



HECHO RELEVANTE
GIGAS HOSTING, S.A.

5 de febrero de 2018

En cumplimiento con 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 15/2016 del Mercado Alternativo Bursátil (en adelante "MAB") sobre información a suministrar por Empresas en Expansión.

Con motivo de las reuniones que GIGAS tendrá con accionistas de la Compañía e inversores potenciales durante el día 6 de febrero de 2018 en el *Frankfurt European Midcap Event 2018*, con objeto de informarles de primera mano sobre la evolución de la Compañía, a continuación se adjunta la presentación corporativa que será empleada.

Alcobendas, 5 de febrero de 2018

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

gigas

the cloud hosting company TM

Investors Presentation

Feb 2018

gigas.com

About Gigas

- Gigas is a cloud computing company founded in October 2011, operating in the "**Infrastructure as a Service**" (IaaS) sector
- 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)
- The company has **local offices** with commercial and pre-sales staff in each country in which it operates, and a very qualified **technical support** in Spanish (24/7), which has been key to its success both in Spain and Latinamerica

Gigas at a Glance



Employees

+75



Sector

“Infrastructure as a Service” (IaaS)



Customers

+4,000



5 Datacenters

Spain, USA, Chile (Tier III & IV)

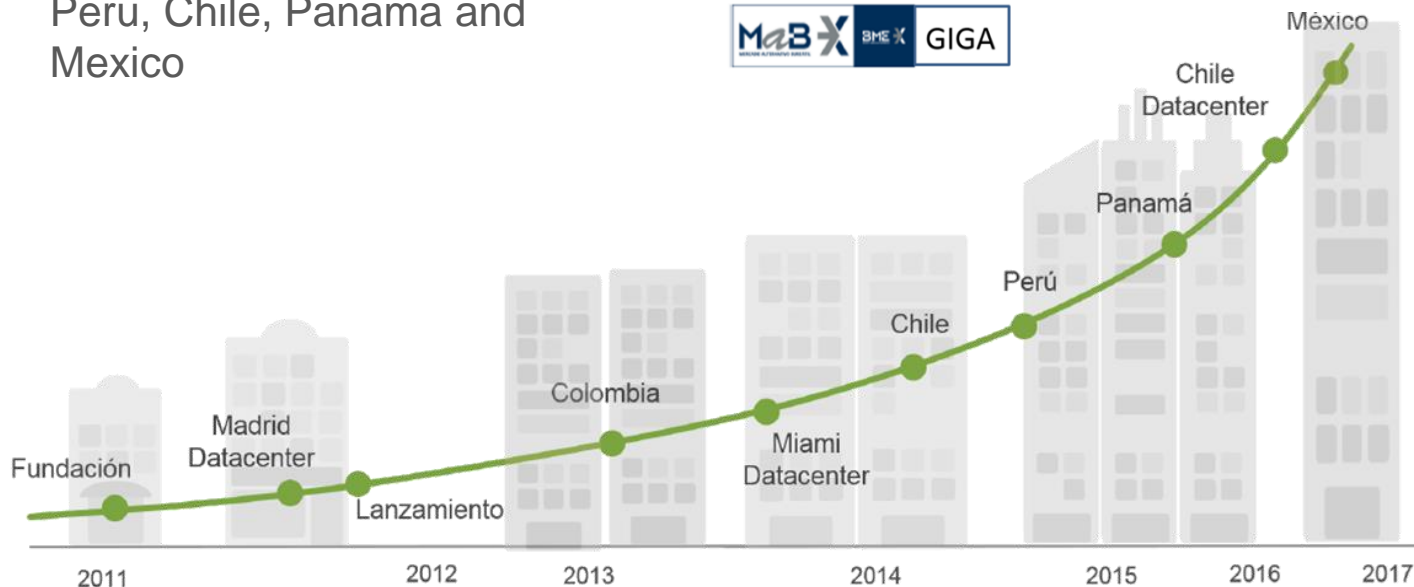


Offices

Spain, USA, Colombia,
Peru, Chile, Panama and
Mexico



Listed on the Madrid Stock Exchange



Track Record

- In just six years (2012-2017), Gigas has attracted about 4,000 business customers, making it one of the leading IaaS providers in Spain and the only official Spanish cloud provider for the European Commission and its government bodies
- The company's business model is based on recurring revenues and low churn, and stands out for its flexibility, cost control and innovative features as well as its ability to expand to new markets or countries in a cost efficient manner.
- With an est. turnover of €7.1M in 2017 and c. €0.6M of EBITDA, Gigas expects to continue growing strong (36% in terms of sales, 135% in terms of EBITDA estimated for 2018) and has started to combine its good organic growth with acquisitions to achieve volume faster
 - The Company acquired a competitor (SVT) in January for a price equivalent to 0.8x sales. SVT will add €0.8M in revenues this year
 - Gigas has secured €2.5M in convertible bonds from investor Inveready for funding new acquisitions

GIGAS wants to be the leading IaaS provider in the Spanish-speaking countries and has a management team with execution power

Experienced Team



Moisés Israel

CHAIRMAN

José Antonio Arribas

COO

Diego Cabezudo

CEO

Lola Molins

MARKETING DIRECTOR

Alberto Fernández

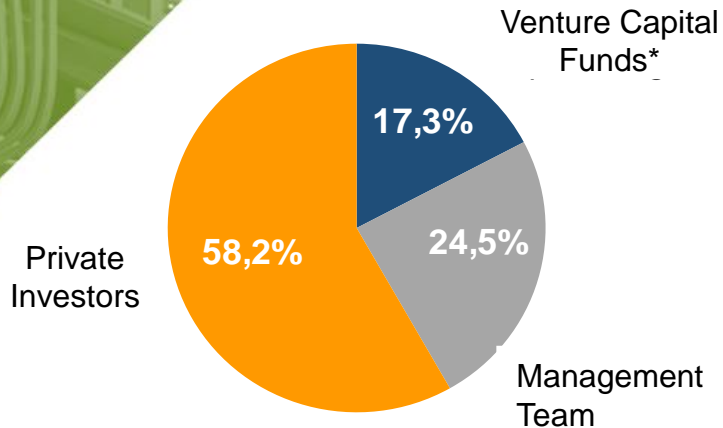
SALES DIRECTOR

Cristian García

FINANCE CONTROLLER

Shareholders and Board of Directors

Shareholders



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

*Venture Capital Funds:

- **Bonsai Venture Capital** (Investor in *idealista.com*, *Softonic*, *Tuenti*, *Infojobs*, *Offerum*, *Top Rural*, *Wuaki tv*,...)
- **Caixa Capital Risc**, La Caixa Group (investor in *Privalia*, *Groupalia*, *La Nevera Roja*,...)

Board of Directors



Board of Directors Secretary: **Patricia Manca, PWC**

Auditor: **Ernst&Young**

Well-known Reputation

1st

Cloud Service Provider in Spain
**MSPmentor Global Edition,
2015 & 2016**

1^o

Best Global Cloud Hosters
The Cloud Awards 2016, 2017

TOP
25

Significant Global Provider
**Gartner Cloud Infrastructure
as a Service 2013, 14, 15 & 17**

1^o

Best Cloud Hosting Service
eAwards 2013 & 2016

1st

Best IaaS Service
Eurocloud 2013 & 2014

TOP
5

Official Cloud Provider
for the European Commission

TOP
FT

1000 Europe's Fastest Growing Companies
(126th position)
Financial Times 2017

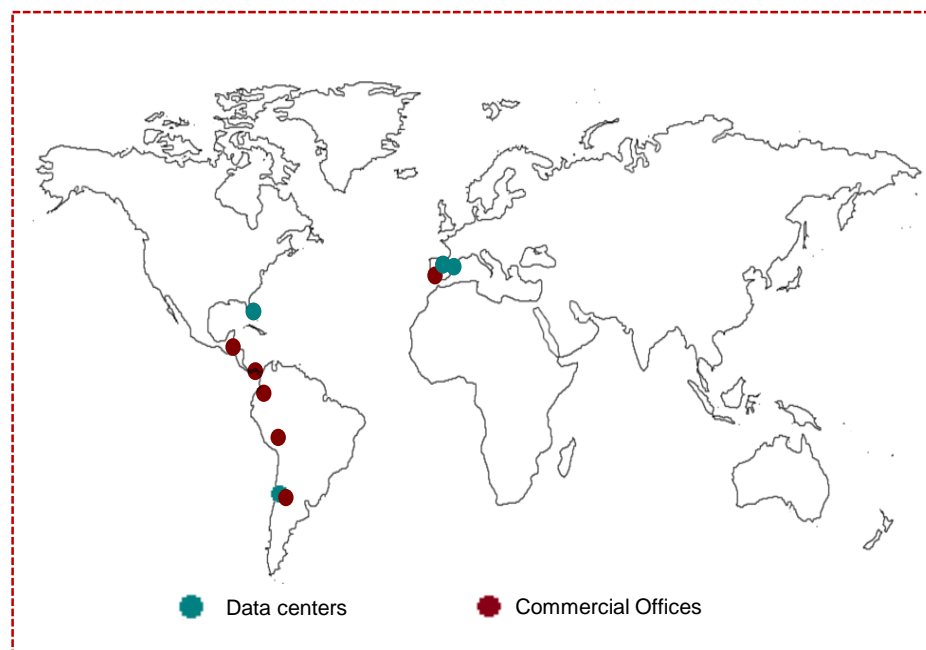


1000
Europe's Fastest
Growing Companies



Infrastructure & Technological Partners

- Own infrastructure in five external data centers, with the highest Security and Availability certifications (Tier III and Tier IV):
 - Madrid (two datacenters)
 - Barcelona
 - Miami
 - Santiago de Chile
- Infrastructure provided by market leaders: HP, NetApp, Cisco, Solidfire, Fortinet.
- CAPEX Investment: €6.2M in the period 2011-2017
- Ratio CAPEX / Sales down from 1.0x in 2012 to 0.17x in 2017 (0.12x expected in '18)



Main Partners



Some Companies Hosted by Gigas



More than
4,000
customers



Services and Customer Segments

gigas cloud hosting made easy customer login →

[Cloud Datacenter](#) [Cloud VPS](#) [about gigas](#) [frequently asked questions](#) [help & support](#) [control panel](#) [10 reasons](#) [blog](#) [twitter](#)



Cloud VPS

How to upgrade your old VPS to the new cloud platform? Cloud VPS is our answer to that question. Private servers, guaranteed resources and a next generation platform with all the advantages of cloud hosting: powerful, flexible, affordable, secure, immediate and easy.

- Better than a VPS: all the advantages of cloud hosting ✓
- Choose where to host your VPS: **Madrid or Miami** ✓
- Next generation platform: guaranteed resources ✓
- We help you migrate your services ✓
- If you are not satisfied, you get your money back ✓

Cloud VPS is great if:

 you have a website or a blog

 you have a conventional VPS

 you have multiple websites

 you have a shared hosting

 you use opensource solutions

 you are a developer or a designer

 **Now all our Cloud VPS with more RAM, Basic Administration and Unlimited Transfer.**
For more information contact our support department.

nova 2 FREE MONTHS \$16.5* per month <small>our most affordable plan to make the way to the cloud</small> 2 gigas of RAM guaranteed 25 gigas of disk 400GB + unlimited transfer* continue	pro 2 FREE MONTHS \$38* per month <small>Power and resources for most websites and applications</small> 4 gigas of RAM guaranteed 50 gigas of disk 600GB + unlimited transfer* continue	élite 2 FREE MONTHS \$64* per month <small>for demanding projects and performance websites</small> 5 gigas of ram guaranteed 75 gigas of disk 1200GB + unlimited transfer* continue	summmum 2 FREE MONTHS \$90* per month <small>Cloud VPS server to be full potential</small> 6 gigas of ram guaranteed 100 gigas of disk 1600GB + unlimited transfer* continue
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gigas cloud hosting made easy customer login →

[Cloud Datacenter](#) [Cloud VPS](#) [about gigas](#) [frequently asked questions](#) [help & support](#) [control panel](#) [10 reasons](#) [blog](#) [twitter](#)



Cloud Datacenter

Finally a cloud service easy to buy and use. Build your own cloud data center in one minute with all the power you need

- Real cloud, flexible, powerful and affordable ✓
- Grow up to 96GB of RAM and more than 100GHz of CPU! ✓
- Choose operating system and create your servers ✓
- Choose where to host your servers: **Madrid or Miami** ✓
- We help you migrate your services ✓

Configure your Cloud Datacenter



32 gigas

 **RAM**
32GB

 **CPU**
75GHZ

 **Disk**
600GB

 **Transfer**
4500GB

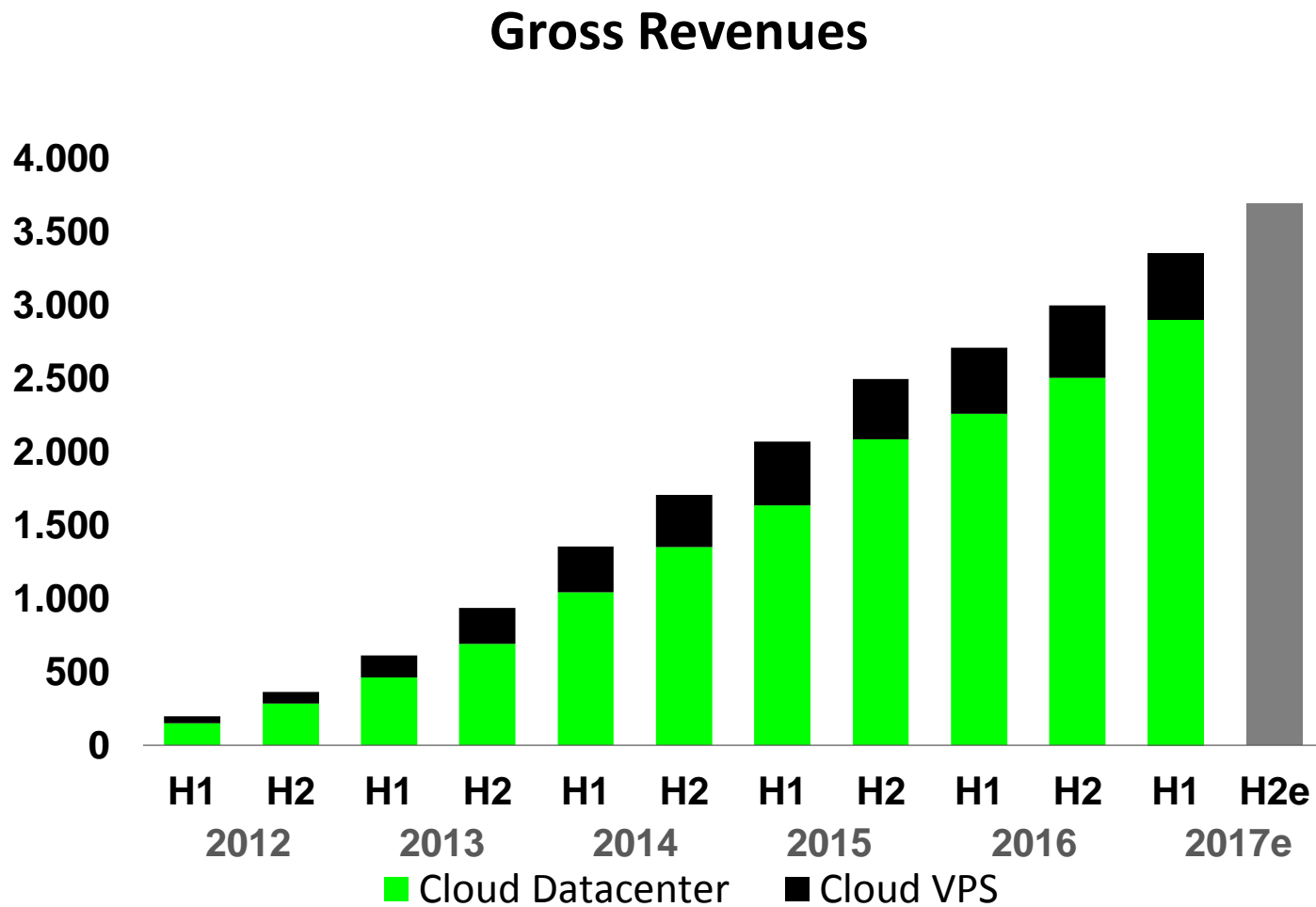
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Need a custom solution?

Give us a call without obligation at **+34 91 41 96 00** or if you prefer, we can call you, leave us your phone number here:

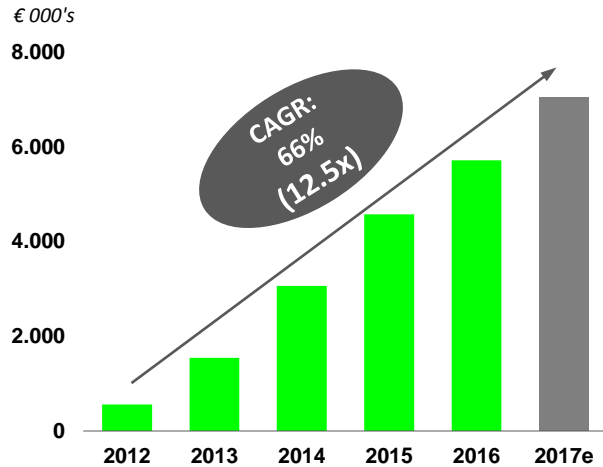
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Historical Sales Growth by Product

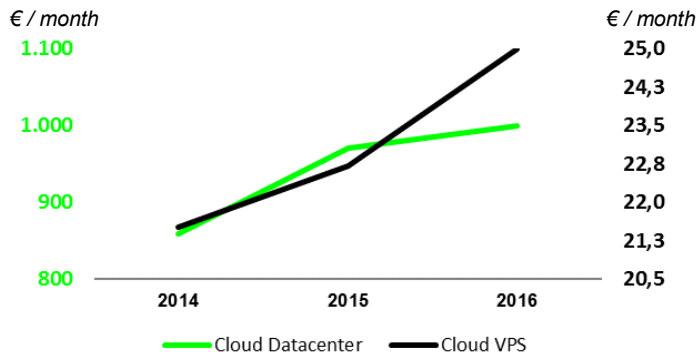


Sales and Customer KPIs 2012-2016 & 2017e

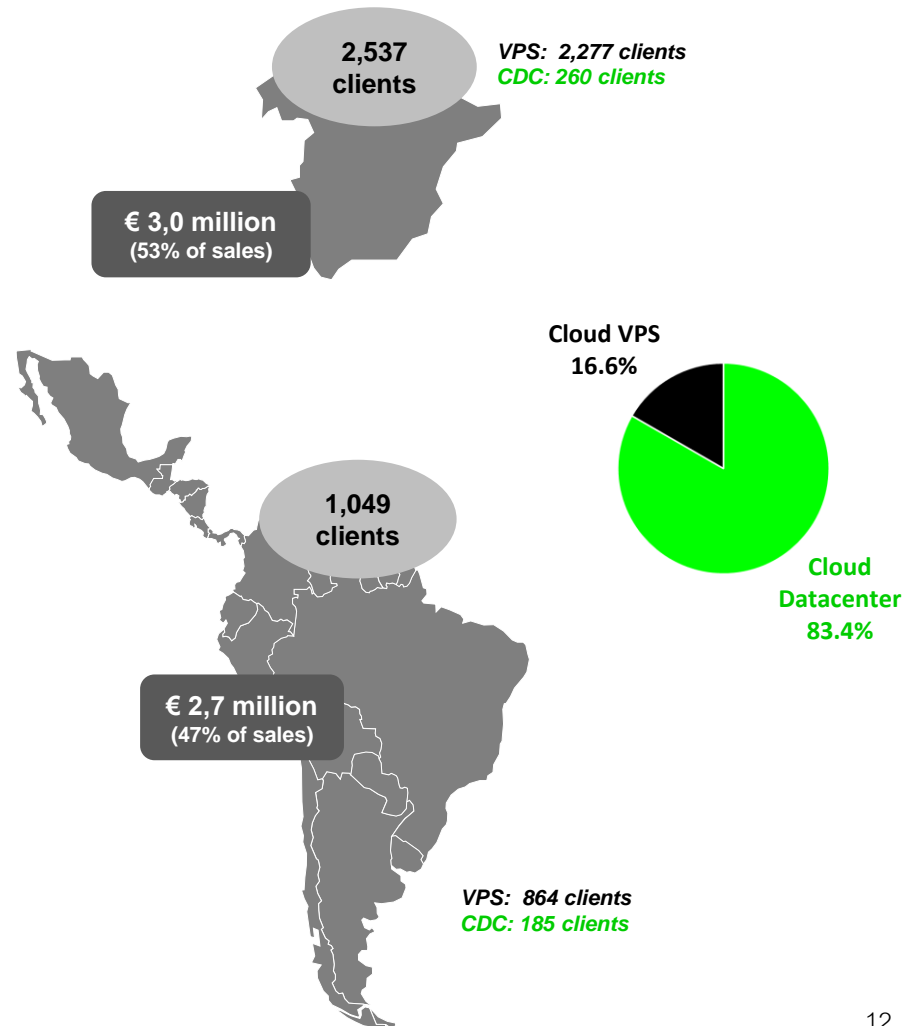
Gross Sales



ARPU



2016 Geographic Split of Customers and Sales



2017 Q3 Results and est. 2017 Closing vs Budget

CONSOLIDATED INCOME STATEMENT				2017		2017est	2017
EUR	1Q	2Q	3Q	4Qe	JAN-DEC	% Chg.	est.
Customer billing	1,638,726	1,718,869	1,729,511	2,00M	7,05M	(3.6%)	7,342,874
Accrued sales	(28,524)	56,134	34,659				(123,929)
Sales discounts and promotions	(240,144)	(264,181)	(262,615)				(998,869)
Revenue	1,370,058	1,510,822	1,501,555	1,58M	5,95M	(4.0%)	6,220,076
Own R&D costs capitalised	22,213	33,806	51,917				168,000
Non-recurring income, grants and other	3,663	3,703	12,948				14,860
Cost of sales	(267,918)	(261,962)	(262,642)				(1,286,829)
Online and third-party customer acquisition costs	(14,954)	(15,128)	(16,800)				(94,800)
Datacenters and connectivity	(141,169)	(141,615)	(144,993)				(663,917)
Other supplies	(111,795)	(105,219)	(100,849)				(528,112)
Personnel expenses	(706,662)	(719,933)	(719,119)				(3,048,157)
Salaries and wages	(554,905)	(565,730)	(569,874)				(2,392,584)
Customer acquisition fees, sales team	(29,747)	(23,791)	(24,619)				(166,411)
Social security costs	(122,010)	(130,412)	(124,626)				(489,162)
Other operating expenses	(417,415)	(450,860)	(371,960)				(1,857,203)
External services	(408,340)	(419,350)	(346,870)				(1,799,603)
Professional services and other	(265,748)	(342,990)	(240,734)				(1,202,604)
Marketing and publicity	(45,355)	(31,277)	(30,775)				(226,549)
International expenses, except marketing	(97,237)	(45,084)	(75,360)				(370,450)
Losses, impairment and changes in trade provisions	(9,075)	(31,510)	(25,090)				(57,600)
Other income and expenses	(1,352)	(600)	(1,509)				-
EBITDA	2,587	114,974	211,191	0,26M	0,57M	180.1%	210,747
EBITDA margin, %	0.2%	7.6%	14.1%	16.6%	9.6%		3.4%
Gross income *	1,063,318	1,193,559	1,189,204				4,709,236
Gross margin, %	77.6%	79.0%	79.2%				75.7%

NB *: Gross income is calculated as 'Revenue' less 'Cost of sales' and less 'Customer acquisition fees' under 'Personnel expenses' and 'Losses, impairment and changes in trade provisions' included under 'Other operating expenses'.

2018 Budget

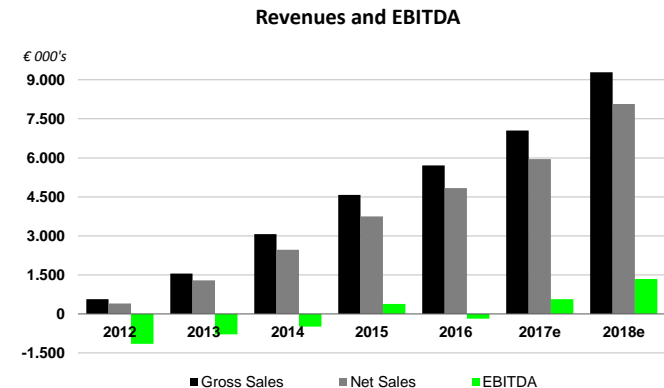
CONSOLIDATED INCOME STATEMENT

EUR	Q1	Q2	Q3	Q4	2018	% Chg.	2017e
Customer billing	2,138,015	2,222,952	2,391,316	2,541,191	9,293,474	31.8%	7,05M
Accrued sales	(18,965)	39,143	8,865	(59,557)	(30,514)		
Sales discounts and promotions	(288,006)	(287,715)	(305,554)	(310,116)	(1,191,392)		
Revenue	1,831,044	1,974,380	2,094,627	2,171,517	8,071,568	35.7%	5,95M
Own R&D costs capitalised	54,708	55,083	53,788	54,368	217,947		
Non-recurring income, grants and other	18,338	18,663	17,483	18,098	72,582		
Cost of sales	(410,973)	(442,529)	(480,896)	(499,897)	(1,834,295)		
Online and third-party customer acquisition costs	(18,505)	(19,190)	(18,416)	(20,564)	(76,675)		
Datacenters and connectivity	(180,546)	(192,182)	(208,471)	(217,467)	(798,666)		
Other supplies	(211,922)	(231,157)	(254,009)	(261,865)	(958,953)		
Personnel expenses	(747,115)	(802,556)	(841,967)	(840,493)	(3,232,132)		
Salaries and wages and other	(611,532)	(651,743)	(685,045)	(681,510)	(2,629,830)		
Social security costs	(135,583)	(150,814)	(156,922)	(158,983)	(602,302)		
Other operating expenses	(457,919)	(499,181)	(490,788)	(508,956)	(1,956,844)		
External services	(420,995)	(460,966)	(441,929)	(459,405)	(1,783,295)		
Professional services and other	(294,541)	(307,183)	(319,649)	(309,306)	(1,230,679)		
Marketing and publicity	(46,427)	(59,272)	(35,166)	(58,527)	(199,391)		
International expenses, except marketing	(80,027)	(94,511)	(87,114)	(91,572)	(353,224)		
Losses, impairment and changes in trade provisions	(36,924)	(38,214)	(48,859)	(49,551)	(173,549)		
Other income and expenses	-	-	-	-	-		
EBITDA	288,083	303,859	352,247	394,637	1,338,827	134.5%	0,57M
EBITDA margin, %	15.7%	15.4%	16.8%	18.2%	16.6%		9.6%
Gross income*	1,383,146	1,493,636	1,564,872	1,622,070	6,063,724		
Gross margin, %	75.5%	75.7%	74.7%	74.7%	75.1%		

NB *: Gross income is calculated as 'Revenue' less 'Cost of sales' and less 'Losses, impairment and changes in trade provisions' included under 'Other operating expenses'

Growth Opportunities

- From 2012 to 2017, gross sales have grown approx. 12.5x and net sales 14.7x
- EBITDA growing strong from negative €0.2M in 2016 to est. €0.6M in 2017 and €1.3M in 2018 (approx. €800K per year)
- Current gross margin 79%, higher than projected 76%
- Volume critical to achieve good profit ratios and better compete with large providers
- Growth and efforts of the Company focused on:
 - Continuing organic growth, both in Spain and Latam, with the strengthening of the countries' structures and the recent opening of the Mexican office
 - Exploring new inorganic opportunities both in Spain and Latam, to accelerate growth and profitability



Contact Information

More info: gigas.com/en/inversores.html

Diego Cabezudo, CEO

diego.cabezudo@gigas.com | +34 669 856 905



Spain

Av. Fuencarral 44.
Edificio GIGAS
28108 Alcobendas, Madrid
📞 900 24 70 00

UK

88 Wood Street, 14th floor
EC2V 7RS
London
📞 +44 20 32 392 392

USA

801 Brickell Avenue,
Suite 900
Miami, Florida 33131
📞 +1 786 220 3245

Chile

Dr. Manuel Barros
Borgoño 71, oficina 708
Santiago de Chile
📞 +56 229 381 655

Panama

Tower Financial Center
Planta 35. Calle 50.
Ciudad de Panamá
📞 +56 229 381 655

Peru

Av. Santo Toribio 115
San Isidro,
Lima 27
📞 +51 17075675

Colombia

Av. Chile, Carrera 7ª. N°71-21
Torre B - 13
Bogotá
📞 +57 13826737

Carrera 43ª #1-50
Torre Protección 1- 6,
San Fernando Plaza
Medellín
📞 +57 46052750

Mexico

Presidente Masaryk 29, 1º
Polanco 11570
Ciudad de México
📞 +52 55 8526 2500

Thank you!

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