ALANTRA

2024 H1 results presentation

July 2024



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1. Group highlights

1. H1 2024 Key figures



- The Group's H1 2024 net revenues were down 9.3% YoY, amounting to €76.0mn
 - Financial Advisory¹ revenues fell to €60.9mn (-10.5% YoY) while Asset Management revenues remained stable at €14.6mn (-1.0%)
 - Operating expenses increased by 1.3% to €80.9mn, including a 1.5% YoY increase in fixed personnel expenses
 - Variable retribution has remained flat at €11.0mn as well as other opex and amortisation and impairment losses at €17.9mn and €4.3mn respectively
- H1 2024 net profit attributable to the parent company decreased to €3.0mn (-26.1% YoY), of which €0.9M corresponded to the fee business, €0.2mn to the portfolio, and €2.0mn to other businesses
- €110.6mn of cash and cash equivalents² and liquid assets and €40.6mn of an attributable portfolio of investments³ in products managed by the Group



Revenues

€76.0mn

(-9.3% YoY)

€60.9mn (-10.5% YoY)

Financial Advisory revenues¹

€14.6mn (-1.0% YoY)

Asset Management revenues



Expenses

€80.9mn

(+1.3% YoY)

+1.5% (YoY)

Fixed personnel expenses

+0.1% (YoY)
Other OPEX



Net Profit

€3.0mn

(-26.1% YoY)

€0.9mn

Fee business

€0.2mn

Portfolio

€2.0mn Other



Balance Sheet

€110.6mn²

of cash and cash equivalents

€40.6mn³

of an attributable portfolio of investments in products managed by the Group

No financial leverage

Private and Confidential

¹⁾ Alantra's financial advisory businesses are the Investment Banking and FIG segments

^{2) €83.1}mn of cash and cash equivalents and €27.5mn invested in a monetary fund included under non-current financial assets

^{3) €67.4}mn of a portfolio of investments in product managed by the group (50.1% attributable) + €19.0mn of investments in photovoltaic projects (24.75% attributable) + €2.1mn of other investments in products managed by the group (100% attributable). Included under non-current financial assets

2. H1 2024 Activity Overview



Financial Advisory

- 62 deals closed (-26% YoY) In the first semester, Of these, 29 were M&A deals (-19% YoY) with an aggregate volume of €2.6bn (+13% YoY)
 - The recovery is yet to be experienced by the mid-market the segment in which Alantra operates – where the number of deals announced decreased by 14%¹

- +€178mn of Net FAUM² growth in H1 2024 and stronger divestment activity, which will be reflected in the second half of the year:
 - Alantra secured \$150mn in capital commitments for its pan-European active fund, EQMC, from a distinguished Middle Eastern endowment
 - Alantra Private Equity divested its portfolio company Frias Nutrición to Refresco (backed by KKR, PAI Partners and BCI)

Asset Management

3. Evolution of key figures



Net revenues (€mn)



Cash and cash equivalents & liquid assets (€mn)



Net Profit Attributable to parent (€mn)



Shareholders' equity (€mn)



4. Simplified consolidated P&L



		_ <u></u>	
(€ Mn)	Total Group H1 2023	Total Group H1 2024	Δ YoY (%)
Financial Advisory	68.0	60.9	(10.5%)
Investment Banking	52.6	44.8	(14.9%)
Financial Institutions Group	15.3	16.1	4.7%
Asset Management	14.8	14.6	(1.0%)
Management Fees	14.6	14.6	0.1%
Success Fees	0.2	-	(100.0%)
Others	1.0	0.5	(52.3%)
Net Revenues	83.8	76.0	(9.3%)
Personnel expenses	(57.4)	(58.7)	2.1%
Fixed personnel expenses	(47.0)	(47.7)	1.5%
Variable retribution	(10.5)	(11.0)	4.8%
Other Operating expenses	(17.9)	(17.9)	0.1%
Amortisation & impairment losses	(4.5)	(4.3)	(4.6%)
Total Operating Expenses	(79.9)	(80.9)	1.3%
Operating Profit	4.0	(4.9)	(224.3%)
Net Finance Income (expense)	2.8	4.5	58.4%
Result of companies registered by the equity method	2.0	4.7	129.1%
Non-controlling interests	(2.0)	(0.2)	(91.0%)
Income tax	(2.7)	(1.0)	(62.1%)
Net profit attributable to the parent company	4.1	3.0	(26.1%)
			I

- Net revenues in H1 '24 reached €76.0mn (-9.3% YoY)
 - Financial advisory revenues stood at €60.9mn (-10.5%)
 amidst a still tough market environment
 - After two challenging years, global M&A activity grew by 20% in $\rm H1^1$, driven by large-cap transactions. However, the recovery is yet to be experienced by the mid-market the segment in which Alantra operates where the number of deals announced decreased by $\rm 14\%^2$
 - In Asset Management, revenues remained flat at €14.6mn (-1.0%) due to the absence of performance fees
 Global fundraising activity remained sluggish in the first semester, following a difficult 2023, where aggregate fundraising value fell by 11.5%, hitting its lowest level since 2017³
- Total operating expenses in H1 were €80.9mn (+1.3%). This slight increase resulted from the efficiency measures implemented by the Group
- Result of companies registered by the equity method reached €4.7mn (+129.1%), The main contributors are Access Capital Partners⁴, Singer CM⁵ and AMCHOR IS⁶
- Net profit attributable to the parent company stood at €3.0mn (-26.1%)



Private and Confidential

1) Source: Dealogic; Global M&A H1 2024 by deal value

²⁾ Source: Dealogic: Global M&A H1 2024 in the \$0 to \$500mn segment

³⁾ Source: Pregin

⁴⁾ European fund of funds, co-investment and secondaries business where Alantra holds a strategic stake

Alantra's capital markets activity in the UK is carried out through Singer CM, where Alantra holds a stake of 30%

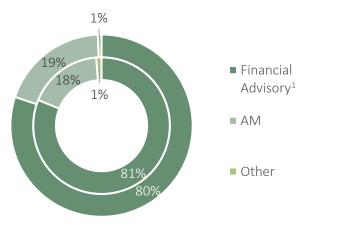
AMCHOR Investment Strategies is a fund structuring and distribution business where Alantra holds a 40% stake

5. Key financials by segment

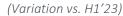


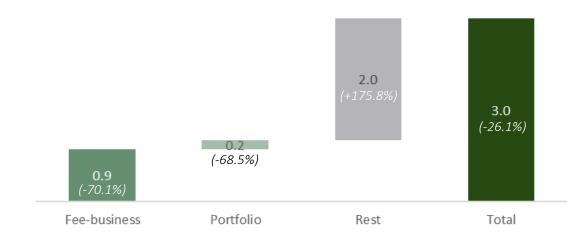
H1'24 and H1'23 net revenues by segment (€mn)





H1'24 attributable net profit by segment (€mn)





- Financial Advisory accounted for 80% of total revenues in H1 '24, while Asset Management 19%
- Net profit attributable to the parent reached €3.0mn (-26.1%):
 - Net profit of €0.9mn from the fee business
 - Net profit of €0.2mn from the portfolio
 - Net profit of €2.0mn from other businesses

6. Consolidated balance sheet as of 30th June 2024



in€Mn	30-Jun-24	31-Mar-24	Δ%
Non-current assets	310.5	316.6	(1.9%)
Non-current financial assets	131.8	128.8	2.4%
At a fair value with changes in proft	35.0	33.4	4.7%
At a fair value with changes in other comprehensive income	88.1	81.8	7.8%
At amortized cost	8.7	13.6	(35.8%)
Intangible assets	66.0	65.7	0.4%
Property, plant & equipment	31.9	35.9	(11.2%)
Investments accounted for by the equity method	77.8	83.1	(6.4%)
Deferred tax assets	3.0	3.0	(0.3%)
Current assets	140.1	143.0	(2.0%)
Cash & cash equivalents	83.1	86.7	(4.1%)
Trade and other receivables	54.6	52.4	4.3%
Current financial assets	0.0	1.0	(96.1%)
Other current assets	2.3	2.9	(20.6%)
Total assets	450.6	459.6	(1.9%)
Equity attrib. to eq. hold. of the parent	279.8	283.5	(1.3%)
Non-controlling interests	75.3	76.7	(1.9%)
Non-current liabilities	44.8	49.4	(9.3%)
Current liabilities	50.8	50.0	1.6%
Total liabilities and equity	450.6	459.6	(1.9%)

- Solid balance sheet as of 30th June 2024
 - €279.8mn of shareholders' equity attributable to the parent
 - No financial leverage
 - €110.6mn of cash and cash equivalents and liquid assets¹
 - €40.6mn portfolio of attributable investments in products managed by the group²
- The past May, once approved by the AGM, Alantra distributed €3.0mn in dividend payment



Private and Confidential

^{1) €83.1}mn of cash and cash equivalents and €27.5mn invested in a monetary fund included under non-current financial assets

^{2) €67.4}mn of a portfolio of investments in product managed by the group (50.1% attributable) + €19.0mn of investments in photovoltaic projects (24.75% attributable) + €2.1mn of other investments in products managed by the group (100% attributable). Included under non-current financial assets

2. H1 activity by division

1. Financial Advisory: highlights



Activity Highlights

Deals closed in H1 2024 (-26% vs. H1 2023)

Deals closed in M&A in #29 H1 2024

> Deals closed in FIG in H1 2024 (-58% vs. H1 2023)

€2.6 Bn (-19% vs. H1 2023)

Transacted in FIG in H1 2024 (-85% vs. H1 2023)

Transacted in M&A in

H1 2024

(+13% vs. H1 2023)

Selected transactions advised in H1 2024



Advisor to Bowmark on its investment in Eque2



Advisor to Orange Bank in the sale of its technology platform to Ibercaja

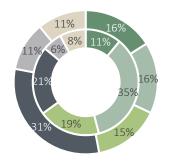


Advisor to the Apax Global Impact Fund on its investment in decarbonisation specialist Integrated Environmental Solutions

Deals by country

Inner circle: H12023 (#84 deals) Outer circle: H12024 (#62 deals)

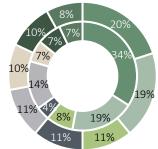
#13



- France
- Spain

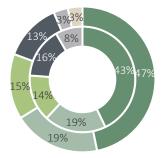
- UK
- Rest of Europe
- Rest of the World USA

Deals by sector



- FIG
- Infrastructure
- Business Services
- Indurstrials
- Technology
- Healthcare
- Consumer
- Real Estate

Deals by product



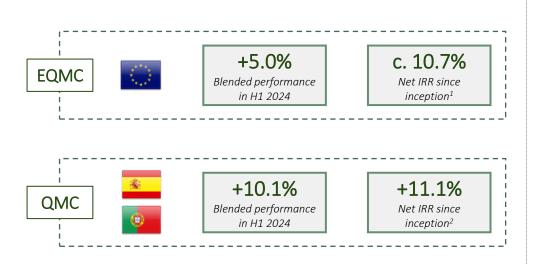
- M&A
- Debt advisory
- Credit Portfolio Advisory
- Strategic Advisory

SFABS

ECM

2. Asset Management: highlights





+€178mn Net FAUM growth^{3,4}

€148mn Invested in H1 20244

€37mn Distributed to investors in H1 20244



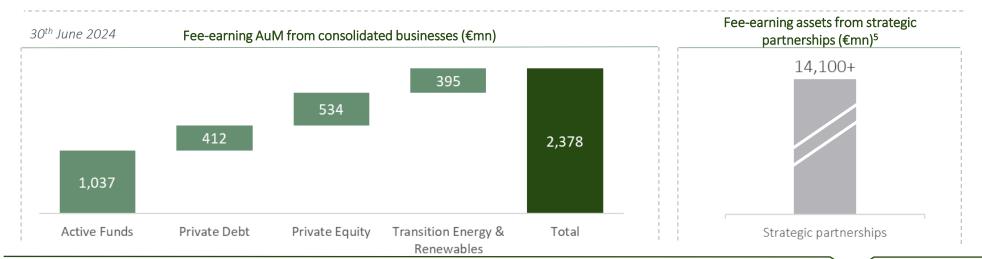
Private Equity

Completed the third divestment on PEF III fund with the sale of Frias to Refresco (backed by KKR, PAI Partners and BCI), having doubled the company's revenues during Alantra PE's holding period



EQMC

\$150mn in capital commitments secured from a distinguished Middle Eastern Endowment, which adds up to the €100mn already committed by the US Endowment at the end of 2023



Private and Confidential

- 1) Inception as of January 2010
- 2) Inception as of July 2013
- 3) FAUM stands for "Fee-earning Assets Under Management"
- 4) Strategic Partnerships excluded from the totals as they are not consolidated
- 5) Strategic partnerships are asset management businesses where Alantra holds a strategic stake, including Access Capital Partners, AMCHOR Investment Strategies, Indigo Capital, Asabys Partners and 33N Cybersecurity fund

3. Annex

I. Consolidated income statement as of 30th June 2024

Thousands of Euros	30/06/2024	30/06/2023	Var. %
Net Income			
Financial Advisory	60,851	67,982	(10.5%)
Investment Banking	44,782	52,639	(14.9%)
Financial Institutions Group	16,069	15,343	4.7%
Asset management	14,622	14,774	(1.0%)
Management fees	14,622	14,614	0.1%
Success fees	-	160	(100.0%)
Others	499	1,046	(52.3%)
Total Net Income	75,972	83,802	(9.3%)
Other Operating Income	5	10	(50.0%)
Personnel Expenses	(58,666)	(57,439)	2.1%
Fixed Cost	(47,677)	(46,958)	1.5%
Variable Cost	(10,989)	(10,481)	4.8%
Other Operating Expenses	(17,891)	(17,882)	0.1%
Amortization of property plants & equipment	(4,331)	(4,531)	(4.4%)
Reversal / impairment of property plants & equipment	(2)	(9)	(77.8%)
Total Operating Expenses	(80,890)	(79,861)	1.3%
OPERATING PROFIT OR LOSS	(4,913)	3,951	(224.3%)
Finance income (expense) attributable to the portfolio	146	51	186.3%
Other finance income (expense)	4,334	2,777	56.1%
NET FINANCE INCOME/EXPENSE	4,480	2,828	58.4%
RESULT OF COMPANIES REGISTERED BY THE EQUITY METHOD	4,672	2,039	129.1%
INCOME TAX	(1,025)	(2,708)	(62.1%)
NON-CONTROLLING INTERESTS	(180)	(2,005)	(91.0%)
INCOME ATTRIBUTABLE TO THE PARENT ENTITY	3,034	4,105	(26.1%)
Thousands of euros	30/06/2024	30/06/2023	Var. %
NET PROFIT FROM FEE BUSINESS	861	2,876	(70.1%)
NET PROFIT FROM PORTFOLIO	157	498	(68.5%)
ORDINARY NET PROFIT	1,018	3,374	(69.8%)
OTHER NET PROFIT	2,016	731	175.8%
Earnings per share (Euros)	30/06/2024	30/06/2023	Var. %
Basic	0.08	0.11	(25.4%)
Diluted	0.08	0.11	(25.4%)

II. Consolidated balance sheet as of 30th June 2024

ASSETS			LIABILITIES AND EQUITY	,	
Thousands of Euros	6/30/2024	3/31/2024	Thousands of Euros	6/30/2024	3/31/2024
			EQUITY	355,043	360,164
			EQUITY ATTRIBUTABLE TO THE PARENT ENTITY	279,771	283,471
			SHAREHOLDERS EQUITY	266,784	272,046
NON-CURRENT ASSETS	310,546	316,578	Capital	115,894	115,894
Intagible assets	66,009	65,744	Share premium	111,863	111,863
Goodwill	65,718	65,372	Reserves	39,183	47,012
Other Intangible assets	291	372	Treasury shares	(3,190)	(3,190)
Property, plant and equipment	31,903	35,936	Net profit attributable to the parent	3,034	467
Investments accounted for by equity method	77,753	83,067	ACCUMULATED OTHER COMPREHENSIVE INCOME	12,987	11,425
Non-current financial assets	131,842	128,783	NON-CONTROLLING INTERESTS	75,272	76,693
a) At fair value with changes in profit	34,982	33,399	TOTAL LIABILITIES	95,563	99,401
b) A fair value with changes in other comprehensive income	88,115	81,766	NON-CURRENT LIABILITIES	44,781	49,397
c) At amortized cost	8,745	13,618	Financial liabilities	37,393	41,642
Deferred tax assets	3,039	3,048	Liabilities with credit institutions	-	-
Other non-current assets	-	-	Other liabilites	37,393	41,642
CURRENT ASSETS	140,060	142,987	Non current provisions	5,746	5,873
Trade and other receivables	54,628	52,398	Deferred tax liabilities	1,642	1,882
Trade receivables	33,254	35,195	Other non-current liabilities	-	-
Other receivables	12,002	7,902	CURRENT LIABILITIES	50,782	50,004
Current tax assets	9,372	9,301	Financial liabilities	3,172	5,163
Current financial assets	40	1,018	Other liabilites	3,172	5,163
a) At fair value with changes in profit	-	-	Trade and other payables	45,742	42,644
b) A fair value with changes in other comprehensive income	-	-	Suppliers	7,561	6,929
c) At amortized cost	40	1,018	Other payables	36,541	35,106
Other current assets	2,318	2,919	Current tax liabilites	1,640	609
Cash and cash equivalents	83,074	86,652	Other current liabilities	1,868	2,197
TOTAL ASSETS	450,606	459,565	TOTAL LIABILITIES AND EQUITY	450,606	459,565

III. Consolidated H1 2024 income statement by segment

	Corporate finance advisory & capital markets		Financial Institutions Group		Asset Management		Structure		Portfolio		Rest		Consolidation adjustments		Group total	
	6/30/2024	6/30/2023	6/30/2024	6/30/2023	6/30/2024	6/30/2023	6/30/2024	6/30/2023	6/30/2024 6	5/30/2023	6/30/2024	6/30/2023	6/30/2024	6/30/2023	6/30/2024	6/30/2023
In thousands of Euros																
Revenue	44,782	52,639	16,068	15,343	14,622	14,774	306	32	194	1,014	-	-	-	-	75,972	83,802
Ordinary income among segments	422	342	25	4	4	1	4,610	3,079	-	-	-	-	(5,061)	(3,426)	-	
Other operating revenue	5	7	-	4	-	-	-	-	-	-	-	-	-	-	5	10
Personnel expenses	(33,287)	(33,949)	(14,523)	(11,834)	(7,773)	(7,722)	(3,083)	(3,934)	·	-	-	-	-	-	(58,666)	(57,439)
Other operating expenses	(9,789)	(9,833)	(2,685)	(2,449)	(2,721)	(2,273)	(2,684)	(3,221)	(12)	(105)	-	-	-	-	(17,891)	(17,882)
Other operating expenses among segments	(2,948)	(1,434)	(899)	(828)	(1,194)	(1,145)	(21)	(21)	1	-	-	-	5,061	3,426	-	
Depreciation and amortisation charge	(1,931)	(2,048)	(222)	(589)	(73)	(87)	(2,105)	(1,807)	-	-	-	-	-	-	(4,331)	(4,531)
Impairment of non-current assets	(2)	(4)	-	(5)	-	-	-	-	-	-	-	-	-	-	(2)	(9)
Gain (loss) on disposal of non-current assets	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Other profit (loss)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Operating profit (loss)	(2,748)	5,720	(2,236)	(354)	2,865	3,548	(2,977)	(5,872)	183	909	-		-		(4,913)	3,951
Finance income	-	1	-	-	-	-	-	-	84	51	1,229	608	-	-	1,313	660
Finance income among segments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Finance cost	-	-	(2)	(4)	-	(1)	(147)	(149)	-	-	(79)	(61)	-	-	(228)	(215)
Finance cost among segments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Changes in fair value of financial segments Gain (loss) from reclassification of financial assets at	-	-	-	-	-	-	-	-	-	-	574	460	-	-	574	460
amortised cost to financial assets at fair value	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Gain (loss) from reclassification of financial assets at fair value	-	-	_	-	-	-		-	-	-	-	-	-	-	-	
Exchanges differences	-	-	-	-	-	-	-	-	-	-	274	78	-	-	274	78
Impairment loss/reversal on financial instruments	418	438	(201)	233	-	-	-	-	-	-	14	1,105	-	-	231	1,776
Gain (loss) on disposal of financial instruments	-	-	_	-	-	-	-	-	62	-	2,254	69	-	-	2,316	69
Financial instruments at amortised cost	-	-	-	-	-	-	-	-	_	-	-	-	-	-	-	
Other financial instruments	-	-	-	-	-	-	-	-	62	-	2,254	69	-	-	2,316	69
Net Finance Income (Costs)	418	439	(203)	229	-	(1)	(147)	(149)	146	51	4,266	2,259	-	-	4,480	2,828
Profit (loss) of equity accounted investees	728	356	-	-	4,944	3,065	-	-	-	-	(1,000)	(1,382)	-	-	4,672	2,039
Profit (loss) before taxes	(1,602)	6,515	(2,439)	(125)	7,809	6,612	(3,124)	(6,021)	329	960	3,266	877	-	-	4,239	8,818
Income tax expense	901	(2,926)	(1,111)	(450)	(740)	(451)	505	1,304	-	-	(580)	(185)	-	-	(1,025)	(2,708)
Consolidated profit (loss) for the period	(701)	3,589	(3,550)	(575)	7,069	6,161	(2,619)	(4,717)	329	960	2,686	692	-	-	3,214	6,110
Duefit /local attailmetable to the revent	(430)	3.600	(1.422)	(405)	F 242	4 200	(2.610)	(4.717)	157	400	2.015	722	ļ		2.024	4 105
Profit (loss) attributable to the parent	(438)	3,698	(1,423)	(496)	5,342	4,388	(2,619)	(4,717)	157	499	2,015	733	-		3,034	4,105
Profit (loss) attributable to non-controlling interests	(263)	(109)	(2,127)	(79)	1,727	1,773		-	172	461	671	(41)	-	-	180	2,005

IV. Glossary (i)

Identified business segments

"Business Segments" refer to each operating segment or component identified and classified as such by Alantra that (a) engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the group); (b) whose operating results are regularly reviewed by the entity's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance; and (c) for which discrete financial information is available.

"Investment Banking". The identified Alantra business segment provides financial advisory services to companies or entities on corporate transactions (corporate finance and M&A) and equity research and brokerage services to institutional investors.

"Financial Institutions Group". (formerly known as Credit Portfolio Advisory). This is a business segment identified within Alantra, which involves providing advisory services to financial institutions and institutional investors in corporate transactions, credit portfolios, real estate, and other types of assets.

"Asset Management". The identified Alantra business segment which, in accordance with the information provided in the Prospectus, consists of the management of and provision of advice in relation to various classes of assets for institutional investors, high net worth individuals/family offices and other professional investors through specialist investment funds or customer investment portfolios.

"Structure". The identified Alantra business segment which encompasses the universe of revenues and expenses corresponding to Alantra's governance and development structure (corporate governance, strategic management, corporate and business development and corporate services such accounting and financial reporting, risk management and control, human resource management and legal services, among others) and which, either because they relate to the Group parent - as a listed entity - or the management of the Group as a whole, are not directly attributable to the Investment Banking, Financial Institutions Group, Asset Management or Portfolio segments. The Structure segment also includes the invoicing of services related to Alantra Group companies that are associates, i.e., not fully consolidated. In light of Alantra's ongoing growth at both the corporate and business levels, the significance of the services encompassed by the Structure area justifies its classification as an independent segment.

"Portfolio". The identified Alantra business segment which is defined as the activity consisting of the pursuit of capital gains by taking ownership interests in companies, funds or investment vehicles managed by the Alantra Group's asset management teams and subsequently selling those interests.

"Rest". It is defined, by default, as the host of items that do not correspond to any of the business segments (i.e., that are not part of either the Investment Banking, Financial Institutions Group, Asset Management, Structure or Portfolio segments).

IV. Glossary (ii)

"Fee Business" is defined as the group or aggregate of the Investment Banking, Financial Institutions Group, Asset Management and Structure segments which, as a whole, are referred to as the service provision businesses, whether those services be financial advisory or management, whose revenues materialise in the form of fees and whose expenses are those necessary for their pursuit and development, mainly comprising staff costs. The following is specifically carved out of the Fee Business: losses or gains deriving from the Group parent's investments in the companies that perform the aforementioned activities (such as, for example, gains unlocked on the sale of investments in companies or businesses, goodwill impairment charges or foreign currency gains or losses); those losses or gains are included under segment termed Rest.

■ The decision to allocate 100% of the activity encompassed by the Structure segment to the Fee Business reflects the fact that the vast majority of the time and/or investment of the resources included under Structure are devoted to managing the growth and complexity emanating from the Investment Banking, Financial Institutions Group and Asset Management segments. This concept is all the more relevant as it underpins several of the alternative performance measures (APMs) used.

"Recurring Business". The group or aggregate of segments comprising the Fee Business (Investment Banking, Financial Institutions Group, Asset Management, Structure) plus the Portfolio segment.

Alternative performance measures

"Alternative performance measures" or "APMs" A measure of the past or future financial performance, financial situation or cash flows of a company other than the financial measures defined or described in the applicable financial reporting framework.

"Fee Business Net Profit". The profit generated from the provision of advisory or management services under the umbrella of the Fee Businesses (i.e., that corresponding to the Investment Banking, Financial Institutions Group, Asset Management and Structure segments), whose revenues materialise in the form of fees and whose expenses are those necessary for their pursuit and development, mainly comprising staff costs.

- Fee Business Net Profit is calculated as the sum of profit attributable to owners of the parent corresponding to the above three segments.
- The markedly different nature of Alantra's two businesses (Fee Business and Portfolio) justifies the breakdown of Fee Business Net Profit attributable to owners of the parent in the Company's public financial disclosures.

"Portfolio Net Profit". The profit deriving from the investment in and subsequent disposal of shareholdings in companies, funds or other investment vehicles managed by the Alantra Group.

- Portfolio Net Profit is equal to the profit attributable to owners of the parent corresponding to the Portfolio segment.
- The markedly different nature of Alantra's two businesses (Fee Business and Portfolio) justifies the breakdown of Portfolio Net Profit attributable to owners of the parent in the Company's public financial disclosures.

IV. Glossary (iii)

"Recurring Net Profit". The profit derived from the Group's recurring or ordinary activities, i.e., that generated by the Investment Banking, Financial Institutions Group, Asset Management and Portfolio segments.

- Recurring Net Profit is the sum of Fee Business Net Profit and Portfolio Net Profit.
- Recurring Net Profit is an important indicator, in relation to net profit (or profit attributable to owners of the parent), insofar as it helps users assess what part of the Group's bottom line is attributable to the recurring businesses and not extraordinary accounting entries.

"Financial Leverage". This metric is defined as the aggregate borrowings provided to the Group by banks, credit institutions and similar entities to fund its business operations. This measure excludes amounts due to employees, suppliers, companies within its scope of consolidation or their shareholders. It also excludes obligations to banks, credit institutions or similar entities when these obligations are specifically secured by assets in the same amount.

- Financial leverage is calculated as the sum of the items in the consolidated statement of financial position under the heading "Debts with credit institutions and obligations or other negotiable securities", which meet the criteria mentioned in the definition of this Measure. As at 30 June 2024, the Group had no financial debt.
- Financial leverage is a significant indicator in evaluating the Group's consolidated statement of financial position.

"Payout". This metric is defined as the percentage of profits the Company pays out to its shareholders.

- It is calculated as the total sum distributed by the Company to its shareholders in respect of a given reporting period (whether in the form of a dividend or a distribution charged against reserves or the share premium account) and the consolidated net profit, attributable to the controlling company, generated during that same period
- The payout indicates the extent to which shareholder remuneration is financed from profit for the year (or for the reporting period in question).

"Dividend Yield". The return earned by the Company's shareholders by means of the dividends they receive.

- The Dividend Yield is calculated as the ratio between the total per-share sum distributed by the Company to its shareholders in the last twelve months (whether in the form of a dividend or a distribution charged against reserves or the share premium account) and the average share price of the last month.
- Shareholders earn a return in two ways: gains in the price of the shares they hold and the remuneration they receive in the form of distributed dividends, reserves or share premium accounts. The Dividend Yield is the APM or benchmark indicator for the latter source of shareholder returns.

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