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
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

PLAYBOOK

PROOF POINTS

KEY FINANCIALS

HUF bn

Revenue EBITDA

FY 2018 FY 2022 proforma

14 0.8 586 182

42x growth 216x growth

MARKET POSITIONS (revenue based)

TelCo ICT Broadcast Albania Montenegro

#2 #1 #1 #1 #1

NPV of synergies

HUF ~350 bn + HUF ~35 bn +

in Hungary in Albania

1) In mobile market
Note: Financials based on IFRS reports and IFRS proforma reports
Source: company information
4G'S UNPRECEDENTED GROWTH THROUGH EXTENSIVE M&A TRACK RECORD

4iG M&A TRACK RECORD
(over HUF ~1,100 bn combined value)

<table>
<thead>
<tr>
<th>Year</th>
<th>Company</th>
<th>Ownership %</th>
<th>Sector</th>
<th>Country</th>
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<tbody>
<tr>
<td>2023</td>
<td>vodafone</td>
<td>70.5 %</td>
<td>B2C Telco</td>
<td>HU</td>
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<tr>
<td>2023</td>
<td>SPACECOM</td>
<td>20 %</td>
<td>Space &amp; Satellite</td>
<td></td>
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<tr>
<td>2022</td>
<td>BRISTEK</td>
<td>75 %</td>
<td>Broadcasting &amp; Content</td>
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<tr>
<td>2022</td>
<td>INOBYTE</td>
<td>100 %</td>
<td>ICT</td>
<td></td>
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<tr>
<td>2022</td>
<td>antenno</td>
<td>76.78 %</td>
<td>Broadcasting &amp; Content</td>
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<tr>
<td>2022</td>
<td>multiplexon + One</td>
<td>96.4 %</td>
<td>B2C Telco</td>
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<tr>
<td>2022</td>
<td>Digi</td>
<td>100 %</td>
<td>B2C Telco</td>
<td></td>
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<tr>
<td>2021</td>
<td>POLIS</td>
<td>100 %</td>
<td>ICT</td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>ACE NETWORK</td>
<td>70 %</td>
<td>ICT</td>
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</tr>
<tr>
<td>2021</td>
<td>invitech</td>
<td>100 %</td>
<td>B2B Telco</td>
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<tr>
<td>2021</td>
<td>telenor</td>
<td>100 %</td>
<td>B2C Telco</td>
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<tr>
<td>2020</td>
<td>CARPSTAFF</td>
<td>95 %</td>
<td>Space &amp; Satellite</td>
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<tr>
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<td>Space &amp; Satellite</td>
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<tr>
<td>2020</td>
<td>INOBYTE</td>
<td>100 %</td>
<td>ICT</td>
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Note: Financials based on IFRS reports and IFRS proforma reports.
Source: company information

EVOLUTION OF NET REVENUE, EBITDA
2018-2022, HUF bn

42x
Net Revenue growth in 4 years!

EBITDA % profile moves towards Telco (~30%)

Net Revenue split

<table>
<thead>
<tr>
<th></th>
<th>IT</th>
<th>Telco</th>
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<tr>
<td>FY 2018</td>
<td>100%</td>
<td>0%</td>
</tr>
<tr>
<td>FY 2019</td>
<td>100%</td>
<td>0%</td>
</tr>
<tr>
<td>FY 2020</td>
<td>100%</td>
<td>0%</td>
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<tr>
<td>FY 2021</td>
<td>87%</td>
<td>13%</td>
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<tr>
<td>FY 2022</td>
<td>28%</td>
<td>72%</td>
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<tr>
<td>FY 2022</td>
<td>13%</td>
<td>87%</td>
</tr>
<tr>
<td>FY 2022</td>
<td>31%</td>
<td>69%</td>
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ROBUST FUNDAMENTALS IN ATTRACTIVE BUSINESSES ACROSS REGIONS
2022 PROFORMA FIGURES

HUNGARY
Leading TelCo (fixed+mobile) & ICT player & Satellite infra owner
- Population: 9.7 mn
- Revenue split: 87%
- #1 in ICT and #2 in TelCo
- Infrastructure: Fixed: 1.7 mn FTTH HPs, Satellite: 20% share in Spacecom

ALBANIA
Leading TelCo (fixed+mobile) player
- Population: 2.9 mn
- Revenue split: 9%
- #1 in TelCo
- Infrastructure: Fixed: 0.2 mn FTTH HPs, Mobile: 646 towers

MONTENEGRO
Leading TelCo (mobile-only) player
- Population: 0.6 mn
- Revenue split: 4%
- #1 in Mobile
- Infrastructure: Mobile: 261 towers

Note: Financials based on IFRS reports and IFRS proforma reports; population based on IMF World Economic Outlook – April 2023.
Source: company information
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

VF: Commercial achievements

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

Digi: Commercial achievements

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

Source: company information

Cost-effective separation from Vodafone Group

200,000 subscribers successfully migrated to VF’s infrastructure
**IT / SI & BROADER ICT PORTFOLIO**

**SUCCESSFUL NATIONWIDE PROJECTS & LEADING MANAGED SERVICE PORTFOLIO**

### 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

### Connectivity - Wholesale
- Colocation, Tier 3 data center, and cloud-based 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)

Source: company information
ANTENNA HUNGÁRIA
BROADCASTING OF GLOBALLY SIGNIFICANT SPORTING EVENTS AND FULFILLING INTERNATIONAL ORDERS

- 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)

Source: company information
WESTERN BALKAN ACHIEVEMENTS
SUCCESSFUL INTEGRATION & 5G TRAJECTORY INVESTMENTS PAVE THE WAY FORWARD

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

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

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

Montenegro’s leading mobile-only provider

Source: company information
3
FURTHER GROWTH OPPORTUNITIES
AMBITIOUS GROWTH STRATEGY GOING FORWARD
WE AIM TO GROW TO A REGIONAL LEADER IN DIGITAL TECHNOLOGY AND CONVERGENCE

WHERE WE ARE …

Winning the ‘Game of Consolidation’

- Telco acquisitions
- ALB integration finalized
- HU integration planned
- HU integration initiated

4iG as standalone IT Player

- 4iG starts as IT-only player

4iG leads Technology Infrastructure

- 4iG to aims for technology leadership in HU & in Western Balkan
- Continued synergy realization

4iG leads Digital Convergence

- 4iG to aims for digital leadership in HU & in Western Balkan
- Continued synergy realization

Source: company information
## CONSCIOUS DEVELOPMENT OF COMPETENCES
### FOOTPRINT & SCOPE OF BUSINESS

### Aspired transfer of competencies across international footprint

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<thead>
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<table>
<thead>
<tr>
<th>Global</th>
<th>Montenegro</th>
<th>Albania</th>
<th>Hungary</th>
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- **Telco (B2C-B2B Connectivity)**
- **ICT & Managed services (cyber, cloud, etc.)**
- **IT/SI (HW-SW resell, IT infra, solutions, app dev)**
- **Broadcast & broadc. production**
- **Space & Technology**
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

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

Memorandum of Understanding signing with TELECOM EGYPT

Source: company information
THANK YOU FOR YOUR ATTENTION!