



PRESS RELEASE

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The company presents its audited results for 2017 and guidance for 2018

Gigas reported a 23.5% increase in sales and generated positive EBITDA of EUR 570 thousand

Gross sales topped EUR 7 million, with growth set to accelerate in 2018

Gigas (GIGA.MAB), a Spanish multinational cloud computer services company, has released its audited results for FY 2017, showing significant growth in EBITDA and sales. Gross sales totalled EUR 7.05 million, up 23.5% from EUR 5.71 million in 2016, while net revenue reached EUR 5.95 million, up 23%. Income was affected by US dollar depreciation, yet the Latin American markets were again the group's main growth drivers in 2017, with a 25.6% increase in sales.

The company obtained positive EBITDA in 2017 of EUR 572 thousand compared to the negative EUR 186 thousand in 2016, a difference of EUR 758 thousand and nearly triple the amount budgeted (EUR 211 million), in line with the FY guidance provided the company in October 2017. Investments made by the company to reinforce its commercial structure and expand its international footprint, the wide gross margins commanded by Gigas' operations and the operational leverage of the business model are beginning to feed through to EBITDA growth.

Looking ahead to 2018, Gigas see scope for a 31.9% increase in gross sales, to EUR 9.29 million, and a 35.7% increase in net revenue to EUR 8.07 million. More eye-catching is the forecast growth for EBITDA, which the Company expects to reach EUR 1.34 million 2018, an increase of 134.0% from the 2017 figure.

Gigas is proceeding with its strategy of combining strong organic growth with M&A and takeovers. Examples include the acquisition of cloud services provider SVT in January this year (this company is expected to contribute around 9% of the Group's total revenue in 2018) and the investment agreement reached with Inveready for the issue of up to EUR 2.5 million of convertible bonds, to be presented for approval by shareholders in April. The issue proceeds would go to new corporate transactions.

IBEX MAB-15 index in the main trading market

In addition, last week, the Company became a constituent of the IBEX MAB-15 index, composed of the 15 securities in the MAB with the highest trading volume.



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Thanks to the liquidity and spread of Gigas shares in the market, the stock is included in the main trading platform with an open session throughout the entire market session, rather than the “fixing” model, in which buy and sell orders are matched in two daily auctions, at 12:00 and 4:00pm.

The main trading market (also known as the continuous market) includes only eight companies (including Gigas) of the approximately 40 growth companies of the Mercado Alternativo Bursátil (the Spanish Alternative Equity Market, or "MAB"). This will enhance the visibility and liquidity of the stock.

About Gigas.com

Gigas is a Spanish company, listed on the Mercado Alternativo Bursátil (Spanish Alternative Equity Market or MAB) since 2015 (GIGA.MAB), which specialises in cloud computing services. Incorporated in 2011, it has become one of the world's leader providers in the sector, according to Gartner's “Magic Quadrant for Cloud Infrastructure as a Service” report. Gigas, which offers cloud computing solutions, stands out for its cutting-edge technology and exceptional technical support. With data centers in Madrid, Barcelona, Miami and Santiago de Chile, the company has offices in Spain, Colombia, Chile, Peru, Miami, Panama and Mexico. The company is the only public cloud services provider in Spain for European Commission institutions after winning the public tender held in 2015. Its platform offers a high level of security and is certified in accordance with international standards, such as ISO 27001 and PCI DSS Level 1.

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