# Project Cuneo

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## ...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 Service portfolio extension on Top Tech trends Services expansion to IoT, AI, CX Focus On... **Expansion in Europe** Priority on France & Germany for market potential and country cloud-readiness for critical apps Italian market consolidation Continue cloud market consolidation in Italy achieving upselling of Wiit services in a new customer set and industrial synergies

# Leadership in Italy on Business Critical Apps

Continue organic growth on SAP and other business critical apps



### M&A Journey

#### **Adelante**

Presence in Tuscany (Luxury district). 70% of the potential synergies already achieved. Upselling Wiit Biz critical services on existing customers in progress. Expansion of service portfolio.

#### Etaeria & Aedera

Strong presence in Piedmont and Emilia-Romagna. High quality client portfolio. Proprietary technological platform that integrates the technological document asset already owned by Wiit

2015 2018 2019

#### Sevenlab

Second datacenter, presence in Veneto region, portfolio expansion including DC/BC

#### **Visiant**

Acquisition of Private Cloud datacenters (2) of Visiant with a long term partnership. Strong synergies achieved (DC shutdown+migration in Wiit facilities)

#### Matika

Presence in Veneto (Discrete/Process M. district). 500 k€ potential synergies. Strong potential upselling on Matika customer base and expansion of the service portfolio

2020



## Focus on Acquisition Strategy



### Italy

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

# **M&A STRATEGY**





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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