



# SPAFID CONNECT

Informazione Regolamentata n. 20101-135-2019	Data/Ora Ricezione 20 Dicembre 2019 13:06:54	MTA - Star
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Societa' : WIIT S.p.A.  
Identificativo : 126086  
Informazione  
Regolamentata  
Nome utilizzatore : WIITNSS02 - PASOTTO  
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Diffusione presunta  
Oggetto : Project Cuneo Presentation December

*Testo del comunicato*

Vedi allegato.

# Project Cuneo

Conf Call - December 20, 2019

...at a glance



**Average EBITDA Adjusted  
Multiple paid: 4,5X**

# Etaeria Outlook



Founded in 2016



Provide managed security services and infrastructural **cloud computing**



**40** highly specialized people



**> 80** top medium-large customers



Company in line with **WIIT** mission and vision

## 83%

Recursive Revenues

## 2018

Turnover: **6.1 M**

EBITDA Adjusted: **1.4 M**

### Stand-Alone Growth

EBITDA CAGR 2019-2022

**10-15% pre Synergies**

# Aedera Outlook



Founded in 2016



**30 years** experience in document management



**18** highly specialized people



**Proprietary** technology platform



Company in line with **WIIT** mission and vision

# 94%

Recursive Revenues

# 2018

Turnover: **1.9 M**

EBITDA Adjusted : **417 k**

## Stand-Alone Growth

EBITDA CAGR 2019-2022

**15-20% pre Synergies**

# Synergies



Synergies related to data centers insourcing and personnel optimization estimated at about **1.5 million euros** to be achieved between 12 and 24 month



**Strong** commercial and technological synergies with WIIT documental B.U.

Synergies on **R&D** related to the platform development



# Strategy

# Main drivers for FUTURE GROWTH

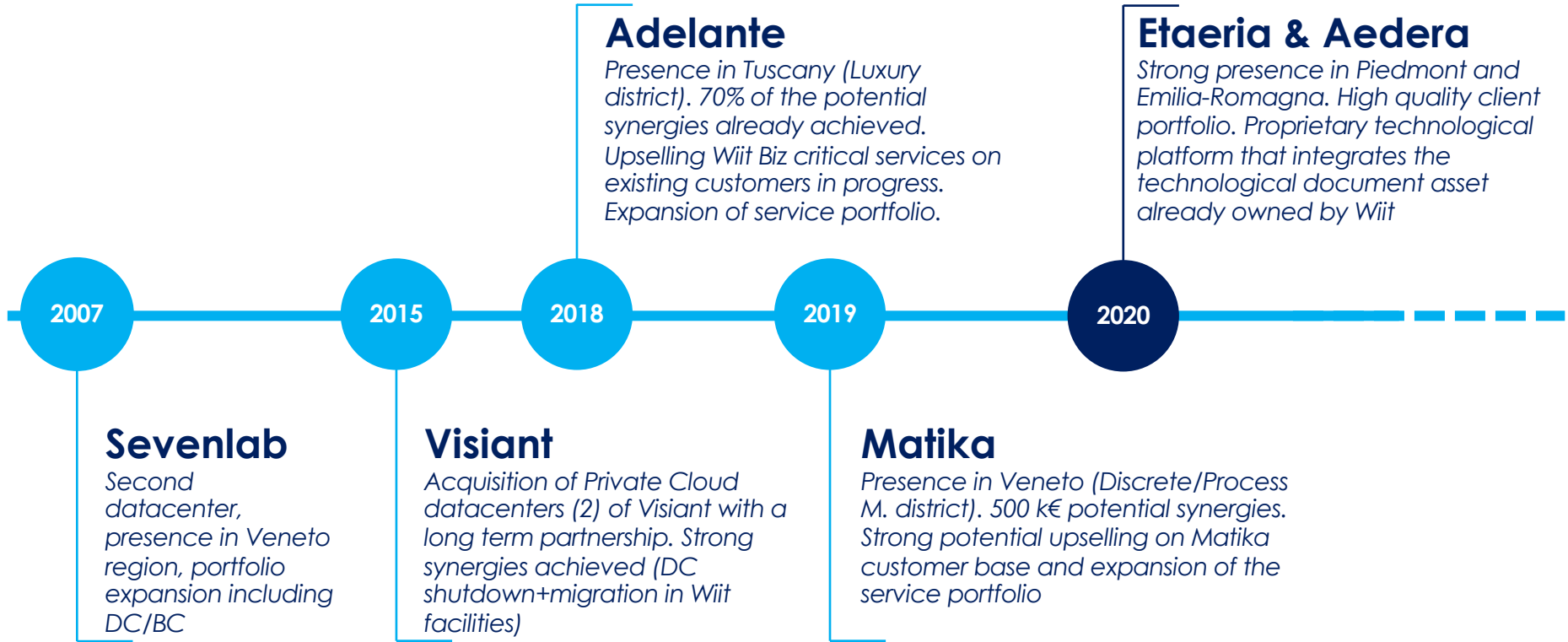


## Leadership in Italy on Business Critical Apps

*Continue organic growth on SAP and other business critical apps*



# M&A Journey



# Focus on Acquisition Strategy



## Italy

Acquisitions in Italy to increase Wiit's market share and gain synergies (example: data centres)

## M&A STRATEGY



## Europe (FR, DE)

Strategic acquisitions to enter effectively in rich foreign markets

Cost savings mainly achievable thanks to the centralization of operations in Italy (Second step)

# WE TAKE YOUR BUSINESS ABOVE THE CLOUDS

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Fine Comunicato n.20101-135

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