

## Substrate AI

### Infrastructure investment

Substrate AI's announcement of a €100m infrastructure investment underlines management's strategic emphasis on exploiting the group's AI offering via Model-as-a-Service rather than via roll-up acquisitions or start-up investments. The company's focus is now on the development of a suite of AI turnkey solutions, alongside the previous goal of using its AI tools to create value via acquisitions or start-up investments. This initiative allows the group to offer customers, looking to harness the potential of AI, a more comprehensive solution as part of Subgen AI's Serenity Star offering. Its location in Europe will also include critical assurances for customers regarding data sovereignty.

Substrate AI has announced that it will invest up to €100m in an 'AI City' in Talavera de la Reina. It will include a data centre of up to 10MW, using Nvidia's NVL72 technology, and will support future internal and third-party computing requirements. Funding will include a public sector grant (€19.4m) from the government of Castilla-La Mancha and the participation of several international funds.

This infrastructure investment, which was flagged at Substrate AI's 2024 investor day, is a key element of the group's value-creation strategy, which also includes ongoing investment in existing subsidiaries and new ventures.

This investment follows the announcement of the group's first promissory note programme of up to €10m in December 2024. The notes have a nominal amount per unit of €100,000.

In October, Substrate AI announced its H124 results. First half revenues were up 270% y-o-y to €9.4m and H124 EBITDA was positive for the first time at €1.7m. Net asset value was €29.4m as at 30 June 2024, versus €23.8m (restated) as at 31 December 2023.

#### Historical financials

Year end	Revenue (€m)	EBITDA (€m)	EPS (€)	P/E (x)	EV/EBITDA (x)
12/21	1.6	(0.5)	-		N/A
12/22	3.1	(2.0)	(0.53)	N/A	N/A
12/23	8.6	(3.7)	(0.19)	N/A	N/A

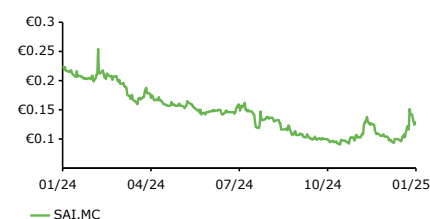
Note: \*PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

Software and comp services

15 January 2025

Price €0.13  
Market cap €15m

#### Share price performance



#### Share details

Code	SAI.MC
Listing	MADRID
Shares in issue	106.2m
Net cash/(debt) as at June 2024	€(2.6)m

#### Business description

Substrate AI buys, builds and scales companies across the technology, healthcare, agritech, fintech, energy and human resources sectors. It integrates and deploys artificial intelligence capabilities within the offerings of its portfolio companies. Substrate has more than 140 employees and a presence in the United States, Latin America, the United Kingdom, France and Portugal.

#### Bull points

- Multi-faceted AI-driven value creation model
- Rapid top-line growth with positive EBITDA in 2024
- Significant (>50%) discount to net asset value

#### Bear points

- Low share liquidity
- Execution risk in fast-growing marketplace
- Limited financial history

#### Analysts

Ross Jobber	+44 (0)20 3077 5700
Dan Ridsdale	+44 (0)20 3077 5700

[tmt@edisongroup.com](mailto:tmt@edisongroup.com)  
[Edison profile page](#)

**Substrate AI is a research client of Edison Investment Research Limited**

---

## General disclaimer and copyright

This report has been commissioned by Substrate AI and prepared and issued by Edison, in consideration of a fee payable by Substrate AI. Edison Investment Research standard fees are £60,000 pa for the production and broad dissemination of a detailed note (Outlook) following by regular (typically quarterly) update notes. Fees are paid upfront in cash without recourse. Edison may seek additional fees for the provision of roadshows and related IR services for the client but does not get remunerated for any investment banking services. We never take payment in stock, options or warrants for any of our services.

**Accuracy of content:** All information used in the publication of this report has been compiled from publicly available sources that are believed to be reliable, however we do not guarantee the accuracy or completeness of this report and have not sought for this information to be independently verified. Opinions contained in this report represent those of the research department of Edison at the time of publication. Forward-looking information or statements in this report contain information that is based on assumptions, forecasts of future results, estimates of amounts not yet determinable, and therefore involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of their subject matter to be materially different from current expectations.

**Exclusion of Liability:** To the fullest extent allowed by law, Edison shall not be liable for any direct, indirect or consequential losses, loss of profits, damages, costs or expenses incurred or suffered by you arising out or in connection with the access to, use of or reliance on any information contained on this note.

**No personalised advice:** The information that we provide should not be construed in any manner whatsoever as, personalised advice. Also, the information provided by us should not be construed by any subscriber or prospective subscriber as Edison's solicitation to effect, or attempt to effect, any transaction in a security. The securities described in the report may not be eligible for sale in all jurisdictions or to certain categories of investors.

**Investment in securities mentioned:** Edison has a restrictive policy relating to personal dealing and conflicts of interest. Edison Group does not conduct any investment business and, accordingly, does not itself hold any positions in the securities mentioned in this report. However, the respective directors, officers, employees and contractors of Edison may have a position in any or related securities mentioned in this report, subject to Edison's policies on personal dealing and conflicts of interest.

Copyright 2025 Edison Investment Research Limited (Edison).

---

## Australia

Edison Investment Research Pty Ltd (Edison AU) is the Australian subsidiary of Edison. Edison AU is a Corporate Authorised Representative (1252501) of Crown Wealth Group Pty Ltd who holds an Australian Financial Services Licence (Number: 494274). This research is issued in Australia by Edison AU and any access to it, is intended only for "wholesale clients" within the meaning of the Corporations Act 2001 of Australia. Any advice given by Edison AU is general advice only and does not take into account your personal circumstances, needs or objectives. You should, before acting on this advice, consider the appropriateness of the advice, having regard to your objectives, financial situation and needs. If our advice relates to the acquisition, or possible acquisition, of a particular financial product you should read any relevant Product Disclosure Statement or like instrument.

---

## New Zealand

The research in this document is intended for New Zealand resident professional financial advisers or brokers (for use in their roles as financial advisers or brokers) and habitual investors who are "wholesale clients" for the purpose of the Financial Advisers Act 2008 (FAA) (as described in sections 5(c) (1)(a), (b) and (c) of the FAA). This is not a solicitation or inducement to buy, sell, subscribe, or underwrite any securities mentioned or in the topic of this document. For the purpose of the FAA, the content of this report is of a general nature, is intended as a source of general information only and is not intended to constitute a recommendation or opinion in relation to acquiring or disposing (including refraining from acquiring or disposing) of securities. The distribution of this document is not a "personalised service" and, to the extent that it contains any financial advice, is intended only as a "class service" provided by Edison within the meaning of the FAA (i.e. without taking into account the particular financial situation or goals of any person). As such, it should not be relied upon in making an investment decision.

---

## United Kingdom

This document is prepared and provided by Edison for information purposes only and should not be construed as an offer or solicitation for investment in any securities mentioned or in the topic of this document. A marketing communication under FCA Rules, this document has not been prepared in accordance with the legal requirements designed to promote the independence of investment research and is not subject to any prohibition on dealing ahead of the dissemination of investment research.

This Communication is being distributed in the United Kingdom and is directed only at (i) persons having professional experience in matters relating to investments, i.e. investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "FPO") (ii) high net-worth companies, unincorporated associations or other bodies within the meaning of Article 49 of the FPO and (iii) persons to whom it is otherwise lawful to distribute it. The investment or investment activity to which this document relates is available only to such persons. It is not intended that this document be distributed or passed on, directly or indirectly, to any other class of persons and in any event and under no circumstances should persons of any other description rely on or act upon the contents of this document.

This Communication is being supplied to you solely for your information and may not be reproduced by, further distributed to or published in whole or in part by, any other person.

---

## United States

Edison relies upon the "publishers' exclusion" from the definition of investment adviser under Section 202(a)(11) of the Investment Advisers Act of 1940 and corresponding state securities laws. This report is a bona fide publication of general and regular circulation offering impersonal investment-related advice, not tailored to a specific investment portfolio or the needs of current and/or prospective subscribers. As such, Edison does not offer or provide personal advice and the research provided is for informational purposes only. No mention of a particular security in this report constitutes a recommendation to buy, sell or hold that or any security, or that any particular security, portfolio of securities, transaction or investment strategy is suitable for any specific person.

---