

Grup Parlem

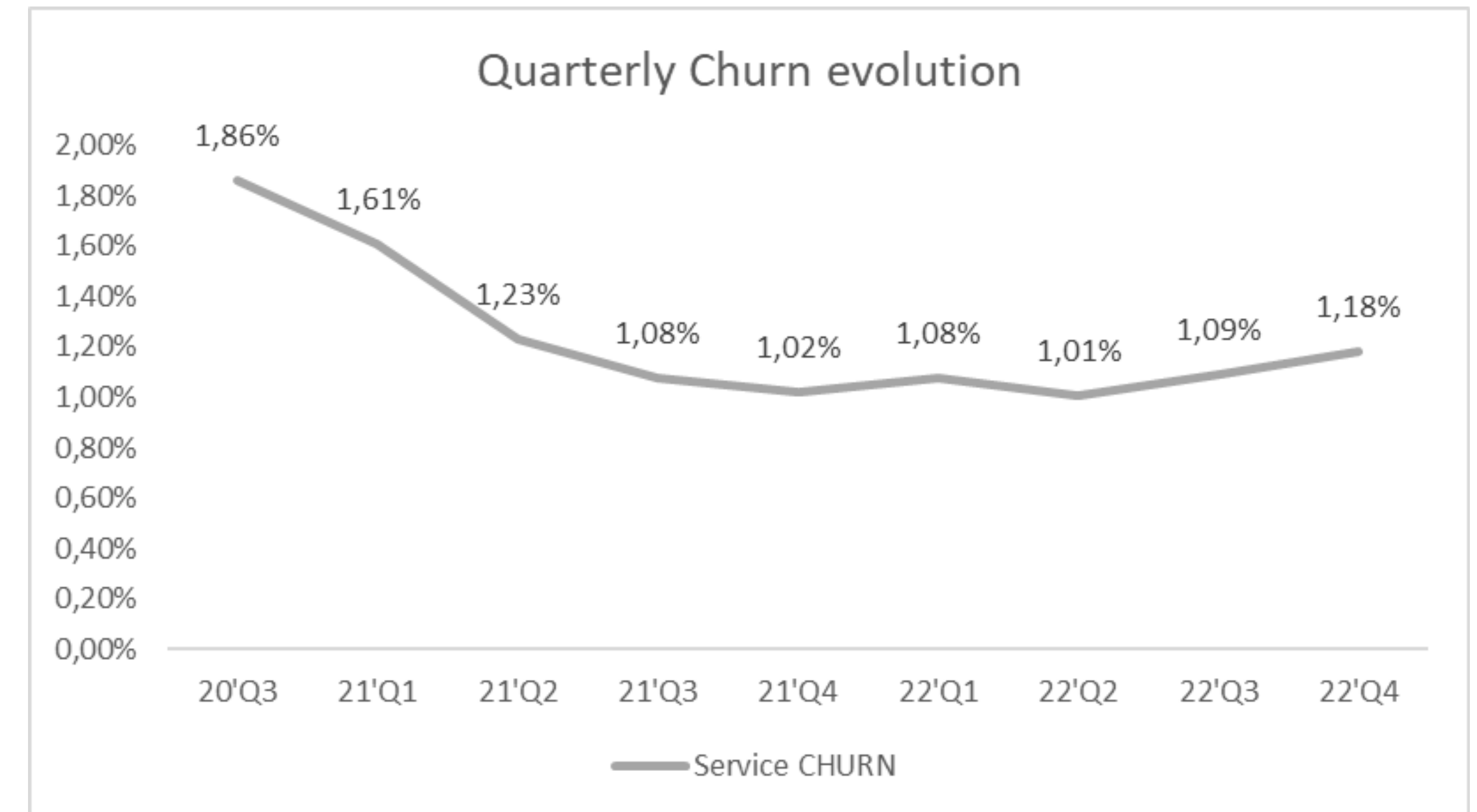
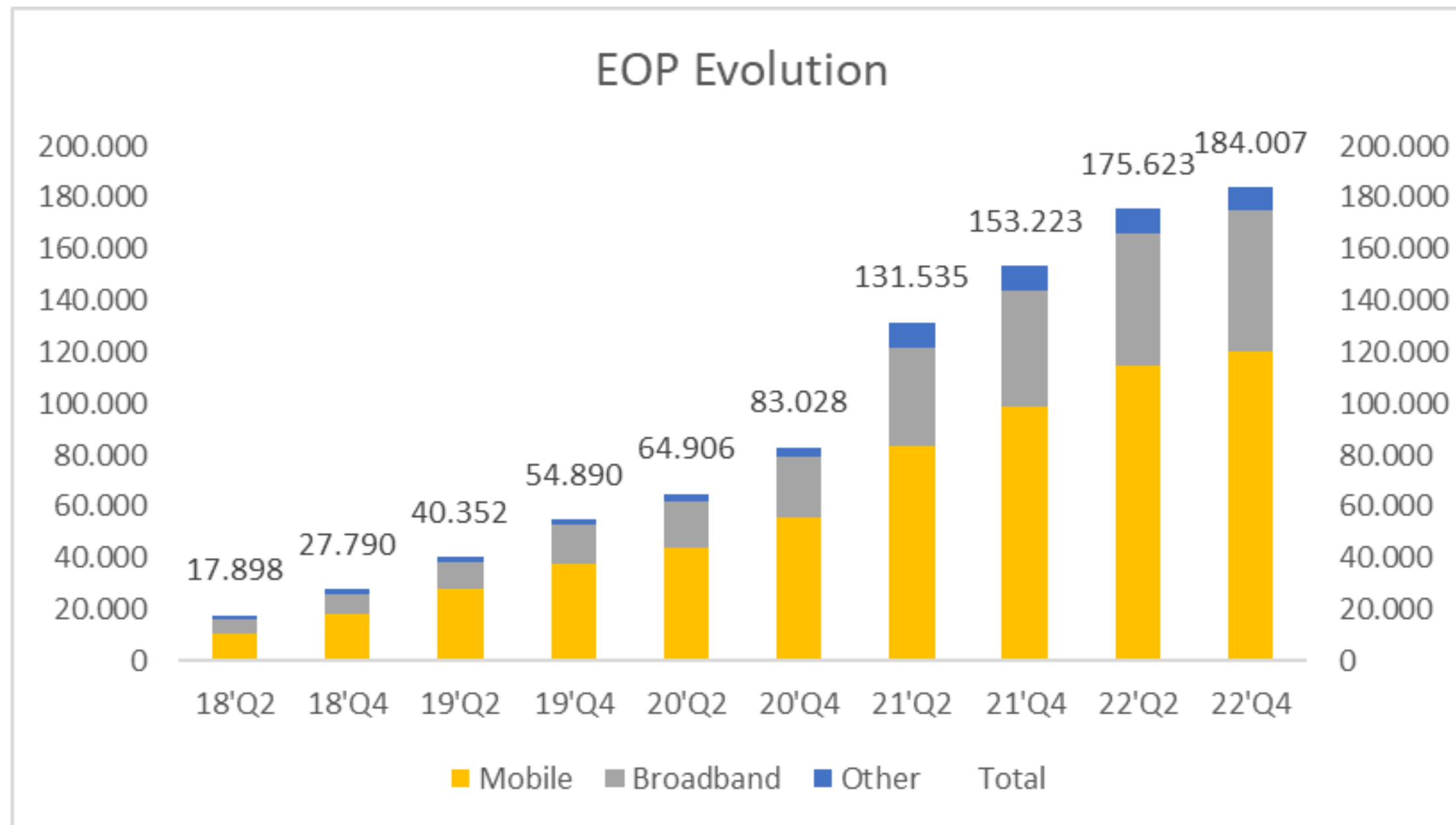
Presentation for Investors

April 2023



Grup Parlem_'22

Parlem has closed 2022 with +184K EOP, which represents an increase of +20,2% vs Dec'21. The consolidated churn rate evolution of the last 6 months is better than expected.



Grup Parlem_KPI's evolution

All Major KPI's are progressing in the right direction, showing a solid **organic** growth

	2022 Q1	2022 Q2	2022 Q3	2022 Q4	Diff	Diff %
Customer base	166.510	175.623	180.111	184.007	30.784	+20,1%
<i>Mobile</i>	108.203	114.526	117.922	120.450	21.427	+21,6%
<i>Internet BB</i>	52.351	55.178	56.446	54.380	5.930	+12,2%
<i>Other</i>	5.956	5.919	5.743	9.177	3.427	+59,6%
NetAdds	17.305	16.012	12.154	11.545		
<i>Mobile</i>	11.575	10.001	7.589	7.173		
<i>Internet BB</i>	5.357	5.241	4.124	3.911		
<i>Other</i>	373	770	441	461		
Service CHURN	1,08%	1,01%	1,09%	1,18%		
<i>Mobile</i>	0,94%	0,92%	1,02%	1,12%		
<i>Internet BB</i>	1,26%	1,07%	1,17%	1,13%		
<i>Other</i>	1,89%	2,17%	1,56%	1,86%		
ARPU	32,72	33,46	34,03	34,19	1,47	+4,5%
CLIENTS	70.979	72.929	74.352	74.784		
Revenue						
<i>Residential</i>	2.160.069	2.271.892	2.312.965	2.361.308		
<i>Company</i>	182.828	193.832	208.132	215.796		

Financial Highlights (1/2)

	2022	2021	Diff	Diff %
Revenue	37.873.688	22.490.199	15.383.489	+68,4%
GM%	40,05%	44,25%	-4,2 pp	
EBITDA	-2.242.815	-81.781	-2.161.034	
NET INCOME	-10.069.981	-3.589.376	-6.480.605	
MANEUVER FUND	-3.861.477	-1.441.869	-2.419.608	

Solid Growth in a market where the mobile and broadband portabilities have decreased >15% and >20%

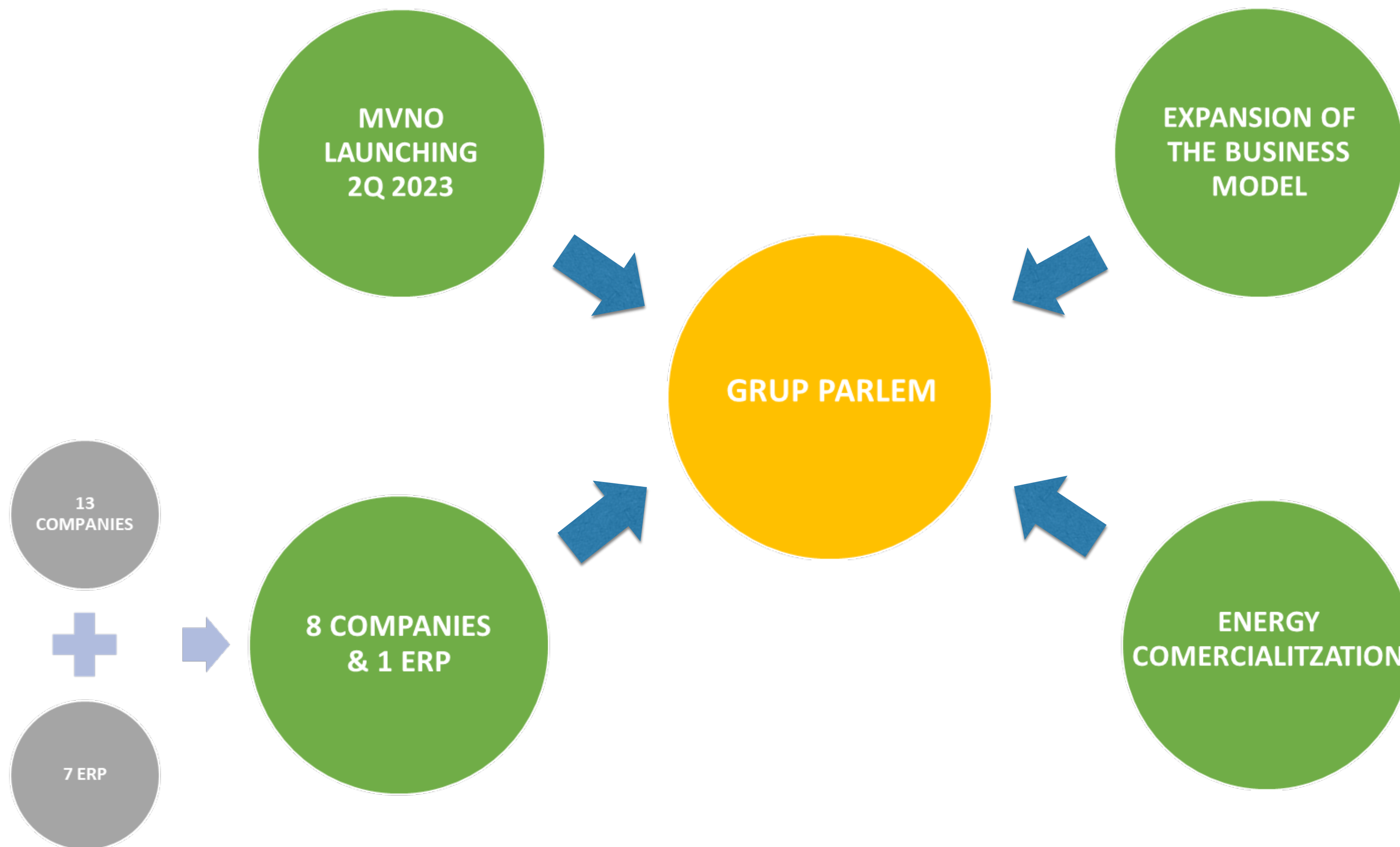
Parlem has launched profit protection programs during 1st Half which lead to an improvement of 48% EBITDA and ultimately drive the Group into positive Ebitda in 2023.

	SEM1 2022	SEM2 2022	Diff%
Revenue	16.576.995	21.296.693	28%
EBITDA	-1.479.414	-763.401	48%
% EBITDA	-8,9%	-3,6%	5,3 pp

Financial Highlights (1/2)

	DEBT VARIATION		
	2022	2021	Diff
Total Debt	24.620.408	22.545.294	2.075.114
Cash	3.270.000	6.561.000	-3.291.000
Bank debt	5.100.000	4.000.000	1.100.000
Convertible bond	9.000.000	3.000.000	6.000.000
Purchase loan	2.975.403	5.875.204	-2.899.801
Purchase loan shares	950.000	373.927	576.073
Weighted financial cost	3,58%	2,78%	
Debt w/o Conv. & IRU	8.694.401	10.310.623	-1.616.222

GOING FORWARD...



We keep offering the greatest value to our customers

We continue innovating in order to keep solving the problems our customers have and increase the value of our services

Innovations

New SP MVNO Platform (Q1 2023)



Parlem Energia (Q2 2023)



Other innovations (2023-2024)



Comments

- The new SP MVNO platform allow us to get a greater percentage of the whole value chain.
- We will be able to offer our customers premium and tailor-made products with added-value services.
- We will increase the margin of our products and open a new customer base since of the opportunity to personalization with a branding-license model for enterprises.

- The strategy behind Parlem Energia resides on the cross-selling opportunity.
- This allows us to grow our LTV through the increase in ARPU and the decrease of churn.
- White Brand reseller model avoids financial risks

- The global IoT market is projected to grow at a CAGR of 26.4% during 2022-2029.
- A layer of telecommunications is needed for this type of products to work.
- We can leverage our position to increase our ARPU and to enter into a new market segment.

During 2023 we will improve our +EBITDA by cutting unnecessary costs while increasing efficiency, margin and wallet share

Inefficiencies from our 2021-22 expansion plan have been identified and are being addressed to ensure Parlem's profitability

Department		Improvements	Achievements
Processes	General Expenses	Renegotiations with suppliers, insourcing different processes and other IT driven changes and subsidiaries streamlining (down from 13 to 8).	<p>LARGE Increase of +EBITDA</p> <p>Sustainable business prepared for long-term growth</p>
	Call center comercial	Optimization of the call center and website upgrade to get new costumers at lower price.	
Systems	Customer Service	Optimization on customer service cost.	
	Own network	Lines of acquired companies migrated to Parlem's own network / provider.	
Headcount	Cutting Staff	~450.000€ in savings of personnel departures not being replaced.	
Customer Portfolio	GTM Strategy	<ul style="list-style-type: none"> • Increase of inflation has had a neglectable effect in terms of churn in Q1. • Change in customer base portfolio to improve margin in Q2. • Cross-selling strategy. 	

Grup Parlem brands

 **parlem**
telecom
Perquè és la meua



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ecolium
ENERGIA

Grup Parlem is undervalued...

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Parlem Telecom (PAR SM)

Rating: Buy (unchanged)
Target Price (€): 4.29
Closing Price (€): 2.74

EQUITY RESEARCH - SPAIN & PORTUGAL
Telecommunication Services | Spain
Results Review
April 27, 2023



Accumulate

from Neutral

Share price: EUR 2.74

closing price as of 26/04/2023

Target price: EUR 3.50

from Target Price: EUR 4.00

Upside/Downside Potential 27.6%



Thank you!