

Pablo Martín: "In these 5 years Izertis has changed completely; we will comfortably meet the new 2027 Plan".

- Technology consultancy Izertis celebrates the 5th anniversary of its IPO on BME Growth
- Renta4 Banco's chairman, Juan Carlos Ureta, describes Izertis's market launch as a "success story": "It is capitalised at more than 260 million, which is an important figure that puts it on the way to being able to make the leap to the Continuous Market when the time comes and when it has to do so.
- "I am confident that the example of Izertis will serve as a model and inspiration for many other companies, which would be of great benefit to the economy," says CEOE vice-president Íñigo Fernández de Mesa.

25 November 2024. "It's really amazing how fast time has gone by and what has happened in that time, how our company, Izertis, has transformed and how the society around us has transformed". These were the first words that the **Pablo Martín**, president and CEO of Izertis, said during his speech at the event to celebrate the **5th anniversary of the exit of the Spanish technology consultancy firm to BME Growth**.

"After we went on the market, incredible things have happened: a pandemic, a war in Europe, a big crisis in the supply chain, a geopolitical situation that remains unstable... In short, we have had to deal with a somewhat 'funny' situation in these 5 years. To us and to the rest," Martín said. However, the CEO of Izertis recalled that, despite all the vicissitudes, the Strategic Plan presented in 2020 was fulfilled "comfortably" and "we will also fulfil the new plan we presented in April last year with a vision to 2027 with the same ease". Izertis' 2027 Strategic Plan foresees reaching 250 million euros in revenues and 33 million euros in EBITDA by the end of that year. International expansion, brand recognition, progress in differentiation and a leap into the continuous market are its main objectives.

"During these 5 years the company has changed completely. Being in the markets, we believed, was to provide a set of tools in our growth process to make it faster, stronger and better. A hypothesis that we have been able to validate. Our high expectations have been exceeded," insisted Pablo Martín.

In closing, the president of the Asturian technology consultancy wanted to thank "all the people who have brought us this far", starting with the professionals who make up the Izertiana family: "Without you it is impossible for us to have come this far and to do the things we are going to do in the future".

He also had words of thanks for BME Growth, and especially for its managing director Jesús González-Nieto and his entire team; for Renta4 Banco, "which has behaved with us as a magnificent advisor and collaborator. Today we consider you as one of our strategic partners. Part of our success is due to you. Within the bank, he highlighted the role played by Antonio López Clariana (regional director of Renta4 Banco for Asturias, Galicia, Álava and La Rioja) "who is a special person in the bank and who has exceeded all the expectations and commitments we had placed in him". The final thanks went to his family, who were present at the event, "who have allowed me to focus on my work".

Five years of very strong growth

Over the past five years, the company has experienced very strong growth, which is reflected in the following figures:

- From EUR 48.5 million in revenue in 2019 to EUR 121.3 million in 2023 (+150%)
- From 600 people to more than 1,900 professionals (x3)
- 21 international companies have been integrated over the last five years: the British company Projecting and the Swiss company Digiswit.
- Revaluation of 497.1% of the share price (from 1.70 euros per share at the start to 9.86 euros per share at the close of trading on Friday 22 November).

- 266.17 million currently capitalised

The person in charge of welcoming the guests to the historic Palacio de la Bolsa de Madrid was **Jesús González-Nieto, managing director of BME Growth**, who gave as an example the growth of Izertis in these 5 years as "a reflection of the boost that the markets can give to companies. And not only from a funding point of view, but also from a "reputation, visibility and internal organisation" point of view. "We need bigger companies, more leaders and with more ambition to grow," he said.

For his part, **Juan Carlos Ureta, Chairman of Renta4 Banco and member of the Board of Directors of Izertis**, recalled that "a strong economy is an economy with strong companies, and a quality economy is an economy with quality companies". He also highlighted the role of financial markets as "a very powerful lever" and described Izertis' journey in BME Growth as a "success story": "The fact that Izertis and its chairman Pablo Martín took the decision five years ago to list is a sign of strength, of commitment as a company, of wanting to do things well, of wanting to grow well and of wanting to have good governance and a very strong management discipline". He also stressed that "it has a capitalisation of more than 250 million euros, which is an important figure that puts it on the way to being able to make the leap to the Continuous Market when the time comes and when it has to do so".

For the **vice president of the CEOE, Íñigo Fernández de Mesa**, the Spanish technology consultancy's jump to the stock markets "marked an important milestone, marking its consolidation as an innovative company with great potential for sustained growth, standing out for its focus on digital transformation as well as its international projection". In his speech, he described BME Growth as "a platform that is crucial for small and medium-sized enterprises because it makes it easier for small-cap companies to obtain financing for their operations, expansion projects, investment and innovation. It also reduces dependence on banks and raises funds from investors. "I am confident that the example of Izertis will serve as a model and

inspiration for many other companies, which would be of great benefit to the economy," added Fernández de Mesa.

Along with the main shareholders of Izertis and members of the top management of Izertis, the event was also attended by Francisco Vidal, director of Economy and Sectorial Policies of the Spanish Confederation of Small and Medium Enterprises; María Calvo, President of the Asturian Federation of Entrepreneurs; Ignacio Iglesias, Director General of Companies, SMEs and Entrepreneurs of the Government of the Principality of Asturias, and José Luis Huerta, Director of the Office for the Economy and Trade of the Principality of Asturias in Madrid.

About Izertis

Izertis is a technology consultancy that offers high added value solutions through a complete portfolio of technological and methodological capabilities, standing out in environments such as AI, Cybersecurity, Data & Intelligence, Customer Experience, DevOps, Cloud, Software Engineering, Quality Assurance, Hyper Automation, IT Sourcing, Business Solutions, Blockchain, Project & IT Governance and other enabling technologies for digital metamorphosis processes.

Founded 1996 years ago, Izertis currently employs more than 2,000 professionals in its offices in Europe and America. In November 2019, it joined BME Growth.

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