

# DIGI



**Network and Technology**



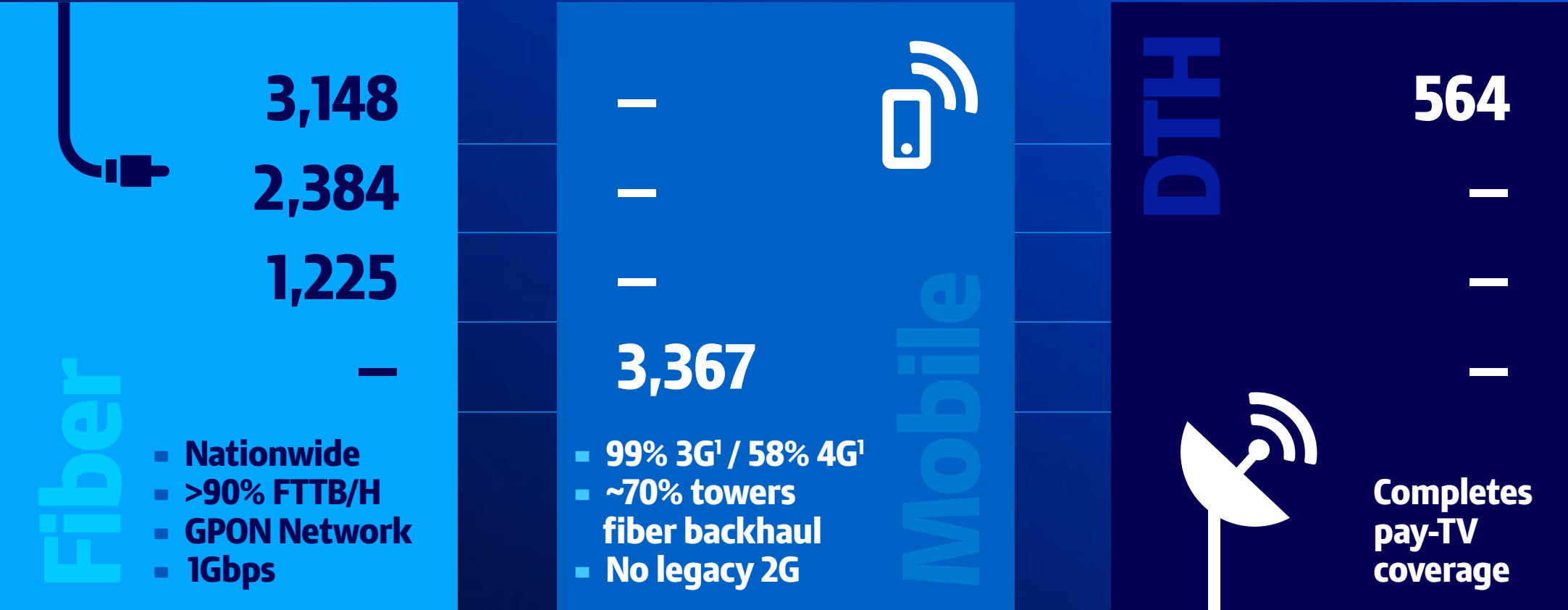


# Advanced fixed and mobile networks offering full product coverage

Unique combination of network capabilities  
facilitating high quality innovative service delivery

RGUs (Q2 18, '000)

Pay-TV
Internet
Fixed telephony
Mobile



1. Population coverage in Romania as of June 2018, based on operator thresholds  
Source: Company data

# DIGI fiber network is unlike others in Europe

## Leading GPON network; not a DOCSIS operator

### GPON network: high fiber share (>90% FTTB/H)

- Very dense; taking fiber into the home or its immediate vicinity
- Early adopter of Ethernet as main technology in 2006, using GPON since 2010
- Nationwide last-mile 1Gbps

### Intercity backbone of >25,000km

### Multiple 100Gbps capacities and multiple redundancies

- Ample room for growth
- Highly resilient

### Covers all major cities

- 5 mil. homes passed
- Close to 100% owned (incl. in-building)

### ~€2bn invested in recent years, at group level

- Low maintenance capex and no large scale upgrades required (except for upgrade from FTTB to FTTH, which is currently ongoing)

## Strong usage

Peak throughput, (TB/s)



**DIGI**

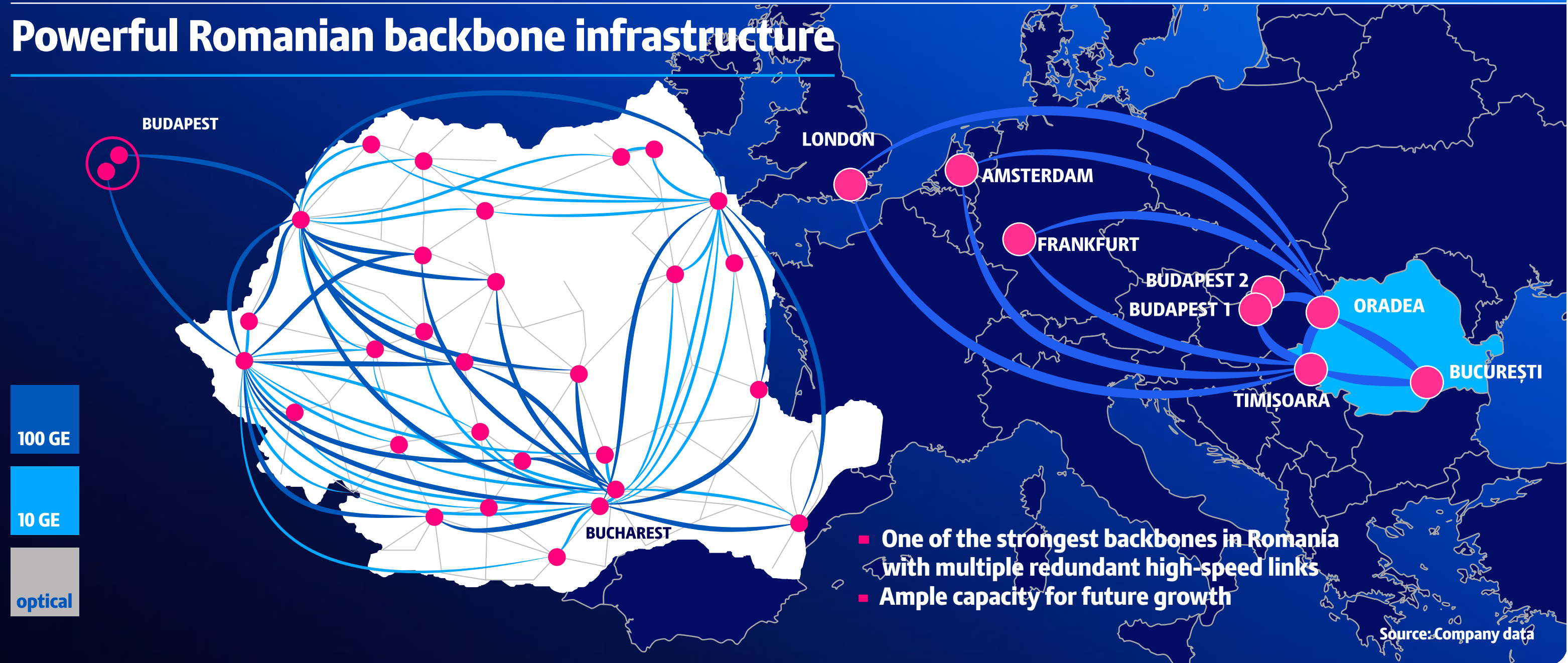
  
**DE CIX**

Frankfurt Internet  
Exchange

Source: Company data; DE-CIX

# DIGI backbone infrastructure

## Powerful Romanian backbone infrastructure





# Powerful, dense access network where the customers are

Strong presence in key cities with  
high density coverage in key residential areas

**Bucharest**

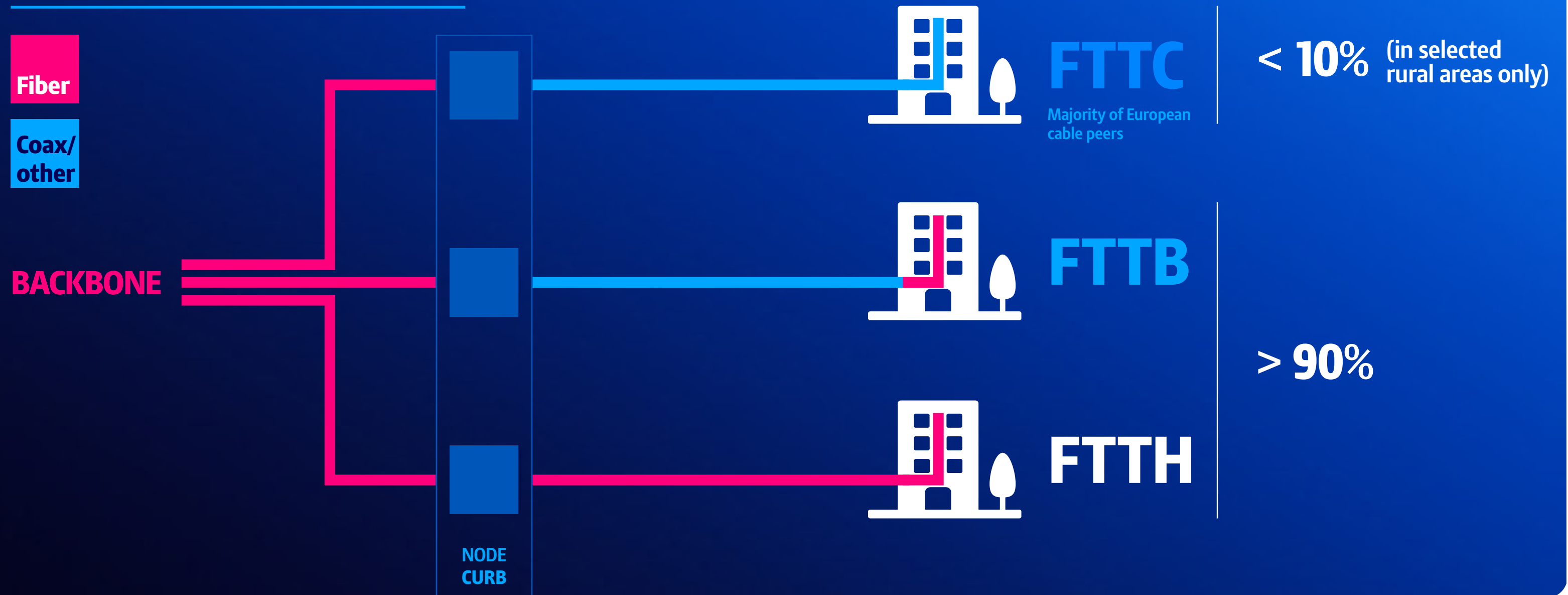


**Cluj-Napoca**



# DIGI network structure unlike European peers

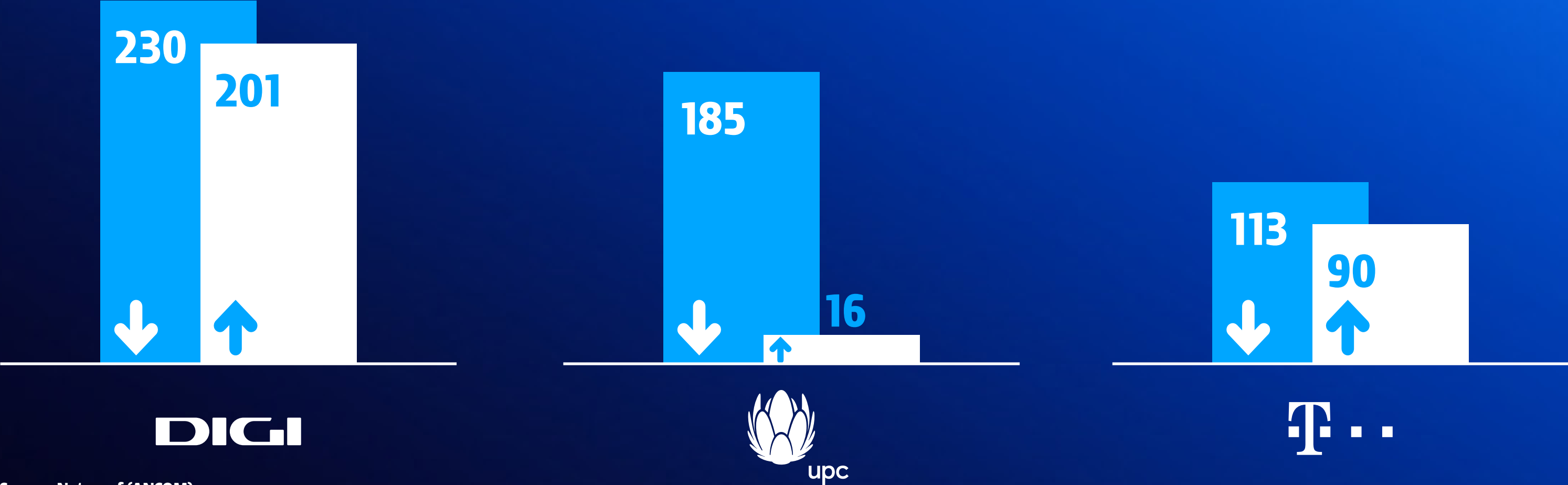
## Fixed network structure



# DIGI the speed leader

compared with the main fixed players on the market

Download and Upload throughput from customer tests, H2 17 (Mbps)

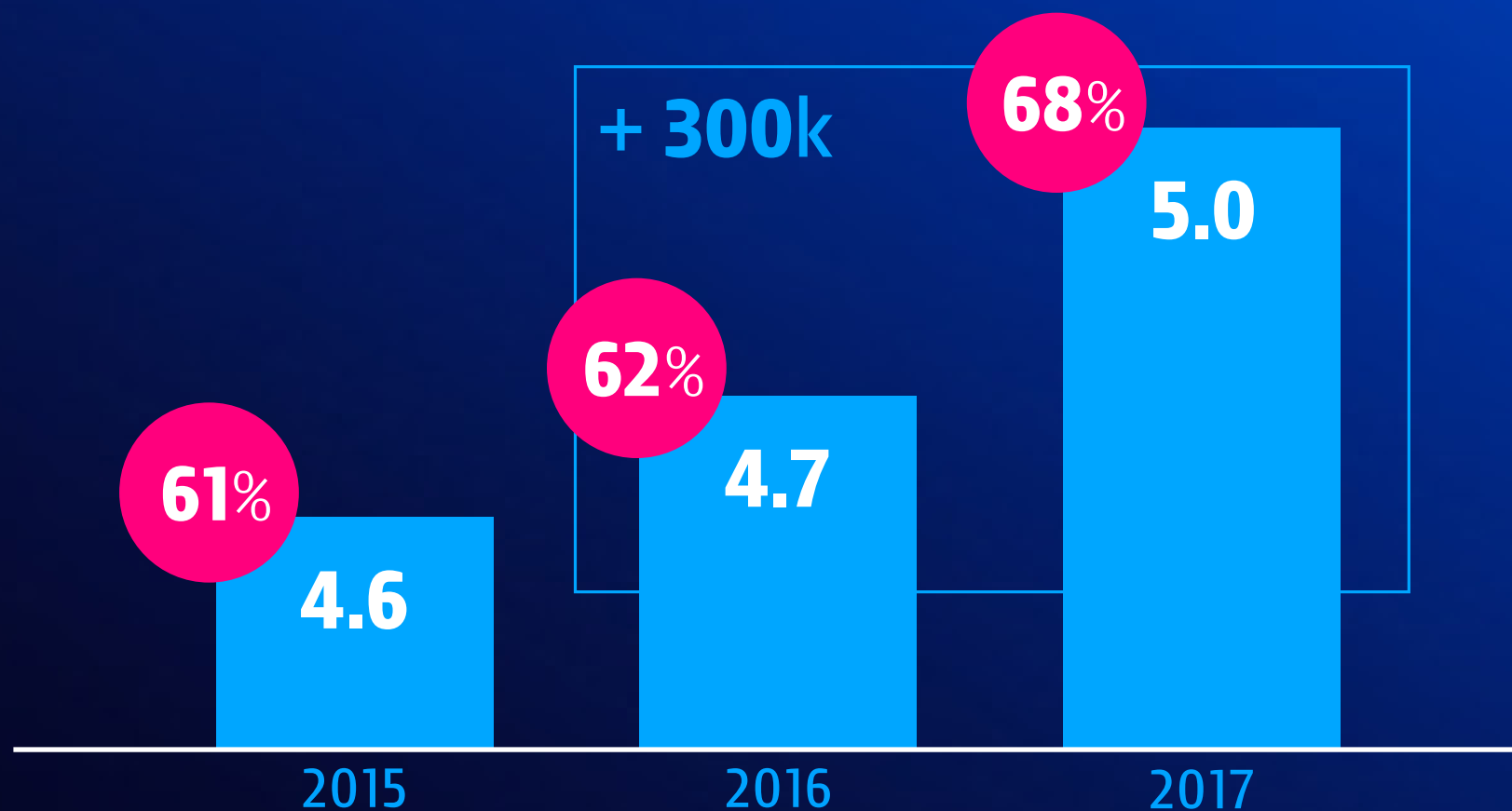


Source: Netograf (ANCOM)



# High fiber penetration

## Homes passed



## Very selective expansion

### Build

- Focus on network infill
- Rational cost-based decisions

### Build

- Opportunistically acquire small local competitors
- Bring network up to DIGI standard
- Synergies



# Strong and growing own mobile network

## Newly built network in place

### Own 3G network: ~99% population coverage

- 4,100<sup>1</sup> mobile towers
- ~70% of towers connected by fiber, allowing high flexibility in providing high data usage per user
- Leading equipment suppliers (Ericsson, Huawei, Nokia)

### Successful 4G evolution to promote high speeds

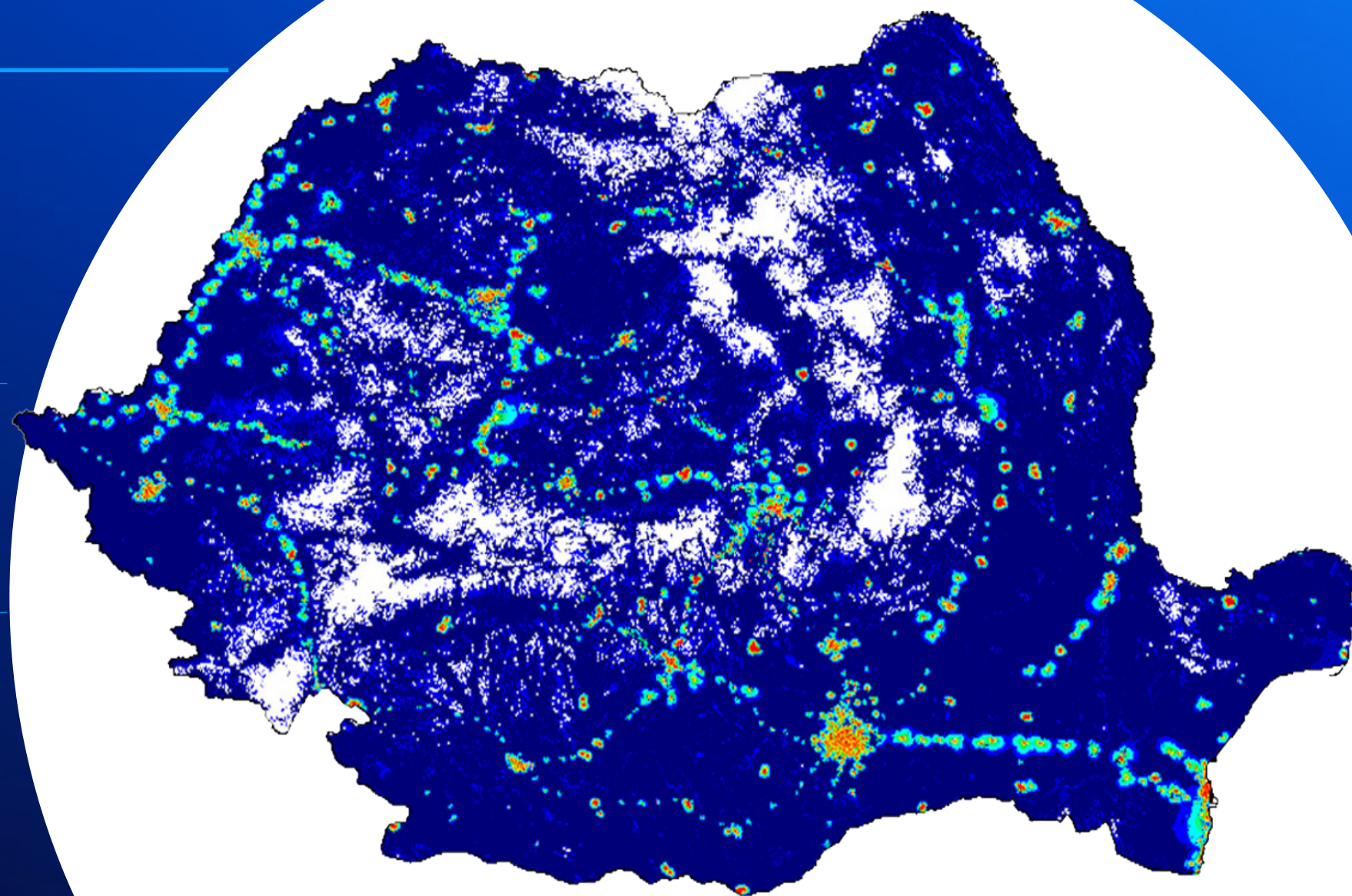
- Current coverage ~58% of population up from 35% in mid 2016;

### Efficient set-up

- No legacy 2G
- Synergistic use of nationwide fiber network
- Dense fiber network ideal for potential future 5G rollout

Note: Mobile coverage as at June 2018. 1. As of June 2018

Source: Company data



3G coverage, 4G areas indicated

# DTH set-up enables provision of pay-TV across Romania & Hungary



## Broadcast facilities & transponders

Operates 2 head-ends, one in Bucharest and one in Budapest.

Re-transmission operations are carried out from head-ends via fix large-diameter satellite dishes.

Customers receive services via an externally mounted dish which is connected to the set-top box

DIGI has 8 high-powered transponders: 2 on IS-10-02 and 6 on Thor 6

Source: Company data





# Network strategy: continuously developing infrastructure

**99%  
3G coverage**

**Continue to  
increase 4G  
coverage**

from the  
current 58%

**Sustainable  
growth of  
the network  
capacity**

for present and  
future enhanced  
customer experience

**Ongoing,  
organic  
upgrading  
network  
to FTTH**

to increase efficiency

**Selected  
network  
expansion**