

6m Results 2024

 Opinion ⁽¹⁾: In line

 Impact ⁽¹⁾: We will maintain our estimates

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Cuatroochenta (480S), is a technology company specialised in designing, developing and implementing cloud software (SaaS model) and cybersecurity, with proprietary products aimed at optimising specific processes in the business context. Revenues from outside Spain account for c. 35% of the total (mainly Latam). The company has been listed on BME Growth since November 2020.

1H24 Results: strong revenue growth and improved profitability are maintained

REVENUES GROWING ABOVE 20%... Maintaining the level of the last 4 years: CAGR 2020-2023 +24.0%. And repeating what was seen in 1Q24. 1H24 generated revenues of EUR 13.2Mn (+23.8%), strong growth explained by: (i) the continuity of strong organic growth (+24%) supported by a solid base of recurring revenue and (ii) international and cybersecurity growth, mainly driven by the Sofistic business line (+46.6%) which continues to gain weight within the business mix (41% vs 34% in 1H23). International sales gain weight in the mix (45% vs 33% 1H23). Revenues in line with expectations for the 2024e closing (+20.9%).

... AND RECURRING REVENUES CONTINUE TO GAIN WEIGHT IN THE MIX. At the end of 1H24, recurring revenues stood at EUR 8.5Mn (72% of 1H24 sales vs 67% in 2023). Annual recurring revenue increases by 10.9%. And its improvement is strategic for 480S: its weight in the mix was 40% in 2021 (>70% 2024e). This implies that business risk is reduced due to greater visibility and points to higher target multiples.

THE EXPECTED IMPROVEMENT IN MARGINS BEGINS TO MATERIALIZE. Despite the fall in gross margin to 62.6% (vs 68.2% 1H23; due to the greater weight in the mix of third-party license sales), which is offset by the high operating leverage of 480S (which we expect to be increasingly visible), containing personnel expenses and other operating costs (reducing their relative weight) and bringing Recurring EBITDA to EUR 0.7Mn (vs EUR 0.4Mn 1H23; improving the margin to 5.4% vs 4.0% 1H23).

... NET DEBT CONTROLLED. 480S closed 1H24 with a net debt of EUR 6.1Mn (vs EUR 6.9 Mn in 2023). Which represents a ND/Equity multiple of 0.5x. The expected improvement in Recurring EBITDA favors the generation of FCF, allowing for a gradual reduction in net debt.

RESULTS IN LINE, WE MAINTAIN ESTIMATES: REVENUE GROWTH AND MARGIN IMPROVEMENT CONTINUE IN 2H24 AND 2025. We expect 2024e revenues to grow by more than 20%. The "scale jump" in structure is done and given the operating leverage capacity of 480S, we expect a 2024e EBITDA of c.EUR 2Mn (EUR 0.9Mn 2023).

A (SUCCESSFUL) REVENUE GROWTH MODEL, PENDING FURTHER MARGIN IMPROVEMENT. The 1H24 results can be taken as confirmation of the 480S equity story: i) organic revenue growth >20%, ii) leveraging cybersecurity and international as growth avenues, and iii) a leap in structure already made that allows for easy improvement of EBITDA margins. The key is to maintain revenue growth >15% and materialize through pure operating leverage the expected improvement in margins that began to "emerge" in this 1H24, but is still insufficient to support current multiples. Our numbers point to attractive multiples as early as 2025 with a margin jump to c.9% (EV/EBITDA 12.3x, EV/Sales 1.1x). The 1Q24 and 1H24 results would be the catalyst the stock was waiting for (YTD: +62.9%, +41.7% vs Ibx35, +49.4% vs sector), still c.-50% below its highs (2021). The key is in the continuity of the current "virtuous circle": growing revenues by 20%, "without growing" costs. The momentum of 480S (both business and stock) is very good.

Market Data

Market Cap (Mn EUR and USD)	31.1	34.4
EV (Mn EUR and USD) ⁽²⁾	36.2	39.9
Shares Outstanding (Mn)	2.7	
-12m (Max/Med/Min EUR)	12.00 / 9.24 / 6.90	
Daily Avg volume (-12m Mn EUR)	n.m.	
Rotation ⁽³⁾	7.4	
Factset / Bloomberg	480S-ES / 480S SM	
Close fiscal year	31-Dec	

Shareholders Structure (%) ⁽⁷⁾

Montesinos family	19.4
Alfredo Cebrián Fuertes	16.8
Sergio Aguado Gonzalez	16.7
Pavasal Group	6.3
Free Float	36.0

Financials (Mn EUR)

	2023	2024e	2025e	2026e
Adj. nº shares (Mn)	2.7	2.7	2.7	2.7
Total Revenues	22.5	27.2	31.8	36.3
Rec. EBITDA	0.9	2.0	2.9	3.8
% growth	27.7	119.2	46.2	28.1
% Rec. EBITDA/Rev.	4.1	7.4	9.2	10.4
% Inc. EBITDA sector ⁽⁴⁾	17.8	6.4	19.7	14.4
Net Profit	0.2	0.8	1.6	2.3
EPS (EUR)	0.06	0.30	0.58	0.83
% growth	116.0	362.4	92.9	44.1
Ord. EPS (EUR)	-0.08	0.30	0.58	0.83
% growth	53.8	471.6	92.9	44.1
Rec. Free Cash Flow ⁽⁵⁾	-0.1	0.6	1.1	1.5
Pay-out (%)	0.0	0.0	0.0	0.0
DPS (EUR)	0.00	0.00	0.00	0.00
Net financial debt	6.9	6.3	5.2	3.6
ND/Rec. EBITDA (x)	7.5	3.1	1.8	1.0
ROE (%)	1.7	7.6	13.1	16.3
ROCE (%) ⁽⁵⁾	2.4	4.5	8.6	12.0

Ratios & Multiples (x) ⁽⁶⁾

	2023	2024e	2025e	2026e
P/E	n.a.	38.2	19.8	13.7
Ord. P/E	n.a.	38.2	19.8	13.7
P/BV	3.0	2.8	2.4	2.1
Dividend Yield (%)	0.0	0.0	0.0	0.0
EV/Sales	1.61	1.33	1.14	1.00
EV/Rec. EBITDA	39.6	18.0	12.3	9.6
EV/EBIT	n.a.	35.2	18.7	13.2
FCF Yield (%) ⁽⁵⁾	n.a.	1.8	3.7	4.9

Relative performance (Base 100)


Stock performance (%)	-1m	-3m	-12m	YTD	-3Y	-5Y
Absolute	-5.0	-1.7	44.3	62.9	-28.6	n.a.
vs Ibx 35	-6.8	-7.6	15.8	41.7	-45.9	n.a.
vs Ibx Small Cap Index	-2.5	1.8	34.6	56.9	-28.5	n.a.
vs Eurostoxx 50	-4.8	-2.9	20.3	48.4	-41.9	n.a.
vs Sector benchmark ⁽⁴⁾	-4.9	4.9	13.0	49.4	-36.1	n.a.

(1) The opinion regarding the results is on reported EBITDA with respect to our estimate for the year (12m). The impact reflects whether, due to the results, we envisage a significant revision (>5% -10%, depending on the sector) of our EBITDA estimate (for any of the estimated years).

(2) Please refer to Appendix 3.

(3) Rotation is the % of the capitalisation traded - 12m.

(4) Sector: Stoxx Europe 600 Technology.

(5) Please see Appendix 2 for the theoretical tax rate (ROCE) and rec. FCF calculation.

(6) Multiples and ratios calculated over prices at the date of this report.

(7) Others: Gimeno 111 Estudio de comunicación 3.3%, Inveready 1.4%

(*) Unless otherwise indicated, all the information contained in this report is based on: The Company, Factset and Lighthouse.

Cuatroochenta (480S) is a BME Growth company

BME Growth is the segment of BME MTF Equity aimed at small and medium sized companies, directed and managed by the Spanish stock market and is subject to the CNMV supervision. BME MTF Equity is not a Regulated Market but instead falls within the classification of a Multilateral Trading Facility (MTF) as defined under the Markets in Financial Instruments Directive (MiFID). In July 2020, BME Growth obtained the status of SME Growth Market, a new category of EU regulations, which in Spain is called Mercado de Pymes en Expansión.

BME Growth is the Spanish equity market for companies of reduced capitalization which aim to grow, with a special set of regulations, designed specifically for them, and with costs and process tailored to their particular features. Operations in BME Growth (former MAB) started in July 2009. There are currently c.140 companies listed on it. Companies listed on the MAB can choose to present their financial statements under IFRS or the General Accounting Plan (PGC) and Royal Decree 1159/2010 (NOFCAC).

6m Results 2024
Table 1. 6m Results 2024

EUR Mn	6m24 Real	6m23	6m24 Real vs 6m23	2024e	2024e vs 2023
Total Revenues¹	13.2	10.7	23.8%	27.2	20.9%
Gross margin	8.3	7.3	13.7%	17.4	15.6%
<i>Gross Margin (%)</i>	<i>62.6%</i>	<i>68.2%</i>	<i>-5.6 p.p.</i>	<i>64.1%</i>	<i>-3.0 p.p.</i>
Personnel expenses	-6.0	-5.5	9.2%	-12.1	8.3%
Other operating expenses	-1.6	-1.4	15.0%	-3.4	11.2%
Recurrent EBITDA²	0.7	0.4	66.6%	2.0	119.2%
<i>Rec. EBITDA/Revenues</i>	<i>5.4%</i>	<i>4.0%</i>	<i>1.4 p.p.</i>	<i>7.4%</i>	<i>3.3 p.p.</i>
EBITDA²	0.9	0.6	39.9%	2.0	40.4%
<i>EBITDA/Revenues</i>	<i>6.5%</i>	<i>5.8%</i>	<i>0.8 p.p.</i>	<i>7.4%</i>	<i>1.0 p.p.</i>
EBIT	0.2	-0.1	271.8%	1.0	134.5%
PBT	0.1	-0.2	138.5%	1.0	250.1%
NP	0.2	-0.1	314.8%	0.8	362.4%
Ordinary NP	0.2	-0.1	314.8%	0.8	471.6%
		2023			
Net Debt ³	6.1	6.9	-11.7%	6.3	-8.0%

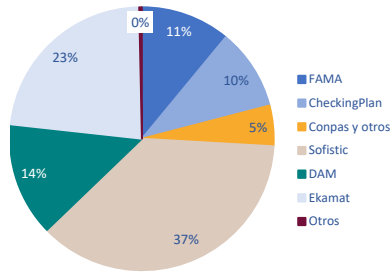
Note 1: The figures for revenue and EBITDA do not include the results generated by Pavabits (50%-owned) and Matrix Development (fully owned by Pavabits), as their results are equity-accounted. These companies generated 1H24 revenues of EUR 1.2Mn and proforma EBITDA of EUR 0.3Mn. Income and recurrent EBITDA do not include subsidies.

Note 2: Recurring EBITDA and EBITDA adjusted to exclude the impact of capitalized expenses (EUR 0.3Mn in 1H24 and EUR 0.4Mn in 1H23).

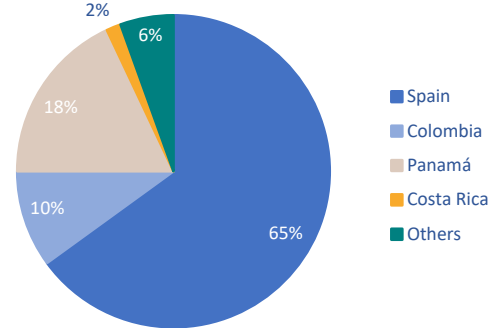
Note 3: Net debt excludes the impact of IFRS 16.

The company in 8 charts

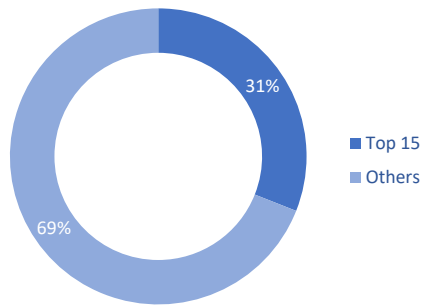
Diversified by both business (focus on SaaS and cybersecurity) ...



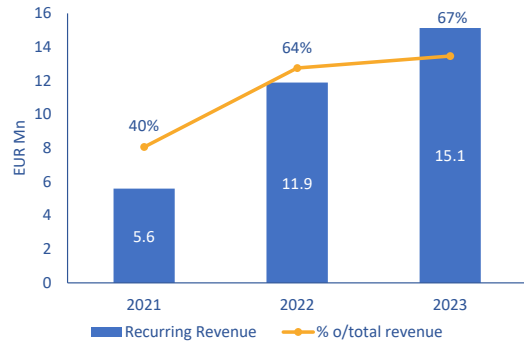
... and geographically c.(35% of total sales outside Spain at the date of this report



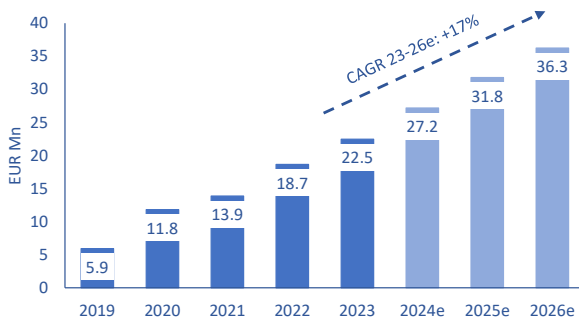
And with low customer concentration; the 15 largest customers account for just 31% of revenue



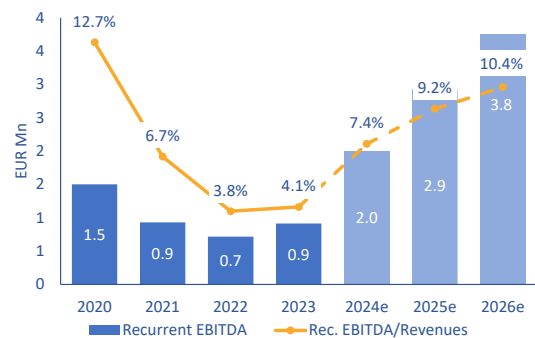
480S boasts a scalable business model and a sound recurring revenue base



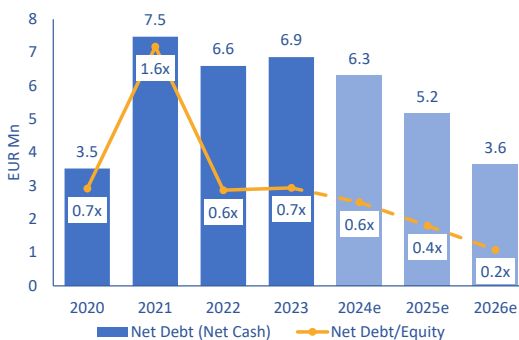
The focus on SaaS and cybersecurity should enable 480S to deliver high double-digit growth (CAGR 23-26e: +17%)



And aspire "mathematically" to wider margins (simply as a result of the company's operating leverage)



The strong growth forecast for EBITDA leaves scope to maintain the leverage level under control



In conclusión: 480S regain momentum with the share price near all time lows



Valuation inputs

Inputs for the DCF Valuation Approach

	2024e	2025e	2026e	Terminal Value ⁽¹⁾			
Free Cash Flow "To the Firm"	1.0	1.5	1.9	n.a.			
Market Cap	31.1	At the date of this report					
Net financial debt	6.1	Debt net of Cash (6m Results 2024)					
					Best Case	Worst Case	
Cost of Debt	5.0%	Net debt cost			4.8%	5.3%	
Tax rate (T)	20.0%	T (Normalised tax rate)			=	=	
Net debt cost	4.0%	Kd = Cost of Net Debt * (1-T)			3.8%	4.2%	
Risk free rate (rf)	2.9%	Rf (10y Spanish bond yield)			=	=	
Equity risk premium	6.0%	R (own estimate)			5.5%	6.5%	
Beta (B)	1.2	B (own estimate)			1.1	1.3	
Cost of Equity	10.1%	Ke = Rf + (R * B)			9.0%	11.4%	
Equity / (Equity + Net Debt)	83.7%	E (Market Cap as equity value)			=	=	
Net Debt / (Equity + Net Debt)	16.3%	D			=	=	
WACC	9.1%	WACC = Kd * D + Ke * E			8.1%	10.2%	
G "Fair"	2.5%				3.0%	2.0%	

(1) The terminal value calculated beyond the last FCF estimate does not reflect the company's growth potential (positive/negative) at the date of publication of this report.

Inputs for the Multiples Valuation Approach

Company	Ticker Factset	Mkt. Cap	P/E 24e	EPS 24e-26e	EV/EBITDA 24e	EBITDA 24e-26e	EV/Sales 24e	Revenues 24e-26e	EBITDA/Sales 24e	FCF Yield 24e	FCF 24e-26e
Descartes Systems	DSG-CA	7,887.2	61.8	15.3%	29.6	12.4%	13.0	10.7%	44.0%	2.5%	17.0%
Appfolio	APPF-US	7,757.4	54.4	31.0%	38.5	31.2%	10.3	19.0%	26.7%	2.1%	27.0%
LGTY	LGTY-US	346.3	26.2	n.a.	22.0	n.a.	2.7	n.a.	12.5%	n.a.	n.a.
Software			47.5	23.2%	30.0	21.8%	8.7	14.8%	27.7%	2.3%	22.0%
CrowdStrike	CRWD-US	62,249.3	76.6	22.0%	n.a.	28.6%	16.8	22.3%	24.6%	1.6%	31.3%
SecureWorks	SCWX-US	654.4	n.a.	n.a.	n.a.	n.a.	2.1	3.9%	3.0%	n.a.	n.a.
Cybersecurity			76.6	22.0%	n.a.	28.6%	9.4	13.1%	13.8%	1.6%	31.3%
480S	480S-ES	31.1	38.2	66.8%	18.0	36.9%	1.3	15.5%	7.4%	1.8%	66.4%

Free Cash Flow sensitivity analysis (2025e)

A) Rec. EBITDA and EV/EBITDA sensitivity to changes in EBITDA/Sales

Scenario	EBITDA/Sales 25e	EBITDA 25e	EV/EBITDA 25e
Max	10.1%	3.2	11.2x
Central	9.2%	2.9	12.3x
Min	8.3%	2.6	13.7x

B) Rec. FCF sensitivity to changes in EBITDA and CAPEX/sales

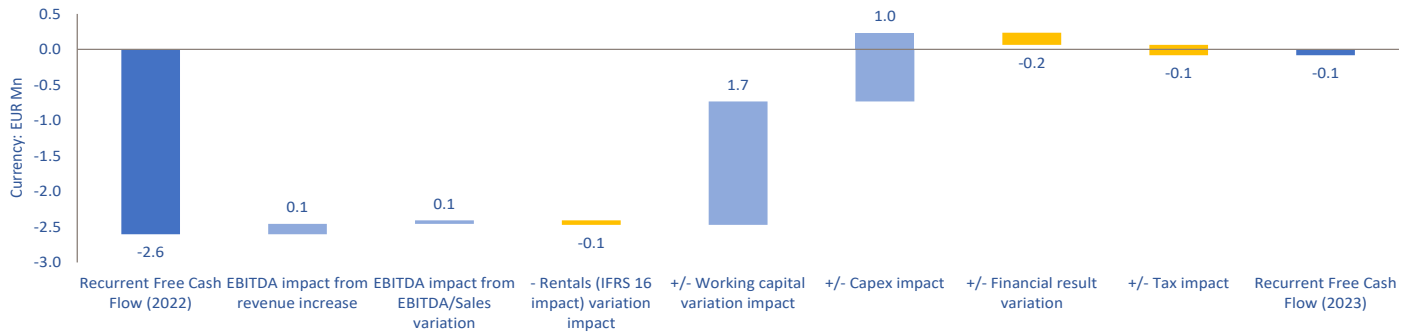
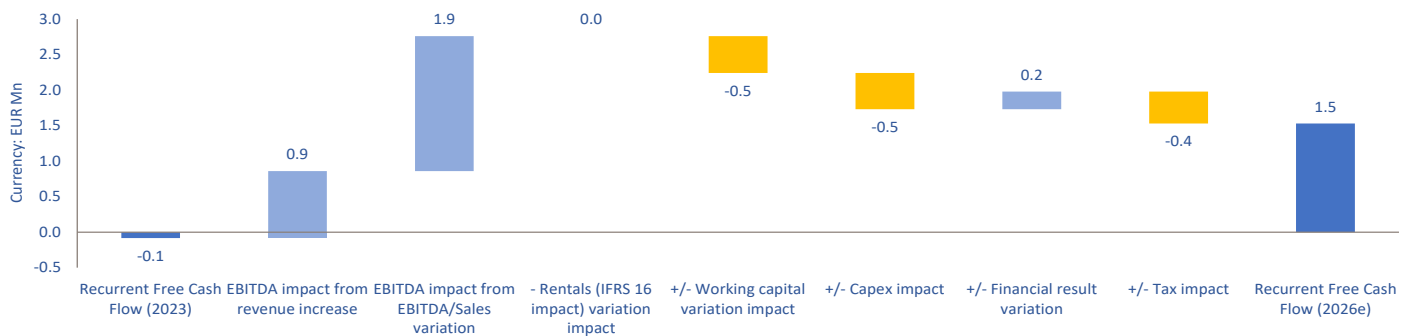
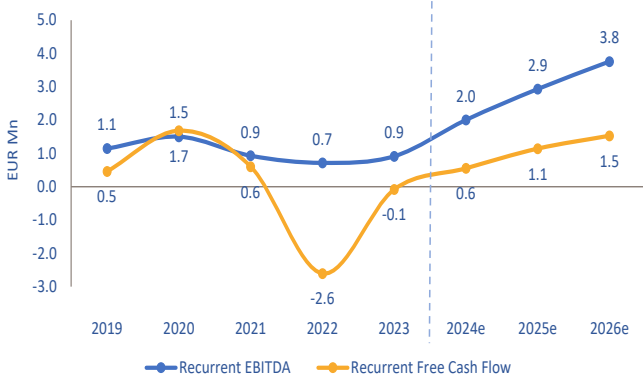
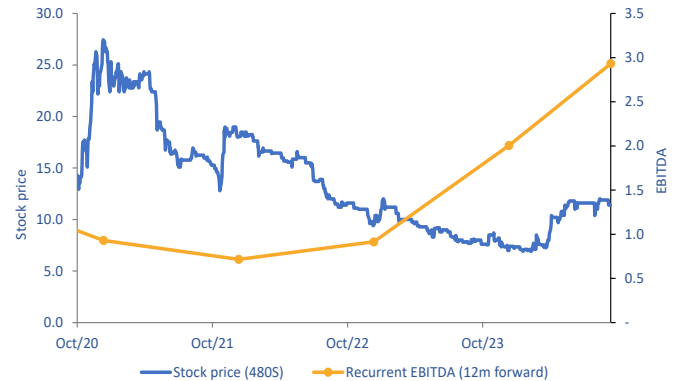
Rec. FCF EUR Mn	CAPEX/Sales 25e				Scenario	Rec. FCF/Yield 25e		
EBITDA 25e	2.2%	2.5%	2.8%					
3.2	1.5	1.4	1.3	➔	Max	4.9%	4.6%	4.3%
2.9	1.2	1.1	1.0		Central	4.0%	3.7%	3.4%
2.6	1.0	0.9	0.8		Min	3.1%	2.8%	2.4%

Appendix 1. Financial Projections

Balance Sheet (EUR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
Intangible assets	2.4	3.9	8.1	8.8	8.1	7.7	7.2	6.7		
Fixed assets	0.1	0.2	0.4	0.5	0.8	1.4	2.1	2.8		
Other Non Current Assets	0.3	0.5	0.5	1.9	2.3	2.3	2.3	2.3		
Financial Investments	0.0	1.0	0.1	0.4	0.7	1.2	1.6	2.0		
Goodwill & Other Intangibles	1.8	5.1	7.2	8.3	8.3	8.3	8.3	8.3		
Current assets	1.6	2.8	4.3	8.0	8.4	8.5	8.9	9.5		
Total assets	6.2	13.6	20.6	28.0	28.7	29.3	30.3	31.5		
Equity	1.9	5.4	4.6	10.2	10.4	11.2	12.8	15.0		
Minority Interests	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0		
Provisions & Other L/T Liabilities	1.1	1.4	1.7	1.9	1.6	1.6	1.6	1.6		
Other Non Current Liabilities	-	-	1.0	1.0	0.8	0.8	0.8	0.8		
Net financial debt	1.9	3.5	7.5	6.6	6.9	6.3	5.2	3.6		
Current Liabilities	1.2	3.3	5.8	8.2	8.9	9.3	9.9	10.4		
Equity & Total Liabilities	6.2	13.6	20.6	28.0	28.7	29.3	30.3	31.5		
P&L (EUR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e	19-23	23-26e
Total Revenues	5.9	11.8	13.9	18.7	22.5	27.2	31.8	36.3	39.5%	17.3%
Total Revenues growth	n.a.	99.3%	17.3%	34.5%	20.5%	20.9%	17.0%	14.1%		
COGS	(1.4)	(3.1)	(3.8)	(5.4)	(7.4)	(9.8)	(11.5)	(13.2)		
Gross Margin	4.5	8.7	10.1	13.3	15.1	17.4	20.3	23.1	35.1%	15.3%
Gross Margin/Revenues	76.2%	73.7%	72.6%	71.3%	67.0%	64.1%	63.8%	63.7%		
Personnel Expenses	(2.5)	(5.7)	(7.4)	(9.9)	(11.1)	(12.1)	(13.5)	(15.0)		
Other Operating Expenses	(0.8)	(1.5)	(1.7)	(2.6)	(3.0)	(3.4)	(3.8)	(4.3)		
Recurrent EBITDA	1.1	1.5	0.9	0.7	0.9	2.0	2.9	3.8	-5.5%	60.1%
Recurrent EBITDA growth	n.a.	31.2%	-38.1%	-23.0%	27.7%	119.2%	46.2%	28.1%		
Rec. EBITDA/Revenues	19.3%	12.7%	6.7%	3.8%	4.1%	7.4%	9.2%	10.4%		
Restructuring Expense & Other non-rec.	-	(0.3)	(0.1)	(0.2)	0.5	-	-	-		
EBITDA	1.1	1.2	0.8	0.5	1.4	2.0	2.9	3.8	5.7%	38.0%
Depreciation & Provisions	(0.4)	(0.7)	(1.1)	(1.5)	(1.2)	(1.2)	(1.2)	(1.3)		
Capitalized Expense	-	0.1	0.6	0.8	0.6	0.6	0.6	0.6		
Rentals (IFRS 16 impact)	-	-	(0.3)	(0.3)	(0.4)	(0.4)	(0.4)	(0.4)		
EBIT	0.7	0.6	0.1	(0.4)	0.4	1.0	1.9	2.7	-11.7%	84.1%
EBIT growth	n.a.	-10.3%	-91.3%	-894.2%	197.8%	134.5%	88.0%	41.4%		
EBIT/Revenues	12.1%	5.5%	0.4%	n.a.	1.9%	3.8%	6.1%	7.5%		
Impact of Goodwill & Others	-	-	-	-	-	-	-	-		
Net Financial Result	(0.0)	(0.1)	(0.1)	(0.4)	(0.6)	(0.4)	(0.4)	(0.3)		
Income by the Equity Method	-	-	(0.0)	0.2	0.4	0.4	0.4	0.4		
Ordinary Profit	0.7	0.5	(0.1)	(0.7)	0.3	1.0	2.0	2.8	-19.0%	n.a.
Ordinary Profit Growth	n.a.	-22.7%	-124.9%	-415.9%	143.3%	250.1%	92.9%	44.1%		
Extraordinary Results	(0.5)	(0.3)	-	-	-	-	-	-		
Profit Before Tax	0.1	0.2	(0.1)	(0.7)	0.3	1.0	2.0	2.8	18.4%	n.a.
Tax Expense	(0.2)	0.0	(0.1)	0.0	(0.1)	(0.2)	(0.4)	(0.6)		
Effective Tax Rate	n.a.	n.a.	n.a.	n.a.	40.6%	20.0%	20.0%	20.0%		
Minority Interests	-	-	0.0	0.0	0.0	-	-	-		
Discontinued Activities	-	-	-	(0.5)	-	-	-	-		
Net Profit	(0.0)	0.2	(0.2)	(1.1)	0.2	0.8	1.6	2.3	73.1%	n.a.
Net Profit growth	n.a.	n.a.	-184.1%	-436.9%	116.0%	362.4%	92.9%	44.1%		
Ordinary Net Profit	0.5	0.8	(0.0)	(0.5)	(0.2)	0.8	1.6	2.3	-25.3%	n.a.
Ordinary Net Profit growth	n.a.	75.1%	-104.0%	n.a.	53.8%	471.6%	92.9%	44.1%		
Cash Flow (EUR Mn)	2019	2020	2021	2022	2023	2024e	2025e	2026e	19-23	23-26e
Recurrent EBITDA						2.0	2.9	3.8	-5.5%	60.1%
Rentals (IFRS 16 impact)						(0.4)	(0.4)	(0.4)		
Working Capital Increase						0.3	0.2	(0.1)		
Recurrent Operating Cash Flow						1.9	2.7	3.2	2.9%	53.1%
CAPEX						(0.7)	(0.8)	(0.8)		
Net Financial Result affecting the Cash Flow						(0.4)	(0.4)	(0.3)		
Tax Expense						(0.2)	(0.4)	(0.6)		
Recurrent Free Cash Flow						0.6	1.1	1.5	-21.5%	n.a.
Restructuring Expense & Other non-rec.						-	-	-		
- Acquisitions / + Divestures of assets						-	-	-		
Extraordinary Inc./Exp. Affecting Cash Flow						-	-	-		
Free Cash Flow						0.6	1.1	1.5	43.4%	97.5%
Capital Increase						-	-	-		
Dividends						-	-	-		
Net Debt Variation						(0.6)	(1.1)	(1.5)		

Appendix 2. Free Cash Flow

A) Cash Flow Analysis (EUR Mn)	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
								20-23	23-26e
Recurrent EBITDA	1.5	0.9	0.7	0.9	2.0	2.9	3.8	-15.3%	60.1%
<i>Recurrent EBITDA growth</i>	31.2%	-38.1%	-23.0%	27.7%	119.2%	46.2%	28.1%		
<i>Rec. EBITDA/Revenues</i>	12.7%	6.7%	3.8%	4.1%	7.4%	9.2%	10.4%		
- Rentals (IFRS 16 impact)	-	(0.3)	(0.3)	(0.4)	(0.4)	(0.4)	(0.4)		
+/- Working Capital increase	0.8	1.1	(1.4)	0.4	0.3	0.2	(0.1)		
= Recurrent Operating Cash Flow	2.3	1.7	(1.0)	0.9	1.9	2.7	3.2	-26.4%	53.1%
<i>Rec. Operating Cash Flow growth</i>	181.7%	-22.9%	-155.8%	192.5%	114.5%	41.4%	18.2%		
<i>Rec. Operating Cash Flow / Sales</i>	19.1%	12.6%	n.a.	4.0%	7.1%	8.6%	8.9%		
- CAPEX	(0.3)	(0.8)	(1.3)	(0.3)	(0.7)	(0.8)	(0.8)		
- Net Financial Result affecting Cash Flow	(0.1)	(0.1)	(0.4)	(0.6)	(0.4)	(0.4)	(0.3)		
- Taxes	(0.2)	(0.2)	0.0	(0.1)	(0.2)	(0.4)	(0.6)		
= Recurrent Free Cash Flow	1.7	0.6	(2.6)	(0.1)	0.6	1.1	1.5	-27.0%	n.a.
<i>Rec. Free Cash Flow growth</i>	265.2%	-64.1%	-531.7%	96.8%	766.6%	107.0%	33.8%		
<i>Rec. Free Cash Flow / Revenues</i>	14.2%	4.4%	n.a.	n.a.	2.0%	3.6%	4.2%		
- Restructuring expenses & others	(0.3)	(0.1)	(0.2)	0.5	-	-	-		
- Acquisitions / + Divestments	(2.8)	(3.8)	(3.2)	0.0	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	(0.7)	-	-	-		
= Free Cash Flow	(1.4)	(3.3)	(6.0)	(0.3)	0.6	1.1	1.5	42.9%	97.5%
<i>Free Cash Flow growth</i>	45.0%	-129.8%	-80.8%	95.5%	306.0%	107.0%	33.8%		
<i>Recurrent Free Cash Flow - Yield (s/Mkt Cap)</i>	5.4%	1.9%	n.a.	n.a.	1.8%	3.7%	4.9%		
<i>Free Cash Flow Yield (s/Mkt Cap)</i>	n.a.	n.a.	n.a.	n.a.	1.8%	3.7%	4.9%		
B) Analytical Review of Annual Recurrent Free Cash Flow Performance (Eur Mn)									
	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
Recurrent FCF(FY - 1)	0.5	1.7	0.6	(2.6)	(0.1)	0.6	1.1		
EBITDA impact from revenue increase	1.1	0.3	0.3	0.1	0.2	0.3	0.4		
EBITDA impact from EBITDA/Sales variation	(0.8)	(0.8)	(0.5)	0.1	0.9	0.6	0.4		
= Recurrent EBITDA variation	0.4	(0.6)	(0.2)	0.2	1.1	0.9	0.8		
- Rentals (IFRS 16 impact) variation impact	-	(0.3)	(0.1)	(0.1)	-	-	-		
+/- Working capital variation impact	1.1	0.3	(2.4)	1.7	(0.1)	(0.1)	(0.3)		
= Recurrent Operating Cash Flow variation	1.5	(0.5)	(2.7)	1.9	1.0	0.8	0.5		
+/- CAPEX impact	(0.2)	(0.5)	(0.4)	1.0	(0.4)	(0.1)	(0.0)		
+/- Financial result variation	(0.1)	(0.0)	(0.3)	(0.2)	0.1	0.0	0.1		
+/- Tax impact	0.1	(0.0)	0.2	(0.1)	(0.1)	(0.2)	(0.2)		
= Recurrent Free Cash Flow variation	1.2	(1.1)	(3.2)	2.5	0.6	0.6	0.4		
Recurrent Free Cash Flow	1.7	0.6	(2.6)	(0.1)	0.6	1.1	1.5		
C) "FCF to the Firm" (pre debt service) (EUR Mn)									
	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
EBIT	0.6	0.1	(0.4)	0.4	1.0	1.9	2.7	-12.1%	84.1%
* Theoretical Tax rate	0.0%	0.0%	0.0%	0.0%	20.0%	20.0%	20.0%		
= Taxes (pre- Net Financial Result)	-	-	-	-	(0.2)	(0.4)	(0.5)		
Recurrent EBITDA	1.5	0.9	0.7	0.9	2.0	2.9	3.8	-15.3%	60.1%
- Rentals (IFRS 16 impact)	-	(0.3)	(0.3)	(0.4)	(0.4)	(0.4)	(0.4)		
+/- Working Capital increase	0.8	1.1	(1.4)	0.4	0.3	0.2	(0.1)		
= Recurrent Operating Cash Flow	2.3	1.7	(1.0)	0.9	1.9	2.7	3.2	-26.4%	53.1%
- CAPEX	(0.3)	(0.8)	(1.3)	(0.3)	(0.7)	(0.8)	(0.8)		
- Taxes (pre- Financial Result)	-	-	-	-	(0.2)	(0.4)	(0.5)		
= Recurrent Free Cash Flow (To the Firm)	2.0	0.9	(2.2)	0.6	1.0	1.5	1.9	-32.2%	45.4%
<i>Rec. Free Cash Flow (To the Firm) growth</i>	293.9%	-52.8%	-340.1%	127.4%	61.7%	56.4%	21.6%		
<i>Rec. Free Cash Flow (To the Firm) / Revenues</i>	16.6%	6.7%	n.a.	2.7%	3.6%	4.9%	5.2%		
- Acquisitions / + Divestments	(2.8)	(3.8)	(3.2)	0.0	-	-	-		
+/- Extraordinary Inc./Exp. affecting Cash Flow	-	-	-	(0.7)	-	-	-		
= Free Cash Flow "To the Firm"	(0.9)	(2.9)	(5.4)	(0.1)	1.0	1.5	1.9	53.2%	n.a.
<i>Free Cash Flow (To the Firm) growth</i>	66.9%	-240.4%	-86.4%	98.4%	n.a.	56.4%	21.6%		
<i>Rec. Free Cash Flow To the Firm Yield (o/EV)</i>	5.4%	2.6%	n.a.	1.7%	2.7%	4.3%	5.2%		
<i>Free Cash Flow "To the Firm" - Yield (o/EV)</i>	n.a.	n.a.	n.a.	n.a.	2.7%	4.3%	5.2%		

Recurrent Free Cash Flow accumulated variation analysis (2019 - 2023)

Recurrent Free Cash Flow accumulated variation analysis (2023 - 2026e)

Recurrent EBITDA vs Recurrent Free Cash Flow

Stock performance vs EBITDA 12m forward

Appendix 3. EV breakdown at the date of this report

	EUR Mn	Source
Market Cap	31.1	
+ Minority Interests	0.1	6m Results 2024
+ Provisions & Other L/T Liabilities	1.6	6m Results 2024
+ Net financial debt	6.1	6m Results 2024
- Financial Investments	2.7	6m Results 2024
+/- Others		
Enterprise Value (EV)	36.2	

Appendix 4. Historical performance ⁽¹⁾

Historical performance (EUR Mn)	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
															13-23	23-26e
Total Revenues									13.9	18.7	22.5	27.2	31.8	36.3	n.a.	17.3%
Total Revenues growth									17.3%	34.5%	20.5%	20.9%	17.0%	14.1%		
EBITDA									0.8	0.5	1.4	2.0	2.9	3.8	n.a.	38.0%
EBITDA growth									-29.1%	-38.6%	174.0%	40.4%	46.2%	28.1%		
EBITDA/Sales									6.1%	2.8%	6.4%	7.4%	9.2%	10.4%		
Net Profit									(0.2)	(1.1)	0.2	0.8	1.6	2.3	n.a.	n.a.
Net Profit growth									-184.1%	-436.9%	116.0%	362.4%	92.9%	44.1%		
Adjusted number shares (Mn)									1.8	2.7	2.7	2.7	2.7	2.7		
EPS (EUR)									-0.12	-0.40	0.06	0.30	0.58	0.83	n.a.	n.a.
EPS growth									n.a.	n.a.	n.a.	n.a.	92.9%	44.1%		
Ord. EPS (EUR)									-0.02	-0.17	-0.08	0.30	0.58	0.83	n.a.	n.a.
Ord. EPS growth									n.a.	n.a.	53.8%	n.a.	92.9%	44.1%		
CAPEX									(0.8)	(1.3)	(0.3)	(0.7)	(0.8)	(0.8)		
CAPEX/Sales %									5.9%	6.7%	1.3%	2.7%	2.5%	2.2%		
Free Cash Flow									(3.3)	(6.0)	(0.3)	0.6	1.1	1.5	n.a.	97.5%
ND/EBITDA (x) ⁽²⁾									8.8x	12.7x	4.8x	3.1x	1.8x	1.0x		
P/E (x)									n.a.	n.a.	n.a.	38.2x	19.8x	13.7x		
EV/Sales (x)									2.99x	1.37x	1.20x	1.33x	1.14x	1.00x		
EV/EBITDA (x) ⁽²⁾									48.9x	49.1x	18.9x	18.0x	12.3x	9.6x		
Absolute performance									-34.4%	-47.8%	-25.5%	41.7%				
Relative performance vs Ibex 35									-39.2%	-44.7%	-39.3%					

Note 1: The multiples are historical, calculated based on the price and EV at the end of each year, except (if applicable) in the current year, when multiples would be given at current prices. The absolute and relative behavior corresponds to each exercise (1/1 to 31/12). The source, both historical multiples and the evolution of the price, is Factset.

Note 2: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

Appendix 5. Main peers 2024e

		Software				Cybersecurity			
EUR Mn		Descartes Systems	Appfolio	LGTY	Average	CrowdStrike	SecureWorks	Average	480S
Market data	Ticker (Factset)	DSG-CA	APPF-US	LGTY-US		CRWD-US	SCWX-US		480S-ES
	Country	Canada	USA	USA		USA	USA		Spain
	Market cap	7,887.2	7,757.4	346.3		62,249.3	654.4		31.1
	Enterprise value (EV)	7,659.4	7,244.2	262.9		59,341.6	616.5		36.2
Basic financial information	Total Revenues	587.7	705.6	95.7		3,537.7	299.3		27.2
	Total Revenues growth	13.1%	25.5%	3.1%	13.9%	27.8%	-9.7%	9.0%	20.9%
	2y CAGR (2024e - 2026e)	10.7%	19.0%	n.a.	14.8%	22.3%	3.9%	13.1%	15.5%
	EBITDA	258.6	188.2	11.9		871.3	9.0		2.0
	EBITDA growth	21.3%	370.3%	62.8%	151.5%	518.6%	117.1%	317.9%	40.4%
	2y CAGR (2024e - 2026e)	12.4%	31.2%	n.a.	21.8%	28.6%	n.a.	28.6%	36.9%
	EBITDA/Revenues	44.0%	26.7%	12.5%	27.7%	24.6%	3.0%	13.8%	7.4%
	EBIT	178.9	116.5	10.7		714.6	14.0		1.0
	EBIT growth	16.6%	885.2%	224.0%	375.3%	n.a.	116.3%	116.3%	134.5%
	2y CAGR (2024e - 2026e)	17.3%	48.8%	n.a.	33.1%	31.4%	97.8%	64.6%	63.1%
	EBIT/Revenues	30.4%	16.5%	11.2%	19.4%	20.2%	4.7%	12.4%	3.8%
	Net Profit	129.2	142.0	6.8		811.3	3.2		0.8
	Net Profit growth	22.9%	n.a.	-22.9%	0.0%	902.4%	104.2%	503.3%	362.4%
	2y CAGR (2024e - 2026e)	17.5%	31.1%	n.a.	24.3%	23.7%	n.a.	23.7%	66.8%
CAPEX/Sales %	0.9%	1.1%	0.8%	1.0%	6.1%	2.0%	4.0%	2.7%	
Free Cash Flow	198.0	164.3	n.a.		997.4	(1.2)		0.6	
Net financial debt	(228.4)	(123.2)	(78.1)		(3,363.0)	(70.8)		6.3	
ND/EBITDA (x)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	3.1	
Pay-out	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%	0.0%	
Multiples and Ratios	P/E (x)	61.8	54.4	26.2	47.5	76.6	n.a.	76.6	38.2
	P/BV (x)	6.4	18.0	n.a.	12.2	n.a.	1.6	1.6	2.8
	EV/Revenues (x)	13.0	10.3	2.7	8.7	16.8	2.1	9.4	1.3
	EV/EBITDA (x)	29.6	38.5	22.0	30.0	n.a.	n.a.	n.a.	18.0
	EV/EBIT (x)	42.8	n.a.	24.5	33.7	n.a.	44.0	44.0	35.2
	ROE	10.3	33.2	n.a.	21.7	28.1	0.8	14.4	7.6
	FCF Yield (%)	2.5	2.1	n.a.	2.3	1.6	n.a.	1.6	1.8
	DPS	0.00	0.00	n.a.	0.00	0.00	0.00	0.00	0.00
	Dvd Yield	0.0%	0.0%	n.a.	0.0%	0.0%	0.0%	0.0%	0.0%

Note 1: Financial data, multiples and ratios based on market consensus (Factset). In the case of the company analyzed, own estimates (Lighthouse).

Note 2: All ratios and multiples on EBITDA refer to total EBITDA (not to recurrent EBITDA).

LIGHTHOUSE

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Date of report	Recommendation	Price (EUR)	Target price (EUR)	Period of validity	Reason for report	Analyst
03-Oct-2024	n.a.	11.40	n.a.	n.a.	6m Results 2024	Alfredo Echevarría Otegui
27-May-2024	n.a.	10.40	n.a.	n.a.	Small & Micro Caps (Spain)	Alfredo Echevarría Otegui
07-May-2024	n.a.	10.20	n.a.	n.a.	3m Results 2024	Enrique Andrés Abad, CFA
18-Apr-2024	n.a.	8.00	n.a.	n.a.	12m Results 2023	Enrique Andrés Abad, CFA
07-Nov-2023	n.a.	7.55	n.a.	n.a.	9m Results 2023	Enrique Andrés Abad, CFA
26-Sep-2023	n.a.	7.85	n.a.	n.a.	6m Results 2023	Enrique Andrés Abad, CFA
15-Jun-2023	n.a.	9.15	n.a.	n.a.	3m Results 2023	David López Sánchez
12-Jun-2023	n.a.	8.30	n.a.	n.a.	Small & Micro Caps (Spain)	David López Sánchez
25-Apr-2023	n.a.	9.75	n.a.	n.a.	12m Results 2022	David López Sánchez
23-Dec-2022	n.a.	9.80	n.a.	n.a.	9m Results 2022	David López Sánchez
06-Oct-2022	n.a.	11.20	n.a.	n.a.	6m Results 2022 - Estimates downgrade	David López Sánchez
09-Jun-2022	n.a.	16.60	n.a.	n.a.	3m Results 2022	David López Sánchez
18-Mar-2022	n.a.	16.64	n.a.	n.a.	12m 2021 Preliminary results	David López Sánchez
01-Dec-2021	n.a.	18.83	n.a.	n.a.	9m Results 2021 - Estimates downgrade	David López Sánchez
07-Oct-2021	n.a.	15.96	n.a.	n.a.	6m Results 2021	David López Sánchez
22-Apr-2021	n.a.	24.14	n.a.	n.a.	Initiation of Coverage	David López Sánchez

