



WEBINAR PRESENTACIÓN RESULTADOS FINANCIEROS 1H 2021  
GIGAS HOSTING, S.A.

20 de octubre de 2021

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 3/2020 del Segmento BME Growth de BME MTF Equity (en adelante “BME Growth”) sobre información a suministrar por empresas incorporadas a negociación en el segmento BME Growth de BME MTF Equity, por la presente Gigas Hosting S.A. (en adelante “Gigas”, la “Compañía” o la “Sociedad”) publica la presentación que se utilizará hoy para comentar los resultados del primer semestre del año 2021, cuya información fue ya publicada con fechas 31 de agosto de 2021 y 14 de octubre de 2021.

La presentación de resultados se ha programado a través de un *webinar* donde su Consejero Delegado explicará los detalles de las cifras aquí presentadas, y que estará abierta a todos aquellos inversores, analistas y personas interesadas, que podrán seguir dicha presentación online y realizar las preguntas que consideren oportunas:

**WEBINAR PRESENTACIÓN DE RESULTADOS H1 2021**

**FECHA Y HORA:** Miércoles 20 de octubre, 10:15am

**ENLACE PARA INSCRIPCIÓN:** <http://gigas.com/ResultadosGigas/2021H1>

Alcobendas, 20 de octubre de 2021

Diego Cabezudo Fernández de la Vega  
Consejero Delegado  
GIGAS HOSTING, S.A.

# gigas



**Diego Cabezudo**  
CEO



**Javier Cañete**  
CFO

## Half Year 2021 Results Investors' Presentation

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OCTOBER

2021



## Disclaimer

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This document and the conference-call webcast (including the Q&A session) may contain forward-looking statements and information (hereinafter, the "Information") relating to GIGAS HOSTING S.A. or GIGAS GROUP (hereinafter "Gigas", the "Company" or the "Gigas Group"). This Information may include financial forecasts and estimates based on assumptions or statements regarding plans, objectives and expectations that make reference to different matters, such as the customer base and its evolution, organic growth, potential acquisitions, Company's results and other aspects related to the activity and financial situation of the Company. The Information can be identified, in some cases, through the use of words such as "forecast", "expectation", "anticipation", "projection", "estimates", "plan" or similar expressions or variations of such expressions.

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# 2021 has been transformational

**First Converged  
Telco & Cloud  
Operator**

**Leading provider  
of cloud  
computing  
services in Spain,  
Portugal and  
Latam**

2021

**February 2021 - Gigas acquires a portfolio of +3k business customers from**

MÁSMÓVIL

- Adds fixed telephony, cloud PBX and connectivity services
- Kickstarts Gigas transformation towards converged telecoms, cloud and security provider

**March 2021 - Gigas buys ONI, Portugal's leading B2B telecom operator**

oni 

- Gigas acquires ONI, for €39.5M in a mix of cash and Gigas' shares
- Adds scale, presence in Portugal and strong technical capabilities in voice and networking

**April 2021 - Gigas acquires Valoradata's cybersecurity unit**

 VALORA  
DATA®

- Adds backup and business continuity services, strengthening portfolio of cybersecurity services
- Contributes with €1.6M revenues and €0.4M EBITDA

**June 2021 - Gigas reported more than 4-fold increase in H1 revenue y-o-y**



- Gigas reaches €22.72M of revenues and €5.52M of EBITDA in the first half of 2021, outperforming the budget by 16.8% and 34.7%, respectively
- >4-fold increase in y-o-y figures with an EBITDA in Q2 in line with the expected for Q4

**Sept. 2021 - Gigas acquires the virtual mobile operator OnMóvil**

on móvil

- MVNO offering mobile services to 85K customers through almost 200 regional operators
- Adds €10M in revenues and positions Gigas as one of the largest independent MVNOs in Spain
- Strengthens the company's strategy of being a one-stop-shop provider for business customers

**From €11M revs. and €2.5M EBITDA in 2020  
to €64M revs. and €14M+ EBITDA proforma today**

# A B2B portfolio built for the digital era

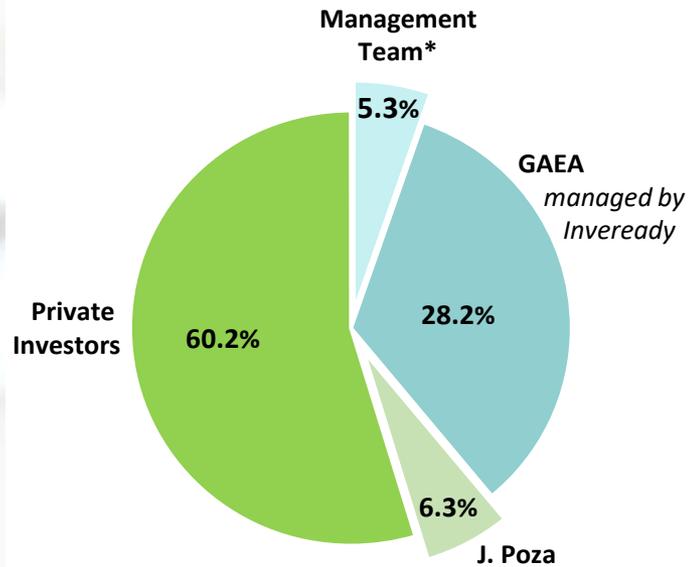
## Building a forward-looking portfolio...

	<i>Current</i>	<i>New services</i>
 <b>Cloud</b>	IaaS PaaS SAP™ Cloud	Hybrid and multi Cloud
 <b>Cyber-security</b>	Disaster recovery Cloud Backup Firewall as a service Disaster Recovery	SD-WAN Managed services Clean traffic Secure access service edge
 <b>Connectivity</b>	Internet connectivity Site interconnection	Global load balancing Secure remote access & VPN
 <b>Unified comms.</b>	SIP Trunk VoIP Collaborative services Fixed Voice	Mobile communications Cloud PBX Fixed Mobile Convergence

## ...unlocking significant value for Gigas and its clients

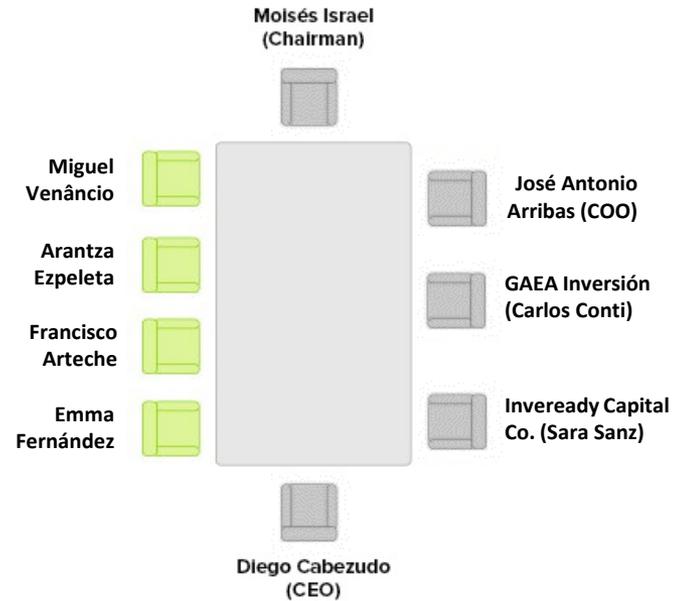


# Shareholders and Board of Directors



100% of Gigas 11.6 million shares are listed on the Alternative Stock Market (BME Growth) in the Madrid Stock Exchange

\*There is also a stock option plan for the two executive founders which represents approx. 3.5% of the issued shares.



Board of Directors Secretary: **Javier Mateos, PwC**

Auditor: **Ernst & Young**



Independent Board Members

# H1 2021 Key Highlights



H1'21 net revenues reached **€22.7M**, **4.4x growth YoY** and **17% higher than budgeted**, due mainly to acquisitions and earlier consolidation of ONI



Adj. **EBITDA for the semester reached €5.5M**, twice as much as the entire 2020, **up 338% YoY** and 35% higher than €4.1M in the budget for H1'21



Adj. **EBITDA for Q2 amounted €3.4M**, reaching the figure budgeted for **Q4** and representing **25.4% of sales** versus 20.5% budgeted



**Low leverage, H1 NFD at 1.0x EBITDA** budget for 2021 and **strong cash position (€10M+)**. After OnMovil acquisition in SEP (fully debt funded), **NFD reaches 1.5x EBITDA runrate (Q2x4)**



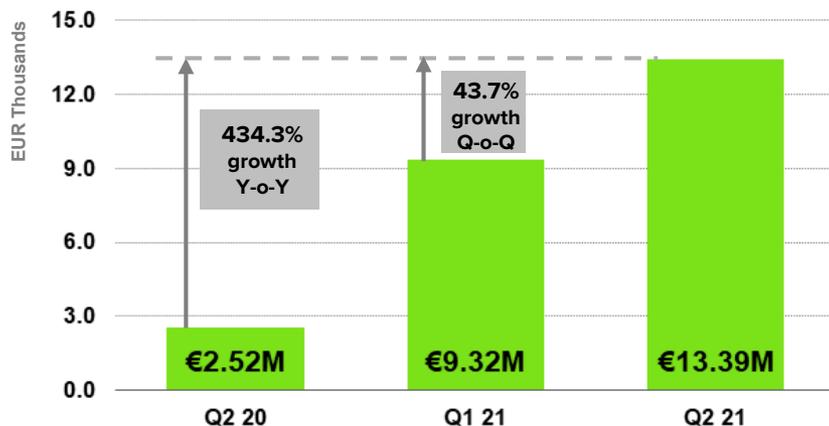
Five acquisitions in last 12 months **shaping a group with circa €64M annual revenues and over €14M EBITDA**. **OnMovil**, recently acquired, contributes with €10M revs and **85K mobile lines**, positioning **Gigas as one of the largest MVNOs in Spain**



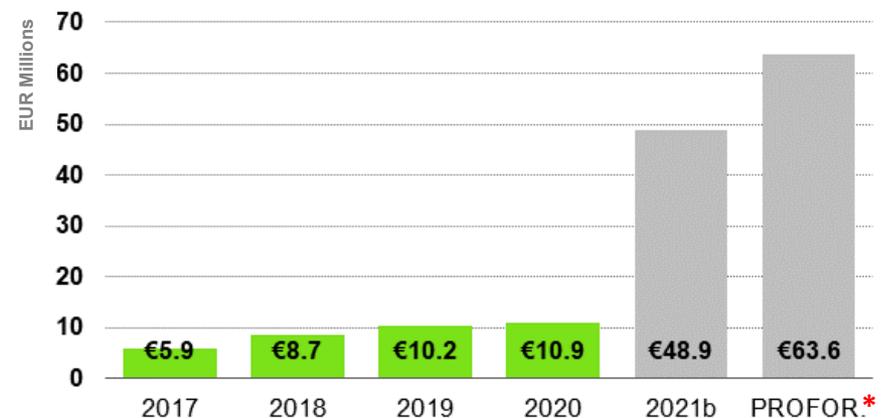
# Revenues H1 and Q2 2021

- **Net revenues grew to €22.7M in the first half of 2021, 4.4x higher than the €5.2M of same period last year**, thanks mainly to the consolidation of ONI, customers acquired from MasMovil, and cybersecurity business unit acquired from ValoraData
- **Revenues in H1 were 16.8% higher than budgeted**, partly due to earlier consolidation of ONI's business in Portugal. Revenues in Q2 lower than budgeted due to the spin-off of certain assets in ONI prior to its acquisition, but with little effect on profitability
- Telecommunications services represented 66.2% of total revenues, while cloud and cybersecurity represented 33.8%. **OnMovil acquired on the 1<sup>st</sup> of September** and therefore not consolidated in these figures, but **will add €10M in annual revenues**
- **Proforma\* annual revenues amount €63.6M**, when multiplying Q2 revenues by four (almost 100% of revenues are recurring) and adding OnMovil revenue contribution (€10M)

### QUARTERLY NET REVENUES

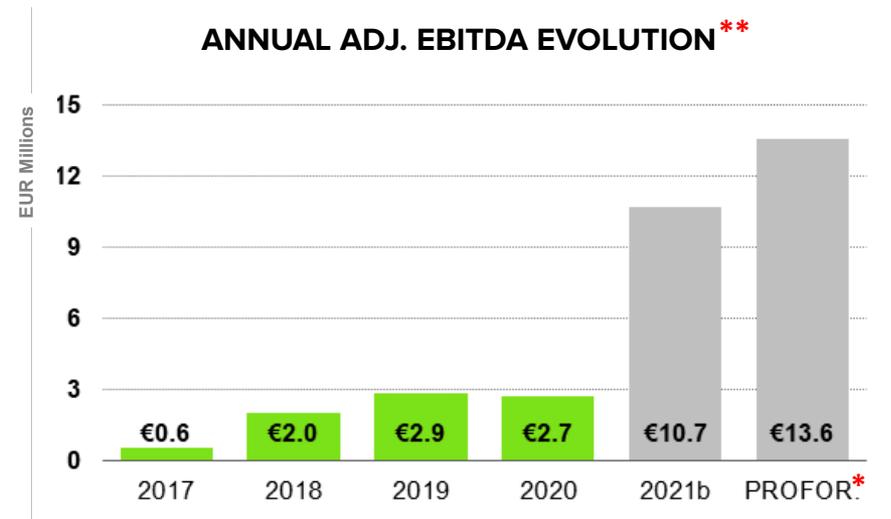
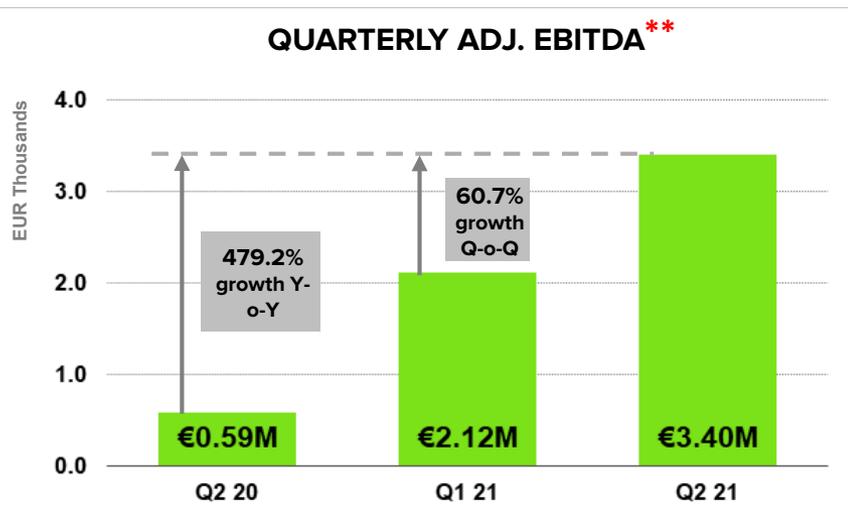


### ANNUAL NET REVENUES EVOLUTION



# EBITDA H1 and Q2 2021

- Adjusted (recurring) EBITDA reached **€5.52M** in the first half of the year, **338% higher** than the **€1.26M** in the same period a year ago and **34.7% higher** than the **€4.10M budgeted** due to earlier consolidation of ONI, acquisition of ValoraData business unit and synergies
  - M&A, €367K, stock options and long term plans costs €396K, and others €66K, in the semester
- Moreover, profitability grew significantly in Q2 with **EBITDA amounting €3.40M in Q2, 18.1% higher than budgeted (€2.88M), and reaching the figure budgeted for Q4**
  - Acquisition from ValoraData, not included in budget, adds €120K in EBITDA
- EBITDA margin reached 25.4% in Q2**, much better than 20.5% budgeted or 22.7% of Q1
- Proforma\* annual adj. EBITDA reaches €13.6M**, before including OnMovil contribution



\*\* Adjusted EBITDA represents recurring EBITDA, excluding M&A related costs and multiyear remuneration plans (stock options, etc.)

# H1 2021 Results Compared to H1 2020 and Budget

## GIGAS GROUP

### CONSOLIDATED INCOME STATEMENT

Figures in EUR

	2021	2021	2021		2020	2021 Budget
	Q1	Q2	H1	% Chg.	JAN-JUNE	% Chg. H1
<b>Net revenue</b>	<b>9,323,108</b>	<b>13,394,517</b>	<b>22,717,625</b>	<b>338%</b>	<b>5,181,445</b>	<b>16.8%</b> <b>19,458,277</b>
Cloud, IT and cybersecurity services	3,523,012	4,166,538	7,689,550	50%	5,137,821	19.8% 6,420,998
Telecommunication services	5,789,479	9,216,911	15,006,390	-	-	15.3% 13,016,219
Non-recurring income, grants and other	10,618	11,067	21,684	-50%	43,625	3.0% 21,061
<b>Cost of sales</b>	<b>(3,721,243)</b>	<b>(5,351,090)</b>	<b>(9,072,332)</b>	<b>549%</b>	<b>(1,398,522)</b>	<b>11.6%</b> <b>(8,128,819)</b>
Product direct costs	(3,301,024)	(4,892,918)	(8,193,941)	1205%	(627,930)	13.4% (7,228,648)
Technical and operating costs	(420,219)	(458,172)	(878,391)	14%	(770,593)	-2.4% (900,172)
<b>Gross margin</b>	<b>5,601,865</b>	<b>8,043,427</b>	<b>13,645,292</b>	<b>261%</b>	<b>3,782,923</b>	<b>20.4%</b> <b>11,329,458</b>
<i>Gross margin, %</i>	<i>60.1%</i>	<i>60.1%</i>	<i>60.1%</i>	<i>-17.7%</i>	<i>73.0%</i>	<i>3.2%</i> <i>58.2%</i>
<b>Personnel expenses</b>	<b>(1,961,782)</b>	<b>(2,484,962)</b>	<b>(4,446,744)</b>	<b>169%</b>	<b>(1,650,536)</b>	<b>18.9%</b> <b>(3,741,291)</b>
Salaries and Social Security	(2,248,699)	(2,995,242)	(5,243,941)	178%	(1,885,880)	18.0% (4,443,239)
Own R&D expenses capitalised	286,917	510,280	797,197	239%	235,344	13.6% 701,948
<b>Other corporate costs</b>	<b>(1,522,281)</b>	<b>(2,154,626)</b>	<b>(3,676,907)</b>	<b>321%</b>	<b>(872,419)</b>	<b>5.4%</b> <b>(3,488,272)</b>
Customer operations, marketing et al.	(284,425)	(147,083)	(431,509)	540%	(67,401)	-54.5% (947,371)
Network, operations and IT	(631,897)	(1,166,444)	(1,798,341)	-	-	35.5% (1,326,996)
Other G&A costs	(605,959)	(841,099)	(1,447,058)	80%	(805,018)	19.2% (1,213,906)
Other income/(expenses)	-	-	-	-	-	-
<b>Adjusted EBITDA *</b>	<b>2,117,803</b>	<b>3,403,839</b>	<b>5,521,641</b>	<b>338%</b>	<b>1,259,969</b>	<b>34.7%</b> <b>4,099,895</b>
<i>Adjusted EBITDA *</i>	<i>22.7%</i>	<i>25.4%</i>	<i>24.3%</i>	<i>0%</i>	<i>24.3%</i>	<i>15.4%</i> <i>21.1%</i>
<b>CAPEX</b>	<b>1,023,813</b>	<b>2,024,219</b>	<b>3,048,032</b>	<b>793%</b>	<b>341,272</b>	<b>-29.3%</b> <b>4,313,858</b>
<i>% of revenue</i>	<i>11.0%</i>	<i>15.1%</i>	<i>13.4%</i>	<i>104%</i>	<i>6.6%</i>	<i>-39.5%</i> <i>22.2%</i>
<b>EBITDA - CAPEX</b>	<b>1,093,990</b>	<b>1,379,620</b>	<b>2,473,610</b>	<b>169%</b>	<b>918,697</b>	<b>1056.1%</b> <b>(213,963)</b>
<i>% of revenue</i>	<i>11.7%</i>	<i>10.3%</i>	<i>10.9%</i>	<i>-39%</i>	<i>17.7%</i>	<i>-1.1%</i>

\*Adjusted EBITDA represents recurring EBITDA excluding M&A related costs and multiyear remuneration plans (stock options, etc.)

# 2021 Budget

- New strategy to offer converged telco/cloud/cybersecurity services, fueled by acquisitions, have changed the scale of the Company
- Actual EBITDA achieved in Q2 reaches the EBITDA expected for Q4
- **Proforma figures, including all companies acquired, would reach approx. €64M in net revenues and over €14M in EBITDA**

## 2021 CONSOLIDATED BUDGET

EUR	Q1b	Q2b	Q3b	Q4b	2021b	% Chg.	2020real
<b>Gross Sales</b>	<b>6,008,274</b>	<b>14,511,659</b>	<b>14,955,975</b>	<b>15,709,415</b>	<b>51,185,322</b>	<b>298.0%</b>	<b>12,862,085</b>
Accrued sales	(122,834)	113,818	54,134	(121,395)	(76,277)	264.5%	(20,928)
Sales, discounts and promotions	(497,746)	(575,954)	(581,357)	(593,459)	(2,248,515)	12.4%	(2,001,077)
Non-recurring income, grants and other	10,530	10,530	10,530	10,530	42,121	-35.8%	65,646
<b>Net revenue</b>	<b>5,398,224</b>	<b>14,060,054</b>	<b>14,439,283</b>	<b>15,005,091</b>	<b>48,902,652</b>	<b>348.4%</b>	<b>10,905,727</b>
<b>Cost of sales</b>	<b>(2,210,656)</b>	<b>(5,918,162)</b>	<b>(6,056,941)</b>	<b>(6,260,849)</b>	<b>(20,446,608)</b>	<b>493.7%</b>	<b>(3,444,085)</b>
Direct product costs	(1,759,503)	(5,469,145)	(5,597,722)	(5,790,811)	(18,617,181)	919.2%	(1,826,656)
Technical and operating expenses	(451,154)	(449,016)	(459,219)	(470,038)	(1,829,427)	13.1%	(1,617,429)
<b>Gross Margin</b>	<b>3,187,568</b>	<b>8,141,892</b>	<b>8,382,342</b>	<b>8,744,242</b>	<b>28,456,044</b>	<b>284.7%</b>	<b>7,395,995</b>
<b>Gross Margin, %</b>	<b>59.0%</b>	<b>57.9%</b>	<b>58.1%</b>	<b>58.3%</b>	<b>58.2%</b>	<b>-14.7%</b>	<b>68.2%</b>
<b>Personnel Costs</b>	<b>(1,261,995)</b>	<b>(2,479,296)</b>	<b>(2,488,605)</b>	<b>(2,502,098)</b>	<b>(8,731,994)</b>	<b>137.0%</b>	<b>(3,684,198)</b>
Salaries, wages and social security	(1,420,225)	(3,023,014)	(3,031,336)	(3,045,816)	(10,520,391)	151.6%	(4,182,010)
Own work capitalised	158,230	543,718	542,731	543,718	1,788,397	259.3%	497,811
<b>Other overhead costs</b>	<b>(707,566)</b>	<b>(2,780,707)</b>	<b>(2,699,297)</b>	<b>(2,816,328)</b>	<b>(9,003,898)</b>	<b>735.5%</b>	<b>(1,077,710)</b>
<b>Adjusted EBITDA*</b>	<b>1,218,007</b>	<b>2,881,889</b>	<b>3,194,440</b>	<b>3,425,816</b>	<b>10,720,152</b>	<b>297.1%</b>	<b>2,699,733</b>
<b>Adjusted EBITDA %</b>	<b>22.6%</b>	<b>20.5%</b>	<b>22.1%</b>	<b>22.8%</b>	<b>21.9%</b>	<b>-12.0%</b>	<b>24.9%</b>

\* Excludes M&A costs and multiyear remuneration plan (stock options and others)

# H1 2021 P&L

- Loss of €1.87M in the period mostly due to amortisation of customer relations and goodwill linked to the acquisitions executed (€2.2M) and, to a lesser extent, to financial expenses linked to long term rentals accounted as debt (€0.3M)
- Without the amortisations from the business combinations, Gigas would have made a profit in the period
- The figures on the right represent an analytical view of the accounts and therefore there are certain differences in how costs are distributed as compared to the annual accounts (i.e. certain personnel costs included as direct costs)

## CONSOLIDATED INCOME STATEMENT

Figures in EUR

2021  
JAN-JUNE

<b>Net revenue</b>	<b>22,717,625</b>
Cloud, IT and cybersecurity services	7,689,550
Telecommunication services	15,006,390
Non-recurring income, grants and other	21,684
<b>Cost of sales</b>	<b>(9,072,333)</b>
Product direct costs	(8,193,942)
Technical and operating costs	(878,391)
<b>Gross margin</b>	<b>13,645,292</b>
	<i>Gross margin, %</i> 60.1%
<b>Personnel expenses</b>	<b>(4,446,744)</b>
Salaries and Social Security	(5,243,941)
Own R&D expenses capitalised	797,197
<b>Other corporate costs</b>	<b>(3,676,907)</b>
Customer operations, marketing et al.	(431,509)
Network, operations and IT	(1,798,341)
Other G&A costs	(1,447,058)
Other income/(expenses)	-
<b>Adjusted EBITDA *</b>	<b>5,521,641</b>
	<i>Adjusted EBITDA %</i> 24.3%
M&A costs, stock options, long-term incentives and other	(829,128)
<b>EBITDA</b>	<b>4,692,514</b>
	<i>EBITDA %</i> 20.7%
<b>Depreciation/amortisation of assets</b>	<b>(5,828,875)</b>
<b>EBIT</b>	<b>(1,136,361)</b>
Finance income	1,881
Finance costs	(688,182)
Exchange differences and other	16,397
<b>Net finance income/(expense)</b>	<b>(669,904)</b>
<b>EBT</b>	<b>(1,806,266)</b>
Income tax expense	(61,928)
<b>Profit/(loss) for the period from continuing operations</b>	<b>(1,868,194)</b>
<b>Profit/(loss) for the period</b>	<b>(1,868,194)</b>
Profit/(loss) attributable to the Parent Company	(1,864,296)
Profit/(loss) attributable to non-controlling interests	(3,898)

# H1 2021 Balance Sheet

	Limited review	Audited
Figures in EUR	30.06.2021	31.12.2020
<b>NON-CURRENT ASSETS</b>	<b>96,516,307</b>	<b>15,261,788</b>
<b>Intangible assets</b>	<b>71,714,465</b>	<b>9,380,374</b>
Research and development	179,994	472,739
Patents, licences, trademarks and similar rights	21,715	24,132
Software	1,255,454	959,282
Other intangible assets	21,040,707	-
Customer relations	5,894,957	6,266,039
Goodwill	43,321,638	1,658,182
<b>Property, plant and equipment</b>	<b>21,426,346</b>	<b>2,724,600</b>
Land and buildings	4,152,667	-
Technical installations and other items	15,631,202	2,724,600
Property, plant and equipment under construction and advances	1,642,477	-
<b>Non-current investments</b>	<b>36,152</b>	<b>36,207</b>
<b>Deferred tax assets</b>	<b>3,339,344</b>	<b>3,120,608</b>
<b>CURRENT ASSETS</b>	<b>31,036,277</b>	<b>25,654,365</b>
<b>Inventories</b>	<b>151,815</b>	<b>-</b>
<b>Trade and other receivables</b>	<b>18,356,408</b>	<b>2,524,575</b>
Trade receivables	16,128,714	2,157,196
Other receivables	1,446,731	18,030
Personnel	16,333	16,445
Current tax assets	521,902	255,882
Other payables to public authorities	242,728	77,023
<b>Current investments</b>	<b>142,740</b>	<b>142,692</b>
<b>Current accruals</b>	<b>2,639,063</b>	<b>173,883</b>
<b>Cash and cash equivalents</b>	<b>9,746,250</b>	<b>22,813,215</b>
<b>TOTAL ASSETS</b>	<b>127,552,584</b>	<b>40,916,153</b>

- Other intangible assets (€21.0M) represent the rights of use of long term network contracts from ONI
- Goodwill has grown significantly due to the acquisitions of ONI, the MasMovil portfolio and the business unit from ValoraData. Figures are temporarily and will be distributed among other accounts when PPA is finalised at the end of year
- Land and Buildings and Technical Fixed Assets come mostly from ONI (Lisbon datacenter and urban fiber networks)
- Accounts Receivable is significantly higher than it should be due to temporary cross payments linked to the acquisitions, which also increased the Accounts Payable, and which were cleared during July
- Cash position lowered, due to the cash allocated to acquisitions

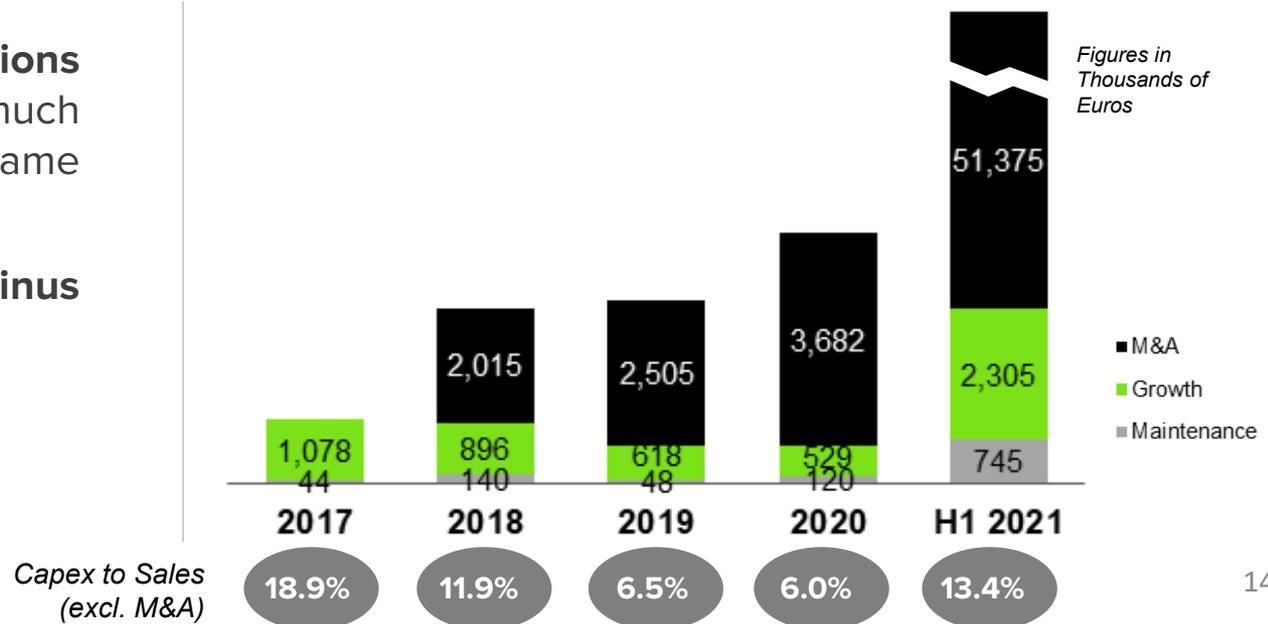
# H1 2021 Balance Sheet

	Limited review	Audited
Figures in EUR	30.06.2021	31.12.2020
<b>EQUITY</b>	<b>47,720,486</b>	<b>25,378,536</b>
<b>CAPITAL AND RESERVES</b>	<b>47,954,181</b>	<b>25,565,275</b>
Capital	232,887	154,387
Share premium	54,325,581	29,872,831
Reserves	-969,039	-951,435
Treasury shares	-223,770	-198,134
Prior years' losses	-4,616,093	-4,154,704
Profit/(loss) for the year attributable to the Parent	-1,864,296	-461,390
Profit/(loss) attributable to non-controlling interest	-3,898	-
Other equity instruments	1,072,808	1,303,718
<b>EXCHANGE DIFFERENCES</b>	<b>-241,967</b>	<b>-197,734</b>
<b>GRANTS, DONATIONS AND BEQUESTS RECEIVED</b>	<b>8,273</b>	<b>10,995</b>
<b>NON-CURRENT LIABILITIES</b>	<b>43,712,168</b>	<b>9,900,717</b>
Non-current provisions	715,492	-
<b>Non-current payables</b>	<b>36,488,732</b>	<b>8,300,872</b>
Convertible bonds and debentures	2,191,660	2,102,747
Bank borrowings	12,779,723	3,829,249
Finance lease payables	14,515,823	241,913
Suppliers of non-current assets	5,973,013	-
Other liabilities	1,028,514	2,126,964
<b>Deferred tax liabilities</b>	<b>1,502,908</b>	<b>1,599,844</b>
<b>Non-current accruals</b>	<b>5,005,036</b>	<b>-</b>
<b>CURRENT LIABILITIES</b>	<b>36,119,930</b>	<b>5,636,900</b>
Current provisions	1,868,774	180,685
<b>Current payables</b>	<b>11,337,148</b>	<b>2,390,822</b>
Trade and other payables	21,011,004	2,031,809
Current accruals	1,903,004	1,033,585
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>127,552,584</b>	<b>40,916,153</b>

- Shareholders' equity increased significantly due to capital increase executed as part of the payment linked to the acquisition of ONI (3.925 new shares issued)
- Bank debt increased due to funding of acquisitions during the year
- Long term rentals debt and long term fixed asset payables refer mostly to the long term rental of network assets and Lisbon datacenter, respectively
- Accounts Payable is significantly higher than it should be due to temporary cross payments linked to the acquisitions, which also increased the Accounts Receivable, and which were cleared during July

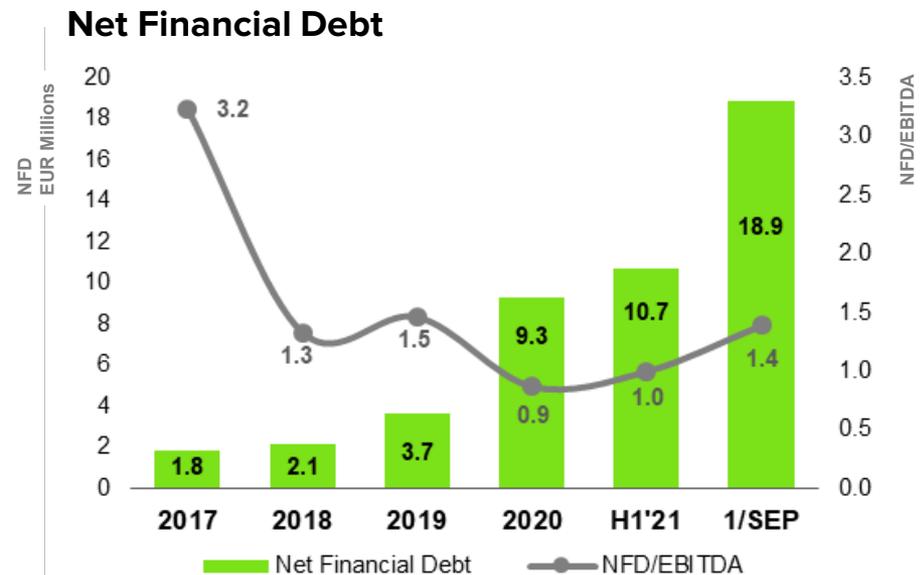
# CAPEX Evolution 2017-2021

- CAPEX (excl. M&A and R&D) growing significantly this year, due to the new telco profile of Gigas and one-off integration and new product investments
- **Budget for the year is €10.30M** (€0.65M in 2020), but **€3.05M invested in H1** (€2.04M in Q2), 29.3% lower than budgeted and representing a Capex to sales ratio of 13.4%
  - Lower Capex due to delays of certain projects, but mostly due to greater efficiency in investments and achievement of **significant synergies between Spain and Portugal lowering Capex needs**. Capex for the year will be lower than expected
  - R&D personnel works capitalized not included as CAPEX
- Large M&A Capex (€60.5M) invested this year so far (ONI, MásMóvil portfolio, ValoraData and OnMovil). €29.4M paid in cash, €24.5M paid in Gigas' shares and €6.1M deferred
- **Cash flow from operations reached €6.7M** in H1, much higher than €0.7M same period in 2020
- **Operating Cashflow minus CAPEX totalled €3.67M**



# Debt Evolution as of 30/JUN and 1/SEP 2021

- **€60.5M invested in four acquisitions this year so far** (€51.4M in H1'21):
  - ONI: €39.5M (€15.0M paid in cash, rest in Gigas' shares)
  - MasMovil Customer Portfolio: €9M (€7.2M paid, rest in 12m)
  - ValoraData Business Unit: €2.38M (€1.7M paid, rest in 12m)
  - OnMovil: €9.1M (€5.46M paid, rest in 15 and 24m)
- New debt raised for OnMovil acquisition, increasing gross debt at 1/SEP to €30.8M. Post OnMovil acq., cash at hand reached €12.0M at 1/SEP (€9.8M at 30/JUN), resulting in a **net financial debt position of €18.9M, or 1.4x recurring EBITDA** (Q2'21 EBITDA x 4)
- Gross debt does not include convertible bonds (€2.5M, expected to be converted since they are *deep in the money*) or rental agreements liabilities (IFRS 16 related)
- Long term financial leases related to the Lisbon Datacenter and several long term network rights of use contracts (IRUs) are accounted as fixed asset suppliers and finance leases, and represent a total of €24.6M



# OnMovil Acquisition

on móvil

- Acquisition of Mobile Virtual Operator (MVNO)  
OnMovil closed on the 1<sup>st</sup> of September
- OnMovil distributes mobile services through almost 200 small regional telco operators
- Through those partners, OnMovil has achieved 85,000 mobile lines and positions Gigas as one of the largest Spanish MVNOs
- OnMovil had €9.58M revenues in 2020 and is expected to reach revenues of €10M this year
- The transaction has been agreed at an EqV of €9.1M (60% paid at closing, 20% to be paid within 15 months and 20% remaining to be paid 24 months after closing)
- The acquisition fills a gap in Gigas' portfolio for mobile services and fits perfectly with Gigas' one-stop-shop strategy for a convergent (telco/cloud/cybersecurity) offering
- OnMovil also provides enough volume to drive economies of scale which will improve the mobile services that Gigas plans to offer to businesses both from a price and from a feature perspective
- This acquisition also opens up a new sales channel of circa 200 regional telcos, which could be used to cross-sell other Gigas' services





## In Summary

- The Company has gone through a significant transformation this year, both from a scale (€11M to €64M in revenues) and scope (cloud to cloud/telco/cybersec.) perspective and the management team has been focused on the corporate transactions, integrating the targets acquired and preparing the new services
- Total issued shares have increased to 11.64 million shares, due to transactions. At current prices (~€11.0 per share), **market cap has a value of €128M and EV €148M, representing just over 10x EBITDA proforma**
- **End of Year Guidance.** With OnMovil acquisition, net revenues for 2021 are now estimated to be over €52M (€48.9M budgeted) almost 5x 2020 revenues and EBITDA expected to reach €12M (13% higher than the €10.7M budgeted) and representing approx. 23% of sales

# Q&A



## H1 2021 Results Investors Presentation



# gigas

Diego Cabezudo, CEO

Javier Cañete, CFO

Investor relations contact:  
[investor@gigas.com](mailto:investor@gigas.com)  
[accionista@gigas.com](mailto:accionista@gigas.com)



**gigas**

**Thank  
you**

