



## **Privileged information**

### PREVIEW FY 2021 RESULTS AND 2022 BUDGET

### **LLORENTE & CUENCA S.A.**

20th January 2022

Llorete & Cuenca, S.A. (hereinafter, "LLYC", or the "Company"), pursuant to the provisions of Article 17 of Regulation (EU) No. 596/2014, on market abuse, and Article 228 of the Recast Text of the Securities Market Act, approved by Royal Legislative Decree 4/2015, of October 23, 2015 and related provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity, on information to be provided by companies admitted to trading on the BME Growth segment of BME MTF Equity (hereinafter the "BME Growth Circular 3/2020"), hereby informs the market of the following financial information.

In order to offer greater transparency and to provide recurring information to the stock market, the Company, although it is not obliged to publish it according to current regulations, attaches the corporate presentation of the preview of the year-end 2021 and the 2022 budget approved in the Board of January 19th 2022.

Sincerely yours,

José Antonio Llorete

Chairman of the Board of Directors

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**LLYC**

**2021 YEAR-END  
2022 BUDGET**

**LLYC**

# **PREVIEW 2021 RESULTS**

## YEAR-END 2021 ESTIMATE\*

### TOTAL REVENUE

**€62.8m**

**+40% vs 2020**

### OPERATING REVENUE

**€53.3m**

**+40% vs 2020**

**+19% Organic Growth**

**+10% vs 2019**

**+15% vs 2021e DIIM (IPO brochure)**

### RECURRING EBITDA

**€12.7m**

**+51% vs 2020**

**+36% Organic Growth**

**+26% vs 2019**

**+15% vs 2021e DIIM**

\*Pending audit work

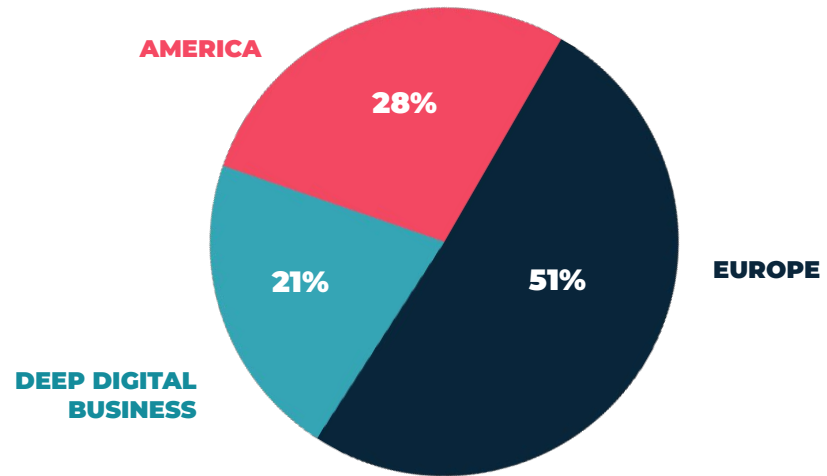
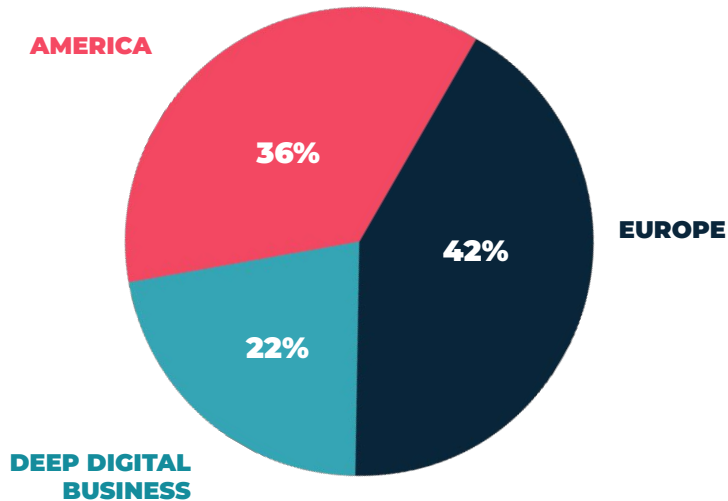
Operating revenues: total revenues less re-billings of customer services, in the DIIM (IPO brochure) corresponds to the Gross Margin  
Recurring EBITDA: also known as Gross Operating Income, is the concept of Earnings Before Interest, Taxes, Depreciation and Amortization. The Company calculates recurring EBITDA after excluding other extraordinary income/expenses.

**40% GROWTH IN OPERATING REVENUE AND 51% IN RECURRING EBITDA COMPARED WITH 2020, THUS MEETING OUR BUSINESS PLAN TARGET**

## DISTRIBUTION OF OPERATING REVENUE AND RECURRING EBITDA BY BUSINESS UNIT ESTIMATED 2021

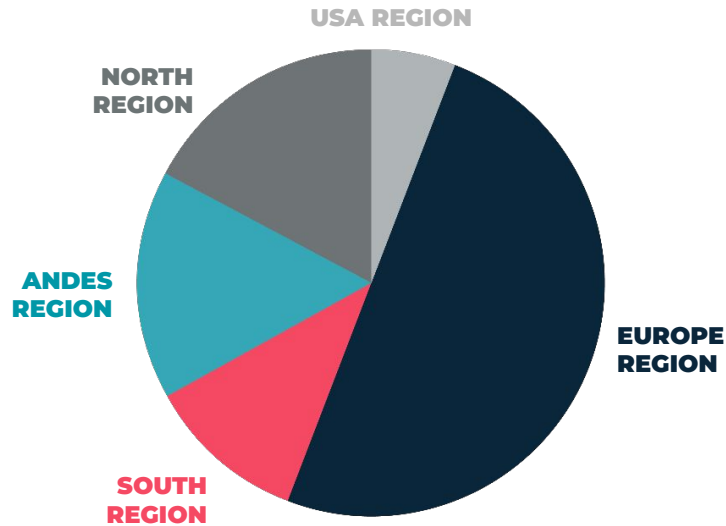
OPERATING REVENUE: €53.3m

RECURRING EBITDA: €12.7m

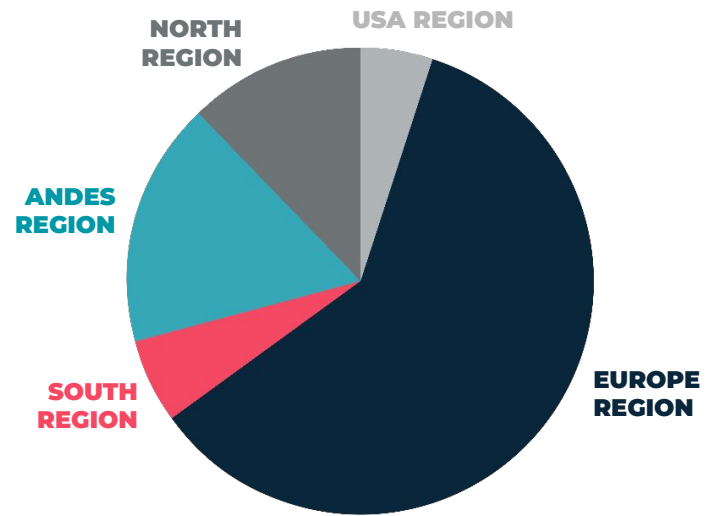


## GEOGRAPHICAL DISTRIBUTION OF OPERATING REVENUE AND RECURRING EBITDA EST. YEAR-END 2021

OPERATING REVENUE: €53.3m



RECURRING EBITDA: €12.7m



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# **2022 BUDGET**

## ORGANIC BUDGET 2022\*

### TOTAL REVENUE

**€84.7m**

+35% vs 2021

### OPERATING REVENUE

**€66.2m**

+24% vs 2021

+10% vs PROFORMA 2021

+74% vs 2020

### RECURRING EBITDA

**€15.9m**

+25% VS 2021

+10% VS PROFORMA 2021

+X2 VS 2020

\*The 2022 budget was approved by the Company's Board of Directors on January 19, 2022

**ORGANIC GROWTH THAT DOES NOT INCLUDE POTENTIAL ACQUISITIONS IN 2022**



## OPERATING REVENUE AND RECURRING EBITDA 2022

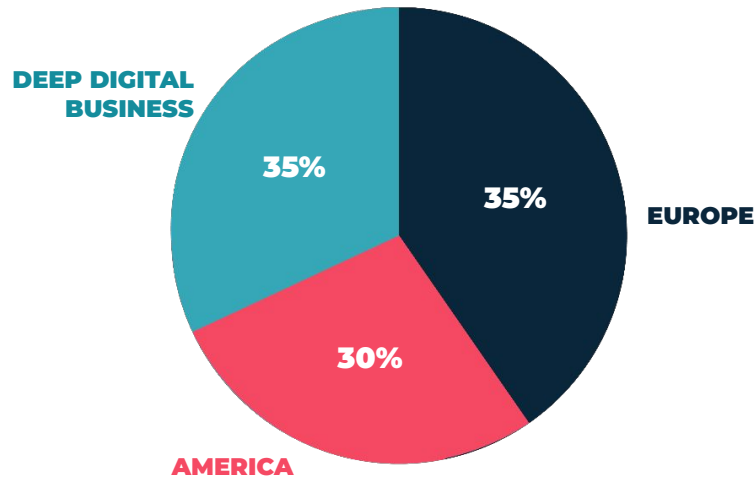
REAL RATES (€'000)

	2020	2021		2022	CHANGE	CHANGE	
	Current	Est. DIIM (IPO brochure)	Est. Year-end* 21	Est. Proforma 21	Budget	22 vs Est. Year-end* 21	22 vs Est. Proforma 21
OPERATING REVENUE	38.1	46.4	53.3	60.8	66.2	24%	10%
RECURRING EBITDA	8.4 22%	11.1 23.9%	12.7 23.8%	14.5 23.8%	15.9 24%	25%	10%

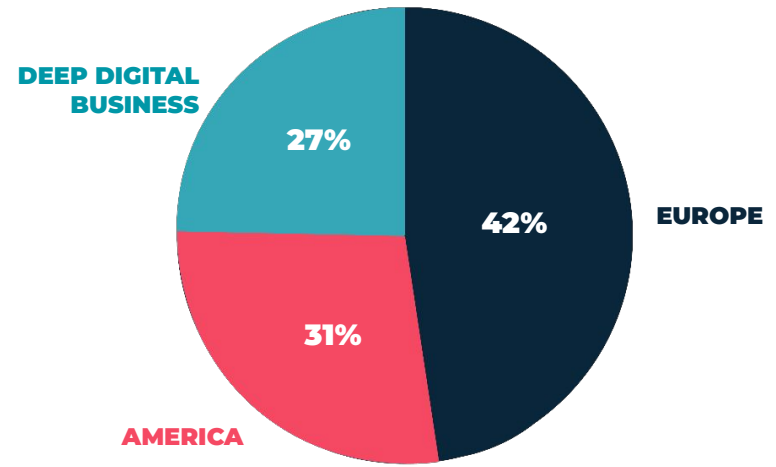
\*Financial Statements pending audit

## BREAKDOWN BY MAIN BUSINESS UNITS 2022

OPERATING REVENUE: €66.2m

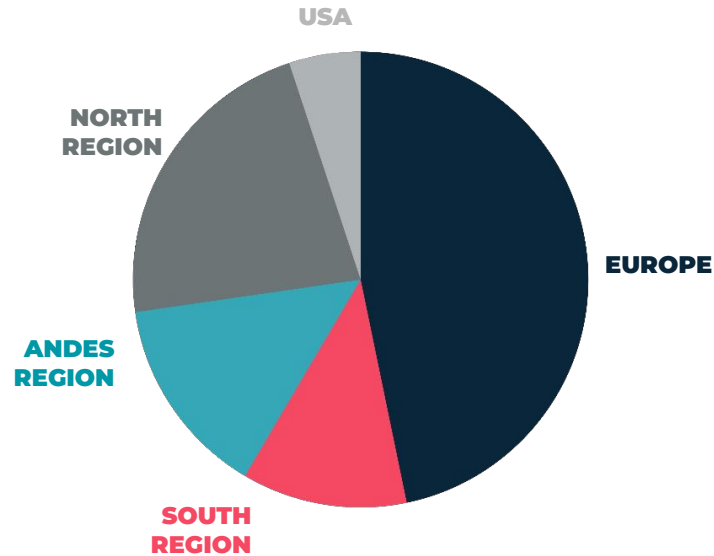


RECURRING EBITDA: €15.9m

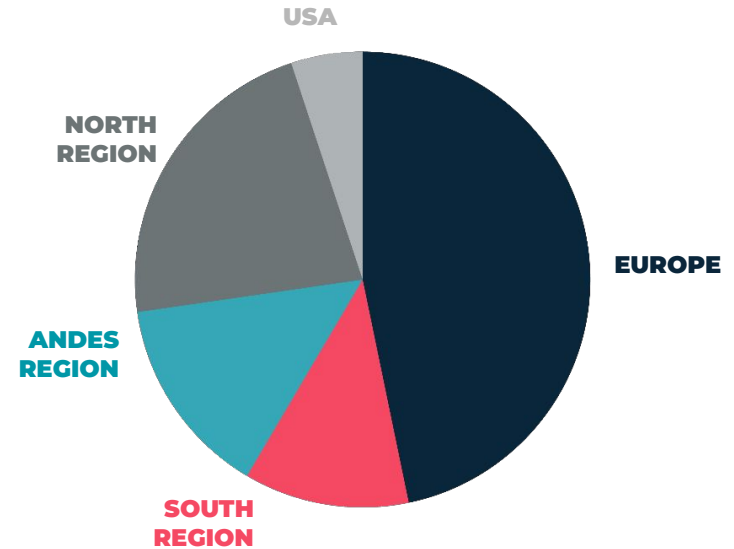


## GEOGRAPHIC DISTRIBUTION 2022

OPERATING REVENUE: €66.2m

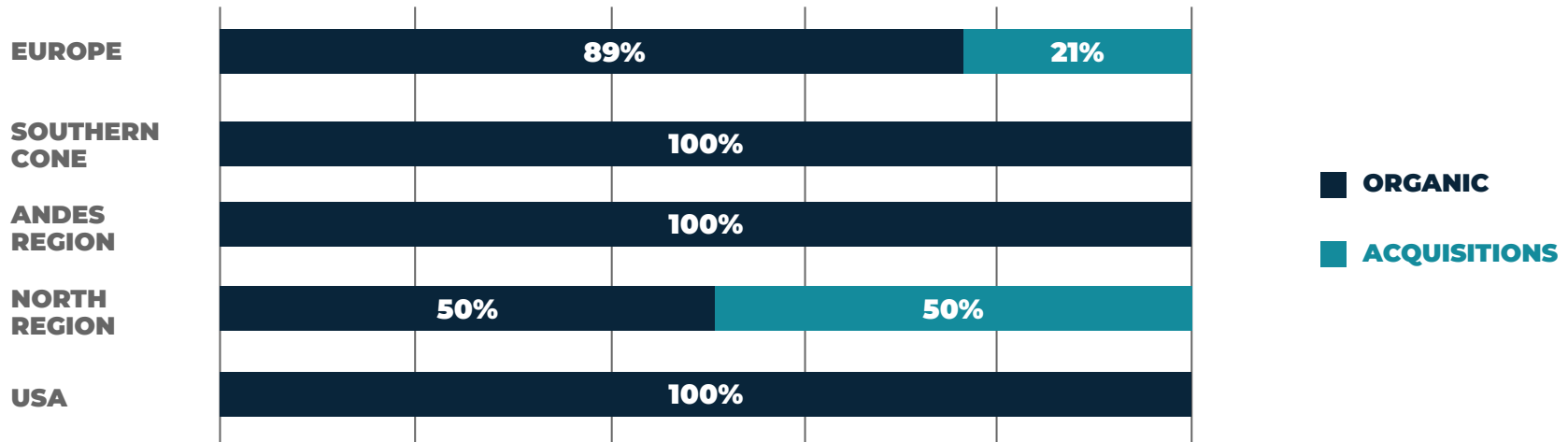


RECURRING EBITDA: €15.9m



## IMPACT OF 2021 ACQUISITIONS\* IN 2022 OPERATING REVENUES

REAL RATES (€'000)



\*Apache, CHINA and BESO

## Disclaimer

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*This presentation is a translation of the Spanish version. In case of discrepancy, the Spanish version shall prevail.*

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**THANK YOU**

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