

DIGI



Investor presentation

for the period ended March 31, 2019



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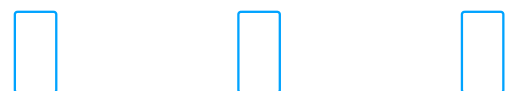
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Group overview



'Mil €	ROMANIA	HUNGARY	SPAIN & OTHER ⁴	Total ³
	3 months ended 31-Mar-2019	3 months ended 31-Mar-2019	3 months ended 31-Mar-2019	
Revenues²	€181.2 m	€55.0 m	€46.0 m	€281.2 m
Adj. EBITDA	€72.4 m	€9.6 m	€8.7 m	€90.7 m
Adj EBITDA margin¹	39.90%	17.50%	19.00%	32.30%
Service offering / RGUs				Total
March 31, 2019A ('000s)				
CATV	3,391	692	-	4,083
Fixed internet and data	2,590	753	19	3,362
Mobile telecommunication services	3,404	14	1,697	5,115
Fixed-line telephony	1,167	689	7	1,863
DTH	516	273	-	789
Total RGUs	11,068	2,421	1,723	15,212

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;

³Total 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.



Recent developments

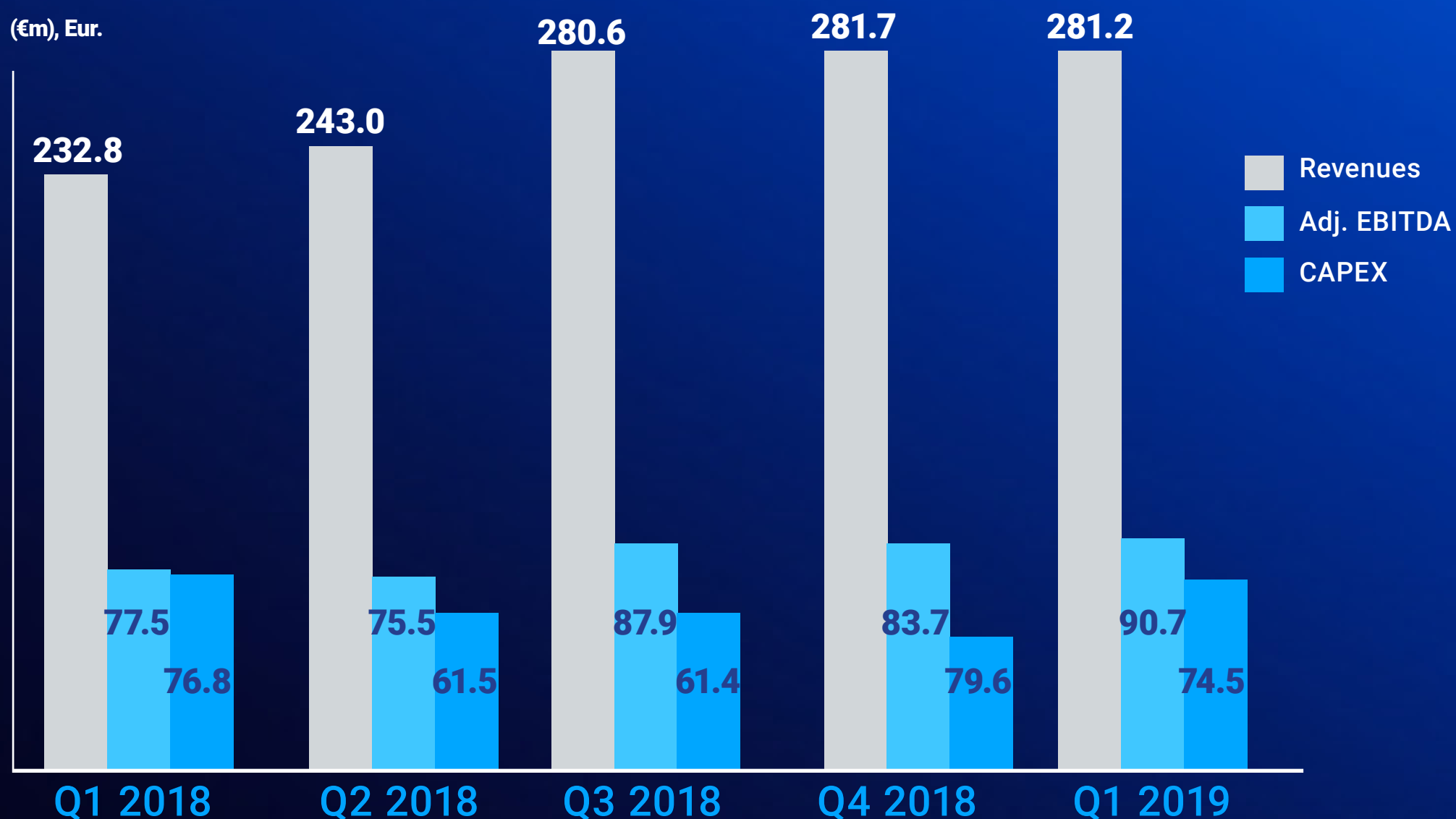
Business

On 30 April 2019, the GSM approved the distribution of a gross dividend of 0.50 RON per share for 2018

Financial highlights

Results from continuing operations

(€m), Eur.



Key considerations

- Revenues in Romania increased mainly as a result of the increase of telecommunication services prices starting with March 2019 and increase in our cable TV and fixed internet and data RGUs.
- Revenues in Hungary increased mainly as a result of the acquisition of Invitel (Q1 2019 vs Q1 2018) and increase prices for the internet services starting with March 2019;
- Revenues in Spain and Other increased as a result of increase in RGUs.
- Adj EBITDA¹ value was higher in Q1 2019 compared to Q1 2018, mainly as a result of the adoption of IFRS 16 from January 1st, 2019 and also as a result of the Invitel acquisition.
- CAPEX for Q1 2019 was EUR 74.5 million, less than in Q1 2018 (EUR 76.8 million) used mainly in the development of mobile network in Hungary and Romania and the continuation of the investment projects in Romania.

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. In addition, we adjust EBITDA for mark to market results (unrealized) from fair value assessment of energy trading contracts.



Highlights Romania (1/2)

Revenue and Adj EBITDA

Results of Operations¹

'Mil €	Three months ended		% change
	March 31,		
	2018	2019	
Revenues	164	181.2	10.50%
Adjusted EBITDA	64.2	72.4	12.78%
Margin %	39.20%	39.90%	

Key considerations

- Revenue growth was driven by increase telecommunication services prices starting with March 2019 and increase in our cable TV and fixed internet and data RGUs.
- Adj EBITDA and Adj EBITDA margin increased mainly due to the adoption of IFRS 16 starting with January 1st, 2019.

1. Figures include Intersegment revenues



Highlights Romania (2/2)

Subscribers

Thousand RGUs	RGUs Period Ended		Net Additions	
	March 31,		Last 12 months	Last 3 months
	2018	2019		
Cable TV	3,075	3,391	316	86
Fixed internet and data	2,328	2,590	262	62
Mobile services ¹	3,373	3,404	31	(2)
Fixed-line telephony	1,239	1,167	(72)	(21)
DTH	577	516	(61)	(13)
Total	10,592	11,068	476	112

ARPU (EUR) - residential clients

ARPU (EUR)	For the period ended		% change
	March 31,		
	2018	2019	
Cable TV	5.1	5.1	0.0%
Fixed internet and data	4.9	4.7	(4.1%)
Mobile services ¹	4.3	4.6	7.0%
Fixed-line telephony	1.3	1.3	0.0%
DTH	4.8	4.9	2.1%

Key considerations

- Steady growth in Cable TV and Internet subscribers
- ARPU for 2019 is affected by the Fx negativ impact (YoY) and only marginally by the increase in prices (as these were effective only from March)
- Mobile telecommunication ARPU increased as a result of a change in the mix of mobile packages.

¹ Includes mobile telephony and mobile data RGUs



Highlights Hungary (1/2)

Revenue and Adj EBITDA

Results of Operations¹

'Mil €	Three months ended		% change
	March 31,		
	2018	2019	
Revenues	37.3	55.0	47.5%
Adjusted EBITDA	7.9	9.6	21.5%
Margin %	21.2%	17.5%	

Key considerations

- Increase in revenue in 2019 driven by increase in Cable TV, Internet and Fixed Telephony subscribers as a result of Invitel's acquisition and a to a lesser extent due to organic growth.

Highlights Hungary (2/2)

Subscribers

Thousand RGUs	RGUs Period Ended		Net Additions	
	March 31,		Last 12 months	Last 3 months
	2018	2019		
Cable TV	505	692	187	3
Fixed internet and data	476	753	277	6
Mobile services ¹	11	14	3	(1)
Fixed-line telephony	387	689	302	(5)
DTH	288	273	(15)	(3)
Total	1,667	2,421	754	-

ARPU (EUR) - residential clients

ARPU (EUR)	For the 3 months ended		% change
	March 31,		
	2018	2019	
Cable TV	8.1	8.2	1.2%
Fixed internet and data	7.1	8.4	18.3%
Mobile services ¹	6.8	6.8	0.0%
Fixed-line telephony	1.5	2.5	66.7%
DTH	9.4	9.1	(3.2%)

Key considerations

- Increase in Cable TV, Internet and Fixed Telephony subscribers as a result of Invitel's acquisition
- Increase in Cable TV, fixed-line telephony ARPU is a result of Invitel's acquisition
- The increase in Internet ARPU is mainly due to the increase in prices from March 2019

¹ Includes mobile internet and data services offered as a reseller through the Telenor network under our "Digi" brand

Highlights Spain and Italy

Revenue and Adj EBITDA

'Mil €	Three months ended		% change
	March 31,		
	2018	2019	
Revenues			
Spain¹	27.1	40.7	50.2%
Other	5.6	5.3	(5.4%)
Adj EBITDA	5.3	8.7	64.2%

Thousand RGUs	RGUs Period Ended		Net Additions	
	March 31,		Last 12 months	Last 3 months
	2018	2019		
Spain				
Mobile telecommunications services	1.000	1.496	496	153
Fixed internet and data	-	19	19	11
Fixed-line telephony	-	7	7	4
Italy				
Mobile telecommunications services	195	201	6	6
Total				

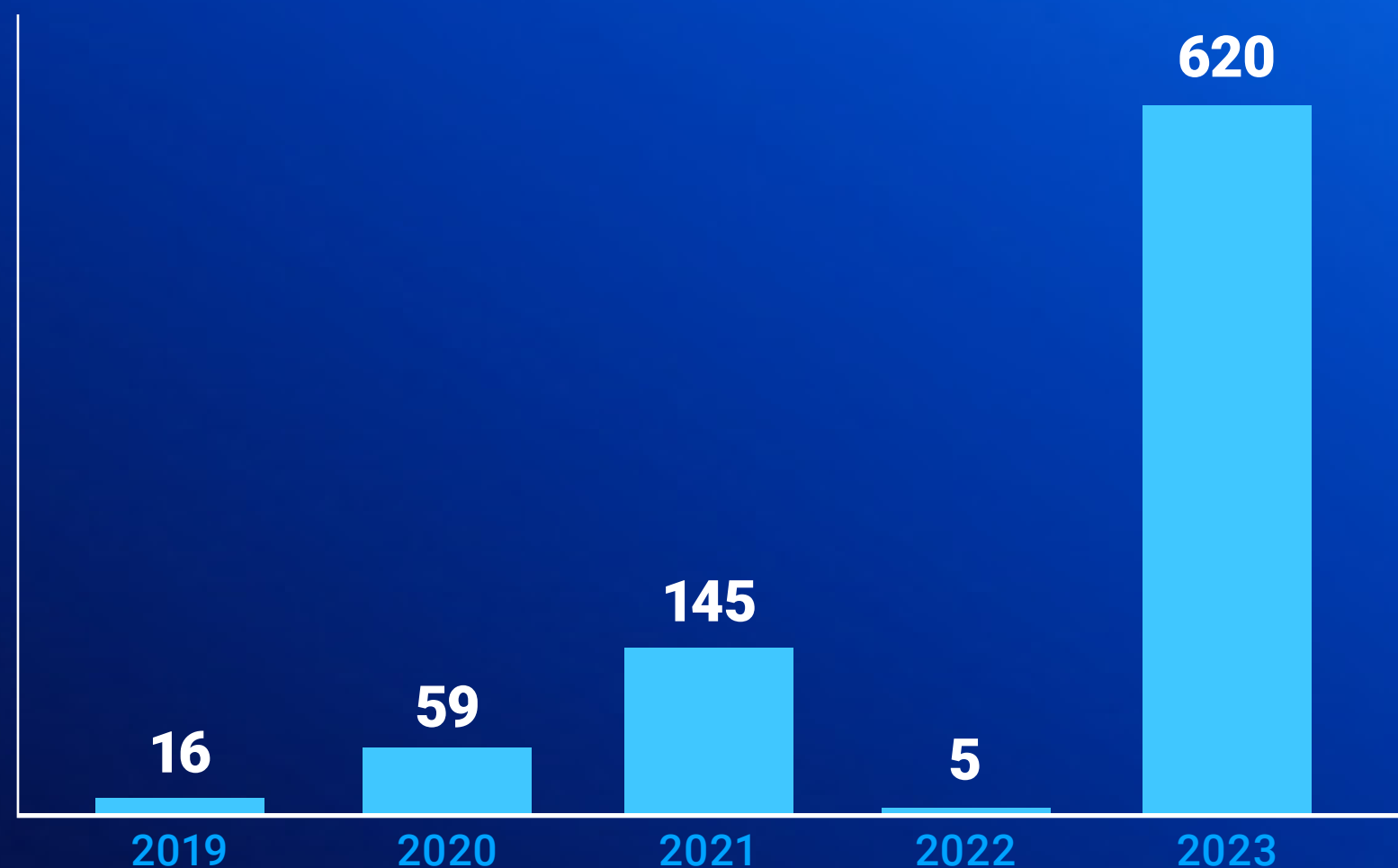


Group Financial Profile (1/2)

Financial liabilities as of March 31, 2019¹

Facility	Amount (Mil €)
Senior Secured Notes	550
2016 Senior Facility	212.3
2018 Senior Facility	75.2
Financial leases	8.3
Other long term debt ²	51.4
Other short term debt ³	44
Total gross debt	941.2
Cash on BS	22.9
Total net debt	918.3

Maturity profile Long term loans & Notes (Mil €)²



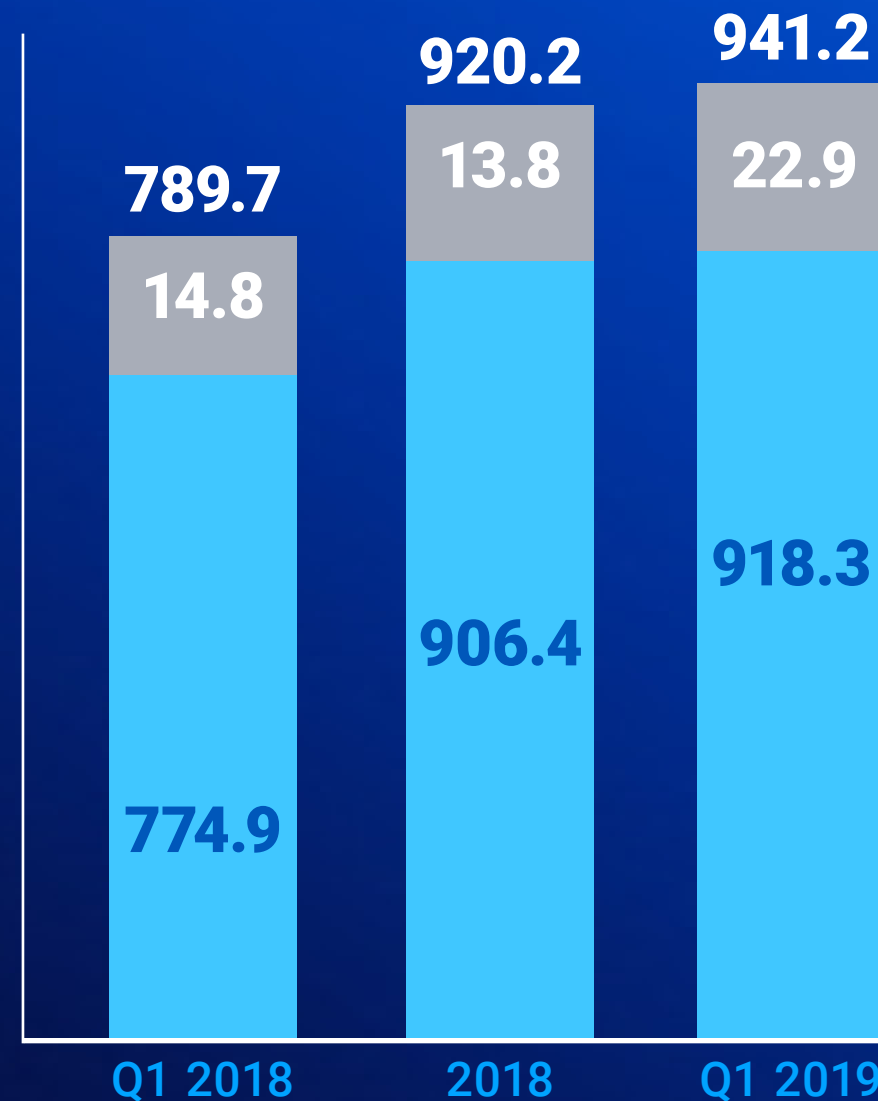
¹ Indebtedness as per Notes requirements

² Other long term debt include long term liabilities and other long term debt

³ Other short term debt include overdrafts and other short term debt



Group Financial Profile (2/2)



Key considerations

- Total preliminary net debt¹ as of March 31, 2019 is €918.3 million
- Preliminary Net Leverage² is 2.8x and Preliminary Gross Leverage is 2.9x.

¹ Gross debt/ Net debt is presented as per Notes requirements.

² The Net Leverage and Gross Leverage are computed using EBITDA as per the Notes Covenants, under IFRS available at the signing date, therefore excludes IFRS 16 implications. Covenant's computation for the Net Leverage from the Senior Secured Notes uses EBITDA which is different from the Adjusted EBITDA in this presentation.

Net Debt
Cash



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Q & A