



Investor Presentation

Preliminary financial results for the year
ended December 31, 2024

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2024 Preliminary Results overview



REVENUES
and other income



13% up to €1,933 million

RGU



16% YoY increase up to 27.8m (+3.9m RGUs FY'24/FY'23)

EBITDA
excl. IFRS 16



14% up to €580 million



Romania RGU  **+7%**

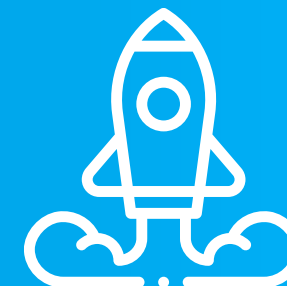
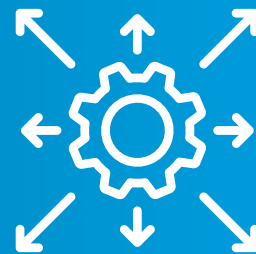
Mobile: 6.6m RGU (+13% YoY)
Pay TV: 5.9m RGU (+3% YoY)
Broadband: 4.9m RGU (+7% YoY)



Spain RGU  **+30%**

Mobile: 5.9m RGU (+26% YoY)
Broadband: 1.95m RGU (+42% YoY)
Fixed telephony: 0.6m RGU (+41% YoY)

Continued strategy execution in 2024



Sustained RGU growth across all markets

- Sustained market share growth in Romania and Spain.
- Continued strong momentum in the mobile growth:
 - Spain RGU's +30%
 - Romania RGU's +7%
 - Italy RGU's +17%.

Continued network expansion

- **Romania:** expanding the mobile network; rolling out equipment to service the all frequencies and to increase the 5G footprint.
- **Spain:** continued development of fixed infrastructure and transition from MVNO to MNO.
- **Portugal:** further mobile and fixed infrastructure development.

New market launches in Portugal and Belgium

- **Portugal:** commercial services launched on November 4th, 2024.
- **Belgium:** commercial services launched on December 11th, 2024.

Recent developments



Financing agreement covering the Group

- On December 9, 2024, Digi Romania S.A., together with the Company and Digi Spain Telecom S.L.U., signed a Syndication and Amendment Agreement to the Facility Agreement originally dated June 3, 2024. This agreement increased the total commitment from EUR 150 million to EUR 220 million (with a 5-year maturity) and transferred part of the existing lender's commitment to new lenders: Banca Transilvania S.A., BRD – Groupe Société Générale S.A., Citibank Europe Plc (Dublin, Romania Branch), ING Bank N.V. Amsterdam – Bucharest Branch, Banca Comerciala Intesa Sanpaolo Romania S.A., Raiffeisen Bank S.A., and UniCredit Bank S.A.
- On the same date, Digi Romania S.A. entered into an Export Credit Facility Agreement for EUR 61,922,818 with ING Bank N.V. as the original lender, mandated lead arranger, agent, and ECA agent. The facility will be used to finance the purchase of goods and services for the development of telecommunications networks in Romania, Spain, Portugal, and Belgium.

Recent developments



Recent Spanish performance

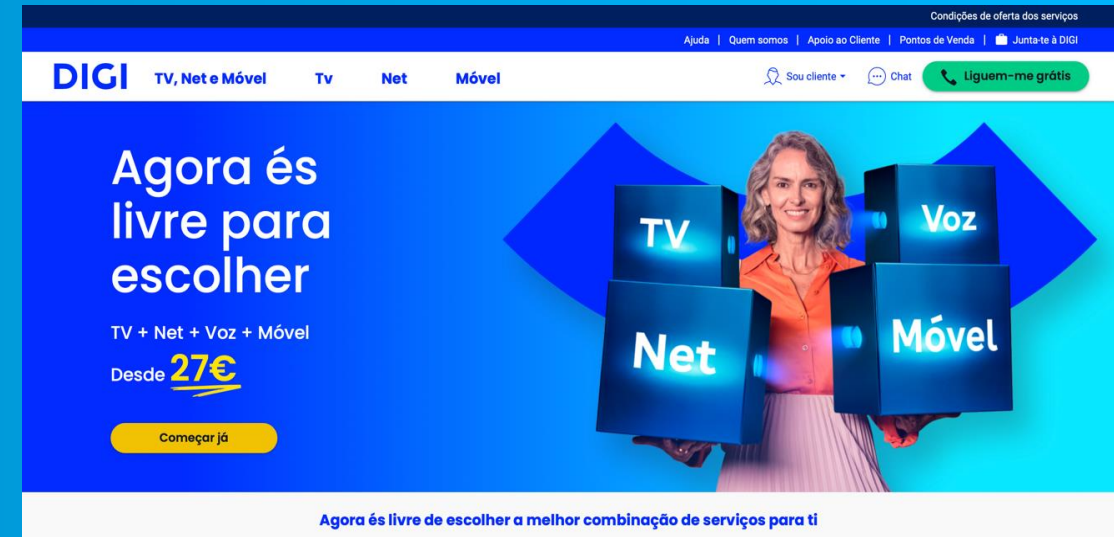
- Digi Spain surpassed 2 million fixed broadband customers at the beginning of February 2025. This development reflects an accelerated increase in the number of users, reaching a penetration of more than 20% in networks deployed in the period 2019-2020, and confirms their trust in the services offered, which allow speeds of up to 10 Gbps. At the same time, Digi Spain is actively working on expanding its optical fiber network in 50 provinces across Spain. The currently deployed network covers more than 12 million homes passed (out of which approx. 3 million deployed in the last year) out of a total of 24 million households nationwide.
- Digi Spain exceeded 6 million mobile lines, a remarkable milestone that reflects the trust and appreciation users have for the company's mobile services.

Recent developments



Launch of services

- On November 4th 2024, DIGI launched operations in Portugal, bringing a long-term stable pricing model with no annual increases, consistent with its operations in Romania, Spain, and Italy.
- The “Freedom of Choice” approach offers flexible contract terms and customizable services, supported by state-of-the-art technology.
- DIGI Portugal built a modern fibre optic network, and a national mobile coverage reaching over 93% of the population.



The image shows a screenshot of the DIGI Portugal website. The header includes the DIGI logo and navigation links for TV, Net e Móvel, TV, Net, and Móvel. A woman is holding four glowing blue blocks labeled TV, Voz, Net, and Móvel. The main text reads 'Agora és livre para escolher' and 'TV + Net + Voz + Móvel Desde 27€'. A yellow button says 'Começar já'. At the bottom, it says 'Agora és livre de escolher a melhor combinação de serviços para ti'.

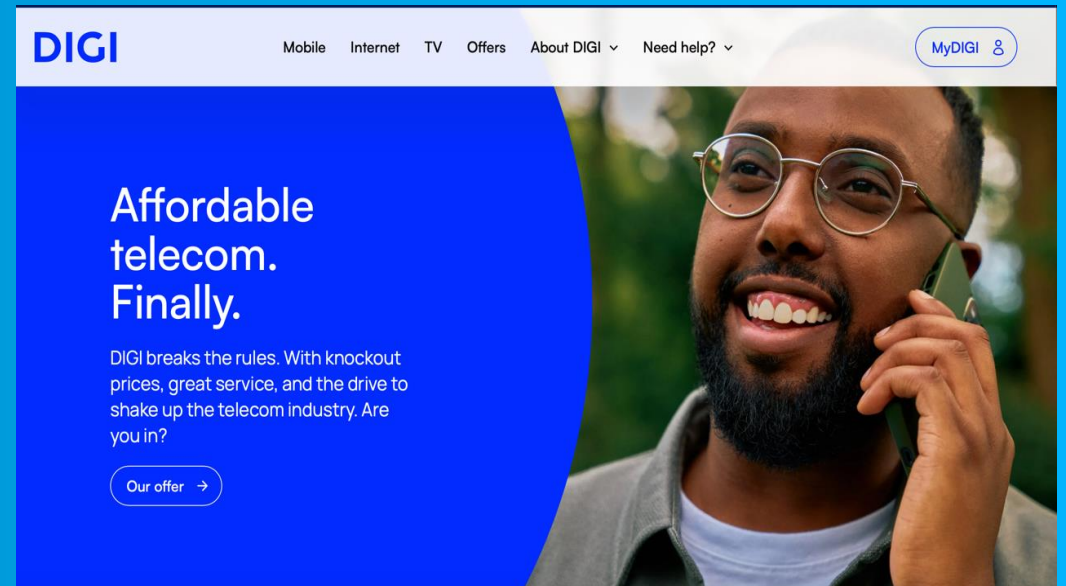
- **Fiber Optic Broadband:** 1 Gbps at 10€/month; 10 Gbps at 15€/month
- **Mobile Voice & Data:** Starting from 4€/month, with options ranging from 50 GB to unlimited data
- **Television:** Over 60 channels at 12€/month
- **Fixed Telephony:** 1-2€/month

Recent developments





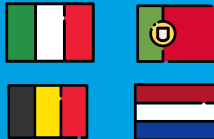
Launch of services

- On 11 December 2024, DIGI launched commercial operations in Belgium, expanding its European presence with fiber-optic broadband internet and mobile voice and data services.
- The company follows a transparent pricing model with no hidden fees or periodic increases, allowing customers to choose individual subscriptions or customize packages based on their needs.
- DIGI Fiber includes Wi-Fi 6 (soon Wi-Fi 7) for larger homes, all clients can add Wi-Fi Booster for enhanced performance and coverage.
- Future services with diverse range of TV programs.



- The **DIGI Mobile Light** plan, with 15 GB of data for €5/month, addresses the needs of 75% of Belgian consumers (per BIPT's 2023 report).
- **DIGI Fiber**, offers three subscription plans with free installation and included Wi-Fi:
 - DIGI Fiber Essentials: 500 Mbps for €10/month
 - DIGI Fiber Max: 1 Gbps for €15/month
 - DIGI Fiber Ultimate: 10 Gbps for €20/month (Wi-Fi 7 coming soon)

2024 Market highlights

'm€ December 31, 2024	 Romania	 Spain	 Other Group operations ²	Total ⁴
Revenues and other income³ (excluding extraordinary sale of assets)	€1,111.9	€782.7	€43	€1,932.7
Adjusted EBITDA¹ excluding IFRS 16	€454.7	€152.8	€(27.9)	€579.6
RGUs ('000)	#18,183	#8,440	#1,166	#27,789

Source: Company data

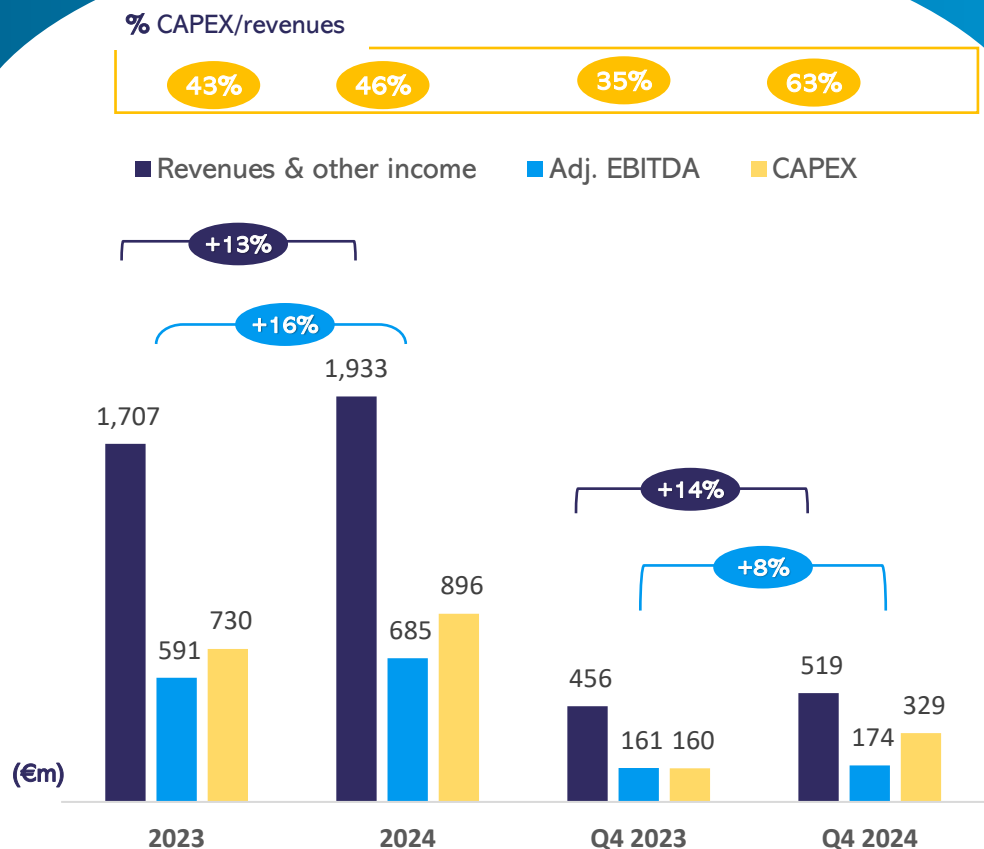
¹Adjusted EBITDA excluding IFRS 16 is computed as Adjusted EBITDA decreased by the rental expense recognized in line with IFRS as in effect at 31 December 2018.

²In this Report, unless otherwise stated, as part of our "Other" segment we only present the results of our Italian, Portuguese and Dutch operations.

³ Revenues per country include intersegment revenues in total amount of €5 million for 2024.

⁴ Total Group revenues excluding intersegment revenues.

2024 Financial highlights

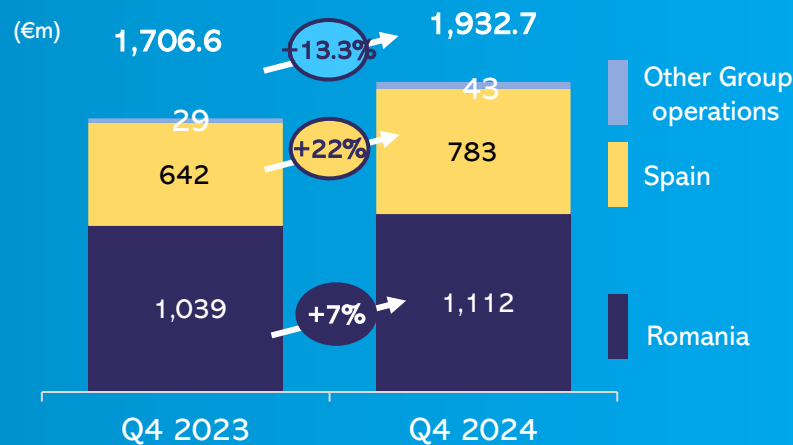


Source: Company data

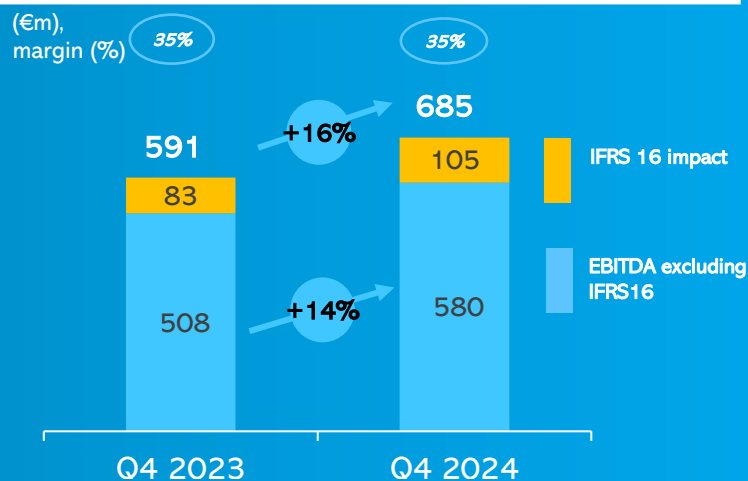
¹Adjusted EBITDA is defined as EBITDA adjusted for the effect of extraordinary or one-off/non-recurring items.

²Revenues per country include intersegment revenues in total amount of €5 million for 2024.

Group revenues and other income²



Group adjusted EBITDA¹



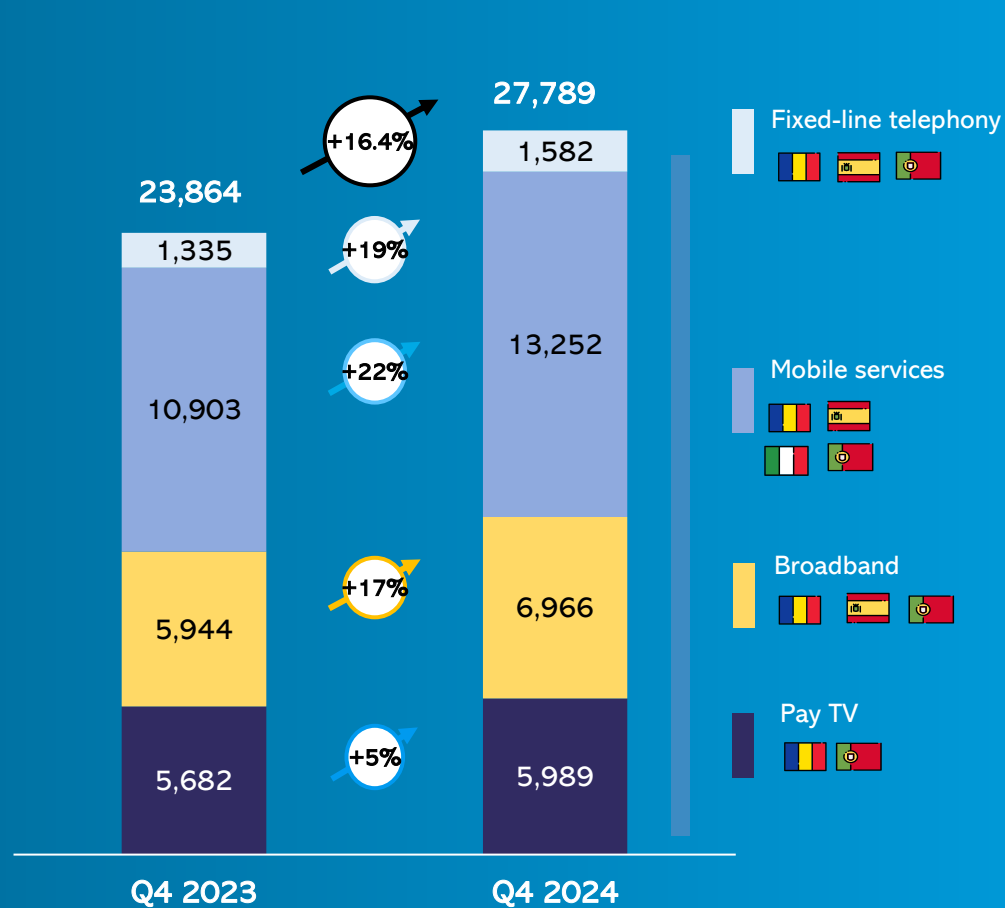
- Revenues and other income up 13% based on strong customer growth in Spain and Romania. While the revenues in Spain grew by a whopping 22% and in Romania grew by 7%

- EBITDA excluding IFRS 16 increased by 14% YoY amid certain inflationary pressures and cost associated to expansion to new territories. (Adjusted EBITDA increased by 16%).

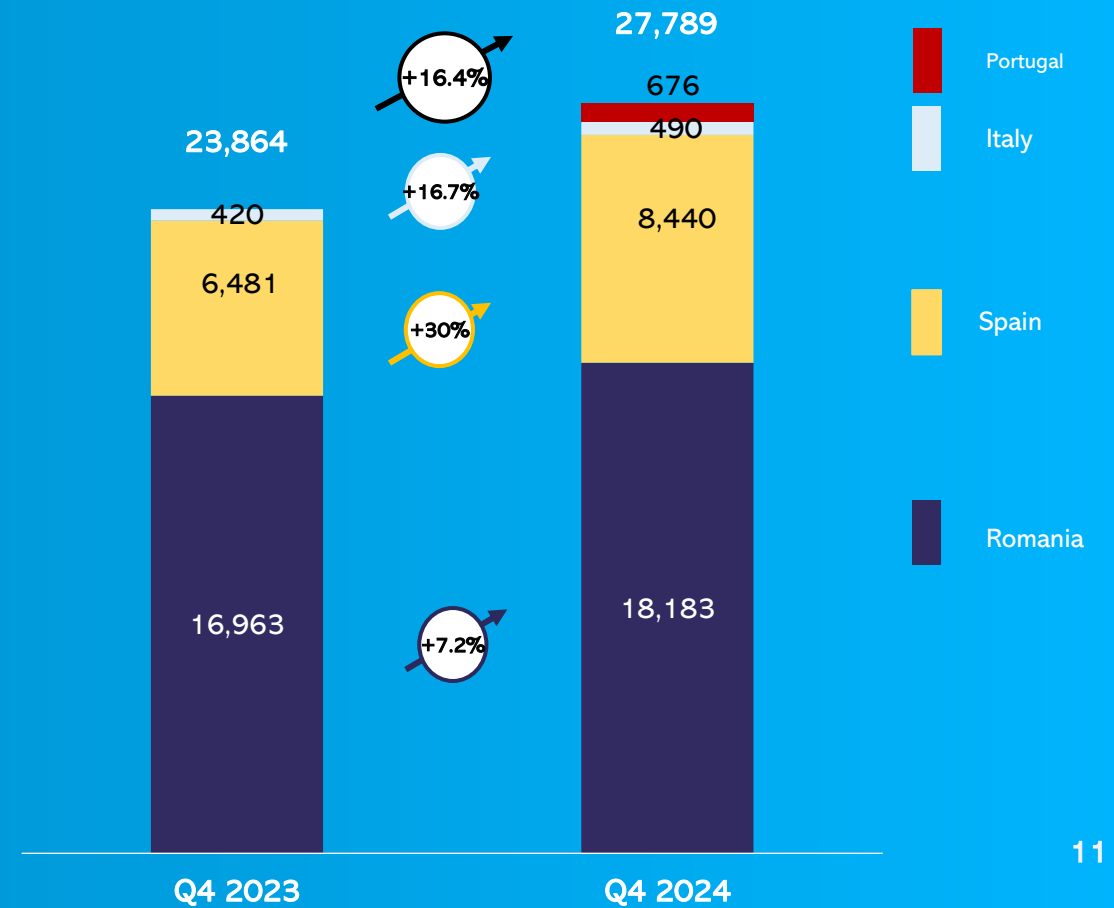
- CAPEX amounting to EUR 896 million represents the group's commitments to invest in Spain, Romania and Portugal and the completion of Nowo's acquisition in Q4.

Q4 2024 RGU growth

RGUs ('000) per business line



RGUs ('000) per market



Portability 2024

Romania

Spain

+726,428 mobile portability Jan-Dec 2024

+1,148,369 mobile portability Jan-Dec 2024; Net portability gain +739,188

+203,316 fixed portability Jan-Dec 2024; Net portability gain +184,248

PORTEAZĂ-TE ÎN REȚEAUA MOBILĂ #1 LA ACOPERIRE, ABONAȚI ȘI NUMĂR DE PORTĂRI

ÎMPREUNĂ SUNTEM

#

AFACEREA TA LA EA ACASĂ

Știi că acasă te poți baza pe DIGI în fiecare clipă. De ce nu și la birou?

NETUARIE

LUNA INTERNETULUI SUPER RAPID!

Prinde 50% reducere x 6 luni la orice abonament nou sau upgrade de Net!

Exclusiv pe DIGI.ro

Solicita oferta

Vezi detalii

DIGI

4 AÑOS A MÁXIMA VELOCIDAD

RED DE FIBRA MÁS RÁPIDA DE ESPAÑA

Verificado por Ookla®. Basado en el análisis de los datos de Speedtest Intelligence® de 2021, 2022, 2023 y 2024.

DIGI, MÓVIL + FIBRA

30 GB Llamadas ilimitadas

+ 300 Mb Fibra

15 € /mes

Disponible en zonas de Fibra SMART

DIGI TV

2024 Financial profile

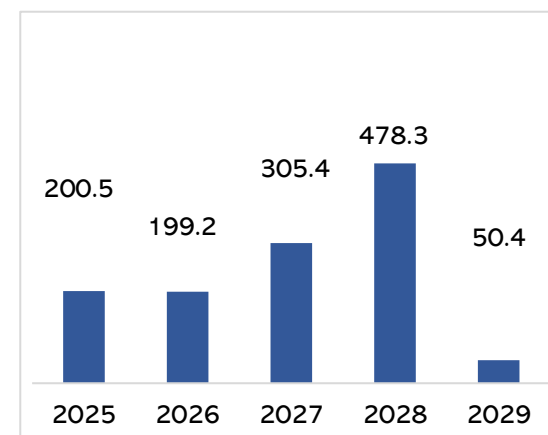
Financial liabilities as of December 31, 2024¹

Facility	Amount (Mil €)
Senior Secured Notes	400.0
Senior Facilities	613.8
Export Credit Arrangements	179.4
Financial leases	59.8
Other long-term debt	70.6
Other short-term debt	104.0
Total gross debt	1,427.6
Cash on BS	66.5
Total net debt	1,361.1

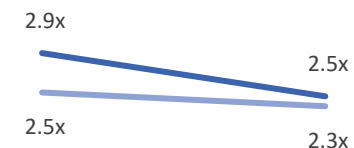
¹ Indebtedness as per Notes requirements. As per the Notes Covenants, debt is presented under IFRS available at the signing date, therefore excludes IFRS 16 implications.

² The Net Leverage and Gross Leverage are computed using EBITDA as per the Notes Covenants, under IFRS excluding IFRS 16 implications. Covenant's computation for the Net Leverage from the Senior Secured Notes uses EBITDA adjusted as per Indenture requirements, which is different from the Adjusted EBITDA in this presentation.

Maturity profile long-term loans & notes (mil €)



Leverage²



2023 2024

— Gross Leverage — Net Leverage

2025 Prospects

Consolidation in core markets



In **Romania**, the target is to continue enhancing mobile network performance and customer experience as the 2nd largest mobile operator, expanding coverage, and maintaining a strong position in fixed services while continuing to offer high-quality connectivity at competitive prices.



Spain is poised to remain DIGI's main growth driver, with continued network expansion, strong subscriber additions, and a focus on increasing operational efficiencies to further strengthen our market position. Moreover, in 2025, Digi Spain is strategically positioned to transition from a mobile virtual network operator (MVNO) to a mobile network operator (MNO).

New launched markets



- Priority for **Portugal** will be to further expand network coverage, improve mobile service quality, and integrate Nowo to unlock synergies, ensuring a stronger market position and sustainable growth.
- In **Belgium**, DIGI will accelerate network expansion while enhancing mobile services through strategic partnerships and infrastructure investments.

DIGI

Q&A

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