



Barcelona, 28 d'octubre de 2022

Parlem Telecom Companyia de Telecomunicacions, S.A. (En endavant, "**Parlem Telecom**", o la "**Societat**"), en virtut del que disposa l'article 17 del Reglament (UE) nº 596/2014, sobre abús de mercat, i en l'article 228 del Text Refós de la Llei del mercat de Valors, aprovat pel Reial Decret Legislatiu 4/2015, de 23 d'octubre 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 (en endavant la "**Circular 3/2020 del BME Growth**"), per mitjà de la present comunica a mercat la següent

UNA ALTRA INFORMACIÓ RELLEVANT(*)

DOCUMENT EXPLICATIU DE LA PRESENTACIÓ RESULTATS DEL DIA 28/10/2022

De conformitat amb el que disposa l'esmentada 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.

Atentament,

Ernest Pérez-Mas

President del consell d'administració de

Parlem Telecom Companyia de Telecomunicacions, S.A.

(*)Nota: En el cas de diferències entre les dues versions, prevaldrà la versió en castellà

Grup Parlem

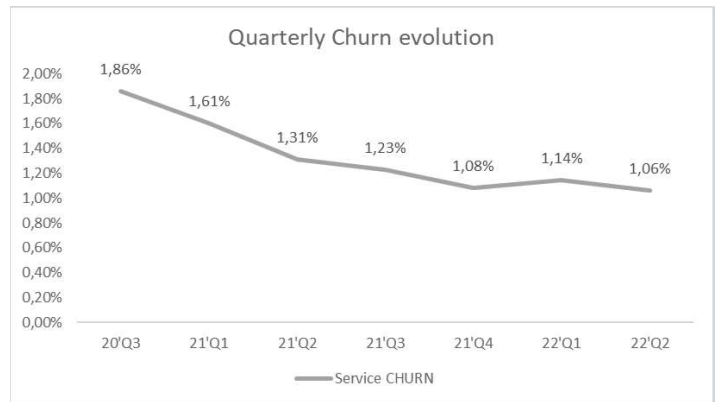
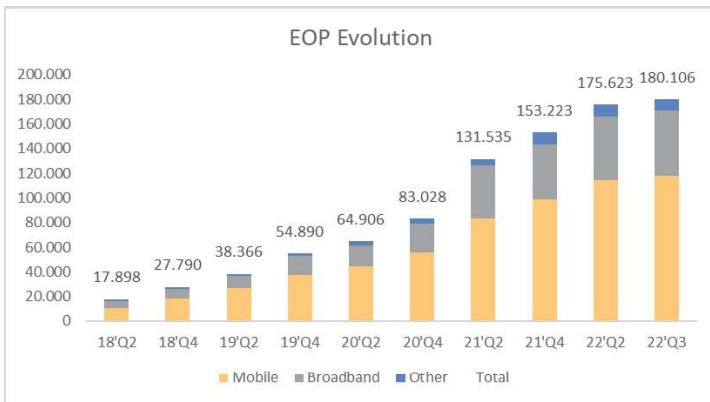
Presentation for Investors

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

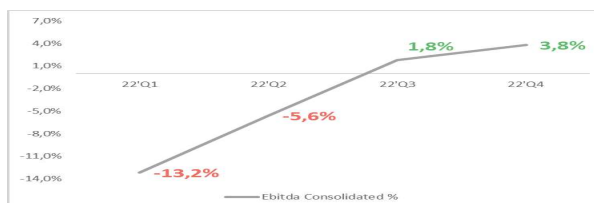
All Major KPI's keep progressing in the right direction

	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)

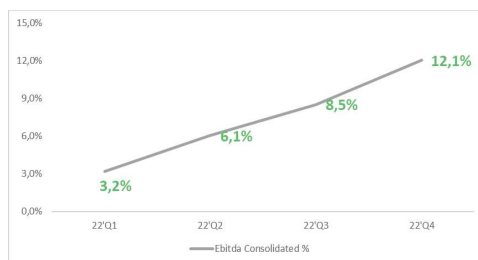
in EUR	2022 Q1 Audit	2022 Q2 Audit	2022 Q3 Real	2022 Q4 Estimat	2022 Total
Revenue	6.818.582	9.690.672	10.168.538	10.893.125	37.570.917
Supply cost	-4.131.444	-5.739.933	-5.957.629	-5.982.148	-21.811.154
Gros margin	2.687.138	3.950.739	4.210.908	4.910.977	15.759.763
Gros margin %	39,4%	40,8%	41,4%	45,1%	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!