

Press Release

**DIGITAL360 ANNOUNCES ITS PRELIMINARY CONSOLIDATED RESULTS  
FOR THE 2020 FINANCIAL YEAR:  
TURNOVER UP BY AROUND 5%, EBITDA OVER 5 MLN (+100%)  
CASH FLOW 4.9 MILLION**

Milan, 11 February 2021 - **DIGITAL360 S.p.A.**, a company listed on AIM Italia, organised and managed by Borsa Italiana S.p.A., announces that the first figures emerging from the consolidated results for the year 2020 confirm the very positive trend already recorded in the first half of the year.

Despite the severely negative economic situation due to the global pandemic, the Group's turnover increased by approximately 5% compared to the 2019 financial year, recovering from the slight contraction in the first half of the year.

This positive trend is the result of significant growth in the digital services of the "Demand Generation" Business Unit (events, communication, lead generation, etc.) and of the remote services of the Advisory Business Unit (data protection, computer security, smart working, etc.) which the Group has been investing in for years. Revenues from these services made up for the loss of those related to the organisation of physical events held in attendance, which were cancelled due to the pandemic.

The shift in turnover mix to these more innovative and scalable digital services and the growth in the weight of subscription services with recurring revenues ("Digital As A Service") allowed a significant increase in operating margins, with an Ebitda exceeding 5 million euro, doubling from 2.5 million euro in 2019.

The Group's financial performance is also particularly positive: despite the major investments also made in 2020, a cash flow of 4.9 million euro was generated, reducing the NFP from 6.3 million euro in 2019 to around 1.5 million euro as at 31 December 2020.

*"The pandemic has helped accelerate some dynamics that have been taking place in the market for years, namely the digital transformation of businesses and public administrations. It also made clearer the effectiveness of digital services - such as webinars, online marketing, remote selling, smart working, remote advisory services - on which Digital360 has always focused and invested heavily. The effects of these dynamics are beginning to be seen in the Group's results and will be significant, irreversible, even in the long term, given the cultural changes taking place in our country and the substantial resources arriving to support digitalisation with the Next Generation EU funds (Recovery Fund) - states **Andrea Rangone**, President of DIGITAL360 -. In this scenario, we think we can take advantage of the opportunities which are being created, thanks to our unique position in the market, to important strategic assets developed in recent years and to a range of innovative services based on digital technologies with a growing subscription component".*

This press release is available on the Company's website at the following address [www.digital360.it](http://www.digital360.it)

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## DIGITAL360

DIGITAL360, a company listed on the Borsa Italiana AIM Market, aims to partner with businesses and public authorities assisting them in the understanding and implementation of digital transformation solutions, relying on the best technology providers on the market. DIGITAL360 pursues this objective through two business units: one, called “Demand Generation”, supports technological companies (vendors, software houses, system integrators, start-up companies, etc.) in their communication, storytelling, event management and business opportunity generation activities; the other, called “Advisory & Coaching” is aimed at all companies and all public administrations who wish to embark on any digital transformation path. Transversal to both Business Units, NetworkDIGITAL360 is the largest network of online publications focused on all aspects and current themes related to Digital Innovation. DIGITAL360 integrates a multidisciplinary and multicultural mix of professionalism and expertise, thanks to analysts, journalists, consultants and experts active in the digital world who all share a great passion and a common mission: digital innovation as an engine of growth and modernization of our country. For more information: [www.digital360.it](http://www.digital360.it)

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