

The logo for DIGI, featuring the letters 'DIGI' in a bold, white, sans-serif font. The 'I' is slightly shorter than the other letters. The background is a dark blue gradient with a blurred city skyline at night, showing various lights and buildings. The entire slide is framed by a dark blue border with rounded corners.

DIGI

Investor presentation

March 2023



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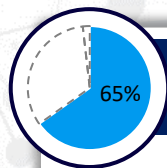
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Leading telecommunications Group with business in Romania, Spain and Italy



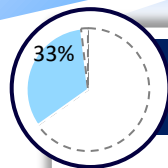
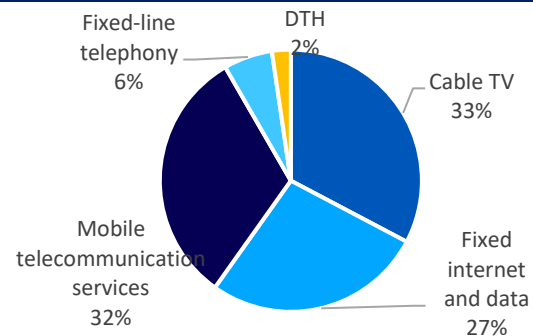
Romania



12M Dec 2022
Revenue
and other income¹:
€989m



Dec' 22 RGUs: 15.5m
RGU breakdown



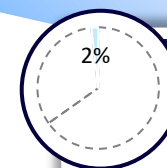
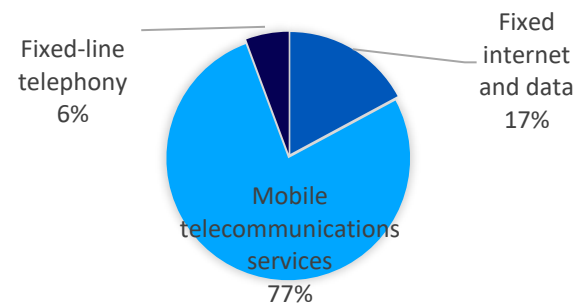
Spain



12M Dec 2022
Revenue¹:
€500.4m



Dec' 22 RGUs: 4.9m
RGU breakdown



Italy



12M Dec 2022
Revenue¹:
€27.5m



Portugal & Belgium



DIGI Portugal: fixed (FTTH) and mobile network (LTE) in full construction phase, after the acquisition of spectrum licenses

Belgium JV: fixed and mobile network in designing phase, after the acquisition of spectrum licenses.

Group strategy

Infrastructure & scale

- ✓ Leverage advanced fiber network
- ✓ Complement with mobile network
- ✓ Maximise speed advantage

Value for money

- ✓ High quality service
- ✓ Premium content
- ✓ Competitive pricing



Convergence

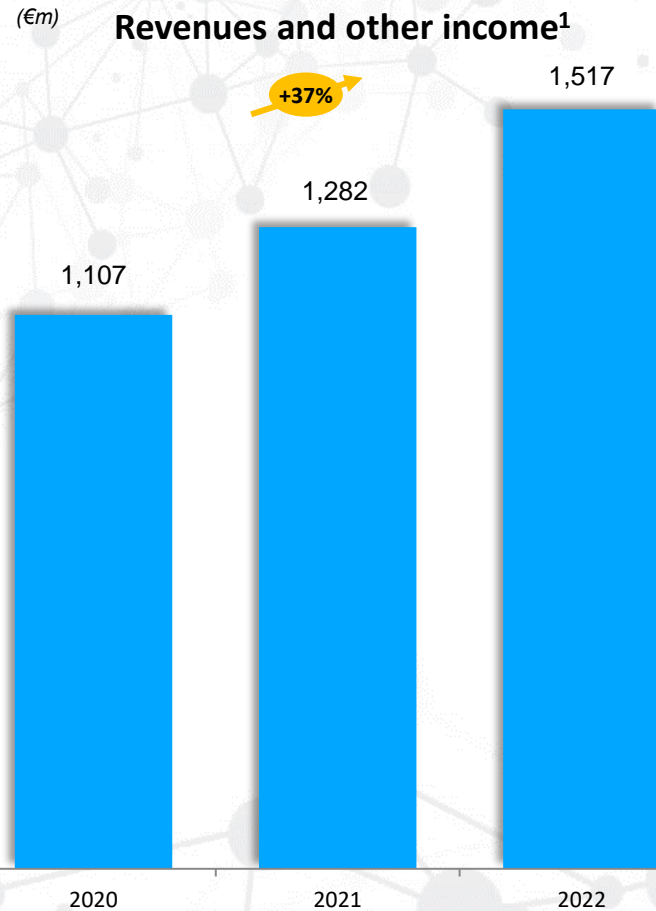
- ✓ Cross-sell mobile
- ✓ Drive penetration
- ✓ Economies of scale

M&A

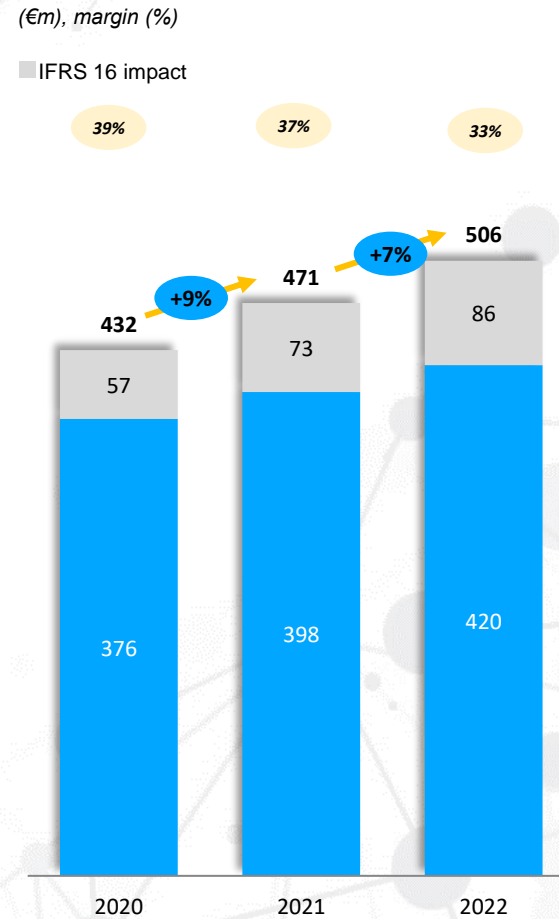
- ✓ Undertaking future acquisitions on an opportunistic basis

At a glance: Sustained growth profile still ongoing

Group revenue and other income

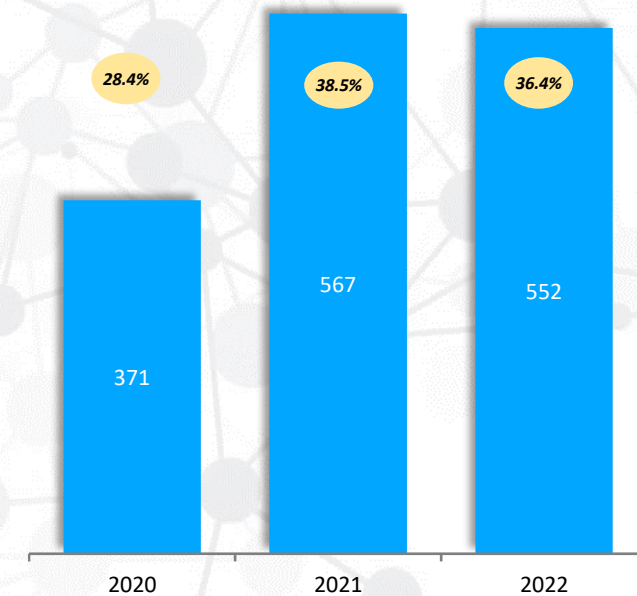


Group EBITDA & EBITDAaL³



Group capex²

- **Fiber network:** low maintenance capex and no large scale upgrades required ;
- **Mobile network** in Romania significantly upgraded
- Significant portion of capex is discretionary in nature



1. Continuing operations.
 2. The figures contains Hungarian operations.
 3. EBITDAaL stands for Earnings Before Interest, Taxes, Depreciation, Amortisation and after leases.

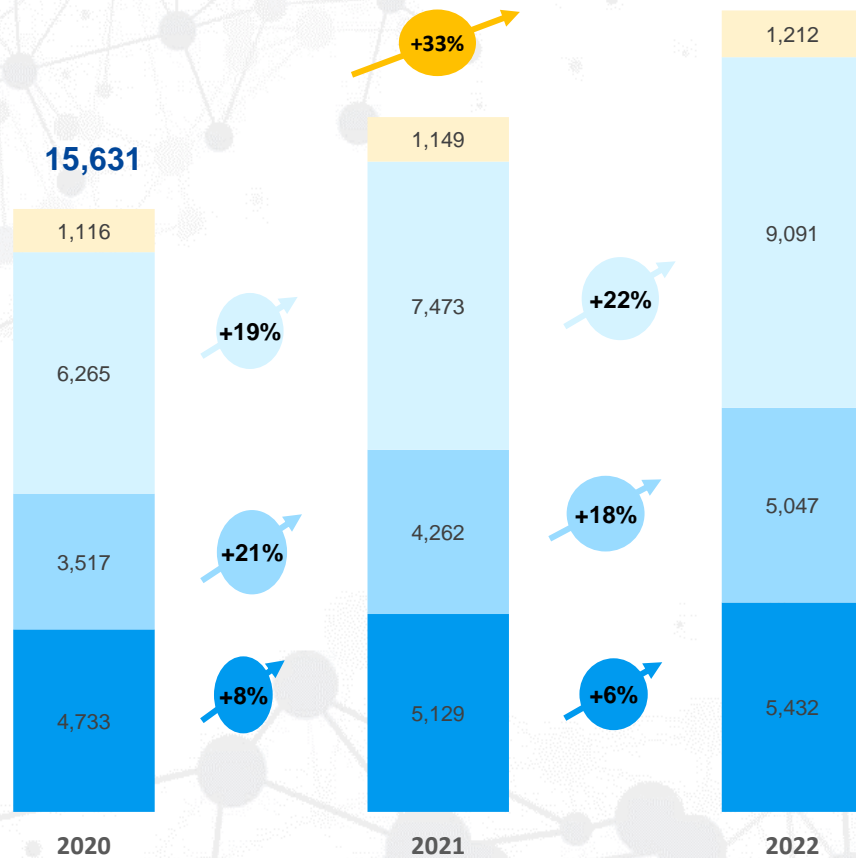


At a glance: Sustained growth profile still ongoing

RGU¹s

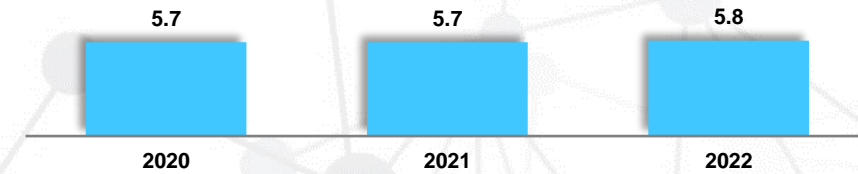
RGU (thousand)

20,782

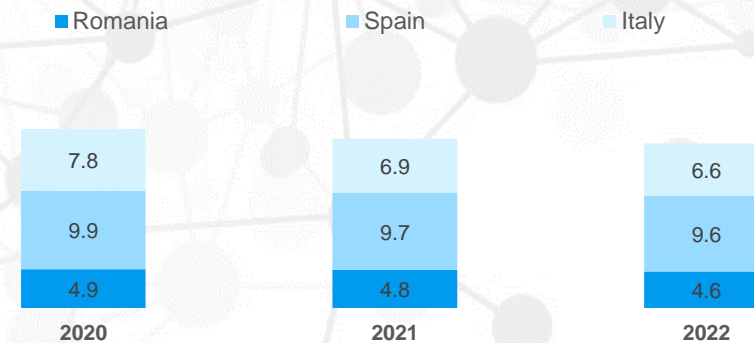


ARPU's

Group total²



Per territory



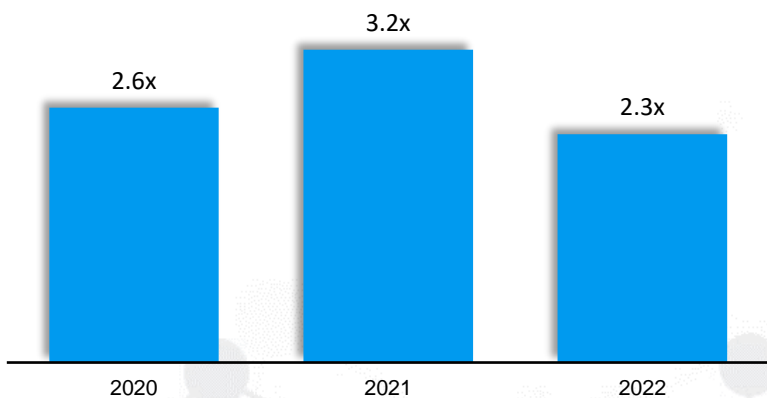
■ Pay TV ■ Fixed Internet ■ Mobile telecommunication services ■ Fixed Telephony

1. Continuing operations.

2. Contains figures for Hungarian operations (in 2021 and 2020).

...backed by a prudent capital structure

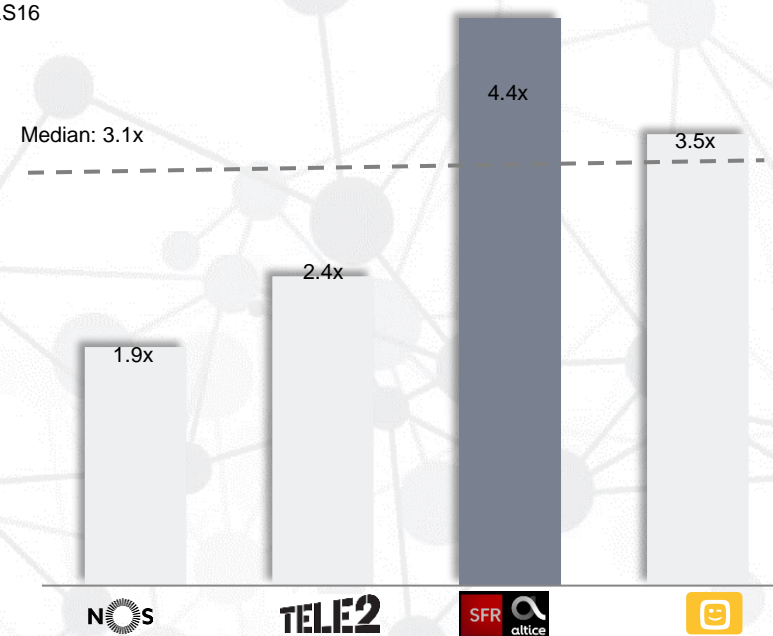
Group net debt^{1,3} to adjusted EBITDA²



Peer net debt to adj. EBITDA⁴

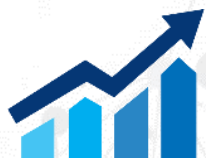
As of Q3 2022 reported numbers

■ Post-IFRS 16
■ Pre-IFRS16





Highlights FY 2022



Continuous Growth Profile



Group

REVENUES +18%

EUR 1.5 billion group consolidated Revenues and other income
(+9% Q4 2022 vs Q4 2021)

RGU +15%

RGU YoY increase up to **20.8 million**
+2.8 million RGU FY22/FY21

EBITDAaL +6%

EUR 420.3 million



Romania

RGU +10%

Pay-TV: 5.4 million RGU (+6% YoY)
Mobile: 4.9 million RGU (+18% YoY)
Internet: 4.2 million RGU (+11% YoY)



Spain

RGU +36%

Mobile: 3.8 million RGU (+28% YoY)
Fixed: 1.1 million RGU (+74% YoY)



Market Leader in Romania

Romanian market shares

Pay-TV¹

Fixed internet and data

Fixed-line telephony

Mobile

Multiple - play

67%
64%
45%
19%
✓

 vodafone	 orange™	 Telekom Romania	Other
11%	15%	-	6%
12%	21%	-	2%
17%	37%	-	0%
29%	36%	12%	0%
✓	✓	✗	✓

Notes: Market shares as of Jun-2022; 1. Market shares include all Pay-TV technologies (including but not limited to Cable TV and DTH);

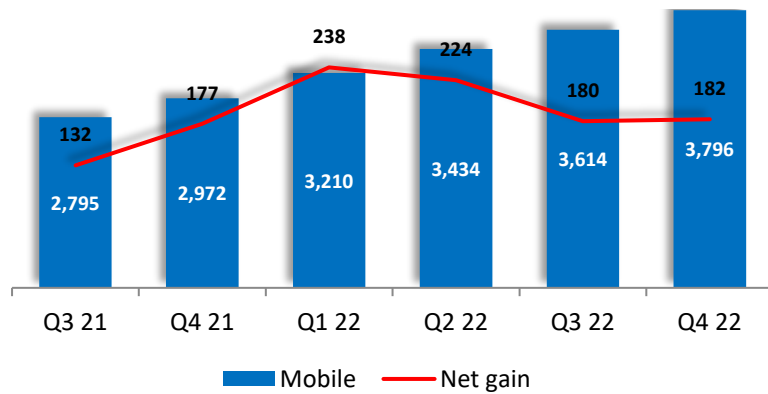
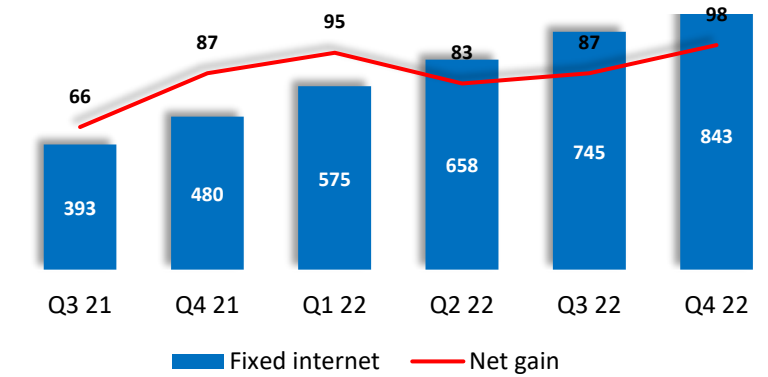
Source: Company data; Company estimates; ANCOM; Peer reporting.



Strong sustained commercial success in Spain

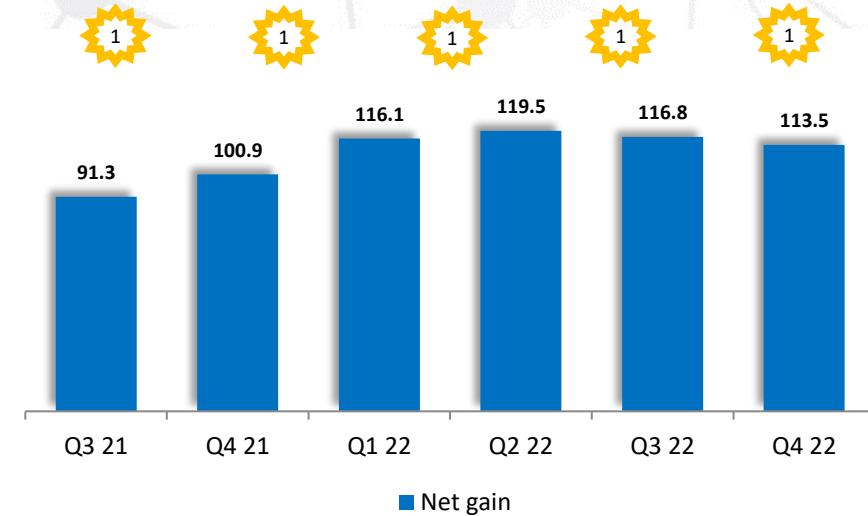
RGUs


RGU ('000)



Mobile Portability

RGUs('000)



 Quarterly market position based on net mobile portability gain



Well invested fixed line network in Romania and investment cycle in progress in Spain

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
- **~9.1 m¹ homes passed, covering all major cities** and certain rural areas (95% dwellings covered)
- **> 99.9%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



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
- Leader XGSPON in Spain, present in 27 provinces
- OOKLA award for two years in a row for the fastest internet

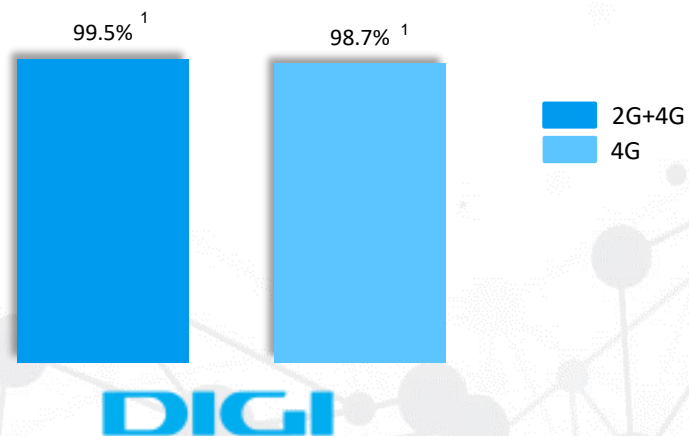




Mobile network in expansion

Newly built own mobile network, coverage increasing in Romania 

- **~7,400 base stations** (approximately 99% of which are 4G)
- **Dense fiber network ideal for potential future small cell 5G rollout**
- **Efficient set-up with synergistic use of fiber network**



Notes: 1. Different from ANCOM's calculations based on their criteria; refers only to Romania mobile network (31 December 2022).



Contact

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