



S I T E S

S I T E S

Institutional Presentation

Company Overview



SITES at a glance

- **Second largest** telecom infrastructure provider **in Latin America**.
- **Main tenant is América Móvil** (Baa1/A-/A-), one of the largest integrated telecom operators in the world. Accounts for ~85% of revenue.
- Favorable industry dynamics with **capacity for further growth** in tenant base.
- Robust financial performance with **highly predictable cash-flows**, substantial margins and upside potential.



36,661

Number of Towers
4Q24



16

Countries



1.21x

Tenancy Ratio⁽¹⁾
4Q24



90.3%

EBITDAaL⁽²⁾ Margin
4Q24

Favorable Tower Lease Contract Structure

- Average **contract length** of **10 years** (with an additional 10-year renewal).
- Leases are annually **adjusted to inflation** or fixed rates.
- **Ground lease divided** amongst tenants (no economic impact on business).

Business model

Recurring Long-Term Revenue Stream

- Highest quality anchor tenant: América Móvil
- Long-term contracts / non-cancelable / multiple renewals

Co-locations

- Space available for several tenants
- Land cost divided among tenants
- Pure EBITDAaL generation by not incurring in additional expenses

Rental charges based on:

- Tower type
- Property location
- Leased space
- Land lease passthrough

Operating experience

- Group with unparalleled track record of deployment of infrastructure in LatAm
- Ability to build world-class facilities at low costs

Source: Sites LatAm as of 4Q24 | (1) Calculated as the average number of customers per site divided by the total number of sites | (2) EBITDA excluding revenue from land lease agreements.

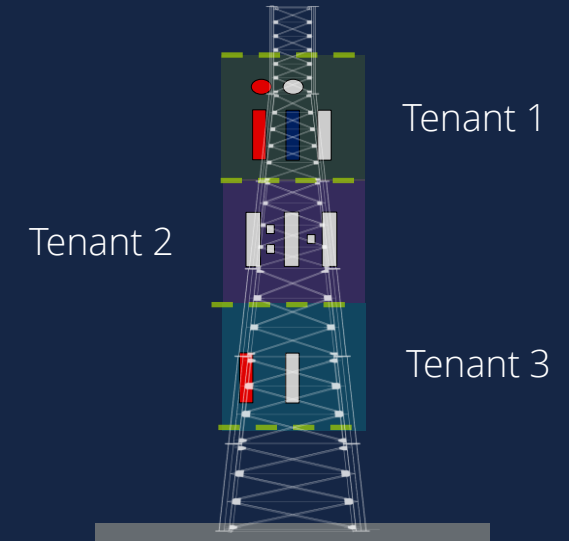
Company Overview



Ability to build world-class facilities at low costs

Our towers can be used in a wide variety of **wireless communications services**, including mobile voice, data, and specialized mobile radio and fixed microwave.

Most of our towers can accommodate an average of **3 tenants**. Land-based sites are designed to accommodate 3 tenants, and those **45 meters high** or more **can accommodate up to 5**.



~1,800

New Towers
In 2025 (BTS)



~ \$85k USD

Average CapEx
per New Tower



~ \$400 USD

Maintenance
OpEx



~ \$950 USD

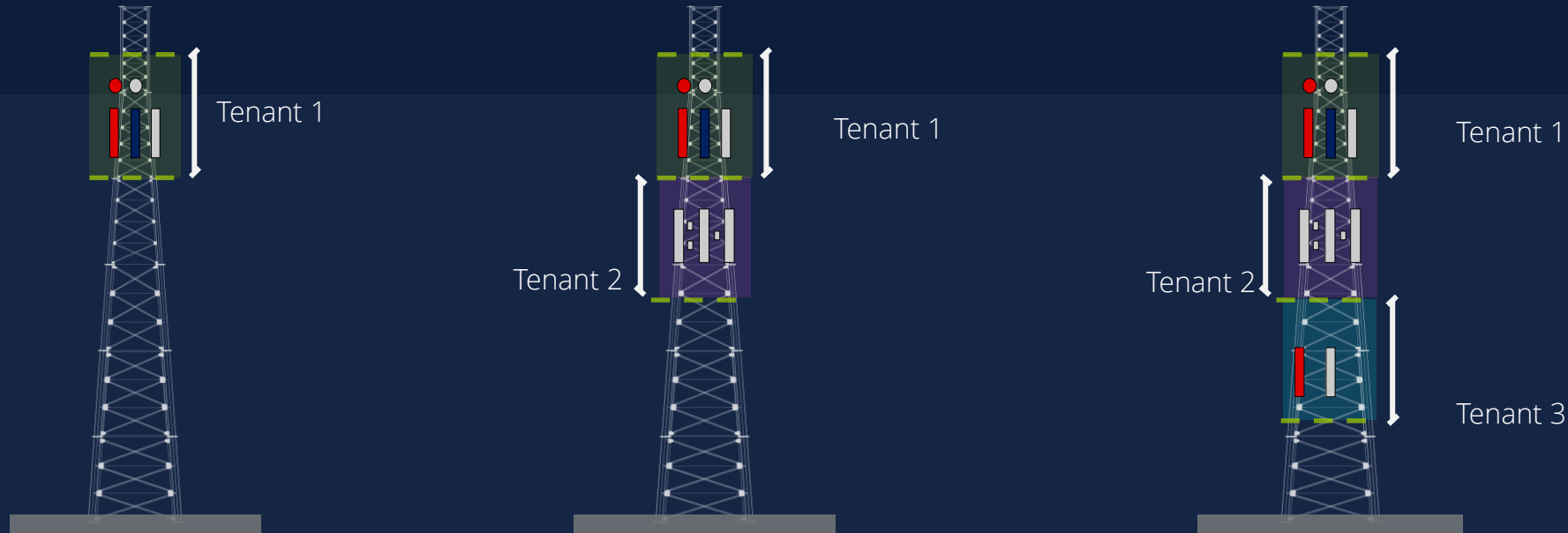
Average Monthly Rent per
Tenant



25+ different MNOs

Are located in our towers

Tower financials ⁽¹⁾



Monthly figures (USD)	1 Tenant	Monthly figures (USD)	2 Tenants	Monthly figures (USD)	3 Tenants
Construction cost	\$85,000	Construction cost	-	Construction cost	-
Tower Lease Revenue	\$950	Tower Lease Revenue	x2 \$1,900	Tower Lease Revenue	x3 \$2,850
Cost of maintenance	\$33	Cost of maintenance	= \$33	Cost of maintenance	= \$33
Expenses	\$110	Expenses	= \$110	Expenses	= \$110
EBITDAaL	\$807	EBITDAaL	↑ \$1,757	EBITDAaL	↑ \$2,707
EBITDAaL margin	84.9%	EBITDAaL margin	↑ 92.5%	EBITDAaL margin	↑ 95.0%

} Remain the same
} New tenant = pure EBITDAaL generation

(1) For illustrative purposes only. Does not reflect SITES actual financial data.

Leading telecom infrastructure provider in LatAm

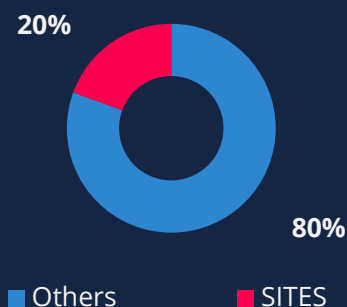


Top 2 Telecom Infrastructure Provider in LatAm

Footprint

Ranking	Country	Market Share ¹
#1	Ecuador	43.8%
	Nicaragua	37.2%
	El Salvador	37.1%
	Argentina	28.2%
	República Dominicana	41.6%
#2	Honduras	41.2%
	Guatemala	37.2%
	Perú	21.5%
	Panamá	19.5%
	Paraguay	19.2%
#3	Uruguay	23.3%
	Chile	19.0%
	Costa Rica	14.9%

Market Share by # of Towers²



Region/Country	Towers	Portfolio Distribution	Tenancy Ratio
Brazil	11,841	32.2%	1.27
Andean Region	9,662	26.4%	1.12
Central America	8,129	22.2%	1.24
AUP	5,486	15.0%	1.23
Caribbean	1,543	4.2%	1.16
TOTAL	36,661	100.0%	1.21

Source: Sites LatAm as of 4Q24 and (1) TX Latam Regional Guide 3Q24 update.
 (2) percentage of towers owned by independent tower companies in the countries we have operations.

Operating and Financial Results

Figures in million pesos (MXN)



SITES at a glance

- Revenues totaled 4,295 million Mexican pesos, of which **tower lease revenues accounted for 2,439 million**, showing a growth of **36.0% compared to the year-earlier quarter**.
- EBITDAaL equaled 2,202 million Mexican pesos**, our **EBITDAaL margin came in at 90.3%**.



1,526

New towers built in LTM



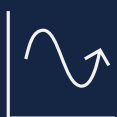
155

Towers in advanced stages of construction



+ 57.8%

EBITDAaL expansion YoY



+ 36.0%

Tower Lease Revenues Expansion YoY



Brazil

Remained SITES biggest market



15%

Of our contracts with clients other than Claro

SITES - Key Metrics

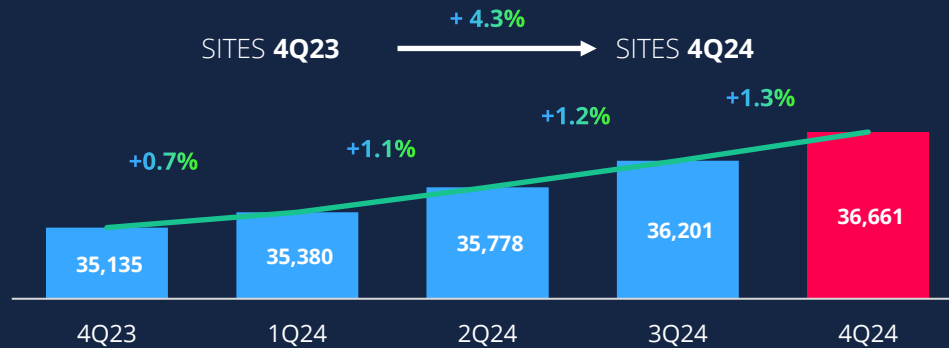
Operating Results	4Q24	4Q23	Var. YoY
Total towers	36,661	35,135	+ 1,526
Regional Footprint	16 countries		
Tenancy Ratio ¹	1.21x	1.21x	flat
Anchor Tenant	América Móvil (Baa1/A-/A-)		
Anchor Tenant's Market Share Ranking	~30% #1 (LatAm)		
Contracted average life	10 years		
Financial Results	4Q24	4Q23	Var. %
Total Revenues	4,295	3,143	+ 36.6%
Tower Lease Revenue	2,439	1,794	+ 36.0%
Cost and Operating Expenses	(237)	(398)	- 40.6%
EBITDAaL ²	2,202	1,395	+ 57.8%
% Tower Lease Revenues	90.3%	77.8%	+ 12.5 p.p.
Net Debt / EBITDAaL	6.67x	7.72x	- 1.05x

Source: Sites Latam as of 4Q24 | (1) Calculated as the average number of customers per site divided by the total number of sites | (2) EBITDA excluding revenue from land lease agreements.

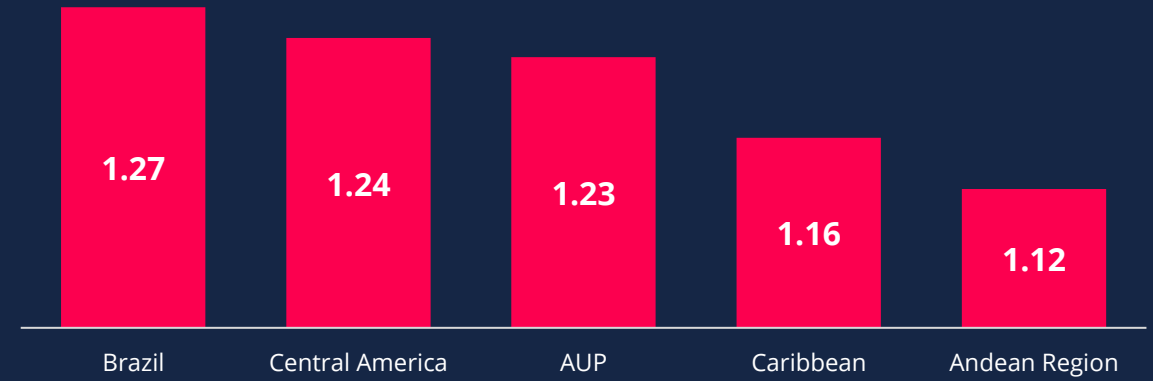
SITES Portfolio – 4Q24



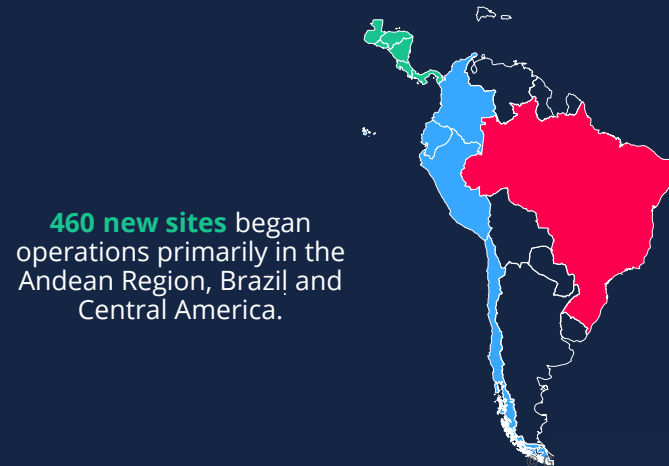
SITES - Portfolio Expansion



SITES – Tenancy Ratio



Build To Suit Program



155 other sites were in advance stages of construction.

At the end of the fourth quarter of 2024, **SITES' individual site agreements and equivalents totaled 44,513**. Consolidated **tenancy ratio came in at 1.21 tenants per tower**.

On the fourth quarter we built 460 new sites demonstrating enormous potential as we push the accelerator on our operating pace.

Over the **past twelve months**, we **built 1,526 new sites**.

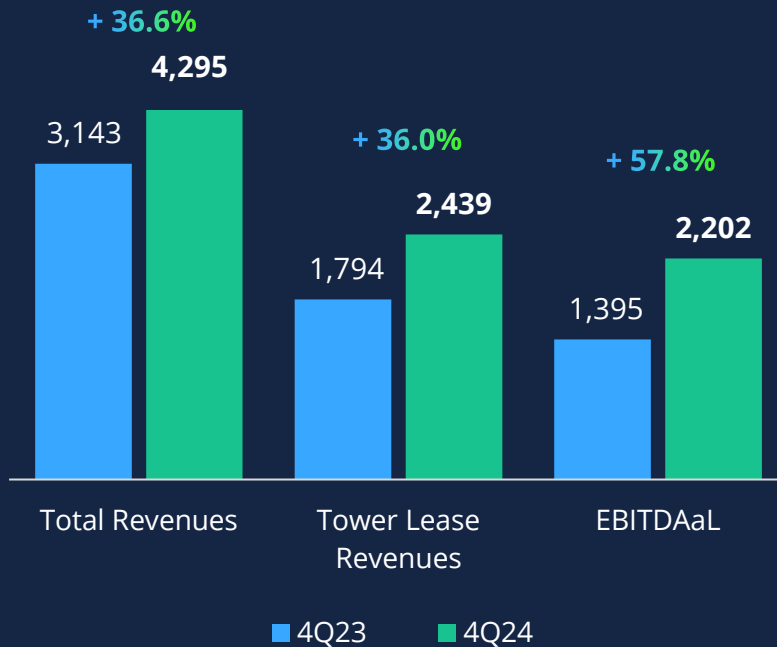
Tower Lease Revenue – 4Q24



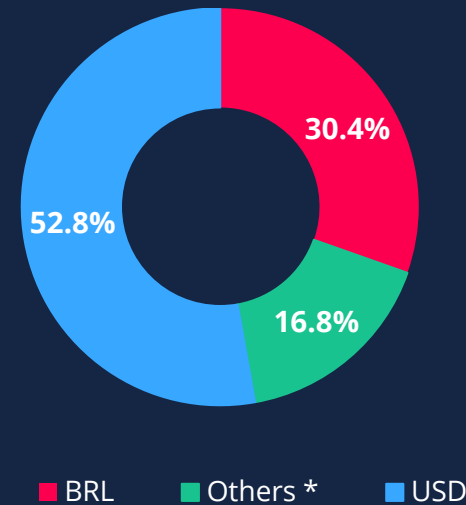
Figures in million pesos (MXN)

- At the end of the **fourth quarter**, **total revenues** totaled **4,295 million**, representing an **increase** of **36.6%** compared with 4Q23.
- **Tower lease revenues** totaled **2,439 million**, this shows an **increase** of **36.0%** when compared with 4Q23.
- **52.8%** of SITES revenues are in **US dollars**, and **30.4%** in **Brazilian Reais**.

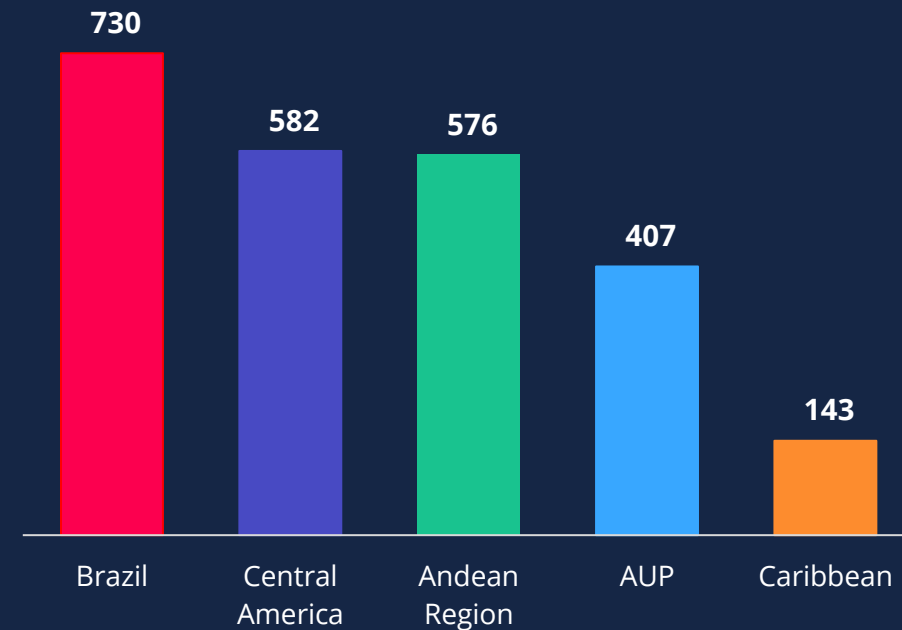
SITES – Revenues



SITES – Revenues by Currency



SITES – Tower Lease Revenues per Region



Source: Sites LatAm as of 4Q24 | * Colombian peso, Chilean peso, and Peruvian sol

EBITDAaL – 4Q24

Figures in million pesos (MXN)

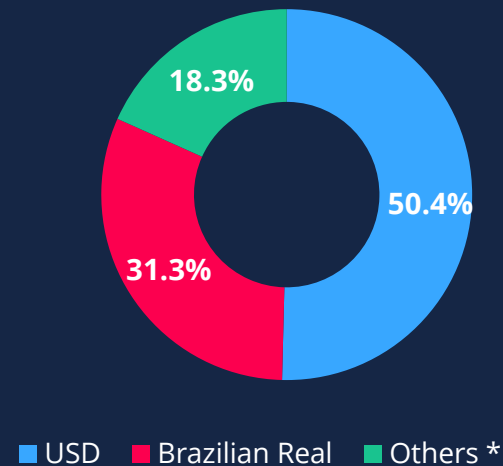


- **EBITDAaL** at the end of the quarter **equaled 2,202 million Mexican pesos, 57.8% above last year's EBITDAaL.**
- Our **EBITDAaL margin** came in at **90.3%** expanding **12.5 percentage points** year over year demonstrating the continuity of our operational efficiencies and our successful implementation of cost control policies across all operations.

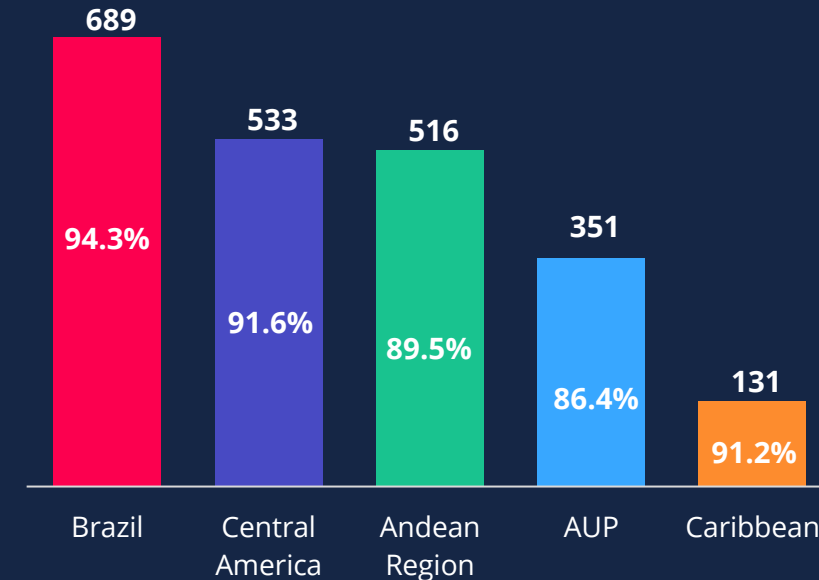
SITES – EBITDAaL (%)



SITES – EBITDAaL by Currency



SITES – EBITDAaL per Region



Source: Sites LatAm as of 4Q24 | * Colombian peso, Chilean peso, and Peruvian sol

Financial Debt

Figures in million pesos (MXN)

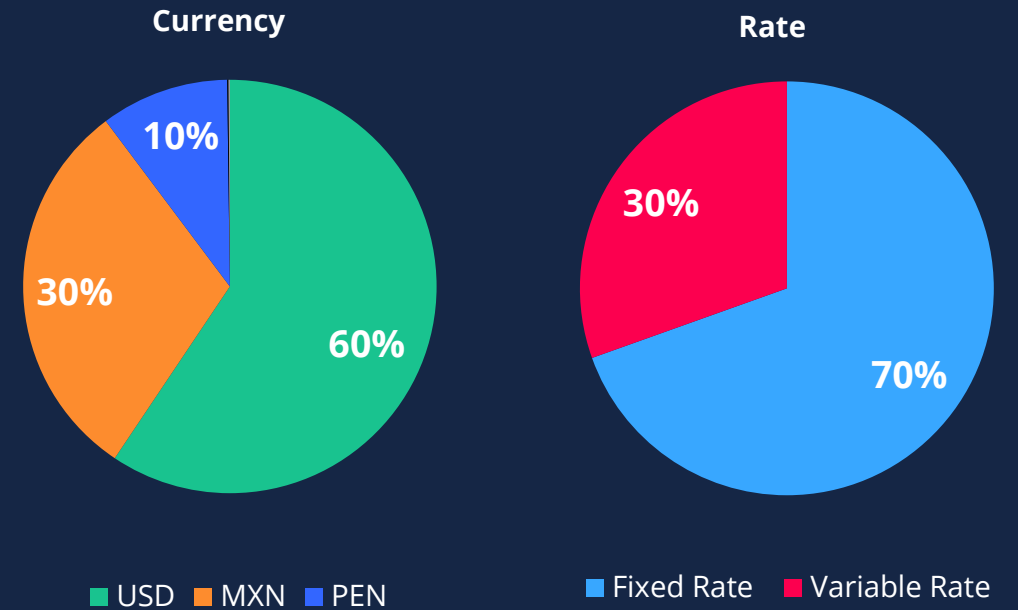


SITES - Debt

Gross Debt (MXN MM)	56,317
Cash position	1,346
Net Debt (MXN MM)	54,971

Net Debt / EBITDAaL*
6.67x

SITES - Debt composition



As of December 31ST, 2024
* 12 months of EBITDAaL

Determined to foster growth based on sustainability



ESG Vision

We are determined to foster our **growth based on sustainability** and to contribute to the **United Nations' Sustainable Development Goals (SDG)** considering our stakeholders' needs and expectations.



ENVIRONMENTAL

Being decisive actors in the fight against climate change **by mitigating our environmental impacts.**



SOCIAL

Generating social value by considering our stakeholders including **shareholders, investors and the community.**



GOVERNANCE

Having the best people making decisions , prioritizing transparency.



ESG Highlight – 4Q24

Climate Change

We completed physical and transition risk studies in key countries, providing a comprehensive assessment of climate and regulatory challenges.

Materiality Assessment

We conducted a materiality assessment in strategic countries, optimizing the identification of key risks and opportunities. This update allows us to keep our risk map up to date and align our objectives and strategies with market demands.

Solar Panels

In line with our business vision, all new towers constructed during this quarter were equipped with solar panels, continuing our strategy of promoting the use of renewable energy and reducing our environmental impact.

Sustainability Report

we initiated the process of developing our next Sustainability Report, which will be published in the second quarter of 2025, reaffirming our commitment to transparency and sustainable performance.

Committed to be carbon neutral and to develop policies that generate a favorable impact on biodiversity in the region.

Investment Highlights



- **Second largest** telecom infrastructure provider in Latin America.
- Plenty of **capacity for further growth** in tenant base supported by favorable industry dynamics.
- **Long-term contracts** with América Móvil, world-class telecom operator.
- Robust **financial performance** with highly predictable **cash-flows mostly in USD**, substantial margins and upside potential.
- Ability to build **world-class facilities** at **low costs**.
- **Highly experienced management team** with strong background in the industry.



S I T E S

The image features the word "SITES" in a bold, red, sans-serif font. The letters are centered horizontally. Above and below the letters 'I', 'T', and 'E' are two thick red curved lines that form a partial circle, framing the central part of the word. The background is a solid dark blue.