Axon Partners Group

2023 Results

CONFIDENTIAL

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2023 Executive Summary

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- Axon strengthens its growth levers:
  - Executive Partners incorporated into the shareholding with long-term projection.
  - Creation of five business units in the investment division with different strategies.
  - Opening of a new office in Milan.
  - Signing a strategic agreement with a local partner in Saudi Arabia to boost the consulting business in the field of cybersecurity and emerging technologies.
  - Strengthening of back-office and processes, investing in digitization.
- These levers allow the consolidation of the foundations for the future growth of both, the investment and consulting divisions, having resulted in an increase in costs (+18%) compared to the 2022 fiscal year but partly offset by healthy revenue growth of +13% (+20% excluding extraordinary revenue from 2022).
- A solid balance sheet is maintained at the end of the 2023 fiscal year:
  - No financial debt.
  - Cash stands at €7.9m, having invested €1.6m in funds managed by Axon in 2023.
  - The book valuation of Axon's participation in its funds amounts to €12.6m (growth of +82% compared to 2022).
- For the time being, the acquisitions planned in the IPO have been delayed as no opportunities with clear synergies and interesting prices for the group have been found yet.

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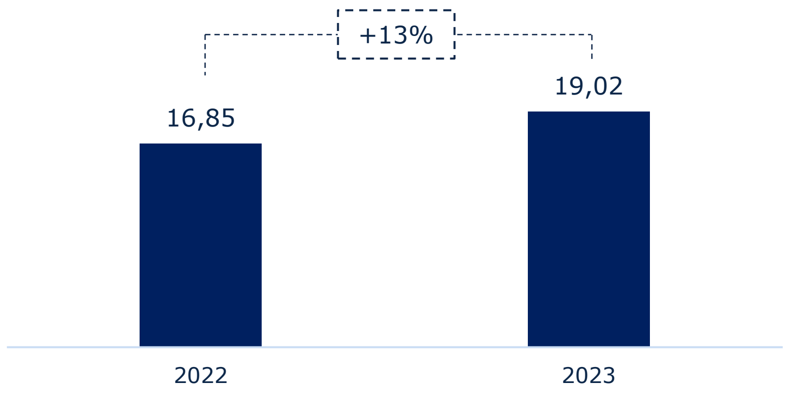
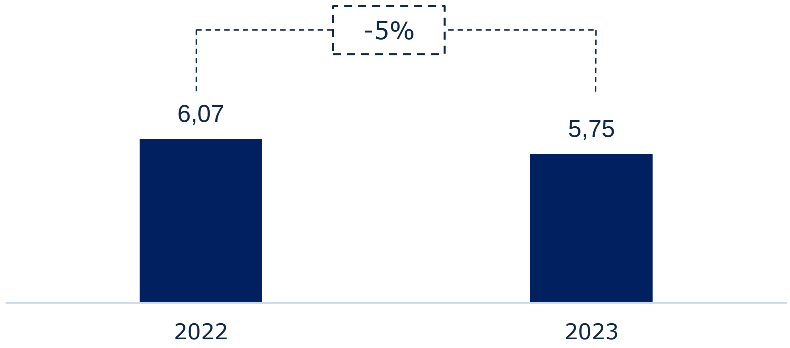
Axon’s main KPI’s and results

Principal KPI’s and their evolution

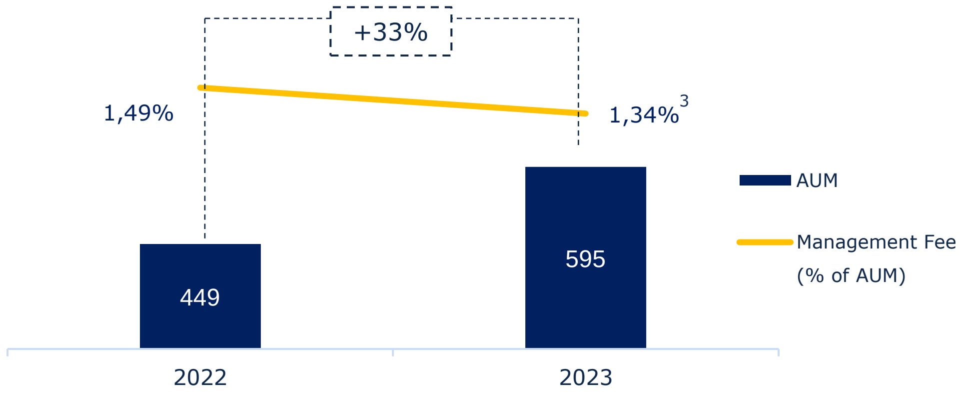
Investment + Consulting Revenues (m€)



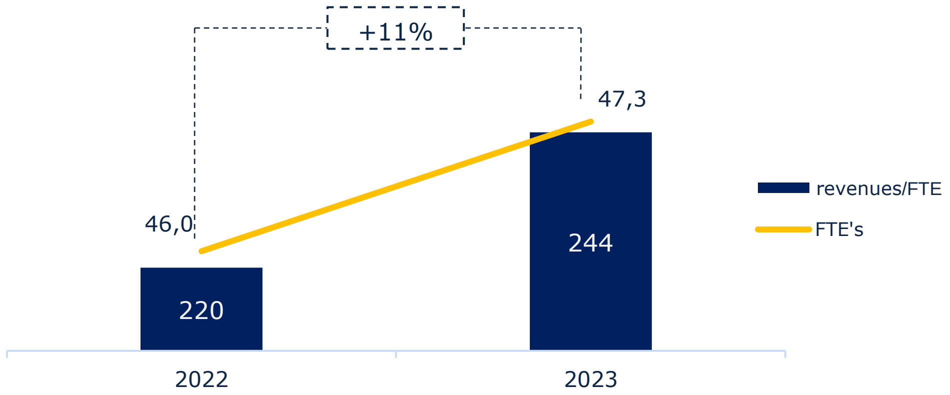
Pre-tax profit[1] (m€)



Investment: AUM[2] (m€)



Consulting: FTE’s (#) – average revenue/FTE (m€)



1) Pre-tax profit has been negatively impacted by exchange rate differences. Operating profit increased by 0.6% in 2023 despite the increase in costs to consolidate the growth foundations.
2) Includes only the assets managed by Axon funds, excluding Finizens assets.
3) The calculation of the % in 2023 does not include €40m which will start generating commissions in 2024.

Investment Division

- Despite the negative fundraising data in the venture capital sector, Axon has grown by 33% in assets under management (+€146m).
- The funds' positive returns are maintained with Axon Innovation Growth IV Fund (growth strategy) in the "top decile" of its vintage according to Pitchbook data.
- Axon consolidates as an investment platform with five business units with different strategies:

Investment strategies

Growth Equity

Investment in technology scale-ups in Southern Europe, with a preference for growth stages.

Crossover

Investment in innovation growth companies which are listed or about to be listed in European Alternative markets through a private framework approach.

Sustainability

Partnering with investors and corporations to develop a tailored investment program to meet their strategic objectives.

Debt

Investment in private debt of growth-stage companies, preferably with a focus on technology and innovation in Southern Europe.

Fund of funds

Investment in top-performing GPs in the ICT and life science spaces. We also do secondary transaction in funds and co-investments in portfolio winners.

1) Source: S&P Global Market Intelligence: Private Equity Fundraising plunges to 6-year low in 2023.

Consulting division

- The consulting division consolidates itself as a leading global firm in the ICT sector, focusing on public policy, regulation, and strategy projects for government entities and large corporations.
- Experience in over 50 countries, combining a global approach with excellent knowledge of local realities.
- We have over 50 consultants with multidisciplinary profiles and backgrounds.
- Maintaining recurrence with over 95% of our clients, always seeking long-term partnerships.

Services

Business consulting

We help clients define and achieve their business objectives by linking strategy to effective solutions that enhance and transform their usual operations.

Public Politics & Regulation

We assist clients in anticipating, designing, and implementing strategies and policy instruments to address the rapid evolution of markets.

Verticals

Telecommunications

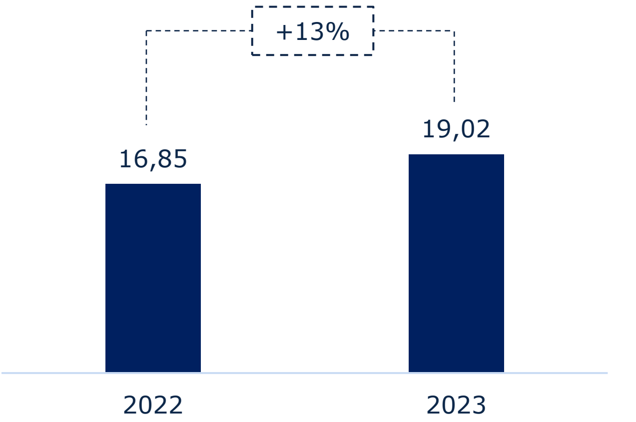
Cybersecurity

Emerging technologies

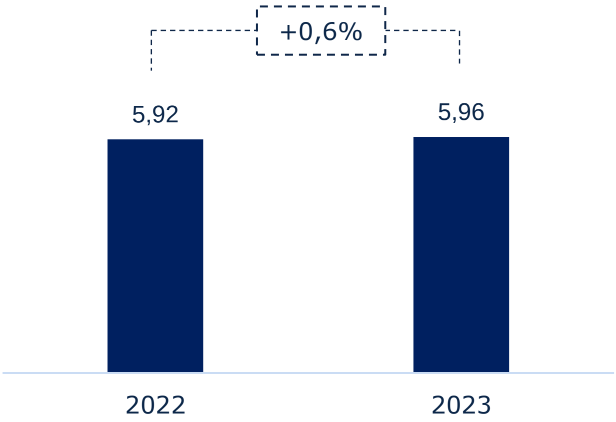
2023 Investment + consulting results

- The business of Axon Partners Group focuses on its investment and consulting divisions.
- It is expected that 2024 will consolidate the growth seen in 2023, with revenue diversification, both in investment with its various strategies, and consulting by reinforcing new sectors and penetrating new markets. Improved profitability will be possible thanks to the current senior structure and the new levers created between 2022 and 2023, with a solid platform of services and revenue diversification.
- The forecasts set for 2025 in the IPO remain the same, without considering acquisitions[1].
- Below are the investment and consulting results and a comparison with the previous year, as well as the main figures of the consolidated Balance Sheet on page 10.

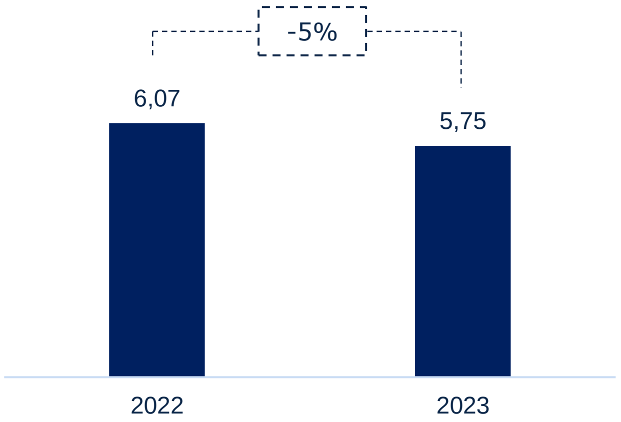
Revenues (m€)



Operating Income (m€)



Profit before tax[2] (m€)



1) AUM (950m), revenues (32m€) y EBIT (16m€).
2) Income before income tax has been negatively impacted by exchange rates.

Consolidated group balance sheet

- Below are the most relevant data from the Consolidated Balance Sheet of the Axon group.
- Additionally, Finizens also consolidates within the group, and therefore is included in the consolidated accounts. Finizens has €368m[1] in assets under management from over 20,000 clients. As of the end of 2023, Finizens is in break-even, and has a healthy balance sheet with no debt and over €2m in cash. It is one of the most recognized brands in the robo-advisor segment in Spain.

Fixed Assets	15,682,760
Current Assets	14,393,580
Short-term financial investments	1,200,219
Cash and cash equivalents	7,962,904
TOTAL ASSETS	**30,076,340**
Shareholder's equity	22,862,367
Non-current liabilities	1,859,522
Current liabilities	5,354,451
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	**30,076,340**

(Data in Euros)

1) Exceeded €400m in Q1 2024.
NOTE: the net book value of Axon's investments in its funds amounts to €12,636,459.

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Dividend distribution proposal

Propuesta de dividendos

- Axon's commitment is to distribute as dividends 75% of the annual net operating result from the investment and consulting divisions.
- The board of directors has approved the distribution of a dividend, in line with the commitment made, which must be approved at the shareholders' meeting.

- Operating Profit before tax: 5,797,621 €
- Dividend distribution proposal: 0.63 € gross per share
- Payout: 75%
- Relevant dates:
    - Last trading date: July 3, 2024
    - Ex-Date: July 4, 2024
    - Record Date: July 5, 2024
    - Payment: July 18, 2024

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ESG

ESG: Impact and Sustainability

- The objective of Axon as a company is to positively contribute to the sustainable development of society by strengthening economic growth, preserving the environment, and promoting social progress. To achieve this, we rely on what we do best: effective management and responsible investment.

Chronology

2012: First Sustainable Fund: Amerigo Ventures Pacífico

2018: Signatory Member of the Principles for Responsible Investment (PRI)

2020: Axon Innovation Growth IV Fund: Art. 8

2022: ISETEC V Fund: Art. 8
Aurora II Fund: Art.8
Next Technology Ventures II Fund: Art. 9

2024: First ESG Program and Sustainable Development Plan

ESG Program

TARGET

- Identify sustainable actions that have a positive impact on society and integrate them into daily activities to contribute to the well-being of people, the economy, and the environment.

COMMITMENT

- Integrate ESG factors at the company level and in investment processes.
- Engage our stakeholders in business activities.
- Responsible investments.

SCOPE OF ACTION

- At the company level (Axon as a group).
- At the GP level (Axon as an investment manager).
- At the portfolio level (Axon in underlying companies and funds).

AXON

www.axonpartnersgroup.com