

## Tier1 Group Presentation

**BME** Growth

“ Si quieres llegar rápido,  
camina solo.  
Si quieres **llegar lejos**,  
camina en grupo”

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The verification of the data carried out for the year 2021 has been the subject of a complete audit by the auditor of the Company ERNST & YOUNG S.L.

A satellite view of Earth from space, showing the curvature of the planet and city lights at night. The image is part of a presentation slide with a vertical bar on the right side containing orange, yellow, blue, and red segments.

# Context



1. Tier1 Introduction
2. Company Story
3. Company description
4. IT Retail Market
5. Financial information
6. Tier1 at BME Growth
7. Why invest in Tier1?

**Tier1** is a business group with more than **25 years of experience** in the IT sector focusing on:

- Building, evolving and implementing our own software solutions
- Deploying and maintenance IT infrastructures

Since 2018 we have been listed on the **BME Growth stock market**

# BME Growth

**MARKET VALUE 27,1 M €\***

*Revaluation last year +150%*

*Included at Ibex Growth Market 15*

Grupo  
tier1



+ 275 PROFESSIONALS

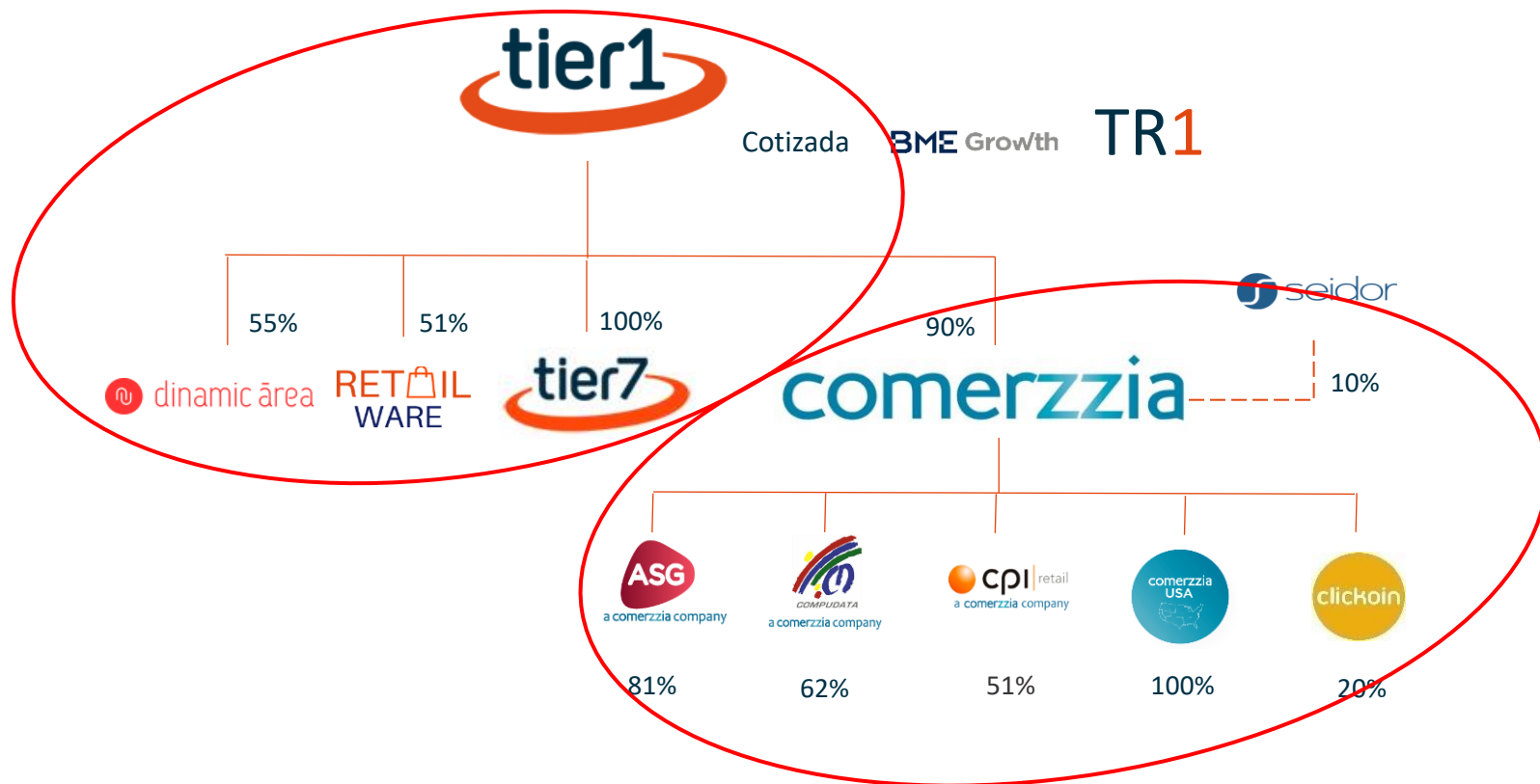
+ 1000 CLIENTS

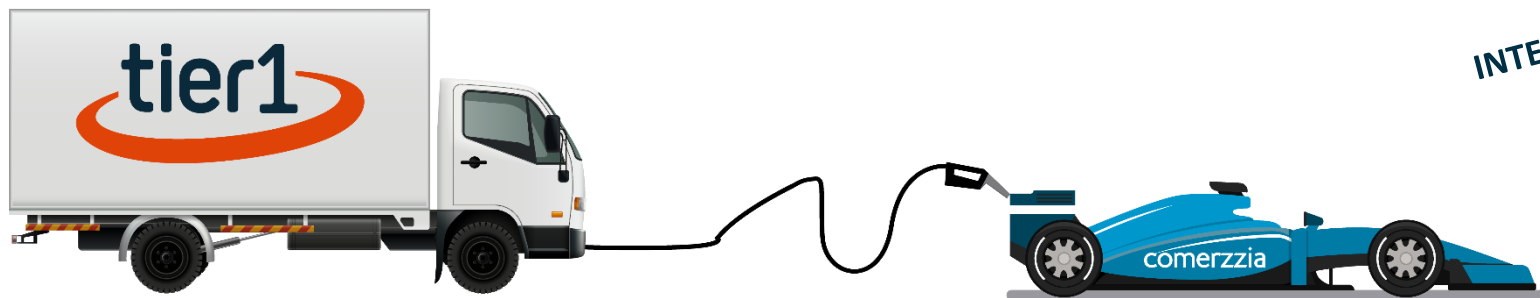
17,1 MM REVENUE  
7,4 MM € Recurrent

2,2 MM EBITDA

+ 20 COUNTRIES COVERED







INTERNATIONAL

- ✓ Software building, evolution, deployment and maintenance.
- ✓ Software building, evolution, licensing and services for Retail sector. (comerzzia)



- ✓ IT infrastructures deployment and Maintenance.
- ✓ PraaS (USC/ Logistics).

comerzzia

- ✓ Other software developed or acquired by M&A

**Gemma****Consolidated Activities**

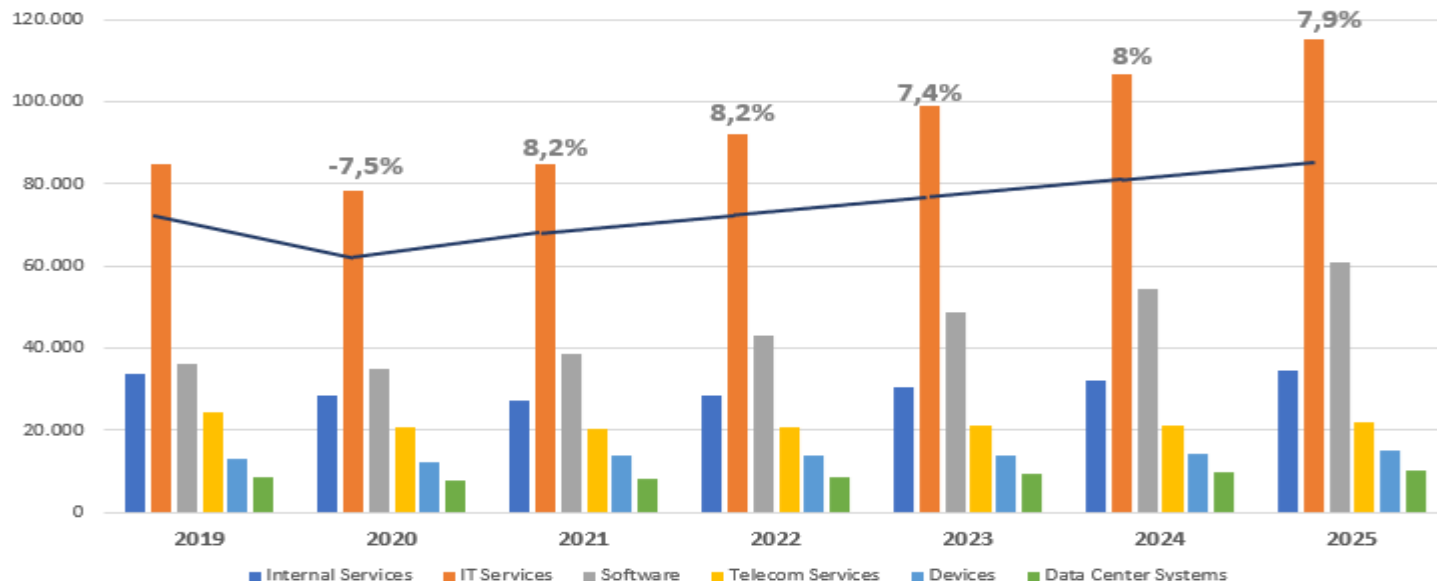
Predictable Profit  
Low Risk  
Organic Growth

**Expansion**  
(Comerzzia)

High Potential **Profit**  
Higher Risk  
Organic and Inorganic  
Growth



## RETAIL IT SPENDING



Fuente: Gartner Forecast Enterprise IT Spending by Retail Industry Market, Worldwide, 2019-2025. Update in millions of \$ and constant currency

- Covid-19 has accelerated digital investment and changed customer **purchase behaviour** (these changes will have a long-lasting effect). A true **digital transformation** begins on Unified Commerce, cornerstone of retailer's environment. (*Market Guide for Unified Commerce Platforms Anchored by POS for Tier1 and Tier2 Retailers*).
- Covid-19 recovery phase is creating a constant change atmosphere. Industry **Merges & Acquisitions** is creating **reinvented companies**, needed to solve the complex problems of Unified Commerce. (*The Postpandemic Planning Framework*)

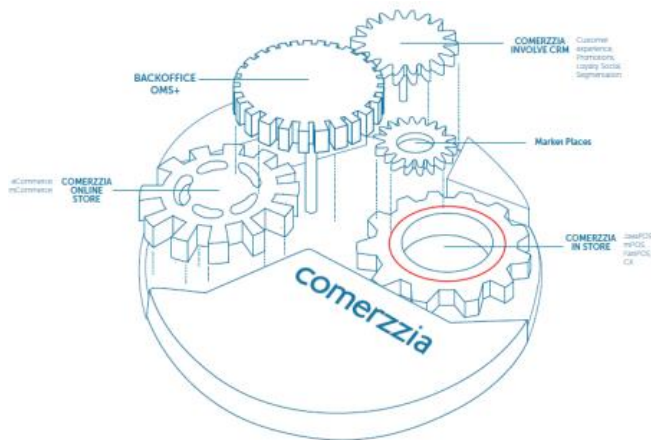
1. Shareholding diffusion: Mix liquidity + establiity.
2. Inorganic growth though acquisitions.
3. Organic growth by strengthen comerzzia brand.
4. 360° in Retail through Tier1: Sector focus.
5. New niche business developments. Software manufacturing capacity. Own product investment.
6. Technological Leadership R+D+i. Continuous improvement. Transformation from Tier1 to Tier1 Group.

Core

Gartner® references

2016/2018/2020/2021 POS

2020/2021 CLIENTELING



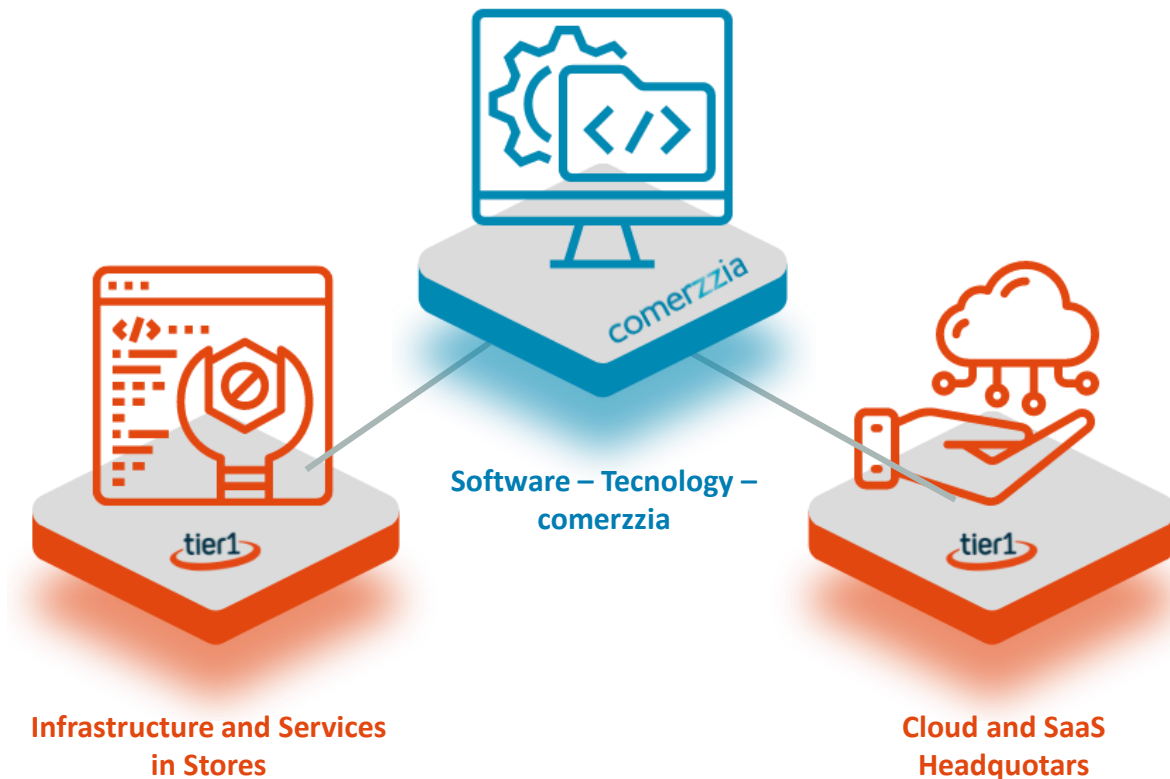
## UNIFIED COMMERCE PLATFORM

*Anywhere anytime*






































































**comerzzia** is a modular platform for all sales commerce processes that enables retailers to optimize their customers' shopping experiences through multiple points of contact, in a consistent, **unified** and seamless way, generating greater **engagement** and sales.

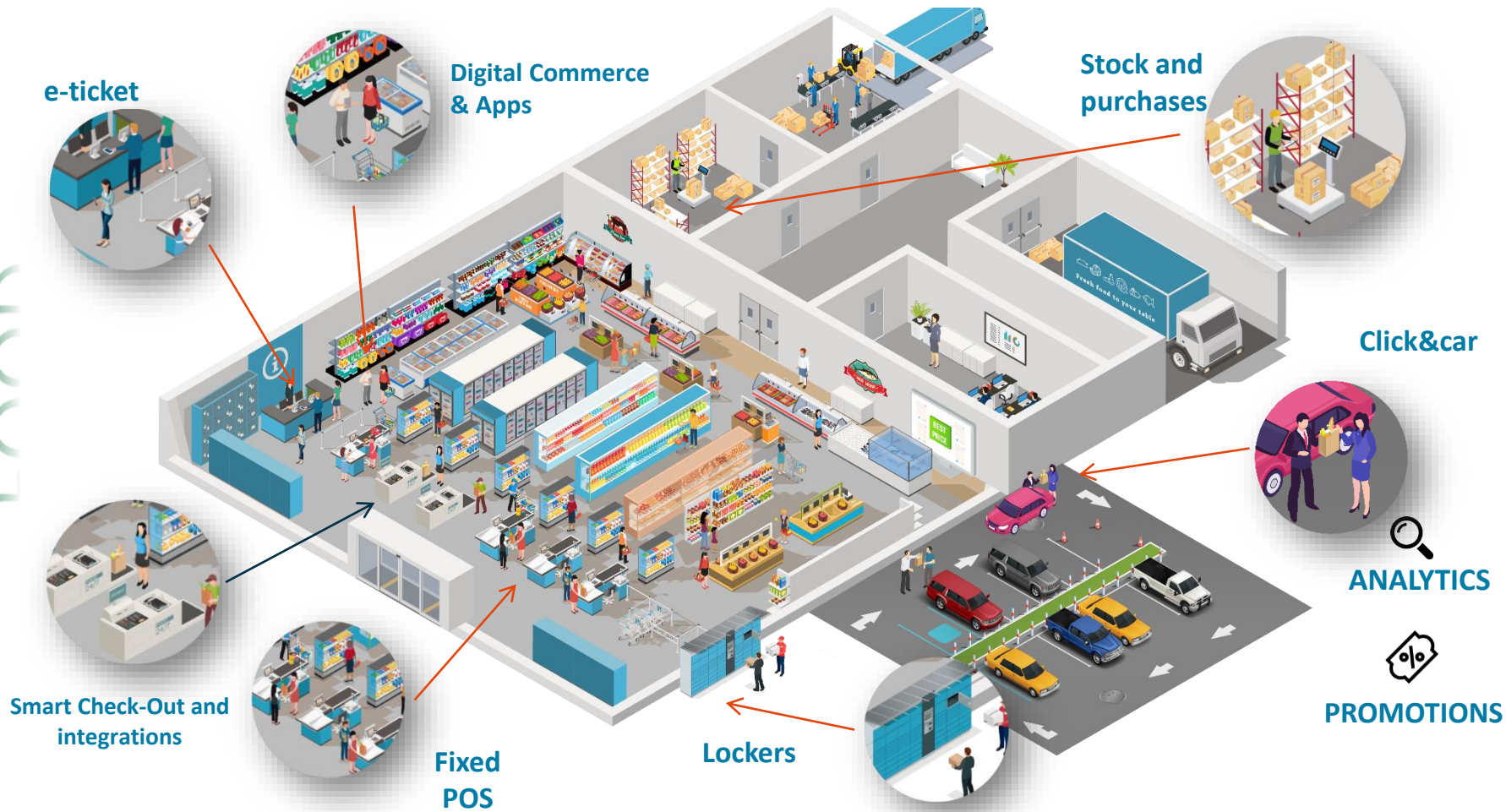


The **SALES GENERATOR** and execution machinery

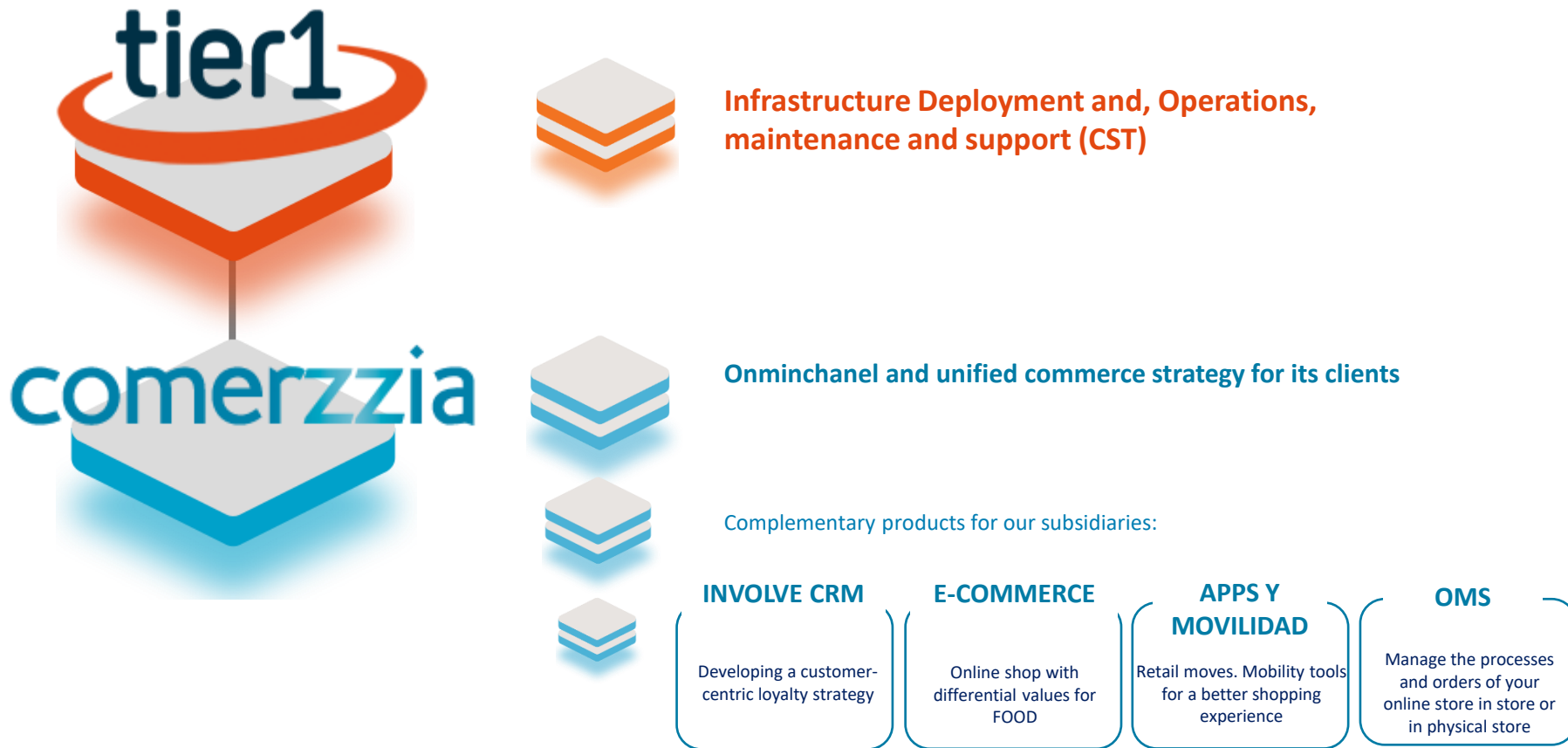


“Non Stop Selling, Anywhere, Anytime”

Vendor Capabilities	Aptos	comerzzia	Cegid	Microsoft	NCR	SAP (GK)	Retail Pro	Oracle
POS (the anchor for unified commerce platforms)								
OMS								
Cross-channel Processes								
Mobile POS with payments								
Cloud/SaaS								
CUSTOMER RELATIONSHIP MANAGEMENT								
Clienteling/CRM								
Analytics								
Omn. Campaign Management								
Pricing & Promotions								
STOCK MANAGEMENT								
One View of Stock								
DIGITAL COMMERCE								
Smart check-out / Scan&Go								
m-commerce / e-commerce								







“We do not seek just the aggregation of Sales, but the generation of synergies”

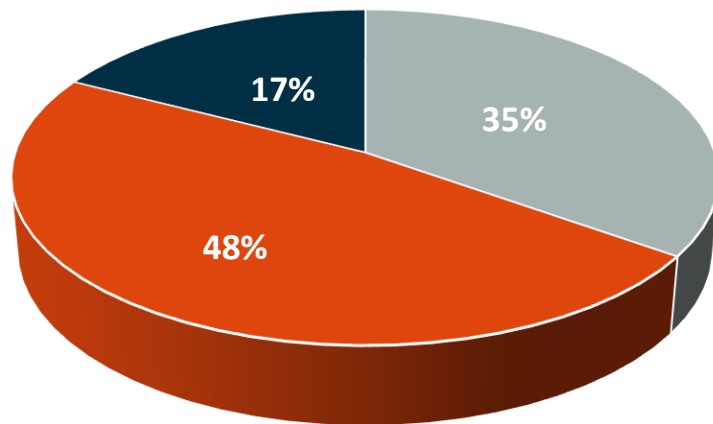
Thousand euros	2021	2020	2019
Turnover	17.083	12.867	10.008
Acquisitions:Compudata + CPI(*)	2.762	0	0
Without acquisitions	14.321	12.867	10.008

(\*) Consolidates amounts 11 and 6 months, respectively.

- Growth of 32,8% over previous year.
- Cumulative growth of 70,7% in two years.
- Like-for like growth of 43,1% (2021 vs 2019).

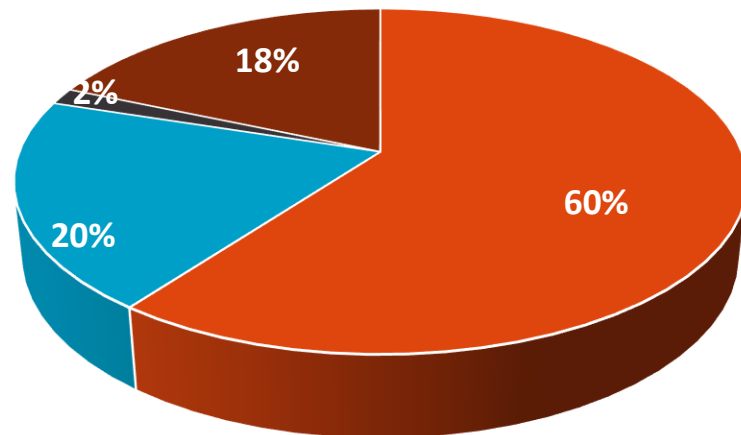
➤ ORGANIC AND INORGANIC GROWTH.

Business line



■ Own software solutions ■ Infrastructures ■ Others

Sectors



■ Retail and distribution ■ Industry and services  
■ Rest ■ Public sector

- Growth of 68.4% in software product in 2021. 100% own software solutions.
- 45% **Recurrent** revenue. Long term contracts.
- Focused in **Retail** Sector. 40,4% growth un this sector.

Thousand euros	2021	2020	2019
Revenue(R)	17.083	12.867	10.008
EBITDA (*)	2.248	1.447	1.232
Net Income(E)	1.205	849	641
EBITDA / R	13,2%	11,2%	12,3%
E/ R	7,1%	6,6%	6,4%

(\*) Operating Income plus amortisations

- Net Income increased by 42,0% in 2021.
- Net Income Cumulative growth of 88,0% over 2019.
- Profitability improvement, both in EBITDA and in profit attributed to parent company.

➤ **GROWTH IN REVENUE AND PROFITABILITY.**

Thousand euros	2021	2020
Non current Assets	3.773	1.083
Current Assets (with out cash)	5.924	4.733
Cash and equivalents	2.905	2.127
<b>TOTAL ASSETS</b>	<b>12.602</b>	<b>7.943</b>
Net Equity	5.585	3.734
Non current liabilities	2.267	1.086
Current liabilities	4.750	3.123
<b>TOTAL LIABILITIES</b>	<b>12.602</b>	<b>7.943</b>

- High level of investment in software products and M&A.
- Current assets represent 70,1% of Total Assets.
- High Liquidity. Financial capacity for new acquisitions.
- Equity represent 44% of Total Assets. Relevant solvency.



## SOLID AND SOLVENT BALANCE

(Thousand euros )	2021	2020
Provided by operations	2.262	1.392
Changes in working capital	7	464
Other operating flows (Taxes)	-253	-191
<b>OPERATING ACTIVITIES CASH FLOW</b>	<b>2.017</b>	<b>1.664</b>
 INVESTMENT ACTIVITIES CASH FLOW	 -1.402	 -475
 <b>FINANCING ACTIVITIES CASH FLOW</b>	 <b>164</b>	 <b>-229</b>
 <b>CASH INCREASED</b>	 <b>779</b>	 <b>960</b>

- Relevant increase of cash, even after strong investments.
- A growth of 62,5% in cash coming from operations.
- Growth in revenue without working capital increase.

## ➤ CASH FLOW GENERATION

## FOOD



## FASHION



MASCARÓ



BIMBA Y LOLA

Dior



FURLA



BURBERRY

EMPORIO ARMANI



CELINE



ADOLF ODOMINGUEZ

ALAIN AFFLELOU



## INDUSTRY



## CONSTRUCTION AND MAINTENANCE



## HOTELS



## DSITRIBUTION



## PUBLIC SECTOR



1. **Stability and liquidity. Free float above 35% with individual, qualified and institutional investor.**
2. **Trading in open system since late 2021.**
3. **Included in the Ibex Growth Market Index 15.**
4. **Negotiated 2.6 million titles in 2022 out of a total of 10 million.**

- 1. Retail market paid for digital transformation**
- 2. Growth, profitability and solid financial position**
- 3. Fulfillment of the strategic plan 21-23**
- 4. Organic growth and synergies around comerzzia**
- 5. Continuity in the acquisitions strategy**
- 6. Quotation below the sector average**

Relación con accionistas e inversores:

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Thank you!

