IZERTIS

Scaling ahead of plan

- **What is Izertis and what makes it different?** Izertis is a founder-led Spanish IT consultancy specializing in digital transformation. Unlike most peers, it is centred on high-value services — software engineering, data, cloud, AI, cybersecurity — rather than outsourcing or standard ERP implementations. ~80% of revenue comes from project-based consulting, not recurring IT support. Izertis also stands out for its track record of disciplined M&A (43 acquisitions to date), its top-tier EBITDA margins (~15%), and its ability to grow profitably, having delivered >20% annual sales growth (~10% organically) since inception with double-digit RoE.

- **A transformational year in sight.** After a transitional 2024 focused on post-M&A integration and internal upgrades, Izertis is poised for a step-change. Three acquisitions have already closed in 2025, with more in the pipeline. The senior salesforce was significantly expanded last year, supporting accelerating organic growth, and a new delivery hub in India is now operational. On a pro forma basis, Izertis could approach its 2027 financial targets as early as this year — validating its ability to scale while preserving sector-leading margins.

- **Growth accelerating; guidance reset likely.** We forecast ~30% sales and EBITDA growth in 2025, with one-third organic and two-thirds from M&A. Despite the pace, reported EBITDA margins should remain stable at ~14.5%. By 2027, we estimate revenue of €275m and EBITDA of €40m — both above current guidance. The next step may be doubling again (€500m/€75m) by 2030.

- **Uplisting to Spain's main stock market likely this year.** Izertis intends to move from BME Growth to Mercado Continuo — a key milestone. Since listing in 2019, the share price has risen 5X, alongside 4.5X growth in EBITDA and 8X in EPS. Relisting brings no capital increase but would expand investor visibility, improve liquidity. It can also pave the way for potential liquidity events or capital increases to maintain the high growth rates without stressing the balance sheet.

- **Valuation supported by unique growth and strong margins.** Izertis trades at 12.9X25 EV/EBITDA, the high end of peers, supported by ~30% sales CAGR and top-quartile margins. While smaller firms trade at ~8X EV/EBITDA, quality names like Netcompany and Reply trade at 12–13X. Our DCF-based valuation range is €11.8–16.1/share (30–80% above current levels). M&A is also a credible long-term exit, with recent takeovers (e.g. Babel, Seidor) pricing at 9–30X.

Financial Ratios	FY22	FY23	FY24	FY25E	FY26E	FY27E
EBITDA (€m)	12.1	18.6	20.7	26.9	34.5	42.1
Net profit (€m)	3.8	5.0	4.3	5.1	7.2	9.4
EPS (€)	0.16	0.20	0.16	0.18	0.25	0.32
Adj. EPS (€)	0.26	0.36	0.32	0.39	0.51	0.62
P/E (x)	49.6	40.0	60.6	49.5	36.3	28.5
P/E Adj. (x)	31.1	22.4	29.4	22.8	17.8	14.6
EV/EBITDA (x)	18.6	13.7	15.6	12.9	10.7	9.4
Debt/EBITDA (x)	2.8	2.9	3.2	3.2	3.0	3.0
P/BV (x)	3.9	2.8	3.1	2.6	2.3	2.1
ROE (%)	14.9	14.8	11.2	12.3	14.1	15.5
DPS (€)	-	-	-	-	-	-
Dividend yield (%)	-	-	-	-	-	-

(*) Historical multiples based on average share price of the year

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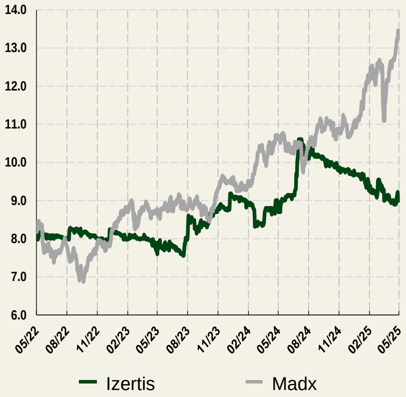
Share Price (*)	€ 9.00

*Share price at the close of 23 May 2025

IZER.MC / IZER SM	
Market Cap	€ 251 m
Enterprise Value	€ 346 m
Free Float	€ 73 m
Nº Shares	29 m
Average Daily Volume	€ 33 k

Performance	1m	3m	12m
Absolute %	-1.3	-2.8	2.7
Relative %	-7.6	-13.9	-27.5



Shareholders

Pablo Martín (Founder/CEO) 47.5%, senior employees 16.7%, Grupo Anémona 5.7%, treasury shares 1%, free float 29.1%

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Key Data

P&L account (€ m)	FY22	FY23	FY24	FY25E	FY26E	FY27E
Revenue	88	117	133	176	226	275
Opex	(76)	(99)	(112)	(149)	(191)	(233)
EBITDA normalized (IZER)	**12**	**19**	**21**	**27**	**34**	**42**
M&A and other costs	0	(1)	(1)	(2)	(2)	(3)
EBITDA	**12**	**18**	**20**	**25**	**32**	**40**
D&A	(3)	(3)	(3)	(4)	(6)	(7)
EBIT, adjusted	**9**	**15**	**16**	**21**	**27**	**33**
PPA amortization	(3)	(5)	(6)	(8)	(10)	(12)
EBIT	**6**	**10**	**10**	**13**	**17**	**21**
Net interest	(2)	(4)	(5)	(6)	(8)	(9)
Other non-operating results	(0)	(0)	0	-	-	-
EBT	**4**	**6**	**5**	**7**	**9**	**12**
Income tax expense	(0)	(1)	(1)	(1)	(1)	(2)
Minorities	0	0	(0)	(1)	(1)	(1)
Net profit, reported	**4**	**5**	**4**	**5**	**7**	**9**
Adjustments	2	4	5	6	8	9
Net profit adjusted	**6**	**9**	**9**	**11**	**15**	**18**

Nº of shares (m)	25	26	28	29	30	30
Nº of shares adjusted (m)	24	25	28	28	29	30
Treasury stock (m)	0	1	0	0	0	0

YoY Growth	FY22	FY23	FY24	FY25E	FY26E	FY27E
Sales	36.0%	32.6%	13.5%	32.5%	27.9%	21.8%
EBITDA	53.6%	54.4%	10.9%	30.2%	28.2%	22.0%
EBIT, adjusted	78.5%	61.2%	7.7%	29.6%	27.9%	21.8%
Net profit adjusted	72.6%	46.8%	(1.7%)	26.3%	32.2%	24.9%
Net profit, reported	64.2%	31.5%	(15.0%)	20.0%	40.6%	30.0%

Operating KPIs	FY22	FY23	FY24	FY25E	FY26E	FY27E
Organic sales growth	14%	13%	7%	10%	11%	9%
Inorganic sales contribution	22%	19%	6%	22%	17%	13%
Proforma sales	89.4	119.8	137.6	191.4	240.5	289.8
Proforma sales growth	37%	34%	15%	39%	26%	20%
Number of employees (#)	1,537	1,713	1,853	2,339	2,904	3,435
Revenue per employee (€ k)	57.5	68.4	71.8	75.4	77.7	80.0
Cost per employee (€ k)	38.3	45.7	48.5	50.9	52.4	54.0

Per share data	FY22	FY23	FY24	FY25E	FY26E	FY27E
EPS	0.16	0.20	0.16	0.18	0.25	0.32
EPS adjusted	0.26	0.36	0.32	0.39	0.51	0.62
CFPS	0.33	0.33	0.49	0.58	0.75	0.91
FCFPS	(0.76)	(0.76)	(0.31)	(0.70)	(0.55)	(0.63)
BVPS	2.05	2.95	3.06	3.41	3.86	4.20
DPS	-	-	-	-	-	-

Cash flow (€ m)	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net profit	4	5	4	5	7	9
Depreciation	6	8	10	12	16	19
Minorities	(0)	(0)	0	1	1	1
Non-cash adjustments	(2)	(5)	(1)	(2)	(2)	(2)
Total cash-flow (CF)	**8**	**8**	**13**	**16**	**22**	**27**
Capex	(2)	(3)	(5)	(6)	(8)	(10)
Working capital investment	(1)	(2)	(9)	3	(3)	(3)
Operating FCF	**4**	**3**	**(0)**	**13**	**11**	**14**
Financial investments	-	-	-	-	-	-
Disposals (acquisitions)	(34)	(31)	(14)	(48)	(36)	(36)
Rights issues	14	9	2	7	9	3
Others	(3)	(0)	3	8	-	-
FCF before dividends	**(18)**	**(19)**	**(9)**	**(20)**	**(16)**	**(19)**
Dividends paid	-	-	-	-	-	-
Free-cash-flow (FCF)	**(18)**	**(19)**	**(9)**	**(20)**	**(16)**	**(19)**
Share buybacks	-	-	-	-	-	-
FCF after buy backs	**(18)**	**(19)**	**(9)**	**(20)**	**(16)**	**(19)**

Balance sheet (€ m)	FY22	FY23	FY24	FY25E	FY26E	FY27E
Shareholders' equity	48	73	84	96	113	125
Minority interests	0	0	0	9	9	10
Provisions and other liabilities	8	11	12	12	12	12
Net debt	34	53	63	83	99	117
Capital invested	**90**	**137**	**160**	**200**	**233**	**264**
Goodwill & PPA intangibles	76	117	129	169	195	220
Fixed operating assets	6	8	9	11	12	14
Non-operating assets	2	3	3	3	3	3
Working capital	6	8	19	18	23	27
Capital employed	**90**	**137**	**160**	**200**	**233**	**264**
Working capital/sales	7.3%	6.9%	13.9%	10.0%	10.0%	10.0%

Financial ratios	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net debt/EBITDA (IZER)	2.6X	2.6X	2.9X	3.0X	2.8X	2.7X
Net debt adjusted(*)/EBITDA	2.8X	2.9X	3.2X	3.2X	3.0X	3.0X
Gearing	70.1%	73.0%	74.5%	85.7%	87.6%	93.9%
Interest cover	3.4X	2.5X	1.9X	2.0X	2.2X	2.4X

*IZER net debt excludes leases. Net debt adjusted includes leases

Margins & ratios	FY22	FY23	FY24	FY25E	FY26E	FY27E
EBITDA margin	13.9%	15.4%	14.8%	14.4%	14.4%	14.4%
EBIT margin, adjusted	10.6%	12.8%	12.2%	11.9%	11.9%	11.9%
Effective tax rate	7.4%	11.1%	14.5%	15.0%	16.0%	17.0%
Pay-out	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
ROCE (EBIT/CE)	12.9%	13.2%	10.9%	11.7%	12.4%	13.2%
ROE	14.9%	14.8%	11.2%	12.3%	14.1%	15.5%

Summary & Investment Case

What is Izertis?
Izertis is a founder-led Spanish IT consultancy specializing in digital transformation. The company operates on a project basis with an offering that includes software engineering, data governance, cloud infrastructure, AI, cybersecurity, and customer experience. It serves clients across Spain (65% of revenue), Portugal, Mexico, the UK, and Switzerland. Production is increasingly shifting from a Spain-only model to a hub strategy, with capabilities now being developed in Latin America and India to support scalable, near/offshore delivery.

What makes Izertis different from other IT consultancies?
Unlike most peers, the bulk (we estimate ~80%) of Izertis revenue comes from bespoke digitalization projects, and not from process outsourcing or ERP implementation or software reselling. Culture is also key in a labour-based business. Izertis is still led by its founder, Pablo Martín, who owns 48% of the company and has embedded a culture of reinvention, decentralization, and alignment through equity incentives. Lastly, it has a strong M&A machinery that has proven successful. These factors combined have allowed Izertis to sport ~15% EBITDA margin — among the highest in the sector — brings high recurrence (~86% of sales come from repeat clients) and has generated double-digit RoE and RoIC.

A transformational year in sight
2025 marks a step change on three fronts: 1) on growth, the sales force incorporated last year is accelerating organic growth and, on top, it has completed three acquisitions with 2-3 more in the pipeline for this year; 2) Izertis is decoupling its sales/production footprints, stablishing production hubs in LatAm and India to underpin long-term scalability; and 3) Izertis will uplist the stock from BME Growth to Spain's Mercado Contínuo.

Strong growth prospects.
We estimate ~30% sales and EBITDA growth in 2025 (10% organic, 20% inorganic), with normalized EBITDA reaching €27m or €29m *pro forma*. This renders the 2027 target (€250m sales, €33m EBITDA) undemanding and could cater a guidance uplift this year. By 2027, we forecast revenue of €275m and EBITDA of €40m. We think the next step could be to double the company size again, aiming at €500m/€75m by 2030. The commercial-production decoupling, replicable integration strategy, and decentralized structure provide the backbone for continued scalability.

How is this growth financed?
Organic growth is asset light, but M&A should remain a major growth driver. We estimate €112m in M&A spend over 2025–27 (net of €8m in minority financing, as Izertis acquired only 50% of Coderland). Additional needs include €24m in capex and €11m in working capital — mostly front-loaded in 2025. These are covered by €65m in operating cash flow, €63m in net debt, and €19m in new equity (primarily earn-out settlements). Leverage should remain stable around 3X ND/EBITDA which is the group's internal ceiling (3.5X on our adjusted basis including leases).

A strong M&A track record
Izertis has completed 43 acquisitions, 35 of which since 2018, with an estimated cumulative investment of ~€100m (~40% of current market cap). These deals have historically been executed at ~7x EV/EBITDA and structured with cash, deferred payments, and earnouts (often in equity). The integration model has worked well: Izertis has maintained double-digit RoE, RoCE, and RoIC throughout, despite dilution effects. Our base case assumes €36–48m in annual M&A spend, generating €30m in new revenue and €4.5m in EBITDA per year.

Uplisting into Mercado Contínuo
The transition from BME Growth to Mercado Contínuo is underway and we expect it to complete in 2025. Since listing in 2019, the share price has increased 5X, with EPS up 8X. Uplisting will improve liquidity, increase institutional visibility, and ease future access to equity markets — all essential for maintaining high growth rates. While no capital raise is associated with the move, it would set the stage for a potential liquidity event or a more strategic use of equity in future M&A.

Valuation: growth and IRR potential.
Izertis trades at ~13x EV/EBITDA — a premium to smaller peers (~8x) but aligned with quality names like Netcompany and Reply (12–13x). Our DCF-based valuation implies a fair value of €11.8–16.1 per share (30–80% upside). We are aware that a re-rating well above peers is challenging in a relatively unknown smallcap, but assuming multiples stay in the 12-13X as its closest peers, the EBITDA growth alone can drive 16-17% equity IRR through 2027-28 even after accounting for the equity dilution effect. And M&A is also an alternative, with deals closing at 9-30X.

I. What is Izertis

1) Founder-led Spanish IT consultancy

Izertis helps companies and the public administration in their digitalization needs by designing bespoke solutions on a project basis

Izertis is a founder-led Spanish IT consultancy specializing in digitalization. Founded in 1996 by Pablo Martín — executive chairman, CEO, and largest shareholder (47.5% stake) — Izertis focuses on higher value-added layers of digitalization through bespoke software engineering, cloud infrastructure, cybersecurity, and related services. It has limited exposure to business process outsourcing (BPO). Contracts are typically project-based, though clients are often recurring due to ongoing digital needs: 86% of 2024 clients were repeat customers. In 2024, Izertis generated €133m in sales and €20m in EBITDA. It has delivered >20% sales CAGR since inception, with uninterrupted revenue growth and consistent bottom-line profitability. M&A has been an important, disciplined growth lever — Izertis has maintained double-digit RoCE and RoE throughout.

IZERTIS: COMPANY DETAILS AND HIGHLIGHTS

Ticker	Mkt cap	2024 sales	2024 EBITDA	2024 net debt
IZER	**€251m**	**€133m**	**€20m**	**€63m**
Founded by CEO **Pablo Martin** in Spain in 1996	Free float 29% | €73m	**+14%** YoY	**15%** margin	**€92m** gross inc. earnouts and leases

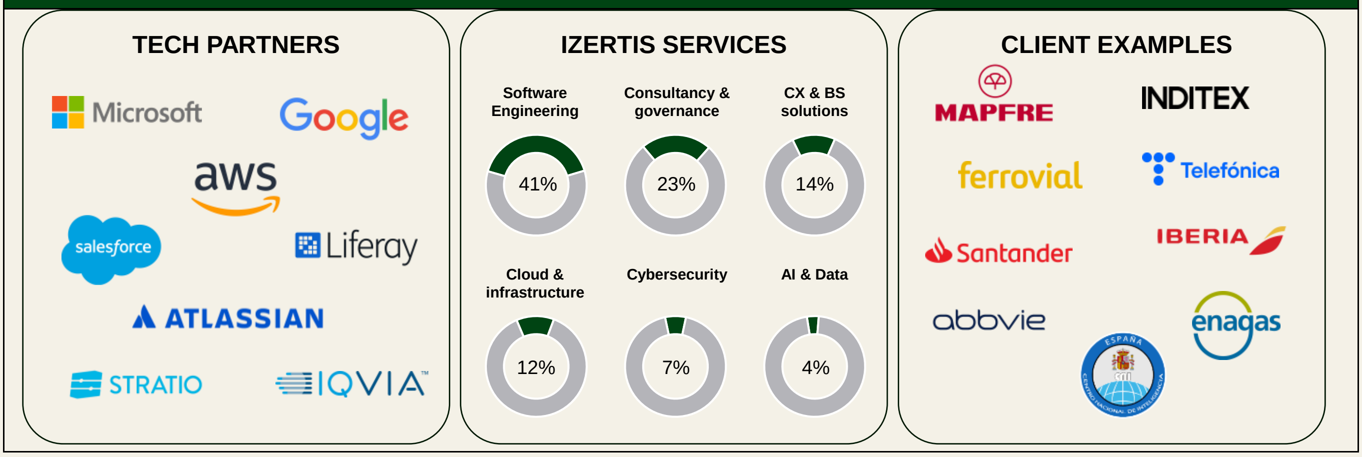
Source: Izertis

Software engineering is the base layer of its product offering

Izertis' service offering spans consulting, technology integration, and custom development. At its core lies software engineering, which supports delivery across cloud, ERP, data &AI, cybersecurity, and other digital domains. The company holds partnerships with major global software providers and serves top-tier corporates as well as public-sector clients. (*See addendum for client and service diversification details*). Selected use cases include:

- developing the backend of Mapfre's web and mobile client platforms;
- redesigning Ferrovial's digital communication strategy;
- implementing a blockchain system for Endesa to track energy poverty claims;
- building a patient–physician communication platform for WeDoctor.

IZERTIS: WORKS WITH THE MAIN SOFTWARE COMPANIES TO PROVIDE SERVICES TO TOP CORPORATES



Source: Izertis

2) What sets Izertis apart from the myriad IT consultancies?

We see three differentiating factors in Izertis' model versus the typical IT consultancy:

Focus on bespoke consulting, not on process outsourcing, implementation or reselling

1) **A service mix biased towards high-value Layers.** Most IT consultancies derive the bulk of their revenue from outsourcing: IT maintenance, tech support, back-office processes, etc.—low-margin, commoditized work that shifts fixed costs into variable ones. In Spain, 46% of consulting revenues come from outsourcing and 32% from software implementation. Only 22% is actual consulting—identifying client needs, designing solutions, and building bespoke systems.

   Izertis flips this model. We estimate ~80% of revenue comes from consulting services, particularly in high-value domains: software engineering, data governance, cloud infrastructure, customer experience, cybersecurity, and AI. These projects require greater expertise, offer less standardization, and command better margins.

   Large firms may offer these services through small specialist teams, but their core revenue still comes from global software rollouts and ERP implementations. Smaller players typically focus on low-margin IT support. Izertis competes in the middle ground—complex, fast-execution projects that benefit from flexibility and depth without needing global scale.

Culture of flexibility, reinvention, decentralization and alignment of interests

2) **A founder-led, talent-centric culture.** Consulting is a people business. Talent retention, agility, and decentralized decision-making are key to scaling sustainably. Izertis is still led by its founder, Pablo Martín, who owns 48% of the company and has embedded a culture of reinvention, decentralization, and alignment through equity incentives.

   Culture is hard to quantify, but three datapoints stand out: a) voluntary turnover below 15% (12% in 2024) vs >20% sector average; b) 17% of shares held by other executives, aligning interests; c) a decentralized structure: business units operate independently, with <5% of total headcount in corporate.

Successful M&A machinery

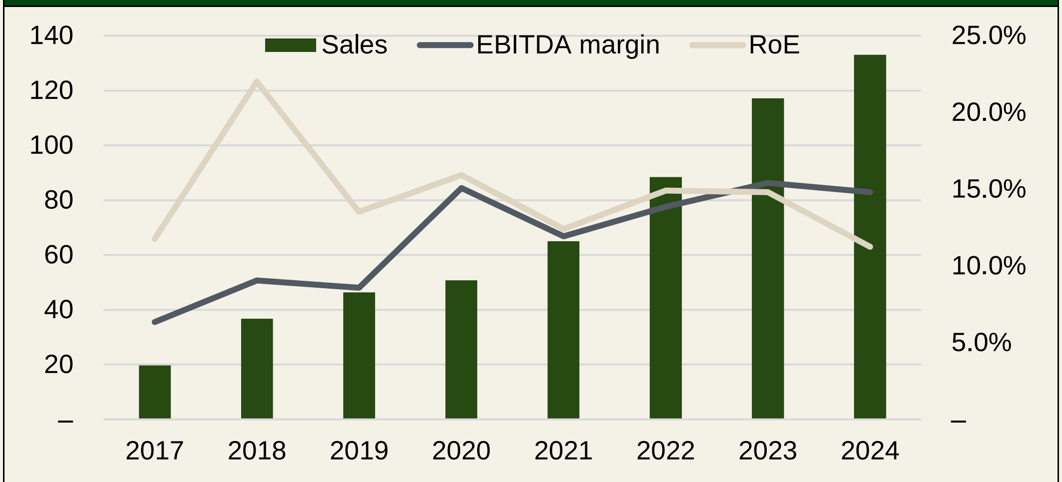
3) **An M&A engine with a proven record of value creation.** Consulting is fragmented, and while many firms pursue roll-ups, M&A often destroys value. Izertis is an exception: it has completed over 40 acquisitions, consistently delivering >10pp annual growth uplift, margin expansion, and double-digit returns on capital.

   We believe this success stems from four factors: a) **cultural screening**, avoiding friction in team integration; b) **platform leverage**: enabling scale and cross-selling within the network; c) **deferred equity-based earnouts**, retaining talent and aligning incentives; d) **financial discipline**, with typical acquisition multiples around 7X EV/EBITDA pre-synergies.

This helps sustain best-in-class margins

We recognise that much of the above is intangible. The best evidence is the track record. Izertis has delivered >20% sales CAGR since inception, with uninterrupted growth — including in 2008 and 2020. EBITDA margin has expanded from ~6% in 2017 to ~15% since 2023, well above the industry average (<10%). Return on equity and return on invested capital have remained in double digits throughout.

IZERTIS: TRACK RECORD OF FAST GROWTH AND HIGH PROFITABILITY



Source: Izertis annual reports

3) Revenue model and international presence

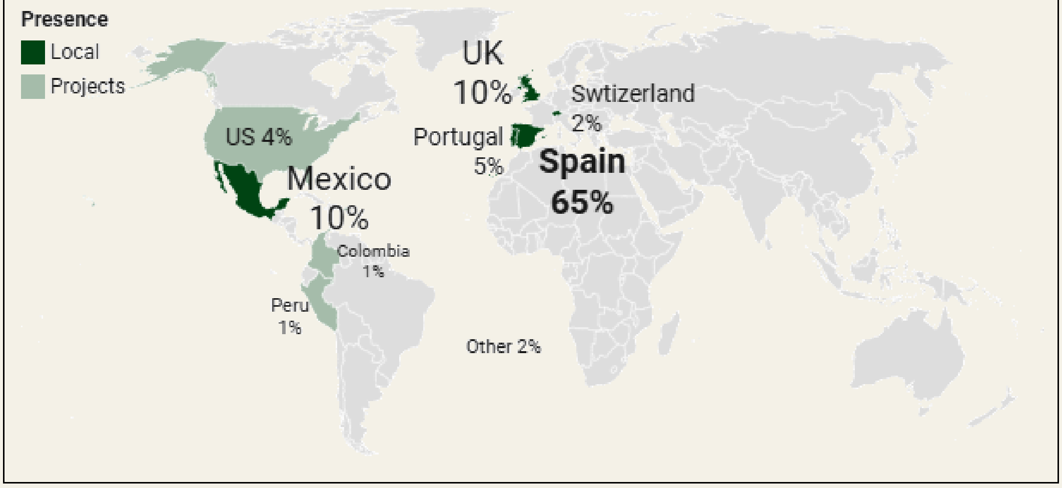
Operates on a project basis. Contracts are short in duration, but 86% of sales come from repeat clients

The business model is project-based, typically with durations of 6–18-month. While it lacks the long-term recurrence of outsourcing or maintenance contracts, it offers higher value and stronger margins. Moreover, projects often lead to follow-ons, reflecting evolving nature of digitalization. Izertis does not resell software or hardware —revenue is derived from expert man-hours. The model is labour-intensive and highly talent-dependent, especially given the company's focus on frontier or emerging technologies. As a consolidator in a fragmented market, Izertis acquires smaller firms to gain talent and expertise, then scales them through its commercial platform.

Spain is 65% of sales

Spain remains Izertis' core market, representing 65% of sales. It also has direct commercial presence in Portugal (5% of sales), the UK (10%), Switzerland (2%) and Mexico (10%). Additional revenue arises from client-driven projects in other countries — e.g. Santander-led initiatives involving the US. While production has historically been Spain-based, Izertis is now developing scalable delivery hubs in LatAm and India. (*See the map below for a full geographic breakdown*.)

IZERTIS: SPAIN REMAINS THE BIGGEST MARKET BUT INTERNATIONAL PRESENCE IS ON THE RISE



Source: Izertis corporate presentation

II. The transformation underway

After a transitional 2024 focused on integrating acquisitions, expanding the senior sales team, and preparing the organization for scale, Izertis enters what we see as a transformational 2025. We expect material progress on three fronts: growth, international production capabilities, and the move from BME Growth to Spain's main stock exchange.

1) Strong growth, both organic and through M&A

We expect growth to accelerate in 2025

We forecast >30% sales and EBITDA growth in 2025. On a *pro forma* basis — including the full-year contributions from acquisitions — Izertis may already be nearing its 2027 targets. Growth is driven by solid organic momentum and accelerated M&A activity. With that, we think pro-forma figures including the full-year contribution from acquisitions would place Izertis very close to the financial targets for 2027, two years in advance.

Integration and scalability efforts of 2024 should pay off in 2025

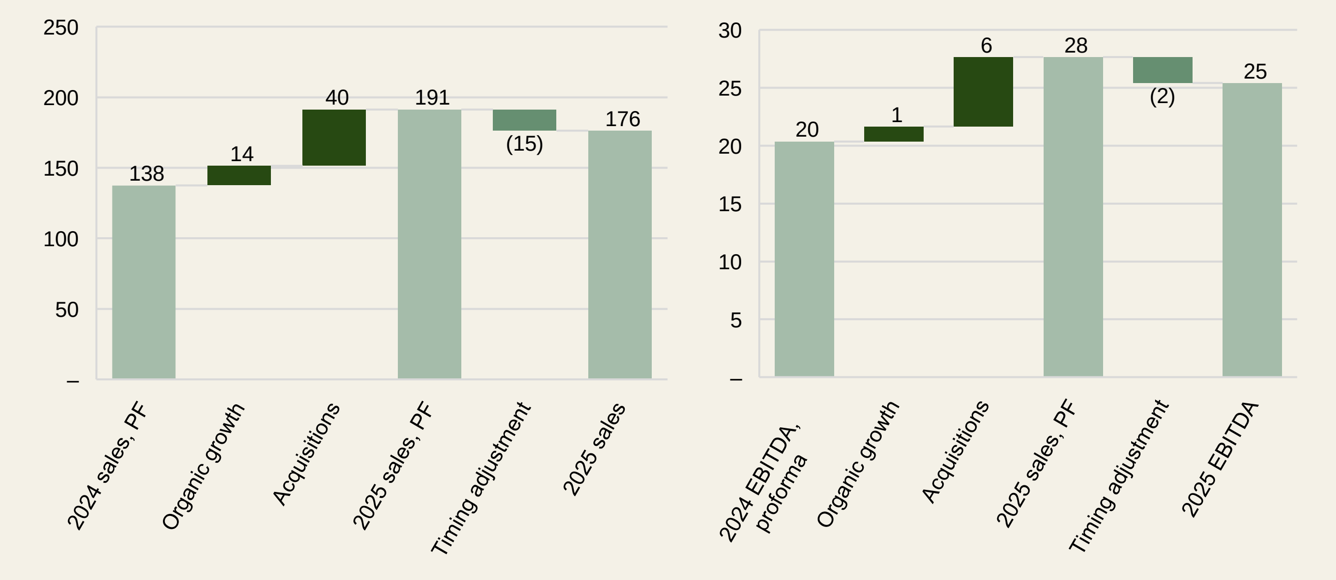
Organically, growth should accelerate from ~7% in 2024 to ~10% in 2025. Last year, Izertis increased headcount by ~8%, focusing on senior sales talent. This drove a 6% rise in average employee cost. While H1 was mainly devoted to integrating 2023 acquisitions, the ramp-up began in H2 — when organic growth reached ~16% YoY. We expect this momentum to carry on into 2025.

3 acquisitions completed this year, and 2-3 more are in the pipeline

Inorganically, the three acquisitions completed so far (*see appendices*) could add ~€40m (30%) in *pro forma* sales. Management expects 2–3 more transactions this year, each adding ~€10m. We conservatively assume only one more closes this year, bringing total *pro forma* inorganic contribution to €40m (30%). Of this, we estimate ~63% will consolidate in 2025, contributing €25m (19%) to reported growth.

Roughly one-third of expected 2025 growth is organic; two-thirds is M&A-driven. Reported EBITDA margins should remain stable at ~14.5% — already best-in-class. Management has noted that recent acquisitions have margin profiles broadly aligned with Izertis's, limiting any dilution.

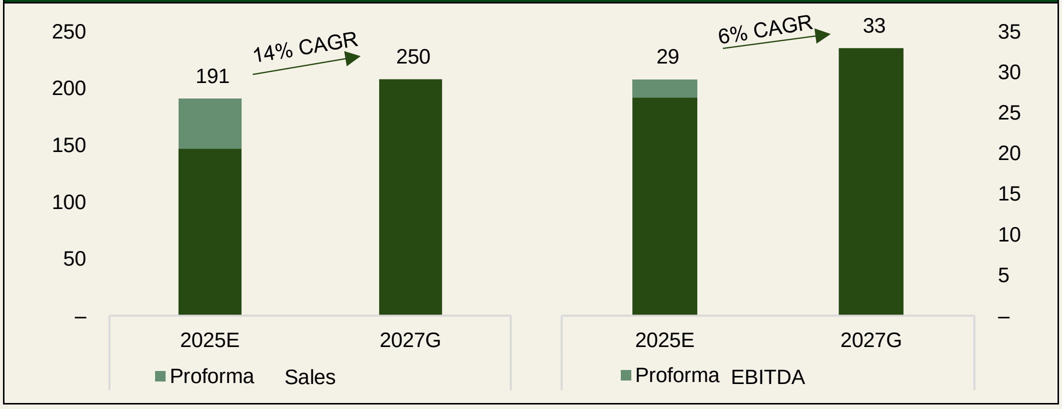
IZERTIS: WE EXPECT HIGH CONTRIBUTION FROM M&A, ALTHOUGH CONSOLIDATION TIMING LIMITS THE REPORTED FIGURE



Source: Alantra Equities estimates

On a *pro forma* basis, we estimate 2025 EBITDA at €29m. Normalized EBITDA would be €30m already close to Izertis's €33m 2027 target. We see an upward guidance revision as likely, either post-relisting or at the FY25 results.

IZERTIS: 2025 PROFORMA RESULTS WILL LIKELY RENDER 2027 TARGETS UNDEMANDING



Source: Alantra Equities 2025 estimates and Izertis 2027 guidance

2) Strategic move into overseas production

Client and talent pools are diverging

Izertis is evolving from a domestic consultancy to a global platform. Historically, its sales and production teams were based in Spain. As the company internationalizes, commercial opportunities and talent pools are diverging — and Izertis is decoupling its go-to-market and production footprints. The commercial footprint is expanding North — into the UK, Switzerland, and North America (via Mexico) — while production is shifting South, to LatAm and India.

Izertis is adding production hubs in LatAm and India

The LatAm hub has grown through recent acquisitions and was reinforced by the purchase of Coderland (a Global Dominion spinoff active across Central and South America). LatAm brings proximity to the US and Mexican markets, with lower cultural and language barriers. Izertis intends to open new production centres in the coming years and a JV with local partners for talent sourcing.

India marks a new strategic chapter. While many peers have struggled in India due to cultural frictions and high turnover, Izertis has adopted a cautious, integration-focused approach:

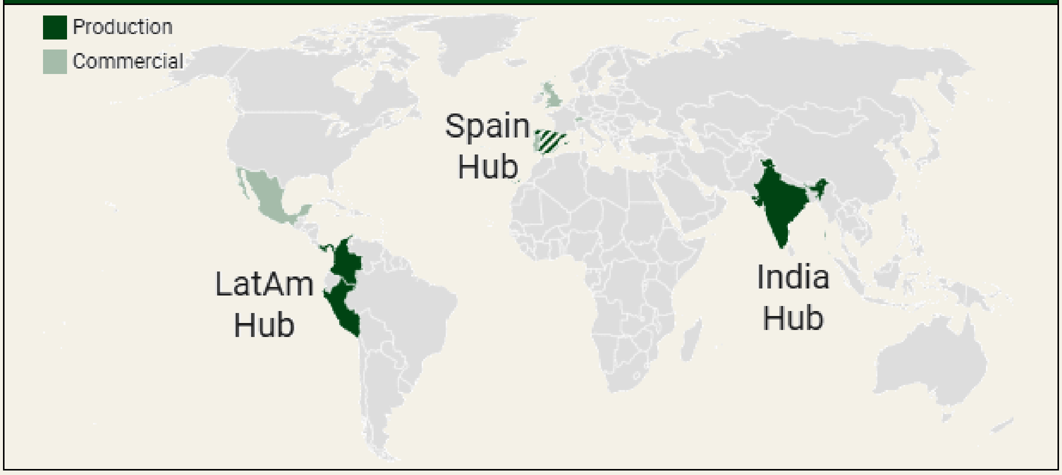
1) It is targeting top-tier Indian talent by offering above-market compensation and Western-style working conditions (e.g. remote work, paid leave, etc.), aiming to reduce churn;

2) it entered via a joint venture with a local partner and is investing in integration — bringing Indian staff to Spain, enforcing minimum Spanish training, and actively fostering cultural alignment.

The approach is not pure offshoring, but a balance of near and offshore servicing

Importantly, Izertis is not offshoring low-value BPO work. It is expanding high-value software engineering capacity — talent scarcity, not just cost, is the primary constraint in Europe. Izertis aims to add 500 new employees (vs 2,200 current global headcount) to the LatAm and India production hubs by 2027.

IZERTIS: DECOUPLING SALES FROM PRODUCTION HUBS



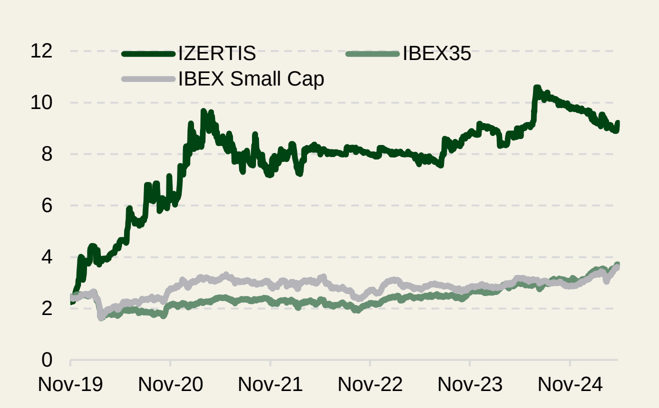
Source: Alantra Equities

3) Uplisting to Spain's main stock exchange

Strong track-record at BME Growth

We expect Izertis to transition from BME Growth to *Mercado Continuo* in 2025 — a milestone in its 2027 roadmap. Since its 2019 listing, the stock is up 5X, supported by a 4.5X rise in EBITDA and 8X growth in EPS. It is one of the most liquid names on the BME Growth index.

IZERTIS: SHARE PRCE HAS OUTPERFORMED INDICES



Source: LSEG Workspace

IZERTIS: ONE OF BME GROWTH'S BIGGEST NAMES

	Mkt. Cap	Free Float	ADV
IZERTIS	€253m	€117m	€34k
RANKS of BME Growth's 118 listed companies	#19	#6	#12

ADV = Average Daily Value traded

Source: LSEG Workspace and BME Growth

Relisting in the main market is a major step forward

Relisting brings no capital raise but should increase visibility among institutional investors, improve share liquidity, and ease access to capital — while also enhancing credibility with clients and top-tier talent.

Technically, Izertis must withdraw its 2027 guidance during the relisting process. We see this as an opportunity to introduce upgraded and more ambitious targets — likely either after the relisting or at FY25 results.

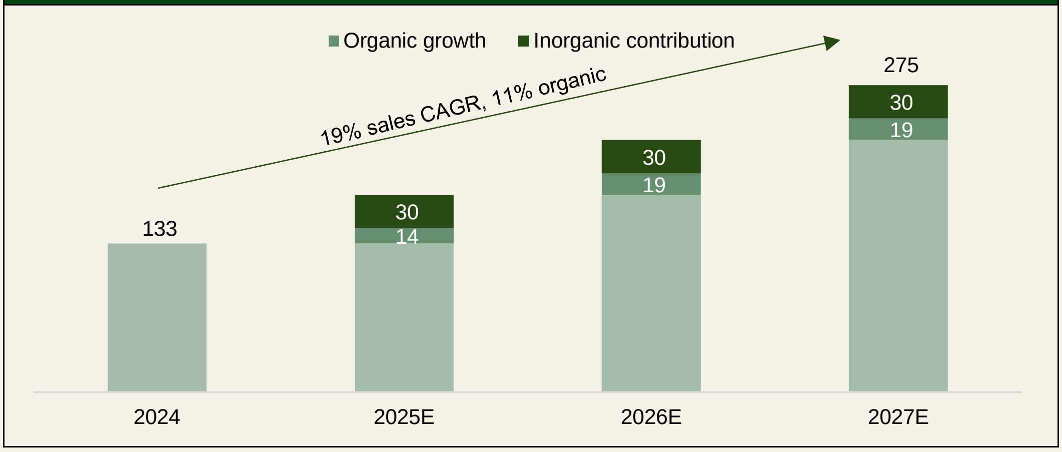
III. Major growth potential

1) Growth to 2027 — and beyond

We expect near 20% annual sales growth

Growth continues beyond 2025, with an estimated sales CAGR of 19% through 2027. Organic growth should account for roughly one-third of the total, at 10% annually in 2025–26, softening to 8% in 2027. The addressable market remains vast for Izertis' size, and the organic slowdown reflects base effects, not structural limitations. Organic contribution still equates to ~€20m (~10%) in incremental sales per year. The remaining two-thirds of growth is M&A-driven, adding ~€30m (~15%) annually. We forecast revenue to reach €275m by 2027 — 10% above the official €250m target.

IZERTIS: M&A TO CONTINUE DRIVING 2/3 OF SALES GROWTH

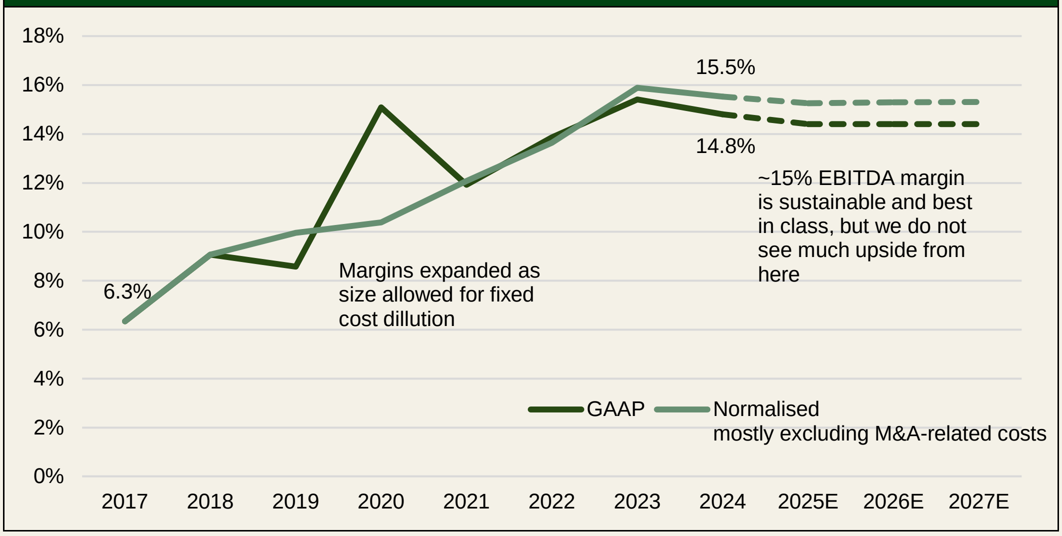


Source: Alantra Equities estimates

Margins should remain stable at current best-in-class levels

Margins have expanded greatly over the past eight years, stabilizing now at ~15% EBITDA — exceptional for a firm of Izertis's size. Only global players like Accenture, IBM, and Gartner operate meaningfully higher, typically at ~20%, but they have massive scale and deep offshore structures that Izertis is unlikely to fully replicate in the medium term. So we assume margin stability through 2027.

IZERTIS: MARGINS TO REMAIN STABLE AT THE CURRENT HIGH LEVEL



Source: Izertis historical data and Alantra Equities estimates

We estimate EBITDA CAGR of 26% over 2024–27, reaching €40m — 20% above Izertis's €33m target. D&A and PPA amortization should rise in line with sales, as two-thirds of growth is M&A-driven. Financial costs are also set to increase, with part of the M&A financed through debt, though leverage should remain stable. EBITA and net profit should broadly scale with sales and EBITDA.

IZERTIS: EXPECT SALES AND PROFIT CAGR AT HIGH 20s THROUGH THE P&L

(€ m)	2023	2024	2025E	2026E	2027E	2024-27 CAGR
Sales	**117.2**	**133.1**	**176.4**	**225.5**	**274.8**	**27.3%**
YoY	32.6%	13.5%	32.5%	27.9%	21.8%	
EBITDA	**18.1**	**19.7**	**25.4**	**32.5**	**39.6**	**26.2%**
Margin	15.4%	14.8%	14.4%	14.4%	14.4%	
YoY	47.3%	9.0%	29.0%	27.9%	21.8%	
EBITA	**15.0**	**16.2**	**21.0**	**26.8**	**32.7**	**26.4%**
Margin	12.8%	12.2%	11.9%	11.9%	11.9%	
YoY	61.2%	7.7%	29.6%	27.9%	21.8%	
Net profit	**5.0**	**4.3**	**5.1**	**7.2**	**9.4**	**29.9%**
Margin	4.3%	3.2%	2.9%	3.2%	3.4%	
YoY	31.5%	(15.0%)	20.0%	40.6%	30.0%	
Net profit, adjusted	**9.0**	**8.8**	**11.1**	**14.7**	**18.4**	**27.8%**
Margin	7.7%	6.6%	6.3%	6.5%	6.7%	
YoY	46.8%	(1.7%)	26.3%	32.2%	24.9%	

Source: Alantra Equities estimates

25% EPS CAGR despite increase in share count

Share-based earn-outs introduce modest dilution. We model a 3% CAGR in the share count over 2024–27. This impact is more than offset by profit growth: we estimate ~30% CAGR in reported and adjusted net profit, resulting in 27% EPS CAGR (or 25%, excluding PPA).

IZERTIS: THE INCREASE IN SHARE COUNT FROM M&A IS VERY AFFORDABLE

	2023	2024	2025E	2026E	2027E	2024-27 CAGR
Net profit (€ m)	5.0	4.3	5.1	7.2	9.4	30%
Net profit, adjusted* (€ m)	9.0	8.8	11.1	14.7	18.4	28%
Shares outstanding (m)	24.7	27.6	28.3	29.1	29.8	3%
EPS (€)	0.20	0.16	0.18	0.25	0.32	27%
EPS, adjusted* (€)	0.36	0.32	0.39	0.51	0.62	25%

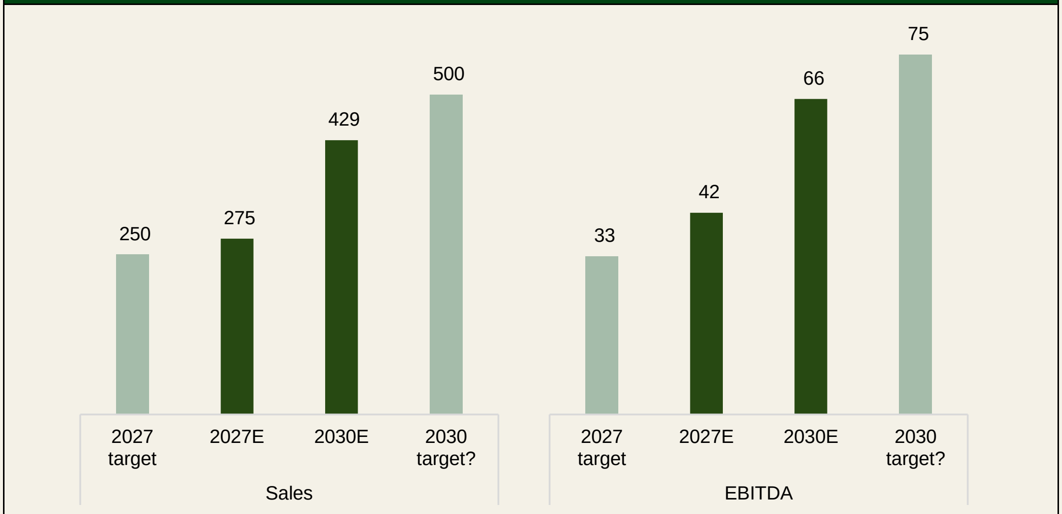
*Adjusted excluding PPA amortization

Source: Alantra Equities esto,ates

New targets could aim to double again by 2030

We expect Izertis to revise its mid-term financial targets upwards. In line with its previous plans, management appears to aim for another doubling over five years — reaching €500m in revenue and €75m in EBITDA by 2030. Our estimates fall slightly short but assume no acceleration in M&A — something we see as plausible at larger scale.

IZERTIS: THE TARGETS FOR THE NEW PLAN TO 2030 COULD BE TO DOUBLE EBITDA AGAIN



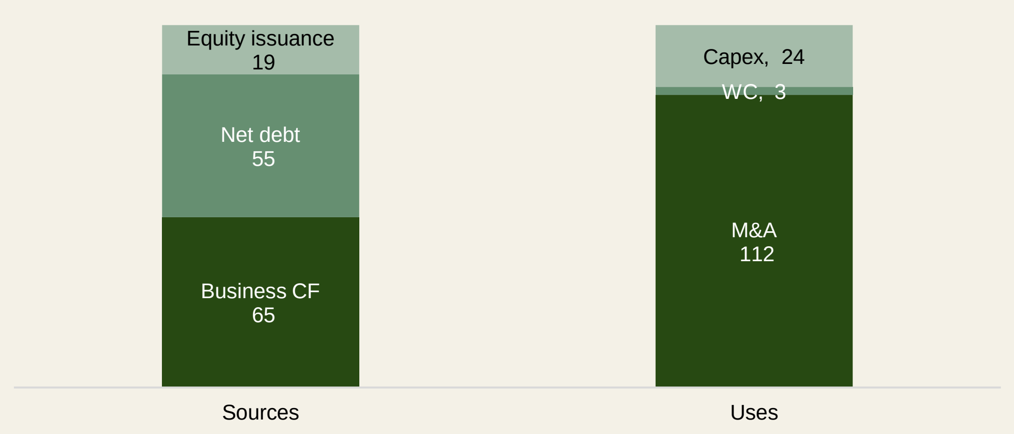
Source: Alantra Equities estimates

M&A is the main use of funds, and is finances with organic CF, debt, and a bit of equity

2) How is this growth funded?

Sustaining ~20% annual growth requires investment. We estimate €112m in M&A spend over 2025–27 (net of €8m in minority financing, as Izertis acquired only 50% of Coderland). Additional needs to sustain growth include €24m in capex and €3m in working capital — mostly front-loaded in 2025. These are covered by €65m in operating cash flow, €55m in net debt, and €19m in new equity (primarily earn-out settlements). Leverage should remain stable around 3X ND/EBITDA.

IZERTIS: M&A IS THE MAIN USE OF FUNDS IN 2025-27, FUNDED WITH ORGANIC CF AND NET DEBT



Source: Alantra Equities estimates

We project organic cash flow to rise from €2m in 2024 to €15m by 2027, driven by EBITDA growth and lower working capital intensity (which doubled from 7% to 14% of sales in 2024). That cash is fully absorbed by M&A (€36–48m/year), pushing net debt from €63m to €117m. Our net debt figure includes earn-outs and lease liabilities.

IZERTIS: CASH FLOW ESTIMATES

(€ m)	2023	2024	2025E	2026E	2027E	2025-27
EBITDA	18.1	19.7	25.4	32.5	39.6	97.5
Financials	(4.0)	(5.2)	(6.4)	(7.7)	(8.8)	(22.8)
Taxes	(2.6)	(0.5)	(1.0)	(1.5)	(2.0)	(4.5)
Leases, provisions, other	(3.9)	1.5	(1.6)	(1.6)	(1.7)	(4.9)
Business CF	**7.5**	**15.4**	**16.5**	**21.7**	**27.0**	**65.2**
Capex	(3.0)	(4.9)	(6.2)	(7.9)	(9.6)	(23.7)
WC	(1.7)	(8.6)	2.9	(2.9)	(2.9)	(3.0)
Organic CF	**2.8**	**2.0**	**13.2**	**10.9**	**14.5**	**38.6**
M&A	(31.3)	(13.7)	(48.0)	(36.0)	(36.0)	(120.0)
Minorities	–	–	8.0	–	–	8.0
Equity issuance	9.4	2.1	7.0	9.0	2.9	18.9
Change in net debt	**(19.1)**	**(9.7)**	**(19.8)**	**(16.1)**	**(18.6)**	**(54.5)**

Source: Alantra Equities estimates

Leverage should remain stable at 3X, the company's internal ceiling

Leverage is expected to remain stable at ~3X ND/EBITDA through 2027. A temporary uptick to 3.2X in 2025 is due to mid-year M&A consolidation, but *pro forma* leverage stays flat. Using Izertis's preferred methodology (which excludes lease liabilities and uses normalized EBITDA), leverage hovers slightly below 3X. Izertis has an internal leverage ceiling of 3X.

IZERTIS: LEVERAGE TO REMAIN STABLE AT ~3X					
(€ m)	**2023**	**2024**	**2025E**	**2026E**	**2027E**
Financial debt	29.5	33.5	38.5	43.5	48.5
Earn outs	13.3	12.5	17.5	22.5	27.5
Cash	(29.4)	(32.4)	(36.7)	(39.7)	(40.1)
Net debt (Izertis)	**48.8**	**59.7**	**79.4**	**95.4**	**114.0**
Leases	4.3	3.0	3.1	3.2	3.3
Net debt, adjusted	**53.1**	**62.7**	**82.5**	**98.6**	**117.3**
EBITDA, normalised (Izertis)	18.6	20.7	26.9	34.5	42.1
EBITDA	18.1	19.7	25.4	32.5	39.6
ND/EBITDA (Izertis) (x)	**2.6**	**2.9**	**3.0**	**2.8**	**2.7**
ND/EBITDA, adjusted (x)	**2.9**	**3.2**	**3.2**	**3.0**	**3.0**

Source: Alantra Equities

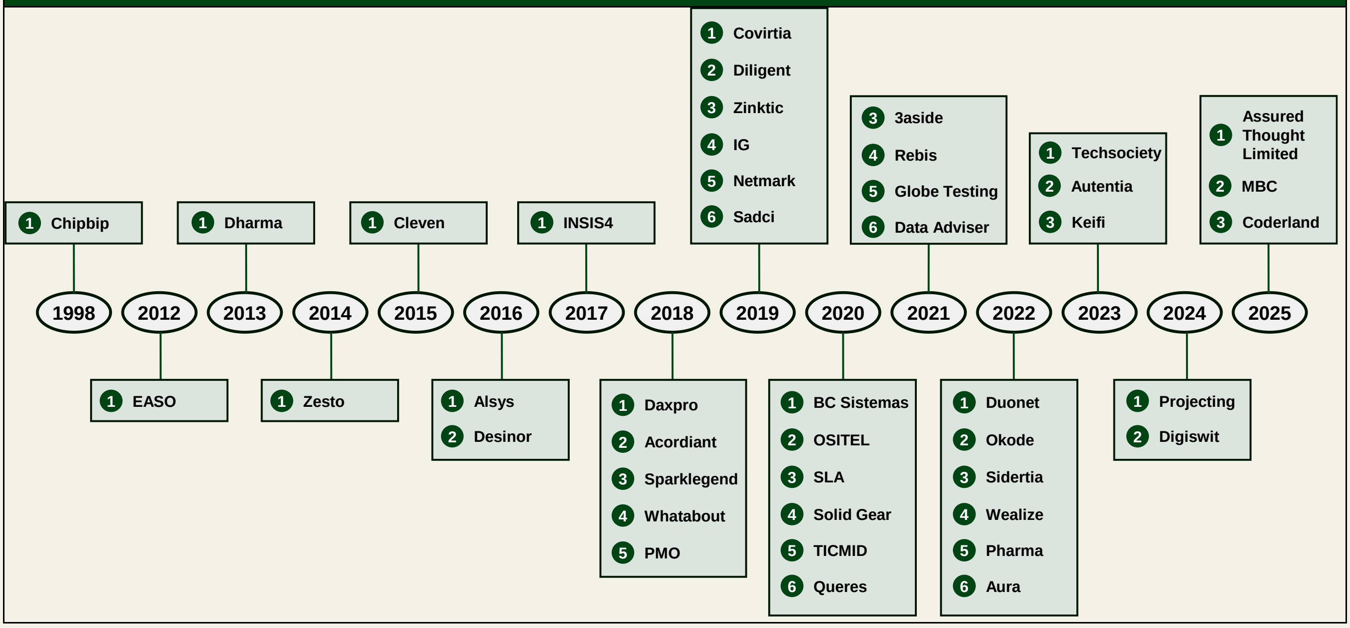
3) Our M&A estimates and Izertis' track-record

Our M&A assumptions imply €30m in annual sales and €4.5m in EBITDA added per year, accounting for roughly two-thirds of our expected growth through 2027. Given its central role, we believe it's important to assess Izertis' historical M&A execution as context for future performance.

Izertis has a strong M&A track-record

Since inception, Izertis has completed 43 acquisitions, including 35 since 2018. Total investment has exceeded €100m, equivalent to ~40% of its current market cap.

IZERTIS: AN M&A COMPOUNDER



Source: Izertis corporate presentation and press releases

The average deal has been executed at 7X EV/EBITDA.

IZERTIS: HAS PAID ROUGHLY 7X EBITDA IN PAST ACQUISITIONS							
	2018	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**
Number of acquisitions (#)	5	6	6	4	6	3	2
EV/EBITDA (x)	7.0	7.0	7.4	6.9	5.5	7.0	8.8

Source: Izertis annual reports

We expect acquisitions at 8X EV/EBITDA

Looking ahead, we assume acquisitions will be made at ~8x EV/EBITDA — slightly higher, reflecting a move toward larger and more mature targets. Our base case assumes 2–3 acquisitions per year, each contributing ~€10m in annual revenue. To support this, we estimate €36m in annual M&A investment, rising to €48m in 2025 to reflect the strong start (three deals already closed) and a visible pipeline of additional transactions.

Izertis typically uses a deferred payment model rather than full upfront cash. The typical structure includes an upfront cash payment, assumed debt, and a performance-based earnout, often settled in newly issued shares. We model 50–66% of deal value as upfront cash, 10% as integrated debt, and 20–30% as deferred/earnout.

IZERTIS: WE EXPECT CONTINUED M&A INVESTMENT OF ~€40m ANNUALLY

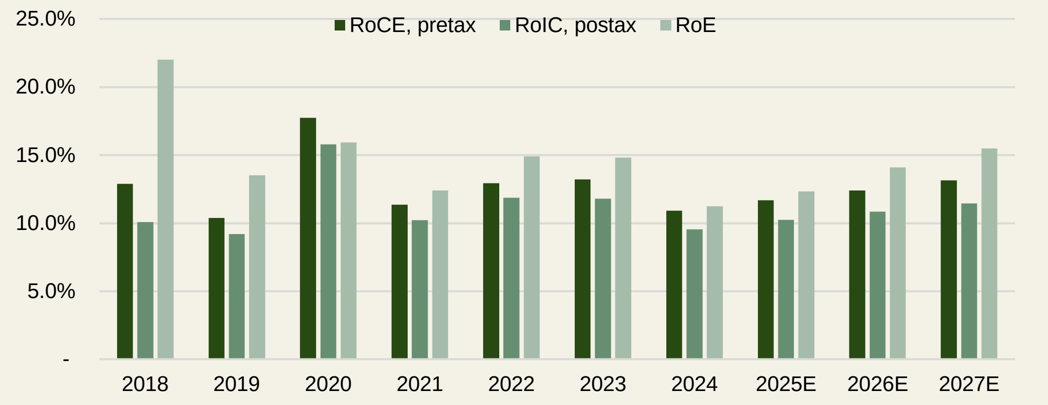
(€ m)	2023	2024	2025E	2026E	2027E	2025-27
M&A EV investmnet	**31**	**14**	**48**	**36**	**36**	**120**
o.w. cash	17	12	24	18	24	66
o.w. earn outs	2	(1)	5	5	5	15
o.w. debt incorporated	3	0	4	4	4	12
o.w. minorities	–	–	8	–	–	8
o.w. equity	9	2	7	9	3	19

Source: Alantra Equities estimates

Return on capital in double digits

This approach has preserved capital discipline. Despite the dilutive nature of early-stage M&A, returns on capital (RoCE, RoIC, and RoE) have consistently remained in double digits.

IZERTIS: RETURN ON CAPITAL SUGGEST VALUE CREATION IN M&A



Source: Izertis annual reports, Alantra Equities estimates

4) Raising equity could make sense further down the line

Our growth forecasts are funded through a mix of organic cash flow, net debt, and equity-settled earnouts.

However, leverage is already at the group's ceiling of 3.0x net debt / EBITDA through 2025–27 — or ~3.4x on our adjusted basis (including leases and using GAAP EBITDA). While manageable, we consider this level stretched for a listed company operating in a low-asset, project-based business without long-term contracted revenues.

Looking ahead, we think a moderation toward <2x leverage would enhance financial resilience and market perception. To sustain current growth rates while improving the capital structure, a primary equity raise could be prudent — especially as Izertis transitions to Mercado Continuo, increasing its visibility and institutional access.

IV. Valuation

1) €11.8-16.1 DCF-based valuation range

We use two growth scenarios after 2027: converging with industry growth or continuing with substantial inorganic contribution

We value Izertis at €11.8–16.1 per share based on a DCF model. This is based on our estimates through 2027 (aligned with the strategic plan) and extends into two post-2027 scenarios. After delivering a 31% revenue CAGR between 2017 and 2024, and a projected 27% CAGR over 2024–27, we taper growth to 12% (conservative case) and 16% (optimistic case) from 2027–33, reflecting scale effects. The conservative case basically reflects growth converging with current industry trends, as IT services in digitalization is expected to grow at 10-15% annually through 2030. The optimistic scenario assumes continued organic growth and falling contribution from M&A as the higher scale makes it difficult to continue compounding at >20% per annum. Terminal EBITDA margin is normalized at 14.5–15.5%, in line with current performance. Net investment (M&A, capex, working capital less D&A) is also scaled back post-2027, and we assume a gradual increase in the effective tax rate.

IZERTIS: DCF ASSUMTIONS CONTEMPLATE A SLOWDOWN AFTER 2027

			2027-33	
	2017-24	2024-27	Conservative	Optimistic
Sales CAGR	31.3%	27.3%	11.9%	16.0%
EBITDA margin	11.9%	14.4%	14.5%	15.5%
EBITA margin	8.6%	11.9%	12.0%	13.0%
Net investment to sales	20.8%	20.0%	8.9%	9.7%
Tax rate	8.0%	12.6%	14.2%	14.2%

Source: Alantra Equities

We use a 12% cost of equity and 10.5% WACC

Both scenarios assume a 2% terminal growth rate and 10.5% WACC (based on 12% cost of equity and 6% pre-tax cost of debt). Over time, Izertis's larger scale, improved share liquidity, and track record could support a lower cost of capital. Our base case yields an enterprise value of €429–552m, translating to €11.8–16.1 per share — 30–80% above current prices.

IZERTIS: COMMON ASSUMPTIONS OF 12% COST OF EQUITY AND 10.5% WACC

(€ m)	Conservative	Optimistic
EV	**429.2**	**552.0**
Net debt, 2025	(82.5)	(82.5)
Minorities	(8.8)	(8.8)
Equity value	**337.8**	**460.6**
Share count (m)	28.7	28.7
Equity p.s. (€)	**11.80**	**16.10**
Current price (€)	9.00	9.00
Upside	**31%**	**79%**

Terminal assumptions	%
Risk free	3.5%
Equity risk premium	5.5%
Beta	1.5x
Cost of equity	**12.0%**
Cost of debt, pretax	**6.0%**
Equity | Debt structure	80% | 20%
WACC	**10.5%**
Terminal growth	**2.0%**

Source: Alantra Equities

This implies EV/EBITDA valuation multiples of 17X/13X/11X for 2025/26/27 in the conservative case, and 22X/17X/14X in the optimistic case.

IZERTIS: 17-22X25 EV/EBITDA VALUATION RANGE

	Conservative			Optimistic		
(x)	2025	2026	2027	2025	2026	2027
EV / EBITDA	16.9	13.2	10.8	21.7	17.0	13.9
EV / EBITA	20.4	16.0	13.1	26.3	20.6	16.9
P / E	30.3	22.9	18.4	41.4	31.3	25.0

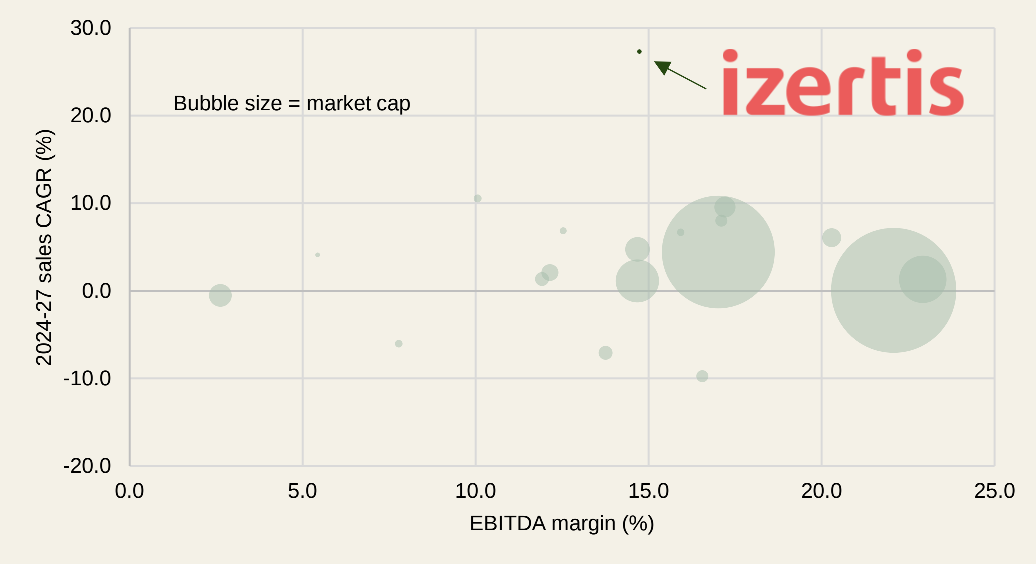
Source: Alantra Equities

2) Peers: Izertis is an outlier and so should be its valuation

Izertis' growth profile is unmatched in the listed space

Izertis stands out in the IT services peer group. While among the smallest players in both revenue and market cap, it operates at margin levels comparable to much larger firms. Its most distinctive feature, however, is growth: we forecast 30% sales CAGR over 2024–27 — nearly triple that of the next fastest-growing peer.

IZERTIS: IZERTIS GROWTH IS ~3X ITS RUNNER UP AND MARGINS ARE ON THE HIGH END



Source: Alantra Equities

Small peers trade at 8X EV/EBITDA, but those with high margins and growth trade at 12-13X

There is no direct peer with the same combination of scale, margins, and growth. Standard peer multiples, therefore, fail to capture the full equity story. That said, Izertis's modest size and limited visibility may continue to keep the shares anchored to peer valuation ranges — at least until rerating events materialize (e.g. guidance upgrade, relisting). In the meantime, shares should at least track earnings growth to avoid derating.

IZERTIS: PEER MULTIPLES

	Mkt cap (€ bn)	Sales CAGR	EBITDA margin	EV/EBITDA 2025	EV/EBITDA 2026	EV/EBIT 2025	EV/EBIT 2026	P/E 2025	P/E 2026
Accenture	169.6	4.4	17.0	14.6	13.7	17.7	16.5	24.1	22.6
IBM	208.4	0.1	22.1	15.6	14.8	22.7	20.7	23.2	21.9
Capgemini	24.7	1.1	14.7	7.9	7.6	10.0	9.7	12.4	11.7
Large scale players		**1.9**	**17.9**	**12.7**	**12.0**	**16.8**	**15.6**	**19.9**	**18.7**
Epam	8.0	4.7	14.7	9.1	8.1	10.0	8.9	15.3	13.5
Reply	5.9	9.6	17.2	12.6	11.6	15.3	14.0	22.8	20.6
Sopra Steria	3.8	2.1	12.2	6.7	6.4	9.2	8.7	10.7	9.6
Alten	2.6	1.3	11.9	6.4	5.9	8.2	7.6	10.1	9.1
Netcompany	1.9	8.0	17.1	13.2	12.0	17.6	14.8	21.1	16.5
Tietovery	1.9	(9.8)	16.6	7.2	6.6	11.4	9.9	10.0	9.0
Econocom	0.3	4.1	5.4	3.3	3.0	4.5	4.0	4.4	4.0
Endava	0.8	6.7	15.9	6.5	5.5	8.0	6.5	11.8	9.9
Nagarro	0.8	10.6	10.1	8.3	7.1	11.8	9.6	13.6	11.2
GFT Technologies	0.7	6.9	12.5	8.8	7.8	11.7	9.7	14.6	12.1
SMID IT specialists		**4.4**	**13.4**	**8.2**	**7.4**	**10.8**	**9.4**	**13.4**	**11.6**
Izertis	**0.3**	**27.3**	**14.8**	**13.6**	**11.4**	**16.5**	**13.8**	**22.8**	**17.8**

Source: LSEG Workspace for prices and peer estimates, Alantra Equities estimates for Izertis

M&A transactions have been done at 9-30X

3) The sector has been active in M&A

Izertis could eventually be targeted for acquisition — either by industrial or financial players. The IT services space is highly fragmented, synergy-rich, and typically unconstrained by antitrust rules. Strategic acquirers may gain access to Izertis' capabilities in cloud, AI, and cybersecurity, while mid-sized players could benefit from its client footprint and commercial engine.

Private equity also remains highly active across the sector, especially in in buy-and-build strategies. Smaller high-growth firms like Izertis often command premium takeout multiples, supported by their scarcity value and the expectation of further margin expansion at scale.

IZERTIS: M&A MULTIPLES HAVE VARIED WIDELY

Target	Acquirer	EV (€ m)	EV/EBITDA	Notes
Babel	Mubadala	300	20.0	Acquired 60% stake
Seidor	Carlyle	833	9.0	Acquired 60% stake
Equativ	Bridgepoint	350	n.a.	3X EV / sales
Darktrace	Thoma Bravo	4,907	34.0	44% premium to market price
IFS AB	Hg, TA, and EQT	3,000	n.a.	
FD Technologies	TA Associates	496	50.0	48% premium to market price

Source: Press and LSEG Workspace

We do not expect a re-rating well above peers: but profit growth should drive returns

4) Equity investment IRR scenarios

Our DCF-based valuation implies multiples well above current market levels — and above the peer group. That said, we recognise that a relatively unknown name with limited liquidity is unlikely to sustain a meaningful premium to more established players. In our view, the upside for investors doesn't rely on a rerating, but rather on maintaining a reasonable multiple on a growing profit base.

The table below shows the implied equity IRR based on different EV/EBITDA multiples applied to the current year (not forward) earnings base. We present a range of outcomes:

IZERTIS: SHARE PRICE SENSITIVITY…

Exit share price		EV/EBITDA multiple (x)				
		8.0	10.0	12.5	15.0	20.0
Exit year	2026	5.24	7.43	10.18	12.92	18.40
	2027	6.45	9.10	12.40	15.71	22.33
	2028	7.83	10.90	14.73	18.56	26.22

Source: Alantra Equities

…AND RESULTING EQUITY IRR FROM CURRENT LEVELS

Equity IRR		EV/EBITDA multiple (x)				
		8.0	10.0	12.5	15.0	20.0
Exit year	2026	(43%)	(19%)	11%	40%	100%
	2027	(16%)	(1%)	16%	31%	56%
	2028	(5%)	6%	17%	26%	42%

Source: Alantra Equities

- **Lower case (~8X EV/EBITDA).** Izertis' multiple converges with smaller, slower-growing consultancies. If this materialises by 2026, it implies a -43% IRR. By 2028, the impact is cushioned by EBITDA growth, limiting the downside to -5% IRR.

- **Central case (12.5X).** Consistent with high-margin, fast-growing small and mid-cap peers. This yields an equity IRR of 11% to 2026, 16% to 2027, and 17% to 2028 — even assuming a slight derating from current levels. Note that, by 2027-28, Izertis remains a fast-growing consultancy with double-digit growth rates even after assuming a slowdown.

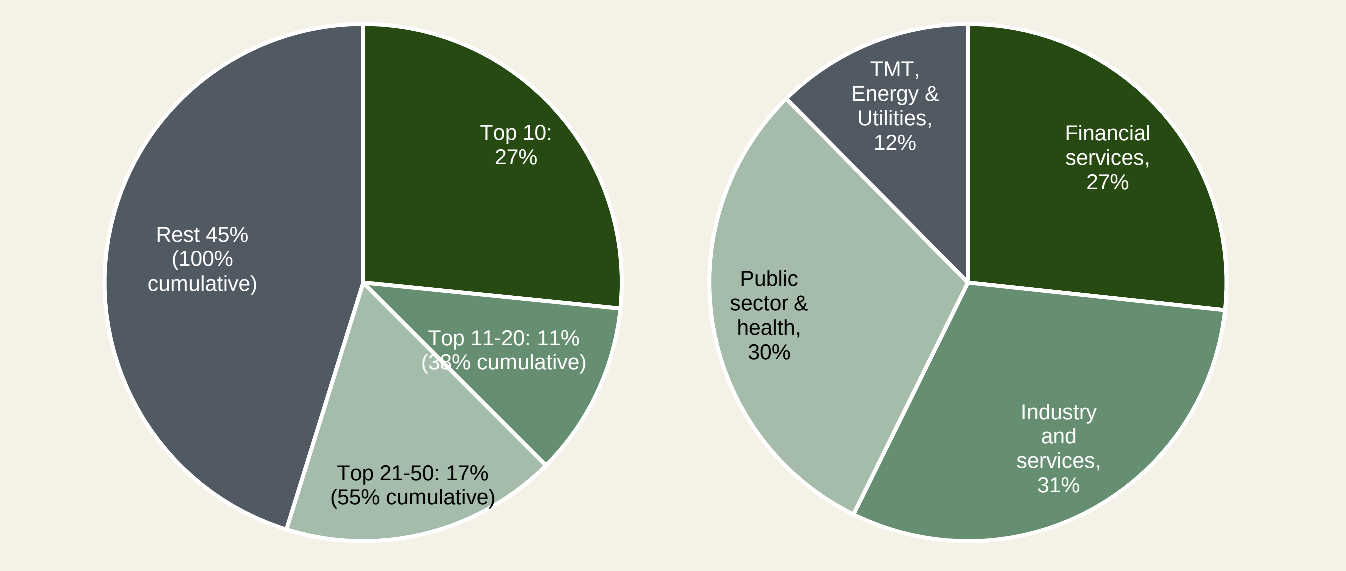
- **High case (20X).** Reflecting M&A exit multiples, such as the ~20X paid for Babel. At 20Xm IRRs reach 100% (2026), 56% (2027) and 42% (2028).

These IRRs already include the dilutive effect of equity-settled earnouts in our share count assumptions.

V. Appendices

1) Sales breakdown

IZERTIS: SALES CONCENTRATION BY CLIENT AND END INDUSTRY



Source: Izertis corporate presentation

2) Recent M&A transactions

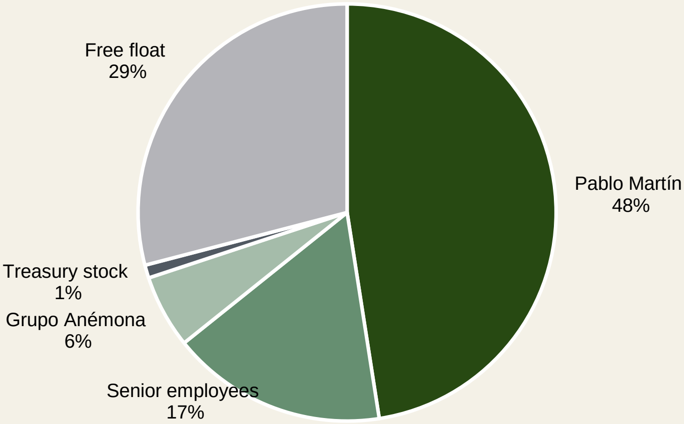
IZERTIS: 2024-25YTD M&A DEALS

Acquisition date	Acquired company	Revenue (€ m)	EBITDA (€ m)	Rationale of the deal
2024 July	Projecting	5.3	0.4	Access to UK clients in financial services
2024 September	Digiswit	2.1	n.a.	Access to Swiss clients
2025 January	Assured Thought	4.7	n.a.	Access to UK clients in financial services
2025 April	MBC	8.4	n.a.	Access to UK clients in financial services
2025 April	Coderland	9.0	1.5	Production capacity in LatAm hub

Source: Izertis press releases

3) Shareholder structure

IZERTIS: SHAREHOLDER STRUCTURE



Source: Izertis corporate presentation

4) Full P&L estimates

IZERTIS: P&L ESTIMATES

	€ m					YoY growth rates				
	2023	2024	2025E	2026E	2027E	2023	2024	2025E	2026E	2027E
Sales	**117.2**	**133.1**	**176.4**	**225.5**	**274.8**	**33%**	**14%**	**33%**	**28%**	**22%**
Procurements	(19.4)	(21.6)	(29.1)	(37.2)	(45.3)	11%	11%	35%	28%	22%
Personnel costs	(78.4)	(89.8)	(119.0)	(152.2)	(185.4)	33%	15%	33%	28%	22%
Other opex	(5.6)	(7.2)	(9.5)	(12.1)	(14.8)	22%	27%	33%	28%	22%
Other income	4.1	5.0	6.6	8.5	10.3	8%	23%	33%	28%	22%
Other results	0.1	0.1	–	–	–	(89%)	17%	(100%)	–	–
EBITDA	**18.1**	**19.7**	**25.4**	**32.5**	**39.6**	**47%**	**9%**	**29%**	**28%**	**22%**
D&A, excl. PPA	(3.0)	(3.5)	(4.4)	(5.6)	(6.9)	3%	16%	26%	28%	22%
EBITA	**15.0**	**16.2**	**21.0**	**26.8**	**32.7**	**61%**	**8%**	**30%**	**28%**	**22%**
PPA amortisation	(5.2)	(6.0)	(8.0)	(10.0)	(12.0)	73%	15%	32%	25%	20%
EBIT	**9.8**	**10.2**	**13.0**	**16.8**	**20.7**	**56%**	**4%**	**28%**	**30%**	**23%**
Interest income	0.1	0.1	0.1	0.1	0.1	(7%)	(25%)	21%	10%	5%
Interest expense	(4.1)	(5.3)	(6.4)	(7.7)	(8.9)	111%	30%	22%	20%	15%
Other financials	(0.2)	0.2	–	–	–	(59%)	(198%)	(100%)	–	–
Pretax profit	**5.6**	**5.1**	**6.6**	**9.2**	**11.9**	**40%**	**(9%)**	**30%**	**39%**	**30%**
Income tax	(0.6)	(0.7)	(1.0)	(1.5)	(2.0)	110%	19%	34%	48%	38%
Minorities	0.0	(0.1)	(0.5)	(0.5)	(0.5)	–	(397%)	481%	–	–
Net profit	**5.0**	**4.3**	**5.1**	**7.2**	**9.4**	**31%**	**(15%)**	**20%**	**41%**	**30%**
EPS (€)	**0.20**	**0.16**	**0.18**	**0.25**	**0.32**	**26%**	**(24%)**	**17%**	**36%**	**27%**
Margins										
EBITDA margin	15.4%	14.8%	14.4%	14.4%	14.4%	154 bps	(61 bps)	(40 bps)	0 bps	(0 bps)
EBITA margin	12.8%	12.2%	11.9%	11.9%	11.9%	228 bps	(65 bps)	(27 bps)	0 bps	(0 bps)
EBIT margin	8.3%	7.6%	7.4%	7.5%	7.5%	124 bps	(72 bps)	(26 bps)	10 bps	7 bps
Net margin	4.3%	3.2%	2.9%	3.2%	3.4%	(4 bps)	(108 bps)	(31 bps)	29 bps	21 bps

Source: Alantra Equities estimates

5) Full cash flow estimates

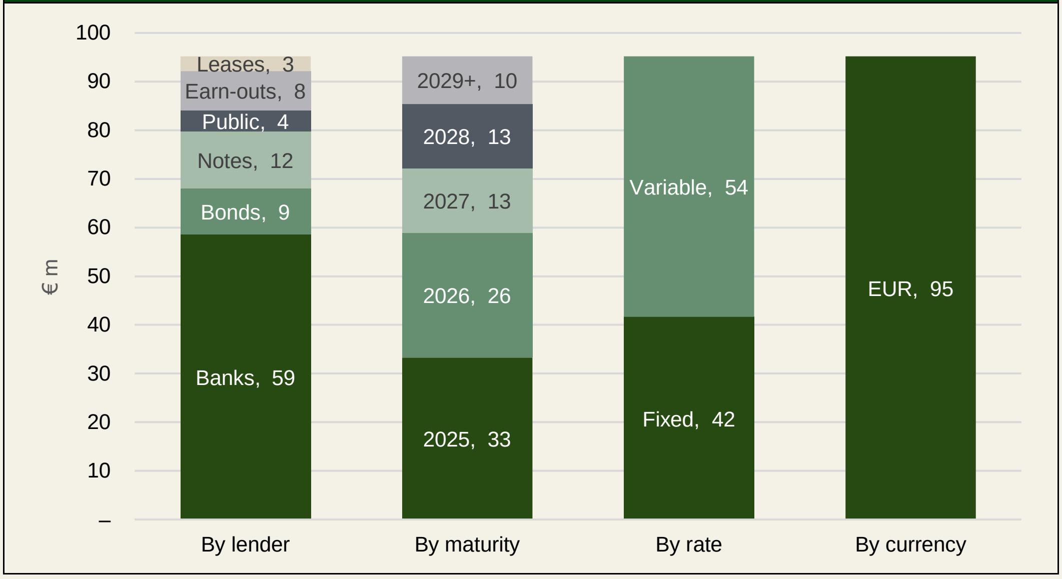
IZERTIS: CASH FLOW STATEMENT, ADJUSTED

(€ m)	2022	2023	2024	2025E	2026E	2027E
Net profit	3.8	5.0	4.3	5.1	7.2	9.4
D&A	6.0	8.3	9.5	12.4	15.6	18.9
Minorities	(0.1)	(0.0)	0.1	0.5	0.5	0.5
Non-cash items	(1.9)	(5.2)	(0.5)	(1.6)	(1.6)	(1.7)
Total CF	**7.8**	**8.1**	**13.4**	**16.5**	**21.7**	**27.0**
Capex	(2.1)	(3.0)	(4.9)	(6.2)	(7.9)	(9.6)
Working capital	(1.3)	(1.7)	(8.6)	2.9	(2.9)	(2.9)
Operating FCF	**4.4**	**3.4**	**(0.1)**	**13.2**	**10.9**	**14.5**
Financial investments	0.8	(0.3)	(1.2)	–	–	–
Disposals (acquisitions)	(33.7)	(31.3)	(13.7)	(48.0)	(36.0)	(36.0)
Rights issue	14.5	9.4	2.1	7.0	9.0	2.9
Other items	(3.3)	(0.3)	3.2	8.0	–	–
FCF before dividends	**(17.2)**	**(19.1)**	**(9.7)**	**(19.8)**	**(16.1)**	**(18.6)**
Dividends	–	–	–	–	–	–
Share buybacks	–	–	–	–	–	–
Free cash flow	**(17.2)**	**(19.1)**	**(9.7)**	**(19.8)**	**(16.1)**	**(18.6)**

Source: Alantra Equities

6) Debt structure

IZERTIS: GROSS DEBT STRUCTURE AS OF DECEMBER 2024



Source: Izertis annual report

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