



**WIIT takes your business  
above the clouds.**

**Lansol Acquisition**

September 2022

**WIIT**

THE PREMIUM CLOUD

## In a nutshell

WIIT, through its 100% owned subsidiary, acquires **LANSOL** for 18M euro of Enterprise Value corresponding to an implicit multiple of 9x 2022 EBITDA, before expected yearly synergies of 1M euro

# Lansol

HOSTING // DATACENTER // SERVICE

Leader of PAAS (Platform As A Service) solutions in Germany

6,6 M€ 2022 Revenues

2 M€ 2022 EBITDA(30%)

1,6 M€ 2022 EBIT(24%)

15% CAGR (2019-2022)



# WIIT

THE PREMIUM CLOUD



# WIIT & M&A



**WIIT**

THE PREMIUM CLOUD

# YTD M&A Journey

2015

## Visiant

Acquisition of Private Cloud datacenters (2) of Visiant with a long term partnership. Strong synergies achieved (DC shutdown+migration in WIIT facilities)

2018

## Adelante

Presence in Tuscany (Luxury district). 70% potential synergies achieved. Upselling WIIT Biz critical services on existing customers in progress. Expansion of service portfolio

2019

## Matika

Presence in Veneto (Discrete/Process M. district). Very good upselling potential on Matika customer base and expansion of service portfolio

2020

## Etæria & Ædera

Strong presence in Piedmont and Emilia-Romagna. High quality client portfolio. Proprietary technological platform that integrates the technological document asset already owned by WIIT

2021

## Mivitec GmbH

Acquired by myLoc, Mivitec is a managed services provider (MSP) holding three data centers. It is based in Munich and operates mainly in Bavaria

2022

## myLoc

Düsseldorf-based, develops Colocation, Private&Public Cloud and Managed hosting services. Strong regional market position in mid-west Germany.

## ERPtech

leading Italian company in IT outsourcing services of SAP systems, of which it holds 4 certifications,

## R42 GmbH

Acquired by WIIT, R42 controls Boreus, an hybrid Cloud provider for mission critical apps with two data centers in Stralsund and Gecko, a mission critical DevOps provider holding in Rostock



## Italy

Revenues **51.1 M€**  
49.7% of Group  
Revenues

EBITDA **18.1 M€**  
49.3% of Group  
EBITDA



## Germany

Revenues **51.8 M€**  
50.3% of Group  
Revenues

EBITDA **18.6 M€**  
50.7% of Group  
EBITDA

# KEY FY2021 FIGURES BY COUNTRY

Source: WIIT 2021 Proforma Highlights



# After a successful acquisition and integration of ERP tech in Italy, Germany continues to represent a key area for organic and M&A growth

**3** Enterprise Datacenter



Top clients with DR/BC



Top clients run ERP suites



Top clients run SAP

**+80**

Top clients

**+700**

Mid clients



**GERMANY**

**12** Enterprise Datacenter

**+70**

Top clients

**+800**

Mid clients



Milan

**ITALY**

**ALBANIA**

**1** First level Support center



# M&A STRATEGY: EUROPE IS OUR HOME

## Profile

- I. Cloud players with a **business model comparable** to WIIT and multiannual contracts schemes
- II. IT players which can be considered part of the current WIIT Value Chain (for instance Datacenter, Cloud IaaS), have a client base suitable to an up-selling strategy and possibly multiannual contracts
- III. Strong tech capabilities to facilitate growth of talents (HR) and value added services

**EUROPE**  
(DE, ITA, FR, CH, NORDICS)

Market share + Growth boost + Synergies



**LANSOL is a  
perfect  
pairing...**





# LAN SOL deal at a glance



**WIIT**

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# Highlights

**LANSOL** is the leading provider in Germany for PAAS (Platform As A Service) solutions for the tax & accounting industry and other verticals, in line with the high added-value proposition already present in Italy



LIMBURGERHOF  
*(Frankfurt/Stuttgart area)*



6,6 M€ 2022 Revenues  
2 M€ 2022 EBITDA (30%)  
1,6 M€ 2022 EBIT (24%)  
15% CAGR (2019-2022)



98% recurring revenues  
Contract > 36 months  
+ 600 clients



PAAS Offering  
FOCUS ON VERTICALS  
MULTIPLIER/INDIRECT CHANNEL



24 Employees



# REASONS WHY

## EXPANSION/ CONSOLIDATION IN GERMANY

This acquisition constitutes an opportunity of further consolidation of the German market on all the possible dimensions: from revenues and profitability to human skills and geographical positioning in a very reach district in terms of opportunities

## BUSINESS MODEL / GO TO MARKET

**LANSOL** will open a new way to approach the German market (ISVs and indirect channel in general) as Etaeria did in Italy in 2019...perfect match for wiit search...

## STILL ATTRACTIVE MULTIPLE

The multiple used for EV calculation is a little bit higher than our usual average but still very attractive, especially post cost synergies and considering that LANSOL is a PAAS provider, namely a company already with high value services

## COST SYNERGIES

Strong synergies expected also in this acquisition



# SYNERGIES

## Cost Synergies



Data center  
Consolidation



Lay-offs



Strong  
efficiencies on  
purchase costs

**1M**  
(per year)

## Other Synergies



Skills



Channel/ISVs  
model in Germany

# Business Model

W

# STRUCTURE & FINANCING



The deal will be finalized using the Company liquidity without any new debt or capital increase



WIIT will acquire 100% of the company through the 100% owned myLoc.



A long, straight asphalt road stretches into the distance through a vast, open landscape under a cloudy sky. The road is flanked by green grass and yellow markers. In the background, there are rolling hills and mountains under a bright, overcast sky.

# STAY TUNED...

DACH Region has still lot to  
give to our story



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