

# Making Science: One year trading on BME Growth

A year has now elapsed since Making Science – a leading Spanish digital marketing consultancy group specialized in e-commerce and digital transformation – went live on the BME Growth Market. Since its listing debut, Making Science has achieved a number of notable milestones.

In February 2020, the consulting firm joined BME Growth to boost its growth through a capital increase that would allow it to finance its international expansion, as well as to strengthen its brand image, transparency and solvency in the eyes of the investment community, clients and suppliers in new markets. After the traditional bell ringing, Making Science closed its first day of trading with a 56.2% increase in the shares price. The company started the session with a starting price of 3.20 euros, but closed with a final change at 5 euros.

Throughout the first year since the IPO, the consulting firm, which is currently present in Spain, Mexico, France, Italy, Portugal and the United Kingdom, has strengthened its growth with the acquisition of four companies, boosting its line of business and accessing a greater number of clients, in order to continue with its goal of expanding into the 20 most important markets over the next five years.

With the acquisitions, Making Science has closed the 2020 financial year (pre-audit) with a Proforma EBITDA of €4.8 Million, and a Proforma revenue of €60.3 Million, up from €35.5 Million in 2019, representing a year-on-year growth of 64% in a year marked by a global pandemic. This percentage exceeds the company's expectations, which initially put growth at 31%.

The BME Growth is a platform that enables promising SMEs (small to medium sized enterprises) to access the capital markets. In Spain, this is especially critical given that 99% of the country's businesses are SMEs, and they comprise 65% of domestic GDP while employing 80% of the local workforce. However, the ability to list on the platform is open to companies irrespective of their geographical location. While participation on the BME Growth is not limited to any particular sector, companies involved in technology, biotech and health, engineering, telecoms and renewables are all well represented.

By giving SMEs access to capital and liquidity, the BME Growth can help them compete on a global scale. In time, some firms may enjoy huge success, potentially resulting in them listing on the main Stock Exchange itself.

In addition to being incredibly transparent and well-supervised, the BME Growth market provides advisory services to SMEs helping them with the listing process and beyond. It also has an expanding group of qualified investors who support, trust and follow the organic and inorganic growth plans presented by the companies.

The BME Growth has been instrumental in nurturing and facilitating the success of Making Science and a number of other leading SME companies, by providing them with financing, liquidity and invaluable advice.