

INVESTORS

PRESENTATION

v 25.07 – July 2025



Disclaimer

This document may contain future statements and information (hereinafter "Statements") related to IZERTIS, S.A. (hereinafter "IZERTIS", or "the Company"). These events may include financial projections and estimates with assumptions, statements related to plans, objectives, and expectations that may relate to various subjects, including the customer base and its evolution, the growth of the different business lines, the market share, the results of the company and other aspects related to the activity and situation of the company.

The expressions of the future or forecasts contained in this document may, in certain cases, be identified by the use of words such as "expectations", "anticipation", "purpose", "belief" or similar language, or their corresponding negative form, or by the very nature of the prediction that concerns strategies or plans or intentions. These expressions of future or forecasts reflect the opinions of IZERTIS regarding future events, do not, by their very nature, constitute guarantees of future compliance, being conditioned by risks and uncertainties that could determine that the final developments and results differ materially from those reflected in these intentions, expectations or forecasts. Among such risks and uncertainties are those identified in the documents with the most complete information recorded by IZERTIS to different supervisory authorities of the securities markets in which its stock is listed, and in particular, to BME Growth.

Except to the extent required by applicable law, IZERTIS assumes no obligation to publicly update the outcome of any review that it may undertake of these statements in order to adapt them to subsequent facts or circumstances of this document, including, but not limited to, changes in the Company's business, in its business development strategy, or any circumstances that may arise.

This document may contain summary, non-GAAP or non-audited financial information. The information contained therein must be read together and is subject to all available public information about the Company, including, where applicable, other documents issued by the Company containing more complete information.

Finally, it should be noted that neither this document nor anything contained herein constitutes an offer to buy, sell or exchange, or a request for an offer to buy, sell or exchange securities, or a recommendation or advice on any value.

Izertis at a Glance

We are a **Technology Consulting** firm that helps organizations in their **Digital Metamorphosis** process.

Our differentiation is based on our **Offering** of services and cutting-edge technologies, and on our modern, agile, innovative and flexible Culture.

+138,1

M€ Total Revenues (2024)

28

Years of History

+2,200

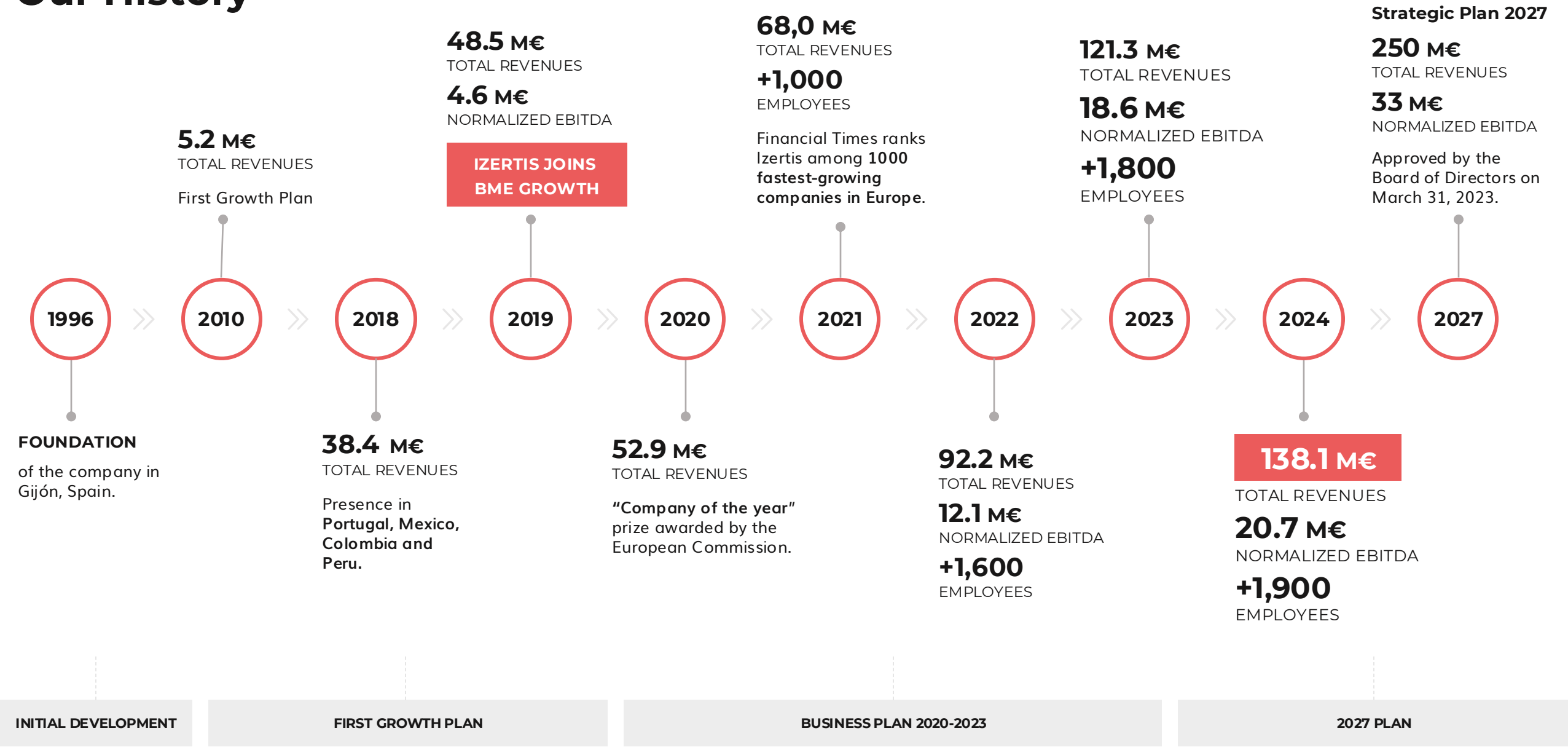
Professionals

Listed on

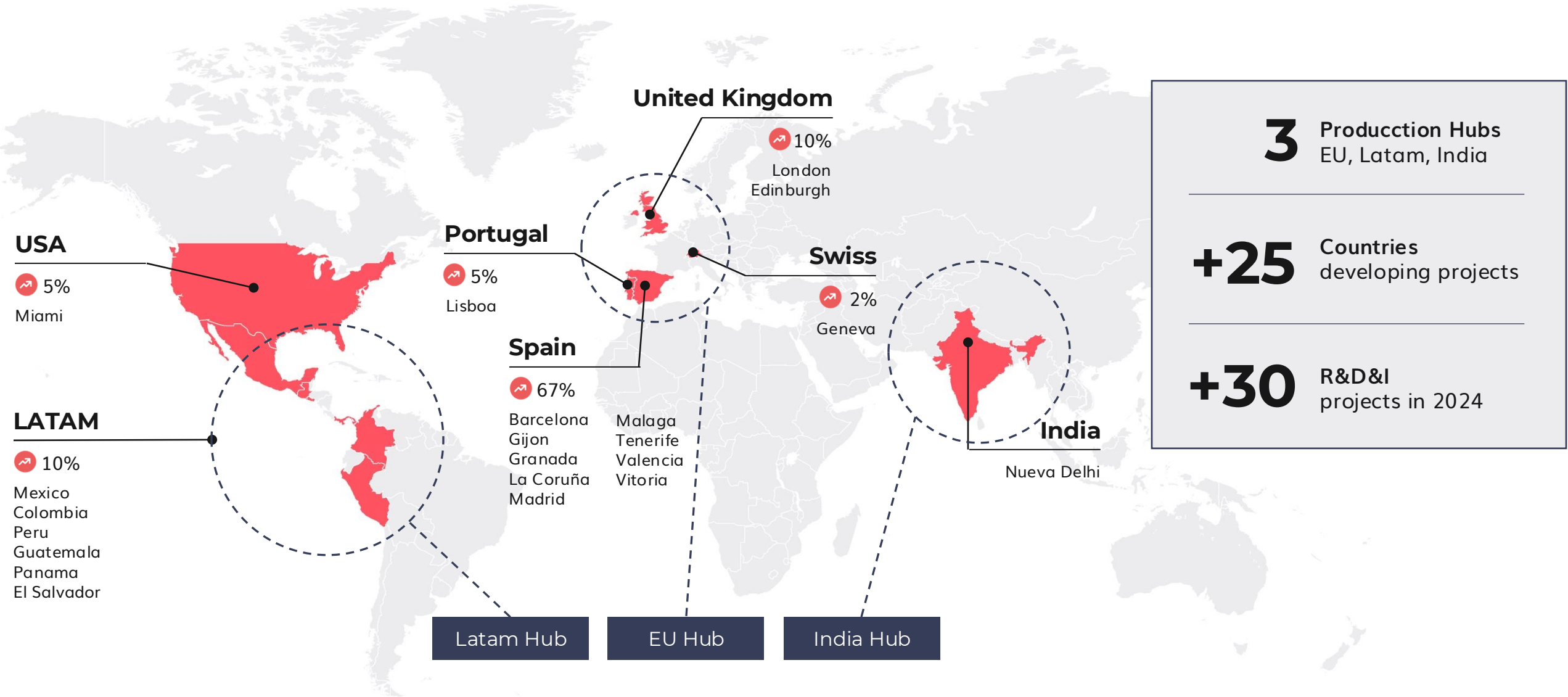


izertis
YOUR
FUTURE,
OUR
CHALLENGE.

Our History




Estimates 2025



Others: 1% | Percentages according to total estimated revenue for 2025

What We Do

 Success Stories



Software Engineering

Solutions to accelerate the transition to high-value digital business for the user:

- IADev
- Agile Development
- DevSecOps
- Mobile
- Digital Plattformen
- ECM & BMP
- Quality Assurance
- Phygital



Enterprise & IT Governance

Consulting services for streamlining corporate processes:

- IT Governance
- Organization and processes
- Portfolio, program and project management
- Change Management
- PPM/ESM/ITSM solutions



Cloud & Infrastructure

Consulting focused on cloud-based technological infrastructures:

- Delegated infrastructure management
- Hybrid Cloud
- Cloud DevOps
- IT Modernization
- Managed Services
- Productivity
- Communications



Business & Cx Transformation

Commercialization and implementation of end-to-end solutions to increase efficiency, reduce costs, and create hyper-connected businesses that link people, data and processes.

- Customer Experience
- CRM
- ERP



Enterprise & IT Cybersecurity

Cybersecurity solutions through a 360° security application model:

- Secure Architectures
- Cyber assessment
- Audits
- Pentesting
- Network Team
- Incident support
- SOC



Dx Strategy & Tech Innovation

Customized intelligence services and solutions to facilitate strategic decision making:

- Strategic consulting
- Artificial Intelligence
- Data
- Blockchain
- PLN

40,9%



22,7%



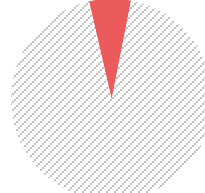
13,8%



12,1%



6,7%



3,8%



Percentages according to income in 2024

Izertis Ventures: Sowing the Digital Future


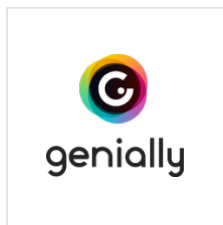

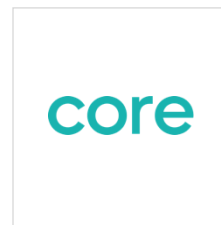

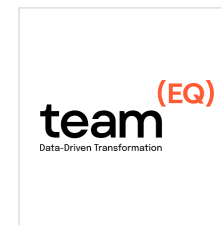
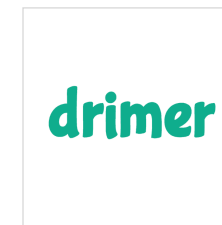

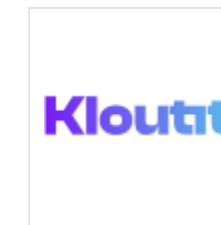


Objective

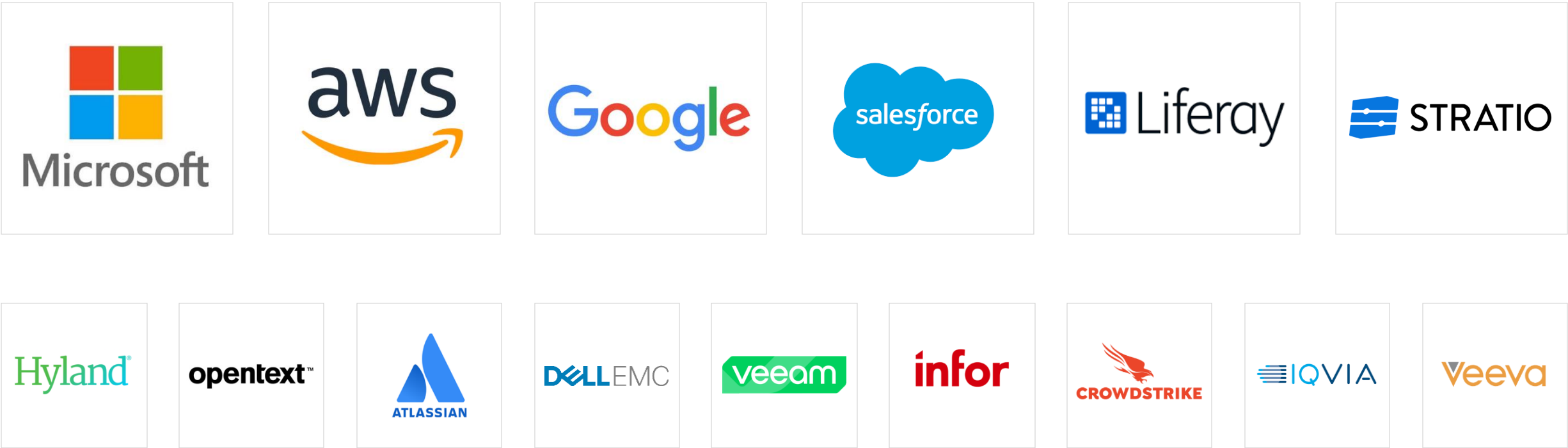
To create an expanded innovation ecosystem for Izertis through the participation of technology startups that:

- Stand out for their **innovation**
- Have a close **relationship with the Izertis Group's activities**
- Enable us to **generate a value chain** with our company

Featured companies in the ecosystem:

								
Happy Robot	Genially	Vumi	Core	Ábaco	TeamEQ	Drimer	Belender	Kloutit
Transforming logistics with AI, increasing efficiency and reducing operating costs.	Nº 1 tool for interactive content creation and e-Learning.	Solution to improve investment decision-making and profitability. Aimed at Investment Services Companies (ISCs).	Task automation for e-commerce and supplier integration, without code.	Fintech facilitator of microcredits for allies	People Analytics SaaS platform for measuring and improving team performance.	SaaS-Marketplace platform that connects travelers and content creators, offering a new way to travel.	Online tool to quickly obtain the official documentation of a potential customer to optimize a risk analysis.	Artificial Intelligence based solution to automate the defense against chargebacks.

Main Technological Alliances



Customers

INDUSTRY



PUBLIC ADMINISTRATION



BANKING, FINANCE & FINTECH



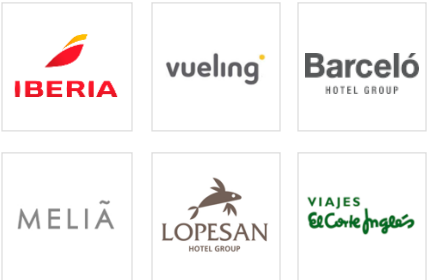
INSURANCE & MUTUAL



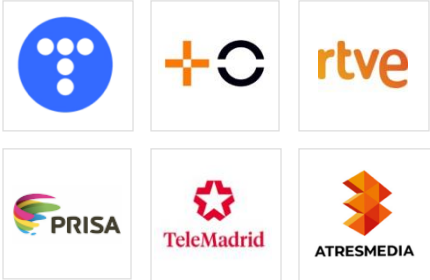
PHARMA



TOURISM, TRAVEL & LEISURE



TMT



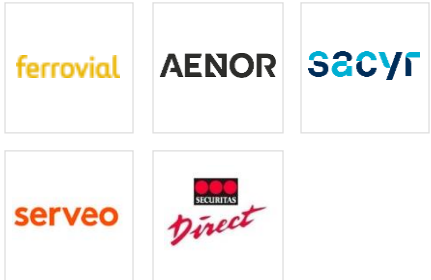
RETAIL, LOGISTICS & DISTRIBUTION



ENERGY & UTILITIES



SERVICES, CONSTRUCTION & REAL ESTATE



Why, What, How

WHY IZERTIS?

Differentiation

Knowledge + Culture.

We bring together the best **technological talent** to build the most innovative solutions.

Around a different, modern, agile, flexible, demanding and transparent corporate culture.

WHAT DO WE WANT TO DO?

Targets

To be a company that is **admired** and **recognised** by society.

To generate sustainable, long-term value for customers, employees, shareholders and society as a whole.

To help with our work the **world progress and be better every day.**

HOW ARE WE GOING TO DO IT?

Strategy

- A great global brand
- Differential culture
- Human talent
- Technological edge
- Strong growth

Socially responsible management is a fundamental pillar of **Izertis' strategy**.

For Izertis, environmental, social and governance factors are key elements on which the company's activity revolves, as they contribute to the creation of sustainable value for both its shareholders and other stakeholders.



Enviromental

In all our activities we take into account the impact that the resources we use may have on the environment, and we are constantly looking for ways to reduce their consumption.



Social

We seek to benefit the communities in which we work, generating wealth and employment and collaborating with society to improve it.



Governance

We have a structure and governing bodies guided by values and ethical principles, which guarantee transparency and best practices in management.

ESG

Commitment

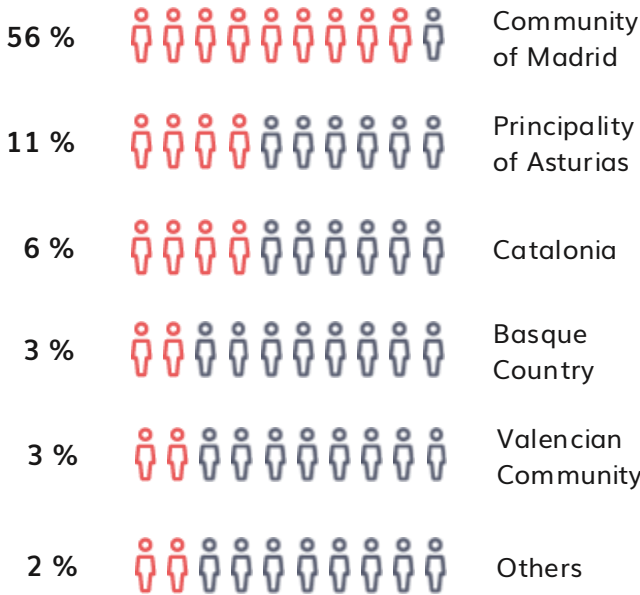
Talent

2,231

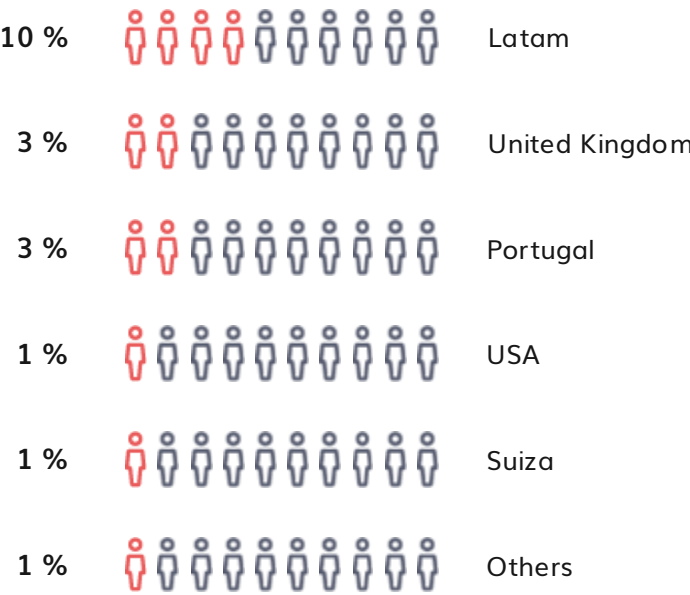
professionals

06/30/2025

SPAIN



INTERNATIONAL

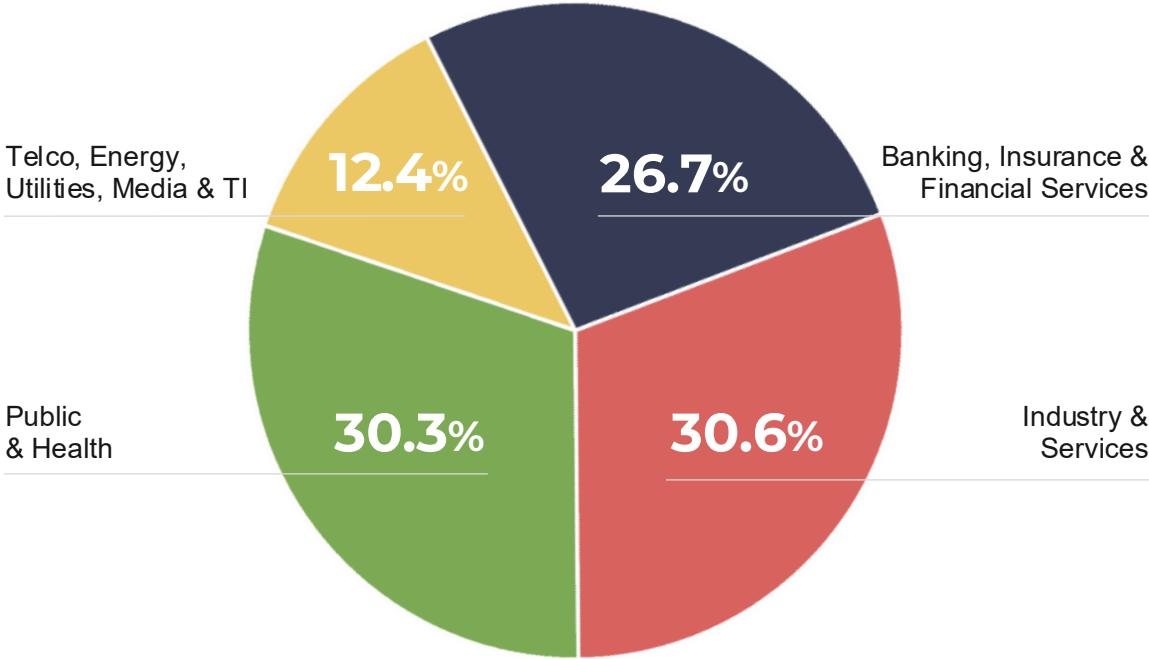


	< 30	30 – 39	40 – 49	50 – 59	> 59	TOTAL
Women	6 %	11 %	8 %	4 %	1 %	30 %
Men	14 %	26 %	18 %	9 %	3 %	70 %

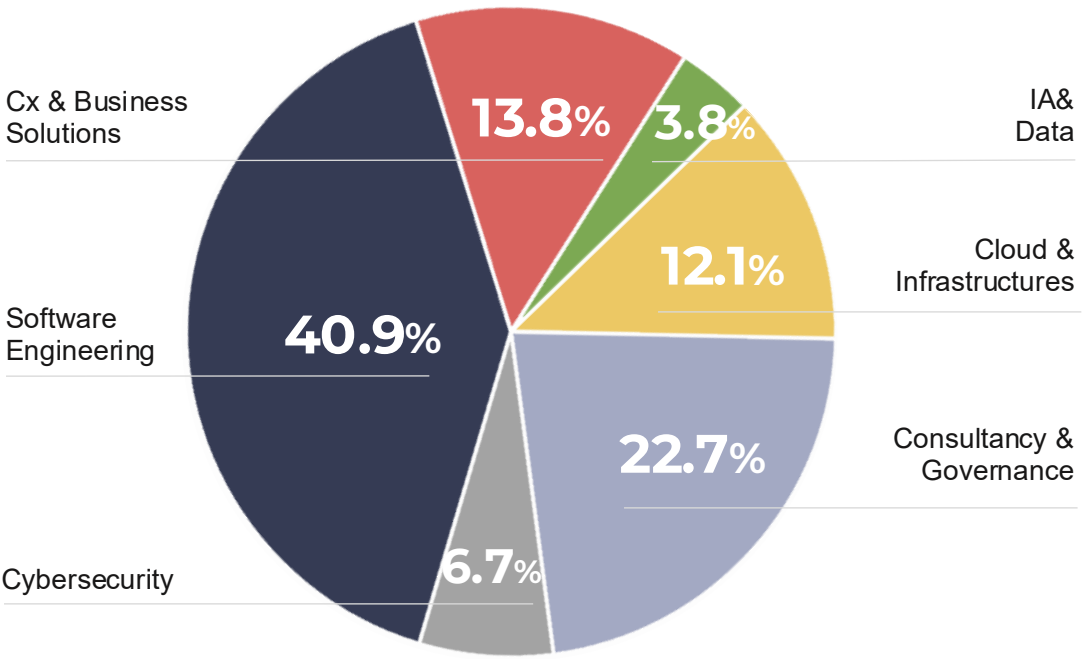


Business Diversification

SALES BY TARGET SECTOR



SALES BY LINE OF ACTIVITY



SALES CONCENTRATION



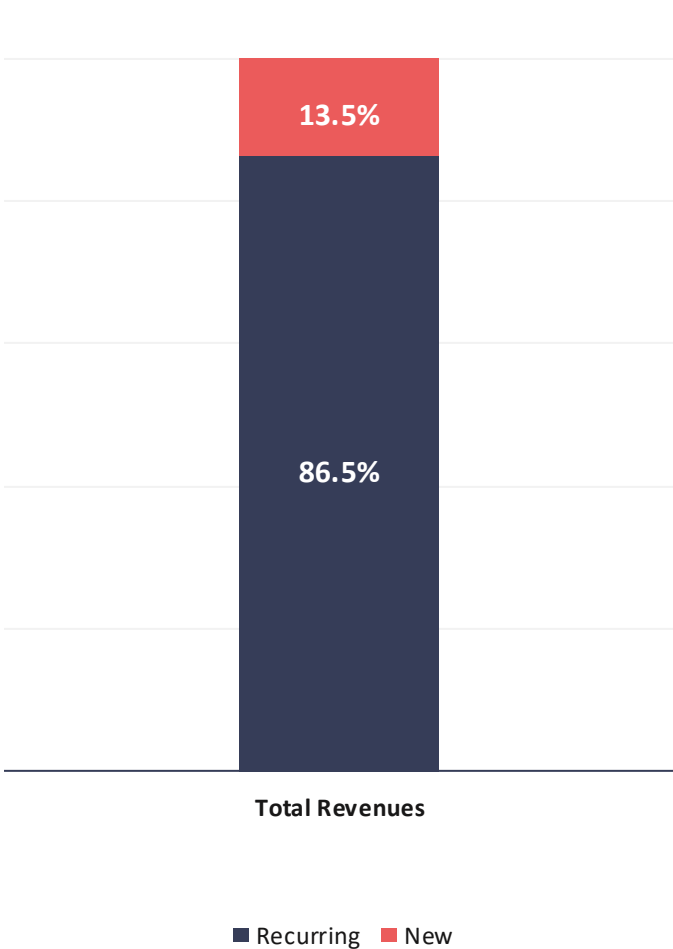
Data corresponding to 2024

Revenues and EBITDA Composition

ORGANIC VS INORGANIC



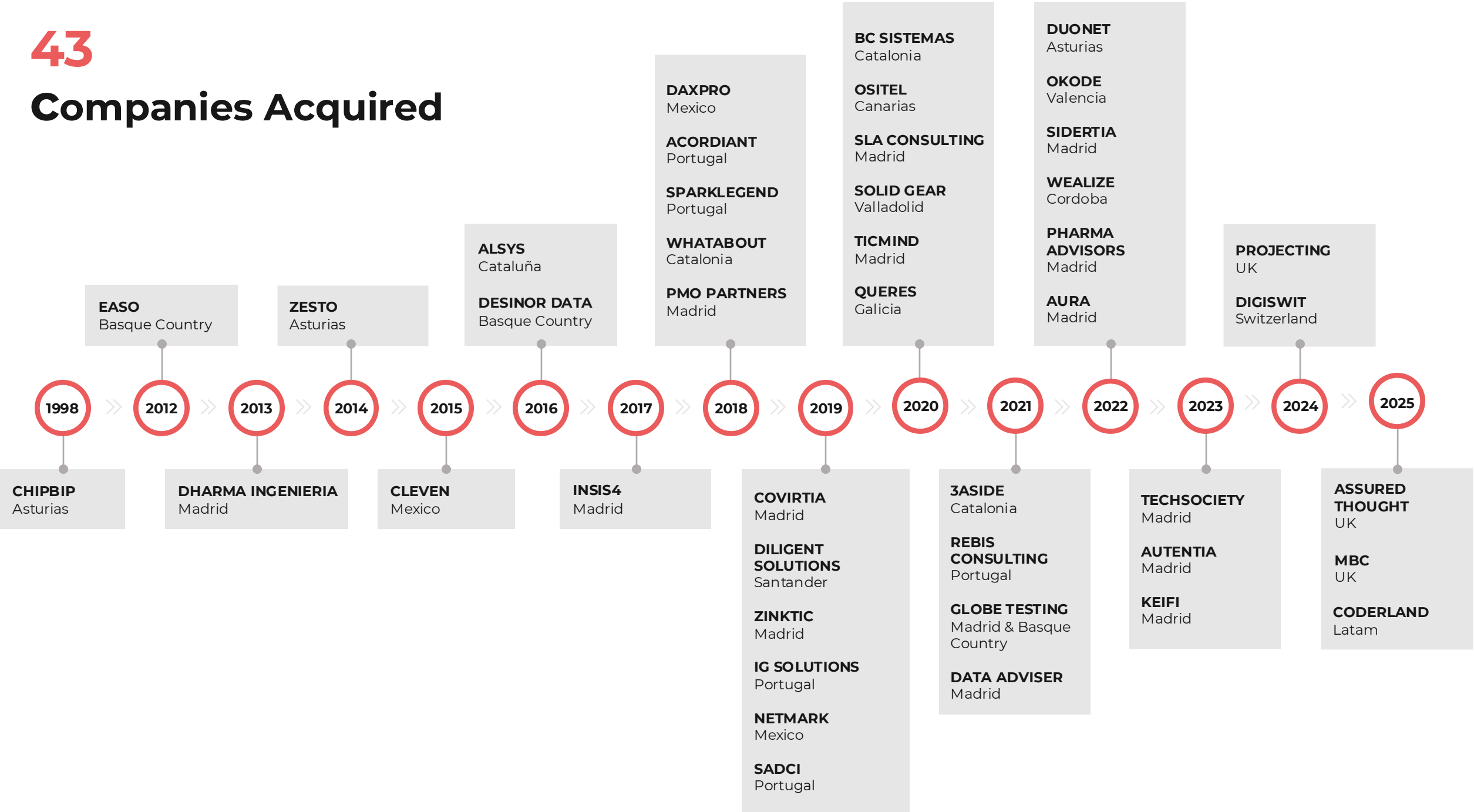
NEW VS RECURRING CUSTOMERS



Data for 2024 (Inorganic: Acquisitions 2024) | Recurring customers are those with more than one year's tenure

43

Companies Acquired



Board of Directors



Pablo Martín
Chairman & CEO

in



Lourdes Argüelles
Board Member

in



Manuel R. Pasarín
Board Member

in



Diego Cabezudo
Board Member

in



Arturo Díaz
Board Member

in



Carlos Sartorius
Board Member

in



Juan Carlos Ureta
Board Member

in



Pablo Arnús
Board Member

in



**Irene Sáenz
de Santa María**
Secretary to the Board

in



Carla Carrio
Vice-Secretary Non Board
of Directors

in

Management Committee



Pablo Martín
Chairman & CEO

in



Lourdes Argüelles
CFO

in



Manuel R. Pasarín
COO

in



Segor Teclesmayer
CPO

in



Francisco Sáez
CCO

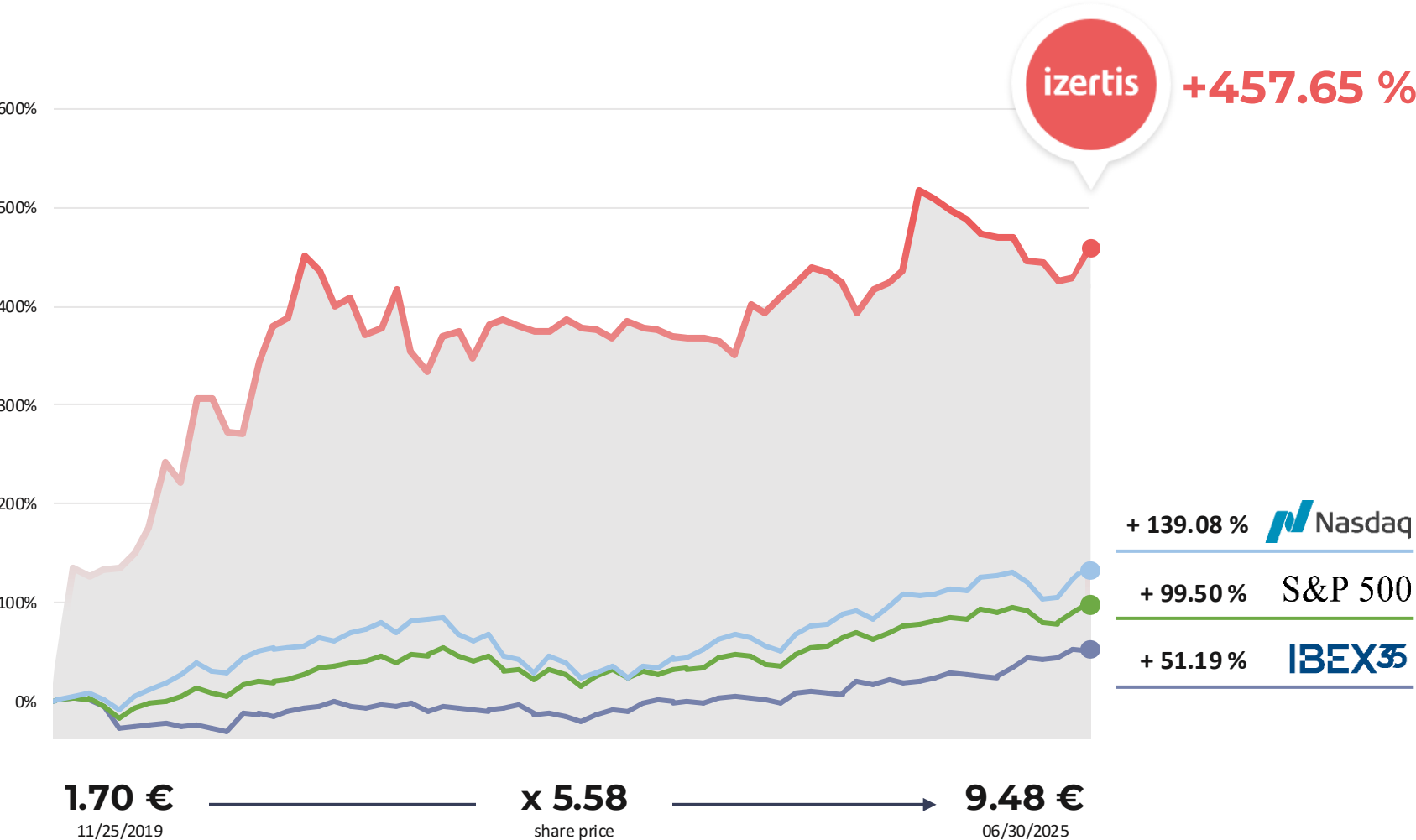
in



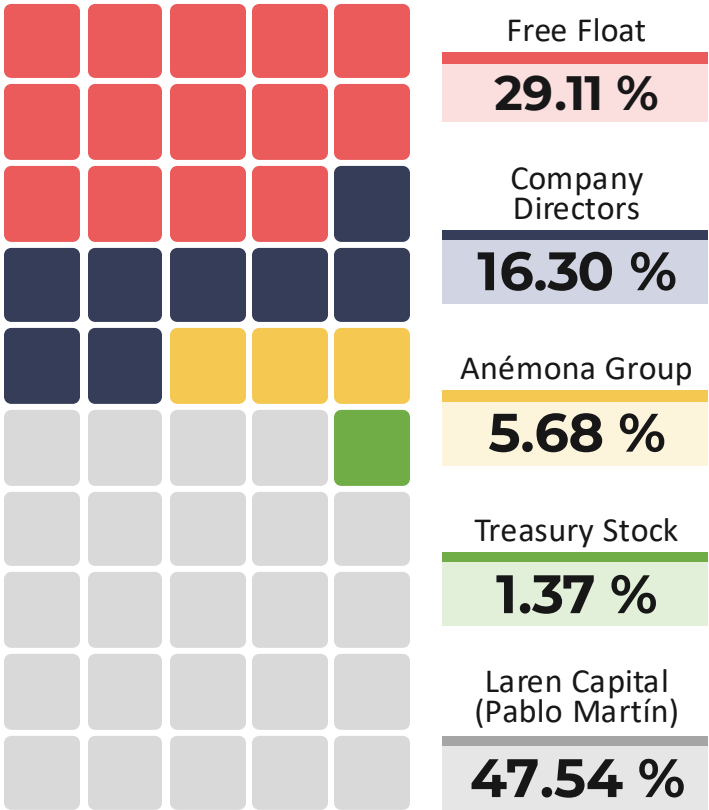
Roberto Delgado
CIO

in

Comparison with Main Stock Indexes




Shareholders



Approximate data as of Mat 2024 based on 27,880,708 shares outstanding (BME Growth).

Analyst Coverage

Analyst reports on the company are available on the Izertis website, in the **Investors** section.

 Investors



ANALIST

Juan Peña

Latest Price target:

12,0 €/share

 view report



ANALIST

Eduardo Imedio

Latest Price target:

12,2 €/ share

 view report



ANALIST

David López

Latest Price target:

12,3 ... 15,3 €/ share

 view report



ANALIST

Álvaro Lenze

Latest Price target:

11,8 ... 16,1 €/ share

 view report

New Sources of Funding LTM



Issuance of convertible
debentures for **30.0 M€**
January 2024



Issuance of convertible
debentures for **5.0 M€**
September 2023



8.0 M€
financing
July 2022



10.0 M€
financing
September 2021



Issuance of convertible
debentures for **4.0 M€**
July 2021



3.8 M€ capital increase
announcement
July 2021

Acknowledgments



Award for Best
Investor Relations

JUNE 2025



Award for Best
Innovation Project in
the Public Sector with
Blockchain technology
awarded by INATBA

JANUARY 2024



Financial Times ranks
Izertis among the 1000
fastest-growing
companies
in Europe

MARCH 2022



European Commission
awards Izertis as
'Company of the Year' at
the European Small and
Mid-Cap Awards

NOVEMBER 2020

Acknowledgments



INATBA

International Association for
Trusted Blockchain Applications

Award for Best Innovation Project
in the Public Sector with
Blockchain technology awarded by
INATBA

JANUARY 2024



FINANCIAL
TIMES

1000

Europe's Fastest
Growing Companies

2021 & 2022

Financial Times ranks Izertis among
the 1000 fastest-growing
companies
in Europe

MARCH 2022



European Commission awards
Izertis as 'Company of the Year'
at the European Small and Mid-
Cap Awards

NOVEMBER 2020

Why invest in Izertis?

SECTOR WITH STRONG FUTURE GROWTH

The technology sector has continued to grow faster than any other sector in recent decades and will continue to do so even more strongly.

Tailwind.

IMPRESSIVE TRACK RECORD

Izertis has grown at an annualized average of over 20% for more than 25 years in a row.

STRONG ATOMIZATION IN THE SECTOR

And the need for concentration to build stronger companies globally.

MANAGEMENT COMMITMENT TO THE COMPANY

They are its main shareholders and stake their equity with that of the rest of the shareholders.



Sector Overview

Software Development	The creation of customized software solutions will help solve problems or meet new challenges through advanced software engineering and process automation, reducing dependence on human labor and promoting efficiency within companies.	<table><tr><th>Year</th><th>TACC</th></tr><tr><td>2022</td><td>28.2</td></tr><tr><td>2027e</td><td>74.7</td></tr></table>	Year	TACC	2022	28.2	2027e	74.7
Year	TACC							
2022	28.2							
2027e	74.7							
Consultoría IT & Governance	The IT organization and management of companies has become a key factor with the digital transformation, therefore the development of business agility solutions is becoming increasingly important for companies.	<table><tr><th>Year</th><th>TACC</th></tr><tr><td>2022</td><td>113.9</td></tr><tr><td>2027e</td><td>179.5</td></tr></table>	Year	TACC	2022	113.9	2027e	179.5
Year	TACC							
2022	113.9							
2027e	179.5							
Data & Analytics	The storage, management and processing of data is one of the great challenges for companies, which often do not have the knowledge and internal resources to manage data on a massive scale, and it is expected that by 2027 more than 50% of business will be generated from data.	<table><tr><th>Year</th><th>TACC</th></tr><tr><td>2022</td><td>100.0</td></tr><tr><td>2027e</td><td>185.1</td></tr></table>	Year	TACC	2022	100.0	2027e	185.1
Year	TACC							
2022	100.0							
2027e	185.1							
Cloud & Tech Infrastructure	Investment in cloud solutions will grow, reinforcing and accelerating the transition to the cloud, from infrastructure migration to the development of cloud solutions. 90% of companies are expected to have some type of cloud solution/application by 2027.	<table><tr><th>Year</th><th>TACC</th></tr><tr><td>2022</td><td>488.3</td></tr><tr><td>2027e</td><td>1,171.1</td></tr></table>	Year	TACC	2022	488.3	2027e	1,171.1
Year	TACC							
2022	488.3							
2027e	1,171.1							
Cybersecurity	Cybersecurity has become a top priority for operating in the new digital environment , and its growth will be driven by factors such as the increase in digital transformation, the greater number and sophistication of cyberattacks and the lack of specialized personnel in companies.	<table><tr><th>Year</th><th>TACC</th></tr><tr><td>2022</td><td>157.1</td></tr><tr><td>2027e</td><td>277.4</td></tr></table>	Year	TACC	2022	157.1	2027e	277.4
Year	TACC							
2022	157.1							
2027e	277.4							
CRM & Marketing	The transition to an increasingly digitized economy makes it imperative for companies to increase their focus on digital marketing and customer experience competencies in order to attract a larger customer base.	<table><tr><th>Year</th><th>TACC</th></tr><tr><td>2022</td><td>17.8</td></tr><tr><td>2027e</td><td>36.8</td></tr></table>	Year	TACC	2022	17.8	2027e	36.8
Year	TACC							
2022	17.8							
2027e	36.8							

A photograph of an office interior. In the background, a red wall features the 'izertis' logo in white. The office is filled with desks, computer monitors, and office equipment. A person is visible on the left side of the frame. The ceiling has a grid of lights. The overall scene is a typical modern office environment.

2024 RESULTS

SPANISH GDP	
2021	+5.1 %
2022	+5.5 %
2023	+2.7 %
2024	+3.2 %
2025e	+2.6 %

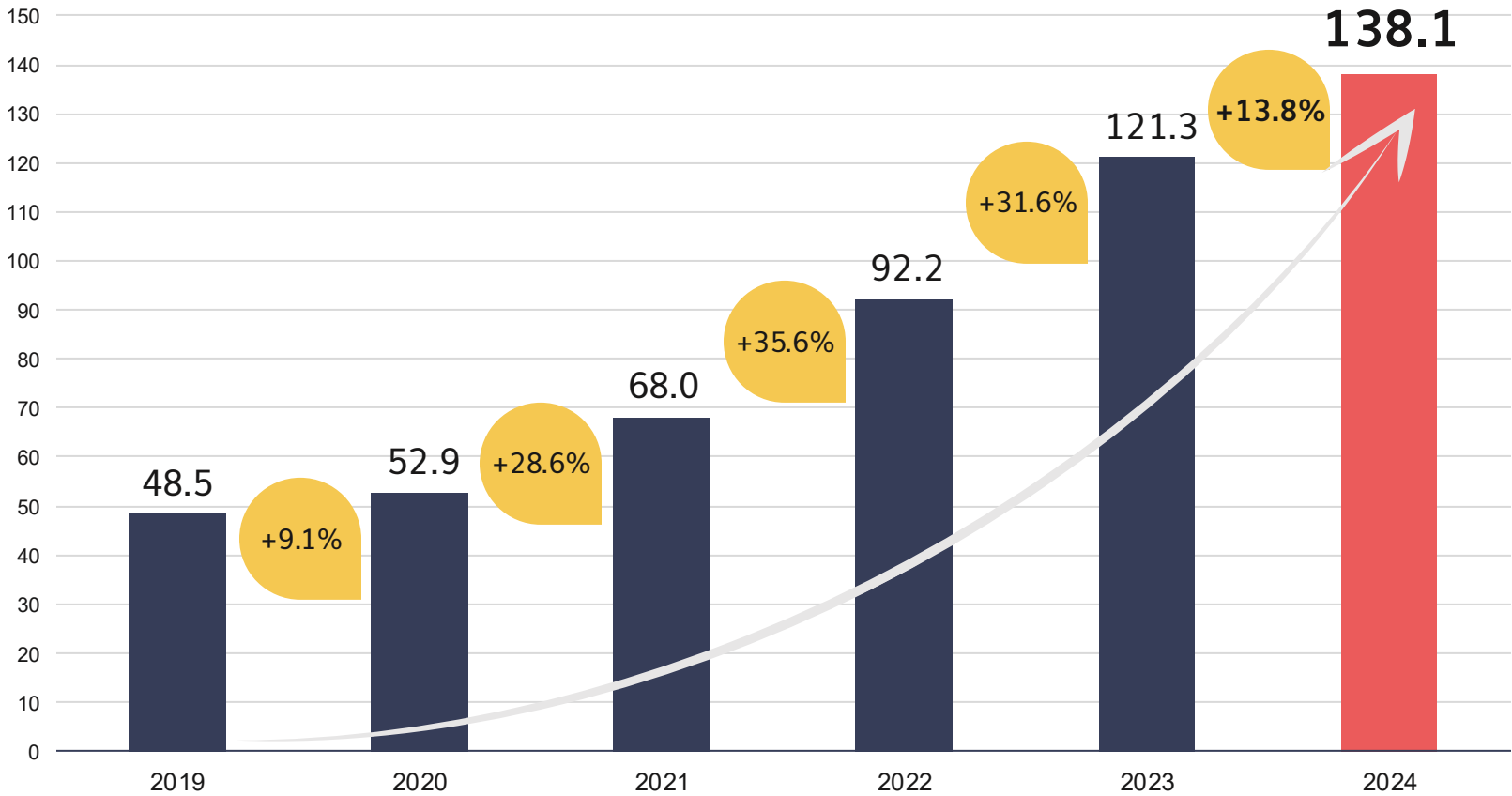
Data provided by the European Commission.
May 2025.

CONSULTING SECTOR	
2021	+9.5 %
2022	+15.2 %
2023	+9.7 %
2024	+8,8 %
2025e	+6,7%

Data provided by the Spanish Association of
Consulting Firms (AEC). June 2025.

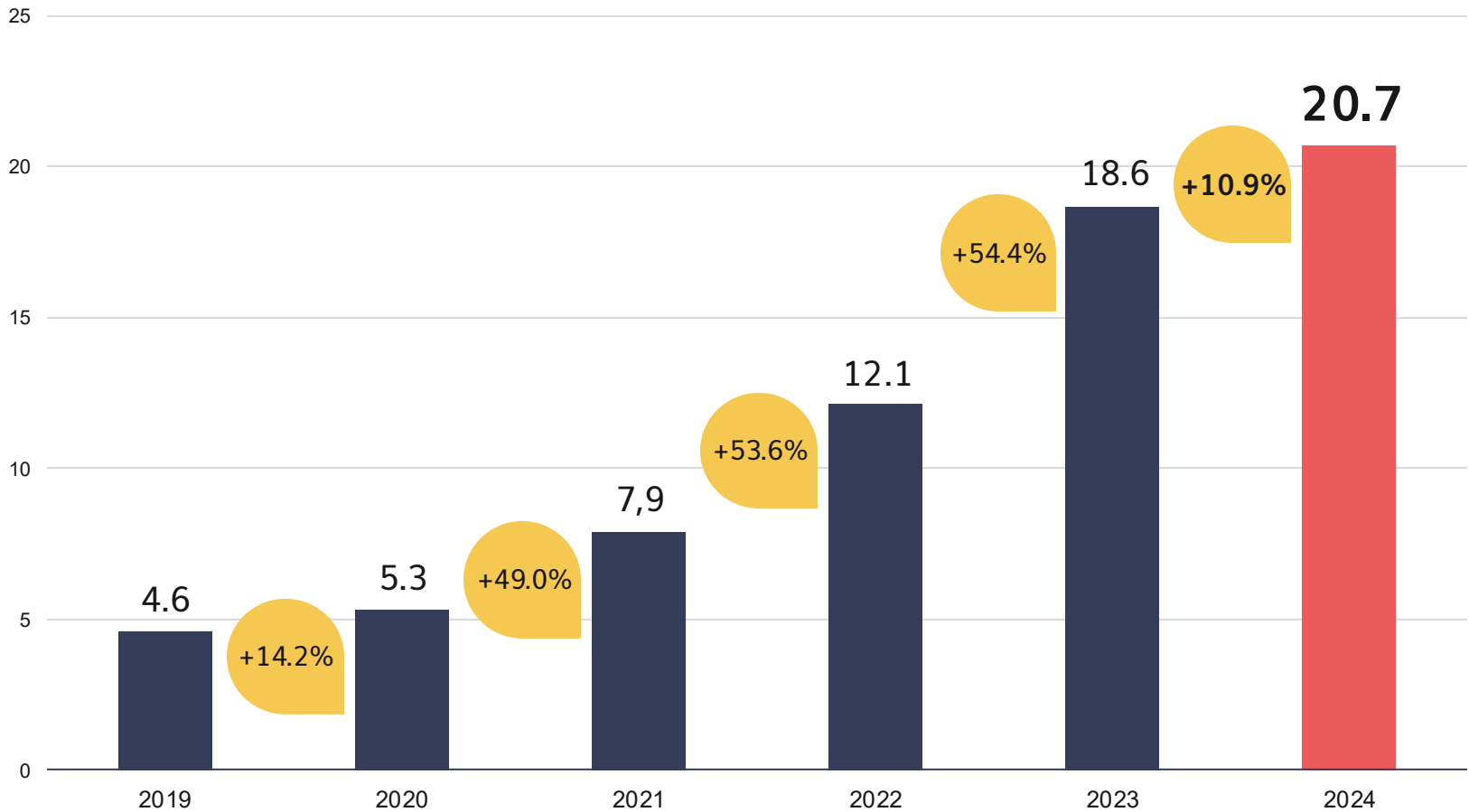
Total Revenues

Growth Well Above the Sector and GDP



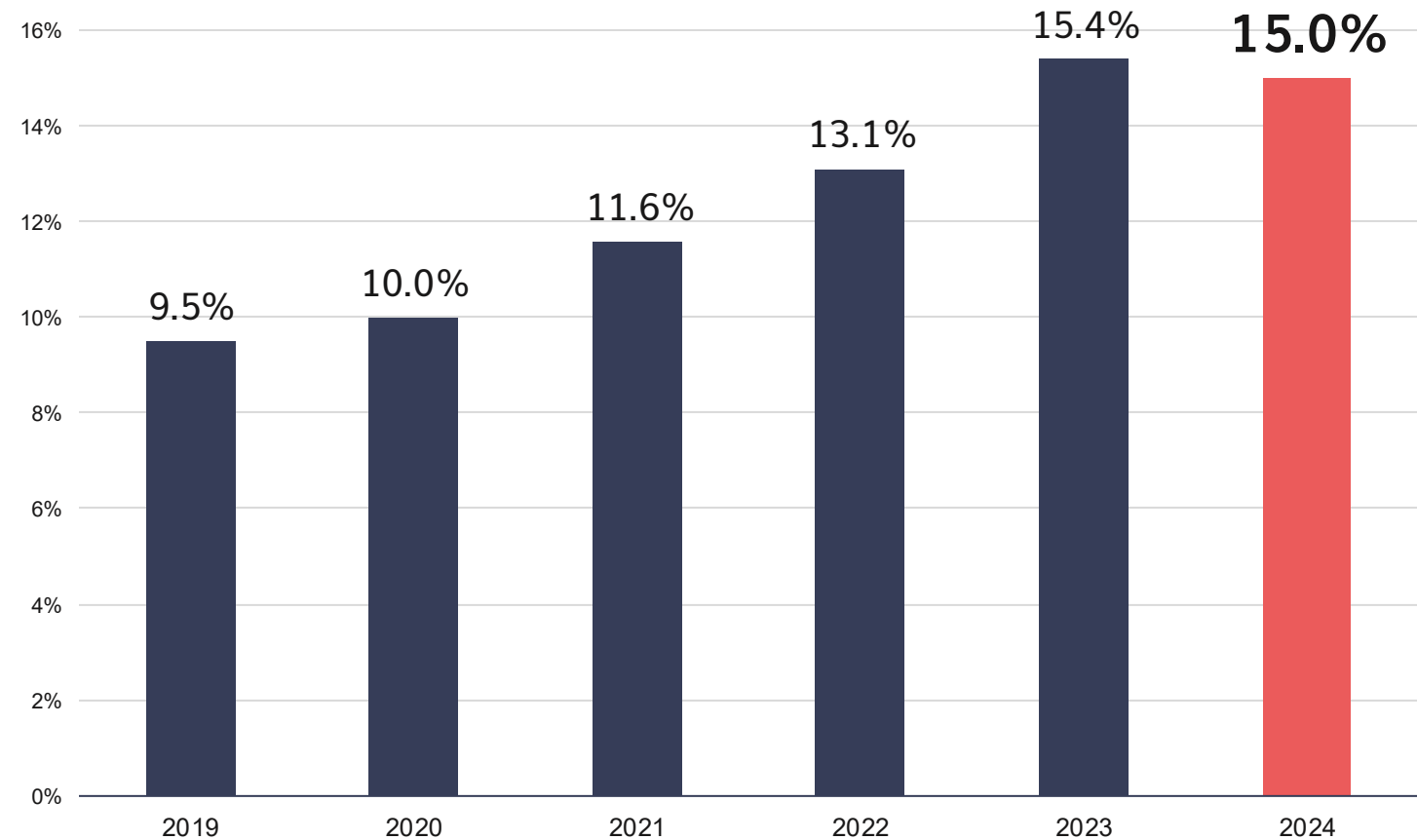
Normalized EBITDA

Strong increase in Normalized EBITDA



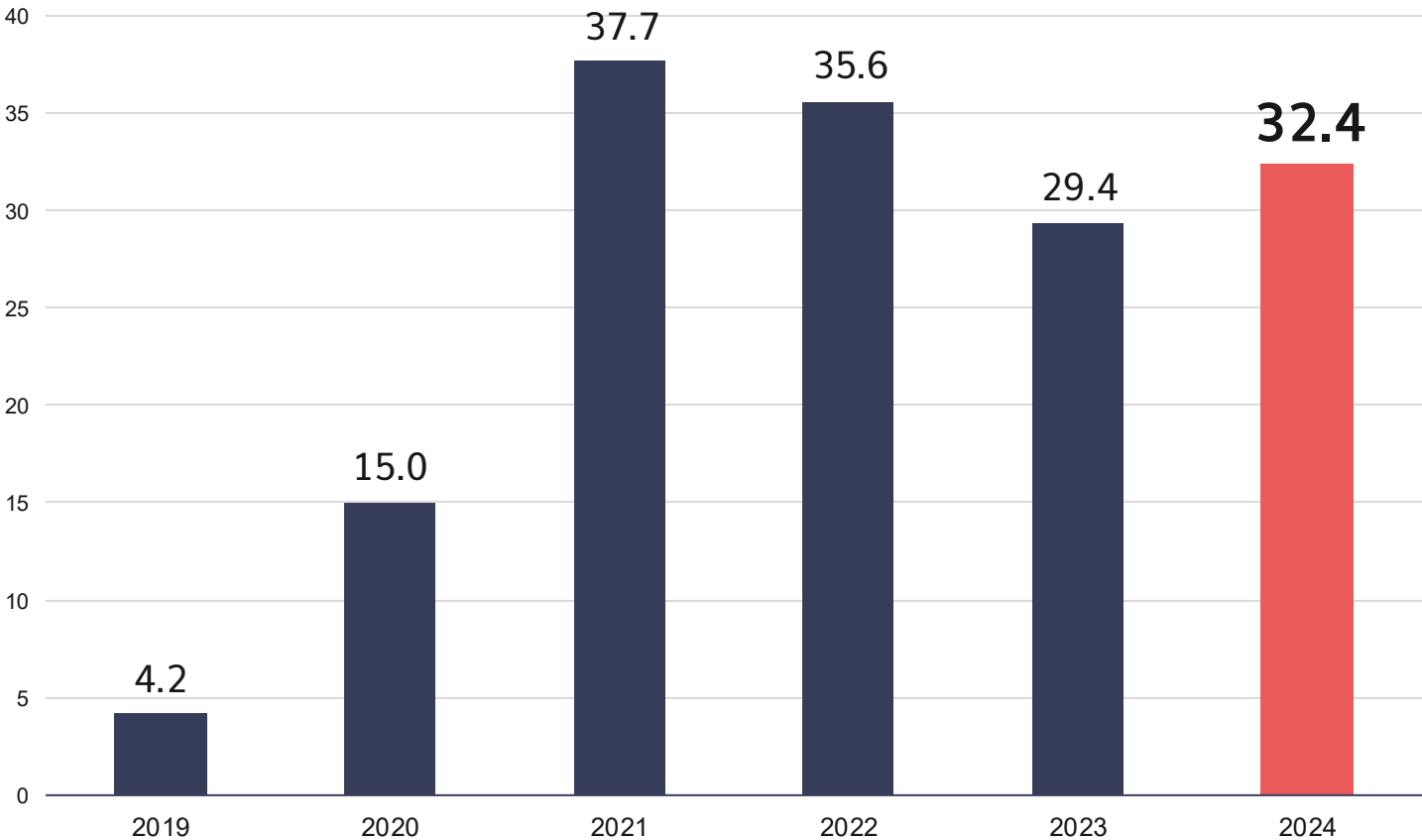
Data in millions of euros | 2019 – 2020 – data under PGC | 2021 – 2024 – data under IFRS

Normalized EBITDA Margin



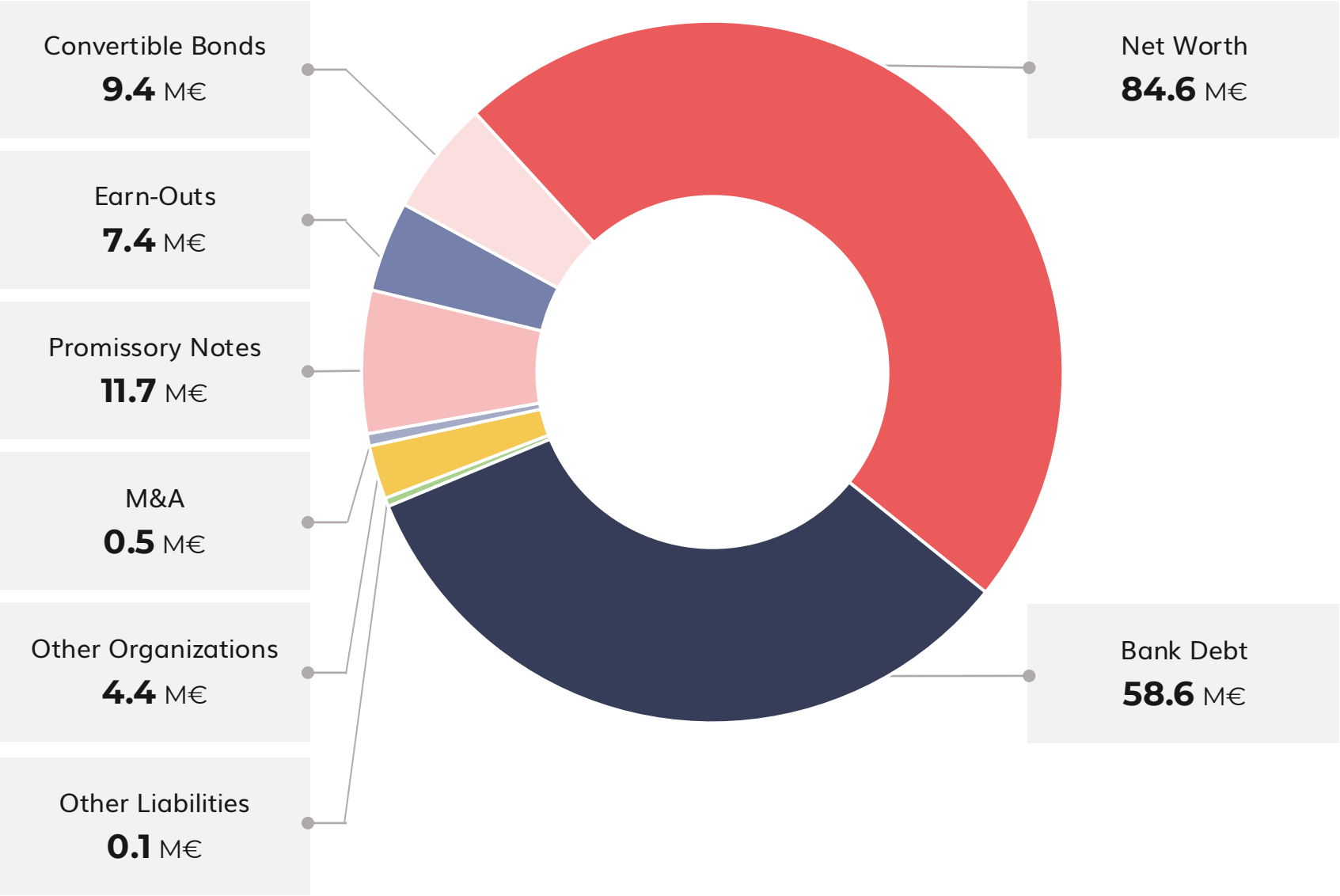
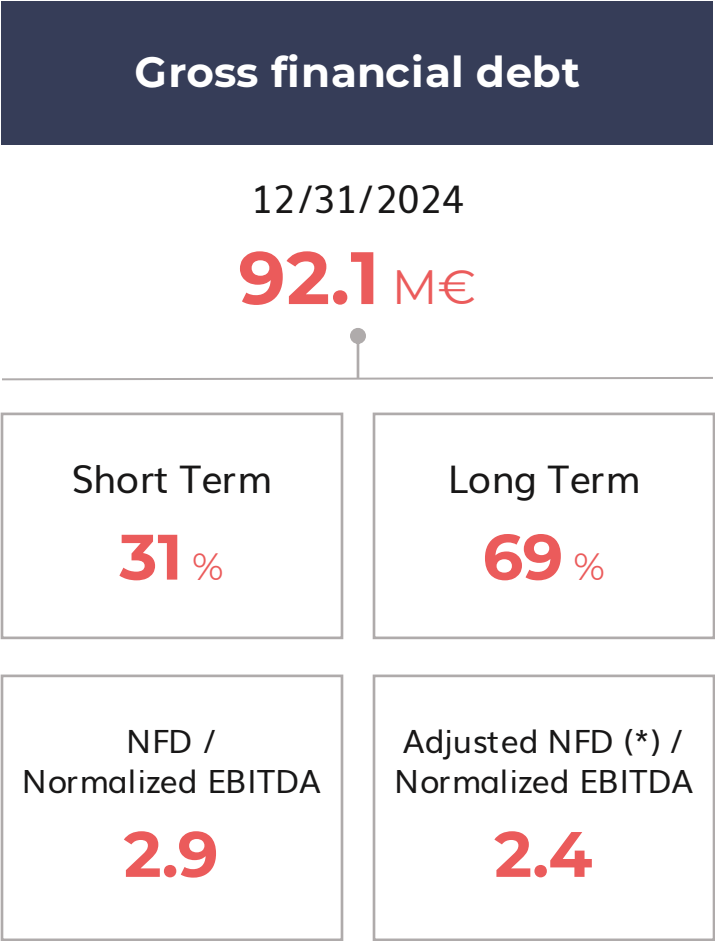
Normalized EBITDA Margin to Total Revenue | 2019 – 2020 – data under PGC | 2021 – 2024 – data under IFRS

Solid Treasury Level



Data in millions of euros | 2019 – 2020 – data under PGC | 2021 – 2024 – data under IFRS

Solid Capital Structure



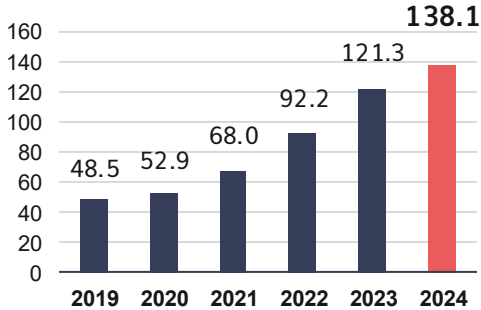
(*) DFN excluding the effect of payments in shares.

Main Financial Highlights

	2019	2023	2024	24vs23	24vs19
Total Revenues	48,460	121,293	138,078	13.8%	184.9%
Normalized EBITDA	4,615	18,626	20,662	10.9%	347.7%
Normalized EBITDA Margin	9.5%	15.4%	15.0%	(40pb)	550pb
Total Assets	44,430	199,824	212,724	6.5%	378.8%
Equity	15,656	72,876	84,559	16.0%	440.1%
Total Financial Debt	18,525	85,697	92,129	7.5%	397.3%
Net Financial Debt	14,364	56,310	59,688	6.0%	315.5%
PN / DFT	84.5%	85.0%	91.8%	6.8%	7.3%
Normalized DFN / EBITDA	3.1	3.0	2.9	(0.1)	(0.2)

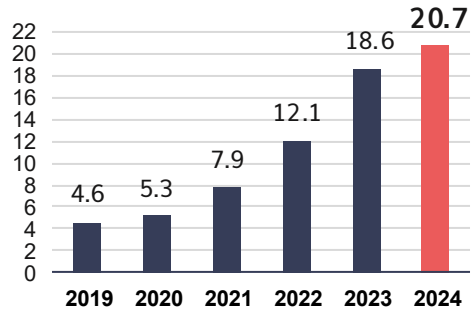
Data in thousands of euros
 2019 – 2020 – Data under PGC
 2021 – 2024 – Data under IFRS

Total Revenues



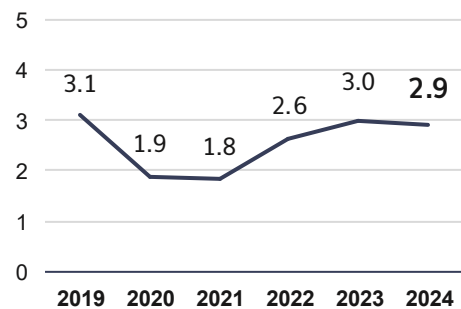
Data in millions of euros

Normalized EBITDA

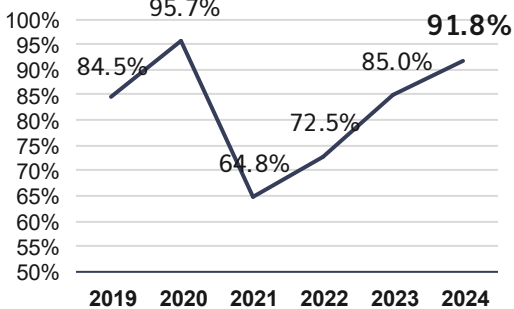


Data in millions of euros

DFN / Normalized EBITDA



PN / DFT



Moving Ahead

Expansion

INTERNATIONAL

- » 3 Continents
Europe, America, Asia
- » 3 Hubs:
EU, Latam, India

Increase Our

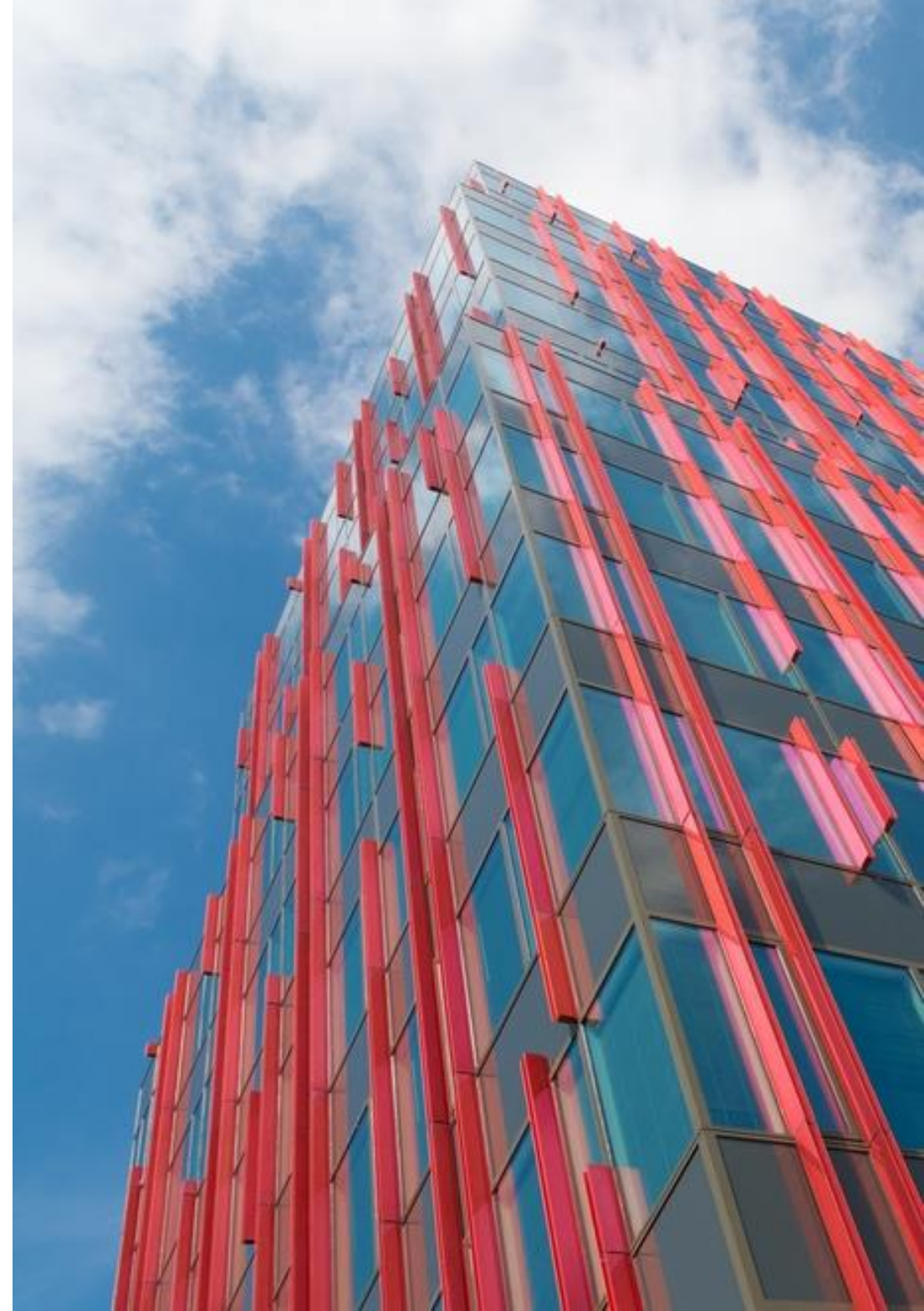
BRAND RECOGNITION

- » Investors
- » Customers
- » Employees

Deepening Our

DIFFERENTIATION

- » One Izertis
- » First One
- » The Best One
- » The Only One
- » The Great One



EUROPE

SPAIN

Barcelona
Gijon
Granada
La Coruña
Madrid

Malaga
Sevilla
Tenerife
Valencia
Vitoria

UNITED KINGDOM

London
Edinburgh
Milton Keynes

PORTUGAL

Lisbon

SWITZERLAND

Geneve

AMERICA

USA

Miami

MEXICO

CDMX
Guadalajara

COLOMBIA

Medellin

PERU

Lima

GUATEMALA

Ciudad de Guatemala

PANAMA

Ciudad de Panamá

EL SAVADOR

San Salvador

ASIA

INDIA

Nueva Delhi





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