

**AUDI
-TED
RESULTS** **FIRST HALF** **20
23**

LLYC

MILESTONES



RESULTS 1H 2023 MILESTONES

01



RESULTS IN LINE WITH BUDGET

Organic growth of 8% above market average.

Half-year results in line with budget. After six months we have achieved 50% of the projected revenue and 50% of the EBITDA.

02



NET INCOME GROWS AT DOUBLE DIGIT

A 13.4% increase reaching 4.5 million euros.

03



DEEP DIGITAL CONSOLIDATED

A 25% increase in revenue and a higher contribution to the result.

Merger of Voikers, an audio company.

04



PROGRESS IN THE EXPANSION IN THE USA

The US becomes the third market in terms of revenue after the acquisition of BAM.



RESULTS 1H 2023 MILESTONES

05

CONTINUOUS FOCUS ON TECHNOLOGY

We continue investing in improving our capabilities in exponential technologies and artificial intelligence.

06

INVESTMENT IN TALENT AND PROFESSIONAL DEVELOPMENT

The team is up by more than 4% compared to H1 2022.

More than 63% of LLYCERS are women.

07

A 1H FULL OF RECOGNITIONS

A semester full of recognition for our professionals and creative campaigns.

08

PROGRESS IN SOCIAL COMMITMENT

231 young people benefited from the Foundation's various programs.

Initiated the process of obtaining ratings in Clarity and Refinitiv.

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FIGURES

FIGURES

TOTAL COMPANY: AUDITED¹ RESULTS 1H 2023

48.7 M€

total revenue
+12% vs. 1H 22

+8% Organic growth
51% budget achievement FY 23
Budget FY 2023: 96 M€²

39.9 M€

operating income
+12% vs. 1H 22

+8% Organic growth
50% budget achievement FY 23
Budget FY 2023: 80 M€²

8.8 M€

recurring EBITDA
+9% vs. 1H 22

+2% Organic growth
50% budget achievement FY 23
Budget FY 2023: 17.6 M€²

¹ Limited review

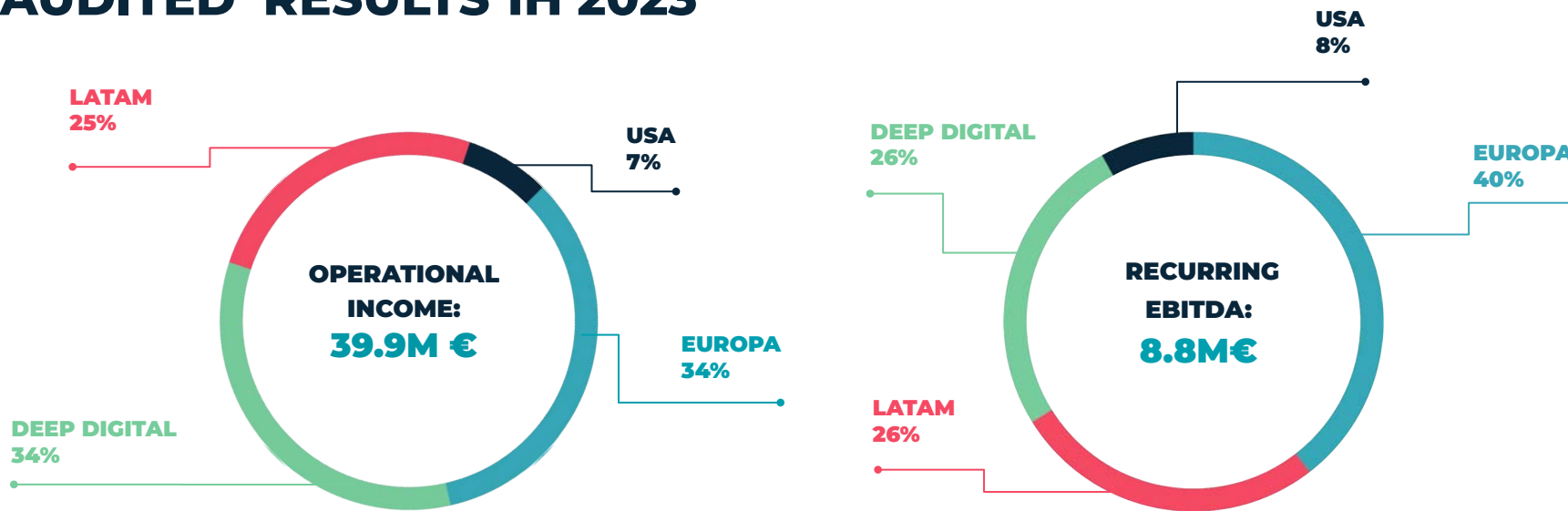
² Included in the Insider Information published in the market on January 25th, 2023

Operating income: total revenue minus customer service re-billings, in the DIIM corresponds to Gross Margin

Recurring EBITDA: also known as gross operating profit, is the result before interest, tax, depreciation and amortization. The Company calculates recurring EBITDA by excluding other extraordinary income/expenses.

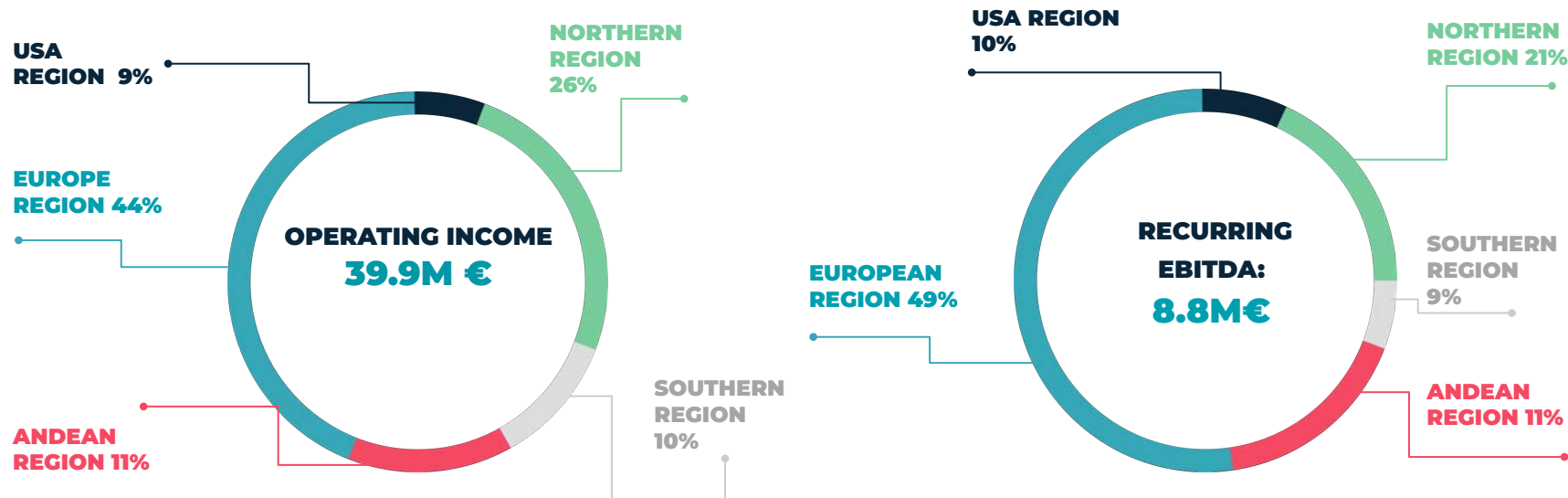
FIGURES

**OPERATING INCOME AND RECURRING EBITDA
DISTRIBUTION BY BUSINESS UNITS:
AUDITED¹ RESULTS 1H 2023**



FIGURES

OPERATING INCOME AND RECURRING EBITDA DISTRIBUTION BY GEOGRAPHIES: AUDITED¹ RESULTS 1H 2023

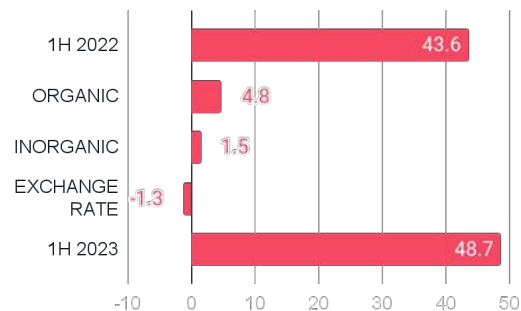


¹ Limited review

FIGURES

A HALF-YEAR OF GROWTH

TOTAL REVENUE M€



CONSOLIDATED RESULTS

(in millions of €)	1H 22	1H 23	% variation
TOTAL REVENUE	43.6	48.7	11.6%
OPERATIONAL INCOME	35.6	39.9	12.3%
RECURRING EBITDA	8.1	8.8	8.5%
Margin	22.7%	22.0%	-
ACCOUNTING EBITDA	7.8	8.8	13.5%
Margin	21.9%	22.2%	-
EBIT	6.1	7.1	16.7%
Financial result	-0.5	1.2	-
RESULTS BEFORE TAXES	5.6	6.1	9.0%
Taxes	-1.6	-1.6	-
Tax rate	-28.5%	-25.6%	-
NET RESULT	4.0	4.5	13.4%

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TALENT



THE TALENT

COMMITTED TO GROWTH AND PROFESSIONAL DEVELOPMENT

1,175

LLYCERS
+4.3% vs. 1H 2022

63% Women

95

PROMOTIONS
8% STAFF

60% Women

639

**PARTICIPANTS IN
CHALLENGERS
PROGRAMME**

LLYC

CREATIVITY

RECOGNITIONS

A FIRST HALF FULL OF RECOGNITIONS

Communication consultancy with a Spanish parent company, most prominent in global rankings such as PRWeek and PRovoke.

BESO by LLYC has been recognized as the **No. 1 Digital Marketing agency in Mexico** and as **Best of the Best** by Merca 2.0 magazine.

Apache, part of LLYC, became a **Google Premier Partner**, the highest certification of the technological giant, only received by 3% of affiliated companies, among others.



RECOGNITIONS

A FIRST HALF FULL OF CREATIVITY

"Sopa de Señas"

from BESO by LLYC for La Moderna

"Uniform Monday" y "Piensa Menos"

together with Adolfo Domínguez from CHINA part of LLYC

"Mocotó SQF"

from PTC Therapeutics headed by LLYC Brasil

"THD - The Hidden Drug"

LLYC Global Campaign

"Kolapso: Elegir el mañana"

from the Consumer Engagement Team LLYC Madrid, for BBK

"VOCES"

by LLYC team Colombia for Credicorp



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COMMITMENT

OUR COMMITMENT **TO SOCIETY**

ENVIRONMENT

Work on three environmental lines of action .

Launch of the Carbon Footprint measurement project with the GreeMko tool.



CIRCULAR ECONOMY



SUSTAINABLE OFFICE



RESPONSABLE SHOPPING

SOCIAL

The LLYC Foundation has benefited 231 young people in vulnerable situations, through the volunteer work of 91 professionals, who have dedicated more than 400 hours.



ESG COMMITMENT

The LLYC Foundation has benefited 231 young people in vulnerable situations, through the volunteer work of 91 professionals, who have dedicated more than 400 hours.

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THANK YOU