



Enjoying the transformation of TV

Equity Story

May 2025





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Equity Story

Considerations

agile content

The company has rebranded its commercial name from Agile Content to AgileTV.

The transition to AgileTV stems from a commitment to clarity and precision in identity, by pointing the focus on the TV business in which the company is operating to deliver cutting-edge TVaaS, OTT and video technologies to its clients and partners worldwide.

Agile Content remains as company name.



01

Who we are and what we do



AgileTV enable the provision of TV & OTT Applications by offering technology and **end-to-end management**

+350

professionals
around the world

+140

Customers
in 70 countries

>50M

Households
with technology to
render TV Service

+880k

households Pay TV
Service managed



 5.8M*
R&D

 1.2M**

 84.0M*
Revenues

 19.6M**

 10.7M*
EBITDA

 3.8M**

 4.9M*
OFCF

 2.6M**

BME growth
since 2015

19/50

Top Worldwide
Telcos as clients



What we Do

Agile TV is a B2B company

Streaming TV Technology + Managed Services company

Agile TV boosts the media business & experience.

We are a reliable partner facilitating the technology for the distribution, discovery and experience the media enjoyment.



**Cloud based
Technology**



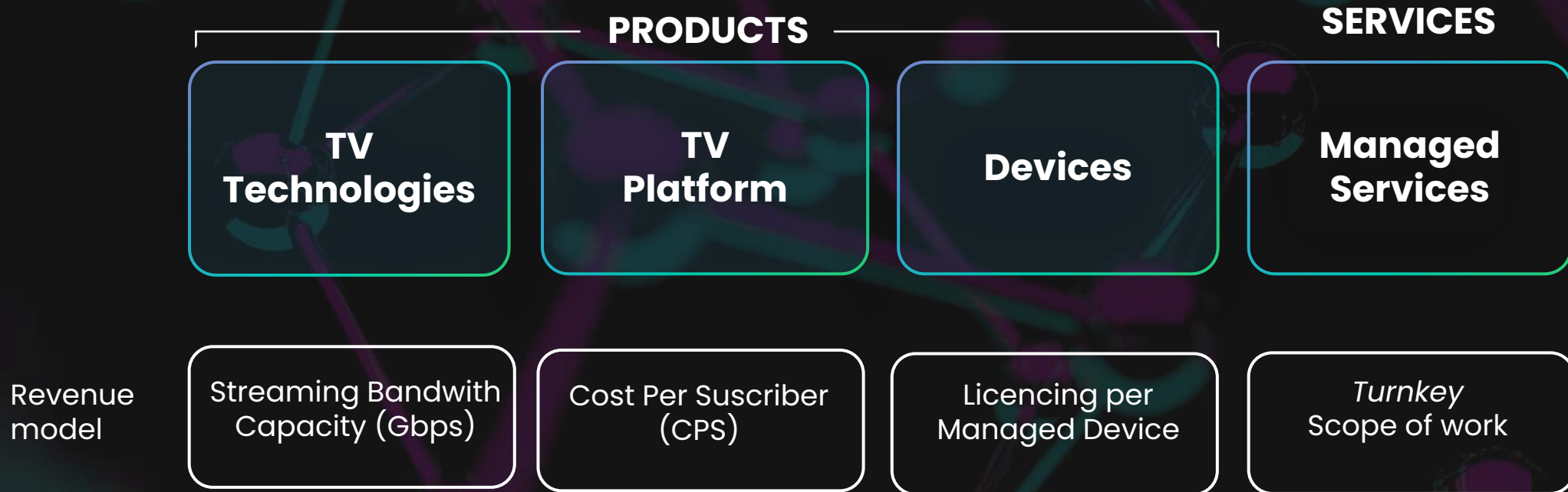
**Cost per new client
lower than new
revenue**



**Manage Services
monetizing
personalization
demands**



Our Products and Revenue Model

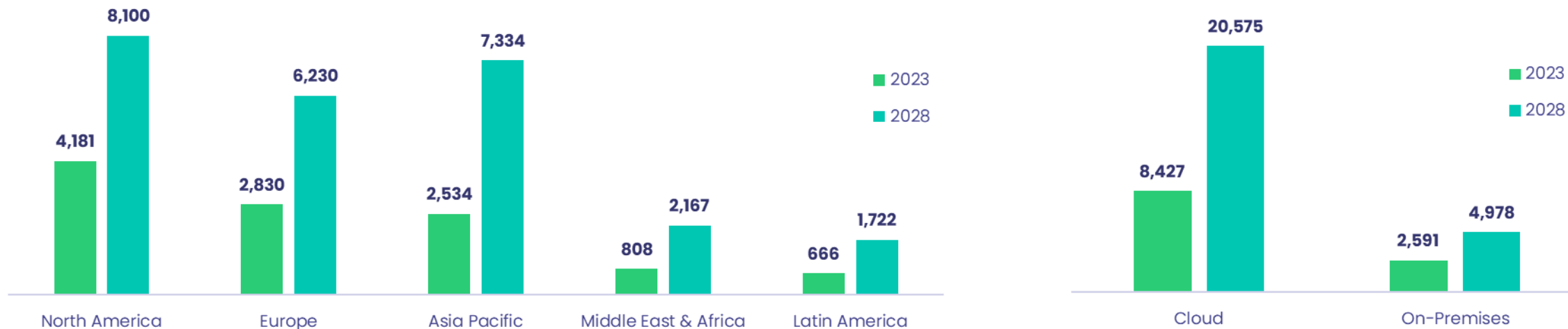




Global Growing Market in a TV World

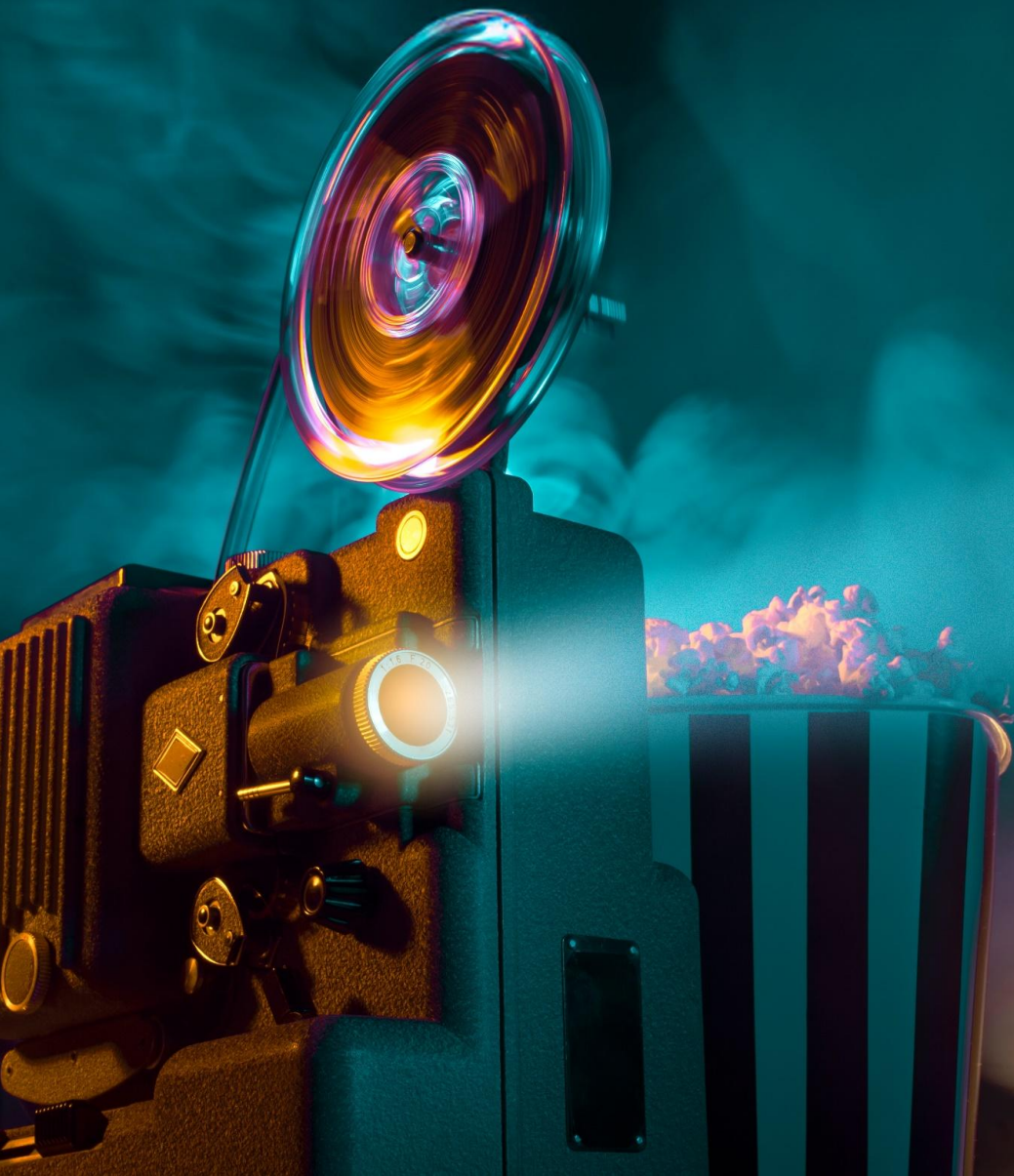
- ✓ TV Distribution is moving from DTT an Cable to Streaming
- ✓ TV Advertising is moving from one4all TV adverts to personalized adverts
- ✓ TV Consumers want an homogeneous experience to discover content and watch it when, where and how they want
- ✓ For all the previous is necessary the Streaming Technology that produces AgileTV

Expected streaming TV market evolution per region (Market size USD Millions)





What Make us Different from our Competitors



1 **Universality**

We combine the strength of a E2E product (e.g. for small operators such as Parlem or Convergence) with the ability to customize it in a cost-effective way (managed services) for large operators (+O, Telefónica, Vivo,...).

2 **Flexibility**

Our platform can be and end to end solution or be sold by modules or combined with other modules from different suppliers.

3 **Cost Competitiveness**

We offer Carrier Class solutions (the highest level required by large telcos) with developments carried out mainly in Spain, Brazil, Portugal and Vietnam at more competitive costs.



Equity Story

Trusted Clients Worldwide



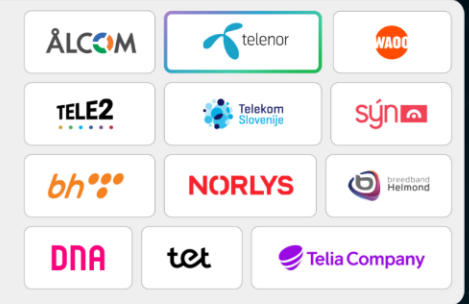
NORTH AMERICA



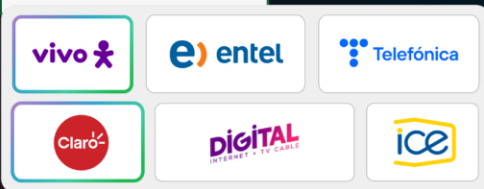
EUROPE



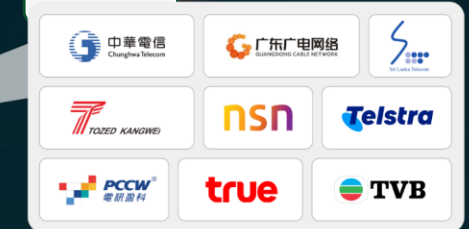
NORDICS



SOUTH AMERICA



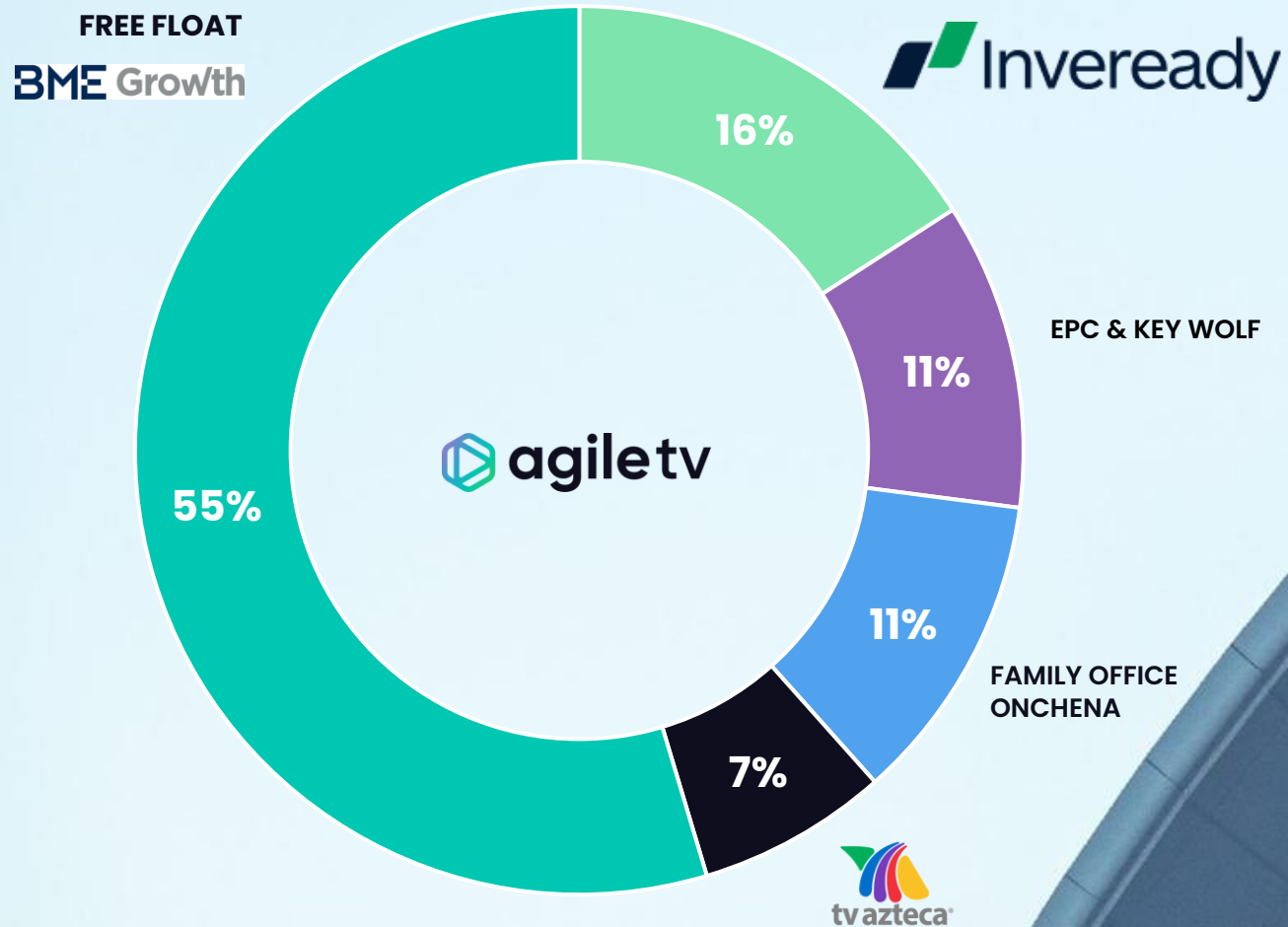
APAC





Focus on cash generation and solid capital structure

Reference shareholders and free float





02

Strategic Vision 2025–2028



Strategic Vision

1

Add 2-4 telcos to our platform per year

2

Operating leverage in selected markets

3

Grow based on the TV Platform and Managed Services

4

MasOrange agreement evolution

5

Focus on cash generation and solid capital structure



Where to **Grow**



Growth focus in Spain, DACH, Nordics, North America and Middle East



Key country selection factors:

- **Non exclusive Pay Tv content offer available**
- **Redistributable free-to air TV channels availability**
- **Pay TV piracy levels**
- **Pay TV business ARPU**
- **Socioeconomic context**



In the European countries AgileTV is focus there are more than 150 telco operators and **20% of them don't have TV service yet.**



Combining MNOs, MVNOs, and cable/internet providers, the U.S. has aprox **150 telecom operators** including regional providers, from which 15% don't offer TV.



Middle East focus regions are Saudia Arabia, UAE, Qatar and Kuwait and have **highest ARPU**. Also OTT and pay TV services are the **fastest growing segment**.



MasOrange Agreement **Evolution**

Recent renewal Topics:

**Partial substitution
of Platform Net
revenues x
Technology
revenues**

Net revenue split:

**From 100% platform
revenues →
85% Platform
revenue and 15%
technology
revenues**

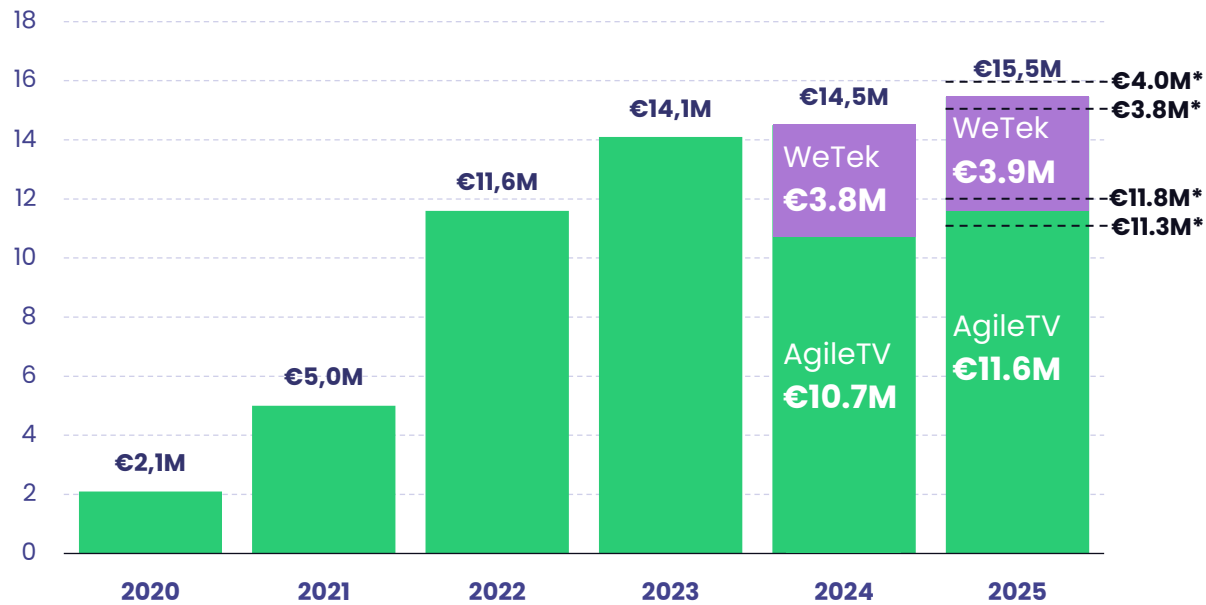
95%
**of current
revenues
guarantee**

**Business
Ownership**

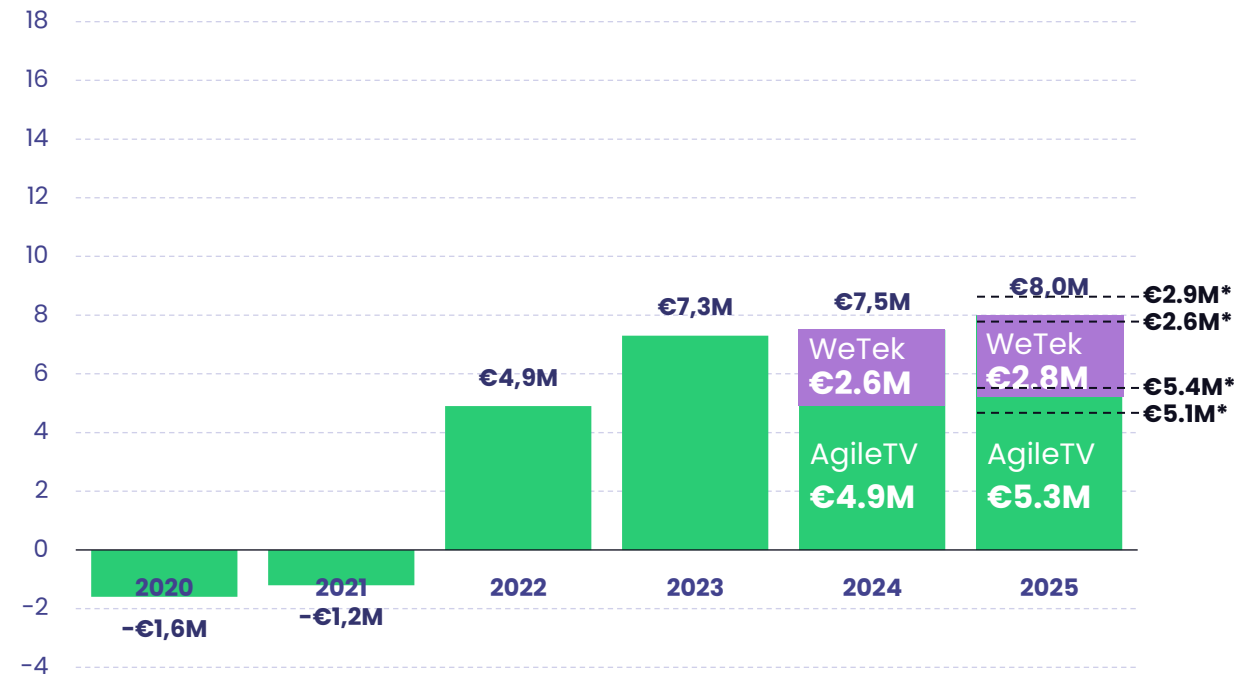


2020–2025, a successful business cycle of growth and cash generation

EBITDA



OFCF



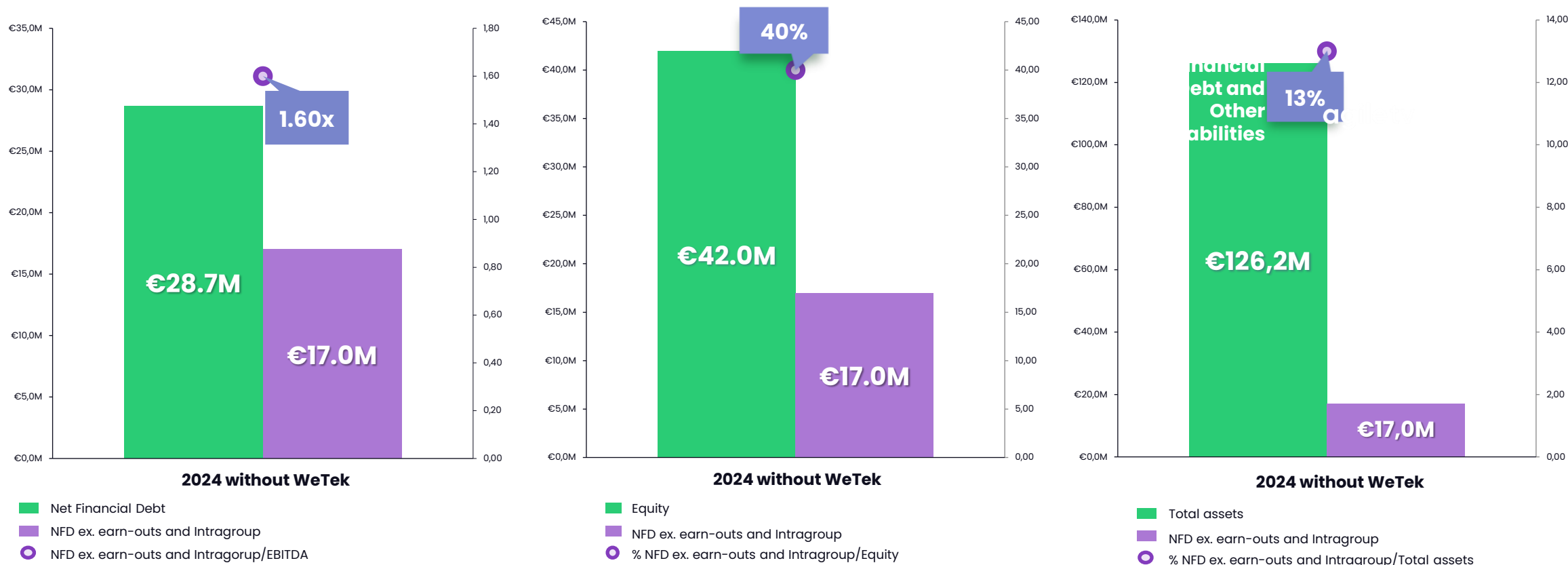
*Guidance 2025



Focus on cash generation and solid capital structure

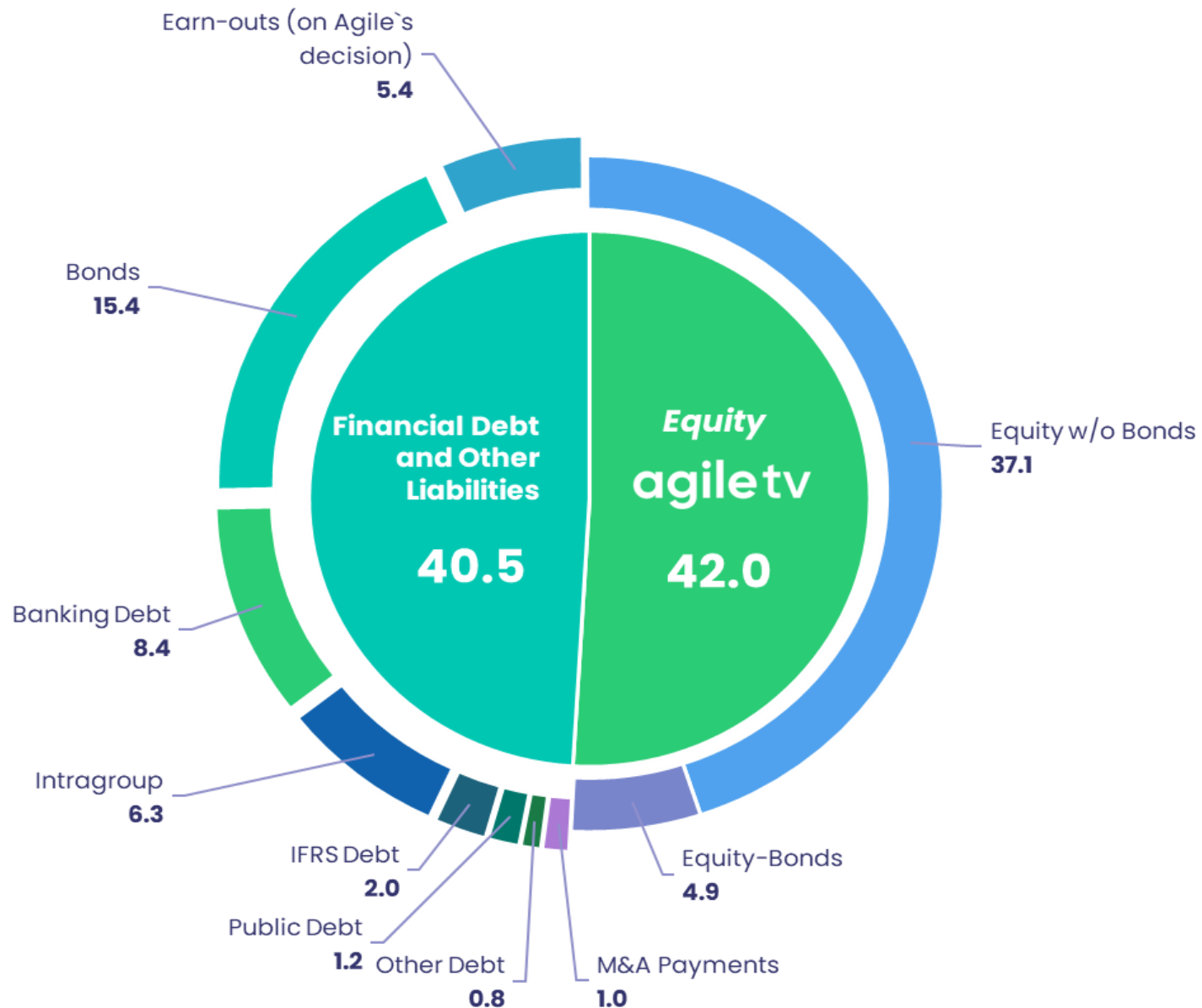
✓ NFD/EBITDA ratio is 1.60x (2.10x including earn-outs).

✓ NFD/Equity ratio is 40% (53% including earn-outs).





Focus on cash generation and solid capital structure



Debt Analysis

December 31st 2024

Gross Debt

€40.5M

NFD

€28.7M

NFD excl.
intragroup and
earn-outs

€17.0M

Financial Debt Split

December 31st 2024

Short Term

21.1%

Long Term

78.9%



2025 Guidance **Commitment**



Figures expressed in million euros

	2024	2025 Estimated ¹	
		Range (€)	Range (%)
Net Revenues²	€44.7	€45.6 / €47.9	+2% / +7%
EBITDA	€10.7	€11.3 / €11.8	+5% / +10%
Operating Free Cash Flow	€4.9	€5.1 / €5.4	+5% / +11%



Figures expressed in million euros

	2024	2025 Estimated ¹	
		Range (€)	Range (%)
Net Revenues²	€19.6	€19.6 / €20.6	0% / +5%
EBITDA	€3.8	€3.8 / €4.0	0% / +5%
Operating Free Cash Flow	€2.6	€2.6 / €2.9	0% / +12%

1. See PI published on February 26, 2025: https://www.bmegrowth.es/docs/documentos/InfPrivilegiada/2025/02/05102_InfPriv_20250226.pdf

2. Net Revenues = Net amount of turnover after deducting the impact of content management.



03

Why invest in AgileTV



Why Invest in AgileTV

1 AgileTV is a technology provider with an increasing demand.

2 Quality customers with long-term contracts and future proof.



3 Company boosting international expansion.

4 Solid balance sheet with continuous growth in EBITDA and OFCF.

5 Stable core long-term investors with a high free float.

Q&A





04

Appendix



Management Team and Board of Directors

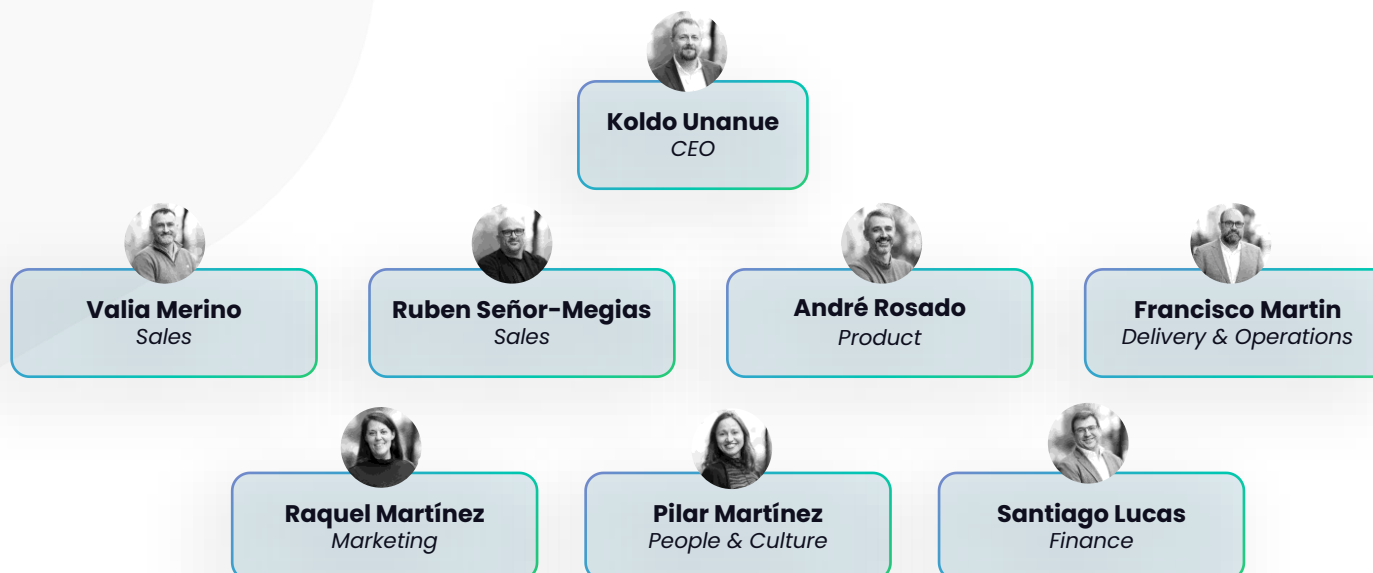
Board of Directors and Advisors

Bringing Talents from the Industry



Management Team

Creating the own Agile Content Culture & Keeping the Talent from Incorporated Companies





Balance Sheet 2024

Balance de situación

Cifras expresadas en miles de euros

	31/12/2024	31/12/2023	% Var.
Activo no corriente	68.187,1	80.307,3	(15,1)
Derechos de uso	1.585,4	3.057,3	(48,1)
Otro inmovilizado intangible	59.543,4	72.629,6	(18,0)
Inmovilizado material	1.101,1	721,5	52,6
Inversiones en empresas del grupo y asociadas a largo plazo	1.574,8	0,3	n.s.
Inversiones financieras a largo plazo	3.684,3	3.368,2	9,4
Activos por impuesto diferido	698,1	530,4	31,6
Activo corriente	58.065,7	48.984,8	18,5
Activos no corrientes mantenidos para la venta	21.636,3	0,0	--
Existencias	1.160,3	1.231,9	(5,8)
Deudores comerciales y otras cuentas a cobrar	19.612,3	29.547,0	(33,6)
Inversiones en sociedades del grupo no consolidadas	983,8	0,0	--
Inversiones financieras a corto plazo	1.605,8	291,0	n.s.
Periodificaciones a corto plazo	1.291,0	3.300,1	(60,9)
Efectivo y otros activos líquidos equivalentes	11.776,1	14.614,8	(19,4)
Total activo	126.252,7	129.292,2	(2,4)
Patrimonio neto total	42.028,5	50.620,6	(17,0)
Pasivo no corriente	37.304,2	30.814,0	21,1
Provisiones a largo plazo	937,3	117,5	n.s.
Pasivos por arrendamiento	644,1	1.644,7	(60,8)
Deudas a largo plazo	25.021,2	27.474,6	(8,9)
Deudas con empresas del grupo y asociadas a largo plazo	6.268,9	186,0	n.s.
Acreedores comerciales y otras cuentas a pagar	3.330,2	1.361,7	144,6
Pasivos por impuesto diferido	1.102,5	29,6	n.s.
Pasivo corriente	46.920,1	47.857,5	(2,0)
Pasivos por arrendamiento	995,8	1.489,2	(33,1)
Deudas a corto plazo	7.528,7	5.602,4	34,4
Deudas con empresas del grupo y asociadas a corto plazo	7,8	0,0	--
Acreedores comerciales y otras cuentas a pagar	35.079,0	36.850,6	(4,8)
Periodificaciones a corto plazo	3.308,7	3.915,3	(15,5)
Total pasivo	126.252,7	129.292,2	(2,4)



P&L Sheet 2024

Cifras expresadas en miles de euros

Cuenta de resultados	2024	2023	% Var.
Importe neto de la cifra de negocios (brutos)	84.047,3	83.410,8	0,8
Trabajos realizado por la Sociedad para su activo	5.859,0	5.596,0	4,7
Aprovisionamientos	(48.286,9)	(49.313,1)	(2,1)
Otros ingresos de explotación	499,1	432,3	15,5
Gastos de personal	(17.603,1)	(16.936,8)	3,9
Otros gastos de explotación	(14.336,8)	(14.406,0)	(0,5)
Amortización del inmovilizado	(10.221,8)	(10.240,0)	(0,2)
Excesos de provisiones	0,0	75,6	--
Deterioro y pérdidas del inmovilizado	(2.221,8)	(61,8)	n.s.
Resultados por enajenaciones de activos no corrientes	1.537,9	0,0	--
Otros resultados	(982,7)	(3,2)	n.s.
Resultado de Explotación (EBIT)	(1.709,8)	(1.446,1)	18,2
Ingresos financieros	3.741,1	1.543,0	142,5
Gastos financieros	(5.606,3)	(3.029,9)	85,0
Diferencias de cambio	29,8	1,7	n.s.
Deterioro y result. por enajenaciones de instr. financieros	(1.918,2)	(0,2)	n.s.
Resultado por la pérdida de control de participaciones consolidadas	4.518,3	0,0	--
Resultado financiero	764,7	(1.485,4)	c.s.
Resultado antes de impuestos	(945,0)	(2.931,5)	(67,8)
Impuesto sobre beneficios	(1.322,2)	(23,0)	n.s.
Resultado neto procedente de operaciones continuadas	(2.267,2)	(2.954,5)	(23,3)
Resultado neto procedente de operaciones interrumpidas	4.014,7	4.101,8	(2,1)
Resultado neto consolidado	1.747,5	1.147,2	52,3
Resultado neto atribuido a intereses minoritarios	181,7	22,3	n.s.
Resultado neto total atribuido a la sociedad dominante	1.565,7	1.125,0	39,2
EBITDA¹	10.733,9	8.855,7	21,2
Ingresos netos de contenidos	44.734,4	44.955,2	(0,5)
OFCF	4.874,9	3.259,7	49,6

1. Datos de 2023 sin WeTek para hacerlos comparables con el perímetro de consolidación de 2024.



Thank you

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inversores@agiletv.com