May 15, 2019

# 1Q'19 Financial Results

INWIT

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# Safe Harbor

This presentation contains statements that constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements mentioned repeatedly in this presentation and include statements regarding the intent, belief or current expectations of the customer base, estimates regarding future growth of the business, market share, financial results and other aspects of the activities and situations relating to Infrastrutture Wireless Italiane S.p.A. (INWIT). Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those projected or implied in the forward-looking statements as a result of various factors. Consequently, INWIT makes no representation, whether expressed or implied, as to the conformity of the actual results with those projected in the forward-looking statements.

Forward-looking information is based on certain key assumptions which we believe to be reasonable as of the date hereof, but forward-looking information by its nature involves risks and uncertainties, which are outside our control, and could significantly affect expected results. Analysts and investors are cautioned not to place undue reliance on those forward-looking statements, which speak only as of the date of this presentation. INWIT undertakes no obligation to publicly release the results of any review to these forward-looking statements which may be made to reflect events and circumstances after the date of this presentation, including, without limitation, changes to INWIT business or acquisition strategy or planned capital expenditures or to reflect the occurrence of unanticipated events.

Inwit 1Q'19 financial information included in this presentation is taken from Inwit Financial Statement at March 31, 2019, drafted in compliance with the International Financial Reporting Standards, issued by the International Accounting Standards Board and endorsed by the European Union (designated as "IFRS"). Such interim financial statements are unaudited.

To allow the comparability of the economic results of the first three months of 2019 with the corresponding period of the previous year, this document shows the economic data and the main balance sheets for the first three months of 2019 prepared "on a comparable basis", built using the previous accounting standard IAS 17 (Leasing) and the related Interpretations (IFRIC 4, SIC 15 and SIC 27), for the purpose of distinguishing between operating leases and finance leases and the consequent accounting for lease agreements. In particular, the document contains the definition «on a comparable basis» and pre-IFRS 16 on EBITDA and Lease Costs.

9M'15 in the P&L statement refers to the period April 2015 – December 2015. 9M'15 in the Cash Flow statement refers to the period April 2015 – September 2015. For the 3-month 2014 financial data (hereafter "2014 Avg Quarter"), included in this presentation for comparative purposes, Pro-Forma data is reported when historical data is not available. In the latter case, for reconciliation purposes, the average quarter for FY'14 PF data has been calculated as 25% of Pro-Forma data pertaining to the IPO Prospectus and was determined as historical data plus adjustments, as if the Transaction had virtually taken place on January 1, 2014. For reconciliation purposes, the 1Q'15 pro-forma has been calculated as 25% of FY'14 pro-forma data and the 9M'15 pro-forma has been calculated as 1Q'15PF (2014PF divided by 4) plus 2Q'15 and 3Q'15.

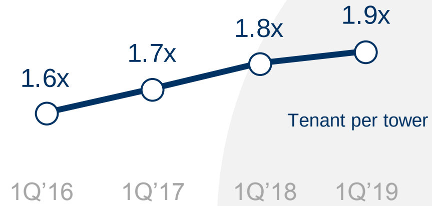
Average Lease costs have been calculated as the ground lease, divided by the total amount of sites. The organic base Tenancy Ratio has been determined without including the sites currently being dismantled. 1Q'18 data are calculated net of one-off (3.9mln,) due to non recurring fee, referring to FY'17 It is to be pointed out that this Company was incorporated on January 14, 2015 and started its operations on April 1, 2015. Data pertaining to the same period of the previous Fiscal Year (FY report at December 31, 2015) only include 9 months of operations and therefore cannot be used for comparison purposes.

# Inwit keeps growing

**Tenancy Ratio**

**1.9 x**

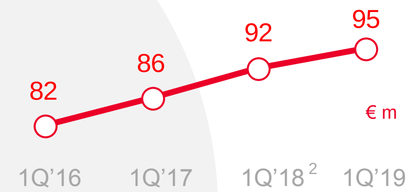
1Q'19




**Revenues**

**+3.6%**

1Q'19 YoY




INWIT

1Q'19 Financial Results

On a comparable basis (pre IFRS16 [3])

**EBITDA** [3]

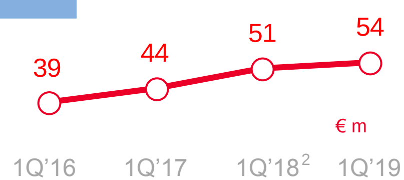
**+4.2%**

1Q'19 YoY

Strongly impacted by IFRS16

**+61.1%**

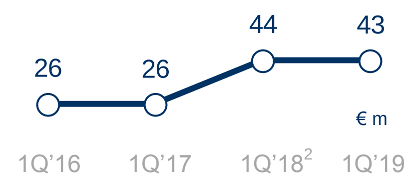
**EBITDA Reported**




**Recurring FCF** [1]

**-0.6%**

1Q'19 YoY




The information reported above refers to the financial statement at 1Q'19

1. Recurring FCF= EBITDA IFRS 16 – Lease Payment - Recurring CAPEX + Change in net working capital not related to development CAPEX - Taxes - Financial charges
2. 1Q'18 Figures are net of non recurring revenues
3. EBITDA on a comparable basis = EBITDA pre IFRS16 = EBITDA calculated using 2018 accounting principle (IAS 17)

# Recap of the Potential combination with Vodafone Towers

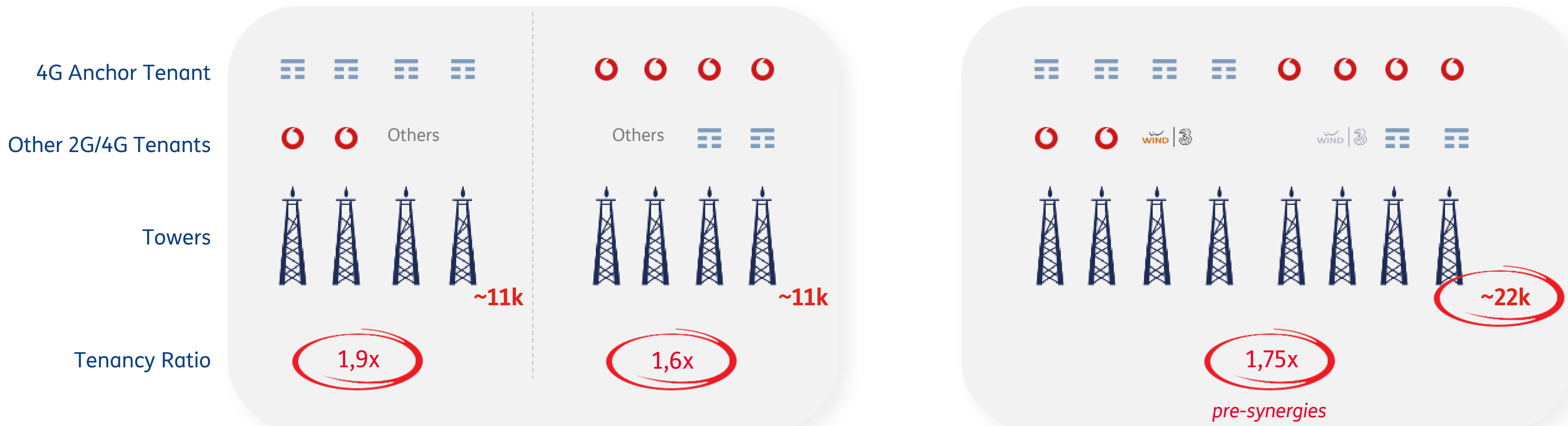
## Today

INWIT

vodafone TOWERS

## Post combination

INWIT Combined Entity



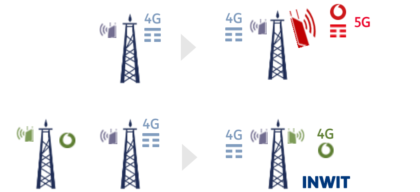
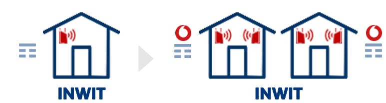

**RAN SHARING** *(5G Deployment sharing active equipment)*

**PASSIVE SHARING** *(Repatriation of tenants)*

**BUSINESS COMBINATION** *(Towers' Portfolio Merger)*

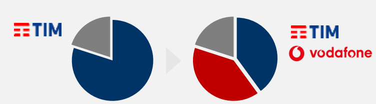
# Impact of potential combination with Vodafone Towers

## Industrial synergies

| | | | | | |
|---|---|---|---|---|---|
| **MNOs Revenues** | **MORE TENANTS** | 1. Thousands of new 5G Tenants<br>2. 4G Tenants Repatriation |  | *Hosting of VOD & TIM 5G tenants (with a RAN sharing approach)*<br>*Additional VOD & TIM 4G tenants Further increase in tenancy ratio (5G Ran Sharing overcomes space issue)* | OOOOO<br>OO |
| **New Businesses** | **BETTER RETURN FROM INVESTMENTS** | 3. Preferred Supplier Role with 2 MNOs |  | *VOD & TIM Platform for 5G deploying: Development hub for New Sites, Small Cells & DAS, Backhauling* | OOO |
| **Ground Lease Cost** | **LESS COSTS** | 4. Lease Cost Synergies |  | *Second wave of Decommissioning (overlap limited to site B)*<br>*Higher efficiency in lease renegotiation* | OO |



## Financials

| | | | | | |
|---|---|---|---|---|---|
| **Financial Structure** | **FINANCIAL EFFICIENCY** | a. Capital Employed |  | *Opportunity to optimize leverage, up to the high-end part of the fork of the towers' sector bench* | OOO |
| **Taxation** | **FISCAL EFFICIENCY** | b. Passive Interests |  | *Deductibility of passive interest & potential tax shield from transaction* | OO |
| **Risk Profile** | **HIGHER VISIBILITY** | c. Two is better than one! |  | *Long Term Contracts: Easier cash-flow predictability due to a second MSA* | OOO |

# Timeline

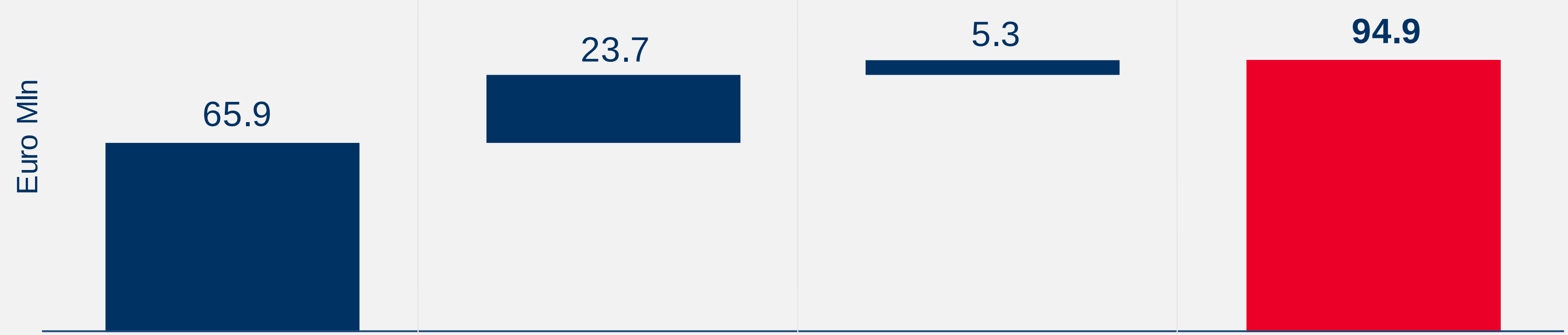

Final Approval
Signing
Summer
Combined Business Analysis
On going
Stand Alone Analysis
Done
Set UP
MOU signed on Feb 2019

# 1Q'19 Financial Results

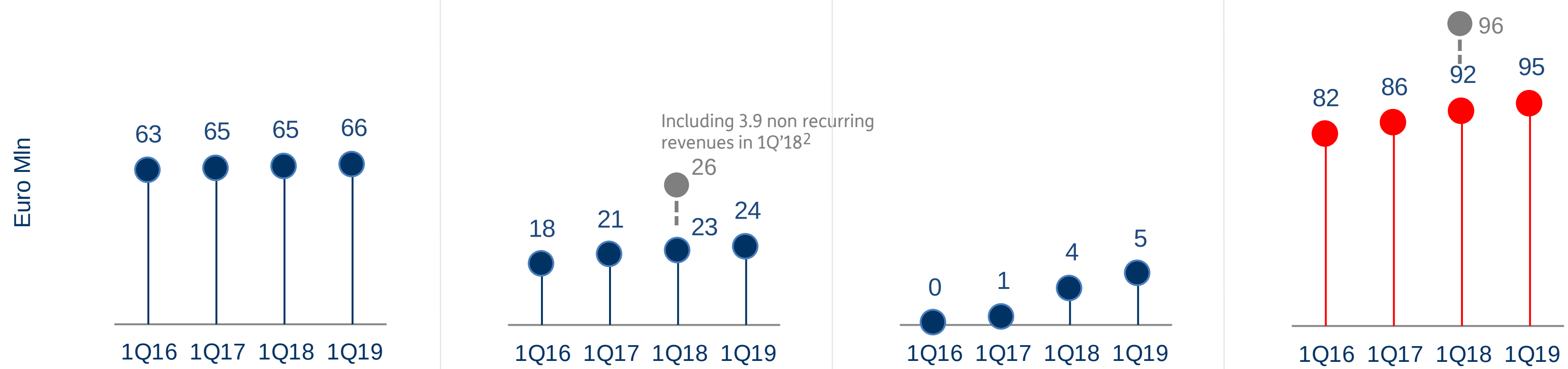
## Industrial Results

# Mid single digit revenue growth continues

## 1Q'19 Revenues




| **TIM** | **OLO & Others** | **New Sites and New Services** | **Total** |
|---|---|---|---|
| (MSA on existing sites)[1] | (OLO on existing sites)[2] | (Includes TIM & OLOs contributions)[3] | |
| **+1.1%** | **+5.0%** | **+36.8%** | **+3.6%** |
| | Net of 1Q18 one-off | | Net of 1Q18 one-off |

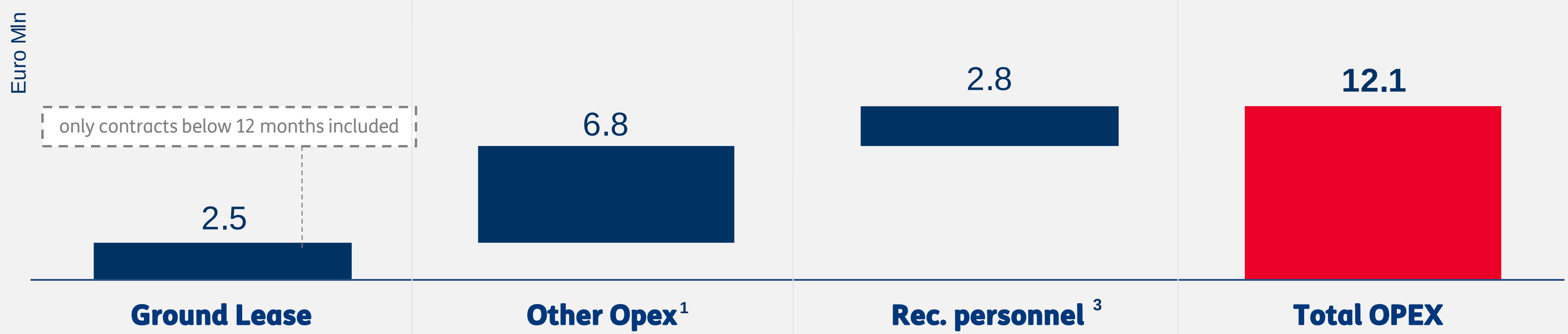



The information reported above refers to the financial statement at 1Q'19

1. MSA = Master Service Agreement with TIM on the sites existing at IPO
2. OLOs & Others refer mainly to revenues from OLO on existing sites and other revenues or accruals. In 2018 there is 3.9 mln € non recurring fee accounted in 1Q'18, referring to FY'17
3. New sites and Small Cells refer to revenues on post carve-out sites, small cells or backhauling, generated from both TIM and OLOs

# Lease cost reduction ongoing

## 1Q'19 Operating Expenses




**Ground Lease**: -92.4% Reported; -3.6% On a comparable basis[2] pre-IFRS16

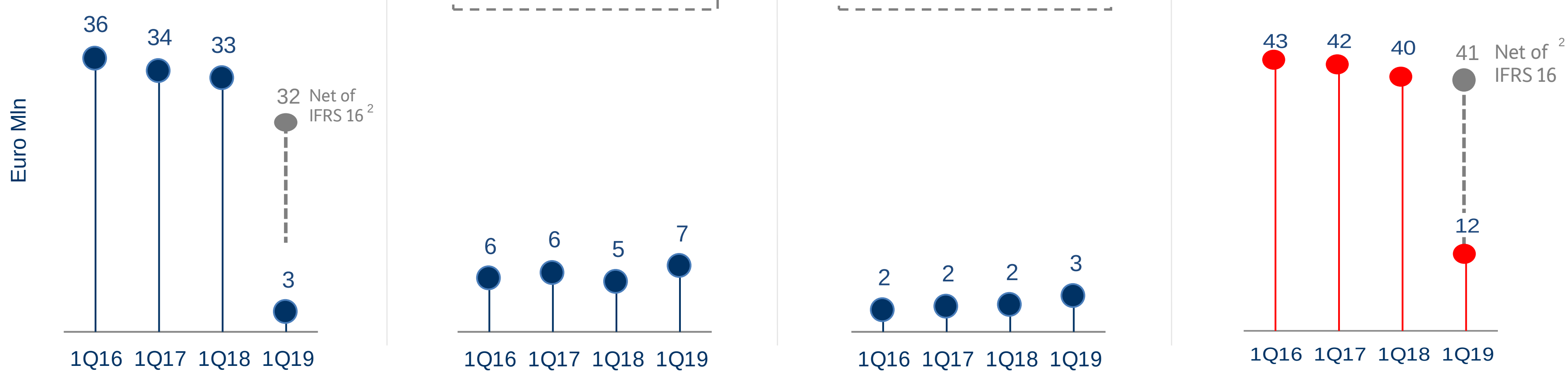
**Other Opex**: +30.0%

Increase mainly due to Small Cells & DAS + non recurring personnel cost

**Rec. personnel**: +33.3%

Headcount increase mainly dedicated to new business lines

**Total OPEX**: -69.9% Reported; +2.7% On a comparable basis[2] pre-IFRS16



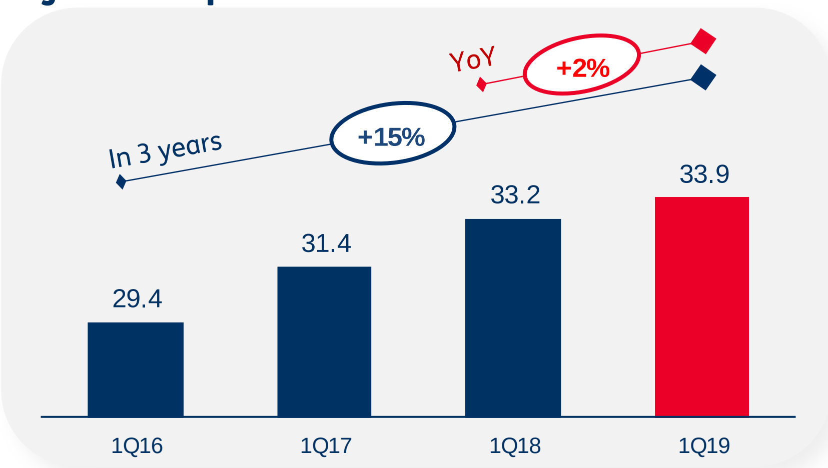

The information reported above refers to the financial statement at 1Q'19
1. Other Operating Expenditure & Accruals Include all the accruals, also that related to personnel
2. Lease costs on a comparable basis are calculated using 2018 accounting principle (IAS 17)
3. Personnel costs refer to recurring cost for personnel, not including any accrual

# Key Operational metrics fully on track

## New Tenants

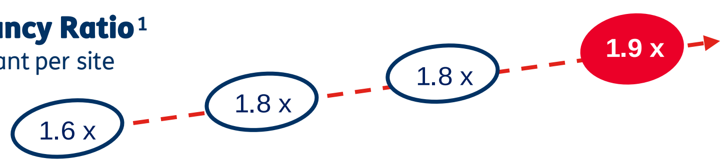
### Avg Revenues per Site

*k€ - annualized*



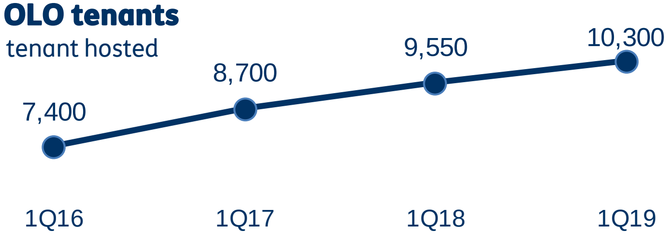

### Tenancy Ratio[1]

# tenant per site



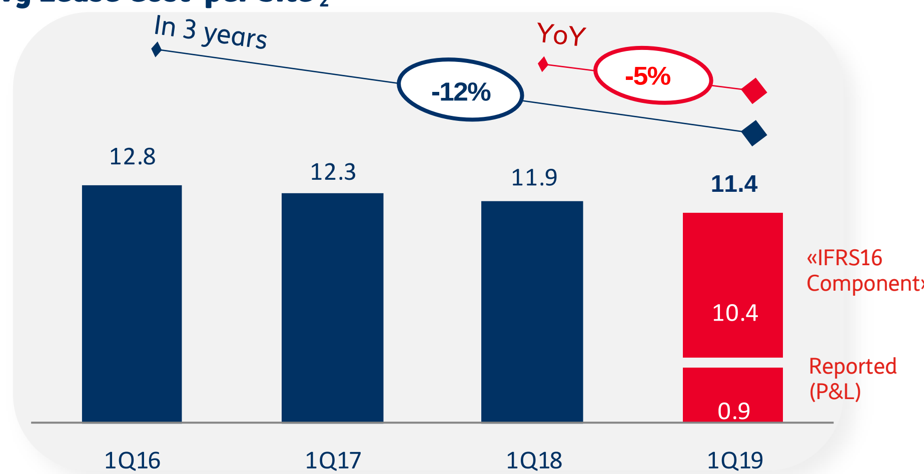

### New OLO tenants

# new tenant hosted



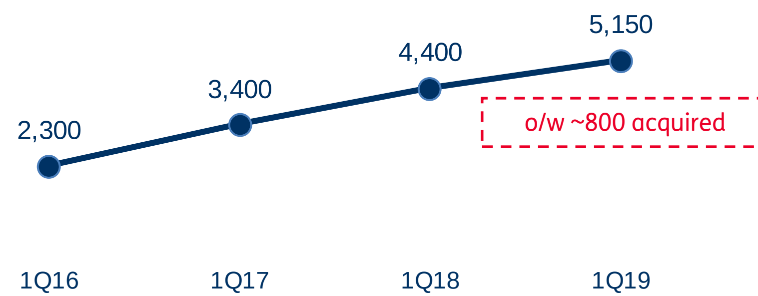

## Cost Saving

### Avg Lease Cost per Site [2]




### Lease Reduction

# sites / rooftop / lands
Renegotiated or Acquired

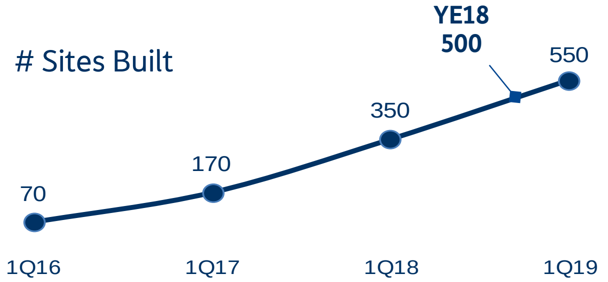



The information reported above refers to the financial statement at 1Q'19
1.The organic base Tenancy Ratio has been determined without including the sites currently being dismantled.
2. 29 mln are not included in ground lease cost due to IFRS16. Average Lease costs have been calculated as ground lease divided by the total amount of sites.

# Development of new businesses continues

## New Sites

# Sites Built

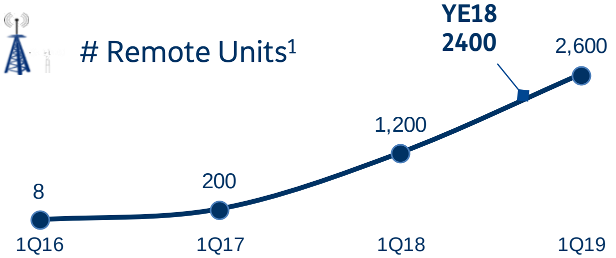



YoY Growth

**+57%**

## Small Cells & DAS

# Remote Units[1]

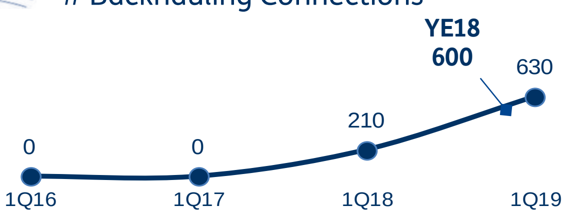



YoY Growth

**> 2 x**

## Backhauling

# Backhauling Connections




YoY Growth

**> 3 x**

### Data Consumption

More Data Demand from smartphone & objects

### Traffic Generation

Need for Coverage is Indoor

### New Frequencies

Indoor should be served from indoor antenna

### New Services

Uncertainties on Monetization push MNOs to share more

## 5G Coverage Evolution


more macro sites

denser indoor coverage

faster backhauling

mobile edge computing

The information reported above refers to the financial statement at 1Q19
"Small Cells & DAS includes both up and running and finalized projects

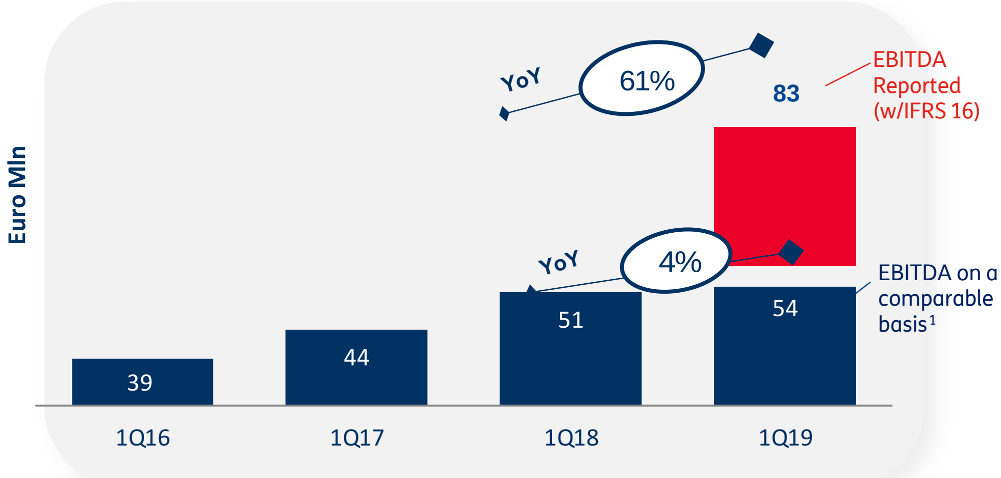
# 1Q'19 Financial Results

## Financial Results

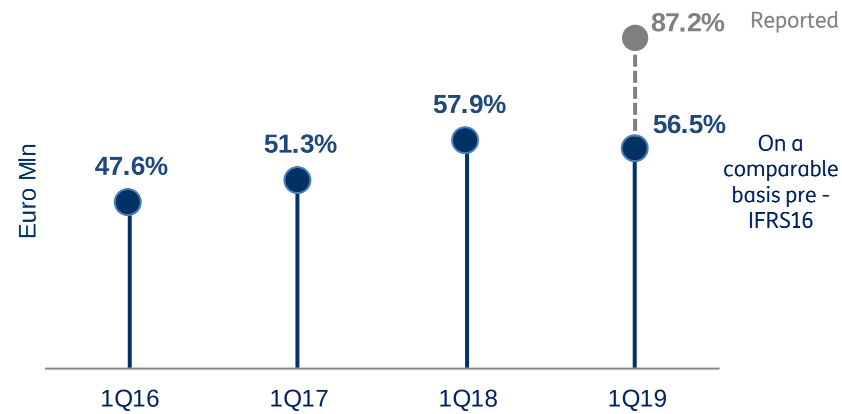
# Main Achievements

P&L

## EBITDA

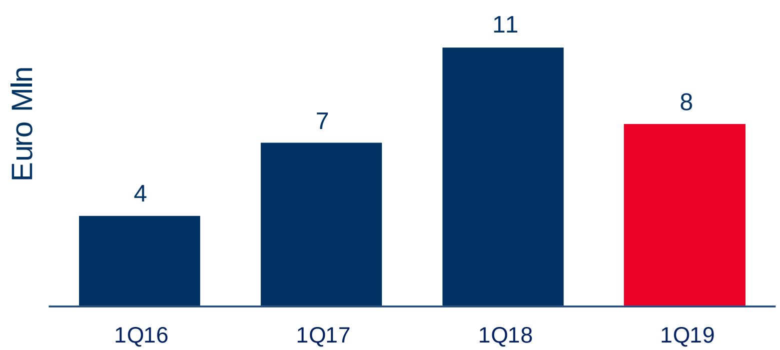



## EBITDA Margin

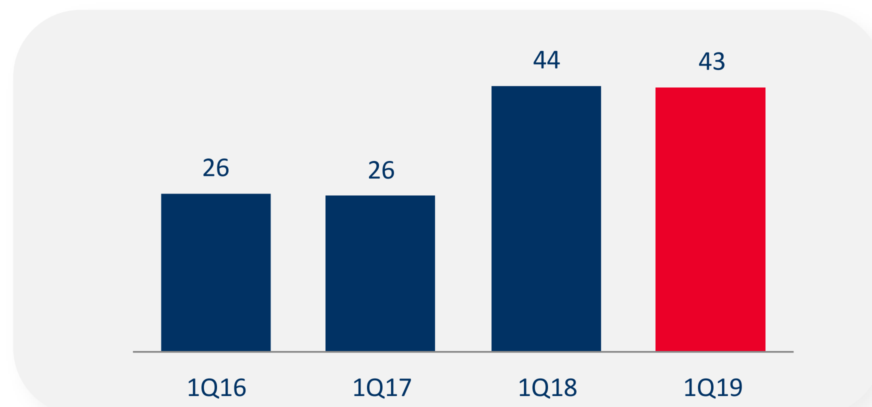



CF

## CAPEX




## Rec. FCF

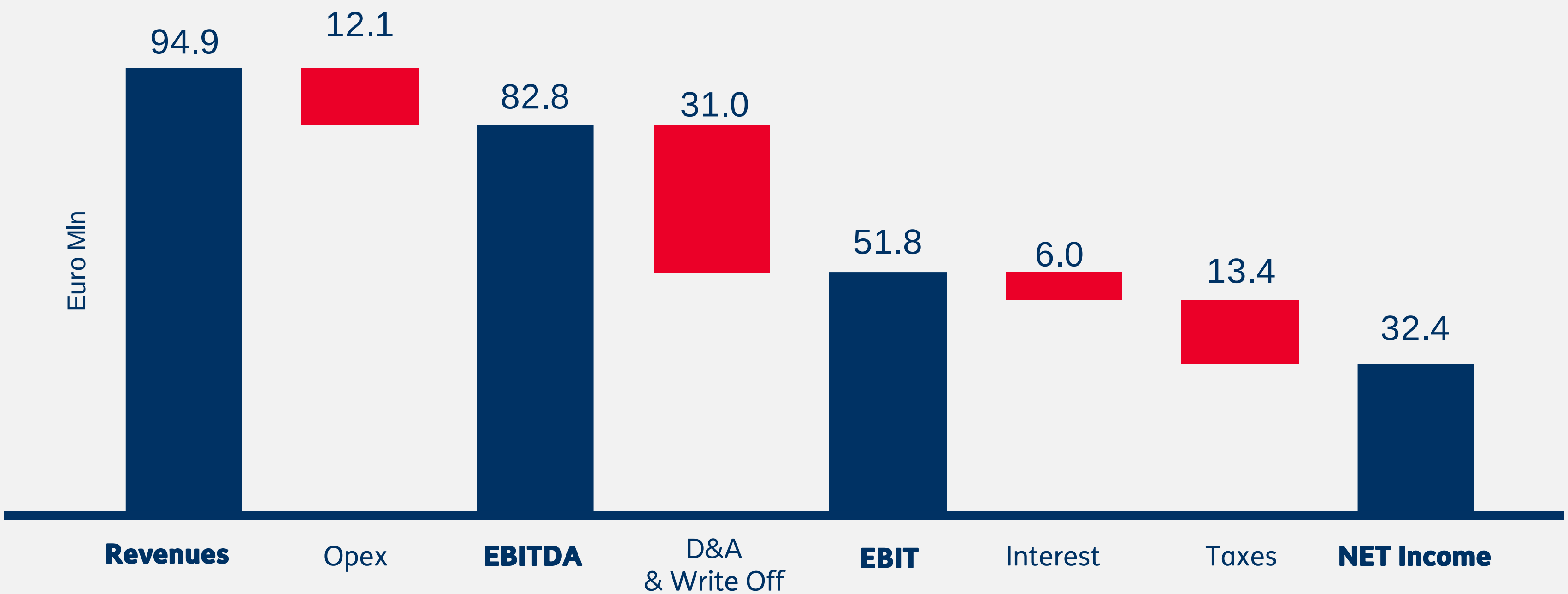



INWIT

The information reported above refers to the reported financial statement at March 31, 2019

1. EBITDA on a comparable basis = EBITDA pre IFRS16 = EBITDA calculated using 2018 accounting principle (IAS 17)

# Profit & Loss 1Q'19 Reported




**Solid performance**

Best in class EBIT Margin

EBIT Margin

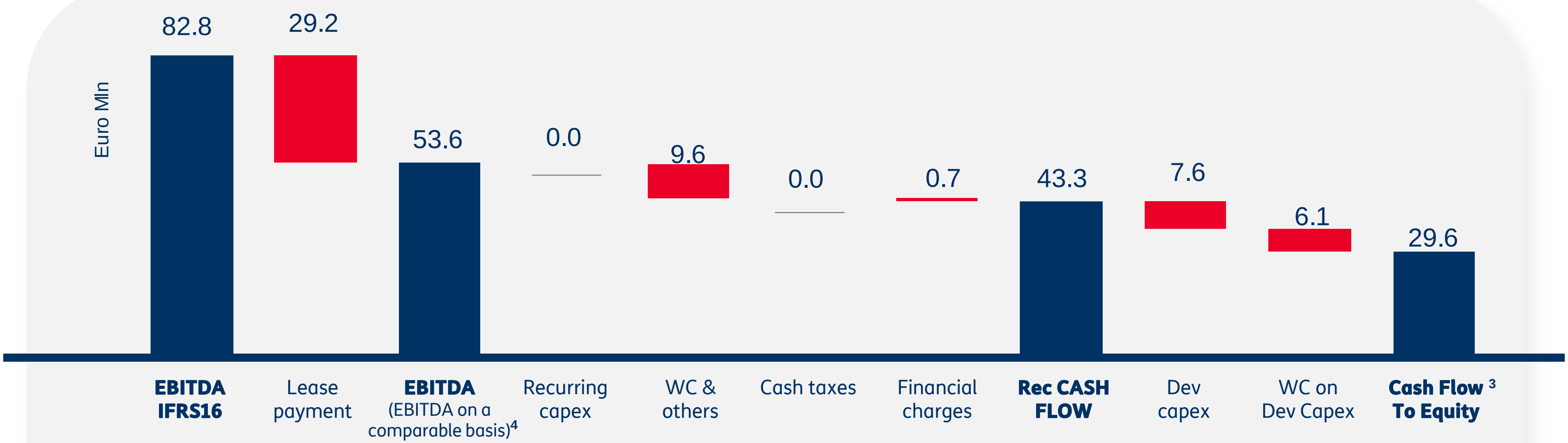
55%

1Q'19

The information reported above refers to the reported financial statement at March 31, 2019

1. On a comparable basis = pre IFRS16 = calculated using 2018 accounting principle (IAS 17)

# Cash Flow 1Q'19




| | EBITDA IFRS16 | Lease payment | EBITDA (EBITDA on a comparable basis)[4] | Recurring capex | WC & others | Cash taxes | Financial charges | Rec CASH FLOW | Dev capex | WC on Dev Capex | Cash Flow To Equity[3] |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **1Q'18** | | | 51.4 | - | 7.4 | - | 0.5 | 43.5 | 10.8 | 0.1 | 36.7 |

**Recurring FCF**[1]
**43.3 mln €**

**2019 Dividend**[2]
**127 mln €**
**Equivalent to 0.211 € / share**

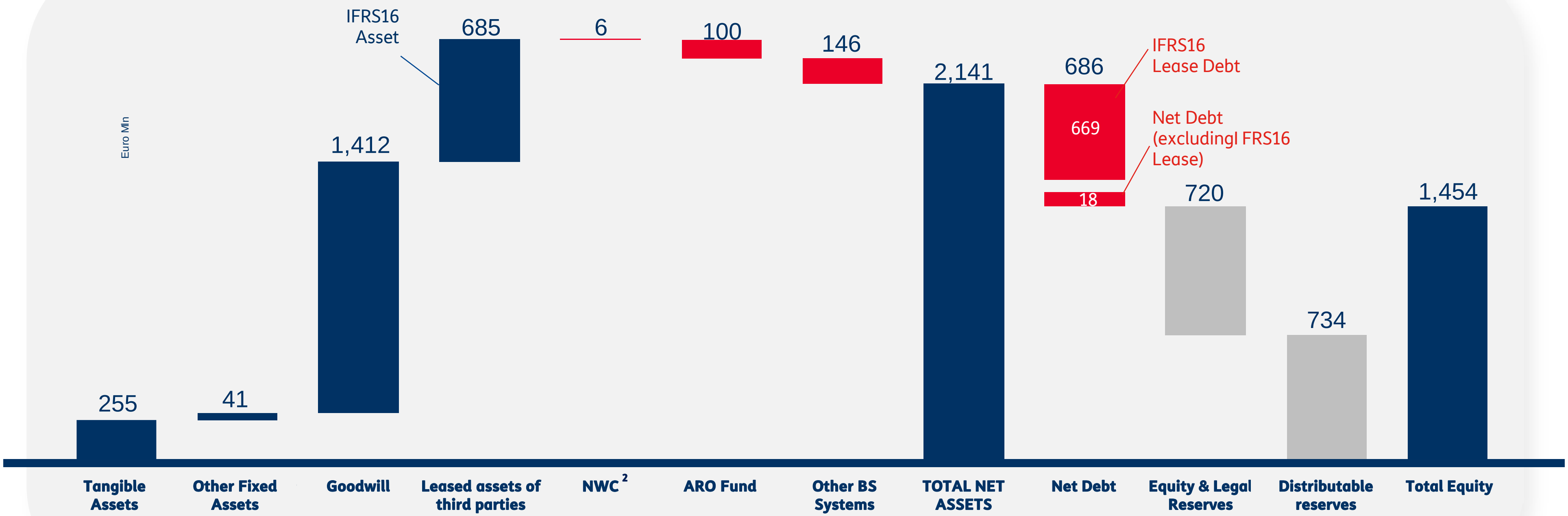
**Positive Cash Flow-to-Equity**, for a self-financing business

**2019 dividend** (based on 2018 P&L): **paid 126.6mln €**

Equivalent to 90% net income pay-out, worth 21.1 euro cent per share (+11% YoY)

The information reported above refers to the reported financial statement at march 31, 2019
1. Recurring Free Cash Flow calculated EBITDA – Recurring Capex – Change in Net Working capital – Cash Taxes – Cash Interests
2. Dividend 2019 refer to the dividend proposed by the board of directors 2nd and to be approved by AGM, in March 2019
3. Cash Flow to Equity calculated as Operating Cash Flow minus financial charges (does not include variation on debt) - Cash Flow to Equity does not include IFRS16 Lease Debt
4. EBITDA on a comparable basis = EBITDA pre IFRS16 = EBITDA calculated using 2018 accounting principle (IAS 17)

# Balance Sheet at March 31, 2019




**Intact financial flexibility to seize consolidation opportunities in a sparkling domestic tower market**

**Net Debt/EBITDA[1]**
**0.1x**

**2.1x[3]**
**Reported (with IFRS16)**

**Distributable reserves**
**734 mln €**
**Equivalent to 1.2 € / share**

The information reported above refers to the reported financial statement at March 31, 2019,
1. On a comparable basis: calculated on annualized EBITDA (1Q'19 multiplied by four); Net Debt ex Lease IFRS16; EBITDA pre-IFRS16
2. Net Working Capital & Others (NWC) includes also other current assets and other current liabilities
3. Calculated on annualized EBITDA (1Q'19 multiplied by four); Net Debt reported

## 1Q'19 Financial Results

# Back up

# IFRS 16 impact

All lease agreements are booked on the balance sheet
Previously operating leases were not included in balance sheets as assets but were simply added to profit and loss accounts.

*IFRS16 Lease Cost*

*Excluding lease contracts with maturity of less than 12 months*

**-29.2**

*No impact in terms of Cash Flow*

*Annualized GL cost x estimated duration (5-6 yrs)*

*Under IFRS16 – Operating Leases expenses not included as Opex, reclassified as Right of Use amortization and Lease liabilities interests*

## Cash Flow to Equity

| | |
|---|---|
| 1. EBITDA | +29.2 |
| 2. Lease Payment | - 29.2 |
| *Recurring Cash Flow* | 0 |

## Other CF component

| | |
|---|---|
| 3. Fin. Leasing IFRS16 | -669.0 |

*Operating leases fully included in balance sheets as assets (Right of Use)*
*The payments on the lease agreement reported as a liability, increasing debt figure*

## Profit & Loss

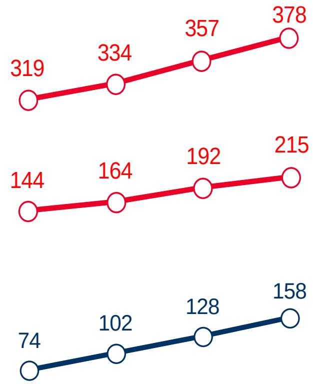
| | | |
|---|---|---|
| 1. OPEX | -29.2 | |
| 1. Amortization | +26.7 | *RoU asset amortization* |
| 2. Interest | +5.0 | *Figurative interests on IFRS Debt* |
| 3. Others | -0.5 | *Mainly tax* |
| *Net Income* | -2.0 | |

## Balance Sheet

| LIABILITIES | + 666 | ASSETS | + 666 |
|---|---|---|---|
| 1. IFRS 16 Lease Debt | + 669 | *1. Right of Use (RoU)* | + 682 |
| 2. Delta Net Income | -2 | *2. Working Capital* | -16 |

# Financial targets

## INWIT Key Financials '15-'18




| | FY'15-18 CAGR | TARGET 2018 |
|---|---|---|
| REVENUES | +5.9% FY'15-18 CAGR | MID SINGLE DIGIT |
| EBITDA | +14.3% FY'15-18 CAGR | LOW TEENS |
| Recurring FCF [1] | +28.7% FY'15-18 CAGR | LOW TEENS |

## Targets '19-'21

**REC FCF** > 200 mln € @2021

**CAPEX** 250 / 300 mln € CUMULATED 2019-2021

**Target 2021**

**MORE CUSTOMERS**

**More MNO CUSTOMERS**
New Tenants or 5G upgrades/amendments

**More FWAs TENANTS**
Finalize nationwide coverage

**> 13,000**

OLO Tenants or 5G upgrades since IPO
@ YE2018 = 10,150

**MORE SITES**
Densification through new Macro or Small Cells

**NEW SITES**
Finalize and reinforce outdoor coverage

**SMALL CELLS & DAS**
Mainly to increase indoor capacity

**> 10,000**

New Network Elements (new sites or small cells since IPO)
@YE2018 = 2,900

**FULLY DIGITAL TOWERS**
Tower Upgrade to be future-proof

**BACK HAULING**
Fiber mandatory to deploy fast-5G

**NEW ELEMENTS**
Tower Data Centers or Sensor Networks

**> 2,500**

Digital Towers (towers upgraded with fiber backhauling or new elements)
@ YE2018 = 600

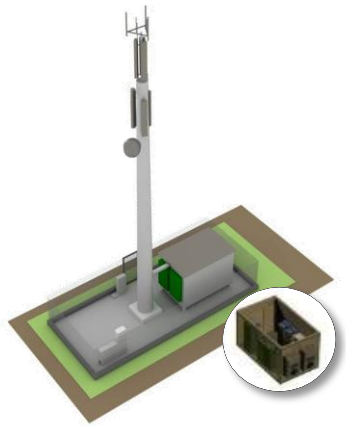
## 1Q'19 Financial Results

# Back up

Business Model

# Inwit at a Glance

## Assets



**Civil infrastructure**
Tower base
Coaxial Cable
Tower / Mast
Room – Shelter

**Power units**
Power systems
Back-up systems

**Cooling systems**

**~11 k TOWERS**

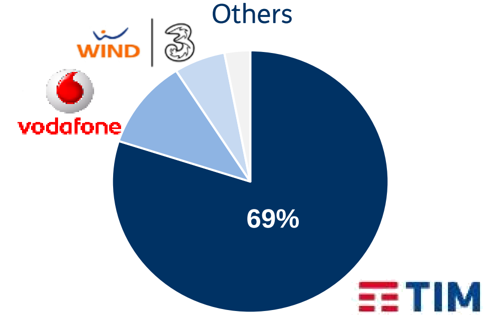
## Revenues

Master Service Agreement with TIM

Contracts with MNOs and other radio players (Fixed Wireless Access, Public Safety, Broadcasters, Airlines)

**TENANTS ~21 k**

**REVENUES** FY'18
**378 mln €**




## People

**117 EMPLOYEES**

**CEO**
- Admin. Finance & Bus Control
- Technology & Operations
- Marketing & Sales

## Opex

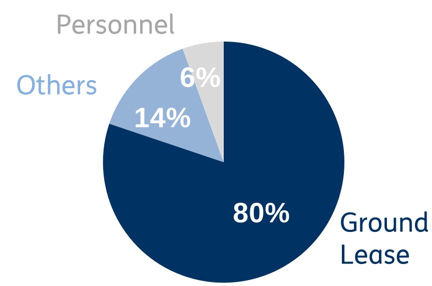
**163 mln €** FY'18

Lease costs more than 80% of total Opex

Contract with TIM for 2.3k rooftops

Contracts with third parties for about 8.7k landlords

**EBITDA** FY'18
**~215 mln €**




Financial data as of FY17; Operational KPIs (People, towers and tenants) related to FY'17

# Equity Story - Inwit stand alone

| | | |
|---|---|---|
| **Low risk** | **LONG TERM CONTRACTS** | Existing contracts account for 18x 2017 revenues [1]<br>Full Protection against Inflation |
| **Robust growth** | **MORE OLO CONTRACTS** | MNOs demand<br>Fixed Wireless Access Providers |
| | **NEW BUSINESSES** | (New Sites, Small Cells, Backhauling)<br>Double Digit IRR |
| | **GROUND LEASE COST REDUCTION** | Renegotiation<br>Land acquisition |
| **More opportunities** | **FINANCIAL FLEXIBILITY** | Recurring FCF enough:<br>• to sustain Capex needs,<br>• to preserve a generous dividend policy<br>• to be ready to seize the consolidation opportunities |

1 Contracted revenues are calculated on run rate contract amounts times residual life from year-end until maturity, assuming that contract renewal, if any, is already incorporated in contract duration. Backlog ratio is calculated as contracted revenues over FY'17 revenues

# INWIT Plan Equity Pillars - Low Risk Attitude

**LONG TERM CONTRACTS**

High Visibility on Revenues

Real Estate-comparable profile

## Infrastructure

**11k Towers**

**“FIRST MOVER” INFRASTRUCTURE QUALITY**

Location + Fiber backhauling

## High Visibility

**“Contractualized” Revenues**
secured by reliable and long standing agreements

**>16x**

yearly revs.

**“Limited Recurring Maintenance Capex**

**<2%**

on revs.

**Long Term Recurring FCF**
With 2% inflation, **excluding any organic growth** (current ECB estimate)

**~3%**

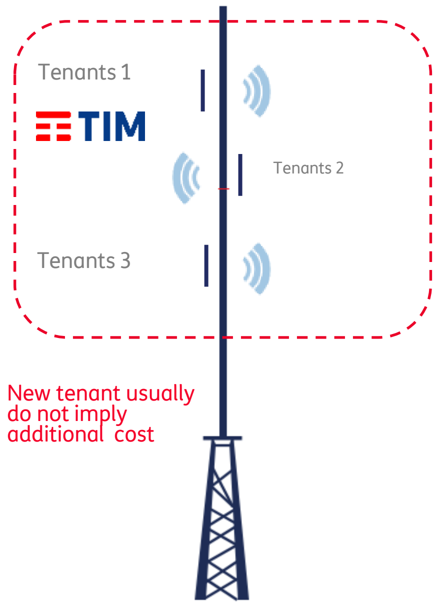
# INWIT Plan Equity Pillars - Organic growth

SOLID BUSINESS

More revenues, more customers and less costs

## Revenues

| | | | | |
|---|---|---|---|---|
| MNOs | | TIM, WIND, vodafone, 3 | + | iliad |
| Non Traditional | FWA | linkem, eolo | + | open fiber, FASTWEB |
| | IoT | sigfox, 2i Rete Gas | + | 5G |




## Opex

**Contract renegotiation**

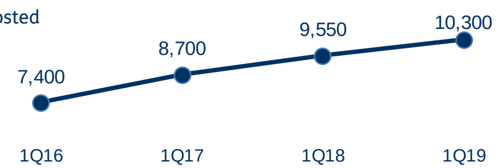
- Pure renegotiation
- Cash Advance

**Land acquisition**

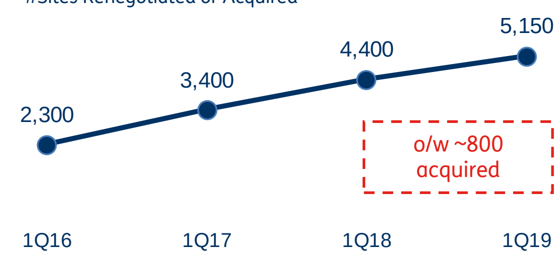
- Rooftop Long Term right of usage for condominiums
- Land acquisition from farmers

**New OLO tenants**

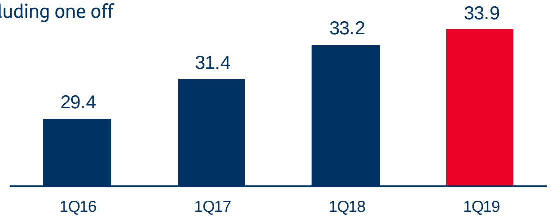
# new tenant hosted



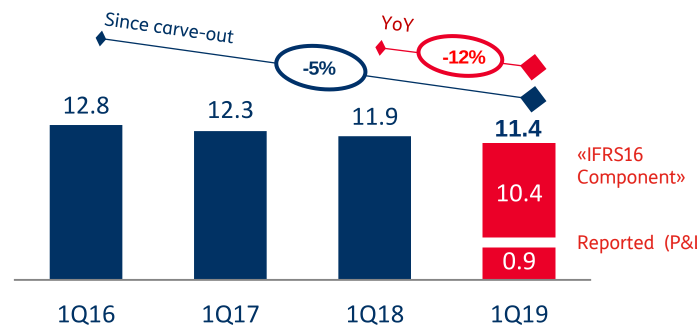

#Sites Renegotiated or Acquired




**Total Rev per site** (k €)
Excluding one off




**Avg Lease Cost per site** (k €)

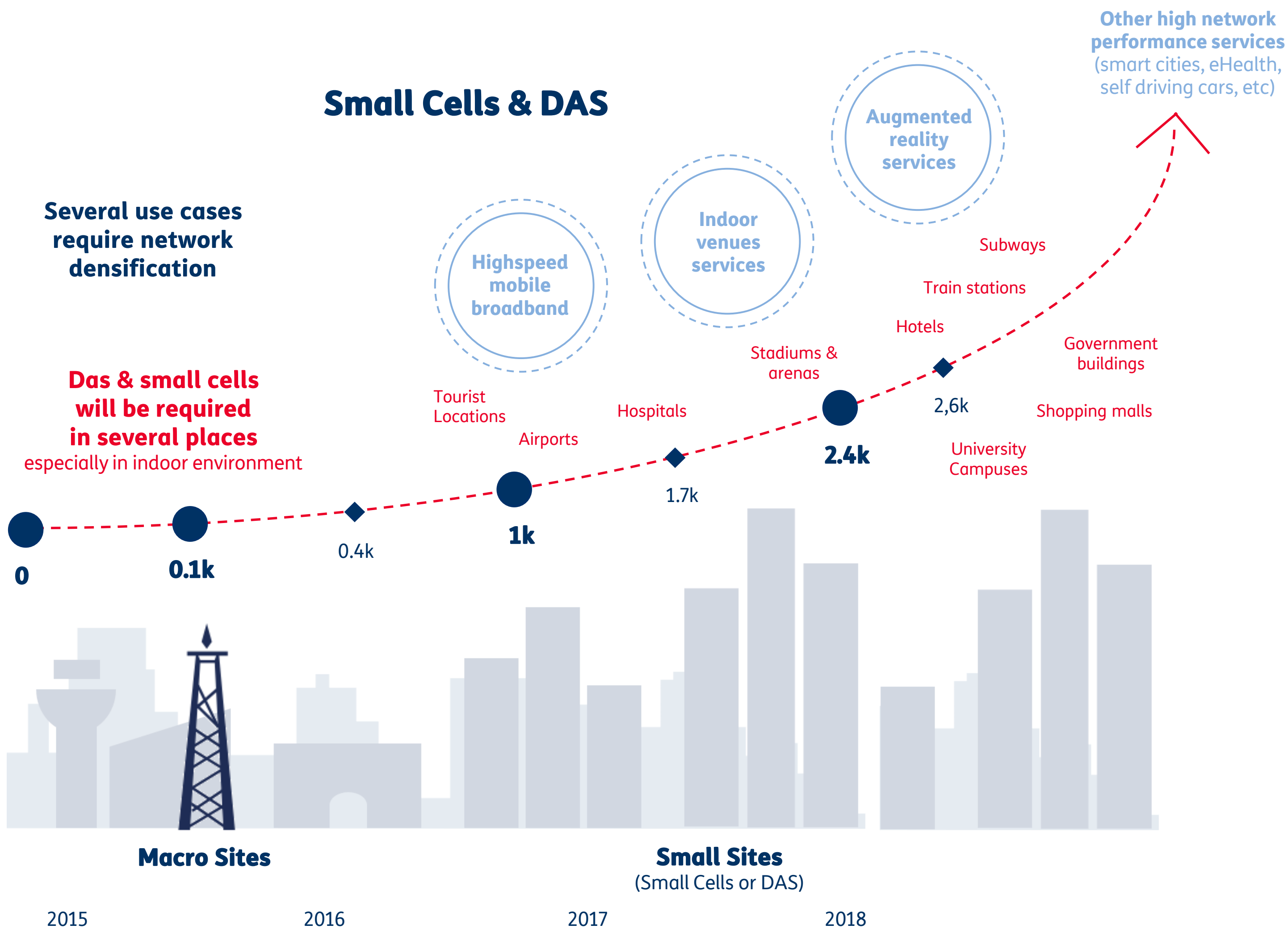


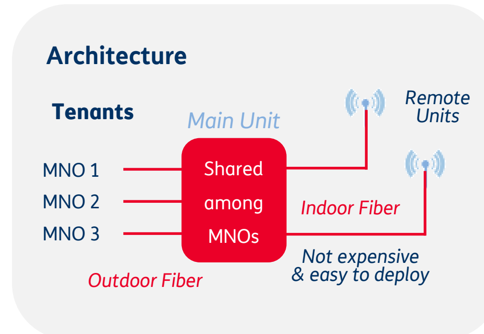

INWIT

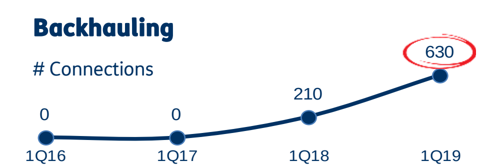
# INWIT Plan Equity Pillars - CAPEX-DRIVEN Growth

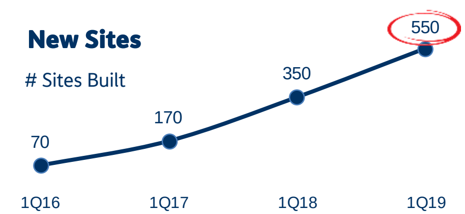
NEW BUSINESSES

Investments to generate additional revenues



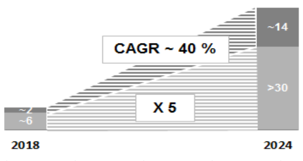
1Q'19 Financial Results

# Back up

5G for Towercos

# 5G requirements & coverage evolution

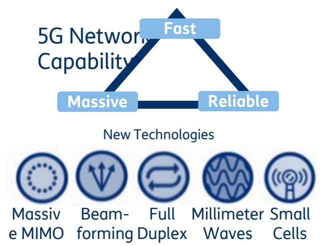
## Data Consuption




Data per user CAGR >40%
(9x in 6 years)

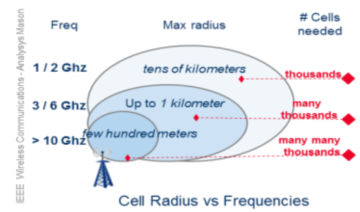
**More Data Demand from smartphone & objects**

## Network Evolution



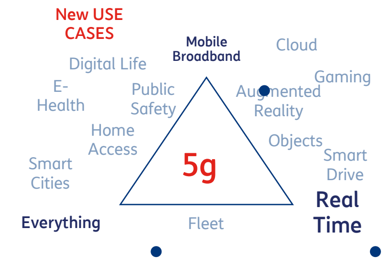

**More investments**

## New Frequencies



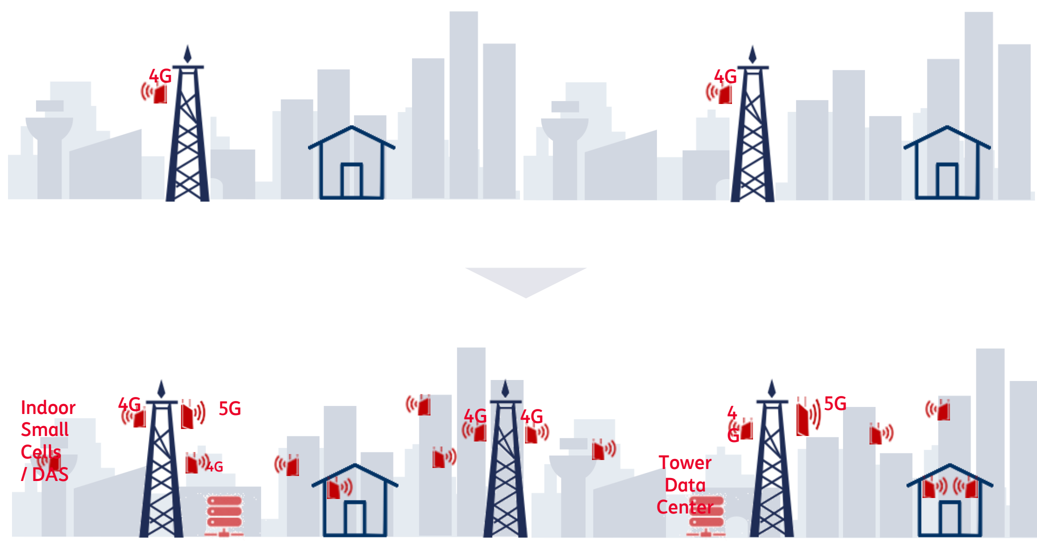

**Indoor should be served from indoor antenna**

## New Services




**Uncertainties on Monetization push MNOs to share more**

## Coverage Evolution



# 5G impacts for a towerCo

**More Revenues per Towers**

**Amendments** from existing customers
**New 5G Customers** (IoT Operators, Self Driving Cars, Virtual Reality Operators…)

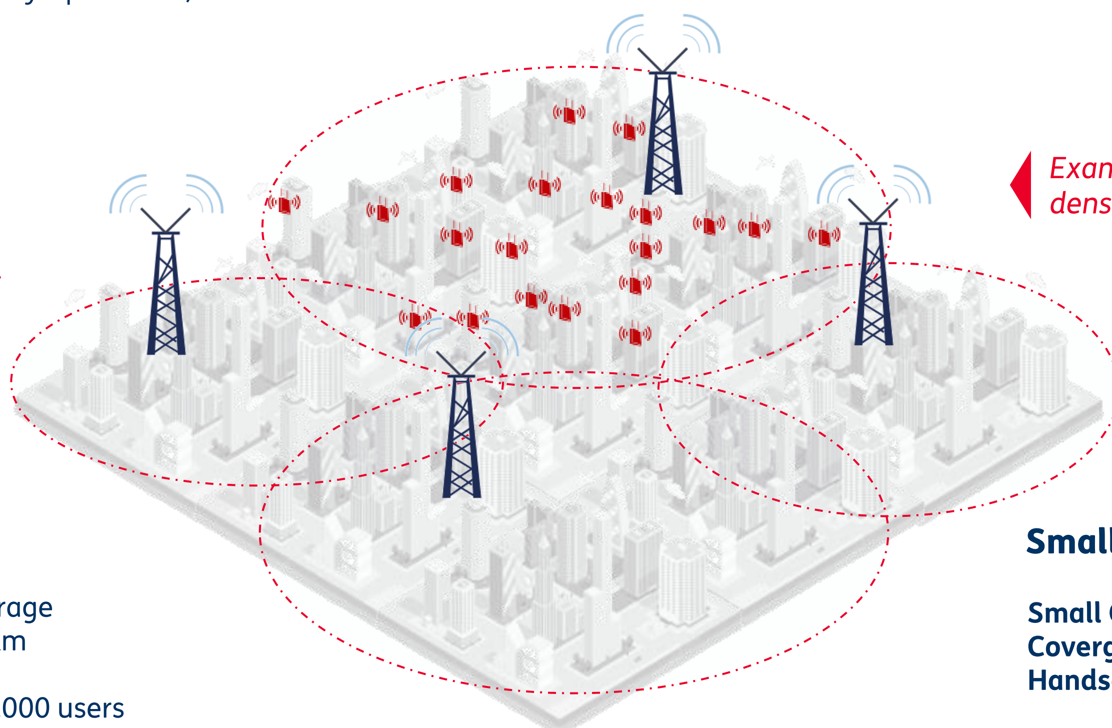
**More Towers (small cells)**

**Network Densification:** higher frequencies require higher number of emitting points, specially indoor

**More Shared Infrastructures**

Operators willing to **share more network elements**, controlling it remotely (SDN & Cloud-RAN)

*Macro Coverage reinforced with 5G MIMO Antenna*



*Example of small cells / DAS indoor densification*

## Macro Site

**Macro Site:** Umbrella Coverage
**Covergage Radius**: ca. 3-5km
(up to 30km in rural)
**Handset** Connected: 500-1.000 users

## Small Cells / DAS

**Small Cell Site:** Capacity Coverage
**Covergage Radius**: ca. <1km
**Handset** Connected: ca 100-.200 users

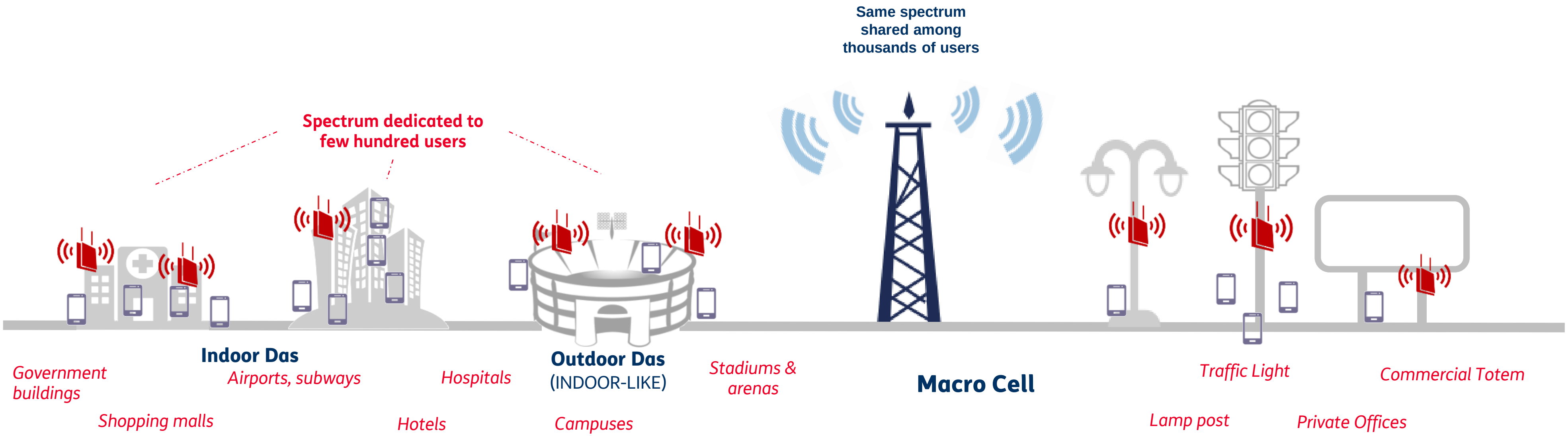
# Small Cells – Architecture

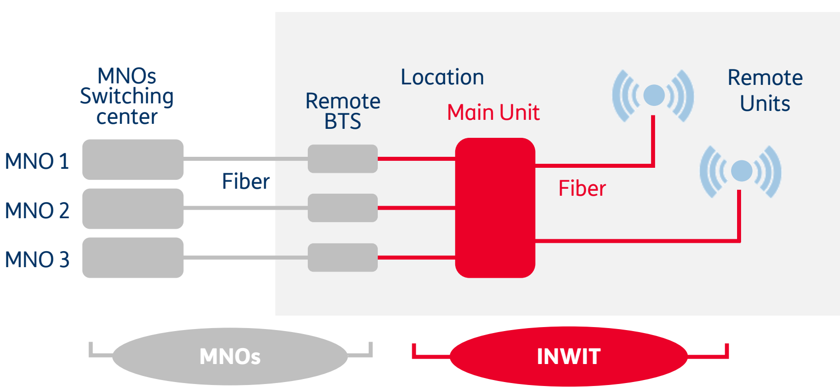
## Multi – Tenant DAS

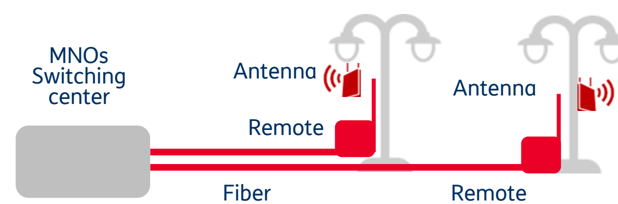
Public spaces Indoor or Indoor-like locations

## Mono–Tenant SMALL CELLS

Private spaces and outdoor coverage



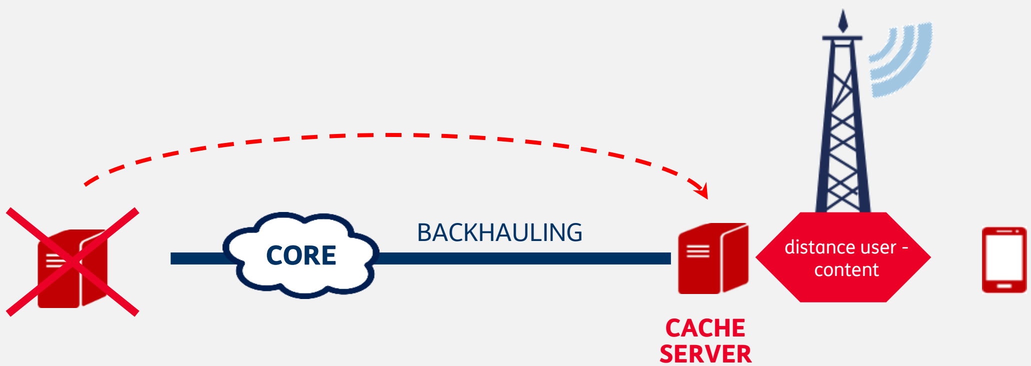



# Focus on planned services: Tower Data Centers

Pushing the cache to the edge of the network  helps to reach these main goals:

- **reduce server response time, and almost eliminating Internet latency**
  - ✓ lower distance from user to content
- **improve network efficiencies**
  - ✓ reduce backhauling costs: backhaul bandwidth, particularly peak busy hour traffic and server load




*Thus provide exceptional wireless user experience*

**TowerCos can be providers of Tower Data Centres**

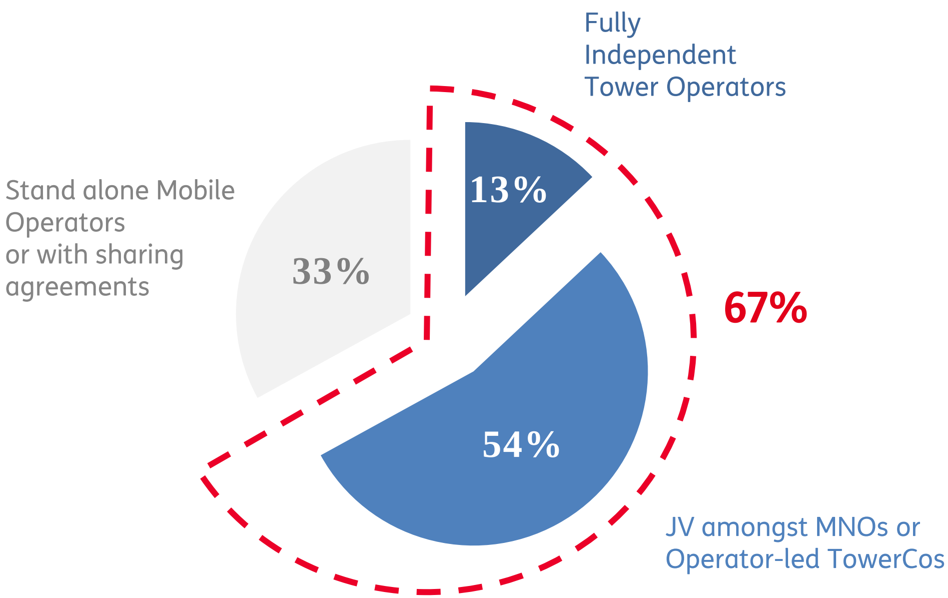
1Q'19 Financial Results

# Back up

Tower market

# Tower Market: Worldwide

## World

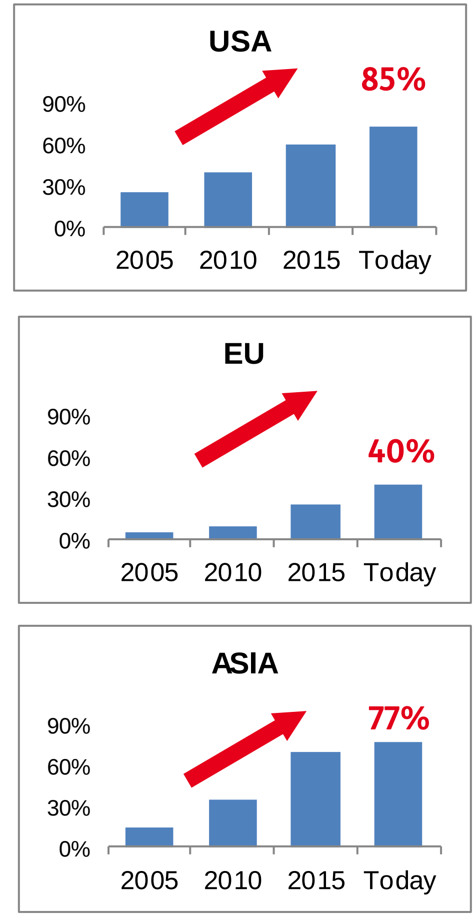



**Extensive Investments and "Data Monetization" are Pushing MNOs to Share Assets and Services**

**Data Growth requires high investments from MNOs :**

- Growth of the 4G coverage
- Gradual Introduction of 5G «key technologies»
- Acquisition of new spectrum resources
- Densification of the Access Nodes (Small Cells)

## Local Trends

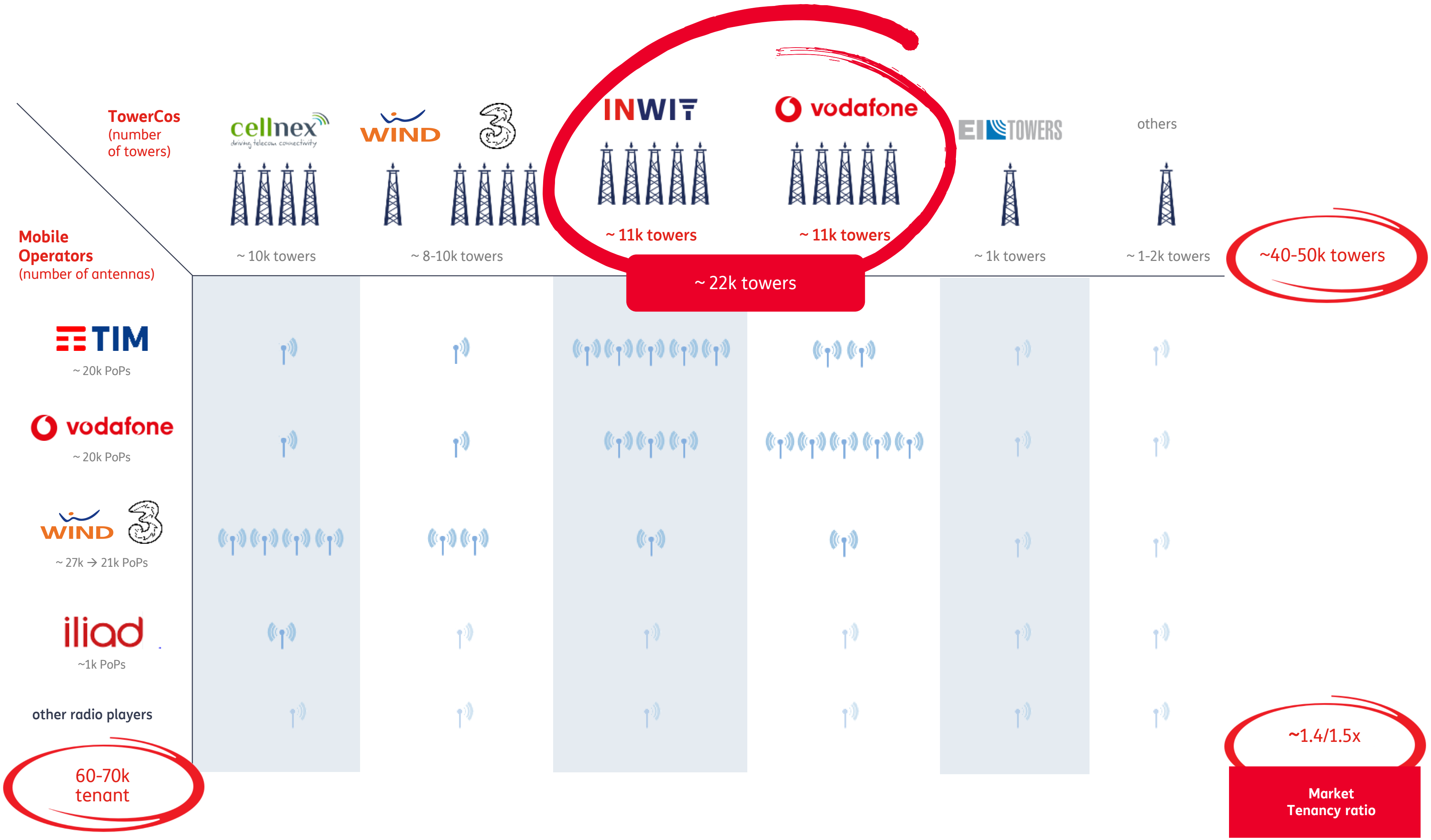



% of Independent Tower Operators and JV amongst MNOs or Operator-led TowerCos

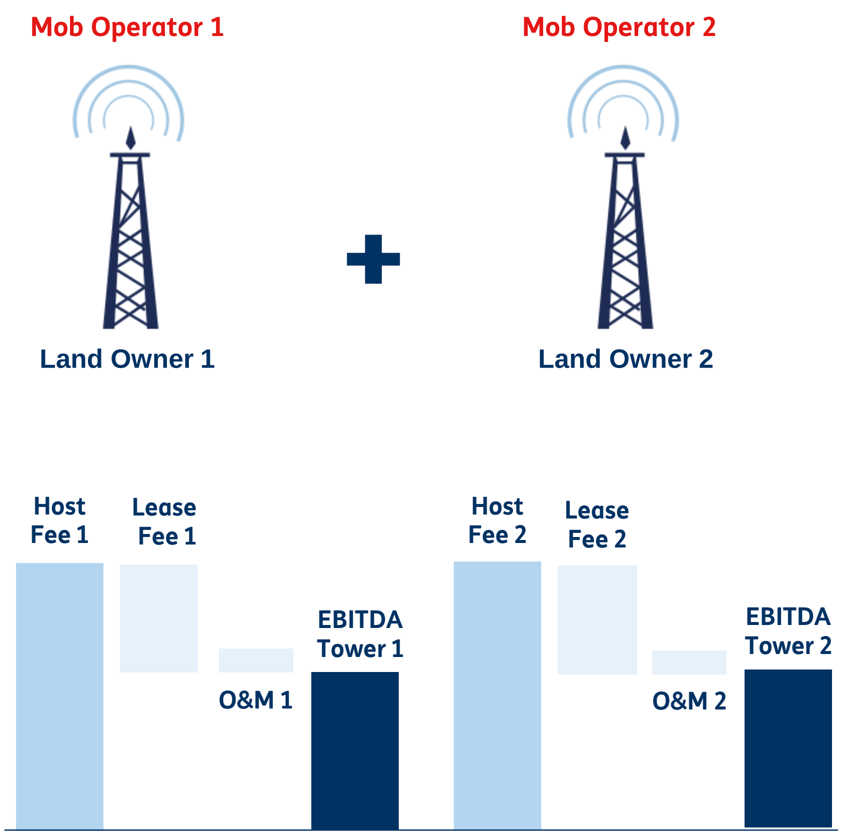
# US vs European TowerCo Business Model

| | | | US | | EU | |
|---|---|---|---|---|---|---|
| Revenues | Long-Term Contracts | > 10 yrs | ✓ ✓ ✓ | *Stable* | ✓ ✓ ✓ | *Potential to grow further* |
| | Tenancy Ratio | > 2x | ✓ ✓ ✓ | *Fuel for growth* | ✓ ⇧ | |
| | Amendments & Escalator | > 3% | ✓ ✓ ✓ | | — | *No amendments* |
| | Link to Inflation | | — | | ✓ ✓ ✓ | *100% CPI-Linked* |
| New Business | Small Cells | 40% YoY | ✓ ✓ | *Growing* | ✓ ⇧ | *Just started* |
| | Fiber | | ✓ | *Linked to Small Cells* | ⇧ | *Just started* |
| Opex Efficiency | Site Decommissioning | | — | | ✓ ✓ | *Synergies to be exploited* |
| | Lease Renegotiation | | — | | ✓ ✓ ✓ | |
| | Land Ownership or Long-Term Right of Usage | > 65% | ✓ ✓ ✓ | | ✓ ⇧ | *Actions in progress* |
| | ***Potential to Grow*** | | ✓ ✓ | | ✓ ✓ ✓ | |
| Cash Items | Taxes (REIT Treatment) | < 15% | ✓ ✓ ✓ | | ✓ | *Limited Capex on Sales* |
| | Recurring CAPEX | 5-10% | ✓ | | ✓ ✓ ✓ | |
| | ***Cash Conversion*** | | ✓ ✓ ✓ | | ✓ ✓ ✓ | |

# Tower Market: Italy



# M&A Upside: "In-Country" Consolidation drivers

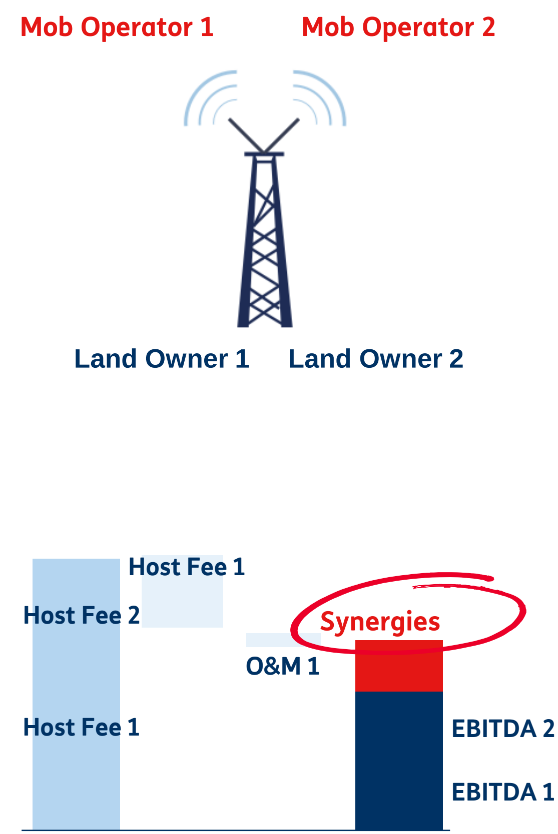



**EBITDA UPSIDE**
- Only 1 lease fee
- Only 1 O&M Cost

**EBITDA DOWNSIDE**
- Reviewed Fee to MNO2
- Increased Lease Fee

**ONE-SHOT CASH-OUT**
- Moving Costs
- Site Dismantling

**LIMITATION**
- Towers have to be close to each other
- Mobile operator 1 must be different from mobile operator 2



# Potential Evolution of EM Emissions Regulation

## Europe

### 1998

Europe set recommended limits 1999/519/EC - driven by EU recomm. **(ICNIRP)**

- Ranging ca. **40-60 V/m**
  - 39V/m for 800 MHz
  - 41V/m for 900 MHz
  - 58V/m for 1,800 MHz
  - 61V/m for 2,100 MHz
  - 61V/m for 2,600 MHz

*Recommendation implemented by: UK, France, Germany, Spain, …*

### 2016

ICNIRP announced an update on their recommendation to be implemented in a few months

A draft of the new HF guidelines presented in May

**Announced in Oct 2016**

### 2018

The revision of the guidelines and a public consultation version of the guidelines is expected within the first half of 2018.

ICNIRP anticipated that the exposure limit changes are small compared to the degree of precaution that described in the 1998 guidelines

**Announced in Dec 2017**

## Italy

### 2001

EM Emissions Limits' definition

**Original Law 22 | Feb-01**

- **6V/m** (Limit for living + working environments)
- Exposure limit: set at **20V/m**

### 2015

Government announced the intention to align EM limits to European standards

**IT Gov't Strategic Plan | Mar-15**

*The objective of the Strategic plan is to bridge this infrastructure gap, through uniform national limits to EU standards in the field of electro-magnetism*

### 2017

Italy would be ready to increase its EM limits up to the EU level,

**IT Gov't | Dec-17**

*We follow the European standards on almost everything, we will do it also in this case: the Italian EM limits must be raised*

# Board of Directors

The Board of Directors is composed of 15 members and will hold office until the date of the ordinary shareholders' meeting approving the financial statements as of and for the year ending December 31, 2017.

| | |
|---|---|
| Piergiorgio Peluso (4) | Chairman |
| Giovanni Ferigo(4) | Chief Executive Officer |
| **Francesca Balzani** (1)(2) | **Independent Director** |
| **Enrico Maria Bignami** (1)(2)(3) (4) | **Lead Independent Director** |
| Gigliola Bonino | Director |
| **Laura Cavatorta** (1)(3) | **Independent Director** |
| Carlo Nardello (4) | Director |
| **Luca Aurelio Guarna** (1)(2)(3) | **Independent Director** |
| Agostino Nuzzolo | Director |
| **Filomena Passeggio** (1)(3) | **Independent Director** |
| **Secondina Giulia Ravera**(1)(2)(3) (4) | **Independent Director** |

Pursuant to the Related Parties Procedure, our **Control and Risk Committee** is entrusted with the authority to evaluate minor transactions. Any Related Party Transaction of greater relevance must be approved by our Board of Directors, subject to the prior opinion of the Directors Committee (**committee consisting of all independent members)**. If such opinion is not favorable, the transaction cannot take place.

The **Strategic Committee** gives support for strategic matters; on the request of the Chairman of the Board of Directors and the Chief Executive Officer, and in coordination with the perquisites of their responsibilities and powers, it performs preliminary evaluations re strategic choices of the Group; it gives its opinion and suggestions on the proposals of industrial plan to be submitted to the Board of Directors.

(1) Independent director pursuant to Article 148(3) of the Consolidated Financial Act and the recommendations of Article 3 of the Corporate Governance Code (Codice di Autodisciplina).
(2) Member of the Control and Risk Committee.
(3) Member of the Nomination and Remuneration Committee.
(4) Member of the Strategic Committee

# Organization

- **Board**
  - Strategic commitee
  - Control & risk commitee (& related parties)
  - Nomination & remuneration commitee
    - **Audit** L. Trucco

- **Chairman** S. Siragusa
- **CEO** G. Ferigo
  - **Legal, Corporate Affairs & Compliance** S. Lo Giudice
  - **Human Resources** G. Raffaele
  - **Institutional and External Communication** M. Signoretti
  - **CFO & Business Support** A. Balzarini
    - Administration, Control & Risk Management
    - Finance
    - Investor Relations
    - Procurement & General Services
    - Business Development
  - **Marketing & Sales** G. Abbagnara
    - Marketing & Tower Services Sales
    - DAS, Small Cells & Internet Of Things Sales
    - Backhauling Sales
  - **Technology & Operations** E. Patrizi
    - Technical Processes & Operations
    - Site Owner Relations,
    - Field Areas

1Q'19 Financial Results

# Back up

Databook

# Databook – Quarterly Profit and Loss

| *Currency: €m* | Average Quarter Pro-forma | 1Q15 (Jan-Mar) | 2Q15 (Apr-Jun) | 3Q15 (Jul -Sep) | 4Q15 (Oct-Dec) | 1Q16 (Jan-Mar) | 2Q16 (Apr-Jun) | 3Q16 (Jul-Sep) | 4Q16 (Oct-Dec) | 1Q17 (Jan-Mar) | 2Q17 (Apr-Jun) | 3Q17 (Jul-Sep) | 4Q17 (Oct-Dec) | 1Q18 (Jan-Mar) | 2Q18 (Apr-Jun) | 3Q18 (Jul-Sep) | 4Q18 (Oct-Dec) | 1Q19 (Jan-Mar) | 1Q19[7] (Jan-Mar) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | | ifrs 16 | on a comparable basis |
| **Revenues** | **78.6** | | **79.0** | **79.8** | **80.4** | **81.7** | **83.2** | **83.9** | **84.7** | **86.4** | **87.4** | **88.0** | **90.9** | **91.6** | **93.4** | **93.0** | **94.6** | **94.9** | **94.9** |
| TIM - MSA[1] | 63.3 | | 63.3 | 63.3 | 63.3 | 63.3 | 63.3 | 63.3 | 63.3 | 64.5 | 64.5 | 64.5 | 64.5 | 65.2 | 65.3 | 65.2 | 65.2 | 65.9 | 65.9 |
| OLOs & Others[2] | 15.3 | | 15.7 | 16.5 | 17.1 | 18.2 | 19.3 | 19.9 | 20.7 | 21.0 | 22.0 | 22.3 | 22.8 | 22.5 | 23.5 | 22.8 | 24.2 | 23.7 | 23.7 |
| New Sites & New Services[3] | | | | | | 0.2 | 0.6 | 0.7 | 0.8 | 0.9 | 0.9 | 1.2 | 3.6 | 3.9 | 4.6 | 5.0 | 5.2 | 5.3 | 5.3 |
| **Operating Expenses** | **(44.9)** | | **(44.0)** | **(43.6)** | **(43.3)** | **(42.8)** | **(42.4)** | **(42.2)** | **(42.5)** | **(42.1)** | **(41.1)** | **(39.8)** | **(41.6)** | **(40.2)** | **(41.2)** | **(40.2)** | **(41.5)** | **(12.1)** | **(41.3)** |
| Ground Lease | (38.6) | | (38.0) | (37.9) | (37.1) | (35.6) | (35.6) | (35.4) | (34.6) | (33.9) | (33.9) | (33.4) | (33.5) | (32.9) | (32.6) | (32.3) | (32.9) | (2.5) | (31.7) |
| Other OpEx & Accruals[4] | (5.2) | | (4.7) | (4.5) | (4.9) | (5.5) | (5.3) | (5.3) | (6.0) | (6.2) | (5.3) | (4.4) | (6.0) | (5.2) | (6.2) | (5.8) | (5.9) | (6.8) | (6.8) |
| Personnel Costs[5] | (1.1) | | (1.3) | (1.2) | (1.3) | (1.7) | (1.5) | (1.5) | (1.9) | (2.0) | (1.9) | (2.0) | (2.1) | (2.1) | (2.3) | (2.1) | (2.7) | (2.8) | (2.8) |
| **Clean EBITDA** | **33.7** | | **34.9** | **36.2** | **37.1** | **38.9** | **40.8** | **41.7** | **42.2** | **44.3** | **46.3** | **48.2** | **49.3** | **51.4** | **52.3** | **52.8** | **53.1** | **82.8** | **53.6** |
| One-off | | | | | | | | | | | | | 3.9 | 3.9 | | 2.0 | | | |
| **EBITDA** | **33.7** | | **34.9** | **36.2** | **37.1** | **38.9** | **40.8** | **41.7** | **42.2** | **44.3** | **46.3** | **48.2** | **53.2** | **55.3** | **52.3** | **54.8** | **53.1** | **82.8** | **53.6** |
| D&A and Write-off | | | (2.7) | (2.8) | (7.2) | (3.2) | (3.5) | (3.6) | (6.0) | (3.0) | (3.1) | (3.2) | (3.5) | (3.2) | (4.1) | (3.9) | (4.0) | (31.0) | (4.3) |
| **EBIT** | **31.1** | | **32.2** | **33.4** | **29.9** | **35.7** | **37.4** | **38.1** | **36.2** | **41.3** | **43.2** | **45.0** | **49.7** | **52.1** | **48.2** | **50.8** | **49.1** | **51.8** | **49.3** |
| Interest | (0.9) | | (0.8) | (1.0) | (1.0) | (0.9) | (0.9) | (0.9) | (0.8) | (1.0) | (0.9) | (1.0) | (0.9) | (1.0) | (1.1) | (0.9) | (1.0) | (6.0) | (1.0) |
| Taxes & Others | (9.7) | | (10.1) | (10.7) | (9.0) | (11.3) | (11.4) | (12.0) | (11.1) | (11.5) | (12.2) | (11.3) | (13.9) | (14.7) | (13.4) | (14.4) | (13.1) | (13.4) | (13.9) |
| **NET INCOME** | **20.6** | | **21.3** | **21.7** | **19.9** | **23.5** | **25.1** | **25.1** | **24.3** | **28.9** | **30.2** | **32.7** | **34.9** | **36.4** | **33.7** | **35.6** | **35.0** | **32.4** | **34.4** |
| **EBITDA Margin** | 42.9% | | 44.2% | 45.4% | 46.1% | 47.6% | 49.0% | 49.7% | 49.8% | 51.3% | 53.0% | 54.8% | 56.1% | 57.9% | 56.0% | 57.7% | 56.1% | 87.3% | 56.5% |
| **TAX rate (on EBT)** | 32.1% | | 32.2% | 33.0% | 31.1% | 32.5% | 31.2% | 32.3% | 31.4% | 28.5% | 28.8% | 25.7% | 28.5% | 28.8% | 27.8% | 28.3% | 26.7% | 25.9% | 28.2% |
| **Net Income on Sales** | 26.2% | | 27.0% | 27.2% | 24.8% | 28.8% | 30.2% | 29.9% | 28.7% | 33.4% | 34.6% | 37.3% | 36.9% | 38.1% | 36.0% | 37.5% | 37.0% | 34.1% | 36.2% |

Note 1: MSA = Master Service Agreement with TIM on the existing sites.
Note 2: OLOs & others refer mainly to revenues from OLO on existing sites and other revenues or accruals, including some one-off fees, due to installation service.
Note 3: New sites and New Services refer to revenues on post-Inwit carve-out sites or small cells, generated from both TIM and OLOs.
Note 4: Other Operating Expenditure & Accruals include all the accruals, also that related to personnel.
Note 5: Personel cost refer to recurring cost for personnel, not including any accrual.
Note 7: On a comparable basis = pre IFRS16 = calculated using 2018 accounting principle (IAS 17)

INWIT

# Databook – Profit and Loss

| *Currency: €m* | FY14 Pro-forma 1* | 3M15 (Apr-Jun) | 6M15 (Apr-Sep) | 9M15 (Apr-Dec) | FY15 Annualized 2* | 3M16 (Jan-Mar) | 6M16 (Jan-Jun) | 9M16 (Jan-Sep) | FY16 (Jan-Dec) | 3M17 (Jan-Mar) | 6M17 (Jan-Jun) | 9M17 (Jan-Sep) | FY17 (Jan-Dec) | 3M18 (Jan-Mar) | 6M18 (Jan-Jun) | 9M18 (Jan-Sep) | FY18 (Jan-Dec) | 3M19 (Jan-Mar) | 3M19[3] (Jan-Mar) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | | ifrs 16 | on a comparable basis |
| **Revenues** | **314.0** | **79.0** | **158.8** | **239.2** | **318.9** | **81.7** | **164.9** | **248.8** | **333.5** | **86.4** | **173.8** | **261.8** | **356.6** | **91.6** | **185.0** | **278.0** | **372.6** | **94.9** | **94.9** |
| TIM - MSA | 253.0 | 63.3 | 126.7 | 190.0 | 253.3 | 63.3 | 126.5 | 189.9 | 253.0 | 64.5 | 129.0 | 193.5 | 258.0 | 65.2 | 130.5 | 195.7 | 260.9 | 65.9 | 65.9 |
| OLOs & Others | 61.0 | 15.7 | 32.1 | 49.2 | 65.6 | 18.2 | 37.6 | 57.4 | 78.2 | 21.0 | 43.0 | 65.3 | 88.1 | 22.5 | 46.0 | 68.8 | 93.0 | 23.7 | 23.7 |
| New Sites & New Services | | | | | | 0.2 | 0.8 | 1.5 | 2.3 | 0.9 | 1.8 | 3.0 | 10.5 | 3.9 | 8.5 | 13.5 | 18.7 | 5.3 | 5.3 |
| **Operating Expenses** | **(179.4)** | **(44.0)** | **(87.7)** | **(131.0)** | **(174.7)** | **(42.8)** | **(85.2)** | **(127.4)** | **(169.9)** | **(42.1)** | **(83.2)** | **(123.0)** | **(164.6)** | **(40.2)** | **(81.4)** | **(121.6)** | **(163.1)** | **(12.1)** | **(41.3)** |
| Ground Lease | (154.4) | (38.0) | (75.9) | (113.0) | (150.7) | (35.6) | (72.0) | (106.6) | (141.2) | (33.9) | (67.8) | (101.2) | (134.7) | (32.9) | (65.5) | (97.8) | (130.7) | (2.5) | (31.7) |
| Other OpEx & Accruals | (20.7) | (4.7) | (9.2) | (14.2) | (18.9) | (5.5) | (10.0) | (16.1) | (22.1) | (6.2) | (11.5) | (15.9) | (21.9) | (5.2) | (11.4) | (17.2) | (23.1) | (6.8) | (6.8) |
| Personnel Costs | (4.3) | (1.3) | (2.5) | (3.8) | (5.1) | (1.7) | (3.2) | (4.7) | (6.6) | (2.0) | (3.9) | (5.9) | (8.0) | (2.1) | (4.4) | (6.5) | (9.2) | (2.8) | (2.8) |
| **Clean EBITDA** | **134.6** | **34.9** | **71.1** | **108.2** | **144.3** | **38.9** | **79.7** | **121.4** | **163.6** | **44.3** | **90.6** | **138.8** | **192.0** | **51.4** | **103.7** | **156.5** | **209.6** | **82.8** | **53.6** |
| One-off | | | | | | | | | | | | | | 3.9 | 3.9 | 5.9 | 5.9 | | |
| **EBITDA** | **134.6** | **34.9** | **71.1** | **108.2** | **144.3** | **38.9** | **79.7** | **121.4** | **163.6** | **44.3** | **90.6** | **138.8** | **192.0** | **55.3** | **107.6** | **162.3** | **215.4** | **82.8** | **53.6** |
| D&A and Write-off | | (2.7) | (5.5) | (12.7) | (16.9) | (3.2) | (6.7) | (10.3) | (16.3) | (3.0) | (6.0) | (9.3) | (12.8) | (3.2) | (7.3) | (11.2) | (15.1) | (31.0) | (4.3) |
| **EBIT** | **124.5** | **32.2** | **65.6** | **95.5** | **127.4** | **35.7** | **73.1** | **111.2** | **147.3** | **41.3** | **84.6** | **129.5** | **179.2** | **52.1** | **100.3** | **151.1** | **200.3** | **51.8** | **49.3** |
| Interest | (3.6) | (0.8) | (1.8) | (2.8) | (3.7) | (0.9) | (1.8) | (2.7) | (3.5) | (1.0) | (1.8) | (2.8) | (3.7) | (1.0) | (2.1) | (3.0) | (4.0) | (6.0) | (1.0) |
| Taxes & Others | (38.7) | (10.1) | (20.8) | (29.8) | (39.8) | (11.3) | (22.7) | (34.7) | (45.8) | (11.5) | (23.6) | (34.9) | (48.8) | (14.7) | (28.0) | (42.4) | (55.5) | (13.4) | (13.9) |
| **NET INCOME** | **82.2** | **21.3** | **43.0** | **62.9** | **83.9** | **23.5** | **48.6** | **73.7** | **97.9** | **28.9** | **59.1** | **91.8** | **126.7** | **36.4** | **70.2** | **105.7** | **140.8** | **32.4** | **34.4** |
| EBITDA Margin | 42.9% | 44.2% | 44.8% | 45.2% | 45.2% | 47.6% | 48.3% | 48.8% | 49.1% | 51.3% | 52.1% | 53.0% | 53.8% | 57.9% | 57.0% | 57.2% | 56.9% | 87.3% | 56.5% |
| TAX rate (on EBT) | 32.0% | 32.2% | 32.6% | 32.1% | 32.2% | 32.5% | 31.8% | 32.0% | 31.8% | 28.5% | 28.6% | 27.5% | 27.8% | 28.8% | 28.0% | 28.1% | 27.7% | 25.9% | 28.2% |

**Note 1*:** Pro-Forma data pertains to the Prospectus for the IPO and was determined as historical data plus adjustments, as if theTransaction had virtually taken place on January 1, 2014.
**Note 2*:** For reconciliation purposes, the FY'15 Annualized data has been calculated as 133% of the FY'15 financial results (April-December 2015).
**Note 3***: On a comparable basis = pre IFRS16 = calculated using 2018 accounting principle (IAS 17)

# Databook - Cash Flow

| Currency: €m | As of March 31st 2015 (3-mth period) | As of June 30th 2015 (3-mth period) | As of Sept. 30th 2015 (6-mth period) | As of Dec. 31st 2015 (9-mth period) | As of March 31st 2016 | As of June 30th 2016 | As of Sept. 30th 2016 | As of Dec. 31st 2016 | As of March 31st 2017 | As of June 30th 2017 | As of Sept. 30th 2017 | As of Dec. 31st 2017 | As of March 31st 2018 | As of June 30th 2018 | As of Sept. 30th 2018 | As of Dec. 31st 2018 | As of March 31st 2019 | As of March 31st 2019[1] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | ifrs 16 | on a comparable basis |
| EBITDA | | 34.5 | 71.1 | 108.2 | 38.9 | 79.7 | 121.4 | 163.6 | 44.3 | 90.6 | 138.8 | 192.0 | 55.3 | 107.6 | 162.3 | 215.4 | 82.8 | 53.6 |
| Recurring CAPEX | | | | (3.8) | | (1.3) | (3.0) | (4.7) | | (0.6) | (1.1) | (4.7) | | (2.7) | (3.1) | (3.7) | | |
| **EBITDA - Recurring CAPEX** | | **34.5** | **71.1** | **104.4** | **38.9** | **78.4** | **118.4** | **158.9** | **44.3** | **90.0** | **137.7** | **187.3** | **55.3** | **104.9** | **159.2** | **211.7** | **82.8** | **53.6** |
| Var. in Net Working Capital related to Recurring Cash Flow | | (15.4) | (10.6) | (28.9) | (12.6) | 2.6 | (10.0) | (0.7) | (18.4) | (4.8) | (15.3) | 7.4 | (7.4) | (1.7) | (2.3) | 4.3 | (9.6) | (9.6) |
| **Operating Free Cash Flow** | | **19.1** | **60.5** | **75.5** | **26.3** | **81.0** | **108.4** | **158.2** | **25.9** | **85.2** | **122.4** | **194.7** | **47.9** | **103.2** | **156.9** | **216.0** | **73.2** | **44.0** |
| Tax Cash-Out | | | | | | (39.2) | (39.2) | (54.6) | | (4.7) | (39.0) | (65.5) | | (0.9) | (26.1) | (55.9) | - | - |
| Lease payment | | | | | | | | | | | | | | | | | (29.2) | - |
| Financial Charges | | (0.3) | (0.7) | (1.3) | (0.4) | (0.9) | (1.3) | (1.9) | (0.4) | (0.8) | (1.2) | (1.5) | (0.5) | (0.9) | (1.3) | (1.8) | (0.7) | (0.7) |
| **Recurring Cash Flow** | | **18.8** | **59.8** | **74.2** | **25.9** | **40.9** | **67.9** | **101.7** | **25.5** | **79.7** | **82.2** | **127.6** | **47.4** | **101.4** | **129.5** | **158.3** | **43.3** | **43.4** |
| Investment in Brescia Companies | | | | | (8.3) | (8.3) | (8.3) | (8.3) | | | | | | | | | | |
| Var. in trade payables related to Dev. CAPEX | | 0.6 | 1.9 | 6.3 | 0.8 | 0.2 | 2.8 | 7.5 | (3.1) | (0.7) | 5.4 | | 0.1 | 1.9 | (1.8) | 13.2 | (6.1) | (6.1) |
| Development CAPEX | | (1.9) | (1.9) | (8.7) | (3.8) | (10.3) | (18.6) | (30.5) | (6.8) | (14.1) | (28.6) | (50.7) | (10.8) | (23.4) | (33.1) | (58.1) | (7.6) | (7.6) |
| **Free Cash Flow to Equity** | | **17.5** | **59.8** | **72.0** | **14.6** | **22.5** | **43.8** | **70.4** | **15.6** | **64.9** | **59.0** | **76.9** | **36.7** | **79.9** | **94.6** | **113.4** | **29.6** | **29.7** |
| Purchase/sale of treasury shares | | | | | | | | | | | | | | | | (2.1) | | |
| Other Financial Charges | | | | | | | | | | | | | | | | | (0.3) | (0.3) |
| Other variations | | | | | | | | | | | | | | | | | 1.0 | 1.0 |
| Dividend Paid | | | | | | (56.7) | (56.7) | (56.7) | | (88.2) | (88.2) | (88.2) | | (114.0) | (114.0) | (114.0) | | |
| **Net Cash Flow** | | **17.5** | **59.8** | **72.0** | **14.6** | **(34.2)** | **(12.9)** | **13.7** | **15.6** | **(23.3)** | **(29.3)** | **(11.3)** | **36.7** | **(34.1)** | **(19.4)** | **(2.7)** | **30.3** | **30.4** |
| Adoption IFRS16 | | | | | | | | | | | | | | | | | (668.6) | |
| **Net Cash Flow after adoption IFRS16** | | **17.5** | **59.8** | **72.0** | **14.6** | **(34.2)** | **(12.9)** | **13.7** | **15.6** | **(23.3)** | **(29.3)** | **(11.3)** | **36.7** | **(34.1)** | **(19.4)** | **(2.7)** | **(638.3)** | **30.4** |
| **Net Debt End of Period (ESMA)** | | **102.5** | **60.2** | **48.0** | **33.4** | **82.3** | **60.9** | **34.3** | **18.8** | **57.6** | **63.6** | **45.6** | **8.9** | **79.7** | **65.0** | **48.3** | **686.6** | **17.9** |
| **CAPEX (total)** | | **(1.9)** | **(1.9)** | **(12.5)** | **(3.8)** | **(11.6)** | **(21.6)** | **(35.2)** | **(6.8)** | **(14.7)** | **(29.7)** | **(55.4)** | **(10.8)** | **(26.1)** | **(36.2)** | **(61.8)** | **(7.6)** | **(7.6)** |

**Note 1***: On a comparable basis = pre IFRS16 = calculated using 2018 accounting principle (IAS 17)

# Databook – Balance Sheet

| Currency: €m | As of April 1st 2015 | As of March 31st 2015 | As of June 30th 2015 | As of Sept. 30th 2015 | As of Dec. 31st 2015 | As of March 31st 2016 | As of June 30th 2016 | As of Sept. 30th 2016 - Consolidated | As of Dec. 31 2016 - Consolidated | As of March 31st 2017 | As of June 30th 2017 | As of Sept. 30th 2017 | As of Dec. 31st 2017 | As of March 31st 2018 | As of June 30th 2018 | As of Sept. 30th 2018 | As of Dec. 31st 2018 | As of March 31st 2019 | As of March 31st 2019[1] |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | | ifrs 16 | on a comparable basis |
| Goodwill | 1,404 | | 1,404 | 1,404 | 1,404 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 | 1,412 |
| Tangible assets | 184 | | 181 | 178 | 186 | 187 | 189 | 193 | 193 | 195 | 198 | 206 | 222 | 226 | 232 | 237 | 255 | 255 | 255 |
| Other intangible fixed assets | | | 2 | 2 | 4 | 5 | 7 | 9 | 13 | 15 | 17 | 21 | 27 | 30 | 35 | 37 | 41 | 41 | 41 |
| Other fixed assets (deferred taxes) | | | | | 1 | | | | 1 | | | | | | | | | | |
| Diritti d'uso beni di terzi (ex IFRS16) | | | | | | | | | | | | | | | | | | 685 | 3 |
| **Fixed assets** | **1,588** | | **1,587** | **1,584** | **1,596** | **1,603** | **1,608** | **1,614** | **1,619** | **1,622** | **1,627** | **1,639** | **1,661** | **1,668** | **1,679** | **1,686** | **1,708** | **2,393** | **1,708** |
| Net Working Capital | 9 | | 24 | 17 | 1 | 1 | 10 | 8 | 20 | 40 | 25 | 29 | 13 | 1 | 12 | 16 | (5) | (6) | 10 |
| **Current assets/liabilities** | **9** | | **24** | **17** | **1** | **1** | **10** | **8** | **20** | **40** | **25** | **29** | **13** | **1** | **12** | **16** | **(5)** | **(6)** | **10** |
| ARO fund | (95) | | (95) | (95) | (100) | (101) | (100) | (100) | (95) | (95) | (96) | (96) | (97) | (97) | (98) | (98) | (99) | (100) | (100) |
| Other LT Net Assets/liabilities | (2) | | (12) | (23) | (5) | (4) | | (1) | (27) | (36) | (44) | (20) | (9) | (3) | (35) | (25) | (7) | (146) | (143) |
| **Non-Current assets/liabilities** | **(96)** | | **(107)** | **(118)** | **(105)** | **(104)** | **(100)** | **(101)** | **(122)** | **(131)** | **(139)** | **(116)** | **(106)** | **(100)** | **(133)** | **(123)** | **(106)** | **(246)** | **(243)** |
| **Invested Capital** | **1,500** | | **1,504** | **1,483** | **1,491** | **1,500** | **1,517** | **1,521** | **1,518** | **1,532** | **1,512** | **1,552** | **1,568** | **1,568** | **1,558** | **1,579** | **1,597** | **2,141** | **1,475** |
| Share Capital | 600 | | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 |
| Legal Reserve | 120 | | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 | 120 |
| Distributable Reserves | 660 | | 660 | 660 | 660 | 723 | 689 | 715 | 666 | 764 | 676 | 676 | 676 | 803 | 689 | 688 | 687 | 702 | 702 |
| CY P&L (Fully distributable) | | | 21 | 43 | 63 | 24 | 25 | 25 | 98 | 29 | 59 | 92 | 127 | 36 | 70 | 106 | 141 | 32 | 34 |
| **Total Net Equity** | **1,380** | | **1,401** | **1,423** | **1,443** | **1,467** | **1,435** | **1,460** | **1,484** | **1,513** | **1,455** | **1,488** | **1,523** | **1,559** | **1,479** | **1,514** | **1,548** | **1,454** | **1,456** |
| Long-Term Debt | 120 | | 120 | 120 | 120 | 120 | 120 | 120 | 100 | 100 | 80 | 80 | 60 | 60 | 90 | 110 | 130 | 130 | 130 |
| Long term debt (ex IFRS16) | | | | | | | | | | | | | | | | | | 559 | |
| Short term debt (ex IFRS16) | | | | | | | | | | | | | | | | | | 110 | |
| Short term debt | | | | | | | | | | | | | | | | | | 40 | 40 |
| Cash & Cash equivalents | | | (17) | (60) | (72) | (87) | (37) | (59) | (65) | (81) | (22) | (16) | (14) | (51) | (11) | (45) | (82) | (152) | (152) |
| **Total Net Financial Position** | **120** | | **103** | **60** | **48** | **33** | **82** | **61** | **34** | **19** | **57** | **64** | **46** | **9** | **79** | **65** | **48** | **686** | **18** |
| **Total sources of financing** | **1,500** | | **1,504** | **1,483** | **1,491** | **1,500** | **1,517** | **1,521** | **1,518** | **1,532** | **1,512** | **1,552** | **1,568** | **1,568** | **1,558** | **1,579** | **1,597** | **2,141** | **1,475** |
| NFP/EBITDA | 0.9 x | n.a. | 1.5 x | 0.6 x | 0.4 x | 0.2 x | 0.5 x | 0.4 x | 0.2 x | 0.1 x | 0.3 x | 0.3 x | 0.2 x | 0.1 x | 0.4 x | 0.3 x | 0.2 x | 2.1 x | 0.1 x |

**Note 1***: On a comparable basis = pre IFRS16 = calculated using 2018 accounting principle (IAS 17)

INWIT

# Databook – Operationals KPI's

| *Operational KPIs* | As of Dec. 31st 2014 PF | As of June 30th 2015 | As of Sept. 30th 2015 | As of Dec. 31st 2015 | As of March 31st 2016 | As of June 30th 2016 | As of Sept. 30th 2016 | As of Dec. 31 2016 | As of March 31st 2017 | As of June 30th 2017 | As of Sept. 30th 2017 | As of Dec. 31st 2017 | As of March 31st 2018 | As of June 30th 2018 | As of Sept. 30th 2018 | As of Dec. 31st 2018 | As of March 31st 2018 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Tenancy Ratio** | **1.55x** | **1.59x** | **1.60x** | **1.62x** | **1.64x** | **1.67x** | **1.70x** | **1.72x** | **1.75x** | **1.78x** | **1.80x** | **1.82x** | **1.84x** | **1.85x** | **1.86x** | **1.88x** | **1.89x** | |
| **Number of Tenants (in K)** | **17.8** | **18.3** | **18.4** | **18.2** | **18.3** | **18.6** | **18.9** | **19.1** | **19.3** | **19.6** | **19.9** | **20.1** | **20.3** | **20.4** | **20.7** | **21.0** | **21.2** | |
| Anchor Tenants | **11.5** | **11.5** | **11.4** | **11.1** | **10.9** | **10.9** | **10.7** | **10.7** | **10.7** | **10.6** | **10.7** | **10.7** | **10.75** | **10.80** | **10.85** | **10.85** | **10.90** | |
| (+) Anchor Tenants - New Sites "on air" | | | 0.03 | | 0.04 | 0.02 | 0.01 | 0.05 | 0.02 | 0.01 | 0.05 | 0.07 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | *Note 1* |
| (-) Anchor Tenants - Decommissioning | | | - 0.1 | - 0.3 | - 0.2 | | - 0.3 | | - 0.1 | | - | | - | | | - 0.05 | - | *Note 2* |
| OLOs | **6.3** | **6.8** | **7.0** | **7.1** | **7.4** | **7.7** | **8.2** | **8.4** | **8.7** | **9.0** | **9.2** | **9.4** | **9.55** | **9.65** | **9.85** | **10.15** | **10.3** | |
| OLOs New Tenants | | 0.5 | 0.2 | 0.2 | 0.3 | 0.3 | 0.5 | 0.2 | 0.3 | 0.3 | 0.2 | 0.2 | 0.15 | 0.1 | 0.2 | 0.3 | 0.15 | |
| **Organic Number of Sites (in K)** | **11.5** | **11.5** | **11.5** | **11.2** | **11.1** | **11.2** | **11.1** | **11.1** | **11.0** | **11.0** | **11.0** | **11.0** | **11.05** | **11.10** | **11.15** | **11.15** | **11.20** | |
| (+) Sites - New Sites "on air" | | | 0.03 | | 0.04 | 0.02 | 0.01 | 0.05 | 0.02 | 0.01 | 0.05 | 0.07 | 0.05 | 0.05 | 0.05 | 0.05 | 0.05 | *Note 3* |
| (-) Dismantled or Being Dismantled Sites | | | | - 0.30 | - 0.1 | | - 0.10 | | - 0.1 | - 0.10 | - 0.10 | - 0.05 | | | | - 0.05 | - | *Note 4* |
| **Other KPIs** | | | | | | | | | | | | | | | | | | |
| Small Cells & DAS (k) | | | | **0.0** | **0.0** | 0.0 | 0.1 | 0.1 | **0.2** | 0.4 | 0.7 | 1.0 | **1.2** | 1.7 | 1.9 | 2.4 | **2.6** | |
| gross adds | | | | 0.0 | 0.0 | 0.0 | 0.1 | - | 0.1 | 0.2 | 0.3 | 0.3 | 0.2 | 0.5 | 0.2 | 0.5 | 0.2 | |
| Backhauling | | | | | | | | | | 0.03 | 0.03 | 0.14 | **0.21** | 0.25 | 0.32 | 0.60 | **0.63** | |
| gross adds | | | | | | | | | | 0.03 | - | 0.11 | 0.07 | 0.04 | 0.07 | 0.30 | 0.03 | |

Note 1: New Sites "on air" refers to New Sites completed during the period and already used by clients.
Note 2: Site where the anchor tenant left, not necessarily dismantled yet .
Note 3: Subtract not marketable sites, which are being dismantled and already decommisioned by the MNOs.
Note 4: Site both already dismantled and being dismantled, excluding the ones marked as marketables || all of them have already being decommisioned by the MNO.

## 1Q’19 Financial Results

More questions?
Ask Investor Relations

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