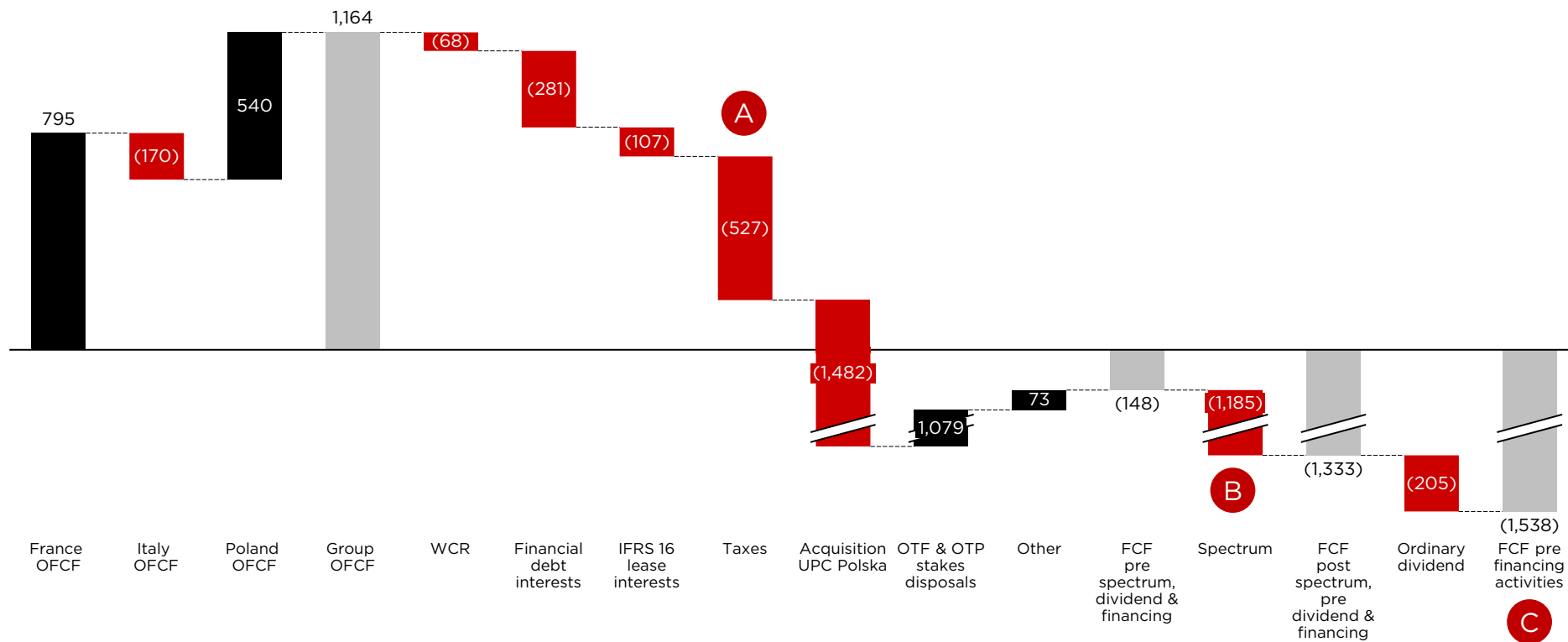
Poland Italy France



(1) Organic pro forma : adjusted from acquisitions and at constant FX

# FCF iliad Group

## FY 2022 FCF BRIDGE (€M)



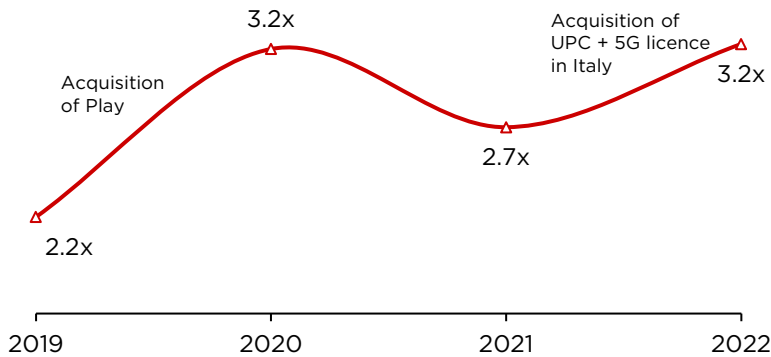
**A** o.w. €0.2bn cash tax on gain on sale of the 2021 Towerco deal in Poland paid in Q2 2022 (for 100% of the capital)

**B** o.w. €1.0bn in Italy for the 5G spectrum

**C** before exceptional dividend of €1.2bn to reimburse Bridge to Bond

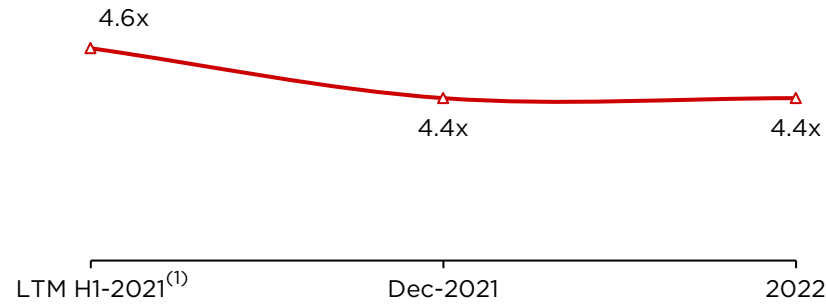
# iliad Group and iliad holding capital structure

## LEVERAGE ILIAD GROUP



€M	31/12/2021	31/12/2022
Gross financial debt	8,716	11,337
Cash & cash equivalents	704	521
<b>Net debt</b>	<b>8,012</b>	<b>10,815</b>
LTM EBITDAaL (€M)	2,949	3,346 <sup>1</sup>
Leverage ratio	2.7x	3.2x

## LEVERAGE ILIAD HOLDING



€M	31/12/2021	31/12/2022
Gross financial debt	13,684	15,215
Cash & cash equivalents	783	530
<b>Net adjusted financial debt<sup>2</sup></b>	<b>12,901</b>	<b>14,563</b>
LTM EBITDAaL (€M) <sup>2</sup>	2,944	3,343
Leverage ratio	4.4x	4.4x

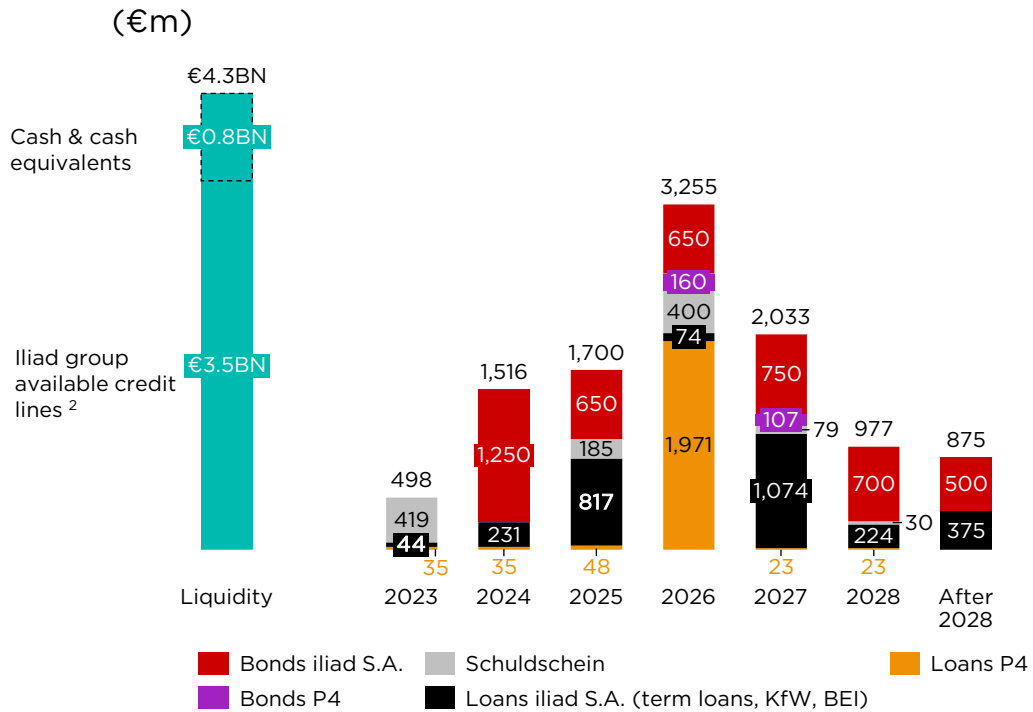
### On a consolidated basis at iliad Holding level

- Average maturity c.4 years
  - WACD<sup>3</sup> of 3.8%
  - 74% Fixed rates (after hedging)

# Liquidity profile

## PRO-FORMA DEBT MATURITY PROFILE AT END-DECEMBER 2022<sup>1</sup>

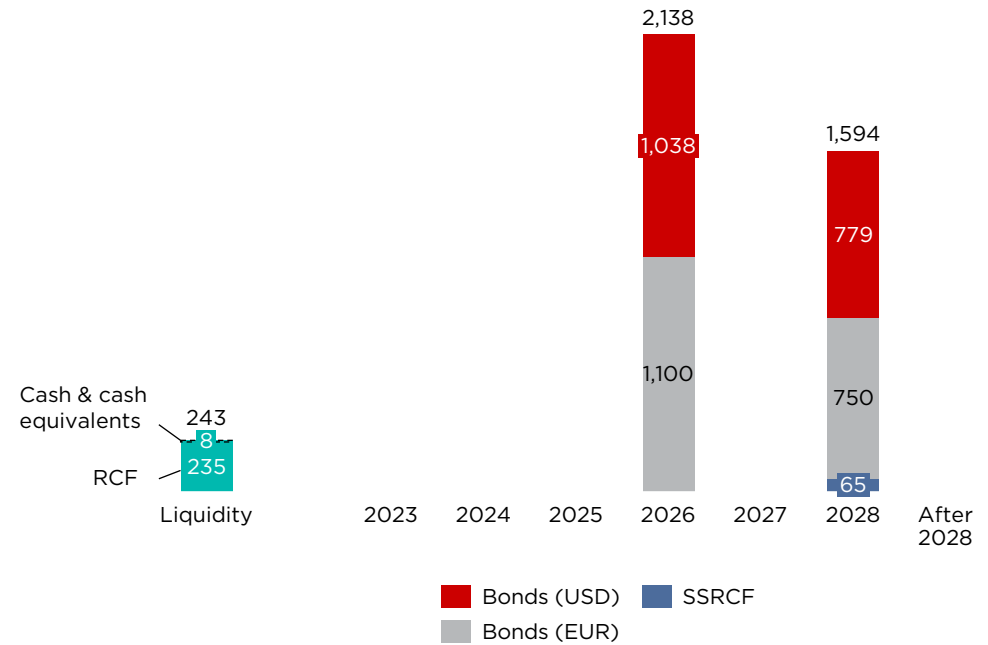
iliad GROUP



## DEBT MATURITY PROFILE AT END-DECEMBER 2022

iliad HOLDING

(€m)



(1) PF of the €500M 7Y bond issuance in Feb 23 and subsequent prepayment of the mid-term facility outstanding amount of €200M

(2) Includes €750M mid-term facility PF of the above mentioned bond issuance, €300M EIB and RCFs at Iliad SA and Play levels

# Ratings

	<b>S&amp;P Global</b> Ratings	<b>MOODY'S</b> INVESTORS SERVICE	<b>FitchRatings</b>
Corporate Family Rating	BB Stable outlook	Ba3 Stable outlook	BB Stable outlook
<b>iliad</b> GROUP Stand-alone credit profile	bb+	Na	bb+

	<b>S&amp;P Global</b> Ratings	<b>MOODY'S</b> INVESTORS SERVICE	<b>FitchRatings</b>
<b>iliad</b> HOLDING Bond issuances	B+	B2	BB-
<b>iliad</b> GROUP Bond issuances	BB	Ba2	BB



# Appendix



# iliad KPIs

	2020				2021				2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>FRANCE</b>												
Mobile subscribers (000s)	13,326	13,406	13,476	13,376	13,382	13,345	13,486	13,611	13,738	13,858	14,042	14,218
o.w. 4G/5G plans	8,278	8,383	8,503	8,563	8,657	8,754	9,049	9,259	9,479	9,712	9,989	10,190
o.w. voice plan	5,048	5,023	4,973	4,813	4,725	4,592	4,437	4,352	4,258	4,146	4,053	4,027
Broadband subscribers (000s)	<b>6,507</b>	<b>6,572</b>	<b>6,671</b>	<b>6,721</b>	<b>6,765</b>	<b>6,812</b>	<b>6,857</b>	<b>6,925</b>	<b>6,981</b>	<b>7,048</b>	<b>7,126</b>	<b>7,180</b>
o.w. FTTH	1,975	2,218	2,517	2,803	3,072	3,318	3,546	3,773	4,012	4,216	4,447	4,658
% FTTH take-up	30.4%	33.7%	37.7%	42.0%	45.4%	48.7%	51.7%	54.5%	57.5%	59.8%	62.4%	64.9%
<b>Total subscriber base (000s)</b>	<b>19,833</b>	<b>19,978</b>	<b>20,147</b>	<b>20,097</b>	<b>20,147</b>	<b>20,157</b>	<b>20,343</b>	<b>20,537</b>	<b>20,719</b>	<b>20,906</b>	<b>21,168</b>	<b>21,398</b>
Broadband & Ultra Fast BB ARPU (€ per month)	32.0	31.9	31.8	32.3	32.6	32.7	33.0	33.4	33.5	33.4	33.5	34.1
Mobile ARPU billed to subscribers (€ per month)	10.6	10.2	10.9	11.0	10.8	10.9	11.4	11.4	11.4	11.5	11.9	11.8
Connectible FTTH sockets	15.4m	16.8m	18.2m	19.9m	21.1m	22.7m	24.0m	25.5m	27.1m	28.6m	29.8m	31.3m
<b>ITALY</b>												
Mobile subscribers (000s)	5,806	6,260	6,840	7,235	7,540	7,820	8,165	8,505	8,825	9,082	9,343	9,567
Broadband subscribers (000s)									nd	68	84	109
<b>Total subscriber base (000s)</b>	<b>5,806</b>	<b>6,260</b>	<b>6,840</b>	<b>7,235</b>	<b>7,540</b>	<b>7,820</b>	<b>8,165</b>	<b>8,505</b>	<b>8,825</b>	<b>9,150</b>	<b>9,427</b>	<b>9,676</b>
<b>POLAND</b>												
Active mobile subscribers (000s) ex-M2M and technical SIMs	11,545	11,438	11,940	11,948	11,924	12,019	12,087	12,129	(UPC Polska added from Q1 2022)			
o.w. postpaid	8,274	8,263	8,349	8,391	8,392	8,428	8,469	8,522	8,706	8,788	8,894	8,984
o.w. prepaid	3,271	3,175	3,591	3,556	3,533	3,591	3,618	3,606	3,908	3,906	3,869	3,779
Fixed subscribers (incl. Home products from Play) (000s)	<b>48</b>	<b>60</b>	<b>86</b>	<b>126</b>	<b>162</b>	<b>198</b>	<b>235</b>	<b>267</b>	<b>1,875</b>	<b>1,916</b>	<b>1,970</b>	<b>2,018</b>
<b>Total active subscriber base (000s)</b>	<b>11,592</b>	<b>11,498</b>	<b>12,026</b>	<b>12,073</b>	<b>12,086</b>	<b>12,217</b>	<b>12,322</b>	<b>12,396</b>	<b>14,489</b>	<b>14,611</b>	<b>14,732</b>	<b>14,781</b>
Mobile ARPU billed to subscribers (PLN per month)	27.3	27.2	27.9	27.7	27.7	28.2	29.1	28.1	28.3	29.0	29.2	29.2
<b>GROUP TOTAL SUBSCRIBERS BASE</b>	<b>37,232</b>	<b>37,736</b>	<b>39,013</b>	<b>39,405</b>	<b>39,774</b>	<b>40,191</b>	<b>40,826</b>	<b>41,438</b>	<b>44,033</b>	<b>44,666</b>	<b>45,327</b>	<b>45,855</b>

# iliad Revenues

	2020							2021							2022						
	Q1	Q2	H1	Q3	9M	Q4	FY	Q1	Q2	H1	Q3	9M	Q4	FY	Q1	Q2	H1	Q3	9M	Q4	FY
Group revenues	1,382	1,402	2,784	1,420	4,205	1,666	5,871	1,846	1,875	3,722	1,912	5,633	1,954	7,587	1,934	2,090	4,024	2,150	6,173	2,195	8,369
France (€m)	1,233	1,242	2,475	1,252	3,728	1,277	5,004	1,263	1,280	2,542	1,306	3,849	1,347	5,195	1,339	1,370	2,710	1,405	4,114	1,441	5,555
Fixed services	663	672	1,336	673	2,009	686	2,695	692	712	1,405	716	2,121	739	2,860	741	759	1,500	766	2,265	781	3,046
Mobile services	527	514	1,041	537	1,578	545	2,123	529	533	1,062	550	1,612	561	2,173	548	563	1,112	576	1,688	588	2,276
o/w billed to subscribers	422	408	830	439	1,270	442	1,711	436	438	874	459	1,333	465	1,798	468	479	947	498	1,445	504	1,949
Equipment	45	58	103	44	146	48	194	43	36	79	42	121	53	174	51	50	101	64	165	84	239
Intercompany sales – France	(1)	(3)	(4)	(1)	(5)	(2)	(7)	(1)	(2)	(3)	(1)	(4)	(7)	(12)	(1)	(1)	(3)	(1)	(4)	(2)	(6)
Italy (€m)	150	162	312	171	483	192	674	188	195	383	207	590	213	802	214	228	442	238	679	247	927
Service revenues	149	161	309	170	479	190	670	186	193	380	206	586	210	796	212	227	440	236	675	244	919
Poland (€m)	-	-	-	-	-	200	200	398	404	801	401	1,203	397	1,600	384	495	879	512	1,390	516	1,907
Service revenues	-	-	-	-	-	152	152	312	319	631	309	940	304	1,244	301	405	705	405	1,110	411	1,521
Poland (PLN)	1,745	1,755	3,499	1,802	5,302	1,858	7,160	1,808	1,828	3,636	1,833	5,470	1,833	7,302	1,773	2,300	4,074	2,423	6,497	2,438	8,935
Mobile billed to subscribers	943	937	1,880	977	2,858	993	3,851	991	1,013	2,004	1,052	3,056	1,019	4,075	1,045	1,087	2,133	1,117	3,249	1,118	4,368
Other service revenues	422	441	863	398	1,261	430	1,691	418	422	840	347	1,187	373	1,560	328	341	669	347	1,016	361	1,377
Fixed (previously Home)	2	3	5	4	9	6	14	8	10	18	12	30	15	44	17	454	471	459	930	469	1,400
Equipment	377	373	751	423	1,174	429	1,603	391	383	775	422	1,196	426	1,622	383	418	801	500	1,301	489	1,790
Intra-group sales	(1)	(2)	(3)	(2)	(5)	(2)	(8)	(3)	(3)	(5)	(3)	(8)	(2)	(10)	(3)	(4)	(6)	(4)	(14)	(11)	(25)

# iliad Key Financial Indicators

	2018		2019		2020		2021			2022				
	H1	FY	H1	FY	H1	FY	Q1	H1	9M	FY	Q1	H1	9M	FY
<b>Group revenues</b>	<b>2,404</b>	<b>4,891</b>	<b>2,607</b>	<b>5,332</b>	<b>2,784</b>	<b>5,871</b>	<b>1,846</b>	<b>3,722</b>	<b>5,633</b>	<b>7,587</b>	<b>1,934</b>	<b>4,024</b>	<b>6,174</b>	<b>8,369</b>
o.w. France	2,395	4,768	2,432	4,912	2,475	5,004	1,263	2,542	3,849	5,195	1,339	2,710	4,114	5,555
o.w. Italy	9	125	177	427	312	674	188	383	590	802	214	442	679	927
o.w. Poland	-	-	-	-	-	200	398	801	1,203	1,600	384	879	1,390	1,907
<b>EBITDA (until 2018) / EBITDAaL</b>	<b>866</b>	<b>1,755</b>	<b>802</b>	<b>1,654</b>	<b>876</b>	<b>1,957</b>	<b>677</b>	<b>1,398</b>	<b>2,151</b>	<b>2,949</b>	<b>714</b>	<b>1,577</b>	<b>2,421</b>	<b>3,303</b>
o.w. France	894	1,807	910	1,907	960	2,021	460	1,019	1,603	2,185	493	1,091	1,669	2,287
o.w. Italy	(28)	(52)	(108)	(253)	(84)	(133)	(30)	6	10	80	40	87	147	211
o.w. Poland	-	-	-	-	-	70	248	373	538	684	181	399	605	805
<b>Cash Capex (excluding frequencies)</b>	<b>864</b>	<b>1,816</b>	<b>940</b>	<b>1,976</b>	<b>845</b>	<b>1,858</b>	<b>713</b>	<b>1,036</b>	<b>1,773</b>	<b>2,283</b>	<b>465</b>	<b>1,020</b>	<b>1,598</b>	<b>2,139</b>
o.w. France	773	1,555	779	1,607	622	1,312	603	771	1,371	1,673	332	716	1,115	1,492
o.w. Italy	91	261	161	369	223	512	74	201	271	413	94	198	303	381
o.w. Poland	-	-	-	-	-	34	36	64	131	198	40	107	181	265
<b>Net financial debt</b>	<b>3,257</b>	<b>3,983</b>	<b>4,610</b>	<b>3,609</b>	<b>3,733</b>	<b>7,747</b>	<i>Nd</i>	<b>7,380</b>	<i>Nd</i>	<b>8,012</b>	<b>8,067</b>	<b>10,031</b>	<b>10,732</b>	<b>10,815</b>
<b>LTM EBITDAaL</b>		<b>1,755</b>	<b>1,691</b>	<b>1,654</b>	<b>1,728</b>	<b>1,957</b>	<i>Nd</i>	<b>2,479</b>	<i>Nd</i>	<b>2,949</b>	<b>2,986</b>	<b>3,259</b>	<b>3,305</b>	<b>3,346</b>