



# DIGI



## Investor presentation

Preliminary Financial Results  
for year ended December 31, 2020



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## Highlights Preliminary Results FY 2020



Digi transformed a challenging 2020 into a year of sustainable development



Group

**REVENUES +8.1%** **EUR 1.3 billion** group consolidated Revenues (+8.1% YOY)

**RGU +12%** RGU YoY increase up to **18.1 million** (+12% YoY), +2.0 million RGUs FY20/FY19 (compared with +1.2 million RGUs FY19/FY18)

**EBITDA +7.5 %** **EUR 480 million** Adj EBITDA (incl IFRS 16) (+7.5% YoY)



Romania

### Outstanding growth rate





**RGU +12%** **Pay-TV: 4.7 million** RGU (+15.5% YoY)  
**Internet: 3.3 million** RGU (+19.4% YoY)

**Growth factors** **Romania and Spain, the main contributors to the overall growth**





## Group overview

'Mil €	 Romania	 Spain	 Hungary	 Other <sup>4</sup>	Total <sup>3</sup>
	2020	2020	2020	2020	2020
Revenues <sup>2</sup>	€788.0 m	€274.6 m	€199.6 m	€23.4 m	€1,281.6 m
Adj. EBITDA	€372.4 m	€55.9 m	€54.0 m	(€2.5)m	€479.8 m
<b>Adj EBITDA margin<sup>1</sup></b>	<b>47.3%</b>	<b>20.3%</b>	<b>27.0%</b>	<b>(10.5%)</b>	<b>37.4%</b>
Impact of IFRS 16 adoption	(€47.7)m	(€3.7)m	(€23.1)m	(€0.1)m	(€74.7)m
Adj EBITDA excl IFRS 16	€324.7 m	€52.1 m	€30.9 m	(€2.6)m	€405.1 m
<b>Margin %</b>	<b>41.2%</b>	<b>19.0%</b>	<b>15.5%</b>	<b>(11.1)%</b>	<b>31.6%</b>
<b>RGUs(000)</b>	<b>12,770</b>	<b>2,610</b>	<b>2,505</b>	<b>251</b>	<b>18,136</b>

Source: Company data

<sup>1</sup> Adj EBITDA margin defined as Adj EBITDA / Revenues;

<sup>2</sup> Revenues per country include intersegment revenues in total amount of EUR 4 million for FY 2020;

<sup>3</sup> Total Group revenues excluding intersegment revenues;

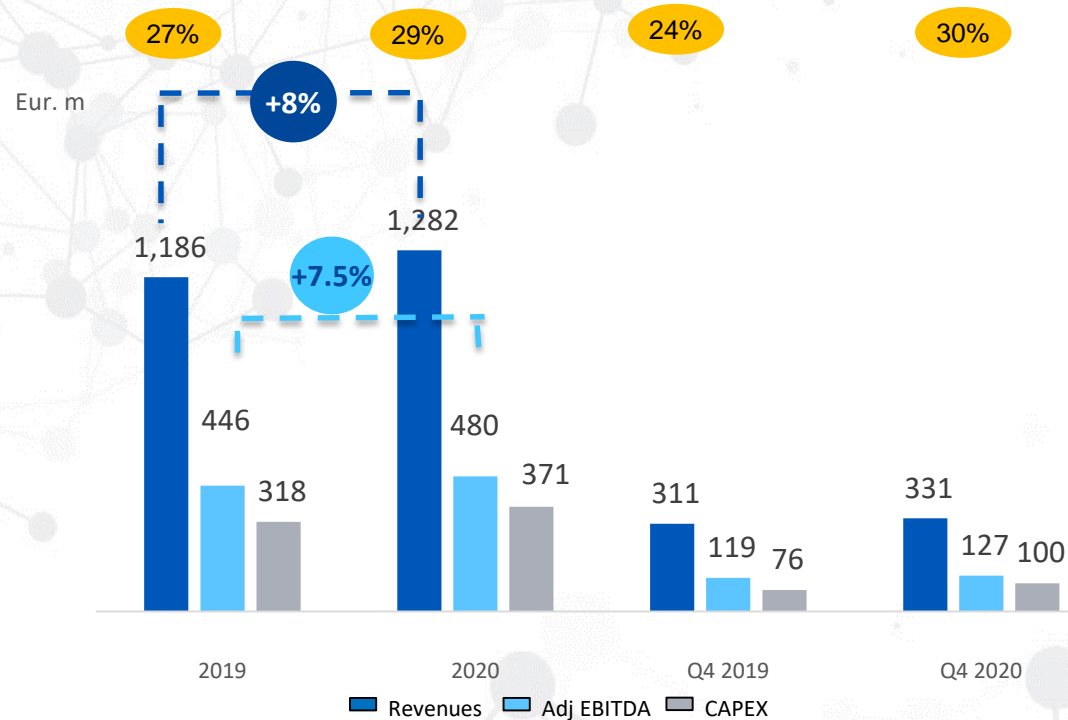
<sup>4</sup> In this Report, unless otherwise stated, as part of our "Other" segment we only present the results of our Italian operations, for revenue, and the results of our Italian operations and expenses of the Company, for operating expenses.



# Preliminary Financial Highlights

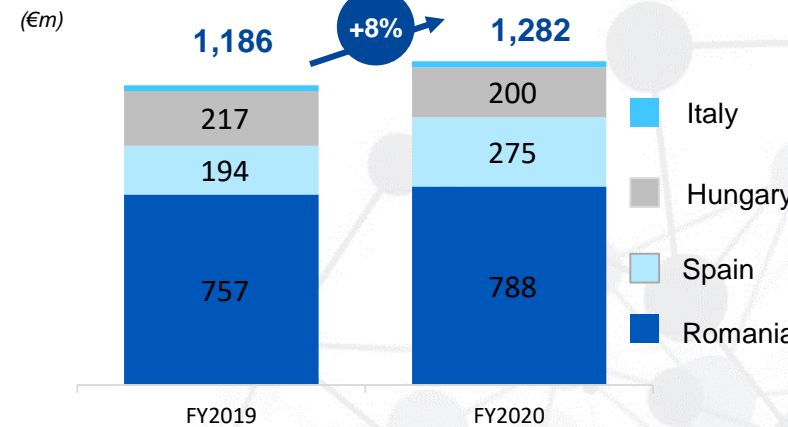
## Yearly evolution

% CAPEX/revenues

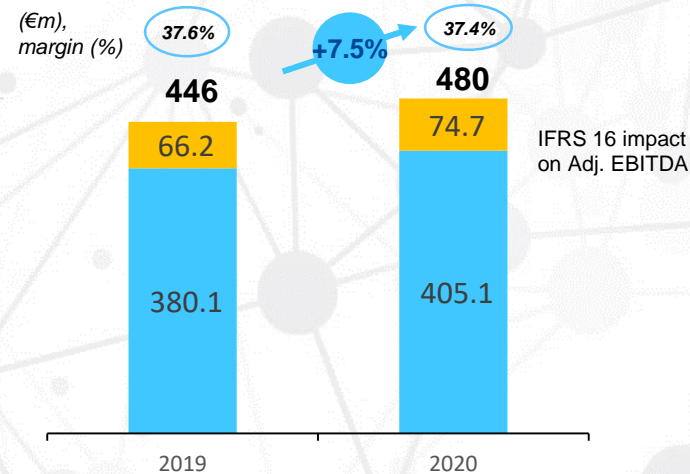


## YOY

Group revenue<sup>2</sup>



Group adjusted EBITDA<sup>1</sup>



## Key considerations

- Digi Group continued its strong growth path despite a challenging economic environment in 2020
- Romania and Spain continue to be growth engines and are main contributors to the increase in Group's revenues and adj EBITDA

Source: Company data

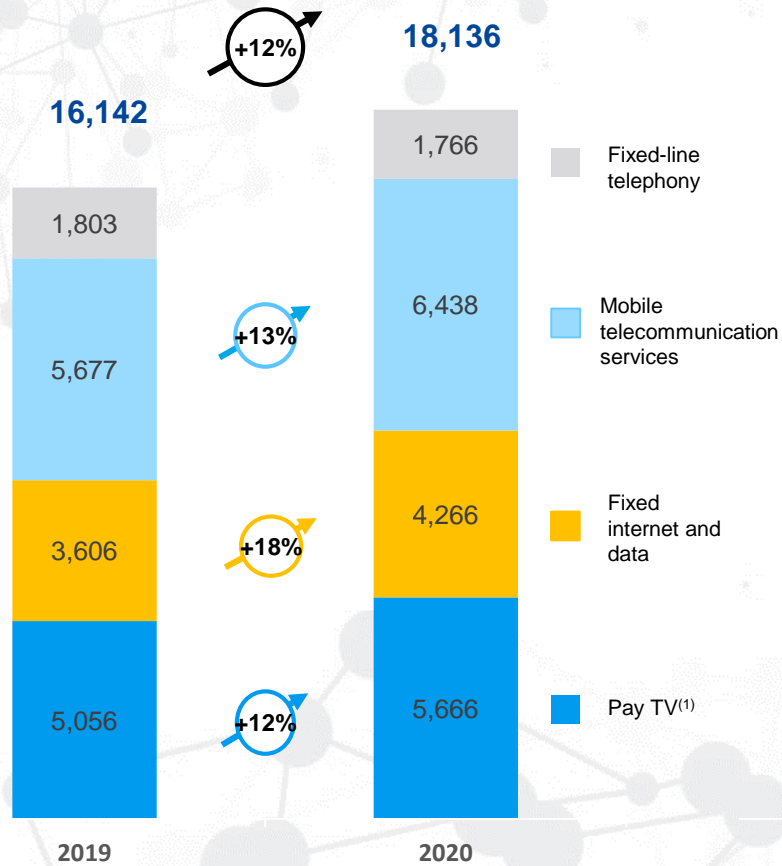
<sup>1</sup> EBITDA is calculated by adding back to consolidated operating profit/(loss) the charges for depreciation, amortization and impairment of assets. Adjusted EBITDA is defined as EBITDA adjusted for the effect of extraordinary or one-off/non-recurring items.

<sup>2</sup> Revenues per country include intersegment revenues in total amount of EUR 4 million for FY2020;

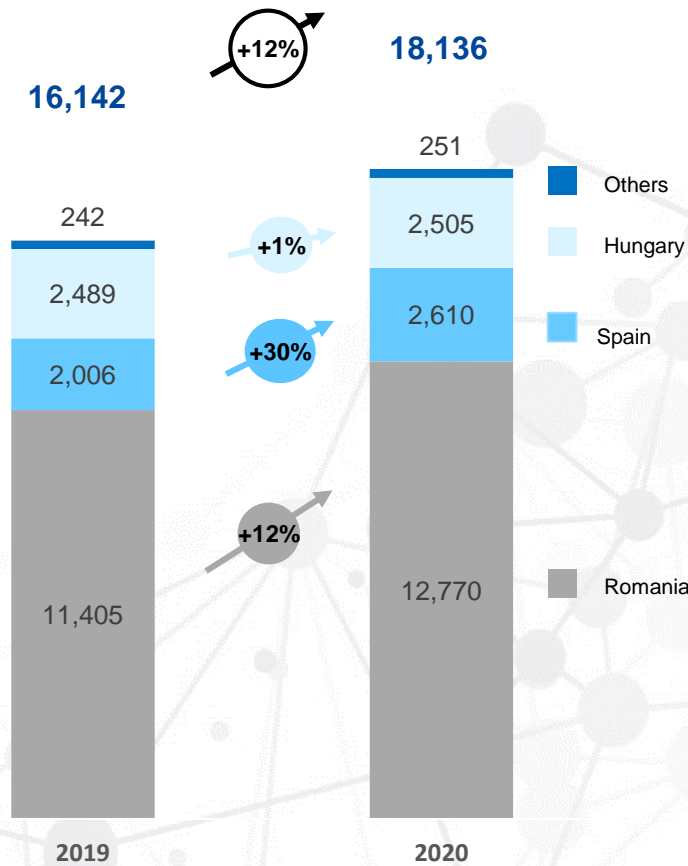


# Outstanding growth for Group's RGUs

**RGUs ('000)  
per business line**



**RGUs ('000)  
per country**



## Key considerations

- Exceptional RGU growth continues especially in fixed services in Romania
- Spain growth on all business segments

<sup>1</sup> Includes cable tv and DTH RGUs





## Group Financial Profile

Preliminary Financial liabilities as of December 31, 2020<sup>1</sup>

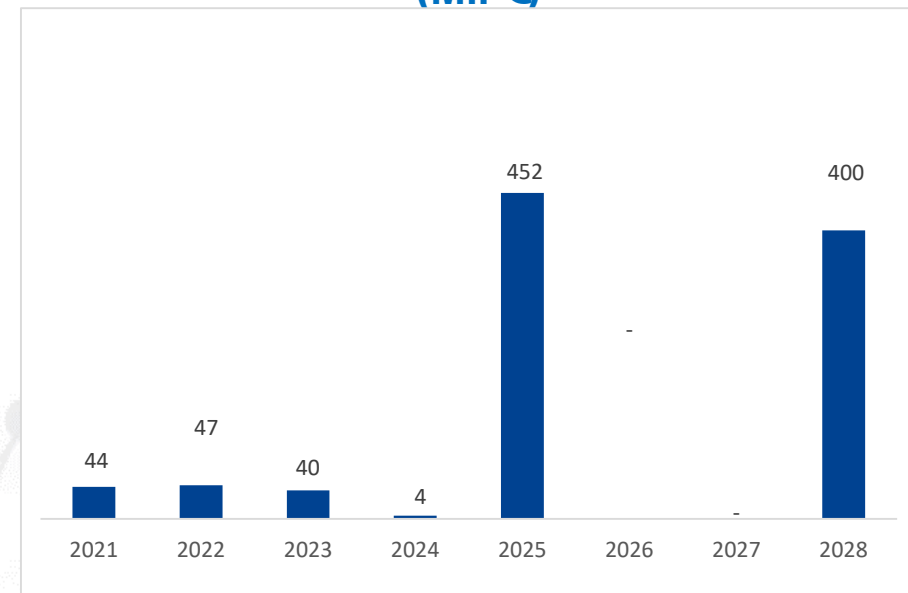
Facility	Amount (Mil €)
Senior Secured Notes	850.0
2020 Senior Facility	100.2
Other long term debt	61.3
Other short term debt	45.5
Other <sup>2</sup>	15.6
<b>Total gross debt</b>	<b>1,072.5</b>
Cash on BS	10.6
<b>Total net debt</b>	<b>1,061.9</b>

<sup>1</sup> Indebtedness as per Notes requirements. As per the Notes Covenants, debt is presented excluding IFRS 16 implications.

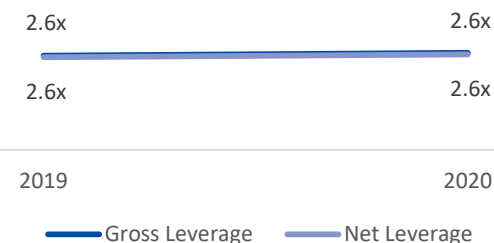
<sup>2</sup> Includes Finance lease liabilities

<sup>3</sup> The Net Leverage and Gross Leverage are computed using EBITDA as per the Notes Covenants, under IFRS excluding IFRS 16 implications. Covenant's computation for the Net Leverage from the Senior Secured Notes uses EBITDA adjusted as per Indenture requirements, which is different from the Adjusted EBITDA in this presentation.

### Maturity profile Long term loans & Notes (Mil €)



### Leverage<sup>3</sup>





# DIGI

Q&A







**DIGI**

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**APPENDIX**



## Group overview

	 Romania	 Spain	 Hungary	 Other <sup>4</sup>	Total
<b>Service offering / RGUs Dec 31, 2020A ('000s)</b>					
Pay TV <sup>(1)</sup>	4,733	-	933	-	5,666
Fixed internet and data <sup>(2)</sup>	3,313	204	749	-	4,266
Mobile telecommunication services	3,680	2,334	173	251	6,438
Fixed-line telephony <sup>(2)</sup>	1,044	72	650	-	1,766
<b>Total RGUs</b>	<b>12,770</b>	<b>2,610</b>	<b>2,505</b>	<b>251</b>	<b>18,136</b>

(1) Includes RGUs for Cable television and DTH services.

(2) Includes residential and business RGUs.



# Highlights Romania (1/2)

## Revenue and Adj EBITDA

### Preliminary Results of Operations<sup>1</sup>

'Mil €	Three months ended Dec 31,			Year ended Dec 31,		
	2019	2020	% change	2019	2020	% change
Revenues	197.0	203.9	3.5%	756.6	788.0	4.2%
Adj EBITDA	89.8	100.2	11.6%	345.9	372.4	7.7%
Margin %	45.6%	49.1%		45.7%	47.3%	

### Key considerations

- Main contributors to revenue growth:
  - increase in Pay TV and fixed internet and data RGUs
- Main contributors to Adj EBITDA growth:
  - mainly operationally, as a result of increases in RGUs number and improved operational performance

<sup>1</sup> Figures include Intersegment revenues





## Highlights Romania (2/2)

### Subscribers

Thousand RGUs	RGUs year ended Dec 31,		Net Additions	
	2019	2020	Last 12 months	Last 3 months
Pay TV <sup>(1)</sup>	4,097	4,733	636	94
Fixed internet and data <sup>(2)</sup>	2,775	3,313	538	141
Mobile telecommunications services <sup>(3)</sup>	3,442	3,680	238	81
Fixed-line telephony <sup>(2)</sup>	1,091	1,044	(47)	(20)
<b>Total</b>	<b>11,405</b>	<b>12,770</b>	<b>1,365</b>	<b>296</b>

### ARPU (EUR) – geographical segment

ARPU (EUR)	For the year ended Dec 31,		% change
	2019	2020	
	4.9	4.9	-

### Key considerations

- Growth in Pay TV and Internet and data subscribers, reaching historic levels
- Mainly fx impact on ARPU

1) Includes RGUs for Cable television and DTH services

2) Includes residential and business RGUs

3) Includes mobile telephony and mobile data RGUs



## Highlights Spain (1/2)

### Revenue and Adj EBITDA

#### Preliminary Results of Operations<sup>(1)</sup>

'Mil €	Three months ended Dec 31,			Year ended Dec 31, change		
	2019	2020	% change	2019	2020	% change
<b>Revenues</b>	56.0	74.5	33.0%	193.9	274.6	41.6%
<b>Adj EBITDA</b>	11.5	14.0	21.7%	41.8	55.9	33.7%
<b>Margin %</b>	<b>20.5%</b>	<b>18.9%</b>		<b>21.5%</b>	<b>20.3%</b>	

#### Key considerations

##### Revenues

- Sustained RGUs growth pace in mobile segment

##### Adj EBITDA

- Main contributors:
  - Interconnection expenses increase in line with RGU increase (mobile & fixed services)
  - Salaries increases, in line with increasing employees base

<sup>1</sup> Figures include Intersegment revenues



## Highlights Spain (2/2)

### Subscribers

Thousand RGUs	RGUs year ended Dec 31,		Net Additions	
	2019	2020	Last 12 months	Last 3 months
Fixed internet and data	81	204	123	36
Mobile telecommunications services <sup>1</sup>	1,894	2,334	440	123
Fixed-line telephony	31	72	41	12
<b>Total</b>	<b>2,006</b>	<b>2,610</b>	<b>604</b>	<b>171</b>

### Key considerations

- Strong RGUs growth for all business lines

### ARPU (EUR) – geographical segment

ARPU (EUR)	For the year ended Dec 31,		% change
	2019	2020	
	9.6	9.9	3.1%

<sup>1</sup>) Includes mobile telephony and mobile data RGUs





## Highlights Hungary (1/2)

### Revenue and Adj EBITDA

#### Preliminary Results of Operations<sup>(1)</sup>

'Mil €	Three months ended Dec 31,			Year ended Dec 31,		
	2019	2020	% change	2019	2020	% change
<b>Revenues</b>	53.4	48.0	(10.1%)	217.0	199.6	(8.0%)
<b>Adj EBITDA</b>	19.0	13.6	(28.4%)	60.9	54.0	(11.3%)
<b>Margin %</b>	<b>35.6%</b>	<b>28.4%</b>		<b>28.1%</b>	<b>27.0%</b>	

#### Key considerations

##### Revenues

- Depreciation of 7.9% of average exchange rate HUF/EUR (2020/2019)
- Slight decrease of revenues in constant currency

##### Adj EBITDA

- Depreciation of average exchange rate
- Impact of developing mobile network-commercial launch made in 2021

<sup>1</sup> Figures include Intersegment revenues



## Highlights Hungary (2/2)

### Subscribers

Thousand RGUs	RGUs year ended Dec 31,		Net Additions	
	2019	2020	Last 12 months	Last 3 months
Pay TV <sup>(1)</sup>	959	933	(26)	(5)
Fixed internet and data <sup>(2)</sup>	750	749	(1)	7
Mobile telecommunications services <sup>(3)</sup>	99	173	74	9
Fixed-line telephony <sup>(2)</sup>	681	650	(31)	1
<b>Total</b>	<b>2,489</b>	<b>2,505</b>	<b>16</b>	<b>12</b>

### Key considerations

- Increase in mobile RGUs
- Slight decrease of ARPU in CCY

### ARPU (EUR) – geographical results

ARPU (EUR)	For the year ended Dec 31,			% change	% change CCY
	2019	2019 CCY	2020		
	6.5	6.0	5.9	(9.2%)	(2.0%)

1) Includes RGUs for Cable television and DTH services

2) Includes residential and business RGUs

3) Includes mobile telephony and mobile data RGUs



## Contact

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