

COMMUNICATION OF FINANCIAL INFORMATION
FOR FULL YEAR 2023

BY JUNGLE

Madrid, on January 29, 2024

JUNGLE21, S.A. (hereinafter, "JUNGLE", or the "Company"), pursuant to the provisions of article 17 of Regulation (EU) No. 596/2014 of the European Parliament and of the Council of 16 April 2014 on market abuse (Market Abuse Regulation), and article 61003/2 of Euronext Rule Book I, on ongoing obligations of companies listed on Euronext, hereby notifies to the market the following financial information for the fiscal year 2023:

- I. Full year financial results – not consolidated one-pager

The foregoing documentation is available to the market on the Company's website (www.wejungle.com/investors/).

Yours faithfully,

Mr. Agustín Vivancos

CEO

JUNGLE21, S.A.

2023
*Resumen de resultados
financieros.*



Crecimiento sostenido en ingresos (revenues) //

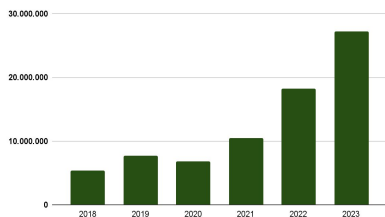
€27,2M

INGRESOS (REVENUES) (+49% vs 2022).

En 2023 hemos crecido un +49% en ingresos. El crecimiento ha sido orgánico. Esto es debido al fuerte impulso tanto del negocio recurrente de clientes actuales como al nuevo negocio.

Los **drivers principales** de crecimiento han sido (i) una identificación de oportunidades con clientes actuales (ii) la prestación de servicios de alto valor combinando varias compañías, (iii) un ratio de éxito de nuevo negocio del 59% en el cluster de comms.

CRECIMIENTO INGRESOS 2018-2023



Crecimiento en ingresos netos (net revenues) //

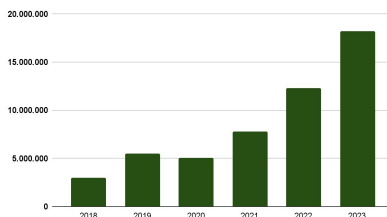
€18,2M

INGRESOS NETOS (GROSS MARGIN) (+48% vs 2022)

Los ingresos netos han crecido un +48% vs 2022. La TACC (**CARG**) desde el inicio en 2018 se sitúa en el **44%**.

El **crecimiento en clientes actuales +32%**, el nuevo negocio supone el 31% del crecimiento, y un churn del 15% respecto a 2022.

CRECIMIENTO INGRESOS NETOS 2018-2023



Foco en rentabilidad //

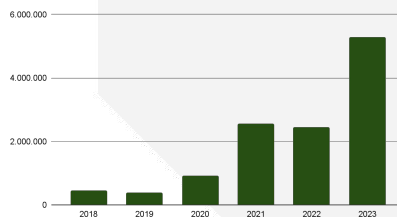
€5,3M

EBITDA (+116% vs 2022)

El beneficio operativo ha crecido un +116% vs 2022 con un margen de EBITDA/ingresos netos del 29%.

Debido principalmente (i) al **programa de aprendizajes y productividad** enfocado en las operaciones que hace que seamos más eficientes y añadamos más valor a nuestros clientes y (ii) a las **sinergias de las integraciones** de las adquisiciones de 2022.

CRECIMIENTO EBITDA 2018-2023



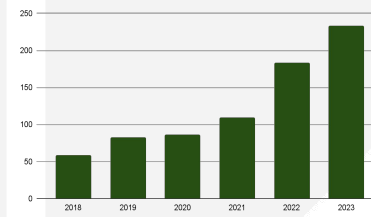
Lanzamientos y premios

Hitos

Otros datos de interés

- Nos convertimos en **B-Corp**
- Lanzamos la agencia creativa social **MeMe**
- Inauguramos las oficinas de **Jungle Barcelona**
- **Agencia Creativa del Año** en los Premios Eficacia (PS21)
- Top 3 Agencia del Año, Scopen (PS21)
- **Agencia del Año en Anuncios** (PS21)
- **249 empleados** a dic'23 con una media anula de 233.

CRECIMIENTO DEL TALENTO





*Sustained growth
in revenues //*

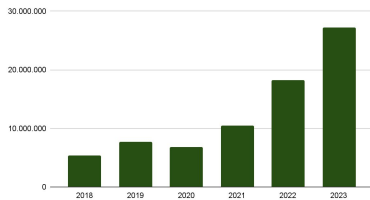
€27,2M

REVENUES (+49% vs 2022).

In 2023, **we have grown by +49%** in organic revenue. This is due to the strong momentum of both the recurring business from current customers and new business.

The main drivers of growth have been (i) identification of opportunities with current clients, (ii) high-value services combining several companies, (iii) a 59% success rate for new business in the comms cluster.

REVENUES GROWTH 2018-2023



*Continuous growth
in Gross Margin (net
revenues) //*

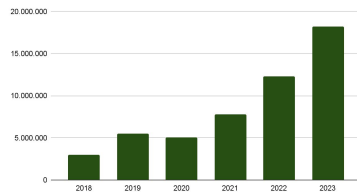
€18,2M

GROSS MARGIN (+48% vs 2022)

Net revenues have grown by +48% compared to 2022. The **CAGR** (Compound Annual Growth Rate) since the start in 2018 stands at **44%**.

Growth in current customers is +32%, new business accounts for 31% of the growth, and there is a churn rate of 15% compared to 2022.

GROWTH IN GROSS MARGIN 2018-2023



*Focus on
Profitability //*

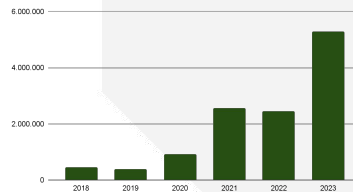
€5,3M

EBITDA (+116% vs 2022)

Operating profit has grown by +116% compared to 2022, with an EBITDA/net revenue margin of 29%.

This is due primarily to (i) **the learning and productivity program** focused on operations, which makes us more efficient and adds more value to our clients, and (ii) **the synergies from the integrations** of the 2022 acquisitions.

GROWTH EBITDA 2018-2023



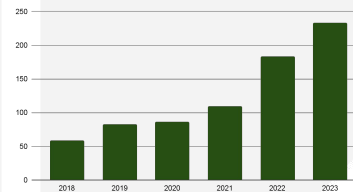
*New companies &
Awards*

Highlights

OTHER RELEVANT EVENTS

- We became a **B-Corp**.
- We launched social creative agency **MeMe**.
- We inaugurated the **Jungle Barcelona** offices.
- **Creative Agency of the Year**. Eficacia Awards (PS21).
- Top 3 Agency of the Year. Scopen (PS21).
- **Agency of the Year**. Anuncios (PS21).
- **249 employees** as of Dec '23 with an annual average of 233.

GROWTH IN TALENT



JUNGLE | DISCLAIMER

This document has been prepared exclusively by Jungle21, S.A. for use during this presentation. The information contained in this document is for informational purposes only, is provided by Jungle21, S.A. solely to assist potential stakeholders in making a preliminary analysis of Jungle21, S.A. and is of limited nature, subject to completion and change without notice. This document was not verified or reviewed by Jungle21, S.A.'s auditors. Jungle21, S.A. assumes no responsibility in this regard and undertakes no obligation to update or review its estimates, forecasts, opinions or expectations. Distribution of this document in other jurisdictions may be prohibited and recipients of this document or those who access a copy should be advised of these restrictions and comply with them. This document has been provided for information purposes only and does not constitute, nor should it be construed as, an offer to exchange or acquire or a solicitation of an offer to buy any shares of Jungle21, S.A. Any decision to purchase or invest in shares must be made on the basis of the information contained in the reports periodically completed by Jungle21,S.A.



Gracias.