

4iG GROUP

THE STRATEGIC PARTNER
FOR DIGITALIZATION

Rheinmetall CMD

21 November, 2023



Gellért Jászai

***Chairman
of the Board
Majority Owner***

5 years at 4iG



Péter Fekete

Group CEO

5 years at 4iG

Agenda

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4iG AT A GLANCE

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**RHEINMETALL & 4iG COOPERATION
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1

4iG AT A GLANCE



Introduction to 4iG Group



OVERVIEW

- 4iG is a **Hungarian Infocommunications Group** listed on **Budapest Stock Exchange** and part of BUX index
- **Headquartered in Budapest** with **8,000 employees**, inc. **1,200 engineering IT professionals**

CUTTING-EDGE INFRASTRUCTURE



Total **3.1m** gigabit HHPs (o/w 1.7m fiber HHs)



Other ICT assets – data centers (2,800 sqm² – 3.3 MW power & 3.5 MW cooling) Space assets



Backbone fiber – ~**11,000 km**



Total **0.9k** Towers

3 KEY SEGMENTS



Telco & infrastructure

Building a leading TelCo group in Hungary & Western Balkans



IT / system integrator

Keeping market leader position in Hungary



Space & Technology

Leading company in Hungarian space & technology

LEADING MARKET POSITIONS ON FOOTPRINT

ICT			1
Broadcast			1
Telco			2
Albania			1
Montenegro ¹			1

4iG's unprecedented growth through extensive M&A track record



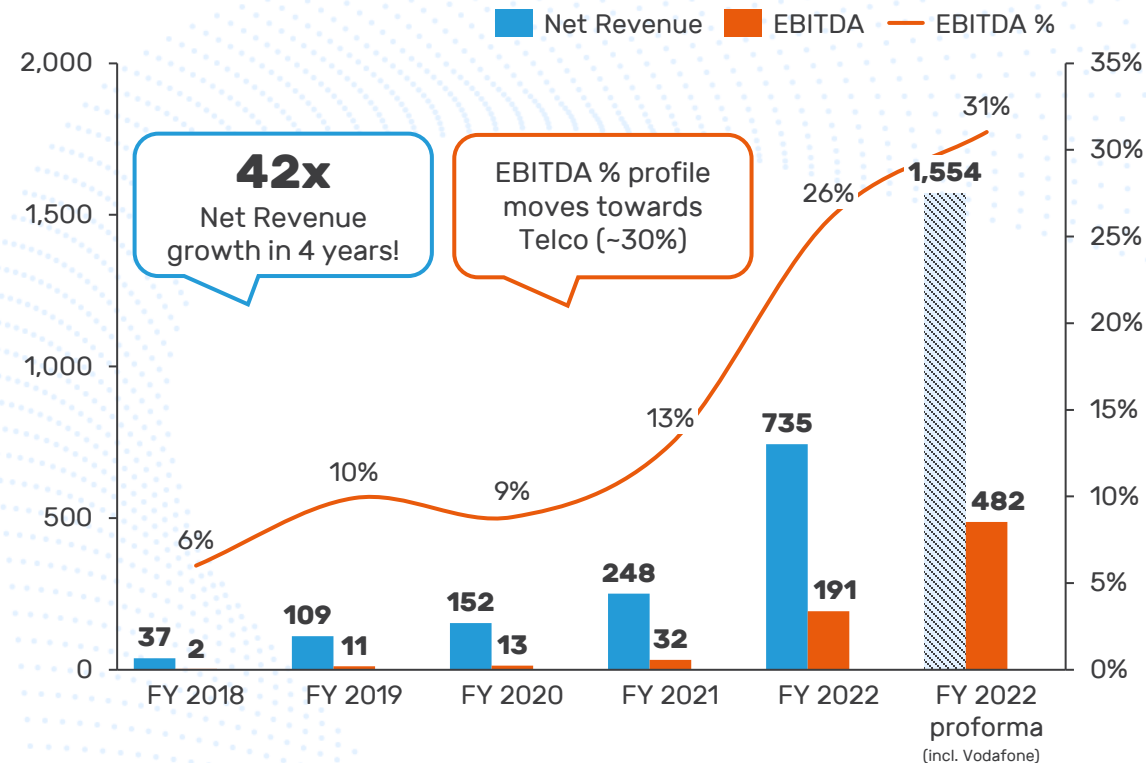
4iG M&A TRACK RECORD

(over EUR 3 bn combined value)

Year	Company	Ownership %	Sector	Country
2023	vodafone HU	70.5 %	B2C Telco	
2023	SPACECOM	20 %	Space & Satellite	
2022	BRYSK	75 %	Broadcasting & Content	
2022	INOBYTE	100 %	ICT	
2022	antenna <small>HUNGARIA</small>	76.78 %	Broadcasting & Content	
2022	+	96.4 %	B2C Telco	
2022	DIGI	100 %	B2C Telco	
2021	POLI <small>COMPUTER</small>	100 %	ICT	
2021	ACE NETWORK	70 %	ICT	
2021	invitech	100 %	B2B Telco	
2021	telenor	100 %	B2C Telco	
2020	CARPATHIASAT	95 %	Space & Satellite	
2020	MIDI <small>DIGITAL</small>	100 %	Space & Satellite	
2020	DIGITAL <small>TECHNOLOGIES</small>	100 %	ICT	
2020	INOBYTE	70 %	ICT	

EVOLUTION OF NET REVENUE, EBITDA

2018-2022, EUR mn



Net Revenue split

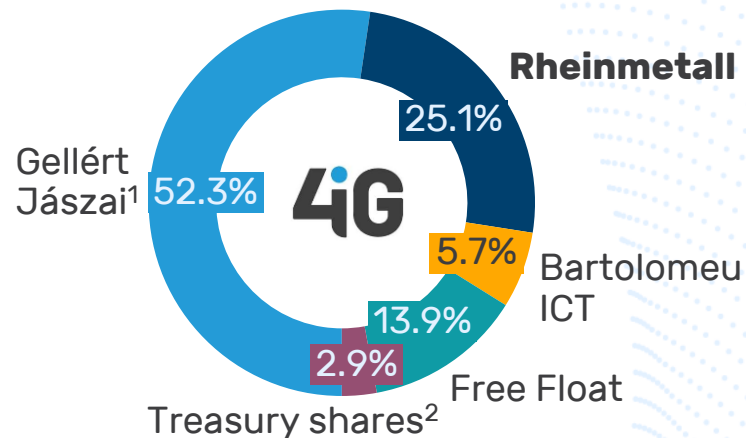
	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2022 proforma
IT	100%	100%	100%	87%	28%	13%
Telco	0%	0%	0%	13%	72%	87%

Note: Financials based on IFRS reports and IFRS proforma reports; EUR/HUF FX rate of HUF 377.05 as of 13-Nov-2023.
Source: company information

Significant share price appreciation in recent years with attractive valuation metrics



KEY SHAREHOLDERS³

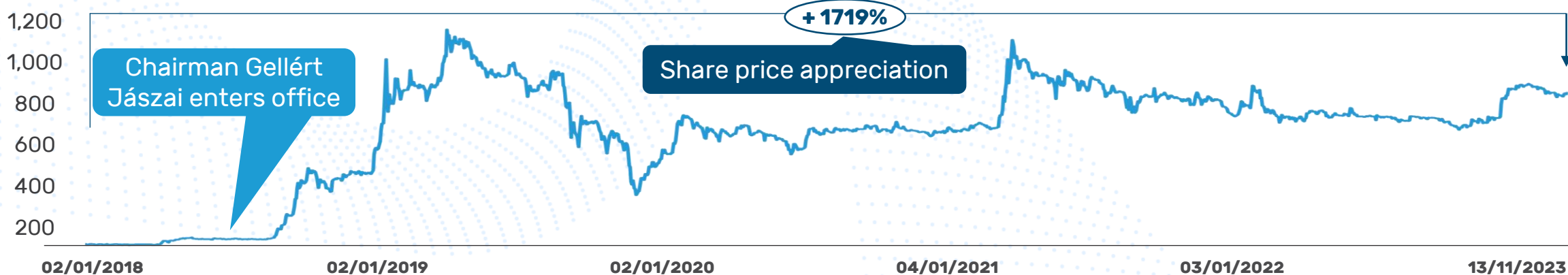


KEY VALUATION METRICS

Market capitalization ⁴	EUR 652 mn
Net debt ⁵	EUR 2.2 bn
EV	EUR 2.9 bn
EBITDA	EUR 517 mn
EV / EBITDA	5.6x

SHARE PRICE PERFORMANCE (HUF)

02.01.2018-13.11.2023

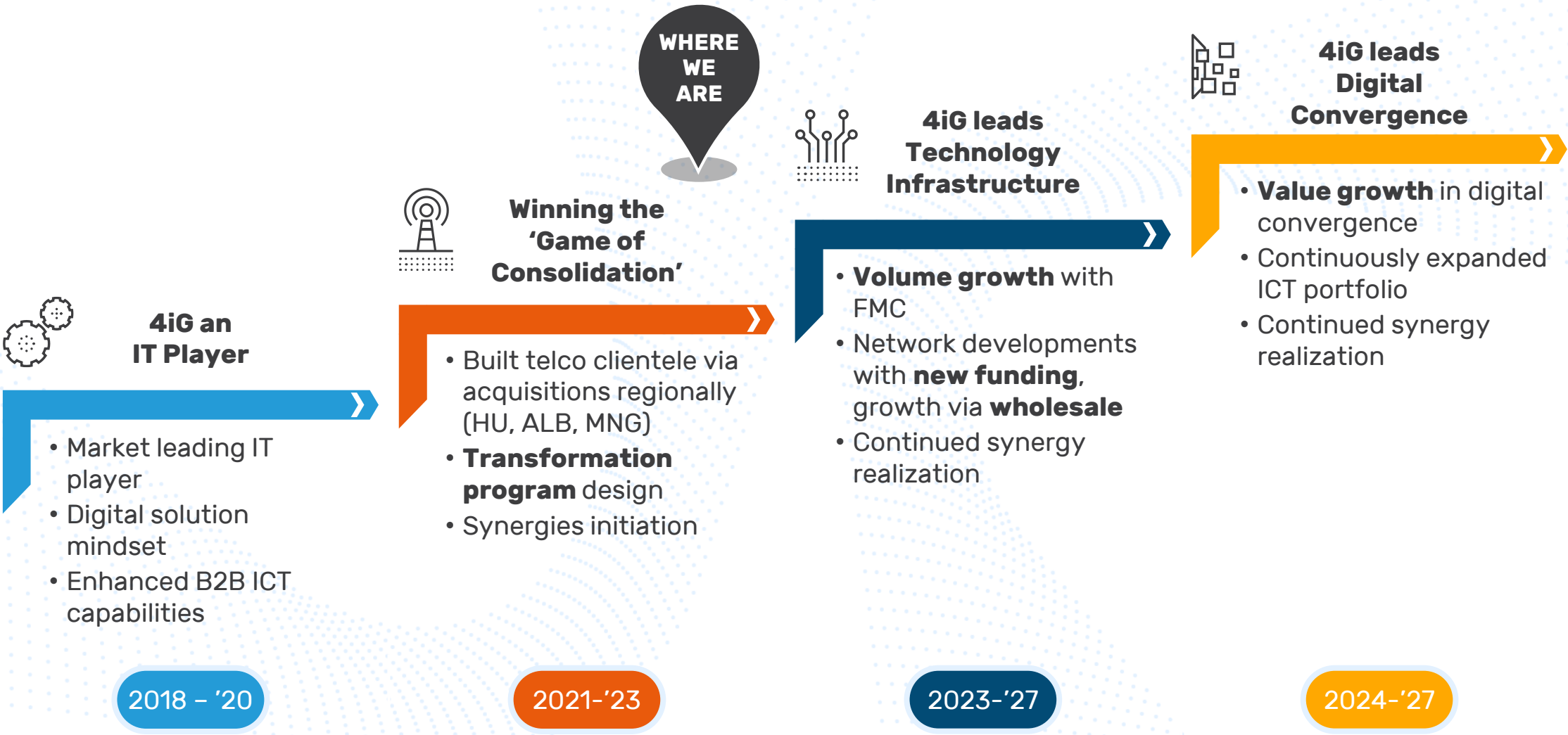


¹Gellért Jászai's direct & indirect control; ²Includes employee stock options; ³as of 30-Sept-2023 ⁴as of 13-Nov-2023; ⁵as of 30-Jun-2023

Note: Financials based on IFRS reports and IFRS proforma reports; EUR/HUF FX rate of HUF 377.05 as of 13-Nov-2023.

Source: company information

We have an ambitious growth strategy going forward



2

**RHEINMETALL & 4iG
COOPERATION OVERVIEW**

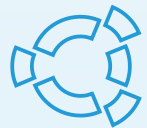


Strategic partnership with Rheinmetall relies on 2 pillars

I. CAPITAL INJECTION



LANDMARK INVESTMENT FOR 4iG



25.1% minority stake acquisition by Rheinmetall in March 2022

II. JOINT BUSINESS DEVELOPMENT & VALUE CREATION



STRATEGIC PARTNERSHIPS

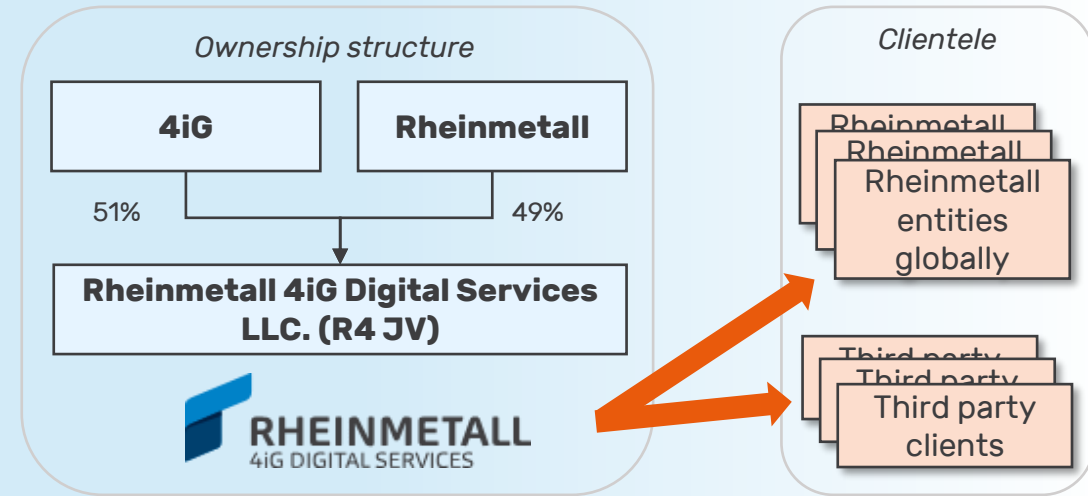
- 1 INTERNAL AND THIRD-PARTY IT SSC services**
via Rheinmetall-4iG Digital Services LLC. JV 
- 2 DIGITALIZATION**
 - a) Manufacturing & production digitalization
 - b) Battlefield IoT / Private (5G) networks
 - c) Dismounted soldier system & simulation
- 3 SPACE & TECHNOLOGY**
 - a) Drone business developments
 - b) Satellite opportunities

1 Internal and third-party IT SSC services: fully active SSC to enhance Rheinmetall's operational efficiency

VISION



- Deliver **regional IT services** to Rheinmetall Group, targeting **global expansion** and future **third-party service** provision



AMBITION



- Facilitate Rheinmetall Group's goals for IT internalization and transformation
- Provide targeted IT support to Rheinmetall's manufacturing facilities
- **Capture up to 100% of Rheinmetall's global civilian IT spending by 2028**
- **Similar level of topline ambition applies for third party clients**

2a Digitalization of production: enhance productivity at Rheinmetall manufacturing sites

VISION



- Together **digitize manufacturing processes** across Rheinmetall's **global footprint**
- Pursue external market potential



AMBITION



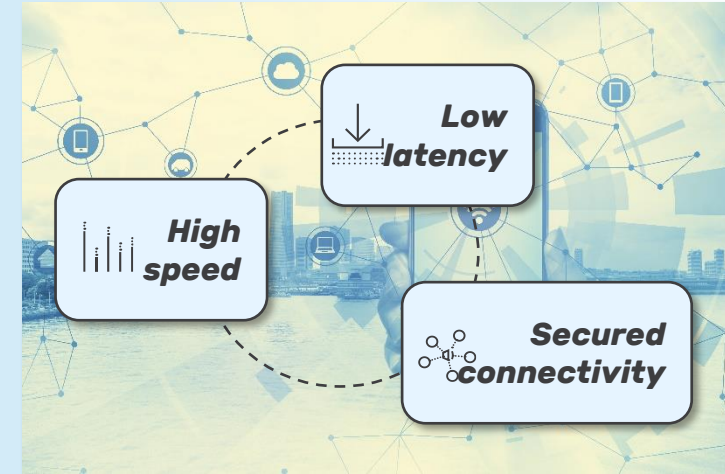
- Jointly develop and implement **defense-oriented Industry 4.0 innovations** in manufacturing, starting with proof of concept at Rheinmetall's sites in HU for 2024
- Develop a roadmap for large cost savings in Rheinmetall's manufacturing by 2028
- Provide full-scale digitalization services to all accessible Rheinmetall sites

Battlefield Digitalization / 5G Mobile Private Network as connectivity layer for modern military operations

VISION



- Utilize 4iG Group's **5G Mobile Private Network (MPN)** competencies in dynamic **battlefield** environments, providing **high speed, low latency, secured connectivity**



AMBITION



- Incorporate 5G Mobile Private Network competencies in Rheinmetall Group's defense manufacturing portfolio & service offering
- Generate up to **EUR 1 bn** of revenues with mutual operations

2c Digitalization of Defense forces with Rheinmetall's Dismounted Soldier and Simulation & Training Systems

VISION



- **Digitize armed forces in Hungary** and in selected **NATO countries** in Central & Eastern Europe
- Collaborate on **digital system solutions** to boost military efficiency with advanced digital technologies for battlefield simulation and training purposes



AMBITION



- Pursue new business opportunities with joint capability development & sales efforts
- Exceed **EUR 200–300 mn** in revenue in 5 years

VISION



- **Leverage synergies** in Rheinmetall's and 4iG's expertise related to drones for intelligence, surveillance, communication and minefield detection
- **Outsource future manufacturing** capabilities to Hungary



AMBITION



- Kickstart **joint military drone capabilities & development**, generating new business

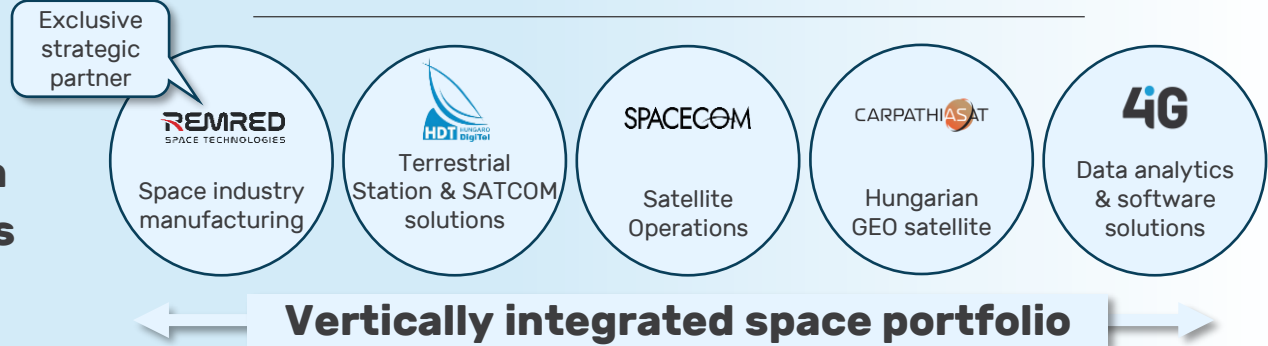
3b Satellite opportunities: utilizing 4iG's vertically integrated Space portfolio

VISION



- Cover significant portion of the space industry value chain
- Provide **satellite connectivity & earth observation services** to EU and NATO countries

4iG's ecosystem covers critical infrastructure in Communications, Earth observation, Manufacturing



AMBITION



- Unlock new opportunities in a high growth industry and in new geographies
- Penetration of a high entry barrier, large value potential market. Focus should be on a significant position in Europe/CEE, reaching a value potential of **up to EUR 1.5-2 bn**

3

Q&A

4Q

**THANK YOU FOR
YOUR ATTENTION!**

The background features a dynamic, abstract design. It consists of a grid of small, glowing dots in shades of blue, cyan, and orange, arranged in a pattern that resembles a digital landscape or data visualization. The dots are more densely packed and brighter in some areas, creating a sense of depth and movement. A large, semi-transparent blue shape, possibly a stylized letter 'A' or a similar geometric form, is overlaid on the left side of the image, partially obscuring the dot pattern.