



## PRESS RELEASE

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The company presents guidance for 2018

# **Gigas expects revenue to grow by 35% and EBITDA to reach EUR 1.3 million**

Gigas (GIGA.MAB), a Spanish multinational clouding computer services company, has unveiled its budget for 2018. The Company estimates gross sales of EUR 9.29 million and revenue of EUR 8.07 million, up 35% from 2017.

Giga expects SVT, acquired last month, to contribute approximately 9% of gross sales in 2018, with organic growth making up the rest.

The company expects EBITDA to reach EUR 1.34 million (vs. the EUR 0.59 million estimate for 2017), driven by operational leverage, cost optimisation and sales growth. This would give an EBITDA margin of 16.6%, leaving Gigas poised to deliver a net profit and become cash flow positive in the second half of the year.

Meanwhile, Gigas is budgeting a gross margin for 2018 of around 75%, above the industry average, despite increasing the number of data centers it runs (to six from four in 2017) after the SVT acquisition, and the higher cost of licenses and equipment maintenance.

According to Gigas CEO Diego Cabezudo, *“We are kicking off 2018 with the SVT acquisition, and starting on the path of inorganic growth targeted for this year”*. He added, *“we are still evaluating corporate deals that can add value and scale to the company, whose revenue would lead to upward revisions to our 2018 forecasts”*.

### **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 to both large companies and SMEs, 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.

Gigas is only the only 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.



# gigas

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For more information:  
Bárbara González  
T.: +34 603 578 654  
[comunicacion@gigas.com](mailto:comunicacion@gigas.com)