

agile content

# Results Report

January–June 2023

September 2023





### The Information

The information contained in this report for the period January-June 2023 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 as of 30 June 2023.

### Content of the January-June 2023 Results Report

- I. The Management Report is from page 4 to page 28; it contains the review of the management of the operations and results of the company for January-June 2023, as well as comparing them with the same period 2022. The report was prepared by the Board of Directors on 26 September 2023 following 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 business plan and foreseeable evolution, the risk management and relevant events of the period and subsequent to the period end.
- II. The report on the Corporate Governance of Agile Content is included within the Management Report from page 19 to page 20 as part of Section 6 on the policies and measures to protect the environment, social impact and improving governance practices (Environmental, social and governance - ESG).
- III. In addition to including the Consolidated Management Report for the period January-June 2023, this Report is completed by the Auditor's Report on Agile Content S.A. and subsidiary companies as of 30 June 2023, and the consolidated interim financial statements for January-June 2023 of Agile Content S.A., along with the individual interim financial statements for January-June 2023 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 first-half of the financial year for the period January-June 2023, audited by EY (Ernst & Young), along with statements about 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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## Auditor's Report January–June 2023

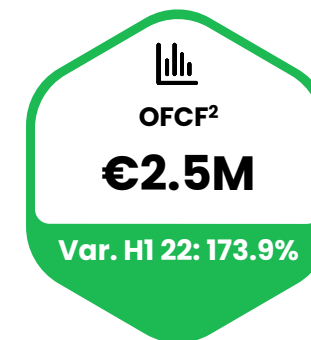
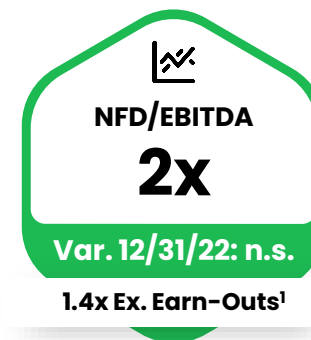
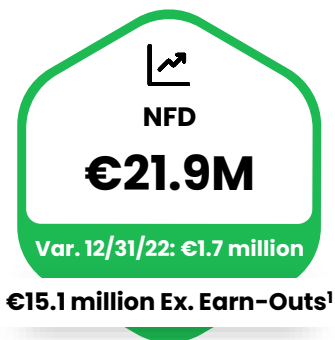
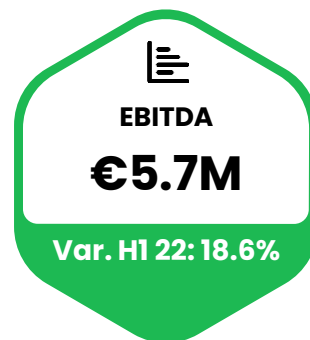
## Consolidated Interim Financial Statements January–June 2023

## Individual Interim Financial Statements January–June 2022



# 1. Snapshot of Agile Content in H1 2023 (I)

## 1.1 Visual summary



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





# 1. Snapshot of Agile Content in H1 2023 (II)

## 1.2. Executive Summary

During the first half of 2023, Agile Content posted favourable economic and financial results, both from the point of view of the profitable growth of its businesses, and from the perspective of operating free cash flow, while maintaining its investment effort in R&D to strengthen its competitive positioning.

Indeed, among the key aspects, the company posted a turnover of €51 million, which meant organic growth of 10% on the same previous period, as the figures of this period are no longer affected by the acquisitions in 2021. Furthermore, the company proved its ability to convert that growth into profitability by obtaining an EBITDA of €5.7 million, 18.6% up on the first quarter of 2022, thanks to management of the operating costs aimed at efficiency and obtaining operating synergies from the integration of the acquisitions in recent years.

At the same time, the Operating Free Cash Flow (OFCF) 2022 performed very positively and generated €2.5 million, which was €1.6 million up on the amount obtained in the first half of 2022. This item accounted for 42.9% of the EBITDA for the period compared to 18.6% of the previous year and, at the same time, for a lower proportion of capitalised expenses with respect to previous half-years, which leads to the quality of the economic-financial data being significantly better.

This favourable evolution of the consolidated financial highlights was achieved with the positive contribution of both business units, Agile TV Technologies and Agile TV Platform.

All that greater activity was compatible with a reduction of the gross financial debt that fell from €35 million at 2022 year' end to €33.5 million as of 30 June 2023; the net financial debt coverage ratio (NFD/EBITDA), excluding the effect of the earn-outs, stood at 1.4 times, a level that reflects the robustness of the Agile Content capital structure and its ability to continue with the organic growth of its operations and to harness those non-organic growth opportunities that may emerge.

From the point of view of strategic development, and at a date after the period end being analysed, the company announced its entry into the pay-TV Italian market by means of agreements with the Italian Tessellis and Convergenze groups to introduce the Agile Content TV platform in order to strengthen the converging strategy of those operators on the Italian telecommunications market. This transaction is part of the company's strategy to harness the scalability of the business by leveraging its operating capabilities in the cloud and, at the same time gaining critical mass.

Figures in euros

Financial KPIs	Jan–Jun 2023	Jan–Jun 2022	% Var.
<b>Net operating revenues</b>	<b>51,039,703.49</b>	<b>46,405,302.08</b>	<b>10.0</b>
EBITDA	5,716,628.58	4,819,142.55	18.6
EBIT	(1,098,359.44)	(1,816,832.26)	(39.5)
Net income	(2,420,299.97)	(2,835,044.86)	(14.6)
Cash flow from operating activities	2,698,125.39	5,285,967.50	(49.0)
CapEx	(5,201,735.86)	(4,837,935.87)	7.5
Free Cash Flow	(1,837,162.36)	1,677,602.32	(209.5)
Net financial debt <sup>1</sup>	21,949,643.31	20,283,463.20	8.2
Operating Free Cash Flow <sup>1</sup>	2,448,990.07	894,249.01	173.9

Financial KPIs	Jan–Jun 2023	Jan–Jun 2022	Var. p.p.
<b>% EBITDA margin</b>	<b>11.20</b>	<b>10.14</b>	<b>1.1</b>
% EBIT margin	(2.15)	(3.64)	1.5
Net financial debt/EBITDA LTM <sup>2</sup>	2.0	2.0	(0.0)
Net financial debt/Net equity <sup>1</sup>	0.51	0.44	0.1

1. Figures at period end 06.30.23 and year end 12.31.22

2. EBITDA LTM: Last twelve months.



## 2. Agile Content: Purpose, Vision and Values (I)

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, we help organisations to transform their TV and video businesses to successfully meet the needs and expectations of their current audiences.

The company has over 170 customers in 70 countries 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 to

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 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 companies in general needing to manage a high quantity of information rich in video content.





## 2. Agile Content: Purpose, Vision and Values (II)

### 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 for 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 market.



### 3. Management Results in H1 2023 (I)

#### 3.1 Operating and Financial Results

The evolution of the Agile Content results for the first half of 2023 were satisfactory in terms of profitable growth and cash generation, as can be seen by the main financial management figures.

Furthermore, this behaviour is noted for its standardised organic growth rates overall from the start of the year, as the acquisitions in 2021 do not affect the analysis of the current year in that regard. In fact, the company obtained in the first six months a praiseworthy year-on-year 10% increase in revenue up to a turnover of €51.0 million, despite the clear signs of the slowdown of the global economy in recent months and which could affect certain investment projects.

It should be noted that this growth of revenue is explained by the strong performance of both business lines, Agile TV Platform and Agile TV Technologies, which were up 6.2% and 16.8% respectively on the same period of the previous year.

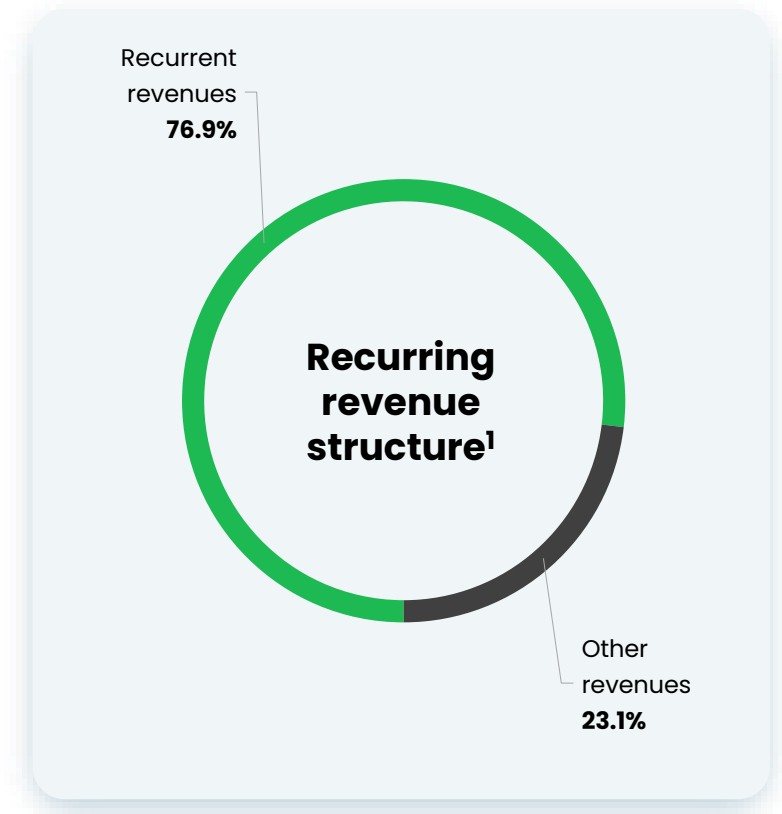
The gross margin stood at 39% as a result of the evolution of the sales mix involving an expansive trend in the supplies to support the growth in sales of the vertical Enterprise, along with the content purchasing of the platform business in a context of rising inflation.

One of the most notable aspects of the results for the period was the management of the operating costs, which overall posted a significant reduction to the tune of €2 million, in other

words, 8% down on the same period of the same year. That performance includes the benefits of the operating synergies as the result of a successful management of the integration of past acquisition operations. These efficiency gains meant that the operating costs as of the end of June 2023 accounted for 34% of sales compared to 42% the previous year. Obtaining those operating synergies is an essential factor to strengthen the company's commitment to innovation.

This favourable evolution in efficiency has led to significant profitable growth of the EBITDA up to a rate of 19.6%, with the margin up by one percentage point up to 11.1%. This performance places the EBITDA in the central part of the envisaged range of growth for 2023 overall (+12/24%).

As regards financial costs, they rose by 48.6% up to €1.6 million as the result of the partial debt refinancing that was necessary in 2022 to meet the maturities arising from the acquisitions in 2021. However, the company has yet again reduced its general debt level as explained in the following point.



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.





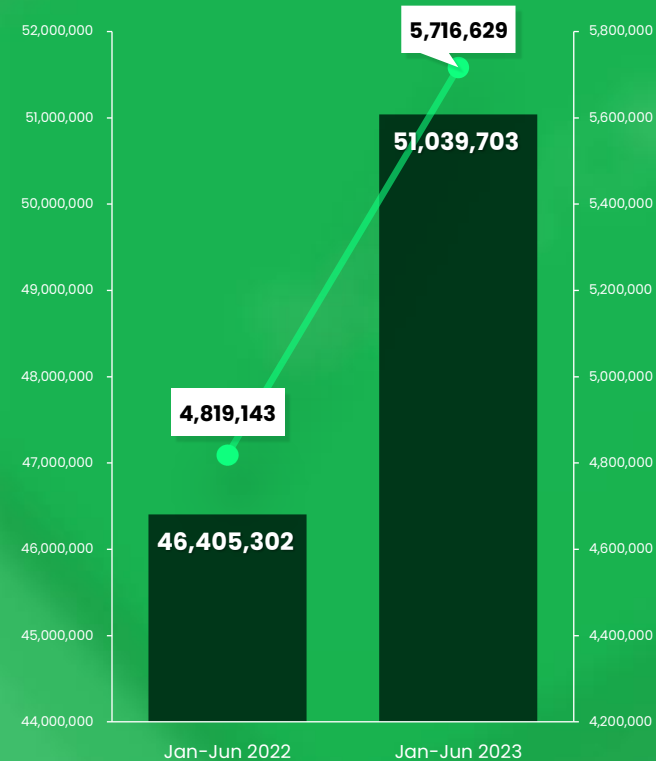
# 3. Management Results in H1 2023 (II)

## 3.1 Operating and Financial Results

Income statement	Figures in euros		
	Jan-Jun 2023	Jan-Jun 2022	% Var.
Net operating revenues	51,039,703.49	46,405,302.08	10.0
Asset betterments and improvements	3,267,638.51	3,924,893.54	(16.7)
Supplies	(31,115,531.37)	(26,610,833.68)	16.9
Other operating revenues	14,387.89	0.00	n.s.
Personnel expenses	(8,980,475.91)	(9,924,050.51)	(9.5)
Other operating expenses	(8,507,383.81)	(9,726,423.09)	(12.5)
Tangible asset amortization	(6,814,988.02)	(6,635,974.81)	2.7
Provision surpluses	0.00	86,259.17	n.s.
Other results	(1,710.22)	663,995.04	c.s.
<b>Operating Income (EBIT)</b>	<b>(1,098,359.44)</b>	<b>(1,816,832.26)</b>	<b>(39.5)</b>
Financial income	84,754.92	1,746.21	n.s.
Financial expenses	(1,598,228.63)	(1,075,310.69)	48.6
Exchange differences	247,608.98	107,412.83	130.5
Deterioro y result. por enajenaciones de instrumentos financieros	(1,533.52)	0.00	n.s.
<b>Financial Result</b>	<b>(1,267,398.25)</b>	<b>(966,151.65)</b>	<b>31.2</b>
<b>Profit/loss before taxes</b>	<b>(2,365,757.69)</b>	<b>(2,782,983.91)</b>	<b>(15.0)</b>
Income tax	(54,542.28)	(52,060.95)	4.8
<b>Net profit/loss</b>	<b>(2,420,299.97)</b>	<b>(2,835,044.86)</b>	<b>(14.6)</b>
Profit for the period attributable to non-controlling interests	571,032.93	449,755.69	27.0
<b>Profit for the period attributable to equity holders of the Parent</b>	<b>(2,991,332.90)</b>	<b>(3,284,800.55)</b>	<b>(8.9)</b>
<b>EBITDA</b>	<b>5,716,628.58</b>	<b>4,819,142.55</b>	<b>18.6</b>

### Net Turnover and EBITDA

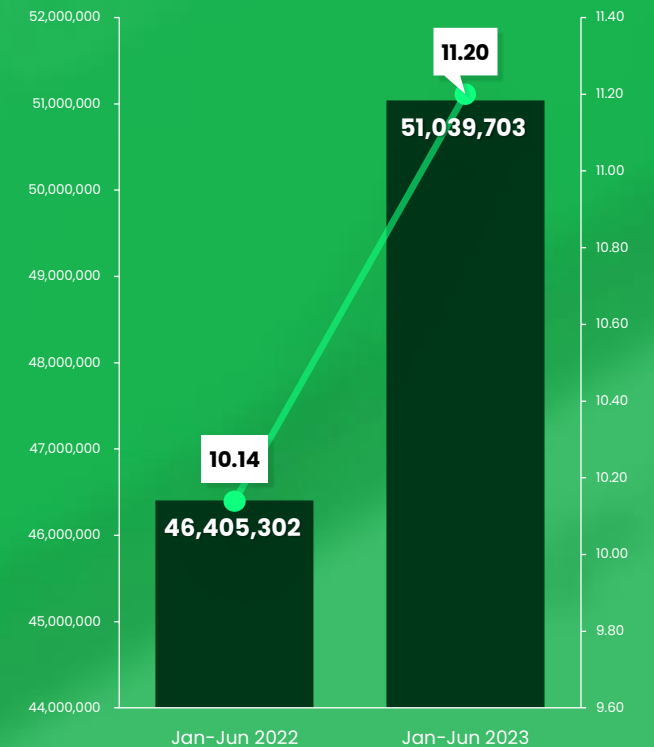
Figures in euros



Net operating revenues EBITDA

### Net Turnover and % EBITDA Margin

Figures in euros

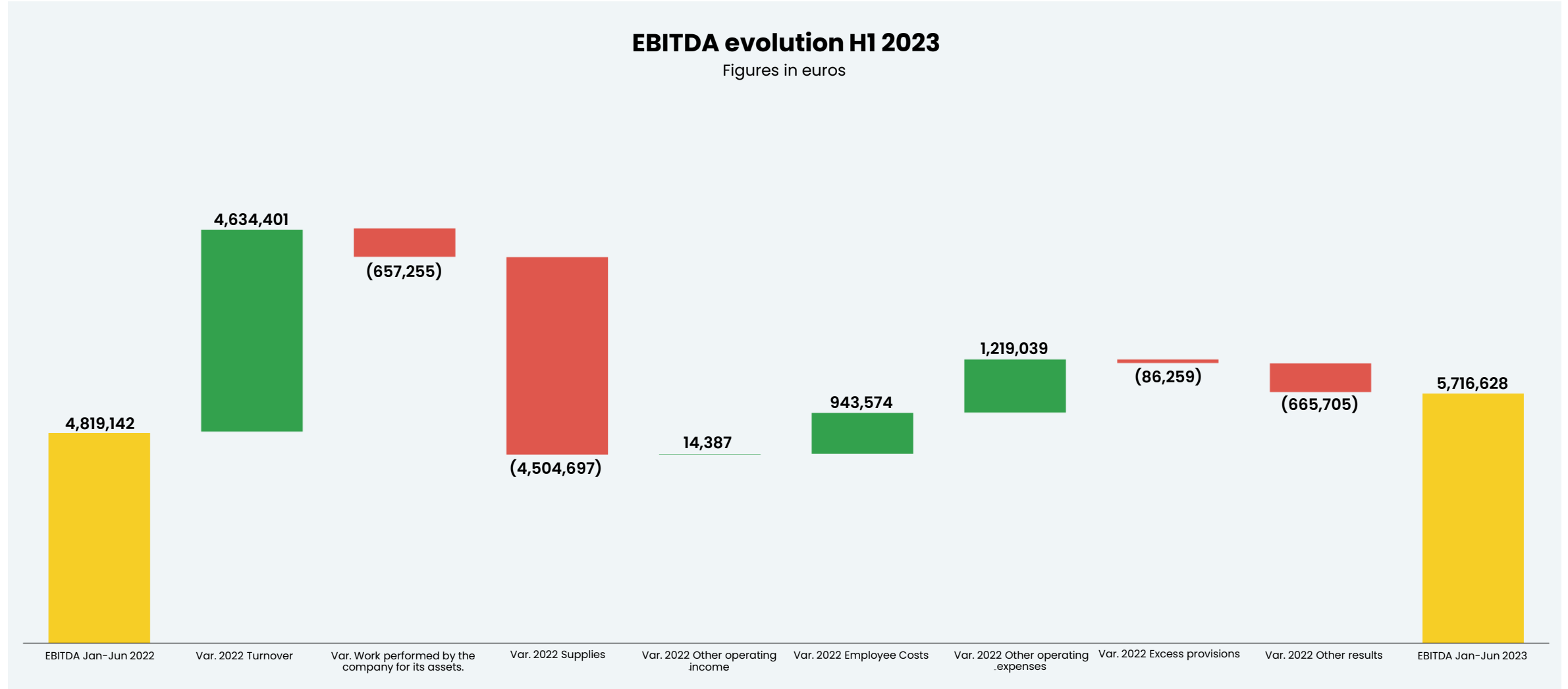


Net operating revenues % EBITDA margin



### 3. Management Results in H1 2023 (III)

#### 3.1 Operating and Financial Results





### 3. Management Results in H1 2023 (IV)

#### 3.2 Management of the Capital and Financing

During the first half of 2023, the company continued to strengthen its capital structure, with its gross debt falling from €35 million at the end of 2022 to €33.5 million at the end of June 2023.

Furthermore, the short-term debt burden shrank and accounted for 11% of the total (23.3% at the end of 2022), while maintaining an optimal capital structure.

In terms of liquidity, as of 30 June 2023, the company's cash flow stood at €11.6 million compared to €14.8 million at the 2022 year end. The company considers this fluctuation to be seasonal and linked directly to the growth of activity. In fact, the receivables balance increased by €5.0 million at period end as the result of the billing issued by Agile TV Technologies in the last month.

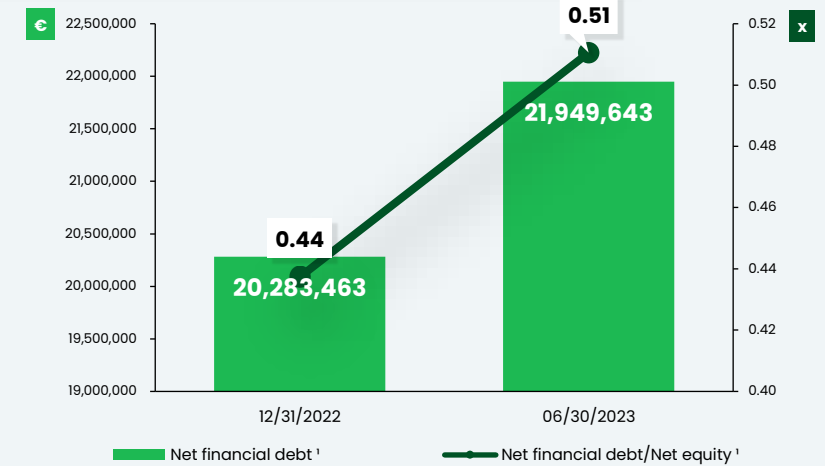
It should be noted that out of the total net financial debt at the end of June 2023 that stood at €21.9 million, a total of €7.1 million were for instruments that were not necessarily associated to a cash outflow, as there are liabilities linked to equity compensation and tally with the payment of earn-outs of acquisitions in the past.

Nevertheless, the company ended the first half of 2023 with a net financial debt cover ratio (NFD/EBITDA) of 1.4 times (excluding earn-outs) compared to 1.3 at the end of 2022. In other words, a very sound financial position, which highlights the company's ability to meet the payments arising from its debt, and to harness the growth opportunities that emerge.

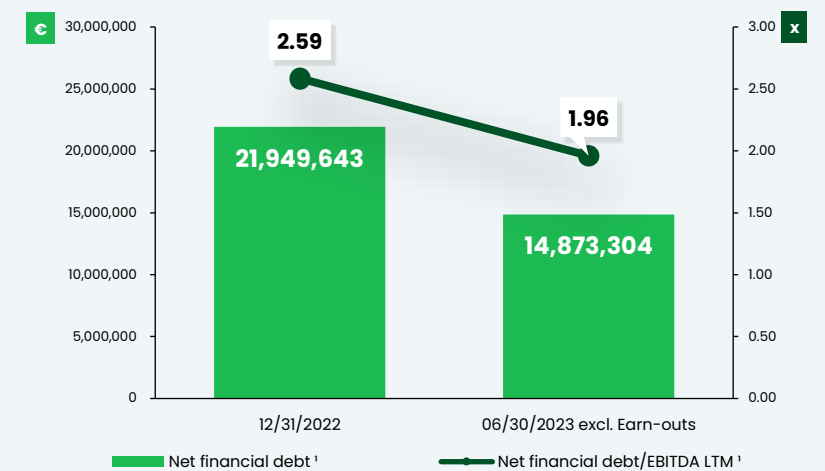
In terms of operating finances, the working capital continued to be positive for the second half year running. That means that the company has sufficient short-term assets to meet its financial commitments in the short run.

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.](#)

Net Financial Debt Evolution and Capital Structure



NFD Comparison as of June 2023 Excl. Earn-outs Commitments

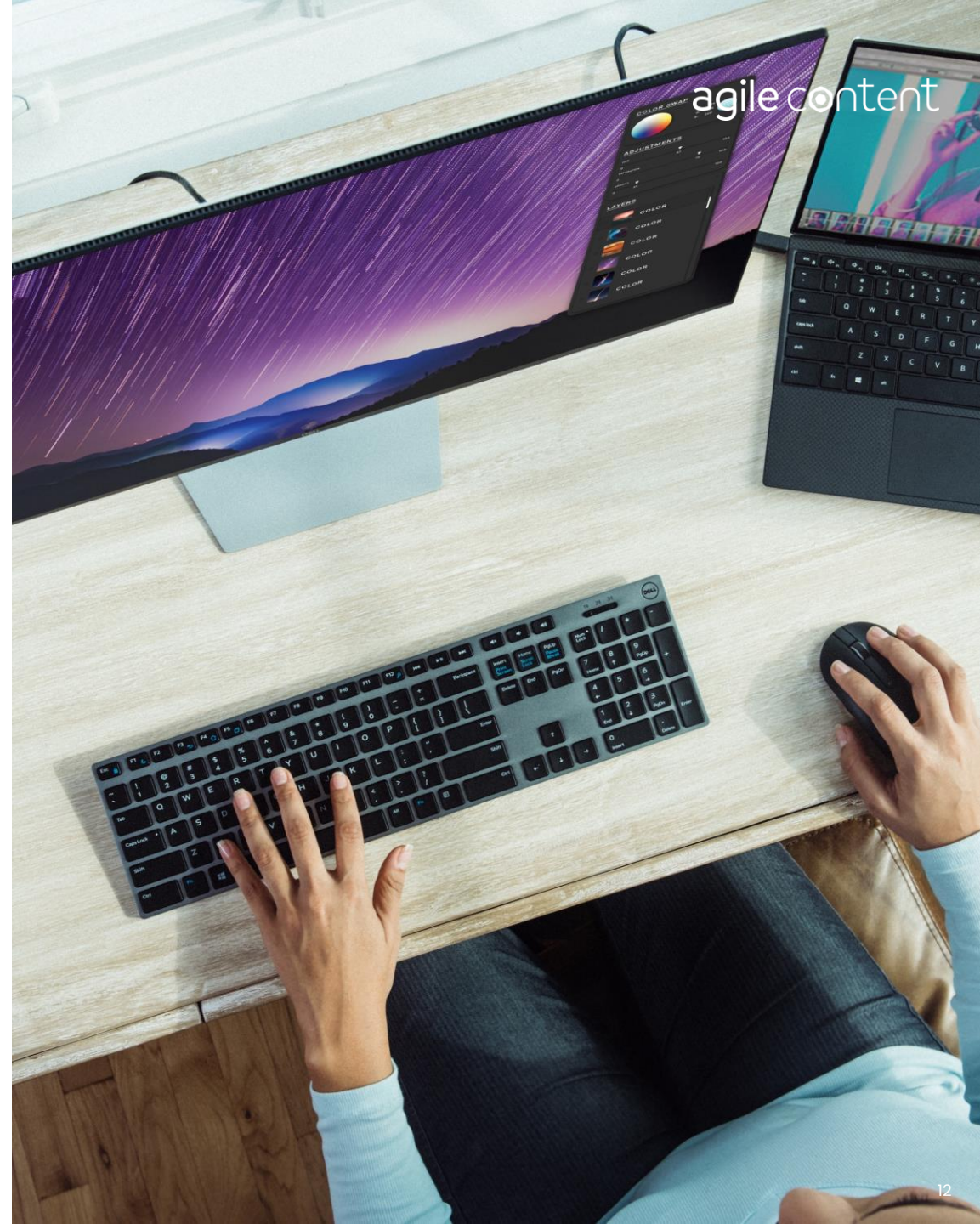




## 3. Management Results in H1 2023 (v)

### 3.2 Management of the Capital and Financing

Balance sheet	Figures in euros		% Var.
	06/30/2023	12/31/2022	
<b>Non-current assets</b>	<b>69,140,296.99</b>	<b>73,483,888.74</b>	<b>(5.9)</b>
Intangible assets	66,466,528.54	71,267,245.03	(6.7)
Tangible assets	510,793.57	642,965.75	(20.6)
Long-term investments in group and associated companies	179.89	179.89	0.0
Long term financial investments	1,591,228.10	1,021,470.47	55.8
Deferred tax assets	571,566.89	552,027.60	3.5
<b>Current assets</b>	<b>46,651,124.05</b>	<b>44,676,028.25</b>	<b>4.4</b>
Inventory	1,432,811.15	1,108,372.49	29.3
Trade debtors and their receivables	27,729,459.54	22,781,168.02	21.7
Short-term financial investments	2,493,829.92	2,472,585.79	0.9
Short-term accruals	3,420,194.78	3,548,411.61	(3.6)
Cash and equivalents	11,574,828.66	14,765,490.34	(21.6)
<b>Total assets</b>	<b>115,791,421.04</b>	<b>118,159,916.99</b>	<b>(2.0)</b>
<b>Net Equity</b>	<b>42,991,386.90</b>	<b>46,376,006.86</b>	<b>(7.3)</b>
<b>Non-current liabilities</b>	<b>26,262,887.70</b>	<b>27,112,172.06</b>	<b>(3.1)</b>
Long-term Provisions	117,488.04	117,488.04	0.0
Long-term debts	25,932,071.61	26,710,751.57	(2.9)
Long-term debt to group and associated companies	185,984.20	185,984.20	0.0
Deferred taxes liabilities	27,343.85	97,948.25	(72.1)
<b>Current liabilities</b>	<b>46,537,146.44</b>	<b>44,671,738.07</b>	<b>4.2</b>
Short-term debt	7,406,416.16	8,152,217.77	(9.1)
Commercial creditors and other accounts payable	35,795,873.17	32,379,247.14	10.6
Short-term accruals	3,334,857.11	4,140,273.16	(19.5)
<b>Total net equity and liabilities</b>	<b>115,791,421.04</b>	<b>118,159,916.99</b>	<b>(2.0)</b>





## 3. Management Results in H1 2023 (VI)

### 3.3 Cash Flow Generation

During the first half of 2023, the company continues to give impetus to its operating free cash generation.

Thus, the Operating Free Cash Flow (OFCF) improved by nearly 174% from cash generation of €0.9 million in the first half of 2022, to €2.5 million in the current. This increase is much higher than the forecast at the start of the year (+25%/50%). Special mention should be made of the lower rate of the capitalisation of operating costs that went from 8.5% in the first half of 2022 to 6.4% in the same period but of 2023, which improves the quality of the profitability data published by the company, and without reducing the effort in R&D&I.

Accordingly, it should be noted that with regard to the EBITDA that the company has managed to substantially increase its OFCF/EBITDA conversion ratio from 18.6% to 42.9% with respect to the previous year.

The company has continued to generate cash flow from its operating activities that it re-invests in its assets in order to maintain its innovation capacity. The negative cash flow fluctuation is one-off as the investment in Capex of the company coincides with the increase of the trade balance during June, the cut-off date of this report.

Consolidated cash flows from operating activities	Figures in euros		
	Jan-Jun 2023	Jan-Jun 2022	% Var.
<b>Consolidated profit for the period before taxes</b>	<b>(2,365,757.89)</b>	<b>(2,782,983.91)</b>	<b>(15.0)</b>
Adjustments to consolidated profit	8,028,955.12	6,967,152.77	15.2
Depreciation of tangible assets	6,814,988.02	6,622,025.48	2.9
Valuation adjustments for impairment	(40,371.22)	-	n.s.
Variations in provisions	-	(35,166.50)	n.s.
Subsidies	(11,526.41)	(12,858.86)	(10.4)
Financial income	(84,754.92)	(1,746.21)	n.s.
Financial expenses	1,598,228.63	1,075,310.69	48.6
Exchange differences	(247,608.98)	(107,412.83)	130.5
Other income and expenses	-	(572,999.00)	n.s.
Changes in consolidated current capital	(2,305,254.22)	1,523,024.32	c.s.
Inventory	(324,438.66)	88,675.32	c.s.
Debtors and other receivables	(4,575,556.39)	(2,099,463.10)	117.9
Other current assets	128,216.83	1,119,444.55	(88.5)
Creditors and other payables	3,416,626.03	3,862,024.30	(11.5)
Other current liabilities	(805,416.06)	(1,298,783.35)	(38.0)
Other non current assets and liabilities	(144,685.97)	(148,873.40)	(2.8)
Other cash flows from consolidated operating activities	(659,817.82)	(421,225.68)	56.6
Interest payments	(659,817.82)	(421,225.68)	56.6
<b>Consolidated cash flow from operating activities</b>	<b>2,698,125.39</b>	<b>5,285,967.50</b>	<b>(48.96)</b>
<b>Consolidated cash flows from investment activities</b>	<b>Jan-Jun 2023</b>	<b>Jan-Jun 2022</b>	<b>% Var.</b>
Investment payments	(5,201,735.86)	(4,837,935.87)	7.5
Intangible assets	(3,282,862.41)	(3,924,893.54)	(16.4)
Property plant and equipment	(13,262.42)	(104,287.07)	(87.3)
Other financial assets	(918,061.03)	(808,755.26)	13.5
Proceeds from divestitures	329,431.33	198,403.88	66.0
Intangible assets	2,372.07	(1,461.51)	n.s.
Other financial assets	327,059.26	199,865.39	63.6
<b>Consolidated cash flow from investments activities</b>	<b>(4,872,304.53)</b>	<b>(4,639,531.99)</b>	<b>5.0</b>

Consolidated cash flows from financing activities	Figures in euros		
	Jan-Jun 2023	Jan-Jun 2022	% Var.
Receivables and payments for equity investments	189,745.30	(451.46)	n.s.
Issue of equity instruments	-	(451.46)	n.s.
Disposal of equity instruments of the parent company	189,745.30	-	n.s.
Proceeds and payments for financial liability instruments	(829,038.78)	283,659.89	c.s.
Amounts owed to credit institutions	269,576.66	937,990.39	(71.3)
Issue of other debts	798,545.54	432,124.83	84.8
Debt with credit institutions	(865,985.99)	(787,540.02)	10.0
Return and amortisation of other debts	(1,031,174.99)	(298,915.31)	n.s.
Consolidated cash flow from financing activities	(639,293.48)	283,208.43	n.s.
Effect of exchange rate variations	(377,189.07)	(236,104.87)	59.8
Net increase/decrease in cash or cash equivalents	(3,190,661.69)	693,539.07	c.s.
<b>Cash or cash equivalents at the beginning of the period</b>	<b>14,765,490.34</b>	<b>14,284,518.52</b>	<b>3.4</b>

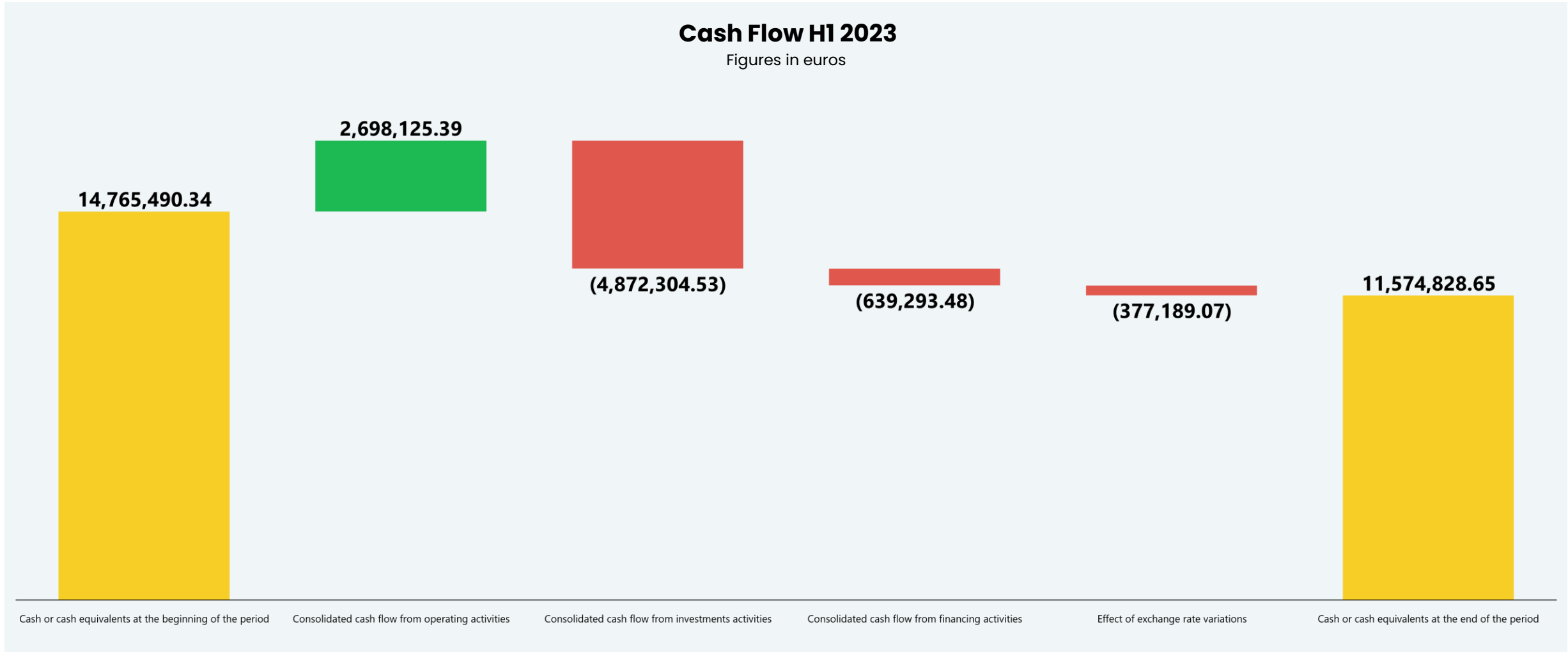
Free cash flow calculation	Jan-Jun 2023	Jan-Jun 2022	% Var.
EBITDA	5,716,628.58	4,819,142.55	18.6
CapEx	(5,201,735.86)	(4,837,935.87)	7.5
Working capital investment	(2,305,254.22)	1,523,024.32	c.s.
Net interest payment	(659,817.82)	(421,225.68)	56.6
Payment for tax	0.00	0.00	-
Without cash impact and others <sup>1</sup>	613,016.96	594,597.00	3.1
<b>Free cash flow</b>	<b>(1,837,162.36)</b>	<b>1,677,602.32</b>	<b>c.s.</b>

1. The 2022 and 2023 amounts are associated with the LTI (long term incentive in shares plan) provision, which did not involve cash layouts.



### 3. Management Results in H1 2023 (VII)

#### 3.3 Cash Flow Generation





# 4. Evolution of the Business Segments in H1 2023 (I)

## 4.1 Agile TV Platform

The revenue from the business unit that manages Pay-TV platforms grew by 6.2% on the first half of the previous year, underpinned by an increase of the ARPU. Over that period, the company improved its revenue structure, by bettering the average revenue from the customers it manages, and as the cost increase suffered due to the high inflation rates could be partly passed on.

The company has continued with its innovation plan by incorporating the new technologies developed, both to increase the capacities of the platform and to improve the user experience and cutting the operating costs, which benefit not only the company, but also our customers.

In August, the company signed agreements with the Italian Tessellis and Convergence

groups to manage its TV service in Italy through Agile TV Platform, extending its success to other suppliers and capitalising the impetus to broadband in Italy, where the intention is to increase access to fibre to over 7.5 million households in the coming 5 years. The aim of this alliance with those two companies is to offer the RV service to the more than 800,000 broadband customers of the Tessellis and Convergence groups, as well as to the new customers.



## 4.2 Agile TV Technologies

The Agile TV Technologies business unit posted overall growth of 16.8% compared to the first quarter of the previous year, driven by the good performance of the Enterprise vertical segment.

Special mention should be made of the launch of the new Agile Live solution to produce television content remotely and distributed using the technologies of the cloud and internet in order to achieve more efficient operations.

One of the first customers to adopt this technology was the Swedish Television company (SVT), and which in turn used it to broadcast the Royal Rally of Scandinavia.



## 4. Evolution of the Business Segments in H1 2023 (II)

### Net operating revenues distribution by business segment

	Figures in euros		
	Jan-Jun 2023	Jan-Jun 2022	% Var.
<b>Net operating revenues</b>	<b>51,042,896.83</b>	<b>46,405,302.08</b>	<b>10.0</b>
Agile TV Platform	31,543,168.85	29,710,832.46	6.2
Agile TV Technologies	19,499,727.98	16,694,469.62	16.8

### % net operating revenues distribution by business segment

	Figures in euros		
	Jan-Jun 2023	Jan-Jun 2022	Var. p.p.
<b>Net operating revenues</b>	<b>100.0</b>	<b>100.0</b>	<b>0.0</b>
Agile TV Platform	61.8	64.0	(2.2)
Agile TV Technologies	38.2	36.0	2.2







## 5. Business Model

During the first half of 2023, the company consolidated the positive trend noted in 2022, showing favourable economic and financial performance in terms of sustainable growth, capital management and generating cash flow.

That model is based on the company's presence in all the phases of the value chain, from content production to managing the customer experience.

That positioning of the company encourages many customers to entrust us with the end-to-end management of supplying the pay-TV model service.

The implementation of this model provides recurring revenue that represents an important portion of the total turnover. That ratio stood at 77% of the company's revenue at the end of the first half. In fact, as regards 2023 and the following 6 years, the company has guaranteed a minimum of €35 million a year from its recurring revenue.

The know-how and the technical knowledge acquired in the previous years has allowed it to expand its product catalogue to become a benchmark in the world of video and television information technologies.

The company considers its business to be a technological partner that adapts wherever the customer may need it within its operations.

In recent years, Agile Content has shown its ability to successfully integrate the acquired companies and obtain cost synergies. Back in 2022, that began to be seen through an improvement to the profit or loss account, an improvement that was confirmed in the first half of 2023.

Agile Content has continued its effort in Innovation and Development, which in the last financial year, 2022, involved a gross investment of €9 million.

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.





# 6. ESG (I)

Agile Content has undertaken to reduce the company's carbon footprint by 42% by 2030 compared to 2022.

## 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 as far as possible and minimise material and energy needs when it is not possible to eliminate them 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 applying precaution, prevention and rectification measures.

During the first half of 2023, there were no provisions for risks and costs, or contingencies relating to protecting and improving the environment. The CO2 emissions for the period were reviewed and audited with emissions of 15.92 TCO2eq and were limited to Scope 2 in electricity consumption. It should be noted that was a significant drop, due to 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 therefore states its commitment to progressively reduce the impact on Target 2 of the Climate Change Adaptation Taxonomy Regulation, and thus actively contribute to reduce the emissions of indirect activities that involve tCO2eq emissions.

In keeping with the regulatory requirements, in the first half of 2024 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.

## 2030 Commitment

The company's footprint has been independently audited by ScienceBaseTarget; the company has undertaken to reduce its emissions by 42% by 2030 with regard to the 2022 benchmark year in Scope 1 and 2. This will contribute to the planet's targets of the Paris agreements to limit global warming to 1.5 °C by 2030.

## 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 the first half of 2024, a total of 356 people were part of the contracted team at any time, on different types of employment conditions.

All the Agile Content employees in all the companies of the group come under 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 its workforce (77%); that figure has dropped by 2% in the first half of the year and is expected to continue falling in the following months as increasingly more women study the technical degrees that make up the most usual employee profiles. 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 have therefore opted to renew the partnership with KeepCoding for a second edition that will begin at the end of 2023 in order to foster female talent by means of grants, training and coaching.

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

As regards promotion during the period of this report, 31% of the promotions to posts of responsibility were women, 2% more than in the whole of 2022. Furthermore, three of the ten members on the Executive Committee are women.

### Gender pay gap

In the first half of 2024, the total gender pay gap of 27% remained for the company overall, and was the same as at 2022 year end; the company continues to work to improve this point.

The gap is basically due to two factors: the lack of sufficient women with higher training in technologies, which are the routes to 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 this first half of 2023, 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 the first half of 2023, there were no complaints at Agile Content regarding any breaches of human rights.



## 6. ESG (II)

### Economic ethical dimension

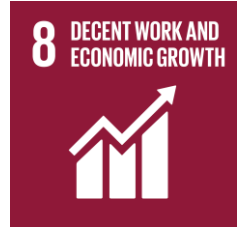
#### Prevention of corruption

In accordance with the corporate ethical standards implemented nationally and internationally, Agile Content is firmly committed to not allowing 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 regard 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 the first half of 2023 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, and also with technology centres such as Vicomtech, in R&D projects.





# 7. Risk Management

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

## 7.1. 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 exposure as of 30 June 2023 and as of 31 December 2022 was:

Figures in euros

	06/30/2023	12/31/2022
Long-term investments in group and associated companies	179.89	179.89
Long-term financial investments	1,591,228.10	1,021,470.47
Trade and other accounts receivables	27,729,459.54	22,781,168.02
Short-term financial investments	2,493,829.92	2,472,585.79
Efectivo y otros activos líquidos equivalentes	11,574,828.66	14,765,490.34
	<b>43,389,526.11</b>	<b>41,040,894.51</b>

## 7.2. 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 have a negative effect on it and controls the progress of the action plan defined to mitigate the impact of those risks should they materialise.

## 7.3. Exchange Rate Risk

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

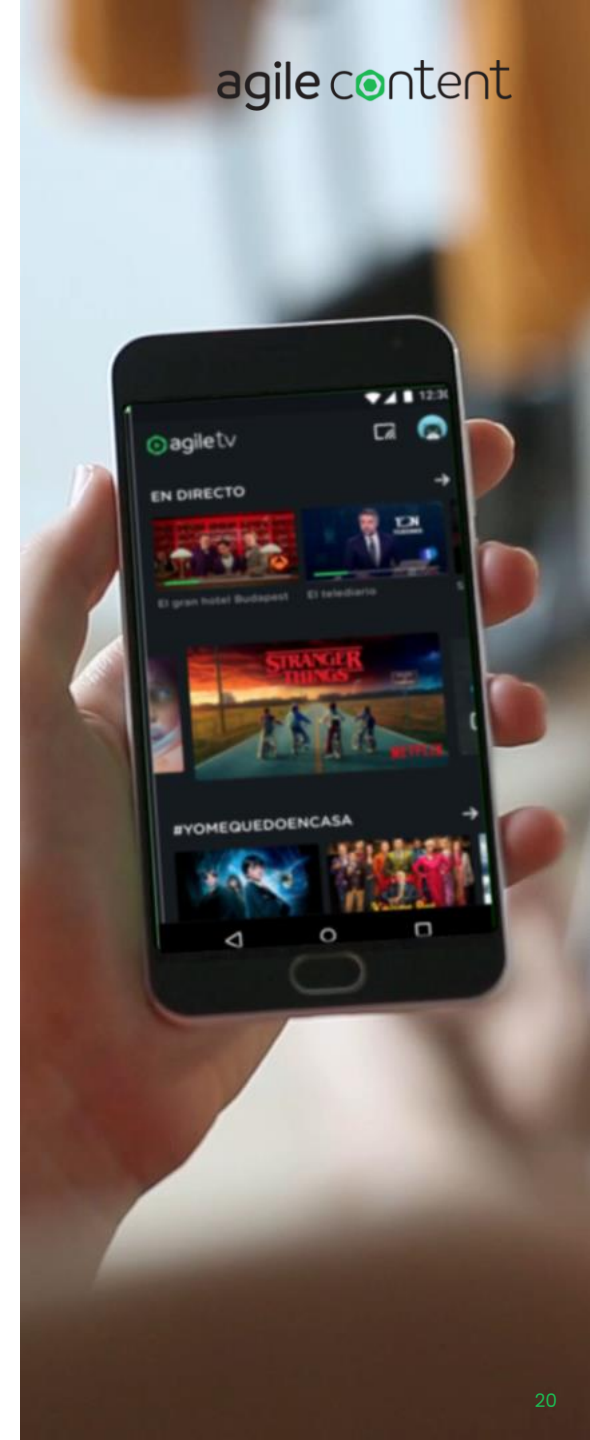
## 7.4 Interest Rate Risk

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 rate risk.





# 8. Relevant Facts of the Period and After the Period End (I)

**02/06/2023: Financing the own share buyback programme.** Between 06/10/2022 and 31/01/2023, 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.

**04/19/2023: Economic forecasts of the 2023 financial year.** Publication of the preview of the 2023 forecasts.

**05/10/2023: 2022 non-financial information statement.** Publication of the non-financial information of the company.

**05/11/2023: Publication of the Communication Policy with investors.** This policy highlights Agile Content's will and firm commitment to the Good Governance guidelines approved by the Spanish National Securities Market Commission.



**05/12/2023: Appearance in Markets & Markets quadrant** In the Top 6 Market Leader "Star" quadrant due to breadth of catalogue and market share.

**05/19/2023: Convening the Annual General Meeting of Shareholders.** The Annual General Meeting of Shareholders was convened on 19 May to be held on 21 June.

**06/09/2023: Publication of the updated Equity Story for Investors and shareholders.** The updated presentation was made available to the market.



## 8. Relevant Facts of the Period and After the Period End (II)

### Subsequent to the period end:

**07/24/2023: Results preview for the period January to June 2023.** Agile Content consolidated its competitive position by achieving 9% growth and with an EBITDA growing at a two-digit rate in the first half of 2023. Furthermore, it posted a strong increase in cash generation up to 144% of the figure of the first half of the previous year, and the strength of the financial structure was consolidated by maintaining the coverage ratios as it increased its volume of activity.

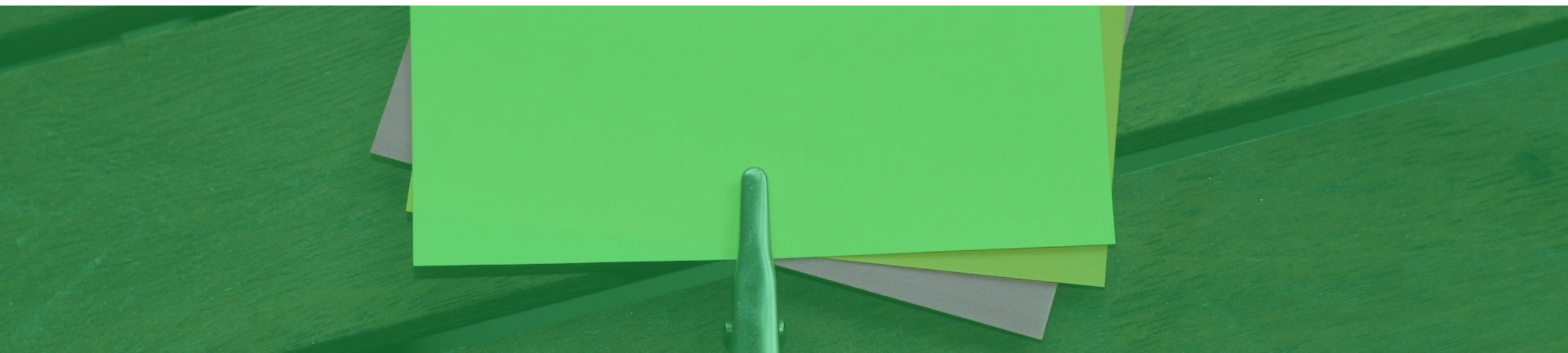


**07/31/2023: Announcement of the Agile Content agreement with the Tessellis Group (Tiscali.TV).** Agile Content will implement its Agile TV platform in Italy through the Tessellis Group, by managing its Tiscali.TV service to support it in its converging strategy on the Italian telecommunications market.



**09/12/2023: Announcement of the agreement with the Italian Convergenze group to strengthen its competitive position in Italy.** The agreement will allow Convergenze to offer content to new subscribers and to existing ones through the Agile TV Platform.

**09/18/2023: Participation of Agile Content at the IBC 2023 event.** Agile Content took part in the leading event of the "International Broadcast Convention" (IBC) sector, held in Amsterdam in September. Presentations and demos of its technology and platform were held at its stand within the Innovation Pavilion; special mention should be made of the experiential presentation of the new Agile Live technology. It also took part in a conference panel and held meetings with the main stakeholders of the sector.





## 9. Foreseeable evolution

The company is striving to become a strategic partner in its three customer categories – the telecommunication service suppliers, 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.

## 10. R&D&i

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 and innovation costs that appear as assets are depreciated linearly during their useful life, 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 and time assigned 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 period between 1 January and 30 June 2023, the group capitalised €3.3 million on research and development, representing 6.4% of revenue.

## 11. 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.

During the period January–June 2024, the company registered an average supplier payment period of 66 days compared to 48.841 in 2022.

Figures in days

	06/30/2023	2022
<b>Average payment period to suppliers</b>	<b>66.00</b>	<b>48.81</b>
Percentage of the total number of invoices paid	45.10	39.64
Percentage of the total number of invoices unpaid	103.11	98.79

Figures in euros

	06/30/2023	2022
Total payments	22,242,010.18	57,422,204.61
Total pending payments	12,522,815.03	10,539,415.72

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:

Invoices paid in a period shorter than the legal maximum period

	06/30/2023
Invoices paid before surpassing the established legal limit	913.00
Percentage of total invoices paid	0.78
Monetary volume of invoices paid in a period less than the maximum established in the regulations	15,101,703.13
Percentage of total payments	0.68



## 12. Acquisition and Disposal of Own Shares

As of 30 June 2023, the group held 105,887 own shares worth €476,547.40.

### Detail of treasury stock movements during Jan-Jun 2023

	Number of shares	Amount (euros)
Balance at 01/01/2023	138,235.00	690,233.30
Purchases	286,414.00	1,117,014.60
Sales	(318,762.00)	(1,330,700.50)
Balance at 06/30/2023	105,887.00	476,547.40

## 13. 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





## 14. Agile Content on the Stock Exchange (I)

The Agile Content share performed poorly during the first half of 2023 with an accumulated fall of 10.55% in that period, near to the 8.78% of the index of the leading 15 BME Growth companies (Ibex Growth Market 15), though greater than the 1.77% fall posted by the general market index (Ibex Growth Market All Share).

In terms of liquidity, both the daily average volume of securities of the first half (5,223 shares) and the daily average cash value (€21,785) showed a significant fall of over 50% of the average figures for 2022 overall.

The company, aware of this and once it had updated the equity story, has planned to increase its public exposure to the market, by intensifying during the end of 2023 and early 2024 its communication with institutional investors and analysts by holding national and international roadshows, along with a greater presence in

specialist media of the market with a focus on the retail investor. Furthermore, the favourable opinion should be noted regarding the expectations of Agile Content, both by the latest analysis published by GVC Gaesco at the end of May 2023 that set a target price at €9, and the one issued by Lighthouse, which also started to hedge the company in May 2023. After the period end, the company issued a results preview for the first half that was well received by the market, that, together with the announcement of

internationalisation operations on the Italian market, we believe correctly sets the value to increase direct communication actions with investors in the coming months.

Share price (euros)	Jan-Jun 2023	2022
Open	4.36	7.10
Low	3.54	3.23
High	5.12	7.00
Close	3.90	4.36
Average	4.21	5.05

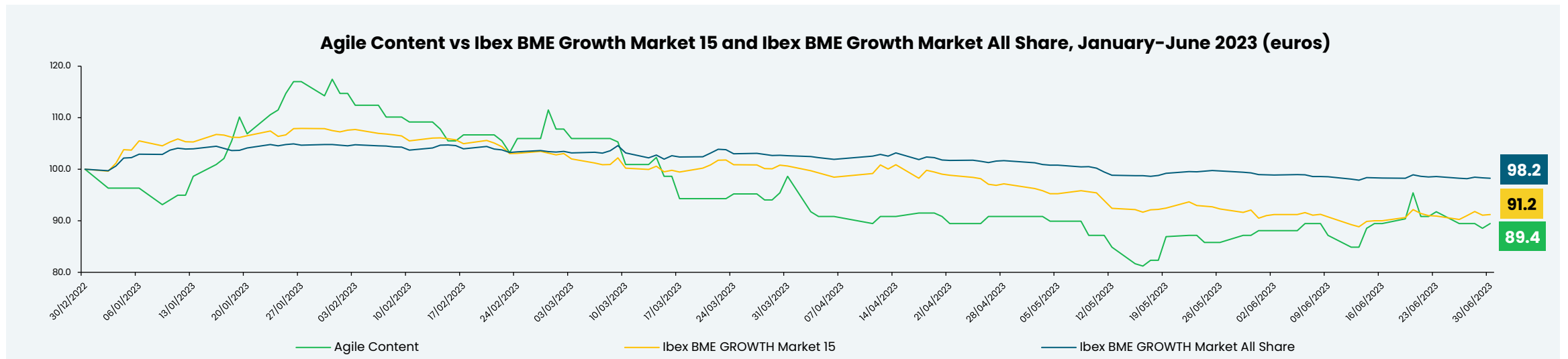
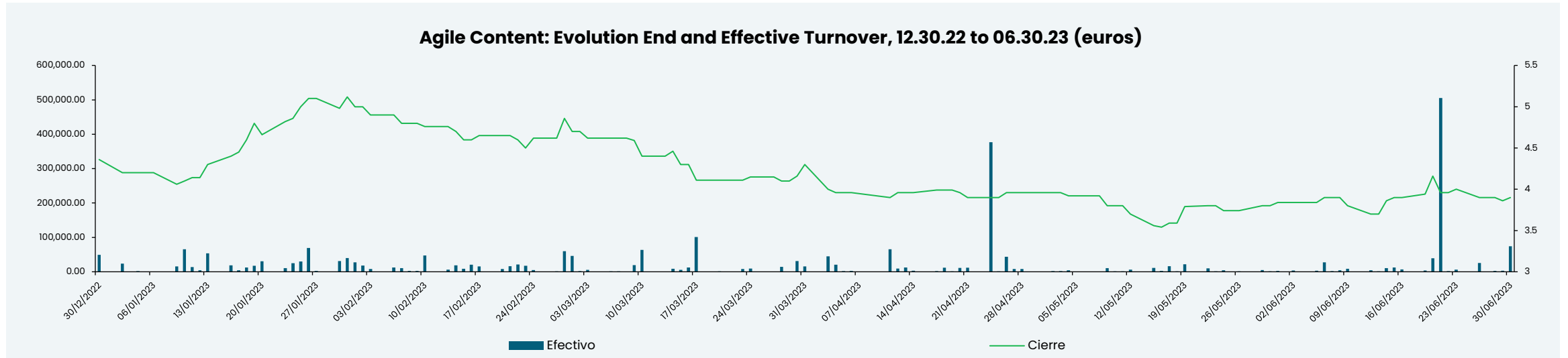
Other stock market indicators	Jan-Jun 2023	2022
Market capitalisation (euros)	90,127,487	100,757,908
Number of shares	23,109,612	23,109,612
Nominal value (euros/share)	0.1	0.1
Accumulated volume (number of shares)	631,941	3,077,948
Average volume (number of shares)	5,223	11,976
Accumulated turnover (thousand euros)	2,635,943	14,837,451
Average turnover (euros)	21,785	57,733

Agile Content vs indexes <sup>1</sup>	Jan-Jun 2023	2022
Agile Content	(10.55%)	(38.59%)
Ibex Growth Market 15	(8.78%)	(2.09%)
Ibex Growth Market All Share	(1.77%)	(0.86%)

(1) % change in closing price for the period from 12-30-2022 to 06-30-2023.



# 14. Agile Content on the Stock Exchange (II)





## 15. 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 sales 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.





## Contact



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