



DIGI



Investor presentation

Financial Results
for quarter ended June 30, 2021



Disclaimer

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

The information in this document has been prepared by Digi Communications N.V., (the "Company" or "DIGI") and solely for use during the presentation.

This presentation has been made to you solely for your information and background, the information contained herein may be incomplete or condensed and such information is subject to update, completion, revision and amendment and may change materially. No person is under any obligation to update or keep current the information contained in the presentation and these materials, and any opinions expressed in relation thereto, are subject to change without notice.

The industry, market and competitive position data contained in this presentation come from third party industry publications, studies and surveys believed to be reliable. However, there is no guarantee of the accuracy or completeness of such data.

This presentation does not purport to be comprehensive or to contain all of the information that an investor may require for a full analysis of the matters referred to herein. No representation or warranty (whether express or implied) is given in respect of any information in this presentation or that this presentation is suitable for the recipient's purposes. Any recipient hereof should seek its own legal, accounting and other relevant professional advice. Any liability, including in respect of direct, indirect or consequential loss or damage, of the Company (or any of its affiliates or controlling persons) relating to the information contained within this presentation is expressly excluded.

This presentation includes statements, estimates, opinions and projections with respect to anticipated future performance of the Company. Such forward-looking statements reflect current expectations based on the current business plan and various other assumptions and involve significant risks and uncertainties and should not be read as guarantees of future performance or results and will not necessarily be accurate indications of whether or not such results will be achieved. Such forward-looking statements only speak as at the date of this presentation and the Company is not under any obligation to update or revise such forward-looking statements to reflect new events or circumstances.

This presentation contains references to certain non-IFRS financial measures and operating measures. These supplemental measures should not be viewed in isolation or as alternatives to measures of the Company's financial condition, results of operations or cash flows as presented in accordance with IFRS in its consolidated financial statements. The non-IFRS financial and operating measures used by the Company may differ from, and not be comparable to, similarly titled measures used by other companies.

The delivery of this presentation does not imply that the information herein is correct as at any time subsequent to the date hereof and the Company has no obligation whatsoever to update any of the information or the conclusions contained herein or to correct any inaccuracies which may become apparent subsequent to the date hereof.

This presentation does not constitute or form part of, and should not be construed as, an offer to sell or issue, or the solicitation of an offer to purchase, subscribe to or acquire, securities, or an inducement to enter into investment activity in the United States or in any other jurisdiction in which such offer, solicitation, inducement or sale would be unlawful. No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever.

This disclaimer and the requirement for strict confidentiality shall apply without prejudice to any other confidentiality obligations to which you are subject.



Highlights Q2 2021



Outstanding Growth Profile, continuing to deliver strong results



Group

REVENUES +14.4 %

EUR 355 million group consolidated Revenues for Q2 2021 (+14.4% compared with previous period)

RGU +15 %

RGU YoY increase up to **19.3 million** (+15% compared with previous period)

EBITDA +11.8 %

EUR 108.5 million Adj EBITDA (excl IFRS 16) for Q2 2021 (+13.2% YoY increase) and **EUR 129 million** Adj EBITDA (incl IFRS 16) for Q2 2020 (+11.8% YoY increase)



Romania

EBITDA

EBITDA margin **47.4%** (incl IFRS 16) and **41.2%** (excl IFRS 16)



Spain

RGU

Solid growth up to **3.1 million**
Increased contribution to total group's revenues (**24%**)



Recent developments

Digi Group secures further financing for continuing its growth journey

21 July 2021: An incremental facility was made available to RCS&RDS by a syndicate of banks, which was established in accordance with the terms and limits set within the Senior Facilities Agreement signed on 15 December 2020, in an aggregate amount of RON 500,000,000 to be used for the company's capital expenditure and general corporate purposes. The Incremental Facility is not yet drawn. It is available to be drawn at a later stage.

26 July 2021: Digi Spain entered into a facilities agreement with a syndicate of banks, for an initial duration of three and a half years with the possibility of extension up to 5 years, under which Digi Spain was made available: (i) a term loan facility in a total aggregate amount of EUR 57,000,000; (ii) a term loan facility in a total aggregate amount of EUR 65,000,000; and (iii) a revolving facility in a total aggregate amount of EUR 10,000,000 to be used for several purposes, including CAPEX and general corporate purposes.



Group overview

'Mil €	 Romania		 Spain		 Hungary		 Other ⁴		Total ³	
	3m June 30, 2021	6m June 30, 2021	3m June 30, 2021	6m June 30, 2021	3m June 30, 2021	6m June 30, 2021	3m June 30, 2021	6m June 30, 2021	3m June 30, 2021	6m June 30, 2021
Revenues ²	€215.9 m	€425.5 m	€85.0 m	€162.9 m	€48.8 m	€96.8 m	€6.0 m	€11.6 m	€354.6 m	€694.8 m
Adj. EBITDA	€102.3 m	€204.4 m	€12.2 m	€24.2 m	€15.5 m	€24.3 m	(€1.3)m	(€1.6)m	€128.7 m	€251.3 m
Adj EBITDA margin¹	45.9%	46.6%	20.9%	20.3%	30.0%	25.9%	-5.5%	-7.1%	37.2%	36.9%
Impact of IFRS 16 adoption	(€13.3)m	(€26.1)m	(€1.5)m	(€2.9)m	(€5.5)m	(€11.5)m	(€0.0)m	(€0.1)m	(€20.2)m	(€40.7)m
Adj EBITDA excl IFRS 16	€89.0 m	€178.2 m	€10.7 m	€21.3 m	€10.1 m	€12.8 m	(€1.3)m	(€1.7)m	€108.5 m	€210.6 m
Margin %	41.2%	41.9%	12.6%	13.1%	20.6%	13.2%	-21.5%	-14.5%	30.6%	30.3%
RGUs(000)	13,425		3,100		2,481		297		19,303	

Source: Company data

¹ Adj EBITDA margin defined as Adj EBITDA / Revenues;

² Revenues per country include intersegment revenues in total amount of EUR 1.1 million for Q2 2021;

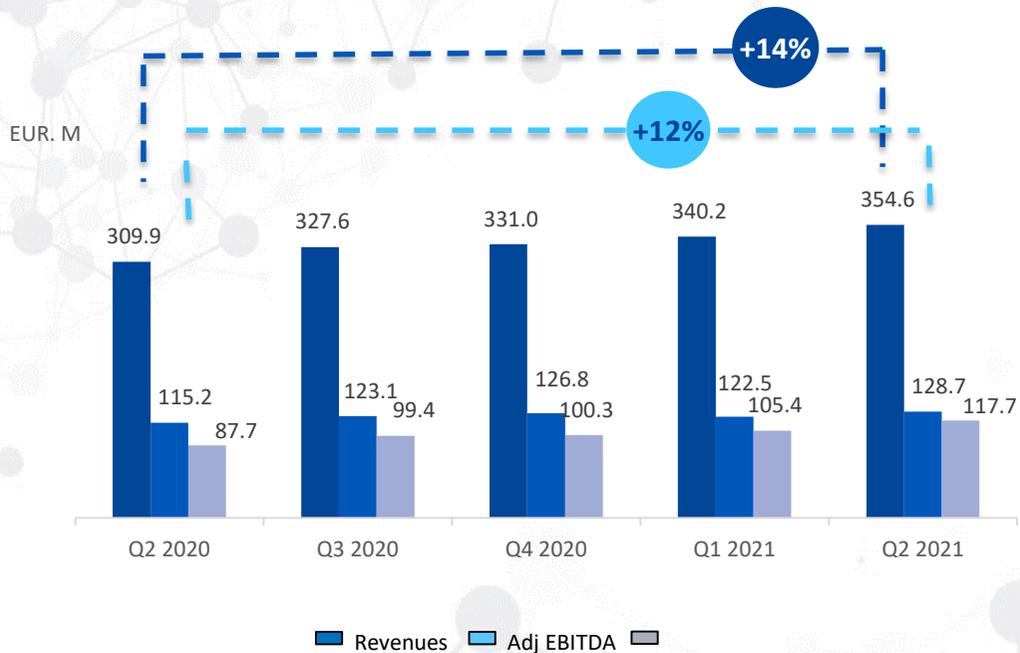
³ Total Group revenues excluding intersegment revenues;

⁴ 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.

DIGI

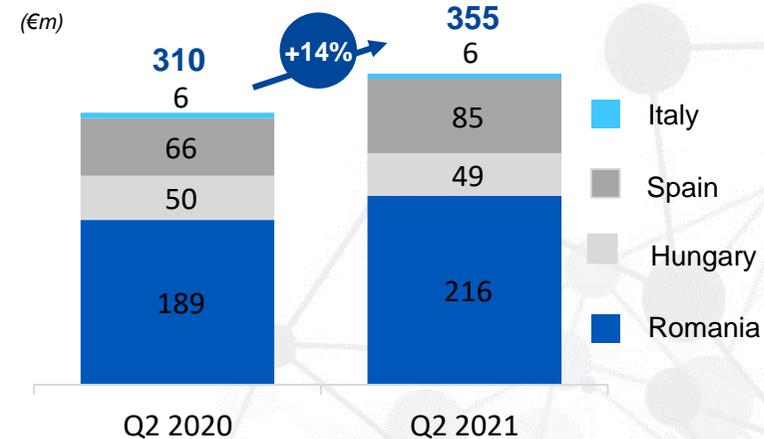
Financial highlights

Quarterly evolution

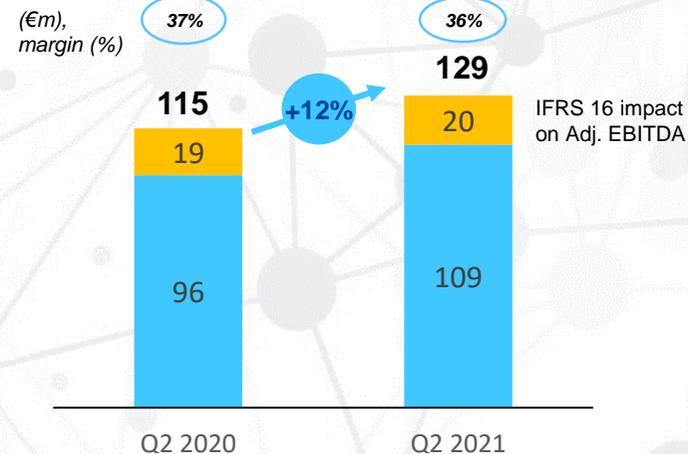


YOY

Group revenue²



Group adjusted EBITDA¹



Key considerations

- Outstanding growth profile, lead by Romania and Spain
- Romania and Spain continue to be main contributors to increase in Group's revenues and adj EBITDA

Source: Company data

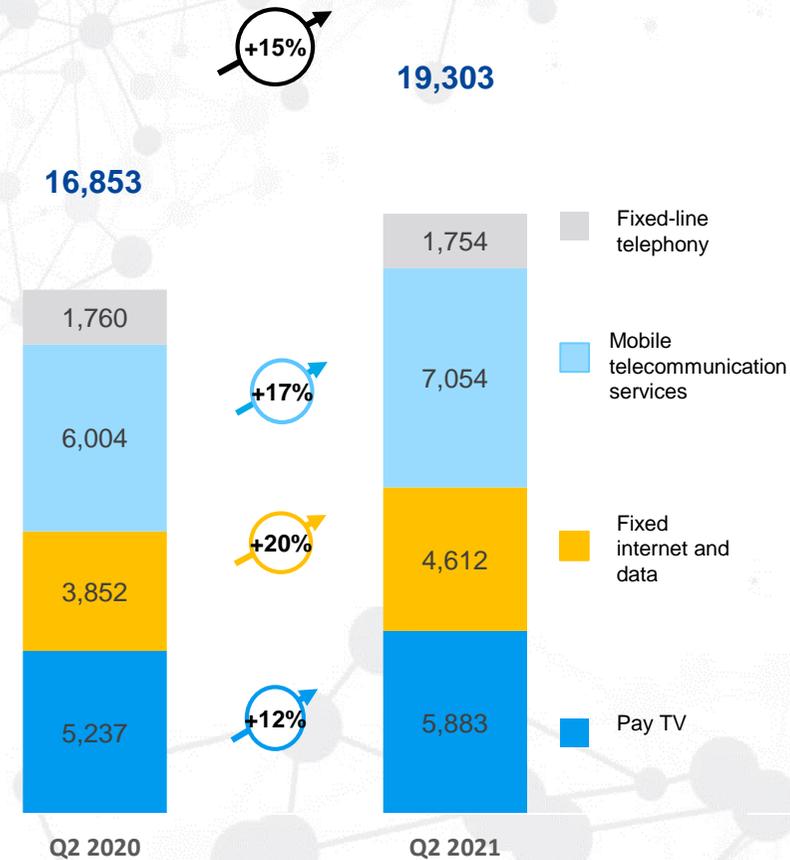
¹ EBITDA is calculated by adding back to consolidated operating profit/(loss) the charges for depreciation, amortization and impairment of assets. Adjusted EBITDA is defined as EBITDA adjusted for the effect of extraordinary or one-off/non-recurring items.

² Revenues per country include intersegment revenues in total amount of EUR 1.1 million for Q2 2021 (EUR 1.1 million for Q2 2020);

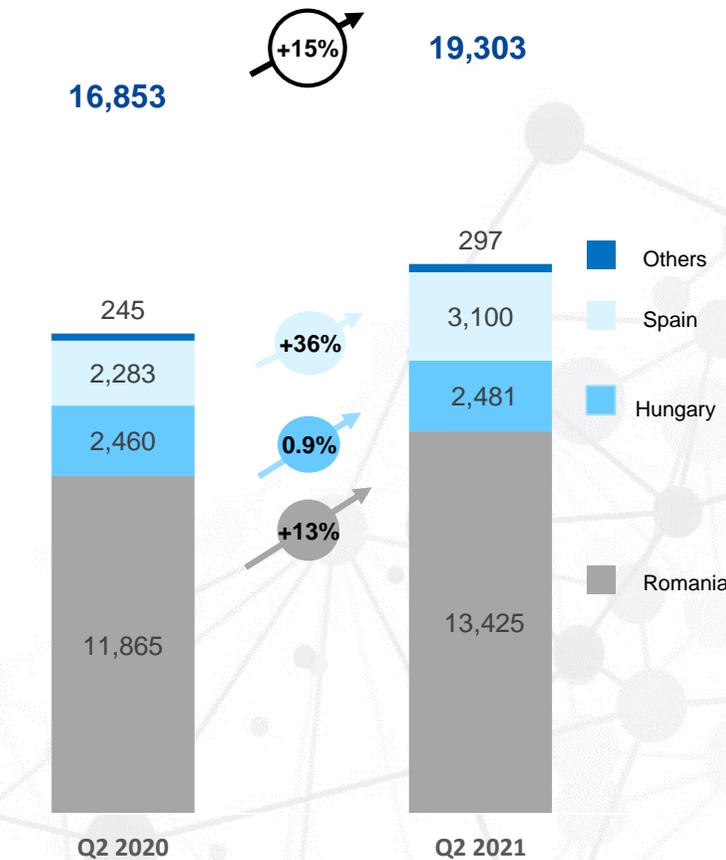


Continued growth for Group's RGUs

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



**RGUs ('000)
per country**



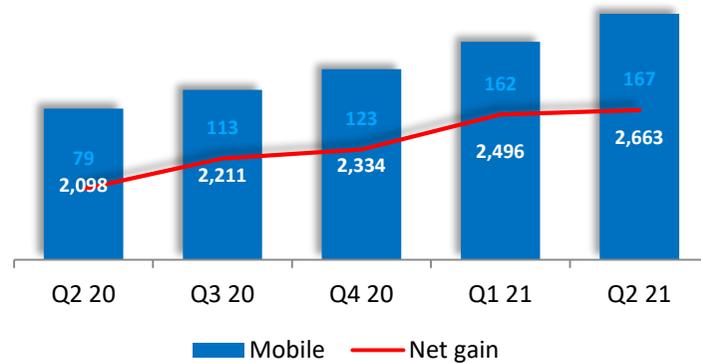
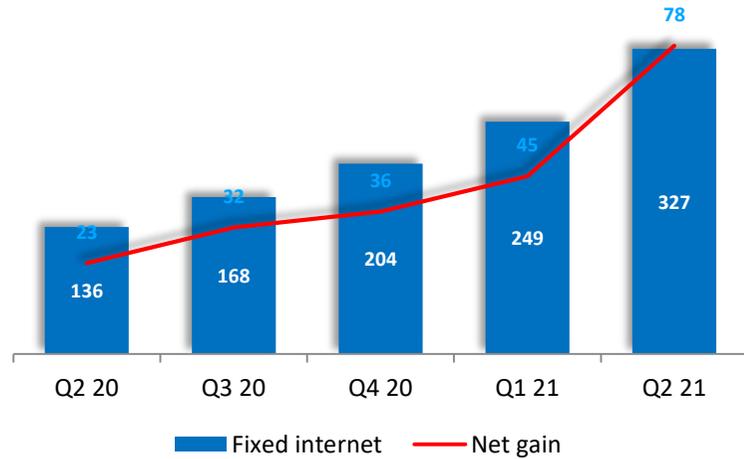
Key considerations

- RGU growth in fixed and mobile services in Romania
- Spain growth on all business segments

Expansion of RGUs base in Spain

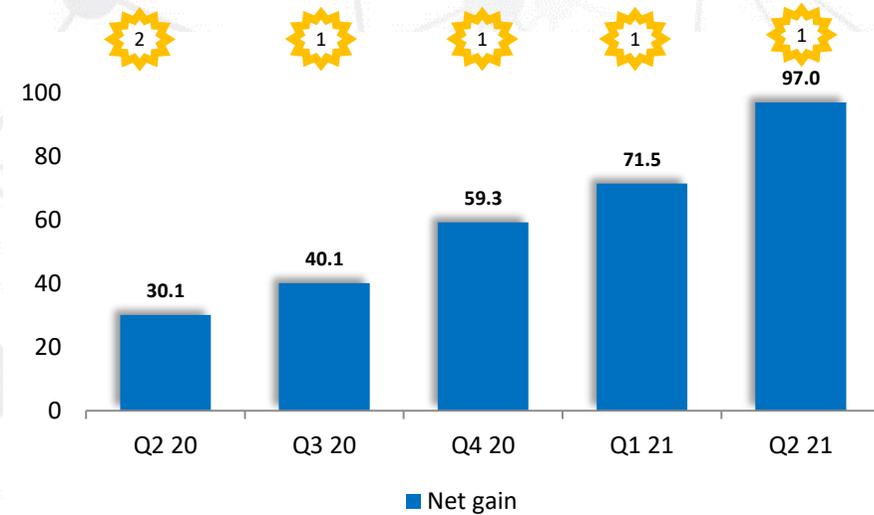
RGUs

RGU ('000)



Mobile Portability

RGUs('000)



Quarterly market position based on net mobile portability gain



Group Financial Profile

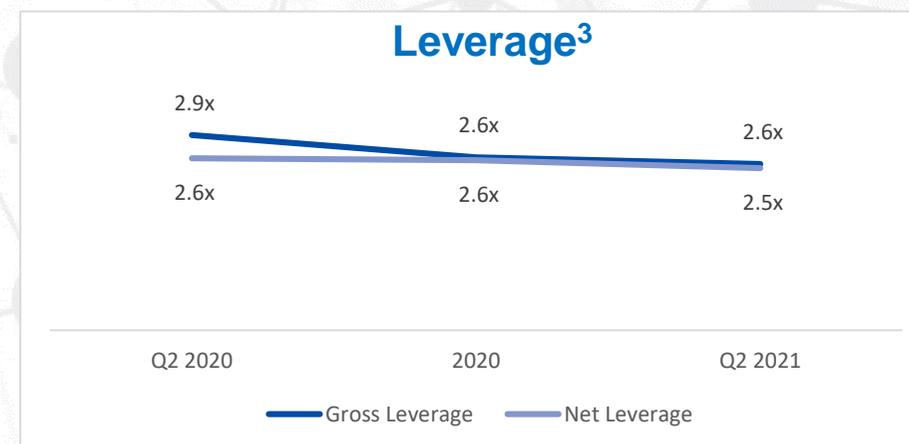
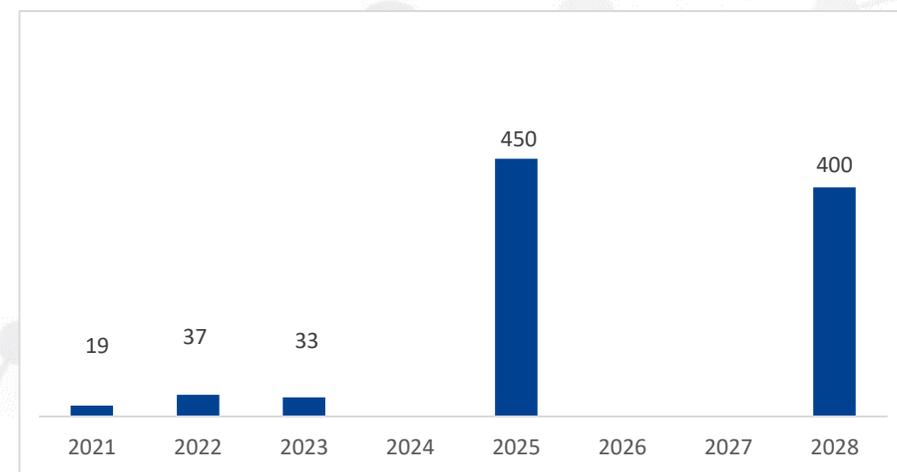
Financial liabilities as of June 30, 2021¹

Facility	Amount (Mil €)
Senior Secured Notes	850.0
2020 Senior Facility	82.5
Financial leases	13.1
Other long term debt	41.1
Other short term debt	105.4
Total gross debt	1,092
Cash on BS	16.8
Total net debt	1,075.2

¹ Indebtedness as per Notes requirements. As per the Notes Covenants, debt is presented under IFRS available at the signing date, therefore excludes IFRS 16 implications.

² 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 €)





DIGI

Q&A

DIGI

APPENDIX



Group overview



Romania



Spain



Hungary



Other⁴

Total

Service offering / RGUs June 30, 2021A ('000s)

Pay TV	4,960	-	923	-	5,883
Fixed internet and data	3,543	327	742	-	4,612
Mobile telecommunication services	3,911	2,663	183	297	7,054
Fixed-line telephony	1,011	110	633	-	1,754
Total RGUs	13,425	3,100	2,481	297	19,303



Highlights Romania (1/2)

Revenue and Adj EBITDA

Results of Operations¹

'Mil €	Three months ended June 30,			Six months ended June 30,		
	2020	2021	% change	2020	2021	% change
	(euro in millions)			(euro in millions)		
Revenues	188.5	215.9	14.5%	381.7	425.5	11.5%
Adj EBITDA	86.6	102.3	18.1%	178.0	204.4	14.8%
Margin %	45.9%	47.4%		46.6%	48.0%	

Key considerations

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

¹ Figures include Intersegment revenues



Highlights Romania (2/2)

Subscribers

Thousand RGUs	RGUs period ended June 30,		Net Additions	
	2020	2021	Last 12 months	Last 3 months
Cable TV	3,801	4,960	660	90
Fixed internet and data	2,979	3,543	564	103
Mobile telecommunications services ¹	3,525	3,911	386	115
Fixed-line telephony	1,061	1,011	(50)	(16)
Total	11,865	13,425	1,560	292

ARPU (EUR) - residential clients

ARPU (EUR)	For the period ended June 30,		% change
	2020	2021	
Romania	4.9	4.8	(2.0%)

Key considerations

- Growth in Cable TV and Internet and data subscribers, reaching historic levels
- Fx impact on ARPU mainly

¹) Includes mobile telephony and mobile data RGUs



Highlights Spain (1/2)

Revenue and Adj EBITDA

Results of Operations⁽¹⁾

'Mil €	Three months ended June 30,		% change	Six months ended June 30,		% change
	2020	2021		2020	2021	
	(euro in millions)			(euro in millions)		
Revenues	65.8	85.0	29.2%	128.5	162.9	26.8%
Adj EBITDA	13.7	12.2	(10.9)%	26.1	24.2	(7.3)%
Margin %	20.9%	14.3%		20.3%	14.9%	

Key considerations

Revenues

- Extraordinary RGUs growth Q2

Adj EBITDA

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

¹ Figures include Intersegment revenues



Highlights Spain (2/2)

Subscribers

Thousand RGUs	RGUs period ended June 30,		Net Additions	
	2019	2020	Last 12 months	Last 3 months
Fixed internet and data	136	327	191	78
Mobile telecommunications services	2,098	2,663	565	167
Fixed-line telephony	49	110	61	24
Total	2,283	3,100	817	269

Key considerations

- **RGU:** Strong growth
- **ARPU:** Services offering mix

ARPU (EUR) - residential clients

ARPU (EUR)	For the period ended June 30,		% change
	2019	2020	
Spain	9.9	9.5	(4.0)%



Highlights Hungary (1/2)

Revenue and Adj EBITDA

Results of Operations⁽¹⁾

'Mil €	Three months ended June 30,		% change	Six months ended June 30,		% change
	2020	2021		2020	2021	
	(euro in millions)			(euro in millions)		
Revenues	50.5	48.8	(3.4)%	102.8	96.8	(5.8)%
Adj EBITDA	15.2	15.5	2.0%	26.6	24.3	(8.6)%
Margin %	30.0%	31.8%		25.9%	25.1%	

Key considerations

Revenues

- Decrease of revenues, mainly from the natural churn of Invitel's customers.

Adj EBITDA

- Approximately Flat YoY

¹ Figures include Intersegment revenues



Highlights Hungary (2/2)

Subscribers

Thousand RGUs	RGUs period ended June 30,		Net Additions	
	2020	2021	Last 12 months	Last 3 months
Pay TV	937	923	(14)	(5)
Fixed internet and data	737	742	5	(6)
Mobile telecommunications services ¹	136	183	47	18
Fixed-line telephony	650	633	(17)	(6)
Total	2,460	2,481	21	1

Key considerations

- Increase in mobile RGUs
- ARPU mainly impacted by change in packages mix

ARPU (EUR) - residential clients

ARPU (EUR)	For the period ended June 30,		% change
	2020	2021	
Hungary	6.2	5.8	(6.5)%



Contact

You can find us on:

Web: www.digi-communications.ro

Email: investor.relations@digi-communications.ro