

The 4iG GROUP Story

HTE INFOKOM

7 November, 2023

AGENDA

1

4iG AT A GLANCE

2

ACHIEVEMENTS

3

FURTHER GROWTH OPPORTUNITIES



1

4iG AT A GLANCE



4IG'S UNIQUE CEE IT-TELCO MARKET CONSOLIDATION STORY

UNLOCKING VALUE THROUGH DYNAMIC BUSINESS MODEL AND MARKET CONSOLIDATION

PLAYBOOK

UNPRECEDENTED TOP LINE GROWTH

- Exceptional top line growth – 42x in revenue & 216x in EBITDA between 2018-2022
- New regional ICT champion created via market-shaping M&A transactions (over HUF ~1,100 bn combined value)

CRITICAL BASE BUILT VIA MARKET CONSOLIDATIONS

- Market leader (#1 player) in ICT, broadcast and #2 in TelCo in Hungary;
- Market leader in Albania and Montenegro

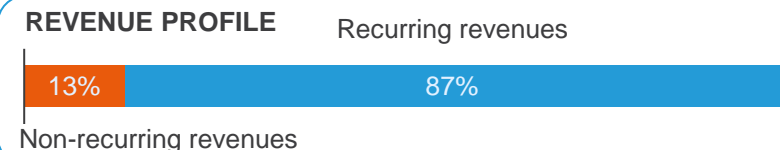
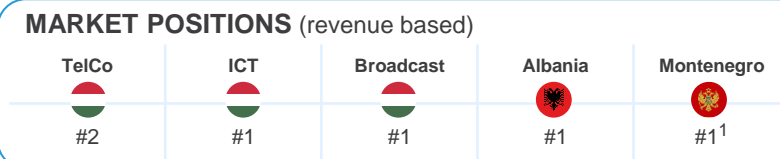
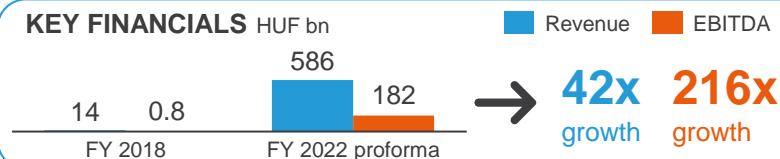
DYNAMIC BUSINESS MODEL

- Expanding service portfolio with constant growth in recurring revenues – 15+ acquisitions executed in 2020-2023
- Extending IT/SI business reach to global markets via JV with Rheinmetall
- Position in midstream satellite market via strategic investment in Spacecom

TREMENDOUS IN-MARKET CONSOLIDATION SYNERGY POTENTIAL

- Strong financial profile with tangible OPEX and CAPEX synergies originating from telco asset portfolio
- Cross selling and upselling opportunities between ICT and telco
- Unlocking portfolio value via monetization in Fiber + Tower assets

PROOF POINTS



1) In mobile market

Note: Financials based on IFRS reports and IFRS proforma reports

Source: company information

4iG'S UNPRECEDENTED GROWTH THROUGH EXTENSIVE M&A TRACK RECORD



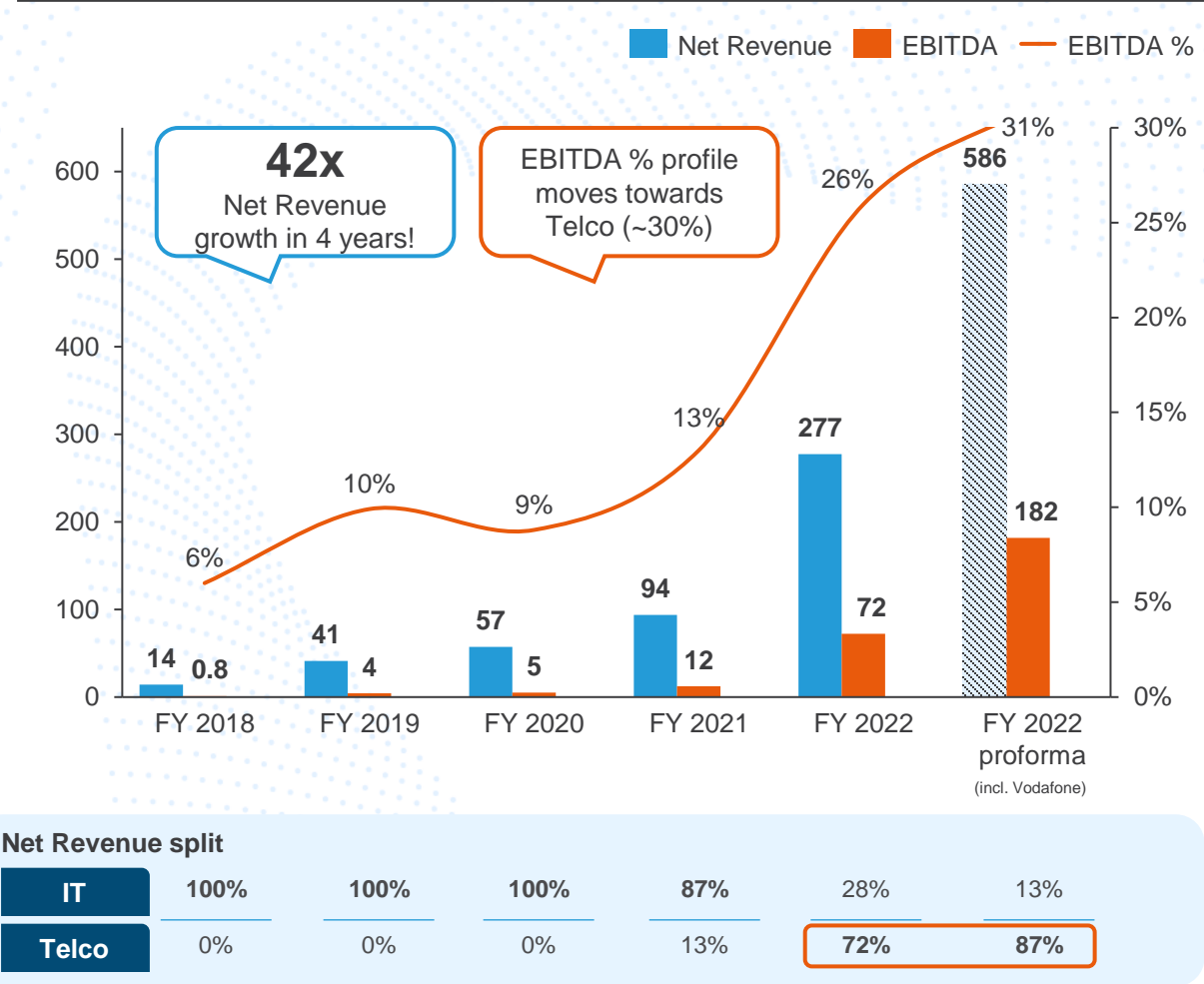
4iG M&A TRACK RECORD

(over HUF ~1,100 bn combined value)

Year	Company	Ownership %	Sector	Country
2023	vodafone HU	70.5 %	B2C Telco	
2023	SPACECOM	20 %	Space & Satellite	
2022	BRSK	75 %	Broadcasting & Content	
2022	INNOBYTE	100 %	ICT	
2022	antenna HUNGARIA	76.78 %	Broadcasting & Content	
2022	ALBtelecom + One	96.4 %	B2C Telco	
2022	DIGI	100 %	B2C Telco	
2021	POLI COMPUTER	100 %	ICT	
2021	ICE NETWORK	70 %	ICT	
2021	invitech	100 %	B2B Telco	
2021	telenor	100 %	B2C Telco	
2020	CARPATHIASAT	95 %	Space & Satellite	
2020	DIGITAL HUNGARY	100 %	Space & Satellite	
2020	DIGITAL HUNGARY	100 %	ICT	
2020	INNOBYTE	70 %	ICT	

EVOLUTION OF NET REVENUE, EBITDA

2018-2022, HUF bn



Note: Financials based on IFRS reports and IFRS proforma reports.
Source: company information

ROBUST FUNDAMENTALS IN ATTRACTIVE BUSINESSES ACROSS REGIONS

2022 PROFORMA FIGURES



Revenue

HUF 586 bn



EBITDA & margin

HUF 182 bn – 31%



Infrastructure

Fixed: 1.9 mn FTTH HPs
Mobile: 900+ towers



HUNGARY

Leading TelCo (fixed+mobile)
& ICT player & Satellite infra owner

Population

9.7 mn

Revenue split

87%

Market shares

#1 in ICT and #2 in TelCo

Infrastructure

Fixed: 1.7 mn FTTH HPs
Satellite: 20% share in Spacecom

Portfolio assets



ALBANIA

Leading TelCo (fixed+mobile) player

2.9 mn

9%

#1 in TelCo

Fixed: 0.2 mn FTTH HPs
Mobile : 646 towers



MONTENEGRO

Leading TelCo (mobile-only) player

0.6 mn

4%

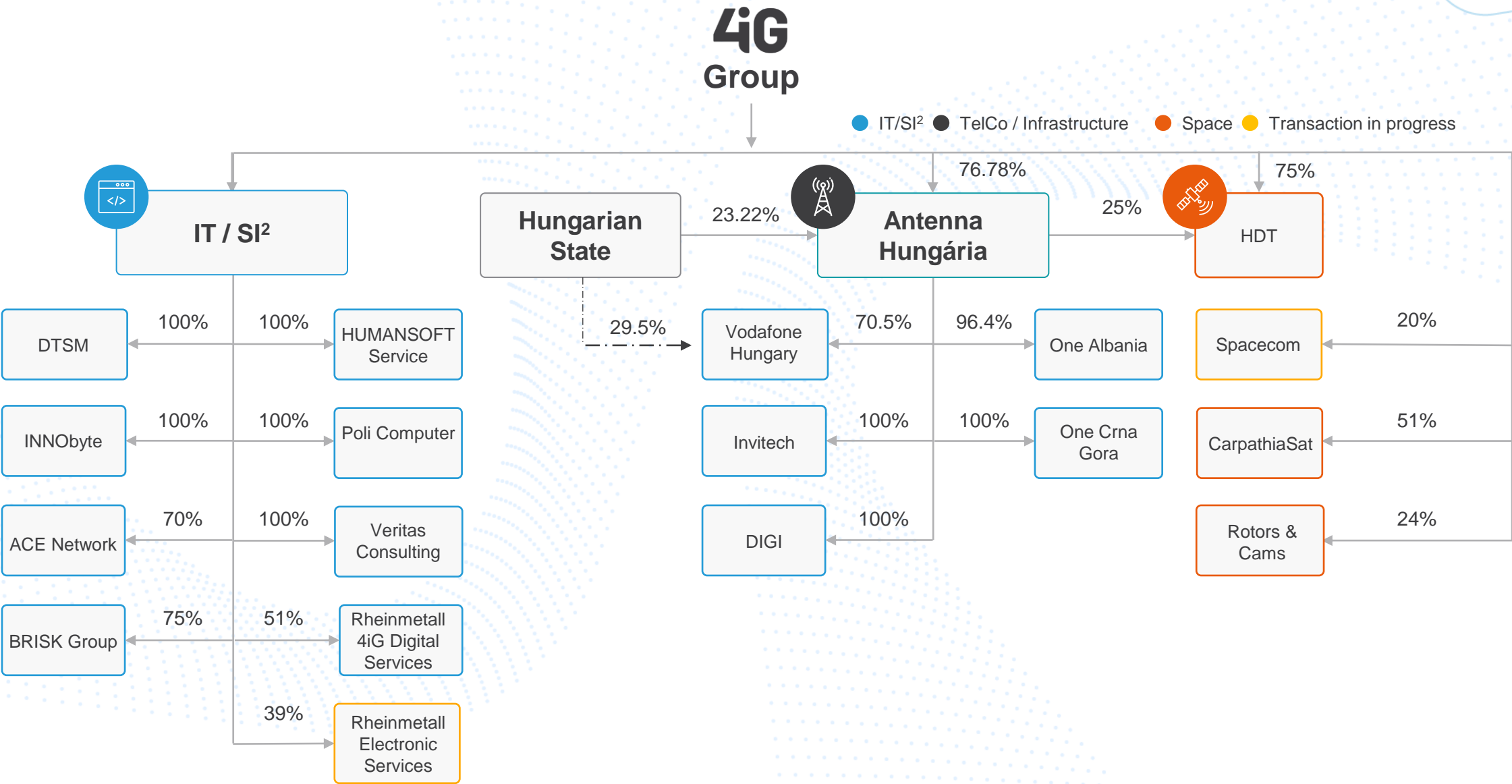
#1 in Mobile

Mobile : 261 towers



CURRENT CORPORATE STRUCTURE OF 4IG GROUP

The Group covers the entire ICT¹ value chain



1) ICT: Information and communication technologies; 2) System integration

2

ACHIEVEMENTS



B2C MASS MARKET - VODAFONE HUNGARY, DIGI

COST-EFFECTIVE SEPARATION FROM THE PARENT COMPANY AT VF, DIVESTMENT OF OVERLAPPING TOWER PORTFOLIO

4G



VF: Commercial achievements



Significant improvements in CX:
Brand's perception rose to the second place in both mobile and fixed



Cost-effective separation from Vodafone Group



Digi: Commercial achievements



Sale of 2500 towers
(inc. real estate, active, passive equip.) + usage rights of the 1800 MHz frequency range



200,000 subscribers successfully migrated to VF's infrastructure

IT / SI & BROADER ICT PORTFOLIO

SUCCESSFUL NATIONWIDE PROJECTS & LEADING MANAGED SERVICE PORTFOLIO



IT: Commercial achievements



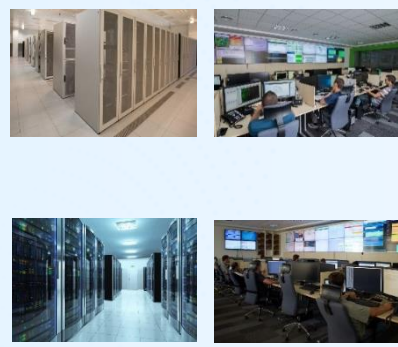
- Gondosóra program**
- Free of charge welfare service for individuals aged 65+
 - Modern emergency call device with nationwide coverage, linked to a remote monitoring and dispatch center
 - Over 220,000 delivered



- Integrated Financial Management System**
- Solution designed to oversee the state budget
 - Master Data Management, DWH (Data Warehouse), Enterprise Service Bus, the SAP budget support module, and the account management system
 - 2 years project executed



ICT: Commercial achievements



- Connectivity - Wholesale
- Colocation, Tier 3 data center, and cloud-based services
- IT security and other services



- Invitech service portfolio**
- B2B offerings from collocation to cloud-based connectivity and IT security services
 - Tier-3 data center
 - Wide range of client portfolio (covering all key sectors)



BROADCAST-RELATED COMMERCIAL ACHIEVEMENTS



- 2022 FINA Aquatics World Championships enables **global opportunities**
- Prominent recent projects: **Budapest World Athletics Championships, UEFA U21 European Championship, Tour de Hongrie, and UEFA Europa League final**
- Signif. future opportunities: **2024 Paris Olympics, 2024 FINA Aquatics World Championships (Doha)**



- Recent high-profile public event productions: **papal visit, P-Mobil concert** (Papp László Sports Arena)

WESTERN BALKAN ACHIEVEMENTS

SUCCESSFUL INTEGRATION & 5G TRAJECTORY INVESTMENTS PAVE THE WAY FORWARD

4G



Albanian achievements



- ✓ Full mobile migration
- ✓ Successful migration of 250k ALBTelecom customers to ONE
- ✓ Successful switch of support systems (SAP 2 BOSS)
- ✓ New ONE brand launched in March 2023



Albania's leading FMC provider with notable uplift in fin. performance



Montenegrin achievements



- ✓ PPF carve-out successfully executed
- ✓ Rebranded in only 3 months
- ✓ Successful spectrum investments in 2021-2022 (5G pioneer bands)
- ✓ Strongest tower network (with over 400 cell sites) and best 4G mobile network performance



Montenegro's leading mobile-only provider

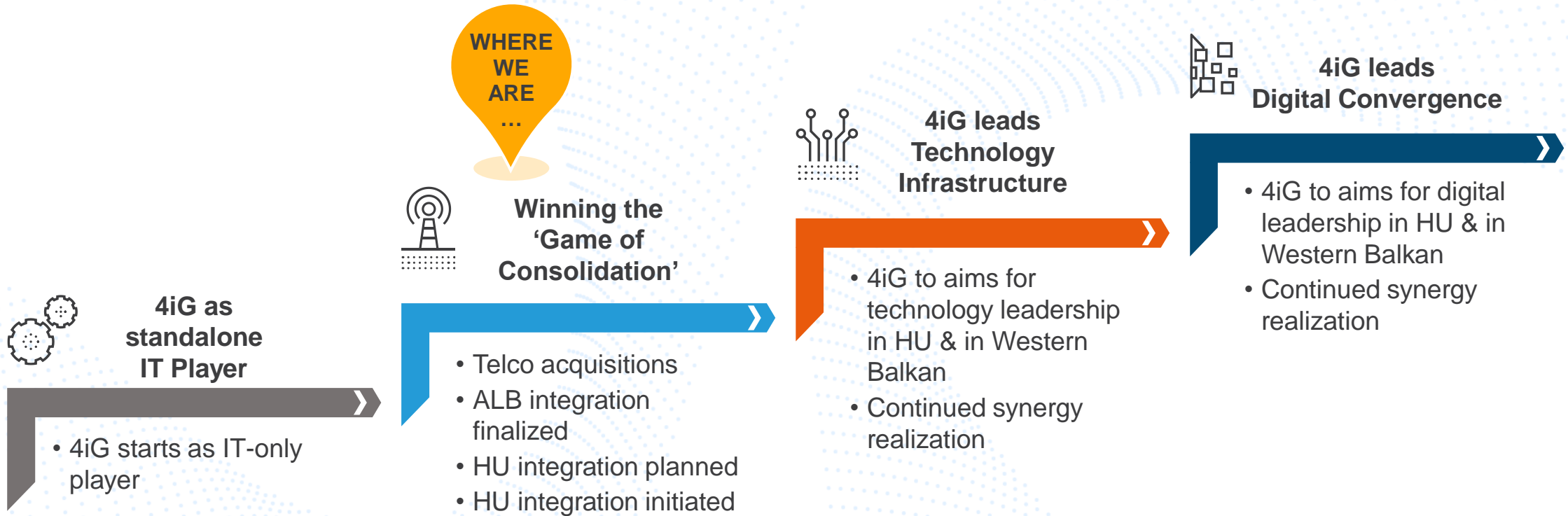
3

FURTHER GROWTH OPPORTUNITIES

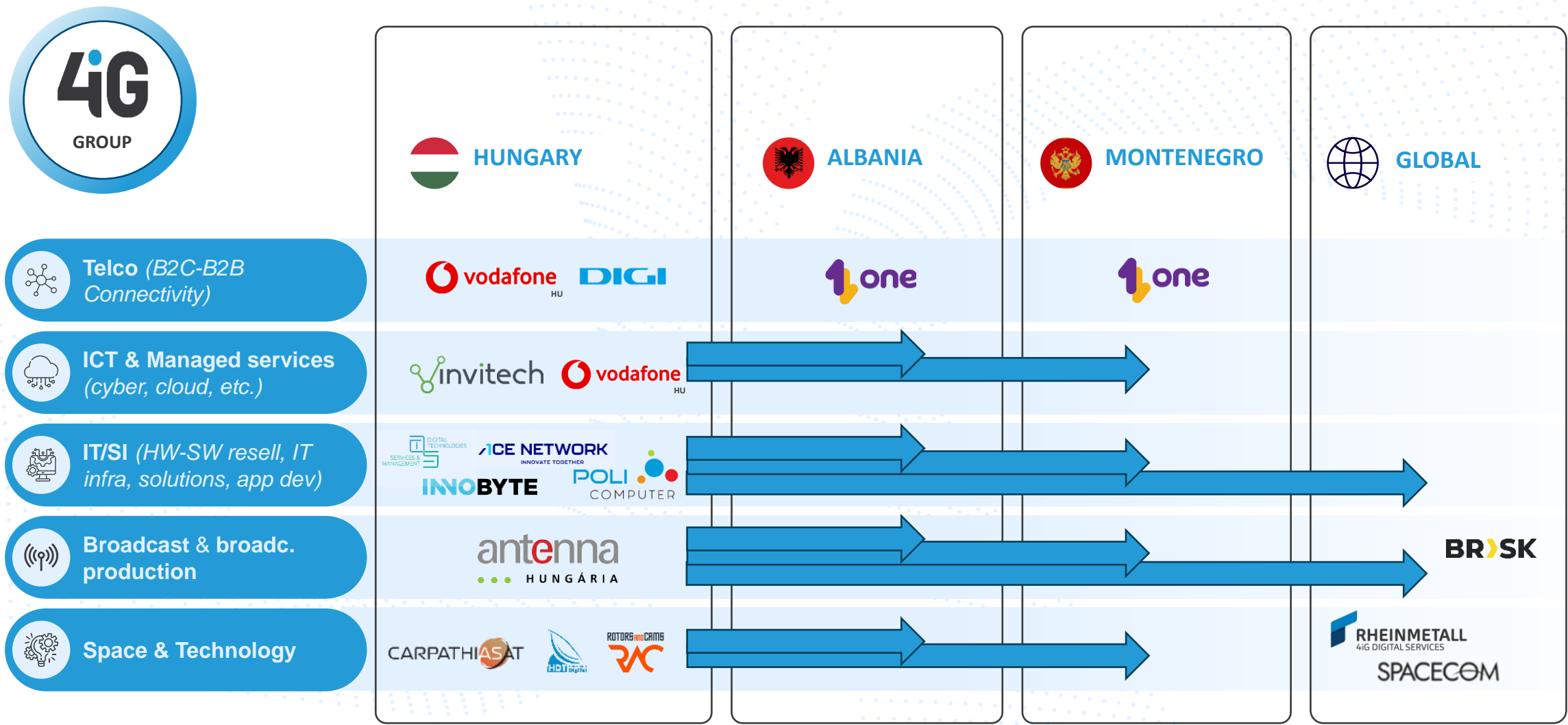


AMBITIOUS GROWTH STRATEGY GOING FORWARD

WE AIM TO GROW TO A REGIONAL LEADER IN DIGITAL TECHNOLOGY AND CONVERGENCE



CONSCIOUS DEVELOPMENT OF COMPETENCES FOOTPRINT & SCOPE OF BUSINESS



Source: company information

➡ Aspired transfer of competencies across international footprint

CREATION OF A NEW INTERNATIONAL TRANSIT ROUTE

Establishing a new submarine cable route from Egypt to Albania, then extending terrestrial routes through Montenegro, Serbia, and Hungary, leveraging 4iG Group's infrastructure towards Western Europe



Memorandum of Understanding signing with TELECOM EGYPT



Key drivers

Growing data demand



- Significant congestion on transit routes, requiring the opening of new pathways

Need for diversification



- Due to network security considerations, industry players want to utilize multiple routes
- Current main entry points to Europe are primarily concentrated in Marseille and Italy

**THANK YOU FOR
YOUR ATTENTION!**