



The iliad Group confirms its leadership in Europe and improves its profitability

- Growth leadership confirmed in Europe
- Strong growth in economic indicators: EBITDAaL up 10%, operating free cash flow¹ up 20%
- An increasingly solid financial structure, with a leverage ratio reduced to 2.3x
- All geographies contributed to the Group's strong performance in the first half, particularly Italy, which saw its Mobile OFCF increase by 73% over 12 months to €91 million.

In the first half of 2025, the iliad Group demonstrated its ability to combine growth with enhancing its business model in a mature and fiercely competitive market environment. Consequently, the Group has recorded the highest growth out of Europe's top telcos for more than three years now. In France, the iliad Group was the only one of the country's four national telcos to see organic growth, and in Italy, iliad Italia was the net-add leader in the Mobile market for the 29th quarter in a row. The iliad Group is on the offensive in all of its geographies, pursuing its strategy of winning new markets and seeking out new opportunities.

With Services revenues up 4.3%, EBITDAaL up 10%, operating free cash flow² up 20%, and EFCF³ reaching €942 million, the iliad Group delivered a **very solid financial performance** in all three of its geographies in the first half of 2025. Thanks to its **strategic stakes** in the operators Tele2, Eir and in IFT, the Group has several sources of value creation that are **reinforcing its financial strength**.

The iliad Group's **quality of service** is recognized in all of its countries of operation, as demonstrated by its particularly high subscriber **satisfaction rate** in first-half 2025. In France, Free was ranked No. 1 for overall subscriber satisfaction in Arcep's annual customer satisfaction survey published in April⁴. And in France, Italy and Poland, the Group has kept up very good NPS⁵ figures in the past few months, especially in Poland where Play recorded its **best NPS** in the Mobile segment in over four years.

The iliad Group is out to **conquer** in all of its markets. In France and Italy, it launched **new Fixed offerings** to win new market segments (the Freebox Pop S and the new Freebox Pro in France, and iliadbox Super in Italy). In Poland, PŚO⁶ announced **that it had acquired all of the shares in Elsat**, a subsidiary of the Vectra group, which will enable PŚO to increase its number of fiber-addressable households by almost 700,000 units in more than 80 towns and cities. Also during the period, the Group continued its strategy of investing in **cloud and AI** infrastructure in Europe through partnerships. In early May, OpCore⁷ finalized its first syndicated credit facility, totaling €650 million, with a view to investing in new data centers of

¹ OFCF: EBITDAaL less capex (excluding payments for frequencies)

² OFCF: EBITDAaL less capex (excluding payments for frequencies)

³ Equity Free Cash Flow (excluding net cash flows related to repayments of borrowings and proceeds from new borrowings)

⁴ "Observatoire" customer satisfaction survey published by Arcep on April 3, 2025 (in French only). See also [Free's press release](#)

⁵ Net Promoter Score

⁶ A joint venture 50% owned by the iliad Group and 50% by InfraVia, which has Poland's largest open-access fiber network

⁷ A joint venture 50% owned by the iliad Group and 50% by InfraVia dedicated to the design, building and operation of data centers

over 100 megawatts in France and other European countries. In all of its markets, the Group is **ready to seize growth opportunities** as they arise.

Europe's growth leader

With revenues up **3.8%**, or **4.3%** excluding revenues from devices², the Iliad Group was once again **the growth leader** out of Europe's top telcos for the first six months of the year. **France** saw its Services revenues rise by **2.7%**³, with Iliad the only one of the four national telcos to post organic growth for the period. Excluding revenues from devices, **Poland** posted a **7.2%** revenue rise, led by 5.1% like-for-like growth and a favorable currency effect. Services revenues in **Italy** advanced **9.4%**, with Iliad Italia retaining its position as **the country's growth leader** in a market that remained fiercely competitive.

In **France**, Free pursued its focus on quality of service, subscriber satisfaction and generous offers, and continued to honor its pledge not to raise prices⁴. In an extremely competitive market, the Group kept to its strategy of striking the right balance between value and volume, with its subscriber base remaining stable compared with the first quarter of the year.

In **Poland**, Play retained its leading position in terms of mobile number portability (no. 1 for the 10th consecutive quarter) and signed up 65,000 net new subscribers on plans during the period. It continued to apply its "more for more" strategy, recording an **8%** year-on-year increase in Mobile revenues billed to subscribers (in local currency). Net adds for Broadband and Ultra-Fast Broadband came to **10,000 units** in a highly promotional market.

In **Italy**, Iliad Italia kept its position as the **net-add leader in the Mobile market** for the 29th consecutive quarter. Some 287,000 net new Mobile subscribers joined the brand in Q2, bringing the total number of net adds in first-half 2025 to 505,000 despite ongoing aggressive sales tactics by competitors. Iliad Italia also recorded the market's **highest number of net adds for Broadband and Ultra-Fast Broadband**⁵ in the first six months of 2025, signing up 72,000 new Fiber subscribers.

A robust business model

Consolidated EBITDAaL rose **10.1%**⁶ year on year, coming in at **€2.05 billion in the first half of 2025**. **EBITDAaL** margin widened by **2.3 points** to **40.2%**, with all three of the Group's geographies posting increases. This growth confirms the robustness of the Group's business model, which is based on strong operating leverage and strict cost management. Profit for the period surged by €449 million year on year to **€700 million**, reflecting the capital gain realized on the sale of 50% of OpCore at the end of March 2025.

Consolidated capex (excluding payments for frequencies) totaled **€878 million**, which was slightly lower than first-half 2024. On a last-12-month basis, the Group's capex represented **20% of consolidated revenues** and was allocated mainly to 4G/5G coverage in its three geographies and its B2B activities (connectivity, cloud and computing capacity).

² 3.5% and 4.2% respectively based on a constant scope of consolidation and exchange rates

³ Adjusted for the deconsolidation of OpCore (2.4% non-adjusted growth)

⁴ Free has pledged to keep the prices of its two mobile plans at €2 and €19.99 until 2027

⁵ Out of Italy's top four telcos - internal estimates

⁶ 5.1% based on a constant scope of consolidation and exchange rates

The Group's operating free cash flow rose by 20% in H1 2025 to €1.2 billion. All geographies contributed to this growth, with the Mobile business in Italy contributing around €100 million¹ in the first half of the year. This strong growth, combined with the proceeds received at the end of March 2025 from the sale of 50% of OpCore, enabled the Group to **further strengthen its financial structure**, reducing its leverage ratio to **2.3x at end-June 2025** from 2.7x at end-2024. At June 30, 2025, the Group's **liquidity** remained **high**, with €1.5 billion in cash and cash equivalents and €2.5 billion in undrawn credit facilities after taking into account the €119 million dividend payment made in late June.

During the first six months of the year, the Group extended the maturities of its borrowings via a four-year extension (from 2026 to 2030) of its syndicated credit facilities in Poland for a total amount of PLN 8 billion. In addition, at the end of June it refinanced its *Schuldschein* 2025 maturities representing €185 million. The Group is delighted that its rating outlook has been revised upwards from **Stable to Positive** by the **three main rating agencies** (Moody's, S&P and Fitch).

Commenting on these results, Thomas Reynaud, Chief Executive Officer of the Iliad Group, said:

"Our first-half results demonstrate how strong and unique our business model is. In a mature, ultra-competitive market, we're the only European telco that's seeing such robust growth momentum. This performance, driven by the dedicated work of our teams combined with a unique innovation strategy and strict cost discipline, has allowed us to once again reinforce our financial strength. This momentum means we can continue to invest heavily in the pillars of European digital sovereignty through our initiatives in the cloud, AI infrastructure and the connectivity of the future."

¹ €91 million, i.e., up 73%

Key operating performance indicators¹ at June 30, 2025

GROUP (figures in millions)	Q2 2025	Q1 2025	QoQ change
Number of Mobile subscribers	41	41	
Number of Fixed-line subscribers	10	10	-
TOTAL NUMBER OF SUBSCRIBERS	51	51	-

FRANCE (figures in millions unless otherwise stated)	Q2 2025	Q1 2025	QoQ change
Number of Mobile subscribers	15.5	15.5	-
Of which on the 4G/5G Free Mobile plan (incl. overseas France)	11.9	11.9	-
Of which on the voice-based plan	3.6	3.7	-0.1
Number of Broadband and Ultra-Fast Broadband subscribers	7.6	7.6	-
Of which Fiber	6.4	6.3	+0.1
Fiber take-up rate	84.5%	83.2%	+1.3pt
Number of connectible Fiber sockets	39.4	38.8	+0.6
TOTAL NUMBER OF SUBSCRIBERS - FRANCE	23.1	23.1	-

ITALY (figures in millions)	Q2 2025	Q1 2025	QoQ change
Number of Mobile subscribers	12.1	11.9	+0.3
Number of Fiber subscribers	0.4	0.4	-
TOTAL NUMBER OF SUBSCRIBERS - ITALY	12.5	12.2	+0.3

POLAND (figures in millions)	Q2 2025	Q1 2025	QoQ change
Number of active Mobile subscribers	13.4	13.3	+0.1
Of which on plans	9.7	9.7	-
Of which prepaid	3.7	3.7	-
Number of Broadband and Ultra-Fast Broadband subscribers	1.7	1.7	-
TOTAL NUMBER OF SUBSCRIBERS - POLAND	15.5	15.4	+0.1

¹ See glossary for definitions

First-half 2025 revenues

The table below shows the breakdown of consolidated revenues by category for the six-month periods ended June 30, 2025 and June 30, 2024.

<i>In € millions</i>	H1 2025	H1 2024	% change	Q2 2025	Q2 2024	% change
Consolidated revenues	5,086	4,902	+3.8%	2,551	2,471	+3.3%
Consolidated services revenues ¹	4,693	4,498	+4.3%	2,353	2,284	+3.0%
Consolidated revenues from devices	392	404	-2.8%	198	187	+6.0%
Revenues - France	3,273	3,197	+2.4%	1,640	1611	+1.8%
Services ¹	3,093	3,020	+2.4%	1,546	1,533	+0.9%
Devices	180	177	+1.8%	93	78	+19.4%
Revenues - Italy	603	552	+9.2%	306	280	+9.1%
Services ¹	599	547	+9.4%	304	278	+9.4%
Devices	5	5	-5.5%	2	3	-17.7%
Revenues - Poland	1214	1161	+4.6%	607	584	+4.0%
Services ¹	1,007	939	+7.2%	505	478	+5.6%
Devices	207	221	-6.4%	102	106	-3.2%

¹ Net of intra-group/inter-segment sales

² EUR/PLN exchange rate: 4.23127 for H1 2025 and 4.31688 for H1 2024

Key financial performance indicators in first-half 2025

<i>In € millions</i>	H1 2025	H1 2024	% change
Consolidated revenues	5,086	4,902	+3.8%
o/w France	3,273	3,197	+2.4%
o/w Italy	603	552	+9.2%
o/w Poland	1,214	1,161	+4.6%
Intra-group sales	-5	-8	-33.7%
Consolidated EBITDAaL	2,046	1,859	+10.1%
o/w France	1,311	1,235	+6.1%
o/w Italy	191	147	+29.6%
o/w Poland	544	476	+14.2%
Consolidated capex¹	878	888	-1.1%
o/w France	629	631	-0.3%
o/w Italy	131	124	+5.4%
o/w Poland	118	133	-11.1%
OFCF	1,168	971	+20.3%
o/w France	682	604	+12.9%
o/w Italy - Mobile ²	91	53	+72.8%
o/w Poland	426	343	+23.9%
Net profit from continuing operations	700	251	NM
	June 30, 2025	Dec. 31, 2024	
Net debt ³	9,433	10,300	
EBITDAaL	4,037	3,850	
Leverage ratio	2.3x	2.7x	

¹ Net of intra-group/inter-segment sales² EUR/PLN exchange rate: 4.23127 for H1 2025 and 4.31688 for H1 2024

Glossary

Alternative operator: An operator that entered the market subsequent to the incumbent State operator losing its monopoly.

Broadband and Ultra-Fast Broadband ARPU: Includes revenues from the flat-rate package and value-added services, divided by the total number of Broadband and Ultra-Fast Broadband subscribers billed for the last month of the quarter.

Broadband and Ultra-Fast Broadband subscribers: Subscribers who have signed up for the Group's ADSL, VDSL or FTTH offerings.

Connectible Fiber socket: A socket for which the link between the shared access point and the optical splitter has been put in place by the building operator, which the Group can access in accordance with its co-financing commitments, and for which the connection to the Group's network has been completed or is in progress.

EBITDAaL: Profit from ordinary activities before depreciation, amortization and impairment of property, plant and equipment and intangible assets, and the impact of share-based payment.

Fiber take-up rate: Represents the number of Fiber subscribers as a percentage of the total number of Broadband and Ultra-Fast Broadband subscribers.

FTTH: Fiber To The Home: Data delivery technology that directly connects subscribers' homes to an optical node (ON).

Leverage ratio: Represents the ratio between net debt (short- and long-term financial liabilities less cash and cash equivalents) and EBITDAaL.

Net adds: Represents the difference between the total number of subscribers at the end of two different periods.

Number of active Mobile subscribers - Poland: Represents, at the end of a given period, the total number of subscribers, identified by their telephone lines, who have subscribed to a Play mobile offering (excluding M2M and free SIM cards) and who have issued or received at least one communication (voice or data) during the preceding 30 days.

Number of Broadband and Ultra-Fast Broadband subscribers - France: Represents, at the end of a given period, the total number of subscribers,

identified by their telephone lines, who have subscribed to a Free or Alice Broadband or Ultra-Fast Broadband offering, excluding those recorded as having requested the termination of their subscription.

Number of Broadband and Ultra-Fast Broadband subscribers - Poland: Represents, at the end of a given period, the number of subscribers who have subscribed to an Iliad Broadband or Ultra-Fast Broadband offering, excluding those recorded as having requested the termination of their subscription.

Number of Fixed-line subscribers - Poland: Represents, at the end of a given period, the number of subscribers who have signed up to a Telephone plan, a TV plan or a fixed Broadband/ Ultra-Fast Broadband plan, excluding those recorded as having requested the termination of their subscription.

Number of Mobile subscribers - France: Represents, at the end of a given period, the total number of subscribers, identified by their telephone lines, who have subscribed to a Free mobile offering, excluding those recorded as having requested the termination of their subscription.

Number of Mobile subscribers - Italy: Represents, at the end of a given period, the total number of subscribers (B2C and B2B) identified by their telephone lines, who have subscribed to an Iliad Italia mobile offering and who have issued or received at least one communication during the preceding three months.

Number of Ultra-Fast Broadband subscribers - Italy: Represents, at the end of a given period, the number of subscribers who have subscribed to an Iliad Italia Ultra-Fast Broadband offering, excluding those recorded as having requested the termination of their subscription.

Revenues billed to subscribers: Revenues generated from services billed directly to subscribers (services included in subscribers' plans, as well as additional services).

Services revenues: Revenues excluding sales of devices.

Total number of subscribers - Poland: Represents, at the end of a given period, the number of active Mobile subscribers in Poland and the number of Fixed-line subscribers in Poland.

About the Iliad Group

 www.iliad.fr/en

Contacts

Investor relations: ir@iliad.fr

Press relations: presse@iliad.fr

Created in the early 1990s, the Iliad Group is the inventor of the world's first triple-play box and is now a major European telecoms player, standing out for its innovative, straightforward and attractive offerings. The Group is the parent of Free in France, Iliad in Italy and Play in Poland, has over 18,000 employees serving 51 million subscribers, and generated €10.2 billion in revenues over the last twelve months. In France, the Group is an integrated Fixed and Mobile Ultra-Fast Broadband operator and had 23.1 million subscribers at end-June 2025. In Italy, where it launched its business in 2018 under the Iliad brand, it is the country's fourth-largest mobile operator and at end-June 2025 had over 12.5 million subscribers. In Poland, the Group is an integrated convergent operator, and at end-June 2025 had 15.5 million subscribers. In 2024, the Iliad Group became Europe's fifth-largest operator by number of retail Mobile subscribers (excluding M2M) and remained the fifth-largest Fixed Broadband operator.