Partner 5G

Partner Communications

Investors Presentation

2024

March 9, 2025

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Contents

Main business and operational activities

- Focus on cellular value propositions
- Launching of the 5GSA network, deployment of 5G technology and leveraging 5G capabilities to expand the cellular service portfolio
- Realization of IRU fiber agreement > Rights-of-use of Bezeq infrastructure for sustained periods
- Broad accessibility to fiber infrastructure, growth in fiber subscribers and Internet ARPU
- Execution of fiber-based infrastructure projects
- Reviewing the TV operating model > Agreement with Yes (subject to regulatory and other approvals)
- Establishing a retail division that integrates trade and point-of-sale activities > Improving the effectiveness of retail activities
- Continuing the improvement in operational excellence (also through digital transformation)

Partner 5G

2024 | In essence

Approx. 579 thousand 5G customers

66 thousand additional customers connected to fiber

Growth in Internet revenue
due to increase in lines and in ARPU

13% growth in Adjusted EBITDA, a 70% increase in net profit and a 99% increase in Adjusted Free Cash Flow

Increase in the Company's credit rating to ilAA- with a stable outlook

2024 | Summary of financial results NIS millions

Service revenues excluding interconnection fees	Revenue from sales of equipment and other	Adjusted EBITDA (1)
2,529	565	1,187
+4%	+6%	+13%

Net profit	CAPEX payments (2)	Adjusted Free Cash Flow
277	527	285
+70%	-20%	+99%

The rates of change are compared to the corresponding period
(1) Adjusted EBITDA – EBITDA, not including one-time losses/gains from impairment/appreciation and expenses in respect of the equity compensation plan
(2) CAPEX Payments – Payments (gross) for investment in fixed assets and intangible assets

Partner 5G

2024 | Summary of operating segments NIS millions

	Service revenues excluding interconnection fees	Adjusted EBITDA (1)	Operating profit
Cellular segment	1,332 (-2%)	729 (+5%)	325 (+14%)
Fixed-line segment	1,282 (+10%)	458 (+27%)	75 (+475%)

The rates of change are compared to the corresponding period

(1) Adjusted EBITDA – EBITDA, not including one-time losses/gains from impairment/appreciation and expenses in respect of the equity compensation plan

Q4-2024 | Summary of financial results NIS millions

Service revenues (excluding interconnection fees)	Revenue from sales of equipment and other	Adjusted EBITDA (1)
629	138	304
+6%	5%	+21%

Net profit	CAPEX payments (2)	Adjusted Free Cash Flow
80	122	(3)
+220%	-23%	+95%

The rates of change are compared to the corresponding period

(1) Adjusted EBITDA – EBITDA, not including one-time losses/gains from impairment/appreciation and expenses in respect of the equity compensation plan

(2) CAPEX Payments – Payments (gross) for investment in fixed assets and intangible assets

Partner 5G

2024 | Summary of operational performance

Cellular Postpaid subscribers (thousands)	Cellular Prepaid subscribers (thousands)	5G package subscribers (thousands)
2,462K	**169K**	**579 K**
-7K	-6K	+228k

Cellular ARPU excluding interconnection fees (NIS)	Fiber-optic subscribers (thousands)	Internet ARPU (NIS)	TV subscribers (thousands)
42	**435**	**90**	**203**
-	+66k	+2%	-4K

The change and rates of change are compared to the corresponding period

The Iron Swords War

- The consequences of the War on the Company's activities so far have been reflected mainly in the damage to revenue from roaming services, due to the effects of the War on the local demand for international tourism and the supply of flights by airlines, and in a certain decrease in the sale of terminal equipment at the beginning of the War due to the damage to the functional continuity in the economy, without significant negative effects in other areas of activity.

- According to the Company's estimates, in 2024, as a result of the War, the Company's profit (before tax) from roaming services was negatively impacted by approx. NIS 35 million. The Company also recognized payments from the National Insurance Institute in the amount of approx. NIS 16 million, due to the recruitment of reserve personnel from among the Company's employees.

Dividend distribution

On March 9, 2025, the Company's Board of Directors resolved to distribute a cash dividend to the Company's shareholders in a total amount of NIS 250 million

The determining date (the "ex-date") is March 17, 2025.

The dividend will be paid on March 25, 2025

The Company has not adopted a dividend distribution policy.

The Company will review, from time to time, the distribution of dividends to its shareholders, taking into consideration, among other things, the provisions of the law and the Company's business situation

The CAPEX Payments forecast for 2025

- CAPEX Payments[1] are expected to total NIS 450-500 million

The Company will report deviations of ± 10% or more from the figure specified above.

The Company's forecast is forward-looking information as defined in the Securities Law.

The forecast is based on the Company's estimates, assumptions and expectations in accordance with the information available in the Company as of this date, which includes the Company's estimates and analysis. These estimates might not materialize or may only partially materialize, including due to the materialization of all or some of the risks detailed in the risk factors in Chapter A of the Periodic Report for 2024.

(1) CAPEX Payments - Payments (gross) for investment in fixed assets and intangible assets

Cellular segment

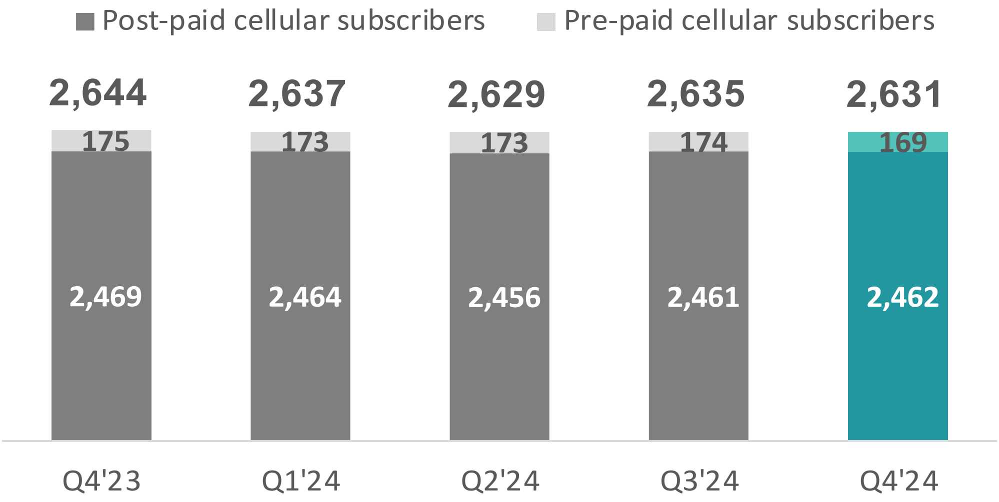
For 2024 and Q4/2024

Cellular segment | Subscribers and churn rate

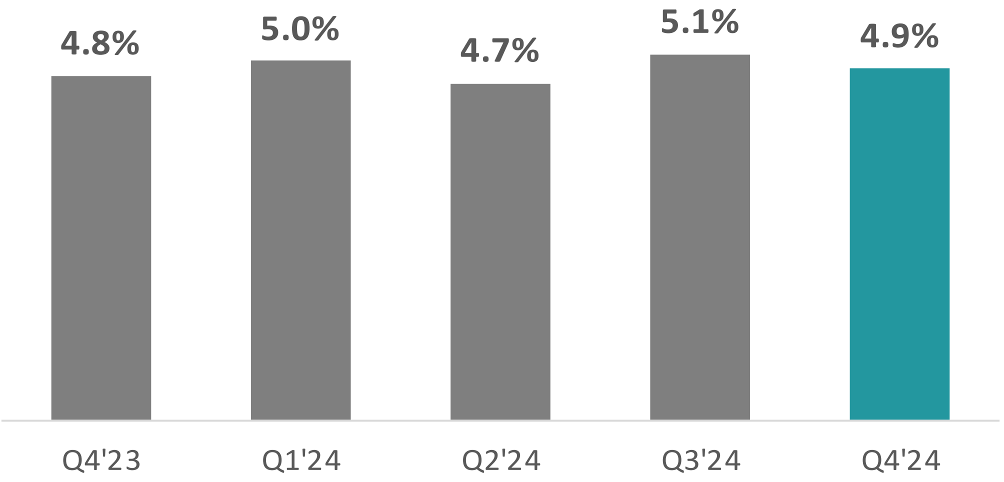
Over **90%** of cellular subscribers are postpaid subscribers

- » The number of cellular subscribers decreased by approx. 13 thousand subscribers compared to the end of 2023, and by approx. 4 thousand subscribers compared to the end of the previous quarter
- » The annual decrease was mainly due to a decrease in the number of postpaid subscribers. The decrease in the quarter was mainly due to a decrease in the number of pre-paid subscribers
- » The number of paying 5G subscribers amounted to approx. 579 thousand subscribers and increased by approx. 228 thousand subscribers compared to the end of 2023 and by approx. 48 thousand subscribers compared to the previous quarter

Cellular subscribers (000' end of period)

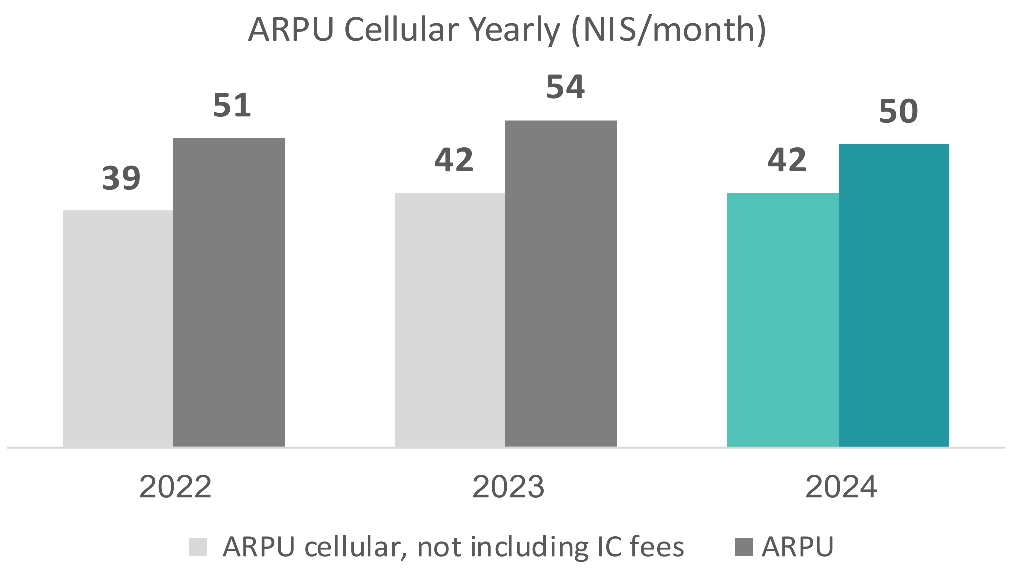


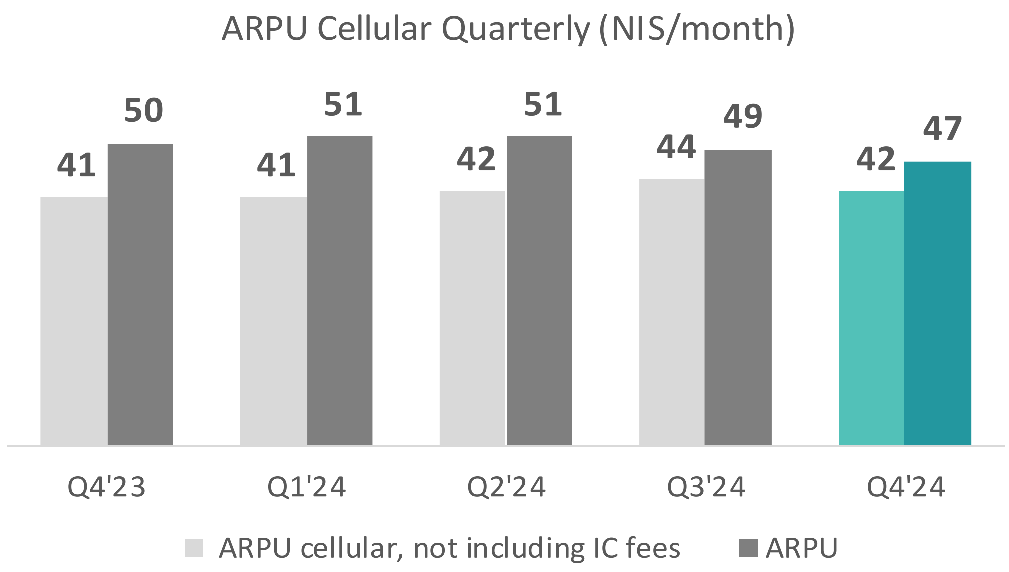
Churn rate %



Cellular ARPU | NIS/month

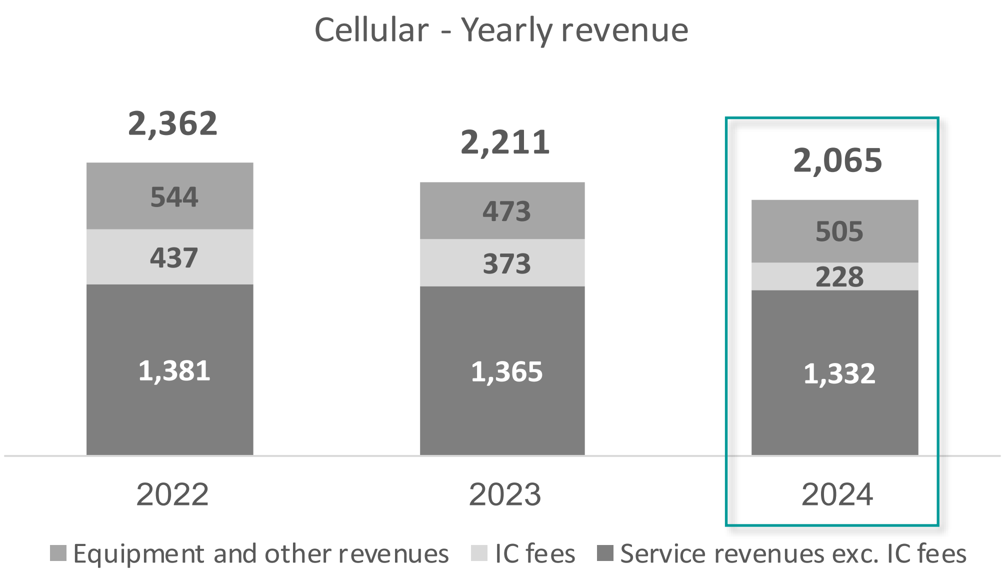
- The stability in ARPU (excluding interconnection fees) in 2024 reflects an increase in revenue from cellular packages, offset by a decrease in revenue from roaming services (impact of the War) and the end of recognition of deferred revenue from Hot Mobile
- The increase in ARPU (excluding interconnection fees) in the fourth quarter reflects an increase in revenue from roaming services and in revenue from cellular packages, which was partially offset by the end of recognition of deferred revenues from Hot Mobile

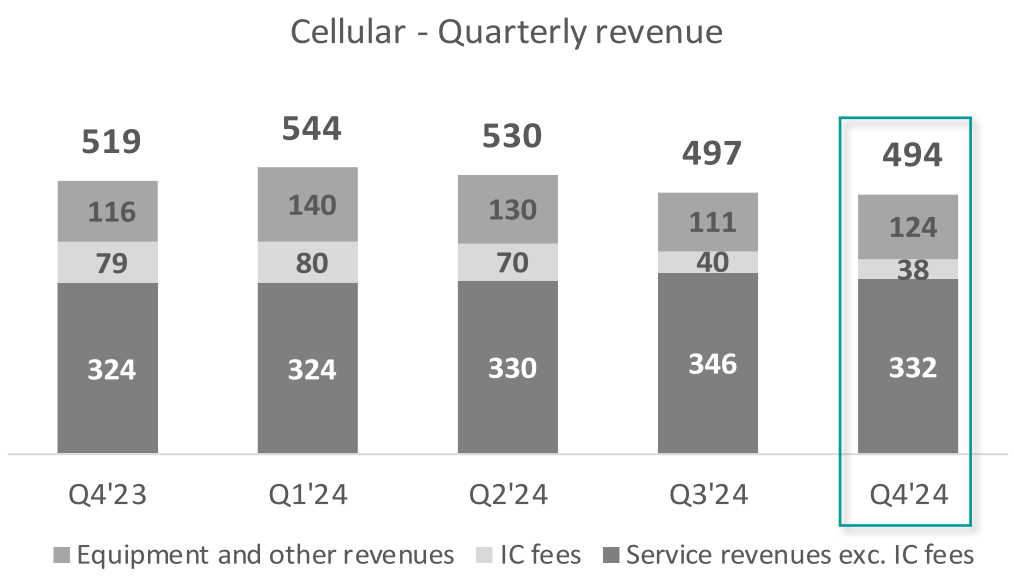




Cellular segment | Revenues NIS millions

- The decrease in YoY revenue was mainly due to a decrease in revenue from interconnection fees (as a result of the reduction in connectivity rates) and in revenue from roaming services, as well as due to the end of recognition of deferred revenue from Hot Mobile, which were partially offset by an increase in revenue from cellular packages
- The decrease in revenue in the fourth quarter was mainly due to a decrease in revenue from interconnection fees and due to the end of recognition of deferred revenue from Hot Mobile, which were partially offset by an increase in revenue from roaming services

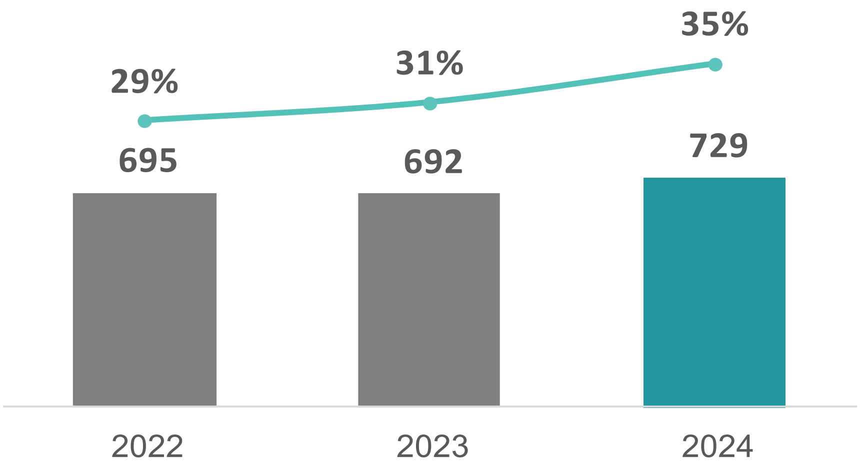




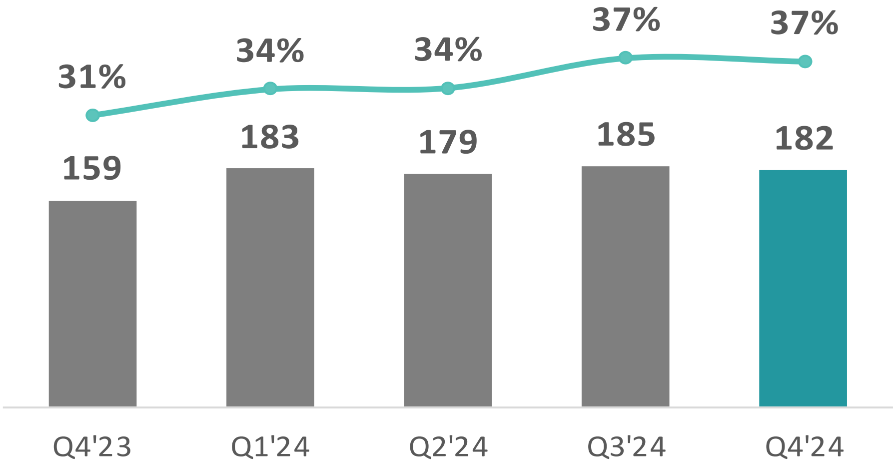
Cellular segment | Adjusted EBITDA NIS millions

- » The increase in annual Adjusted EBITDA of the cellular segment was mainly due to an increase in revenue from cellular packages, a decrease in payments to subcontractors and a decrease in provisions for claims and others and in salary and related expenses. These were partially offset by the end of the recognition of deferred revenue from Hot Mobile and by a decrease in revenues from roaming services
- » The increase in quarterly Adjusted EBITDA was mainly due to a decrease in expenses to subcontractors and in the provision for doubtful debts and an increase in revenue from roaming services. The increase was partially offset by the end of the recognition of deferred revenue from Hot Mobile

Cellular -Yearly Adjusted EBITDA and percentage of revenue*



Cellular - Quarterly Adjusted EBITDA and percentage of revenue*



* The Adjusted EBITDA as a percentage of total revenues, not including interconnection fees, was approx. 40% in the period compared to approx. 38% in the corresponding period and approx. 40% in the quarter compared to 36% in the corresponding quarter.

Fixed-line segment

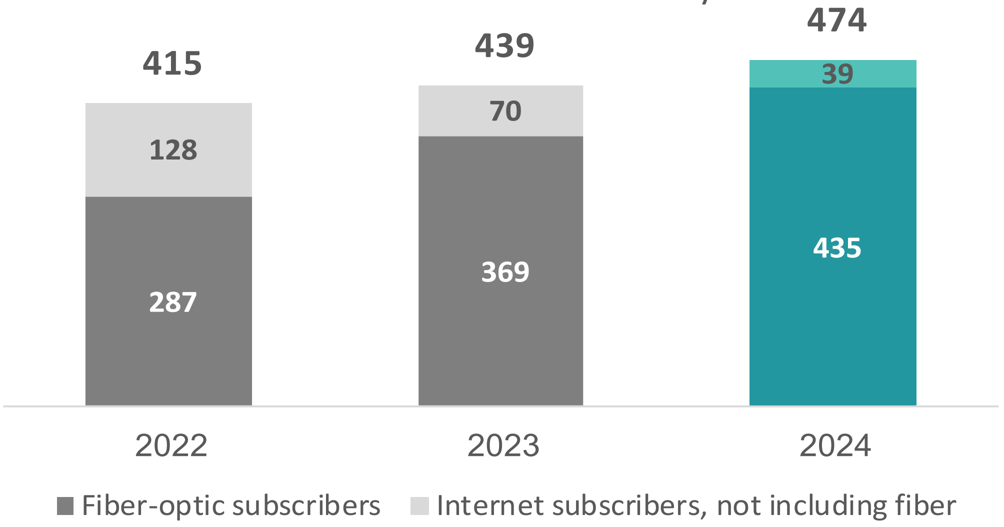
For 2024 and Q4/2024

Fixed-line segment | Internet subscribers

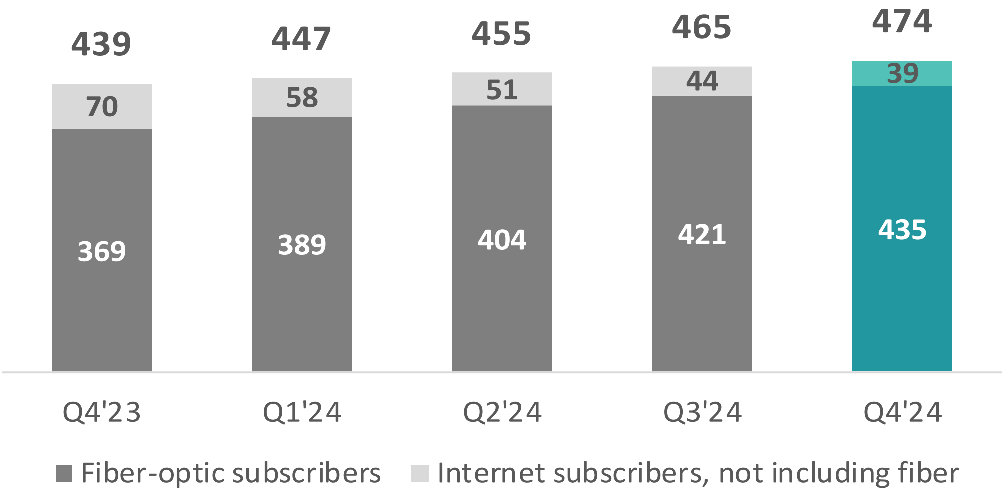
Approx. **90%** of Internet subscribers are on fiber-optic infrastructure

» The number of fiber-optic subscribers amounted to approx. 435 thousand subscribers and increased by approx. 66 thousand subscribers compared to the end of 2023, and by approx. 14 thousand subscribers compared to the end of the previous quarter

Internet subscribers - Yearly

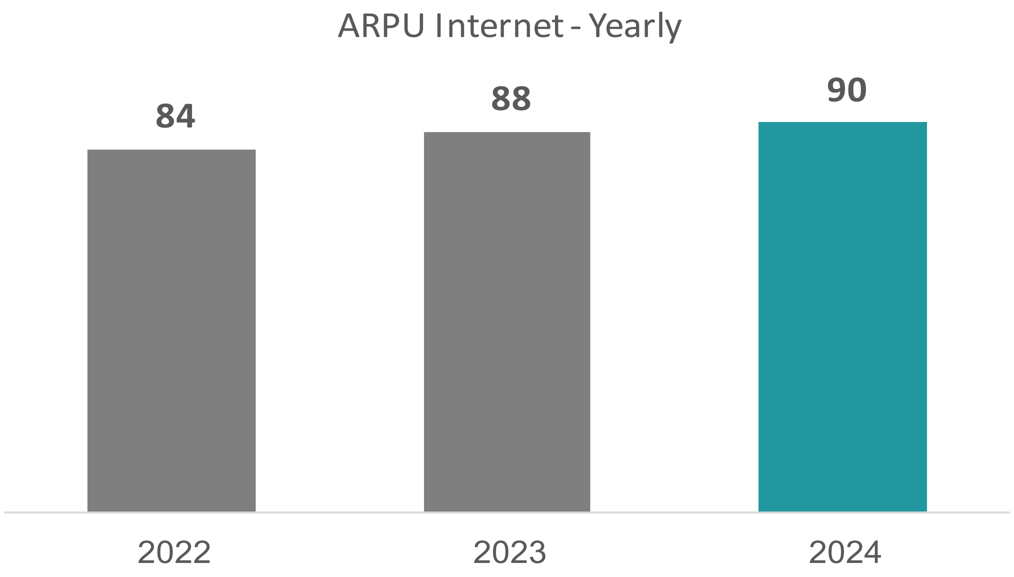


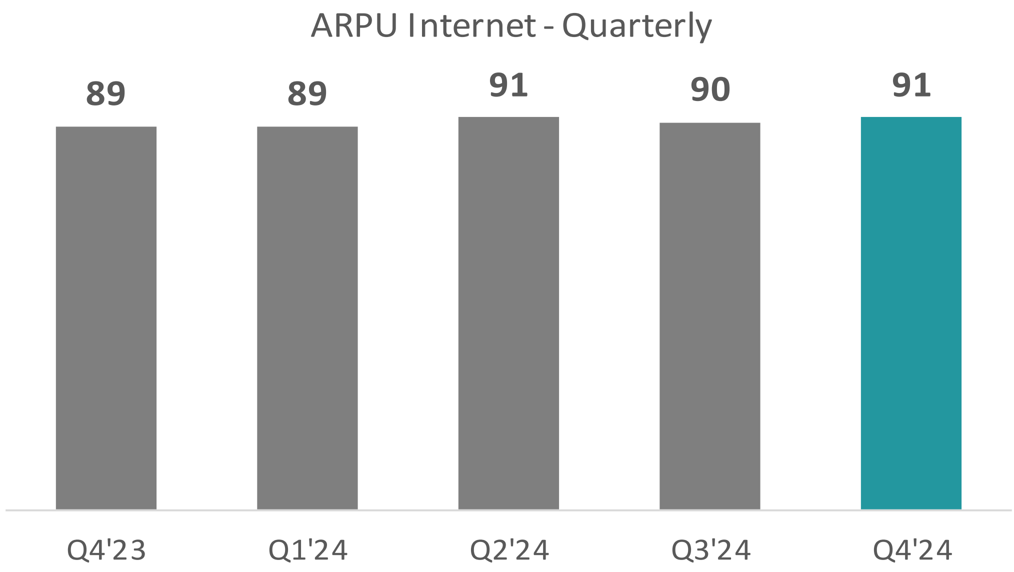
Internet subscribers (000' end of period)



Internet ARPU | NIS/month

» The increase in ARPU stemmed mainly from the connection of customers to fiber-optic infrastructure





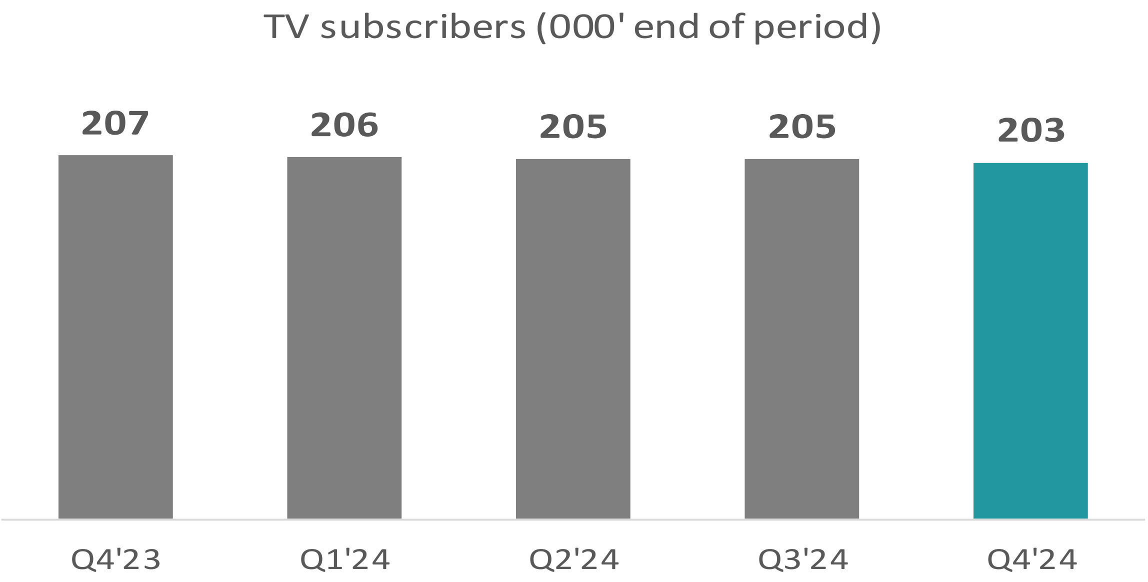
Fixed-line segment

TV subscribers

Approx.

90%

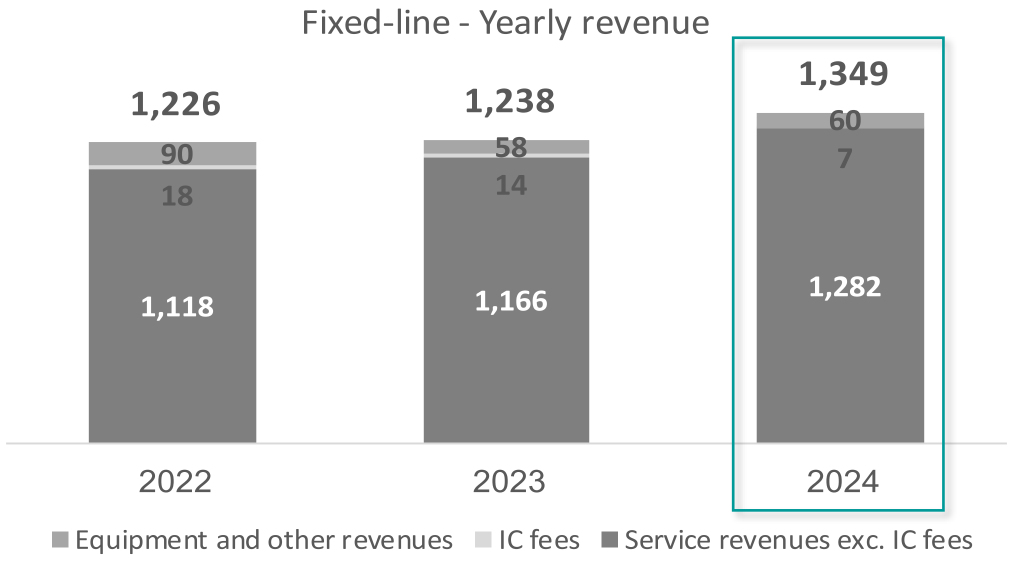
of TV subscribers are in integrated internet-based packages

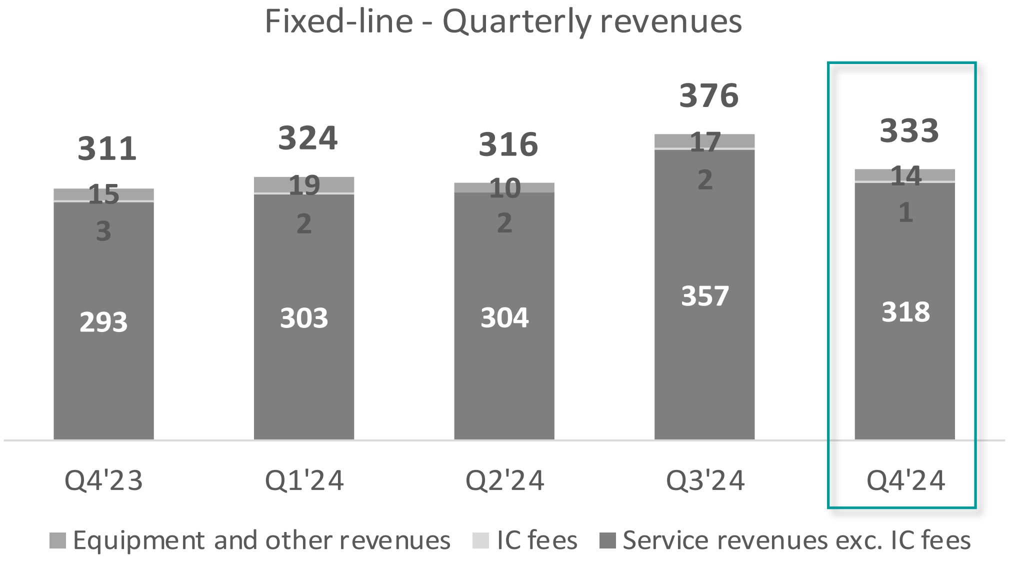


Fixed-line segment | Revenue NIS millions

» The annual increase in revenues was mainly due to a transition to recording revenue from the Work for Fee ("WFF") activity in gross amounts, growth in revenue from Internet and data services for businesses, and from recognition of revenue in respect of a transaction for the rental of fiber optics to a certain business customer

» The quarterly increase in revenues was mainly due to a transition to recording revenue from the WFF activity in gross amounts and from growth in revenue from Internet and data services for businesses



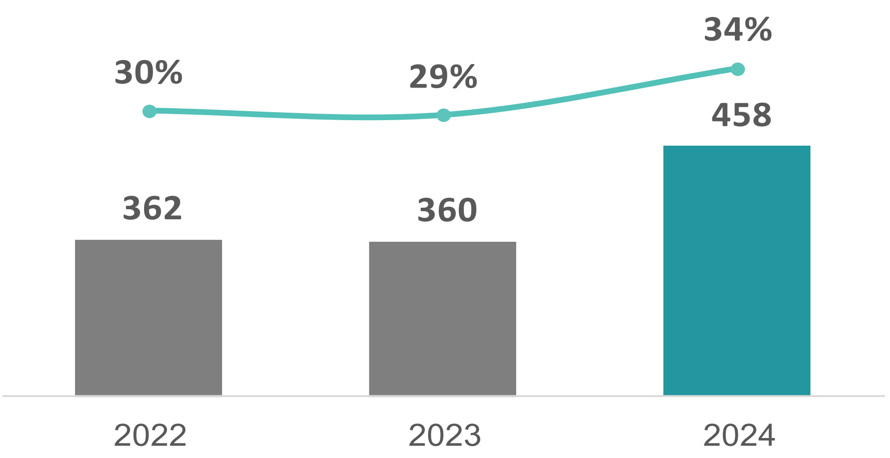


* The Adjusted EBITDA as a percentage of total revenues, not including interconnection fees, was approx. 34% in the period compared to approx. 29% in the corresponding period and approx. 37% in the quarter compared to 30% in the corresponding quarter.

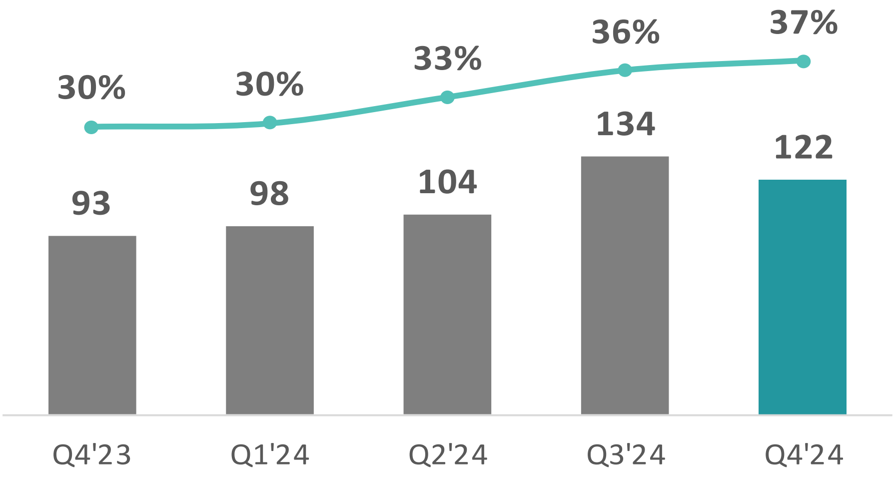
Fixed-line segment | Adjusted EBITDA NIS millions

- The annual increase in Adjusted EBITDA of the fixed-line segment resulted mainly from growth in revenue from Internet and data services for businesses, recognition of profit from a transaction for the rental of fiber optics to a business customer and an increase in WFF activity, which were partially offset by an increase in expenses for subcontractors
- The quarterly increase in Adjusted EBITDA resulted mainly from growth in revenue from Internet and data services for businesses and from an increase in WFF activity

Fixed-line - Yearly Adjusted EBITDA and percentage of revenue*



Fixed-line - Quarterly Adjusted EBITDA and percentage of revenue*



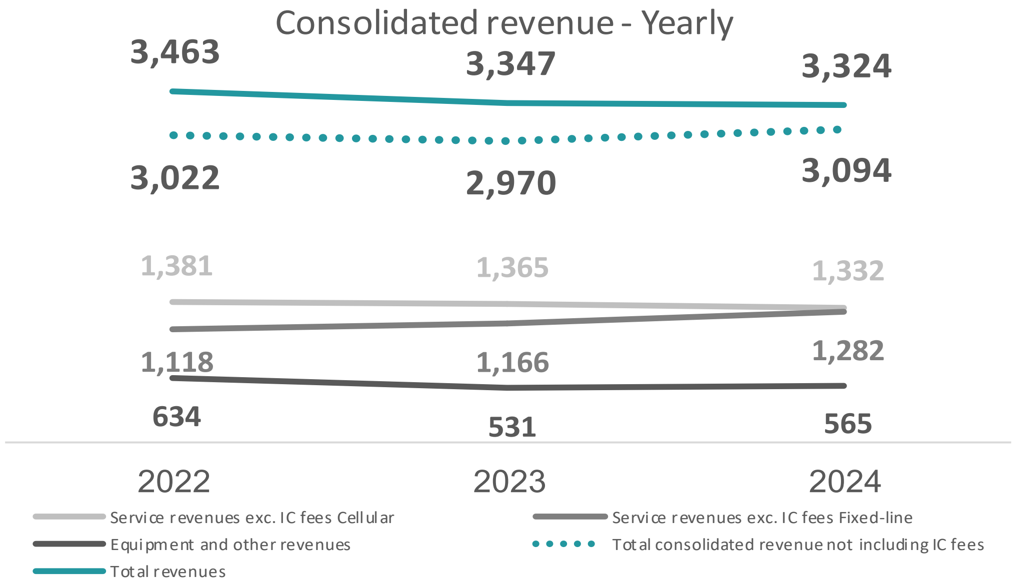
* The Adjusted EBITDA as a percentage of total revenues, not including interconnection fees, was approx. 34% in the period compared to approx. 29% in the corresponding period and approx. 37% in the quarter compared to 30% in the corresponding quarter.

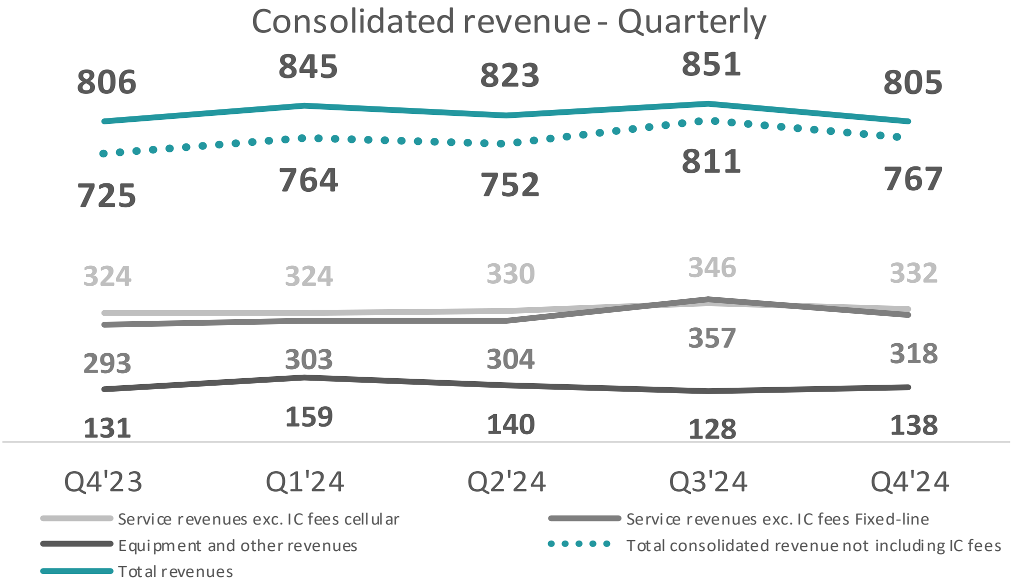
Consolidated Company

For 2024 and Q4/2024

Consolidated Company | Revenue NIS millions

- In 2024, service revenues, excluding interconnection fees, increased by approx. 4%, mainly due to growth in revenue from fixed-line services, despite the decrease in revenue from roaming services (impact of the War) and the end of recognition of deferred revenue from Hot Mobile
- In Q4/2024, service revenues, excluding interconnection fees, increased by approx. 6%, mainly due to growth in revenue from fixed-line services and also from an increase in revenue from roaming services compared to the measurement in the corresponding quarter, which suffered significant damage with the outbreak of the War

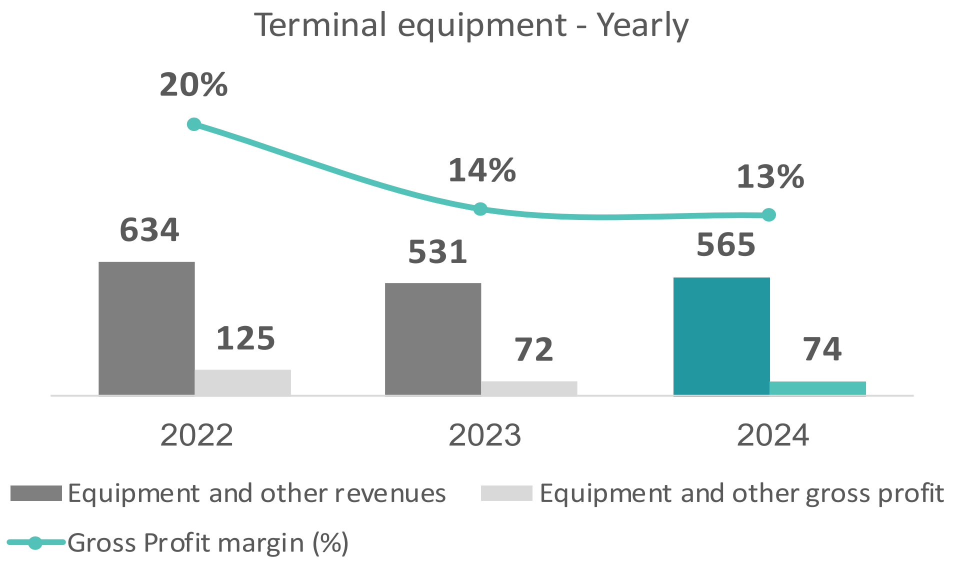


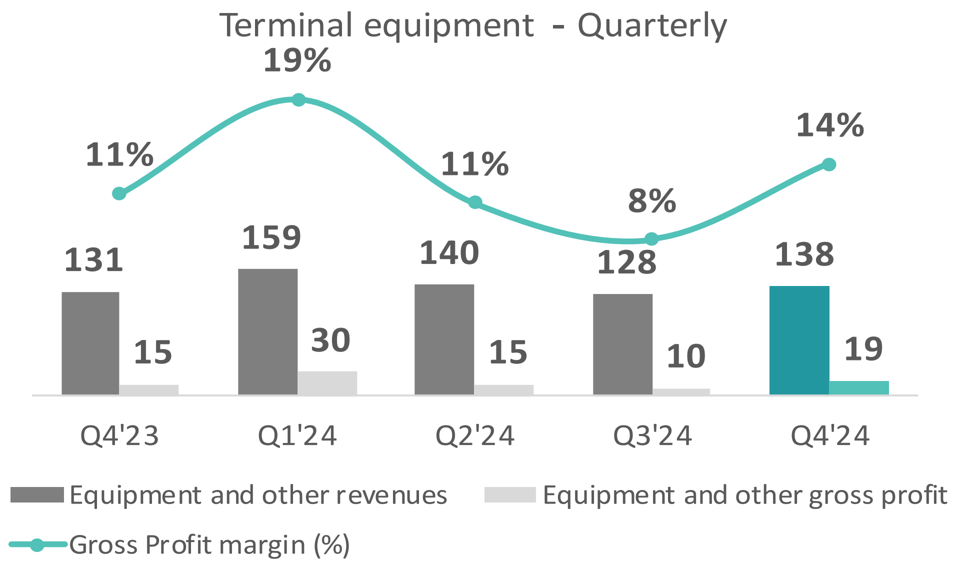


* Total revenue after consolidation adjustments

Consolidated Company | Sales of equipment and other NIS millions

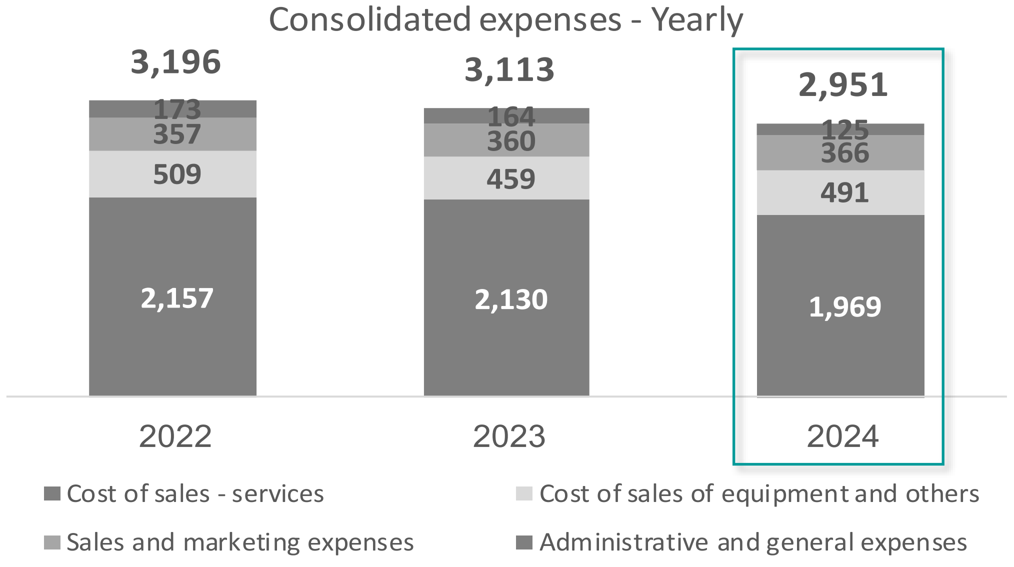
» The Company's revenue from sales of equipment and other increased by approx. 6% and approx. 5% compared to the previous year and the corresponding quarter, respectively. The increases were mainly explained by changes in the sales mix

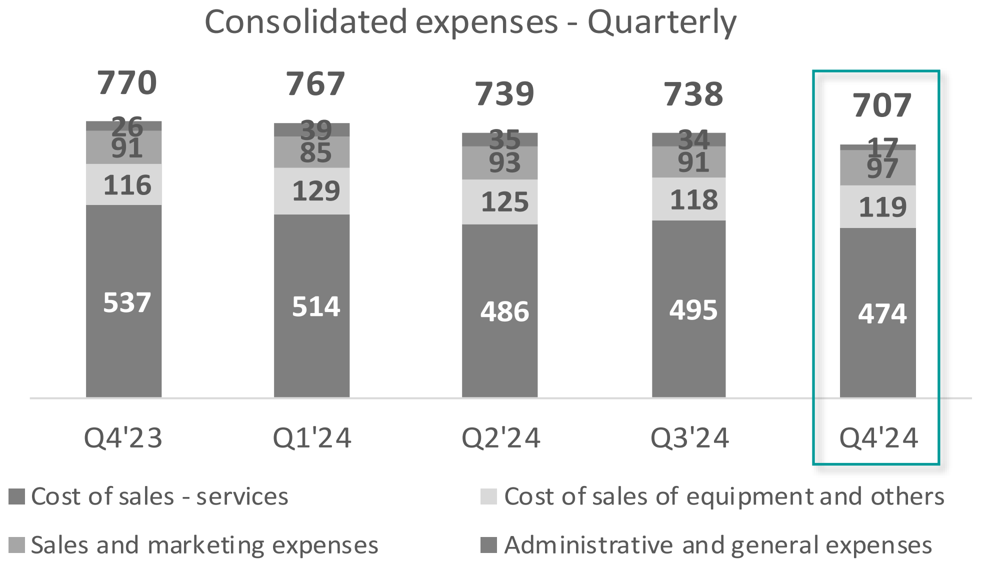




Consolidated Company | Expenses NIS millions

- The decrease in the services cost of revenue in 2024 was mainly due to a decrease in interconnection fees (mainly as a result of rate reductions), a decrease in salary expenses, and a decrease in expenses to other communications operators. The decrease was partially offset by the transition to the recording of WFF expenses in a gross amount
- The decrease in administrative and general expenses was mainly explained by a decrease in provisions for claims and others, a decrease in the provision for doubtful debts and, also in the period, a decrease in depreciation and amortization expenses



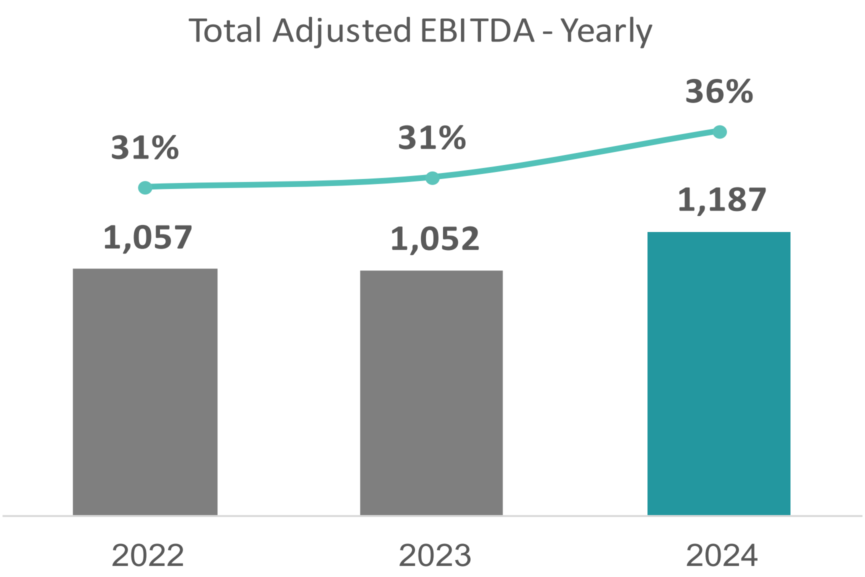


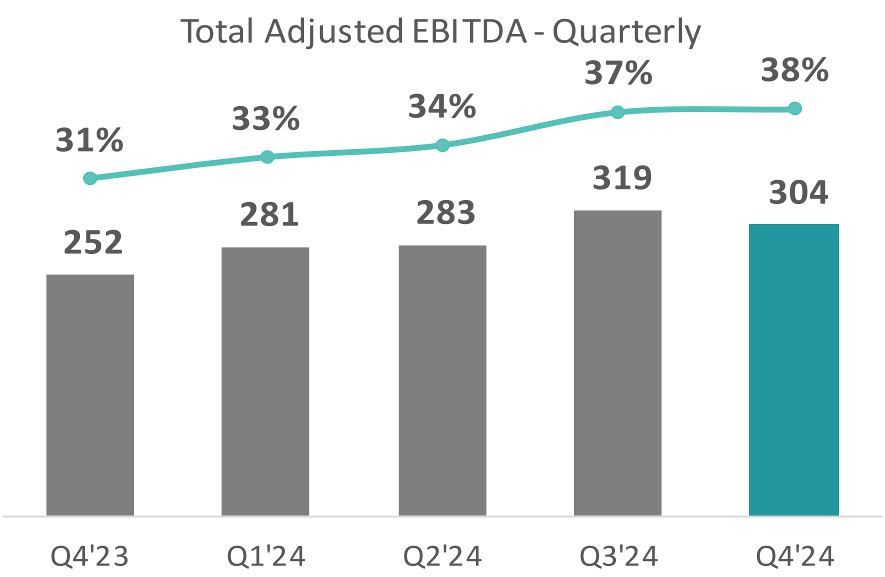
* Administrative and general expenses – including credit losses (profits)
* Total revenue after consolidation adjustments

Consolidated Company | Adjusted EBITDA NIS millions

» The annual increase in the Company's Adjusted EBITDA was mainly explained by growth in revenue from fixed-line services, a decrease in provisions for claims and others, and the recognition of profit for a transaction for the rental of fiber optics to a business customer. These were partially offset by the end of the recognition of deferred revenue from Hot Mobile and a decrease in revenues from roaming services

» The quarterly increase in the Company's Adjusted EBITDA was mainly explained by growth in revenue from fixed-line services, a decrease in expenses for subcontractors and in the provision for doubtful debts, as well as a decrease in expenses for the fiber deployment incentive fund, which were partially offset by the end of the recognition of deferred revenues from Hot Mobile



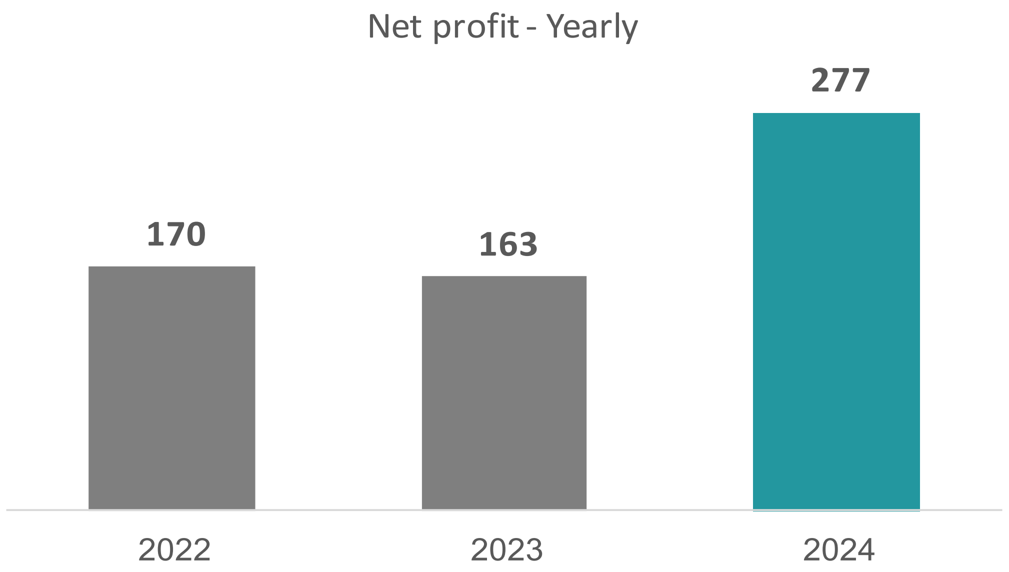


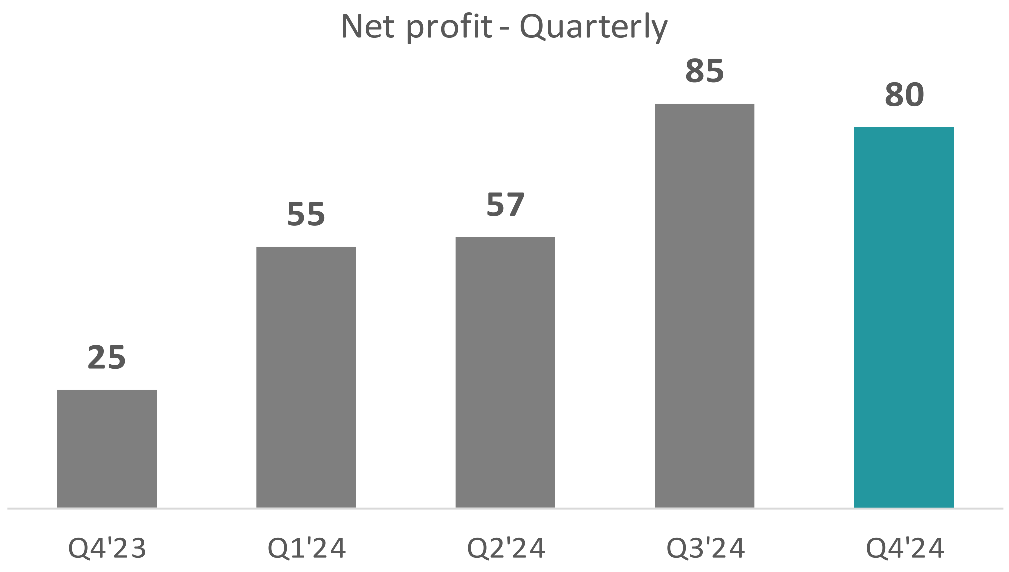
* The Adjusted EBITDA as a percentage of total revenues, not including interconnection fees, was approx. 38% in the period compared to approx. 35% in the corresponding period and approx. 40% in the quarter compared to 35% in the corresponding quarter.

Consolidated Company | Net profit NIS millions

» The Company's net profit in 2024 increased by approx. 70% and amounted to approx. NIS 277 million, compared to approx. NIS 163 million in 2023.

» The Company's net profit in the fourth quarter increased by approx. 220% and amounted to approx. NIS 80 million compared to approx. NIS 25 million in the corresponding quarter

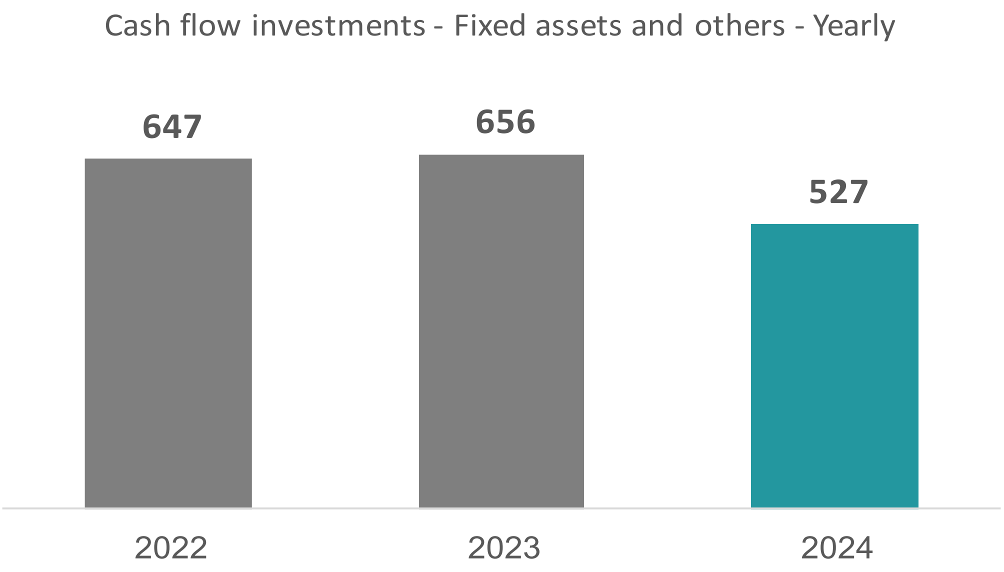


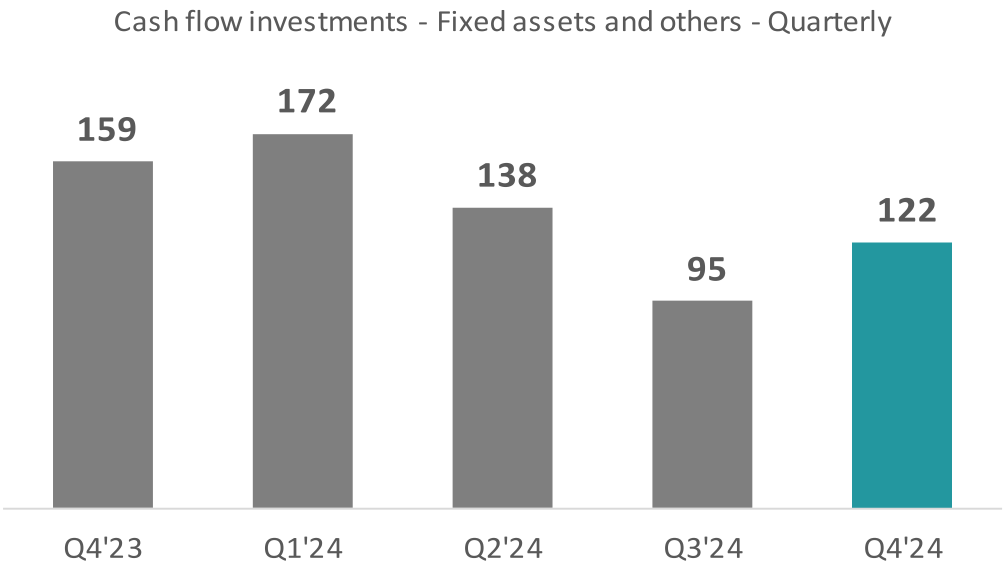


* Net profit for 2022 is excluding the impact of the impairment charge for goodwill. Including the impairment charge, net loss for 2022 amounted to approx. NIS 100 million

Consolidated Company | CAPEX Payments NIS millions

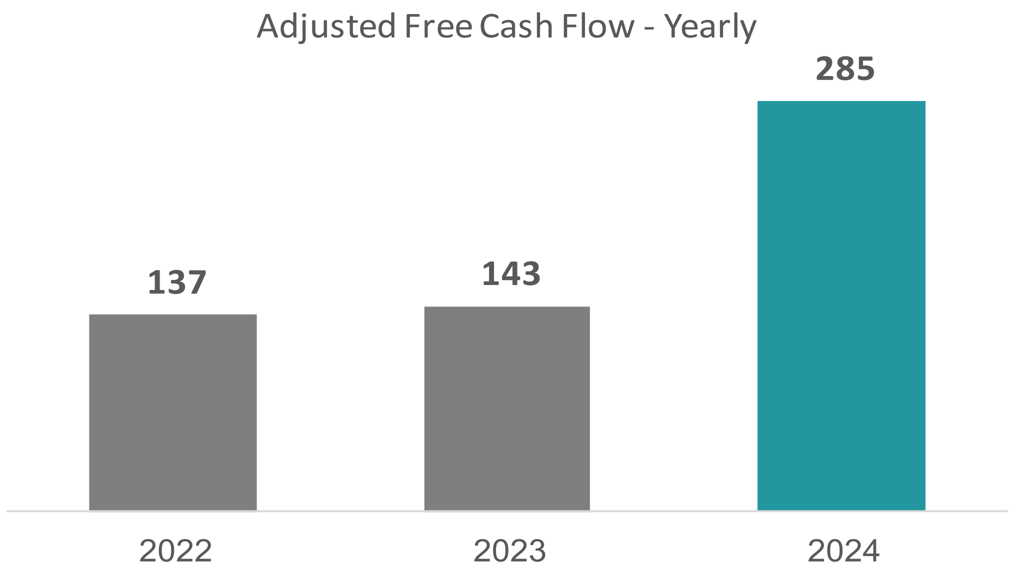
- CAPEX payments in fixed assets and intangible assets decreased in 2024 by approx. NIS 129 million and amounted to approx. NIS 527 million
- CAPEX payments are expected to total NIS 450–500 million in the year 2025

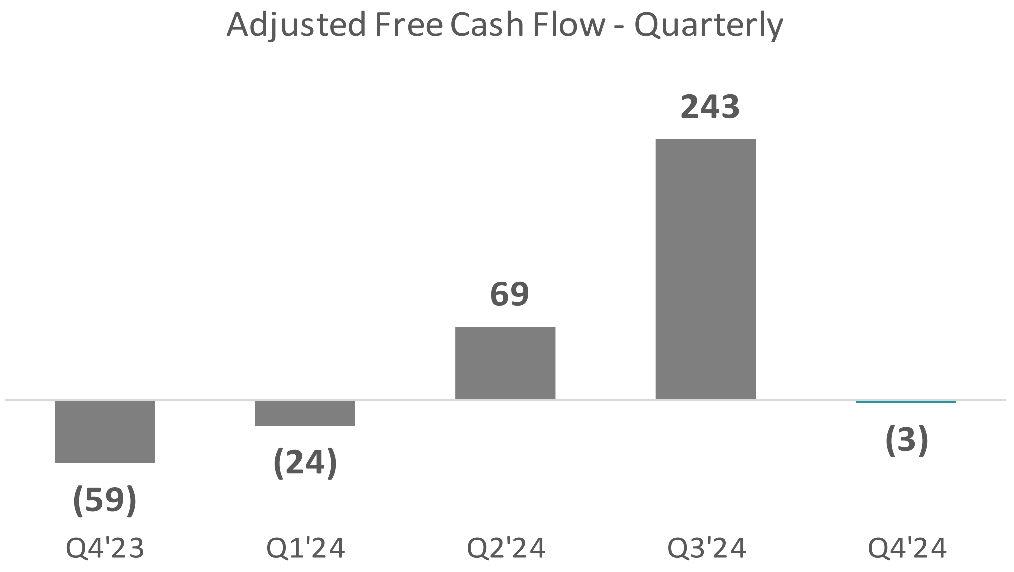




Consolidated Company | Adjusted Free Cash Flow NIS millions

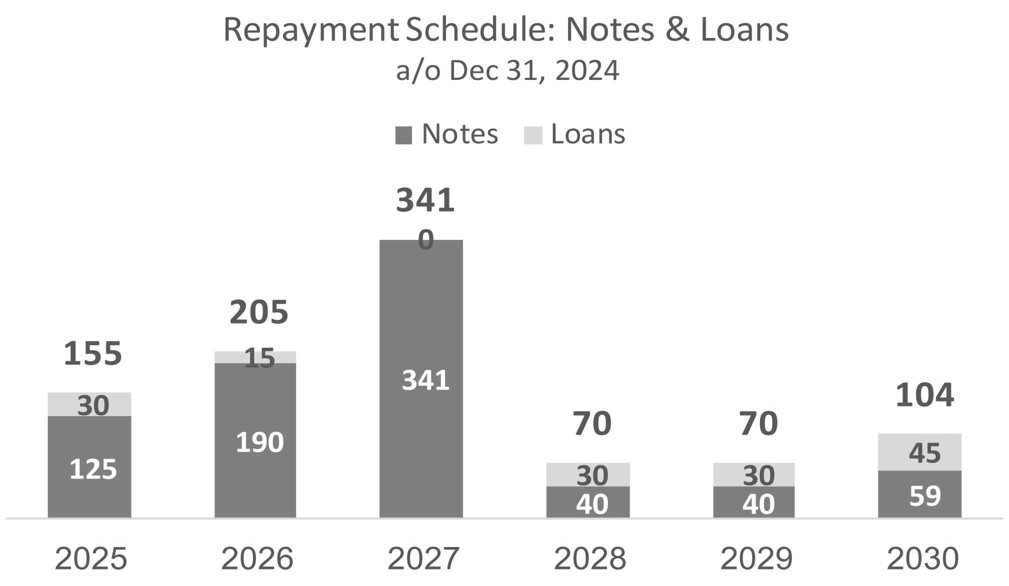
- The increase in annual Adjusted Free Cash Flow was mainly due to a decrease in CAPEX payments and an income tax refund due to the tax position assumed by the Company in the 2022 tax statement, which were partially offset by an increase in deferred expenses for the infrastructure rights-of-use
- The Adjusted Free Cash Flow in the quarter was mainly affected by advance payments of frequency fees for 2025 in the amount of approx. NIS 109 million, as well as the completion of income tax advances for 2024

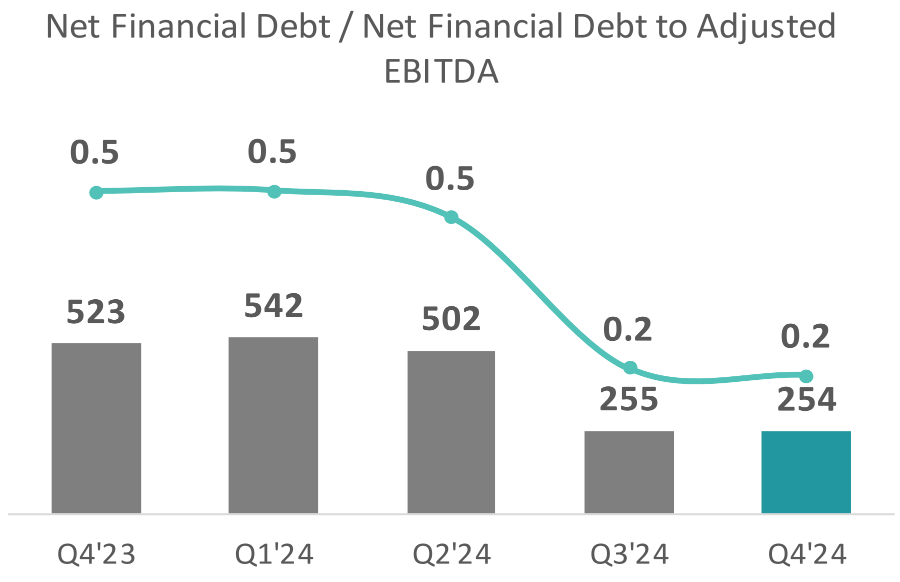




Consolidated Company | Financial debt and repayment schedule NIS millions

- In May 2024, Standard & Poor's Maalot Ltd. raised the Company's debt rating and its bond series from ilA+ with a positive outlook to ilAA- with a stable outlook





net financial debt is calculated as the total financial debt less cash and cash equivalents and short-term deposits; net financial debt is not a financial measure according to IFRS standards and may not be comparable to other similarly titled measures for other companies.

Partner 5G

ESG | Partner in numbers – 2024

11

consecutive years – Platinum+ ESG Maala rating

50%

of Partner's senior management are women

45%

of the Company's managers are women

+1%

3.4%

Employees with disabilities who have been integrated into Partner

33%

of all employees volunteer. Together they contributed approx. 5,000 volunteer hours.

Social activities with value

with "Or4Family", the IDF fighter battalions, Negba reserve brigade, the security forces, the "Krembo Wings" youth movement, the "Lev1" organization, "Latet" and more

48%

of all Company employees are women

+1%

55%

of the Company's vehicles are hybrid and electric

+3%

~ NIS 2.0M

allocated for ESG issues

plus a cash equivalent donation of approx. NIS 500,000

Summary

- Deployment of 5G technology, with a focus on cellular value propositions
- Growth in fiber-optic subscriptions and Internet revenues
- Execution of fiber-based infrastructure projects
- Continued improvements in sales effectiveness
- Improvements in profitability indicators and growth in the free cash flow
- Renewing the distribution of dividends
- Anticipating a new TV operating model

Partner 5G

Let's stay in touch

Investor Relations

investors@partner.co.il

Investor website

www.partner.co.il/en/Investors-Relations/lobby

Thank You