

# FY 2019 Results Presentation

## CLOUD TRANSFORMATION JOURNEY

*Being an european cloud leader for non-stop business companies in the cloud transformation era.*

*Milan, March 19<sup>th</sup> 2020*

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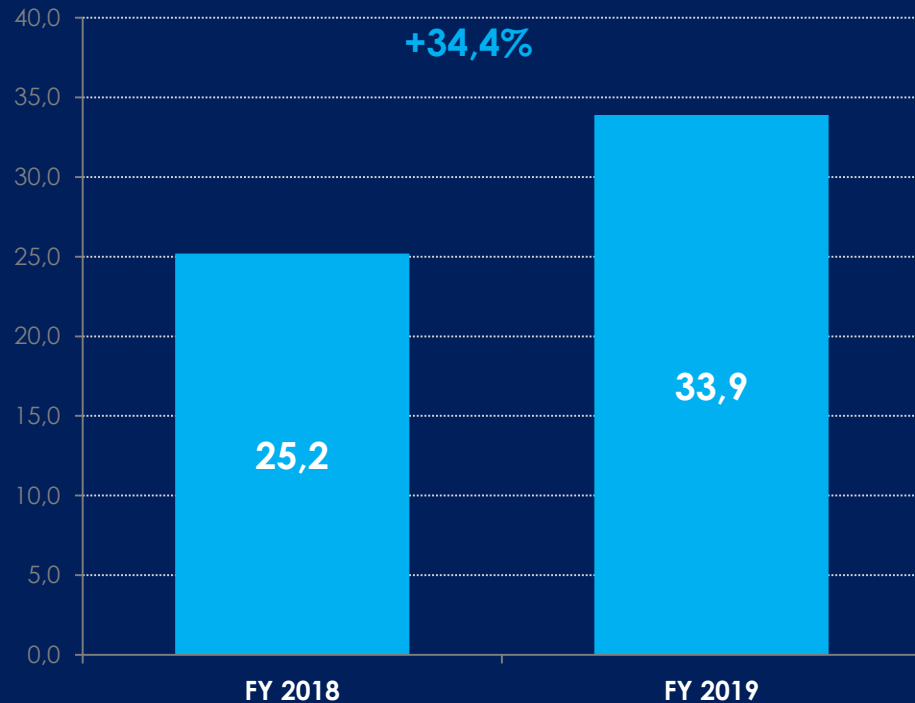
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# FY 2019 RESULTS HIGHLIGHTS

- Consolidated revenue of € 33.9 million (€ 25.2 million in FY 2018) +34,4% compared to the previous year; proforma revenue growth (+3,4%), related to existing clients upselling, new clients acquisition and a constantly growing market;
- Consolidated Adjusted EBITDA of € 13.2 million (€ 10.4 million in FY 2018) +26,7% compared to FY 2018; the margin on revenues is 38,9%, thanks to the focus on services with higher profitability and to the level of optimization achieved in the organization of operational processes and services;
- Adjusted EBITDA proforma +12,9% in FY 2019, margin on sales at 36,6%;
- Consolidated adjusted EBIT of € 6.8 million (€ 5.3 million in FY 2018) +27,3% compared to FY 2018 with a margin on revenues at 20,1%;
- Adjusted net profit, of € 6.7 million (€ 3.8 million in FY 2018) + 73,9% compared to FY 2018 thanks to the operating income and the positive Patent Box effect;
- Net Financial Position (excluding the impact from the application of IFRS 16 for Euro 5.5 million): debt of Euro 20.0 million (Euro 3.3 million in 2018); this value does not consider the valuation of treasury shares in the portfolio, quantified in approximately Euro 12 million at market value at December 31, 2019.

# ...FY 2019 continues to achieve an impressive Growth... good contribution from Adelante and Matika

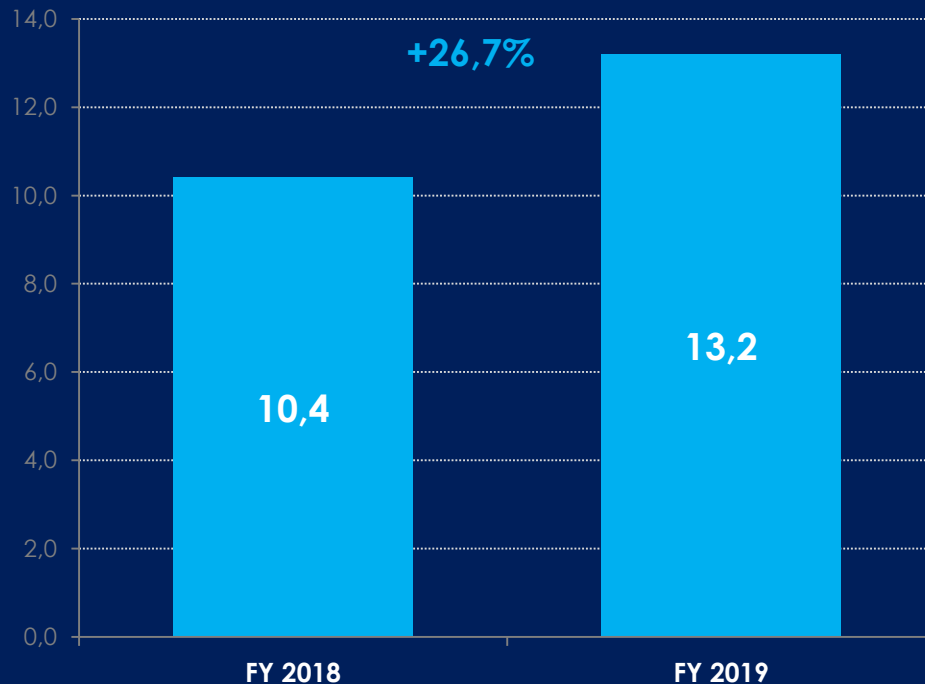
## SALES (€mln)



- Strong Revenue Growth in FY 2019 of +34,4% at € 33.9mln with existing and new clients and Matika contribution form July 2019 .
- Proforma Revenue Growth +3,4% characterized by upselling on existing customers and the acquisition of new customers in a constantly growing market

# ...FY 2019 continuous Adjusted EBITDA growth and organic margin improvement

## EBITDA Adj.\* (€mln)

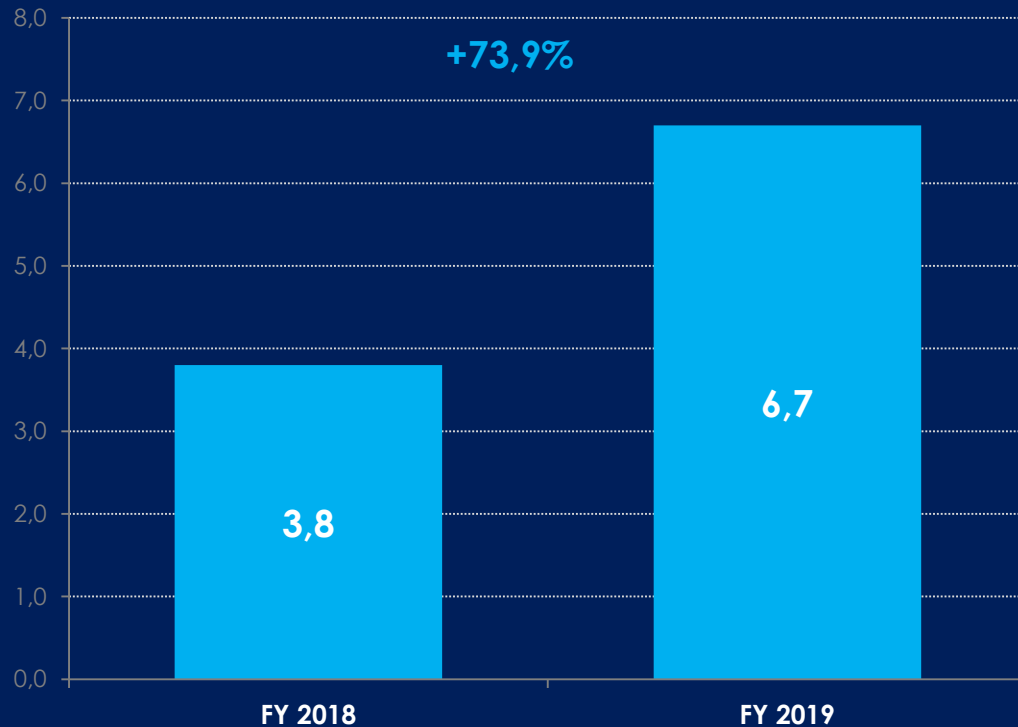


- EBITDA adjusted: concerns the non-recurring costs incurred for the STAR segment listing, the M&A costs and the PPA impact for a total amount of approx. € 1.6 mln

- Adjusted EBITDA growth, excluding non recurring cost related to MTA STAR listing, M&A costs and PPA impact for a total amount of € 1.6mln, up 26,7% to 13.2mln Euro, EBITDA margin at 38,9%;
- Proforma adjusted EBITDA growth is 12,9%, with a margin of 36,6%, confirming the important WIIT positioning on the Italian market;
- Adelante and Matika margin strongly improving;
- Big potential for a further margin expansion thanks to a scalable platform with fixed costs mainly:
  - Personnel
  - Connectivity costs
  - Rent

# ...FY 2019: Strong Growth in Net Profit thanks to operating income increase and Patent Box impact

## NET RESULT Adjusted (€mln)



- Strong Adjusted Net Profit growth in FY 2019 of 73,9% at €6.7mln, due to the positive operating performance and to the "Patent Box" impact which generated a positive net tax amount of around 1mln;
- Agreement signed on the "Patent Box" with reference to the 2015-2019 tax years, extended for further 5 years;

# ...FY 2019: Net Financial Position impacted by M&A activity, strong operating cash flow generation and CAPEX under control

NFP (€mln) excluding IFRS 16 impact



Net Financial Position was € 20mln excluding €-5,5mln IFRS 16 effect compared to € -3,3mln in FY 2018. The FY 2019 amount includes the earn out for a total amount of € 7,9mln related to Adelante and Matika of which € 6,0mln payable with treasury shares ;

Strong operating cash flow generation of € 11,8mln;

CAPEX expenditure under control at approx. € 5mln, related to new orders and headquarter improvements;

WIIT business model creates major economies of scale and does not demand CAPEX proportional to business growth. The usage level of the data center (currently at around 40%) enables the company to support development without additional investment;

Buy Back Program has been completed, for a total value of € 4,3mln, 2,5% of the share capital. The treasury shares total value of around € 12,0mln at the end of December 2019 is not included in the cash accounting.

# Shareholding Structure

**No. Shares 2.652.066**

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Wit Fin Srl  
62,16%

