

# DIGI



**Spain & Italy operations**



# Spain & Italy - country overview

## Spain

Solid ethnic operator becoming a reference for value for money Spanish customers



Mobile telephony



### Highlights

- Advancing to new segments of value for money oriented towards Spanish customers
- Main operator in the initial market niche of more than 800k Romanian immigrants in Spain

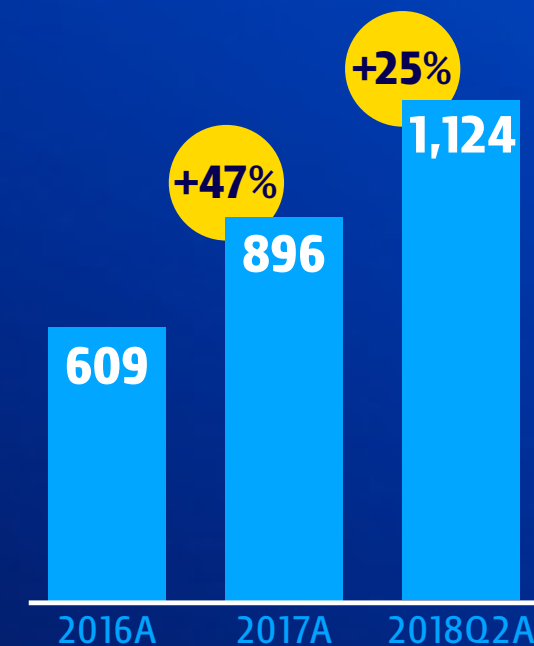
### Brand



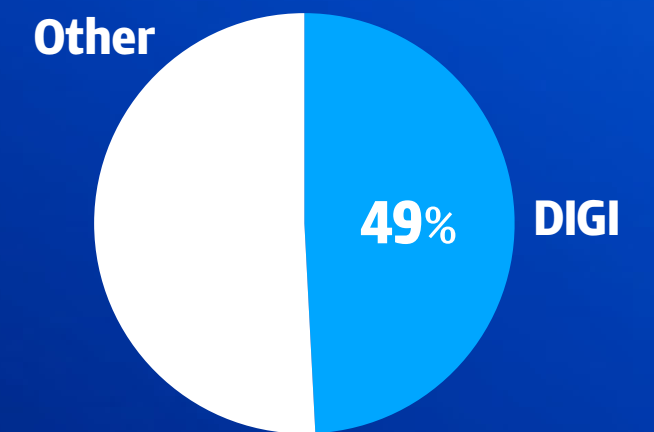
### Network



### DIGI mobile subs ('000s)



### % of Romanian immigrants as subs





# Spain & Italy - country overview

## Italy

Targeting the current 1,2 million Romanian immigrants community in Italy



Mobile telephony



### Highlights

- Covering a market of close to 1.2 million Romanian immigrants in Italy
- Significant upside potential to capture more of the immigrant Romanian population

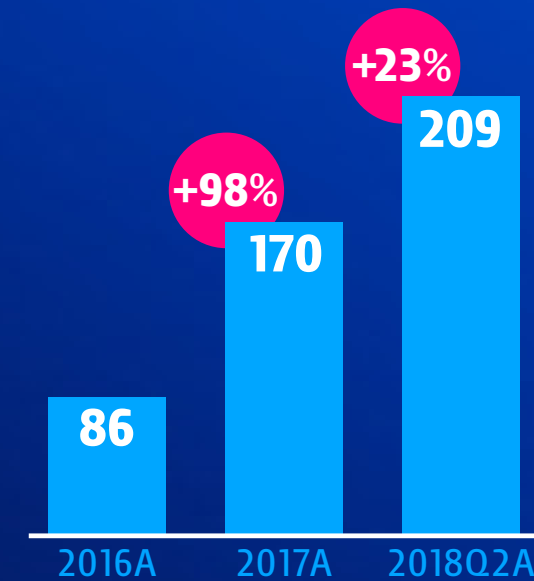
### Brand



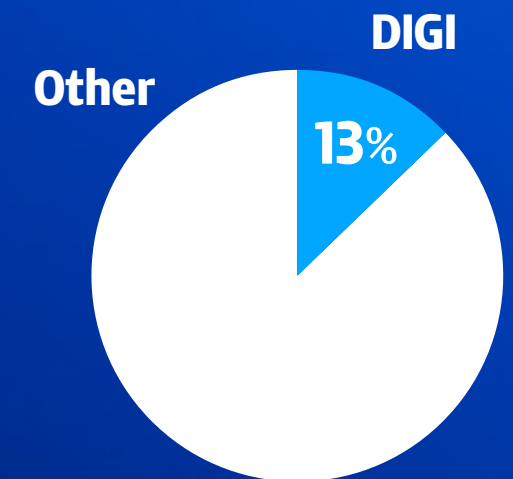
### Network



### DIGI mobile subs ('000s)



### % of Romanian immigrants as subs<sup>1</sup>



Source: Istat<sup>1</sup>  
<sup>1</sup> Assuming 1m Romanian immigrants in Italy



# Spain: key highlights

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## **Significant and constant growth during the last 6 Q**

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- Successful launch of new commercial offer targeting value for money oriented towards Spanish customers
- Consistent growth in the past 6 quarters with more than 500,000 net gains
- More than 260.000 lines net portability gain in the last 6 quarters. Permanently in the top 3 operator for monthly mobile portability
- Significant revenue growth of 35% H1 18/H1 17
- Important EBITDA growth for the period 2016 to 2018; +9% H18 / H17 (23% margin)

## **Existing opportunities for growth**

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- Launch of FTTH fixed broadband and fixed telephony in September 2018
- Large and active direct distribution network of more than 2,600 shops
- Online new sales channel launched generating more than 15% of the post-paid net gains

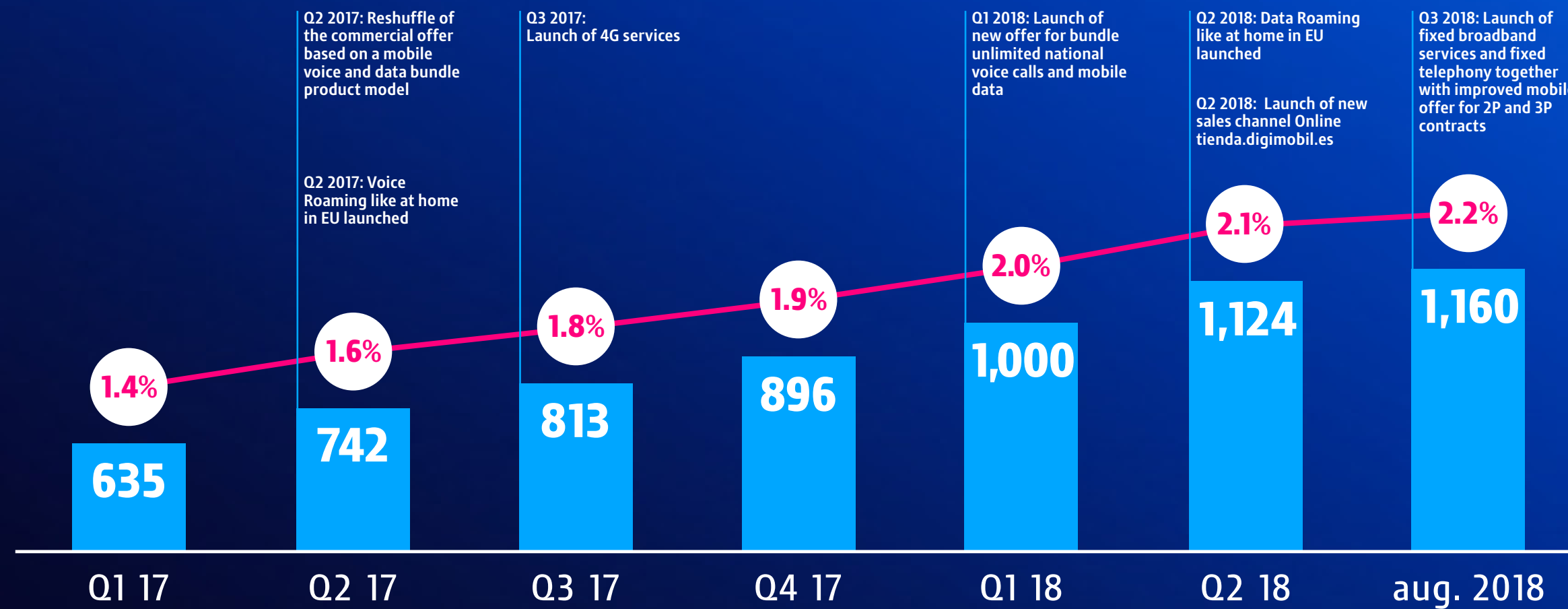


# Spain: Commercial milestones 2017-2018

Successful launch of new commercial offer targeting value for money oriented Spanish customers

('000)

Mobile subscribers and market share



Market Share

Subscribers



# Spain: Commercial milestones 2017-2018

Successfull launch of new commercial offer targeting value for money oriented Spanish customers

## DIGI COMBO

COMBO 5	1GB + 100 minutos	5 €/mes
COMBO 10	3GB + 400 minutos	10 €/mes
COMBO 15	6GB + 800 minutos	15 €/mes
COMBO 20	20GB + 2.000 minutos	20 €/mes

## DIGI ILIMITADO

ILIMITADO 3GB	3GB + LLAMADAS ILIMITADAS	10 €/mes
ILIMITADO 6GB	6GB + LLAMADAS ILIMITADAS	15 €/mes
ILIMITADO 20GB	20GB + LLAMADAS ILIMITADAS	20 €/mes
MINI	500MB + 100 MINUTOS	3 €/mes

## DIGI net

FIBRA 30Mb	25 €/mes
FIBRA 500Mb	30 €/mes

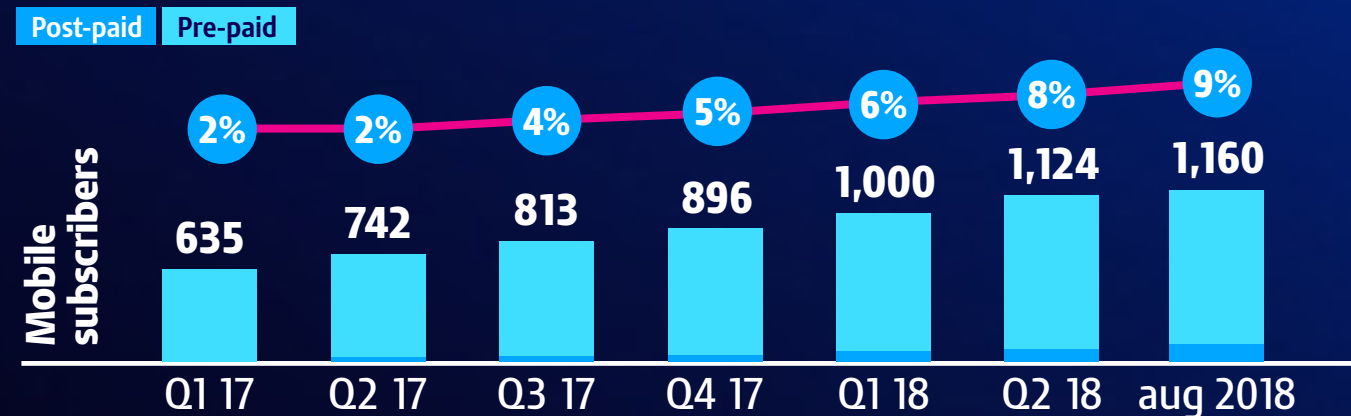


# Spain: Top MVNO player

## Significant revenue & RGU growth



## Subscribers ('000) and postpaid penetration (%)



## Subscribers, portability net gain ('000)



1. Excluding intersegment revenues; 2. Data available only up to Q4 2017  
Source: Company data, CNMC public reports

Estimated

# Spain: mobile telephony and fixed broadband market overview

## Mobile telephony

### Spanish market - May 2018

### DIGI

Subscribers

**52,57M subs**

**1,16M subs**

Prepaid

**21%**

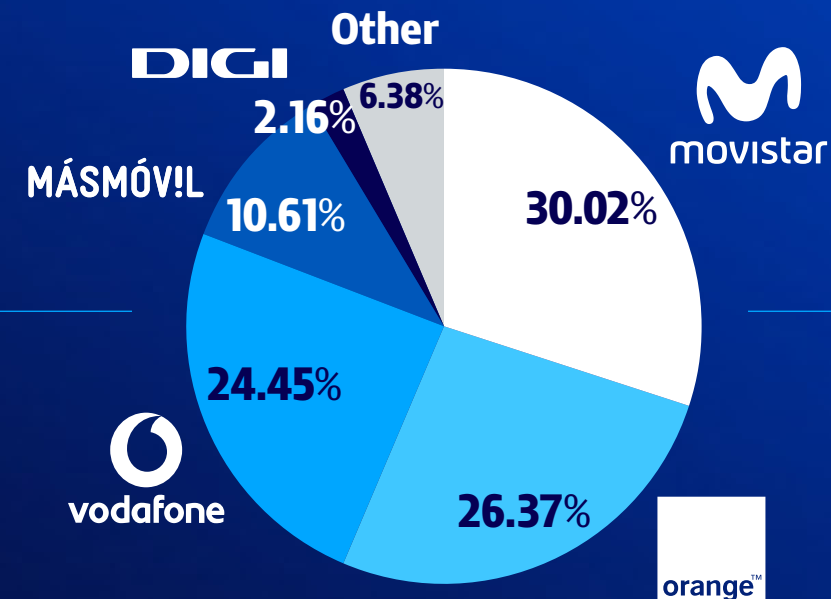
**91%**

Postpaid

**79%**

**9%**

Market share





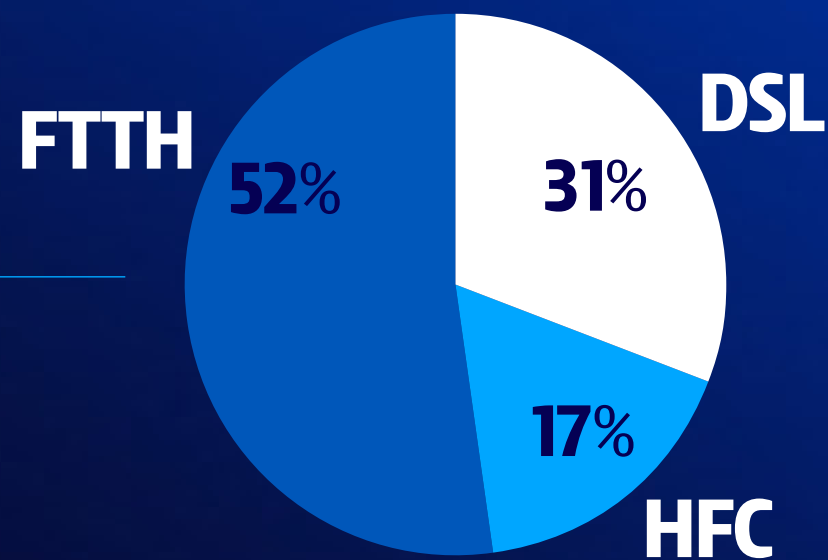
# Spain: mobile telephony and fixed broadband market overview

## Fixed broadband market

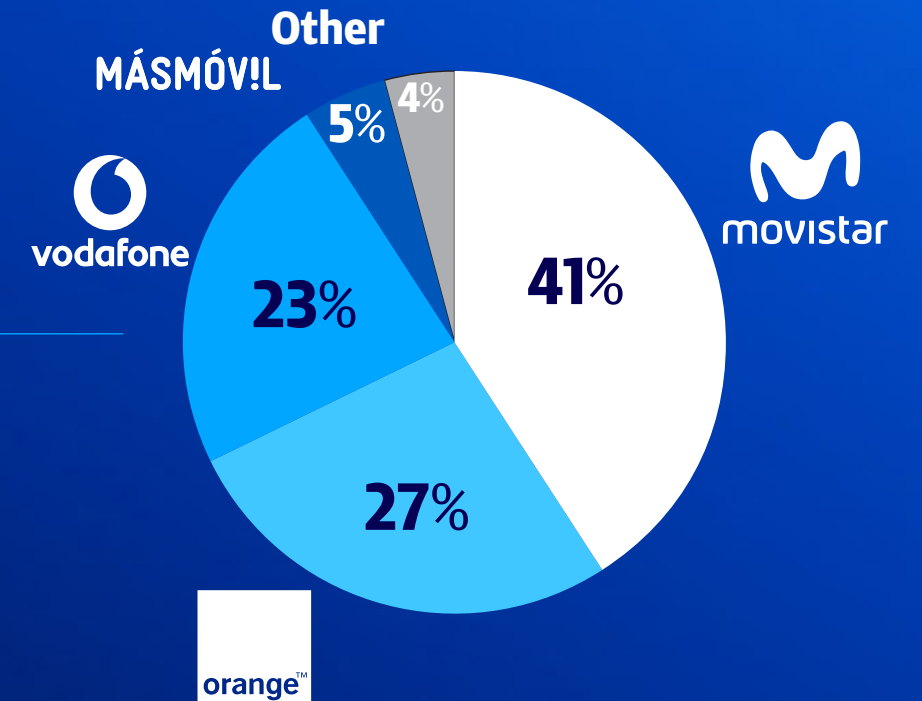
Spanish market - May 2018

Subscribers **14,57M subs**

Type of technologies -  
FTTH the leader



Market share

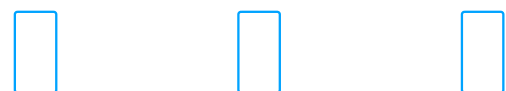




## **Spain: launch of new services fixed broadband and fixed telephony**

### **Fixed broadband and fixed Telephony**

- Indirect access on Telefonica FTTH Gpon network based on the NEBA regulation
- DIGI performs the installation of the inhouse FTTH network and ONT and Wifi router
- Significant potential of RGU growth by addressing the current mobile customer base
- September 2018 launch in Comunidad de Madrid area for FTTH broadband services and fixed telephony
- Step by step service expansion during Q4 2018 and 2019 to the provinces with higher DIGI mobile customer penetration



# Summary of September 2018 fixed broadband and fixed telephony commercial offer

✓ Internet DIGI net

FIBRA 30 Mb FIBRA 500 Mb

30 Mb simétricos 500 Mb simétricos

**25€** **30€**

✓ Fijo DIGI tel

DIGI tel 1 DIGI tel 5

Tarifas por minuto. Ilimitadas a DIGI Ilimitadas nacionales 500 minutos internac.

**1€** **5€**

✓ Móvil

DIGI ILIMITADO
DIGI COMBO
DIGI NAVEG@

Para navegar y llamar a destinos nacionales.

MINI	ILIMITADO 3GB	ILIMITADO 6GB	ILIMITADO 12GB
<del>500 MB</del> 1 GB 100 minutos nacionales	<del>3 GB</del> 6 GB Llamadas ilimitadas	<del>6 GB</del> 12 GB Llamadas ilimitadas	<del>20 GB</del> 40 GB Llamadas ilimitadas
<del>3€</del> <b>2€</b>	<del>10€</del> <b>6€</b>	<del>15€</del> <b>9€</b>	<del>20€</del> <b>12€</b>

**TODOS NUESTROS PRODUCTOS INCLUYEN LLAMADAS ILIMITADAS DE DIGI A DIGI**

Cuota mensual total

37€

SIN TRUCOS

- FIBRA 500 Mb** 30€  
Fibra óptica simétrica  
Router wifi  
Instalación gratuita (12 meses de compromiso)
- DIGI tel 1** 1€  
Tarifas por minuto  
Cuota de línea incluida  
Llamadas ilimitadas a DIGI
- Ilimitado 3 GB** 6€  
3 GB (+3 GB por tener fibra)  
MB acumulables y 4G  
Llamadas ilimitadas nacionales  
1.000 SMS a DIGI
- Ilimitado 3 GB** 6€  
3 GB (+3 GB por tener fibra)  
MB acumulables y 4G  
Llamadas ilimitadas nacionales  
1.000 SMS a DIGI

Impuestos incluidos

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