Results for the first half 2024

THE IMPLEMENTATION OF THE "LEADING THE FUTURE" PLAN ACCELERATES THE ACHIEVEMENT OF RESULTS IN THE FIRST HALF OF THE YEAR AND LEAD TO AN UPWARD REVISION OF THE 2024 **TARGETS**

- Backlog exceeds €7bn at the end of June 2024
- Revenues up 15%, with growth in all divisions. 2Q24 Revenues grow 8%
- For its part, EBITDA and EBIT grew 22% and 29% in 1H24 vs 1H23, and in 2Q24 vs 2Q23 17% and 21% respectively
- Improved profitability in both EBITDA margin (10.0% in 1H24 vs 9.4% in 1H23) and EBIT margin (7.8% in 1H24 vs 6.9% in 1H23) again for another quarter
- Net profit stood at €114m and increased 27% compared to 1H23
- Free Cash Flow up 27% year-on-year
- Year-end targets are increased in revenues (>€4,800m), EBIT (>€415m) and FCF (>€260m)
- During the semester, the acquisitions of the simulation company GTA and the Chilean company Totalnet, specialized in Payment Means, were completed

Madrid, July 30th, 2024.

Marc Murtra, Indra's Executive Chairman, explained in reference to the results that "We continue to work on optimising our operations and we have evidence of improvements that we can see in EBITDA and EBIT margins. He added that 'we are in the process of implementing Indra's Technology Plan, which includes aligning our production capabilities and R&D efforts with the key technologies and products we have identified and announced in the Capital Markets Day. We believe this is one of the most important efforts we must make for Indra's medium-term success."

For his part, José Vicente de los Mozos, Indra's Chief Executive Officer, declared that "The speed with which Indra's teams have begun to implement the Leading the Future Strategic Plan has already had positive consequences for the company, resulting in higher-than-expected growth in Revenues, EBITDA, EBIT and Free Cash Flow. The consequence of all this is an upward revision of the targets we had set ourselves for the 2024 financial year."

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Main Figures

	1H24	1H23	Variation (%)	2Q24	2Q23	Variation (%)
Main Figures	(€m)	(€m)	Reported / Local currency	(€m)	(€m)	Reported / Local currency
Backlog	7,148	6,819	4.8 / 5.4	7,148	6,819	4.8 / 5.4
Net Order Intake	2,681	2,512	6.7 / 7.6	1,109	1,112	(0.3) / 2.1
Revenues	2,304	2,012	14.5 / 15.3	1,186	1,095	8.3 / 9.1
EBITDA	230	189	22.0	113	97	17.0
EBITDA Margin %	10.0%	9.4%	0.6 pp	9.6%	8.9%	0.7 pp
Operating Margin	210	167	25.7	105	91	15.9
Operating Margin %	9.1%	8.3%	0.8 pp	8.9%	8.3%	0.6 pp
EBIT	179	139	29.1	89	74	20.8
EBIT margin %	7.8%	6.9%	0.9 pp	7.5%	6.7%	0.8 pp
Net Profit	114	90	27.4	53	46	15.4
Basic EPS (€)	0.65	0.51	28.3	N/A	N/A	N/A
Free Cash Flow	69	54	26.7	1	28	(96.3)
Net Debt Position	93	47	98.3	93	47	98.3

Acquisitions accounted for €70m in 1H24 sales vs €4m in 1H23. In Minsait, the acquisitions of NAE, Deuser, ICASYS, Tramasierra and Totalnet contributed inorganically, in ATM the Selex Air Traffic business in the US, and Park Air. In Defence, GTA contributed (after increasing its stake from 35% to 100%). In the quarter, these acquisitions contributed €35m in 2Q24 vs €4m in 2Q23.

Backlog reached €7,148m in 1H24, implying +5% growth vs 1H23, bolstered by Minsait and ATM. Backlog/Revenues LTM ratio stood at 1.54x in 1H24 vs 1.68x in 1H23.

Order intake in 1H24 increased +7%, posting growth all divisions except for Mobility. It stood out the strong growth recorded by ATM, mainly due to contracts in Canada and Colombia. Book-to-bill ratio was 1.16x vs 1.25x in the same period of the previous year.

1H24 revenues grew +15%, with all divisions showing solid growth (ATM +33%; Defence +31%; Mobility +13% and Minsait +9%). **In 2Q24, revenues** also increased in all divisions (Defence: +17%; Mobility +9%; ATM +8% and Minsait +6%).

FX impact in 1H24 contributed negatively with €-16m (-0.8pp), mainly due to the depreciation of currencies in Argentina and Chile. **In the quarter, FX impact** contributed negatively with €-9m (-0.8pp).

Organic revenues in 1H24 increased +12% (excluding the inorganic contribution of the acquisitions and the FX impact). By divisions: Defence +29%; ATM +19%; Mobility +13% and Minsait +7%. In 2Q24, organic revenues up +6% (Defence +15%; Mobility +9%; Minsait +4%; ATM -2%).

1H24 EBITDA margin stood at 10.0% vs 9.4% in 1H23. In absolute terms, EBITDA grew by +22, an improvement in profitability mainly explained by the higher growth recorded in the divisions with the highest operating profitability, Defence and ATM, as well as for the improvement in profitability in Mobility. **In 2Q24**, the margin improved to 9.6% vs 8.9% in 2Q23 and showed +17% growth in absolute terms despite higher structural costs derived from the implementation of the strategic plan and one-off costs due to potential acquisitions and divestments under analysis, mainly affecting the Defence division.

Operating Margin was 9.1% in 1H24 vs 8.3% in 1H23, showing +26% growth in absolute terms. Other operating income and expenses (difference between Operating Margin and EBIT) in 1H24 amounted to €-31m vs €-28m in 1H23, with the following breakdown: total workforce restructuring costs amounted to €-17m vs €-10m, the impact of the PPA (Purchase Price Allocation) on the amortization of intangibles was €-7m in 1H24 vs €-8m in 1H23 and the provision for equity-based compensation of the medium-term incentive amounted to €-6m vs €-10m. In 2Q24, operating margin reached 8.9% vs 8.3% in 2Q23, and other operating income and expenses stood at €-16m vs €-17m in 2Q23.

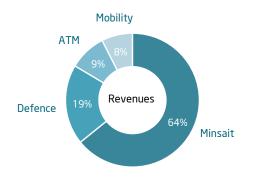
1H24 EBIT margin was 7.8% vs 6.9% in 1H23. In absolute terms, EBIT grew by +29%. **In 2Q24**, the margin improved to 7.5% vs 6.7%, showing +21% growth in absolute terms.

1H24 Net profit of the group reached €114m vs €90m in 1H23, implying an increase of +27%. **In 2Q24**, net profit up +15%.

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1H24 Free Cash Flow was €69m vs €54m last year same period, improvement mainly explained by higher operating profitability. In 2Q24, cash generation was €1m (includes €-41m income tax payment corresponding to the delivery of shares of the medium-term remuneration plan for the 2021-2023 period) vs €28m in 2Q23.

Net Debt stood at €93m in June 2024 vs €107m in December 2023 and vs €47m in June 2023. Net Debt/EBITDA LTM ratio (excluding the impact of IFRS 16) stood at 0.2x in June 2024 vs 0.3x in December 2023 and vs 0.1x in June 2023.





Upgraded Outlook 2024

The Company upgrades its 2024 targets:

- Revenues in constant currency: > €4,800m (from previous > €4,650m).
- **EBIT reported:** > €415m (from previous > €400m).
- Free Cash Flow reported: > €260m (from previous > €250m).

Analysis by Business Units

Defence

Defence	1H24	1H23	Variation (%) Reported / Local currency
Backlog	3,003	3,075	(2.3) / (2.6)
Net Order Intake	493	466	5.9 / 6.0
Revenues	446	342	30.7 / 30.7
EBITDA	78	63	24.5
EBITDA Margin %	17.6%	18.4%	(0.8) pp
Operating Margin	72	58	24.8
Operating Margin %	16.1%	16.9%	(0.8) pp
EBIT	69	54	27.8
EBIT margin %	15.5%	15.9%	(0.4) pp
Book-to-bill	1.11	1.36	(18.9)
Backlog / Revs LTM	3.26	4.22	(22.8)

2Q24	2Q23	Variation (%) Reported / Local currency
3,003	3,075	(2.3) / (2.6)
198	183	8.4 / 8.5
255	219	16.6 / 16.6
42	39	7.6
16.3%	17.6%	(1.3) pp
40	38	5.3
15.6%	17.3%	(1.7) pp
38	35	8.5
14.9%	16.0%	(1.1) pp
0.78	0.84	(7.0)

- Order intake in 1H24 up +6% mainly thanks to the Integrated Systems and Simulation areas and despite declines in both the FCAS and Eurofighter projects.
- Revenues in 1H24 grew by +31%, posting double-digit growth in Spain and Europe. This growth was mostly driven by the contribution of the FCAS project (€137m in 1H24 vs €49m in 1H23). Excluding FCAS, sales would have grown by +5%. In 2Q24, revenues up +17% also driven by the FCAS project (€81m in 2Q24 vs €49m in 2Q23) and despite the decline recorded in Eurofighter.
- Organic sales in 1H24 (excluding the inorganic contribution of the acquisitions and the FX impact) grew by +29% and +15% in 2Q24.
- By geographies, activity in 1H24 was concentrated in Spain and Europe (c. 45% of sales each).
- Space sales in 1H24 amounted to €31m (7% of Defence division sales), posting +36% growth. In 2Q24, growth was +34%.
- EBITDA margin in 1H24 was 17.6% vs 18.4% in 1H23, mainly due to higher structural costs derived from the implementation of the strategic plan and one-off costs from potential acquisitions that are under analysis. In 2Q24, the margin stood at 16.3% vs 17.6% in 2Q23.
- EBIT margin in 1H24 was 15.5% vs 15.9% in 1H23. In 2Q24, the margin stood at 14.9% vs 16.0% in 2Q23.

Air Traffic

ATM	1H24	1H23	Variation (%) Reported / Local currency	2Q24	2Q23	Variation (%) Reported / Local currency
Backlog	820	727	12.8 / 12.8	820	727	12.8 / 12.8
Net Order Intake	289	184	57.1 / 55.5	79	69	14.3 / 22.1
Revenues	207	156	32.8 / 33.6	90	84	7.5 / 7.8
EBITDA	32	25	30.1	12	11	7.0
EBITDA Margin %	15.5%	15.9%	(0.4) pp	13.3%	13.4%	(0.1) pp
Operating Margin	25	20	25.2	9	10	(9.2)
Operating Margin %	12.1%	12.8%	(0.7) pp	9.6%	11.3%	(1.7) pp
EBIT	25	19	30.2	8	9	(1.6)
EBIT margin %	11.9%	12.1%	(0.2) pp	9.4%	10.2%	(0.8) pp
Book-to-bill	1.40	1.18	·	0.88	0.82	
Backlog / Revs LTM	1.99	2.26	(12.0)			

- Order intake in 1H24 grew +57% mainly due to contracts signed in Canada and Colombia. Among the new contracts, it is worth mentioning the incorporation of NAV Canada into the iTEC Alliance, which thus extends beyond European borders for the first time.
- Revenues in 1H24 grew by +33% and with all geographies showing growth. In this regard, it highlights projects in Belgium, Azerbaijan, China and Spain, as well as inorganic growth derived from the acquisitions of Park Air in UK and the Selex business in US. For its part, 2Q24 revenues up +8% bolstered by projects in Azerbaijan, UK and Norway,
- Organic sales in 1H24 (excluding the effect of acquisitions and the FX impact) grew by +19% and, in contrast, declined -2% in 2Q24.
- By geographies, activity in 1H24 was concentrated in Europe (c. 40% of sales), AMEA (c. 30% of sales) and Spain (c. 20% of sales).
- EBITDA margin in 1H24 was 15.5% vs 15.9% in 1H23, slightly lower due to the lower profitability contributed by the acquired companies. In 2Q24, the margin stood at 13.3% vs 13.4% in 2Q23.

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• EBIT margin in 1H24 stood at 11.9%, slightly lower than the 12.1% recorded in 1H23. In 2Q24, the margin stood at 9.4% vs 10.2% in 2Q23.

Mobility

Mobility	1H24	1H23	Variation (%) Reported / Local currency	2Q2
Backlog	897	946	(5.3) / (5.8)	
Net Order Intake	153	167	(8.6) / (8.5)	
Revenues	172	152	13.2 / 13.2	
EBITDA	9	(2)	(571.0)	
EBITDA Margin %	5.5%	(1.3%)	6.8 pp	5
Operating Margin	8	(3)	(372.2)	
Operating Margin %	4.7%	(2.0%)	6.7 pp	5
EBIT	7	(5)	(233.9)	
EBIT margin %	3.8%	(3.2%)	7.0 pp	4
Book-to-bill	0.89	1.10	(19.3)	
Backlog / Revs LTM	2.32	2.90	(20.1)	

2Q24	2Q23	Variation (%) Reported / Local currency
897	946	(5.3) / (5.8)
67	81	(16.5) / (16.1)
93	86	9.0 / 8.7
5	(6)	(187.9)
5.3%	(6.6%)	11.9 pp
5	(5)	(192.6)
5.2%	(6.1%)	11.3 pp
4	(7)	(159.9)
4.3%	(7.8%)	12.1 pp
0.72	0.94	(23.3)

- Order intake in 1H24 fell -9% due to declines registered in Spain and Europe (tough comparable due to the UK tunnel management systems contract that took place in the previous year).
- Revenues in 1H24 grew +13%, posting growth in all geographies, although it was mainly driven by America
 and Europe. It is worth highlighting the projects in Mexico (tolling collection systems in the Mayan Train),
 Peru (infrastructure project at Lima's airport), UK (tunnel management systems) and Portugal (tolling
 systems). In 2Q24, revenues up +9% thanks to the projects in Mexico, Spain and UK.
- Organic sales in 1H24 (excluding the effect of acquisitions and the FX impact) grew by +13% as well, and +9% in 2Q24.
- By geographies, activity in 1H24 was concentrated in Spain (c. 35% of sales), AMEA (c. 30% of sales) and America (c. 25% of sales).
- EBITDA margin in 1H24 was 5.5% vs -1.3% in 1H23 by the lower weight of problematic projects in the division and by the higher focus on improving profitability. In 2Q24, the margin stood at 5.3% vs -6.6% in 2Q23.
- EBIT margin in 1H24 stood at 3.8% vs -3.2% in 1H23. In 2Q24, the margin stood at 4.3% vs -7.8% in 2Q23.

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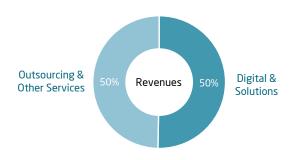
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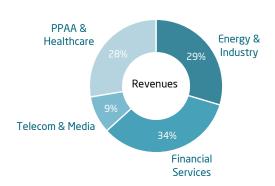
Minsait

Minsait	1H24	1H23	Variation (%) Reported / Local currency
Backlog	2,428	2,072	17.2 / 19.8
Net Order Intake	1,746	1,695	3.0 / 4.4
Revenues	1,479	1,363	8.5 / 9.6
EBITDA	110	103	6.9
EBITDA Margin %	7.4%	7.5%	(0.1) pp
Operating Margin	104	92	13.3
Operating Margin %	7.1%	6.8%	0.3 pp
EBIT	79	70	11.6
EBIT margin %	5.3%	5.2%	0.1 pp
Book-to-bill	1.18	1.24	(5.1)
Backlog / Revs LTM	0.83	0.77	7.9

2Q24	2Q23	Variation (%) Reported / Local currency
2,428	2,072	17.2 / 19.8
764	779	(1.9) / 0.7
747	707	5.8 / 7.1
55	53	4.0
7.3%	7.5%	(0.2) pp
52	49	6.6
6.9%	6.9%	0.0 pp
39	37	4.9
5.2%	5.2%	0.0 pp
1.02	1.10	(7.3)
1.02	1.10	(7.5)

- Order intake in 1H24 increased by +3%, standing out the growth showed in Financial Services +19% and in Telecom & Media +3%.
- Revenues in 1H24 grew +9%, driven by the positive performance registered in Public Administrations & Healthcare (+18%; due to the positive activity with the Public Administration in Spain and the Elections projects in El Salvador and Iraq), Energy & Industry (+7%) and Financial Services (+6%). On the contrary, revenues in Telecom & Media decreased (-4%). In 2Q24, revenues up +6% with growth in all verticals (Financial Services +10%; Energy & Industry +5% and PPAA & Healthcare +4%) except for Telecom & Media (-3%).
- Organic sales in 1H24 (excluding the effect of acquisitions and the FX impact) up +7% and +4% in 2Q24.
- By geographies, activity in 1H24 was concentrated in Spain (c. 60% of sales) and America (c. 25% of sales).
- Operating margin in 1H24 was 7.1% vs 6.8% in 1H23, thanks to higher operating leverage due to steady sales growth, improved revenue mix towards Digital and Solutions, and the ongoing focus on cost efficiencies. In 2Q24, the margin stood at 6.9%, same level as in 2Q23.
- EBIT margin in 1H24 improved to 5.3% vs 5.2% in 1H23. In 2Q24, the margin was 5.2%, same profitability as in 2Q23.





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Minsait revenues by horizontals

Minsait Revenues	1H24 (€m)	1H23 (€m)	Variation (%) Reported	2Q24 (€m)	2Q23 (€m)	Variation (%) Reported
Digital & Solutions	747	659	13.3	379	340	11.6
Outsourcing & Other Services	738	709	4.0	370	371	(0.2)
Eliminations	(6)	(5)	NA	(2)	(4)	(54.1)
Total	1,479	1,363	8.5	747	707	5.8

By horizontal business, Digital & Solutions sales (50% of Minsait's sales) grew by +13% and Outsourcing & Other Services (50% of Minsait's sales) by +4%. The Digital business continues to see strong demand from clients in Artificial Intelligence, Consulting, Cybersecurity and migration to the Cloud. In 2Q24, Digital & Solutions sales increased +12% and remained flat in Outsourcing & Other Services.

Minsait by divisions

Minsait Order Intake	1H24 (€m)	1H23 (€m)	Variation (%) Reported / Local currency
Energy & Industry	525	540	(2.9) / (0.7)
Financial Services	564	473	19.4 / 19.4
Telecom & Media	191	185	3.3 / 6.1
PP.AA & Healthcare	466	497	(6.4) / (5.0)
Total	1,746	1,695	3.0 / 4.4

Minsait Revenues	1H24 (€m)	1H23 (€m)	Variation (%) Reported / Local currency
Energy & Industry	438	410	6.6 / 8.5
Financial Services	498	468	6.5 / 7.1
Telecom & Media	134	139	(3.5) / (2.2)
PP.AA & Healthcare	409	345	18.4 / 19.1
Total	1,479	1,363	8.5 / 9.6

2Q24	2Q23	Variation (%)
(€m)	(€m)	Reported / Local currency
203	189	7.5 / 10.6
262	198	32.7 / 33.1
96	98	(2.6) / 3.7
203	294	(31.0) / (28.3)
764	779	(1.9) / 0.7

2Q24	2Q23	Variation (%)
(€m)	(€m)	Reported / Local currency
225	214	5.3 / 7.5
261	237	9.8 / 10.5
67	69	(3.2) / (1.1)
195	186	4.5 / 5.2
747	707	5.8 / 7.1

Energy & Industry

- Order intake in 1H24 went down by -3%, affected by the decline showed in the Energy segment, specifically
 in Brazil (which presents a tough comparable with respect to 1H23, where the contracting of a relevant
 project took place) and in Italy. In contrast, the Industry segment grew by more than 5%.
- 1H24 Energy & Industry revenues increased +8%, with both segments posting solid growth. It stood out
 the positive performance showed by the large accounts in the Oil&Gas, Utilities and Retail sectors. By
 regions, Spain, America and Italy stood out. In 2Q24, revenues up +5% with growth in both segments.
- The Energy segment represented approximately 60% of the vertical sales in 1H24 vs 40% the Industry segment.
- By geographies, most of the activity was concentrated in Spain (c. 50% of sales), America (c. 25% of sales) and Europe (c. 15% of sales).

Financial Services

 Order intake in 1H24 increased +19%, driven by the positive performance recorded in America (Dominican Republic in the Payment Means business, Colombia, Peru and Mexico) and in Spain, both in large global accounts and in local financial institutions.

- 1H24 Financial Services sales grew +6%. Both the Banking and the Insurance sectors posted growth, specially highlighting the double-digit growth registered in Spain. In 2Q24, sales increased +10% also thanks to the strong performance showed in Spain.
- The Banking sector (c. 90% of total sales) concentrated most of the activity of the vertical in 1H24 with respect to the Insurance sector (c. 10% of total sales).
- Region-wise, Spain (c. 60% of the sales) and America (c. 35% of the sales) concentrated most of the activity
 of the vertical in 1H24.

Telecom & Media

- Order Intake in 1H24 went up +3% boosted by the strong activity registered in Brazil, Argentina and Spain.
- 1H24 sales decreased -4%, affected by America (lower activity in Peru and Colombia), as well as the
 negative impact of the exchange rate. In contrast, sales grew in Spain thanks to the inorganic contribution
 from NAE. In 2Q24, sales decreased by -3%, affected by the declines in America, as well as by the
 exchange rate.
- The Telecom segment (c. 95% of total sales) concentrated most of the activity of the vertical in 1H24 with respect to the Media segment (c. 5% of total sales).
- By geographies, most of the vertical activity in 1H24 was concentrated in Spain (c. 60% of sales) and America (c. 30% of sales).

Public Administrations & Healthcare

- Order Intake in 1H24 down -6% affected by the Elections business (tough comparable with the previous year, where the contract of projects in Argentina, Spain and Iraq were registered). Excluding the Elections business, order intake would have grown by +4%.
- 1H234 Public Administrations & Healthcare sales increased +18%, being Minsait's best performing vertical.
 Sales were pushed by the strong growth registered in Spain (higher activity with the Central Government
 and Regions) and in the Elections business (El Salvador and Iraq). In 2Q24, sales increased +4% bolstered
 by the Public Administration segment (in Spain, Brazil and Colombia), while they declined in the Elections
 and Healthcare segments.
- The Public Administrations segment (c. 80% of sales) concentrated the highest vertical activity with respect to Elections (c. 10% of sales) and Healthcare (c. 10% of sales) in 1H24.
- By geographies, most of the vertical activity in 1H24 was concentrated in Spain (c. 65% of sales), America (c. 15% of sales) and Europe (c. 15% of sales).

Revenues by Region

Revenues by Region	1H24 (€m)	1H23 (€m)		ión (%) rted / urrency
Spain	1,163	1,007	15.5	15.5
America	461	425	8.4	11.8
Europe	472	384	22.9	23.0
AMEA	209	196	6.5	7.2
Total	2.304	2.012	14.5	15.3

2Q24	2Q23	Variation (%) Reported /		
(€m)	(€m)	Local c	urrency	
609	542	12.3	12.3	
232	228	2.0	6.1	
251	216	16.1	16.1	
94	110	(13.8)	(13.7)	
1,186	1,095	8.3	9.1	

Sales showed solid growth in all geographies: Europe (+23%; 21% of total sales), Spain (+15%; 50% of total sales), America (+8%; 20% of total sales) and AMEA (+6%; 9% of total sales).

Human Resources

At the end of June 2024, total workforce amounted to 57,620 professionals implying an increase of +1% vs June 2023 (771 additional employees). This increase was mainly concentrated in Spain (2,042 additional employees) and despite the decrease in America (1,365 less employees), due to the termination of several relevant BPO contracts in Colombia and Brazil. In the quarter, total workforce slightly up by +0.3% (160 more employees), as a consequence of the increase registered in Spain.

Average headcount in 1H24 increased by +1% vs 1H23.

Final Workforce	1H24	%	1H23	%	Variation (%)
Spain	33,208	58%	31,166	55%	7%
America	18,636	32%	20,001	35%	(7%)
Europe	3,724	6%	3,581	6%	4%
Asia, Middle East & Africa	2,052	4%	2,101	4%	(2%)
Total	57,620	100%	56,849	100%	1%

Average Workforce	1H24	%	1H23	%	Variation (%)
Spain	32,792	57%	30,635	54%	7%
America	18,926	33%	20,397	36%	(7%)
Europe	3,745	7%	3,582	6%	5%
Asia, Middle East & Africa	2,092	4%	2,114	4%	(1%)
Total	57,555	100%	56,727	100%	1%

Other events over the period

In the effort to suitably implement the Strategic Plan 2024-2026 with 2030 vision, which envisions the evolution of the Company towards Indra Group, the Board of Directors, at its meeting held on April 30, at joint proposal from Chairman and Chief Executive Officer and prior report from the Appointments, Remuneration and Corporate Governance Committee, unanimously agreed to grant specific executive functions in the corporate and institutional fields in favour of Mr Marc Thomas Murtra Millar, additional to those inherent to his position as Chairman of the Board of Directors, which will be exercised in coordination with operational and business guidance provided by the Chief Executive Officer, whose delegated powers as Chief Executive remain unchanged.

This assignment of executive functions will allow for a greater dedication to corporate matters, as well as to the opening of relationships in geographies where the Company currently has no presence, and will favour the dialogue with Public Administrations, Governments and international organizations which Indra's position in the Defence market demands, given the current geopolitical context.

Consequently, in accordance with the provisions of article 529 duodecies of the Spanish Companies Act (Ley de Sociedades de Capital, "LSC"), Mr Murtra was assigned to the category of executive director.

Furthermore, in accordance with the provisions of article 249.3 of the LSC, the Board of Directors resolved to approve his executive services contract, maintaining the present remuneration conditions, as well as the granting of sufficient powers to exercise the aforementioned executive functions.

On May 21, Indra informed that the significant shareholder Advanced Engineering and Manufacturing S.L. ("Escribano") had notified, on April 30, 2024, its willingness to exercise the right of proportional representation and appoint a proprietary director in Indra in the event of a vacancy on the Board of Directors, taking into account its stake in the share capital (8% of the capital), proposing the appointment of Mr. Javier Escribano Ruiz as proprietary director.

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Prior to the call of the Ordinary General Shareholders' Meeting of 2024, the independent director Ms. Elena García Armada informed the Board of Directors of her intention to resign as a director and member of the Company's Sustainability Committee, in order to facilitate the reorganization of the Board of Directors and contribute to strengthening Indra's Social Action policy and its impact and commitment in social areas by providing advice on innovation and technology as tools for the development of a more inclusive society.

The Board of Directors unanimously agreed, at the meeting held on May 21, to accept the voluntary resignation tendered by Ms. Elena García Armada from her position as a Director of Indra, effective June 27 (date of the Ordinary General Shareholders' Meeting), and to thank her for her dedication, commitment and excellent work in her position, as well as her availability to facilitate the reorganization of the Board.

The Board of Directors, in view of the vacancy that would be created by the resignation of Ms. García and taking into account the desire expressed by Mr. Escribano to exercise his right to proportional representation, unanimously agreed, after a report from the Nominating, Compensation and Corporate Governance Committee, to meet the request of said shareholder and propose at the Ordinary General Shareholders' Meeting of 2024 the appointment of Mr. Escribano Ruiz as proprietary director in representation of the shareholder Escribano.

Notwithstanding the foregoing, the new composition of the Board that would result after the General Meeting is of a temporary nature, which responds to the need to give access to the Board of Directors to the significant shareholders who are entitled to it, and also temporary, since it must be adapted and restore the necessary balances as progress is made in the implementation of the Strategic Plan. In this regard, Indra confirms its commitment to good corporate governance and will ensure that the composition and structure of the Board complies with the recommendations and principles of the Good Governance Code of Listed Companies.

On May 22 of 2024 Indra published the announcement of its 2024 Ordinary General Shareholders' Meeting.

On June 27 of 2024 was held in second call the Ordinary General Shareholders' Meeting of Indra, with an attendance quorum representing the 82.03% of the share capital, at which the proposed resolutions on the agenda were adopted by a large majority of votes in favour.

Among the resolutions approved by Indra's Ordinary General Shareholders' Meeting was the payment of a dividend out of the profit after taxes of the 2023 financial year of twenty-five euro cents (€0.25), to be paid on July 11.

Events following the close of the period

On July 4, Indra announced that it will receive a dividend of 59.6 million euros for the 9.5% stake it holds in ITP Aero, after the Board of Directors of the latter approved the payment of an extraordinary dividend of €629m. proposed by Bain Capital.

On July 22, Indra announced the appointment of Mr. Miguel Forteza as new Chief Financial Officer (CFO) and member of the Management Committee, who will join the Company on September 2, 2024.



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Consolidated Income Statement

	1H24	1H23	Varia	ation	2Q24	2Q23	Vari	ation
	€m	€m	€m	%	€m	€m	€m	%
Revenue	2,304.0	2,011.8	292.2	14.5	1,186.2	1,095.3	90.9	8.3
In-house work on non-current assets and other income	34.9	33.0	1.9	5.9	15.7	17.8	(2.1)	(11.7)
Materials used and other supplies and other operating expenses	(778.4)	(628.3)	(150.1)	23.9	(405.4)	(396.3)	(9.1)	2.3
Staff Costs	(1,330.6)	(1,227.1)	(103.5)	8.4	(683.2)	(619.1)	(64.1)	10.4
Other gains or losses on non-current assets and other results	0.0	(0.9)	0.9	NA	0.0	(0.8)	8.0	NA
Gross Operating Result (EBITDA)	229.9	188.5	41.4	22.0	113.4	96.9	16.5	17.0
Depreciation and amortisation charge	(50.8)	(49.8)	(1.0)	2.0	(24.3)	(23.2)	(1.1)	4.7
Operating Result (EBIT)	179.1	138.7	40.4	29.1	89.1	73.7	15.4	20.8
EBIT Margin	7.8%	6.9%	0.9 pp	NA	7.5%	6.7%	0.8 pp	NA
Financial Loss	(16.9)	(8.4)	(8.5)	101.0	(10.7)	(4.5)	(6.2)	137.4
Result of companies accounted for using the equity method	(3.0)	(2.2)	(0.8)	NA	(3.9)	(2.8)	(1.1)	NA
Profit (Loss) before tax	159.2	128.1	31.1	24.2	74.5	66.4	8.1	12.2
Income tax	(43.6)	(37.1)	(6.5)	17.7	(20.7)	(19.6)	(1.1)	5.5
Profit (Loss) for the year	115.6	91.1	24.5	26.9	53.8	46.7	7.1	15.1
Profit (Loss) attributable to non-controlling interests	(1.2)	(1.3)	0.1	NA	(0.6)	(0.7)	0.1	NA
Profit (Loss) attributable to the Parent	114.4	89.7	24.7	27.4	53.2	46.1	7.1	15.4

Earnings per Share (according to IFRS)	1H24	1H23	Variation (%)
Basic EPS (€)	0.65	0.51	28.3
Diluted EPS (€)	0.65	0.47	38.9

	1H24	1H23
Total number of shares	176,654,402	176,654,402
Weighted treasury stock	1,636,119	402,056
Total shares considered	175,018,283	176,252,346
Total diluted shares considered	175,018,283	193,235,563
Treasury stock in the end of the period	249,768	270,026

Figures not audited

Basic EPS is calculated by dividing net profit by the average number of outstanding shares during the period less the average treasury shares of the period.

Diluted EPS is calculated by dividing net profit after deducting the impact of the convertible bond issued in October 2016, by the average total number of company shares for the current period, less average treasury stock, plus the average balance of the theoretical new shares to be issued in the event of full conversion of the convertible bonds (taking into account adjustments for redemptions prior to maturity, as well as adjustments to the conversion price for dividend distributions).

The average number of shares used in the calculation of the EPS and dilutive EPS for treasury shares, total number of shares and theoretical shares to be issued related to the convertible bonds, are calculated using daily balances.

- Revenues grew by +15% in 1H24 and +8% in 2Q24.
- Other income stood at €35m in 1H24 vs €33m in 1H23, mainly as a result of higher subsidies and works for own non-current assets.
- Materials used and other supplies and other operating expenses up +24% in 1H24 vs 1H23, mainly due to the increase in subcontracting and higher operating costs (leases and royalties, travels, supplies, etc.). However, in 2Q24 this item only increased by +2%.
- Personnel expenses increased by +8% in 1H24 vs 1H23, as a consequence of the salary inflation and the average headcount increase in Spain and the decrease recorded in America. In 2Q24, personnel expenses up +10%.
- 1H24 EBITDA stood at €230m vs €189m in 1H23, which implied +22% growth.
- 1H24 D&A was €51m, similar level than in 1H23 (€50m).
- 1H24 EBIT stood at €179m vs €139m in 1H23, growing +29%.
- Financial result increased to €17m in 1H24 vs €8m in 1H23, mainly explained by the increase in the average gross cost of debt resulting from higher interest rates due to the increase in Euribor, and by a lower cash position leading to a reduction in remuneration, as well as by the accounting impact (without cash effect) of the hyperinflation in Argentina. Gross debt borrowing cost amounted to 4.3% in 1H24 vs 2.8% in 1H23.
- Tax income reached €44m in 1H24 vs €37m in 1H23, mainly due to higher profit before tax registered in the period. Tax rate was 27% in 1H24 vs 29% in 1H23.
- Net profit of the group stood at €114m in 1H24 vs €90m in 1H23, implying an increase of +27%.

Consolidated Balance Sheet

	1H24 €m	2023 €m	Variation €m
Property, plant and equipment	112.5	99.1	13.4
Property investments	10.6	11.7	(1.1)
Assets for the rigth of use	123.3	119.0	4.3
Goodwill	1,020.7	996.4	24.3
Other Intangible assets	260.9	263.8	(2.9)
Investments using the equity method and other non-current financi	447.6	520.4	(72.8)
Deferred tax assets	90.8	118.1	(27.3)
Total non-current assets	2,066.4	2,128.6	(62.2)
Assets held for sale	0.1	0.1	0.0
Operating current assets	1,862.9	1,762.1	100.8
Other current assets	371.7	236.0	135.7
Cash and cash equivalents	488.5	595.7	(107.2)
Total current assets	2,723.2	2,594.0	129.2
TOTAL ASSETS	4,789.6	4,722.6	67.0
Share Capital and Reserves	1,152.6	1,150.5	2.1
Treasury shares	(5.1)	(33.0)	27.9
Equity attributable to parent company	1,147.5	1,117.5	30.0
Non-controlling interests	16.7	18.5	(1.8)
TOTAL EQUITY	1,164.2	1,136.0	28.2
Provisions for contingencies and charges	76.6	71.9	4.7
Bank borrowings and financial liabilities relating to issues of debt i	348.6	479.1	(130.5)
Other non-current financial liabilities	590.2	696.4	(106.2)
Subsidies	47.3	43.4	3.9
Other non-current liabilities	1.0	1.3	(0.3)
Deferred tax liabilities	4.7	4.1	0.6
Total Non-current liabilities	1,068.5	1,296.2	(227.7)
Liabilities classified as held for sale	0.0	0.0	0.0
Current bank borrowings and financial liabilities relating to issues of debt instruments and other marketable securities	233.1	223.5	9.6
Other current financial liabilities	194.6	113.9	80.7
Operating current liabilities	1,632.7	1,479.6	153.1
Other current liabilities	496.4	473.4	23.0
Total Current liabilities	2,556.9	2,290.4	266.5
TOTAL EQUITY AND LIABILITIES	4,789.6	4,722.6	67.0
Current bank borrowings and financial liabilities relating to issues	233.1	223.5	9.6
of debt instruments and other marketable securities	۷۵۵.۱	223.5	9.0
Bank borrowings and financial liabilities relating to issues of debt	348.6	479.1	(130.5)
instruments and other marketable securities			
Gross financial debt	581.8	702.6	(120.8)
Cash and cash equivalents	(488.5)	(595.7)	107.2
Net Debt	93.3	106.8	(13.5)

Figures not audited

Consolidated Cash Flow statement

	1H24	1H23	Variation	2Q24	2Q23	Variation
	€m	€m	€m	€m	€m	€m
Profit Before Tax	159.2	128.1	31.1	74.5	66.4	8.1
Adjusted for:						
- Depreciation and amortization charge	50.8	49.8	1.0	24.3	23.2	1.1
- Provisions, capital grants and others	(5.0)	(5.7)	0.7	4.0	4.6	(0.6)
- Result of companies accounted for using the equity metho	3.0	2.2	0.8	3.9	2.8	1.1
- Financial loss	16.9	8.4	8.5	10.7	4.5	6.2
Dividends received	0.0	0.0	0.0	0.0	0.0	0.0
Profit (Loss) from operations before changes in working capital	224.9	182.8	42.1	117.4	101.5	15.9
Changes in trade receivables and other items	(96.3)	(82.3)	(14.0)	(96.8)	(132.3)	35.5
Changes in inventories	(133.7)	(116.1)	(17.6)	(62.6)	(7.5)	(55.1)
Changes in trade payables and other items	160.4	129.6	30.8	104.6	105.5	(0.9)
Cash flows from operating activities	(69.5)	(68.8)	(0.7)	(54.8)	(34.3)	(20.5)
Tangible (net)	(9.5)	(7.5)	(2.0)	(4.6)	(4.1)	(0.5)
Intangible (net)	(5.8)	4.9	(10.7)	(9.9)	1.1	(11.0)
Сарех	(15.3)	(2.6)	(12.7)	(14.5)	(2.9)	(11.6)
Interest paid and received	(13.7)	(7.0)	(6.7)	(9.5)	(6.6)	(2.9)
Other financial liabilities variation	(16.4)	(15.9)	(0.5)	(7.9)	(7.8)	(0.1)
Income tax paid	(41.1)	(34.2)	(6.9)	(29.6)	(22.3)	(7.3)
Free Cash Flow	68.9	54.4	14.5	1.0	27.6	(26.6)
Changes in other financial assets	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments/divestments	(18.5)	(55.8)	37.3	(6.1)	(48.0)	41.9
Dividends paid by companies to non-controlling shareholders	(0.2)	(0.7)	0.5	(0.2)	(0.7)	0.5
Dividends of the parent company	0.0	0.0	0.0	0.0	0.0	0.0
Shareholders contributions	0.0	0.0	0.0	0.0	0.0	0.0
Changes in treasury shares	(20.0)	(0.1)	(19.9)	(1.0)	(0.2)	(8.0)
Cash-flow provided/(used) in the period	30.3	(2.2)	32.5	(6.2)	(21.3)	15.1

Initial Not Dakt	406.0		
Initial Net Debt	106.8		
Cash-flow provided/(used) in the period	(30.3)		
Foreign exchange differences and variation with no impact in cash	16.7	_	
Final Net Debt	93.3	-	
Cash & cash equivalents at the beginning of the period	(595.7)	(933.0)	337.3
Foreign exchange differences	7.5	(2.0)	9.5
Increase (decrease) in borrowings	130.0	3.1	126.9
Net change in cash and cash equivalents	(30.3)	2.2	(32.5)
Ending balance of cash and cash equivalents	(488.5)	(929.8)	441.3
Long term and current borrowings	581.8	976.8	(395.0)
Final Net Debt	93.3	47.0	46.3

Figures not audited

- Operating Cash Flow before net working capital reached €225m in 1H24 vs €183m in 1H23, mainly thanks to the higher operating profitability.
- Cash flow from operating activities (working capital) stood at €-69m both in 1H24 and in 1H23. The item
 Changes in trade payables and other items includes €-41m income tax payment carried out in 2Q24
 corresponding to the delivery of shares of the medium-term remuneration plan for the 2021-2023 period.
- Working Capital from S/T and L/T stood at €43m in June 2024, equivalent to 3 DoS, reducing compared to June 2023 (€110m, equivalent to 10 DoS). This improvement is mainly explained by the better evolution of Accounts Receivable (6 DoS) and Accounts Payable (5 DoS), despite the worsening of Inventories (5 DoS).

Working Capital S/T and L/T (€m)	1H24	1H23	Variation
Inventories	689	585	104
Accounts Receivable	1,174	1,275	(101)
Operating Current Assets	1,863	1,859	4
Inventories L/T	108	63	45
Accounts Receivable L/T	15	2	13
Total Operating Assets	1,986	1,924	62
Preypayments from clients	787	792	(5)
Accounts Payable	846	688	158
Operating Current Liabilities	1,633	1,480	153
Preypayments from clients L/T	310	334	(24)
Total Operating Liabilities	1,943	1,814	129
Working Capital S/T and L/T	43	110	(67)

Working Capital S/T and L/T (DoS)	1H24	1H23	Variation
Inventories	63	58	5
Accounts Receivable	7	14	(6)
Accounts Payable	(67)	(62)	(5)
Total	3	10	(7)

- Non-recourse factoring lines remained stable at €187m.
- 1H24 CAPEX (net of subsidies) implied an investment of €32m vs €26m in 1H23. This difference was explained by a higher payment for tangible investment (€10m in 1H24 vs €8m in 1H23) and intangible investment (€22m in 1H24 vs €19m in 1H23). Subsidies collection was €17m in 1H24 vs €23m in 1H23, resulting in a net Capex investment (after subsidies collection) of €15m in 1H24 vs €3m in 1H23.
- Financial Results payment in 1H24 was €14m vs €7m in 1H23, as a result of higher interest payments on loans due to the increase in Euribor and lower cash position.
- Income tax payment was €41m in 1H24 vs €34m in 1H23.
- 1H24 Free Cash Flow was €68m vs €54m last year same period. In 2Q24, cash generation was €1m (includes €-41m income tax payment corresponding to the delivery of shares of the medium-term remuneration plan for the 2021-2023 period) vs €28m in 2Q23.
- Payment from Financial Investments, which mainly includes payments for acquired companies, amounted to €18m (mainly includes payments from GTA and Totalnet) in 1H24 vs €56m (of which €45m corresponded to the acquisition of ATM's Selex division in the US) in 1H23.
- Changes in treasury shares resulted in a cash outflow of €20m in 1H24 vs €0m in 1H23, mainly due to the acquisition of treasury shares to complete the current medium-term remuneration plan (2021-2023).
- Net Debt stood at €93m in June 2024 vs €47m in June 2023.

Alternative Performance Measures (APMS)

Following the guidelines of the European Securities and Markets Authority (ESMA) on Alternative Performance Measures (APMs), Group Management believes that certain APMs provide useful additional financial information that should be considered when assessing performance. In addition, Management uses these APMs when taking financial, operational and planning decisions, as well as in the assessment of Group performance. The Group presents the following APMs that it considers useful and appropriate for decision making by investors and which provide greater reliability with respect to the Group's performance.

Organic Revenues

Definition/Conciliation: revenues adjusted for the impact of exchange rates and changes in the consolidation scope due to acquisitions and divestitures. The exchange rate impact is adjusted by calculating income at the average exchange rate for the previous period. The change in the consolidation scope is adjusted by excluding the contribution of the acquisitions in both periods.

Explanation: this is an indicator that reflects the increase in sales excluding the impact of changes in the consolidation scope (acquisitions and divestitures) and the impact of currency exchange rates.

Coherence in the criteria applied: there is a change in the criteria applied compared to last year, in which the calculation was adjusted by considering acquisitions as if they had been consolidated in the previous period. For a better traceability and simplicity in its calculation, it is adjusted excluding the contribution of acquisitions in both periods, thus showing the underlying evolution of the company's revenues without the contribution of acquisitions.

Gross Operating Result (EBITDA):

Definition/Conciliation: EBITDA stands for earnings before interest, tax, depreciation and amortisation.

Explanation: metric that the Group uses to define its operating profitability, and widely used by investors when evaluating businesses.

The Group also uses the EBITDA Margin as a performance indicator, which is the ratio of EBITDA to sales in a given period. This indicator is interpreted as the Group's operating profit for every euro of sales.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Operating Result (EBIT):

Definition/Conciliation: It is defined in the consolidated income statement.

Explanation: EBIT (earnings before interest and tax) is a financial indicator that the Company uses to determine its productive performance and that investors use for company valuations.

The Group also uses the EBIT Margin as a performance indicator, which is the ratio of EBIT to sales in a given period. This indicator is interpreted as the Group's operating profit for every euro of sales.

Coherence in the criteria applied: There is no change in the criteria applied compared to last year.

Operating Margin

Definition/Conciliation: Operating profit (EBIT) plus personnel reorganisation costs, impairment, business consolidation and acquisition costs, amortisation of intangible assets from acquisitions, share-based remuneration and possible penalties.



Explanation: a financial indicator that the Company uses to determine its productive performance before certain extraordinary costs and which investors use for valuations of IT businesses.

The Group also uses the Operating Margin (%) as a performance indicator, which is the ratio of the Operating Margin to sales in a given period.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Net Financial Debt:

Definition/Conciliation: amounts owed to credit institutions and bonds or other non-current marketable securities less cash and cash equivalents. Net borrowings is calculated by subtracting the balance under "Cash and cash equivalents" from the balances under the headings "Current and non-current bank borrowings" and "Financial liabilities due to the issuance of debentures and other current and non-current marketable securities" as these figure in the consolidated statements of financial position.

Explanation: this is a financial indicator that the Group uses to measure the company's leverage.

In this respect, the Group uses the Net Debt/EBITDA ratio as an indicator of its level of leverage and capacity to repay its financial debt. For this reason, the EBITDA figure used in the calculation of the ratio for interim periods is determined taking into account the equivalent annual EBITDA figure for the 12 months immediately prior to the date of calculation of the ratio.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Free Cash Flow:

Definition/Conciliation: these are the funds generated by the Group before dividend payments, net financial investments and other similar amounts, and investment in treasury shares (Note 2. Statement of Financial Position and Cash Flow Statement). It is calculated on the basis of profit before taxes in the consolidated cash flow statement: deducting grants, provisions and gains/losses on fixed assets and other items, adding depreciation and amortisation, adding the results of subsidiaries and other investees, adding financial results, adding dividends received, adding change in working capital, deducting payments for the acquisition of property, plant and equipment and intangible assets, deducting financial results and corporate income tax paid, adding or deducting other flows from financing activities and adding subsidies.

Explanation: this is the cash generated by the Group's own business operations that is available to the providers of funds (shareholders and financial creditors) once the Parent Company's investment needs have been met. It is an indicator that investors use for valuing companies.

Coherence in the criteria applied: There is no change in the criteria applied compared to last year.

Order Intake:

Definition/Conciliation: this is the volume of contracts successfully obtained over a period. The order intake figure should not be confused with the Revenue figure since the amount of a contract secured in a particular year (and which is accounted for as order intake in that year) may be spread over a number of years.

Explanation: as it reflects the amount of contracts obtained in a given year, the order intake figure is an indicator of the future performance of the Group's business.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

"Book to bill" Ratio:



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Definition/Conciliation: the amount of the contracts successfully obtained over a period divided by the company's sales in the last twelve months.

Explanation: this is a financial indicator used by the Company to measure the amount of contracts obtained in relation to the Company's sales in the last twelve months.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Backlog:

Definition/Conciliation: this is the accumulated order intake less sales made plus/minus exchange rate and contract renegotiation adjustments, among others. It reflects the amount of a sale remaining until the termination of a project to complete the order intake figure.

Explanation: as it reflects the amount of contracts obtained pending implementation, this figure is an indicator of the future performance of the Group's business.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Backlog / Revenues in the Last Twelve Months

Definition/Conciliation: amount of the backlog less sales made plus/minus exchange rate and contract renegotiation adjustments, among others, and which represents the part of the sale pending until the finalisation of the project to complete the contract figure, divided by the company's sales in the last twelve months.

Explanation: a financial indicator used by the Company to measure the amount of contracts obtained pending execution in relation to its sales in the last twelve months.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Working Capital (NWC)

Definition/Conciliation: the amount of current operating assets less current operating liabilities. It can also be calculated as the sum of accounts receivable plus inventories less trade debtors.

Explanation: a financial indicator used by the Company to measure the resources it has available to meet its current liabilities. Therefore, it measures the company's insolvency risk.

Coherence in the criteria applied: there is no change in the criteria applied compared to last year.

Glossary

AMEA: Asia, Middle East and Africa.

ARCGC: Appointments, Remunerations and Corporate Governance Committee.

ATM: Air Traffic Management.

BPO: Business Process Outsourcing.

Book-to-Bill: Order intake/Revenues ratio.

CAPEX: Capital Expenditure.

DoS: Days of Sales.

EBITDA: Earnings Before Interests, Taxes, Depreciations and Amortisations.

EBIT: Earnings Before Interests and Taxes.

EPS: Earnings Per Share. IT: Information Technology

L/T: Long Term.

LTM: Last Twelve Months.

PPA: Purchase Price Allocation.

S/T: Short Term.

T&D: Transport & Defence.

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About Indra

Indra (www.indracompany.com) is one of the leading global technology and consulting companies, world leader in engineering technology for aerospace, defense and mobility business, and that heads digital transformation consultancy and information technologies in Spain and Latin America through its affiliate Minsait. It is the technology partner for digitalization and core business operations of its customers worldwide thanks to its business model, based on a comprehensive range of proprietary products, with a high-value end-to-end focus and a high degree of innovation. Sustainability is part of its strategy and culture, to face present and future social and environmental challenges. In the financial year 2023, Indra achieved revenue totaling €4.343 billions, with more than 57,000 employees, local presence in 46 countries and business operations in over 140 countries.



Disclaimer

This report may contain certain forward-looking statements, expectations and forecasts about the Company at the time of its elaboration. These expectations and forecasts are not in themselves guarantees of future performance as they are subject to risks, uncertainties and other important factors that could result in final results differing from those contained in these statements. This should be taken into account by all individuals or institutions to whom this report is addressed and that might have to take decisions or form or transmit opinions relating to securities issued by the Company and in particular, by the analysts and investors who consult this document.