



Madrid, 26 de Mayo de 2020

MAKING SCIENCE GROUP, S.A. (la "Sociedad") en virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley de Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 6/2018 del Mercado Alternativo Bursátil (el "MaB"), pone en conocimiento el siguiente:

OTRA INFORMACIÓN RELEVANTE

Making Science ha sido invitado al Foro MEDCAP 2020 (evento organizado por Bolsas y Mercados Españoles) que este año se hace de manera virtual que tendrá lugar entre el 26 y 28 de mayo de 2020.

Quedamos a su disposición para cualquier aclaración adicional.

Atentamente,
Consejero Delegado de Making Science Group, S.A.
José Antonio Martínez Aguilar

Making Science

Discovery Meeting: Foro MEDCAP 2020

May, 27th 2020



José Antonio Martínez Aguilar
CEO Making Science



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This document and the conference-call webcast (including the Q&A session) may contain forward-looking statements and information (hereinafter, the “information”) relating to MAKING SCIENCE GROUP, S.A (hereinafter “Making Science” or the “Company”). This information may include financial forecasts and estimates based on assumptions or statements regarding plans, objectives and expectations that make reference to different matters, such as the customer base and its evolution, organic growth, potential acquisitions, Company’s results and other aspects related to the activity and financial situation of the Company. The Information can be identified in some cases, through the use of words such as “forecast”, “expectation”, “anticipation”, “projection”, “estimates”, “plan” or similar expressions or variations of such expressions.

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About Making Science



Madrid, Barcelona
Paris, Milan, Dublin,
Lisbon and Mexico

+250

Consultants



Public Company



+140

Customers in 2019

+50

million in revenue in
2020 (USD)

+80

Software
Developers and
Data Scientist



High Growth



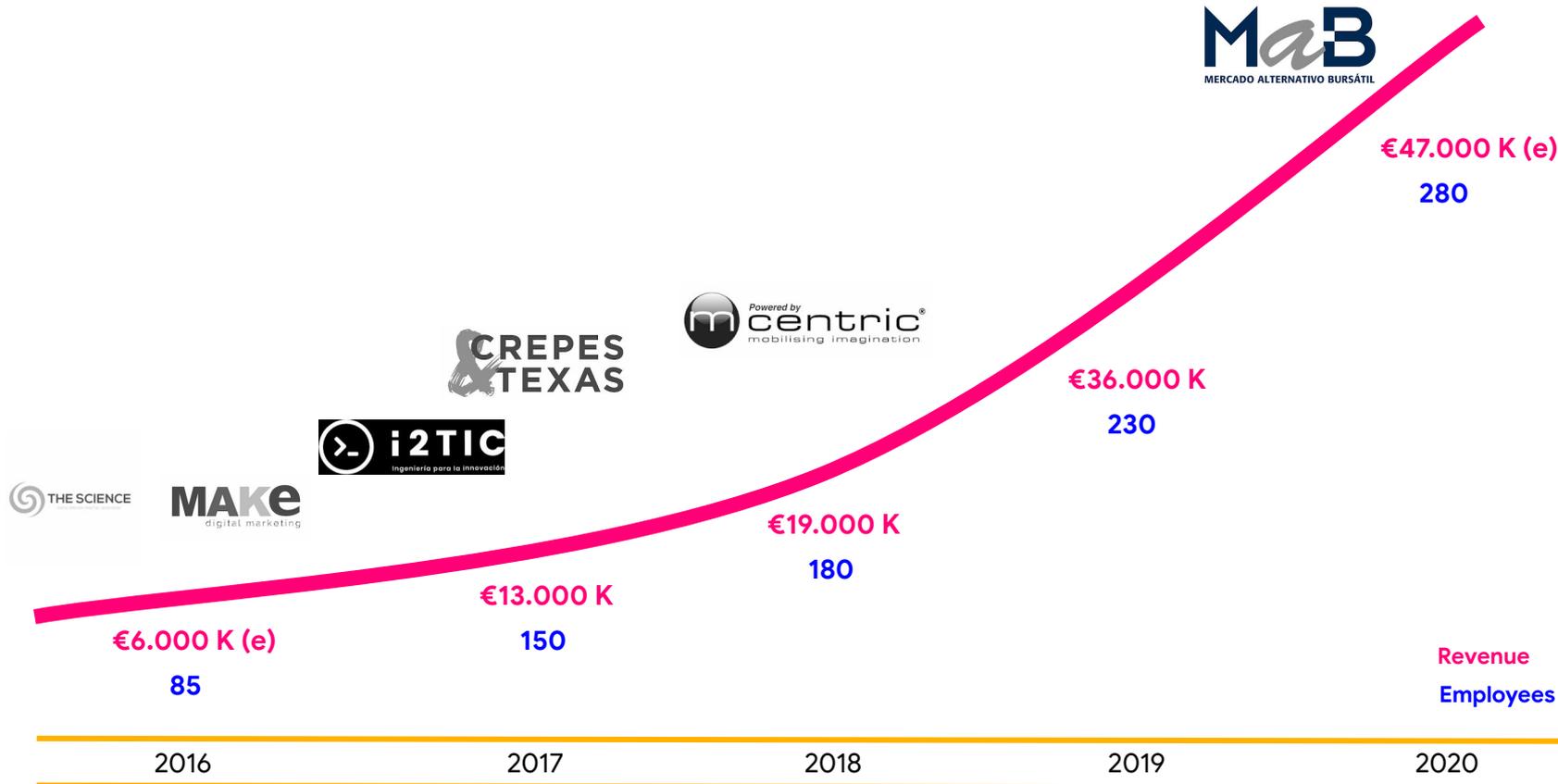
Focused in
eCommerce and
Digital
Transformation



EY Entrepreneur
Of The Year

EY Entrepreneur of
the Year High
Growth

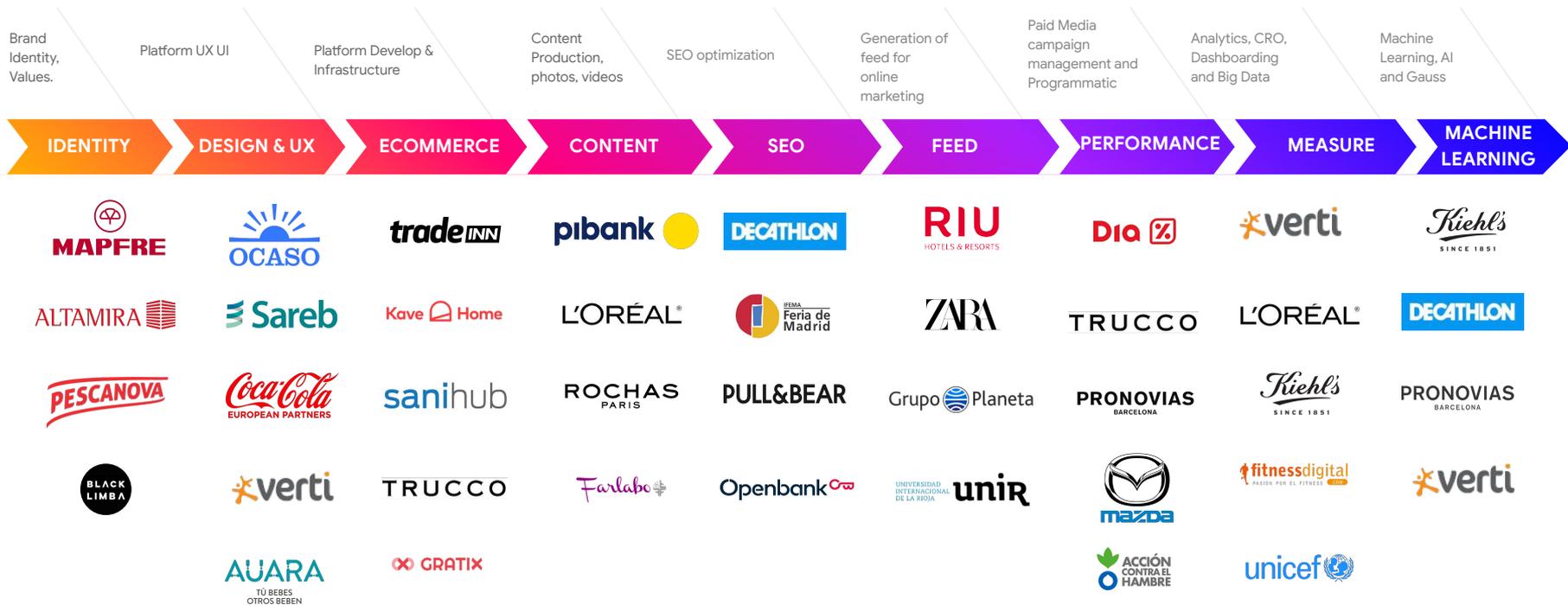
Who we are: The Creation of the Group



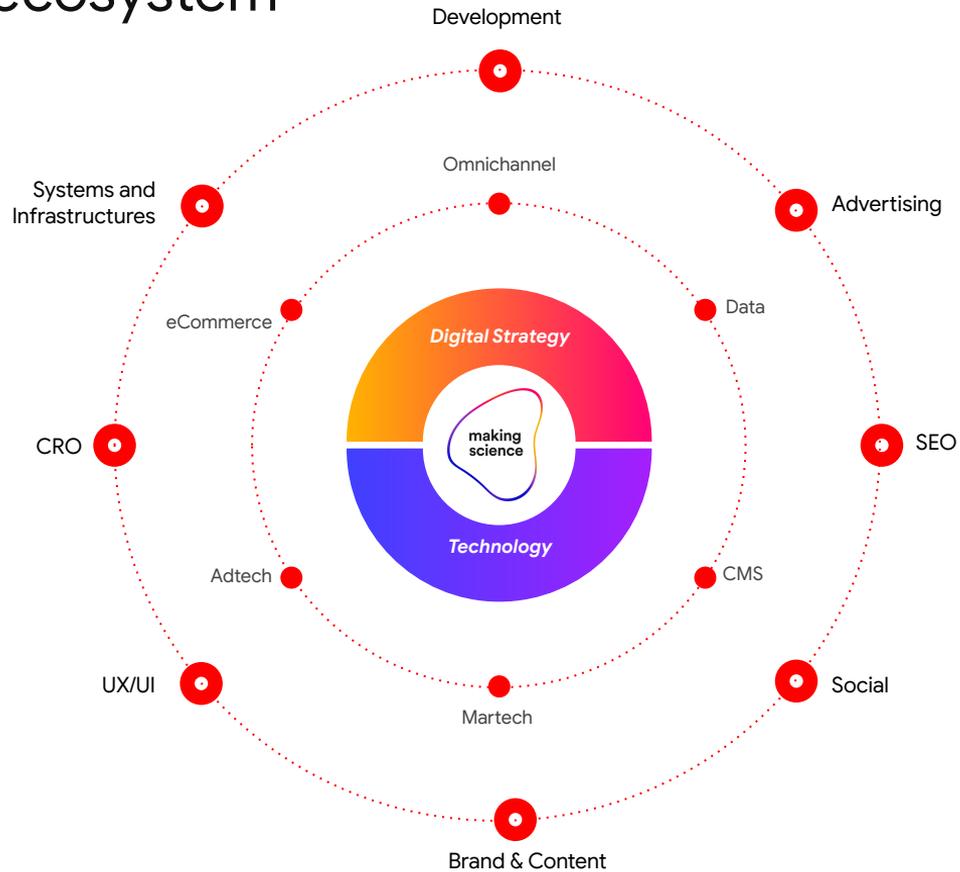
Revenue
Employees

What we do: Differential Value Proposition of Making Science

Team and 360 Management Capabilities

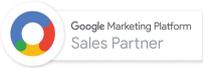


Making Science ecosystem



Differential Value Proposition

Based on our technological partnerships



And in our own Technology



Data Quality
Data quality assurance



Artificial intelligence. Valuation of cookies, leads and customization



Feeds management to adapt to Google Shopping.



Comparison Shopping Site



Ecommerce Framework: speed, SEO and conversion

Our customers

 Sareb

VIAJES *El Corte Inglés*

 Century 21

 ENGEL & VÖLKERS

 Neinor
HOMES

INDITEX

 CAMPER

 MAPFRE

 Santander

BBVA

Liber  bank

 Kave
Home

 AMERICAN
EXPRESS

PRONOVIAS
BARCELONA

 Carrefour

 DECATHLON

DIQ 

PSA
GROUPE

 Mazda



 venca

 IBERDROLA

 IFEMA
Feria de
Madrid

 LaLiga

PESCANOVA

Coca-Cola
EUROPEAN PARTNERS

ie Reinventing
Higher Education



NH
HOTELS

Dideco
Didáctica, ilusión,
diversidad y ecología 

 pullmantur

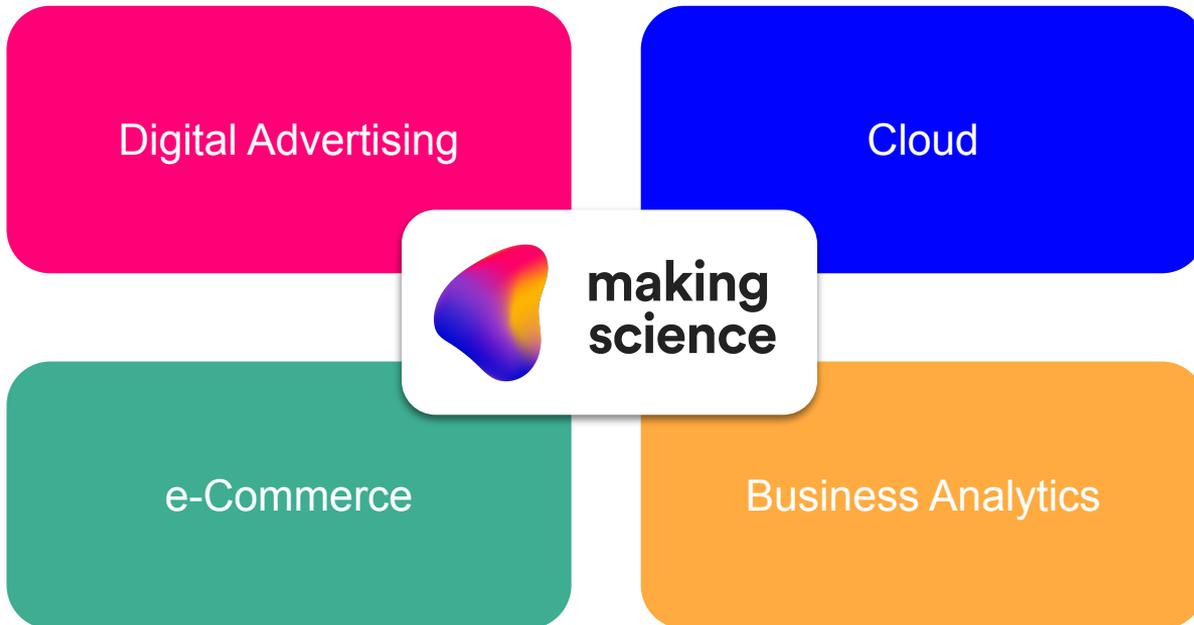
 eDreams

RIU
HOTELS & RESORTS

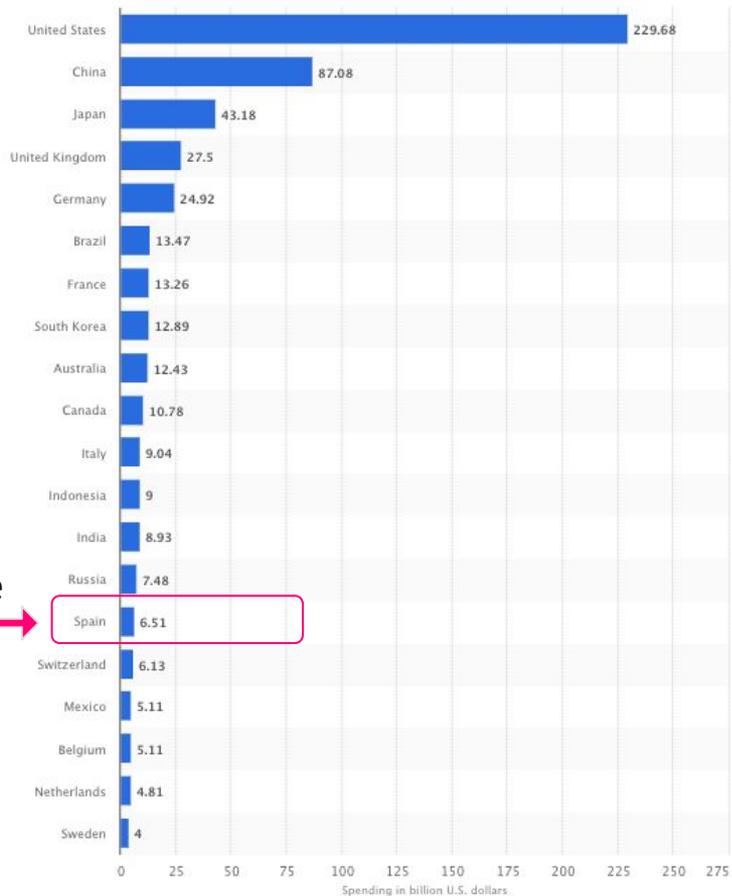
 savia

L'ORÉAL®

In which segments we operate: We work in four high growth markets



What is our aspiration?



We are here



Our aspiration:
“We want to be present in the Top 20 advertising markets in 5 years”

Highlights 2019 Results

- Acceleration of growth of consolidated proforma revenue (€35,531K) and EBITDA (€2,505K)
- Continued investment in technology and innovation
- Acquisition of mCentric and Probability Domain to finish the consolidation of the group
- Successful IPO on MAB in Spain
- Acceleration of the expansion to new markets

DIIM Consolidated Proforma Figures

Miles de euros	2019e	2020e
Importe neto cifra de negocios	33.830	46.750
Aprovisionamientos	-22.564	-33.800
Margen bruto	11.266	12.950
Trabajos realizados para el activo	812	800
Gastos de personal	-7.616	-8.509
<i>% margen</i>	<i>-67,6%</i>	<i>-65,7%</i>
Otros gastos de explotación	-2.266	-2.253
<i>% margen</i>	<i>-20,1%</i>	<i>-17,4%</i>
Otros ingresos operativos	7	-
EBITDA	2.203	2.988
<i>% margen</i>	<i>19,6%</i>	<i>23,1%</i>
EBITDA recurrente	2.406	3.063
<i>% margen</i>	<i>21,4%</i>	<i>23,7%</i>
Otros gastos explotación no recurrentes	203	75

Revenue

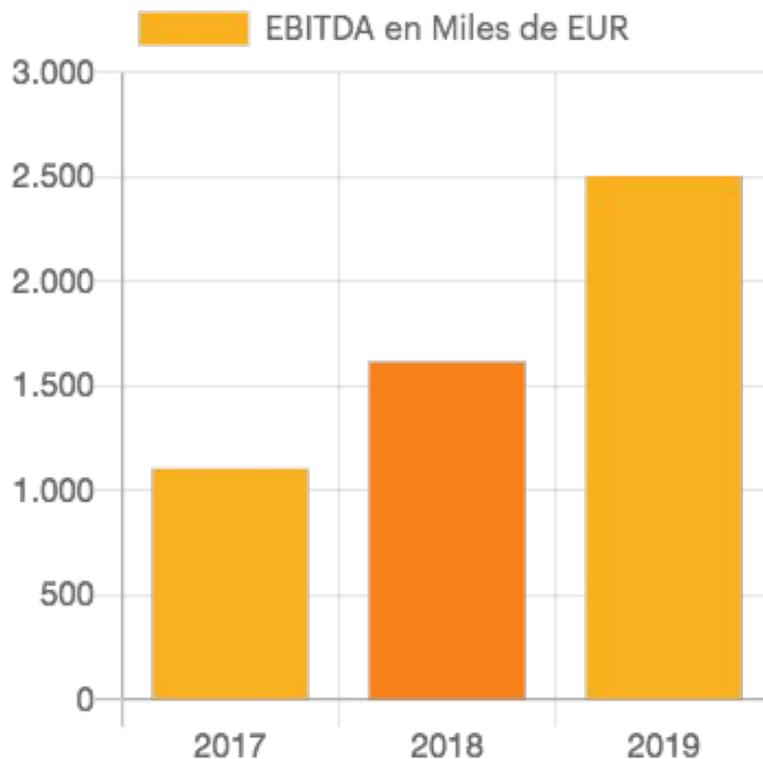


-Our consolidated proforma revenue has been growing over the last three years due to new customer acquisition and more revenue per customer

-The media and technology revenue item continues to grow and will continue to grow in the future

-Our “managed business” is three times in size our revenue numbers

EBITDA



-Solid consolidated proforma EBITDA growth over the last three years in an scenario of investment in people to grow the business

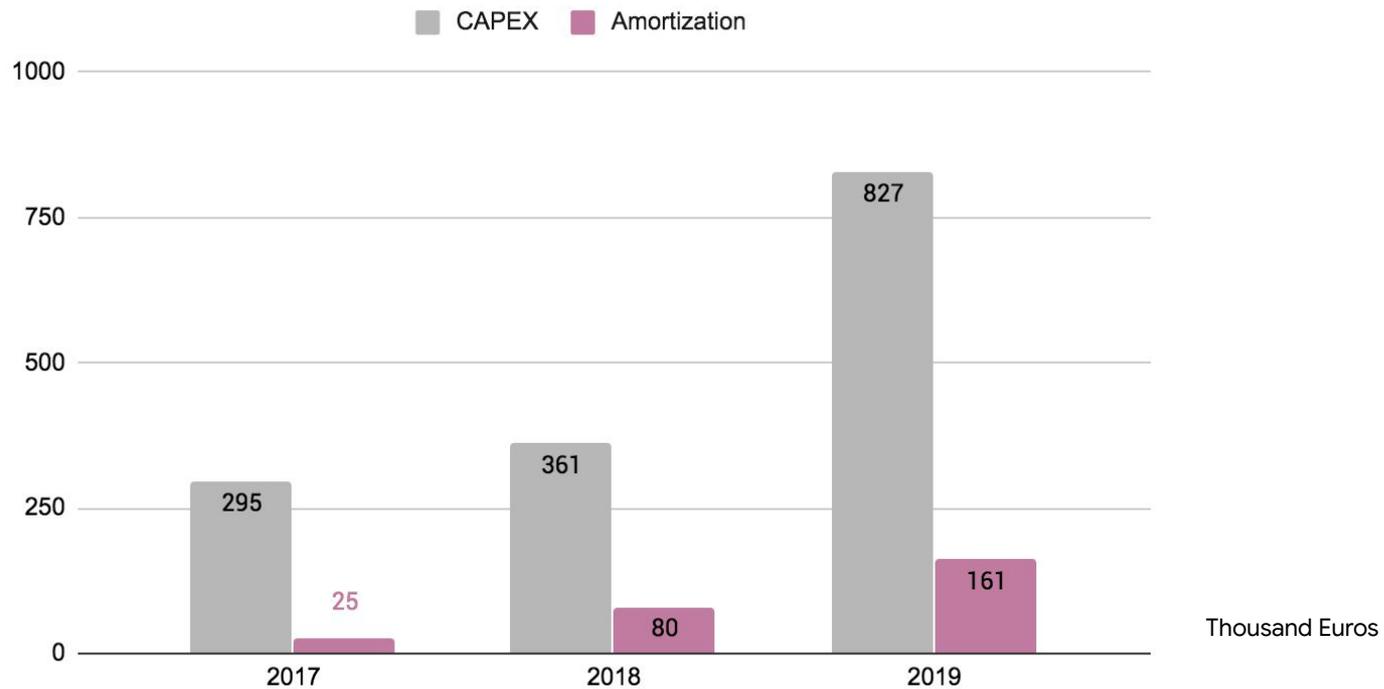
-We have managed to increase our revenue per head in an inflationary talent environment

-Our objective is to try to keep the EBITDA/Gross Margin ratio around 20%

Debt (Consolidated Proforma Figures)

Miles de euros	2019	2018
Deuda Neta	1.247	1.643
Efectivo y otros activos líquidos equivalentes	-7.560	-5.218
Inversiones financieras a corto plazo	-552	-665
Deudas a largo plazo	2.360	2.290
Deudas con empresas del grupo y asociadas a largo plazo	418	1.116
Deudas a corto plazo	6.464	2.890
Deudas con empresas del grupo y asociadas a corto plazo	117	1.230
EBITDA recurrente	2.505	1.616
Deuda Neta / EBITDA	0,5x	1,0x

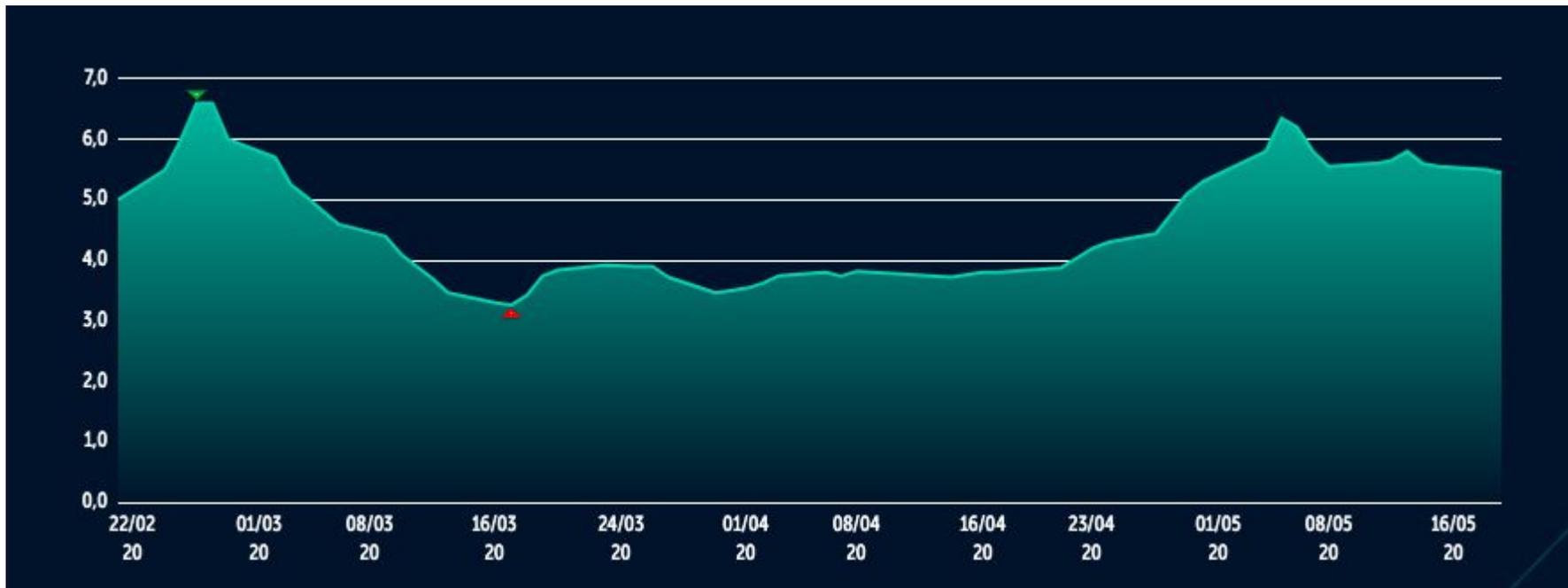
Capex (R&D)



Q12020 Highlights

- Making Science has maintained its momentum during Q1 with consolidated revenues of €12.179K and consolidated EBITDA of €849K
- We have signed new contracts in México and Italy
- COVID-19 created turbulences in the second half of March
- We have managed to maintain service with all the employees of the company teleworking (our standard employee policy includes one day of teleworking per week)

Share Price Evolution



The share price peaked at €6.9 and then fell to €3.26 accelerated by COVID-19 and went up sharply since the beginning of April and now is getting stable around €5.5

Our Future and Plans

- We think 2020 is going to be a challenging year with lots of uncertainties
- We think our focus in Digital Transformation and eCommerce brings us opportunities and future growth
- Our objective is to continue our growth in Spain and Internationally
- We think the market and the customers will seek for larger and more solid companies
- This trend should benefit Making Science and it will bring acquisition opportunities

Thank you!

Making Science

Q&A

