

## Press release

Renens, 25.11.2022

## Salt – 2022 Q3 Financial Results

### Accelerating Growth and Strong Financial Performance

### Outperforming the Market – Highest Quarterly Mobile Net Adds in 10 years

- Best mobile subscriber growth in 10 years for the second time in a row with 29,900 B2C and B2B postpaid net adds in Q3 and solid growth in ultrafast broadband
- Market outperformance in Revenue and EBITDA<sup>1</sup>. Operating Revenue up 3.0% YoY at CHF 233.1 million, and accelerating EBITDA growth of 1.9% YoY at CHF 143.3 million
- Promising launch of Salt Max portfolio
- New MVNO partner MTEL strengthens portfolio of second brands
- Pro Office launched for business customers paving the way for further growth in ultrafast broadband
- TV product further strengthened with premium content from MySports and attractive offer for recordings and replay without additional ads
- Salt top rated by customers in BILANZ rating and by SIQT

### Q3'22 Key Financials

CHF m	9m'22	9m'21	YoY	Q3 2022	Q3 2021	YoY
Operating Revenue	669.6	647.3	+3.4%	233.1	226.4	+3.0%
Equipment Revenue	125.5	118.2	+6.2%	41.8	40.0	+4.6%
Total Revenue	795.2	765.6	+3.9%	275.0	266.3	+3.2%
Adjusted EBITDA	411.6	400.6	+2.7%	144.5	142.9	+1.2%
<i>as % of Revenue</i>	51.8%	52.3%		52.6%	53.6%	
EBITDA	408.0	395.6	+3.1%	143.3	140.6	+1.9%
<i>as % of Revenue</i>	51.3%	51.7%		52.1%	52.8%	
Cash Capex	(150.6)	(144.4)		(37.1)	(38.5)	
Free Cash Flow	212.2	216.4		106.3	95.2	

Note: as of Q3 2022, Salt is reporting all figures including IFRS 15 and IFRS 16 in media communications.

<sup>1</sup>Management estimate based on Swisscom and Sunrise reporting

<sup>2</sup>CHF 49.90 per month with 7 days Replay Max for Salt Mobile customers. CHF 59.90 per month with 7 days Replay Max for Salt PrePay and Start Max customers as well as non-Salt Mobile customers.

## Press release

### Sustained growth momentum and strong financial results

Salt has proven to be stronger than ever and is continuing to successfully deliver on its growth strategy. In Q3, the company added 29,900 mobile postpaid subscribers, again the highest number in 10 years, resulting in a customer base of 1,448,900 postpaid mobile subscribers by the end of September. Salt also continued its growth path in the ultrafast broadband segment leading the market in terms of subscriber growth in 2022, as well as in the B2B segment, reporting positive mobile net adds in B2B for the 13th consecutive quarter in a row.

Based on this positive subscriber momentum in all strategic pillars, Operating Revenue was up 3.0% YoY to CHF 233.1 million. With commercial investments normalizing in Q3, EBITDA increased by 1.9% YoY to CHF 143.3 million and the EBITDA margin reached 52.1%. Free Cash Flow for the quarter stood at CHF 106.3 million (Q3'21: CHF 95.2 million). For the first nine months of 2022, Operating Revenue was up 3.4% to CHF 669.6 million, and EBITDA grew 3.1% to CHF 408.0 million. This led to a Free Cash Flow of CHF 212.2 million, slightly lower than in the prior year period due to higher investments in Fiber development activities and an increase in tax expenses. Over the nine-month period, Salt outperformed the market in terms of revenue and EBITDA growth<sup>1</sup>.

### B-to-C Mobile: Salt Max portfolio, new MVNO and best in class buyback program

Since July, Salt B-to-C customer benefit from an enhanced and simplified mobile portfolio, Salt Mobile Max. The new offer, composed of four flagship price plans, proved popular with Swiss consumers and contributed to the quarter's commercial momentum. In the B2C business, Salt has further strengthened its portfolio of second brands with MTEL, a new MVNO partner, having launched its new product portfolio using Salt's world-class mobile network. Salt is also the first mobile operator in Switzerland to enter into a partnership with Revendo, through which customers can easily sell their used mobile phones at market-leading conditions. This is not only an added value service for customers, but also for the environment.

### Ultrafast broadband: TV product further strengthened

Salt is constantly working to improve and develop its products based on customer feedback. In this context, Salt has decided to particularly accommodate the ice hockey fans by adding MySports with the ice hockey games of the Swiss National League and the NHL to the already very rich offer of content and program packages available in Salt.tv. In addition, Salt has also reacted to the new industry agreement regarding additional advertising in recordings and television in replay by creating a 7-day Replay Max option. This means that our customer can continue to enjoy recordings and replay on the 19 concerned channels without additional advertising. Salt is the only premium provider where ultrafast internet, fixed line telephony and TV without additional advertising for recordings and replay is still available for less than CHF 50<sup>2</sup> per month.

<sup>1</sup>Management estimate based on Swisscom and Sunrise reporting

<sup>2</sup>CHF 49.90 per month with 7 days Replay Max for Salt Mobile customers. CHF 59.90 per month with 7 days Replay Max for Salt PrePay and Start Max customers as well as non-Salt Mobile customers.

## Press release

### **B-to-B: Pro Office paves the way for further growth**

In August, Salt reached another milestone by launching Pro Office. For only CHF 39.95/month, this combined Internet/fixed-network package offers ultra-fast up to 10 Gbit/s Internet and five fixed-network numbers, with unlimited calls to Swiss fixed-networks and mobile numbers. With the new offer, combined with Pro Mobile subscriptions, Salt Business steps up as a full-service provider in the business segment particularly targeting the 540,000 small and micro businesses in Switzerland. Salt is thus paving the way for further growth in the B2B segment.

### **Full Salt portfolio rewarded: products top rated by customers in BILANZ rating and by Swiss Institute for Quality Tests**

In the 23rd edition of the renowned BILANZ telecom rating published in August, Salt was voted the best universal provider for private customers in the areas of mobile telephony, internet and TV and for small and medium-sized enterprises. In addition, the B2B mobile offering also ranked first in the test of the Swiss Institute for Quality Tests (SIQT) in July. Both ratings are further proof of the high quality of Salt's products and services, which are the result of continuous investment in recent years.

### **Salt press office:**

Viola Lebel  
PR & Communications Manager  
+41 78 787 68 60

[media@salt.ch](mailto:media@salt.ch), [salt.ch](http://salt.ch), [facebook.com/Saltmobile](https://facebook.com/Saltmobile),  
[twitter.com/Saltmobile\\_DE](https://twitter.com/Saltmobile_DE) (German) or [twitter.com/Saltmobile\\_FR](https://twitter.com/Saltmobile_FR) (French), [youtube.com/saltswiss](https://youtube.com/saltswiss)

About Salt: Salt stands for innovation and the best price for premium products in the Swiss telecommunications market. An excellent mobile network, the country's best performing Internet connection (Nperf,2021 Barometer of fixed internet connections in Switzerland), attractive prices and customer-focused service ensure an outstanding customer experience. Based in Renens (VD), Salt has two additional offices in Biel and Zurich and serves its private and business customers, online and in over 100 Salt Stores throughout Switzerland. The company employs around 1,000 employees across Switzerland.

Salt in figures: 1,448,900 postpaid customers (as of 30.09.2022), 103 Salt Stores and 4G coverage of 99.8% of Switzerland's population.

<sup>1</sup>Management estimate based on Swisscom and Sunrise reporting

<sup>2</sup>CHF 49.90 per month with 7 days Replay Max for Salt Mobile customers. CHF 59.90 per month with 7 days Replay Max for Salt PrePay and Start Max customers as well as non-Salt Mobile customers.