



Other relevant information

COMMUNICATION OF FINANCIAL RESULTS FOR THE YEAR 2022 OF LLYC.

LLORENTE & CUENCA S.A.

March 9th 2023

LLORENTE & CUENCA, S.A. (hereinafter, "LLYC", "LLYC Group", the "Company", the "Company" or the "Group"), by virtue of the provisions of article 17 of Regulation (EU) no 596/2014 on abuse of market and in article 228 of the Consolidated Text of the Securities Market Law, approved by Royal Legislative Decree 4/2015, of October 23 and concordant provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity (hereinafter, "BME Growth"), the following financial information regarding the annual results for the full year 2022 is hereby communicated to the market:

I. Presentation of 2022 Results in Spanish and English.

The Company has scheduled a presentation of results through the webinar where its Global CEO together with the Global CFO will explain the main figures presented here and the Group's strategy, and it will be open to all those investors, analysts and interested persons, who will be able to follow said online presentation and ask the questions they consider appropriate:

FY 2022 RESULTS PRESENTATION WEBINAR

Date & Hour: Thursday, 9th March at 17:00 CET

Link: <https://event.webinarjam.com/register/248/gq9g2cnr>

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The above documentation is also available to the market on the Company's website (<https://www.llorenteycuenca.com/>).

In compliance with the provisions of BME MTF Equity Circular 3/2020, it is expressly stated that the information communicated herein has been prepared under the exclusive responsibility of the Company and its administrators.

Sincerely,

Mr. José Antonio Llorente

Chairman of the Board of Directors

LLYC

**AUDI
- TED
RESULTS**

**20
22**

LLYC

THE FIGURES

THE FIGURES MAIN FIGURES

89.5 M€

total revenue
+39% vs. 2021

+10% vs. 2021 proforma
+100% 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

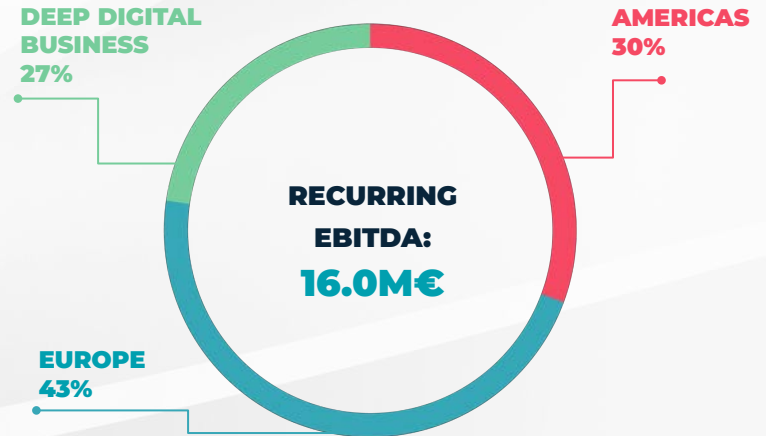
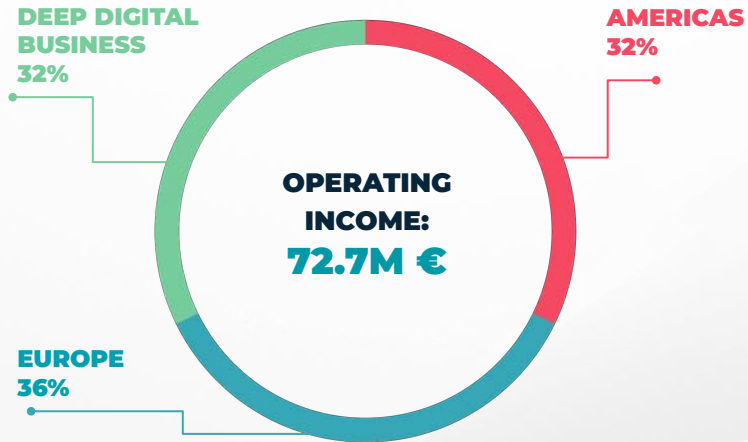
+15% organic growth
+11% vs. 2021 proforma
+90% vs. 2020

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.

We doubled our Recurring EBITDA in 2 years

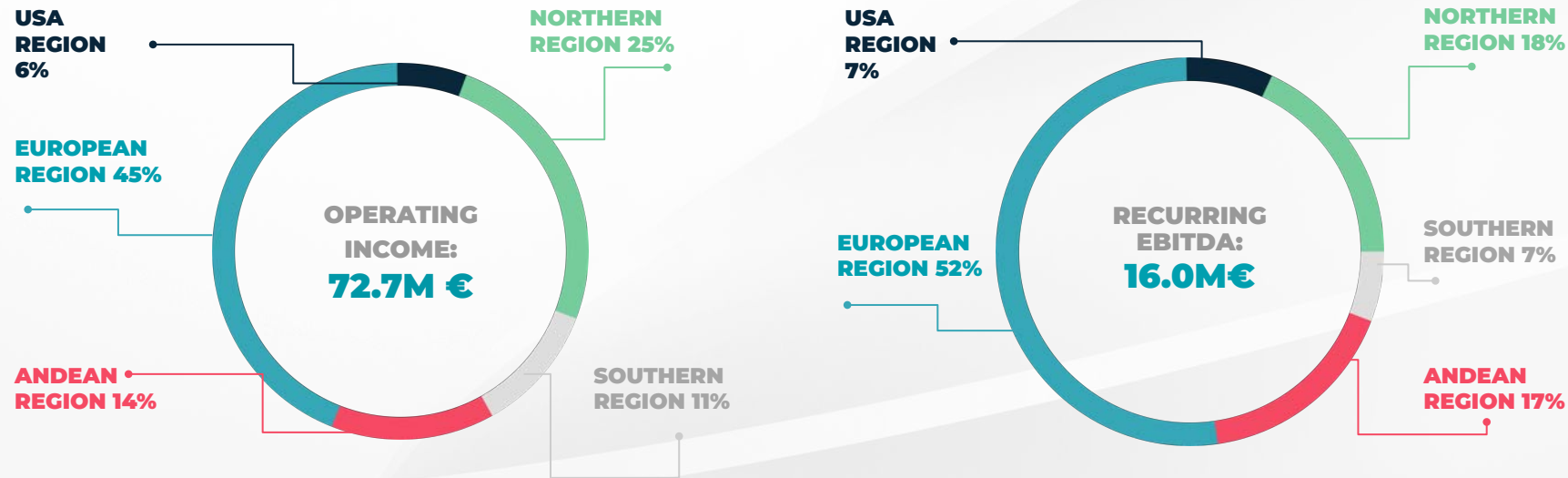
THE FIGURES

2022 OPERATING REVENUE AND RECURRING EBITDA DISTRIBUTION BY BUSINESS UNITS



THE FIGURES

2022 GEOGRAPHICAL DISTRIBUTION OF OPERATING REVENUE AND RECURRING EBITDA





THE FIGURES 2022, INNOVATION & GROWTH

Operating income	▶ +36.4% VS FY 2021	+81.4% VS FY 2020
Recurring EBITDA	▶ +26.2% VS FY 2021	+90.5% VS FY 2020
Net income	▶ +33.7% VS FY 2021	+150.2% VS FY 2020

Million euros

	FY 2021	FY 2022	% variation
TOTAL REVENUE	64.1	89.5	+39.5%
OPERATING REVENUE	53.3	72.7	+36.4%
RECURRING EBITDA	12.7	16.0	+26.2%
<i>Margin over operating revenue</i>	23.8%	22.1%	-
ACCOUNTING EBITDA	11.2	15.2	+36.1%
<i>Margin over operating revenue</i>	21.0%	20.9%	-
EBIT	8.5	11.7	+37.6%
Financial result	(0.6)	(1.4)	-
RESULT BEFORE TAXES	7.9	10.3	+29.9%
Taxes	(2.4)	(2.9)	-
Tax rate	30.3%	28.3%	-
NET RESULT	5.5	7.4	+33.7%
Minority interests	0.2	0.4	-
CONSOLIDATED NET PROFIT	5.3	7.0	+30.6%

THE FIGURES

A SOLID FINANCIAL POSITION

12.2 M€

cash flow

-25.7% vs. 2021

8.9 M€

gross debt

-15.0% vs. 2021

-0.3 x

net financial debt/ EBITDA ratio

We have low indebtedness compared to the market average and have the resources to continue to advance in our business plan.

LLYC

**INNOVATION AND
CREATIVITY**

WE ARE CLEARLY COMMITTED TO **INNOVATION**

32%

of operating revenues
come from Deep Digital
Business

800 th€

invested in
I+D+i

Deep Learning focus

LLYC VENTURING

First investments

 erudit



Deep Digital Business services are experiencing an increase in demand (98% revenue growth) and are confirmed as being of high value for the group.



WE COMBINE
**STRATEGY AND CREATIVITY WITH
EXPONENTIAL TECHNOLOGIES**



INNOVATION AND CREATIVITY

CREATING THE BEST SOLUTIONS FOR OUR CLIENTS

IN 2022 WE
TOTALLED

120

national and
international
awards and
recognitions

MAIN EVENTS



ADVERTISING AWARDS



CANNES LIONS



PREMIOS EIKÓN



THE SABRE AWARDS



CORPORATE AWARDS

PRWeek

"Best communications consultancy in Southern Europe" at the PRWeek Global 2022.

THE STEVIE® AWARDS
FOR GREAT EMPLOYERS

"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.

LLYC

OUR PEOPLE



OUR PEOPLE

WE KEEP INVESTING IN TALENT

1,127

LLYCERS
+17% vs. 2021

63% Women

167

PROMOTIONS
15% STAFF

62% Women

637

PARTICIPANTS
CHALLENGERS
PROGRAM



BEST AGENCY TO WORK FOR 2022, SCOPEN
Great Place to Work in 12 of our operations

Our strong growth has allowed us to continue investing in the development of our talent

OUR PEOPLE

TO BECOME A DIVERSE, INCLUSIVE AND MULTIDISCIPLINARY COMPANY

1,127
PEOPLE

24
NATIONALITIES

63%
WOMEN

552
EXPERTS
in Engagement, Corporate and Financial
Communications, Public Affairs, Crisis,
Risks and Training

346
EXPERTS
Digital Influence and Marketing

98
ENGINEERS

91
CREATIVES

Global alliances with diversity partners

**Pride
Connection**



**HRC Equidad
MX**



**BlackID
REDI**

**INLUI
CIEE**

**41+1 LGBTQ+
by Negocios
Expansión**

LLYC

COMMITMENT TO SOCIETY

COMMITTED TO THE **PROGRESS OF THE SOCIETIES IN WHICH WE OPERATE**

Since 2017 we have achieved a total of:

3,783

beneficiaries

1,944

volunteers

75

projects

+11 th

dedicated hours

Flagship projects 2022

GLOBAL PROJECT

**Voces
Futuras**



**FUNDACIÓN 26 DE
DICIEMBRE AND REDI**

**Transpa-
rentes**



AND WITH **THE ENVIRONMENT**



CIRCULAR ECONOMY

Minimizing plastic consumption, installation of recycling corners and zero paper.



SUSTAINABLE OFFICE

Clean energy and efficient equipment.



RESPONSIBLE PURCHASING

Sustainable office supplies.

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

LLYC

THANK YOU