



Privileged information

PREVIEW FISCAL YEAR 2022 RESULTS

LLORENTE & CUENCA S.A.

25th January 2023

Llorente & 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 2022 results preview and 2023 budget approved by the Board of Directors on January 23rd, 2023.

Sincerely yours,

José Antonio Llorente

Chairman of the Board of Directors

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2022 PREVIEW 2023 BUDGET

25 january 2023

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RESULTS PREVIEW
2022

FY 2022 RESULTS PREVIEW*

88.9 M€

total revenue

+39% vs 2021

+10% vs 2021 Proforma
+99% vs 2020

72.7 M€

operating revenue

+36% vs 2021

+19% Organic Growth
+19% vs 2021 Proforma
+81% vs 2020

16.0 M€

recurring EBITDA

+26% vs 2021

+15% Organic Growth
+11% vs 2021 Proforma
+90% vs 2020

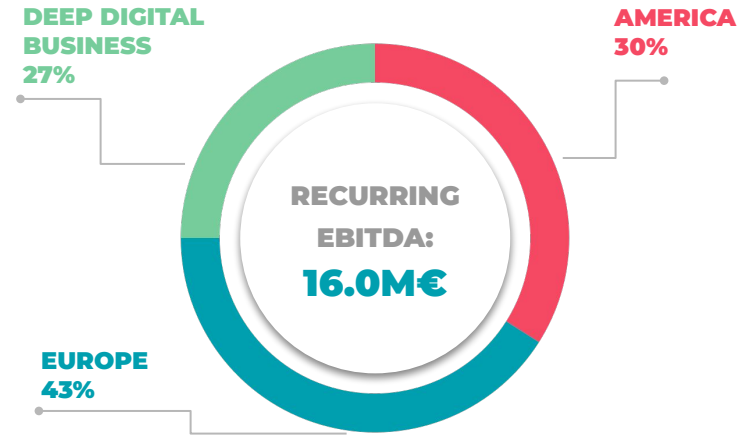
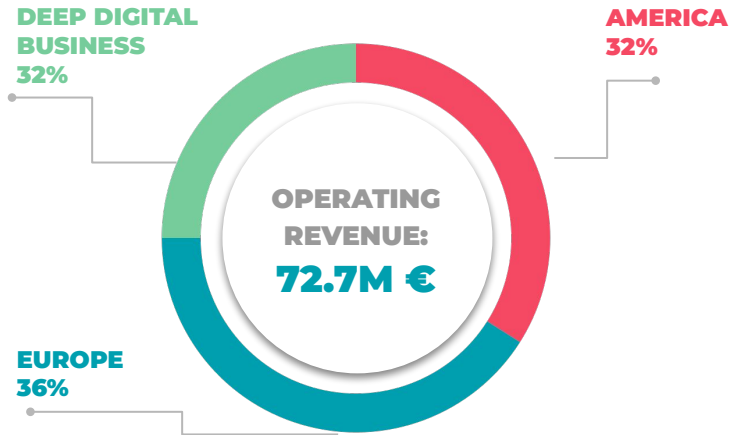
*Pending audit work

Operating revenues: total revenues less re-billings of customer services, in the DIIM (IPO brochure) corresponds to the Gross Margin

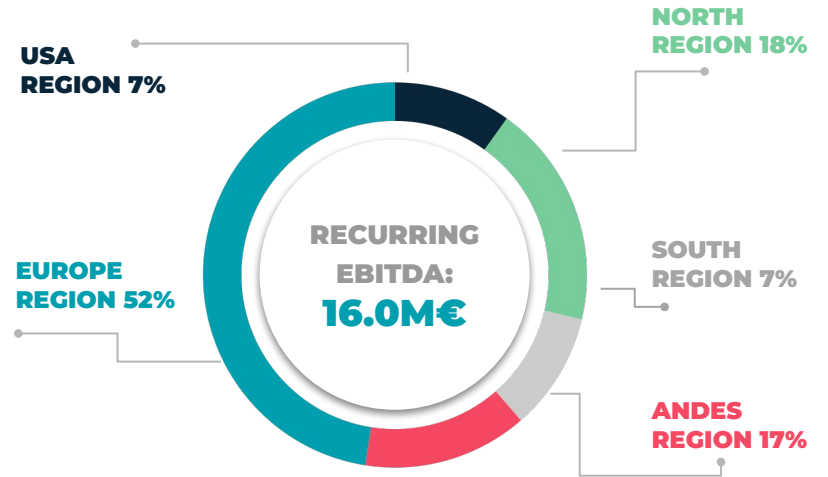
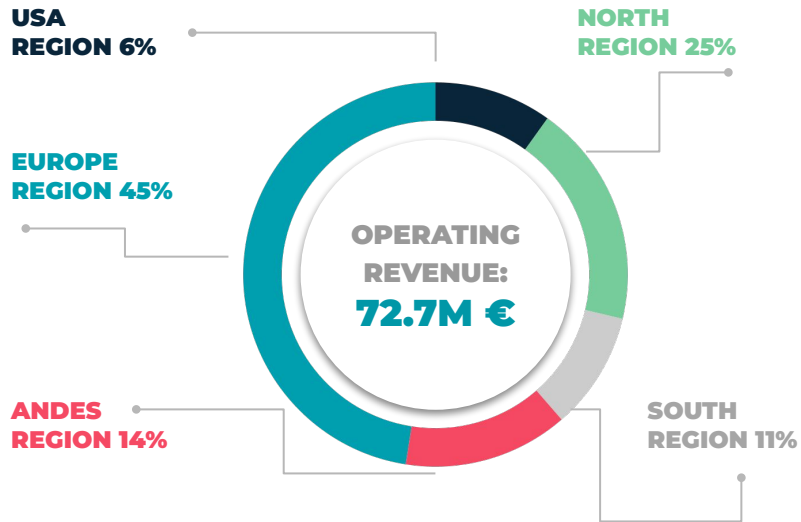
Recurring EBITDA: also known as Gross Operating Income, is the concept of Earnings Before Interest, Taxes, Depreciation and Amortization. The Company calculates recurring EBITDA after excluding other extraordinary income/expenses.

**36% GROWTH IN OPERATING REVENUE AND 26% IN RECURRING EBITDA COMPARED WITH 2021,
THUS MEETING OUR BUSINESS PLAN TARGET**

DISTRIBUTION OF OPERATING REVENUE AND RECURRING EBITDA BY BUSINESS UNIT. FY 2022

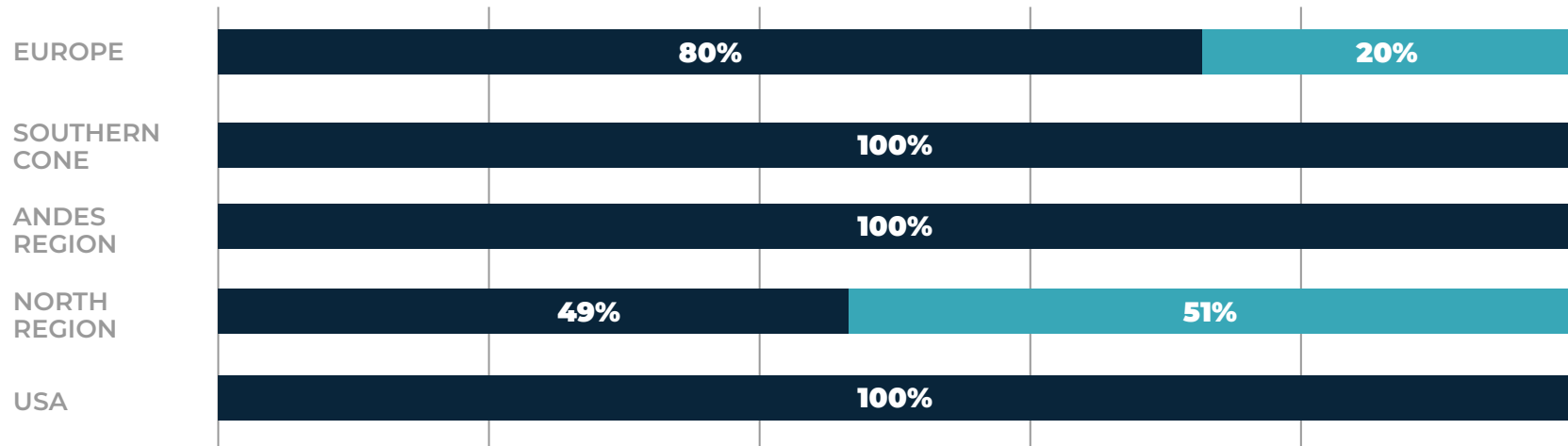


GEOGRAPHICAL DISTRIBUTION OF OPERATING REVENUE AND RECURRING EBITDA. FY 2022



IMPACT OF 2021 ACQUISITIONS* IN 2022 OPERATING REVENUES**

REAL RATES (€000)



■ ORGANIC

■ ACQUISITIONS

*Apache, CHINA and BESO

**Pending audit work

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TALENT

1,131
LLYCERS
+17% vs 2021

63% Women

167
Promotions
15% staff

62% Women

671
participants at the
Challengers program

BEST AGENCY TO WORK FOR 2022 by SCOPEN
Great Place to Work at 12 operations

**OUR STRONG GROWTH HAS ALLOWED US TO CONTINUE INVESTING IN THE DEVELOPMENT OF OUR
TALENT**

32%

operating revenue from
Deep Digital Business
vs 22% in 2021

800 k €

invested in
R&D+i

Focus on Deep Learning

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AWARDS

IN 2022 LLYC COUNTS
A TOTAL OF

120

national and
international
awards

MAIN AWARDS



PREMIOS
EIKON

NEWYORK FESTIVALS
ADVERTISING AWARDS

eficacia2022
XXIV EDICIÓN PREMIOS A LA EFICACIA EN COMUNICACIÓN COMERCIAL



THE
SABRE
AWARDS

CORPORATE AWARDS



"Best Communications
Consultancy in Southern
Europe" at PRWeek
Global 2022.



"Communication Company of the
Year" and "Best Consulting Firm
in Europe" at the International
Business
Awards 2022.

Grand Slam
El ranking de Iberoamérica

"First creative agency in Spain"
according to the Grand Slam of
Ibero-American creativity
organized by FIAP.

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2023 BUDGET

ORGANIC BUDGET 2023*

96.0 M€

total revenue
+8% vs 2022

80.0 M€

operating revenue
+10% vs 2022

+50% vs 2021
+31% vs PROFORMA 2021

17.6 M€

recurring EBITDA
+10% vs 2022

+39% VS 2021
+21% VS PROFORMA 2021

*The 2023 budget was approved by the Company's Board of Directors on January 23, 2023

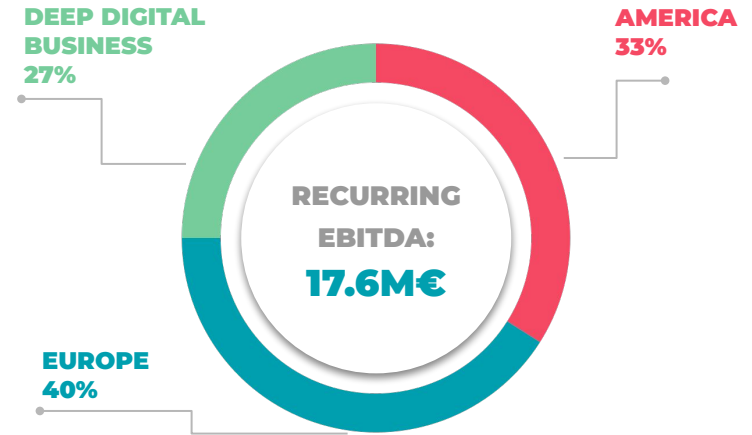
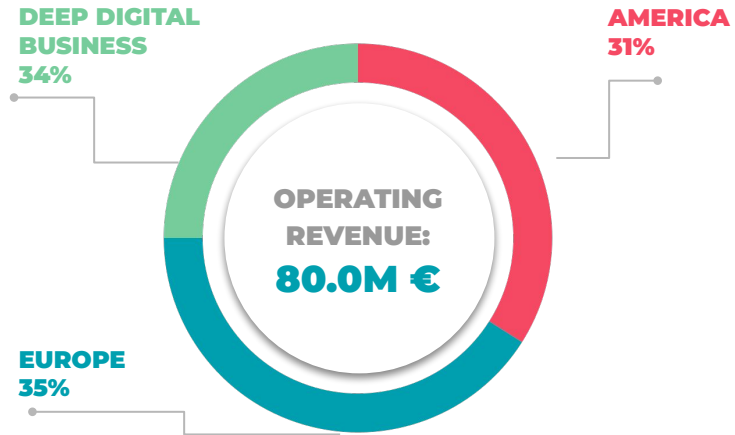
OPERATING REVENUE AND RECURRING EBITDA. BUDGET 2023

REAL RATES (€000)

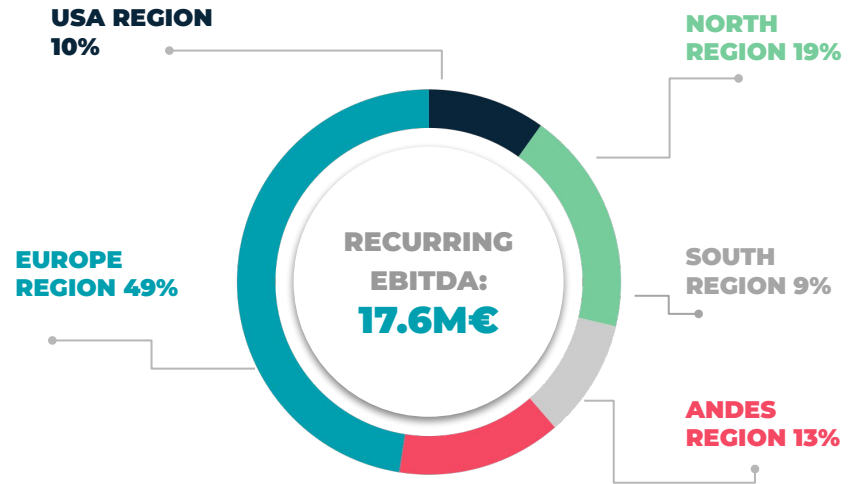
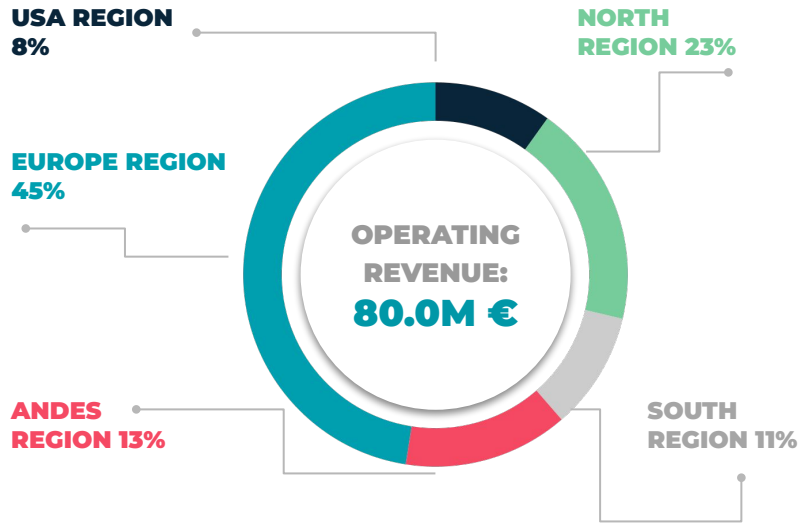
	2021		2022	2023	VAR
	Current	Proforma	Est. Year-end*	Budget	23 vs Est. Year-end 22
OPERATING REVENUE	53.3	61.0	72.7	80.0	10%
RECURRING EBITDA <i>% over operational income</i>	12.7 23.8%	14.5 23.7%	16.0 22.1%	17.6 22.0%	10%

*Financial Statements pending audit

BREAKDOWN BY MAIN BUSINESS UNITS. BUDGET 2023



GEOGRAPHIC DISTRIBUTION. BUDGET 2023



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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