



Barcelona, 28 de octubre de 2022

Parlem Telecom Companyia de Telecomunicacions, S.A. (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 228 del *Texto Refundido de la Ley del mercado de Valores*, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre 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 INFORMACION RELEVANTE (*)

DOCUMENTO EXPLICATIVO DE LA PRESENTACIÓN RESULTADOS DEL DÍA 28/10/2022

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.

Atentamente,

Ernest Pérez-Mas

Presidente del consejo de administración de

Parlem Telecom Companyia de Telecomunicacions, S.A.

(*)Nota: En caso de diferencias entre ambas versiones, prevalecerá la versión en castellano

Grup Parlem

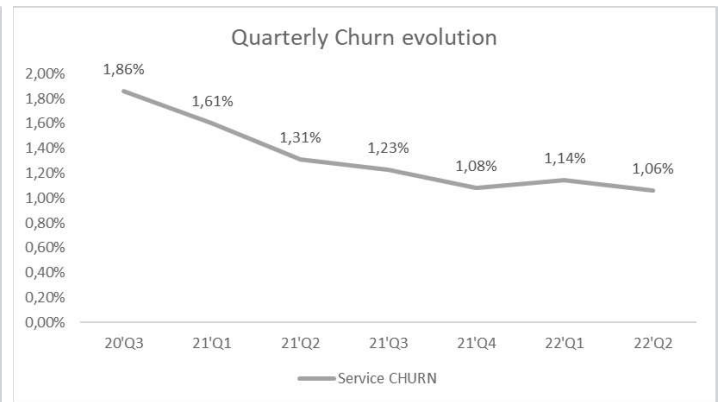
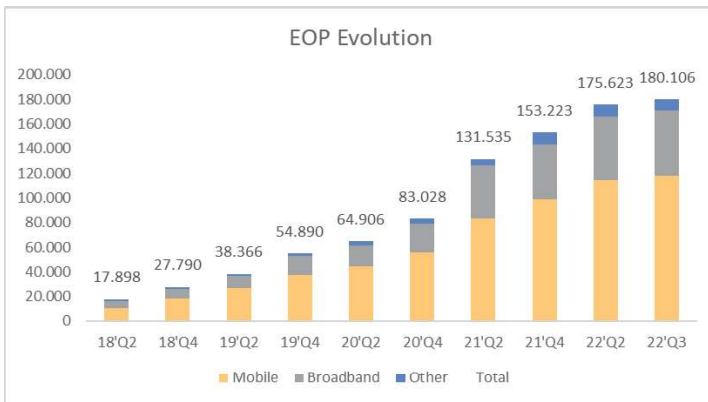
Presentation for Investors

October 2022






Group Parlem_1 SEM'22

Parlem has closed the first semester of 2022 with +175K EOP, which represents an increase of +17,5% vs Dec'21. On the 22'Q3 Parlem keeps up with the growth. The consolidated churn rate evolution performance keeps improving +19% in the last 12 months



Group Parlem_KPI's evolution

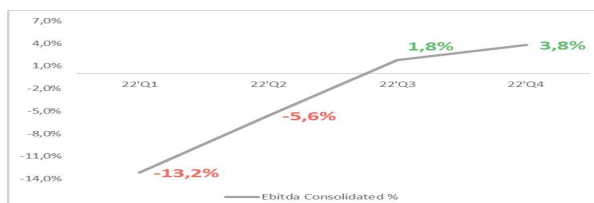
All Major KPI's keep progressing in the right direction

	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3
 EOP	95.930	131.535	142.803	153.223	166.510	175.623	180.106
<i>Mobile</i>	64.545	83.610	91.629	99.023	108.203	114.526	117.920
<i>Broadband</i>	27.523	42.655	41.314	44.457	48.362	51.365	52.843
<i>Other</i>	3.862	5.270	9.860	9.743	9.945	9.732	9.343
 GrossAdds	16.976	14.747	16.476	14.415	16.320	14.759	11.008
<i>Mobile</i>	10.859	9.275	10.888	9.960	11.126	9.566	8.647
<i>Broadband</i>	5.370	4.871	4.937	4.228	5.009	4.641	4.280
<i>Other</i>	747	632	651	227	185	552	495
 Service CHURN	1,61%	1,31%	1,23%	1,08%	1,14%	1,06%	1,15%
<i>Mobile</i>	1,29%	1,11%	0,99%	0,89%	0,94%	0,92%	1,02%
<i>Broadband</i>	1,76%	1,48%	1,02%	1,06%	1,27%	1,07%	1,17%
<i>Other</i>	5,47%	4,23%	2,93%	2,82%	1,93%	2,17%	1,56%
ARPU	34,31	32,38	32,66	32,72	33,01	33,81	33,91
CLIENTS	42.565	58.540	62.871	66.761	70.979	72.929	74.352

Financial Highlights (1/2)

Parlem has launched profit protection programs at the end of Q1 with immediate positive impact (Q3 EBITDA already positive)

in EUR	2022 Q1 Audit	2022 Q2 Audit	2022 Q3 Real	2022 Q4 Estimat	2022 Total
Revenue	6.818.582	9.690.672	10.168.538	10.893.125	37.570.917
Supply cost	-4.131.444	-5.739.933	-5.957.629	-5.982.148	-21.811.154
Gros margin	2.687.138	3.950.739	4.210.908	4.910.977	15.759.763
Gros margin %	39,4%	40,8%	41,4%	45,1%	41,9%
Sga expenses	-1.380.140	-1.790.866	-1.909.560	-2.083.364	-7.163.930
Other operating expenses	-2.204.001	-2.704.772	-2.118.102	-2.414.419	-9.441.294
Ebitda Consolidated	-897.003	-544.899	183.247	413.194	-845.461
Ebitda Consolidated %	-13,2%	-5,6%	1,8%	3,8%	-2,3%



Financial Highlights (2/2)

During October Parlem has signed agreements with its strategic vendors which will impact our yearly PL going forward by +€2M. On addition, a profit protection initiative was launched in April'22 to improve the overall Ebitda performance of the Group. The following chart shows 2022 results including the impact of such agreements and initiatives had they been in place from Jan, 1st 2022

in EUR	2022 Q1 Audit	2022 Q2 Audit	2022 Q3 Real	2022 Q4 Estimat	2022 Total
Revenue	6.818.582	9.690.672	10.168.538	10.893.125	37.570.917
Supply cost	-3.581.528	-5.160.198	-5.499.697	-5.454.541	-19.695.963
Gros margin	3.237.054	4.530.474	4.668.841	5.438.585	17.874.954
Gros margin %	47,5%	46,8%	45,9%	49,9%	47,6%
Sga expenses	-1.256.852	-1.667.579	-1.764.272	-1.938.077	-6.626.780
Other operating expenses	-1.763.126	-2.276.225	-2.037.727	-2.186.344	-8.263.422
Operational Ebitda	217.076	586.671	866.842	1.314.164	2.984.752
Ebitda Consolidated %	3,2%	6,1%	8,5%	12,1%	7,9%



New Strategic Plan 2023-20025



Parlem group brands



Thank you!