



Altia Consultores, S.A.

28 de mayo de 2024

Otra información relevante

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y del artículo 227 de la Ley 6/2023, de 17 de marzo, de los Mercados de Valores y de los Servicios de Inversión, y disposiciones concordantes, así como en la Circular 03/2020 de BME MTF Equity, se pone a disposición del mercado la siguiente información relativa a Altia Consultores, S.A. (en adelante, "Altia") elaborada bajo la exclusiva responsabilidad del emisor y sus administradores.

Con motivo de la participación de la compañía en el Foro Medcap 2024 de empresas de mediana capitalización, organizado por Bolsas y Mercados Españoles, se adjunta la presentación corporativa que será utilizada en dicho foro el martes 28 de mayo.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,

D. Constantino Fernández Pico

Consejero Delegado de Altia Consultores, S.A.



Tecnología para la reinención digital

30 años acompañando a
organizaciones en el cambio

MEDCAP 2024

altia.es X in @



Grupo digital con visión global

En Altia llevamos 30 años creando **soluciones digitales preparadas para el futuro**, capaces de generar valor real y provocar cambios significativos.

Nos mueve un claro propósito: **crecer haciendo crecer**, y hacerlo, además, de forma sostenible y duradera. Tenemos claro que solo seremos importantes si juntos aportamos un **impacto positivo** y **todos evolucionamos en el proceso**.

Somos un **equipo internacional** de grandes profesionales que, desde 1994, suman su energía y aplican su visión innovadora de la tecnología a proyectos realmente relevantes, para **organizaciones que son motores del cambio**.



3.400

Personas



241

Mn€ / Cifra de negocio 2023



9

Países



+25

Localizaciones

Top 50

Ranking Líderes Computing 2024

Una de las primeras empresas de tecnología de **capital privado español**.



BME Growth

Altia cotiza en **BME Growth**.
Forma parte del IBEX Growth Market® All Share.

Great Place To Work

Best Places to Work in Europe

Noesis obtiene la **12ª posición** en el ranking de **Great Place To Work®**



Presencia nacional e internacional

Cerca de 30 localizaciones en 9 países garantizan una fuerte presencia y brindan al grupo Altia la posibilidad de estar más cerca de sus clientes.

España

A Coruña (Central Altia)
Alicante
Barcelona
Bilbao
Madrid
Palma de Mallorca
Pamplona
Santa Cruz de Tenerife
Santiago de Compostela
Valencia
Valladolid
Vigo
Vigo - Datacenter
Vitoria

Portugal

Lisboa (Central Noesis)
Coimbra
Covilha
Guarda
Porto
Proença a Nova

Andorra

Andorra la Vella

Francia

Bayona

Holanda

Rotterdam

Irlanda

Dublín

EEUU

Raleigh

Brasil

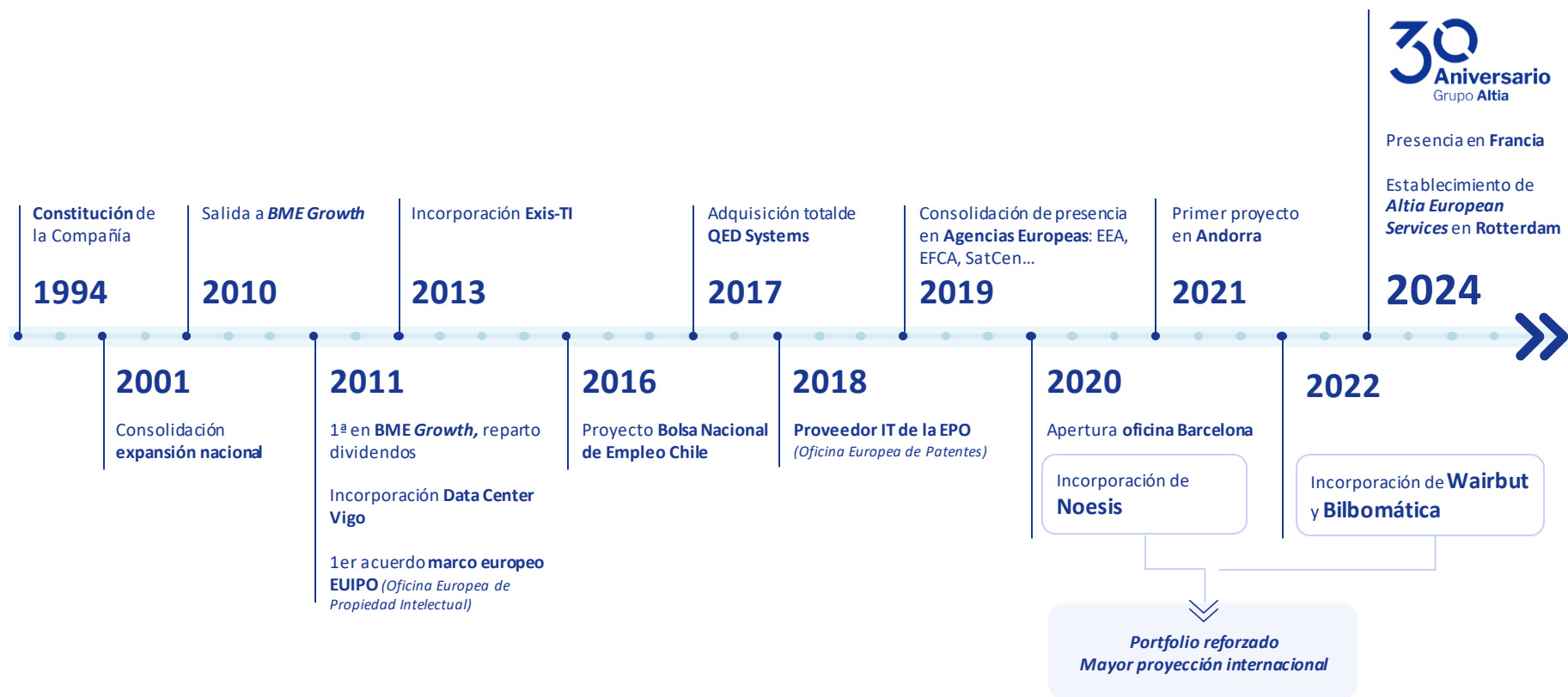
Rio de Janeiro

Chile

Santiago de Chile



Desde 1994, revolucionando con la tecnología



Nuestro negocio & mercados.

Integrando proyectos



España
Andorra
Chile
& otros mercados internacionales

Altia European Services

Holanda
Toda la actividad de organismos europeos del Grupo



Euskadi
& zonas de influencia



Portugal
Brasil
EEUU
Holanda
Irlanda
& otros mercados internacionales



Creando valor, reimaginando todo

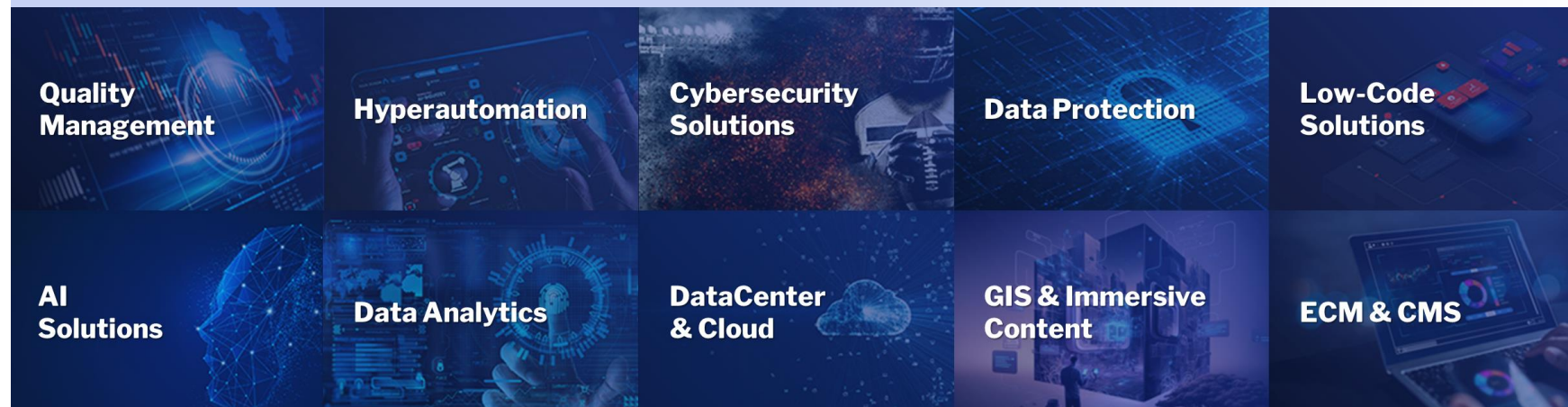
Con un enfoque *end-to-end* desarrollamos **soluciones a medida e integramos productos propios y de los principales fabricantes del sector.**

Sobre la base de una amplia propuesta de servicios y productos, fomentamos **la innovación y la renovación tecnológica.**

LÍNEAS DE NEGOCIO

Consultoría
Outsourcing
Hardware & Software
Desarrollo e integración de sistemas
Productos innovadores

CAPACIDADES FOCO



Diseñando estrategias para generar valor más rápido

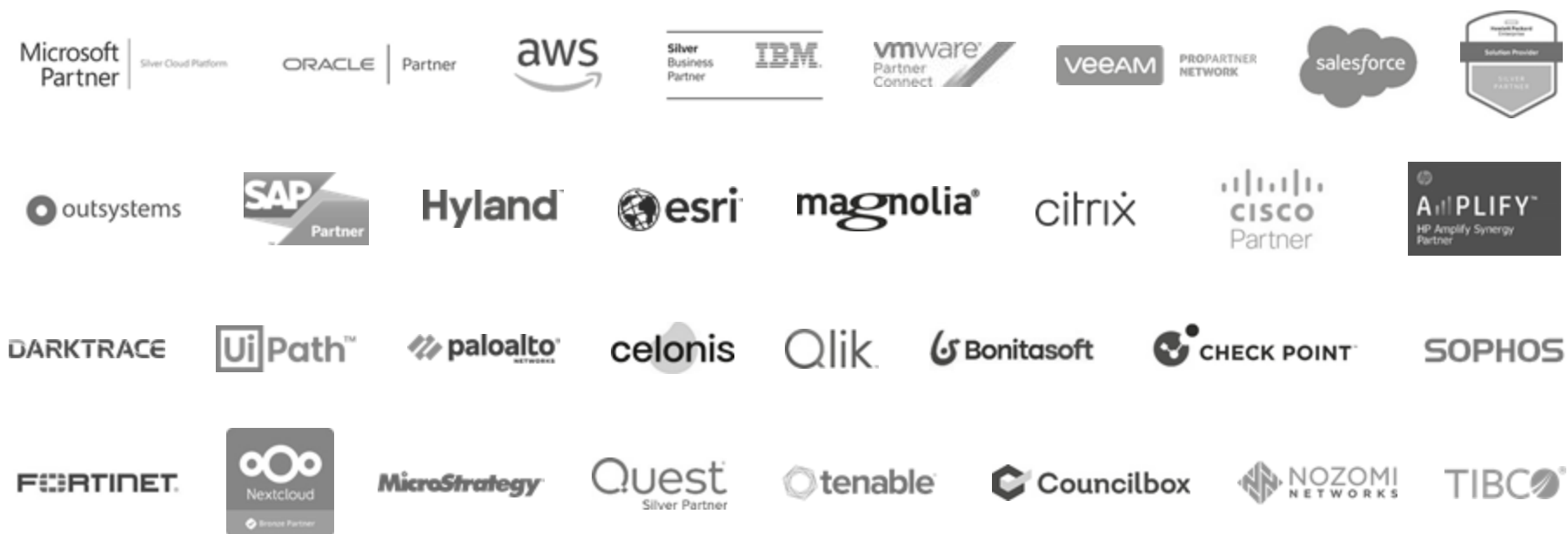
Desarrollamos soluciones a medida basadas en la experiencia y el conocimiento, con una visión innovadora de la tecnología.

Acompañamos a **clientes, que son referencia en sus sectores, en su camino hacia la revolución digital.**



Partners tecnológicos

Trabajamos con **diferentes fabricantes y tecnologías** para adaptarnos a las necesidades de nuestros clientes.



2023

RESULTADOS SÓLIDOS



Visión y Futuro

*“Estos resultados resaltan el **sólido crecimiento** de nuestra cifra de negocio y nos posicionan con buena salud en el mercado TI justo en el año en el que estamos **celebrando nuestro 30 Aniversario**.”*

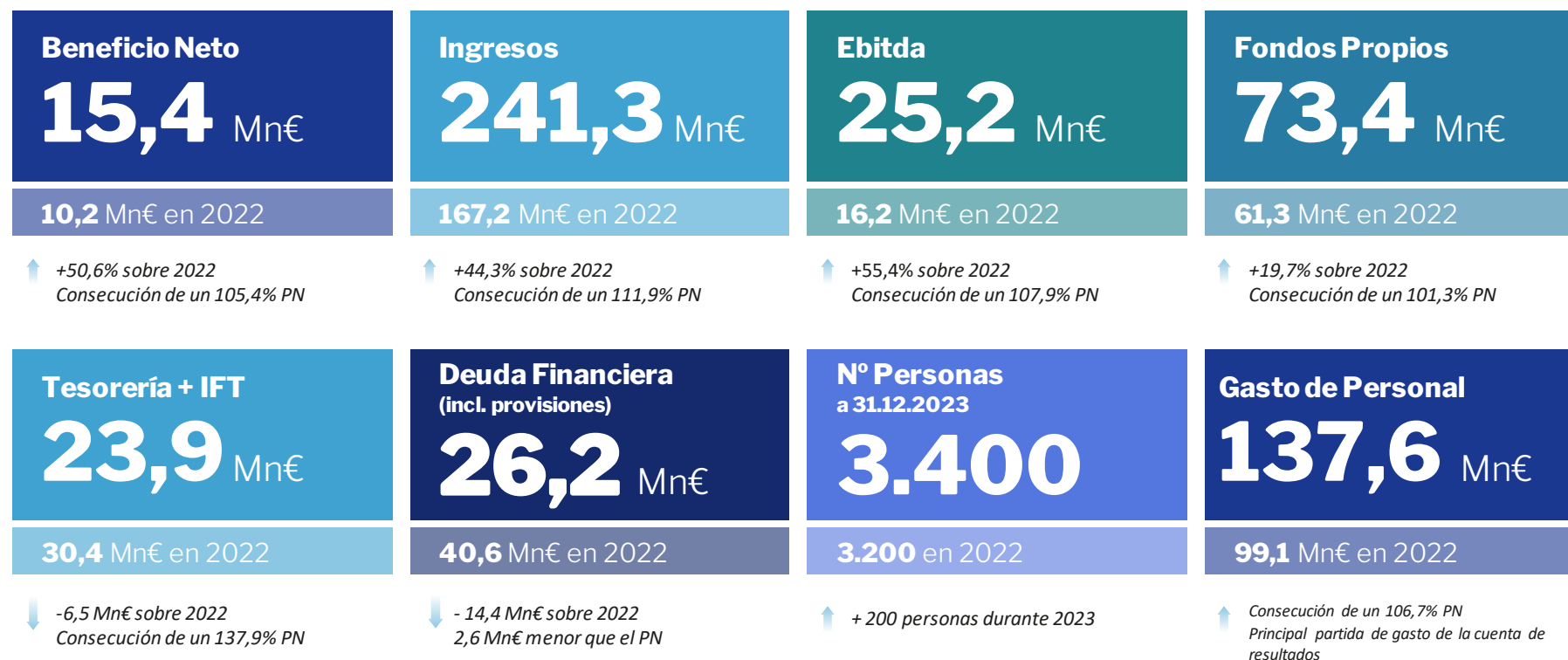
Seguiremos avanzando con determinación y pasión en este emocionante viaje hacia el desarrollo personal y profesional de nuestro equipo y hacia el crecimiento de nuestros clientes, apostando siempre por la innovación y la sostenibilidad”.

Constantino Fernández Pico

Presidente Ejecutivo Grupo Altia

Resultados 2023

Crecimiento sostenible a largo plazo. Datos consolidados bajo normativa IFRS.



Nuestra visión sostenible.

Ser **#másssostenibles** como principio, objetivo y propósito



3.400
Personas



27,1% Mujeres
72,9% Hombres



95,7% Personas con contrato indefinido



Por encima de la media

15% Mujeres es el porcentaje aproximado de mujeres en el mercado dentro de las empresas



+51% Titulados



+80

Iniciativas sociales



30% menos

de emisiones GEI



+122.900

Horas de formación



Evolución de los resultados

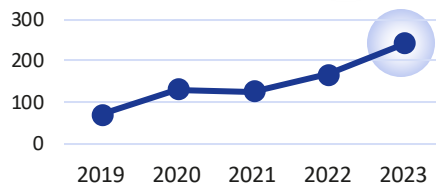
Datos consolidados bajo normativa IFRS.

Ingresos €

(Mn de €)

Año
Récord

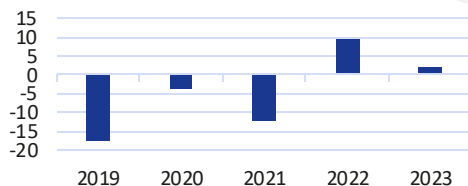
241,3
Mn€



Deuda Financiera Neta

(Mn de €)

2,2
Mn€

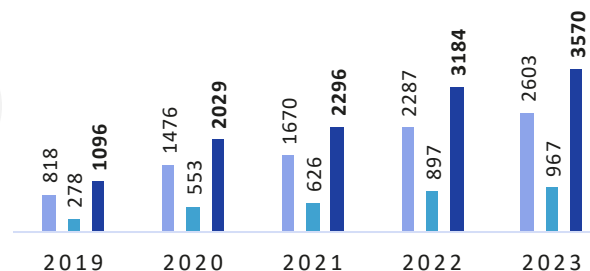


Equipo

(a cierre de ejercicio)

3.570
personas

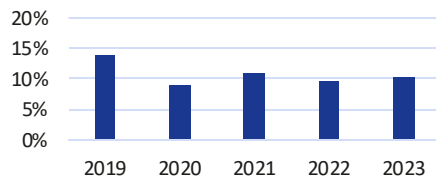
■ HOMBRES ■ MUJERES ■ TOTAL



Margen EBITDA

(%)

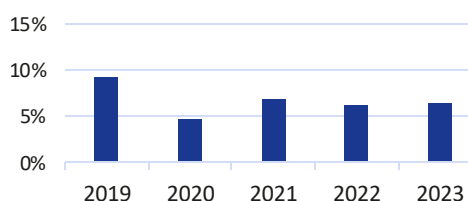
10,4
%



Margen Neto

(%)

6,4
%



➤ Hemos vuelto a la senda de los dobles dígitos, por encima del 10%.

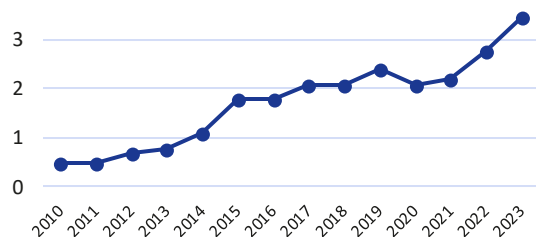
Visión accionista

Ejecución Split de la acción. Abril 2023

10 acciones nuevas por cada 1 antigua. Volvimos al precio/acción inicial de nuestra vida cotizada y a 31.12.2023 habíamos multiplicado **x15,7** nuestro valor.

Retribución al accionista

(dividendo en Mn€)

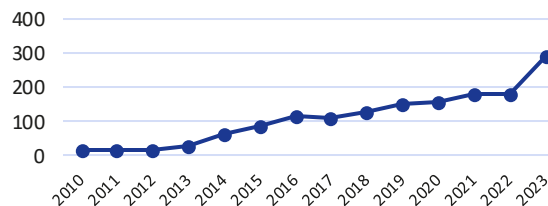


Total repartido

24,1
Mn€

Capitalización

(Mn de €)



Capitalización
2023

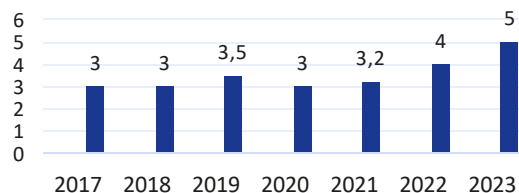
293,0
Mn€

Incremento del valor
de cotización

x15,7

Retribución al accionista

(dividendo en cts €/acción equivalente tras split 2023)

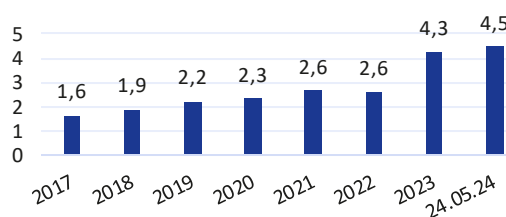


Total repartido
por acción

35
cts.€/acc
equivalente
tras split

Último precio

(€ por acción equivalente tras split 2023)



A cierre 2023

4,3
€/acción

24/05/2024

4,5
€/acción

Los inversores que entraron en el inicio de cotización a 2,72€/acción (27,2cts € por acción tras el split 2023) han recuperado la inversión vía dividendos

Visión y Futuro

*“Las sinergias derivadas de los **procesos de integración** de los últimos años han **fortalecido nuestros resultados** de manera generalizada, con **crecimiento en los ingresos y una mejora en la rentabilidad**, lo que demuestra la **efectividad de nuestra estrategia y el compromiso de todo el equipo humano con los objetivos del Grupo**”.*

Ignacio Cabanas López

Director Económico - Financiero

P&G 2013-2023 Consolidado (en euros)

Euros (€)							IFRS					Variación
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
INGRESOS	45.271.934	54.085.535	65.293.665	66.744.603	64.709.610	69.300.393	70.705.682	129.967.294	125.927.795	167.192.168	241.311.587	44,3%
<i>Δ Facturación</i>	59,7%	19,5%	20,7%	2,2%	-3,0%	7,1%	2,0%	83,8%	-3,1%	32,8%	44,3%	
Trabajos realizados para el activo	212.672	0	0	0	0	0	0	386.339	111.996	69.750	86.998	24,7%
Costes Directos	-13.428.815	-18.970.765	-25.708.642	-27.828.218	-23.337.277	-23.180.667	-18.974.022	-42.118.580	-27.817.168	-40.737.765	-68.297.229	67,7%
% sobre Ventas	29,7%	35,1%	39,4%	41,7%	36,1%	33,4%	26,8%	32,4%	22,1%	24,4%	28,3%	
MARGEN SOBRE VENTAS	32.055.790	35.114.770	39.585.023	38.916.385	41.372.333	46.119.726	51.731.660	88.235.053	98.222.623	126.524.153	173.101.356	36,8%
<i>Δ Margen sobre Ventas</i>	55,4%	9,5%	12,7%	-1,7%	6,3%	11,5%	12,2%	70,6%	11,3%	28,8%	36,8%	
Margen Bruto	70,8%	64,9%	60,6%	58,3%	63,9%	66,6%	73,2%	67,9%	78,0%	75,7%	71,7%	
Otros Ingresos	150.995	462.648	1.523.442	400.448	254.694	222.532	249.854	121.413	122.292	374.873	917.691	144,8%
Gastos de Personal	-23.438.359	-24.242.066	-26.022.173	-26.582.250	-28.665.354	-32.354.314	-37.894.040	-69.902.614	-77.348.953	-99.130.093	-137.630.492	38,8%
% sobre Ventas	51,8%	44,8%	39,9%	39,8%	44,3%	46,7%	53,6%	53,8%	61,4%	59,3%	57,0%	
Gastos de Explotación	-3.525.023	-4.138.201	-3.950.135	-3.535.007	-4.071.835	-4.102.679	-4.284.468	-6.737.531	-7.312.033	-11.565.999	-11.207.280	-3,1%
% sobre Ventas	7,8%	7,7%	6,0%	5,3%	6,3%	5,9%	6,1%	5,2%	5,8%	6,9%	4,6%	
EBITDA	5.243.404	7.197.151	11.136.157	9.199.576	8.889.837	9.885.265	9.803.006	11.716.321	13.683.929	16.202.934	25.181.275	55,4%
<i>Δ EBITDA</i>	17,8%	37,3%	54,7%	-17,4%	-3,4%	11,2%	-0,8%	19,5%	16,8%	18,4%	55,4%	
Margen EBITDA	11,6%	13,3%	17,1%	13,8%	13,7%	14,3%	13,9%	9,0%	10,9%	9,7%	10,4%	
Amortizaciones	-1.032.744	-1.196.120	-933.105	-1.029.756	-902.927	-815.963	-1.091.777	-2.492.263	-2.329.831	-3.041.225	-3.598.720	18,3%
% sobre Ventas	2,3%	2,2%	1,4%	1,5%	1,4%	1,2%	1,5%	1,9%	1,9%	1,8%	1,5%	
EBIT	4.210.661	6.001.031	10.203.052	8.169.820	7.986.910	9.069.302	8.711.229	9.224.058	11.354.098	13.161.709	21.582.555	64,0%
<i>Δ EBIT</i>	15,5%	42,5%	70,0%	-19,9%	-2,2%	13,6%	-3,9%	5,9%	23,1%	15,9%	64,0%	
Margen EBIT	9,3%	11,1%	15,6%	12,2%	12,3%	13,1%	12,3%	7,1%	9,0%	7,9%	8,9%	
Resultado Extraordinario	220.827	-162.161	-288.035	123.527	40.965	-38.342	3.784	21.645	-750.650	39.911	-645.075	-1716,3%
Resultado Financiero	-509.567	-210.539	-31.459	-12.282	-671	-106.190	-165.812	-1.073.320	-703.061	-479.473	-1.011.688	111,0%
EBT	3.921.921	5.628.332	9.883.557	8.281.065	8.027.204	8.924.770	8.549.201	8.172.383	9.900.387	12.722.147	19.925.792	56,6%
<i>Impuesto de Sociedades</i>	-939.212	-1.124.534	-2.613.947	-1.977.392	-1.886.471	-2.160.166	-2.044.842	-1.969.636	-1.153.152	-2.523.019	-4.561.103	80,8%
Tasa Impositiva Efectiva	23,9%	20,0%	26,4%	23,9%	23,5%	24,2%	23,9%	24,1%	11,6%	19,8%	22,9%	
BENEFICIO NETO	2.982.709	4.503.798	7.269.610	6.303.673	6.140.733	6.764.604	6.504.359	6.202.747	8.747.235	10.199.128	15.364.689	50,6%
<i>Δ Beneficio Neto</i>	19,5%	51,0%	61,4%	-13,3%	-2,6%	10,2%	-3,8%	-4,6%	41,0%	16,6%	50,6%	
Margen Neto	6,6%	8,3%	11,1%	9,4%	9,5%	9,8%	9,2%	4,8%	6,9%	6,1%	6,4%	
Dividendos	756.600	1.100.510	1.788.328	1.788.328	2.063.456	2.063.456	2.407.365	2.063.456	2.201.019	2.751.274	3.439.093	25,0%
<i>Nº acciones</i>	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	6.878.185	
Pay-Out	25,4%	24,4%	24,6%	28,4%	33,6%	30,5%	37,0%	33,3%	25,2%	27,0%	22,4%	
Dividendo por acción*	0,110 €/acc	0,160 €/acc	0,260 €/acc	0,260 €/acc	0,300 €/acc	0,300 €/acc	0,350 €/acc	0,300 €/acc	0,320 €/acc	0,400 €/acc	0,050 €/acc	

Fuente: Altia

*Considerando SplT realizado en abril 2023.

Balance 2013-2023 Consolidado *(en euros)*

Euros (€)							IFRS					Variación
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
ACTIVO	32.398.838	36.415.403	39.717.443	40.674.929	45.406.179	50.439.896	57.537.743	81.830.624	85.084.809	142.770.926	153.157.538	6,6%
ACTIVO NO CORRIENTE	8.031.384	7.326.327	6.752.012	6.716.471	6.461.922	9.129.017	11.713.639	34.962.614	34.638.666	61.559.109	59.772.406	-4,2%
Inmovilizado Intangible	2.169.349	1.946.073	1.740.134	1.504.675	1.328.800	1.087.015	3.161.005	27.994.415	26.741.681	51.169.765	51.274.286	-1,4%
Inmovilizado Material	4.146.477	3.860.620	3.707.468	4.085.802	4.057.782	4.052.865	4.524.614	4.998.300	4.940.074	5.469.544	5.134.004	-6,1%
Inmovilizado Financiero	216.172	191.330	261.783	274.867	303.421	3.369.998	3.516.078	772.726	727.773	1.619.433	1.652.257	2,0%
Activo por Impuesto Diferido	1.499.387	1.328.305	1.042.627	851.126	771.918	619.139	511.942	1.197.173	2.229.138	3.300.367	1.711.859	-48,1%
ACTIVO CORRIENTE	24.367.453	29.089.076	32.965.431	33.958.458	38.944.257	41.310.879	45.824.104	46.868.010	50.446.143	81.211.817	93.385.132	15,0%
Existencias	632.359	653.647	291.900	452.071	408.644	409.711	1.060.799	781.877	1.096.743	620.962	1.157.126	86,3%
Clientes	18.398.137	17.774.840	18.401.934	18.891.069	19.448.027	23.367.783	22.707.899	28.682.437	30.193.716	47.771.510	65.133.671	36,3%
Otras Cuentas a Cobrar	1.379.288	814.423	914.674	743.894	738.611	787.963	1.059.625	1.219.691	908.334	704.674	696.056	-1,2%
IFT	591.187	577.047	591.780	97.195	276.654	123.180	155.483	69.052	91.670	665.702	494.694	-25,7%
Tesorería	3.271.925	9.200.230	12.682.061	13.685.185	17.975.540	16.542.588	20.753.141	15.264.534	17.579.179	29.766.462	23.461.455	-21,2%
Periodificaciones	94.558	68.889	83.082	89.044	96.781	79.654	87.157	850.419	576.501	1.682.507	2.442.130	45,1%
PASIVO	32.398.838	36.415.403	39.717.443	40.674.929	45.406.179	50.439.896	57.537.743	81.830.624	85.084.809	142.770.926	153.157.538	6,6%
PATRIMONIO NETO	17.044.428	20.901.303	27.270.858	30.698.682	34.715.659	39.364.146	43.637.765	47.709.563	54.000.658	61.347.220	73.441.602	19,7%
PASIVO NO CORRIENTE	3.499.978	2.092.283	773.024	430.729	342.388	325.384	1.677.436	5.025.144	2.697.590	4.364.584	15.021.393	244,2%
Deuda Financiera L/P	3.078.079	1.696.138	397.772	72.908	2.000	0	1.366.000	4.723.062	2.403.720	4.056.878	14.727.423	263,0%
Pasivo por Impuesto Diferido	421.900	396.144	375.252	357.821	340.388	325.384	311.436	302.082	293.870	307.706	293.970	-4,5%
PASIVO CORRIENTE	11.854.432	13.421.818	11.673.560	9.545.518	10.348.133	10.750.366	12.222.542	29.095.917	28.386.561	77.059.122	64.694.543	-17,0%
Deuda Financiera C/P	5.445.615	5.481.455	2.025.256	2.139.781	1.601.126	982.277	1.864.665	7.103.612	3.118.969	35.999.795	11.458.491	-68,6%
Proveedores	3.371.137	4.095.114	5.384.071	4.457.013	5.365.684	5.280.760	5.897.404	9.791.156	8.859.880	14.908.517	20.794.998	35,9%
Otras Cuentas a Pagar	2.250.375	2.528.374	2.363.285	2.162.132	2.739.340	2.792.406	3.173.075	9.699.462	10.951.638	14.636.124	17.559.631	20,0%
Periodificaciones	787.305	1.316.875	1.900.947	786.592	641.982	1.694.923	1.287.398	2.501.687	5.456.074	11.442.037	14.881.423	30,1%

Fuente: Altia

Ratios 2013-2023 Consolidado *(en euros)*

	PGC						IFRS					Variación
Periodo Medio de Maduración:	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
Periodo Medio de Maduración	80,9	59,7	38,2	53,9	40,5	54,6	30,2	9,6	-1,4	-1,2	4,8	6
Periodo Medio de Stock	5,1	4,4	1,6	2,5	2,3	2,2	5,5	2,2	3,2	1,4	1,8	0,4
Periodo Medio de Cobro	148,3	120,0	102,9	103,3	109,7	123,1	117,2	80,6	87,5	104,3	98,5	-5,8
Periodo Medio de Pago	72,6	64,7	66,3	51,9	71,5	70,6	92,5	73,1	92,1	106,8	95,5	-11,3

(Días)

	PGC						IFRS					Variación
Indicadores:	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
ROE	17,5%	21,5%	26,7%	20,5%	17,7%	17,2%	14,9%	13,0%	16,2%	16,6%	20,9%	4,3pbs
BAIT	4.431.487	5.838.871	9.915.017	8.293.347	8.027.875	9.030.960	8.715.013	9.245.703	10.603.448	13.201.620	20.937.480	7.735.860
ROA	13,7%	16,0%	25,0%	20,4%	17,7%	17,9%	15,1%	11,3%	12,5%	9,2%	13,7%	4,5pbs
NOPAT = EBIT *(1-t)	2.947.462	4.200.722	7.346.197	6.127.365	5.990.183	6.801.977	6.533.421	6.918.044	8.515.574	9.871.282	16.186.916	6.315.634
ACTIVO	32.398.838	36.415.403	39.717.443	40.674.929	45.406.179	50.439.896	57.537.743	81.830.624	85.084.809	142.770.926	153.157.538	9.540.612
PASIVO CORRIENTE	11.854.432	13.421.818	11.673.560	9.545.518	10.348.133	10.750.366	12.222.542	29.095.917	28.386.562	77.059.122	64.694.543	-13.210.579
ROCE	14,3%	18,3%	26,2%	19,7%	17,1%	17,1%	14,4%	13,1%	15,0%	15,0%	18,3%	3,3pbs
FONDO DE MANIOBRA	12.513.022	15.667.258	21.291.871	24.412.940	28.596.125	30.560.513	33.601.562	17.772.093	22.059.581	3.306.695	28.690.589	25.383.894
Deuda Financiera/FFPP	50,0%	34,3%	8,9%	7,2%	4,6%	2,5%	7,4%	24,8%	10,2%	66,1%	35,7%	-
Deuda Financiera Neta	4.660.581	-2.599.684	-10.850.813	-11.569.691	-16.649.068	-15.683.491	-17.677.959	-3.506.912	-12.148.162	10.147.158	2.229.765	-7.917.393
Deuda Financiera Neta/EBITDA	0,89x	-0,36x	-0,97x	-1,26x	-1,87x	-1,59x	-1,80x	-0,30x	-0,89x	0,63x	0,09x	-0,54x

Fuente: Altia

Otra información. Cumplimiento Plan de Negocio 2023

Rentabilidad	2023	FY2023E	% Cumpl.
ROE	20,9%	20,1%	104,1%
ROA	13,7%	14,3%	95,6%
<i>NOPAT = EBIT *(1-t) ('000)</i>	16.187	15.080	107,3%
<i>ACTIVO ('000)</i>	153.158	141.002	108,6%
<i>PASIVO CORRIENTE ('000)</i>	64.695	51.505	125,6%
ROCE	18,3%	16,9%	108,3%

Cifras en (€'000)

Solvencia	2023	FY2023E	% Cumpl.
Deuda Financiera Neta (DFN)	2.230	11.438	19,5%
Deuda financiera	26.186	28.803	90,9%
Tesorería	23.956	17.365	138,0%
Deuda Financiera/FFPP	35,7%	39,7%	89,8%
DFN/ EBITDA	0,1x	0,5x	20,0%
Fondo de maniobra	28.691	28.007	102,4%
Ratio de liquidez (AC/PC)	1,44	1,54	93,5%
Ratio de Solvencia (A/Exig.Total)	1,92	2,06	93,4%
Ratio de autonomía (FFPP/Pasivo Exigible)	0,92	1,06	87,1%

Cifras en (€'000)

Plantilla	2023	FY2023E	% Cumpl.
Plantilla media	3.393	3.300	102,8%

CAPEX	2023	FY2023E	% Cumpl.
CAPEX (Inversiones)	1.285	1.576	81,5%
<i>Inmovilizado Intangible</i>	225	415	54,1%
<i>Inmovilizado tangible</i>	1.061	1.161	91,4%
<i>Inversión financiera</i>	0	0	-

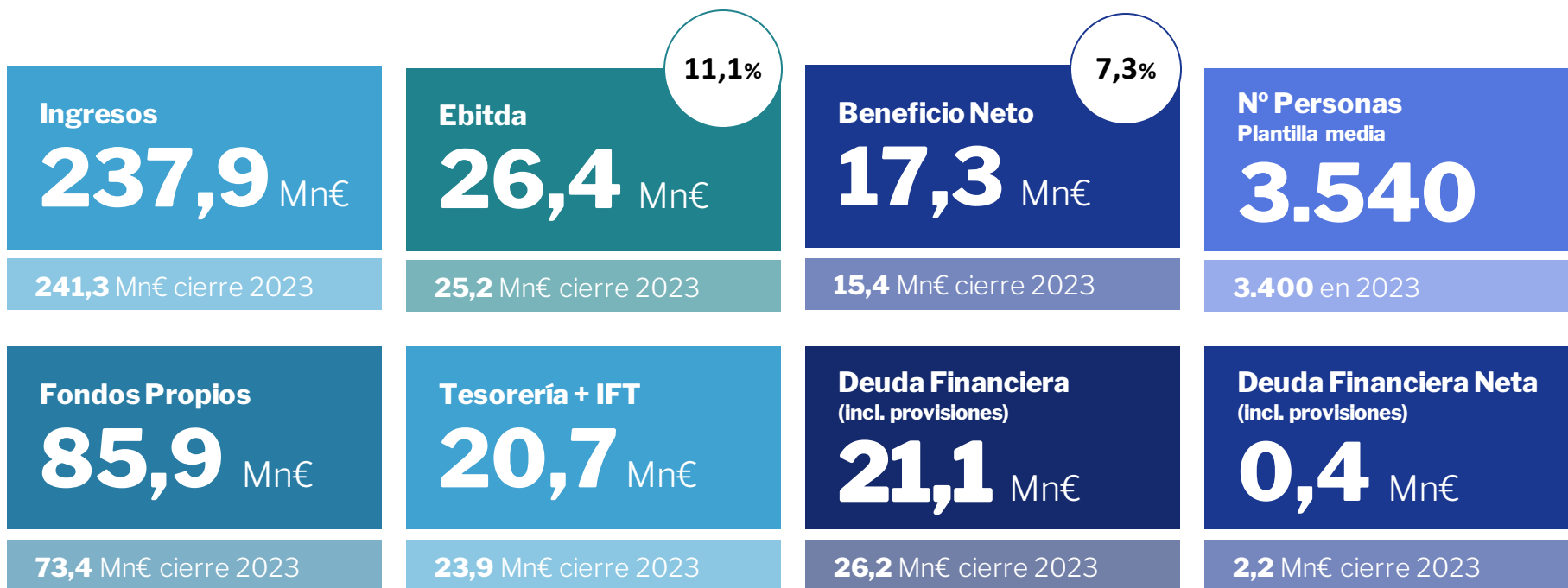
Cifras en (€'000)

Periodo Medio de Maduración	2023	FY2023E	% Cumpl.
Periodo Medio de Maduración	4,8	41,0	11,7%
<i>Periodo Medio de Stock</i>	1,8	1,4	129,1%
<i>Periodo Medio de Cobro</i>	98,5	100,0	98,5%
<i>Periodo Medio de Pago</i>	95,5	60,4	158,1%

Días

Objetivos Plan de Negocio 2024

Crecimiento sostenible a largo plazo. Datos consolidados bajo normativa IFRS.



Consideraciones importantes acerca del contenido de este documento

Este documento puede contener previsiones, cálculos, estimaciones, expectativas o supuestos sobre el futuro desempeño económico y financiero del Grupo Altia realizadas con la mejor información disponible en el momento de su traslado al documento.

En este sentido, el futuro no está exento de incertidumbre, y cualquier previsión, opinión o declaración recogida en este documento u otros complementarios o auxiliares o realizada por los representantes de Altia pueden estar sujetas a riesgos e incertidumbres que condicionaran su materialización en el futuro, y que están fuera del control de Altia.

Altia no asume ninguna obligación de mantener permanentemente actualizado el documento ni de revisar las proyecciones realizadas ante modificaciones en los supuestos considerados, ni asume responsabilidad sobre las decisiones de inversión que pudieran basarse en el documento, más allá de la debida diligencia en la gestión del Grupo y del cumplimiento de todas las obligaciones exigibles, en especial las relacionadas con el abuso de mercado y la cotización en el Mercado Alternativo Bursátil.

Puede consultar nuestro Reglamento Interno de Conducta en: https://www.altia.es/documentos/Reglamento_interno_de_conducta.pdf

Y nuestro Código Ético en: https://www.altia.es/documentos/Codigo_Etico_Grupo_Altia_V3.pdf

Relación con inversores:

 www.altia.es/es/sobre-altia/inversores-accionistas

 inversores@altia.es



Tecnología para la reinención digital

30 años acompañando a organizaciones en el cambio

MEDCAP 2024

altia.es X in @

Empresa cotizada en **BME Growth** desde 2010





Technology for digital reinvention

30 years supporting
organisations through change

MEDCAP 2024

altia.es    



Digital Group with a global vision

At Altia, we have been creating **future-proof digital solutions** for 30 years, delivering real value and meaningful change.

We are driven by a clear purpose: to **grow by spurring growth**, and to do so in a sustainable and long-lasting way. We know we will only remain relevant if we make a **positive impact** and **progress together**.

Our **international team** have been pouring their energy into truly relevant projects since 1994, bringing their innovative vision of technology to **organisations that are drivers of change**.



3,400

People



241

MN€ / Turnover for 2023



9

Countries



+25

Locations

Top 50

Computing Leaders 2024

One of the first Spanish tech **private equity** firms.



BME Growth

Altia is listed on **BME Growth**.
It is part of the IBEX Growth Market® All Share.

Great Place To Work.

Best Places to Work in Europe

Noesis wins **12th place** in the **Great Place To Work®** ranking



National and international presence

Close to 30 locations in 9 countries give us a strong presence, enabling us to be closer to our customers.

Spain

A Coruña (Headquarters Altia)
Alicante
Barcelona
Bilbao
Madrid
Palma de Mallorca
Pamplona
Santa Cruz de Tenerife
Santiago de Compostela
Valencia
Valladolid
Vigo
Vigo - Datacenter
Vitoria

Portugal

Lisboa (Headquarters Noesis)
Coimbra
Covilha
Guarda
Porto
Proença a Nova

Andorra

Andorra la Vella

France

Bayona

The

Netherlands

Rotterdam

Ireland

Dublin

USA

Raleigh

Brazil

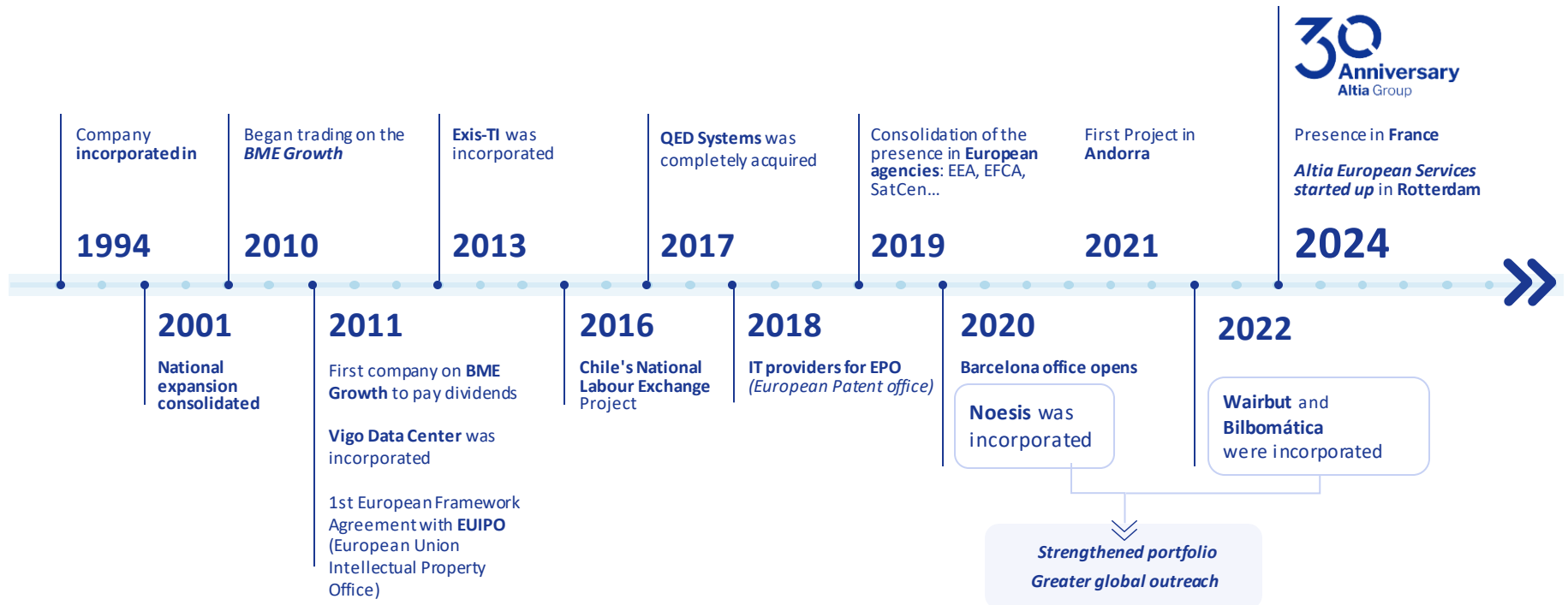
Rio de Janeiro

Chile

Santiago de Chile



Revolutionising technology since 1994



Our business & markets.

Integrating projects



Spain
Andorra
Chile
& other international markets

Altia European Services
The Netherlands
All the Group's activity with
European bodies



Euskadi
& areas of influence



Portugal
Brazil
USA
The Netherlands
Ireland
& other international markets



Creating value, re-imagining everything

We use an **end-to-end approach** to develop **tailor-made solutions** with products from leading manufacturers.

Offering a wide range of **services and products**, we drive **innovation and technological renewal**.

LINES OF BUSINESS

Consulting
Outsourcing
Hardware & Software
Development and Integration
Innovative products

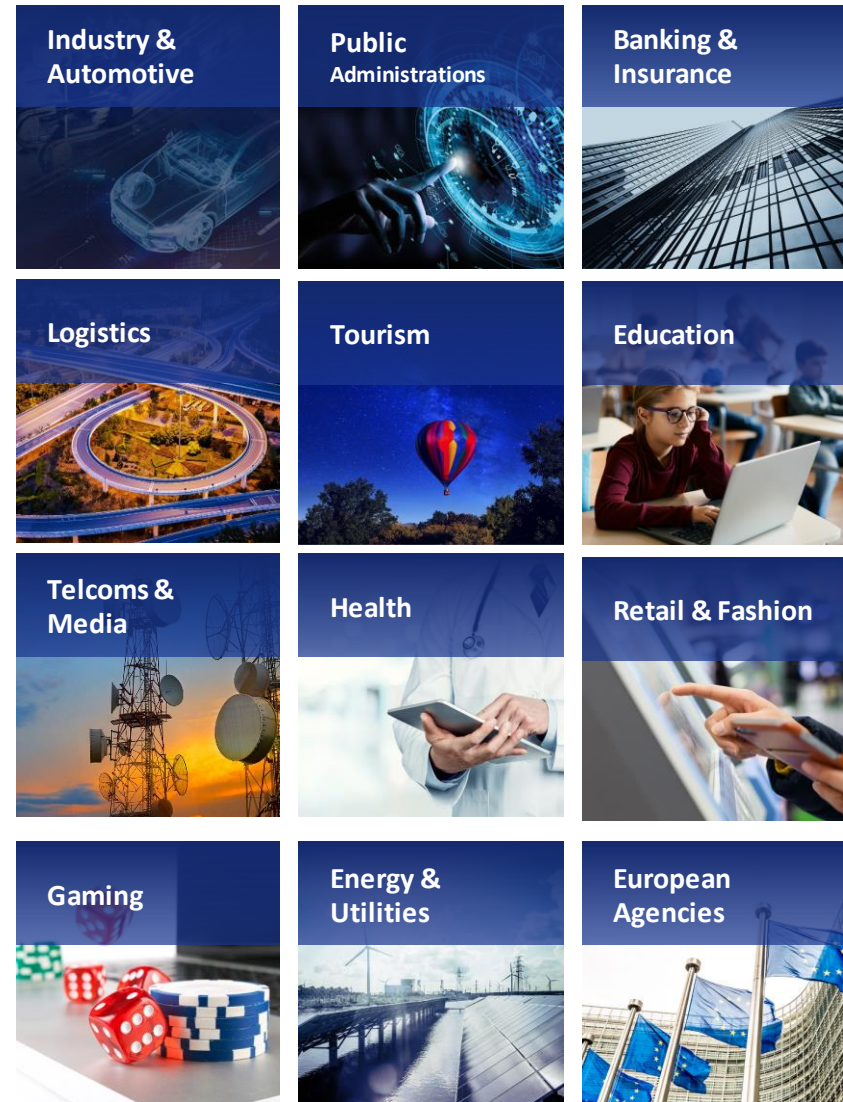
FOCUS CAPABILITIES



We design strategies to generate value faster

With our innovative vision of technology, we develop tailor-made solutions based on extensive experience and knowledge.

We support clients who are **industry leaders on their path to digital reinvention.**



Technological partners

We work with **different manufacturers and technologies** to adapt to the our clients' needs.



2023

ROBUST RESULTS



Vision and Future

*“These results underscore our **solid revenue growth**, placing us in a healthy position in the IT market in the year in which we are **celebrating our 30th anniversary**.*

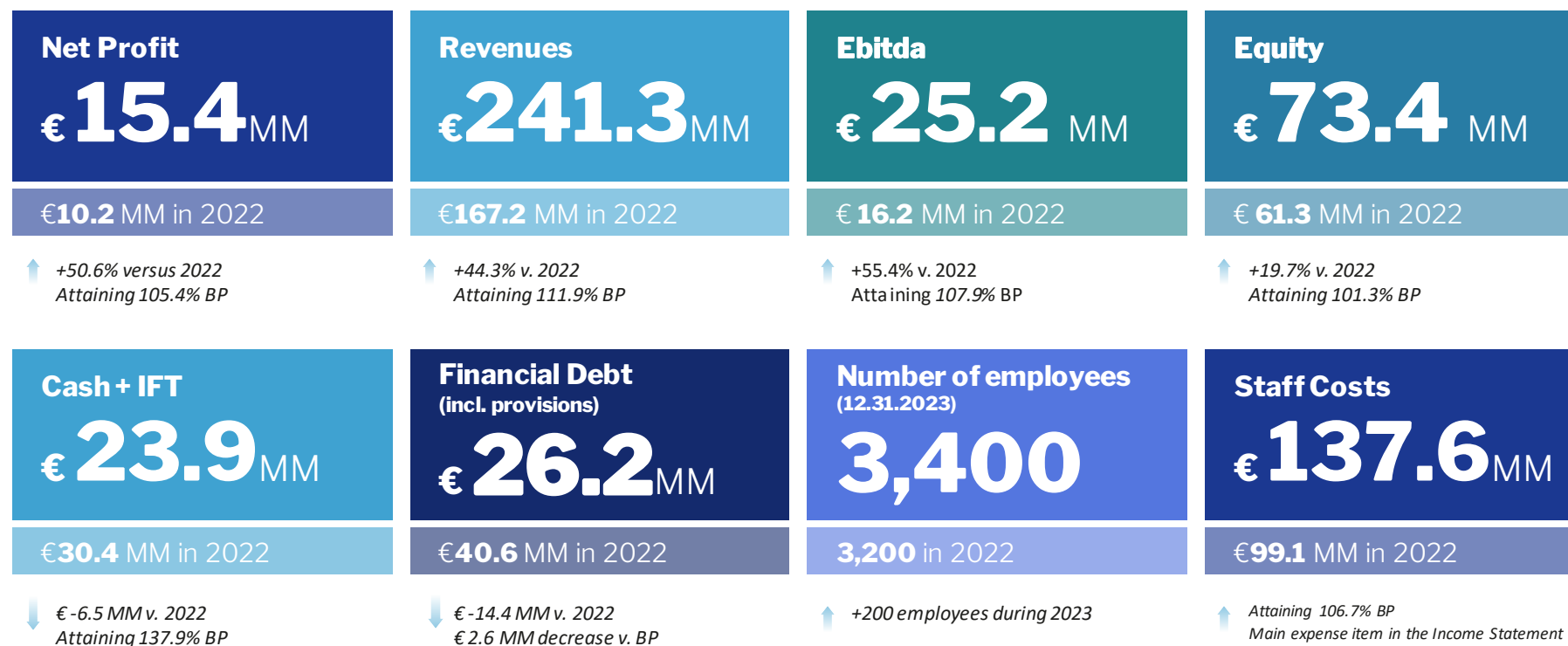
We will continue to move forward with determination and passion on this exciting journey towards the personal and professional development of our team and our clients’ growth, always with a focus on innovation and sustainability.”

Constantino Fernández Pico

Chief Executive Officer, Altia Group

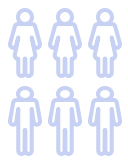
2023 Financial Results

Long-term sustainable growth. Consolidated figures under IFRS regulations.



Sustainable vision.

Being #moresustainable as a principle, goal and purpose



3,400
People



27.1% Women
72.9% Men



95.7% Employees with permanent contracts



Above the industry average

On average, women make up **15%** of the industry



+51% University graduates



+80

Social initiatives



-30%

GHG emissions



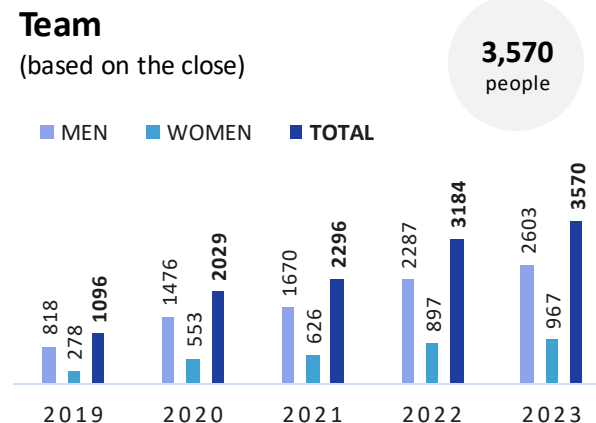
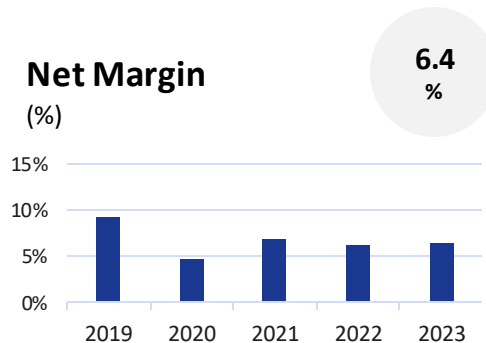
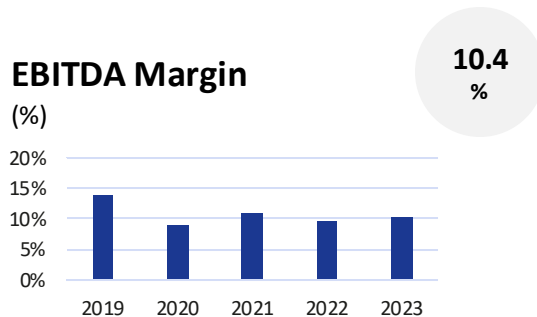
+122,900

Training hours



Results Evolution

Consolidated figures under IFRS regulations.



We have returned to double-digit growth, above 10%.

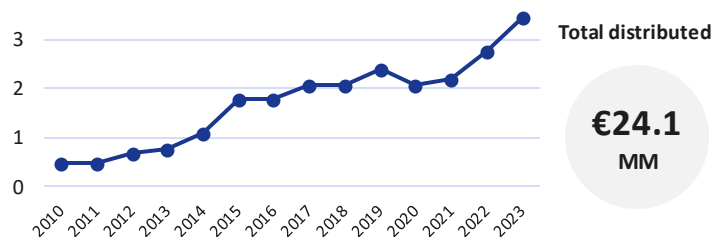
Shareholder view

Share split execution. April 2023

10 new shares for every 1 old share. We returned to the initial price per share when we listed and by 31/12/2023 we had multiplied our value **x15.7**.

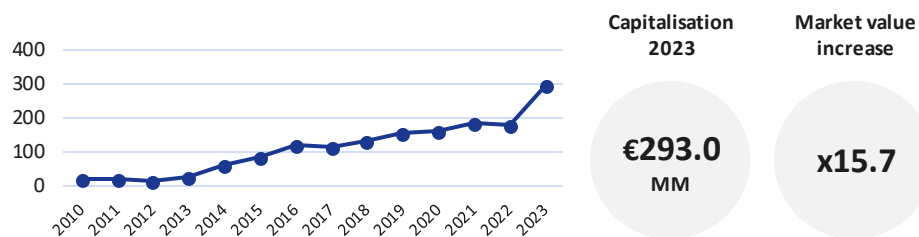
Shareholder remuneration

(dividend MM€)



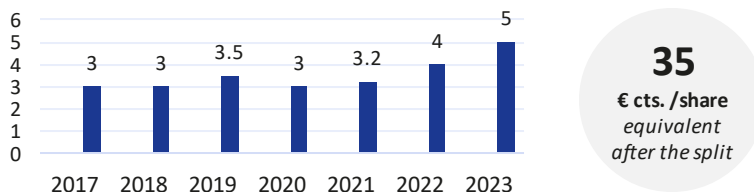
Capitalisation

(MM €)



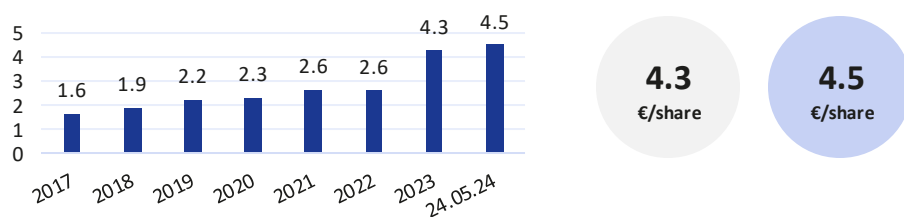
Shareholder remuneration

(dividend € cents /share equivalent after the split in 2023)



Last Price

(€ per share equivalent after the split executed in 2023)



Investors who came in when we started trading at €2.72/share (27.2 € cts per share after the 2023 split) have recovered their investment via dividends.

Vision and Future

*“The synergies from the **integration processes** of recent years have boosted our results across the board, with **revenue growth and improved profitability**, demonstrating the **effectiveness of our strategy and the entire team’s commitment to the Group’s objectives**”.*

Ignacio Cabanas López
Economic-Financial Director

Consolidated P&L 2013-2023 (euros)

Euros (€)							IFRS					Variation
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
INCOME	45,271,934	54,085,535	65,293,665	66,744,603	64,709,610	69,300,393	70,705,682	129,967,294	125,927,795	167,192,168	241,311,587	44.3%
Revenue Growth	59.7%	19.5%	20.7%	2.2%	-3.0%	7.1%	2.0%	83.8%	-3.1%	32.8%	44.3%	
Own work capitalised	212,672	0	0	0	0	0	0	386,339	111,996	69,750	86,998	24.7%
Direct costs	-13,428,815	-18,970,765	-25,708,642	-27,828,218	-23,337,277	-23,180,667	-18,974,022	-42,118,580	-27,817,168	-40,737,765	-68,297,229	67.7%
% on Sales	29.7%	35.1%	39.4%	41.7%	36.1%	33.4%	26.8%	32.4%	22.1%	24.4%	28.3%	
SALES MARGIN	32,055,790	35,114,770	39,585,023	38,916,385	41,372,333	46,119,726	51,731,660	88,235,053	98,222,623	126,524,153	173,101,356	36.8%
Δ Sales Margin	55.4%	9.5%	12.7%	-1.7%	6.3%	11.5%	12.2%	70.6%	11.3%	28.8%	36.8%	
% Gross Margin	70.8%	64.9%	60.6%	58.3%	63.9%	66.6%	73.2%	67.9%	78.0%	75.7%	71.7%	
Other operating income	150,995	462,648	1,523,442	400,448	254,694	222,532	249,854	121,413	122,292	374,873	917,691	144.8%
Personnel Expenses	-23,438,359	-24,242,066	-26,022,173	-26,582,250	-28,665,354	-32,354,314	-37,894,040	-69,902,614	-77,348,953	-99,130,093	-137,630,492	38.8%
% on Sales	51.8%	44.8%	39.9%	39.8%	44.3%	46.7%	53.6%	53.8%	61.4%	59.3%	57.0%	
Other operating expenses	-3,525,023	-4,138,201	-3,950,135	-3,535,007	-4,071,835	-4,102,679	-4,284,468	-6,737,531	-7,312,033	-11,565,999	-11,207,280	-3.1%
% on Sales	7.8%	7.7%	6.0%	5.3%	6.3%	5.9%	6.1%	5.2%	5.8%	6.9%	4.6%	
EBITDA	5,243,404	7,197,151	11,136,157	9,199,576	8,889,837	9,885,265	9,803,006	11,716,321	13,683,929	16,202,934	25,181,275	55.4%
Δ EBITDA	17.8%	37.3%	54.7%	-17.4%	-3.4%	11.2%	-0.8%	19.5%	16.8%	18.4%	55.4%	
EBITDA Margin	11.6%	13.3%	17.1%	13.8%	13.7%	14.3%	13.9%	9.0%	10.9%	9.7%	10.4%	
Amortization	-1,032,744	-1,196,120	-933,105	-1,029,756	-902,927	-815,963	-1,091,777	-2,492,263	-2,329,831	-3,041,225	-3,598,720	18.3%
% on Sales	2.3%	2.2%	1.4%	1.5%	1.4%	1.2%	1.5%	1.9%	1.9%	1.8%	1.5%	
EBIT	4,210,661	6,001,031	10,203,052	8,169,820	7,986,910	9,069,302	8,711,229	9,224,058	11,354,098	13,161,709	21,582,555	64.0%
Δ EBIT	15.5%	42.5%	70.0%	-19.9%	-2.2%	13.6%	-3.9%	5.9%	23.1%	15.9%	64.0%	
EBIT Margin	9.3%	11.1%	15.6%	12.2%	12.3%	13.1%	12.3%	7.1%	9.0%	7.9%	8.9%	
Extraordinary Result	220,827	-162,161	-288,035	123,527	40,965	-38,342	3,784	21,645	-750,650	39,911	-645,075	-1716.3%
Financial Result	-509,567	-210,539	-31,459	-12,282	-671	-106,190	-165,812	-1,073,320	-703,061	-479,473	-1,011,688	111.0%
EBT	3,921,921	5,628,332	9,883,557	8,281,065	8,027,204	8,924,770	8,549,201	8,172,383	9,900,387	12,722,147	19,925,792	56.6%
Corporate Tax	-939,212	-1,124,534	-2,613,947	-1,977,392	-1,886,471	-2,160,166	-2,044,842	-1,969,636	-1,153,152	-2,523,019	-4,561,103	80.8%
Effective Tax Rate	23.9%	20.0%	26.4%	23.9%	23.5%	24.2%	23.9%	24.1%	11.6%	19.8%	22.9%	
NET PROFIT	2,982,709	4,503,798	7,269,610	6,303,673	6,140,733	6,764,604	6,504,359	6,202,747	8,747,235	10,199,128	15,364,689	50.6%
Δ Net Profit	19.5%	51.0%	61.4%	-13.3%	-2.6%	10.2%	-3.8%	-4.6%	41.0%	16.6%	50.6%	
Net Margin	6.6%	8.3%	11.1%	9.4%	9.5%	9.8%	9.2%	4.8%	6.9%	6.1%	6.4%	
Dividend	756,600	1,100,510	1,788,328	1,788,328	2,063,456	2,063,456	2,407,365	2,063,456	2,201,019	2,751,274	3,439,093	25.0%
Shares	6,878,185	6,878,185	6,878,185	6,878,185	6,878,185	6,878,185	6,878,185	6,878,185	6,878,185	6,878,185	68,781,850	
Pay-Out	25.4%	24.4%	24.6%	28.4%	33.6%	30.5%	37.0%	33.3%	25.2%	27.0%	22.4%	
Dividend/share*	0.110 €/share	0.160 €/share	0.260 €/share	0.260 €/share	0.300 €/share	0.300 €/share	0.350 €/share	0.300 €/share	0.320 €/share	0.400 €/share	0.050 €/share	

Source: Altia

*Taking into account the Split in April 2023.

Consolidated Balance Sheet 2013-2023 *(euros)*

Euros (€)							IFRS					Variation
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
ASSETS	32,398,838	36,415,403	39,717,443	40,674,929	45,406,179	50,439,896	57,537,743	81,830,624	85,084,809	142,770,926	153,157,538	6.6%
NON-CURRENT ASSETS	8,031,384	7,326,327	6,752,012	6,716,471	6,461,922	9,129,017	11,713,639	34,962,614	34,638,666	61,559,109	59,772,406	-4.2%
Intangible Fixed Assets	2,169,349	1,946,073	1,740,134	1,504,675	1,328,800	1,087,015	3,161,005	27,994,415	26,741,681	51,169,765	51,274,286	-1.4%
Tangible Fixed Assets	4,146,477	3,860,620	3,707,468	4,085,802	4,057,782	4,052,865	4,524,614	4,998,300	4,940,074	5,469,544	5,134,004	-6.1%
Financial Fixed Assets	216,172	191,330	261,783	274,867	303,421	3,369,998	3,516,078	772,726	727,773	1,619,433	1,652,257	2.0%
Deferred Tax Assets	1,499,387	1,328,305	1,042,627	851,126	771,918	619,139	511,942	1,197,173	2,229,138	3,300,367	1,711,859	-48.1%
CURRENT ASSETS	24,367,453	29,089,076	32,965,431	33,958,458	38,944,257	41,310,879	45,824,104	46,868,010	50,446,143	81,211,817	93,385,132	15.0%
Stocks	632,359	653,647	291,900	452,071	408,644	409,711	1,060,799	781,877	1,096,743	620,962	1,157,126	86.3%
Clients	18,398,137	17,774,840	18,401,934	18,891,069	19,448,027	23,367,783	22,707,899	28,682,437	30,193,716	47,771,510	65,133,671	36.3%
Other Accounts Receivables	1,379,288	814,423	914,674	743,894	738,611	787,963	1,059,625	1,219,691	908,334	704,674	696,056	-1.2%
IFT	591,187	577,047	591,780	97,195	276,654	123,180	155,483	69,052	91,670	665,702	494,694	-25.7%
Cash	3,271,925	9,200,230	12,682,061	13,685,185	17,975,540	16,542,588	20,753,141	15,264,534	17,579,179	29,766,462	23,461,455	-21.2%
Accruals/deferrals	94,558	68,889	83,082	89,044	96,781	79,654	87,157	850,419	576,501	1,682,507	2,442,130	45.1%
EQUITY AND LIABILITIES	32,398,838	36,415,403	39,717,443	40,674,929	45,406,179	50,439,896	57,537,743	81,830,624	85,084,809	142,770,926	153,157,538	6.6%
EQUITY	17,044,428	20,901,303	27,270,858	30,698,682	34,715,659	39,364,146	43,637,765	47,709,563	54,000,658	61,347,220	73,441,602	19.7%
NON-CURRENT LIABILITIES	3,499,978	2,092,283	773,024	430,729	342,388	325,384	1,677,436	5,025,144	2,697,590	4,364,584	15,021,393	244.2%
Financial Debt L/T	3,078,079	1,696,138	397,772	72,908	2,000	0	1,366,000	4,723,062	2,403,720	4,056,878	14,727,423	263.0%
Deferred tax liabilities	421,900	396,144	375,252	357,821	340,388	325,384	311,436	302,082	293,870	307,706	293,970	-4.5%
CURRENT LIABILITIES	11,854,432	13,421,818	11,673,560	9,545,518	10,348,133	10,750,366	12,222,542	29,095,917	28,386,561	77,059,122	64,694,543	-17.0%
Financial Debt S/T	5,445,615	5,481,455	2,025,256	2,139,781	1,601,126	982,277	1,864,665	7,103,612	3,118,969	35,999,795	11,458,491	-68.6%
Suppliers	3,371,137	4,095,114	5,384,071	4,457,013	5,365,684	5,280,760	5,897,404	9,791,156	8,859,880	14,908,517	20,794,998	35.9%
Other payables	2,250,375	2,528,374	2,363,285	2,162,132	2,739,340	2,792,406	3,173,075	9,699,462	10,951,638	14,636,124	17,559,631	20.0%
Accruals/deferrals	787,305	1,316,875	1,900,947	786,592	641,982	1,694,923	1,287,398	2,501,687	5,456,074	11,442,037	14,881,423	30.1%

Source: Altia

Consolidated Ratios 2013-2023 *(euros)*

	PGC						IFRS					Variation
Average Maturity Period (days)	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
Average Maturity Period	80.9	59.7	38.2	53.9	40.5	54.6	30.2	9.6	-1.4	-1.2	4.8	6
Average Stock Period	5.1	4.4	1.6	2.5	2.3	2.2	5.5	2.2	3.2	1.4	1.8	0.4
Average Receipt Period	148.3	120.0	102.9	103.3	109.7	123.1	117.2	80.6	87.5	104.3	98.5	-5.8
Average Payment Period	72.6	64.7	66.3	51.9	71.5	70.6	92.5	73.1	92.1	106.8	95.5	-11.3
<i>(Days)</i>												
Ratio	PGC						IFRS					
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2022-23
ROE	17.5%	21.5%	26.7%	20.5%	17.7%	17.2%	14.9%	13.0%	16.2%	16.6%	20.9%	4.3pbs
BAIT	4,431,487	5,838,871	9,915,017	8,293,347	8,027,875	9,030,960	8,715,013	9,245,703	10,603,448	13,201,620	20,937,480	7,735,860
ROA	13.7%	16.0%	25.0%	20.4%	17.7%	17.9%	15.1%	11.3%	12.5%	9.2%	13.7%	4.5pbs
NOPAT = EBIT *(1-t)	2,947,462	4,200,722	7,346,197	6,127,365	5,990,183	6,801,977	6,533,421	6,918,044	8,515,574	9,871,282	16,186,916	6,315,634
ASSETS	32,398,838	36,415,403	39,717,443	40,674,929	45,406,179	50,439,896	57,537,743	81,830,624	85,084,809	142,770,926	153,157,538	9,540,612
CURRENT LIABILITIES	11,854,432	13,421,818	11,673,560	9,545,518	10,348,133	10,750,366	12,222,542	29,095,917	28,386,562	77,059,122	64,694,543	-13,210,579
ROCE	14.3%	18.3%	26.2%	19.7%	17.1%	17.1%	14.4%	13.1%	15.0%	15.0%	18.3%	3.3pbs
Working Capital	12,513,022	15,667,258	21,291,871	24,412,940	28,596,125	30,560,513	33,601,562	17,772,093	22,059,581	3,306,695	28,690,589	25,383,894
Financial Debt/Equity	50.0%	34.3%	8.9%	7.2%	4.6%	2.5%	7.4%	24.8%	10.2%	66.1%	35.7%	-
Net Financial Debt	4,660,581	-2,599,684	-10,850,813	-11,569,691	-16,649,068	-15,683,491	-17,677,959	-3,506,912	-12,148,162	10,147,158	2,229,765	-7,917,393
Net Financial Debt/ EBITDA	0.89x	-0.36x	-0.97x	-1.26x	-1.87x	-1.59x	-1.80x	-0.30x	-0.89x	0.63x	0.09x	-0.54x

Source: Altia

Other information. 2023 Business Plan Performance

Profitability	2023	FY2023E	Target %
ROE	20.9%	20.1%	104.1%
ROA	13.7%	14.3%	95.6%
<i>NOPAT = EBIT * (1-t) ('000)</i>	16,187	15,080	107.3%
<i>ASSETS ('000)</i>	153,158	141,002	108.6%
<i>CURRENT LIABILITIES ('000)</i>	64,695	51,505	125.6%
ROCE	18.3%	16.9%	108.3%

Figures (€'000)

Solvency	2023	FY2023E	Target %
Net Financial Debt (NFD)	2,230	11,438	19.5%
Financial Debt	26,186	28,803	90.9%
Cash	23,956	17,365	138.0%
Financial Debt/Equity	35.7%	39.7%	89.8%
NFD/ EBITDA	0.1x	0.5x	20.0%
Working Capital	28,691	28,007	102.4%
Liquidity ratio (CA/CL)	1.44	1.54	93.5%
Solvency ratio (A/T. debt)	1.92	2.06	93.4%
Autonomy ratio (Own resources/Liabilities)	0.92	1.06	87.1%

Figures (€'000)

Team	2023	FY2023E	Target %
Average Team	3,393	3,300	102.8%

CAPEX	2023	FY2023E	Target %
CAPEX (Investments)	1,285	1,576	81.5%
<i>Intangible fixed assets</i>	225	415	54.1%
<i>Tangible fixed assets</i>	1,061	1,161	91.4%
<i>Financial investments</i>	0	0	-

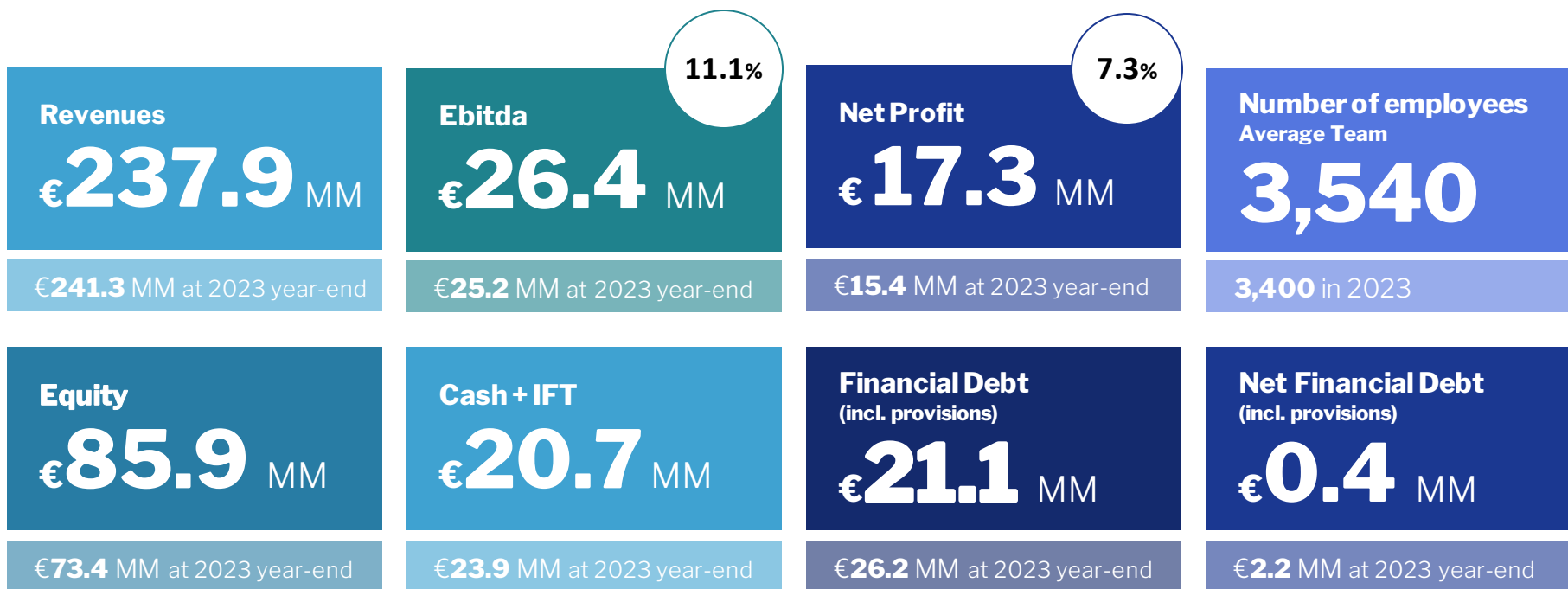
Figures (€'000)

Average Maturity Period	2023	FY2023E	Target %
Average Maturity Period	4.8	41.0	11.7%
<i>Average Stock Period</i>	1.8	1.4	129.1%
<i>Average Receipt Period</i>	98.5	100.0	98.5%
<i>Average Payment Period</i>	95.5	60.4	158.1%

Days

2024 Business Plan Objectives

Long-term sustainable growth. Consolidated figures under IFRS regulations.



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