

**3m Results 2025**

 Opinion <sup>(1)</sup>: Above expectations

 Impact <sup>(1)</sup>: We will have to raise our estimates

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**Business description**

Cuatroochenta (480S), is a technology company specialised in designing, developing and implementing cloud software (SaaS model) and cybersecurity, with proprietary products aimed at optimising specific processes in the business context. Revenues from outside Spain account for c. 47% of the total (mainly Latam). The company has been listed on BME Growth since November 2020.

**Market Data**

Market Cap (Mn EUR and USD)	42.1	46.8
EV (Mn EUR and USD) <sup>(2)</sup>	44.1	49.0
Shares Outstanding (Mn)	2.7	
-12m (Max/Med/Mín EUR)	15.40 / 12.22 / 9.70	
Daily Avg volume (-12m Mn EUR)	n.m.	
Rotation <sup>(3)</sup>	5.8	
Factset / Bloomberg	480S-ES / 480S SM	
Close fiscal year	31-Dec	

**Shareholders Structure (%) <sup>(5)</sup>**

Montesinos family	18.6
Alfredo Cebrián Fuertes	16.8
Sergio Aguado Gonzalez	16.7
Pavasal Group	6.3
Free Float	36.9

**Relative performance (Base 100)**

**Stock performance (%)**

	-1m	-3m	-12m	-5Y
Absolute	10.0	19.4	51.0	n.a.
vs Ibex 35	-1.0	12.9	22.8	n.a.
vs Ibex Small Cap Index	-2.8	9.5	33.1	n.a.
vs Eurostoxx 50	-2.3	19.7	42.4	n.a.
vs Sector benchmark <sup>(4)</sup>	-5.8	26.2	54.2	n.a.

(1) The opinion regarding the results is on reported EBITDA with respect to our estimate for the year (12m). The impact reflects whether, due to the results, we envisage a significant revision (>5% - 10%, depending on the sector) of our EBITDA estimate (for any of the estimated years).

(2) Please refer to table 2.

(3) Rotation is the % of the capitalisation traded - 12m.

(4) vs Stoxx Europe 600 Technology.

(5) Others: Gimeno 111 Estudio de comunicación 3.3%, Inveready 1.4%

(\*) Unless otherwise indicated, all the information contained in this report is based on: The Company, Factset and Lighthouse.

## 1Q25 Results: Revenue, +26%. And margin improvement continues.

**STRONG REVENUE GROWTH SEEN IN 2024 IS MAINTAINED...** Sales grow by +26.5% (EUR 8.2Mn vs. EUR 6.5Mn in 1Q24). Highlighting two points: i) double-digit growth in annual recurring revenue is maintained (+14% vs. Dec-24), with a very positive impact in terms of long-term P&L visibility, and ii) the comparison vs. the flat 4Q24 is favorable, with revenue growth of +8.2%.

**...WHICH CONTINUES TO GENERATE HIGH EBITDA GROWTH.** Slight decrease in gross margin (-3.5 p.p.; +24.5%) which is more than offset via operating leverage, diluting structural costs in a high-growth environment. Structural costs reduce their weight by 5 p.p. of revenue, which explains the new jump in EBITDA (EUR 0.7 Mn, and margin of 9.0% vs. EUR 0.4Mn and 4.1% in 1Q24).

**THE EQUITY STORY REMAINS MARGIN IMPROVEMENT.** The ability to grow revenue at a double-digit rate generates a significant improvement in margins, which should continue in 2025 based on what has been seen in 1Q. EV/Sales of 1.3x, still well below its sector, which explains the -12m performance of the stock (+51%; +54% vs. sector).

**Table 1. Results table**

EUR Mn	3m25 Real	3m24	3m25 Real vs 3m24
<b>Total Revenues<sup>1</sup></b>	<b>8.2</b>	<b>6.5</b>	<b>26.5%</b>
<b>Gross margin</b>	<b>5.0</b>	<b>4.0</b>	<b>24.3%</b>
<i>Gross Margin (%)</i>	<i>63.5%</i>	<i>67.0%</i>	<i>-3.5 p.p.</i>
Personnel expenses	-3.3	-3.0	13.2%
Other operating expenses	-0.9	-0.7	29.4%
<b>Recurrent EBITDA<sup>2</sup></b>	<b>0.7</b>	<b>0.4</b>	<b>n.a.</b>
<i>Rec. EBITDA/Revenues</i>	<i>9.0%</i>	<i>4.1%</i>	<i>5.0 p.p.</i>
<b>EBITDA<sup>2</sup></b>	<b>0.9</b>	<b>0.4</b>	<b>n.a.</b>
<i>EBITDA/Revenues</i>	<i>9.7%</i>	<i>6.4%</i>	<i>3.4 p.p.</i>
<b>EBIT</b>	<b>0.6</b>	<b>0.3</b>	<b>136.0%</b>
<b>PBT</b>	<b>0.6</b>	<b>0.2</b>	<b>190.9%</b>
<b>NP</b>	<b>0.5</b>	<b>0.2</b>	<b>194.4%</b>

(1) Revenue and EBITDA figures do not include the results generated by Pavabits (50% stake) or Matrix Development (100% stake in Pavabits), as their results are consolidated using the equity method. These companies generated 1Q25 revenue of EUR 0.86Mn (vs. EUR 0.82Mn in 1Q24).

(2) Recurring EBITDA and EBITDA adjusted to exclude the impact of capitalized expenses (EUR 0.1Mn in 1Q25 and EUR 0.2Mn in 1Q24).

**Table 2. EV breakdown at the date of this report**

EUR Mn	Source
Market Cap	42.1
+ Minority Interests	0.1
+ Provisions & Other L/T Liabilities	1.5
+ Net financial debt	3.7
- Financial Investments	3.2
+/- Others	
<b>Enterprise Value (EV)</b>	<b>44.1</b>

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## Cuatroochenta (480S) is a BME Growth company

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BME Growth is the segment of BME MTF Equity aimed at small and medium sized companies, directed and managed by the Spanish stock market and is subject to the CNMV supervision. BME MTF Equity is not a Regulated Market but instead falls within the classification of a Multilateral Trading Facility (MTF) as defined under the Markets in Financial Instruments Directive (MiFID). In July 2020, BME Growth obtained the status of SME Growth Market, a new category of EU regulations, which in Spain is called Mercado de Pymes en Expansión.

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## Appendix 1. Main peers (2025e)

	EUR Mn	Software		Cybersecurity	
		Descartes Systems	Appfolio	Average	CrowdStrike
Market data	Ticker (Factset)	DSG-CA	APPF-US		CRWD-US
	Country	Canada	USA		USA
	Market cap	8,691.1	7,158.3		96,258.4
	Enterprise value (EV)	8,478.6	7,005.1		93,113.2
Basic financial information	Total Revenues	654.2	836.2		4,309.6
	Total Revenues growth	13.4%	17.0%	15.2%	21.1%
	2y CAGR (2025e - 2027e)	11.8%	n.a.	11.8%	22.7%
	EBITDA	294.1	226.4		987.5
	EBITDA growth	31.8%	60.0%	45.9%	n.a.
	2y CAGR (2025e - 2027e)	12.3%	n.a.	12.3%	31.7%
	EBITDA/Revenues	45.0%	27.1%	36.0%	22.9%
	EBIT	208.7	141.4		880.3
	EBIT growth	33.2%	15.8%	24.5%	912.2%
	2y CAGR (2025e - 2027e)	21.7%	n.a.	21.7%	39.4%
	EBIT/Revenues	31.9%	16.9%	24.4%	20.4%
	Net Profit	152.2	169.9		791.8
	Net Profit growth	19.9%	-7.5%	6.2%	n.a.
	2y CAGR (2025e - 2027e)	17.0%	n.a.	17.0%	36.2%
CAPEX/Sales %	0.9%	0.6%	0.7%	6.7%	
Free Cash Flow	240.8	188.5		1,059.3	
Net financial debt	(331.9)	(175.5)		(4,184.0)	
ND/EBITDA (x)	n.a.	n.a.	n.a.	n.a.	
Pay-out	0.0%	0.0%	0.0%	0.0%	
Multiples and Ratios	P/E (x)	58.8	42.2	50.5	n.a.
	P/BV (x)	n.a.	12.8	12.8	n.a.
	EV/Revenues (x)	13.0	8.4	10.7	n.a.
	EV/EBITDA (x)	28.8	30.9	29.9	n.a.
	EV/EBIT (x)	40.6	49.5	45.1	n.a.
	ROE	n.a.	30.2	30.2	21.1
	FCF Yield (%)	2.8	2.6	2.7	1.1
	DPS	0.00	0.00	0.00	0.00
	Dvd Yield	0.0%	0.0%	0.0%	0.0%

Note 1: Financial data, multiples and ratios based on market consensus (Factset).

Note 2: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

## LIGHTHOUSE

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Date of report	Recommendation	Price (EUR)	Target price (EUR)	Period of validity	Reason for report	Analyst
13-May-2025	n.a.	15.40	n.a.	n.a.	3m Results 2025	Alfredo Echevarría Otegui
02-May-2025	n.a.	15.20	n.a.	n.a.	12m Results 2024	Alfredo Echevarría Otegui
13-Nov-2024	n.a.	12.00	n.a.	n.a.	9m Results 2024	Alfredo Echevarría Otegui
03-Oct-2024	n.a.	11.40	n.a.	n.a.	6m Results 2024	Alfredo Echevarría Otegui
27-May-2024	n.a.	10.40	n.a.	n.a.	Small & Micro Caps (Spain)	Alfredo Echevarría Otegui
07-May-2024	n.a.	10.20	n.a.	n.a.	3m Results 2024	Enrique Andrés Abad, CFA
18-Apr-2024	n.a.	8.00	n.a.	n.a.	12m Results 2023	Enrique Andrés Abad, CFA
07-Nov-2023	n.a.	7.55	n.a.	n.a.	9m Results 2023	Enrique Andrés Abad, CFA
26-Sep-2023	n.a.	7.85	n.a.	n.a.	6m Results 2023	Enrique Andrés Abad, CFA
15-Jun-2023	n.a.	9.15	n.a.	n.a.	3m Results 2023	David López Sánchez
12-Jun-2023	n.a.	8.30	n.a.	n.a.	Small & Micro Caps (Spain)	David López Sánchez
25-Apr-2023	n.a.	9.75	n.a.	n.a.	12m Results 2022	David López Sánchez
23-Dec-2022	n.a.	9.80	n.a.	n.a.	9m Results 2022	David López Sánchez
06-Oct-2022	n.a.	11.20	n.a.	n.a.	6m Results 2022 - Estimates downgrade	David López Sánchez
09-Jun-2022	n.a.	16.60	n.a.	n.a.	3m Results 2022	David López Sánchez
18-Mar-2022	n.a.	16.64	n.a.	n.a.	12m 2021 Preliminary results	David López Sánchez
01-Dec-2021	n.a.	18.83	n.a.	n.a.	9m Results 2021 - Estimates downgrade	David López Sánchez
07-Oct-2021	n.a.	15.96	n.a.	n.a.	6m Results 2021	David López Sánchez
22-Apr-2021	n.a.	24.14	n.a.	n.a.	Initiation of Coverage	David López Sánchez

