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The background of the slide is a vibrant, futuristic 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, energetic atmosphere. The text is centered and rendered in a clean, white, sans-serif font.

# 4iG

## INVESTOR PRESENTATION Q4 2022 RESULTS

1 MARCH 2023



# **Q4 2022 RESULTS (UNAUDITED)**

# EXECUTIVE SUMMARY: TRANSFORMING FROM A STAND-ALONE IT PLAYER INTO A CHALLENGER IN DIGITAL TECHNOLOGY AND IT-TELCO CONVERGENCE



- Following a number of large-scale acquisitions in Hungary and the Western Balkans, 4iG has evolved from an IT systems integrator into a **regional technology-infocommunications group**.
- 4iG Group has created a **national telecommunications group** by merging 4iG's telecommunication portfolio with Antenna Hungária. In early 2023, Antenna Hungária together with the Hungarian state, represented by Corvinus International Investment Ltd. **acquired Vodafone Hungary**, where **4iG Group owns 51%** majority stake.
- With the acquisition of Vodafone Hungary, 4iG has gained a significant share of the **mobile market** in Hungary, and is now the **second largest** domestic company in **mobile voice services**, as well as a **market leader in fixed internet services** and **television broadcasting**.
- The **strategic partnership** agreement signed with **Rheinmetall AG** (in Q1 2022), a global defense and security group headquartered in Germany, became a **major investor** in 4iG, and we are now engaged in **joint ventures** in the IT and defense industries.
- 4iG's **issuer rating** was **upgraded** by one notch to "**BB-/Stable**" by Scope Ratings as a result of its improved competitive position, business profile, profitability, and credit metrics following the acquisition of Vodafone Hungary.
- In **2023**, the 4iG Group will continue to focus on **integrating** the newly acquired companies and will **exploit synergies** offered by **fixed-mobile convergence** and **IT-telco convergence**, building **cross-selling** channels and **consolidating infrastructure**.
- 4iG Group including Vodafone Hungary has an **FY 2022 proforma net revenues of HUF 586 Bn** and **normalized proforma EBITDA of HUF 182 Bn**

*Note:*

*-proforma means: the respective companies acquired would have been part of 4iG Group from 1st Jan 2022*

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

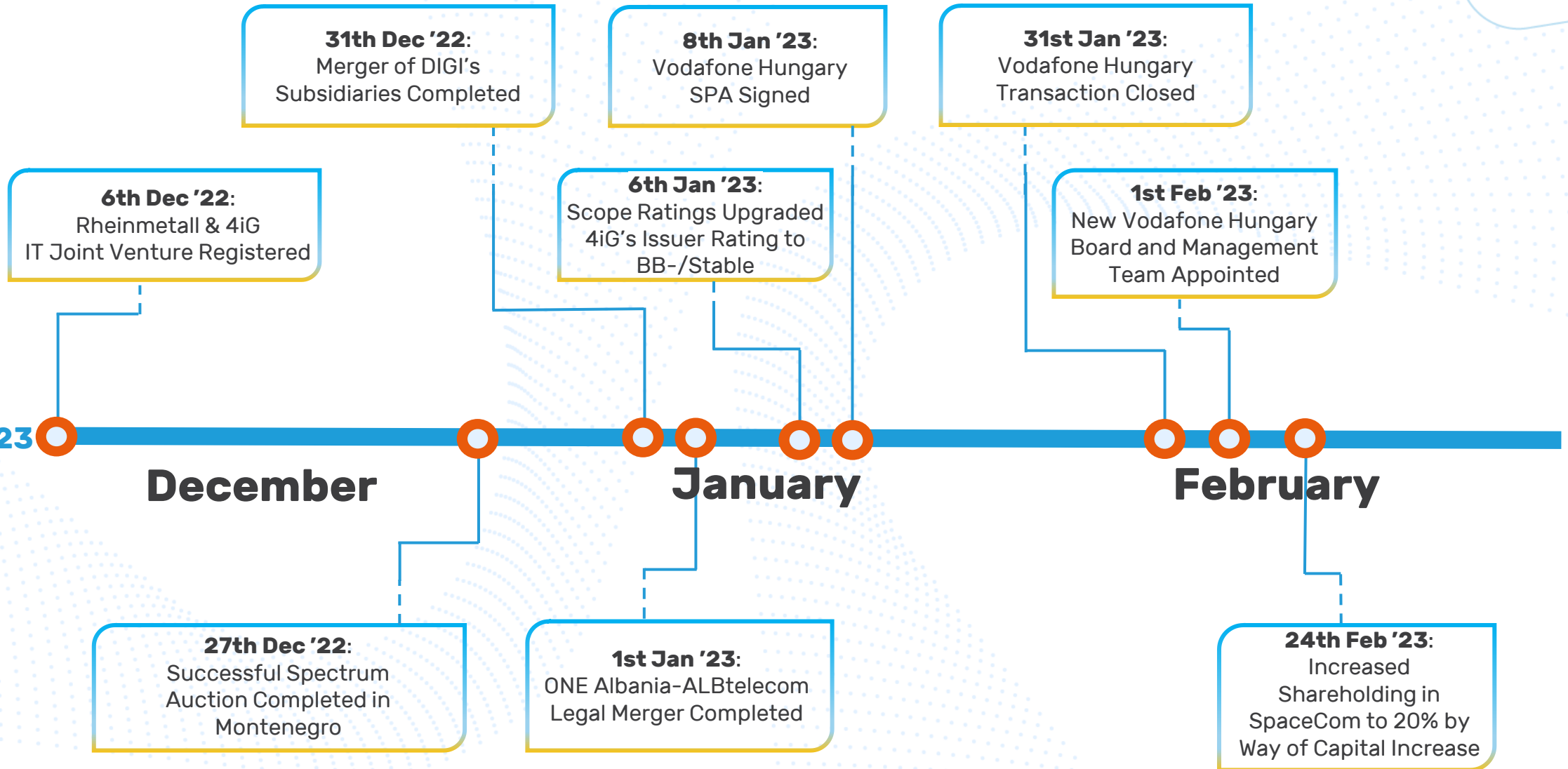
# 2022-2023 KEY EVENTS TO DATE: UPDATE SINCE Q3 EARNINGS CALL



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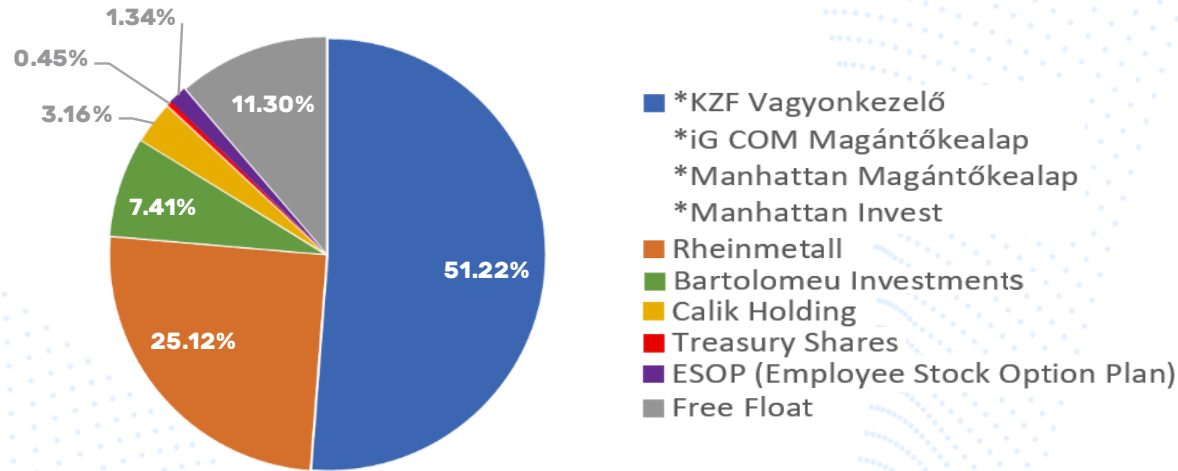
2022-2023



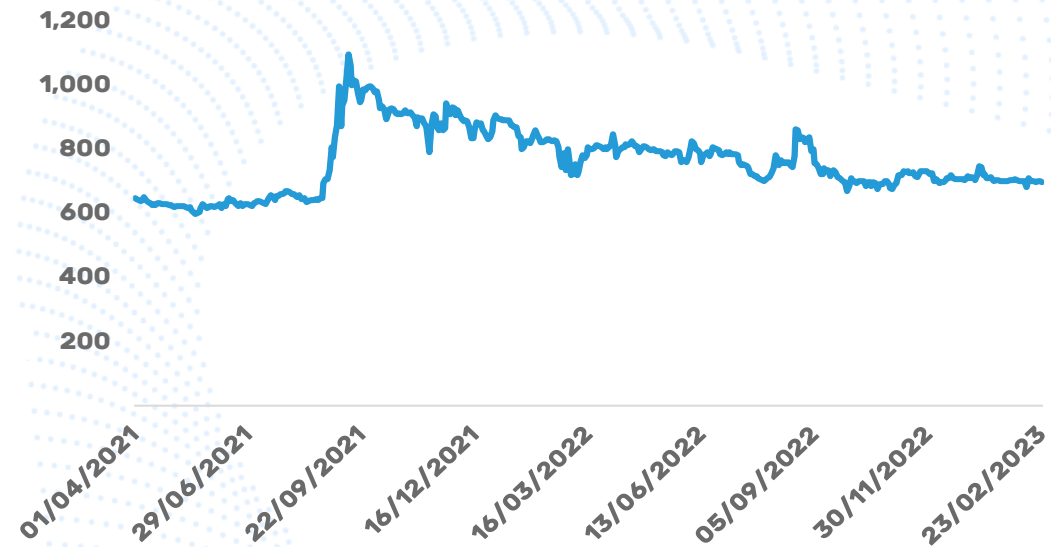
# CURRENT SHAREHOLDER INFORMATION



## KEY SHAREHOLDERS AS OF 31ST DECEMBER 2022



## SHARE PRICE PERFORMANCE (HUF)



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

**4iG Market Cap**  
(23rd Feb 2023)  
**HUF 208 Bn**

Listed on the Prime Market of the Budapest Stock Exchange

\*Gellért Jászai's direct control  
Source: BET

# FINANCIALS Q4 2022 REPORTED (UNAUDITED)



4iG Group (HUF Th)	Q4 2021 (modified)	Q4 2022	% change	FY 2021 (modified)	FY 2022	% change
Net Revenues	40,641,471	80,606,712	98%	93,653,153	277,315,360	196%
Other operating income	1,942,312	-253,356	-113%	2,363,270	21,845,246	824%
<b>Total income</b>	<b>42,583,783</b>	<b>80,353,356</b>	<b>89%</b>	<b>96,016,423</b>	<b>299,160,606</b>	<b>212%</b>
Cost of Goods and Services Sold	23,519,810	35,862,188	52%	59,090,404	101,763,667	72%
Operating expenses	3,807,832	7,098,719	86%	7,961,154	43,990,989	453%
Personnel expenses	6,181,605	17,164,123	178%	16,249,849	56,368,686	247%
Other expenses	414,358	3,338,481	706%	529,692	25,015,520	4,623%
<b>Operating costs</b>	<b>33,923,605</b>	<b>63,463,510</b>	<b>87%</b>	<b>83,831,099</b>	<b>227,138,860</b>	<b>171%</b>
<b>EBITDA</b>	<b>8,660,178</b>	<b>16,889,845</b>	<b>95%</b>	<b>12,185,324</b>	<b>72,021,744</b>	<b>491%</b>
EBITDA margin	21.3%	21.0%		13.0%	26.0%	
Depreciation and amortisation	3,245,997	27,607,427	751%	4,819,961	75,553,942	1,468%
<b>EBIT</b>	<b>5,414,181</b>	<b>-10,717,582</b>	<b>-298%</b>	<b>7,365,363</b>	<b>-3,532,198</b>	<b>-148%</b>
Financial income	1,440,370	7,410,051	414%	3,770,078	25,701,827	582%
Financial expenses	2,445,248	8,704,097	256%	3,027,447	40,595,902	1,241%
<b>Profit before taxes (PBT)</b>	<b>4,409,303</b>	<b>-12,011,628</b>	<b>-372%</b>	<b>8,107,994</b>	<b>-18,426,273</b>	<b>-327%</b>
Income taxes	745,526	1,221,193	64%	1,519,196	2,533,617	67%
<b>Profit / Loss after Tax</b>	<b>3,663,777</b>	<b>-13,232,821</b>	<b>-461%</b>	<b>6,588,798</b>	<b>-20,959,890</b>	<b>-418%</b>

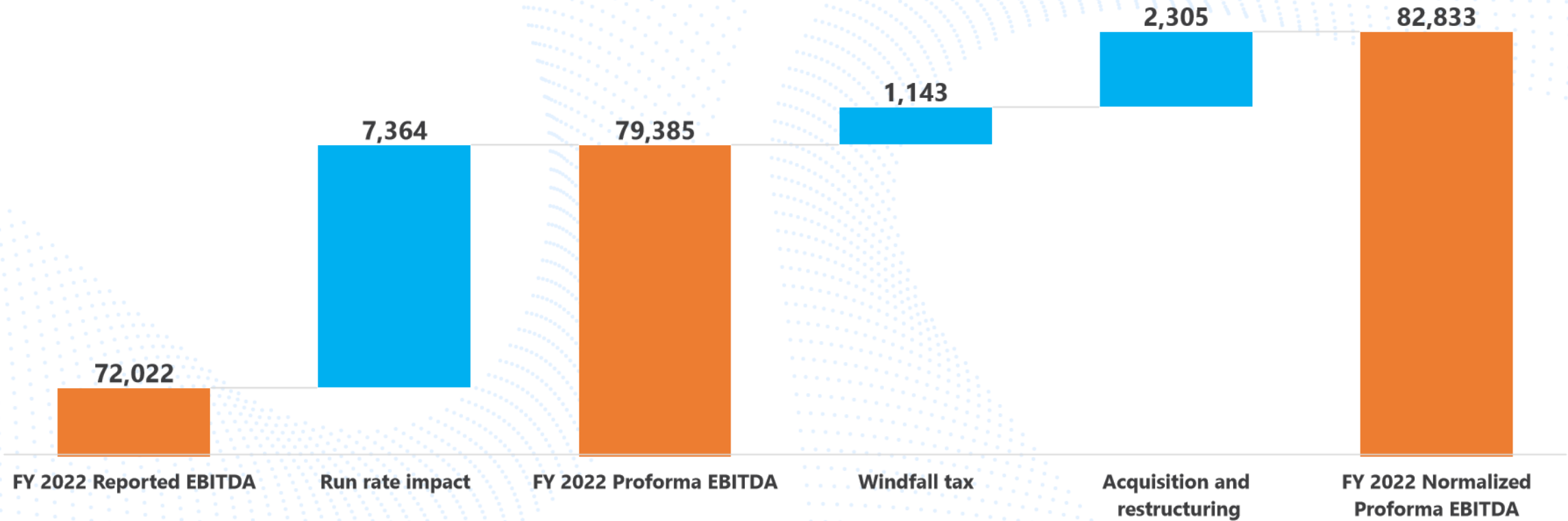
- The main drivers of the **Group's FY 2022 loss after tax** were primarily due to the **assets recognized** in connection with the acquisitions closed in 2021 and 2022, and the **related depreciation and amortization**.
- As a result, **based on preliminary evaluations** the Group has accounted for the additional **depreciation and amortization** (partly offset by deferred tax income) in the amount of **HUF 10.1 Bn**, whilst **HUF 2.1 Bn** has been recognized in the P&L related to **non-cash items** as a result of **IFRS** compliance.
- Group generated **HUF 31.6 Bn positive operating cash flow**.



# FINANCIALS: FY 2022 NORMALIZED PROFORMA EBITDA BRIDGE



FY 2022 Normalized Proforma EBITDA Bridge  
(HUF Mn)



Note:

-proforma means: the respective companies acquired would have been part of 4iG Group from 1st Jan 2022  
-normalized means: eliminating non-recurring, extraordinary, and irregular or non-core expenses and income



# BREAKDOWN BY SEGMENTS: Q4 2022

## Net Revenue Split (HUF Mn)

Net Revenues (HUF Mn)	Q4 2021 (actual)	Q4 2021 (proforma)	Q4 2022 (actual)	Q4 2022 (proforma)
IT	30,438	30,438	26,678	26,678
Telco	10,204	70,383	53,928	54,286
Holding*	0	0	0	0
<b>Total</b>	<b>40,641</b>	<b>100,820</b>	<b>80,607</b>	<b>80,964</b>

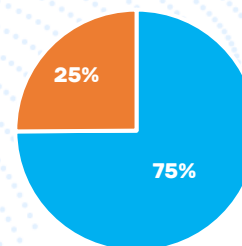
## EBITDA Split (HUF Mn)

EBITDA (HUF Mn)	Q4 2021 (actual)	Q4 2021 (proforma)	Q4 2022 (actual)	Q4 2022 (pro forma)
IT	3,803	3,803	3,850	3,850
Telco	4,929	21,279	15,109	15,236
Holding*	-71	-71	-2,069	-2,069
<b>Total</b>	<b>8,660</b>	<b>25,010</b>	<b>16,890</b>	<b>17,018</b>

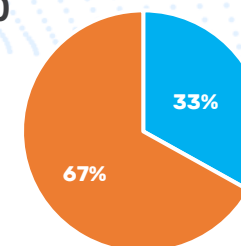
\*Holding Segment: includes expenses related to strategic and operational governance of the Group and the one-off items not allocated to the operative segment.

## Net Revenue Split (% of total)

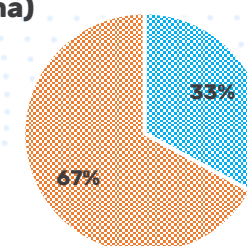
Q4 2021 (actual)



Q4 2022 (actual)



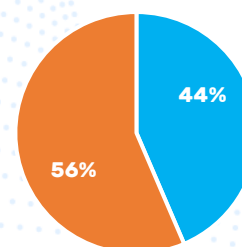
Q4 2022 (proforma)



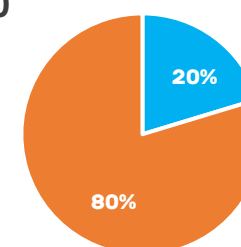
■ IT ■ Telco

## EBITDA Split (% of total)\*\*

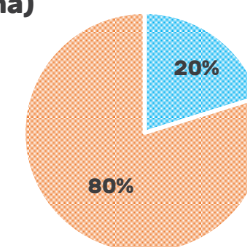
Q4 2021 (actual)



Q4 2022 (actual)



Q4 2022 (proforma)



■ IT ■ Telco

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

# BREAKDOWN BY SEGMENTS: FY 2022

## Net Revenue Split (HUF Mn)

Net Revenues (HUF Mn)	FY 2021 (actual)	FY 2021 (proforma)	FY 2022 (actual)	FY 2022 (proforma)
IT	81,355	83,318	78,427	78,427
Telco	12,298	259,231	198,889	226,393
Holding*	0	0	0	0
<b>Total</b>	<b>93,653</b>	<b>342,550</b>	<b>277,315</b>	<b>304,819</b>

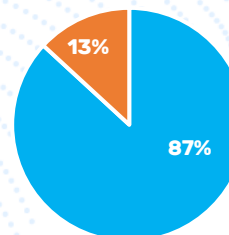
## EBITDA Split (HUF Mn)

EBITDA (HUF Mn)	FY 2021 (actual)	FY 2021 (pro forma)	FY 2022 (actual)	FY 2022 (pro forma)
IT	8,621	8,616	7,165	7,165
Telco	6,092	71,555	66,300	73,663
Holding*	-2,528	-2,528	-1,443	-1,443
<b>Total</b>	<b>12,185</b>	<b>77,643</b>	<b>72,022</b>	<b>79,385</b>

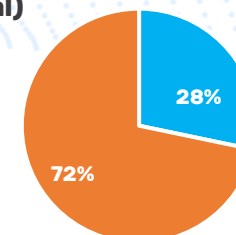
\*Holding Segment: includes expenses related to strategic and operational governance of the Group and the one-off items not allocated to the operative segment.

## Net Revenue Split (% of total)

FY 2021 (actual)

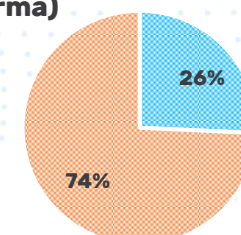


FY 2022 (actual)



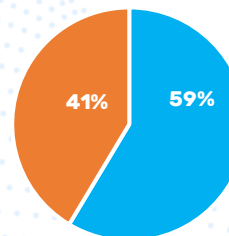
■ IT ■ Telco

FY 2022 (proforma)

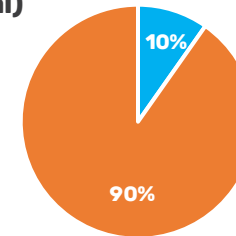


## EBITDA Split (% of total)\*\*

FY 2021 (actual)

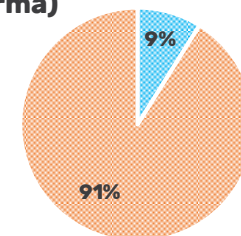


FY 2022 (actual)



■ IT ■ Telco

FY 2022 (proforma)



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

## Net Revenue Split (HUF Mn)

Net Revenues (HUF Mn)	Q4 2021 (act)	Q4 2021 (pf)	Q4 2022 (act)	Q4 2022 (pf)	FY 2021 (act)	FY 2021 (pf)	FY 2022 (act)	FY 2022 (pf)
<b>IT</b>	<b>30,438</b>	<b>30,438</b>	<b>26,678</b>	<b>26,678</b>	<b>81,355</b>	<b>83,318</b>	<b>78,427</b>	<b>78,427</b>
<b>Telco</b>	<b>10,204</b>	<b>70,383</b>	<b>53,928</b>	<b>54,286</b>	<b>12,298</b>	<b>259,231</b>	<b>198,889</b>	<b>226,393</b>
<b>Holding*</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total</b>	<b>40,641</b>	<b>100,820</b>	<b>80,607</b>	<b>80,964</b>	<b>93,653</b>	<b>342,550</b>	<b>277,315</b>	<b>304,819</b>

## EBITDA Split (HUF Mn)

EBITDA (HUF Mn)	Q4 2021 (act)	Q4 2021 (pf)	Q4 2022 (act)	Q4 2022 (pf)	FY 2021 (act)	FY 2021 (pf)	FY 2022 (act)	FY 2022 (pf)
<b>IT</b>	<b>3,803</b>	<b>3,803</b>	<b>3,850</b>	<b>3,850</b>	<b>8,621</b>	<b>8,616</b>	<b>7,165</b>	<b>7,165</b>
<b>Telco</b>	<b>4,929</b>	<b>21,279</b>	<b>15,109</b>	<b>15,236</b>	<b>6,092</b>	<b>71,555</b>	<b>66,300</b>	<b>73,663</b>
<b>Holding*</b>	<b>-71</b>	<b>-71</b>	<b>-2,069</b>	<b>-2,069</b>	<b>-2,528</b>	<b>-2,528</b>	<b>-1,443</b>	<b>-1,443</b>
<b>Total</b>	<b>8,660</b>	<b>25,010</b>	<b>16,890</b>	<b>17,018</b>	<b>12,185</b>	<b>77,643</b>	<b>72,022</b>	<b>79,385</b>

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

### **4iG KEPT MARKET LEADER POSITION AS HUNGARY'S TOP IT SYSTEMS INTEGRATOR:**

- Despite the unfavourable macroeconomic environment, rising inflation, and high energy costs, the IT division managed to ease the effects of the contractionary fiscal policy in Hungary and the subsequent decrease in public procurement by expanding sales channels.
- The division experienced high operating costs due to wage increases, organizational structure changes, and restructuring.
- The IT division finalized its most valuable projects in Q4, following industry norms and bolstered its overall performance and profitability in the quarter.
- The primary sources of revenue in 2022 were not only limited to traditional systems integration projects and custom application development but also included innovative technology-based solutions such as industrial digitalization, cybersecurity, cloud services, containerization. Moreover, revenues from IT services in the financial sector were also significant.
- A new strategic milestone was reached with the launch of the R4 joint venture. The joint venture is fully operational with a structured HR, internal IT, marketing and back-office teams, and set to carry out the first service requirements starting Q2 2023.

## Net Revenue Split (HUF Mn)

Net Revenues (HUF Mn)	Q4 2021 (act)	Q4 2021 (pf)	Q4 2022 (act)	Q4 2022 (pf)	FY 2021 (act)	FY 2021 (pf)	FY 2022 (act)	FY 2022 (pf)
IT	30,438	30,438	26,678	26,678	81,355	83,318	78,427	78,427
Telco	10,204	70,383	53,928	54,286	12,298	259,231	198,889	226,393
Holding*	0	0	0	0	0	0	0	0
<b>Total</b>	<b>40,641</b>	<b>100,820</b>	<b>80,607</b>	<b>80,964</b>	<b>93,653</b>	<b>342,550</b>	<b>277,315</b>	<b>304,819</b>

## EBITDA Split (HUF Mn)

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IT	3,803	3,803	3,850	3,850	8,621	8,616	7,165	7,165
Telco	4,929	21,279	15,109	15,236	6,092	71,555	66,300	73,663
Holding*	-71	-71	-2,069	-2,069	-2,528	-2,528	-1,443	-1,443
<b>Total</b>	<b>8,660</b>	<b>25,010</b>	<b>16,890</b>	<b>17,018</b>	<b>12,185</b>	<b>77,643</b>	<b>72,022</b>	<b>79,385</b>

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

### HUNGARY:

- Q4 and FY 2022 numbers were impacted by the imposition of supplementary telecom tax and increased operating costs due to high energy prices, inflation, and wages.
- Antenna Hungária** delivered consistent results YOY in its core business segments of telecommunication and broadcasting. Significant one-off items impacted profitability: while the decline in revenue is a result of the downsizing of the low-margin events management business, the *FINA world championship 2022* contributed to an increase in revenue.
- DIGI** delivered positive results and performed a growth in revenue from market price increases and achieved significant savings on OPEX.
- Invitech** achieved significant organic revenue growth as a result of newly acquired customers, contract renewals and newly implemented services. Persistent growth achieved in its core connectivity business as well as IT Security and Cloud services.

### ALBANIA:

- ONE Albania** delivered strong continuous revenue and EBITDA growth as a result of its B2C contracts and ARPU uplift mainly driven by prepaid to postpaid migration strategy.
- The legal merger of One Telecommunications and ALBtelecom is complete, and a new leadership team is in place. The merger has shown robust results in staff cost optimization and cross selling of fixed-mobile tariff packages.
- Fiber rollout on track, cross selling through combined packages, and postpaid tariffs with unlimited data offerings.

### MONTENEGRO:

- B2C postpaid continues to deliver strong organic revenue growth fueled by existing base and an increase of migration from prepaid to postpaid.
- Stable EBITDA growth is driven by increase in revenues while keeping a strict cost control.
- Successful spectrum investment: 2X10 MHz bands in the 700 MHz spectrum and in total 140 MHz in the 3.6 GHz spectrum.



# Q4 2022 B/S – FINANCIAL DEBT AND CAPITALISATION






FINANCIAL DEBT (31 DEC 2022)	HUF Th
Credits & loans & bonds (long-term)	425,958,552
Other long-term liabilities	11,871,921
Financial lease liabilities (long-term)	37,039,512
Provisions (long-term)	9,674,323
Credits & loans (short-term)	7,624,305
Financial lease liabilities (short-term)	9,236,481
<b>TOTAL DEBT</b>	<b>501,405,095</b>
Cash and equivalents	45,832,153
<b>NET DEBT</b>	<b>455,572,942</b>

CAPITALISATION	as of 23 FEB 2023
Share Price (HUF)	695
Total Number of Shares	299,074,974
<b>MARKET CAP (HUF Th)</b>	<b>207,857,107</b>
<b>NET DEBT (HUF Th) (31 DEC 2022)</b>	<b>455,572,942</b>
<b>ENTERPRISE VALUE (HUF Th)</b>	<b>663,430,049</b>

# VODAFONE HUNGARY ACQUISITION: FY 2022 NORMALIZED PROFORMA NUMBERS



FY 2022 NORMALIZED PROFORMA FIGURES (HUF Mn)			
<b>NET REVENUES</b>	<b>304,819</b>	<b>281,096</b>	<b>585,915</b>
<b>EBITDA</b>	<b>82,833</b>	<b>99,005</b>	<b>181,838</b>
<b>NET DEBT (31 DEC 2022)</b>	<b>455,573</b>	<b>437,966</b>	<b>893,538</b>

*Note:*

-proforma means: the respective companies acquired would have been part of 4iG Group from 1st Jan 2022

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

-for illustration purposes, Net debt of Vodafone Hungary includes the loan 4iG Group raised at Antenna Hungaria level for the Vodafone Hungary acquisition and the estimated IFRS financial lease liabilities. The net debt item displayed was not allocated to Vodafone Hungary as it was acquired on a debt free basis.

# Q&A

# 4iG

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THANK YOU FOR YOUR ATTENTION!



WE CAUTION YOU THAT A NUMBER OF IMPORTANT FACTORS COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE CONTAINED IN ANY FORWARD-LOOKING STATEMENT. IN ADDITION TO FIGURES PREPARED IN ACCORDANCE WITH IFRS, 4iG ALSO PRESENTS OTHER FINANCIAL PERFORMANCE MEASURES, INCLUDING, AMONG OTHERS, EBITDA, EBITDA AL, EBITDA MARGIN, AND NET DEBT. THESE OTHER MEASURES SHOULD BE CONSIDERED IN ADDITION TO, BUT NOT AS A SUBSTITUTE FOR, THE INFORMATION PREPARED IN ACCORDANCE WITH IFRS. THESE OTHER FINANCIAL PERFORMANCE MEASURES ARE NOT SUBJECT TO IFRS OR ANY OTHER GENERALLY ACCEPTED ACCOUNTING PRINCIPLES. OTHER COMPANIES MAY DEFINE THESE TERMS IN DIFFERENT WAYS.

THIS PRESENTATION DOES NOT QUALIFY AS AN INVESTMENT OFFER, ACCORDING TO § 5 PARAGRAPH 1, POINT 9 OF THE CAPITAL MARKETS ACT, AND DOES NOT CONTAIN ANY ANALYSIS, PROPOSAL OR OTHER INFORMATION ABOUT INVESTMENT ANALYSIS, FINANCIAL INSTRUMENT, STOCK MARKET PRODUCT OR ITS ISSUER (ISSUERS), THE PUBLICATION OF WHICH, BY ITSELF OR IN ANOTHER WAY, MAY INFLUENCE THE INVESTOR TO INVEST HIS OWN OR OTHER PEOPLE'S MONEY , OR MAKE YOUR OTHER ASSETS PARTIALLY OR ENTIRELY DEPENDENT ON THE EFFECTS OF THE CAPITAL MARKET, BSZT. (ACT ON INVESTMENT COMPANIES AND COMMODITY EXCHANGE SERVICE PROVIDERS) § 4. UNDER PARAGRAPH (2) POINT 8.