



Talkpool poised for growth following successful financial stabilization

Chur, Switzerland on the 30th of September 2024 at 08:30 o'clock CET

Talkpool AG (Nasdaq First North: TALK), a prominent player on the telecommunication network services market, today announced its readiness to enter a new growth phase following a highly successful two-year stabilization period.

The company has dramatically improved its financial position, setting the stage for strategic expansion and increased market presence in the evolving telecom landscape.

Financial Highlights:

- Net debt reduced by 73%, from -€6.20 million in mid-2022 to -€1.65 million by mid-2024
- Equity improved by over €4.0 million, from -€3,576,884 in mid-2022 to €89,871 by mid-2024
- EBIT margin increased from approximately 2% to 10% over the same period
- Stable annual revenues of around €16 million maintained throughout 2023 and 2024, following divestments in 2021 and 2022

Erik Strömstedt, COO, stated, "Our team's dedication and strategic focus over the past two years have transformed our financial landscape. We've not only significantly reduced our debt but also substantially improved our profitability and equity position. This positions us strongly for our next phase of growth in the dynamic telecom sector."

The company's successful stabilization strategy included:

1. Streamlining operations
2. Optimizing cost structures
3. Strengthening the German business
4. Focusing on high-margin services

"We now have the financial flexibility to invest in growth opportunities. Our improved financial health and profitability create a solid foundation for sustainable growth and increased shareholder value in the rapidly evolving telecom market."

Looking ahead, Talkpool plans to leverage its strengthened financial position to:

- Grow its existing business with maintained tight cash flow management
- Launch new service offerings based on technological innovation



Forward guidance from Talkpool's Board of Directors

New technologies such as Artificial Intelligence and 5G Standalone networks are opening for efficiencies and innovation as well additional revenues for Communication Service Providers (CSP) and the wider Telecoms sector. Operators are tapping into important new pools of revenues, working closely with enterprise- and industry customers. They are expanding offerings from basic connectivity to more advanced services and business models. After evaluating Telecom industry trends and Talkpool's current positioning, the board believes that the company has substantial opportunities supporting this expansion.

The board of directors pledges to develop a new strategy and business plan during the coming months, with a commitment to communicate new future guidance to the market before the end of 2024.

"The telecom industry is at a pivotal point with the advent of AI and pure 5G networks," said Magnus Sparrholm. "Talkpool's improved financial position and technical expertise place us in an excellent position to capitalize on these emerging opportunities and drive value for our shareholders."

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About: Talkpool provides network planning, integration and managed services to telecom networks globally. With its cutting-edge technical expertise, Talkpool offers network operators and communication providers high-quality services to build, improve, and maintain their networks.

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