

Press release

## **DIGITAL360: INFORMATION & CYBER SECURITY PRACTICE REVENUES AND SUBSCRIPTION SERVICES TO GROW IN 2020**

*Practice revenues +14% compared to 2019, subscription services revenues +162%.*

Milan, 8 April 2021 - **DIGITAL360 S.p.A.**, a company listed on the AIM Italia market, organised and managed by Borsa Italiana S.p.A., announces the results obtained in 2020 by the Information & Cyber Security practice of its subsidiary P4I-Partners4Innovation, which offers Advisory and Coaching services to support digital innovation for businesses and public administrations and whose main areas of specialisation and expertise include all aspects related to cyber security.

In the year of the pandemic, characterised by further global growth in cybersecurity-related threats, with 1,871 serious attacks and a 12% increase compared to 2019 (Clusit Report 2021), the practice recorded revenue growth of 14%, from €1.3 million to €1.5 million.

In particular, during the year just ended, the Information & Cyber Security practice accelerated the offer of recurring and subscription services (Advisory As-A-Service), based on annual or multi-year contracts with periodic pricing. More specifically, thanks to proprietary methodologies and technologies and to an engineered approach, the "CISO 360 - Cybersecurity As-A-Service" services have grown considerably, allowing the client company to outsource to P4I-Partners4Innovation (in part or entirely) the activities related to the control of cybersecurity and, in some cases, even the figure of the Chief Information Security Officer, whose responsibility it is to develop a corporate strategy to ensure that the company's information assets and technologies are adequately protected, while also providing the technological platform needed to manage regulatory compliance. A strategy that has led to a 162% growth in subscription recurring services revenues over 2019.

Cyber security services are also strongly integrated with the Group's other lines of offer (audit&compliance, legal, ITgovernance and Innovation), thus offering clients multidisciplinary and distinctive services with high added value.

"In a complex year due to the effects of the crisis caused by the health emergency, the Information & Cyber Security practice shows positive results and the confirmation of clients' trust, thanks to an advisory proposal in which information security is conceived in an integrated way in the digital transformation path of organisations - states **Gabriele Faggioli**, CEO of DIGITAL360 -. The good results are the result of diversification into different sectors and company sizes, investments in new skills and technologies, and the decision to focus on subscription-based recurring services through process engineering and improved delivery capacity. For 2021, the strategy envisages further investment in people and training, with a consolidation of as-a-service services at the heart of our innovative proposition, together with the use of IT tools already developed and in progress."

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

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## DIGITAL360

DIGITAL360, a company listed on the AIM Market of the Italian Stock Exchange, has the objective of accompanying companies and public administrations in the understanding and implementation of digital transformation and encouraging their encounter with the best technological suppliers. DIGITAL360 pursues this objective through two business units: one, called "Demand Generation" supports technology companies (vendors, software houses, system integrators, startups, etc.) in their communication, storytelling, event management, and business opportunity generation activities; the other, called "Advisory & Coaching" is aimed at all companies and public administrations that want to undertake any kind of digital transformation. NetworkDIGITAL360, transversal to both Business Units, is the largest network of online publications dedicated to all topics of Digital Innovation. DIGITAL360 integrates a multidisciplinary and multicultural mix of professionalism and skills thanks to analysts, journalists, consultants and experts in the digital world, united by a great passion and mission: digital innovation as an engine for the growth and modernization of our country. For further information: [www.digital360.it](http://www.digital360.it)

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