agile content

2022 Integrated Report

April 2023

The Information

The information contained in this report for the 2022 financial year has been prepared by Agile Content, S.A. (hereinafter Agile Content) pursuant to Article 17 of Regulation (EU) No. 596/2014 - Market abuse, and to Article 227 of the Securities Markets and Investment Services Act 6/2023, of 17 March, and to Circular 3/2020 of the BME Growth segment of BME MTF Equity (hereinafter "BME Growth"); we hereby provide you with the following information relating to Agile Content S.A. and present the Management Report and audited Annual Financial Statements as of 31 December 2022.

Content of the 2022 Integrated Report

I. The Management Report is from page 4 to page 32; it contains the review of the management of the operations and results of the company in 2022, along with a comparison with 2021. The report was prepared by the Board of Directors on 30 March 2023 in accordance with the recommendations of the Guide for the Preparation of Management Reports of Listed Companies of the Spanish National Securities Market Commission (CNMV). This report likewise contains information on the compliance of the business plan and foreseeable evolution, the business model, corporate strategy, risk management, and relevant events of the period and subsequent to the year end.

II. The report on the Corporate Governance of Agile Content is included within the Management Report from page 21 to page 22 as an epigraph of Section 8 on the policies and measures to protect the environment, the social impact and improving governance practices (Environmental, social and governance - ESG). When preparing the ESG information, some standard criteria based on GRI have been taken into account and supplemented with the data from the non-financial information statement (EINF) published in a separate document.

III. In addition to including the 2022 Management Report, the Integrated Report contains the consolidated Financial Statement and Auditors' Report as of 31 December for Agile Content S.A. and dependent companies, and the individual Financial Statements and Auditors' Report as of 31 December 2022 of Agile Content S.A.

Legal Disclaimer and forward-looking information

The information in this Results Report has been prepared by Agile Content and includes financial information extracted from the Agile Content S.A. financial statements, for the financial year ended 31 December 2022, audited by EY (Ernst & Young), along with statements regarding future prospects.

The information and forecasting statements on Agile Content are not historical facts, as they are based on assumptions considered to be reasonable, and are subject to risks and uncertainties, many of which are difficult to anticipate and are, in general, beyond the control of Agile Content. Shareholders and investors are thus warned risks could cause the real results and development to differ significantly from those initially foreseen in the information and forward-looking statements.

Except for the aforementioned financial information, the information and any of the opinions and statements contained in this document have not been verified by independent third parties. Therefore, no guarantee is given either implicitly or explicitly regarding the impartiality, accuracy, breadth and correctness of the information or of the opinions and statements made herein.

This document is not an offering or invitation to buy or underwrite shares as per Legislative Royal Decree 4/2015, of 23 October, enacting the consolidated text of the Securities Market and in its implementing legislation. Furthermore, this document is not a bid to buy, sale or swap or a request for a bid to buy, sale or swap securities, or a request for any type of vote or approval in any other jurisdiction.

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Consolidated financial statements and Auditors' Report as of 31 December 2022 for Agile Content S.A. and dependent companies.

Individual financial statements and Auditors' Report as of 31 December 2022 for Agile Content S.A.

1. Letter from the Chairman

Dear Shareholder

I am pleased to present the consolidated financial statements for 2022, together with an update of the evolution of our business.

Agile Content has successfully integrated the latest acquisitions and generated constant growth, maintaining a solid position on the pay-TV and OTT services market.

Consumption of video streaming has increased exponentially in demand in recent years, and has continued to do so post-pandemic. As consumers look for greater personalisation, offer and flexibility in their viewing content options, the OTT services have had to review their current plans and strategies. Technology plays an increasingly important role in this industry – regarding recommendation and aggregation, adaptation to new distribution networks and devices – in business models that combine subscriptions, data and advertising.

Despite the market challenges in the last year, we are continuing to drive our strategy based on three solid pillars: organic growth, the effective integration of our acquisitions and investment in key technologies for generating value. We have strengthened our position as the first neutral supplier of video infrastructures in Europe, with growth of sales and a turnover of over €100 million, in a fragmented market that allows consolidation and growth.

As regards past acquisitions, we have successfully integrated WeTek, a company acquired at the end of 2021. Its incorporation has helped to internationalise the sales of this division, where North America has become the main key market for those operations.

We are proud of having successfully established an organisation with consolidating capacity and scale to harness the opportunities offered by the cloud and SaaS; thus helping to deploy the latest and most innovative technology and fostering enriching experience for the daily entertainment and information of millions of people.

We have been able to capitalise on the opportunity to consolidate pay-TV platforms throughout the sphere of operation, from technology to content, by offering a platform that can provide advantages of scale in all operations, including the content licences and the management of decoders, along with the commercial implementation.

Over the next five years, more than 80 million European will take up new fibre connections and our aim is for all those connections to go with an enriching television service thanks to a technical solution that guarantees the best experience at an affordable price to contribute to the market expansion.

In short, our operational capacity, our technical experience and the success of the integration of the acquisitions place us in a favourable position to be able to advance in the consolidation of the European pay-TV and streaming market, thus enabling the value of scale in technology and operations.

2022 has been a year in which we showed that we can combine great growth with better margins and a significant debt reduction in a complex context in which we expect to emerge stronger.

I would like to thank you for your continued support as we strive to consolidate the European pay-TV/OTT technological market, and the impact on that millions of people are informed and entertained every day.

Yours sincerely,

Hernán Scapusio

Hernán Scapusio
Chairman
Agile Content

2. Letter from the CEO

Dear Shareholder

I am delighted to present the results achieved by Agile Content in 2022, which have ratified the consolidation process of the strategy established by the company.

This consolidation has been forged on organic growth of the activity, efficient integration of the acquisitions in recent years in a single operating model for the whole group, and on maintaining our capacity for innovation by attracting new talent. We have thus been able to achieve our financial targets, along with consolidating our leadership position as a technology supplier on the pay-TV and OTT services market.

Agile Content posted earnings of €101.5 million euros and an EBITDA of €10.3 million in 2022. Both results mean excellent growth both in terms of turnover and profitability, which has allowed the financial position of the company to improve. An operating free cash flow (OFCF)[1] of €3.6 million was thus generated and which has allowed the net financial debt to be reduced by €8.4 million on the previous year.

Agile Content continues to provide its technology to serve entertainment by means of monetizing television consumption. Over 50 million households worldwide enjoy pay-TV services using part of our technology. Additionally, we are tasked with fully providing the TV service to nearly 800,000 households in Spain through our customers. Finally, I should stress that 18 out of the 50 leading European telecommunications operators rely on our technology.

This has all won the recognition of institutions such as Financial Times, which has included us within its FT1000 ranking of European companies with greatest growth, where we are in 4th place in the Telcom and Media sector. We are also on the Streaming Media Europe 51 list where Agile Content is mentioned as one of "the most dynamic, influential and cutting-edge technological companies of the streaming ecosystem in Europe".

That is all clearly thanks to the talent and endeavour of the more than 300 Agile Content professionals, experts in innovation in the Technology, Media and Telecommunications (TMT) sector in over 15 countries. With around €9 million invested in R&D&i in the year, the work of the company was recognised by the European Broadcasting Union and the Digital Media World Awards.

Finally, we must thank the more than 120 customers who have placed their trust in our value offering, our shareholders and financial markets for their support throughout the year.

In 2023, the focus of Agile Content is to continue growing in our strategic role on the entertainment market to improve the tailored television consumption experience in line with new social habits. And, in turn, the guarantee the satisfaction of our customers, the return on investment of our shareholders and the growing of the talent and skills of our professionals. Thank you for placing your confidence in us and we hope to continue working together in the future.

Yours sincerely,

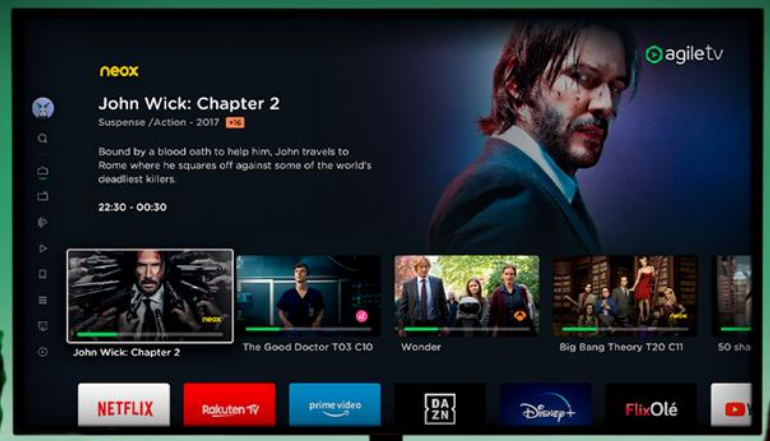
Alfredo Redondo

Alfredo Redondo
CEO
Agile Content

1. Operating free cash flow (OFCF) = EBITDA – Capitalised R&D expenses.

3. Highlights of Agile Content in 2022

3.1 At a glance



SALES

€101.5 million

Var. 2021: 84.8%

Organic growth: 28.6%[1]

EBITDA

€10.3 million

Var. 2021: 103.7%

NET FINANCIAL DEBT

€20.3 million

Vs. 2021: €28.7 million

€13.1 million Ex. Earn-Outs[2]

NFD/EBITDA

2.0x

Vs. 2021: 5.7x

1.3x Ex. Earn-Outs

OFCF[3]

€3.6 million

Vs. 2021: €(1.2) million

1. The growth is calculated using the proforma completed sales of the companies and businesses acquired in 2021. **2.** Clause included in the acquisition contracts of companies or business units where a variable part is introduced in the valuation depending on the future result. This variable part sometimes involves the payment for shares. Which does not mean a cash disbursement for the company. **3.** See glossary.

3. Highlights of Agile Content in 2022

3.2. Executive Summary

The 2022 operating and financial-economic results have provided Agile Content with a significant boost in its goal to become a benchmark in the global online audiovisual content management and audience monetizing sector, both in terms of competitive positioning and of profitable growth.
During the last year, the company continued its strategic development around the two business lines, Agile TV Platform and Agile TV Technologies. It obtained significant profitable and sustainable growth rates, and at the same time, reduce the debt levels with an increased positive cash flow generation.

In 2022, Agile Content posted a record turnover, as it exceeded €100 million revenues for the first time, with annual growth of 84.8% on 2021.

This figure is mainly due to the successful incorporation of two new activities during 2021 and with a significant impact in 2022. Those two new activities are the ones by WeTek, the company incorporated into Agile Content in October 2021, and the pay-TV service of the Euskaltel group (now part of incorporated in he Más Móvil group), incorporated in August 2021.

If we performed a proforma exercise, we would see that by including all the activities of both incorporations during the whole of 2021 (regardless of the incorporation date to Agile Content) and 2022, the increase in turnover would have been 28.6%. The positive impact of integrating a group such as Agile Content and benefitting from its commitment to innovation with a larger economy of scale can be seen in both cases. Precisely this concept of economy of scale and greater operating efficiency has doubled the EBITDA, up from €5.1 million in 2021 to €10.3 million in 2022.

Based on this EBITDA, the OFCF (operating cash flow generated after capitalised costs) was a positive €3.6 million , compared to a negative €1.2 million in 2021.

Finally, it should be noted that this greater cash generation capacity, along with debt management both in terms of restructuring terms and the use of a wider variety of financing instruments allowed the debt level to be lowered significantly. Thus, the year ended with a net financial debt balance in €20.3 million, compared to €28.7 at 2021 year end. That meant a debt coverage ratio of 2.0 times in terms of NFD/EBITDA compared to 5.7 times in 2021. That 2.0 ratio would fall to 1.3 if we excluded the earn-out commitments, which would mean a cash outlay if deployed.

The whole evolution in terms of Turnover, EBITDA, Cash and financial position in the 2022 financial year do not only tally with a greater volume of activity, but also to increased efficiency as the result of establishing a single operating model based on the integration of all the recently acquired companies.

Furthermore, this integrated operating model has allowed to continue to be committed to technological innovation. We have continued to improve our capacities efficiently as seen in the considerable reduction in the capitalisation of R&D&i costs/sales ratio.

As regards the evolution of the company's two main business lines, it can said that significant advances were recorded, improving both the financial dimension and its positioning and relevance on the market.

Beginning with the Agile TV Platform line, the turnover stood at €60.8 million in 2022. This Platform currently comprehensively manages the provisions of the pay-TV service of nearly 800,000 households through our main customers in Spain.

In turn, Agile TV Technologies posted revenues of €40.7 million, which was an increase of 53.8% compared to 2021. Even though all the technologies in general performed well in 2022, most of that growth came from WeTek, whose incorporation in the company was successfully completed. In fact, its incorporation has helped to internationalise the sales of this division, where North America has become the main key market, with 39% of the sales followed by Spain with 24%.

All the above confirms that the 2022 results are based on a sustainable business model in order to be able to continue growing profitably on an expanding, but constantly transforming market, which is very fragmented and highly competitive.

Given these future prospects, Agile Content implemented a share buyback programme announced in the last quarter of 2022 and which was completed in early 2023.

Figures in euros

Financial KPIs	Jan-Dec 2022	Jan-Dec 2021	% Var.
Net operating revenues	**101,511,147.74**	**54,945,040.83**	**84.8**
EBITDA	10,292,893.34	5,052,146.51	103.7
EBIT	(3,692,522.81)	(3,629,819.23)	1.7
Net income	(5,052,768.75)	(5,771,266.42)	(12.4)
Cash flow from operating activities	12,620,818.46	3,263,884.48	n.s.
CapEx	(10,412,618.45)	(30,328,082.19)	(65.7)
Free Cash Flow	3,553,459.46	(26,503,696.19)	c.s.
Net financial debt	20,283,463.20	28,653,363.14	(29.2)
Operating Free Cash Flow[1]	3,636,688.37	(1,189,023.81)	c.s.

Financial KPIs	Jan-Dec 2022	Jan-Dec 2022	Var. p.p.
% EBITDA margin	**10.14**	**9.19**	**0.9**
% EBIT margin	(3.64)	(6.61)	3.0
Net financial debt/EBITDA	2.0	5.7	(3.7)
Net financial debt/Net equity	0.44	0.62	(0.2)

1. See glossary.

4. Expected business performance of the pay-TV production, distribution and consumption technology industry.

The market traditionally referred to as pay-TV has been subject to a huge transformation. This evolution is not only down to the technology itself, particularly regarding the capacities of Internet and of the cloud services, but also to the evolution of the role of TV in the global world of entertainment.

Here are some details to better understand this transformation:

- Explosion of content generation including video. That involves the major production creators, such as Netflix, Amazon, Disney, HBO and Apple. Continuing with live entertainment, including sport and news. Last but not least, the content generated individually by the billions of users on social media. In that regard, Spanish will play an essential role with over 400 million people speaking that language worldwide.
- Consumption and/or generation of highly personalised content including access from a range of devices, at any time and anywhere. Furthermore, that generates greater iteration between the content and the consumer, including the gaming concept. The spread of 5G will likewise lead to a new generation of devices to develop applications around the Internet of Things.
- The advertising associated to content with greater segmentation capacity and therefore to increase the return on investment.
- Technological innovation on multiple fronts. Beginning with the very generation of the content with greater presence of the cloud for great efficiency and experience in real time, particularly for live content. Continuing with the technologies associated to the processing and transmission through networks to guarantee both the transmission speed and the image quality. Finally, all aspects needed to improve the end customer experience, including the effective management of all the contracted services. Micro-service developments in the cloud, Artificial Intelligence, machine learning, Augmented and Virtual Reality, insertion of advertising-type content are just some examples of technologies along the whole value chain.

That has all led to a more complex value chain from the content to the consumer and, therefore, of the associated business models.

In any event, and in terms of market segments[1], we can mention two large blocks in that regard:

- Distributors of mainly subscription television services. MVDP (Multichannel Video Programming Distributors). This market accounts for slightly over $180 billion worldwide. It includes the traditional cable or satellite operators and the current telecommunications service providers using their broadband networks.
- Traditional television distribution channels usually based on advertising models and public stakes, along with the leading media groups that generate content. Identified in some cases as OTT (Over the Top). With a turnover of nearly $270 billion.

Annually, these two segments invest around $43 billion in technologies associated to SaaS production, distribution, software and technologies; this is the market partially targeted by Agile Content.

In terms of future evolution, it seems clear that the former will continue to increase their TV-based entertainment offer as part of the value added offering in order to obtain greater customer loyalty and revenue. The expected growth particularly in Europe in the deployment of new fibre optic lines will foster the growth of those services.

On the other hand, both the content generators and aggregators, and the traditional television distribution channels (ultimately generators and aggregators) will continue to strive to directly reach the end consumer and exploit business models with mixes of state investments, advertising, along with payment models using subscriptions or transactional consumption.

There will be increasingly greater interaction between both segments in order to guarantee fair, efficient and sustainable conditions in the long term, regardless of the interest to directly reach the end consumer.

Agile Content clearly aims to focus on both market segments, the result of their complementarity, with technologies in common, but with services able to adjust to each specific need as the basis to guarantee sufficient innovation with the necessary economy of scale.

1. Sources:
- Faultiline Cloud-Production-Technologies report, 2021
- Straits Reseach, Pay TV market report 2022
- The Business Research Company, Tv and broadcasting global market report 2022.

5. Agile Content: purpose, vision and values

> Agile Content is a leading group in television and video services, with a real passion for technology and innovation.

As suppliers of cloud applications and services for the infrastructure and the commercial operations of pay-TV, the group companies help organisations to transform their TV and video businesses to successfully meet the needs and expectations of their current audience

Agile Content has extensive experience in the current highly competitive digitalisation environment and which is undergoing exponential growth, where the relevance and segmentation of the content is key when offering users what interests them at any time and to be able to attract their attention with tailored advertising. It therefore uses its big data technology to include solutions to manage and analyse audience big data that are fundamental for the success of digital businesses.

The company has over 120 customers in its portfolio, a workforce of 300 professionals with a multinational presence through a network of own offices and local partners in 15 countries.

Our purpose

The purpose of the company is to drive the evolution of television and allow more people to benefit from the advantages and opportunities that technology provides for the way of consuming video. The technology, equipment and vision of Agile Content allow its partners to improve their broadband offers and efficiently provide a high quality competitive television service at an affordable price, which generates greater levels of customer loyalty and the average revenue per household.

The company seeks to become a benchmark of the global industry managing online audiovisual content and monetising audiences, offering a first-rate video information and entertainment experience by means of working with the whole entertainment sector including content generators and aggregators, TV service providers and corporates in general needing to manage a high quantity of information rich in video content.

The cornerstones underpinning the growth model are, on the one hand, a policy of strong innovation and generation of own solutions, and, on the other hand, the expanding geographical and customer segments. The economies of scale are fundamental in such an innovative and fragmented market as the access to the entertainment one. Thus, alongside its commitment to innovation and organic growth, Agile Content has shown a great ability to create value by acquiring companies. Those acquisitions are focused both on accelerating innovation and increasing the international presence.

In a global world, Agile Content fosters cooperation and communication among all the members of the team, regardless of their business origin, role in the company or country where they basically carry out their work. In short, Agile Content seeks to be a key part of the TV-based entertainment industry, with a increasingly greater contribution to and impact on the daily life of millions of people.

agiletv

Agile TV is associated with providing the television service to 800,000 households associated to such leading brands as Más Móvil, Yoigo, Guuk, Euskaltel, R, Telecable, Virgin and Parlem. Those services can be directly accessed using those customers' applications or through the Apple TV aggregator platform. This TV entertainment services combines TDT channels, premium channels, external applications and games, all integrated in a single place. Agile TV offers more than 10,000 hours of content though highly recognised channels such as FOX, Disney, AXN, National Geographic, COSMO, etc.

edgeware

It works with the technology to process and distribute television content on a large scale online. This technology is used by video content generators, integrators and distributors, including service providers. The unique Edgeware technology provides an exceptional viewing experience that allows its customers to keep control of their content. Edgeware is headquartered in Stockholm (Sweden), with experts distributed through over 15 countries of Europe, Asia and the Americas.

fon

Fon was one of the first global networks to drive the shared use of WiFi in residential settings over a decade ago. Along with the leading telecom companies, Fon has successfully set up the largest WiFi in the world, with over 10 million access points. Fon specialises in keeping people connected by means of aggregating and interconnecting different residential and public WiFi footprints.

WETEK

WeTek has been a leading company in the innovation and development of technology and solutions around the Android ecosystem for over 10 years. WeTek designs and develops software to ensure the efficient operation of all the devices working in the Android environment in a range of sectors, such as providing television services, hospitality, digital out of home, health, education, logistics and other sectors in the pipeline. The developed software can be run in generic devices and, for example, mobile devices or Set Top Boxes or other specific ones as in the hospitality sector.

agile content

5. Agile Content: purpose, vision and values

Our values

TEAM WORK
Working as a team enables us to go further

INNOVATION
We innovate to add value

DIVERSITY
We embrace our diversity as a competitive advantage

DRIVEN BY EXPERIENCE
We harness our experience to offer the best results to our customers and partners

INTEGRITY
We are honest and act properly

What makes us stand out

Proven technology

For over 15 years, our products, solutions and services have helped our partners to offer crucial TV content to over 50 million households worldwide and we have been selected as the technology provider and partner of some of the largest and most demanding global streaming platforms.

Modular Platform

Our cloud-based modular architecture, which include pre-integrated and customizable options, lays the foundations of a modern TV service and places us in a privileged position to transform the way in which the content is produced, selected and distributed online.

Flexible commitment models

Thanks to our alternative business and commitment model, our way of supplying our products and services can be adapted to the preferences and requirements of our customers' situations and ambitions. It may be as a supplier of technology for critical service components or as partners providing the television service through the integrated technology platform.

Expert team

Our international team of video professionals have top-tier experience in the sector as regards innovation and supply of streaming solutions for the telecom, communication media and hospitality markets.

6. Results in 2022

6.1 Operating and financial results

In 2022, Agile Content's economic and financial performance was favourable in terms of sustainable and profitable growth, capital management and cash flow generation.

In this regard, the company has consolidated the positive trend, which was already seen in the 2022 first half results, continuing the strong growth of its sales figures and its improved fundamentals.

In fact, the company closed the 2022 financial year with record sales figures that broke through the €100 million barrier for the first time in its history, specifically €101.5 million compared to the €54.9 million that the group invoiced in 2021, meaning growth of 84.8%.

The fact that recurring revenue stood at 74.4% of the total sales figures at year end speaks of the sustainability of the result.

As regards 2023 and the following 6 years, the company has guaranteed a minimum of €35 million a year from its recurring revenue. With respect to the non-recurring revenue, the company had accumulated a portfolio of pending orders to the tune of $21 million as of December 2022.

This growth is mainly explained by the WeTek and Euskaltel acquisition during 2021. However, their own activity has experienced important organic growth in both cases. In the specific case of WeTek, the billing practically tripled during 2022.

This has all further corroborated Agile Content's ability to successfully integrate the acquired companies. At the end of 2022, the activity from the purchase of the Euskaltel TV service operation already accounted for 40% of the group's turnover, while that of WeTek represented 18%.

This growth as a group has recently been highlighted by the British newspaper The Financial Times, which considers Agile Content as one of the thousand fastest growing companies in Europe, in seventh position on the Spanish market and fourth position in the Telecom and Media sector.

Special mention should be made of the increase in supplies mainly due to purchasing a large volume of content as the result of the growth of the Agile TV Platform activity, as well as of the WeTek activity.

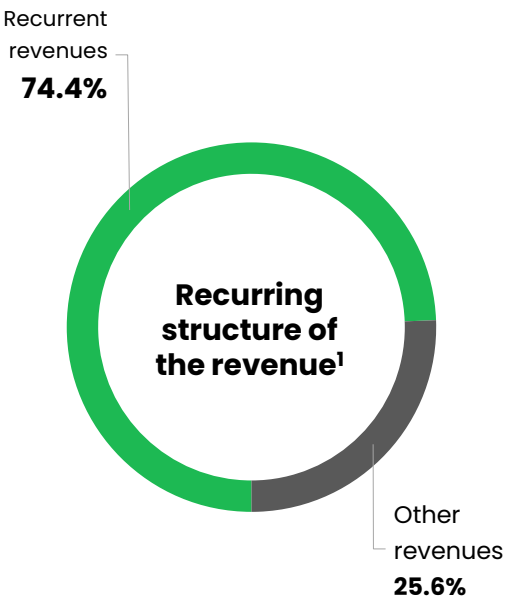
The growth of the group and the excellence in the operating management have begun to show the positive effects of the economies of scale. Thus, the operating expenses, including staff costs, rose by 28.1% compared to 84.8% of the revenue. The relative weight in terms of the turnover fell from 56.5% in 2021 to 39.2% in 2022; the capacity to generate EBITDA and cash from the growth in revenues increased considerably.

Agile Content has continued to focus on Innovation and Development, with capitalised expenditure on R&D&i of €6.7 million compared to €6.2 million in 2021, in other words, an increase of nearly 7%.

The company conducts an exhaustive assessment of the feasibility of the R&D&i projects and their appropriate activation level. That assessment is supported by reports from independent external experts. Therefore, other items for earlier or generic innovation tasks that are not capitalised to assess the total innovation efforts would have to be added to the figure for capitalised expenditure.

The work done for fixed assets item on the balance sheet accounted for 7% of the sales figures, compared to 11.36% in the previous year.

As a result of all this management, the EBITDA of 2022 stood at €10.3 million, which accounts for 10.1% of the sales figures. This is double the €5.1 million in 2021.



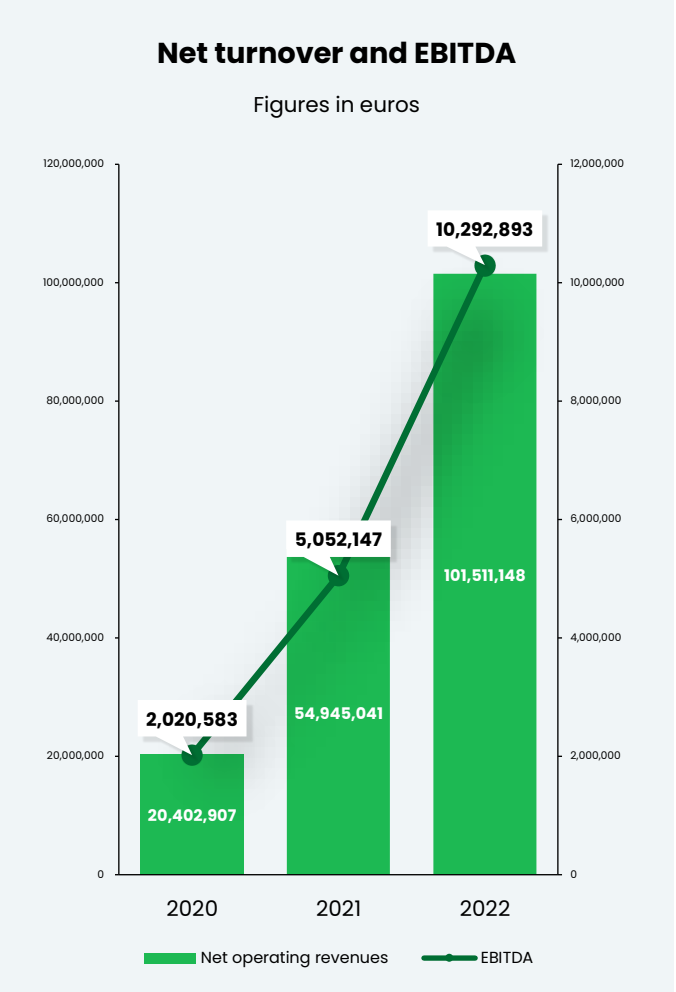
1. Revenue from contracts relating to the management of TV platforms and their managed customers, software subscriptions, evolutionary maintenance or support contracts, and other contracts lasting over one year.

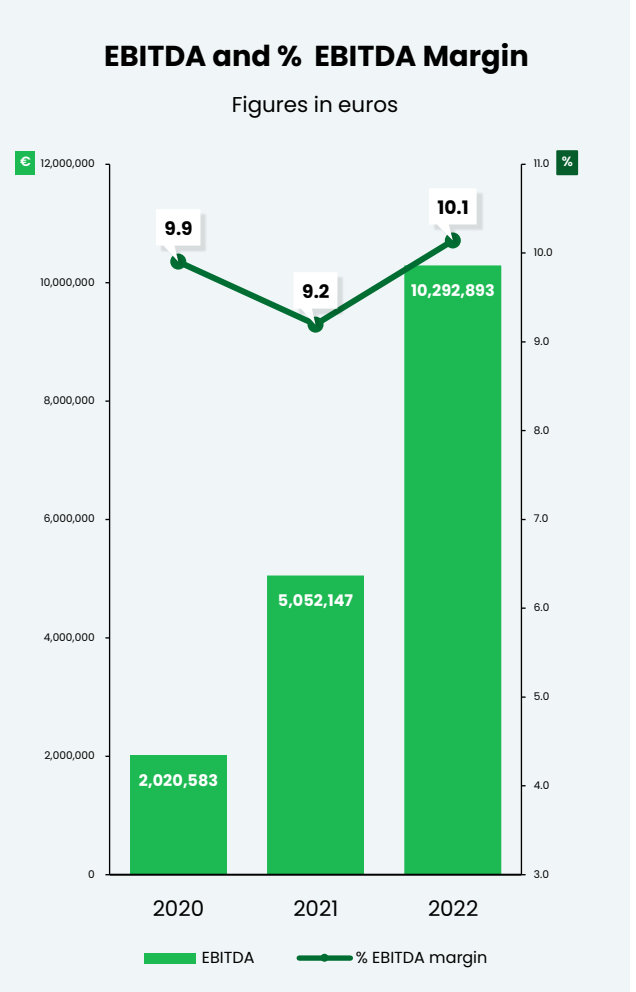
6. Results in 2022

6.1 Operating and financial results

Figures in euros

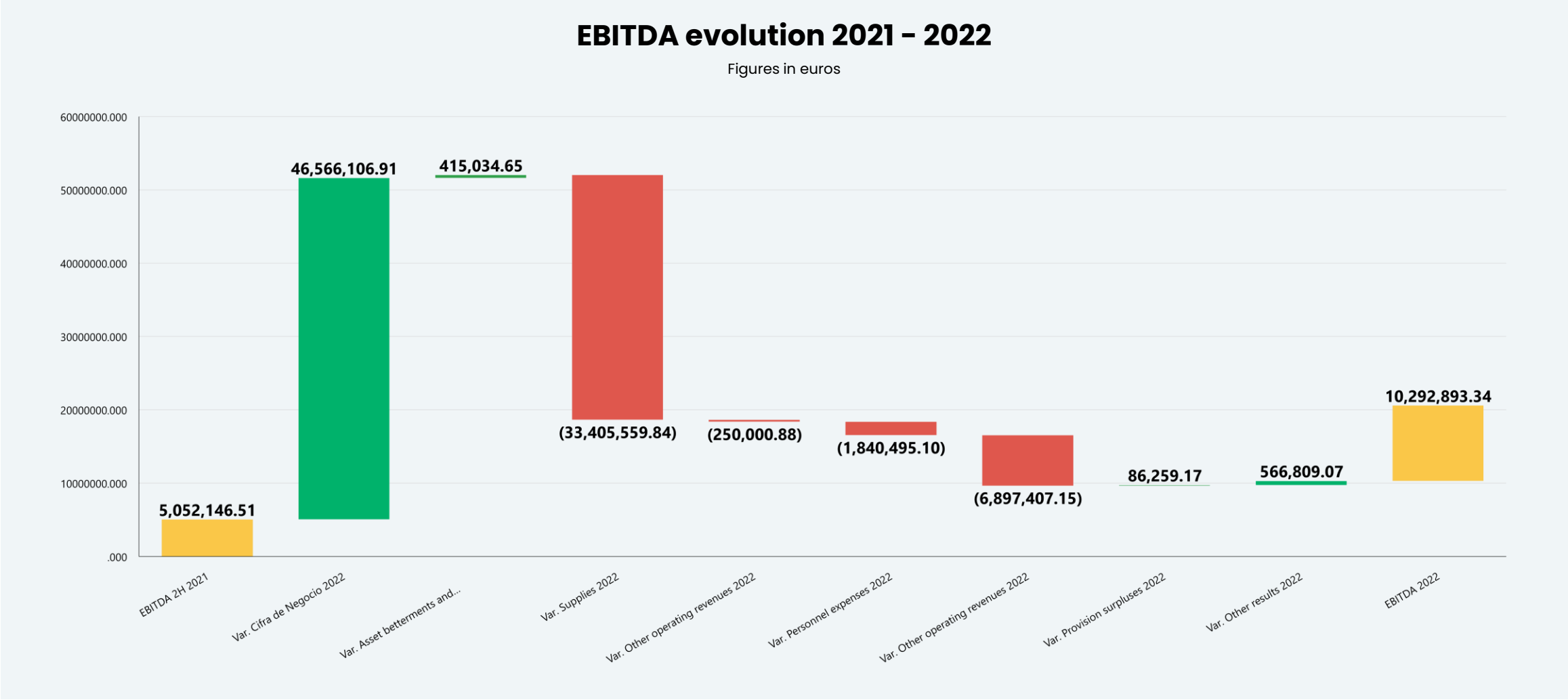
Income statement	Jan-Dec 2022	Jan-Dec 2021	% Var.
Net operating revenues	101,511,147.74	54,945,040.83	84.8
Asset betterments and improvements	6,656,204.97	6,241,170.32	6.6
Supplies	(58,769,968.40)	(25,364,408.56)	131.7
Other operating revenues	22,765.39	272,766.27	c.s.
Personnel expenses	(18,924,515.11)	(17,084,020.01)	35.6
Other operating expenses	(20,854,500.13)	(13,957,092.98)	49.4
Tangible asset amortization	(13,985,416.15)	(8,681,965.74)	61.1
Provision surpluses	86,259.17	0.00	n.s.
Other results	565,499.71	(1,309.36)	c.s.
Operating Income (EBIT)	**(3,692,522.81)**	**(3,629,819.23)**	**1.7**
Financial income	816,087.99	14,719.63	n.s.
Financial expenses	(2,156,380.55)	(2,111,040.93)	2.1
Exchange differences	165,903.65	(17,407.32)	c.s.
Financial Result	**(1,174,388.91)**	**(2,113,728.62)**	**(44.4)**
Profit/loss before taxes	**(4,866,911.72)**	**(5,743,547.85)**	**(15.3)**
Income tax	(185,857.03)	(27,718.57)	n.s.
Net profit/loss	**(5,052,768.75)**	**(5,771,266.42)**	**(12.4)**
Profit for the period attributable to non-controlling interests	1,301,215.66	0.00	n.s.
Profit for the period attributable to equity holders of the Parent	**(6,353,984.41)**	**(5,771,266.42)**	**10.1**
EBITDA	**10,292,893.34**	**5,052,146.51**	**103.7**





6. Results in 2022

6.1 Operating and financial results



6. Results in 2022

6.2 Financial capital management

Thanks to better management of Payments and Collections, the company went from negative working capital of €7 million at the previous year end to working capital being slightly positive at the end of 2022.

The doubling of the EBITDA, along with the improved working capital needs have not only meant that the short-term financial commitment could be met, but that the cash level could be slightly increased. From €14.3 million at the end of 2021 to €14.8 million at the end of 2022.

In terms of debt, and based on the above, the company has been able to reduce its Net Financial Debt by €8.4 million, from €28.7 million at the end of 2021 to €20.3 million at the end of 2022.

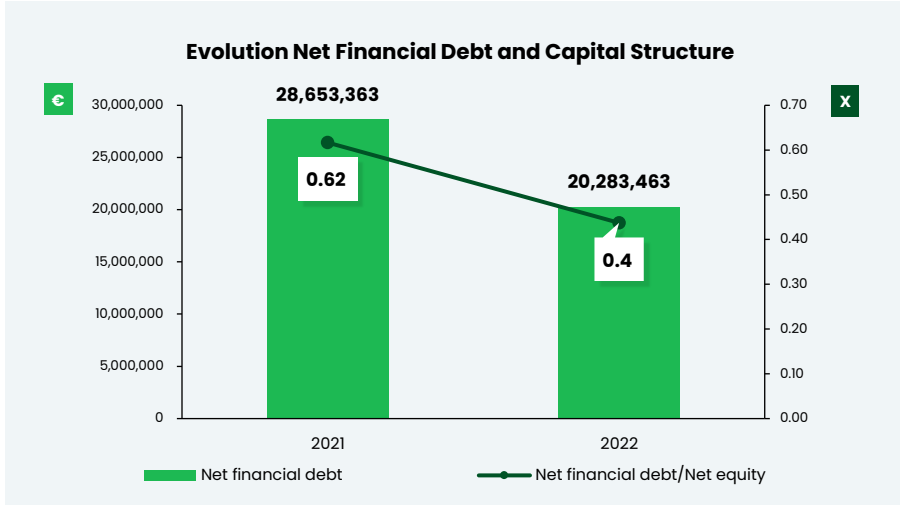
The NFD/EBITDA ratio was significantly improved given the improved EBITDA and the drop in the level of the Net Financial Debt. Thus, a value of 2.0 times was achieved at the end of 2022 compared to 5.7 times in 2021. This ratio has been calculated according to the auditor's criterion of deeming that a proportion of the convertible bonds are considered as part of the company's own equity. This figure stood at €4.8 million at 2022 year end (it was €3.7 million in 2021).

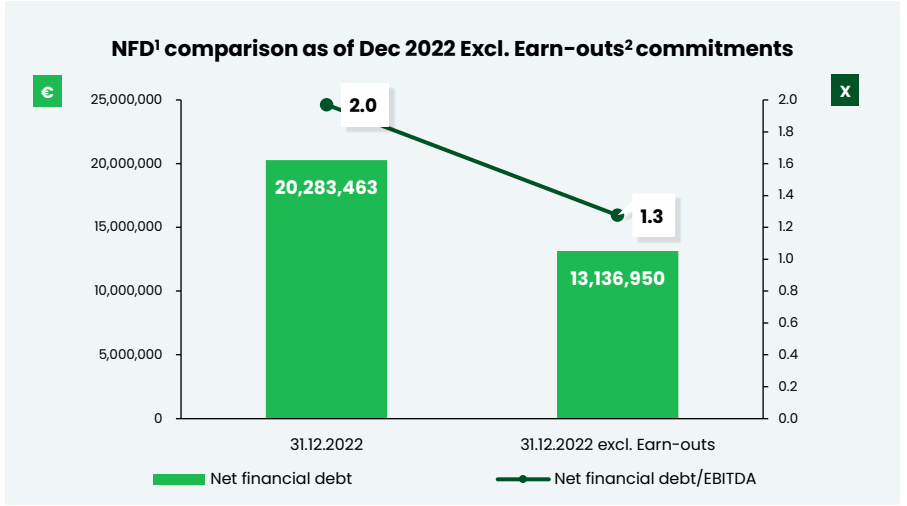
It should be noted that the debt instruments include a significant volume of liabilities linked to stock-based compensation and therefore no cash outlay is involved. These include an outstanding balance as of December 2022 of €7.1 million in earn-outs from past acquisitions, whose fulfilment is conditional on obtaining certain results. If those instruments were excluded from the calculation of the NFD/EBITDA ratio, it would fall to 1.3 times.

On the other hand, the company has entered into two financing agreements, worth a total of €9 million. During August 2022, the outstanding payment was settled regarding the acquisition of the Euskaltel pay-TV business as established in the purchase contract.

Thus, at the end of December 2022, just 23.3% of the debt was in the short-term, while that figure accounted for 40.8% of the total debt at the end of 2021. The company has not only meet its commitments, but has also been able to improve the financial structure of its balance sheet during that period. That structure is even noticeably better than the one already expected in the reporting of the results for the first half of 2022.

Thus, it can be concluded that Agile Content has considerably strengthened its ability to face the payments arising from its debts.





1. Net Financial Debt. It will be taken to be the loans and other payables in the balance sheet items known as long-term and short-term debts (with third parties, companies of the group or associates), less the amount for cash and other equivalent liquid assets. In those cases when the company is financed using convertible bonds or debentures, the difference between the fair value of a similar instrument that is not attached to the equity instrument and the initial amount of that instrument will be included as part of the equity in accordance with the criterion established in the General Accounting Plan. **2.** See glossary.

6. Results in 2022

6.3 Cash Flow Generation

> The cash flow of the operating activities continued to evolve positively as already seen in the first half of 2022.

During this period, the company generated €12.6 million from operations. It assumed €13.2 million in depreciation as the result of the effort in previous years to develop the technological capability that is currently part of its product portfolio.

The Operating Free Cash Flow (OFCF) of the company has improved from a negative amount of €1.2 million in 2021 to a positive figure of €3.6 million. The company ended the year with similar cash levels as in the previous year.

The cash flows generated in the operations were used to finance the investments of the company and to pay its financial commitments.

Figures in euros

Consolidated cash flows from operating activities	Jan-Dec 2022	Jan-Dec 2021	% Var.
Consolidated profit for the period before taxes	**(4,866,911.72)**	**(5,743,547.85)**	**(15.3)**
Adjustments to consolidated profit	14,373,505.50	11,578,499.34	24.1
Depreciation of tangible assets	13,187,978.65	8,681,965.74	51.9
Valuation adjustments for impairment	647,269.51	671,954.64	(3.7)
Variations in provisions	(35,166.50)	147,269.14	c.s.
Subsidies	(27,966.05)	(36,418.80)	(23.2)
Financial income	(816,087.99)	(14,719.63)	n.s.
Financial expenses	2,156,380.55	2,111,040.93	2.1
Exchange differences	(165,903.67)	17,407.32	c.s.
Other income and expenses	(572,999.00)	0.00	n.s.
Changes in consolidated current capital	6,126,630.23	(795,414.73)	c.s.
Inventory	610,456.18	969,417.78	(37.0)
Debtors and other receivables	(719,619.02)	(6,764,558.87)	(89.4)
Other current assets	1,334,611.58	(339,395.22)	c.s.
Creditors and other payables	6,134,306.93	2,150,434.75	185.3
Other current liabilities	(1,043,319.28)	3,422,295.73	c.s.
Other non current assets and liabilities	(189,806.16)	(233,608.90)	(18.8)
Other cash flows from consolidated operating activities	(3,012,405.55)	(1,775,652.28)	69.7
Interest payments	(3,012,405.55)	(1,775,652.28)	69.7
Consolidated cash flow from operating activities	**12,620,818.46**	**3,263,884.48**	**n.s.**

Consolidated cash flows from investment activities	Jan-Dec 2022	Jan-Dec 2021	% Var.
Investment payments	(10,412,618.45)	(30,328,082.19)	(65.7)
Intangible assets	(7,218,283.20)	(8,650,653.87)	(16.6)
Business combination acquisitions	0.00	(21,612,858.63)	n.s.
Property plant and equipment	(379,470.91)	(64,569.69)	n.s.
Other financial assets	(2,814,864.34)	0.00	n.s.
Proceeds from divestitures	336,194.20	356,317.88	(5.6)
Other financial assets	336,194.20	356,317.88	(5.6)
Consolidated cash flow from investments activities	**(10,076,424.25)**	**(29,971,764.31)**	**(66.4)**

Figures in euros

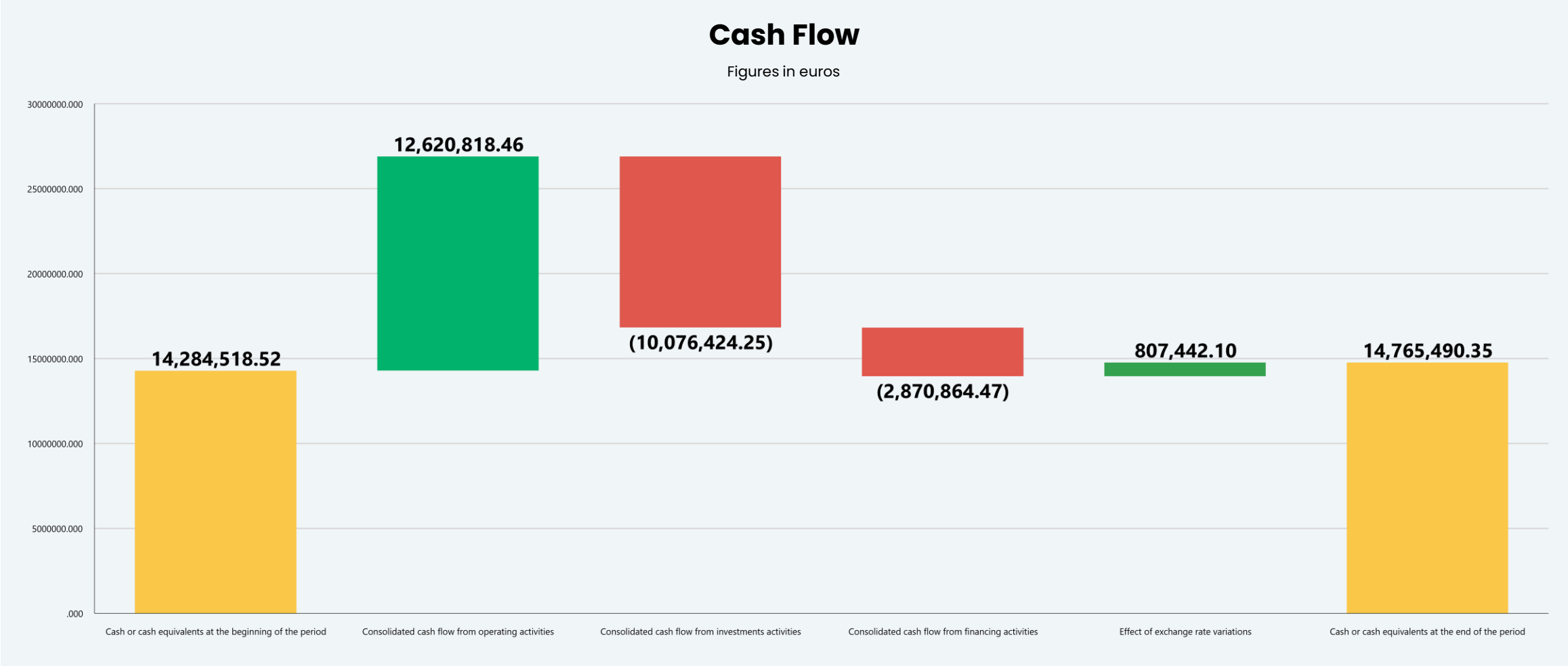
Consolidated cash flows from financing activities	Jan-Dec 2022	Jan-Dec 2021	% Var.
Receivables and payments for equity investments	3,393,472.69	19,405,123.04	(82.5)
Issue of equity instruments	3,653,718.83	18,458,756.48	(80.2)
Disposal of equity instruments of the parent company	(260,246.14)	946,366.56	c.s.
Proceeds and payments for financial liability instruments	(6,264,337.16)	4,170,284.55	c.s.
Amounts owed to credit institutions	6,563,383.94	2,371,319.40	176.8
Issue of other debts	4,466,933.57	12,729,220.17	(64.9)
Return and amortisation of other debts	(17,294,654.67)	(10,930,255.02)	58.2
Consolidated cash flow from financing activities	(2,870,864.47)	23,575,407.59	c.s.
Effect of exchange rate variations	807,442.10	414,968.58	94.6
Net increase/decrease in cash or cash equivalents	480,971.84	(2,717,503.66)	c.s.
Cash or cash equivalents at the beginning of the period	14,284,518.52	17,002,022.18	(16.0)
Cash or cash equivalents at the end of the period	**14,765,490.35**	**14,284,518.52**	**3.4**

Free cash flow calculation	Jan-Dec 2022	Jan-Dec 2021	% Var.
EBITDA	10,292,893.34	5,052,146.51	103.7
CapEx	(10,412,618.45)	(30,328,082.19)	(65.7)
Working capital Investment	6,126,630.23	(795,414.73)	c.s.
Net interest payment	(3,012,405.55)	(1,775,652.28)	69.7
Without cash impact and others[1]	558,959.89	1,343,306.50	(58.4)
Free cash flow	**3,553,459.46**	**(26,503,696.19)**	**c.s.**

1. The 2021 and 2022 amounts are associated with proving the LTI (long term incentive in shares plan), which did not involve cash layouts.

6. Results in 2022

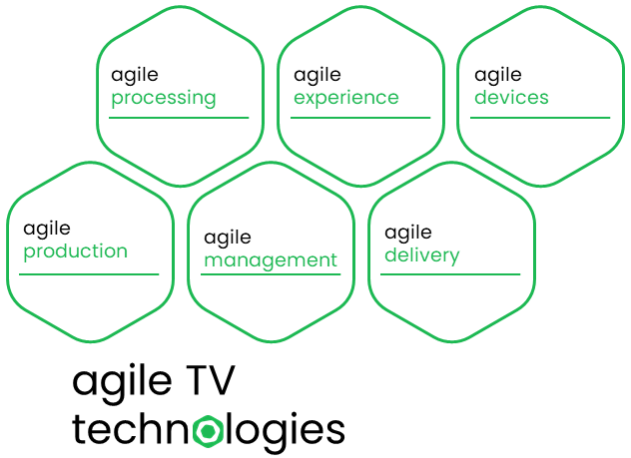
6.3 Cash Flow Generation



7. Business model evolution in 2022

> Innovation's ability of Agile Content's to be a benchmark in the world of television-based entertainment involves having a sustainable business model.

On the one hand, and as discussed above, Agile Content has been developing - either using its own resources or by means of acquisitions - a strategic presence in many of the technologies of the chain that ranges from the generation of the content to their final consumption as described below:



In turn, and given the very dynamics of the sector, the company basically targets three types of segments with their own clients: Telecommunication Service Providers, Content Generators and Distributors, and Corporates with own needs to handle large amounts of video-rich content.

To give an idea of the importance of each segment, and taking the Top 30 customers by billing as the benchmark, the Telecommunication Services Providers have twenty-one accounts, the Content Generators and Distributors five, and finally Corporates with four.

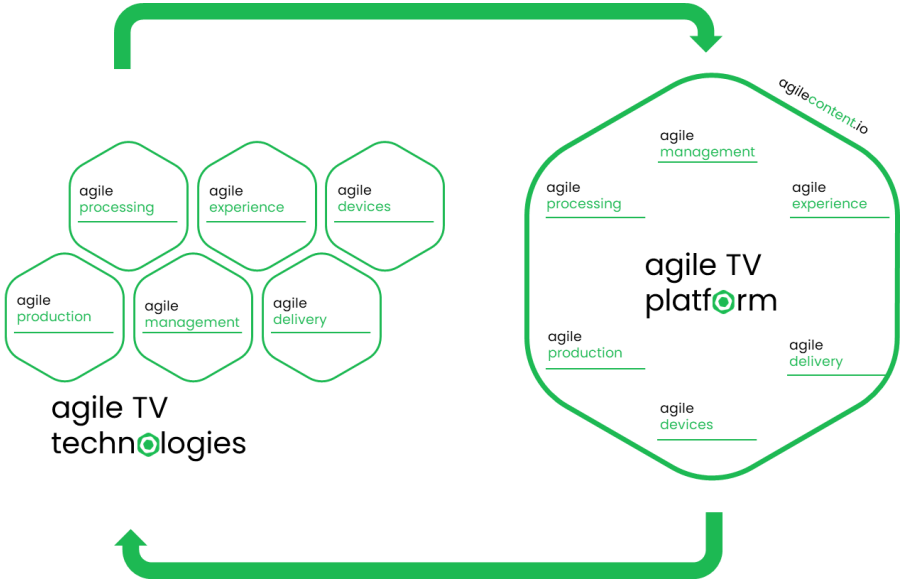
Given the complexity and variety of customers and solutions, Agile Content aims to maximise the use of the different technologies by adapting to the needs of each customer. In order to achieve the appropriate balance between the efficient use of the technologies and adaptability, Agile Content has focused on innovating in the development of an own platform to provide those technologies. Thus, the combination of technologies, platform and associated services leads to efficient adaptation by harnessing economies of scale and a lower TCO (Total Cost of Ownership).

For operational purposes, the company basically distinguishes between two ways of transacting with its customers.

Agile TV Technologies: Customers purchase the Technologies and associated Services on a transactional basis. Thus, Agile Content is present in 18 out of the 50 Top Service Providers in Europe and over 50 million households worldwide enjoy a TV service using Agile Content technologies to a greater or lesser extent.

Agile TV Platform: Agile Content assumes greater responsibility in the provision of the television service for the case of telecommunication service providers. Thanks to this Platform, over 797,989 households in Spain enjoy the television service through our platform as part of our customers' service.

Both models will be gradually blended in the medium and long term. The higher the sales of technologies, the greater the weight in the operations of our customers; and the greater the presence within our customers, the greater the possibilities to sell new technologies.



The majority of the software developments of these technologies are based on cloud developments, where they are increasingly offered as Software as a Serivce, raising the level of recurring revenue, as is the case of Agile TV Platform.

7. Business model evolution in 2022

7.1 Agile TV Technologies

In 2022, the revenues of this activity stood at €40.6 million compared to the €26.0 million of the previous year. This 56% growth was fundamentally due to the incorporation of WeTek, acquired during 2021.

In general, all the lines performed positively during the year; special mention should be made of the fact that the WeTek turnover tripled during 2022.

The revenue from this business segment that accounts for 40% of the total turnover of the group in 2022, shows great geographical diversification. Thus, North America accounts for 39% of the total revenue of this segment, followed by Spain (24%), the rest of Europe (18%), Latin America (11%) and the Asia Pacific area with barely 3%.

It should be noted that €3 million of those €40 million of billing refer to customers that were not billed in 2021, to give an idea of the group's effort to grow its customer base.

The three key technology pillars are everything relating to content and its efficient distribution though the network, the management of the content and the allocated resources, along with the user experience, and finally everything regarding content consumption devices performance. Agile Content focuses much of its ability to innovate on developing those technologies, along with maximising the crossed dales of all those technologies on the current customer base and on others to come.

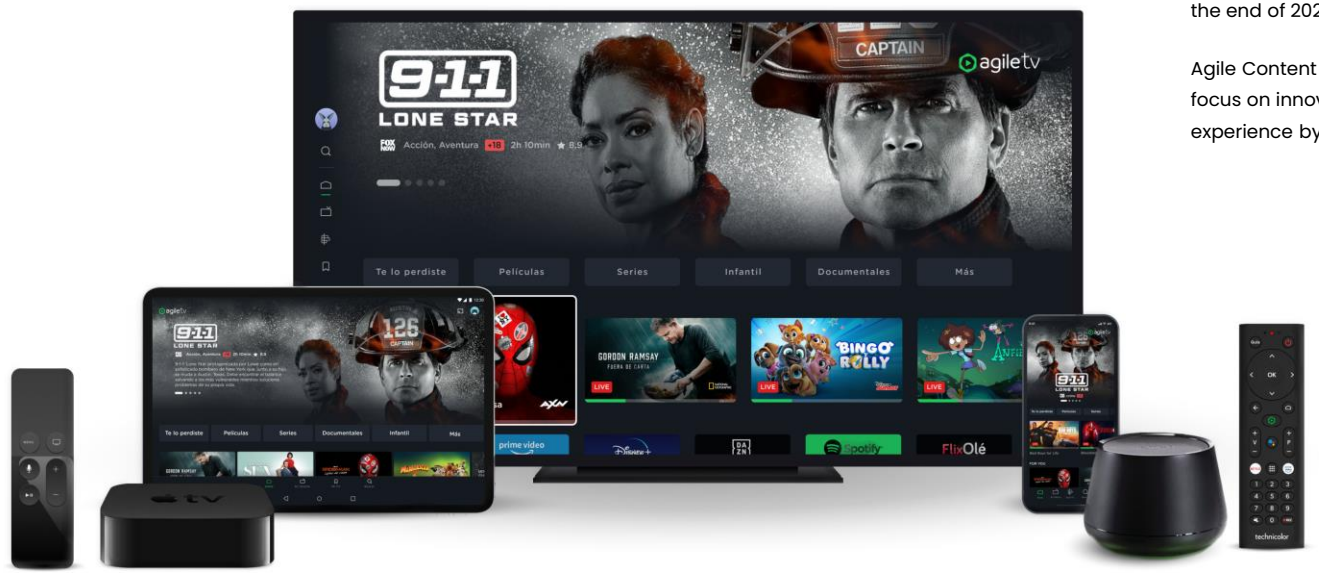
7.2 Agile TV Platform

The group's decisive commitment to this activity for the development and consolidation of the pay-TV market in which it is present, was reflected in the significant growth of its activity compared to the same period of 2021, mainly due to the incorporation, within the Spanish market, of the Euskaltel pay-TV business and that of other units such as Almansa TV, Oriol Fibra and TV Alcantarilla, acquired in August 2021. Thus, it went from billing €28.5 million in 2021 to €60.8 million in 2022

This growth in revenues was driven both by the new perimeter after the aforementioned acquisitions and by the very organic grown of 88,083 households to reach 797,989 at the end of 2022.

Agile Content continues to place a great focus on innovation to improve the user experience by increasing the average revenue per customer, reducing customer churn and decreasing the total operating costs by applying the economies of sale as the result of greater activity.

Therefore, it will provide the platform with the new technologies developed and excellence in the operation.



7. Business model evolution in 2022

Net operating revenues distribution by business segment

Cifras expresadas en euros

	Jan-Dec 2022	Jan-Dec 2021	% Var.
Net operating revenues	**101,511,147.64**	**54,945,040.83**	**84.8**
Agile TV Platform	60,844,865.66	28,501,589.00	113.5
Agile TV Technologies	40,666,281.98	26,443,451.83	53.8

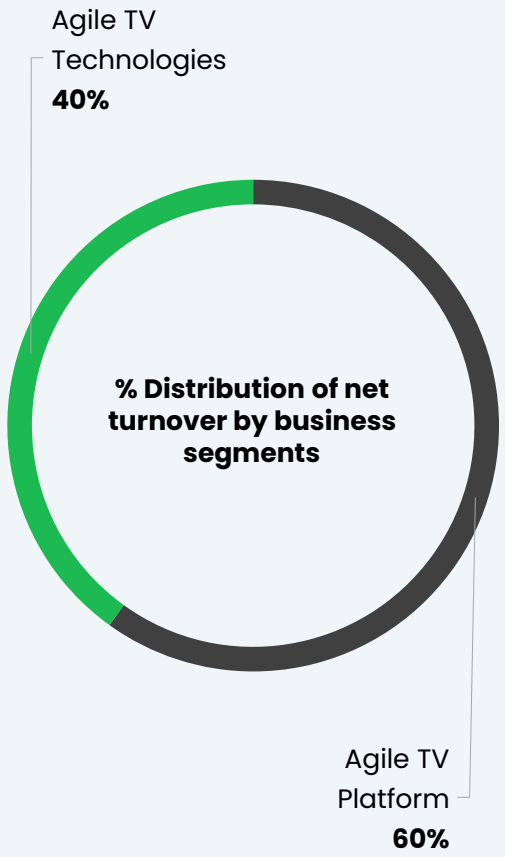
% net operating revenues distribution by business segment

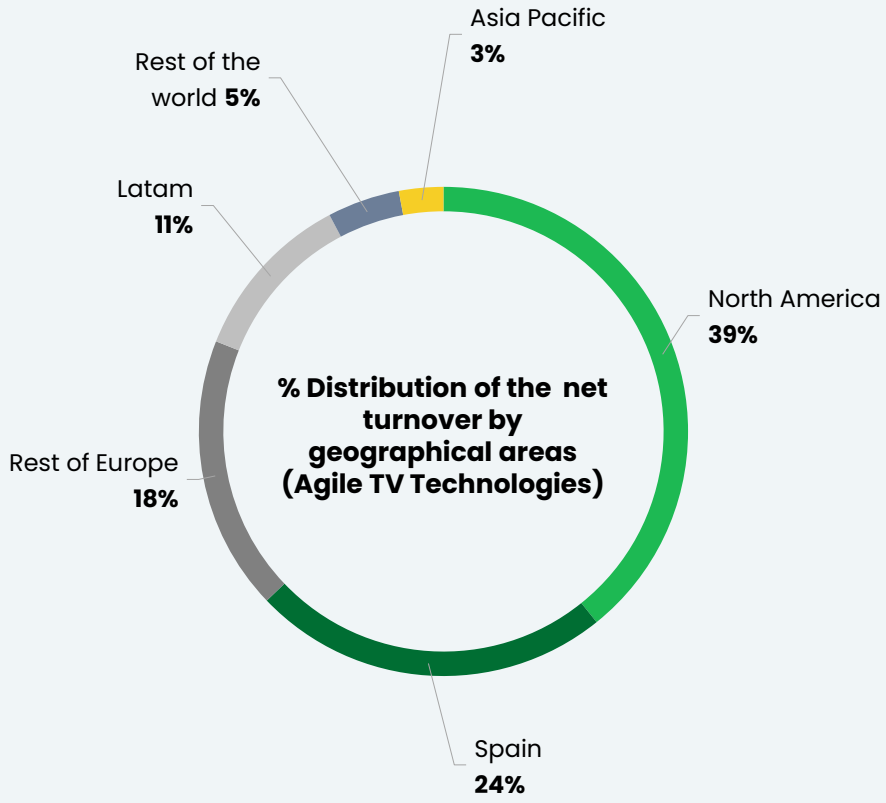
	Jan-Dec 2022	Jan-Dec 2021	Var. p.p.
Net operating revenues	**100.0**	**100.0**	**n.s.**
Agile TV Platform	59.9	51.9	8.1
Agile TV Technologies	40.1	48.1	(8.1)

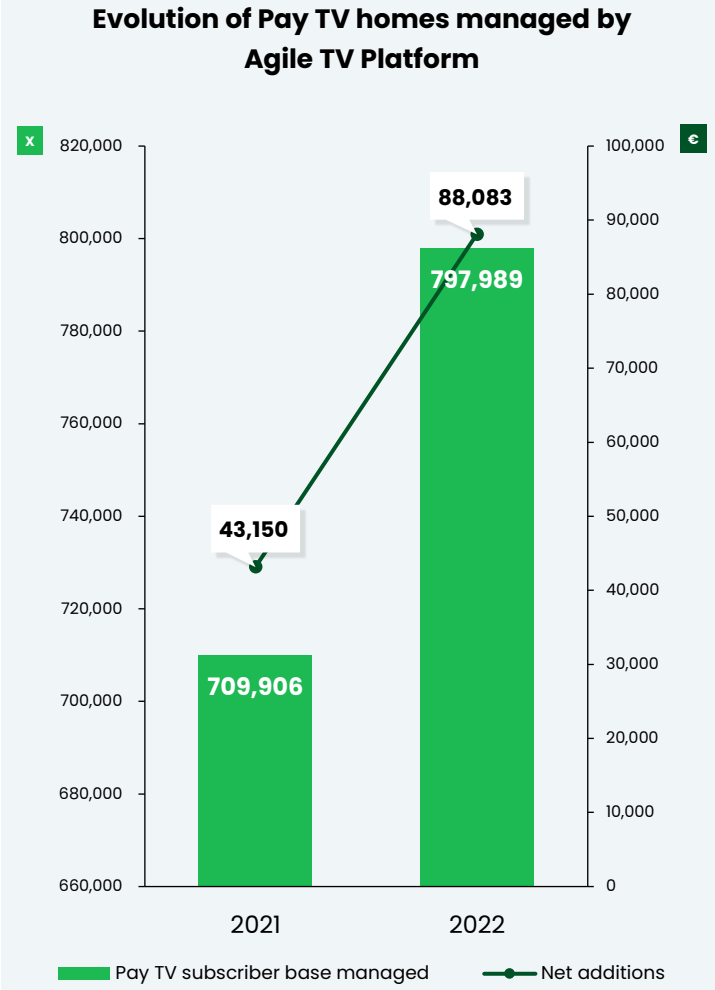
Distribution of the net turnover by geographical areas

Agile TV Technologies (2022)	€	%
Net operating revenues	**40,666,281.98**	**100**
Spain	9,603,900.99	24
Rest of Europe	7,382,891.89	18
Rest of the world	1,945,923.22	5
Latam	4,589,361.66	11
Asia Pacific	1,190,382.49	3
North America	15,953,821.74	39

7. Business model evolution in 2022







8. ESG

Agile publishes the Non-Financial Information Statement in a separate document, but we have included here the most important ESG aspects according to the company's materiality in the year.

Environmental dimension

At Agile Content, we are aware of our active transformative power to protect the environment. This is a fundamental goal in our activity throughout the value chain.

The following environmental operational principles are followed in all our actions and decisions:

- Avoid and minimise the material and energy needs as far as possible when they cannot be eliminated at source.
- Implement measures to reduce the consumption of water, electricity and fuels, as well as office material, packaging, etc.
- Reuse and recycle the materials used to minimise the waste generated as far as possible.
- Minimise the environmental risks by precautionary principle, prevention and reparation measures.

In 2022, there are no provisions for risks and costs, or contingencies relating to protecting and improving the environment.

The CO2 emissions for the period are 1.92 tCO2eq and are limited to Scope 2 in its electricity consumption, which means its carbon footprint is 42.34% down on 2021, given the greater use of electricity from renewable sources.

Environmental Taxonomy

Agile Content is committed to complying with Regulation (EU) 2020/852 Taxonomy Regulation and Delegated Regulation (EU) 2021/2178 of the Commission of 6 July 2021.

It has therefore stated its commitment to progressively reducing the impact on Target 2 of the Climate Change Adaptation Taxonomy Regulation, and thus actively contributing to reduce the emissions of indirect activities that involve tCO2eq emissions.

In keeping with the regulatory requirements, in 2022 Agile Content worked on producing the specific numerical and technical criteria subject to environmental taxonomy.

The activities that may significantly contribute to climate change adaptation are:

Activity 8.3 - Radio and television scheduling and broadcasting activities.

Activity 13.3 - Film, video and television programmes, sound recording and music editing activities.

Social dimension

Employment

Agile Content prioritises people management in the social dimension of its sustainability. All the members of the team are a key part of the development of the business, and their development and wellbeing are therefore a priority.

In 2022, a total of 347 people were part of the contracted team at any time, with different types of employment relationships.

All the Agile Content employees in all the companies of the group are covered by the collective bargaining agreement of the sector and the country in which they are located.

Gender

The company has a very high percentage of men in the workforce (79%), but that figure is expected to fall in the following years with the more and more women choosing the technical degrees that make up the usual employee profile. The ratio is much more balanced in the corporate and executive areas

At Agile Content, we are aware of the need to balance the workforce in terms of gender. We are therefore working with KeepCoding in order to foster female talent by means of grants, training and coaching.

All the information reffering to the gender distribution in the different companies making up Agile Content, as well as the distributions by type of contract and age, are in the company's Non-Financial Information Statement.

Non-discrimination on gender grounds is part of Agile Content's business ethics; there have been no cases of discrimination or any reported harassment in 2022.

As regards promotion during the period of this report, 29% of the promotions to posts of responsibility were women. Furthermore, three of the ten members of the Executive Committee are women.

Gender Pay gap

In 2022, the pay gap for the company overall was 27%.

The gap was basically due to two factors: the lack of sufficient women with higher training in technologies, which are the ways to access the better paid posts in the company, and the usual gap in other geographical areas where Agile Content operates and which are greater than in Spain.

The Agile Content management team has set the following goals:

- Mainstream the gender perspective in all the policies and actions of the organisation.
- Guarantee equal opportunities and non-discrimination in the access, recruitment and contracting process.
- Improve the work-life balance.

Occupational health and safety

Agile Content is committed to fostering better working conditions and occupational health & safety in order to raise the safety, health and wellbeing levels of the workers.

In 2022, the workforce did not suffer any occupational accident or disease.

Human rights

Agile Content is strictly committed to preventing any breaches of fundamental human rights in its sphere of influence; while always respecting the Universal Declaration of Human Rights and those recognised in international and national legislation.

In 2022, there were no complaints at Agile Content regarding any breaches of human rights.

8. ESG

Economic ethical dimension

Prevention of corruption

In accordance with the corporate ethical standards implemented nationally and internationally, Agile Content is firmly committed to not to allow any corruption, bribery, actions related to money laundering or financing terrorism in its operations. It has put in place a code of conduct for all its employees in that regards and has set up whistleblowing mechanisms to report any suspicious act.

Agile Content's commitment to sustainable development

The organisation's commitment to sustainable development can be seen in the different initiatives carried out in 2022 to drive innovation and gender diversity in the OTT sector, with special focus on SDGs 8, 9, 12 and 13, where the Agile Content activity can have greater impact.

In Spain, special mention should be made of the close collaboration with the University of the Basque Country / Euskal Herriko Unibertsitatea (UPV/EHU), by means of PhD programmes, work placements, educational cooperation for Master's theses (TMM) and European projects.

9. Risk Management

The group's activities are exposed to different types of financial risks and mainly include the following:

Credit Risk

The credit risk is down to the possible loss caused by the non-compliance of the contractual obligations of the counterparts of the group, in other words, to the possibility of not recovering the financial assets for the amount on the books and within the established period.

The maximum credit risk as of 31 December was as follows:

Figures in euros	2022	2021
Long-term investments in group and associated companies	179.89	179.89
Long-term financial investments	1,021,470.47	969,384.92
Trade and other accounts receivables	22,781,168.02	20,929,389.34
Short-term financial investments	2,472,585.79	46,001.20
Liquidity and other equivalent liquid assets	14,765,490.34	14,284,518.52
	41,040,894.51	**36,229,473.86**

Liquidity Risk

The group applies a prudent policy to cover its liquidity risk, based on having sufficient cash or deposits that can provide immediate liquidity.

The group's treasury management is aimed at maximising our resources and reviewing the treasury situation weekly, as well as the evolution of the risks that may negative effect it, and monitoring the progress of the action plan defined to mitigate the impact of those risks should they materialise.

Exchange Rate Risk

The group is exposed to an exchange rate risk, given that some transactions are in a currency other than the Euro and are carried out in US dollars. The group has exchange rate insurance taken out with financial institutions to minimise possible fluctuations in the rates.

Interest Rate Risk

The interest rate risk is down to a possible loss caused by fluctuations in the fair value or in future cash flows of the financial instruments due to changes in the market interest rates. The group's exposure to the risk of changes in the interest rates are mainly due to the long-term loans and credits at variable interest rates.

The variations of the interest rates modify the fair value of those assets and liabilities that accrue a fixed interest rate, along with the future flows of those assets and liabilities at a variable interest rate.

The management of the interest rate risk is aimed at achieving a balance in the structure of the debt that allows the cost of the debt to be minimised on the multi-year horizon with a lower volatility in the Profit and Loss Account.

No derivatives have been contracted to mitigate the interest type risk.

Environmental Risks

The group has no assets and has not incurred any costs aimed at minimising the environmental impact and protecting and improving the environment. Furthermore, there are no provisions for risks and costs, or contingencies relating to protecting and improving the environment.

10. Other relevant information of the period and subsequent to the year end

02/01/2022: Advance publication of the 2021 results. Agile Content strengthened its positions as a leading neutral provider of video infrastructure in Europe, with sales up 160% in 2021, with billing over €52 million compared to €20 million in the previous year, thanks to organic growth and the efficient integration of acquisitions.

02/27/2022-03/02/2022: Participation at MWC Barcelona, with a stand within the Spanish Pavilion.

03/10/2022: Registering a bond programme on the Alternative Fixed-Income Market (MARF) for a maximum amount of €50 million. That will allow it to continue driving corporate operations in Europe, on a fragmented market in which it has important consolidation opportunities and to finance CAPEX investments for organic growth.

03/23/2022: Participation in the NextTV Brazil virtual event.

04/01/2022: Publication of 2021 FY financial results. Growth of 169% in sales and billing of €55 million. EBITDA up to €5 million, meaning year-on-year growth of 150%. The adjusted EBITDA, excluding extraordinary expenses, stood at around €7.5 million. Looking ahead, 2021 ended with an order book of around €280 million with contracts with an average term of between 3 and 8 years and strong recurring revenue.

04/19/2022: Publication of the report with changes to the Organisational Structure and to the Information Internal Control System. Review of the company's organisational structure and internal control system, and pinpointing changes with regard to the information provided from the presentation of the 2021 Annual Report, mainly associated to the change of Board Members. Setting up of an Audit Committee and an Appointment and Remuneration Committee.

04/29/2022: Publication of the 2021 non-financial information and results report, in English and in Spanish.

05/17/2022: Appointment of Alfredo Redondo as the new CEO of the company. He brought with him over 30 years of experience in the telecom and television industries. His remit will include driving the 2022-2024 Strategic Plan and consolidating the business following the company's significant growth in recent years.

05/24-25/2022: Participation in the Next Tv Europe Berlin in-person event.

05/27/2022: Convening of the Extraordinary and Ordinary General Meeting of Shareholders.

05/30/2022: Agile Content accelerated the expansion of Agile TV in Europa, with the backing of an Inveready convertible bond for €3 million.

05/30/2022: Agile Content named Carmen Fernández de Alarcón, CEO of Havas, as an independent board member. The Agile Content Board of Directors would comprise 10 members, three of whom are women, thus advancing in improving the good corporate governance and reinforcing gender diversity.

05/31/2022: 2,062,606 new shares released into circulation. They were for the capitalisation of two loans between the company and Knowkers Consulting & Investment S.L. After those two capital increases, the company's share capital stood at €2,310,961.20, divided into 23,109,612 shares with each having a par value of €0.10.

10. Other relevant information of the period and subsequent to the year end

06/09/2022: Third place at the EBU Technology & Innovation Awards forr Cloud and internet-based distributed production, project in conjunction with SVT.

06/15-17/2022: Participation at the IEEE BMSB Bilbao event.

06/27/2022: General Meeting of the Shareholders of Agile Content, S.A. held.

09/09/2022: CSI Awards 2022: short-listed as best remote production with SVT Cloud Production.

09/09-12/2022: Participation at the IBC Amsterdam. Presence at the leading international event with the media streaming sector with a stand with demos and participating in the conference.

09/16/2022: Completion of financing agreement. Materialisation of a financing agreement with EBN Banco, Cofides (the Spanish Development Financing company) and the IVF (Basque Finance Institute), for a total amount of €6 million and 4-year maturity. Agile Content has a stable BB rating from Ethifinance, has placed great importance on the development of an international platform for the provision of the TV Service which will help to increase the sales in nearly 20 countries where it is already present and to enter in operations in new countries.

09/29/2022: Publication of the 2022 first half results. The turnover was €46.4 million, 169.4% up on the same period of 2021, and EBITDA of €4.8 million (+137% with respect to the 1HY 2021), a net financial debt of €27.5 million (-€1.1 million on December 2021) and an operating (+€7 million with respect to 1HY 2021) and an operating cash flow of €5.2 million (+€7 million with respect to 1HY 2021).

10/05/2022: Own share buyback programme. Approval of an own share buyback programme in order to cover the employee incentive plan. The maximum number of shares to be acquired will be 125,000 representative own shares of 0.54% of the share capital of the Company as of the date of this communication. The maximum investment to be allocated to this programme comes to €500,000. It would begin on 10/06/2022 and run until 02/01/2023.

10/26/2022: Individual half yearly accounts addendum The individual half yearly accounts were published as an addendum to the half yearly consolidated financial information published on 09/29/2022.

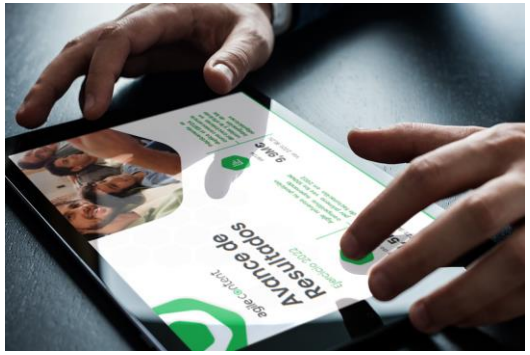
11/08-09/2022: Participation in the NextTV Brazil event in Sao Paulo.

12/2022: Digital Media World Awards. Gold medal with the WeBox Control in the QC QA Monitoring – Virtualization category and bronze for ACD -CDN Management and Orchestration in the Streaming category.

10. Other relevant information of the period and subsequent to the year end

Subsequent to the year end:

02/06/2023: End of the own share buyback programme. Between 10/06/2022 and 01/31/2023, 101,957 shares were purchased at a total cost of €402,242.78.



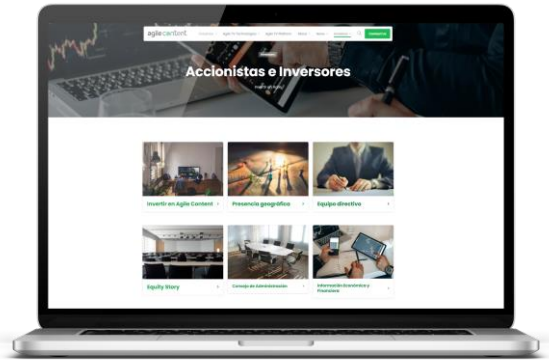
02/16/2023: Publication of the 2022 Results Preview. Agile Content had consolidated its competitive position, exceeding €100 million in billing for the first time in 2022 (+84.8% compared to 2021) and practically doubled the EBITDA (€9.9 million, +96.2% on 2021) as the result of the growth in sales and the efficient integration of the acquisitions. The financial position improved with the net financial debt cut to €25.4 million(€-3.3 million vs 2021) and to 2.6x NFD/EBITDA.

02/24/2023: Opening of the new Agile Content offices in Bilbao. Ceremony attended by the Basque Government's Minister for Economic Development, Competitiveness and the Environment, Arantxa Tapia, accompanied by the Provincial Councillor for Economic Promotion, Ainara Basurko, along with representatives of customers and Basque ecosystem that supported the company at an historic moment.

02/27/2023-03/02/2023: Participation in the MWC Barcelona event. Unique opportunity to strengthen ties with customers, partners and the Telecom industry. Through a stand in the Spanish Pavilion.

03/21/2023: Agile Content appeared in the Financial Times FT1000 ranking. European company with greatest growth ranked 4th in the Telcom & Media sector and 7th among Spanish companies.

04/03/2023: Own share buyback programme. Approval of an own share buyback programme in order to cover the payment of earn-outs from shares stemming from the acquisitions and the employee incentive plan.



04/10/2023: Launch of new corporate website. Including a new section for investors in line with the new transparency policy and the shareholder service.

04/12/2023: Appeared on the Streaming Media Europe 51 list. Agile Content mentioned as one of the dynamic, influential and most cutting-edge technology companies of the streaming ecosystem in Europe.

11. Foreseeable evolution

The company is striving to become a strategic partner in its three customer categories - the MVDPs, the Media & Broadcaster and the Corporates - and will continue to invest in R&D strategies. That will allow the company to be positioned as a leading player beyond the provision of state-of-the-art technology, by materialising new synergies from the integration of the realised acquisitions, focusing its operations on obtaining organic growth, but without ignoring the opportunities of a consolidating market by exploring opportunities to obtain greater economies of scale and scope by gaining critical mass.

12. R&D activity

The outstanding research and development costs are specifically itemised by projects and their cost clearly established so that it can be distributed over time. These research and development costs that appear as assets are depreciated linearly during their useful live, at 20% a year, and always within 5 years.

The development costs are only capitalised once the following conditions are met:

1. There is an individual and specific project that reliably allows the disbursement attributable to the conducting of the project to be valued.
2. Costs are clearly allocated, assigned and time for each project.
3. There are sound reasons to presume for the technical success of the project, both in the case that the group intends to exploit it directly and when the project deliverable is to be sold to a third party once the project is complete, if a market exists.
4. The commercial-economic profitability of the project is reasonably guaranteed.
5. The financing of the project is reasonably guaranteed for it to be completed. Furthermore, the availability of the appropriate technical or other types of resources to complete the project and to use the intangible asset is guaranteed.
6. There is an intention to complete the intangible asset.

Investment in R&D&i continues to be a fundamental aspect for the group to be able to meet the needs of its customers and to be able to create scalable and differential products. During the year ended as of 31 December 2022, the group capitalised €6.7 million relating to research and development, representing 6.5% compared to the revenue from sales to third parties.

13. Average supplier payment period

Ruling of 29 January 2016 of the Institute of Accountants and Auditors regarding the information to be included in the report on the consolidated financial statements as regards the average supplier payment period in commercial operations was published on 4 February 2016. The aim was to comply with the express mandate contained in Act 31/2014, of 3 December, which repealed the immediate precedent in that regard, the Ruling of 29 December of 2010 of the Institute of Accountants and Auditors, regarding the information to be included in the report on the consolidated financial statement as regards the deferral of payment to suppliers in commercial operations, whose origin was in the previous working of the third additional provision of Act 15/2010, of 5 July, amending Act 3/2004, of 29 December.

In 2022, the company registered an average supplier payment period of 48.81 days compared to 90.76 in 2021.

Figures in days	**31/12/2022**	**31/12/2021**
Average payment period to suppliers	**48.81**	**90.76**
Percentage of the total number of invoices paid	39.64	109.01
Percentage of the total number of invoices unpaid	98.79	51.65

Figures in euros	**31/12/2022**	**31/12/2021**
Total payments	57,422,204.61	14,690,686.59
Total pending payments	10,539,415.72	6,856,446.55

Pursuant to Act 18/2022, of 28 September, regarding the establishment and growth of companies, whose purpose is to lower commercial arrears and financial support, the Company lists below the average supplier payment period, the monetary volume and the number of invoices paid in a period under the maximum established in the arrears regulations, and the percentage of the total number of invoices and the monetary total of the payment to its suppliers:

	2022
Average period of payment-invoices paid before surpassing the established legal limit	N/a
Invoices paid before surpassing the established legal limit	2,621.00
Percentage of total invoices paid	0.8
Monetary volume of invoices paid in a period less than the máximum established in the regulations	40,296,490.61
Percentage of total payments	0.7

14. Acquisition and Disposal of treasury stock

As of 31 December 2022, the group held 138,235 own shares worth €690,233.30.

Detail of treasury stock movements in 2022

	Shares	Amount (euros)
Balance at 1/01/2022	44,633.00	316,894.30
Purchases	346,626.00	1,633,820.00
Sales	(253,024.00)	(1,260,481.00)
Balance at 12/31/2022	138,235.00	690,233.30

15. Consolidation perimeter

The investee companies of Agile Content, S.A. not included in the consolidation as they are considered as forward transaction and not of significant importance, and which are valued at cost on the attached Consolidated Balance Sheet, are as follows:

Company	% direct stake
Agile Media Communities, AIE	100%
Agile Content Argentina, S.R.L.	100%

Company	Registered Office	Activity	Auditor	Shareholding Stake		
				Company of the Parent Group	%	Stake amount
Agile Content Inversiones, S.L.	Spain	Holding of stakes and advertising	Not audited	Agile Content, S.A.	100%	3,000.00
Agile Advertisement, S.L.	Spain	Advertising	Not audited	Agile Content Inversiones, S.L.	100%	3,000.00
Over the Top Networks, S.A.	Brazil	Software development	Not audited	Agile Content Inversiones, S.L.	100%	8,768,575.40
Over the Top Networks Ibérica, S.L.	Spain	Software development and distribution of video and digital	Ernst & Young, S.L.	Over the Top Networks, S.A.	100%	56,860.05
Over the Top Networks International Inc.	USA	Software development	Not audited	Over the Top Networks, S.A.	100%	7,427.,645.33
Edgeware AB	Sweden	Hardware and software development	HQVsthlm	Agile Content, S.A.	100%	23,385,231.19
Cavena Image Products AB	Sweden	Software development	Not audited	Edgeware AB	100%	-
Edgeware Inc.	USA	Software development	Not audited	Edgeware AB	100%	-
Edgeware Hong Kong Ltd.	China	Software development	Not audited	Edgeware AB	100%	-
Fon Wireless Ltd.	United Kingdom	Supplier of WiFi connections	Cooper Parry Group Limited	Agile Content, S.A.	100%	5.,446,202.70
Fon Labs, S.L.	Spain	Software development	Not audited	Fon Wireless Ltd.	100%	67,000.00
Agile Content Portugal Unip., Lda	Portugal	Software development	Not audited	Agile Content, S.A.	69%	3,000.00
WeTek - Soluções Tecnológicas, S.A.	Portugal	Development of devices for the digital distribution of content	Armando Magalhães, Carlos Silva & Associados, SROC, LDA.	Agile Content, S.A.	69%	8,223,458,00
Agile Content Labs, S.L.	Spain	Software development	Not audited	Fon Labs, S.L.	100%	3,000.00

16. Agile Content on the Stock Exchange

The performance of the Agile Content share during the last year was unfavourable in absolute terms if we take into account the accumulated fall of 38.6% registered for 2022 as a whole, and also in relative terms, as the benchmark indexes, Ibex Growth Market 15 and Ibex Growth Market All Share fell to a lesser extent, 2.1% and 0.9% respectively.

However, special mention should be made to the favourable reception of the results of the first half of 2022 published at the end of September using a new more comprehensive and informative management report, and with the announcement of boosting the Relations with Investors corporate policy. This policy is focused on showcasing the company and its businesses on the stock markets using more focused content for analysts and investors, along with greater presence and availability of the management in forums and specialist media.

In terms of liquidity, the trading activity of the stock on BME Growth posted an average daily securities in 2022 of 11,976 securities and average daily turnover of €57,733.

All this recent evolution has occurred in a still complex economic climate and market, heighted by the latest measures of the central banks as the result of the inflationary pressures and the more restrictive financial conditions globally, along with the uncertainties generated by the negative incidents in recent weeks involving banks in the USA and Europe.

However, the company has sent a message of confidence in the share as can be seen in the share buyback plan announced on 5 October 2022. It ended on 31 January 2024 with an accumulated purpose of 101,957 representative shares of 0.44% of the capital for a total cost of €402,242.78.

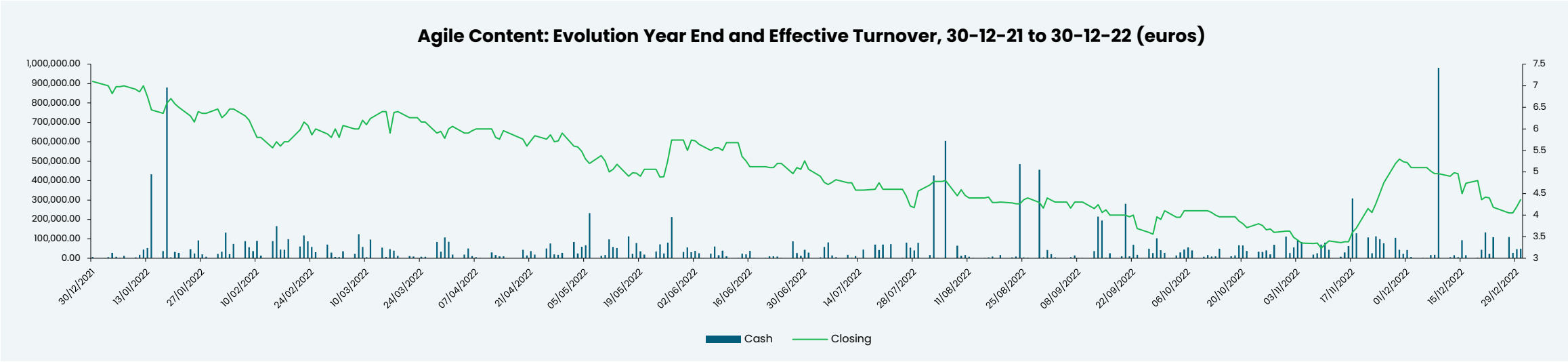
Share price (euros)	**2022**
Open	7.100
Low	3.230
High	7.000
Close	4.360
Average	5.051

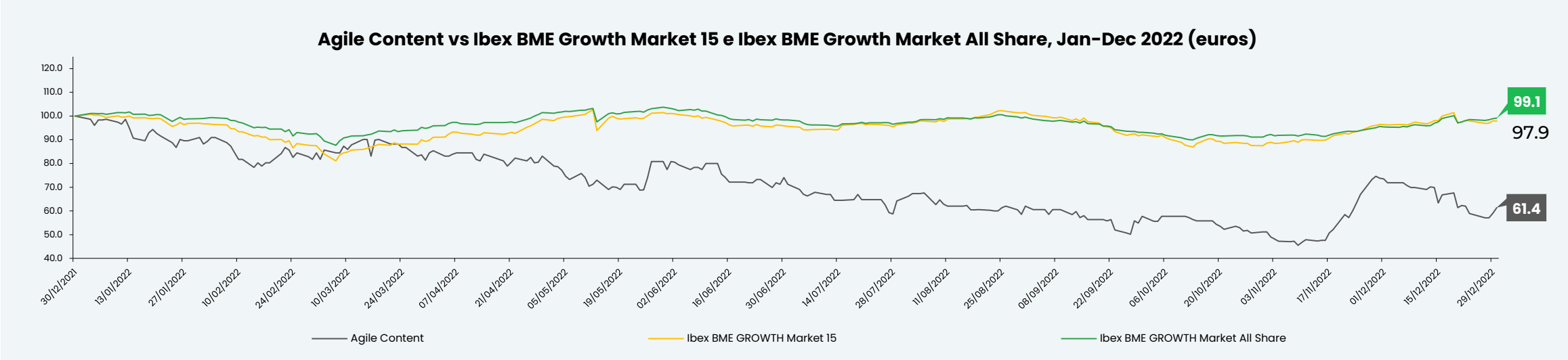
Other stock market indicators	**2022**
Market capitalisation (euros)	100,757,908
Number of shares	23,109,612
Nominal value (euros/share)	0.1
Accumulated volume (number of shares)	3,077,948
Average volume (number of shares)	11,976
Accumulated turnover (euros)	14,837,451
Average turnover	57,733

Agile Content vs indexes[1]	**2022**
Agile Content	(38.6%)
Ibex Growth Market 15	(2.1%)
Ibex Growth Market All Share	(0.9%)

1. % de variación de cotización cierre en el periodo desde 30-12-2021 hasta el 30-12-2022.

16. Agile Content on the Stock Exchange





17. Glossary

Managed customers

Users or final recipient of the services that Agile Content provides through the different pay-TV platforms and from whom they obtain an ARPU or monthly revenue.

Organic growth

Growth rate that a company can achieve by increasing the production or improving revenues internally. If a company or business unit has been acquired in the previous year, this ratio will be calculated by adding to the revenue of the year of the acquisition, the amount of the income obtained by the company or business unit prior to the start of the year and the acquisition date by the Agile group.

NFD

Net Financial Debt. It will be taken to be the loans and other payables in the balance sheet items known as long-term and short-term debts (with third parties, companies of the group or associates), less the amount for cash and other equivalent liquid assets.

In those cases when the company is financed using convertible bonds or debentures, the difference between the fair value of a similar instrument that is not attached to the equity instrument and the initial amount of that instrument will be included as part of the equity in accordance with the criterion established in the General Accounting Plan.

Earn-Outs

Clause included in the acquisition contracts of companies or business units where a variable part is introduced in the valuation depending on the future result. This variable part is sometimes agreed by means of the payment of shares, which does not involve a cash disbursement for the company.

EBITDA

Earnings Before Interests, Tax, Depreciation and Amortization: the profit of the company before deducting the interest to be paid for the debt incurred, the taxes inherent to the business, the depreciation for its impairment, and the amortization of the investments made.

Free Cash Flow

Free Cash Flow = EBITDA of the period - CapEx of the period - Investment of working capital of the period - Payment of net financial interest of the period - net amount of items that have not had an impact on cash during the period.

Recurring revenue

Revenue from contracts relating to the management of TV platforms and their managed customers, software subscriptions, evolutionary maintenance or support contracts, and other contracts lasting over one year.

OFCF (Operating Free Cash Flow)

Operating free cash flow (OFCF) = EBITDA – Capitalised R&D expenses.

18. Contact

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agile content