

The logo for DIGI, consisting of the letters 'D', 'I', 'G', and 'I' in a bold, white, sans-serif font. The 'I's are slightly narrower than the 'D' and 'G'.

DIGI

A blurred night city skyline with various lights in blue, orange, and white, creating a bokeh effect. The buildings are dark against the dark sky.

Investor presentation

September 2020



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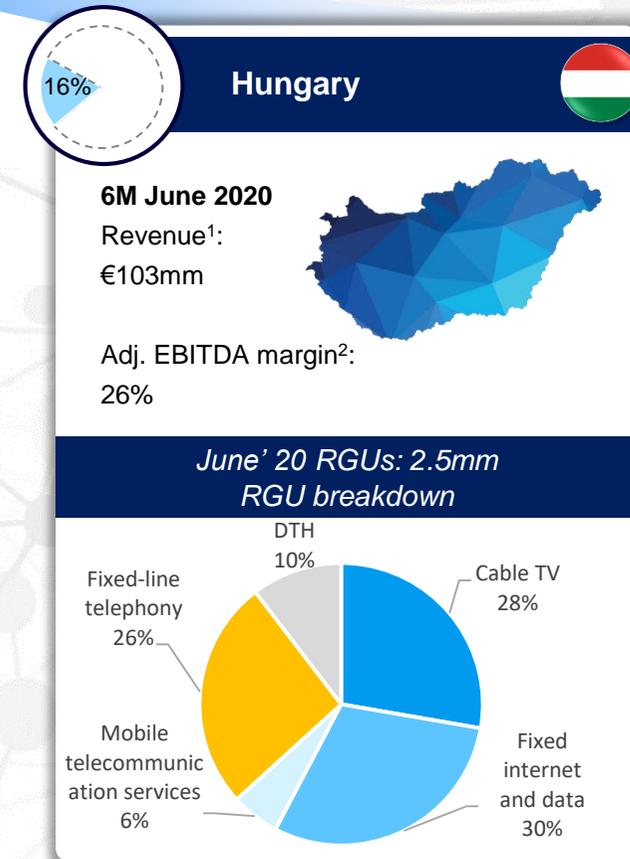
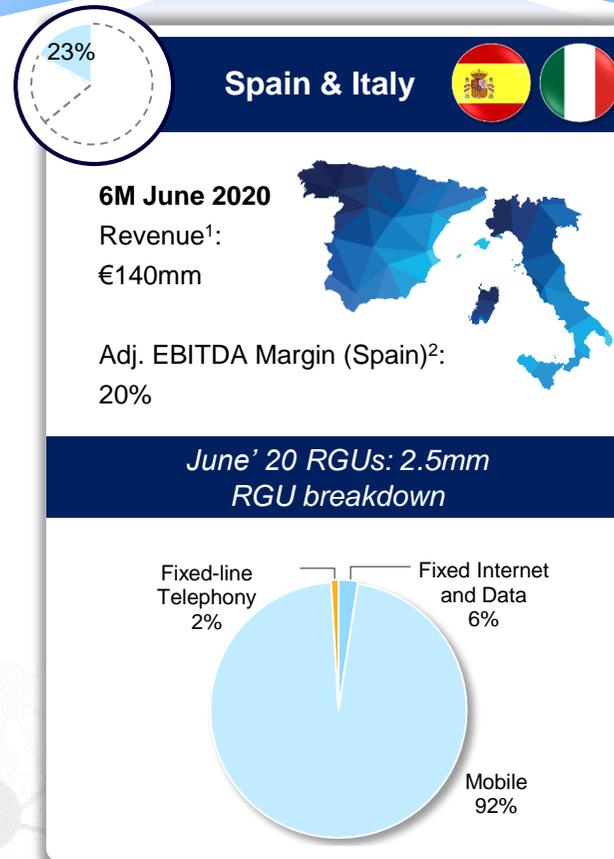
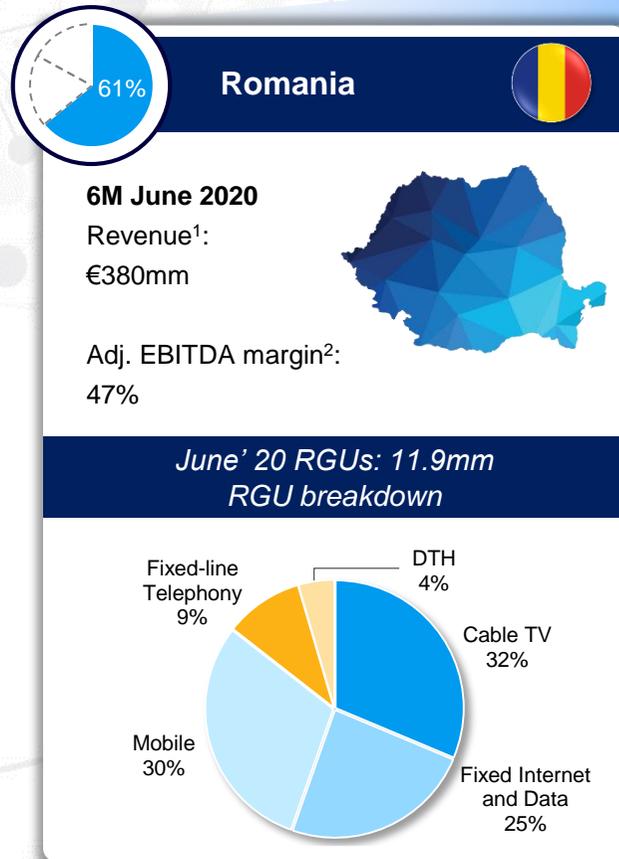
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Digi is a leading telecommunication Group with business in Romania, Hungary, Spain and Italy





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Digi at a glance: sustained growth profile, solid track record in revenues & EBITDA overcoming pandemic economical challenges

Due to our leading commercial proposition for customers...

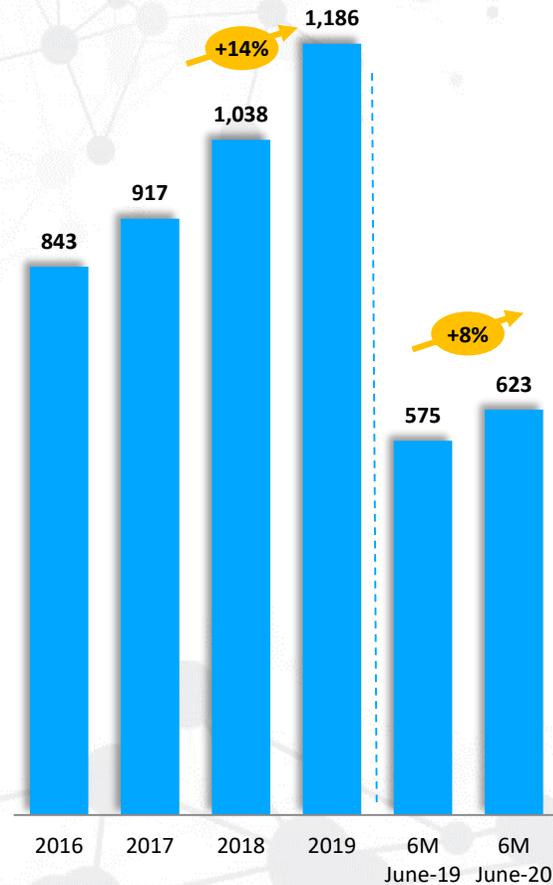
We are market leaders in core business lines and benefit from robust RGU growth...

Based on our advanced network infrastructure in Romania, Hungary and Spain

At a glance: Sustained growth profile, overcoming pandemic economical challenges

Group revenue

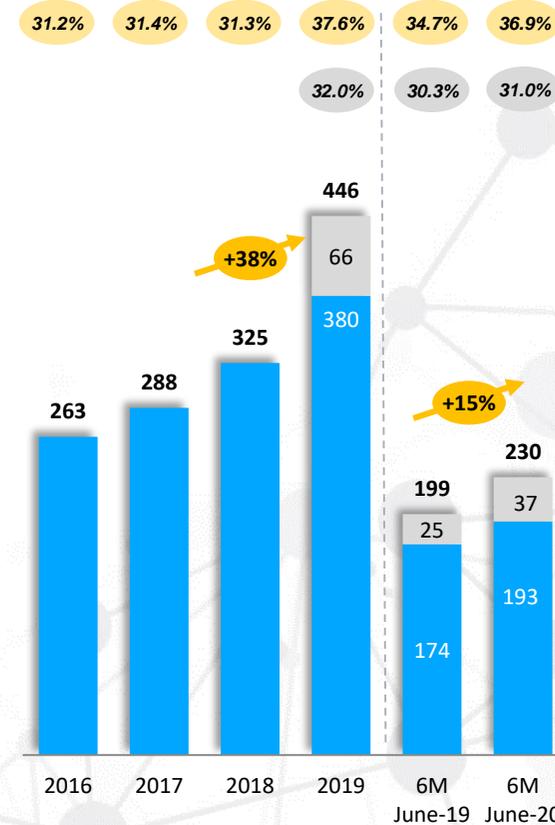
(€mm)



Group adjusted EBITDA

(€mm), margin (%)

■ IFRS 16 impact



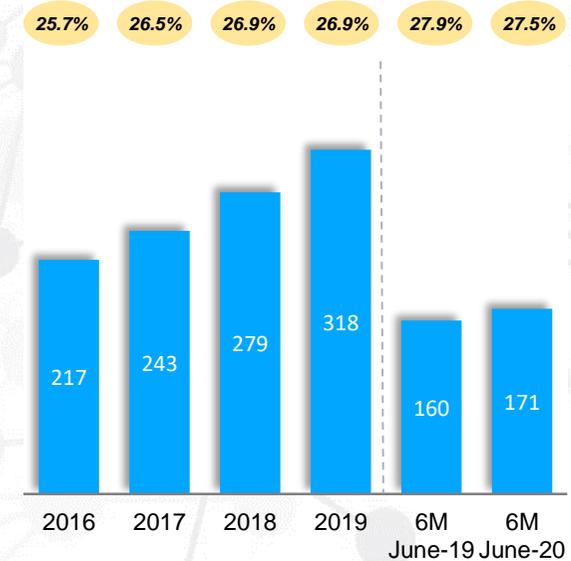
Group capex²

(€mm), % total revenues

~€2bn invested over last 10 years in network infrastructure

- **Fiber network:** low maintenance capex and no large scale upgrades required¹ in Romania and Hungary, in Spain fixed network to be developed
- **Mobile network** in Romania significantly upgraded and in Hungary still to be rolled out
- *Significant portion of capex is discretionary in nature*

■ Total capital expenditures

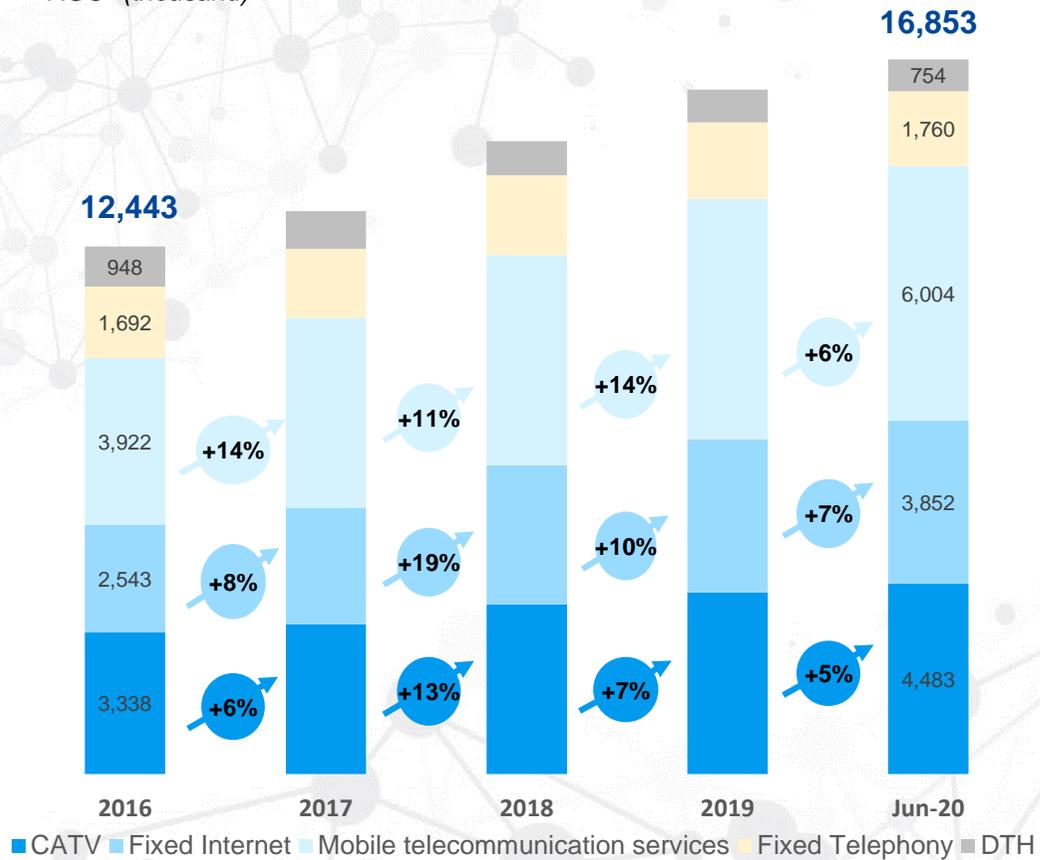


Notes: 1. Except for upgrade from FTTB to FTTH and upgrade of Invitel network to fiber, which are currently ongoing; 2. Capex figures shown here exclude the net cash flows related to acquisition of Invitel on May 30, 2018. Source: Company data.

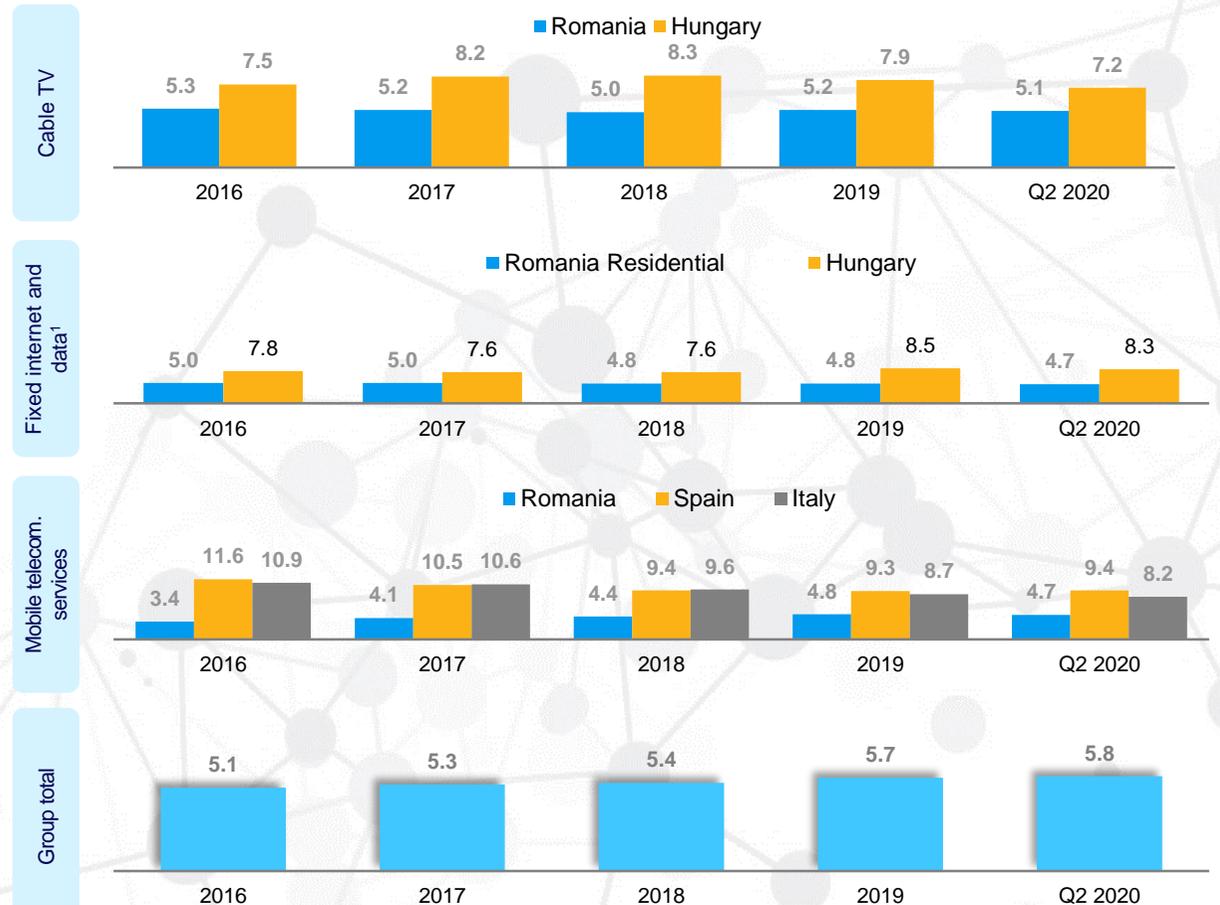
At a glance: Sustained growth profile

RGUs

RGU¹ (thousand)



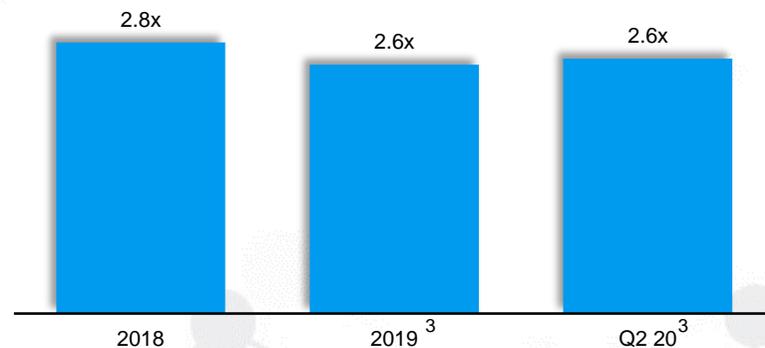
ARPU's



Note: 1. ARPU for residential services only

...underpinned by a prudent capital structure

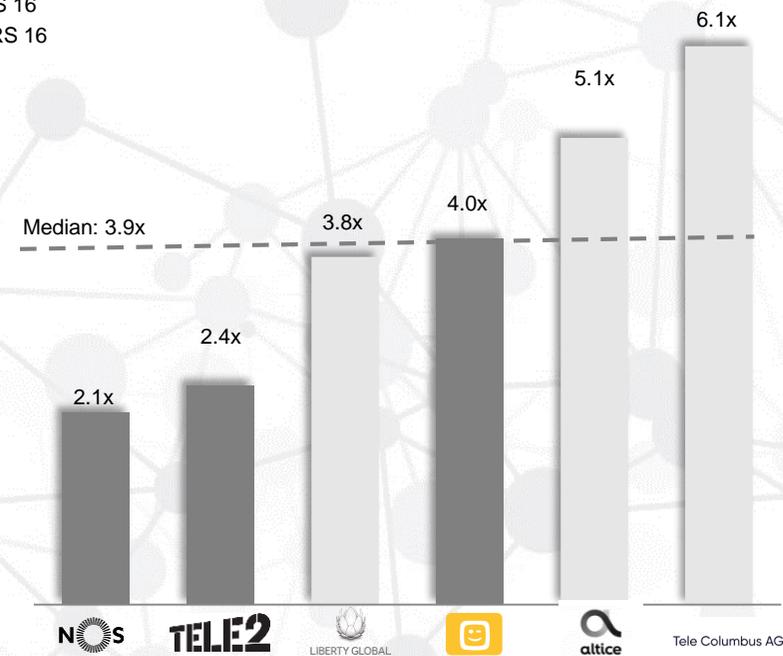
Group net debt¹ to adjusted EBITDA²



Peer net debt to adj. EBITDA⁴

As of Q2 2020 reported numbers

■ Pre-IFRS 16
■ Post-IFRS 16



Notes: 1. Net debt (excluding impact of IFRS 16) for purposes of covenants computation as per Senior Secured Notes covenants. 2. Excluding impact of IFRS 16. 3. Current covenants are calculated on a pre-IFRS16 basis; 4. Data extracted from peers reporting.

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COVID-19 impact

Up-dates Q2

Fixed and mobile networks have been working within normal parameters, coping with the increase in traffic

Romania:

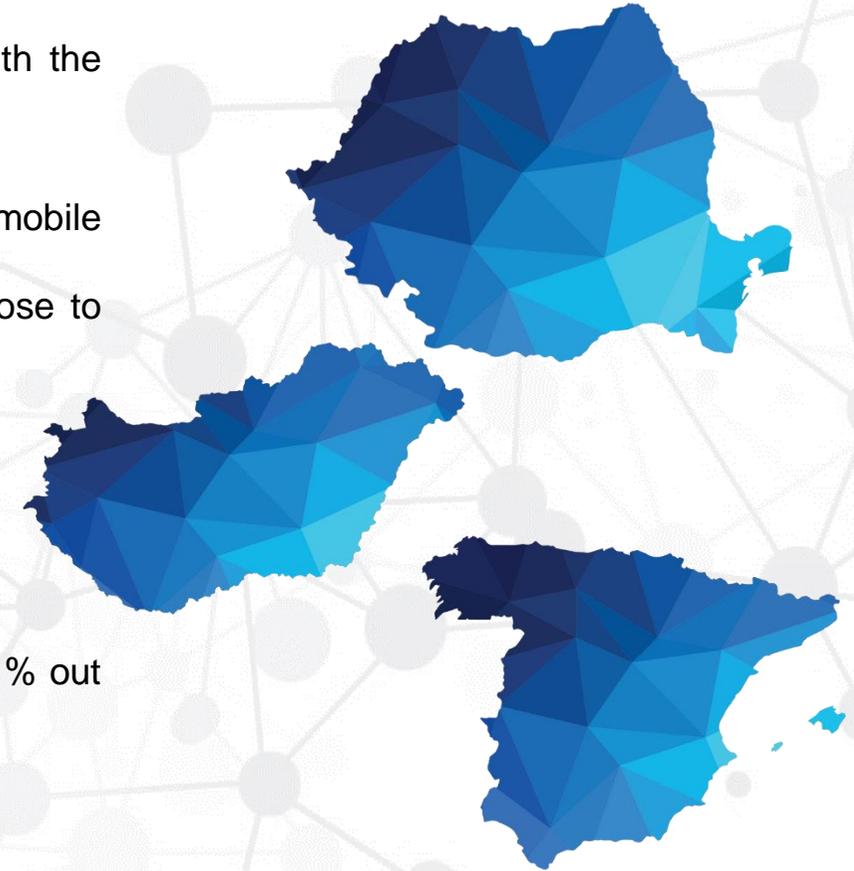
- increase of usage for fixed internet (+30%) and cable TV services and in mobile networks (+5%) in the first half of Q2 but stabilized in the second half of Q2
- receivables collectability: fluctuations at beginning of Q2, but returned close to normal business levels afterwards

Hungary

- increased usage pattern similar to the second half of the first quarter

Spain

- RGU's growth pace picked up
- distribution channels were reopened all over Spain
- operations continued to deliver strong results (increased contribution to 21% out of total Group revenue and 12 % out of total Group EBITDA)



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Highlights Q2 2020



Continued Growth Profile,
overcoming pandemic economical challenges



Group

REVENUES	+5 %	EUR 310 million group consolidated Revenues for Q2 2020 (+5% compared with previous period)
RGU	+9 %	RGU YoY increase up to 16.9 million (+9% compared with previous period)
EBITDA	+6 %	EUR 95.9 million Adj EBITDA (excl IFRS 16) for Q2 2020 (flat YOY) and EUR 115.2 million Adj EBITDA (incl IFRS 16) for Q2 2020 (+6% YoY increase)



Romania

EBITDA
EBITDA margin **45.9%**



Spain

RGU
Continues growth path and delivers strong results
Increased contribution to total group's revenues (**21%**) & EBITDA (**12%**)

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Leading commercial propositions for customers

Monthly price incl. VAT				
TV	Digital 152 channels, 38 HD	TV L 137 channels, 44 HD	TV Complet 190 TV channels, 50 HD	TV 130 channels, 36 HD
Internet	FIBERLINK 1000 940 Mbps ¹	Internet L 1 Gbps <small>Limited geographic availability</small>	Net 500 500Mbps	Net prin fibră 940 Mbps <small>Limited geographic availability</small>
Mobile	DIGI MOBIL OPTIM NELIMITAT Unlimited national minutes, thousands international minutes, unlimited 4G, 80 GB/month 5G	Mobil 5 Unlimited national minutes, 100 SMS, 1.5 GB at 4G	Red 9 National Unlimited minutes, 200 international minutes, 250 national SMS, 10GB at 4G+	Orange Me Start 8 Unlimited national minutes and SMS, 200 international minutes, 15 GB national internet
Pricing ²	€19	€21	€22	€17

Notes: Prices converted at RON:EUR FX of as of Aug 31, 2020 for package pricings and average EUR/USD for Peers' ARPUs; 1. Speed subject to equipment specifications. 2. Prices estimated based on offers presented on websites and normalized promotions prices.
 Source: Company data; Peer websites.

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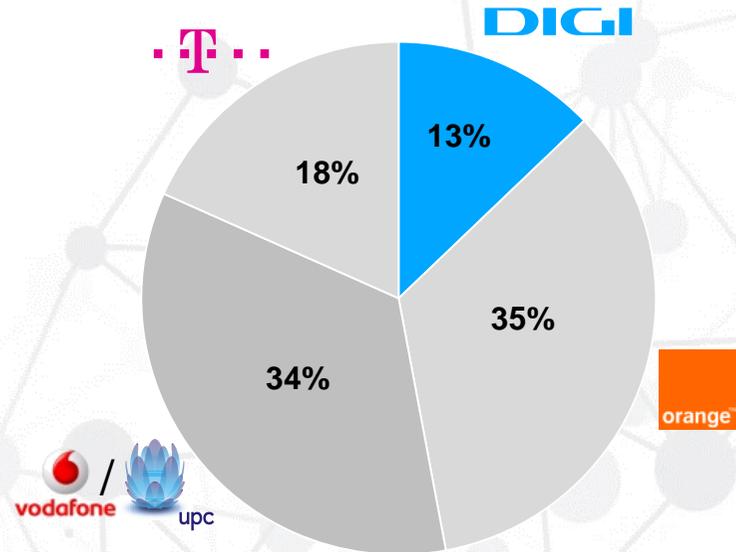
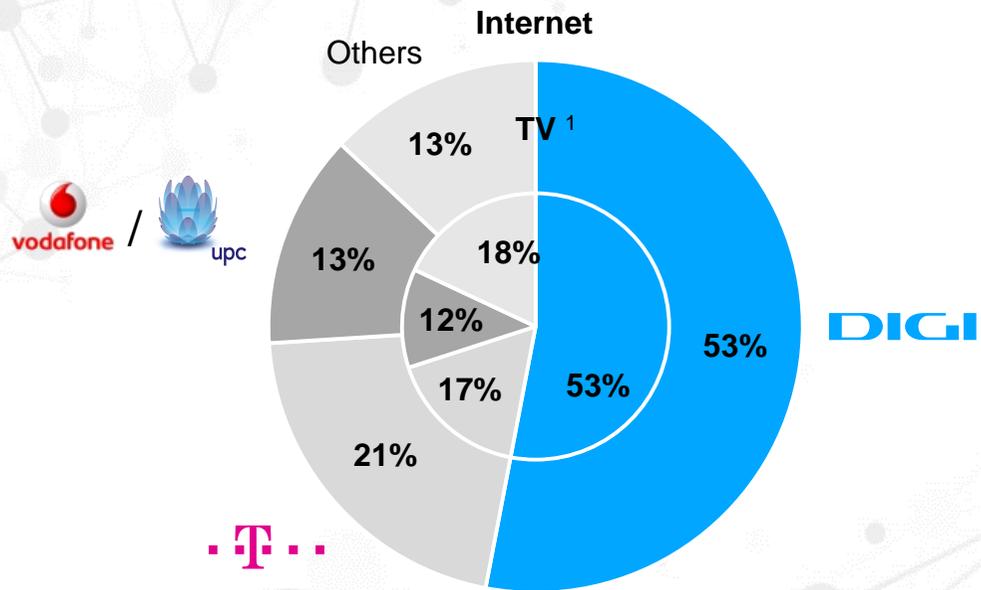




Market Leader in Romania

Fiber network⁽¹⁾

Mobile⁽¹⁾



Note: 1. Market shares are based on company and peers reported subscriber numbers and regulator data for market size as of Q4 2019. Source: Company data, ANCOM, Peer reporting

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FMC market leader in Romania...

Romanian market shares	DIGI	Telekom Romania	orange™	vodafone upc	Other
Pay-TV ³	53%	17%	x ¹	12%	18% ²
Fixed internet and data	53%	21%	x ¹	13%	13% ²
Fixed-line telephony	35%	40%	x	23%	2%
Post-paid mobile	24%	17%	32% ⁵	27%	x
Multiple - play	✓	✓	✓	✓	✓
% of Group revenue ⁴	61%	1.0%	2.4%	1.7%	-

UPC Romania acquired by Vodafone – Transaction closed in July 2019

Notes: Market shares as per ANCOM report, H2 2019;

1. Provides services via Telekom Romania's network, but under its own brand; 2. Includes Orange; 3. Market shares include all Pay-TV technologies (including but not limited to Cable TV and DTH); 4. Based on H1 2020. 5. Estimated Source: Company data; Company estimates; ANCOM; Peer reporting.

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... and Leading Challenger in Hungary

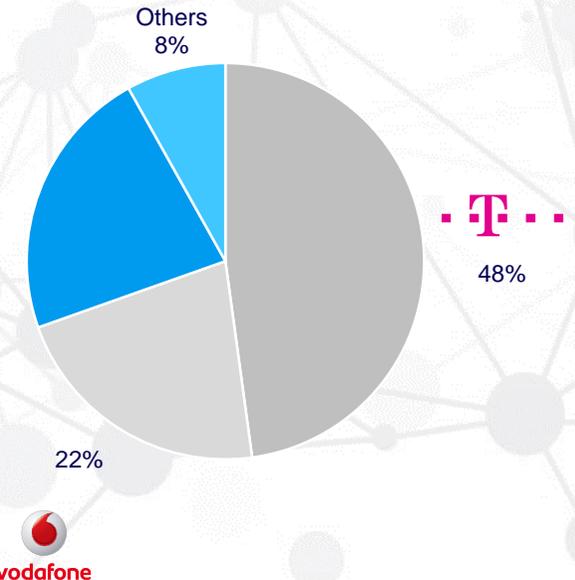
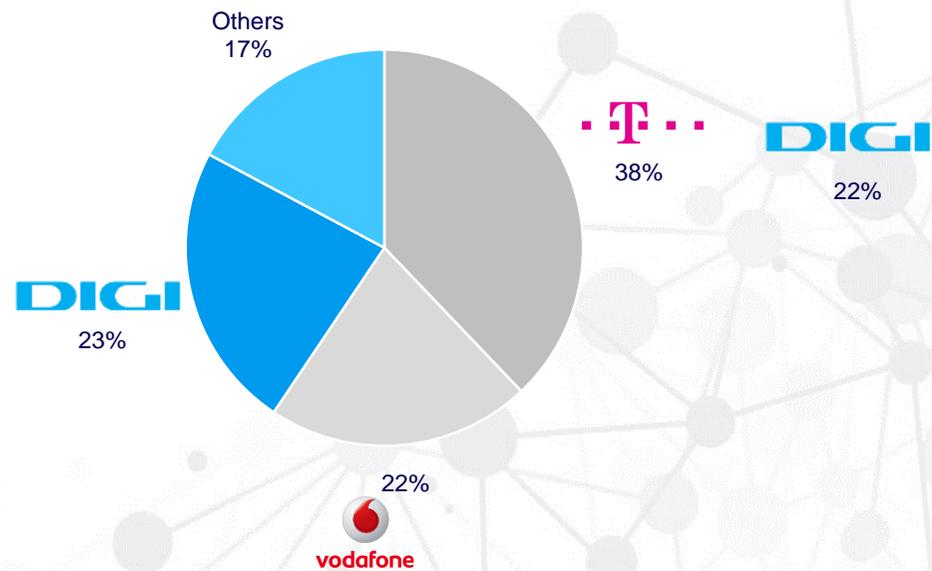
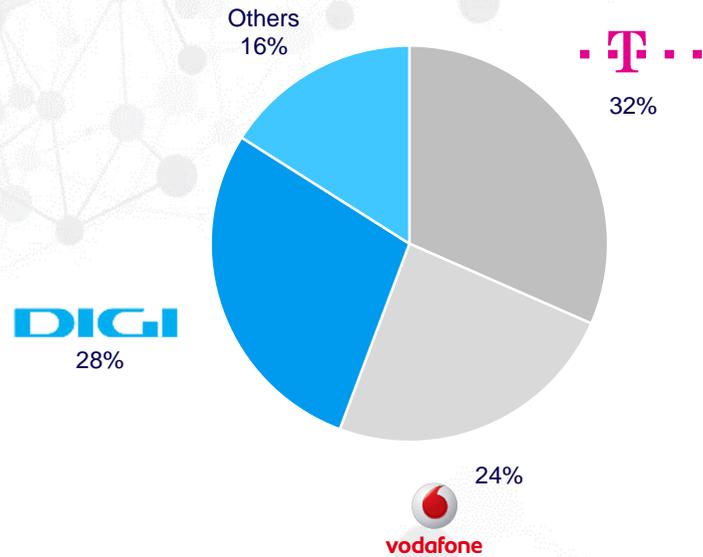
Cable TV⁽¹⁾



Fixed internet and data⁽¹⁾



Fixed telephony⁽¹⁾

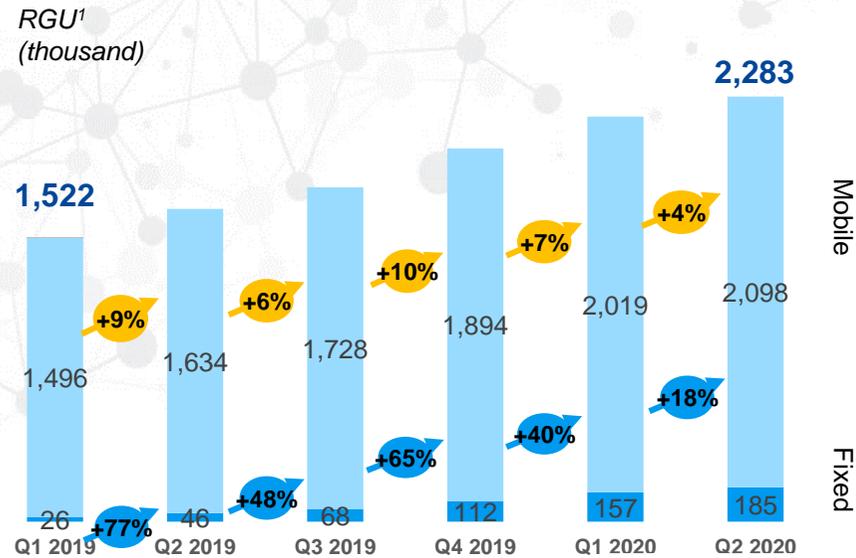


Note: 1. Market shares as of 30 June-2020.
Source: NMHH

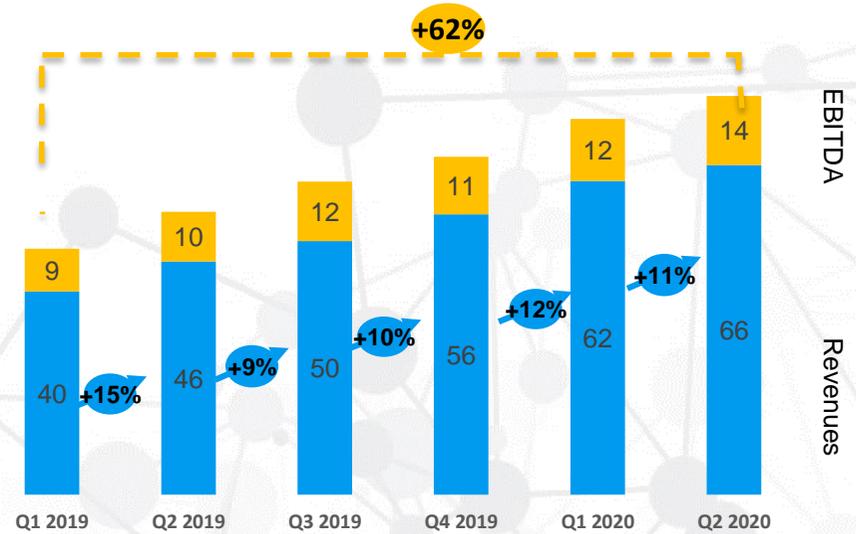


Strong sustained commercial success in Spain

RGUs



Revenues & EBITDA



Relevant player in ~50mm market²

Mobile market share¹
(Q2 2019)



Mobile market share¹
(Q2 2020)



In July no 1 net gain operator for mobile number portability³

Notes: 1. Estimated 2. Excluding Cable TV services 3. As per www.msn.com

Fixed services expansion

- Significant net additions growth following the expansion of footprint with 8 new provinces during Q2 2020
- Further footprint expansion planned during 2020



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Well invested fixed line network in Romania & Hungary

Modern, resilient fiber-based infrastructure in Romania



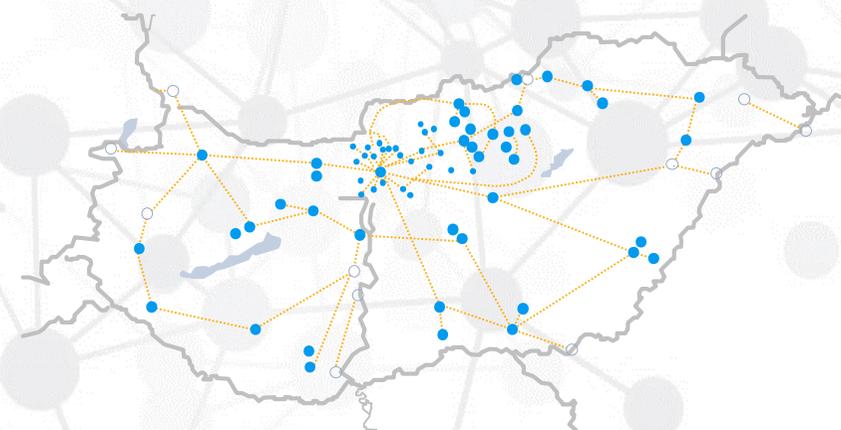
- Very **dense, nationwide network** ~100% owned
- **Nationwide last-mile 1Gbps connection with multiple 100Gbps capacities** and multiple redundancies
- **~6.3m¹ homes passed, covering all major cities** and certain rural areas (70% dwellings covered)
- **> 90%¹ FTTB/FTTH coverage** based on GPON or comparable technology
- **DTH serves as a cost efficient footprint infill** in areas without DIGI's fibre network



Expanding fiber-footprint in Hungary



- **Technologically advanced fixed fiber network¹**
- **~2.1m¹ homes passed** (47% dwellings covered)
- **>90%¹ of fixed network GPON² or similar technology** offering **speeds of up to 1,000 Mbps**





...and at the beginning of investment cycle in Spain

Rolling out fiber-footprint in Spain



- **Launch of FTTH** fixed broadband and fixed telephony in September 2018
- Indirect access on Telefonica FTTH GPON network based on the NEBA regulation
- Currently provides fixed telephony and internet services to **25** out of Spain's 50 **regions**

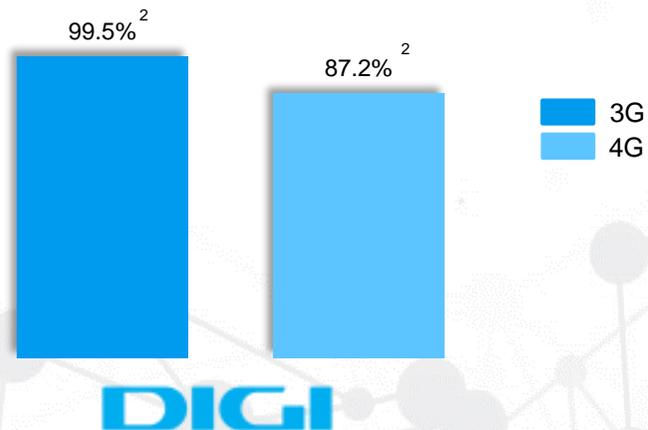




Mobile network in expansion

Newly built own mobile network, coverage increasing in Romania

- **~5,000 base stations** (approximately 4,350 of which are 4G)
- **Dense fiber network ideal for potential future small cell 5G rollout**
- **Launched 5G services¹** in several Romanian cities in June 2019
- Efficient set-up with **synergistic use of fiber network**



Testing proprietary network in Hungary

- **Launched own mobile network in May 2019**, with services in testing phase and available only to existing customers
- **~78% country population coverage** for network³ representing strong foundation for further expansion

Growing further in a mature market (1/2)

Competition Council's authorization for conclusion of network operation's contracts by RCS & RDS

- On July 24, 2020, the Competition Council issued the authorisation for the economic concentration accomplished by RCS&RDS through gaining sole control over certain assets pursuant to the agreements entered into on 28 November 2019 between RCS & RDS and Digital Cable Systems S.A., AKTA Telecom S.A., respectively ATTP Telecommunicatios S.R.L.

- RCS&RDS will operate the networks of the Assignors and will provide communications services to the clients

- Commitments offered by RCS&RDS:

- The Commitments regarding the clients will be binding for a period of three years as of the date of the authorisation and they mainly refer to the undertaking made by RCS&RDS to upgrade the networks and to provide to at least 95% of the clients communications services of the same technical quality as offered to its existing customers. In addition, RCS&RDS has to offer to all customers the opportunity to benefit from the packages and prices offered by RCS&RDS to its existing customers and refrain from price increases during the three year period under review.

- The commitment regarding TV Channel providers is binding for a five-year period as of the date of the authorisation. The commitment refers to the undertaking made by RCS&RDS that, in case it does not reach a commercial agreement with any TV Channel provider for inclusion of such channel into its Basic TV Package, then it will offer the provider the possibility to carry such channel as a pay tv offering which shall be provided to customers in exchange for an additional charge. The price of such pay tv channel will be mainly determined by the TV Channel provider.

Growing further in a mature market (2/2)

- Further network reach to new areas in Romania
- Increase in RGU's for fixed services and potential for convergent up-sale
- Investments in up-grading the existent network

Outlook



- Taking advantage of pockets of growth on a mature market
- Continue network expansions into rural areas and densification and roll out of mobile network



- Continue providing value for money offerings to its customers
- On-going development of mobile network with a view of becoming a full convergent player in this territory



- Offering attractive packages and maintaining the increasing trend of RGUs net adds
- Continue roll out of fixed services

A nighttime city skyline with a bokeh effect on the lights, set against a dark blue background. The lights are in various colors, including blue, white, and red. The overall scene is a blurred cityscape.

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Q&A



Contact

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