



DIGI



Investor presentation
September 2021



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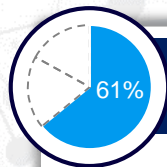
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Leading telecommunications Group with business in Romania, Spain, Hungary, and Italy

DIGI



Romania



6M June 2021

Revenue¹:

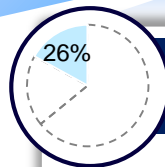
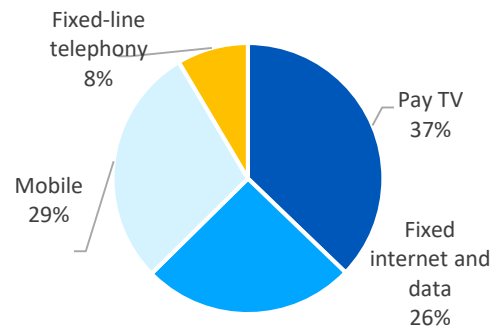
€426m



Adj. EBITDA margin²:

42%

June' 21 RGUs: 13.4m
RGU breakdown



Spain & Italy



6M June 2021

Revenue¹:

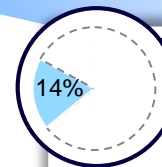
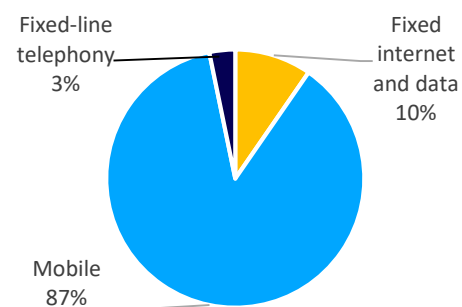
€174m



Adj. EBITDA Margin (Spain)²:

13%

June' 21 RGUs: 3.4m
RGU breakdown



Hungary



6M June 2021

Revenue¹:

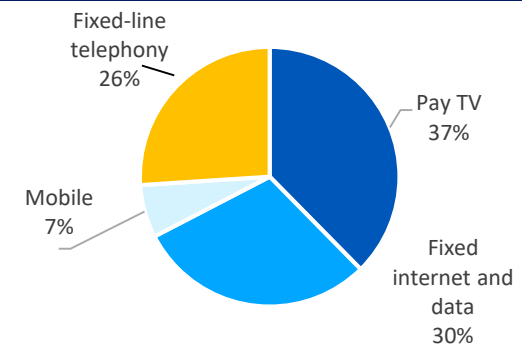
€97m



Adj. EBITDA margin²:

13%

June' 21 RGUs: 2.5m
RGU breakdown





Contents



Digi at a glance: sustained growth profile, solid track record in customers, revenues & EBITDA

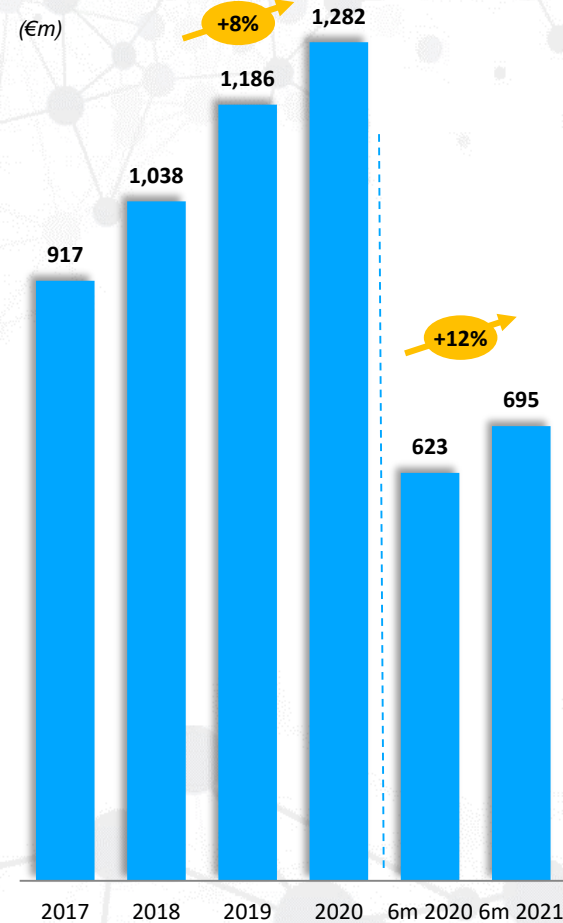
Due to our leading commercial proposition for customers...

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

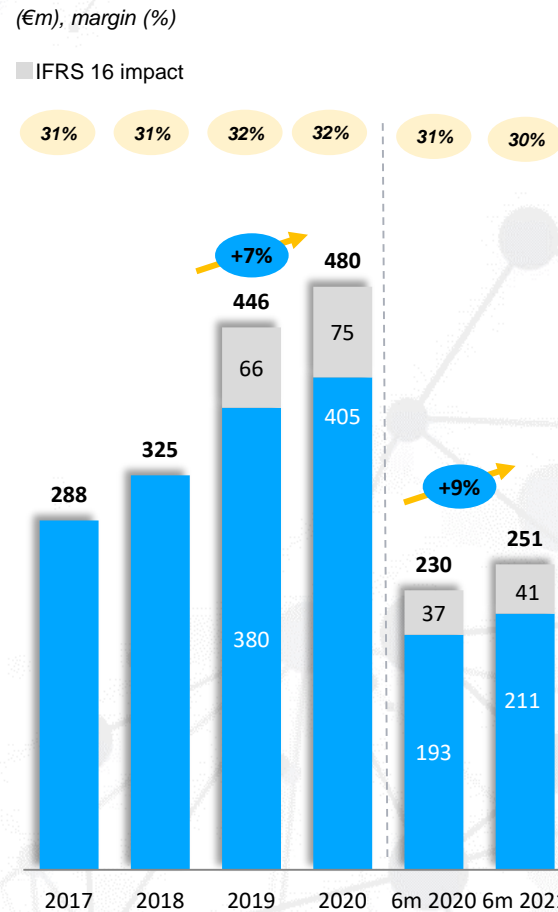
Based on our advanced network infrastructure in Romania, Hungary and Spain

At a glance: Sustained growth profile still ongoing

Group revenue

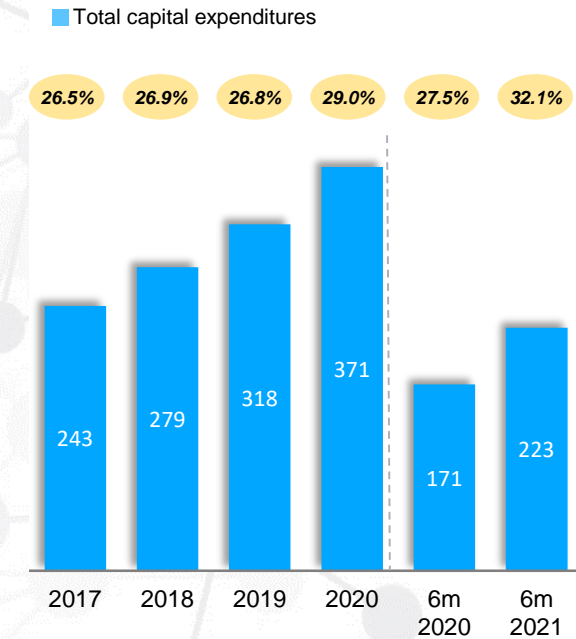


Group adjusted EBITDA



Group capex²

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



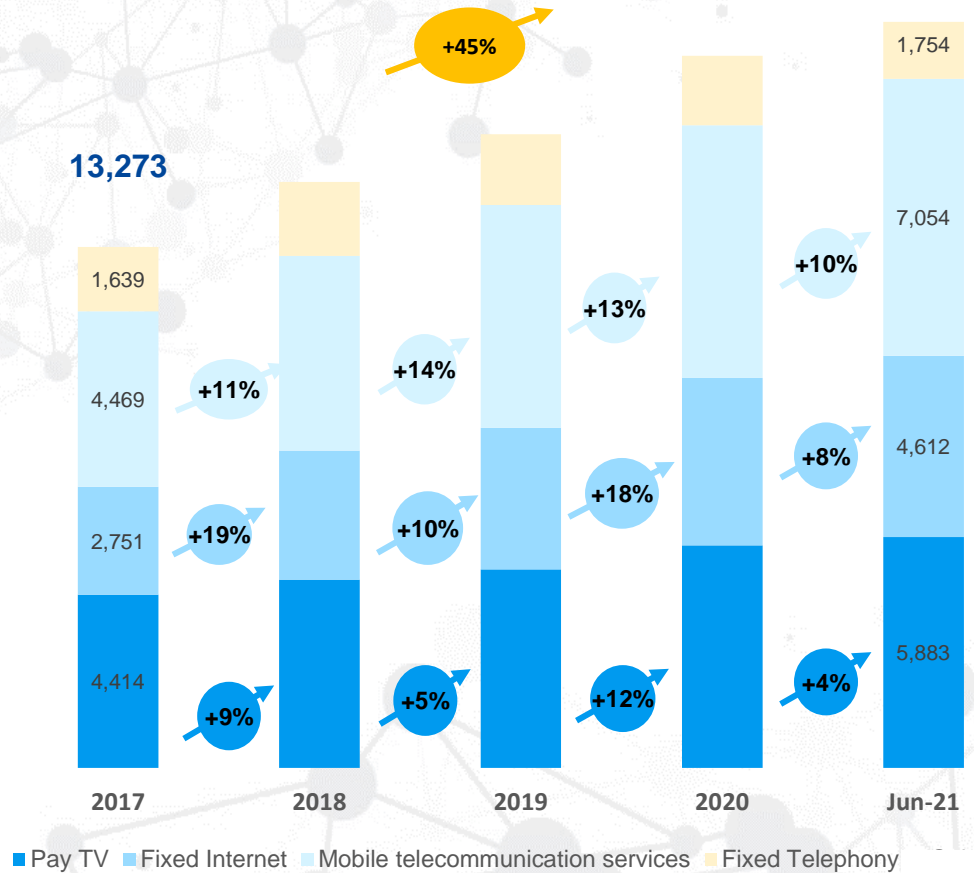


At a glance: Sustained growth profile still ongoing

RGUs

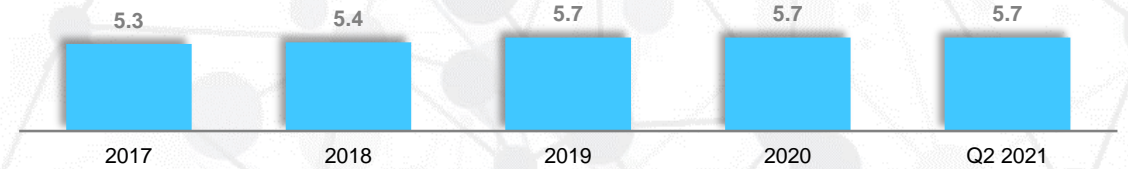
RGU' (thousand)

19,303



ARPU's

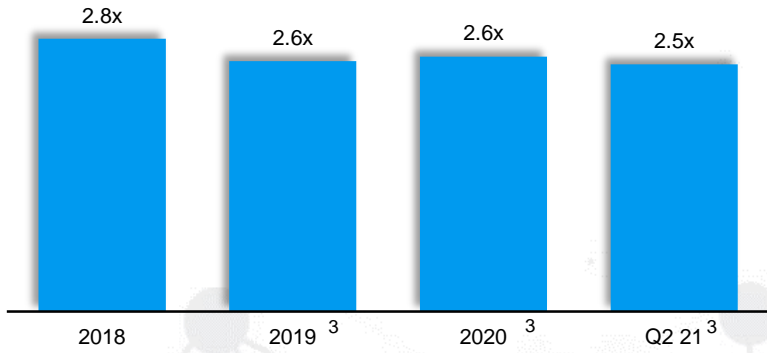
Group total





...backed by a prudent capital structure

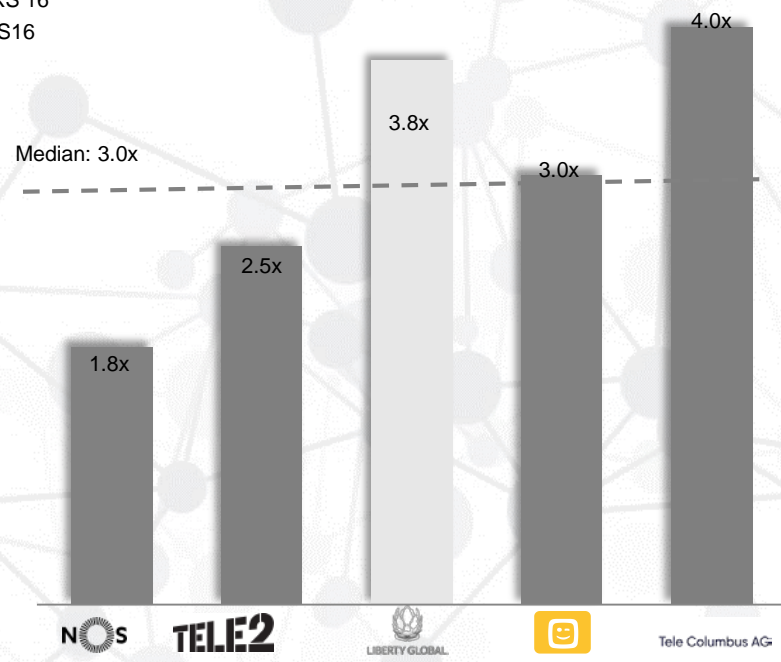
Group net debt¹ to adjusted EBITDA²



Peer net debt to adj. EBITDA⁴

As of Q2 2021 reported numbers

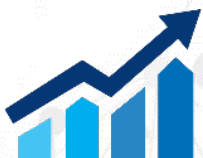
■ Ppst-IFRS 16
■ Pre-IFRS16



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.



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 2021 (+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%**)

DIGI

Contents



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Leading commercial propositions for customers

Monthly price incl. VAT				
TV	Digital 180 channels, 48 HD	TV L 143 channels, 47 HD	TV Start+Sport 158 TV channels	Global TV 139 channels, 45 HD
Internet	FIBERLINK 1000 940 Mbps ¹	Internet L 940 Gbps <small>Limited geographic availability</small>	Net 500 500Mbps	Home Net 1000 940 Mbps <small>Limited geographic availability</small>
Mobile	DIGI MOBIL OPTIM NELIMITAT Unlimited national minutes, thousands international minutes, unlimited 3G, 4G, 5G	Mobil Unlimited national minutes, unlimited SMS, unlimited 4G national internet	Red 9 National Unlimited national minutes, 250 international minutes, 250 SMS, 25 GB national internet at 5G	Fun 10 Unlimited national and roaming SEE minutes and SMS, 300 international minutes, 20 GB national internet and 5.6 GB roaming SEE internet
Pricing ²	€19	€22	€28	€22

Notes: Prices converted at RON:EUR FX of as of Aug 2021 for package pricings; 1. Speed subject to equipment specifications. 2.Prices estimated based on offers presented on websites and normalized promotions prices. Source: Company data; Peer websites.

DIGI

Contents



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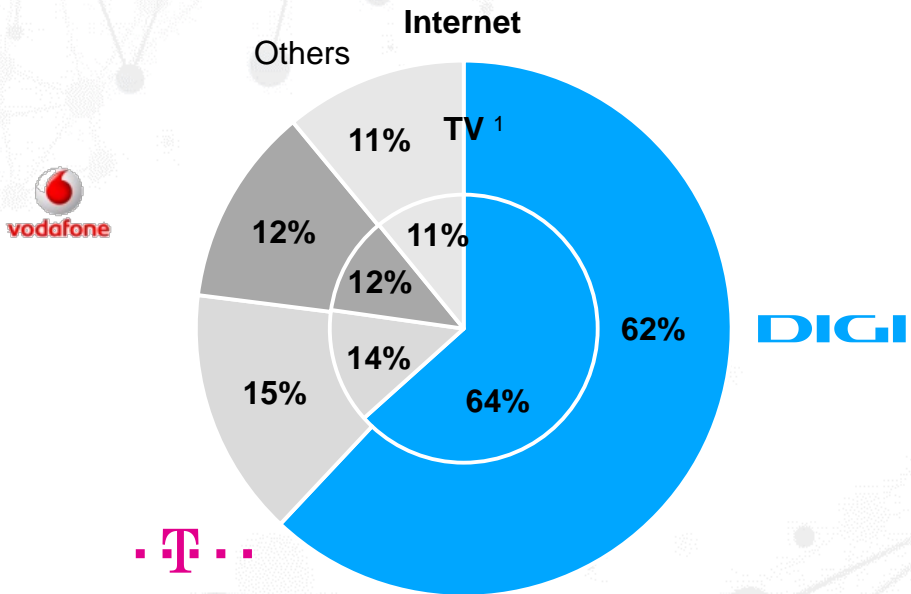
Based on our advanced network infrastructure in Romania, Hungary and Spain



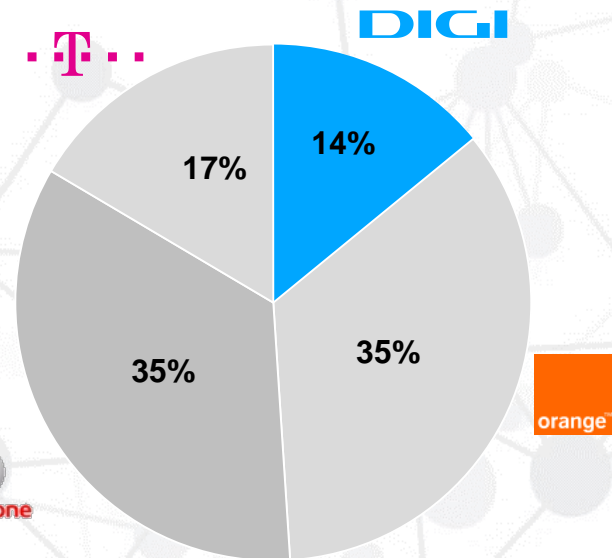


Market Leader in Romania

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 Q2 2020.
Source: Company data, ANCOM, Peer reporting

DIGI

... and Leading Challenger in Hungary

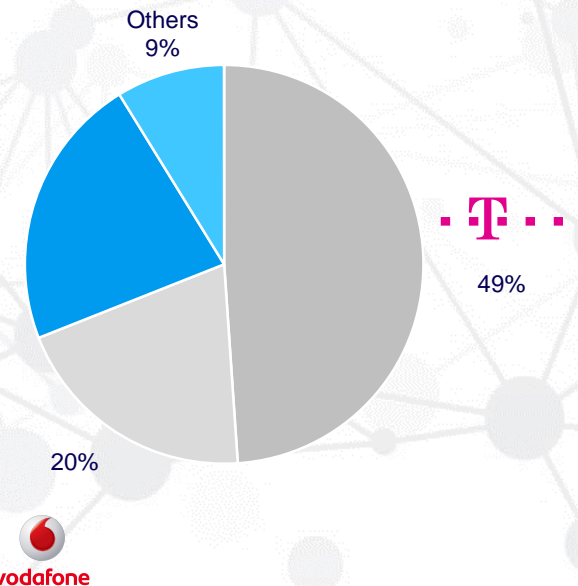
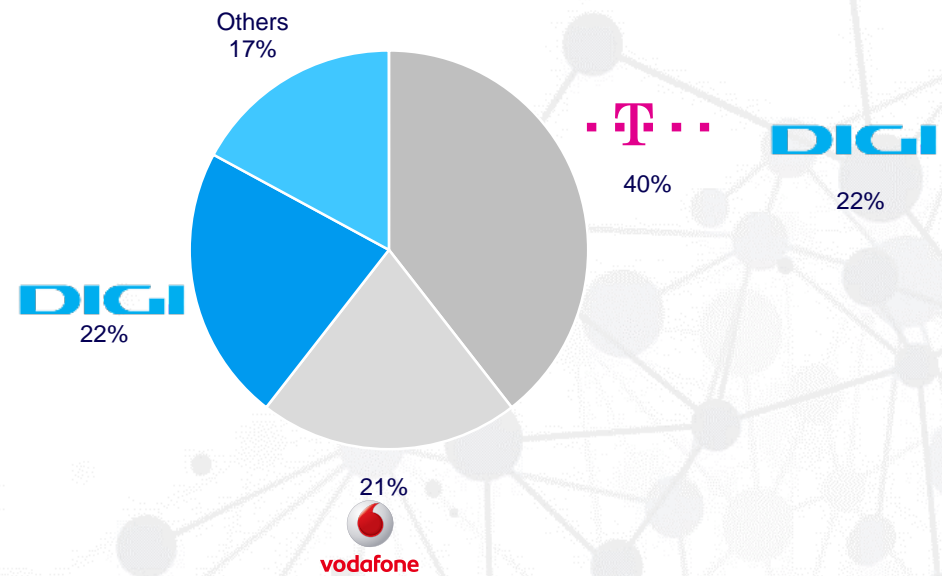
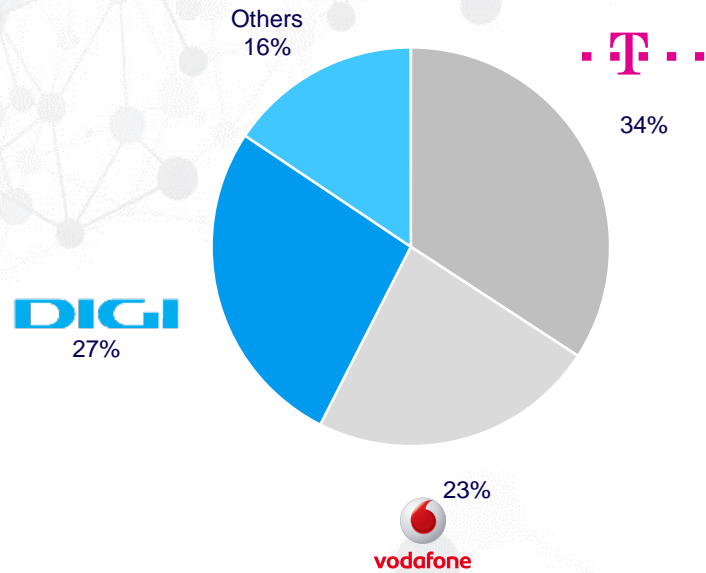
Cable TV⁽¹⁾



Fixed internet and data⁽¹⁾



Fixed telephony⁽¹⁾



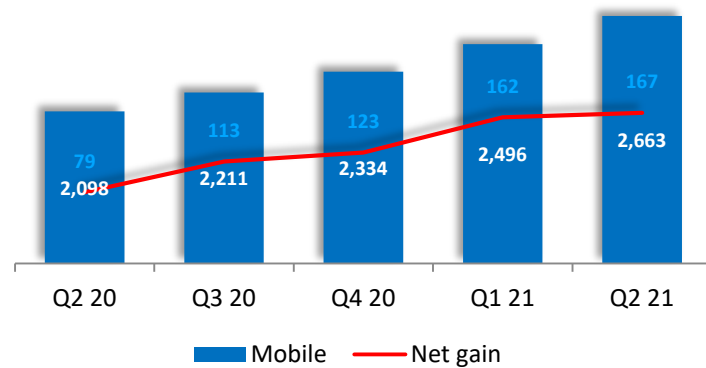
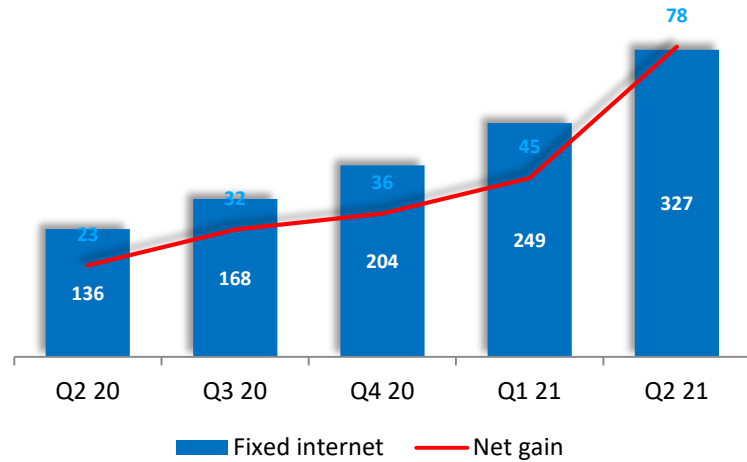
Note: 1. Market shares as of 30 June-2021.
Source: NMHH



Strong sustained commercial success in Spain

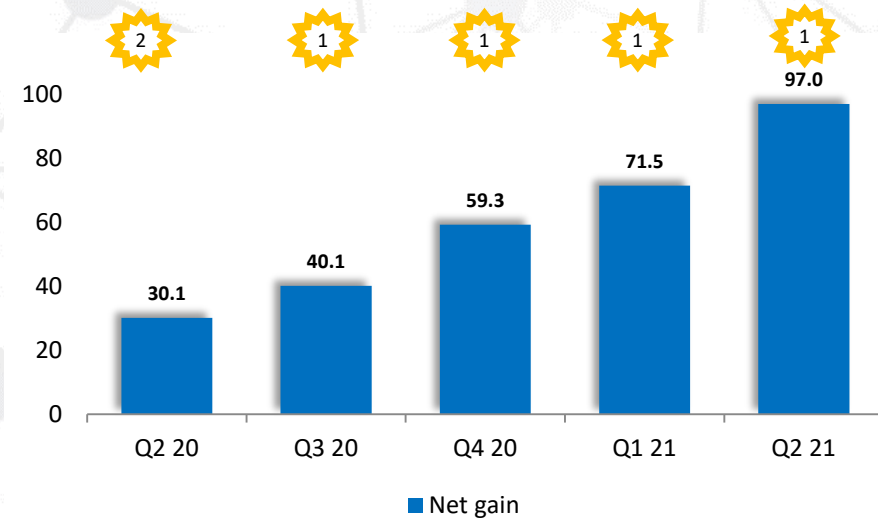
RGUs

RGU ('000)



Mobile Portability

RGUs('000)



Quarterly market position based on net mobile portability gain



Contents



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Well invested fixed line network in Romania & Hungary

Modern, resilient fiber-based infrastructure in Romania



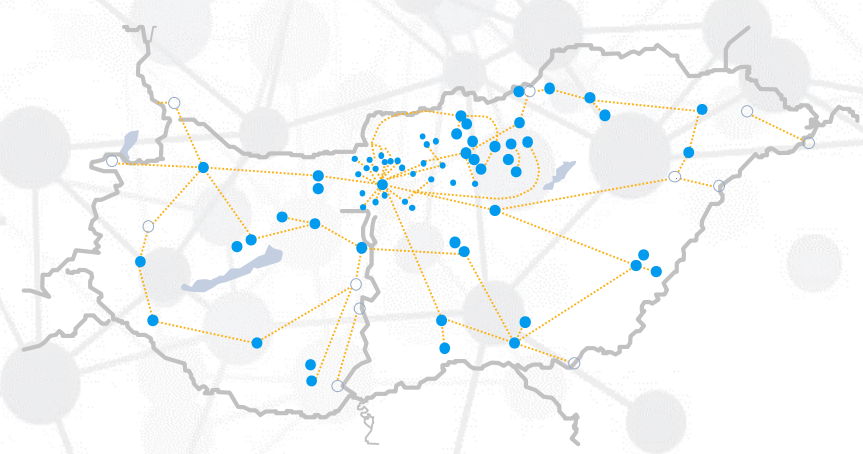
- Very **dense, nationwide network** ~100% owned
- **Nationwide last-mile 1Gbps connection with multiple 100Gbps capacities** and multiple redundancies
- **~7.7m¹ homes passed, covering all major cities** and certain rural areas (84% dwellings covered)
- **> 92%¹ FTTB/FTTH coverage** based on GPON or 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** (46% dwellings covered)
- **>90%¹ of fixed network GPON² or similar technology** offering **speeds of up to 1,000 Mbps**





...and investment cycle in progress 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

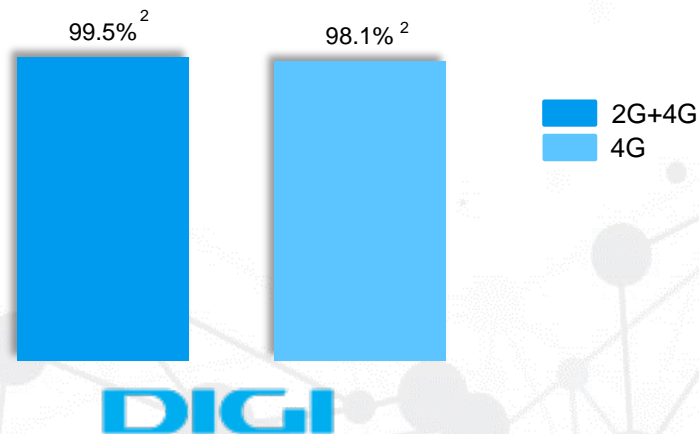




Mobile network in expansion

Newly built own mobile network, coverage increasing in Romania

- **~5,900 base stations** (approximately 99% 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**



Rolling out own mobile network in Hungary

- **Launched own mobile network in May 2019**, with services in testing phase and available only to existing customers
- **Commercial launch** of mobile services in **January 2021**
- **~84% country population coverage** for network³ representing strong foundation for further expansion



DIGI

Q&A



Contact

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