

Barcelona, 9 de mayo de 2024

Parlem Telecom Companyia de Telecomunicacions, S.A. (de ahora en adelante, "**Parlem Telecom**", o la "**Sociedad**"), en virtud de lo dispuesto en el artículo 17 del Reglamento (UE) nº 596/2014, sobre abuso de mercado, y en el artículo 227 de la Ley 6/2023, de 17 de marzo, de los Mercados de Valores y de los Servicios de Inversión, y disposiciones concordantes, así como la Circular 3/2020 del segmento BME Growth de BME MTF Equity, sobre información a suministrar por empresas incorporadas a negociación en el segmento BME Growth de BME MTF Equity (en adelante la "**Circular 3/2020 del BME Growth**"), por medio de la presente comunica al mercado la siguiente:

OTRA INFORMACIÓN RELEVANTE:

I. Presentación a utilizar durante el Roadshow

De conformidad con lo dispuesto en la citada Circular 3/2020 del BME Growth, se indica que la información comunicada por la presente ha sido elaborada bajo la exclusiva responsabilidad de la Sociedad y sus administradores.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,

Ernest Pérez-Mas

Presidente del consejo de administración de Parlem Telecom Companyia de Telecomunicacions, S.A.

NOTA: En caso de discrepancia de comprensión entre las dos lenguas, la versión en castellano es la que prevalece.

Barcelona, 9 de maig de 2024

Parlem Telecom Companyia de Telecomunicacions, S.A. (d'ara endavant, "**Parlem Telecom**", o la "**Societat**"), en virtut del que es disposa en l'article 17 del Reglament (UE) núm. 596/2014, sobre abús de mercat, i en l'article 227 de la Llei 6/2023, de 17 de març, dels Mercats de Valors i dels Serveis d'Inversió, i disposicions concordants, així com la Circular 3/2020 del segment BME Growth de BME MTF Equity, sobre informació a subministrar per empreses incorporades a negociació en el segment BME Growth de BME MTF Equity (d'ara endavant la "**Circular 3/2020 del BME Growth**"), per mitjà de la present comunica al mercat la següent:

ALTRE INFORMACIÓ RELLEVANT:

I. Presentació a utilitzar durant el Roadshow

De conformitat amb el que es disposa en la citada Circular 3/2020 del BME Growth, s'indica que la informació comunicada per la present ha estat elaborada sota l'exclusiva responsabilitat de la Societat i els seus administradors.

Quedem a la vostra disposició per a qualsevol aclariment que considerin oportú.

Atentament,

Ernest Pérez-Mas

President del consell d'administració de Parlem Telecom Companyia de Telecomunicacions, S.A.

NOTA: En cas de discrepància de comprensió entre les dues llengües, la versió en castellà és la que preval.

Grup Parlem

Roadshow 2024



Ernest Pérez Mas
(Founder and CEO)



Xavier Capellades
(Managing Director)

May 2024



- 1) Parlem Telecom group**
- 2) Domestic Market**
- 3) Results of 2023**
- 4) Capital Increase**
- 5) Analysts**



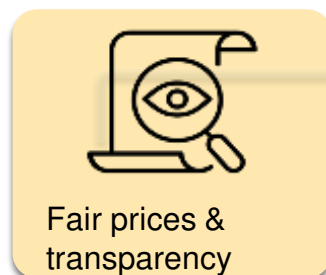
1) Parlem Telecom group

Grup Parlem's growth performance resides on its customer-centric alignment with its customers' local language & regional identity

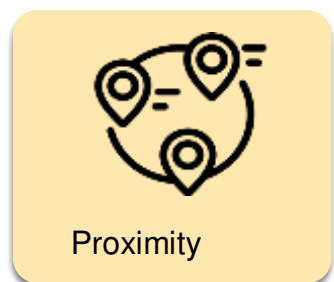
Parlem offers a unique customer experience through cultural alignment, convenient products, and fair prices



Regional operator, communicating in local language, offering 'personalized' level of user experience that remains unmatched in the market.



Providing transparent pricing and other commercial terms' information reaching customer satisfaction rating of "4.7/5".



Reaching out to existing and new customers through network of physical stores and online store.

GROWTH DRIVEN BY A REGIONAL CULTURAL IDENTITY APPEALING TO THE HEARTS AND MINDS OF ITS ADDRESSABLE BASE

Lower Churn Rate **than market average**

Lower Customer Acquisition Cost **than market average**

Increasing ARPU trends compared to market trends

FT FINANCIAL TIMES	1000 Europe's Fastest Growing Companies
197	Finarsud
198	Parlem Telecom Companyia de Telecomunicacions
199	Velvet Media Italia
200	BK Beachhouse Mode

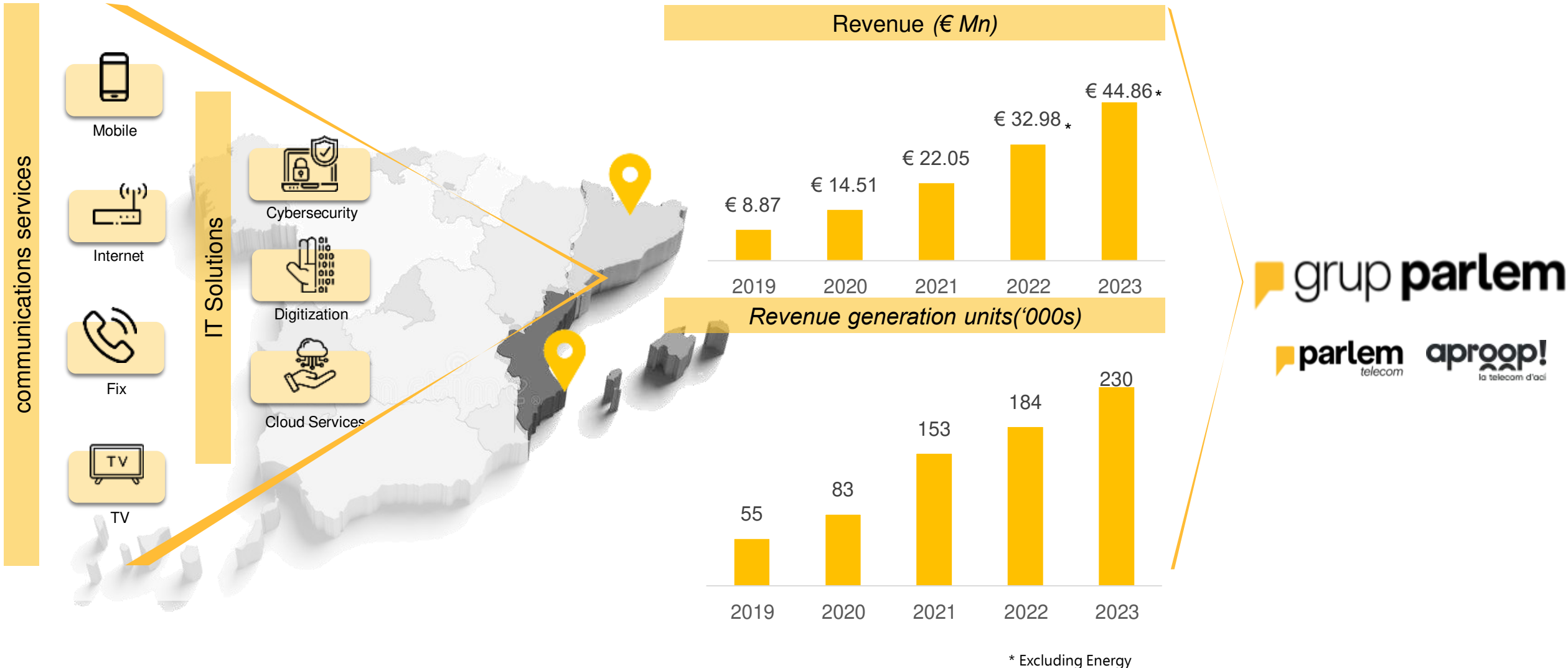
*For two consecutive years (2020-2021)

INCREASE
BASE

IMPROVE VALUE
PROPOSITION

DIFFERENTIATE FROM
COMPETITION

- Grup Parlem is a regional provider of telecom services (Residential and B2B) based on customer proximity



“Most Valued telco company by its customers” twice in 2023 (OCU report)

Parlem offers a unique customer experience through cultural alignment, convenient products, and fair prices



Source: Estudio de Satisfacción con operadores de telecomunicaciones (OCU – July 2023)

	Global Satisfaction
Parlem	85
Pepephone	83
O2	81
Simyo	79
PTV Telecom	78

Mobile

	Global Satisfaction
Simyo	86
Parlem	83
Finetwork	81
Pepephone	80
Guuk	79
Digi	79
O2	79
PTV Telecom	76
Lowi	75
R	73

Broadband

Source: Estudio de Satisfacción con operadores de telecomunicaciones (OCU – October 2023)

Main Milestones

Parlem Telecom



- Parlem was founded.



- Parlem doubles its revenue and launches ADSL service.



- Parlem launches FTTH service and achieves a €1.3 M financing round via Crowdfunding.



- Parlem goes public (BME) and get 12,5 M€ in Capital
- 7 diferents M&A operations like: Aproop, Xartic, Infoself... to expand our services offer and expand territorially.



- Parlem become the N1 rated company in costumer service (OCU).

2014

2016

2018

2021

2023

2) Domestic market

Spanish national market

				⁂Merged 				
Fixed Broadband	Fiber to the home (FTTH)	✓	✓	✓	✓	✓	✓	✓
	Hybrid fiber coaxial (HFC)	✗	✓	✗	✓	✗	✗	✗
Mobile / Pay TV	Mobile Network	✓	✓	✓	✓	✗	✗	✗
	Pay TV	✓	✓	✓	✓	✗	✓	✓
Financials	Revenues	12.654M€	~3.860M€	4.698M€	~2.979M€	642M€	~310M€	45M€

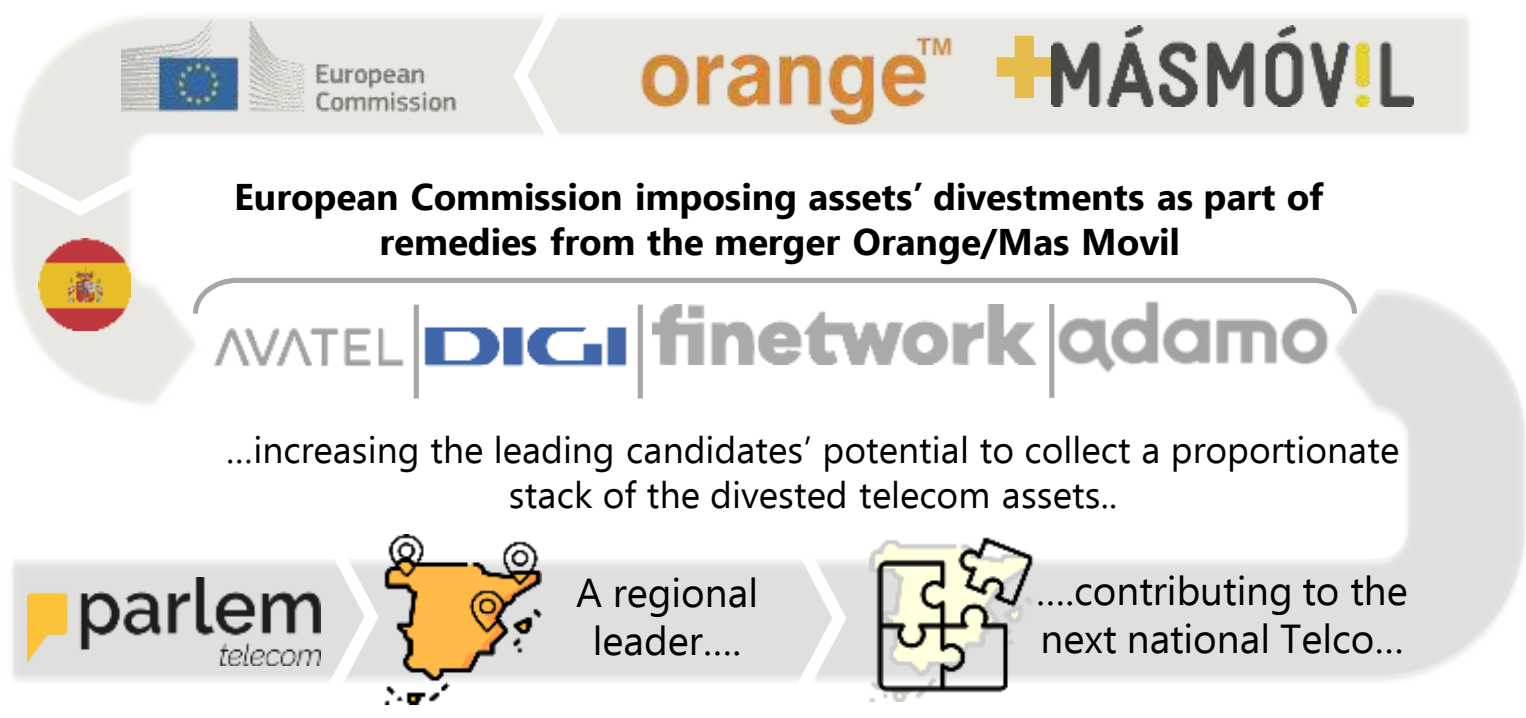
*CNMC data

Grup Parlem will have a key roll in the consolidation process

Market Consolidation



Market share increase opportunity



1

Increase customer base

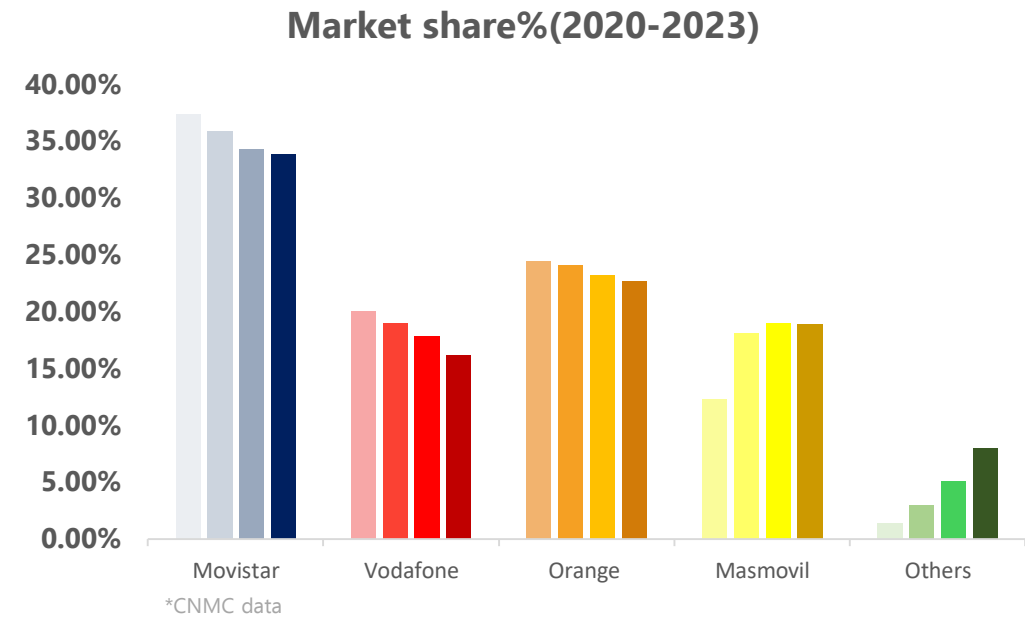
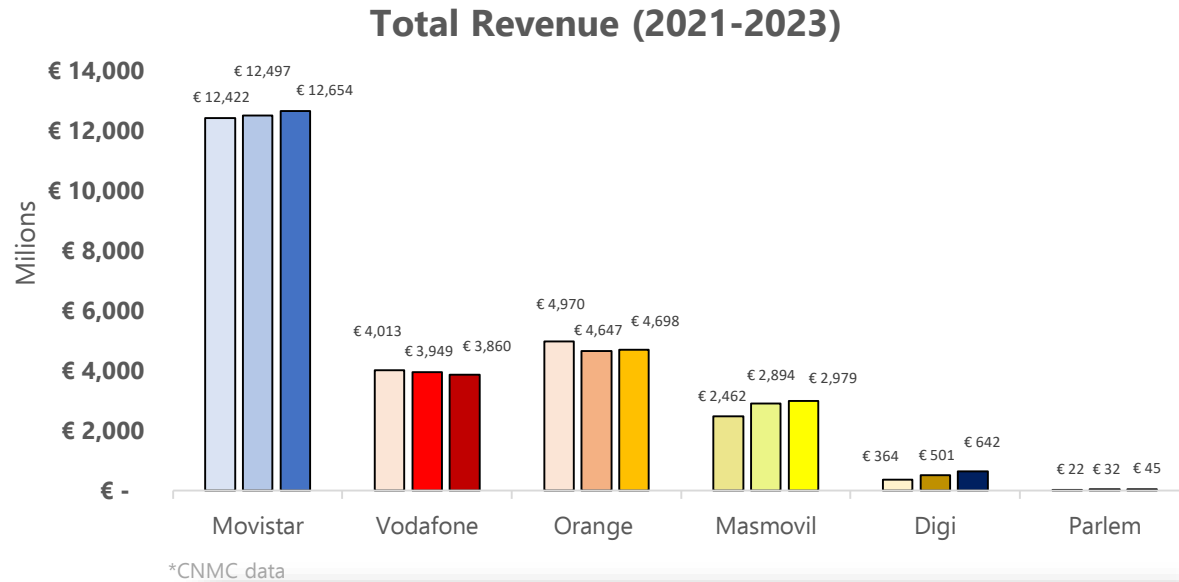
With its established geographical presence, product portfolio and sales network, Parlem is well positioned to keep building its growth plan, acquiring an even larger share from the increasing number of portabilities that will result from the consolidation effect.

2

Increasing M&A opportunities

The evolving consolidation process on a national scale increases the opportunity to acquire a regional operators and assets owner like Parlem, increasing further the National Telco's market share and reach to high-growth markets like Catalunya and Valencia.

Domestic market



Empresas

La facturación mayorista de las telecos cae un 4%

Frente a la caída de las grandes cuentas, los ingresos minoristas de las operadoras se mantuvo estable durante el año pasado, precisa un informe de la CNMC

EMPRESAS TECNOLÓGICAS

Las grandes 'telecos' frenan su facturación en España mientras que MásMóvil y Digi crecen

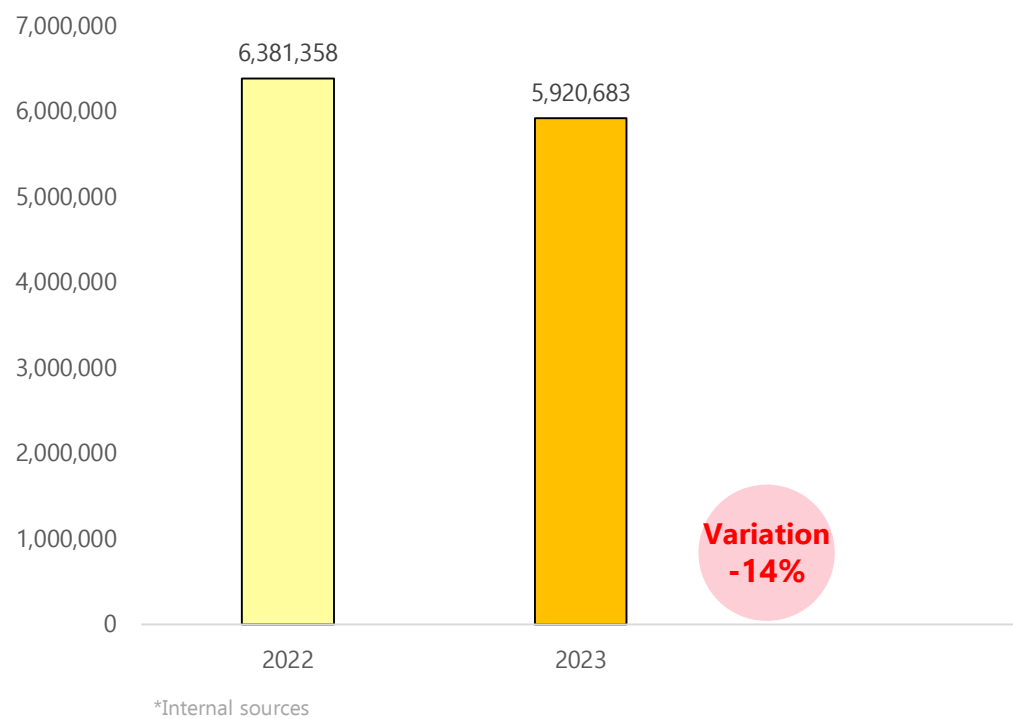
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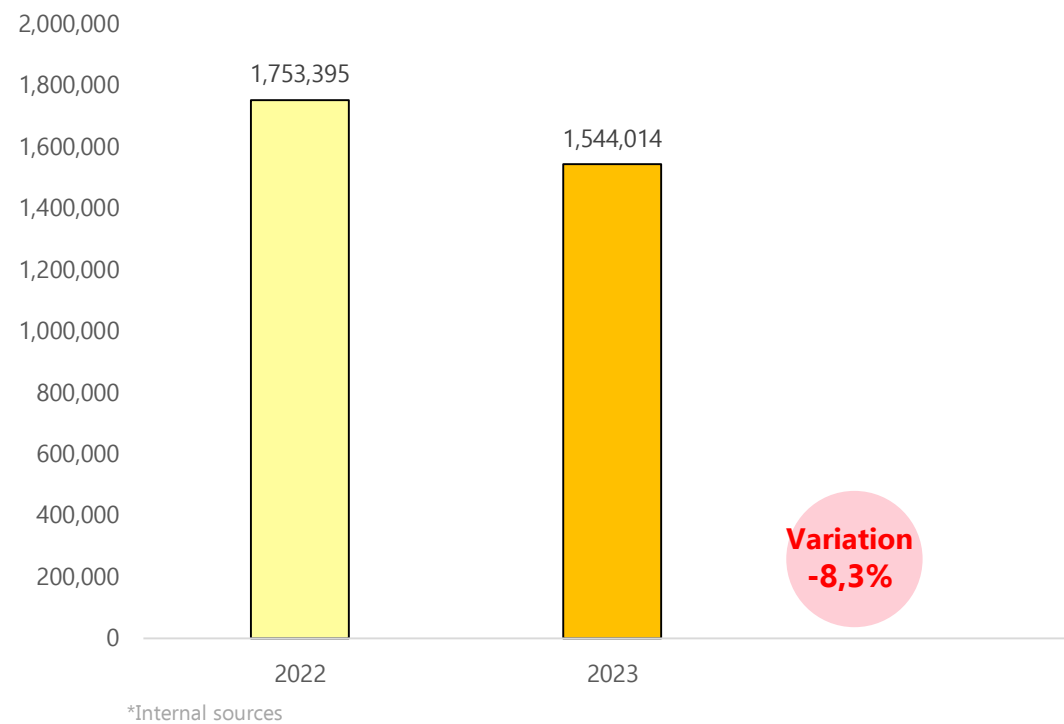
Mobile and FTTH portabilities



Mobile Portabilities



FTTH Portabilities



3) 2023 Results

Key Highlights

44.86M€
Revenue

* Excluding Energy

**+36% growth in
revenue**

Inorganic growth has been an important factor in this year's growth (3 acquired companies). Organic growth (+15%) has been due to the activation of new commercial channels (Distribution) and reinforcing the current ones (CC' and Stores).

+3M€
EBITDA

* Excluding Energy

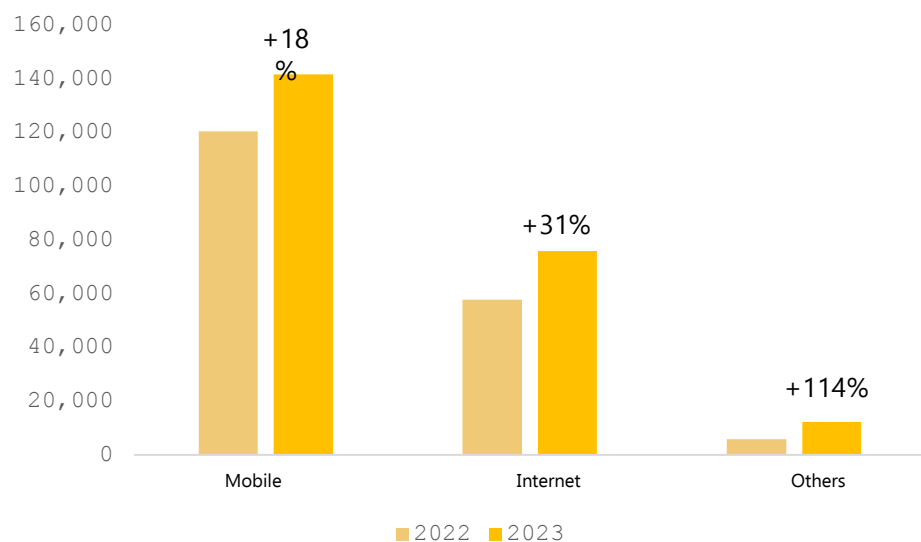
**EBITDA increased by
5M€ vs 2022**

In 2022, the company's results in terms of EBITDA was -2.1M. In 2023 we have focused on improving profitability based on the synergies arising from previous acquisitions and the unification strategy both at the organizational and operational level.

Clients and Churn service

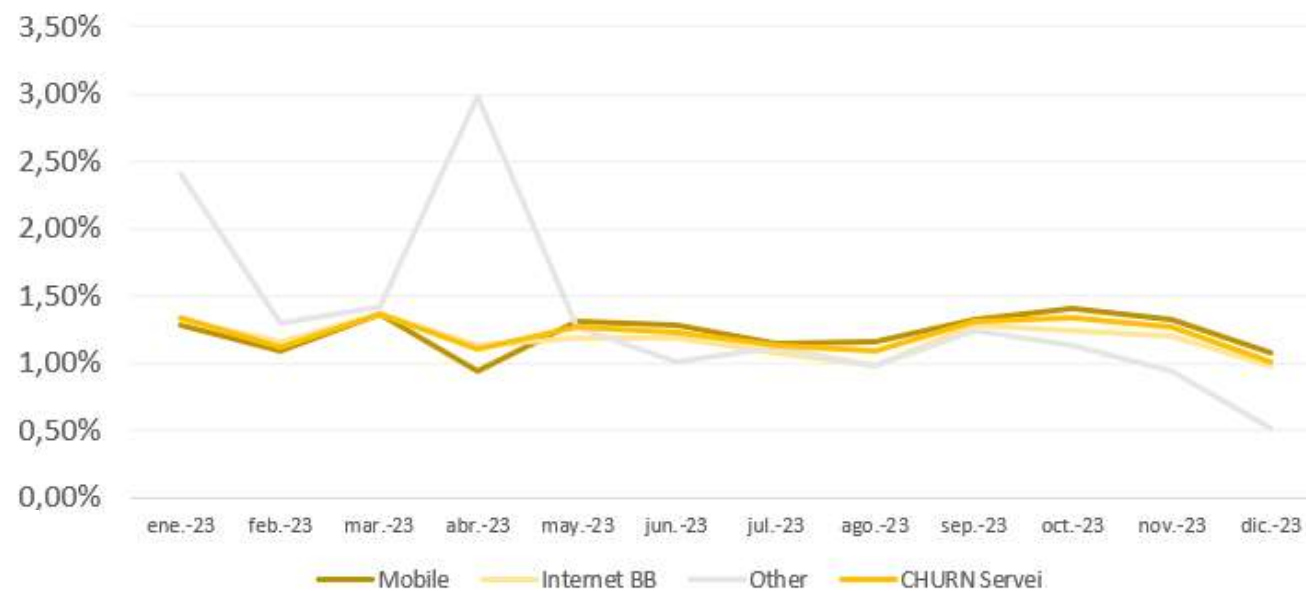
We keep growing our active customer base at double digits, while the market is shrinking due to the irruption of low-cost companies

Evolution of clients (RGUs)



~46,000 new RGUs

Evolution of CHURN (RGUs)

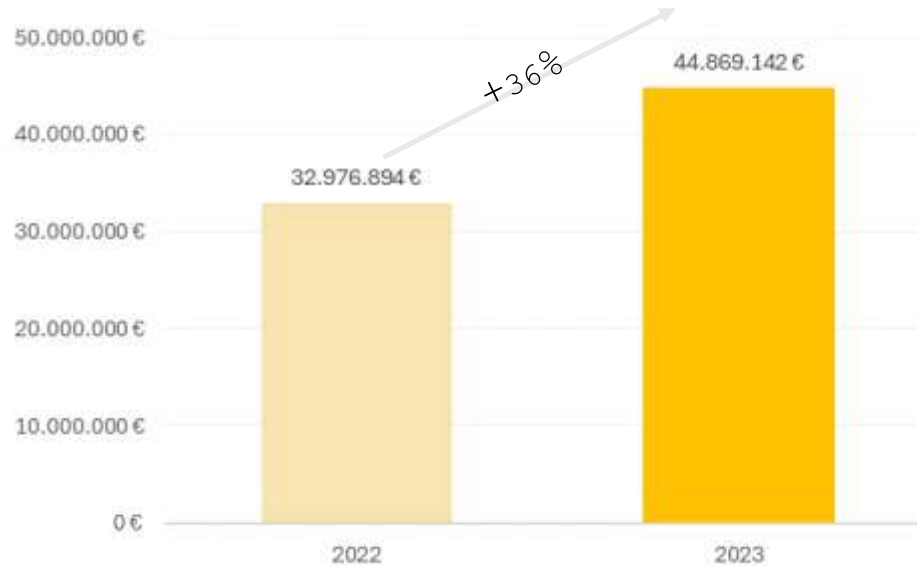


~1,21% constant CHURN

Revenue

Parlem keeps growing at double digits

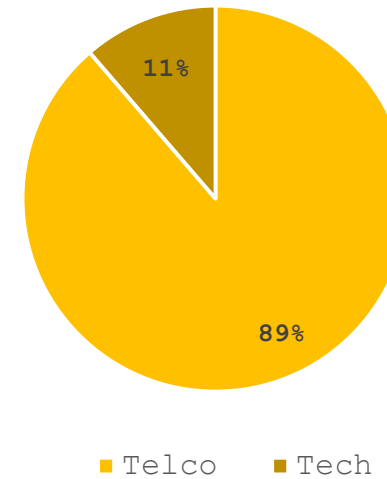
Evolution of revenues



* Excluding Energy

- Improvement of ARPU by +11% (from 34€ to 37,05€)
- Monthly Churn at very good levels (~1,21%)
- Growing presence in Valencia and Catalonia

Weight % revenues by division

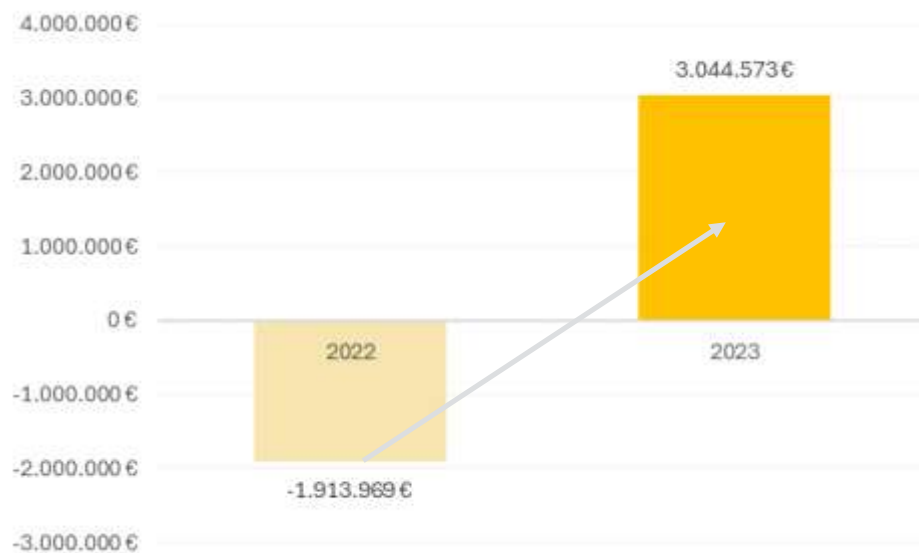


- B2B division keeps growing at double digits
- Telco division has increased its average weight by 5%
- New strategic plan for the B2B division under review

EBITDA increased up to 3M€

During 2023 we have increased by 5M€ our EBITDA due to improvements in gross margin and synergies

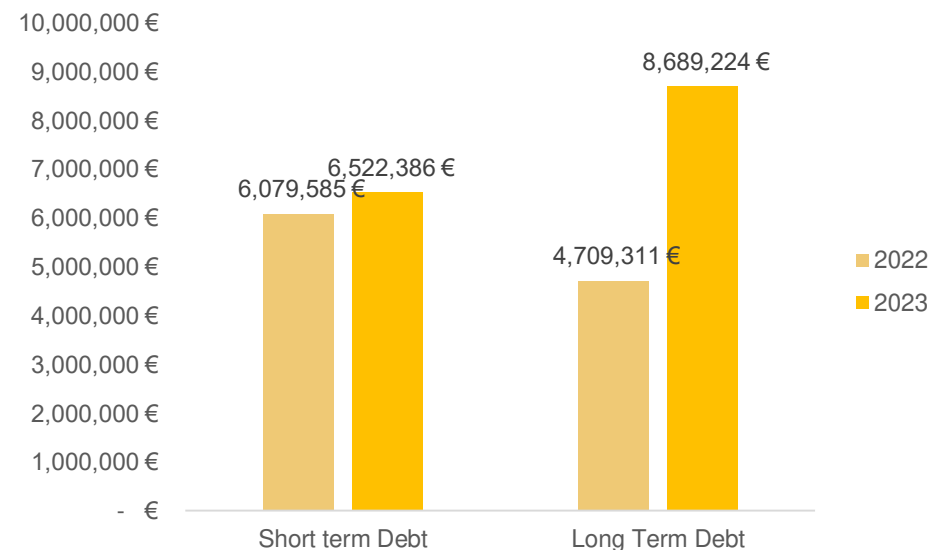
Evolution of the EBITDA (€)



* Excluding Energy

	2022	2023
EBIT	-7,712,607.00 €	-2,195,687.00 €
OCF	-3,500,733.00 €	-824,356.00 €
Net income	-10,069,981.00 €	-7,034,683.00 €

Gross Financial Debt 2022 - 2023



*Not included: Convertible bonds and telecom infrastructure rights of use contracts (IRU)

	2022	2023
Net Financial Debt	8,562,369 €	14,464,421 €
NFD/EBITDA	-4.47	4.75
Finance Expenses	755,917 €	2,488,683 €
Standing Goodwill	14,998,912 €	15,575,425 €
BINS	12,536,066 €	13,406,476 €

2023 P&L Compared to 2022

Parlem keeps growing at double digits

	FY23	FY22	% Var
Net Revenues	44.869.142	32.976.894	36,06%
Telecommunication services	39.867.867	29.730.463	34,10%
Cloud, IT & Cybersecurity Services (Telco division)	5.001.275	3.246.431	54,05%
Cost of sales	(24.754.463)	(19.399.682)	27,60%
Telecommunication services	(21.968.869)	(17.636.909)	24,56%
Cloud, IT & Cybersecurity Services (Telco division)	(2.785.594)	(1.762.773)	58,02%
GROSS MARGIN	20.114.679	13.577.212	48,15%
<i>Gross margin %</i>	44,83%	41,17%	
Personnel costs	(8.049.548)	(6.086.137)	32,26%
Corporate costs and others	(9.221.676)	(9.600.129)	-3,94%
Other income	201.118	195.085	3,09%
EBITDA	3.044.573	(1.913.969)	259,07%
<i>EBITDA %</i>	6,79%	-5,80%	

OTHER FINANCIALS:

- Amortizations grew to €4,7m in 2023 (€4,0m in 2022) mostly related to Goodwill and intangibles amortization (€1,9m) and IRU amortization (€1,0m)
- Financial expenses grew to €2,48m in 2023 (€0,76m in 2022), mainly due to financial expenses related to interest from convertible bonds (€0,65m) and IRUs (€0,23m)
- Net Loss of €7,03M in 2023, improving Net loss in 2022 (€10,07m) including Net loss in 2023 from interrupted operations related to energy division (€2,64m in 2023, €0,16 in 2022).

Balance sheet

ASSETS			EQUITY AND LIABILITIES		
	31/12/2023	31/12/2022		31/12/2023	31/12/2022
NON CURRENT ASSETS	33.560.393	32.913.581	EQUITY	525.502	6.351.903
Intangible assets	24.612.233	24.769.714	CAPITAL AND RESERVES	513.299	6.291.868
Goodwill	8.383.979	8.202.859	Capital	176.226	164.158
Customer relations and trademark	7.191.445	6.796.053	Share premium	20.829.809	17.167.181
IRU	7.188.806	8.147.137	Reserves	324.718	552.398
Computer software	1.113.531	1.326.361	Prior years losses	(13.685.278)	(3.398.618)
Other intangible assets	734.472	297.304	Shares from parent company	(533.490)	(692.732)
Property, plant and equipment	5.520.943	5.703.919	Profit/(loss) for the year attributable to the parent	(7.034.682)	(10.069.981)
Land and buildings	5.626	23.692	Profit/(loss) attributable to non-controlling interests	38.163	-
Technical installations and other property	5.515.317	5.680.227	Other equity instruments	397.833	2.569.462
Non current investments	1.359.967	1.450.269	Non controlling interests	(48.581)	
Deferred taxes	2.207	-	GRANTS AND SUBSIDIES	60.784	60.035
Other non current deferred assets	2.065.043	989.679			
			NON CURRENT LIABILITIES	24.246.265	22.700.201
			Non current provisions	245.000	245.000
			Convertible bonds	8.332.563	8.963.644
			Bank borrowings	2.990.623	3.547.092
			Liabilities from related companies	10.016.697	6.952.689
			Other non current liabilities	198.601	612.219
			Deferred tax liabilities	2.462.781	2.379.557
CURRENT ASSETS	10.053.315	13.161.326	CURRENT LIABILITIES	18.841.941	17.022.803
Assets from interrupted operations	1.310.235	-	Liabilities from interrupted operations	1.356.190	-
Inventories	389.266	1.191.097	Bank borrowings	4.334.809	1.502.939
Trade receivables	5.993.931	7.618.808	Liabilities from related companies	2.172.924	-
Personnel	8.865	16.942	Vendor loans and other current assets	2.187.577	4.576.646
Current tax assets	773.358	1.544.489	Trade and other payables	5.097.277	6.490.956
Current financial assets	17.099	7.277	Other payables	2.072.133	2.007.642
Other current deferred assets	813.372	556.186	Personnel	326.681	240.842
Cash and cash equivalents	747.189	2.226.527	Other tax payables	1.009.627	1.821.794
			Current accruals	284.723	381.984
TOTAL ASSETS	43.613.708	46.074.907	TOTAL EQUITY AND LIABILITIES	43.613.708	46.074.907

- M&A investments are reflected in Intangible assets, mainly in Customer Relations and Goodwill.
- Gross Financial Debt of €15,2m, excluding IRUs and convertible bonds, with a cash position of 0,7m (NFD of €14,5m at year end) and a leverage ratio of 4,75x EBITDA

Q1 2023 VS Q1 2024

We are on the right track to achieve the objectives set at the beginning of the year

	2023	2024*	Diff.
Costumer base	211,389	239,684	13%
Gross Ads	12,911	21,806	69%
NetAdds	11,839	19,728	67%
Churn Service	1.37%	1.34%	-2%
ARPU	37.05 €	37.39 €	1%

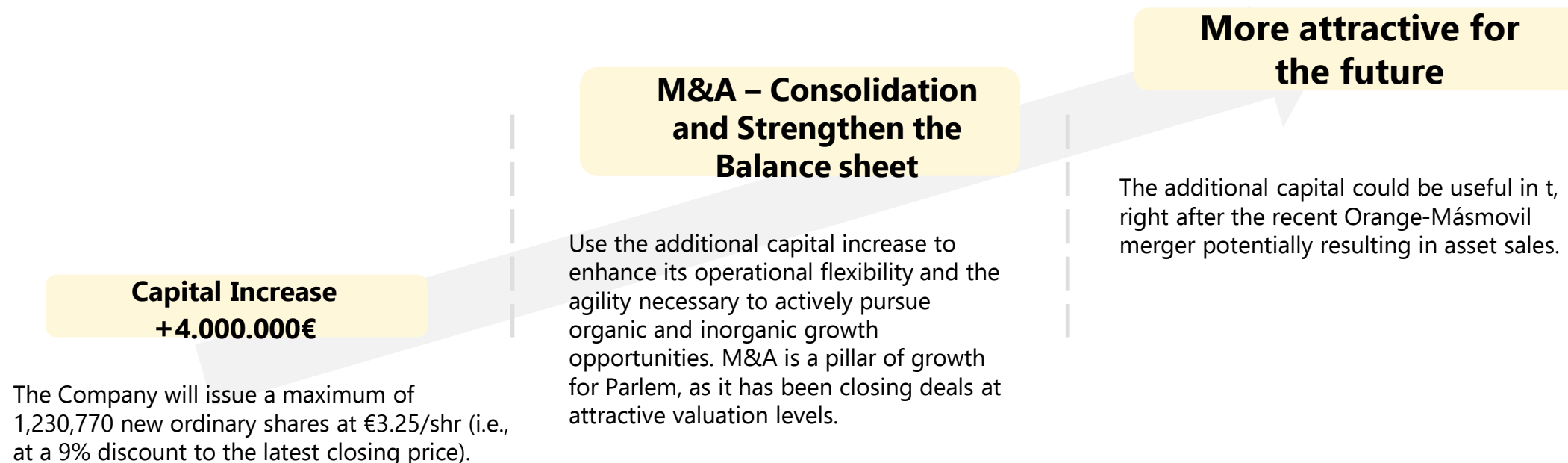
* 2024 Q1 Results have not been audited

	2023	2024*	Diff.
Revenue	10,858,049 €	12,024,543 €	11%
Gross Margin	4,875,200 €	5,877,474 €	21%
Gross Margin(%)	45%	49%	9%
Adjusted EBITDA	702,083 €	1,340,473 €	91%

* 2024 Q1 Results have not been audited

4) Capital increase

4M€ Rights issued at 3,25€ per share



5) Analysts

Analysts endorse our trajectory and strategy



Buy

Recommendation unchanged

Share price: EUR 3.60

closing price as of 01/04/2024

Target price: EUR 4.60

from Target Price: EUR 4.75

Upside/Downside Potential 27.8%



Price (€)	3.56
Target Price (€)	4.40
Target Return	23.6%
Ticker	PAR SM
Shares Out (m)	18
Market Cap (€m)	63

Thank you!

*Contact with us at:
investors@parlem.com*