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The background of the slide is a vibrant, abstract digital landscape. It features a grid of glowing blue and orange lines, with numerous bright, starburst-like light effects scattered throughout. The overall color palette is dominated by deep blues and bright oranges, creating a high-tech, futuristic atmosphere. The text is centered and rendered in a clean, white, sans-serif font.

4iG

INVESTOR PRESENTATION Q1 2023 RESULTS

1 JUNE 2023

Q1 2023 RESULTS (UNAUDITED)

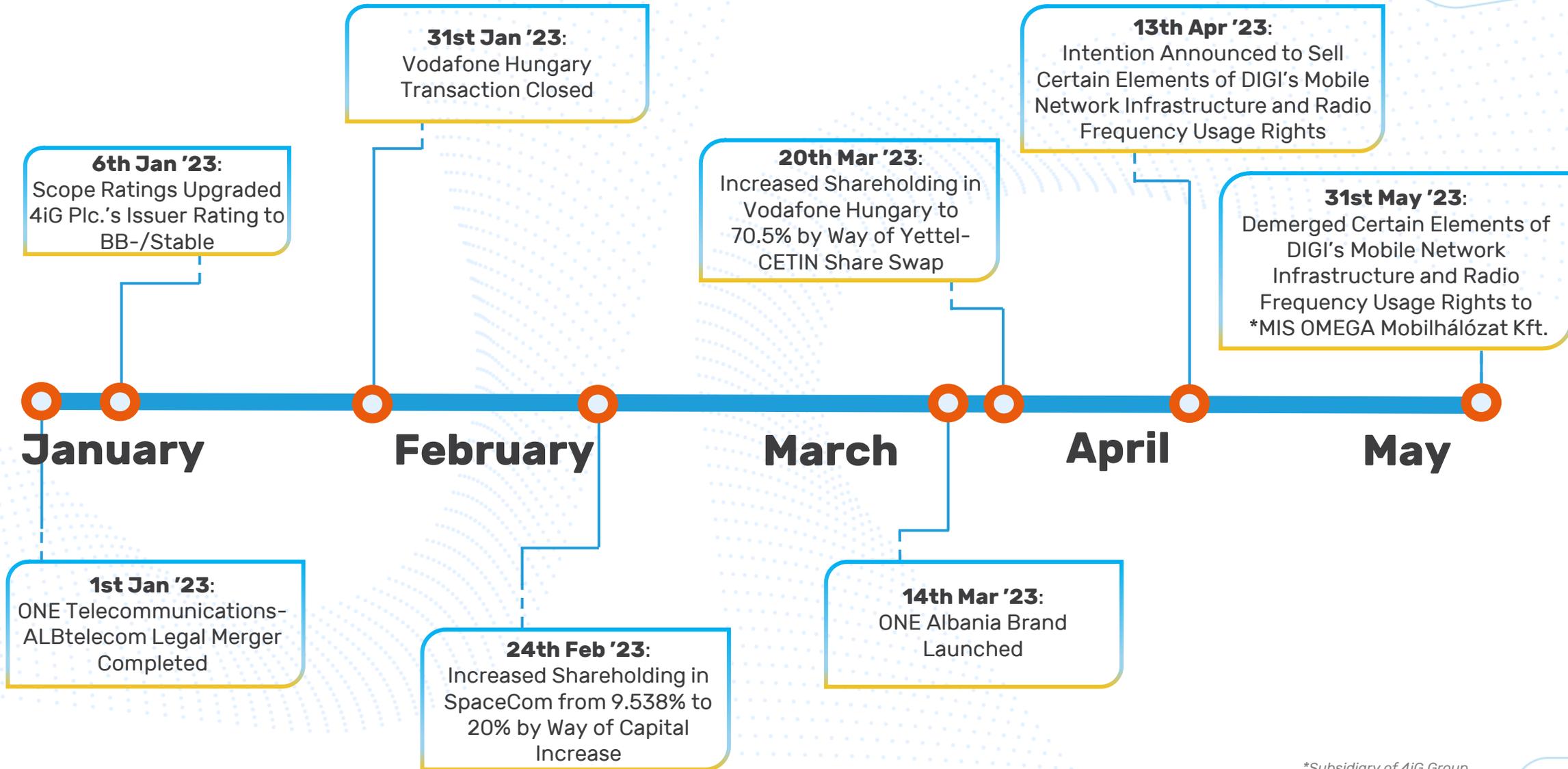
2023 KEY EVENTS TO DATE



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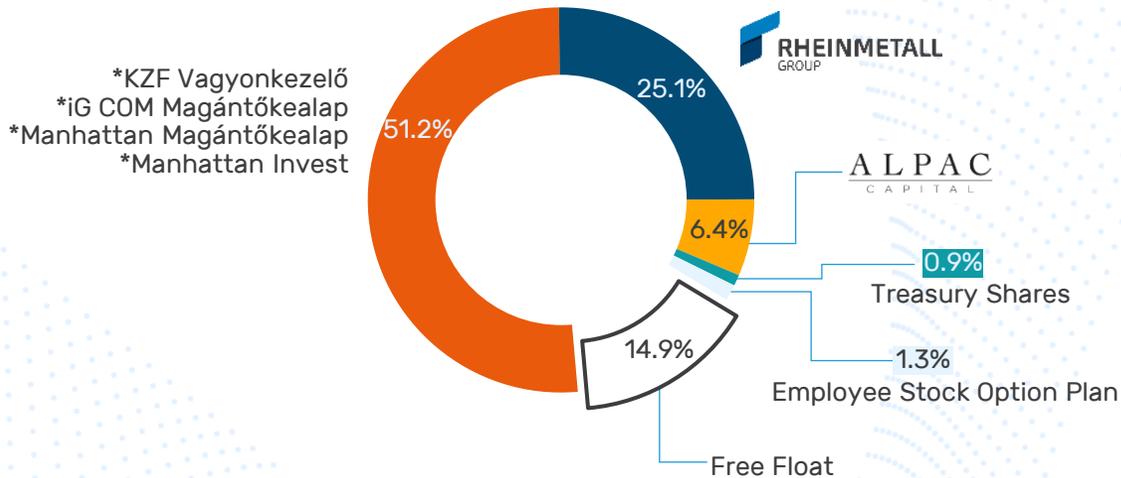


*Subsidiary of 4iG Group

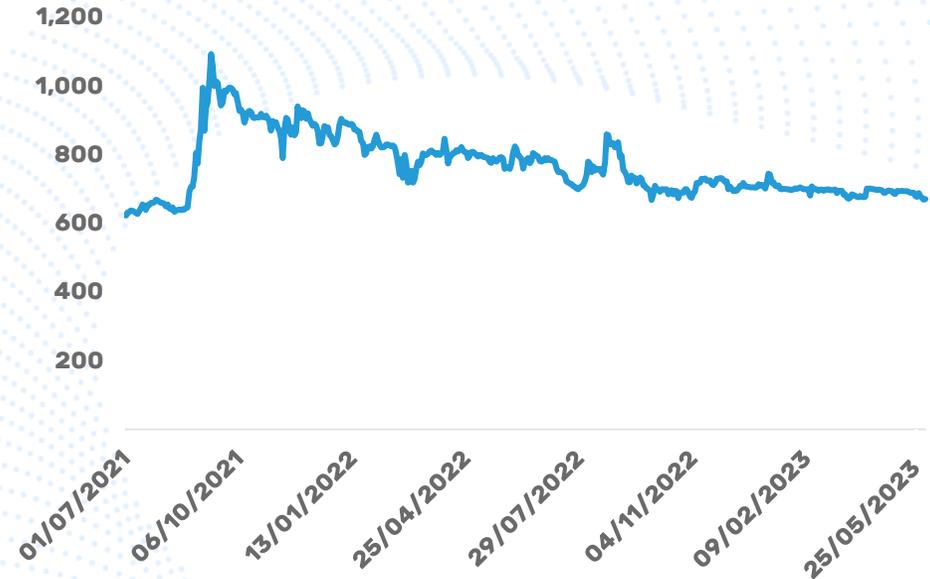
CURRENT SHAREHOLDER INFORMATION



KEY SHAREHOLDERS AS OF 31ST MAR 2023



SHARE PRICE PERFORMANCE (HUF)



4iG is part of The Austrian Wiener Börse region CECE Index

4iG Market Cap
(25th May 2023)
HUF 200 Bn

BÉT
PRIME MARKET
Listed on the Prime Market of the Budapest Stock Exchange

*Gellért Jászai's direct control
Source: BÉT

FINANCIALS: Q1 2023 REPORTED



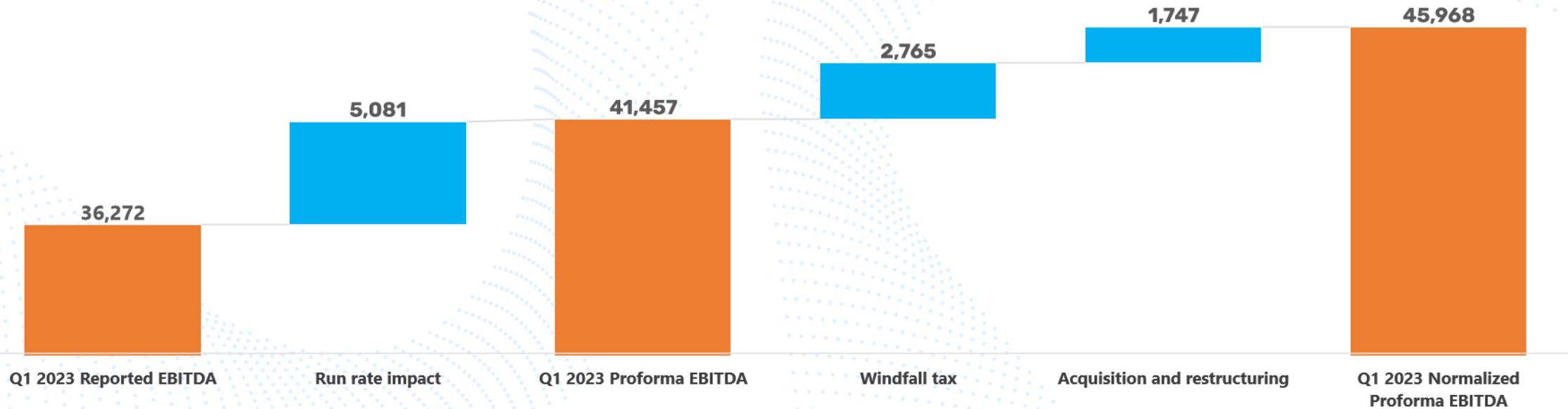
4iG Group (HUF Mn)	Q1 2022 (modified)	Q1 2023	% change
Net Revenues	48,945	115,178	135%
Other operating income	20,035	4,041	-80%
Total income	68,980	119,219	73%
Cost of Goods and Services Sold	-19,682	-33,075	68%
Operating expenses	-7,558	-24,059	218%
Personnel expenses	-10,687	-19,274	80%
Other operating expenses	-15,351	-6,539	-57%
Operating costs	-53,278	-82,947	56%
EBITDA	15,702	36,272	131%
EBITDA margin	22.8%	30.4%	
Depreciation and amortisation	-12,517	-32,602	160%
EBIT	3,185	3,670	15%
Financial income	4,885	14,103	189%
Financial expenses	-6,020	-19,031	216%
Profit before taxes (PBT)	2,050	-1,258	-161%
Income taxes	-1,241	85	-107%
Profit / Loss after Tax	809	-1,173	-245%

- The Group has experienced a substantial growth in revenues and EBITDA, primarily driven by **inorganic expansion** through successful acquisitions, efficient **price increase** implementations, stringent **cost controls**, and **organic growth of the Western Balkans operations**, fueled by pre-to-post migration and value strategy.
- The Group's HUF 1.17 billion negative net profit in Q1 2023 is primarily attributable to the **non-cash depreciation, amortisation and deferred tax** related to acquisitions in the previous period, and **non-cash items related to leased assets** (depreciation and interest expense), ensuring adherence to International Financial Reporting Standards.
- In addition to the aforementioned unfavorable factors, the Group registered a **significant unrealized foreign exchange gain**, a result of the favorable foreign exchange rates during the reviewed period.

FINANCIALS: Q1 2023 NORMALIZED PROFORMA EBITDA BRIDGE



Q1 2023 Normalized Proforma EBITDA Bridge
(HUF Mn)



Note:

-proforma means: the respective companies acquired would have been part of 4iG Group from 1st Jan 2023

-normalized means: eliminating non-recurring, extraordinary, and irregular or non-core expenses and income

BREAKDOWN BY SEGMENTS: Q1 2023

Net Revenue Split (HUF Mn)

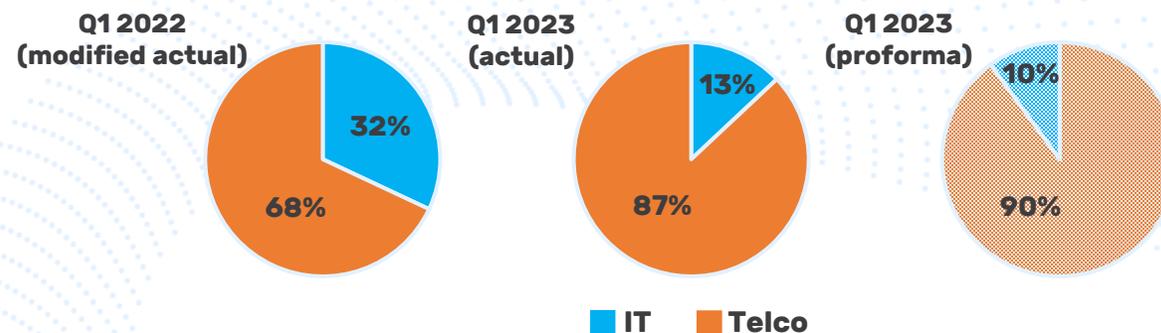
Net Revenues (HUF Mn)	Q1 2022 (modified actual)	Q1 2022 (pro forma)	Q1 2023 (actual)	Q1 2023 (pro forma)
IT	15,829	15,829	14,470	14,470
Telco	33,116	127,651	100,708	126,696
Holding*	0	0	0	0
Total	48,945	143,480	115,178	141,166

EBITDA Split (HUF Mn)

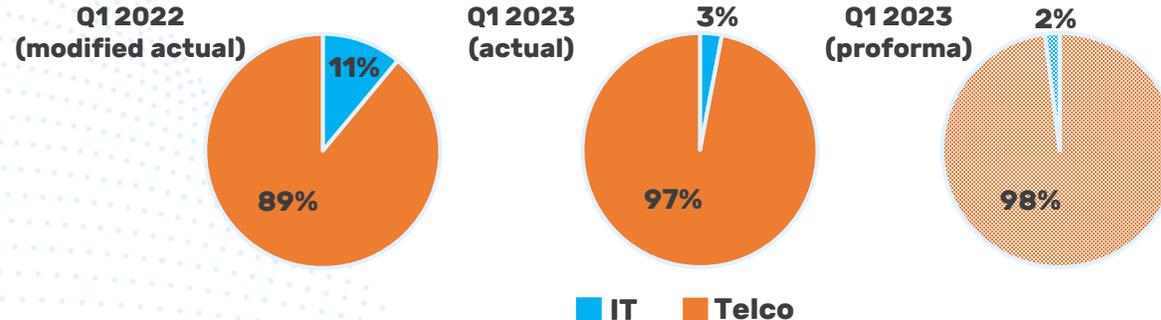
EBITDA (HUF Mn)	Q1 2022 (modified actual)	Q1 2022 (pro forma)	Q1 2023 (actual)	Q1 2023 (pro forma)
IT	1,341	1,341	1,080	1,080
Telco	11,075	44,319	37,711	42,896
Holding*	3,286	3,286	-2,519	-2,519
Total	15,702	48,947	36,272	41,457

*Holding Segment: includes expenses related to strategic and operational governance of the Group and the one-off items not allocated to the operative segment.

Net Revenue Split (% of total)



EBITDA Split (% of total)**



**Note: EBITDA impact of Holding segment is excluded from the total for EBITDA split calculation purposes displayed on the charts.

BREAKDOWN BY SEGMENTS: Q1 2023



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Hungary

- The imposition of supplementary telecom tax and rising operating costs, driven by high energy prices, inflation, and wages, had an impact on the Q1 2023 results.
- Vodafone** contributed two months to the consolidated results, and served as the main catalyst of the Group's significant inorganic growth. The primary driver of growth in B2C and B2B mobile, as well as B2C Fixed services, was the successful implementation of a price increase. Furthermore, robust revenue growth was seen in B2B IoT solutions and wholesale MVNO, further contributing to the overall results.
- Invitech's** revenue growth is driven by robust and successful sales efforts. Organic growth is supported by the acquisition of new customers, price increases, introduction of new services for existing customers, and contract renewals.
- DIGI** experienced a significant increase in operational efficiency and revenues due to successful cost savings and the implementation of price increases.
- The continuous drought in public procurement had an adverse impact on the yoy profitability of the **IT division**. As a result, the IT unit focused on resource utilization and implemented strict cost control measures.

Albania

- ONE Albania** achieved significant growth by implementing operational efficiencies and experiencing a stable increase in mobile service revenue, primarily driven by successful pre-to-post migration.
- Successful introduction of the ONE brand in Albania.
- Omnitele's benchmarking and certification identified the ONE Albania network as the „Best Mobile Network in Albania“.

Montenegro

- ONE Montenegro's** robust commercial performance is primarily attributed to the steady growth of the B2C segment and higher-than-expected sales of premium devices.
- ONE Montenegro officially received the 5G spectrum license, and the deployment of the first 5G base station operating at 3.6GHz was completed in Q1.

Q1 2023 B/S – FINANCIAL DEBT AND CAPITALISATION



FINANCIAL DEBT (31 MAR 2023)	HUF Mn
Credits & loans & bonds (long-term)	740,111
Other long-term liabilities	7,688
Financial lease liabilities (long-term)	103,015
Provisions (short & long-term)	12,315
Credits & loans (short-term)	6,592
Financial lease liabilities (short-term)	22,842
TOTAL DEBT	892,563
Cash and equivalents	31,358
NET DEBT	861,204

CAPITALISATION	as of 25 MAY 2023
Share Price (HUF)	671
Total Number of Shares	299,074,974
MARKET CAP (HUF Mn)	200,679
NET DEBT (HUF Mn) (31 MAR 2023)	861,204
ENTERPRISE VALUE (HUF Mn)	1,061,884

STRATEGIC REVIEW OF POTENTIAL INFRASTRUCTURE SEPARATION

WE ARE EVALUATING CARVE-OUT OPTIONS TO OPTIMIZE CAPITAL ALLOCATION AND BOOST FURTHER GROWTH

4G



🔍 Scope of Strategic Review

Fixed Infrastructure



Hungary



Passive Mobile Infrastructure



Albania
&
Montenegro



- Assessing potential consolidation, carve-out and monetization of own fixed infrastructure in Hungary and passive mobile infrastructure in the Western Balkans.
- Unlocking value of own infrastructure portfolio to improve asset utilization and optimize capital allocation.



Q&A

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