

## OTRA INFORMACIÓN RELEVANTE



### HECHO RELEVANTE GIGAS HOSTING, S.A.

24 de junio de 2020

En cumplimiento de lo dispuesto 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, y según la Circular 6/2018 del Mercado Alternativo Bursátil, sobre información a suministrar por Empresas en Expansión.

Con motivo de la participación de GIGAS en el Spring European Midcap 2020, que este año se celebra de forma virtual, se adjunta la presentación corporativa que será empleada en dicho foro en las reuniones con inversores que tendrán lugar en el día de hoy.

Alcobendas, 24 de junio de 2020

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

# gigas



**Diego Cabezudo**  
CEO

## Investors Presentation

Spring European Midcap

JUNE

2020



## About Gigas

*Gigas is a cloud computing company that started to provide services in 2012, operating in the "Infrastructure as a Service" (IaaS) segment*

A sector with **significant growth rates** (over 25% per year in Spain and Latam, in the 2014-2018 period, according to Gartner), and consolidation opportunities.


Gigas has developed a **leading edge technology platform** (recognized by Gartner, MSPmentor, EuroCloud, The Cloud Awards and others) with an extremely intuitive and **easy to use user interface** (Control Panel).


Besides Spain, the company has **local offices throughout Latin America** with commercial and pre-sales staff in each country in which it operates, and a very qualified **technical support** in Spanish (24/7), that has been key to its success.


# Gigas at a glance

 **Employees**  
+100

 **Clients**  
+3,500

 **Offices**  
Mexico, USA, Colombia,  
Peru, Chile, Panamá,  
Spain & Portugal

 **Sector**  
“Infrastructure as a Service” (IaaS)

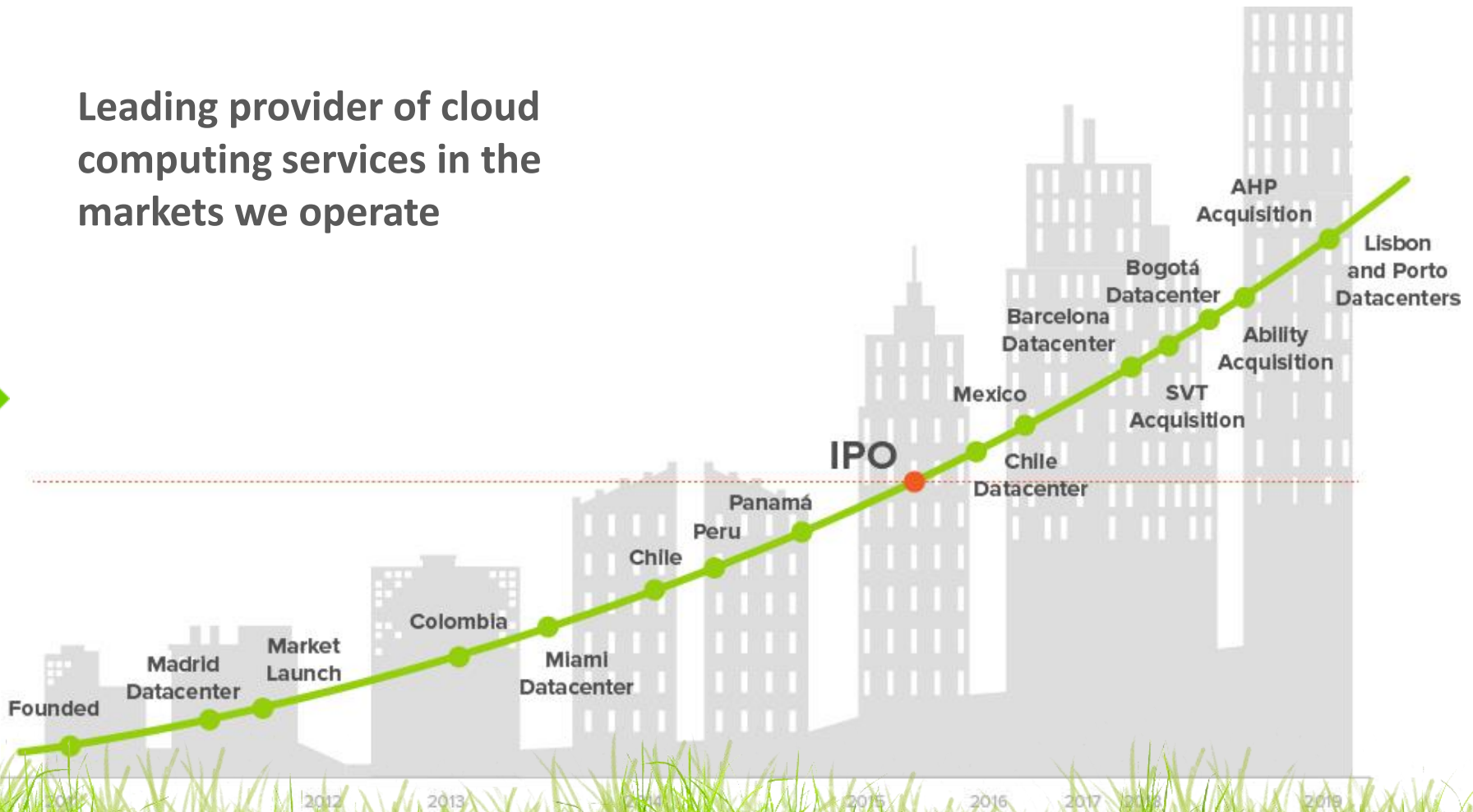
 **8 Datacenters**  
Madrid, Barcelona, Lisbon, Port  
Miami, Bogota & Santiago de Chile

 **Listed in Madrid  
Stock Exchange**



# Gigas' Timeline

Leading provider of cloud computing services in the markets we operate



# Experienced Team



**Moisés Israel**  
CHAIRMAN



**Diego Cabezudo**  
CEO



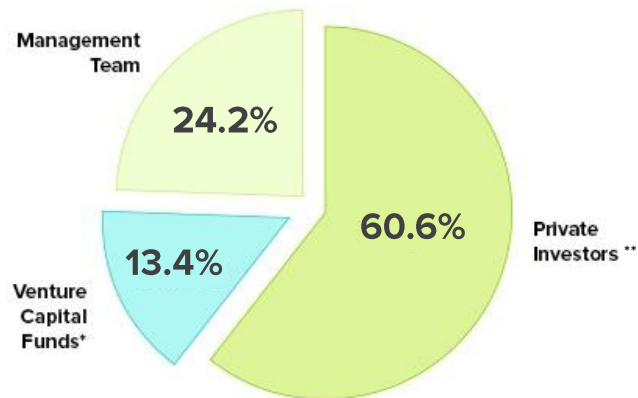
**José Antonio Arribas**  
COO

**Lola Molins**  
MARKETING DIRECTOR

**Alberto Fernández**  
SALES DIRECTOR

**Cristian García**  
FINANCIAL CONTROLLER

# Shareholders and Board of Directors



100% of Gigas 4.3 million shares are listed on the Alternative Stock Market (MAB) in the Madrid Stock Exchange

\* Bonsai Venture Capital and Caixa Capital Risc

\*\* 5 of those private investors have a seat in the Board (jointly controlling 9.4% of the shares)



Board of Directors Secretary: **Patricia Manca and Javier Mateos, PWC**  
Auditor: **Ernst&Young**

# Award Winning Technology



Proveedor de Servicios Cloud en España  
**MSPmentor Global Edition,  
2015 & 2016**



Proveedor Destacado a Nivel Mundial  
**Gartner Cloud Infrastructure  
as a Service 2013, 14, 15, 17 & 18**



Mejor Servicio IaaS del Mercado  
**Eurocloud 2013 & 2014**



Mejor Cloud Hoster Global  
**The Cloud Awards 2016, 2017**



Mejor Servicio de Cloud Hosting  
**eAwards 2013 & 2016**



Proveedor Oficial Cloud  
**for the European Commission**



1000 Empresas Europeas más Innovadoras  
y con Mayor Crecimiento (Puesto 126)  
**Financial Times 2017, 18**



Top 10 Proveedores de Soluciones SAP  
Innovadoras  
**Insight Success 2019**





# Some Companies Hosted at Gigas



# Infrastructure & Technology Partners

Getting the cloud infrastructure as close to the customer as possible is key for user experience, technical and regulatory reasons:

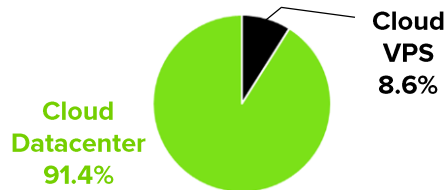
- Own infrastructure in eight external datacenters, with the highest Security and Availability certifications (Tier III and Tier IV): Madrid (two datacenters), Barcelona, Lisbon, Porto, Miami, Santiago de Chile and Bogota
- IT CAPEX Investment: €7.2M in the period 2011-19
- Ratio CAPEX / Sales down from 1.0x in 2012 to 0.12x in 2018 and 0.07x in 2019
- Plan is to continue opening new datacenters, with Mexico City probably being the next location

Main Technological Partners:

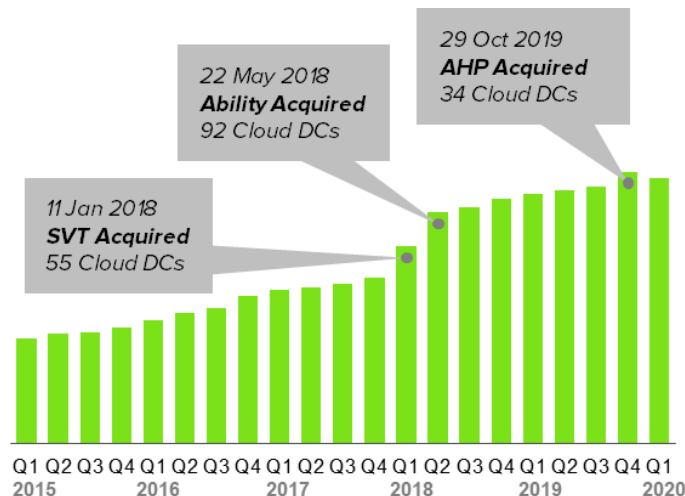


# Customer Figures

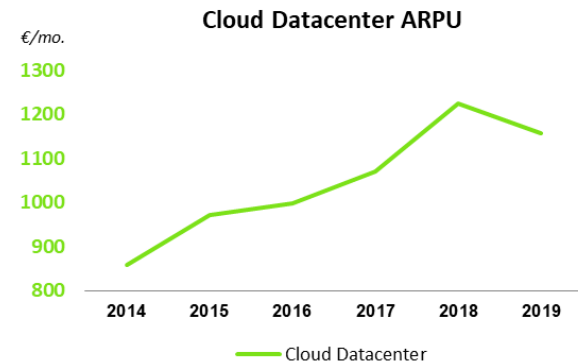
- **Cloud VPS customers reached 2,766 at the end of Q1 2020**, lower than the 3,083 a year earlier, but in line with Gigas' strategy of focusing on greater added value customers
- **Cloud Datacenter**, aimed at medium and large corporates, is Gigas' main product, accounting for 91.4% of gross revenues in Q1 2020



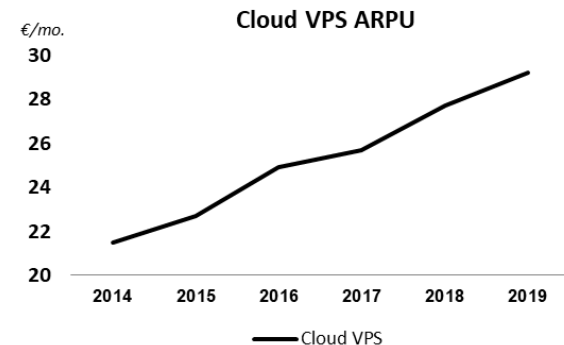
- **Cloud Datacenter customers reached 801 at the end of March 2020 (vs 753 a year earlier)**



- **Cloud Datacenter ARPU decreased in 2019 to €1,157/mo.** (€1,224 in 2018) due mainly to loss of a few large contracts with a partner



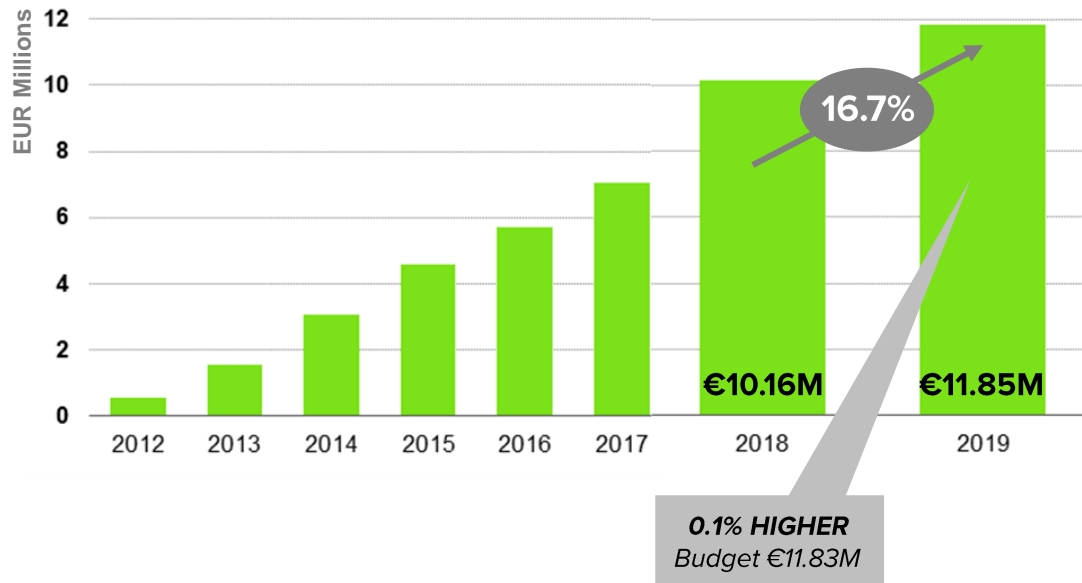
- **Cloud VPS ARPU continues to grow strong, ending 2019 at €29.2/mo.** (€27.7 in 2018), despite price war in that segment, as Gigas attracts higher value add customers



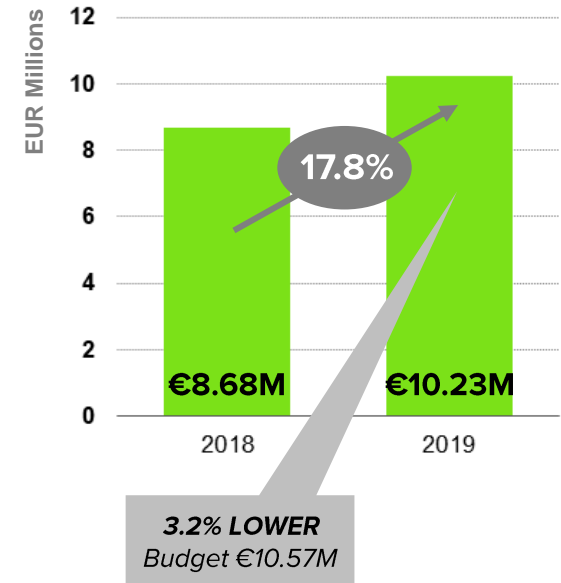
# Revenues FY 2019

- **Gross revenues reached €11.85 million in 2019, 16.7% higher than in 2018**, due mostly to organic growth and the AHP acquisition at the end of the year. Revenues in line with budget (0.1% higher)
- Net revenues grew 17.8% to €10.23M, but ended the year slightly below budget (3.2% lower), due mostly to loss of a significant partner at the beginning of the year

## Gross Revenues



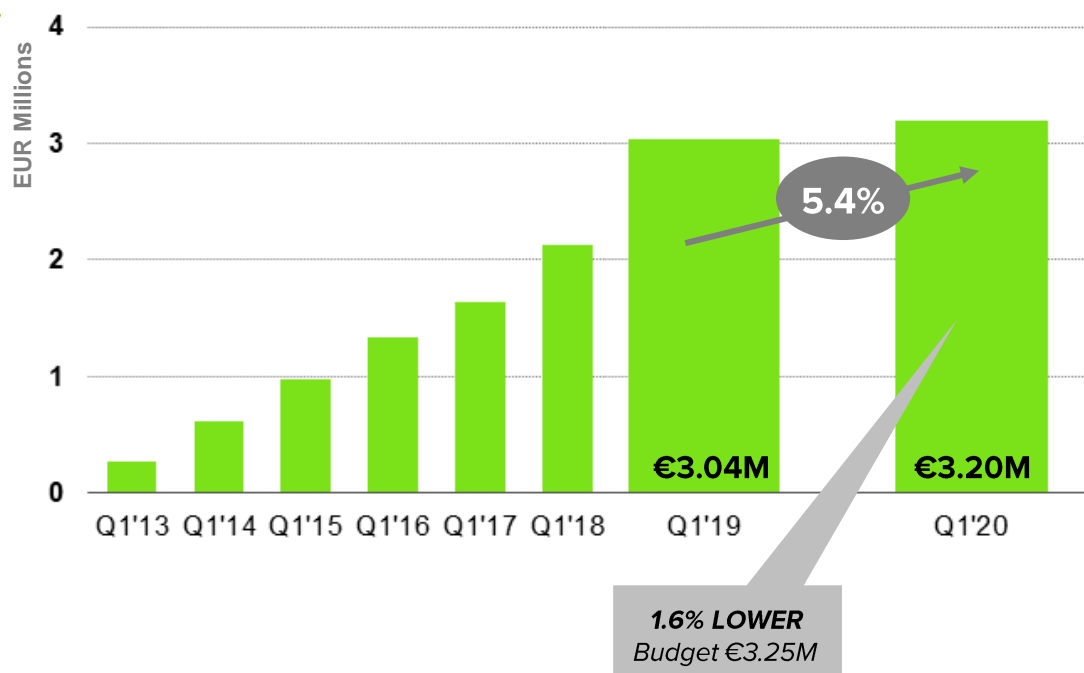
## Net Revenues



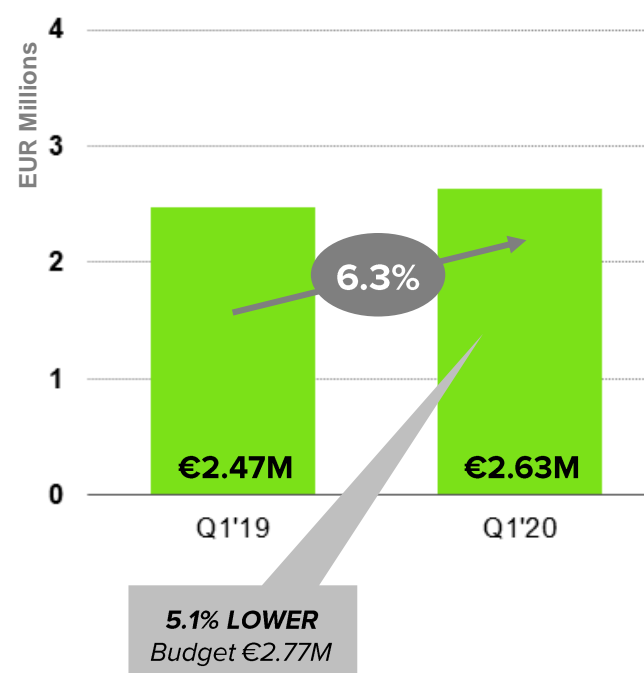
# Revenues Q1 2020

- **Gross revenues reached €3.20 million in Q1 2020, 5.4% higher than in Q1 2019.** Net revenues reached €2.63M in Q1 2020, 6.3% higher than the €2.47M from Q1 2019
- **Revenues lower than budgeted**, significantly impacted by severe depreciation of currencies in LATAM (down 25-30% in some countries). Revenues at currency constant rates would be €93K higher, representing a growth of 10.1%, y-o-y

## Gross Revenues

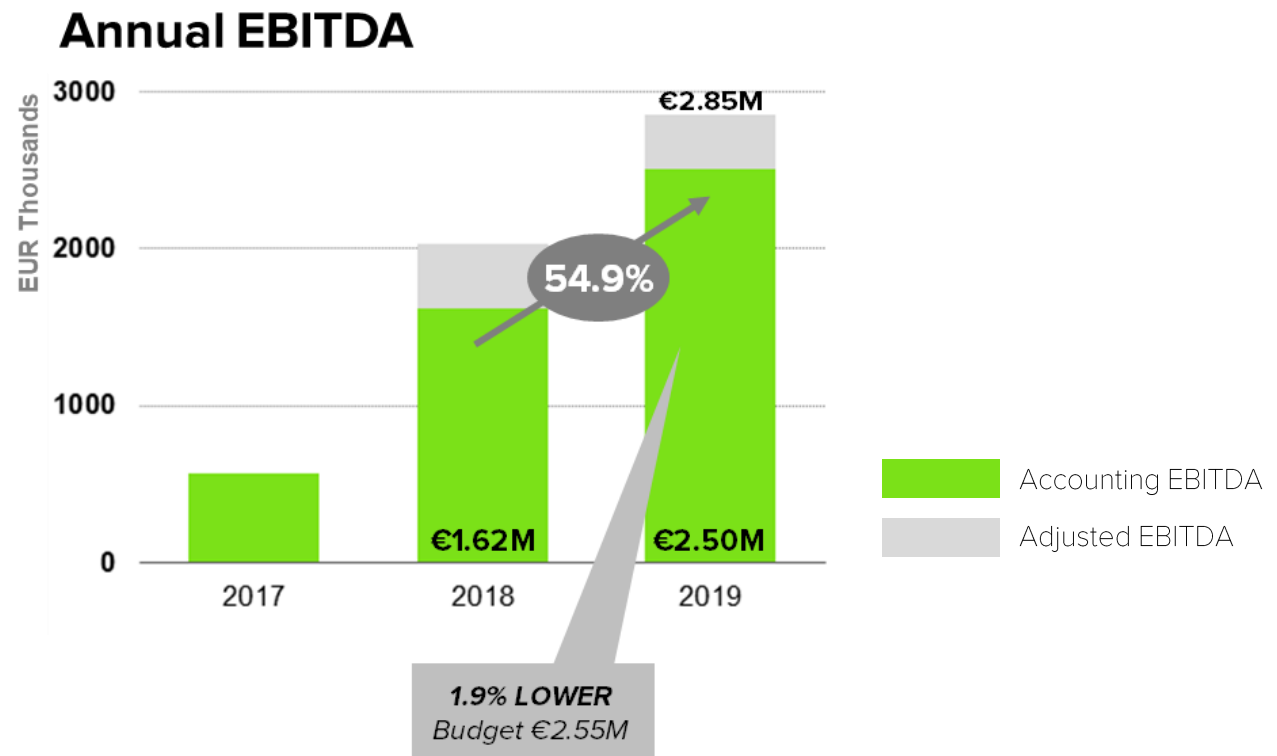


## Net Revenues



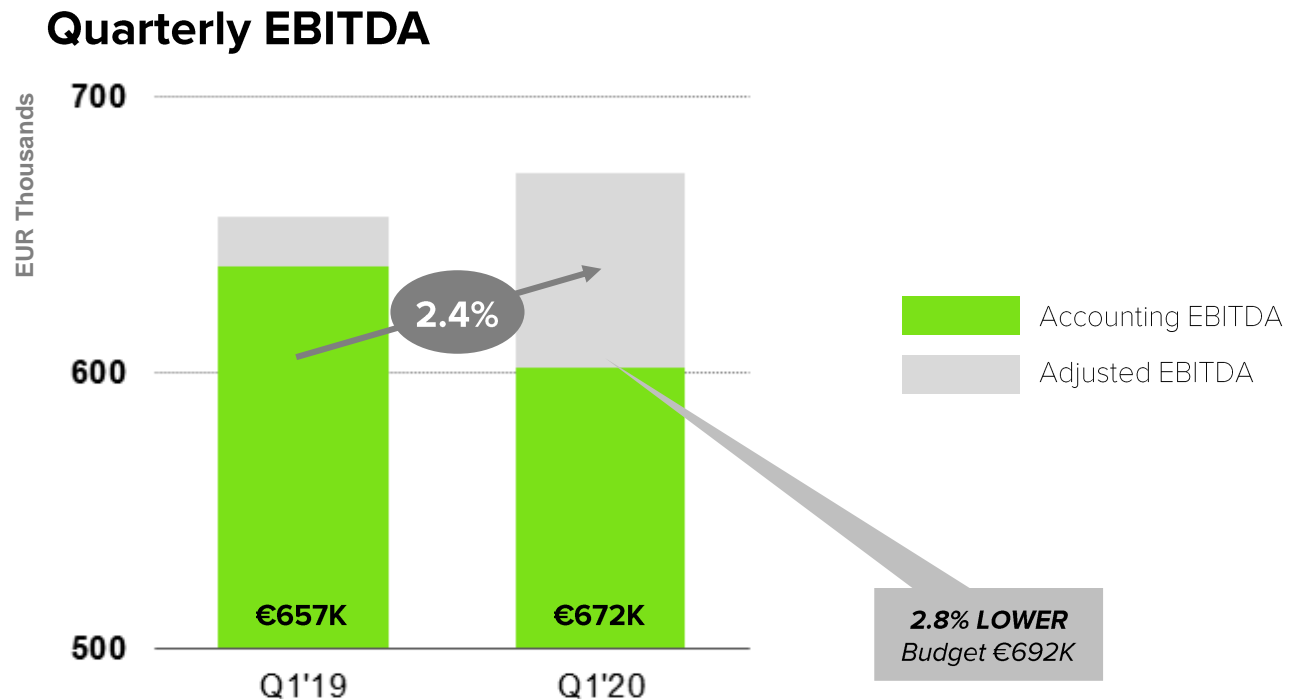
# EBITDA FY 2019

- **FY 2019 EBITDA grew 54.9% in the last year, reaching €2.50M**, due to organic growth, AHP contribution and cost efficiencies.
- Final EBITDA for the year slightly higher than guidance provided (€2.4M) but still a bit below budget (1.9% lower than €2.55M budgeted)
- A total of €348K of non-recurring costs (and not budgeted), related to M&A and stock options plans in the year. Excluding those, **recurring EBITDA in 2019 was €2.85M**



# EBITDA Q1 2020

- **Q1 2020 EBITDA (before M&A and stock options) reached €0.67M in the quarter, 2.4% higher than the EBITDA from Q1 2019**
- **EBITDA in the quarter was slightly below budget**, due mostly to the impact from currencies in LATAM. At constant currency rates, EBITDA would have been €0.74M, 12.1% higher than a year ago
- EBITDA also lower than the previous quarter due to annual cost increases from software licenses, personnel and datacenters and the aforementioned FX impact



# 2019 Results Compared to 2018 and Budget

## CONSOLIDATED INCOME STATEMENT

<i>Figures in EUR</i>	2019		2018		Budget 2019	
	JAN-DEC	%	JAN-DEC	%	JAN-DEC	%
<b>Gross sales</b>	<b>11,846,249</b>	<b>16.7%</b>	<b>10,155,158</b>	<b>0.1%</b>	<b>11,832,270</b>	<b>0.1%</b>
Accrued sales	73,291	-184.1%	(87,111)	387.0%	15,050	387.0%
Sales discounts and promotions	(1,691,622)	22.2%	(1,384,168)	32.4%	(1,277,354)	32.4%
<b>Revenue</b>	<b>10,227,918</b>	<b>17.8%</b>	<b>8,683,880</b>	<b>-3.2%</b>	<b>10,569,966</b>	<b>-3.2%</b>
Own R&D costs capitalised	328,655	31.0%	250,881	38.1%	237,944	38.1%
Non-recurring income, grants and other	84,087	44.3%	58,255	189.4%	29,052	189.4%
<b>Cost of sales</b>	<b>(2,406,276)</b>	<b>27.8%</b>	<b>(1,882,547)</b>	<b>0.0%</b>	<b>(2,407,276)</b>	<b>0.0%</b>
Online and third-party customer acquisition costs	(58,973)	-8.2%	(64,221)	-59.1%	(144,035)	-59.1%
Datacenters and connectivity	(1,072,622)	31.9%	(813,510)	-0.2%	(1,074,957)	-0.2%
Other supplies	(1,274,681)	26.9%	(1,004,816)	7.3%	(1,188,284)	7.3%
<b>Gross profit</b>	<b>7,821,643</b>	<b>15.0%</b>	<b>6,801,332</b>	<b>-4.2%</b>	<b>8,162,690</b>	<b>-4.2%</b>
<i>Gross profit margin %</i>	<b>76.5%</b>	<b>-2.4%</b>	<b>78.3%</b>	<b>1.4%</b>	<b>77.2%</b>	<b>1.4%</b>
<b>Personnel expenses</b>	<b>(3,737,552)</b>	<b>16.0%</b>	<b>(3,220,911)</b>	<b>-3.5%</b>	<b>(3,874,531)</b>	<b>-3.5%</b>
Salaries and wages	(3,102,409)	16.4%	(2,665,992)	-3.6%	(3,219,302)	-3.6%
Social security costs	(635,143)	14.5%	(554,920)	-3.1%	(655,229)	-3.1%
<b>Other operating expenses</b>	<b>(1,971,043)</b>	<b>-13.3%</b>	<b>(2,274,573)</b>	<b>-1.6%</b>	<b>(2,002,611)</b>	<b>-1.6%</b>
External services	(1,847,758)	1.6%	(1,819,352)	0.1%	(1,846,527)	0.1%
Professional services and other	(1,664,349)	1.6%	(1,637,806)	7.8%	(1,543,225)	7.8%
Marketing and advertising	(183,409)	1.0%	(181,546)	-39.5%	(303,301)	-39.5%
Losses, impairment and changes in trade provisions	(123,285)	-72.9%	(455,222)	-21.0%	(156,084)	-21.0%
<b>Other income and expenses</b>	<b>(21,287)</b>		<b>1,369</b>		<b>-</b>	
<b>EBITDA</b>	<b>2,504,501</b>	<b>54.9%</b>	<b>1,616,352</b>	<b>-1.9%</b>	<b>2,552,544</b>	<b>-1.9%</b>
<i>EBITDA margin, %</i>	<b>24.5%</b>	<b>31.6%</b>	<b>18.6%</b>	<b>1.4%</b>	<b>24.1%</b>	<b>1.4%</b>



# Q1 2020 Results vs. Q1 2019 and vs. Budget

## CONSOLIDATED INCOME STATEMENT

Figures in EUR

	2020 JAN-MAR	2019 JAN-MAR	% Chg.	2020 budget JAN-MAR
<b>Gross sales</b>	<b>3.200.613</b>	<b>3.036.615</b>	<b>(1,6%)</b>	<b>3.252.899</b>
Accrued sales	(125.410)	(148.969)	51,2%	(82.970)
Sales discounts and promotions	(444.114)	(413.529)	11,6%	(398.023)
<b>Revenue</b>	<b>2.631.089</b>	<b>2.474.118</b>	<b>(5,1%)</b>	<b>2.771.906</b>
Own R&D costs capitalised	111.110	62.714	5,1%	105.705
Non-recurring income, grants and other	27.618	9.987	204,7%	9.063
<b>Cost of sales</b>	<b>(686.199)</b>	<b>(563.174)</b>	<b>(6,0%)</b>	<b>(730.238)</b>
Online and third-party customer acquisition costs	(6.968)	(16.301)	25,1%	(5.572)
Datacenters and connectivity	(302.578)	(257.580)	(3,0%)	(312.016)
Other supplies	(376.653)	(289.292)	(8,7%)	(412.650)
<b>Gross margin *</b>	<b>1.944.890</b>	<b>1.910.944</b>	<b>(4,7%)</b>	<b>2.041.668</b>
<i>Gross margin, %</i>	<b>73,9%</b>	<b>77,2%</b>		<b>73,7%</b>
<b>Personnel expenses</b>	<b>(1.037.935)</b>	<b>(874.737)</b>	<b>(1,4%)</b>	<b>(1.052.329)</b>
Salaries and wages	(793.020)	(719.758)	(2,1%)	(809.917)
Stock Option related	(70.674)	(13.582)	(0,0%)	(70.677)
Social security costs	(174.241)	(141.397)	1,5%	(171.735)
<b>Other operating expenses</b>	<b>(444.030)</b>	<b>(467.774)</b>	<b>(8,0%)</b>	<b>(482.797)</b>
External services	(418.836)	(426.111)	(6,2%)	(446.302)
Professional services and other	(390.429)	(388.547)	(4,6%)	(409.377)
Marketing and publicity	(28.407)	(37.564)	(23,1%)	(36.925)
Losses, impairment and changes in trade provisions	(25.194)	(41.663)	(31,0%)	(36.494)
<b>Other income and expenses</b>	<b>(6)</b>	<b>(2.502)</b>	<b>-</b>	<b>-</b>
<b>EBITDA</b>	<b>601.647</b>	<b>638.633</b>	<b>(3,2%)</b>	<b>621.310</b>
<i>EBITDA margin, %</i>	<b>22,9%</b>	<b>25,8%</b>		<b>22,4%</b>
<b>EBITDA before M&amp;A and stock options</b>	<b>672.321</b>	<b>656.755</b>	<b>(2,8%)</b>	<b>691.987</b>
<i>Adjusted EBITDA margin, %</i>	<b>25,6%</b>	<b>26,5%</b>		<b>25,0%</b>

NB \*: Gross income calculated as "Revenue" less "Cost of sales".

# 2020 Budget and Potential COVID-19 Impact

- Due to COVID-19 crisis and currencies, we expect Q2 to be impacted negatively from discounts and subsidies offered to help customers, loss of some customers, bad debt and the already mentioned currency impact
- We expect to see an improvement in Q3, and Q4 going back to normal levels

## 2020 CONSOLIDATED BUDGET

EUR	Q1	Q2	Q3	Q4	2020b	%	2019
<b>Gross sales</b>	<b>3,252,899</b>	<b>3,263,105</b>	<b>3,431,583</b>	<b>3,843,509</b>	<b>13,791,095</b>	<b>16.4%</b>	<b>11,846,249</b>
Accrued sales	(82,970)	92,818	131,134	(118,283)	22,699	-69.0%	73,291
Sales discounts and promotions	(398,023)	(396,336)	(421,410)	(485,780)	(1,701,548)	0.6%	(1,691,622)
<b>Revenue</b>	<b>2,771,906</b>	<b>2,959,588</b>	<b>3,141,307</b>	<b>3,239,445</b>	<b>12,112,246</b>	<b>18.4%</b>	<b>10,227,918</b>
Own R&D costs capitalised	105,705	107,705	96,205	87,205	396,820	20.7%	328,655
Non-recurring income, grants and other	9,063	9,063	9,063	9,063	36,252	-56.9%	84,087
<b>Cost of sales</b>	<b>(730,238)</b>	<b>(750,260)</b>	<b>(768,054)</b>	<b>(783,019)</b>	<b>(3,031,571)</b>	<b>26.0%</b>	<b>(2,406,276)</b>
Online and third-party customer acquisition costs	(5,572)	(10,235)	(13,267)	(13,669)	(42,744)	-27.5%	(58,973)
Datacenters and connectivity	(312,016)	(312,246)	(316,246)	(316,246)	(1,256,753)	17.2%	(1,072,622)
Other supplies	(412,650)	(427,779)	(438,541)	(453,104)	(1,732,074)	35.9%	(1,274,681)
<b>Gross profit</b>	<b>2,041,668</b>	<b>2,209,328</b>	<b>2,373,253</b>	<b>2,456,426</b>	<b>9,080,675</b>	<b>16.1%</b>	<b>7,821,643</b>
<i>Gross profit margin %</i>	<b>73.7%</b>	<b>74.6%</b>	<b>75.5%</b>	<b>75.8%</b>	<b>75.0%</b>	<b>-2.0%</b>	<b>76.5%</b>
<b>Personnel expenses</b>	<b>(1,052,329)</b>	<b>(1,085,240)</b>	<b>(1,071,269)</b>	<b>(1,044,645)</b>	<b>(4,253,483)</b>	<b>13.8%</b>	<b>(3,737,552)</b>
Salaries and wages	(880,594)	(908,215)	(896,730)	(867,112)	(3,552,651)	14.5%	(3,102,409)
Social security costs	(171,735)	(177,025)	(174,539)	(177,533)	(700,832)	10.3%	(635,143)
<b>Other operating expenses</b>	<b>(482,797)</b>	<b>(524,996)</b>	<b>(504,230)</b>	<b>(542,288)</b>	<b>(2,054,311)</b>	<b>4.2%</b>	<b>(1,971,043)</b>
External services	(446,302)	(484,811)	(463,210)	(499,058)	(1,893,381)	2.5%	(1,847,758)
Professional services and other	(409,377)	(421,960)	(418,435)	(427,783)	(1,677,555)	0.8%	(1,664,349)
Marketing and publicity	(36,925)	(62,851)	(44,775)	(71,275)	(215,826)	17.7%	(183,409)
Losses, impairment and changes in trade provisions	(36,494)	(40,185)	(41,020)	(43,230)	(160,930)	30.5%	(123,285)
<b>Other income and expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>(21,287)</b>
<b>EBITDA</b>	<b>621,310</b>	<b>715,860</b>	<b>903,022</b>	<b>965,761</b>	<b>3,205,953</b>	<b>28.0%</b>	<b>2,504,501</b>
<i>EBITDA margin, %</i>	<b>22.4%</b>	<b>24.2%</b>	<b>28.7%</b>	<b>29.8%</b>	<b>26.5%</b>	<b>8.1%</b>	<b>24.5%</b>

# New Services: Virtual Desktop, Disaster Recovery

- New services have been launched to cater for what companies are demanding today

Gigas Virtual Desktop

yourcompany.gigasdesktop.com

**gigas**  
Virtual Desktop

Credenciales

demo1 ✓

Contraseña :

Conectar

03:40 a. m.  
23/04/2020



# Inorganic Growth

- The cloud and hosting market is dominated by 3-4 large players (c.50% of the market) whereas the other half is extremely fragmented.
- Gigas is exploiting the opportunity to acquire companies with good business customer bases which bring volume and significant synergies.
- **Two companies acquired during 2018, SVT (€0.8M revs, Spain) and Ability (€1.6M revs, Colombia)**
- **AHP acquired at the end of 2019**
  - Based in Portugal and focused on mid market customers that search quality cloud services
  - €1.2M revs and aprox. €0.3M EBITDA
  - Lean organization with seven employees
  - Two datacenters, Lisbon and Porto
- The Company is evaluating new acquisition opportunities, now focused on Spain and Europe

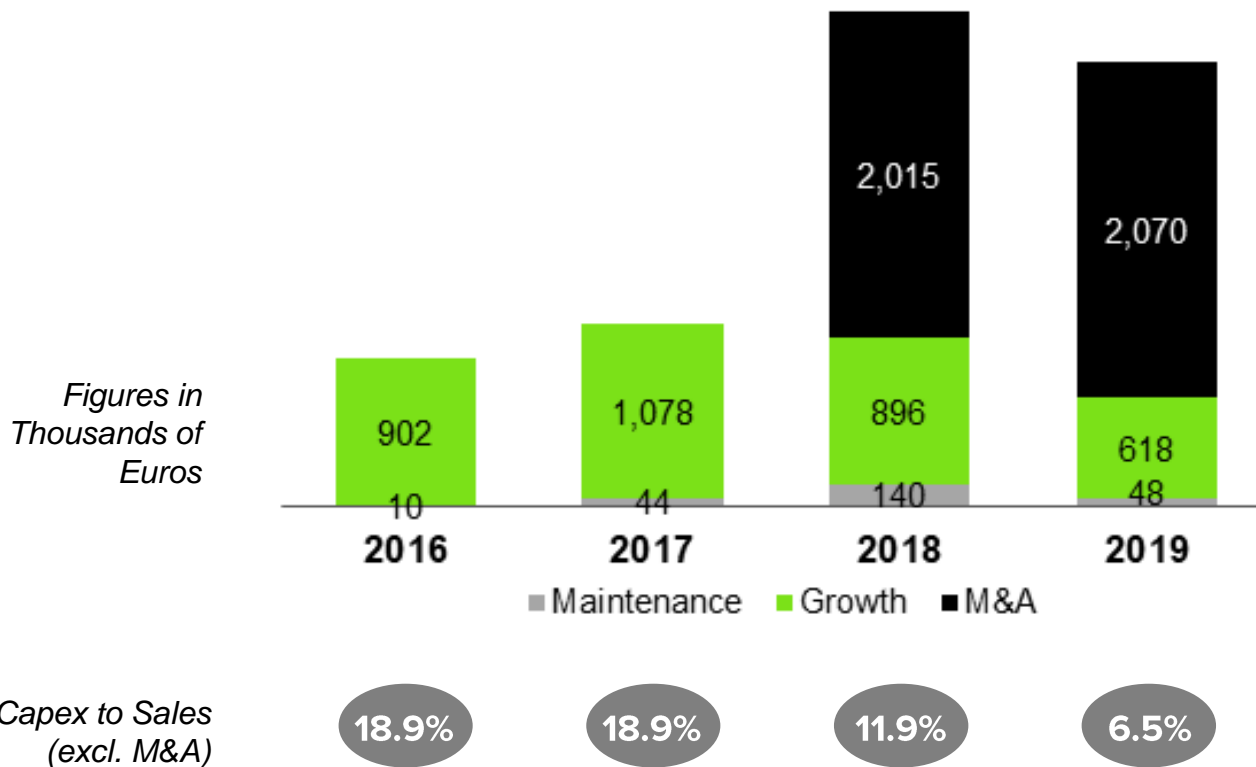
# 2019 Balance Sheet

- Intangible assets, Deferred tax liabilities and Receivables grew substantially linked to the AHP acquisition (and the other two acquisitions from 2018)
- Investment in property, plant and equipment **was €0.67M**, €0.33M less than the previous year and also €0.35M short of the €1.02M budgeted (6.5% capex-to-sales ratio)
- **Convertible Bonds totaling €2.5M were issued in April 2018**; €0.7M are classified as Other Equity Instruments and €1.94M as long-term debt under Non-Current Liabilities. If converted, shares to be issued would be approximately 700k (c. 13.9%)

ASSETS			LIABILITIES		
<i>Figures in EUR</i>	2019	2018	<i>Figures in EUR</i>	2019	2018
<b>NON-CURRENT ASSETS</b>	<b>11,429,337</b>	<b>9,458,721</b>	<b>EQUITY</b>	<b>5,132,862</b>	<b>5,054,414</b>
Intangible assets	5,912,771	4,025,740	Shareholders' equity	5,205,520	5,066,665
Software, R&D and others	1,308,108	1,295,213	Capital and Share premium	8,813,059	8,813,059
Customer relations	4,604,663	2,730,526	Reserves and Treasury Shares	(538,808)	(525,400)
<b>Property, plant and equipment NET</b>	<b>3,056,929</b>	<b>2,986,213</b>	Prior year's losses and current year	(4,137,414)	(4,353,258)
+ Gross Tangible Assets	7,725,455	6,528,019	Other equity instruments	1,068,684	1,132,264
- Accumulated Depreciation	(4,668,526)	(3,541,806)	<b>Conversion differences</b>	<b>(94,318)</b>	<b>(48,706)</b>
<b>Non-current investments</b>	<b>36,461</b>	<b>171,762</b>	<b>Grants and Subsidies</b>	<b>21,660</b>	<b>36,455</b>
<b>Deferred tax assets</b>	<b>2,423,176</b>	<b>2,275,007</b>	<b>NON-CURRENT LIABILITIES</b>	<b>6,431,382</b>	<b>4,502,451</b>
			Non-current payables	5,225,922	3,760,116
<b>CURRENT ASSETS</b>	<b>4,429,453</b>	<b>4,011,734</b>	Convertible bonds	1,940,362	1,794,192
Trade and Other Receivables	2,445,067	1,550,469	Bank borrowings and Finance leases	3,285,560	1,965,924
Customer Receivables	2,072,620	1,286,468	<b>Deferred tax liabilities</b>	<b>1,205,460</b>	<b>742,335</b>
Tax, Personnel and Other Receivables	372,447	264,001	<b>CURRENT LIABILITIES</b>	<b>4,294,546</b>	<b>3,913,591</b>
<b>Investments</b>	<b>144,443</b>	<b>15,933</b>	<b>Current provisions</b>	<b>1,520,868</b>	<b>910,786</b>
<b>Prepayments for current assets</b>	<b>275,499</b>	<b>269,221</b>	Provisions	283,622	188,930
<b>Cash and cash equivalents</b>	<b>1,564,444</b>	<b>2,176,111</b>	Trade and other payables	1,237,246	721,856
			<b>Current payables</b>	<b>2,200,969</b>	<b>2,356,805</b>
			<b>Current accruals</b>	<b>572,709</b>	<b>646,000</b>
<b>TOTAL ASSETS</b>	<b>15,858,790</b>	<b>13,470,455</b>	<b>TOTAL LIABILITIES</b>	<b>15,858,790</b>	<b>13,470,456</b>

# CAPEX Evolution 2016-2019

- CAPEX to Sales ratio continues to improve, **reaching 6.5% in 2019**. CAPEX in Q1 2020 was 0.21M, representing about 8.0% of net revenues
- Most CAPEX related to growing capacity for new customers, while maintenance or replacement CAPEX still very limited.
- R&D works capitalized not included as CAPEX



# 2019 Cashflow Statement

<i>Figures in Euros</i>	2019
<b>EARNINGS BEFORE TAXES</b>	<b>271,125</b>
<b>Result Adjustments</b>	<b>2,155,445</b>
Changes in accruals and bad debt	73,724
D&A	1,825,413
Other non-cash (R&D capit., ESOP, Subsidies...)	(151,655)
Net financial result	407,963
<b>Changes in Working Capital</b>	<b>(25,926)</b>
<b>Interest and Taxes Outflows</b>	<b>(501,249)</b>
Interests	(215,405)
Taxes	(285,844)
<b>CASHFLOW FROM OPERATIONS</b>	<b>1,899,394</b>
<b>Investment Outflows</b>	<b>(2,314,507)</b>
Intangible assets payments	(67,587)
PP&E payments	(786,191)
Payments related to acquisitions	(1,460,730)
<b>Investment Inflows</b>	<b>15,000</b>
<b>CASHFLOW FROM INVESTMENT ACTIVITIES</b>	<b>(2,299,507)</b>
<b>Financing Outflows</b>	<b>(211,554)</b>
Equity instruments acquisitions	(302,010)
New debt raised	1,657,669
Debt amortisation	(1,567,213)
<b>CASHFLOW FROM FINANCING ACTIVITIES</b>	<b>(211,554)</b>
<b>NET INCREASE (DECREASE) IN CASH</b>	<b>(611,667)</b>
<i>Cash at beginning of period</i>	<i>2,176,111</i>
<i>Cash at end of period</i>	<i>1,564,444</i>

- The Company used €0.50M of cash for financial costs and taxes and €1.57M for repaying financial debt during 2019
- New debt was raised for a total of €1.66M, to fund CAPEX payments and the AHP acquisition
- Gigas spent €0.79M for IT equipment and €68K for intangible assets
- A total of €1.46M were allocated to acquisitions, mostly AHP, but also €0.45M deferred payments related to the SVT and Ability acquisition from 2018
- Net €301K used buying Gigas' shares, incl. shares purchased by the Liquidity Provider. The Company used €315K for buying shares to fulfill ESOP obligations without diluting its shareholders
- Gigas generated €1.9M in cash flow from operations, **resulting in over one million free cash flow, after subtracting CAPEX**

# Debt Evolution

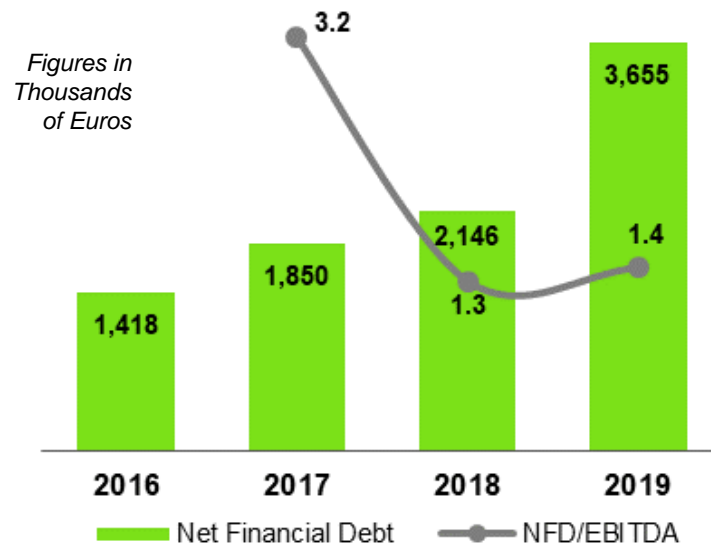
- Net Financial Debt / EBITDA increased slightly to 1.46x, 1.28x if adjusted EBITDA used
- Gross debt increased substantially at the end of the year, due to the acquisition of AHP (adds a total of aprox. €2M)

Figures in Euros

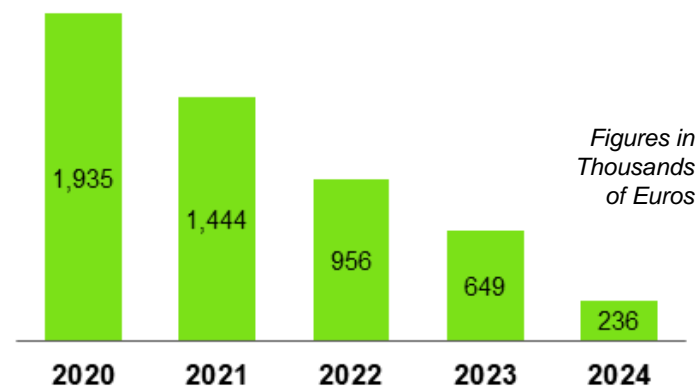
	2019	2018	Diff %
<b>R&amp;D and Banks Debt LT</b>	2,535,889	1,965,924	29.0%
<b>M&amp;A Related Debt LT</b>	749,671	0	-
<b>R&amp;D and Banks Debt ST</b>	1,624,544	1,872,930	-13.3%
<b>M&amp;A Related Debt ST</b>	310,000	483,436	-35.9%
<b>GROSS FINANCIAL DEBT</b>	<b>5,220,104</b>	<b>4,322,291</b>	<b>20.8%</b>
<b>Cash at hand</b>	1,564,444	2,176,111	-28.1%
<b>Net Financial Debt</b>	<b>3,655,661</b>	<b>2,146,180</b>	<b>70.3%</b>
<b>EBITDA</b>	2,504,501	1,616,352	54.9%
<b>NFD/EBITDA</b>	1.46*	1.33	9.9%

- \* NFD/EBITDA 2019 calculated over accounting EBITDA
- Convertible bonds or trade payables not included as financial debt
- Current Investments not included in Cash at hand (€144K)

## Net Financial Debt



## Financial Debt Maturities







## Share Evolution and Analysts' Reports

- Share remained fairly flat during 2019, ending at €6.82 at year end, a 4.9% increase during the year
- Share Price hit by the COVID-19 impact on markets reaching a low of €4.15 in March, but recovering since then
- Management believes share price will continue recovering when the markets stabilize and will reflect the value of GIGAS and its growing cash generation
- **Analysts also very positive about the Company, with an consensus target price of €8.97**
  - GVC Gaesco, **BUY**, €9.86. MAR'20
  - Estrategias de Inversión, **BUY**. APR'20
  - Renta4, **BUY**, €8.6-€9.2. OCT'19
  - UDEKTA, **BUY**, €8.9. APR'20
  - MABIA, **BUY**, €8.25. JUL'19

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**gigas**

**Thank  
you**

