

# Bit Market Services

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*Testo del comunicato*

Vedi allegato.



***GIGLIO GROUP: 100% ACQUISITION OF M-THREE SATCOM SRL***

***With this transaction, the Group acquired a strategic partner in the satellite and optical fibre TV broadcasting industry, paving the way to its own economical growth***

***Milan, 30 September 2015*** – Giglio Group, global multimedia and TV network listed on the AIM Italian market, announced today the acquisition of the totality of M-Three SatCom Srl (M-Three), an Italian company active in the supply of high-end services and solutions for the radio and TV broadcasting industry. The company counts among its clients the major TV and radio networks both Italian and foreign. M-Three operates via a proprietary infrastructure based on two teleports for satellite broadcasting integrated in an optical fibre network with hundreds of international PoPs, that allow the company to detect and distribute signals all over the world.

The value of the transaction is 2.65 million Euros, to be fully paid in cash. Thanks to this acquisition, Giglio Group will now incorporate a strategic partner capable of integrating its TV signal broadcasting technologies, both via satellite and optical fibre, together with Giglio Group's very own platform of content and channels that already spread all over the world. M-Three closed 2014 financial year with a total revenue of 8.3 million Euros and an EBITDA of 586,000 Euros (7%), showing a wide margin for improvement. The sum paid by Giglio Group to acquire 100% of M-Three was determined by multiplying 2014 EBITDA by 4.5, confident that the same margin showed in the previous years will improve significantly in the near future. Giglio Group will benefit largely from this transaction, both economically and strategically. By acquiring M-Three, the Group now owns an important production and broadcasting infrastructure, and can count on a better support for the broadcasting of its own channels, paired with economies of scale due to the integration in the service-creation chain. Furthermore, M-Three presents significant potential for growth, especially on an international level, which combines perfectly with Giglio Group's global growth strategy, thus significantly increasing its consolidated revenues as early as 2016.

**Alessandro Giglio, Chairman of Giglio Group, comments:** *“Content is King, distribution is Queen! The optical network and satellite broadcasting capacity of M-Three, paired with Giglio Group TV channels, mark the beginning of a new generation of Media companies: a Media Factory 3.0, capable of managing all of its content on all digital platforms worldwide and ready to tackle the challenges of TV services new technologies, such as Netflix, head on. This deal is a great leap forward for our activities, and we are sure that it will translate in a strong economic growth for the Group. A new tech highway is born, and it will allow the Group channels to be broadcast faster around the globe, with the best optical fibre and satellite broadcasting technologies, that will allow us to encrypt and deliver our content globally and in real-time. Moreover, considering M-Three's leading position in this industry and its potential on an international level, we can safely*

say that we sealed a very positive economic deal that will surely produce significant returns for the Group”.

By acquiring M-Three, Giglio Group becomes an authentic technological hub capable of distributing TV signals via satellite and optical fibre all over the world, as well as producing and broadcasting TV content, thus dramatically improving its own productive process. This will be possible because the transmission time intervals will be completely cancelled, creating de facto an advanced platform which integrates TV channels and content.

M-Three SatCom enters Giglio Group, but will retain its structure, its operational independence and its main mission. It will also continue to support high-end service development for its clients while benefiting from the strong synergies with the Group. Michele Magnifichi, current CEO of M-Three Satcom, will still be leading the company for the next three years, ensuring the necessary continuity and structural development for the Group.

### **About M-Three Sat Com Srl**

Founded in 2004, M-Three Satcom supplies high-end services and solutions for the TV and radio broadcasting industry, especially for those companies with particular connection and information distribution needs. Their range of services is based on **three interrelated business units**:

**Teleport services** with DTH distribution platforms on Hot Bird 13 from Rome and Milan, many contribution platforms on the fleet of Eutelsat satellites, co-location services and optical fibre connectivity;

**Outside Broadcast** for producing and broadcasting in real-time any news report, sports or entertainment events, based on OB vans, SD/HD DSNG means and innovative IP services;

**System Integration** offers complete solutions for the whole production chain in the broadcasting field, from design to turnkey supply of signal-compression and delivery systems.

M-Three already offers its services to some of the major radio and TV networks in the media world, such as RAI, Discovery, Viacom, the Mediaset group, La7, RTL102.5, Radio DeeJay, CCTV, ESPN, Eurosport, Associated Press, NHK and many more.

### **About Giglio Group:**

Giglio Group is a global TV and multimedia network founded in 2003, based in Rome, and made up of **three companies**:

**Giglio Group SpA**, parent company that owns two TV channels on the Italian digital terrestrial (Acqua and Play.Me) and offers technological services both to the Groups companies and to other firms.

**Nautical Channel Ltd**, is the only international channel, broadcast in 43 countries, 5 continents and in 4 languages, fully dedicated to sailing and water sports. Since 1 April 2015, the channel can be viewed in full HD both in Europe and Russia. Nautical Channel was fully acquired by Giglio Group in November 2014.

**Giglio TV HK Ltd**, start-up created in July 2014 that manages the Group's activities in China. It is the first Italian TV group to broadcast in China on all major TV and web platforms, with its own content fully dedicated to the Italian lifestyle.

**Press Office:**

Spriano Communication  
Matteo Russo e Cristina Tronconi  
02/ 83424010 mob. 347/9834881  
[mrusso@sprianocommunication.com](mailto:mrusso@sprianocommunication.com);  
[ctronconi@sprianocommunication.com](mailto:ctronconi@sprianocommunication.com);  
[www.sprianocommunication.com](http://www.sprianocommunication.com)  
@SprianoComm

**Nomad:**

Integrae SIM S.p.A.  
Via Meravigli 13, 20123 Milan  
Tel.: +39 02 78625300  
[info@integraesim.it](mailto:info@integraesim.it)

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