

BME Growth:

Boosting the growth of companies

December 2023



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- 2. How does BME Growth help companies?**
- 3. Differences between BME Growth and other SME markets**
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1. What is BME Growth?

Concept: main characteristics



With the "SME Growth Market" certification awarded by the CNMV: the highest standard of quality, transparency and investor protection at European level.



For innovative growth companies and specialized institutional and retail investors.



Tailored regulation and requirements ensuring transparency and investor protection.



Provides funding, liquidity and visibility.



Boosts the inorganic growth of its companies.



Promoted by BME-SIX and supervised by the CNMV.



Agile and flexible incorporation process.



Lower costs than other SME Growth Markets.

1. What is BME Growth?

BME Growth is a market for growing SMEs, with tailor-made regulations, requirements and costs specifically adapted to the characteristics of these companies.

BME Growth is managed by BME and supervised by the CNMV.

With the European label of “SME Growth Market”, the highest standard of quality, transparency and investor protection.

Financing to grow

Provides financing, liquidity and notoriety

Liquidity

Taylor-made market adapted to promote efficiency in price formation

Simplicity and assistance

Agile and flexible incorporation process. Registered Advisors specialized in SMEs assist on the way.

Institutional investors

Wide group of qualified investors who participate in the growth of companies.

Maturity

Mature market: started in 2009 and currently has more than 130 companies.

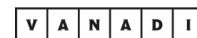
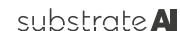
SME Growth Market: transparency, quality and robustness

What does SME Growth Market status bring to BME Growth?

- Having the "SME Growth Market" certification means **complying with all the requirements of EU regulations** on transparency in company information, both initial and subsequent, publicity, trading system, working capital, free float of listed securities, etc.
- It is a market for SMEs, **more than 90% of its companies have a capitalisation of less than 200 million euros**, as defined by MIFID II.
- A more international profile and, therefore, more visibility for your companies.
- Better competitive position: the best standards of quality, transparency and liquidity, at the level of the most advanced European markets.
- Access to a wider universe of investors, as they are under the umbrella of an SME Growth Market, which will result in greater liquidity for their issuers.

Issuers: incorporated companies and size

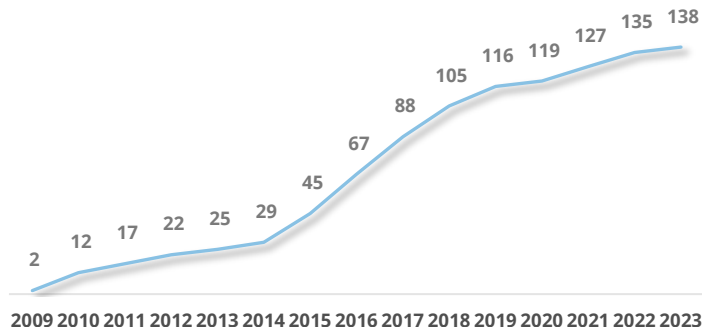
A total of 44 companies have joined in 2021, 2022 and 2023:



Issuers: listed companies and size

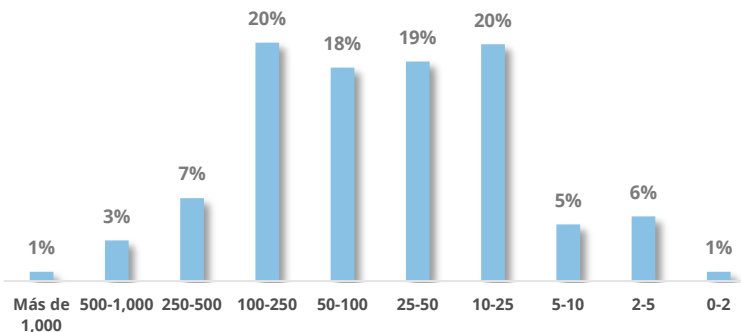


Evolution of the number of companies listed on BME Growth



* Data updated as of 30 November 2023

Size distribution (market capitalisation)



*Data updated as of 30 November 2023

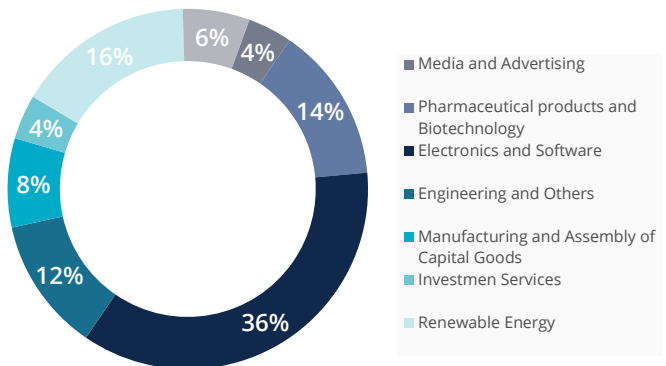
**77% of BME Growth companies are capitalized
between €10 million and €250 million.**

Sectors in which companies operate: innovation and technology

More than a half of the companies listed on BME Growth operate in sectors with a high innovative, disruptive, technological and ecological component.

78% de BME Growth falls into these 4 sectors:

- Pharmaceutical and biotechnological
- TMT
- Renewable energy
- Software, engineering, electronics and digitalization

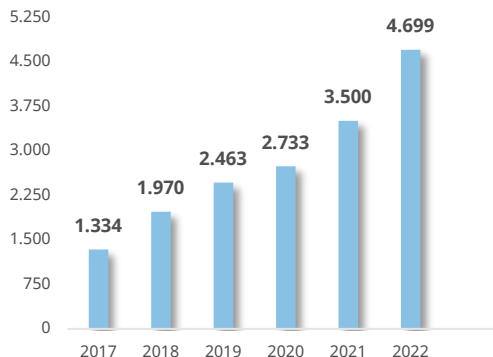


Additionally, the SOCIMI (REIT) sector is also of considerable weight within BME Growth, with 77 companies.

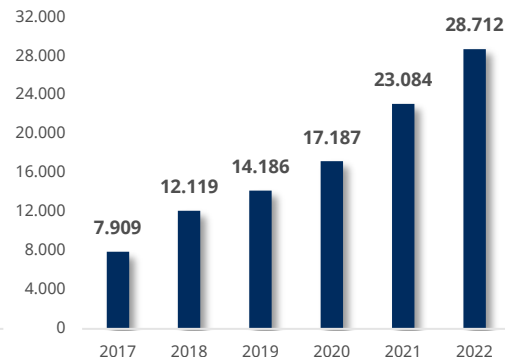
They are
profitable
companies,
with high
growth and
job creation



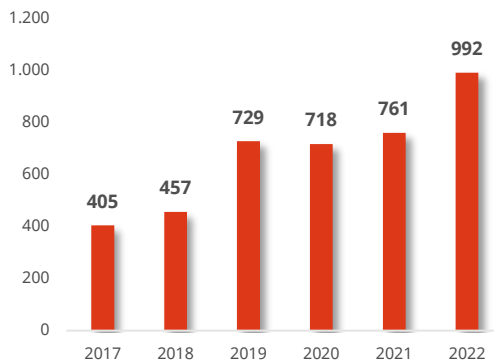
Sales (million €)



Employment (number of employees)



EBITDA (million €)

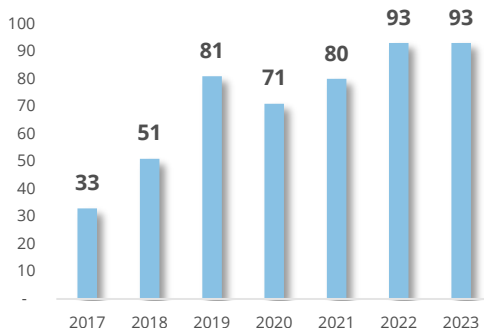


2. How does BME Growth help companies?

Financing

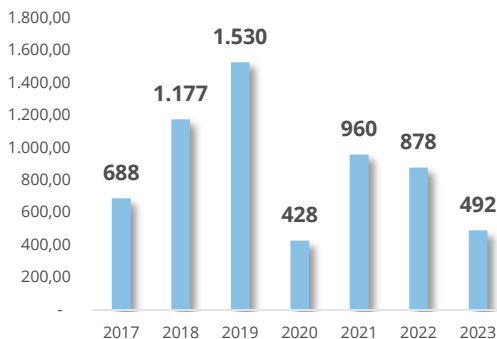


Corporate transactions
(IPOs capital increases, etc)



7,032.57 million euros through **625 capital increases** from 2009 to November 2023.

Total capital raised
(million €)



Companies in 2023 continue to be financed through BME Growth.

Notoriety



LA VANGUARDIA

PLAN DE CRECIMIENTO

Enerside anuncia su salida a bolsa con una ampliación de 40 millones

- La empresa se propone crecer con la gestión de instalaciones fotovoltaicas propias

Arteche incorpora a casi un centenar de accionistas tras su salida a Bolsa

La compañía destinará 30 millones de euros de su ampliación de capital a reforzar el proyecto de expansión, especialmente en Asia

Mercados

BOLSA

Atrys Health dará el salto al Continuo el 7 de febrero

- Será la tercera empresa en pasar de BME Growth a la Bolsa sénior

Hannun ultima su salida a Bolsa para crecer en un escenario de fuerte demanda

Labiana se estrena en Bolsa como el primer laboratorio veterinario español cotizado

Mercados

BOLSA

Singular se dispara un 19,3% en su estreno en BME Growth

- La compañía tecnológica se convierte en la decimocuarta compañía en salir a este mercado en 2020

BME GROWTH

Vytrus sube un 25% en su debut en bolsa

FacePhi bate récords y cierra 2021 con un crecimiento en su cifra de negocio superior al 81%

FacePhi da el salto de startup a scaleup impulsada por su significativa apuesta en crecimiento en estructura y su incesante expansión comercial internacional.

CATALUÑA

Agile Content amplía capital en 16 millones y cancela la deuda asumida en la opa sobre la sueca Edgeware

Instrument that facilitates inorganic growth

A company listed on BME Growth have a **market value permanently, given by investors.**

The main advantage of this valuation is that **M&A operations can be financed**, totally or partially, **with shares of the company itself.**

In recent years, **many BME Growth companies have grown inorganically** thanks to financing their acquisitions with their own shares.

Some of the most active:

agile content



480

parlem
telecom

gigas

izertis

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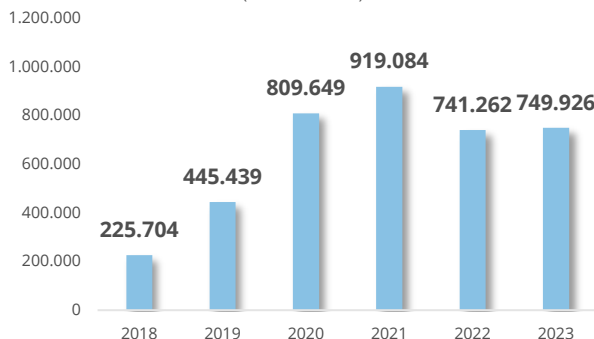
Liquidity

A company listed on a market enjoys **much higher liquidity** than it would have if it were not.

Although, due to the very nature of the ecosystem, **this liquidity is not automatic, irrespective of the SME Growth Market** in which the company is listed.

For this reason, BME Growth **promotes** and **facilitates** its companies to maintain a proactive attitude with investors and **to have specialist professionals** (investment banks and IR and PR agencies) to achieve a greater liquidity.

Evolution of total trading volumen in BME Growth
(thousands of €)



Over the last 6 years, the trading volume of BME Growth companies has increased by **343%**, representing a compound annual growth rate (CAGR) of **22.15%**.

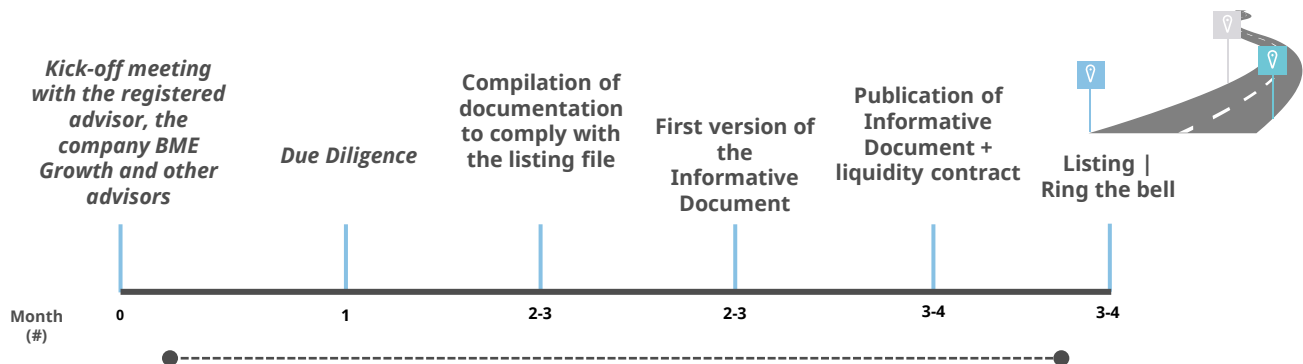
Ibex Growth Market 15 companies traded an average of **€133,000 per day** during 2023.

3.

Differences between BME Growth and other SME markets

Listing process: flexible and agile requirements

Estimated 3-4 months: from the moment a company appoints a Registered Advisor until the moment it is listed in the Market.



Other milestones:

Audit report | "Comfort letter" | Registration of securities in Iberclear | Favorable report from the Market and Incorporations Coordination Committee | Approval of the listing by the Board of BME Growth

... which in turn guarantee the transparency and protection of the investor that results in the company's ability to obtain financing

01 |

Security and confidence for the investor:

corporate governance, independent directors and audit committee..

03 |

Information quality

legal and financial due diligence by third-party renowned specialists.

05 |

Specialist that guarantee transparency and liquidity: registered advisor and liquidity provider..

07 |

Minimum free float to facilitate liquidity and trading of shares: 2 million euros. .

02 |

Initial Information Document that includes complete information about the issuer, financial statements, its business and working capital.

04 |

Financial Research: growing and progressive coverage by independent analysts (Lighthouse, etc..)

06 |

Periodic audited financial information (IFRS, US GAAP or EU local GAAP).

A greater appreciation in IPO

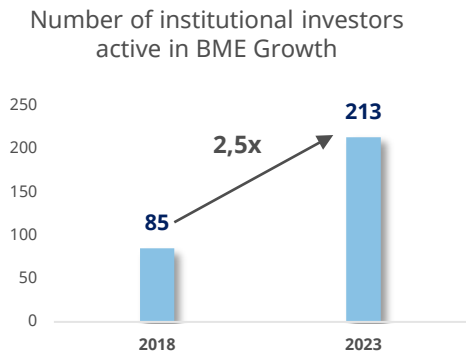
Looking at the latest exits in neighboring markets, BME Growth companies have achieved an excellent initial valuation. The average multiple in terms of capitalization/EBITDA is x14.3 taking into account the 15 latest additions*.

"BME 4Companies": the market at the service of companies

A wide and competitive range of services and products that allows companies to take full advantage of the benefits of the securities markets. From the right information and training to access the stock market for the first time to the most specific services and products to enable the company to develop its full capacity successfully.

A consolidated institutional investor base that is growing every year

Institutional investors with positions in BME Growth companies stands at 213 (excluding family offices), increasing by 150% the base of these investors in these companies incorporated in this market since 2018.



Source: "Nasdaq IR Insight". June 2023. Excludes family office

Attendance at the main national, international (Paris, Frankfurt) and sectoral forums to gain more visibility with the institutional investment community.

Frankfurt European MidCap Event

Foro Latibex

**FORO MEDCAP
2023**

Spring European MidCap Event

**SOUTH
SUMMIT**

BME Growth's fees are very attractive

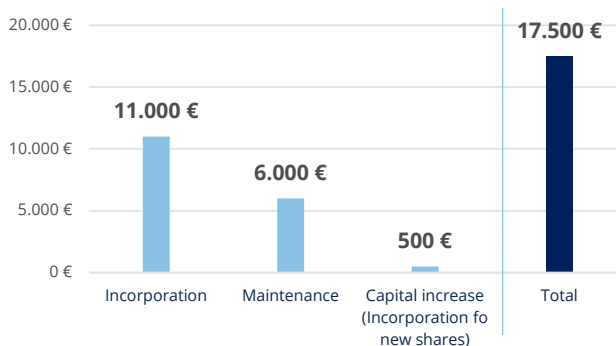
The fees paid to BME Growth by a growing company during the incorporation process are the most attractive among all the SME Growth Markets in our neighboring countries.

- Example Initial fee and after the first year of listing for a company in BME Growth with the following characteristics:

Initial capitalization: €50M + Subsequent capital increase of €10M in the first year

BME Growth Fees

Incorporation	11.000 €
Maintenance (annual)	6.000 €
Capital increase (incorporation of new shares)	500 €
Total	17.500 €

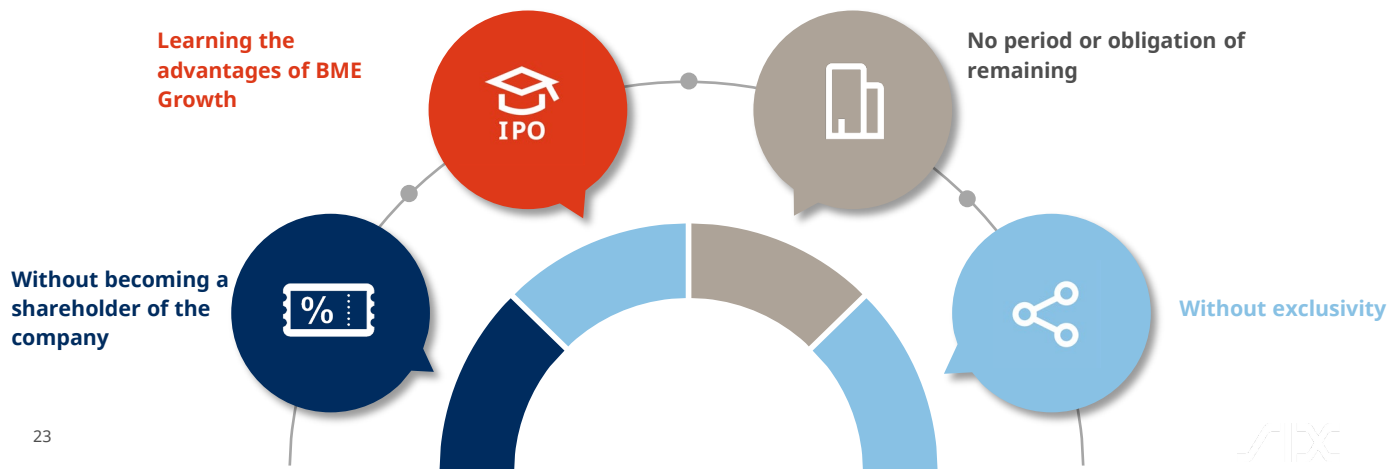


4. Entorno Pre Mercado (EpM)

What is the Entorno Pre Mercado?

The Entorno Pre Mercado is an exclusive **educational, training** and **networking program** offered by Bolsas y Mercados Españoles (BME) **for growing SMEs** to learn how the capital markets work and access to Private and Institutional Investors.

It is divided by two segments: the initial one for **startups** and the **Growth** segment for companies with a longer track.



Advantages of the Entorno Pre Mercado

The **open and collaborative** nature of the **Entorno Pre Mercado** promotes the participation of investors, advisors and stock market professionals who interact with companies, creating an enriching ecosystem.



Companies



Investors



Partners



Professionalization and training:

Continuous training,
personalized support.



Ecosystem:

Networking, investors,
Partners, events.



Access to different types of investors:

Investors relations,
transparency.



Notoriety and reputation:

Visibility



Prepare to grow

Vision.



Advantages of Entorno Pre Mercado

Events and Networking

Networking through seminars, conferences and training sessions, which allow interaction between companies and other participants.



Web

Individualized and public web space dedicated to companies and Partners belonging to the Entorno Pre Mercado.



Dedicated spaces

Available spaces from Bolsas y Mercados Españoles Group in Madrid, Barcelona, Bilbao and Valencia.

Participation in investment and company events.

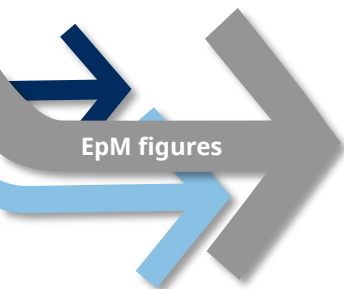
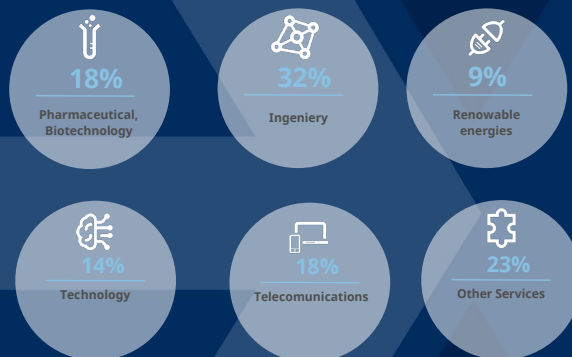
Counseling

Direct access to market professionals and partners to resolve doubts and queries.



Entorno Pre Mercado figures

All the companies in the Entorno Pre Mercado belong to sectors with a high innovative, technological and ecological component.



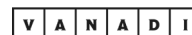
37 Companies use knowledge to mature and grow.



7 Succes stories
EpM companies that have made the leap to BME Growth:



24 Partners and collaborators of recognized prestige



SUCCESSION STORIES

A successful story for Entorno Pre Mercado is not only a company that become public, is also to provide **the knowledge and tools** to companies to understand that capital markets make the way to **ease the financing, development and grow their business.**

BETTER EQUIPPED TO GO PUBLIC

AN EXCEPTIONAL TOOL THAT PAVED THE WAY FOR A EXCHANGE LISTING

STEP FORWARD SO THAT EVERYTHING GOES SMOOTHLY

GUIDING THROUGHOUT THE WHOLE LISTING PROCESS

BE AWARE OF THE REQUIREMENTS OF BEING LISTED

ASSISTANCE WITH ALL THE REGULATORY COMPLIANCE PROCESS THAT ARISES DURING THE EVOLUTION AND TRANTION A COMPANY HAS TO MAKE



5. BME Scaleup: The first step to the market

BME Scaleup



BME Scaleup is the stock market aimed at high-growth companies with a proven business model.

With BME Scaleup, the BME Group supports companies in all stages of financing through the capital markets. From the most incipient financing rounds (seed, series A, B, C or D) to capital increases carried out on the stock exchange.

BME Scaleup seeks to participate and collaborate in an ecosystem where venture capital, business angels and crowdfunding are the main sources of alternative financing for these companies.



The BME Group supports companies in all stages of financing through the capital markets.

X-ray of scale-ups in Spain*.

450

Scale-ups

6.450M€

Annual Income

850.000

Jobs

5 Países

international presence media

7.000 M€

raised in financing

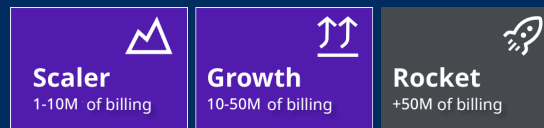
*Source: "Impact of Scaleups on Spain's economy". Scaleup Spain Network. December 2022



Who is the target market?

Scale-ups are companies with annualized growth of more than 20%, either in terms of number of employees or turnover, which is sustained for more than three years. BME wants to support these companies, which play a key role in the creation of wealth and employment, as well as in building a robust and globally competitive business fabric.

They are divided into 3 types according to their size :



→ Companies that can continue to scale in BME Scaleup

SMEs with mature businesses looking for corporate operations for further growth

Family businesses wishing to manage an orderly generational handover plan

REITs intending to trade on a multilateral trading facility authorized by the CNMV

BME Scaleup is also aimed at other types of companies that want to have a first contact with the capital markets and wish to put themselves in front of new investors, but do not want to open their capital for the time being.

Who is the target market?

Specialized investors with capital markets expertise who are aware of the particularities and **higher risk** involved in investing in these companies.

Venture Capital

Business Angels

Private banking

Micro-cap
investment funds

Family
Offices

Other Business Services:



Other services:

- › Access to more non-resident institutional investors.
- › BME Institute training courses.
- › Lighthouse Project: Subsidized analysis reports.
- › Access to stock exchange facilities for holding events, shareholders' meetings, meetings with investors, etc.
- › Back Office services (shareholder identification, register book, AGM, etc.).

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