



CLEVER GLOBAL, S.A.

29 de julio de 2021.

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 3/2020 del BME GROWTH, ponemos en su conocimiento la siguiente información relativa a la sociedad, **CLEVER GLOBAL, S.A.** (la “**Sociedad**” o “**Clever**”), elaborada bajo su exclusiva responsabilidad y la de sus administradores:

INFORMACIÓN PRIVILEGIADA

Clever ha cerrado el primer semestre de 2021 con una cifra de negocio de 4,2 millones de euros y un EBITDA de 1,4 millones de euros (cifras no auditadas).

Adjuntamos presentación resumen del avance de resultados del primer semestre del año 2021.

En Sevilla, a 29 de julio de 2021.

D. Fernando Gutiérrez Huerta
CLEVER GLOBAL S.A.
Presidente del Consejo de Administración

Anexo citado.-

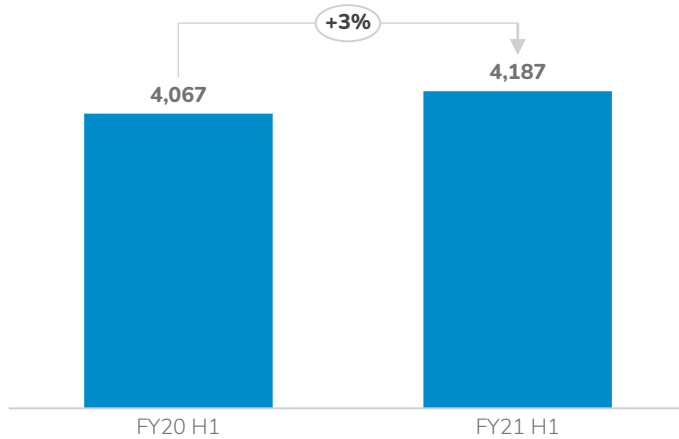
A background of a network graph with nodes and connecting lines, rendered in a light blue and grey color scheme. The nodes are small dots, and the lines are thin, creating a complex web of connections.

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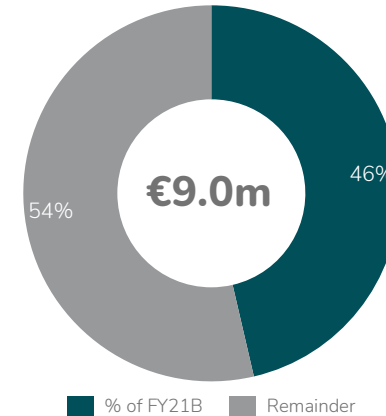
[FY21 H1]

July-21

[total revenues]



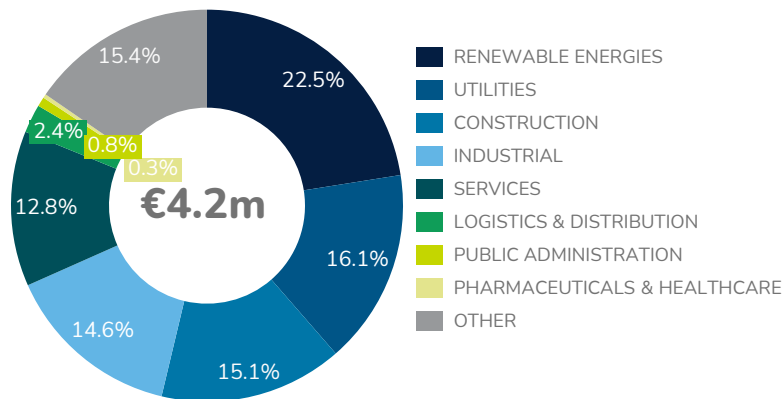
[FY21 H1 revenues as % of FY21B]



- Total Revenues for the first half of FY21 increased by 2.9% compared to the same period last year. This was mainly due to an increase in sales in the Documentation Management and Procurement Management business lines.
- Throughout this period, we have noticed an improvement in the exchange rates against the Euro, although at a macroeconomic level there is still an influence of the exchange rates on the financial results.
- The impact of currency fluctuations in the first half of the year has had a nearly 10% negative impact on growth during FY21 H1.

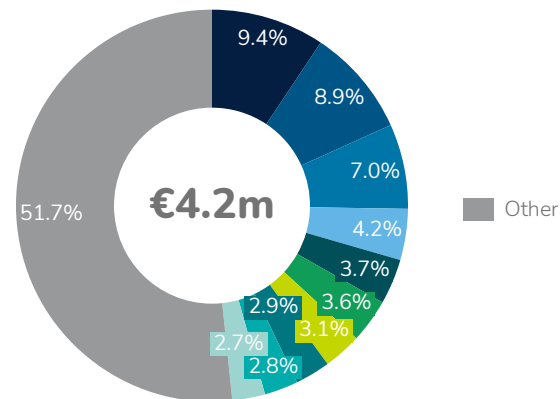
- Total revenues of €4.2m achieved in FY21 H1 represent 46.4% of those budgeted for the fiscal year, totaling €9.0m. In terms of revenue generated in each of the various business areas, we highlight the following:
 - Supply Chain and Risk Control services (SerCAE One) generated €3.1m in revenues accounting for 74.5% of total revenues for the period and 44.2% of budgeted revenues. This business line's revenues are influenced by seasonality and the level of development of contracts signed with customers.
 - Procurement Management services generated €520k revenues during this period, accounting for 66.8% of budgeted sales and representing 12.4% of total revenues.

[concentration by sector]



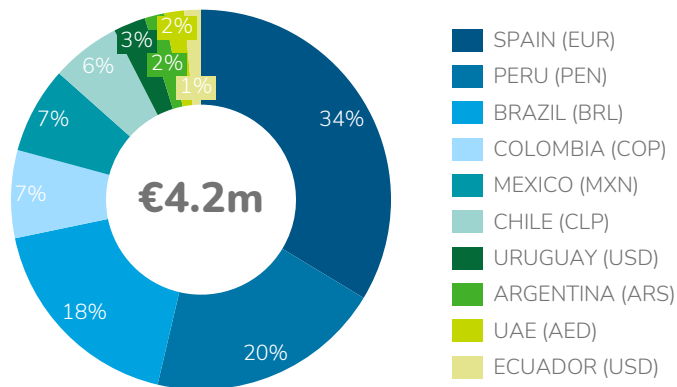
- The great majority of our revenues have been sourced from clients operating in the renewable energy, utilities and construction sectors which have represented 53.7% of our total revenues in FY21 1H. We have increased our presence in the industrial and services sectors, allowing us to have a more diverse client base.
- We continue to work with over 100 major international corporations as our primary clients, focusing on assisting them in their international growth.
- The revenues in the "Other" section are primarily from Prevecon, the Peruvian occupational health, security, and consulting and training subsidiary.

[concentration by contractor – top 10]

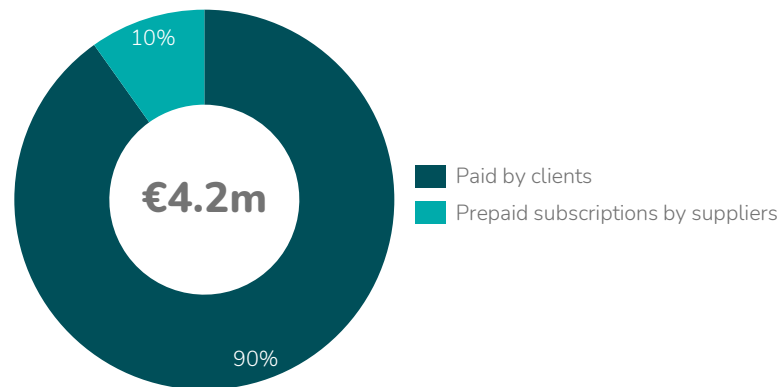


- During this time period, approximately 30% of total revenues were attributed to five large groups included in this top-10 client list and dedicated to utility and renewable energy-related activities, The remainder of these large customers are local and international leaders in the industrial, service, and construction sectors.
- Furthermore, new big multinationals have become reference clients for us recently, with whom we will continue to collaborate in the future.

[concentration by country / currency]



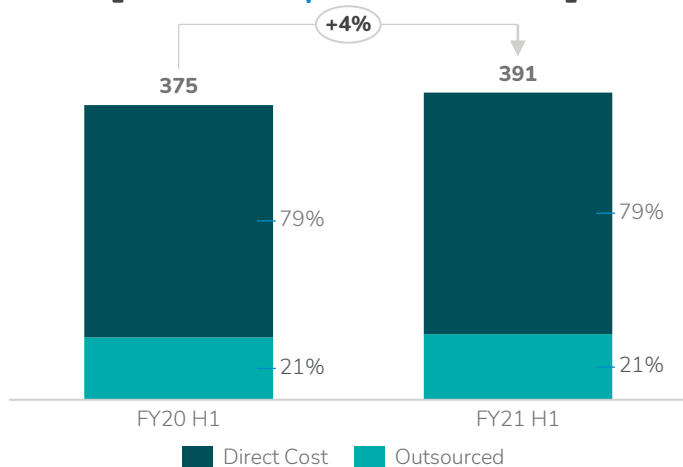
[concentration by payment type]



- During the first half of FY21, approximately 38% of total sales were invoiced and collected in either Euros or US Dollars.
- Among the rest of currencies, 20% of total revenues were invoiced and collected in Peruvian Soles, 18% in Brazilian Real and 7% in Colombian Pesos.
- At a macroeconomic level, the company is still impacted by unfavorable exchange rate differences against the Euro, which are primarily caused by the COVID-19 pandemic. Although there has been some improvement in these aspects since the previous financial period, it remains a factor to consider.

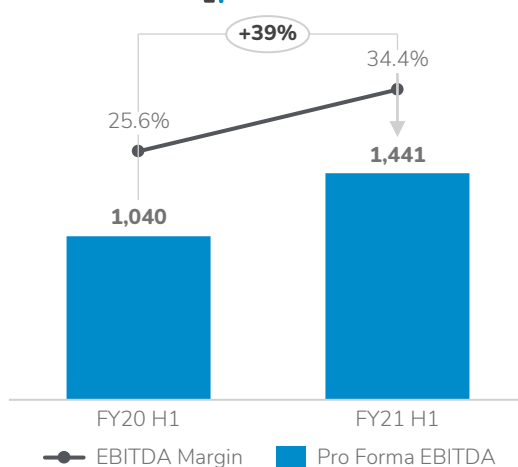
- As of FY21 1H the proportion of revenues prepaid directly by subcontractors is 9.9% and is expected to maintain stable at over 10% in FY21B.
- We have observed that this payment model is being accepted more widely by subcontractors. This figure is expected to rise in the future, eventually reaching a target of more than 30% of total sales by 2024.

[R&D capitalization]



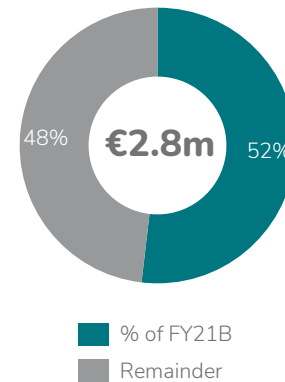
- During the first semester of FY21, Clever capitalized €308k of direct cost and €83k of outsourced cost, which in aggregated amounts represented a 4.2% increase in R&D capitalization with respect to the same period on FY20.
- Capitalized costs has been mainly related to the improvement of the platform subscription process and the shift towards community model as well as the migration from a Dedicated Cloud Infrastructure to an Infrastructure as a Service model.

[pro forma EBITDA]



- Our Pro Forma EBITDA has increased from €1.0m in FY20 H1 to €1.4m in FY21 H1, growing a 38.6% with respect to the same period on FY20. This Pro Forma EBITDA represents a 51.8% of €2.8m the budgeted figure. Despite moderate growth in total revenues of 2.9%, Clever has generated significantly higher EBITDA as a result of focusing resources on core business activities.
- The calculation of Pro Forma EBITDA for both periods excludes the additive effect caused by the allocation of grants for non-financial fixed assets and others, which totaled €37k in FY21 H1 and the reductive effect caused by non-recurring expenses, which amounted to €47k in the same period. Costs related to capital increases and one-time services contracted with third-party suppliers are examples of this non-recurring expenses.

[% of FY21B]





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[annexes]

	Eur	Eur
	30/06/2020	30/06/2021
Revenues	4,067	4,187
Personnel costs	(2,281)	(2,080)
Wages, salaries and similar	(1,861)	(1,659)
Social security contributions	(420)	(420)
Gross Margin	1,786	2,107
Outsourcing (work carried out by other companies)	(137)	(13)
Other operating expenses	(1,033)	(1,091)
Losses, impairment and changes in provisions for trading operations	(5)	13
Other current administrative expenditure	(1,028)	(1,104)
Excess provisions	-	-
Work carried out by the group for its assets	375	391
Negative difference in business combinations	-	-
Allocation of grants for non-financial fixed assets and others	49	37
Depreciation of fixed assets	(489)	(520)
Other results	(61)	(120)
EBIT	490	792
Financial profit / (loss)	(501)	(255)
EBT	(11)	537
Tax expense	(97)	(162)
Consolidated Net Income	(107)	375



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