Transcom

Quarterly Report April 1 – June 30

Q2 2023

- Revenue increased to 174.8M€ (172.7)
- EBITDA excluding non-recurring items increased to 20.0M€ (19.4)
- EBITDA margin excluding non-recurring items increased to 11.4% (11.2%)
- Operating cash flow increased to 5.8M€ (0.1)
- Net debt/EBITDA decreased to 3.5 (3.9)

Jan-Jun 2023

- Revenue increased to 367.6M€ (348.3)
- EBITDA excluding non-recurring items increased to 45.5M€ (39.9)
- EBITDA margin excluding non-recurring items increased to 12.4% (11.4%)
- Operating cash flow increased to 23.7M€ (15.4)
- Net debt/EBITDA decreased to 3.5 (3.9)

Increased demand for near & offshore delivery enhanced by AI & digital solutions

Revenue for the second quarter increased to 174.8M€, representing 5.9% organic growth excluding the exit of a low margin contract in Spain during the beginning of the quarter. EBITDA increased to 20.0M€ (19.4) and the EBITDA margin, excluding non-recurring items, increased to 11.4% (11.2%).

During the quarter, we won several contracts from new and existing clients, continuing the positive mix shift towards AI & digitally enabled, near/offshore delivery. We implemented about a dozen AI solutions, mainly for clients within logistics, travel, fintech and retail.

We were again recognized as a *Technology and Service Excellence Leader* by analyst group *Quadrant Knowledge Solutions*, highlighting our attractive AI offering, driving customer experience and productivity for our clients, and supporting clients' transformations.

While we are continuing to win new business, volumes in existing contracts are negatively impacted by the current macroeconomic environment, in particular due to weakness in discretionary consumer categories in eCom & Tech. As clients are seeking solutions to reduce cost, we are offering an industry leading portfolio of AI & digital solutions and a global footprint with cost effective near/offshore delivery.

After the end of the reporting period, Transcom announced the acquisition of timeframe AG, with about 20M€ revenue and upper "teens" EBITDA margin. Timeframe strengthens Transcom's offering for the German market, including adding Greece as an attractive nearshore delivery location.

During 2023, we have scored new records on client satisfaction and employee engagement, providing a solid platform in the current market environment. We remain committed to our strategy of client focus and operational excellence, through strong culture and leadership. We continue to shift our portfolio towards fast growing segments, AI & digital services, delivered from near/offshore locations.

We expect revenue growth and profitability improvements to remain uncertain during the next few quarters, given the current macro environment. We are planning actions to further reduce cost and improve our competitiveness. Longer term, we stand committed to our targets of double-digit organic growth and 16% EBITDA margin.

Jonas Dahlberg, President & CEO

Group financial overview

| | 2023 | 2022 | Change | 2023 | 2022 | Change | 2023 | 2022 | Change |
|----------------------------|-------|-------|--------|---------|---------|--------|--------|--------|--------|
| (€m) | Q2 | Q2 | Y-o-Y | Jan-Jun | Jan-Jun | Y-o-Y | Q2 LTM | Q2 LTM | Y-o-Y |
| Revenue | 174.8 | 172.7 | 1.2% | 367.6 | 348.3 | 5.5% | 736.5 | 677.1 | 8.8% |
| EBITDA excl. non-recurring | | | | | | | | | |
| items | 20.0 | 19.4 | 0.6 | 45.5 | 39.9 | 5.6 | 98.9 | 83.4 | 15.5 |
| EBITDA margin excl. non- | | | | | | | | | |
| recurring items | 11.4% | 11.2% | 0.2pp | 12.4% | 11.4% | 1pp | 13.4% | 12.3% | 1.1pp |
| EBITA excl. non-recurring | | | | | | | | | |
| items | 11.6 | 11.3 | 0.3 | 28.6 | 23.6 | 5.1 | 65.0 | 51.5 | 13.5 |
| EBITA margin excl. non- | | | | | | | | | |
| recurring items | 6.6% | 6.5% | 0.1pp | 7.8% | 6.8% | 1pp | 8.8% | 7.6% | 1.2pp |
| Operating cash flow | 10.0 | 0.1 | 9.9 | 27.9 | 15.3 | 12.6 | 64.9 | 23.1 | 41.8 |
| Net debt | 343.6 | 327.8 | 15.8 | 343.6 | 327.8 | 15.8 | 343.6 | 327.8 | 15.8 |
| Net debt/EBITDA excl. non- | | | | | | | | | |
| recurring items | 3.5 | 3.9 | -0.5 | 3.5 | 3.9 | -0.5 | 3.5 | 3.9 | -0.5 |

April-June 2023

Income and profit

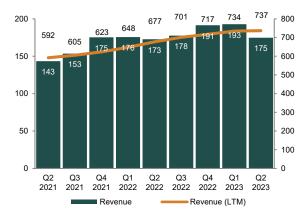
Revenue

Revenue amounted to €174.8 million (172.7) with a growth of 1.2%. The organic growth was 1.9%, acquired growth was 1.6% along with a negative impact from currency translation of -2.4%. Comparable organic growth, excluding the exited low margin contract in Spain in the beginning of Q2, was 5.9%.

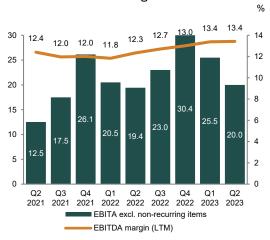
EBITDA excluding non-recurring items amounted to €20.0 million (19.4) with a margin of 11.4% (11.2%). The higher EBITDA margin is driven mainly from positive margin development in eCommerce & Tech segment.

Non-recurring items totaled €-1.8 million (-7.2) including €-2.1 million related to operational non-recurring items, i.e. restructuring costs, mainly related to site reductions. Transactional non-recurring items amounted to positive €0.2 million for the quarter.

Net financial items amounted to \in -9.2 million compared to \in -4.8 million last year. The increase is driven by higher interest rates and higher level of level of utilized ssRCF. Taxes amounted to \in -1.1 million (-3.0).

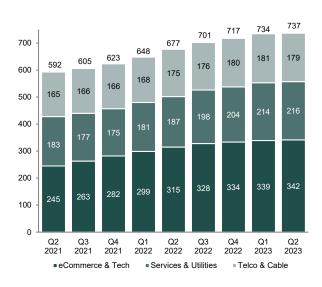


EBITDA excl non-recurring items



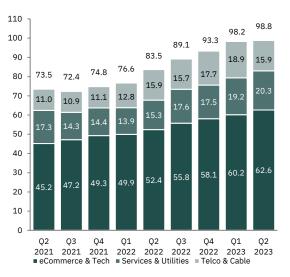
Sector development

The growth in eCommerce & Tech and Services & Utilities was 3% during the quarter. ECommerce & Tech remains the largest sector with 46% (44%) of the total revenue in Q2 2023. Total LTM Q2 EBITDA margin was 13.4% (12.3%).



Revenue by sector (LTM)





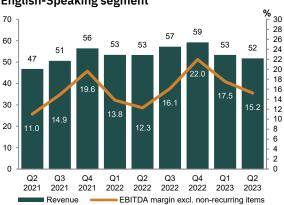
Development by geographical segment English-speaking segment

Revenue amounted to €51.8 million (53.3), a decrease of -3.0%, driven by lower volumes from eCommerce & Tech contracts.

EBITDA excl. non-recurring items amounted to €7.9 million (6.6) with a margin of 15.2% (12.6%). The improved EBITDA margin is mainly driven by eCommerce & Tech and improved operational performance within existing contracts.

European segment

Revenue amounted to €123.0 million (119.4) with a growth of 3.0%, despite the impact from the exited low margin contract in Spain during beginning of Q2 2023. The growth is mainly driven by the Services & Utilities sector and was positively impacted by acquisitions made in Q4 2022.



EBITDA excl. non-recurring items amounted to €12.1 million (12.9) with a margin of 9.9% (10.8%). The decreased EBITDA margin is mainly driven by the onshore Telco & Cable sector.



English-Speaking segment

Cash flow and financial position

Operating cash flow was €5.8 million (0.1). The improvement was mainly driven by higher cash flow from operations, and improved working capital development compared to the same quarter last year.

Cash flow from investing activities amounted to €-4.3 million (-3.7), including earnout payment relating to acquired business of €1.7 million. Cash flow from financing activities amounted to €-1.8 million (0.9). Cash flow totaled €-0.3 million (-2.7).

Net debt amounted to €343.6 million (327.8) including IFRS16 liabilities.

Net debt/EBITDA amounted to 3.5 (3.9). Financing in the Group includes €315 million Senior Secured Floating Rate Notes due in December 2026 and a Super Senior Revolving Credit Facility Agreement (SSRCF) of €75 million with termination date in June 2026. As per Q2 2023, €30.0 million of the SSRCF was utilized in loans, excluding guarantees and overdraft facility usage. Unused credit facilities totalled €37.0 million. On May 5, the Super Senior Revolving Credit Facility limit (SSRCF) was increased from €45 million to €75 million through an Additional Facility Notice.

January-June 2023

Income and profit

Revenue amounted to €367.6 million (348.3), a growth of 5.5%. Organic growth was 5.1%, inorganic growth was 1.6% and impact from currency was -1.2%. Comparable growth, also excluding the exited Spain in the beginning of Q2, was 7.3%.

EBITDA excluding non-recurring items amounted to €45.5 million (39.9) with a margin of 12.4% (11.4%). Non-recurring items totaled €-2.9 million (-6.9).

Net financial items amounted to ε -17.8 million compared to ε -10.1 million last year. Taxes amounted to ε -2.9 million (-5.2).

Cash flow

Operating cash flow was €23.7 million (15.4). Cash flow from investing activities amounted to €-15.4 million (-14.1). Cash flow from financing activities amounted to €-3.9 million (-8.9). Cash flow totaled €4.4 million (-7.6).

Events after the end of the reporting period

On July 18, Transcom announced the acquisition of timeframe AG, a premium service provider of customer care, sales, marketing, and video identification services. Timeframe's over 700 highly qualified employees are serving primarily logistic, energy and ecommerce companies from seven locations in Germany (2), Portugal (2), and Greece (3).

Other information

Earnings call

Transcom will host a webcast at 9:00 CET on Aug 24, 2023. The webcast will be held in English. The presentation will be available on https://www.transcom.com/global/about-us/investor-relations.

Important note: Please register via the link above at least 5-10 minutes prior the webcast in order to obtain the webcast link. If you register in advance, you will be sent an email reminder an hour prior to the webcast.

Online registration link: https://app.livestorm.co/transcom-holding/transcom-holding-ab-q2-2023-results-presentation

Financial calendar

Transcom's Q3 2023 report will be published on Nov 16, 2023 Transcom's Q4 2023 report will be published on Feb 22, 2024

Other information

The interim report has not been reviewed by the company's auditor.

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| Helene Ruda, Head of Group Communications | +46 70 311 75 60 |

Transcom Group - Condensed consolidated income statement

| | 202 | 3 2022 | 2023 | 2022 | 2023 | 2022 |
|--|---------------|----------|----------|----------|----------|----------|
| (€ '000) Not | es Q: | 2 Q2 | Jan-Jun | Jan-Jun | LTM | Jan-Dec |
| Revenue | 4 174,77 | 172,729 | 367,577 | 348,311 | 736,534 | 717,269 |
| Cost of sales | 5 -135,82 | -134,465 | -282,008 | -271,658 | -557,837 | -547,486 |
| Gross profit | 38,95 | 38,264 | 85,568 | 76,653 | 178,698 | 169,783 |
| Sales and marketing expenses | -2,19 | L -2,242 | -4,497 | -4,777 | -9,503 | -9,782 |
| Administrative expenses | 5 -31,12 | -35,637 | -63,677 | -62,541 | -128,632 | -127,496 |
| Other operating income/expenses | 5 44: | 1,090 | 870 | 1,297 | 2,476 | 2,903 |
| Operating profit/loss 4 | 5 6,07 | 1,475 | 18,263 | 10,633 | 43,039 | 35,408 |
| Net financial items | -9,20 | -4,772 | -17,886 | -10,071 | -32,580 | -24,765 |
| Profit/loss before tax | -3,12 | -3,297 | 377 | 562 | 10,459 | 10,643 |
| Income tax expense/income | -1,11 | -2,982 | -2,897 | -5,174 | -8,858 | -11,135 |
| Profit/loss for the period attributable to equity holders of | | | | | | |
| the parent | -4,243 | -6,279 | -2,519 | -4,613 | 1,601 | -492 |

Transcom Group - Condensed consolidated statement of comprehensive income

| | 2023 | 2022 | 2023 | 2022 | 2023 | 2022 |
|--|--------|--------|---------|---------|--------|---------|
| (€ '000) | Q2 | Q2 | Jan-Jun | Jan-Jun | LTM | Jan-Dec |
| Profit/loss for the period attributable to equity holders of | | | | | | |
| the parent | -4,243 | -6,279 | -2,519 | -4,613 | 1,601 | -492 |
| Other comprehensive income: | | | | | | |
| Exchange differences on translation of foreign operations | -199 | 334 | -3,486 | -273 | -1,429 | 1,784 |
| Net gain/loss on cash flow hedges | -923 | -900 | 440 | -1,507 | 2,902 | 955 |
| Other comprehensive income to be reclassified | | | | | | |
| to profit or loss in subsequent periods | -1,122 | -566 | -3,046 | -1,780 | 1,473 | 2,739 |
| Actuarial profit/loss on post-employment benefit obligations | 47 | - | 47 | - | 1,175 | 1,129 |
| Other comprehensive income not to be | | | | | | |
| reclassified to profit or loss in subsequent periods | 47 | - | 47 | - | 1,175 | 1,129 |
| Other comprehensive income for the period, net of tax | -1,076 | -566 | -3,000 | -1,780 | 2,648 | 3,868 |
| Total comprehensive income for the period, net of tax, | | | | | | |
| attributable to equity holders of the parent | -5,319 | -6,845 | -5,519 | -6,393 | 4,248 | 3,375 |

Transcom Group - Condensed consolidated statement of financial position

| | | 2023 | 2022 | 2022 |
|---|-------|---------|---------|---------|
| (€ '000) | Notes | Jun 30 | Jun 30 | Dec 31 |
| ASSETS | | oun so | oun so | Dec 01 |
| Non-current assets | | | | |
| Goodwill | 6 | 230,321 | 226,643 | 236,335 |
| Other intangible assets | 0 | 88,408 | 100,339 | 94,605 |
| Tangible assets | | 35,382 | 32,503 | 36,975 |
| Right-of-use assets | 10 | 30,966 | 31,137 | 30,152 |
| Deferred tax assets | 10 | 2,559 | 7,395 | 1,565 |
| Other receivables | | 7,741 | 6,370 | 6,539 |
| Total non-current assets | | 395,377 | 404,388 | 406,171 |
| | | 070,077 | 101,000 | 400,171 |
| Current assets | | | | |
| Trade receivables | | 85,687 | 85,257 | 92,009 |
| Income tax receivables | | 4,220 | 3,158 | 3,387 |
| Other receivables | | 22,976 | 21,242 | 22,771 |
| Prepaid expenses and accrued income | | 56,455 | 56,809 | 54,503 |
| Cash and cash equivalents | | 34,487 | 30,452 | 31,404 |
| Total current assets | | 203,825 | 196,918 | 204,073 |
| TOTAL ASSETS | | 599,202 | 601,305 | 610,244 |
| Equity attributable to equity holders of the parent | | 89,896 | 85,692 | 95,462 |
| Non-current liabilities | | | | |
| Interest-bearing liabilities | 7 | 338,938 | 316,054 | 322,250 |
| Employee benefit obligations | | 1,011 | 5,305 | 2,356 |
| Lease liabilities | 10 | 18,071 | 17,762 | 18,265 |
| Provisions | 6 | 3,668 | 10,549 | 7,254 |
| Deferred tax liabilities | | 12,541 | 17,877 | 14,117 |
| Other liabilities | 12 | 4,206 | - | 4,900 |
| Total non-current liabilities | | 378,436 | 367,548 | 369,143 |
| | | | | |
| Current liabilities | | | | |
| Interest-bearing liabilities | 7 | 5,989 | 5,052 | 2,623 |
| Lease liabilities | 10 | 14,051 | 14,161 | 12,696 |
| Provisions | 6,8 | 9,878 | 17,104 | 22,985 |
| Trade payables | | 13,739 | 13,884 | 20,284 |
| Income tax payables | 11 | 8,137 | 4,008 | 6,641 |
| Other liabilities | 12 | 30,028 | 39,692 | 36,266 |
| Accrued expenses and prepaid income | | 49,048 | 54,164 | 44,144 |
| Total current liabilities | | 130,870 | 148,065 | 145,639 |
| Total liabilities | | 509,306 | 515,613 | 514,782 |
| TOTAL EQUITY AND LIABILITIES | | 599,202 | 601,306 | 610,244 |

Transcom Group - Condensed consolidated statement of changes in equity

Equity attributable to equity holders of the parent

| | | | | Other | |
|--|--------------|---------------|-------------|--------------|--------|
| | Total number | | Other | reserves and | |
| | of shares | | contributed | Retained | Total |
| (€ '000) | ('000) | Share capital | capital | earnings | equity |
| Balance, Jan 1, 2022 | 11,938 | 55 | 23,501 | 68,530 | 92,085 |
| Profit/loss for the period | - | - | - | -4,613 | -4,613 |
| Other comprehensive income, net of tax | - | - | - | -1,780 | -1,780 |
| Balance, Jun 30, 2022 | 11,938 | 55 | 23,501 | 62,137 | 85,692 |
| Profit/loss for the period | - | - | - | 4,121 | 4,121 |
| Other comprehensive income, net of tax | - | - | - | 5,648 | 5,648 |
| Balance, Dec 31, 2022 | 11,938 | 55 | 23,501 | 71,906 | 95,462 |
| Profit/loss for the period | - | - | - | -2,519 | -2,519 |
| Other comprehensive income, net of tax | - | - | - | -3,046 | -3,046 |
| Balance, Jun 30, 2023 | 11,938 | 55 | 23,501 | 66,340 | 89,896 |

Transcom Group - Condensed consolidated statement of cash flows

| | 2023 | 2022 | 2023 | 2022 | 2022 |
|---|--------|--------|---------|---------|---------|
| (€ '000) Notes | Q2 | Q2 | Jan-Jun | Jan-Jun | Jan-Dec |
| Cash flows from operating activities | | | | | |
| Profit/loss before tax | -3,129 | -3,297 | 377 | 562 | 10,643 |
| Adjustments to reconcile profit before tax to net cash: | | | | | |
| Other non-cash adjustments | 9,987 | 9,459 | 14,851 | 20,036 | 42,469 |
| Net financial items | 9,202 | 4,772 | 17,886 | 10,071 | 24,765 |
| Income taxes paid | -3,925 | -2,297 | -4,794 | -5,132 | -8,165 |
| Cash flows from operating activities | | | | | |
| before changes in working capital | 12,135 | 8,637 | 28,320 | 25,537 | 69,712 |
| Changes in working capital | -6,313 | -8,507 | -4,606 | -10,163 | -17,324 |
| Cash flow from operating activities | 5,822 | 130 | 23,714 | 15,374 | 52,388 |
| Investments and disposals of tangible assets | -1,192 | -2,627 | -5,833 | -7,240 | -20,185 |
| Investments and disposals of intangible assets | -872 | -1,222 | -2,555 | -1,978 | -4,020 |
| Acquisition of subsidiaries, net of cash 6 | -1,755 | - | -6,705 | -5,000 | -9,788 |
| Changes in other non-current assets | -564 | 165 | -485 | 72 | 138 |
| Interest received | 102 | - | 171 | - | 245 |
| Cash flow from investing activities | -4,281 | -3,684 | -15,406 | -14,146 | -33,611 |
| Proceeds from borrowings 7 | 10,775 | 10,571 | 20,424 | 10,571 | 14,450 |
| Repayment of borrowings 7 | 334 | -477 | -668 | -851 | -1,770 |
| Payment of lease liabilities 10 | -3,562 | -4,095 | -7,300 | -8,113 | -16,332 |
| Interest and other financial costs paid | -9,426 | -5,113 | -16,317 | -10,476 | -22,198 |
| Cash flow from financing activities | -1,879 | 886 | -3,861 | -8,869 | -25,849 |
| Cash flow for the period | -338 | -2,668 | 4,448 | -7,641 | -7,071 |
| Cash and cash equivalents at beginning of the period | 34,975 | 34,329 | 31,404 | 39,236 | 39,236 |
| Cash flow for the period | -338 | -2,668 | 4,448 | -7,641 | -7,071 |
| Exchange rate differences in cash and cash equivalents | -149 | -1,201 | -1,364 | -1,136 | -760 |
| Cash and cash equivalents at end of the period | 34,487 | 30,459 | 34,487 | 30,459 | 31,404 |

Transcom Holding AB (publ) - Condensed income statement

| | 2023 | 2022 | 2022 |
|---|--------|--------|---------|
| (€ '000) | Q2 | Q2 | Jan-Dec |
| Revenue | 1,404 | 2,376 | 5,171 |
| Cost of sales | - | - | - |
| Gross profit | 1,404 | 2,376 | 5,171 |
| Administrative expenses | -1,366 | -2,474 | -5,136 |
| Other operating income/expenses | 75 | 13 | - |
| Operating profit/loss | 113 | -86 | 35 |
| Net financial items | -3,657 | -2,253 | -7,251 |
| Profit/loss before tax | -3,544 | -2,339 | -7,216 |
| Income tax expense/income | - | - | - |
| Profit/loss for the period* | -3,544 | -2,339 | -7,216 |
| *Profit/loss for the period corresponds with total comprehensive income | | | |

 $\label{eq:profit_loss} \textit{for the period corresponds with total comprehensive income.}$

Transcom Holding AB (publ) - Condensed balance sheet

| Transcom Hotanig AD (publy Condensed Balance | | 2023 | 2022 | 2022 |
|--|-------|----------------|----------------|----------------|
| (€ '000) | Notes | 2023 Jun 30 | 2022 Jun 30 | 2022 Dec 31 |
| ASSETS | | oun so | | |
| Non-current assets | | | | |
| Investments in Group companies | | 281,919 | 281,919 | 281,919 |
| Receivables from Group companies | | 156,351 | 166,412 | 165,309 |
| Total non-current assets | | 438,270 | 448,331 | 447,228 |
| Current assets | | | | |
| Receivables from Group companies | | 6,158 | 4,431 | 3,344 |
| Other receivables | | 144 | 145 | 74 |
| Cash and cash equivalents | | 531 | 1,112 | 548 |
| Total current assets | | 6,833 | 5,687 | 3,966 |
| TOTAL ASSETS | | 445,103 | 454,018 | 451,193 |
| EQUITY AND LIABILITIES | | | | |
| Equity | | | | |
| Restricted equity | | 55 | 55 | 55 |
| Unrestricted equity | | 134,238 | 143,711 | 140,953 |
| Total equity | | 134,293 | 143,766 | 141,008 |
| Non-current liabilities | | | | |
| Interest-bearing liabilities | 7 | 308,520 | 307,348 | 309,289 |
| Other liabilities | | 92 | - | - |
| Total non-current liabilities | | 308,612 | 307,348 | 309,289 |
| Current liabilities | | | | |
| Interest-bearing liabilities | 7 | 1,220 | 731 | - |
| Liabilities to Group companies | | - | - | -11 |
| Other liabilities | | 978 | 2,174 | 908 |
| Total current liabilities | | 2,198 | 2,904 | 896 |
| Total liabilities | | 310,809 | 310,252 | 310,185 |
| TOTAL EQUITY AND LIABILITIES | | 445,103 | 454,018 | 451,193 |

Notes to the condensed financial statements

The accompanying notes are an integrated part of the interim condensed consolidated financial statements. Amounts are in thousands of Euro, unless otherwise stated.

1. General

The Group's parent company, Transcom Holding AB (publ), is a registered company domiciled in Stockholm, Sweden. The address of the Company's headquarters is Hälsingegatan 40, 15th floor, SE-113 43 Stockholm. The parent company is responsible for corporate management and administration and holding functions.

2. Accounting principles

The interim report for the Group has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. Application of IFRS complies with the accounting principles set out in the Group's annual financial statements as at December 31, 2022.

3. Risk management

The Group's activities expose it to a variety of business and financial risks, market risk (including currency risk and interest rate risk), credit risk and liquidity risk. The Group's risk management and control framework is designed to support the identification, assessment, monitoring, management and control of risks that are significant to the achievement of the Group's business objectives. The condensed consolidated financial statements do not include all risk management information and should be read in conjunction with the Group's annual financial statements as at December 31, 2022. The Russian invasion of Ukraine and the uncertainty in the macro-economic development has not directly impacted Transcom. There have been no material changes in risks, the risk management policy and procedures during the period compared to what was presented in the annual financial statements as at December 31, 2022.

4. Segment information

| | | 2023 | | | 2022 | | |
|----------------------------------|---------------------|---------|---------|---------------------|---------|---------|--|
| (€ '000) Q2 | English speaking | Europe | Group | English speaking | Europe | Group | |
| Revenue from external customers | 51,764 | 123,018 | 174,777 | 53,340 | 119,388 | 172,728 | |
| EBITDA excl. non-recurring items | 7,877 | 12,119 | 19,996 | 6,550 | 12,873 | 19,423 | |
| Depreciation and amortization | | | -12,106 | | | -10,732 | |
| Non-recurring items | | | -1,817 | | | -7,217 | |
| Operating profit/loss | | | 6,073 | | | 1,475 | |
| Net financial items | | | -9,202 | | | -4,772 | |
| Profit/loss before tax | | | -3,129 | | | -3,297 | |

| 2023 | | | | 2022 | | | | |
|----------------------------------|---------------------|---------|---------|---------------------|---------|---------|--|--|
| (€ '000) Jan-Jun | English speaking | Europe | Group | English speaking | Europe | Group | | |
| Revenue from external customers | 105,130 | 262,451 | 367,577 | 106,772 | 241,539 | 348,311 | | |
| EBITDA excl. non-recurring items | 17,230 | 28,255 | 45,485 | 13,923 | 25,957 | 39,880 | | |
| Depreciation and amortization | | | -24,314 | | | -23,327 | | |
| Non-recurring items | | | -2,908 | | | -5,920 | | |
| Operating profit/loss | | | 18,263 | | | 10,633 | | |
| Net financial items | | | -17,886 | | | -10,071 | | |
| Profit/loss before tax | | | 377 | | | 562 | | |

5. Items affecting comparability

Items affecting comparability are reported as Non-recurring items for the purposes of calculated EBITDA, excl. Non-recurring items.

| | 2023 | 2022 | 2023 | 2022 | 2022 |
|---|--------|--------|---------|---------|---------|
| (€ '000) | Q2 | Q2 | Jan-Jun | Jan-Jun | Jan-Dec |
| Operational non-recurring items | -2,182 | -4,781 | -3,143 | -3,921 | -5,346 |
| Transaction-related non-recurring items | 364 | -2,436 | 234 | -2,987 | -5,004 |
| Total | -1,817 | -7,217 | -2,908 | -6,908 | -10,350 |
| whereof depreciation and amortization | - | - | - | -988 | -1,457 |
| Total excl. depreciation and amortization | -1,817 | -7,217 | -2,908 | -5,920 | -8,893 |

Total non-recurring items (NRI) amounted to €-1.8 million (-7.2) for Q2 2023. Operational non-recurring items are due to restructuring activities, mainly related to site reductions. Transactional non-recurring amounted to positive €0.2 million for the quarter.

The table below shows where the items effecting comparability is presented in the Group's income statement.

| | 2023 | 2022 | 2023 | 2022 | 2022 |
|---------------------------------|--------|--------|---------|---------|---------|
| (€ '000) | Q2 | Q2 | Jan-Jun | Jan-Jun | Jan-Dec |
| Cost of sales | - | -4,552 | - | -5,265 | -3,423 |
| Administrative expenses | -1,296 | -2,665 | -1,898 | -1,643 | -6,927 |
| Other operating income/expenses | -521 | - | -1,010 | - | - |
| Total | -1,817 | -7,217 | -2,908 | -6,908 | -10,350 |

| | 2023 | | | 2022 | | | |
|---|----------|----------------------------|----------------------------------|----------|----------------------------|----------------------------------|--|
| (€ '000) Q2 | Reported | Non- recurring items | Excl. Non- recurring items | Reported | Non- recurring items | Excl. Non- recurring items | |
| Operating profit/loss | 6,073 | -1,817 | 7,890 | 1,475 | -7,217 | 8,692 | |
| Transaction-related amortization | -3,722 | - | -3,722 | -2,579 | - | -2,579 | |
| EBITA | 9,795 | -1,817 | 11,613 | 4,054 | -7,217 | 11,271 | |
| Operative depreciation and amortization | -8,384 | - | -8,384 | -8,363 | - | -8,363 | |
| EBITDA | 18,179 | -1,817 | 19,997 | 12,417 | -7,217 | 19,634 | |

| | | 2023 | | | 2022 | | | |
|---|----------|----------------------------|----------------------------------|----------|----------------------------|----------------------------------|--|--|
| (€ '000) Jan-Jun | Reported | Non- recurring items | Excl. Non- recurring items | Reported | Non- recurring items | Excl. Non- recurring items | | |
| Operating profit/loss | 18,263 | -2,908 | 21,167 | 10,633 | -6,908 | 17,541 | | |
| Transaction-related amortization | -7,468 | - | -7,468 | -6,032 | - | -6,032 | | |
| EBITA | 25,732 | -2,908 | 28,635 | 16,665 | -6,908 | 23,573 | | |
| Operative depreciation and amortization | -16,845 | - | -16,845 | -17,506 | -988 | -16,518 | | |
| EBITDA | 42,577 | -2,908 | 45,480 | 34,171 | -5,920 | 40,091 | | |

6. Acquisitions

During Q1 2023, Transcom paid the second out of two installments for earn out related to the acquisition of City Connect in 2021. During Q2, the first payment out of two installments for earn out was done relating to the acquisition of Forcontact in December 2022.

After the quarter, on July 18, 2023, Transcom announced acquisition of timeframe, a premium service provider of customer care, sales, marketing, and video identification services. timeframe's over 700 highly qualified employees are serving primarily logistic, energy and ecommerce companies from seven locations in Germany (2), Portugal (2), and Greece (3).

7. Interest-bearing liabilities

On May 5, the Super Senior Revolving Credit Facility limit was increased from €45 million to €75 million through an Additional Facility Notice.

Financing in the Group includes €315 million Senior Secured Floating Rate Notes due in December 2026 and a Super Senior Revolving Credit Facility Agreement of €75 million with termination date in June 2026. The Notes are listed on The International Stock Exchange. The Notes and the SSRCF shares security and guarantees in accordance with the provisions of an intercreditor agreement.

As per Q2 2023, €30.0 million of the SSRCF was utilized in loans, excluding guarantees and overdraft facility usage. Unused credit facilities totalled €37.0 million.

There are share pledges in material group companies €237.5 million (223.9) used as security for the financing. Part of the SSRCF is used to cover bank guarantees and cash pool limits.

8. Contingent liabilities and provisions

The Group has no material contingent liabilities as per June 30, 2023.

In 2018, a provision was recorded relating to that the Group had a dispute in Spain with professionals hired as consultants where the social security inspection claims that they should be considered as employees. During Q1 2023, first payment of €6.6 million was made. Second and final payment is expected during Q3 2023.

As per June 30, 2023 the total current and non-current provisions amounted to €13.5 million (27.7).

9. Financial instruments

Classification of the Group's financial assets and liabilities:

| | Financial instruments | Financial instruments | Derivatives for | | |
|-------------------------------|--------------------------|-----------------------------|--------------------|--------------------|------------|
| (€ '000) Jun 30, 2023 | at amortized cost | at fair value to the P&L | cashflow hedges | Carrying amount | Fair value |
| Total non-current assets | 7,741 | - | - | 7,741 | 7,741 |
| Total current assets | 208,038 | - | | 208,038 | 208,038 |
| Total financial assets | 215,778 | - | - | 215,778 | 215,778 |
| Total non-current liabilities | 357,763 | 2,914 | - | 360,677 | 429,376 |
| Total current liabilities | 97,539 | 1,741 | - | 99,281 | 126,933 |
| Total financial liabilities | 455,303 | 4,655 | - | 459,957 | 556,309 |
| (€ '000) Dec 31, 2022 | | | | | |
| Total non-current assets | 6,539 | - | - | 6,539 | 6,539 |
| Total current assets | 192,016 | - | 264 | 192,280 | 192,544 |
| Total financial assets | 198,555 | - | 264 | 198,818 | 199,083 |
| Total non-current liabilities | 344,162 | 3,607 | - | 347,770 | 416,966 |
| Total current liabilities | 103,564 | 9,485 | - | 113,049 | 134,945 |
| Total financial liabilities | 447,726 | 13,092 | - | 460,819 | 551,911 |

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10. Leasing

The following table shows the effect of IFRS 16 on Transcom's income statement and balance sheet:

| | 2023 | 2022 | 2023 | 2022 |
|--------------------------------|--------|--------|---------|---------|
| (€ '000) | Q2 | Q2 | Jan-Jun | Jan-Jun |
| Reversed cost (EBITDA effect) | 4,067 | 4,570 | 8,318 | 9,072 |
| Depreciations | -3,720 | -4,083 | -7,625 | -8,090 |
| Operating profit/loss | 347 | 488 | 693 | 982 |
| EBITDA effect | 4,067 | 4,570 | 8,318 | 9,072 |
| Net financial items | -178 | -95 | -701 | -518 |
| Income tax expense | -62 | -39 | -41 | -29 |
| Profit/loss for the period | 106 | 354 | -49 | 436 |
| | | | | |
| Right-of-use assets | 30,966 | 31,137 | 30,966 | 31,137 |
| Lease liabilities, non-current | 18,071 | 17,762 | 18,071 | 17,762 |
| Lease liabilities, current | 14,051 | 14,161 | 14,051 | 14,161 |

11. Income tax payables

As per June 30, 2023, seven Group entities were subject to tax audits, two of which were initiated in Q1, 2023 while others were started in previous years. As per June 30, 2023 the tax liability related to uncertain tax positions amounted to &2 million (1.6).

In addition to the above tax risks, the Group may be subject to other tax claims for which the risk of future economic outflows is currently evaluated to be remote.

12. Other liabilities

Transcom has deferred some tax payments (VAT and social contribution), mainly in Sweden, enabled by government programs instated during the COVID-19 pandemic. These deferrals amount to €7.3 million (9.8), whereof €4.1 million are classified as Other liabilities, non-current.

Alternative performance measures

The purpose of Transcom's alternative performance measurements is to disclose additional information to support a more comprehensive year-on-year comparison and provide an indication of the Group's performance and financial position. These alternative performance measurements defined below are considered to be widely accepted.

EBIT: corresponds to the Operating profit/loss presented in the Condensed Consolidated Income Statement.

EBITA: is defined as Operating profit/loss, adding back the recorded transaction-related amortization.

Non-recurring items: are defined as rare events or activities that are not part of normal business operations, mainly restructuring activities.

EBITA excluding non-recurring items: is calculated by excluding the non-recurring items and the recorded transaction-related amortization from Transcom's Operating profit/loss. The purpose of disclosing Transcom's EBITA excluding non-recurring items is to provide more transparent year-on-year comparison excluding events that are not considered part of Transcom's normal business, such as restructuring cost and net gain or loss from disposed business.

EBITDA: is defined as Operating profit/loss, adding back the recorded depreciation on fixed assets and depreciation on leases according to IFRS 16 and amortization.

EBITDA excluding non-recurring items: is defined as EBITDA excluding the non-recurring items as defined above. The purpose of disclosing Transcom's EBITDA excluding non-recurring items is to provide more transparent year-on-year comparison excluding events that are not considered part of Transcom's normal business, such as restructuring cost and net gain or loss from disposed business.

Net debt: is defined as interest-bearing liabilities, lease liabilities and employee benefit obligations less cash and cash equivalents per balance sheet day.

Net debt/EBITDA excl non-recurring items: is defined as Net debt, as defined above, divided by EBITDA excl non-recurring items (LTM).

LTM: refers to the timeframe of the immediately preceding last twelve months.

Organic growth: Is defined as growth, excluding impact from currency changes versus the previous period and acquired or discontinued operations.

Other definitions

English speaking segment: services delivered to multinational clients predominantly domiciled in US and UK.

European segment: services delivered to clients based in Europe.

ABOUT TRANSCOM

Transcom provides digitally enhanced customer experience (CX) services to some of the world's most ambitious brands. More than 300 clients globally, including disruptive e-commerce players, category redefining fintechs, and technology legends rely on us for on-, off-, and nearshoring services. Transcom's over 30,000 employees work in 90 contact centers and work-at-home networks across 28 countries, creating brilliant experiences in customer care, sales, content moderation and backoffice services. We help our clients drive their brands forward, customer satisfaction up and operating costs down. For more information, visit www.transcom.com.