

**Communication of
Financial Information
January-December 2024
Arteche Lantegi Elkarte, S.A.**

20 March 2025

OTHER RELEVANT INFORMATION

Arteche Lantegi Elkarte, S.A. (hereinafter, "Arteche", or the "Company"), in compliance with the provisions of Article 17 of Regulation (EU) No. 596/2014 on market abuse and Article 227 of Law 6/2023, of 17 March, on the Securities Market and Investment Services and concordant provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity, hereby publishes the following:

I. FY 2024 Earnings Release.

In compliance with Circular 3/2020 of BME MTF Equity, it is expressly stated that the information provided herein has been prepared under the sole responsibility of the Company and its directors.

Sincerely,

Arteche Lantegi Elkarte, S.A.
Mr. Alexander Artetxe
Chairman of the Board of Directors

FY 2024 Earnings Release



March 20
2025

The information contained in this presentation of results has been prepared by Arteche Lantegi Elkarte, S.A. (the Company, and its group of companies or Arteche Group) and includes financial information extracted from the annual accounts of the Company and its Group for the 2024 financial year, audited by Ernst & Young S.L, as well as statements relating to future forecasts.

The information and statements regarding future forecasts about the Arteche Group do not constitute historical facts, are based on numerous assumptions and are subject to risks and uncertainties, many of which are difficult to foresee and are generally beyond the Arteche Group's control. Shareholders and investors are therefore warned that these risks could cause actual results and developments to differ significantly from those expressed, implicit or projected in future information and forecasts. With the exception of the aforementioned financial information, the information and any opinions or statements made in this document have not been verified by independent third parties; therefore, no express or implied warranty is made as to the impartiality, accuracy, completeness or correctness of the information or the opinions or statements expressed herein.

This document does not constitute an offer or invitation to purchase or subscribe shares, in accordance with the provisions of Law 6/2023, of 17 March, on the Securities Markets and Investment Services and its implementing regulations, neither in Spain nor in any other jurisdiction. Likewise, this document does not constitute an offer to purchase, sell or exchange, nor a solicitation of an offer to purchase, sell or exchange securities, nor a solicitation of any vote or approval in Spain or in any other jurisdiction.

2024 Key highlights



✓ **Order intake grew during 2024 +12.3%** to €532.4 million, above market growth.

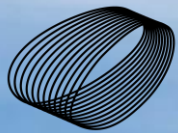
✓ **Revenue** increased by **+11.5%** to €447.4m and **grew by double digit** during **2024**.

✓ **The direct margin improved by +340 bps** versus the previous year up to **35.5% in FY 24** vs. 32.1% in FY 23.

✓ **EBITDA** reached €51.6m, **up +26.8% YoY**. **EBITDA margin** increased +140 bps year-on-year up to **11.5% over revenue**.




✓ **Continued deleveraging** to **0.5x DFN/EBITDA** at 31 December 2024 vs. 1.0x at 31 December 2023. **Strong free cash flow generation** reaching **€24.9m**.

✓ **Net profit** increased by 56.7% year-on-year to **€18.9 million**.



arteche
Moving together

FY2024 Outlook guidance

	Outlook FY 2024	Reported FY 2024	Compliance
Revenue <i>(million €)</i>	440.0 - 460.0	447.4	
EBITDA <i>(million €)</i>	45.8 - 50.6	51.6	
EBITDA margin <i>(% of revenue)</i>	10.4% - 11.0%	11.5%	

Key financial figures



Order intake	Revenue	Direct Margin ⁽¹⁾	EBITDA	Net Profit	NFD / EBITDA
€532.4M	€447.4M	€163.4M	€51.6M	€18.9M	0.5x
+12.3% y/y	+11.5% y/y <small>(+14.2% in constant currency)⁽²⁾</small>	+22.3% a/a <small>(+24.1% in constant currency)</small>	+26.8% a/a <small>(+25.8% at constant currency)</small>	+56.7% a/a	vs 1.0x as at 31 December 2023

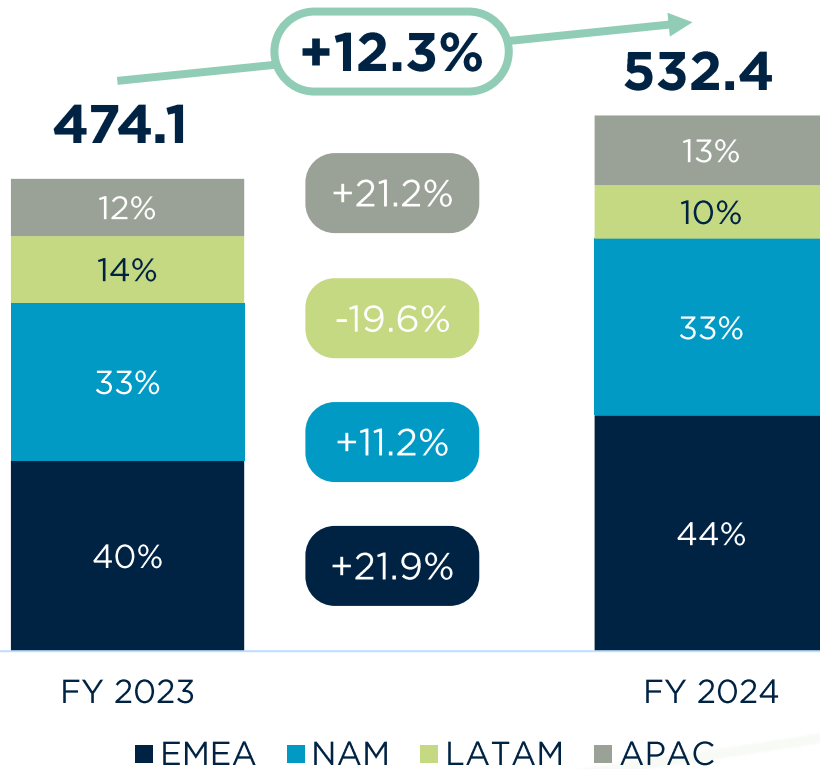
(1) Direct margin = Revenue at sales price - procurement - direct labor - direct operating expenses.

(2) FY2024 figures converted at FY2023 average exchange rates.

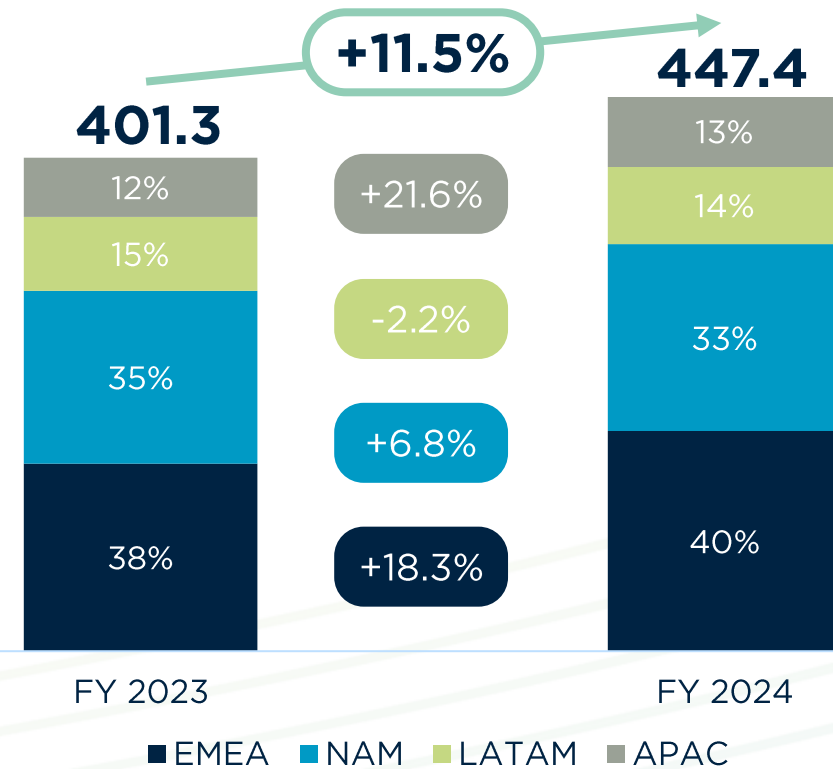
Sustained double-digit growth



Orders by geography (€M, %)



Revenue by geography (€M,%)



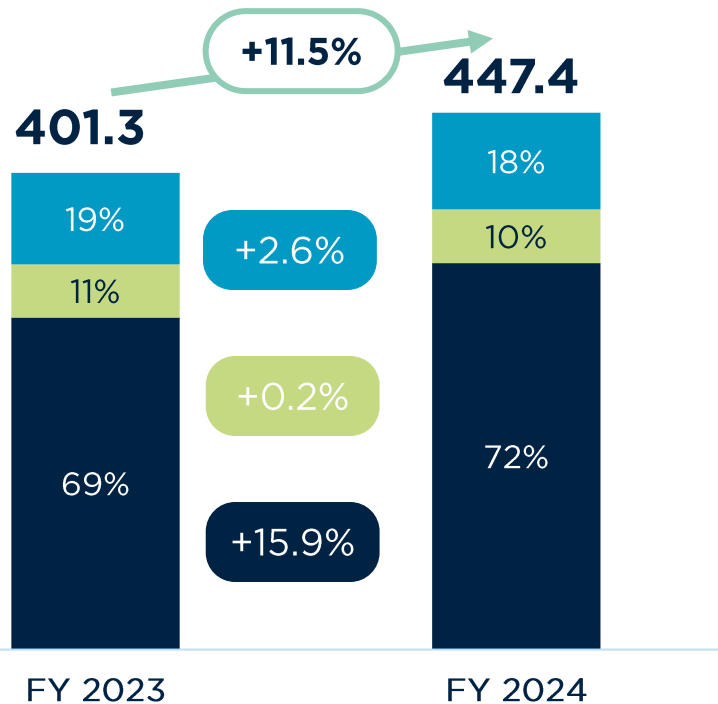
Book - to - Bill: 1,19x
Backlog: €279.8M

(1) Revenue by destination: EMEA (Europe, Middle East and Africa), NAM (Mexico, USA and Canada), APAC (Asia Pacific and Turkey), LATAM (Central and South America).

Global growth boosted by every business



Revenue by business line (€M, %)



Measurement and Monitoring - *Reaching #1/2 in HV and maintaining Top 10 in MV*

- **15.9% increase in sales** across all our portfolio and geographies
- **15.0% increased capacity in NAM, EMEA and APAC**
- **Main markets:** USA, Spain, Mexico, Australia (new entry) and Canada.
- **Strong activity** in optical current transformers for **HVDC**
- **Sustainable insulation options** available for CT, VT and SSVT

Grid Automation - *Worldwide preferred supplier of energy auxiliary relays*

- **New P51R protection launched** and installed in distribution reclosers
- Production of 500,000 pieces of auxiliary relays exceeding 500,000 for the first time
- **Protection and Control** projects delivered in **14 different countries** (Italy and Singapore as new entries).
- **New relay platform concept** has been successfully tested; **industrial development** will continue in the 25-26

Grid reliability - *Increasing grid complexity (automation + distributed renewable energies) fueling our growth*

- **Minority acquisition Teraloop** enlarged in September, a company specializing in flywheel technology
- **Siemens license for** recloser technology in the USA signed. New production line in Mexico
- **Automated line for new 15 kV recloser Rce reducing carbon footprint by 5%.**
- **Expansion of service portfolio:** network code compliance, short-circuit studies, field services, etc.

■ T&D Grid Automation

■ Network Reliability

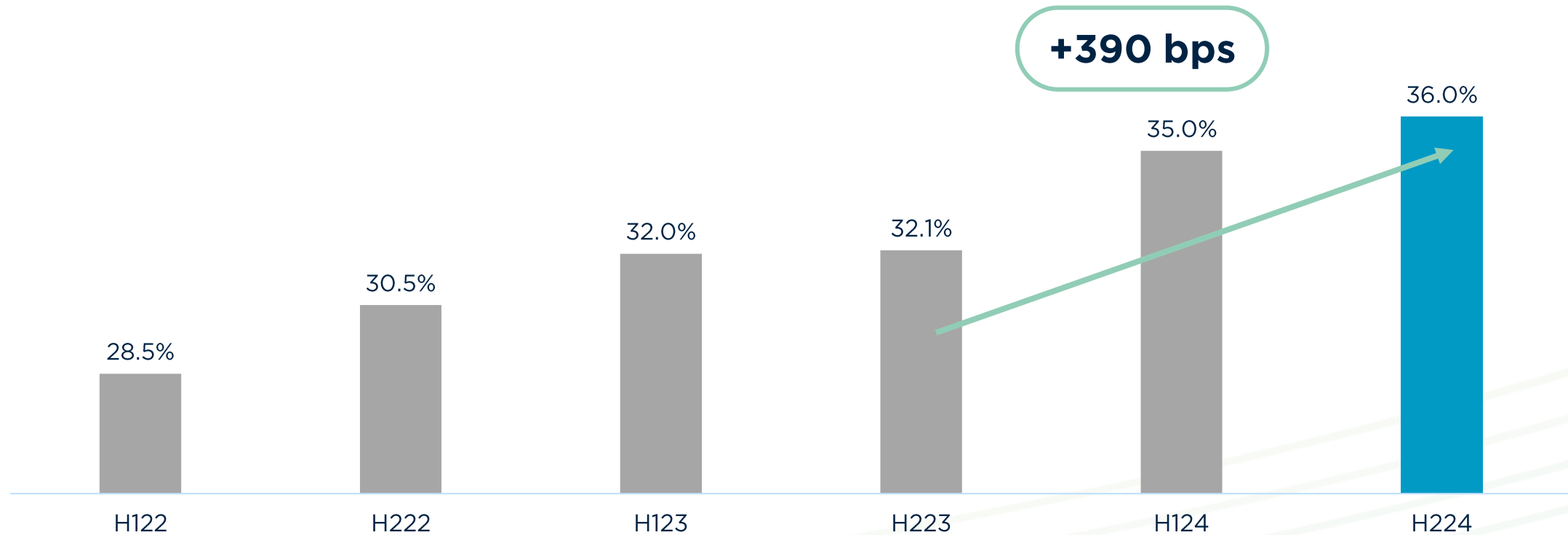
■ Measurement & Monitoring

Direct Margin FY 2024

Continued and solid growth



**Evolution of the Direct Margin by half year¹
(% of turnover at sales price)²**



(1) Direct margin = Revenue at sales price - procurement - direct labour - direct operating expenses.

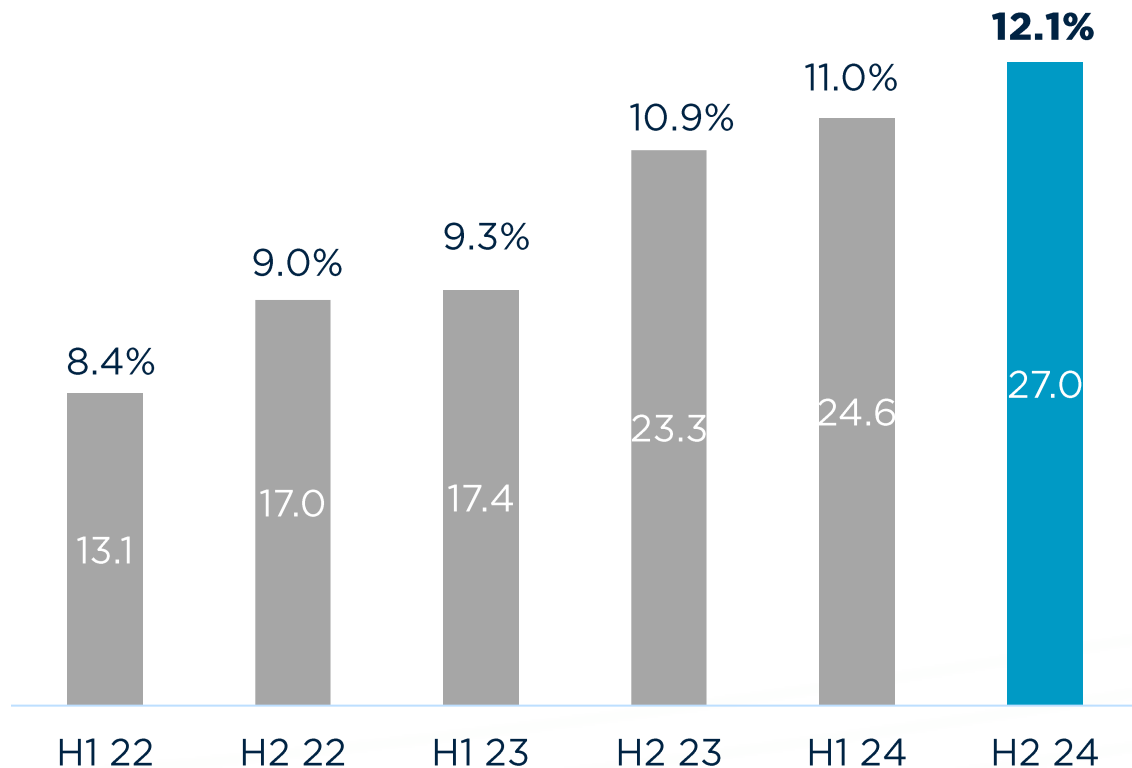
(2) Revenue at sales price = Net turnover +/- change in inventories at selling price.

EBITDA FY 2024

Accelerating profitability



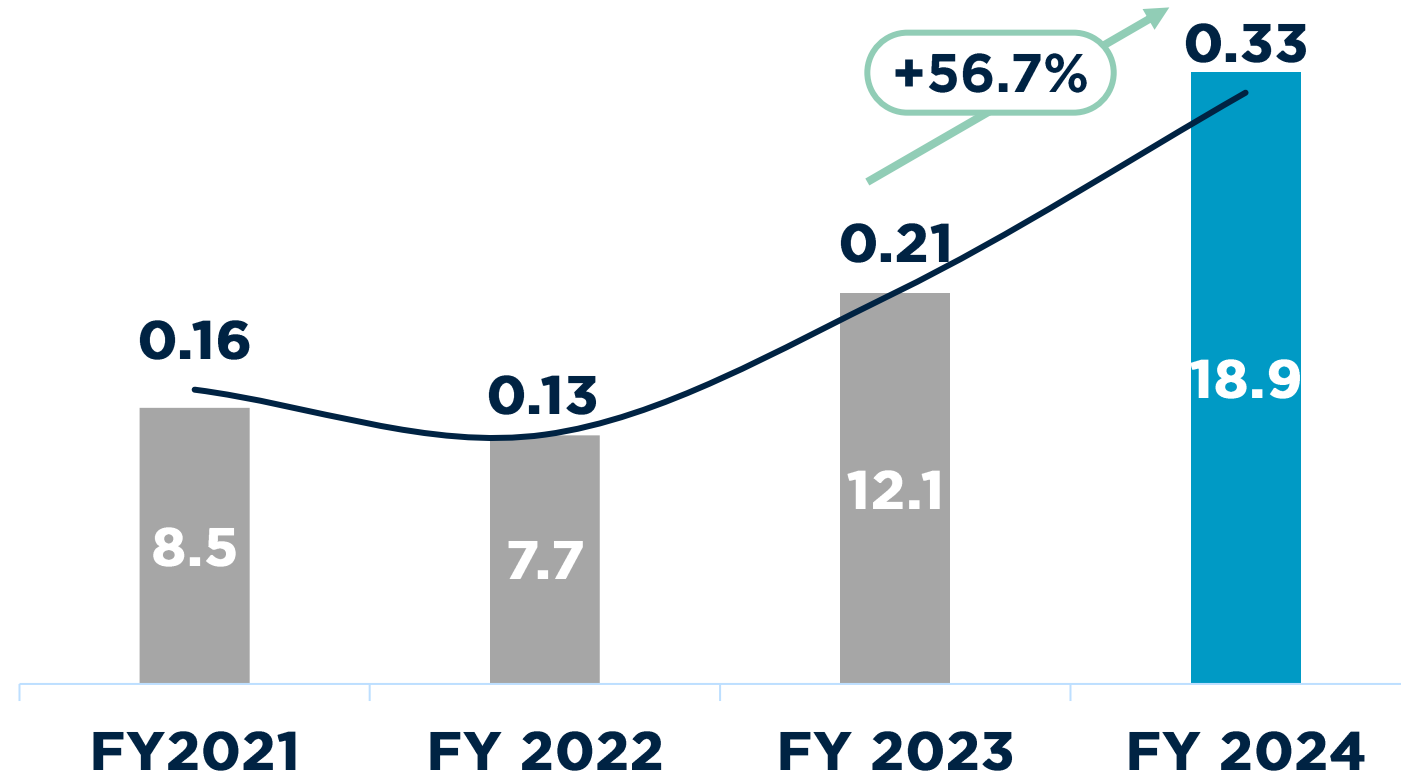
EBITDA evolution by semesters (€ million, % turnover)



- Increased **EBITDA** in both halves driven by **high sales volume, updated selling prices and improvements in operational productivity.**
- **The company's structural expenses were 23.9% at the end of the year.**

Net Profit FY 2024

Focus on result and shareholder return



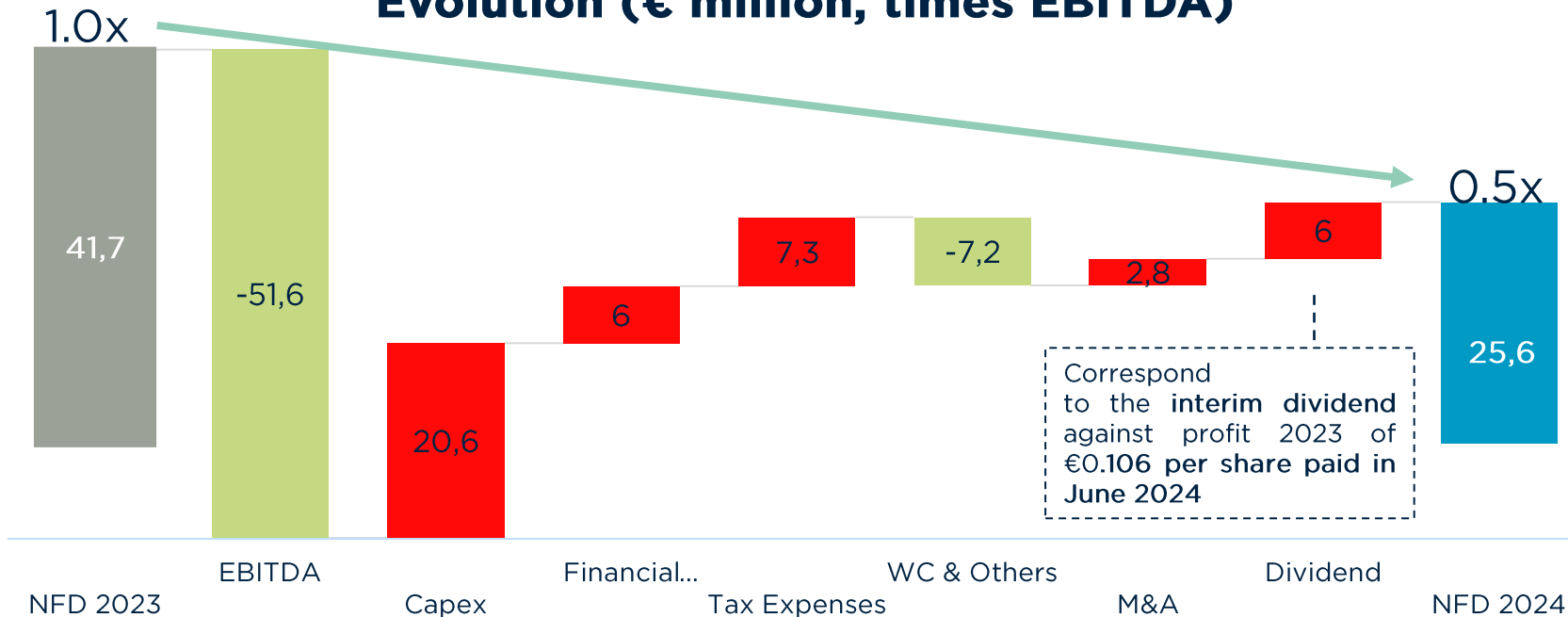
Shareholder remuneration: During the first half, the company distributed a **dividend of €6.0 million** against FY 2023 results, equivalent to a **pay-out of 50%**.

Net financial debt at 30/12/24

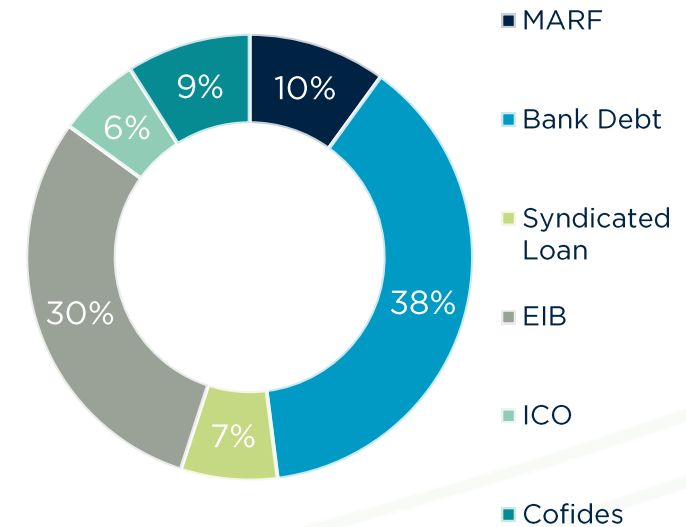
Financial muscle to face new projects



Net financial debt (NFD) / EBITDA Evolution (€ million, times EBITDA)



Resources available by funding source FY 2024



Free cash flow / EBITDA at 31 December 2024: 48%
Immediately available long-term resources: €29.0m
 (average maturity improved to c.4.8 years).

72% of total long-term loans are hedged against interest rate risk.

Walking towards our ESG commitment



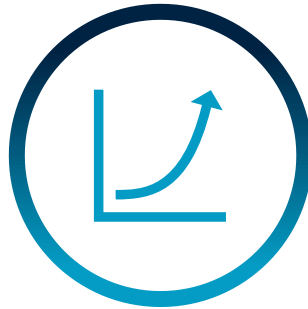
	Target	Indicator	FY 23	FY 24	2030
E <i>Net Zero Carbon</i>	Reused or recycled waste	Total waste P+NP(reused + recycled)/ Total P+NP waste generated (%)	58%	69%	100%
	Reducing our carbon footprint	Emission reduction 1+2 vs2021	39%	26%	>50%
	Renewable electricity consumption	Total renewable electricity consumption/ Total electricity consumption(%)	34%	63%	100%
S <i>Equality company</i>	Equal development opportunities	Women in managerial positions/ Total employees in managerial positions(%)	28%	30%	40%
	Accident frequency rate	Number of accidents with time off work* 1,000,000 / number of hours worked	12	6	0
G <i>Ethics & transparency</i>	Internal Control Financial Information System (SCIIF)	Evaluation and certification	In implementation	In implementation	Audited by third party



First year of our 24-26 plan with excellent results and ahead of the targets



Solid growth in order intake (+12.3% YoY) and revenues (+11.5% YoY) driven by strong demand and commercial discipline.



Sustained growth in profitability, strict cost management supported the increase in the direct margin (+340 bps) and EBIDTA (+140bps)



Strong free cash flow generation +48% exceeding the targets set in the strategic plan.



We continue increasing our investment in R&D >3.5% of revenues. New products available



Continuous improvement of our ESG performance that continues to create value for all stakeholders. **Closer and closer to our 2030 goals**



High revaluation of the share price during the year 2024, with an increase of **+88%** compared to the end of 2023.



arteche

Moving together

Q&A

ARTECHE LANTEGI ELKARTEA, S.A.

Investor Relations Office

Tel: +34 620 328 643

investors@arteche.com

www.arteche.com

Annex : Alternative Performance Measures (APMs)



AMP	Unit	Definition	FY 2024	30 June 2024	FY 2023
Revenue at sales price	€M	Revenue +/- change in inventories at selling price	€459.9m = 447.3 + 12.5	€235.2m = 224.9 + 10.3	€416.6m = 401.3 + 15.4
Direct costs	€M	Procurements (excluding depreciation and extraordinary costs) + Direct personnel costs + Other direct operating costs	€296.5m = 231.2 + 41.2 + 24.2	€152.8m = 120.8 + 19.8 + 12.2	€283.0m = 226.9 + 34.7 + 21.3
Direct margin	€M	Revenue at sales price - direct costs	€163.4m = 459.9 - 296.5	€82.4m = 235.2 - 152.8	€133.6m = 416.6 - 283.0
Direct margin	%	Direct margin / Revenue at sales price	35.5% = 163.4 / 459.9	35.0% = 82.4 / 235.2	32.1% = 133.6 / 416.6
Gross operating profit (EBITDA)	€M	Operating profit + Depreciation of fixed assets + Impairment of trade operations + Impairment of goods + Impairment of work in progress and finished goods + Impairment and losses on fixed assets	€51.6m = 38.9 + 15.2 + 0.5 - 0.6 - 2.6 + 0.2	€24.6m = 17.6 + 7.7 + 0.2 - 0.6 - 0.3 + 0	€40.7m = 24.2 + 14.6 - 0.05 + 0.5 + 1.2 + 0.2
EBITDA	%	EBITDA / Net revenues	11.5% = 51.6 / 447.3	11.0% = 24.6 / 224.9	10.1% = 40.7 / 401.2
Gross financial debt (DFB)	€M	Amounts owed to credit institutions + Other financial liabilities + creditors under finance leases + bonds and other marketable securities (all long and short term) - financing without cost +/- accrued interest and commissions	€115.9m = 64.1 + 44.6 + 0.2 + 15.0 - 8 + 0	€104.8m = 49.3 + 44.3 + 0.1 + 14.0 - 2.9 + 0	€104.2m = 55.2 + 41.0 + 0.2 + 13.8 - 6.2 + 0.1
Net financial debt (NFC)	€M	DFB - Short-term financial investments - loans and advances to companies (non-group) - cash and cash equivalents	€25.6m = 115.9 - 2.1 - 0 - 88.2	€39.7m = 104.8 - 1.8 - 0 - 63.3	€41.7m = 104.2 - 1.6 - 0.1 - 60.8
DFN/EBITDA	Times (x)	DFN / EBITDA	0.50x = 25.6 / 51.6	1.61x = 39.6 / 24.6	1.02x = 41.7 / 40.7
Book to factor ratio	Times(x)	Recruitment / Invoicing	1.19x = 532.4 / 447.4	1.27x = 284.5 / 224.9	1.18x = 474.1 / 401.3
BPA (basic and diluted)	€/share	Profit attributable to the parent company / (weighted average issued shares - weighted average treasury shares)	0.33 € = 18.9 / (57.1 - 0.11)	0.13 € = 7.4 / (57.1 - 0.13)	0.21 € = 12 / (57.1 - 0.14)
CAPEX	€M	Additions of "Other intangible assets" + additions of "Property, plant, and equipment"	20.698m = 8.863 + 11.835	5.724m = 3.756 + 1.968	15.398m = 8.510 + 6.888
Free cash flow	€M	Cash flow + Dividends paid during the period + Inorganic acquisitions	24.889m = 16.079 + 6.032 + 2.778	8.087m = 2.056 + 6.031	16.173m = 7.312 + 2.306 + 6.555

Annex : Key Financial Figures



Key Financial Figures

€M

	31.12.2024	31.12.2023	% change
Invoicing	447.4	401.3	+11.5%
Direct margin	163.4	133.6	+22.3%
Direct margin (% of revenue at selling price*)	35.5%	32.1%	+340bps
EBITDA	51.6	40.7	+26.8%
EBITDA margin (% of revenue)	11.5%	10.1%	+140bps
EBIT	38.9	24.2	+60.6%
EBIT margin (% of revenue)	8.7%	6.0%	+270bps
Net profit	18.9	12.1	+56,5%
Net profit margin (% of revenue)	4.2%	3.0%	+120bps
EPS (€/share)	0.33	0.21	+66.7%

* Revenue at selling price = Net turnover - change in inventories at selling price

Annex : Consolidated balance sheet



Consolidated balance sheet

M€

Non-current Assets

Current Assets

Inventories

Trade and other receivables

Short-term financial investments

Cash and cash equivalents

Others

TOTAL ASSETS

Total Shareholders' Equity

Non-current Liabilities

Long term debt

Other non-current liabilities

Current Liabilities

Short term debt

Trade and other payables

Other short-term debt

TOTAL EQUITY AND LIABILITIES

	31.12.2024	31.12.2023
	114.4	106.7
	257.7	221.1
	77.9	82.9
	86.6	72.6
	3.7	4.1
	88.2	60.8
	1.3	0.7
TOTAL ASSETS	372.1	327.8
Total Shareholders' Equity	83.8	73.9
Non-current Liabilities	82.8	73.3
	72.4	66.9
	10.4	6.4
Current Liabilities	205.5	180.6
	54.2	43.7
	150.9	136.3
	0.4	0.6
TOTAL EQUITY AND LIABILITIES	372.1	327.8