

HECHO

RELEVANTE

EURONA WIRELESS TELECOM, S.A.

1 de junio 2017

En virtud de lo previsto en el artículo 17 del Reglamento (UE) n° 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 15/2016 del Mercado Alternativo Bursátil (MAB), ponemos en su conocimiento el siguiente Hecho Relevante relativo a la sociedad **EURONA WIRELESS TELECOM, S.A.** (en adelante “EWT” o “la Sociedad” indistintamente).

Presentación Foro MEDCAP 2017 BME

En Barcelona, a 1 de junio de 2017



Jaume Sanpera Izoard

Presidente del Consejo de Administración

A decorative stream of various icons in blue and orange, including a sun, camera, star, heart, and social media symbols, flows from the top left towards the bottom left of the page.

europa

DEEPER ON THE BLUE OCEANS

MEDCAP 2017

JUNE 2017

**CONEXIÓN
REAL
PARA UN
MUNDO REAL**

DISCLAIMER

This presentation contains forward-looking statements about Eurona. Although we believe these statements are based on reasonable assumptions, they are subject to numerous risks and uncertainties, including matters not yet known to us or not currently considered material by us, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ from the results anticipated in the forward-looking statements include, among others: the success of Eurona's strategy, the effectiveness of Eurona's action plans for human resources, and the success of Eurona's other strategic, operational and financial initiatives, risks related to information and communications technology systems resulting in particular from cyber-attacks, technical failures of or damage caused to networks, loss or theft of data and fraud, health concerns surrounding telecommunications equipment and devices, fiscal and regulatory constraints and changes, and the results of litigation regarding regulations, competition and other matters, the success of Eurona's Spanish and international investments, joint ventures and strategic partnerships in situations in which it may not have control of the enterprise, and in countries presenting additional risk, Eurona's credit ratings, its ability to access capital markets and the state of capital markets in general, exchange rate or interest rate fluctuations, and changes in assumptions underlying the carrying amount value of certain assets and resulting in their impairment.

INTRODUCTION

Eurona's **MISSION** to provide high speed internet connectivity services worldwide wherever large telecom companies do not arrive with alternative technologies.

BUSINESS UNITS



NON-URBAN AREAS

- › Internet provider in non urban areas (<10,000 households).
- › Ultra fast internet connectivity (30 - 100 Mbps) with LTE / LTE Advanced technology and unlimited data offer through licensed 40Mhz in the 3.5GHz band.



HOTSPOTS

- › Multi-connection Internet provider in high saturated public hotspots.
- › Full service package: network design, deployment and maintenance, providing a customizable software platform and management outsourcing.



REMOTE AREAS

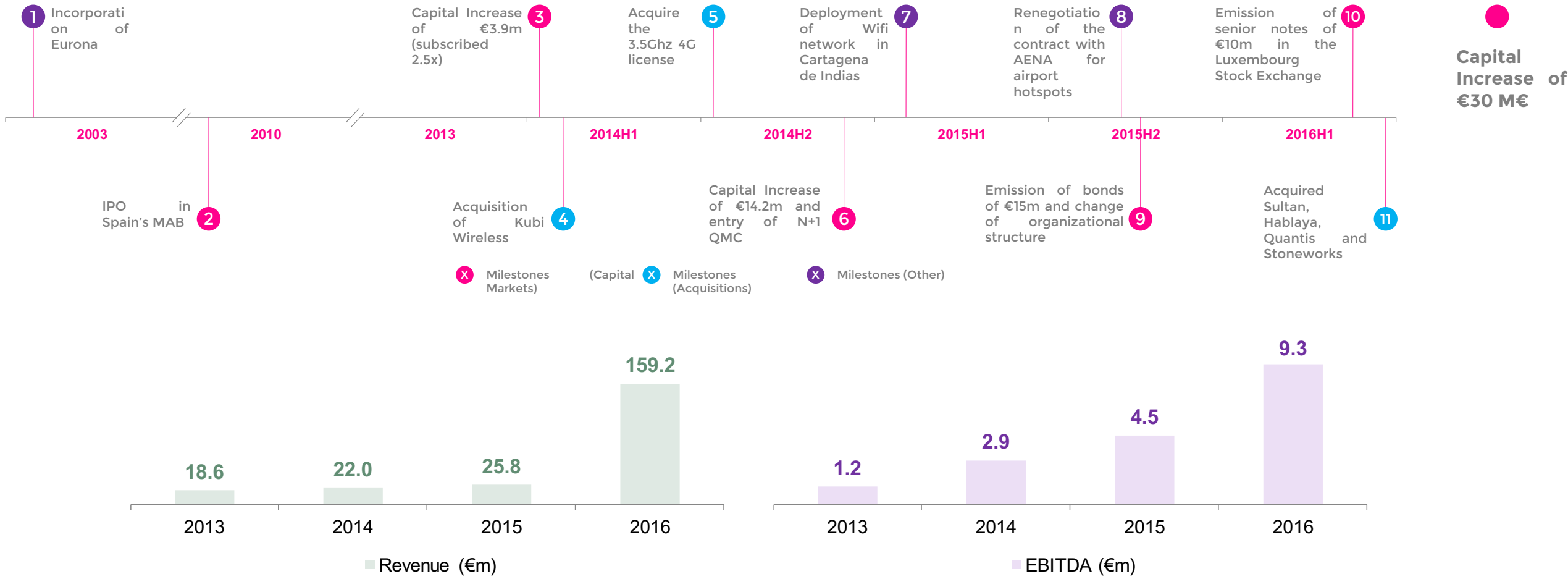
- › Internet provider with national coverage via satellite technology.
- › High speed & quality throughout coverage area and personalized client service at competitive prices.




FOREIGN CUSTOMERS TELCO

- › Wholesale provider, that specializes in international calls.
- › Operator that offers integrated services of voice, data and TV at national level.
- › Business support service.

MILESTONE & PAST FINANCIALS



MANAGEMENT TEAM

- | | | | |
|---|---|--|--|
| 1 |  | Jaume Sanpera
CEO | <ul style="list-style-type: none"> ▪ Degree in Telecommunications Engineering from the Universitat Politècnica de Catalunya and MBA from ESADE. ▪ Chairman and Board Member of Euraona since its inception in 2013. ▪ Previous professional working experience at Institut Cerdà and Solving International. ▪ He founded Techno Trends Ambientum and Distribudora Germans Sanpera. |
| 2 |  | Carlos Riopedre
General Manager | <ul style="list-style-type: none"> ▪ Degree in Economics & Actuarial from the Universitat de Barcelona and one year program in IESE. ▪ Director of Euraona since January 2014. ▪ Previous professional working experience as CEO at Kubi Wireless.. ▪ He also worked as the Sales & Marketing Manager in Loop Telecom and as the Sales Director in ABSIS. |
| 3 |  | Aldo Olcese
Senior Advisor | <ul style="list-style-type: none"> ▪ PhD in Economics & Business Administration. ▪ Senior intl. adviser at Alvarez & Marsal, McGraw Hill and Alantra Investment Bank, and independent director at North Africa's leading bank, Attijari Wafa Bank. ▪ Former Chairman of the Advisory Board of T-Systems (Deutsche Telecom Group), Société Generale, and Bain & Co. Formerly, Director at Ericsson and Senior Advisor of KPMG in Spain. ▪ Authored multiple best-sellers covering Corporate Social Responsibility and Governance. |
| 4 |  | Lidia Caba
Head of Hotspot | <ul style="list-style-type: none"> ▪ Degree in Business Administration from the Universitat de Barcelona and MBA from ESADE. ▪ Hotspot Business Unit Managing Director since September 2016. ▪ Previous professional working experience at Euraona (CPO) and Kubi Wireless (Marketing Director). ▪ She works as a consultant and as an associate professor at two universities in Barcelona. |
| 6 |  | Marco Guadalupi
Head of FW | <ul style="list-style-type: none"> ▪ Degree from the Università di Bologna. ▪ CTO of Euraona since 2009. ▪ Previous professional working experience at TecoSoft Telecom Italy as an analyst. ▪ He has also worked as a sales manager in Euraona for 8 years. |
| 7 |  | Oscar García
Head of Foreign Customers Telco | <ul style="list-style-type: none"> ▪ Degree in Telecom. Engineering from the Polytechnic Univ. Madrid and MBA from IE Business School. ▪ Currently in charge of Euraona's voice business and CEO of BlackPine Capital. ▪ Previous professional working experience in management role at Euphony, Orange and France Telecom. ▪ Venture Partner at Sultan and Stonework prior to its acquisition by Euraona. |
| 8 |  | Aquilino Antuña
Head of Satellite | <ul style="list-style-type: none"> ▪ Degree in Telecommunications Engineering from the Polytechnic University of Madrid. ▪ Currently in charge of managing Euraona's satellite business. ▪ Previous professional working experience in management role at Red.es, Neo-Sky and Iberdrola. ▪ Founder and CEO of Quantis Global prior to its recent acquisition by Euraona. |

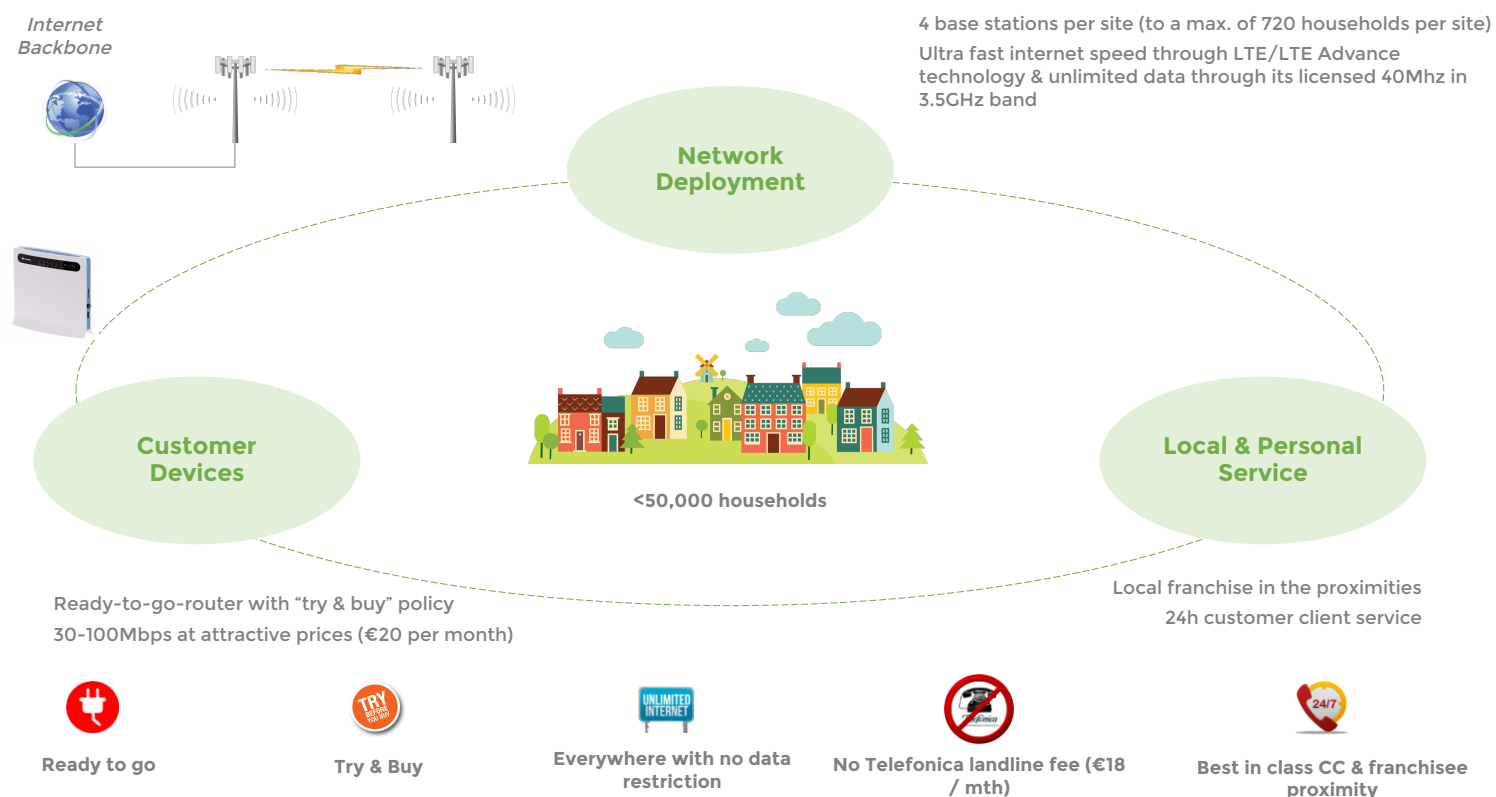
BU 01

NON-URBAN AREAS



BUSINESS DESCRIPTION

- › Non-Urban Areas: Internet Access in Small Cities
- › “4G at Home” product, leverages on winning LTE / LTE Advance technology to provide ultra-fast high-quality internet connectivity & unlimited data services at competitive prices in non-urban areas with small population size, through its licensed 40Mhz in the 3.5Ghz band



REVENUE LINES



4G RECURRENT INCOME

Internet Access
ARPU: €20 + VAT

VOIP ARPU: €10
VAT Included



WIMAX RECURRENT INCOME

Internet Access ARPU:
€20 + VAT



NON-RECURRENT: SETUP FEE

€50 per Customer



SITE MAINTENANCE

€75 per Sector in
Franchise Model

TECHNOLOGY



LICENSE BAND

High power
Good propagation
No Line of Site
connection



4G LTE

Best protocol for
wireless
connections in our
market



TRY & BUYPMODEL

Try the service and
buy after 5 days.



EVOLUTION

LTE is a mobile
operator
technology so we
can apply to all the
industry
improvement

STRATEGY



4G PRODUCT

3.5GHz license band.
High power.

Indoor coverage and
T&B model



PRICE

Unmatched price-
quality proposition, to
gain market share



MARKET

Expats, Long Term
tourist and Spanish
local customers
looking for a cost-
effective internet
access



SALES NETWORK

Massive distribution
channel and
franchises.

Leading sales
companies to burst
sales



SALES NETWORK

Facebook and
distribution channel
geo-localized for
each city, new e-com
web and digital
marketing oriented
to get more
customers, not just
“likes”

PRODUCT

UN MUNDO SIN
CON MUCHO CON

4G

SIN PERMANENCIA

No existe más compromiso, el cliente podrá finalizar la relación con Eura en cualquier momento.

SIN INSTALACIÓN

No supone obras ni acondicionamiento especial en casa del cliente, simplemente y de manera muy intuitiva el propio cliente es capaz de instalarlo en su domicilio además en el periodo de prueba recibirá la llamada de uno de nuestros agentes que le ayudará a maximizar los valores de su conexión.

DESCARGA ILIMITADA

El cliente puede disfrutar en su totalidad de la conexión de internet sin límites.

UN SOLO EQUIPO

Ponemos en casa del cliente un dispositivo de última generación, que contiene en sí mismo Antena Receptora de 4G y un Modem wi-fi para proporcionar acceso a internet a un área determinada del domicilio.

WITHOUT ANY

BARRIER FOR

OUR POTENTIAL

CUSTOMERS

PRODUCT

INTERNET PARA TU CASA

Por sólo

25,00

€/mes

Alta 60 €

4G +

europa

INTERNET HERE AND NOW



**FREE
5-DAYS
TRIAL**

Your home at the speed of fibre, with no limits.

Before ~~25,00~~ €/month

For only **12,50** €/month

first two month

ONLY IF YOU
SIGN UP BEFORE
XX/XX/XXXX

tucasa4g.com

**REAL
CONNECTION
FOR A
REAL WORLD**

CONFIGURA TU MUNDO Y EMPIEZA A DISFRUTAR

4G +

Internet 4G para tu hogar

Por sólo

25,00

€/mes

Móvil + 250MB/mes gratis

LLEVATE TU LÍNEA MÓVIL POR 0€ Y DISFRUTA DE 250MB/MES GRATIS!

4G + +

Internet 4G para tu hogar

Fijo + tarifa plana nacional

Por sólo

35,00

€/mes

Móvil + 250MB/mes gratis

Fijo + tarifa plana nacional

Bonos	Alta	Cuota mensual (IVA incluido)	Minutos nacionales	Minutos internacionales	Minutos móviles nacionales
AHORRO NACIONAL	0€	10€	2000 min.	0 min.	60 min.
AHORRO INTERNACIONAL	0€	12€	60 min.	2000 min.	0 min.
SIN LÍMITES	0€	18€	2000 min.	2000 min.	60 min.

Telefonía Móvil

Solo pagas lo que consumes

Consumo mínimo	Establecimiento llamada	Voz	Datos	SMS
0€	0€	0,05€/min.	0,01€/min.	0,12€

**BUNDLING OF
FIXED LINE &
MOBILE WITH
BASIC PRICE
& OFFER**

POS & SALES ACTIVITIES

Channels Used

- › Distributors
- › Local Franchiser
- › Street marketing



HOTSPOT



BUSINESS DESCRIPTION

General Overview

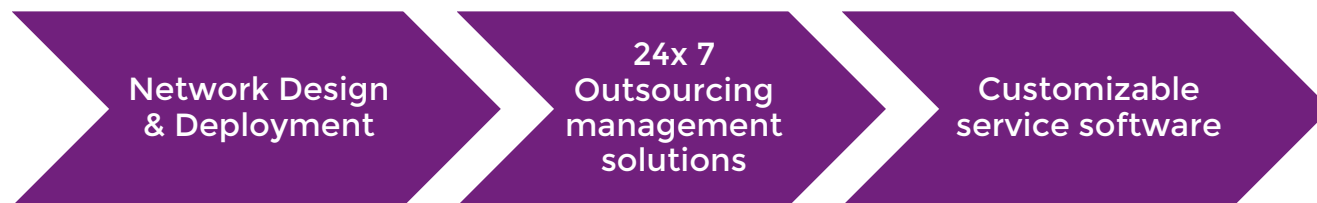
Eurona is the #1 operator of hotspots in airports in terms of number of airports managed and is one of the leading hotspot operators for hotels in Spain and in the Caribbean

Business Description

- Through the acquisition of Kubi in 2014, Eurona provides WiFi services in 46 airports managed by AENA and c. 25,000 hotel rooms in Spain and in the Caribbean.
- Manages hotspots of retailers such as Swatch, Lidl, Ikea, etc. and is implementing hotspots in cities and public facilities such as metro and bus stations.

Value Chain Overview

- Multi-connection internet access in public hotspots and gets paid for the network design, deployment & maintenance, its customizable software and network management outsourcing services
- Superior know-how in WiFi technology and the ability to offer customized, integrated and feasible offers permit Eurona to provide a differentiated and technologically superior value proposition.



ESPAÑA



AMERICA



REVENUE LINES



Flat Fee for Managed Services

Amount per hotel/ month or per room/month. Paid by the venue in **exchange** of all **the** services (monitoring, maintenance, service operation and support). Some times the cost of the network is included.

Venue gives the service for free.

Majority of hotels in Spain and Retail



Sales of Premium Packages to End User

Through service landing page or via voucher sales, Eurona **commercializes** different packages to end users. Revenues are shared with the venue. % of revenue shared depends on **the initial** investment and operations cost.

Majority of hotels in Caribbean



Roaming Agreements

Eurona has roaming contracts with other telecom operators, which allows their users to access the internet via Eurona's network. In exchange Eurona is a paid by the operator. Price per MB models.

All hotspots



Free Service Monetization via Ads

In some venues the cost of free service is covered through advertising. End users, before accessing free service, has to view a video or complete an action.

Free service at Airports, bus & metro stations, City networks

HOTSPOT TECHNOLOGY



Carrier Grade Solution

Ready for delivery of services in critical and high density environments

Roaming ready. Capable for offloading.



Proprietary System

Based on Aptilo Radius Platform

Solution platform developed by Euraona: landing pages, business rules & product capabilities, monetization platform

Allows Euraona to compete in the market with a unique solution free of Portal licence costs



Cloud Based Solution

Architecture based on a central node in the cloud in which the service intelligence resides, and to which the networks of the different establishments are connected through the Internet.

Single Data Base for all hotspot
Secure traffic for AAA and Payment (PCI compliant)

Multiple authentication methods and products

APIs to interconnect payment gateways, sms platforms, e-mailing services, social networks, venue DDBB and services, etc.



Agnostic to venue Wireless LAN

Euraona Service is **not linked to any wlan vendor**, allowing to run the service in any venue using its previous local wlan.

Development of operation tools, to allow an efficient operation of the network without investment in WLAN controllers.

MONETIZATION PLATFORM

1

End user completes a short form, which is used to generate a user profile

2

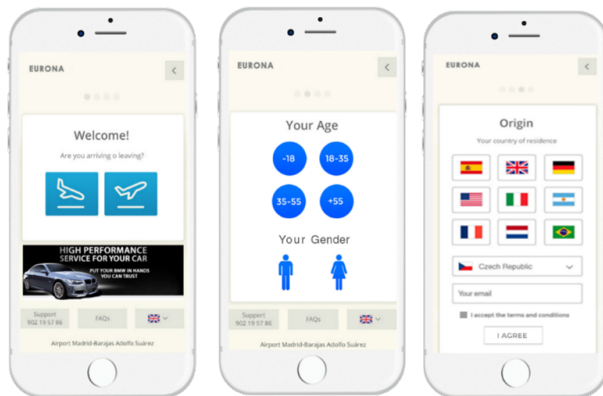
Services matches end-user profile with a pool of targets identified by advertisers

3

Each user is presented a selection of campaigns and they can choose the sponsor of their connection

4

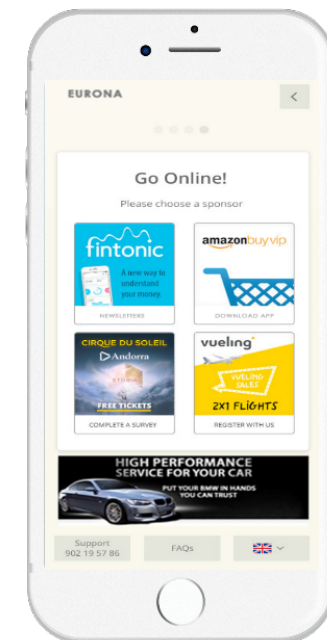
User completes action and gains internet connectivity



**DEVICE &
NETWORK INFO**



**HISTORIC
USAGE PROFILE**



STRATEGY



Caribbean Hotels

Commercial push-on on the field
Corporate growth strategy
Triple Play offering



Airports

Spanish model consolidation
International growth in Latam



Retail

Out of the box solution for small retail
Tailor made solutions for retail chains
& advanced projects



Analytics

Build up of information
systems to provide value to
our clients business, helping
them to better know and
understand the clients, and to
reach them with relevant
actions

BU 03

REMOTE AREAS



BUSINESS DESCRIPTION

General Overview

- › Eura is the #1 operator of Satellite Business in Spain and Morocco

Business Description

- Internet and VoIP services to c. 30,000 clients living in remote and rural areas via satellites.
- National coverage offering high speed and quality internet connection.
- Recently acquired Quantis to consolidate its #1 position in the European and Moroccan market and to enter new segments (B2B, broadcasting and maritime communications).

Value Chain Overview

- › Eura is the #1 satellite retailer in the European residential market with close to 30.000 clients
- › The revolutionary Ka-Band technology allows to offer high speed and quality internet connectivity everywhere at competitive prices

Key Highlights

December 2016



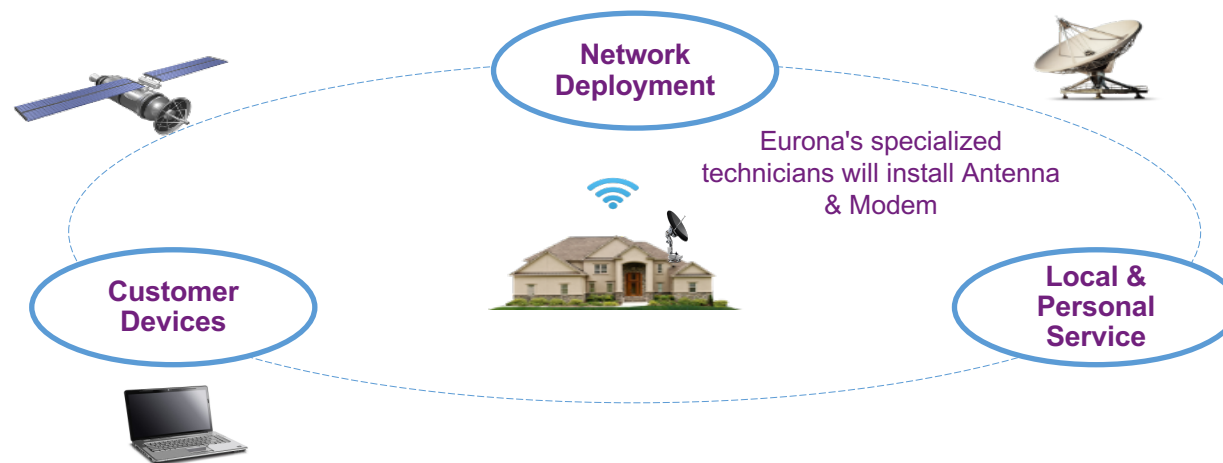
Spain: 19,237 Customers



Morocco: 6,322 Customers



Maritime: 10 Vessels



REVENUE LINES



RECURRENT B2C

A significant percentage of households both in Europe and Africa don't have access to broadband connections due to the lack of terrestrial infrastructure to provide



RECURRENT B2B

Guaranteed throughput data connections, secure connections, backup networks, mobile backhaul, telemetry systems, mobility solutions, and video surveillance systems in areas with poor land communications coverage are some of the needs for corporate customers



PUB ADMIN PROJECT

Town halls, schools, medical centers, libraries, telecentres, emergency services.

STRATEGY



Marketing

Higher efficiency on SEM/SEO due to main players merger

Leverage on government communication programs



Field Ops & Retention

Improvements in all KPIs due to integration synergies



Sales

Sales representatives team reinforcement

Improvement in conversion ratio due to market concentration



Providers

Higher market share to facilitate renegotiations of selected deals



Product

Higher bandwidth due to new technology deployment and HTS launches



B2B & B2A Projects

Key Opportunities in E-Learning, Bandwidth Extension Programs, DTT/DTH, Maritime

BU 04

FOREIGN CUSTOMER

TELCO SERVICE



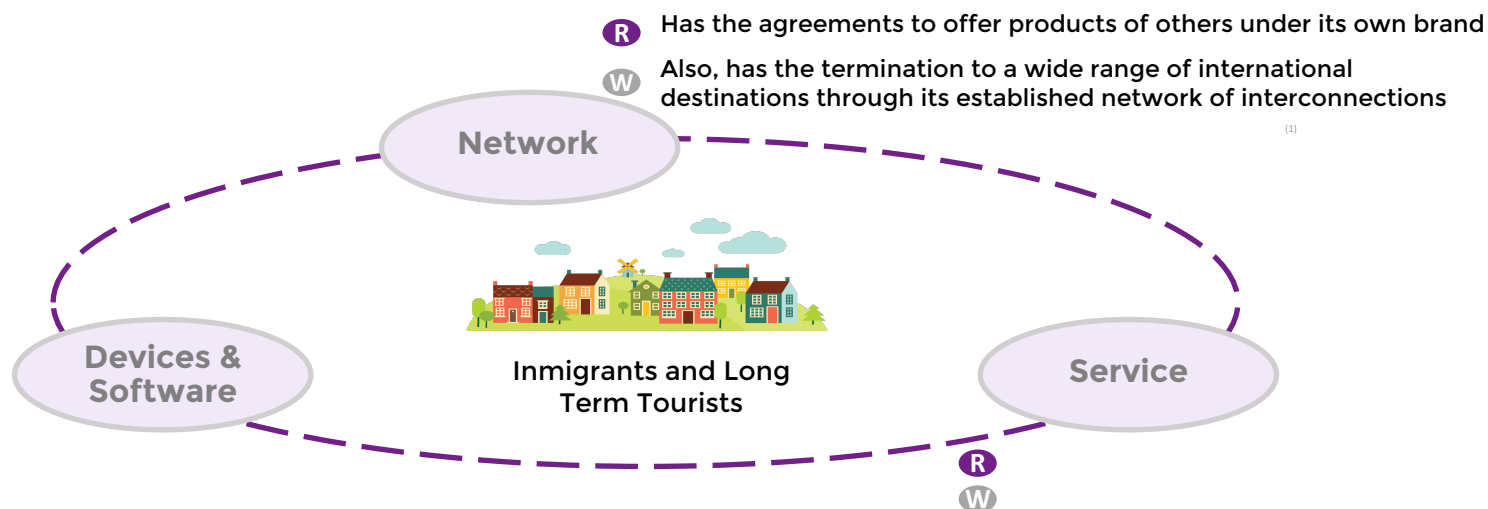
BUSINESS DESCRIPTION

Business Line Description

- › Operates as an VNO offering voice and data solutions primarily to long term tourists and expats living in Spain.
- › Though the acquisition of Sultan, Euraona can now offer one of the most competitive price plans for international calls.
- › Through the acquisition of Hablaya, gained access to 739 PoSs (Jan 2017), giving them a formidable sales presence in the coastal areas in Spain.

Value Chain Overview (Retail + Wholesale)

- › Operator that offers integrated services of voice, data and TV at national level.
- › Wholesale provider, that specializes offering minute termination to a wide range of international destinations through its established network of interconnections



- R** Offer a variety of products to cover all needs
- W** Monitor in real time the quality of each Suppliers to change the weight of each dynamically and automatically

Key Highlights Sales Network

January 2016



Customers Tourist: 3.3k



Tourist Distributors: 40



Rev. PoS Immigrants: €1.32k

Key Highlights Wholesale

January 2016



Customers : 105



Monthly Revenues: €6.06m



Gross Profit: 3.5%

REVENUE LINES



Recurrent fee

Amount per product/month for **Customer Tourist** as postpaid basic: Wireless Fixed Data (3G), Cooper Fixed Data (ADSL), IPTV, Voice Fixed line, and Voice Flat Fee



Set up fee

Amount per product for **Customer Tourist** as postpaid basic: Wireless Fixed Data (3G), Cooper Fixed Data (ADSL), IPTV, Voice Fixed line, and Voice Flat Fee



Minutes

Amount per minute voice termination for **Customers Tourist** as postpaid basic, and monthly billing cycle

Amount per minute voice termination for **Immigrants Customers** as prepaid basic, thought Point of Sale.

Amount per minute voice termination for **Wholesale Customers** as postpaid basic, and weekly or monthly billing cycle



Mobile Top-ups

Amount per mobile top-ups for **Immigrants Customers** as prepaid basic, thought Point of Sale.

TECHNOLOGY

Eurona uses **proprietary system to provide voice termination** for Carriers, Service providers and own End Users

Eurona uses **proprietary ERP and CRM**, to take fully control for their activities as online basic.

Eurona uses **proprietary Billing system for postpaid and prepaid** services with online risk management



Carrier Grade Solution

Ready for delivery of services in critical and high density environments

Roaming ready. Capable for offloading.



Proprietary System

Solution platform developed by Eurona: Voice Switching, Voice Routing, Billing customers/providers,...

Allows Eurona to compete in the market with a unique solution free of Portal license costs



Cloud Based Solution

Architecture based on a central node in the cloud in which the service intelligence resides, and to which the networks of the different establishments are connected through the Internet.

Several singles Data Base for each services

Secure traffic for AAA

Multiple authentication methods and products



Real-time Operation

Eurona Service is **ready to works at pure real-time operation** to keep controlled profit and Risk

Real time information for management business control, to allow know provisioning process, billing/collection process, provider conciliation process,

STRATEGY



Product portfolio

Incorporate Whole EURONA Portfolio
Incorporate Strong Mobil proposal



Immigrant PoS

Increase number of Point of Sale, improving revenue and margin with higher portfolio, and incorporating Whole EURONA Portfolio



Margin/Risk Control

Keep better Wholesale customers, lower Financial Risk and Higher Margin.
Higher Working Capital needs



Tourist Distributor

Increase number of Distributors/ Prescriptors, improving revenue and margin per customer with higher portfolio, and incorporate Whole EURONA Portfolio

EURONA


6 REASONS TO BE

WHERE WE ARE

1

5G IS THE FUTURE

EUROPA IS THE ONLY INDEPENDENT TELCO WITH A 5G LICENSE



EUROPEAN COMMISSION
Directorate-General for Communications Networks, Content and Technology
Electronic Communications Networks and Services
Radio Spectrum Policy Group
RSPG Secretariat

Brussels, 09 November 2016

RSPG16-032 FINAL

RADIO SPECTRUM POLICY GROUP

STRATEGIC ROADMAP TOWARDS 5G FOR EUROPE

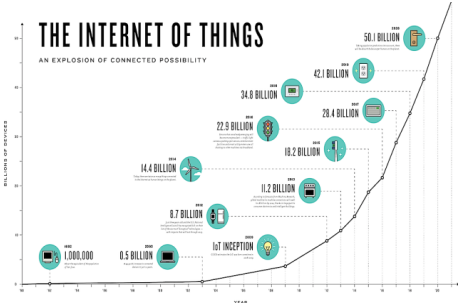
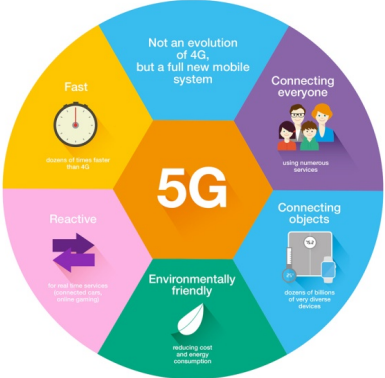
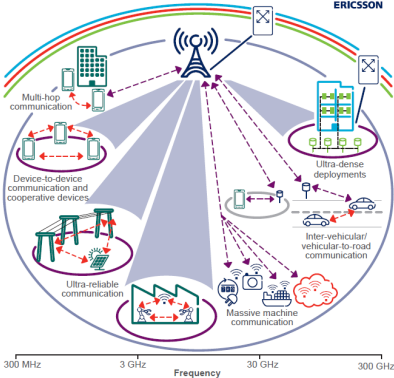
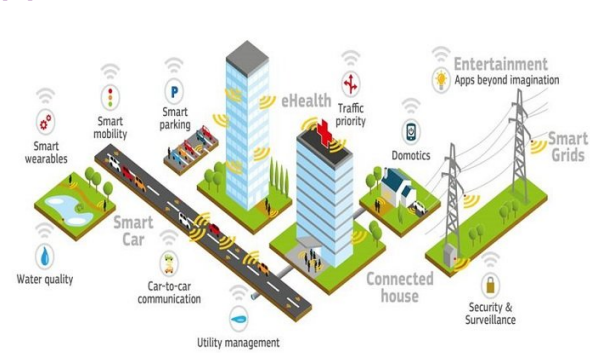
Opinion on spectrum related aspects for next-generation wireless systems (5G)

2 The opinion of the RSPG on the strategic roadmap towards 5G for Europe

This roadmap has been developed to facilitate the launch of 5G on a large scale in Europe by 2020. The goal is that the benefits of 5G-based services are available to all European citizens in a timely manner, driving industrial and societal transformation and economic growth in Europe from 2020 and beyond.

1. The RSPG considers the 3400-3800 MHz band to be the primary band suitable for the introduction of 5G -based services in Europe even before 2020, noting that this band is already harmonised for mobile networks, and consists of up to 400 MHz of continuous spectrum enabling wide channel bandwidth. This band has the possibility to put Europe at the forefront of the 5G deployment.

Applications of 5G



2

AFRICA IS WIRELESS

EUROPA IS THE LEADER IN NORTH AND SUB-SAHARIAN AFRICA

We have developed an iconic project in the most advanced country in north africa, morocco: more than 6.000 schools, hospitals,... connected with europa technology.



3

**GOOGLE FIBER GOES
FIX WIRELESS**

EURONA IS THE NUMBER 1 FIXED WIRELESS TELCO IN EUROPE



4

**SATELITE IS THE FUTURE
ALSO IN THE 1ST WORLD**

EURONA HAS MORE THAN 90% SATELLITE MARKET SHARE IN SPAIN

TECH

Japan’s SoftBank Invests \$1 Billion in Satellite Startup OneWeb

Japanese conglomerate will become OneWeb’s largest shareholder, with a roughly 40% stake

SoftBank to Merge OneWeb With Intelsat, Invest \$1.7 Billion

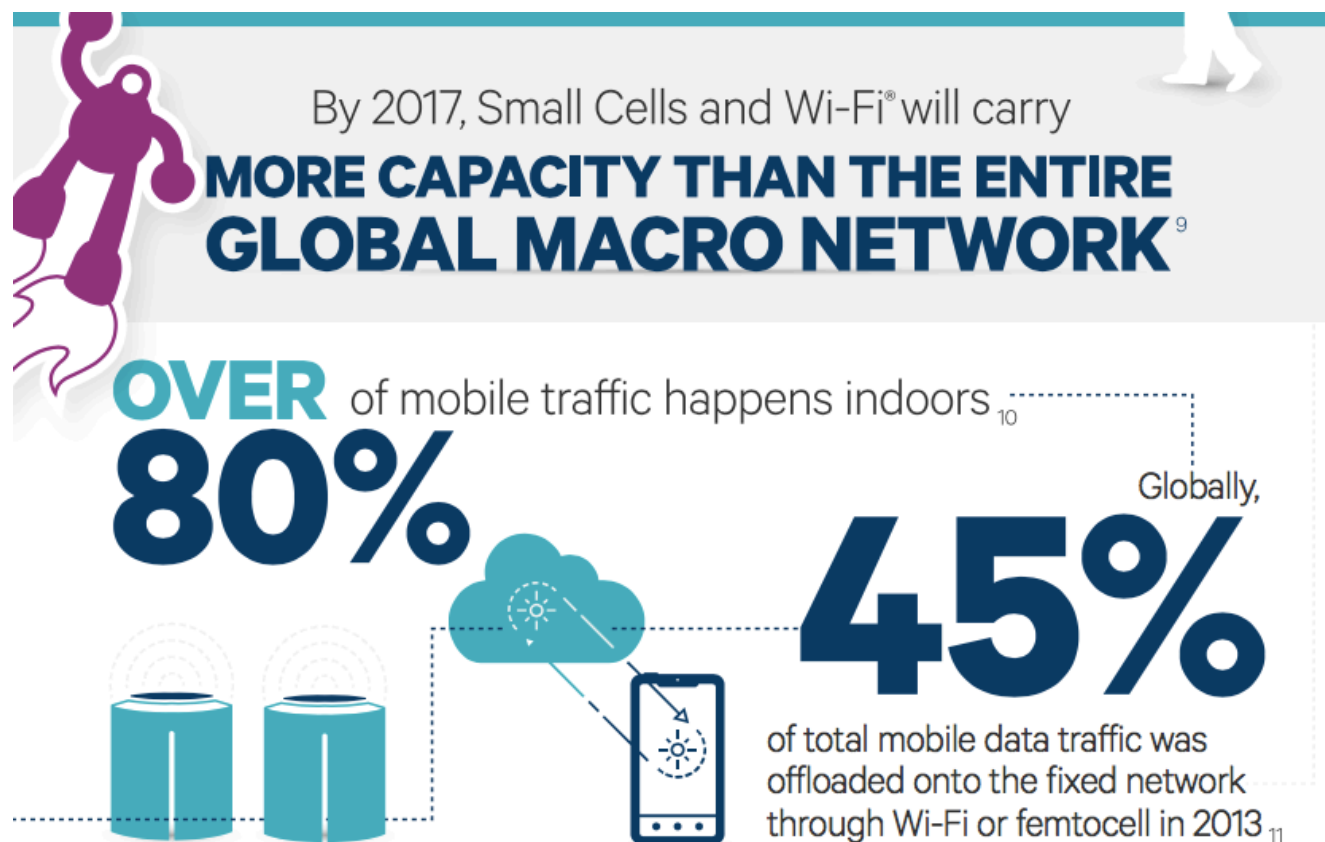
by Olga Kharif, Alex Sherman, and Claire Boston
28 de febrer de 2017, 13:19 CET Updated on 28 de febrer de 2017, 15:59 CET

	Sat4G Básico 10 GB	Sat4G Ilimitado 12	Sat4G Ilimitado 22
Download peak speed	12 Mbps	12 Mbps	22 Mbps
Upload peak speed	2 Mbps	2 Mbps	4 Mbps
Data allowance	10GB	100GB	100GB
Night unlimited data (0h to 8h)	Yes	Yes	Yes
Capped Speed (Down/Up)	64/64 Kbps	3Mbps/512Kbps	3Mbps/512Kbps
Activation & Installation Fees	99€ Free*	99€ Free*	99€ Free*
Service Monthly Fee	24,90€	37,90€	71,90€
Kit rental monthly fee	6,90€	6,90€	6,90€
Commitment	18 months	18 months	18 months

5

WI-FI BECOMES CRUCIAL

EUROPA IS ONE OF THE FIRST 5 LARGEST WIFI PROVIDERS GLOBALLY



6

**3 MILL. HIGH INCOME
PEOPLE WITHOUT
TELCO**

EURONA IS THE ONLY TELCO DEDICATED TO EXPATS

Cada vez son más los europeos entre los extranjeros que viven en España

Actualizado 01/04/2015 16:43:15 CET

Inmigración Unión Europea

El año pasado se redujeron un 20% las autorizaciones temporales de trabajo por cuenta ajena

MADRID, 1 Abr. (EUROPA PRESS) -

La **proporción de ciudadanos europeos** afincados en España sobre el total de extranjeros con residencia legal en el país **no ha parado de crecer durante la crisis económica**. Si al cierre de **2008** los comunitarios representaban el **40%** del total de la extranjería, a 31 de diciembre de **2014** eran ya el **56,32 por ciento**.

El sueño de muchos extranjeros: un dulce retiro en la costa española

Las zonas costeras españolas son los lugares preferidos de los jubilados comunitarios para pasar su vejez.





...NOW YOU KNOW WHERE YOU HAVE TO BE