



## PRESS RELEASE

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### **4iG COULD ACQUIRE THE FASTEST GROWING ALBANIAN MOBILE OPERATOR**

THE GROUP COULD BECOME THE LARGEST PLAYER IN THE ALBANIAN MARKET

**4iG PLC has entered into a final agreement to acquire Albanian ONE Telecommunications sh.a. (“ONE” or the “Company”). The Company is the second-largest and fastest-growing mobile operator in Albania with 1.36 million subscribers. Last year, ONE achieved revenues of EUR 68.1 million with an EBITDA of EUR 20.8 million representing an EBITDA margin of over 30 per cent. ONE's infrastructure is also outstanding compared to companies in the region with its 632 transmission towers suitable for 5G mobile communications in addition to 4G/LTE services. The acquisition marks another step in 4iG's expansion strategy in the Western Balkans. 4iG could complete the transaction following regulatory procedures in Albania.**

4iG PLC has signed a final sale and purchase agreement to acquire ONE Telecommunications sh.a., announced by 4iG on the Budapest Stock Exchange. ONE provides best-in-class service<sup>1</sup> in the Albanian mobile market, attributed to its 632 5G-ready transmission towers offering 98.5 per cent population coverage. After repositioning its services and brand, ONE, employing 420 employees, has significantly grown its market share in the recent period, reaching 41 per cent of the total Albanian mobile subscribers in the third quarter of 2021.

*“Thanks to its telecoms network, which was renewed last year, ONE Telecommunications is an operator with strong growth potential and will fit well into our Western Balkan telecoms portfolio once the acquisition is completed. We are proud that with the acquisition of ONE Telecommunications and ALBtelecom, 4iG Group will become one of the largest investors in Albania and the largest player in the Albanian telco market. We have come to the country as a professional investor with a long-term vision to be present in the country, providing high quality services to residential and business customers”,* stressed **Gellért Jászai, Chairman and CEO of 4iG**, following the announcement.

*“During the past three years, ONE Telecommunications was transformed into the best mobile service provider in Albania. Our achievements would not have been possible without the work and dedication of all the employees of the Company. This sale is a further validation of their professionalism and of our efforts to bring change to the Albanian mobile market. We are confident that, in the capable hands of 4iG, One Telecommunications and its employees shall continue to flourish.”* - said **Elvin Guri, majority shareholder.**

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<sup>1</sup> In 2021, ONE Telecommunications won the "BEST IN TEST" award in an independent and comparative assessment of the quality of Albanian mobile networks, carried out by the international benchmarking company UMLAUT.



With a rapidly growing subscriber base, ONE is poised for significant further growth in the mobile segment, thanks to the company's well-established strategy in recent years. The company has 1.36 million subscribers, revenues of EUR 68.1 million and EBITDA of EUR 20.8 million in 2020.

In early December, 4iG announced that it had signed a final agreement to acquire the 80.27% majority stake in Albania's largest and partially state-owned telecoms company, ALBtelecom, which provides fixed and mobile telecoms services. Upon receipt of regulatory and authority clearance, the 4iG group will become Albania's most prominent player in the telecoms sector. With its focus on the mobile market, the portfolio of ONE and ALBtelecom, a fixed and mobile services provider, could create significant synergies. The parties did not disclose the value of the transaction. The transaction may be closed following regulatory procedures in Albania.

**For more information:**

**4iG Plc.**

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