

MioGroup celebrates its first anniversary on BME Growth

It has been just over a year since MioGroup, a strategic consulting firm specialising in the integration of marketing and digital transformation services, joined the BME Growth market.

In the first year since the IPO, MioGroup, which currently has offices in Madrid, Barcelona, Mexico City, Lisbon and Miami, has achieved numerous business milestones.

The closing figures for 2021 have proved to be an all-time record for MioGroup, demonstrating the company's capacity for organic growth. At the same time, during these twelve months, they have deepened their inorganic growth with the acquisition of 3 companies to the Group and which are in the process of integration. These companies, of remarkable size and specialisation, are Dendary, an Amazon partner specialising in marketplace management, Datarmony, specialising in advanced data scientist and data engineer services and, recently, Firma, the brand consultancy based in Barcelona and Miami, in line with its strategy of incorporating differentiating technologies and services to complement its offering and thus build a national leader.

In 2022, after completing one year at BME Growth, MioGroup has been able to access additional financing instruments to those of traditional banking, as well as implement strategies for retaining and attracting talent. Being able to use instruments of a listed company within the agreements is attractive to companies and offers a new perspective to current managers.

As proof of its success, since its listing on the BME Growth stock market, MioGroup has achieved record results, with a turnover of 62.6 million euros, a gross margin of close to 14 million euros - 43% more than in the previous year - and a recurring EBITDA of 2.8 million euros, 120% higher than in 2020.

In the words of Mr. Francisco Jiménez-Alfaro, VP International Development of de company: "Having the company listed on BME is giving us a notoriety and reputation that allows us to access a much more interesting market, as well as giving us the opportunity to take further steps in our growth strategy, and of course, it is helping us to access and incorporate high-value professionals who not only professionalise the company but are helping us in specific areas such as preparing for internationalisation".

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.

By giving SMEs access to capital and liquidity, 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.

BME Growth has been instrumental in nurturing and facilitating the success of MioGroup and a number of other leading SME companies, by providing them with financing, liquidity and invaluable advice. A year has now elapsed since Endurance – which specialises in the manufacture of lithium-ion batteries for electric mobility – went public on the BME Growth Market.