

COMMUNICATION OF FINANCIAL INFORMATION  
FOR FULL YEAR 2024

**BY JUNGLE**

Madrid, on January 28, 2025

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 2024:

- I. Full year financial results – not consolidated (aggregated) proforma one-pager" (non audited)

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

Yours faithfully,

Mr. Agustín Vivancos

CEO

JUNGLE21, S.A.



# Financial Highlights

**Jungle grew by +49% in 2024**, driven by programmatic M&A and the synergy between platforms. EBITDA reached €7.2 million, powered by the Jungle Business System (JBS), the company's operating system.

The Technology and Design platforms has been consolidated, accounting for 55% of the company's Gross Margin, followed by the Comms platform, which represents 45%.

## Sustained Growth

The acquisition of new clients and the maximization of cross-selling opportunities among Jungle companies, combined with programmatic M&A.

# €40.6M

REVENUES <sup>1</sup>  
(+49% vs. 2023)

# €27.1M

GROSS MARGIN <sup>1</sup>  
(+48% vs. 2023)

# +44%

CAGR GROSS MARGIN  
(last 6 years)

## Profitability

Business growth while sustaining the profit rate.

# €7.2M

OPERATIONAL EBITDA <sup>2</sup>  
(+35% vs. 2023)

# 26%

EBITDA MARGIN  
/GM

# 59%

CAGR EBITDA  
(last 6 years)

## Balance Between Platforms

55% of Gross Margin comes from the Design and Tech platforms, reinforcing our growth strategy in services and capabilities.

# 45%

COMMS  
(GM +29% vs. 2023)

# 37%

DESIGN  
(GM +175% vs. 2023)

# 18%

TECH  
(GM +43% vs. 2023)

## Talent as a Driver

Our growth is fueled by bringing in professionals who add value to Jungle and its clients.

# 338

PEOPLE  
(+104 vs 2023)

# €120K

REVENUE PER  
EMPLOYEE

<sup>1</sup> Pro-forma non-audited numbers relate to non-consolidated (aggregated) results as if the Group had existed in full for the year and have been prepared under comparable terms with no consolidation eliminations. Consequently the prior year comparatives will change year on year.

<sup>2</sup> Operational EBITDA is EBITDA adjusted for non-recurring items and is a measure management used to assess the underlying business performance.



# Business Highlights

Jungle continues to grow with a business model that combines **design, technology, and creativity** to help its clients stand out.

## New Capabilities

We have completed four acquisitions that expand our capabilities in technological development, artificial intelligence, advertising, business prototyping, and branding. These companies bring new talent, enhance synergies, and strengthen our presence in the north with a new office in Donosti.



## Synergy as a Growth Driver

30% of Jungle's revenues comes from clients working with more than one company within the ecosystem. This model enables project scaling, strengthens relationships across various client departments and budget areas, and establishes us as a strategic and specialized partner offering comprehensive and cross-functional solutions.



## New Clients

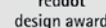
P&G, ING, Henkel, ISDIN, Royal Canin, Hijos de Rivera, Seguros Santa Lucia, Línea Directa, Merck, Cantabria Labs y Cacaolat.

## Jungle in the Financial Times

The company has been included in the Financial Times' annual ranking of the 1,000 fastest-growing companies in Europe. This list evaluates the compound annual growth rate (CAGR) of companies over the past four years.

## Awards and Recognitions

Our work has been honored at the most prestigious industry awards. PS21 has been named Agency of the Year at the Eficacia Awards for the third consecutive year, cementing its leadership in the industry. Meanwhile, Lucid stood out as the most awarded agency in its sector, further strengthening our position as a leader in creativity and design.





# 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.

