

9M 2020 Results Presentation

CLOUD TRANSFORMATION JOURNEY

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

Milan, November 12th 2020

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9M 2020 RESULTS HIGHLIGHTS

Strong Growth in sales confirmed (+47.3%), and continuous margin Improvement on acquired companies

- Consolidated Adjusted Revenue of 34.8 M€ (23.7 M€ in 9M 2019) +47.3% compared to the same period of the previous year thanks to the organic growth, the focus on higher added-value services, the cross selling on acquired companies customers and a constantly expanding Cloud services market;
- Consolidated Adjusted EBITDA of 12.4 M€ (9.5 M€ in 9M 2019) +30.3% compared to the nine months of 2019, thanks to the focus on Cloud services, the level of optimization achieved in the organization of operational processes and services, the cost synergies and the continuous margin improvement of the acquired companies; the margin on revenues is 35.7%;
- Consolidated Adjusted EBIT of 6.4 M€ (5.0 M€ in 9M 2019) +29.6% compared to the same period of 2019 with a margin on revenue at 18.5%;
- Adjusted Net profit of 4.3 M€ (5.3 M€ in 9M 2019 which benefited from the positive Patent Box effect for approx. 1.0 M€);
- Net Financial Position (excluding the impact from the application of IFRS 16 for approx. 9.2 M€): debt of 83.9 M€ (20.0 M€ at December 31, 2019); this value includes the impact of MyLoc acquisition value of 49.0 M€ and the acquisition and related earn out value of Etaeria and Aedera business of 13.0 M€ and does not consider the valuation of treasury shares in the portfolio, quantified in approximately 23.7 M€ at September 30, 2020 market value;
- Growing commercial pipeline to support 2020 results;
- ESG Rating of 14.3 (“Low” Risk) issued by Sustainalycs, assigned to WIIT at the end of September 2020.

COVID-19 Update: Effects on Business

- Considering the recurring nature of WIIT revenues, based on long term contracts, no significant impacts related to COVID-19 are expected on 2020 results, as confirmed by the 9M 2020 performance;
- Strong interest from new and existing clients in WIIT's “Smart Working” and “Cyber Security” services;
- Constant monitoring of clients creditworthiness, no material impact on 9M 2020 numbers.

+47.3% Adjusted Revenues
34.8 M€ vs 23.7 M€ in 9M 2019

- Constantly growing market;
- Positive organic revenues growth, focus on higher added-value services, mainly regarding Cyber Security and revenues coming from acquired companies;
- Strong upselling on existing clients and cross selling on acquired companies customers, in particular Etaeria ones.

Financial Highlights

9M 2020
VS
9M 2019

+30.3% Ebitda Adjusted
12.4 M€ vs 9.5 M€ in 9M 2019

- Concentration on Cloud services, reduced low value added product revenue, optimized processes and operating services organization
- Cost synergies in the acquired companies
- Improvement in margins:
 - WIIT margin substantially in line with 2019 at 45,3% and improving compared with 9M 2019 margin (44.9%)
 - Adelante from 17.7% in 2019 to 22.1% in 9M 2020
 - Matika from 25.6% 2019 to 27.8% in 9M 2020
 - Etaeria margin at 20.5% in 9M 2020
- Adjustments concern the 0.4 M€ impact of tax credit and the M&A non recurring costs for 2.1 M€.

Financial Highlights

9M 2020
VS
9M 2019

4.3 M€ Net Profit Adjusted
4.3 M€ vs 5.3 M€ in 9M 2019

- 9M 2019 Net result benefited from the impact of Patent Box for approx. 1.0 M€;
- Agreement on the "Patent Box" extended for 2020-2025 tax years

Financial Highlights

9M 2020
VS
9M 2019

93.1 M€ Net debt
25.8 M€ at Dec 31, 2019

- **Strong operating cash flow generation of 10.8 M€;**
- IFRS16 effect of -9.2 M€ at September 2020 (-5.5 M€ at December 2019);
- Impact of MyLoc acquisition value of 55.0 M€ (including IFRS effect and banks fees);
- Impact of the acquisition and related earn out value of Etaeria and Aedera business of 13.0 M€;
- CAPEX expenditure approx. 6.4 M€ mainly related to new orders;
- Group dividend payment of 4.1 M€ and Treasury Shares Buy Back of 2.0 M€ ;
- The treasury shares value (approx. 23.7 M€ at mark to market value at September 30, 2020) is not included in the cash accounting.

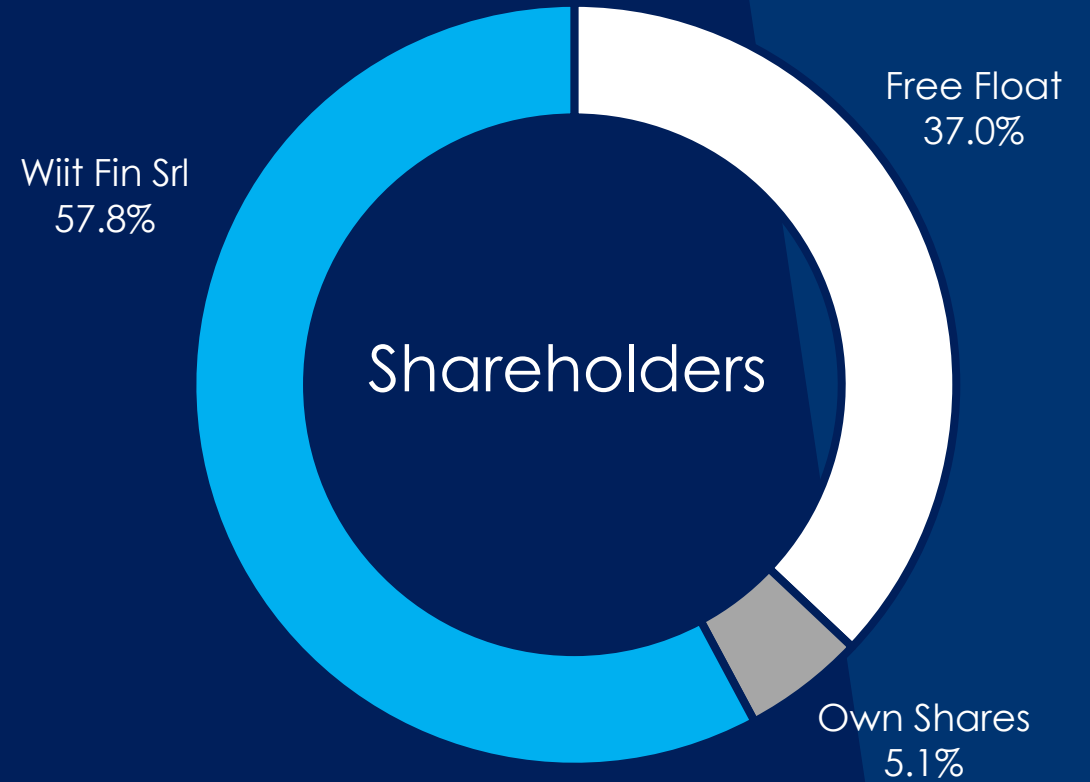
Financial Highlights

9M 2020
VS
9M 2019

Shareholding Structure



No. Shares 2.652.066



Note: Shareholding Structure as at September 30, 2020