

### 3Q Results: Revisiting Projections and Target Price

- Telecom Argentina's 3Q result came lower than our estimates -being immersed in an ever-accelerating inflationary environment, TEO's income and margins are being hit.
- **When we started coverage of TEO, the consensus for 2022 and 2023 inflation was 55% and 35% respectively. Fast forward six months and expectations are now 100% and 90% for 2022 and 2023.**
- In this turmoil context, and despite the company's increases in prices, hikes lag inflation thus eroding the ARPUs of all business segments.
- Consequently, revenues -in real terms- fell 12% for 9M22 compared with 9M21.
- Due to the excellent effort to retain customers, there were minor decreases in Cable TV and Internet subs, compensated by an increase of nearly 500k in mobile subscribers.
- **EBITDA margin mirrors this scenario, declining to 29% during 9M22 from 33% in 9M21.**
- Capex was lower than our estimate of USD 520MM reaching USD 508 MM, as the company seems to be more cautious and selective about capital expenditures. However, we still project it to reach USD 600 MM in 2022.
- **Debt due in 2022 is already re-financed and the company should not face difficulties in rolling approximately USD 300 MM –USD denominated debt denominated- due in 2023.**
- We believe that our former investment thesis still stands: **TEO's growth perspectives are quite limited, but the valuation is attractive.**
- **However, we must factorize into our estimates, a scenario in which inflation continues to condition real-term revenue growth.**
- **Thus, we are revising our estimates to reflect the worsening of the economic environment.**
- **Valuation in this scenario suggests a fair price of USD 4,35 per ADR. Therefore, we set a new 6-month target price of USD 5.00 per ADR, which implies a 25% upside reiterating our Buy recommendation.**

TELECOM ARGENTINA		BUY
BYMA TECO2	ARS 246.75	
NYSE TEO	USD 3.85	
Mkt Cap (USD mm)	USD 1,658 MM	
52-Week Range	USD 3.72 - USD 6.59	
1 ADR = 5 Shares		



Indicators	2021	2022 E	%
EPS (ARS) Normalized	9.23	22.73	146%
EPADR (USD) Normalized	0.23	0.35	
BVPS (ARS)	536.09	326.85	-39%
BVPADR (USD)	13.24	5.10	-61%
P/BV	0.39	0.75	94%
P/E	22.54	10.86	-52%
EV/EBITDA	3.47	4.73	37%
Dividend Yield	1.50%	1.60%	-

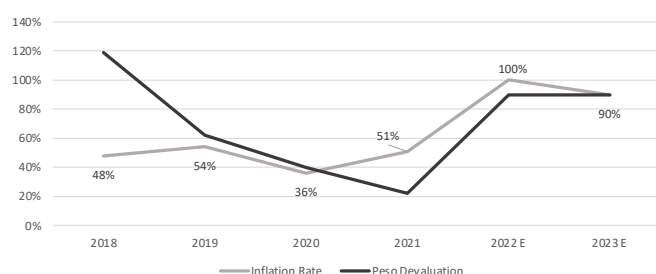
\* See "Appendix A: Glossary" at the end of the report for details on the acronyms used.

## 1. Main Theme: Inflation Eroding ARPUs

When we initiated coverage of Telecom Argentina, inflation was estimated to be around 55% for 2022. In a more complex global scenario -FED hikes in interest rates- coupled with local political and economic turmoil resulted in an extremely volatile scenario: Expected inflation soared to nearly 100% and 90% for 2022 and 2023, respectively.

The company has been increasing prices constrained mostly by declining consumers' purchasing power. Despite these increases, however, ARPUs lagged the trend hurting revenues and margins.

Argentina - Inflation Rate & Peso Devaluation



Source: IEB and BCRA

## 2. Business Segments

We revised all business segments to reflect lower real-term ARPUs, especially for 2022 and 2023.

Mobile Telephony Constant ARS (Dec 2022)	2020	2021	2022 E	2023 E	2024 E
<b>Mobile Telephony (l)</b>	<b>\$ 349,137</b>	<b>\$ 325,588</b>	<b>\$ 284,750</b>	<b>\$ 273,353</b>	<b>\$ 283,603</b>
- Change %	1%	-7%	-13%	-4%	4%
<b>Argentina (mm)</b>	<b>\$ 310,769</b>	<b>\$ 285,520</b>	<b>\$ 252,985</b>	<b>\$ 241,270</b>	<b>\$ 250,875</b>
Lines (000)	18,433	20,130	21,539	22,616	22,842
- Change %	-3%	9%	7%	5%	1%
ARPU	\$ 1,317	\$ 1,234	\$ 1,012	\$ 911	\$ 920
- Change %	1%	-6%	-18%	-10%	1%
Postpaid	42%	41%	41%	43%	43%
MBOU	3,985	4,317	4,619	4,943	5,190
- Change %	17%	8%	7%	7%	5%
<b>Paraguay (mm)</b>	<b>\$ 38,368</b>	<b>\$ 33,416</b>	<b>\$ 31,765</b>	<b>\$ 32,083</b>	<b>\$ 32,728</b>
Lines (000)	2,351	2,218	2,174	2,174	2,195
- Change %	-1%	-6%	-2%	0%	1%
ARPU	\$ 1,360	\$ 1,255	\$ 1,218	\$ 1,230	\$ 1,242
- Change %	-5%	-8%	-3%	1%	1%
Postpaid	17%	18%	18%	18%	18%
MBOU	7,434	8,177	8,749	9,362	9,830
- Change %	10%	10%	7%	7%	5%

We estimate mobile telephony ARPUs to decline by 18% and 10% in 2022 and 2023, respectively; only to start recovering from 2024 onwards.

On the other hand, mobile subs are expected to continue to grow in Argentina but at decreasing rates. In Paraguay, we estimate subs to remain almost flat.

Internet Access Constant ARS (Dec 2022)	2020	2021	2022 E	2023 E	2024 E
<b>Internet Access (m)</b>	<b>\$ 193,909</b>	<b>\$ 181,536</b>	<b>\$ 148,172</b>	<b>\$ 132,022</b>	<b>\$ 134,675</b>
- Change %	-10%	-6%	-18%	-11%	2%
Clients (000)	4,146	4,248	4,206	4,163	4,205
- Change %	1%	2%	-1%	-1%	1%
ARPU	\$ 3,837	\$ 3,454	\$ 2,936	\$ 2,642	\$ 2,669
- Change %	-12%	-10%	-15%	-10%	1%
Churn Rate	1.3%	1.5%	1.5%	1.5%	1.5%
Cable TV Constant ARS (Dec 2022)	2020	2021	2022 E	2023 E	2024 E
<b>Cable TV (mm)</b>	<b>\$ 179,868</b>	<b>\$ 165,100</b>	<b>\$ 130,729</b>	<b>\$ 118,833</b>	<b>\$ 120,021</b>
- Change %	-11%	-8%	-21%	-9%	1%
Clients (000)	3,543	3,563	3,527	3,563	3,598
- Change %	1%	1%	-1%	1%	1%
ARPU	\$ 4,173	\$ 3,766	\$ 3,088	\$ 2,780	\$ 2,780
- Change %	-13%	-10%	-18%	-10%	0%
Churn Rate	1.0%	1.1%	1.1%	1.1%	1.1%
Fixed Lines, Data, l Constant ARS (Dec 2022)	2020	2021	2022 E	2023 E	2024 E
<b>Fixed Line &amp; Data l</b>	<b>\$ 141,375</b>	<b>\$ 122,496</b>	<b>\$ 110,966</b>	<b>\$ 107,831</b>	<b>\$ 107,424</b>
- Change %	-10%	-13%	-9%	-3%	0%
Lines (000)	3,168	3,100	3,038	3,008	2,978
- Change %	-4%	-2%	-2%	-1%	-1%
ARBU	\$ 1,734	\$ 1,544	\$ 1,390	\$ 1,320	\$ 1,320
- Change %	-5%	-11%	-10%	-5%	0%

We project both, Internet Access and Cable TV segments to also present a two-digit decline in ARPUs in 2022 and 2023 and marginal declines in the number of subs.

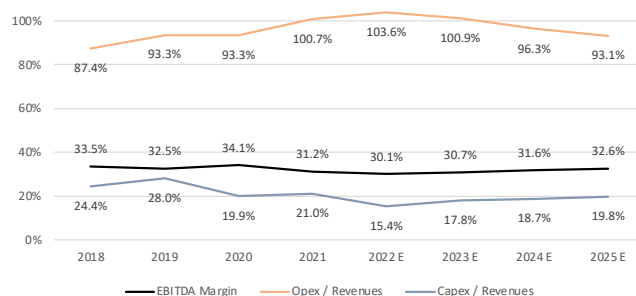
## 3. Capex and Margins

During the nine-month period, TEO invested nearly USD 508 MM, lower than our estimate of USD 520 MM. In our opinion, the company is having a more cautious investment policy considering prevailing economic conditions.

We still estimate that the company's Capex for 2022 will be around USD 600 MM. TEO continues to invest in modernizing its network infrastructure.

Finally, though cash flow generation is still solid the EBITDA margin declined to 29% from 33% in the 9M21. As ARPUs deteriorated, our estimates for 2022 and 2023 EBITDA margins were adjusted and a more conservative recovery path was assumed.

EBITDA Margin, Opex / Revenues, and Capex / Revenues



#### 4. Financial Position: Cash & Debt

TEO's 2022 debt maturities are already either repaid or refinanced. For 2023 maturities sum up to USD 592 MM of which roughly USD 306 MM are USD-denominated. This amount includes the second installment -USD 128 MM- of TEO's 2025 Notes. The remaining USD-denominated debt is comprised of loans granted by vendors and multi-lateral agencies. In addition, nearly 45% of the total amount due in 2023 is peso-denominated debt which, in our opinion should be easily refinanced in the local market.

It's important to remark that TEO's cash generation is still solid and that even in a tight economic scenario the company manages to pay a significant amount of in-kind dividends.

Moreover, if refinancing becomes tangled by factors external to the company, we believe that solid cash generation provides enough funds to reassure payments.

TEO ends its 3Q with a net debt of ARS 2,447 MM representing a Net Debt / EBITDA ratio of 2.0x almost unchanged when compared with 1.9x in the 2Q.

	09/30/22	12/31/21	Δ \$	Δ %
Bank overdrafts - principal	14,901	20,235	(5,334)	-26.4%
Bank and other financial entities loans - principal	31,961	54,101	(22,140)	-40.9%
Notes - principal	20,434	-	20,434	-
NDF	81	307	(226)	-73.6%
Loans for purchase of equipment	4,813	5,970	(1,157)	-19.4%
Accrued interest and related expenses	28,474	27,117	1,357	5.0%
<b>Total Current Loans</b>	<b>100,664</b>	<b>107,730</b>	<b>(7,066)</b>	<b>-6.6%</b>
Notes - principal	167,705	184,946	(17,241)	-9.3%
Bank and other financial entities loans - principal	87,849	95,898	(8,049)	-8.4%
Loans for purchase of equipment	4,421	6,504	(2,083)	-32.0%
Accrued interest and related expenses	39,311	48,206	(8,895)	-18.5%
<b>Total Non Current Loans</b>	<b>299,286</b>	<b>335,554</b>	<b>(36,268)</b>	<b>-10.8%</b>
<b>Total Loans</b>	<b>399,950</b>	<b>443,284</b>	<b>(43,334)</b>	<b>-9.8%</b>
Cash and cash equivalents, and Financial Investments	39,419	50,876	(11,457)	-22.5%
<b>Net Financial Debt</b>	<b>(360,531)</b>	<b>(392,408)</b>	<b>31,877</b>	<b>-8.1%</b>

Source: TEO's 3Q Press Release

#### 5. Impairment of Goodwill & Sell of Assets

Due to the drop in TEO's share price, during the quarter a partial impairment in the goodwill generated when the company merged with Cablevision was accrued. Therefore, an impairment of ARS 206 MM was recorded; this impairment has no effect on cash flows and EBITDA, and we think it is fair to take it out when comparing the EPS of 9M22 / 9M21.

Normalized Net Income & EPS	9M22	9M21
<b>Net Income (ARS MM)</b>	\$ (163,873)	\$ 655
<b>EPS</b>	\$ (76.09)	\$ 0.30
<b>Normalized Net Income (ARS MM)</b>	\$ 44,067	\$ 655
<b>EPS (Normalized)</b>	\$ 20.46	\$ 0.30

Finally, during the quarter the company sold a building in the City of Buenos Aires for USD 6 MM. This sale is part of a restructuring process being carried out by the company which involves selling those properties that are vacant; especially those that housed nodes that served the network when this was 100% copper based.

#### 6. Valuation

We still believe that TEO is an attractive story in terms of valuation. The company is trading at minimum historical levels.

As we adjusted projections to reflect a much riskier economic and political scenario, we are revising our valuation.

**Our valuation suggests a fair value of USD 4.30 per ADR, which translates into an April 2023 target price of USD 5.00 per ADR, implying a 24% upside in USD terms, not accounting for TEO's dividend yield of roughly 1%. We, therefore, maintain our Buy recommendation.**

Free Cash Flow (Constant ARS 2022 MM)	FY2022 E	FY2023 E	FY2024 E	FY2025 E
EBIT	-25,580	-6,016	25,777	49,059
Taxes on EBIT	0	0	-9,022	-17,171
<b>NOPLAT</b>	<b>-25,580</b>	<b>-6,016</b>	<b>16,755</b>	<b>31,888</b>
Depreciation & Amortizations	238,115	212,212	193,770	181,016
<b>Gross Cash Flow</b>	<b>212,536</b>	<b>206,196</b>	<b>210,525</b>	<b>212,904</b>
Increases in WK	-1,469	-3,356	-2,703	-2,136
Capex	108,600	120,000	130,000	140,000
Gross Investment	-110,069	-123,356	-132,703	-142,136
<b>Free Cash Flow</b>	<b>102,466</b>	<b>82,840</b>	<b>77,822</b>	<b>70,768</b>
<b>Terminal Value</b>				<b>1,294,077</b>

Cost of Equity	20%
Cost of Debt	12%
Beta	0.80
Tax Rate	35%
Perpetuity Growth for T.V.	6%
WACC	15%
Shares Out	2,153.7
Net Present Value of EV	\$ 949,028
Net Debt	\$ 368,749
<b>Net Present Value of Equity</b>	<b>\$ 580,279</b>

Fair Value per Share	\$ 269.44
Fair Value per ADR (USD Blue Chip Swap = ARS 310)	\$ 4.35

Current Price Local	\$ 248.45
Current Price ADR	\$ 4.00
Implicit FX	\$ 310.56

6M T.P.	4.98
Upside	24.5%

Compared with the S&P Merval, TEO trades at 0.7x P/BV vs 1.4x and 4.7x EV/EBITDA vs 5.1x for the index. It reflects the reality of a company that does not present interesting growth in its numbers in the coming years, compared to sectors -such as energy- in which the opposite happens. However, we believe that this discount is exaggerated, and current share values already factor in all negative news.

## Appendix A: Glossary

**ARPU:** Average Revenue per User. The average monthly revenue per user of TEO's mobile telephony, Internet and cable TV services, calculated by dividing total revenue by weighted-average number of subscribers of each service during the relevant measurement period.

**FTTH:** Fiber To The Home. The fiber connection terminates inside the customer premises.

**GBOU:** Gb per User per month.

**HFC:** Hybrid Fiber-Coaxial. Network that incorporates both optical fiber and coaxial cable to create a broadband network.

**MBOU:** Mb per User per month.

**Appendix B: Revenue Model**

Mobile Telephony Constant ARS (Dec 2022)	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
<b>Mobile Telephony (m)</b>	<b>\$ 389,952</b>	<b>\$ 349,137</b>	<b>\$ 325,588</b>	<b>\$ 284,750</b>	<b>\$ 273,353</b>	<b>\$ 283,603</b>	<b>\$ 289,303</b>
- Change %		1%	-7%	-13%	-4%	4%	2%
<b>Argentina (mm)</b>	<b>\$ 352,248</b>	<b>\$ 310,769</b>	<b>\$ 285,520</b>	<b>\$ 252,985</b>	<b>\$ 241,270</b>	<b>\$ 250,875</b>	<b>\$ 255,917</b>
Lines (000)	18,316	18,433	20,130	21,539	22,616	22,842	23,071
- Change %		-3%	9%	7%	5%	1%	1%
ARPU	\$ 1,352	\$ 1,317	\$ 1,234	\$ 1,012	\$ 911	\$ 920	\$ 929
- Change %		1%	-6%	-18%	-10%	1%	1%
Postpaid	39%	42%	41%	41%	43%	43%	43%
MBOU	2,771	3,985	4,317	4,619	4,943	5,190	5,449
- Change %		17%	8%	7%	7%	5%	5%
<b>Paraguay (mm)</b>	<b>\$ 37,704</b>	<b>\$ 38,368</b>	<b>\$ 33,416</b>	<b>\$ 31,765</b>	<b>\$ 32,083</b>	<b>\$ 32,728</b>	<b>\$ 33,386</b>
Lines (000)	2,409	2,351	2,218	2,174	2,174	2,195	2,217
- Change %		-1%	-6%	-2%	0%	1%	1%
ARPU	\$ 1,304	\$ 1,360	\$ 1,255	\$ 1,218	\$ 1,230	\$ 1,242	\$ 1,255
- Change %		-5%	-8%	-3%	1%	1%	1%
Postpaid	17%	17%	18%	18%	18%	18%	18%
MBOU	4,928	7,434	8,177	8,749	9,362	9,830	10,321
- Change %		10%	10%	7%	7%	5%	5%
Internet Access Constant ARS (Dec 2022)	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
<b>Internet Access (m)</b>	<b>\$ 238,616</b>	<b>\$ 193,909</b>	<b>\$ 181,536</b>	<b>\$ 148,172</b>	<b>\$ 132,022</b>	<b>\$ 134,675</b>	<b>\$ 137,382</b>
- Change %		-10%	-6%	-18%	-11%	2%	2%
Clients (000)	4,138	4,146	4,248	4,206	4,163	4,205	4,247
- Change %		1%	2%	-1%	-1%	1%	1%
ARPU	\$ 4,818	\$ 3,837	\$ 3,454	\$ 2,936	\$ 2,642	\$ 2,669	\$ 2,696
- Change %		-12%	-10%	-15%	-10%	1%	1%
Churn Rate	0.0%	1.3%	1.5%	1.5%	1.5%	1.5%	1.5%
Cable TV Constant ARS (Dec 2022)	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
<b>Cable TV (mm)</b>	<b>\$ 228,026</b>	<b>\$ 179,868</b>	<b>\$ 165,100</b>	<b>\$ 130,729</b>	<b>\$ 118,833</b>	<b>\$ 120,021</b>	<b>\$ 122,434</b>
- Change %		-11%	-8%	-21%	-9%	1%	2%
Clients (000)	3,532	3,543	3,563	3,527	3,563	3,598	3,634
- Change %		1%	1%	-1%	1%	1%	1%
ARPU	\$ 5,401	\$ 4,173	\$ 3,766	\$ 3,088	\$ 2,780	\$ 2,780	\$ 2,807
- Change %		-13%	-10%	-18%	-10%	0%	1%
Churn Rate	0.0%	1.0%	1.1%	1.1%	1.1%	1.1%	1.1%
Fixed Lines, Data, I Constant ARS (Dec 2022)	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
<b>Fixed Line &amp; Data (m)</b>	<b>\$ 146,355</b>	<b>\$ 141,375</b>	<b>\$ 122,496</b>	<b>\$ 110,966</b>	<b>\$ 107,831</b>	<b>\$ 107,424</b>	<b>\$ 107,457</b>
- Change %		-10%	-13%	-9%	-3%	0%	0%
Lines (000)	3,569	3,168	3,100	3,038	3,008	2,978	2,948
- Change %		-4%	-2%	-2%	-1%	-1%	-1%
ARBU	\$ 1,712	\$ 1,734	\$ 1,544	\$ 1,390	\$ 1,320	\$ 1,320	\$ 1,320
- Change %		-5%	-11%	-10%	-5%	0%	0%

**Appendix C: Income Statement**

Income Statement							
Constant ARS (Dec 2022)	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
Net Revenues	\$1,062,436	\$910,468	\$850,986	\$706,406	\$672,381	\$694,326	\$705,996
-Change %		-6.5%	-6.5%	-17.0%	-4.8%	3.3%	1.7%
Total Operating Expenses	(\$928,043)	(\$849,204)	(\$856,560)	(\$731,986)	(\$678,397)	(\$668,549)	(\$656,937)
-Opex / Revenues	87.4%	93.3%	100.7%	103.6%	100.9%	96.3%	93.1%
Operating Profit	\$134,393	\$61,264	(\$5,574)	(\$25,580)	(\$6,016)	\$25,777	\$49,059
-Operating Margin	12.6%	6.7%	-0.7%	-3.6%	-0.9%	3.7%	6.9%
Net Profit	\$ 35,000	\$ (2,954)	\$ 19,880	\$ (303,361)	\$ (22,571)	\$ 12,803	\$ 31,837
-Net Margin	3.29%	-0.32%	2.34%	-42.94%	-3.36%	1.84%	4.51%
EBITDA	\$ 356,375	\$ 310,602	\$ 265,534	\$ 212,536	\$ 206,196	\$ 219,547	\$ 230,075
-EBITDA Margin	33.5%	34.1%	31.2%	30.1%	30.7%	31.6%	32.6%
Net Debt	\$ 449,199	\$ 528,691	\$ 472,572	\$ 474,793	\$ 459,656	\$ 425,836	\$ 409,721
Capex	\$ 258,721	\$ 181,487	\$ 179,015	\$ 108,600	\$ 120,000	\$ 130,000	\$ 140,000
-Capex / Revenues	24.4%	19.9%	21.0%	15.4%	17.8%	18.7%	19.8%
Dividends Paid	\$ 215,780	\$ 77,629	\$ 40,020	\$ 42,703	\$ 45,000	\$ 55,000	\$ 65,000
Headcount	25,343	23,254	22,587	22,328	21,828	21,328	20,828
Income Statement							
Current ARS	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
Net Revenues	\$168,046	\$301,596	\$425,493	\$706,406	\$1,277,524	\$1,846,907	\$2,535,230
-Change %		27.2%	41.1%	66.0%	80.8%	44.6%	37.3%
Total Operating Expenses	(\$146,789)	(\$281,302)	(\$428,280)	(\$731,986)	(\$1,288,955)	(\$1,778,340)	(\$2,359,060)
-Opex / Revenues	87.4%	93.3%	100.7%	103.6%	100.9%	96.3%	93.1%
Operating Profit	\$21,257	\$20,294	(\$2,787)	(\$25,580)	(\$11,431)	\$68,567	\$176,170
-Operating Margin	12.6%	6.7%	-0.7%	-3.6%	-0.9%	3.7%	6.9%
Net Profit	\$ 5,536	\$ (5,104)	\$ 9,940	\$ (303,361)	\$ (42,884)	\$ 34,057	\$ 114,325
-Net Margin	3.29%	-1.69%	2.34%	-42.94%	-3.36%	1.84%	4.51%
EBITDA	\$ 56,368	\$ 102,888	\$ 132,767	\$ 212,536	\$ 391,773	\$ 583,994	\$ 826,198
-EBITDA Margin	33.5%	34.1%	31.2%	30.1%	30.7%	31.6%	32.6%
Net Debt	\$ 71,050	\$ 175,131	\$ 236,286	\$ 474,793	\$ 873,346	\$ 1,132,723	\$ 2,966,877
Capex	\$ 81,808	\$ 120,190	\$ 179,015	\$ 108,600	\$ 228,000	\$ 345,800	\$ 502,740
-Capex / Revenues	48.7%	39.9%	42.1%	15.4%	17.8%	18.7%	19.8%
Dividends Paid	\$ 34,130	\$ 25,715	\$ 40,020	\$ 42,703	\$ 85,500	\$ 292,600	\$ 233,415
Headcount	25,343	23,254	22,587	22,328	21,828	21,328	20,828
Inflation Rate	48%	36%	51%	100%	90%	40%	35%
Peso Devaluation	119%	40%	22%	90%	90%	40%	35%

## Appendix D: Balance Sheet

<b>Balance Sheet</b>							
<b>Constant ARS (Dec 2022)</b>							
	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
<b>Total Assets</b>	<b>\$ 2,350,236</b>	<b>\$ 2,270,325</b>	<b>\$ 2,158,228</b>	<b>\$ 1,728,253</b>	<b>\$ 1,637,457</b>	<b>\$ 1,605,373</b>	<b>\$ 1,576,888</b>
<b>Total current assets</b>	<b>\$ 211,715</b>	<b>\$ 160,792</b>	<b>\$ 130,300</b>	<b>\$ 111,303</b>	<b>\$ 123,924</b>	<b>\$ 159,367</b>	<b>\$ 176,345</b>
Cash and ST Investments	\$ 52,235	\$ 75,679	\$ 61,270	\$ 59,049	\$ 74,186	\$ 108,006	\$ 124,121
Trade Receivables	\$ 142,176	\$ 73,877	\$ 62,800	\$ 48,384	\$ 46,054	\$ 47,557	\$ 48,356
Inventories	\$ 17,304	\$ 11,236	\$ 6,230	\$ 3,871	\$ 3,684	\$ 3,805	\$ 3,868
<b>Total non-current assets</b>	<b>\$ 2,138,521</b>	<b>\$ 2,109,533</b>	<b>\$ 2,027,928</b>	<b>\$ 1,616,950</b>	<b>\$ 1,513,533</b>	<b>\$ 1,446,006</b>	<b>\$ 1,400,543</b>
Trade receivables	\$ 386	\$ 178	\$ 144	\$ 120	\$ 114	\$ 117	\$ 119
Other receivables	\$ 11,380	\$ 59,722	\$ 72,316	\$ 42,384	\$ 33,619	\$ 31,245	\$ 28,240
Investments	\$ 35,373	\$ 6,497	\$ 6,452	\$ 4,945	\$ 4,034	\$ 4,166	\$ 4,236
PP&E + Intangible Assets	\$ 1,329,869	\$ 1,282,669	\$ 1,190,576	\$ 1,061,061	\$ 968,849	\$ 905,079	\$ 864,063
Goodwill	\$ 761,514	\$ 760,468	\$ 758,440	\$ 508,440	\$ 506,917	\$ 505,398	\$ 503,885
<b>Total Liabilities</b>	<b>\$ 902,981</b>	<b>\$ 1,096,437</b>	<b>\$ 1,058,238</b>	<b>\$ 974,327</b>	<b>\$ 951,101</b>	<b>\$ 961,214</b>	<b>\$ 965,893</b>
<b>Total current liabilities</b>	<b>\$ 337,895</b>	<b>\$ 320,147</b>	<b>\$ 331,166</b>	<b>\$ 301,788</b>	<b>\$ 291,492</b>	<b>\$ 293,266</b>	<b>\$ 293,511</b>
Accounts payable	\$ 144,490	\$ 118,815	\$ 98,462	\$ 80,218	\$ 74,345	\$ 73,266	\$ 71,993
Loans	\$ 126,724	\$ 125,589	\$ 129,738	\$ 129,738	\$ 129,738	\$ 129,738	\$ 129,738
Other liabilities	\$ 66,681	\$ 75,743	\$ 102,966	\$ 91,833	\$ 87,410	\$ 90,262	\$ 91,779
<b>Total non current liabilities</b>	<b>\$ 565,086</b>	<b>\$ 776,290</b>	<b>\$ 727,072</b>	<b>\$ 672,538</b>	<b>\$ 659,609</b>	<b>\$ 667,948</b>	<b>\$ 672,382</b>
Loans	\$ 374,710	\$ 478,781	\$ 404,104	\$ 404,104	\$ 404,104	\$ 404,104	\$ 404,104
Reserves	\$ 190,377	\$ 297,509	\$ 322,968	\$ 268,434	\$ 255,505	\$ 263,844	\$ 268,278
<b>Minority Interests in Subsidiaries</b>	<b>\$ 20,402</b>	<b>\$ 19,318</b>	<b>\$ 17,144</b>	<b>\$ 17,144</b>	<b>\$ 17,144</b>	<b>\$ 17,144</b>	<b>\$ 17,144</b>
<b>Shareholders' Equity</b>	<b>\$ 1,426,853</b>	<b>\$ 1,154,571</b>	<b>\$ 1,082,846</b>	<b>\$ 736,782</b>	<b>\$ 669,211</b>	<b>\$ 627,015</b>	<b>\$ 593,852</b>
<b>Liabilities + Shareholders' Equity</b>	<b>\$ 2,350,236</b>	<b>\$ 2,270,325</b>	<b>\$ 2,158,228</b>	<b>\$ 1,728,253</b>	<b>\$ 1,637,457</b>	<b>\$ 1,605,373</b>	<b>\$ 1,576,888</b>

<b>Balance Sheet</b>							
<b>Current ARS</b>							
	2018	2020	2021	2022 E	2023 E	2024 E	2025 E
<b>Total Assets</b>	<b>\$ 371,738</b>	<b>\$ 752,054</b>	<b>\$ 1,079,114</b>	<b>\$ 1,728,253</b>	<b>\$ 3,111,168</b>	<b>\$ 4,270,292</b>	<b>\$ 5,662,606</b>
<b>Total current assets</b>	<b>\$ 33,487</b>	<b>\$ 53,263</b>	<b>\$ 65,150</b>	<b>\$ 111,303</b>	<b>\$ 235,456</b>	<b>\$ 423,917</b>	<b>\$ 633,256</b>
Cash and ST Investments	\$ 8,262	\$ 25,069	\$ 30,635	\$ 59,049	\$ 140,954	\$ 287,296	\$ 445,719
Trade Receivables	\$ 22,488	\$ 24,472	\$ 31,400	\$ 48,384	\$ 87,502	\$ 126,500	\$ 173,646
Inventories	\$ 2,737	\$ 3,722	\$ 3,115	\$ 3,871	\$ 7,000	\$ 10,120	\$ 13,892
<b>Total non-current assets</b>	<b>\$ 338,251</b>	<b>\$ 698,791</b>	<b>\$ 1,013,964</b>	<b>\$ 1,616,950</b>	<b>\$ 2,875,712</b>	<b>\$ 3,846,375</b>	<b>\$ 5,029,350</b>
Trade receivables	\$ 61	\$ 59	\$ 72	\$ 120	\$ 216	\$ 313	\$ 429
Other receivables	\$ 1,800	\$ 19,783	\$ 36,158	\$ 42,384	\$ 63,876	\$ 83,111	\$ 101,409
Investments	\$ 5,595	\$ 2,152	\$ 3,226	\$ 4,945	\$ 7,665	\$ 11,081	\$ 15,211
PP&E + Intangible Assets	\$ 210,346	\$ 424,889	\$ 595,288	\$ 1,061,061	\$ 1,840,812	\$ 2,407,510	\$ 3,102,851
Goodwill	\$ 120,449	\$ 251,908	\$ 379,220	\$ 508,440	\$ 963,142	\$ 1,344,360	\$ 1,809,449
<b>Total Liabilities</b>	<b>\$ 142,825</b>	<b>\$ 363,199</b>	<b>\$ 529,119</b>	<b>\$ 974,327</b>	<b>\$ 1,807,093</b>	<b>\$ 2,556,829</b>	<b>\$ 3,468,521</b>
<b>Total current liabilities</b>	<b>\$ 53,445</b>	<b>\$ 106,050</b>	<b>\$ 165,583</b>	<b>\$ 301,788</b>	<b>\$ 553,836</b>	<b>\$ 780,088</b>	<b>\$ 1,053,996</b>
Accounts payable	\$ 22,854	\$ 39,358	\$ 49,231	\$ 80,218	\$ 141,255	\$ 194,887	\$ 258,527
Loans	\$ 20,044	\$ 41,602	\$ 64,869	\$ 129,738	\$ 246,502	\$ 345,103	\$ 465,889
Other liabilities	\$ 10,547	\$ 25,090	\$ 51,483	\$ 91,833	\$ 166,078	\$ 240,098	\$ 329,580
<b>Total non current liabilities</b>	<b>\$ 89,380</b>	<b>\$ 257,149</b>	<b>\$ 363,536</b>	<b>\$ 672,538</b>	<b>\$ 1,253,257</b>	<b>\$ 1,776,741</b>	<b>\$ 2,414,525</b>
Loans	\$ 59,268	\$ 158,598	\$ 202,052	\$ 404,104	\$ 767,798	\$ 1,074,917	\$ 1,451,137
Reserves	\$ 30,112	\$ 98,551	\$ 161,484	\$ 268,434	\$ 485,459	\$ 701,825	\$ 963,388
<b>Minority Interests in Subsidiaries</b>	<b>\$ 3,227</b>	<b>\$ 6,399</b>	<b>\$ 8,572</b>	<b>\$ 17,144</b>	<b>\$ 32,574</b>	<b>\$ 45,603</b>	<b>\$ 61,564</b>
<b>Shareholders' Equity</b>	<b>\$ 225,686</b>	<b>\$ 382,456</b>	<b>\$ 541,423</b>	<b>\$ 736,782</b>	<b>\$ 1,271,502</b>	<b>\$ 1,667,860</b>	<b>\$ 2,132,521</b>
<b>Liabilities + Shareholders' Equity</b>	<b>\$ 371,738</b>	<b>\$ 752,054</b>	<b>\$ 1,079,114</b>	<b>\$ 1,728,253</b>	<b>\$ 3,111,168</b>	<b>\$ 4,270,292</b>	<b>\$ 5,662,606</b>
Inflation Rate	48%	36%	51%	100%	90%	40%	35%
Peso Devaluation	119%	40%	22%	90%	90%	40%	35%



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