



July 23, 2018

# 2Q'18 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.

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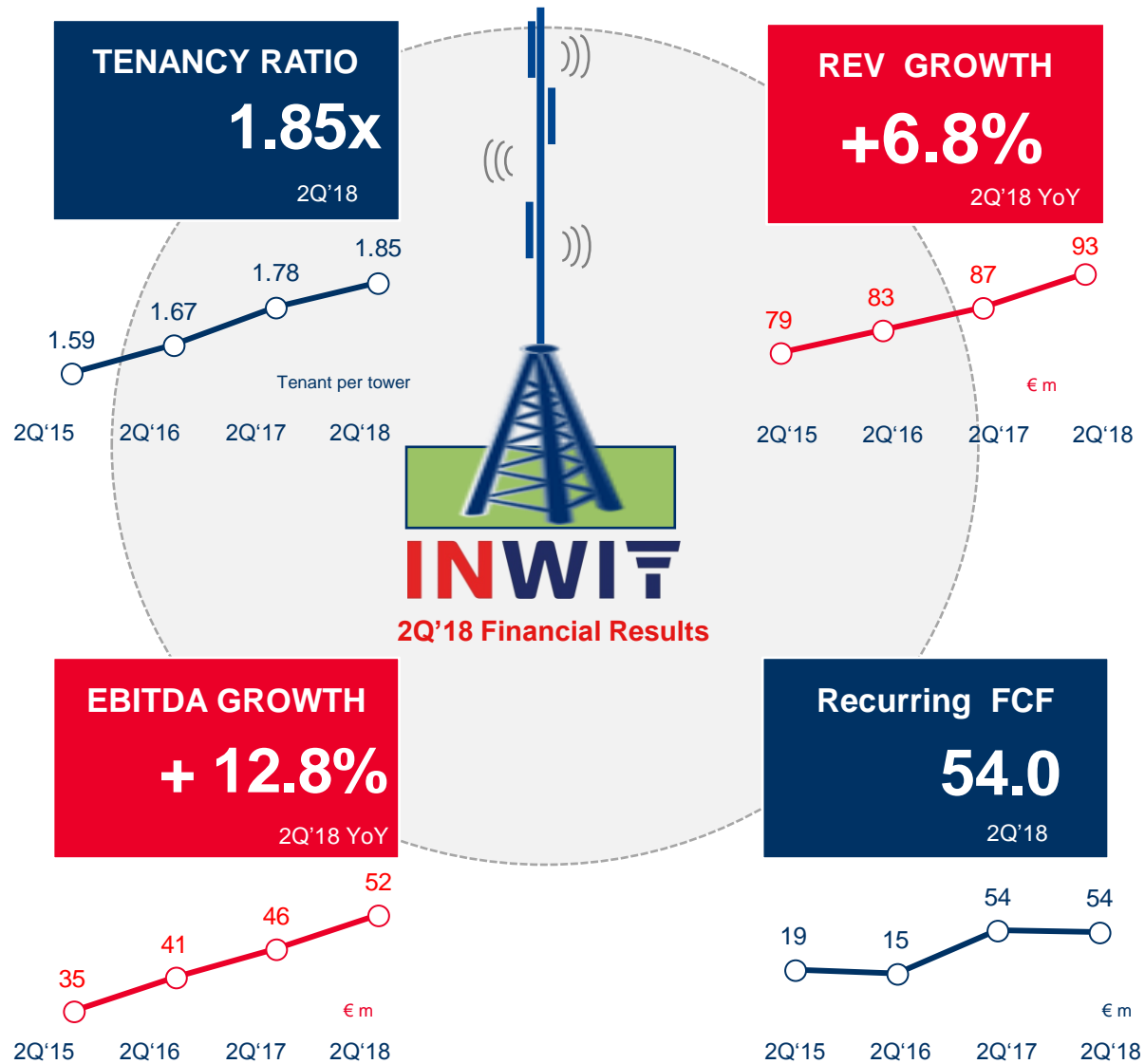
Inwit 2Q'18 financial information included in this presentation is taken from Inwit Financial Statement at June 30, 2018, drafted in compliance with the International Financial Reporting Standards, issued by the International Accounting Standards Board and endorsed by the European Union (designated as "IFRS"). Such interim financial statements are unaudited.

FY'15 PF is the annualized value of the reported 9M 2015 results, calculated multiplying the reported result by 12/9. The 3-month 2015 financial data (hereafter "2015 Avg Quarter") included in this presentation for comparative purposes was calculated as 33% of Inwit 9-month financial data for the year ended December 31, 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 annualized value (run-rate) of ground lease for third-party contracts, divided by the amount of third-party sites. The organic base Tenancy Ratio has been determined without including the sites currently being dismantled.

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

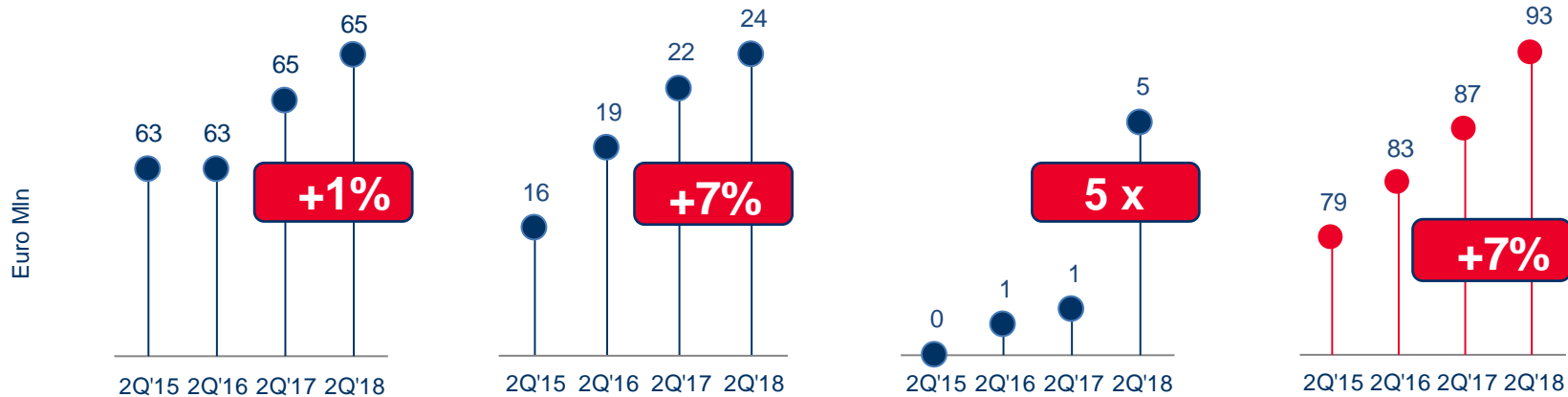
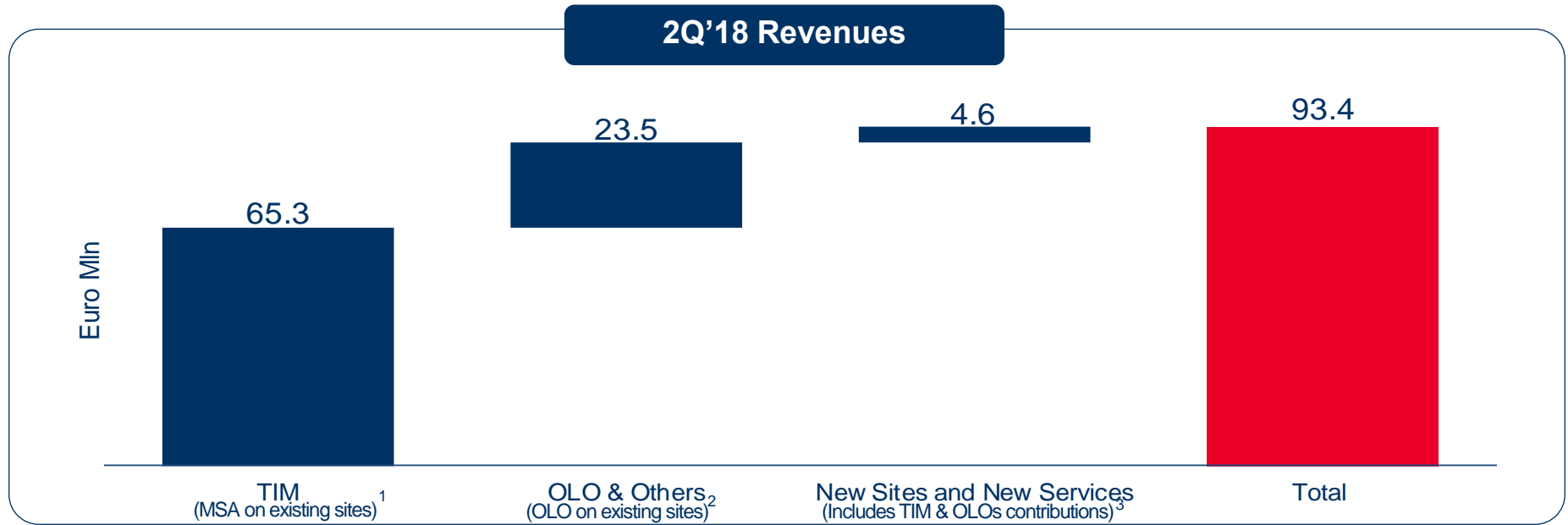




## 2Q'18 Financial Results

### Industrial Results

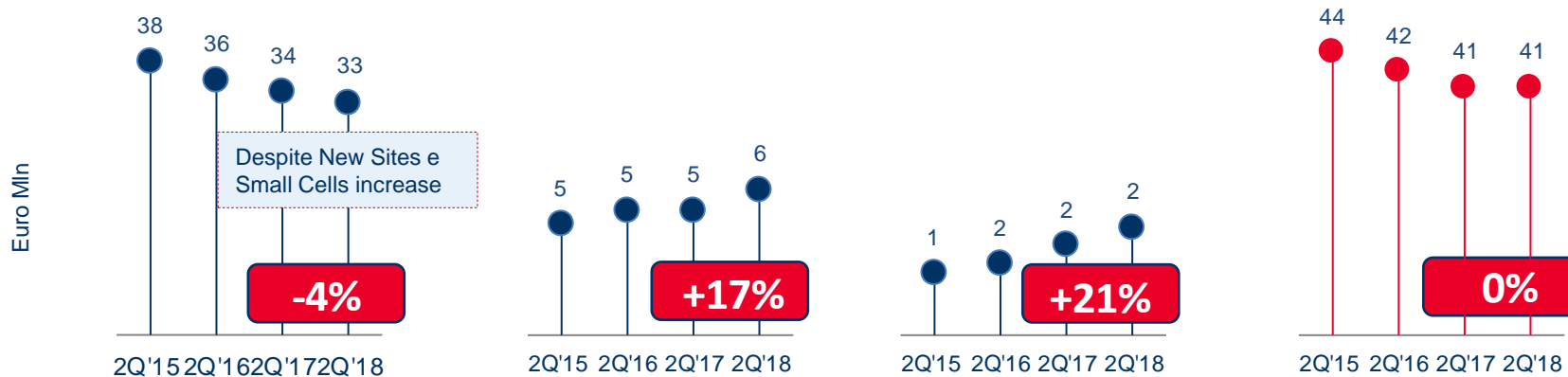
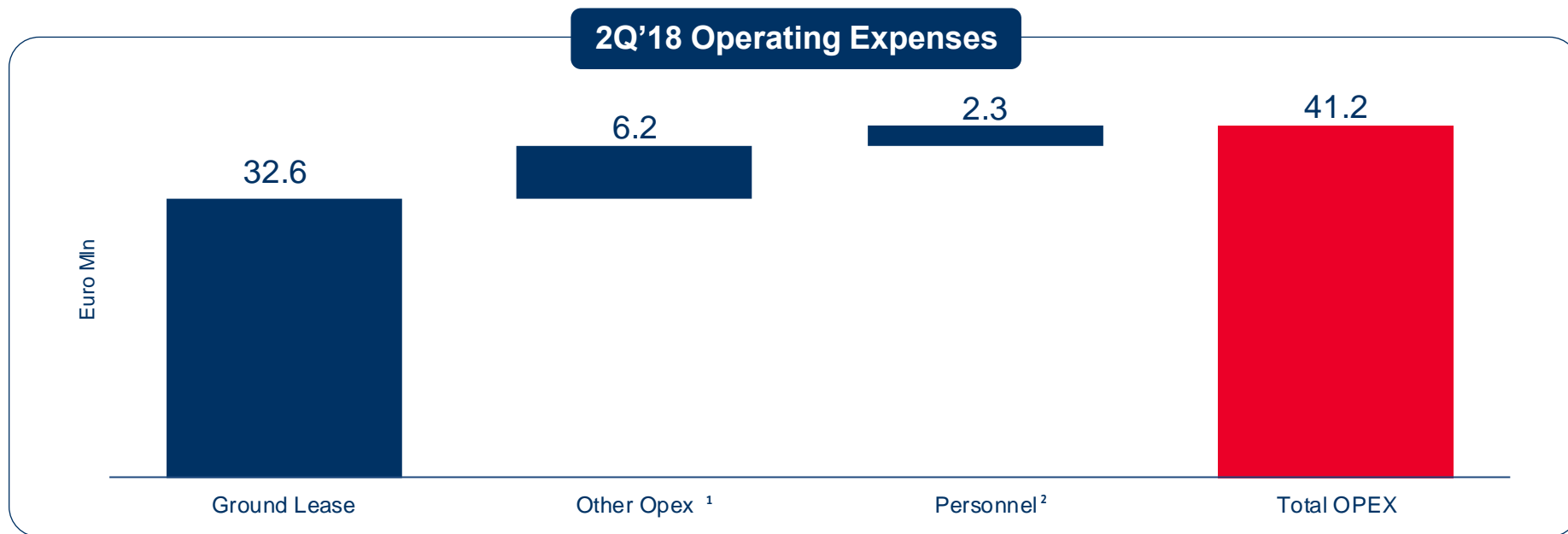
# Revenue growth delivered



The information reported above refers to the financial statement at 2Q 2018

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, including some one-off fees, due to installation services
3. New sites and Small Cells refer to revenues on post-Inwit carve-out sites or small cells, generated from both TIM and OLOs

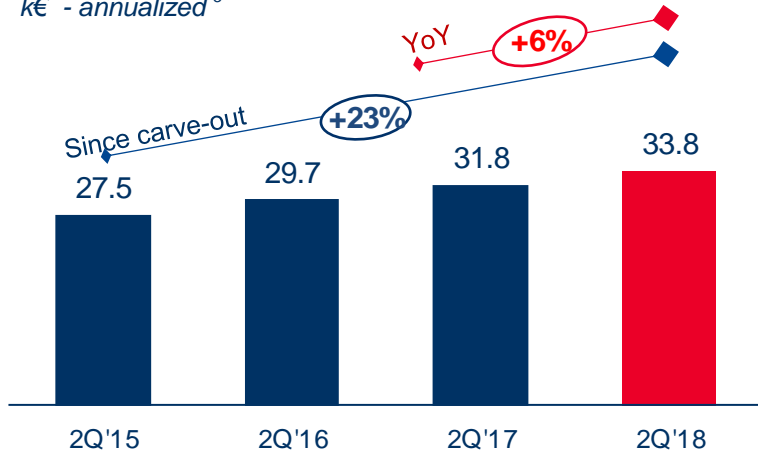
# Additional efficiency secured to boost EBITDA



# New tenants and Lease reduction key drivers for growth

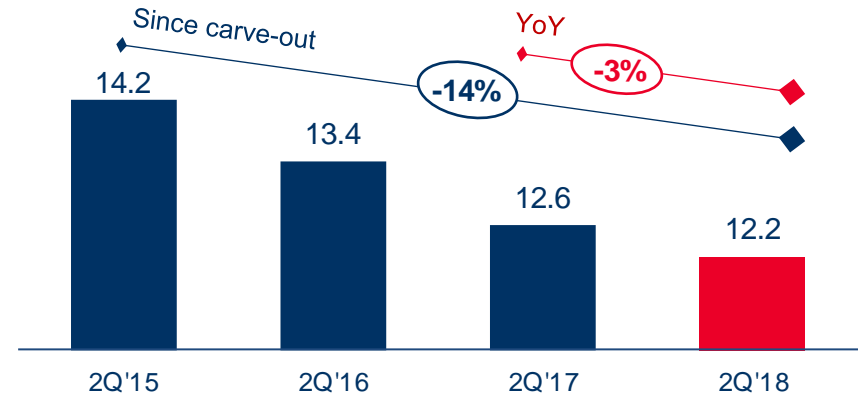
## Avg Revenues per Site

k€ - annualized<sup>3</sup>



## Avg 3rd Parties Lease Cost per Site

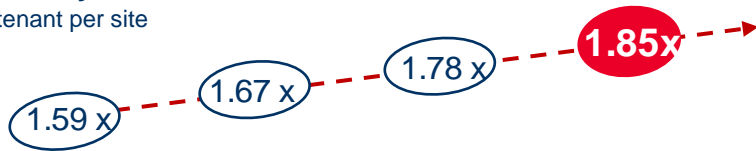
k€ - annualized



## New Tenants

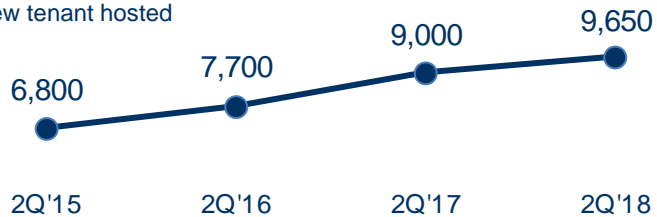
### Tenancy Ratio<sup>1</sup>

# tenant per site



### New OLO tenants

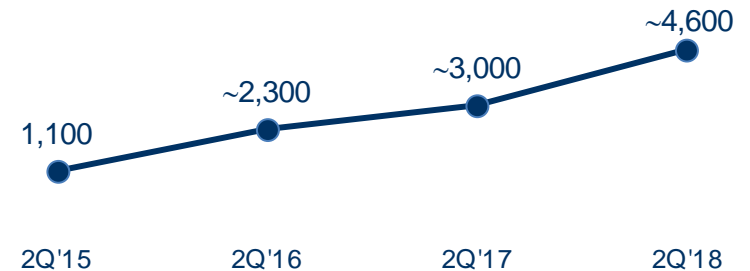
# new tenant hosted



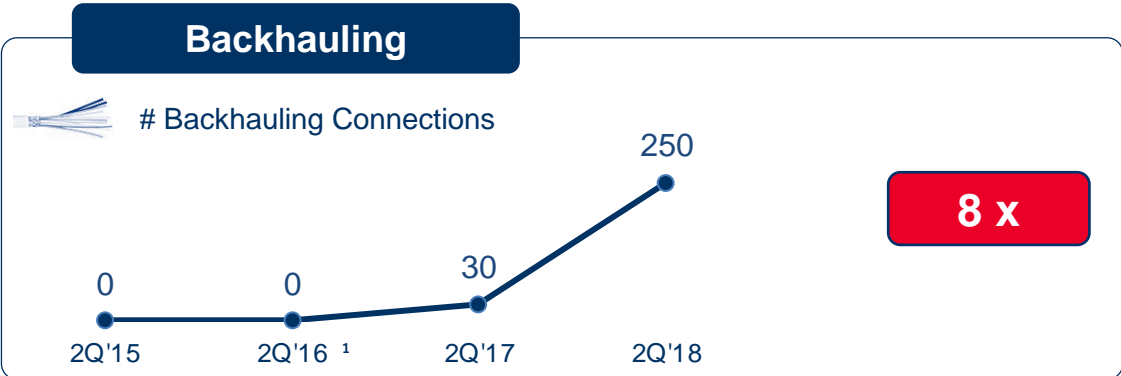
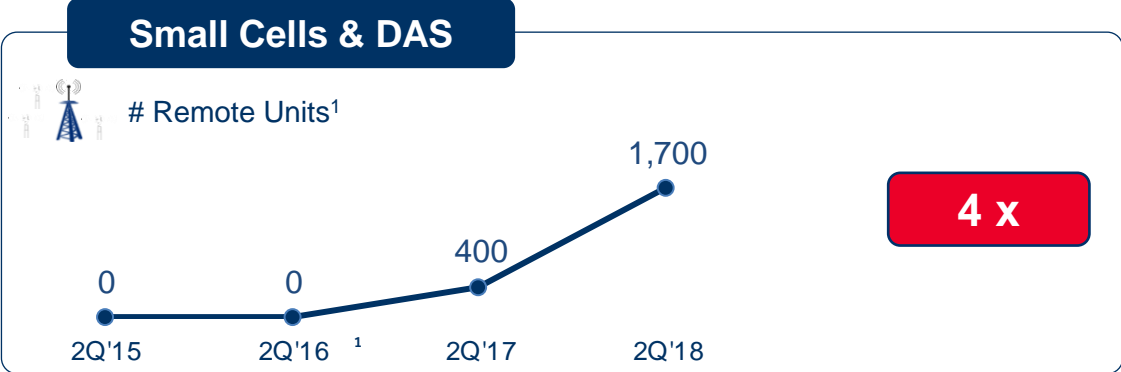
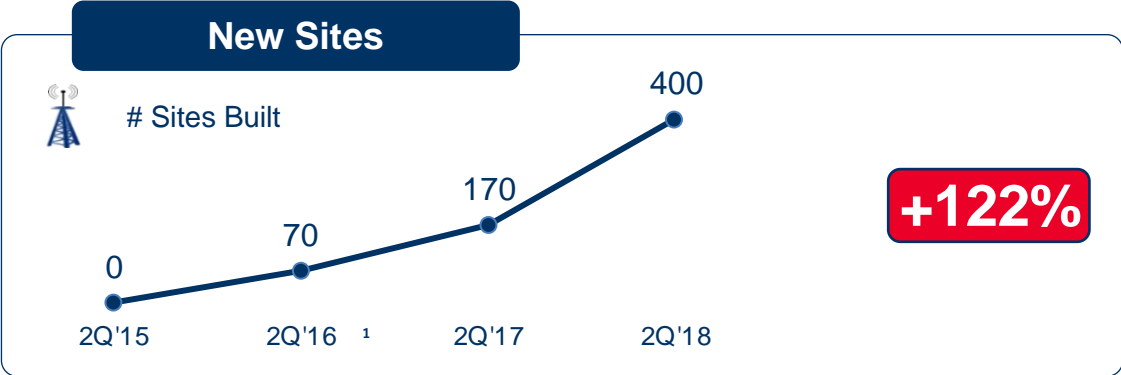
## Cost Saving

### Lease Reduction

# sites / lands  
Renegotiated or Acquired



# ... continuing to generate solid additional revenues stream



**Yearly Run Rate Revenues**  
**13 mln €**  
2Q'18 YoY

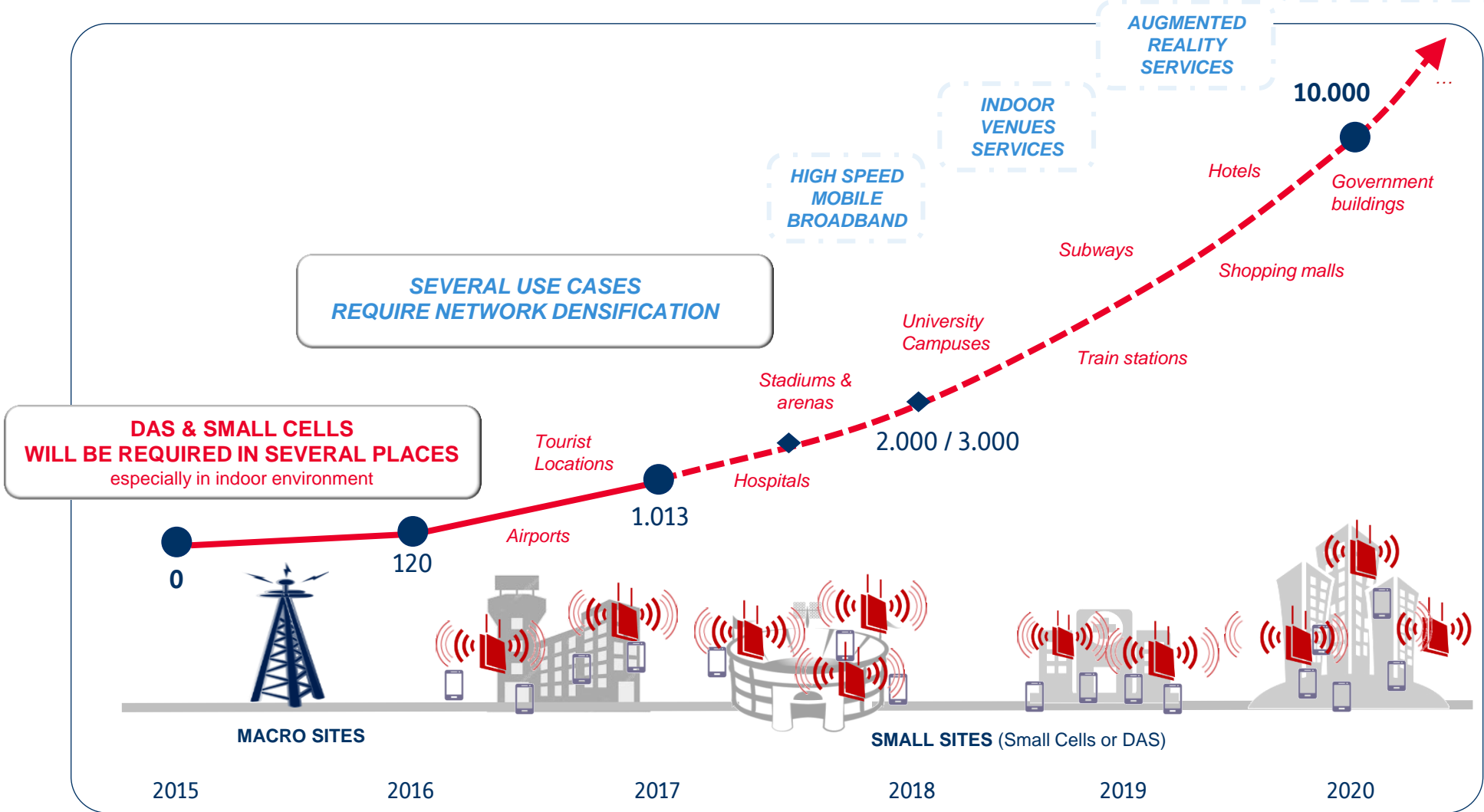
**YoY Growth**  
**>> 100%**  
2Q'18 YoY



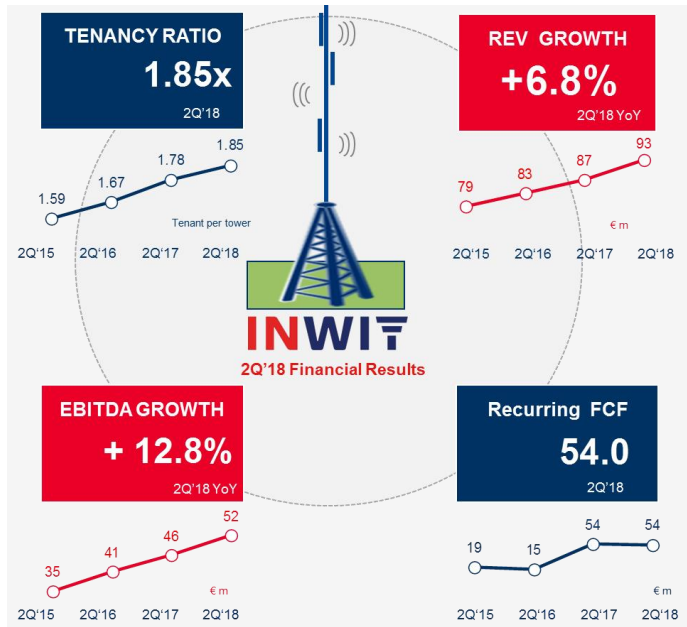
# Small Cell & DAS: the trajectory is set!

2020 trajectory is set, assessing long term MNO demand (> 10x macro sites), specially for indoor coverage. It will be further boosted by new services (Augmented reality, etc)

**OTHER HIGH NETWORK PERFORMANCE SERVICES**  
( Smart Cities, eHealth, Self driving cars, etc)



# Final remarks



- ❖ Thirteen Quarters in a row of relentless growth
- ❖ Increased reputation: partnership for the management of former MEO towers in Portugal
- ❖ A reinforced Team to face Market challenges
- ❖ Full commitment in reaching our Plan guidance

“During the **(5)Gold** rush it’s a good time to be in the pick and shovel business” — Mark Twain (5G version)





## 2Q'18 Financial Results

Financial Results

# Sound and positive economic trends in all metrics

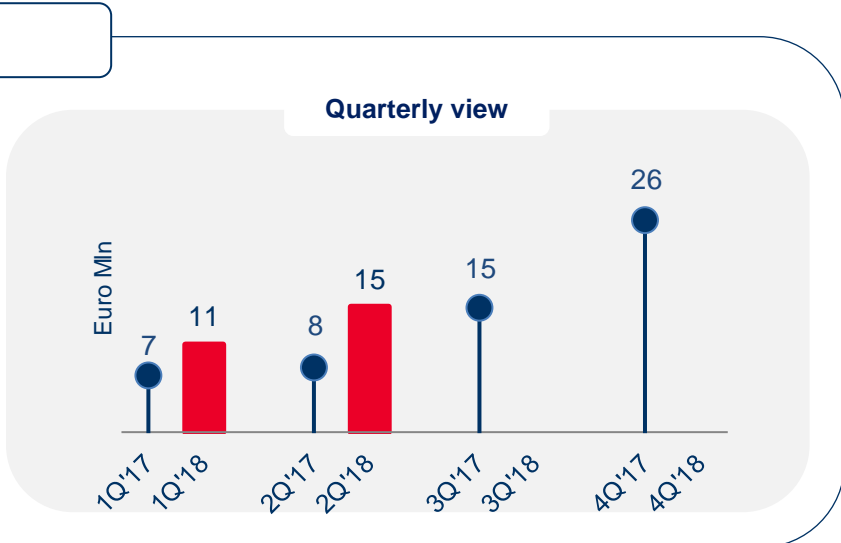
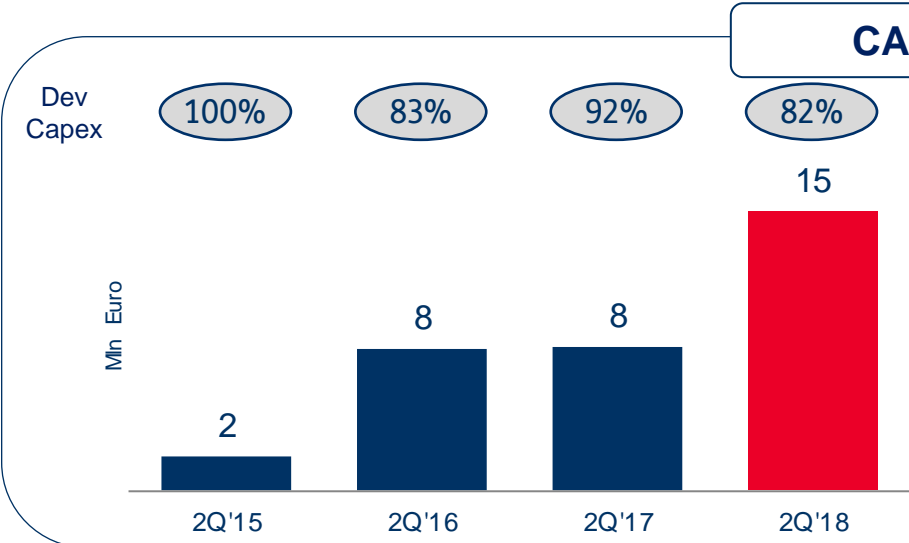
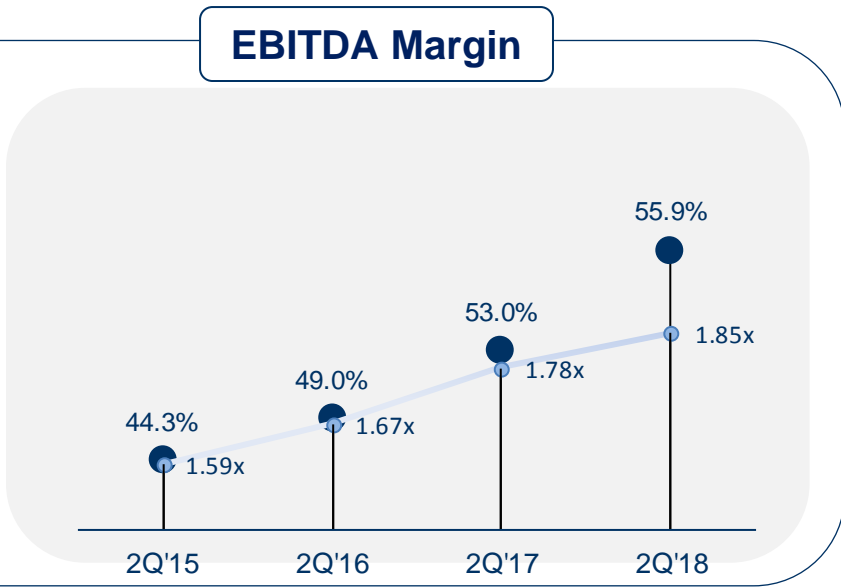
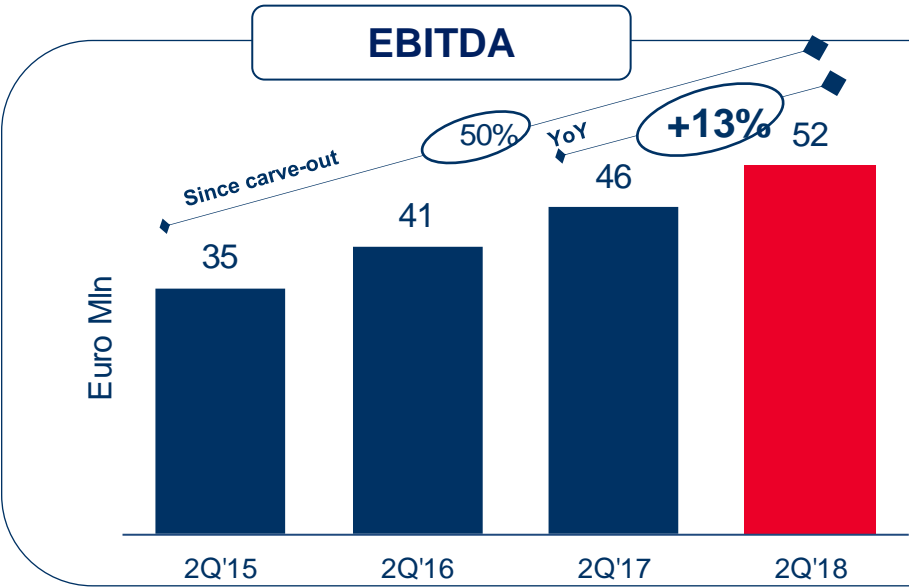
Euro Mln	2Q'15	2Q'16	2Q'17	2Q'18	YoY %
<b>Revenues</b>	<b>79.0</b>	<b>83.2</b>	<b>87.4</b>	<b>93.4</b>	<b>+6.8%</b>
TIM (MSA) <sup>1</sup>	63.3	63.3	64.5	65.3	+1.2%
OLOs & others <sup>2</sup>	15.7	19.3	22.0	23.5	+6.8%
New Sites & Small Cells <sup>3</sup>	-	0.6	0.9	4.6	+411.1%
<b>OPEX</b>	<b>(44.0)</b>	<b>(42.4)</b>	<b>(41.2)</b>	<b>(41.2)</b>	<b>-</b>
Ground lease	(38.0)	(35.6)	(33.9)	(32.6)	(3.8%)
Other Opex & Accruals <sup>4</sup>	(4.7)	(5.3)	(5.3)	(6.2)	+17.0%
Personnel Costs <sup>5</sup>	(1.3)	(1.5)	(1.9)	(2.3)	+21.1%
<b>EBITDA</b>	<b>34.9</b>	<b>40.8</b>	<b>46.3</b>	<b>52.2</b>	<b>+12.8%</b>
D&A & Write Off	(2.7)	(3.5)	(3.1)	(4.1)	+32.3%
<b>EBIT</b>	<b>32.2</b>	<b>37.4</b>	<b>43.2</b>	<b>48.2</b>	<b>+11.6%</b>
Interest	(0.8)	(0.9)	(0.9)	(1.1)	+22.2%
Taxes	(10.1)	(11.4)	(12.2)	(13.4)	+9.8%
<b>NET INCOME</b>	<b>21.3</b>	<b>25.1</b>	<b>30.2</b>	<b>33.8</b>	<b>+11.9%</b>
Capex <sup>6</sup>	(1.9)	(7.8)	(7.9)	(15.3)	+93.7%
ow Rec Capex	-	(1.3)	(0.6)	(2.7)	+350.0%
Var Recurring WC <sup>9</sup>	(15.4)	15.2	13.6	5.7	(58.1%)
Cash Taxes	-	(39.2)	(4.7)	(0.9)	(80.9%)
Financial Charges	(0.3)	(0.5)	(0.4)	(0.4)	-
<b>Rec FCF <sup>7</sup></b>	<b>18.8</b>	<b>15.0</b>	<b>54.2</b>	<b>54.0</b>	<b>(0.4%)</b>
<b>Net Debt <sup>8</sup></b>	<b>102.5</b>	<b>82.3</b>	<b>57.6</b>	<b>79.7</b>	<b>+38.4%</b>



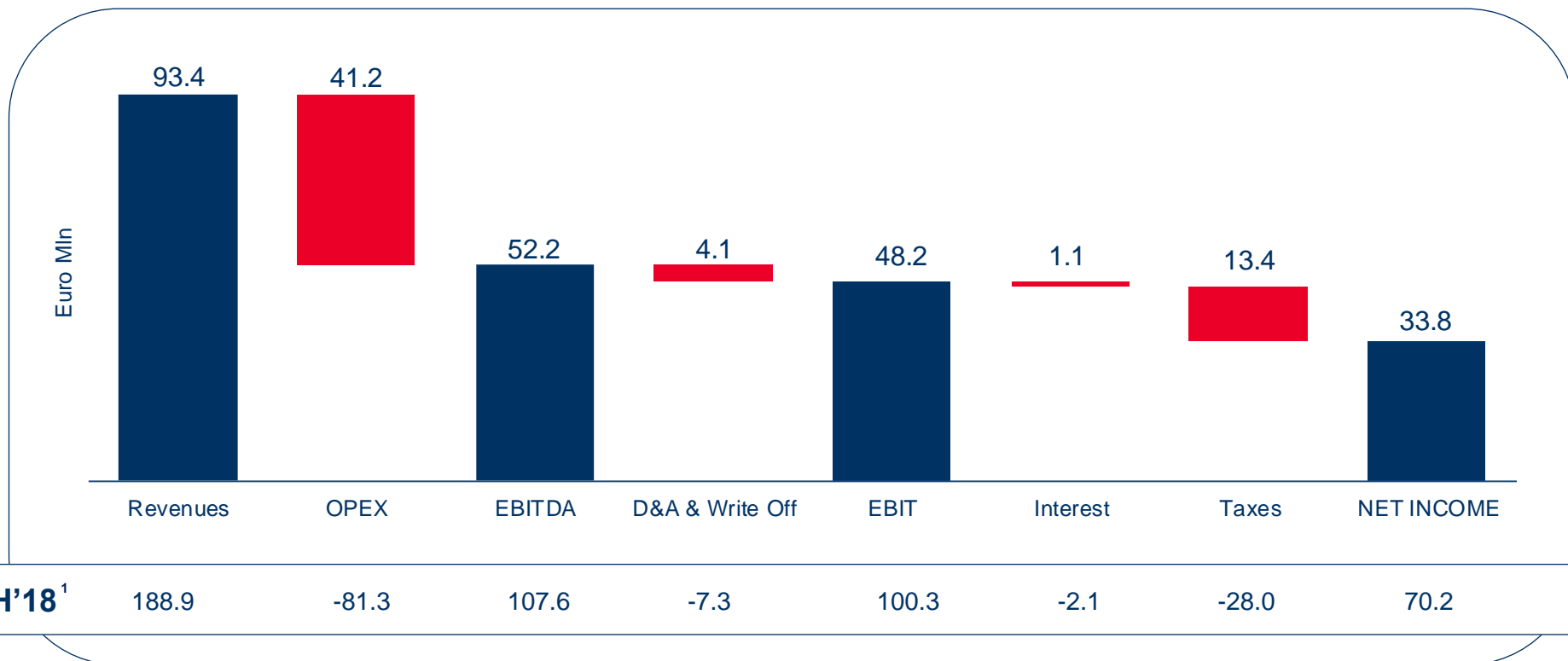
The information reported above refers to the reported financial statement at 2Q 2018

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# Main Achievements



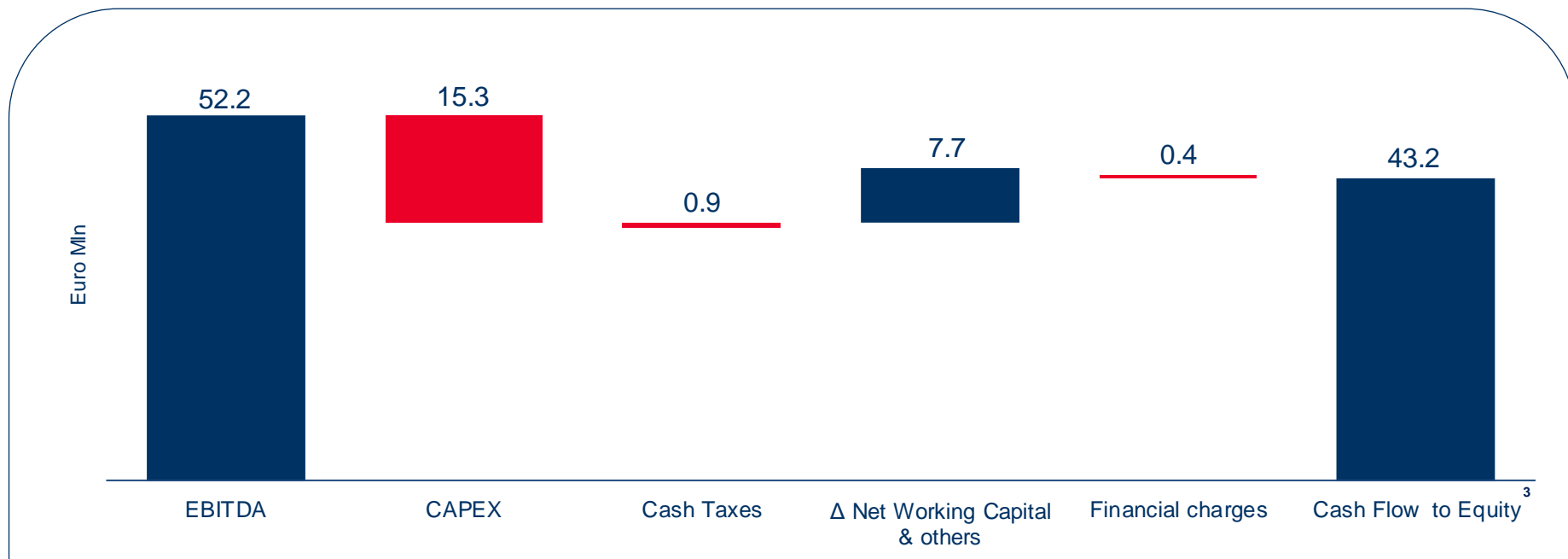
# Profit & Loss 2Q'18



**Solid performance that confirms the growth trajectory**  
**Best in class EBIT Margin**

**EBIT Margin**  
**+51.6%**  
 2Q'18

# Cash Flow 2Q'18



	1H'18 <sup>4</sup>	1H'18	1H'18	1H'18	1H'18	1H'18
	107.6	-26.1	-0.9	-0.7	-0.9	80.0

**Positive Cash Flow-to-Equity**, despite increasing investments, allows a generous dividends distribution

**2018 dividend: 114 mln €<sup>2</sup>**

equivalent to 19 euro cent per share, **+29% Growth YoY**

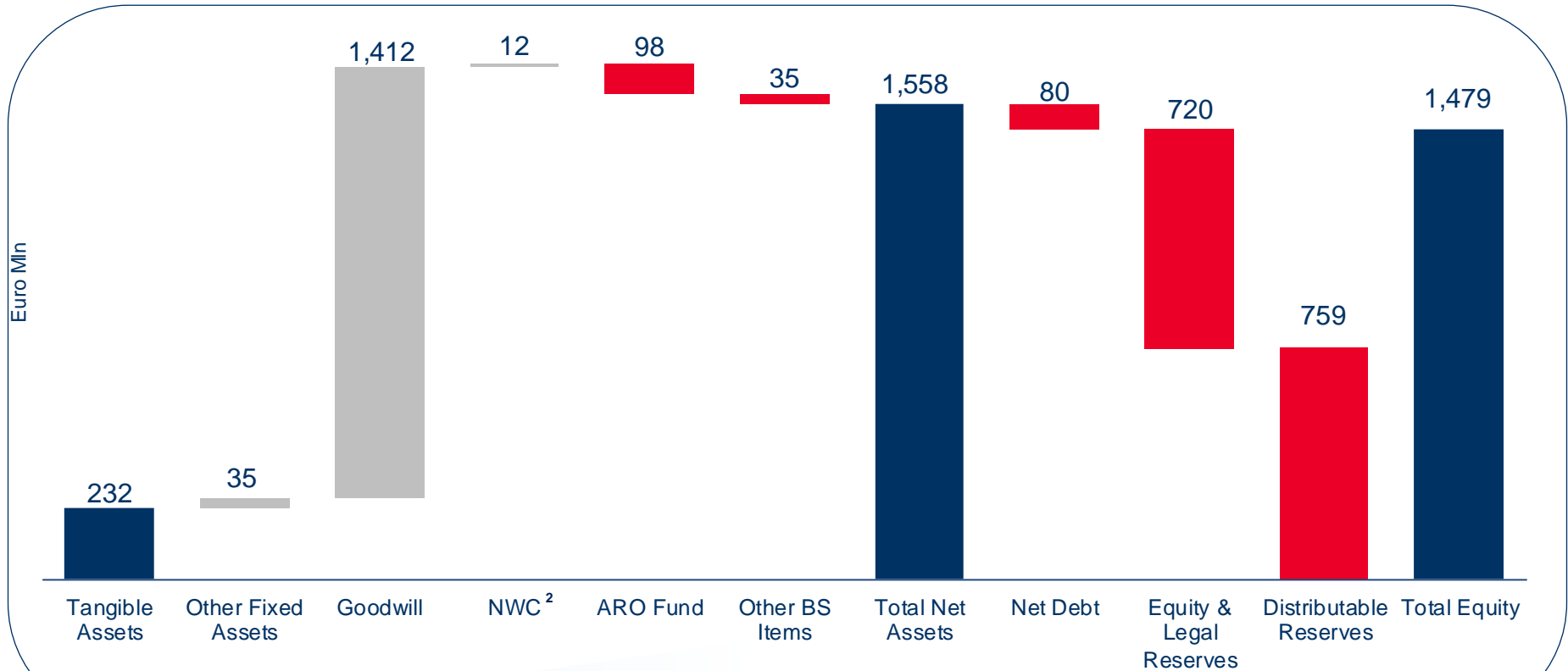
Recurring FCF<sup>1</sup>  
**54.0 mln €**

2018 Dividend  
**114 mln €**  
 Equivalent to 0.19 € / share



1. Recurring Free Cash Flow calculated EBITDA – Recurring Capex – Change in Net Working capital – Cash Taxes – Cash Interests  
 2. Dividend 2018 refer to the dividend proposed by the board of directors 2<sup>nd</sup> march 2018 and approved in AGM, in may 2018  
 3. Cash Flow to Equity calculated as Operating Cash Flow minus financial charges (does not include variation on debt)  
 4. The information reported above refers to the reported financial statement at June 30, 2018, including Euro 3.9 Mln of one-off revenues occurred in 1Q'18

# Balance Sheet at June 30, 2018



**Intact financial flexibility  
to seize consolidation opportunities**

**Net Debt/EBITDA<sup>1</sup>**  
**0.4x**

**Distributable reserves**  
**759 mln €**  
 Equivalent to 1.3 € / share



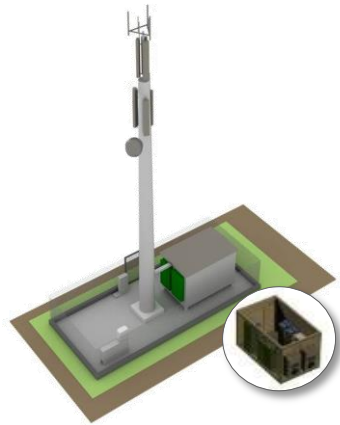


## **2Q'18 Financial Results**

**Back Up:**  
2018-20 Plan

# Inwit at a Glance

## Assets



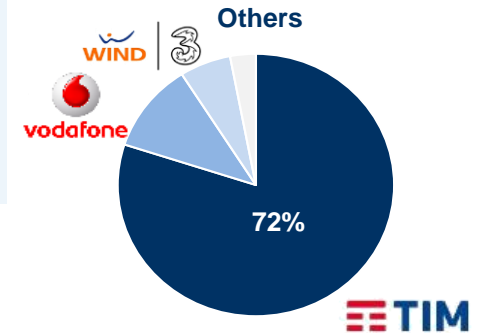
- Civil infrastructure
  - Tower base
  - Coaxial Cable
  - Tower / Mast
  - Room – Shelter
- Power units
  - Power systems
  - Back-up systems
- Cooling systems

**~11 k TOWERS**

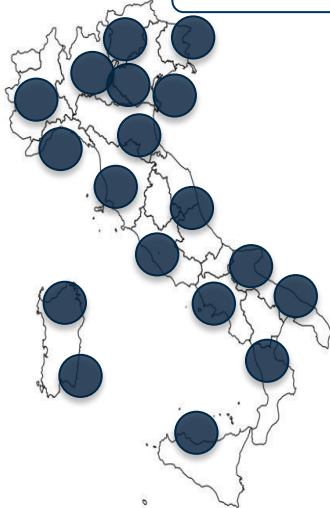
## Revenues

- Master Service Agreement with TIM
- Contracts with MNOs and other radio players (Fixed Wireless Access, Public Safety, Broadcasters, Airlines)

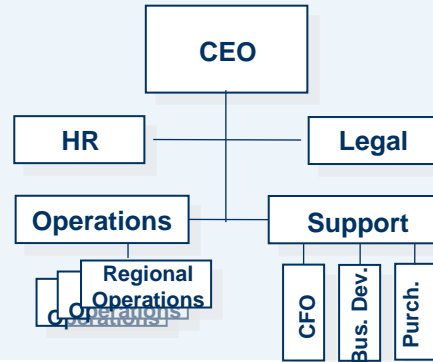
**TENANTS ~20 k**



## People



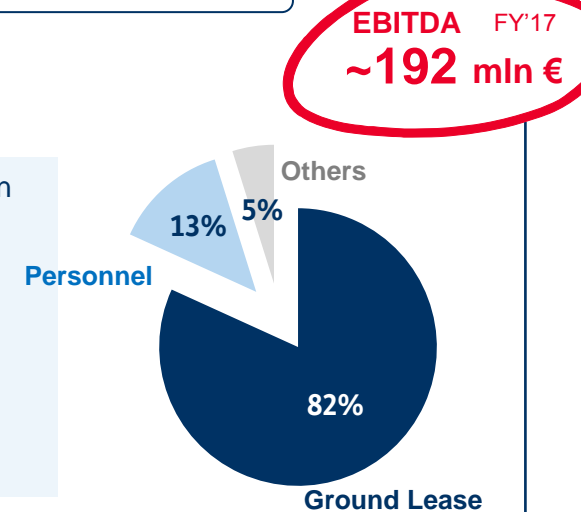
**101 EMPLOYEES**



## Opex

**165 mln € FY'17**

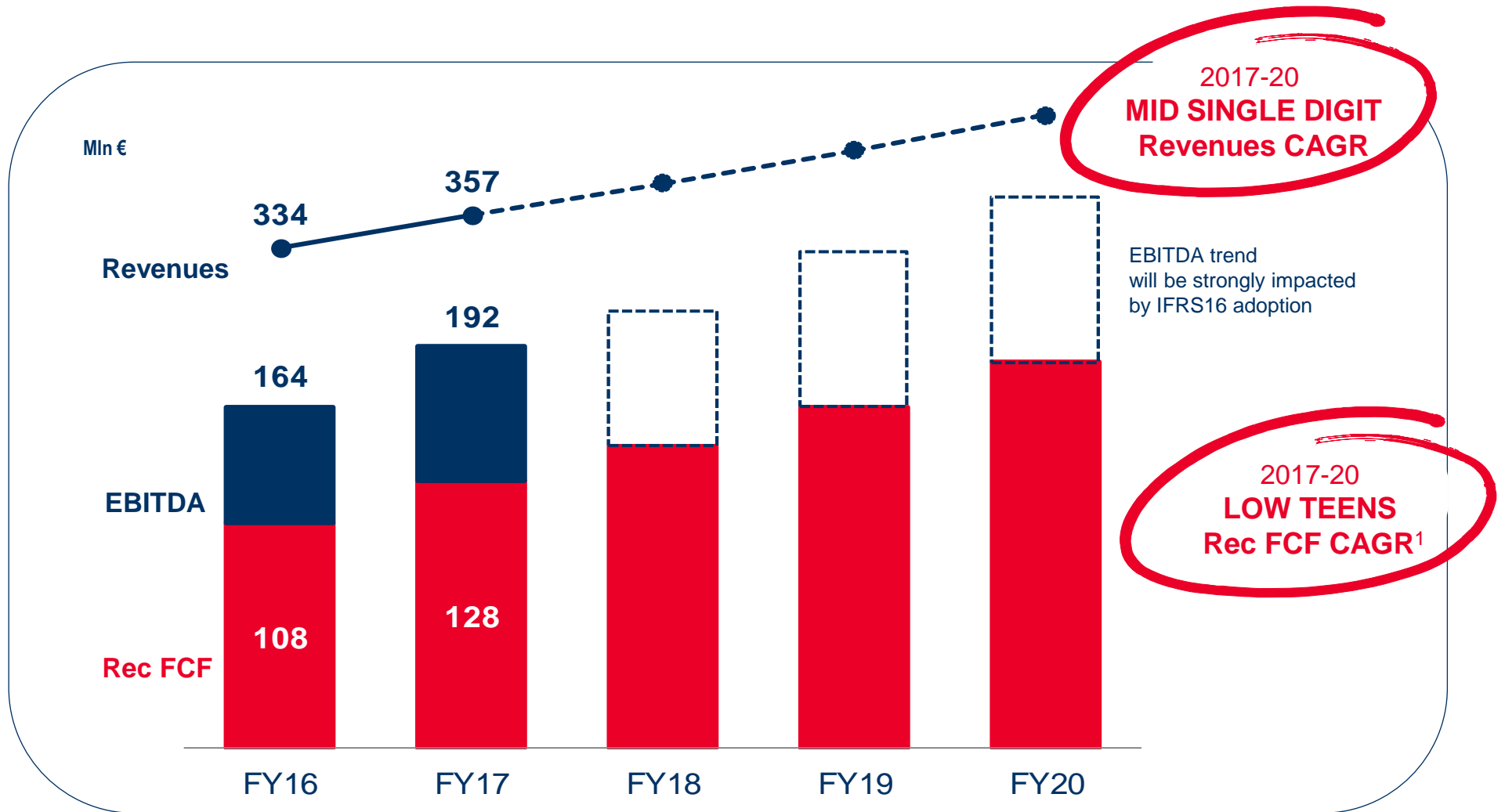
- Lease costs more than 80% of total Opex
- Contract with TIM for 2.3k rooftops
- Contracts with third parties for about 8.7k landlords



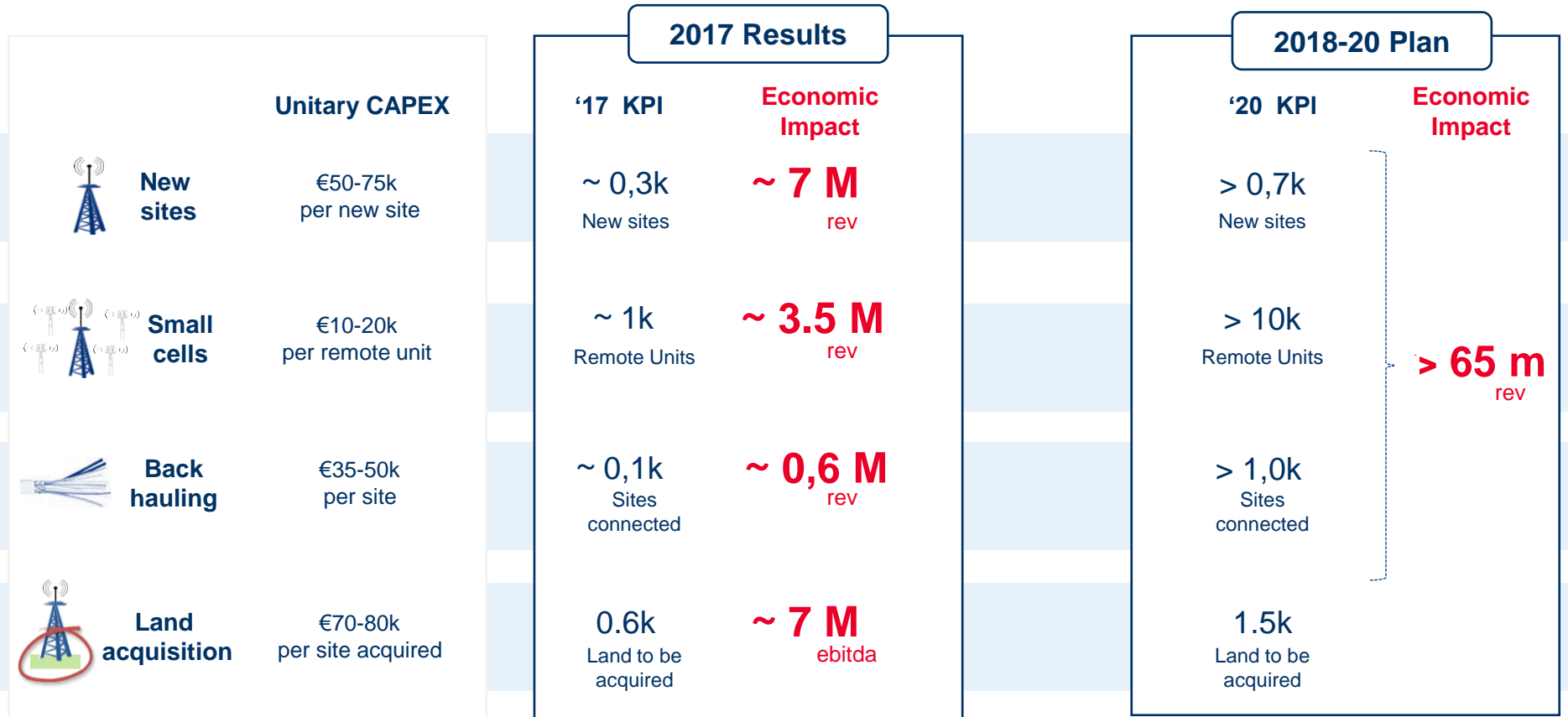
# Inwit Equity Story reinforced



# 2020 Plan Targets



# Investments driving up top line increase



**TOTAL CAPEX WITH DOUBLE-DIGIT IRR**

2015-17

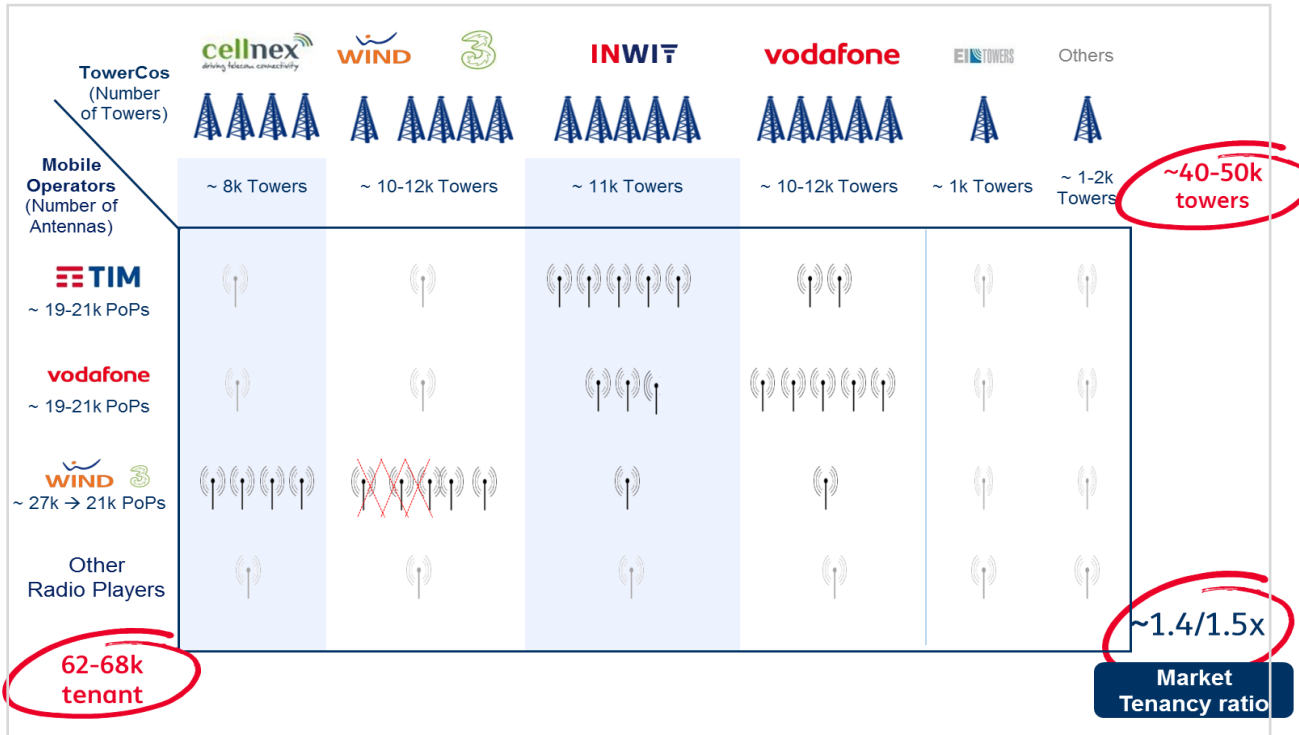
**~ 100 mln €**

2018-20

**~ 300 mln €**

# Consolidation can Turn Efficient the Italian Tower Market

## Italian Tower Market



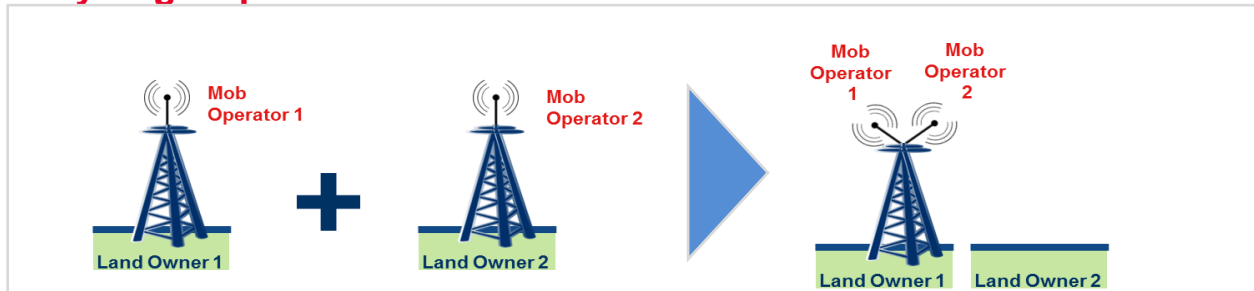
## Synergies to be extracted

Market Tenancy Ratio: @2.5x

**Towers Needed: ~30k**

**Potential Savings 200 mln €**

## Synergies per tower



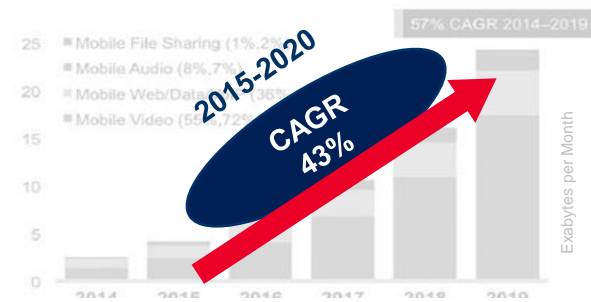


## 1Q'18 Financial Results

**Back Up:**  
5G for Towercos

# 5G requirements ...

## DATA CONSUMPTION



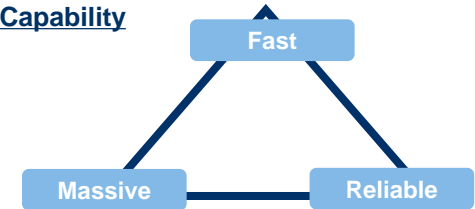
Data per user CAGR >40% - (9x in 6 years)

Cell Capacity is fixed if same technology /spectrum

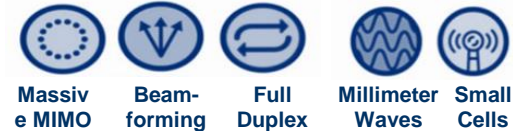
**More Demand**

## NETWORK EVOLUTION

### 5G Network Capability



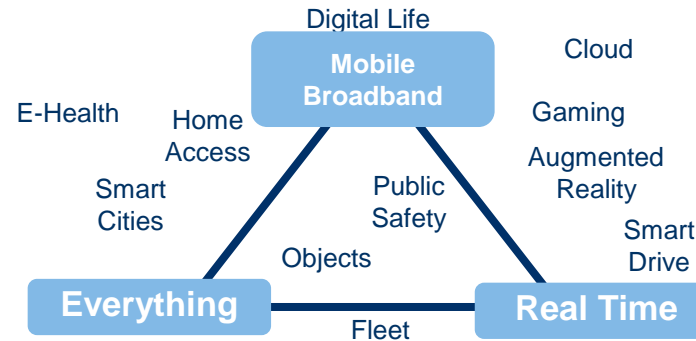
### New Technologies



**More Investments**

## NEW SERVICES

### New USE CASES



**Uncertainties on Monetization**

**More Willingness to share infrastructures**



# ... Translate into many Opportunities

## 5G impacts for towercos

### More Revenues per Towers

#### More customers:

New 5G services will be offered by MNOs and new vertical players

- Internet of Things Operators
- Self Driving Cars Providers
- Augmented Reality Players

#### Amendments from existing customers

- existing customers installing 5G antenna on macro towers

### More Towers (small cells)

#### Network Densification:

New network features require an higher number of towers to serve customers

- Small Cells vs Macro (closer to the final customer can guarantee higher throughput and better latency)
- Foreseen ~10x new emitting points, also driven by new frequencies in place

### More Shared Infrastructures

#### Software Define Network:

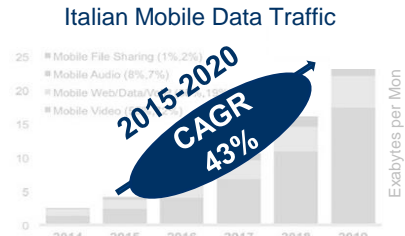
Mobile Operators may be likely willing to share more part of the network, not just the mast . They keep the control of it remotely, thanks to 5G features

- Small Cells “as a service”
- Shared Fiber Backhauling
- Tower Data Centers
- Other Active Network Elements

# Small Cells – Needs & Market

## Data Consumption ...

Cisco VNI – Ericsson Mobility Report

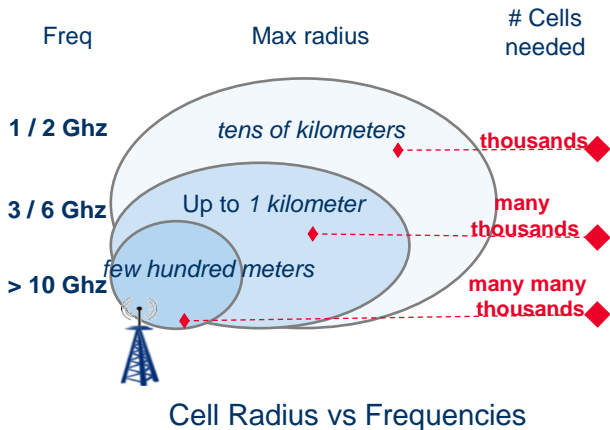


Data per user CAGR >40%  
(9x in 6 years)

Cell Capacity is fixed  
if same technology /spectrum

## ... and New Frequencies

IEEE Wireless Communications - Analysis Mason

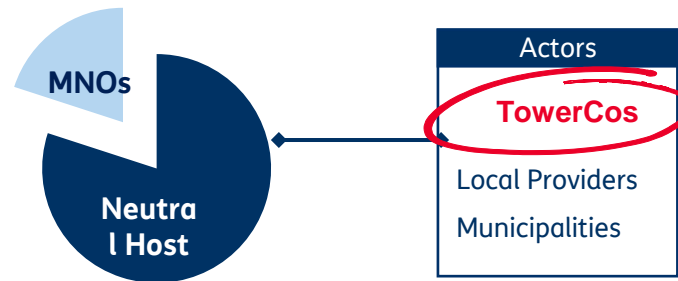


Today

2020 E

Longer Term

Italian Market



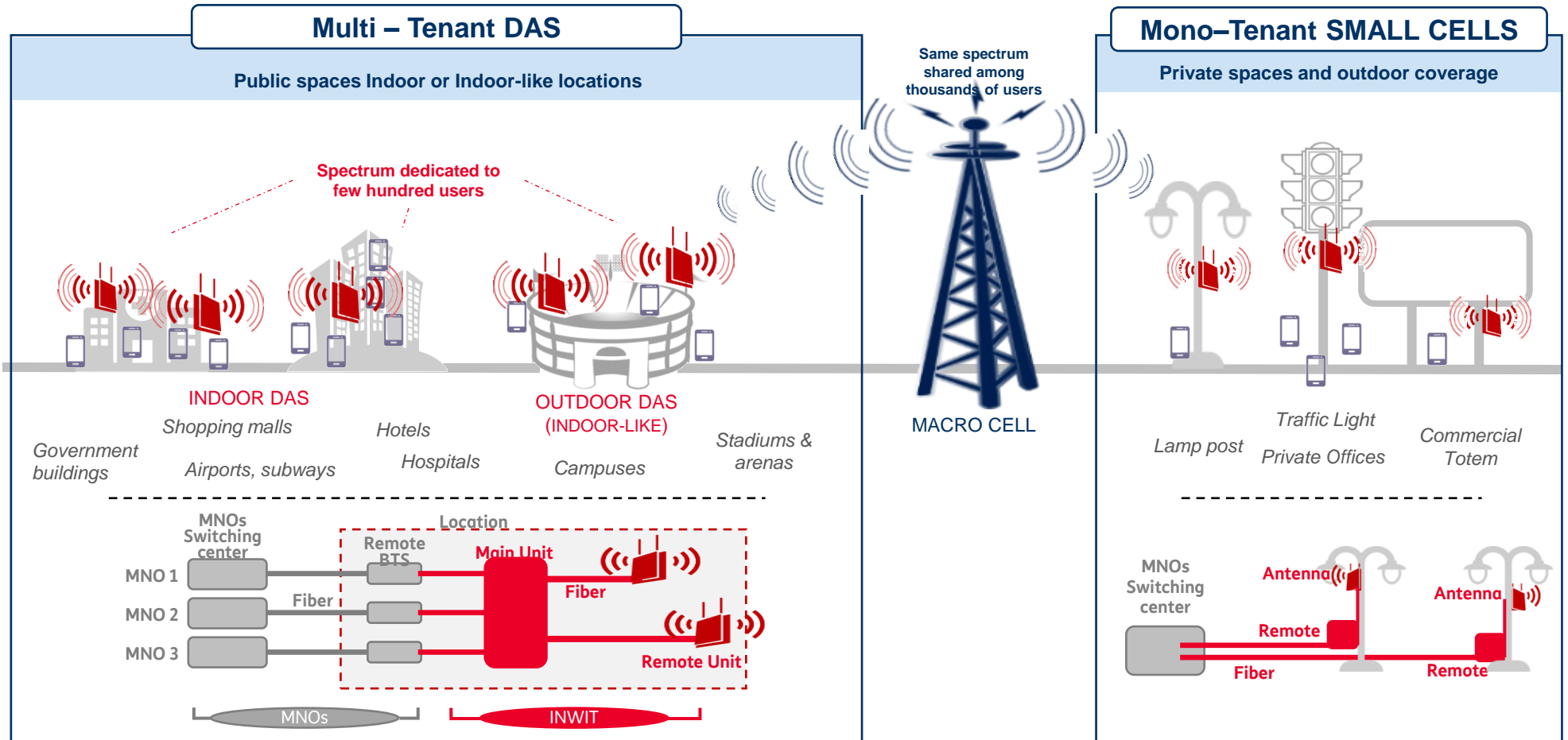
## Neutral-Host Approach

- Lower Opex for MNOs
- Full Saving on Capex
- Mature technology
- Landlords' interest

## TowerCos Advantages

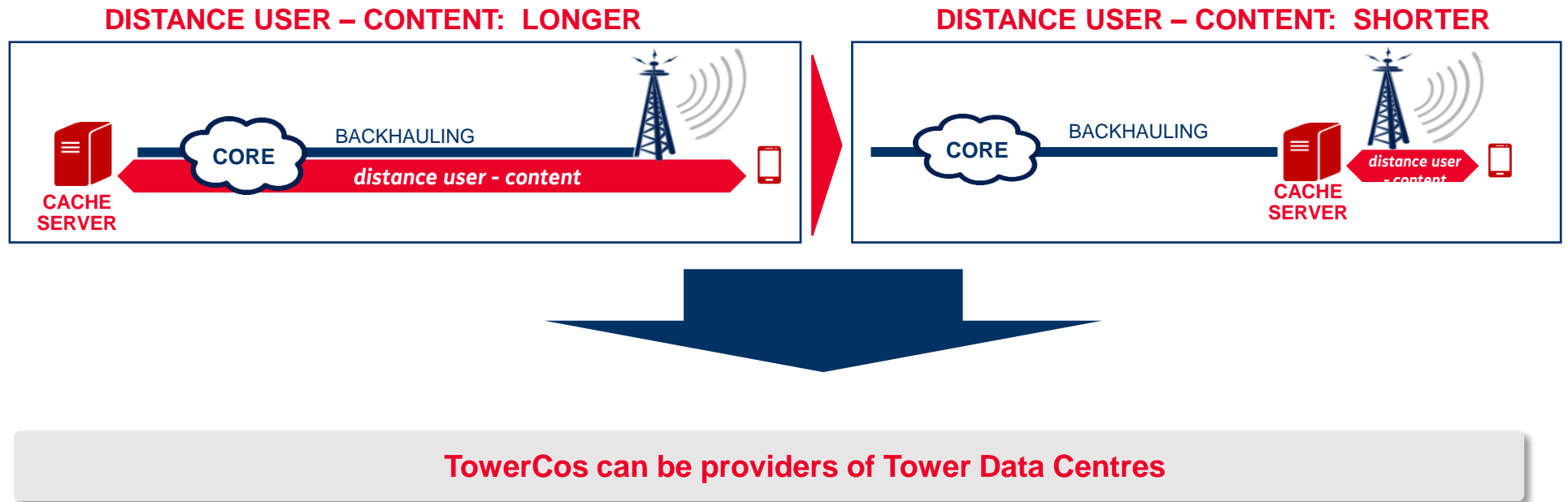
- MNOs relationship
- Technical radio planning expertise
- Know-How (processes, permits, ...)
- BTS Hotel can be shared with macro

# Small Cells – Architecture & Economics



# Focus on planned services: Tower Data Centers

- ❑ Lower latency implies lower distance from user to content.
- ❑ Distributed Caching will improve the Customer Experience & reduce backhauling costs.



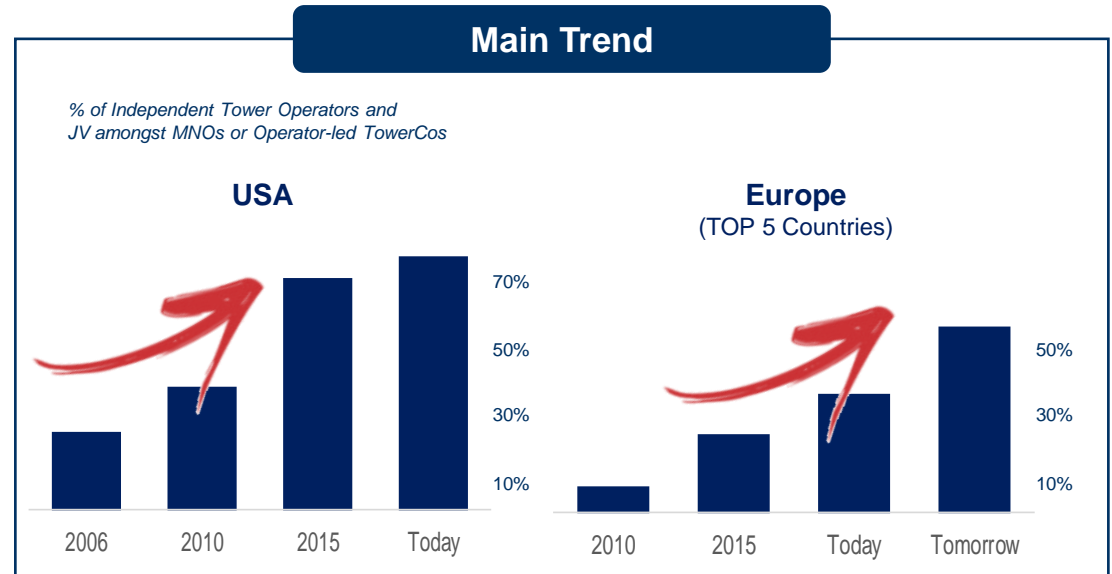
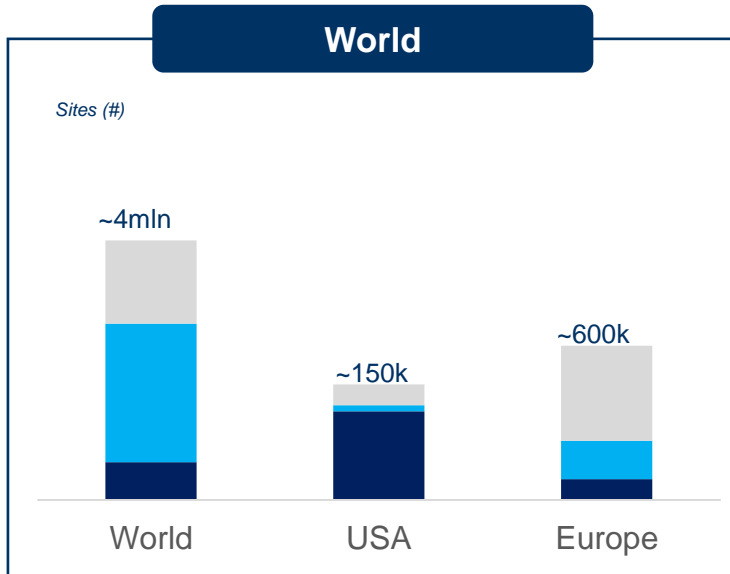


## 1Q'18 Financial Results

**Back Up:**  
Tower Market

# Tower Market: Worldwide

- Stand alone Mobile Operators or with sharing agreements
- JV amongst MNOs or Operator-led TowerCos
- Independent Tower Operators



Data Growth requires high investments from MNOs :

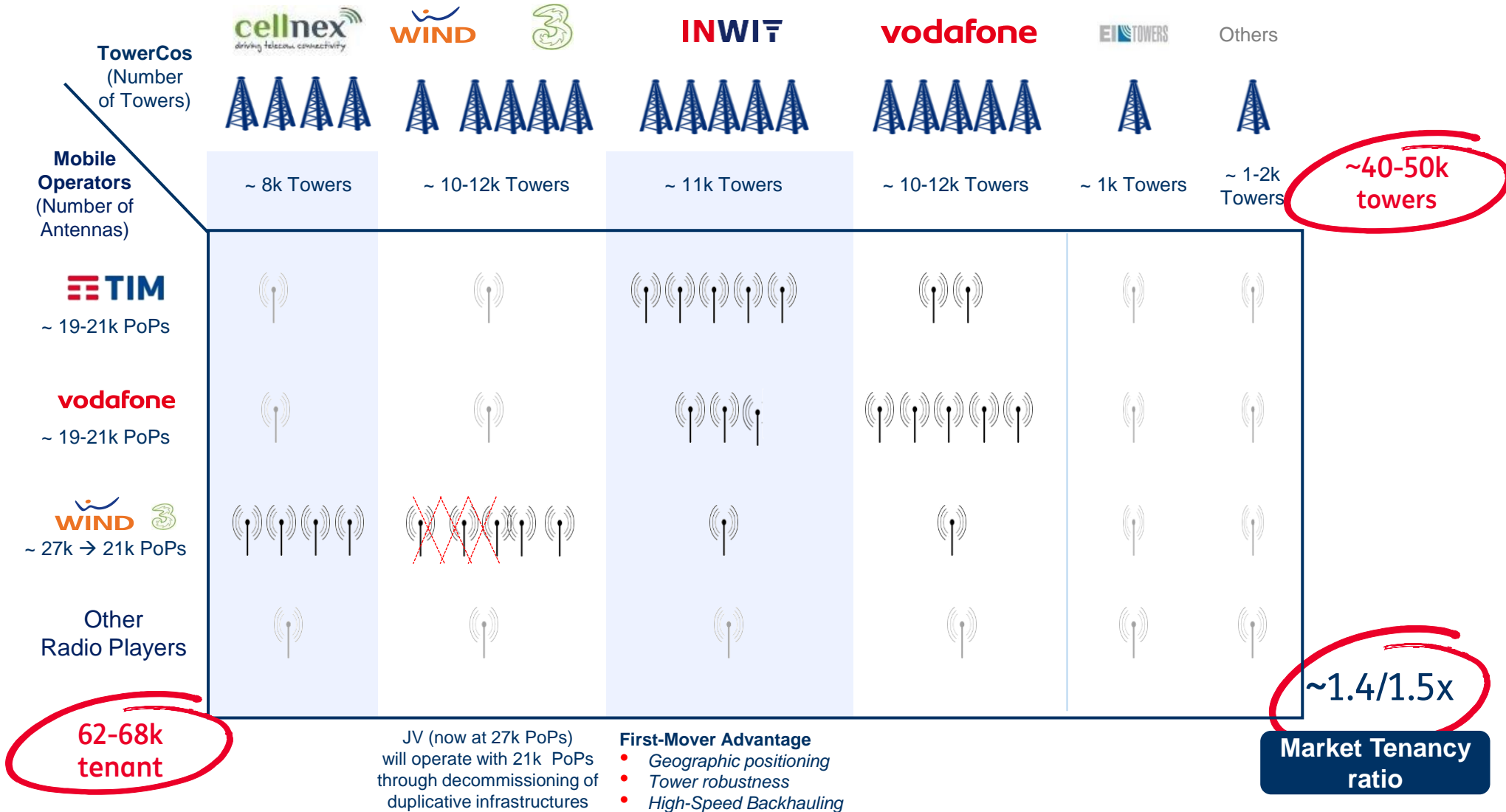
- Growth of the 4G coverage
- Gradual Introduction of 5G «key technologies»
- Acquisition of new spectrum resources
- Densification of the Access Nodes (Small Cells)

Extensive Investments and  
 “Data Monetization” are  
 Pushing MNOs to Share  
 Assets and Services

# US vs European TowerCo Business Model

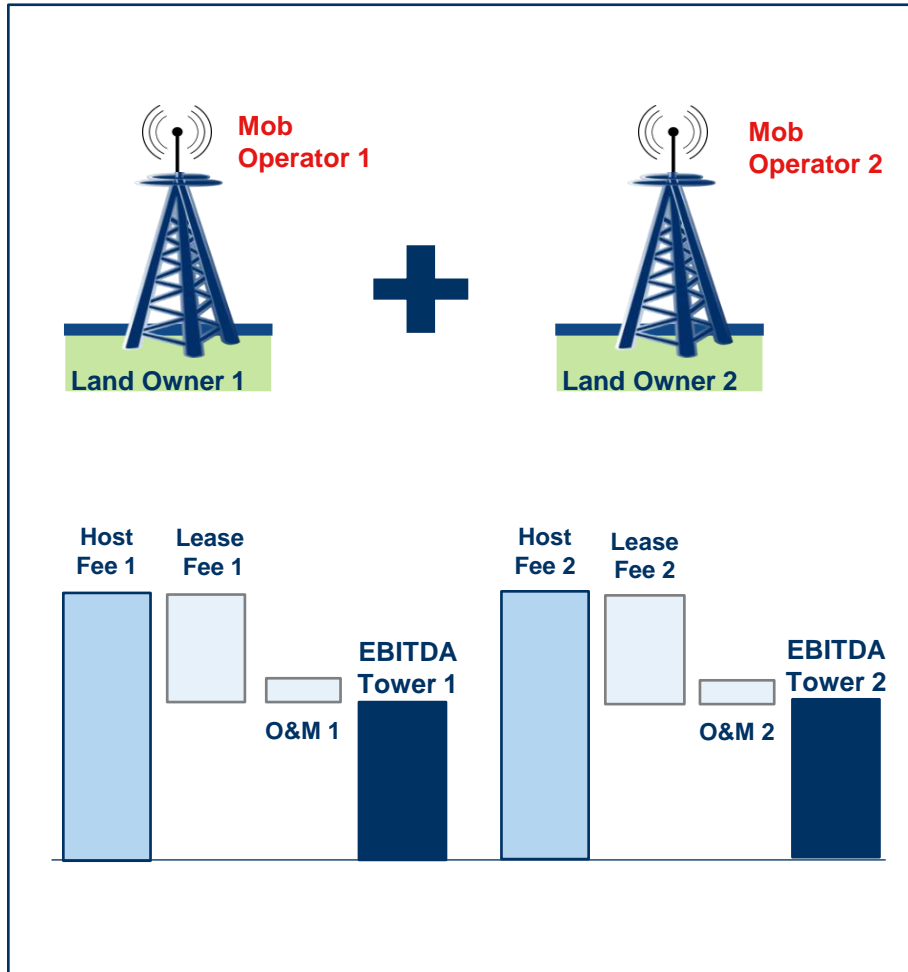
			US				EU			
Revenues	Long-Term Contracts	> 10 yrs	✓	✓	✓	Stable Fuel for growth	✓	✓	✓	Potential to grow further No amendments 100% CPI-Linked
	Tenancy Ratio	> 2x	✓	✓	✓		✓	↑		
	Amendments & Escalator	> 3%	✓	✓	✓		—			
	Link to Inflation						—			
New Business	Small Cells	40% YoY	✓	✓	Growing Linked to Small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

# Tower Market: Italy



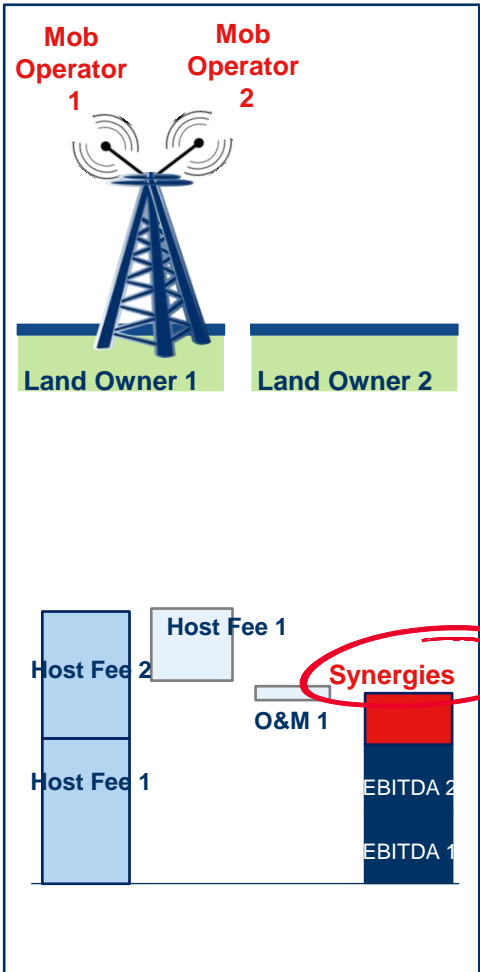


# M&A Upside: “In-Country” Consolidation drivers

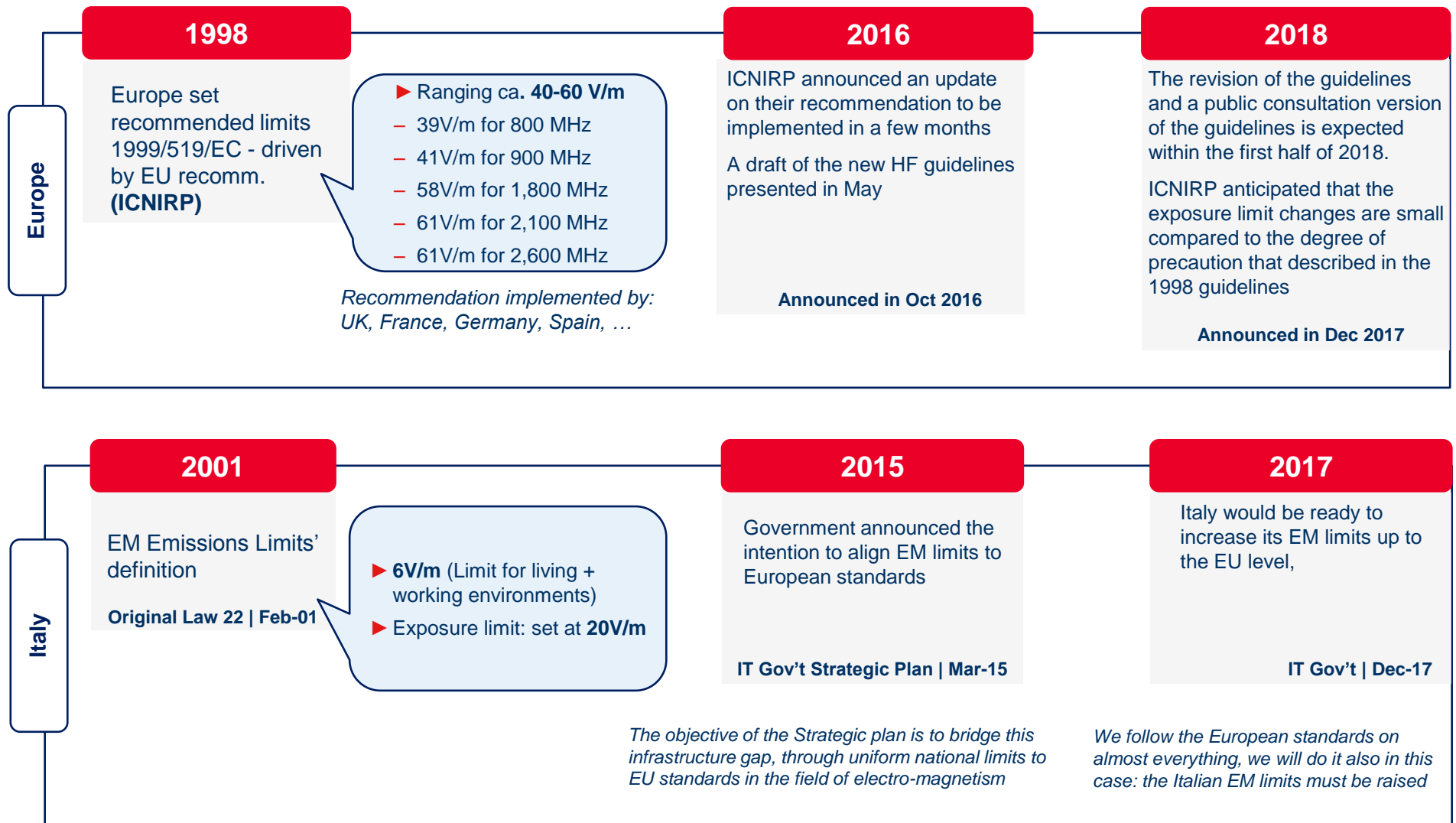


- EBITDA UPSIDE**
- ☐ Only 1 lease fee
  - ☐ Only 1 O&M Cost
- EBITDA DOWNSIDE**
- ☐ Reviewed Fee to MNO2
  - ☐ Increased Lease Fee
- ONE-SHOT CASH-OUT**
- ☐ Moving Costs
  - ☐ Site Dismantling

- 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



# 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.

Stefano Siragusa	Chairman
Giovanni Ferigo	Chief Executive Officer
<b>Francesca Balzani</b> <sup>(1)(2)</sup>	<b>Independent Director</b>
<b>Enrico Maria Bignami</b> <sup>(1)(2)(3)</sup>	<b>Lead Independent Director</b>
Gigliola Bonino	Director
<b>Laura Cavatorta</b> <sup>(1)(3)</sup>	<b>Independent Director</b>
Mario Di Mauro	Director
<b>Luca Aurelio Guarna</b> <sup>(1)(2)(3)</sup>	<b>Independent Director</b>
Agostino Nuzzolo	Director
<b>Filomena Passeggio</b> <sup>(1)(3)</sup>	<b>Independent Director</b>
<b>Secondina Giulia Ravera</b> <sup>(1)(2)(3)</sup>	<b>Independent Director</b>

(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.

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.



**1Q'18 Financial Results**

**Back Up:  
Databook**

# Databook – Quarterly Profit and Loss

## Financial figures

Reported Quarterly Profit and Loss															
Currency: €m	Average	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18
	Quarter	(Jan-Mar)	(Apr-Jun)	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)	(Jul-Sep)	(Oct-Dec)	(Jan-Mar)	(Apr-Jun)
	Pro-forma														
<b>Revenues</b>	<b>78.6</b>		<b>79.0</b>	<b>79.8</b>	<b>80.4</b>	<b>81.7</b>	<b>83.2</b>	<b>83.9</b>	<b>84.7</b>	<b>86.4</b>	<b>87.4</b>	<b>88.0</b>	<b>94.8</b>	<b>95.5</b>	<b>93.4</b>
TIM - MSA <sup>1</sup>	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
OLOs & Others <sup>2</sup>	15.3		15.7	16.5	17.1	18.2	19.3	19.9	20.7	21.0	22.0	22.3	22.8	26.4	23.5
New Sites & New Services <sup>3</sup>						0.2	0.6	0.7	0.8	0.9	0.9	1.2	7.5	3.9	4.6
<b>Operating Expenses</b>	<b>(44.9)</b>		<b>(44.0)</b>	<b>(43.6)</b>	<b>(43.3)</b>	<b>(42.8)</b>	<b>(42.4)</b>	<b>(42.2)</b>	<b>(42.5)</b>	<b>(42.1)</b>	<b>(41.1)</b>	<b>(39.8)</b>	<b>(41.6)</b>	<b>(40.2)</b>	<b>(41.2)</b>
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)
Other Operating Expenditure & Accruals <sup>4</sup>	(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)
Personnel Costs <sup>5</sup>	(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)
<b>EBITDA</b>	<b>33.7</b>		<b>34.9</b>	<b>36.2</b>	<b>37.1</b>	<b>38.9</b>	<b>40.8</b>	<b>41.7</b>	<b>42.2</b>	<b>44.3</b>	<b>46.3</b>	<b>48.2</b>	<b>53.2</b>	<b>55.3</b>	<b>52.3</b>
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)
<b>EBIT</b>	<b>31.1</b>		<b>32.2</b>	<b>33.4</b>	<b>29.9</b>	<b>35.7</b>	<b>37.4</b>	<b>38.1</b>	<b>36.2</b>	<b>41.3</b>	<b>43.2</b>	<b>45.0</b>	<b>49.7</b>	<b>52.1</b>	<b>48.2</b>
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)
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)
<b>NET INCOME</b>	<b>20.6</b>		<b>21.3</b>	<b>21.7</b>	<b>19.9</b>	<b>23.5</b>	<b>25.1</b>	<b>25.1</b>	<b>24.3</b>	<b>28.9</b>	<b>30.2</b>	<b>32.7</b>	<b>34.9</b>	<b>36.4</b>	<b>33.7</b>
<b>EBITDA Margin</b>	<b>42.9%</b>		<b>44.2%</b>	<b>45.4%</b>	<b>46.1%</b>	<b>47.6%</b>	<b>49.0%</b>	<b>49.7%</b>	<b>49.8%</b>	<b>51.3%</b>	<b>53.0%</b>	<b>54.8%</b>	<b>56.1%</b>	<b>57.9%</b>	<b>56.0%</b>
<b>TAX rate (on EBT)</b>	<b>32.1%</b>		<b>32.2%</b>	<b>33.0%</b>	<b>31.1%</b>	<b>32.5%</b>	<b>31.2%</b>	<b>32.3%</b>	<b>31.4%</b>	<b>28.5%</b>	<b>28.8%</b>	<b>25.7%</b>	<b>28.5%</b>	<b>28.8%</b>	<b>27.8%</b>
<b>Net Income on Sales</b>	<b>26.2%</b>		<b>27.0%</b>	<b>27.2%</b>	<b>24.8%</b>	<b>28.8%</b>	<b>30.2%</b>	<b>29.9%</b>	<b>28.7%</b>	<b>33.4%</b>	<b>34.6%</b>	<b>37.3%</b>	<b>36.9%</b>	<b>38.1%</b>	<b>36.0%</b>

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: Personnel cost refer to recurring cost for personnel, not including any accrual.

# Databook – Profit and Loss

Profit and Loss																
	[Unaudited]	[Audited]	[Audited]	[Audited]	[Unaudited]	[Audited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	
	FY14	3M15	6M15	9M15	FY15	3M16	6M16	9M16	FY16	3M17	6M17	9M17	FY17	3M18	6M18	
Currency: €m	Pro-forma <sup>1*</sup>	(Apr-Jun)	(Apr-Sep)	(Apr-Dec)	Annualized <sup>2*</sup>	(Jan-Mar)	(Jan-Jun)	(Jan-Sep)	(Jan-Dec)	(Jan-Mar)	(Jan-Jun)	(Jul-Sep)	(Jan-Dec)	(Jan-Mar)	(Jan-Jun)	
<b>Revenues</b>	<b>314.0</b>	<b>79.0</b>	<b>158.8</b>	<b>239.2</b>	<b>318.9</b>	<b>81.7</b>	<b>164.9</b>	<b>248.8</b>	<b>333.5</b>	<b>86.4</b>	<b>173.8</b>	<b>261.8</b>	<b>356.6</b>	<b>95.5</b>	<b>188.9</b>	
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	
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	26.4	49.9	
New Sites & New Services						0.2	0.8	1.5	2.3	0.9	1.8	3.0	10.5	3.9	8.5	
<b>Operating Expenses</b>	<b>(179.4)</b>	<b>(44.0)</b>	<b>(87.7)</b>	<b>(131.0)</b>	<b>(174.7)</b>	<b>(42.8)</b>	<b>(85.2)</b>	<b>(127.4)</b>	<b>(169.9)</b>	<b>(42.1)</b>	<b>(83.2)</b>	<b>(123.0)</b>	<b>(164.6)</b>	<b>(40.2)</b>	<b>(81.3)</b>	
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)	
Other Operating Expenditure & 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)	
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)	
<b>EBITDA</b>	<b>134.6</b>	<b>34.9</b>	<b>71.1</b>	<b>108.2</b>	<b>144.3</b>	<b>38.9</b>	<b>79.7</b>	<b>121.4</b>	<b>163.6</b>	<b>44.3</b>	<b>90.6</b>	<b>138.8</b>	<b>192.0</b>	<b>55.3</b>	<b>107.6</b>	
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)	
<b>EBIT</b>	<b>124.5</b>	<b>32.2</b>	<b>65.6</b>	<b>95.5</b>	<b>127.4</b>	<b>35.7</b>	<b>73.1</b>	<b>111.2</b>	<b>147.3</b>	<b>41.3</b>	<b>84.6</b>	<b>129.5</b>	<b>179.2</b>	<b>52.1</b>	<b>100.3</b>	
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)	
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)	
<b>NET INCOME</b>	<b>82.2</b>	<b>21.3</b>	<b>43.0</b>	<b>62.9</b>	<b>83.9</b>	<b>23.5</b>	<b>48.6</b>	<b>73.7</b>	<b>97.9</b>	<b>28.9</b>	<b>59.1</b>	<b>91.8</b>	<b>126.7</b>	<b>36.4</b>	<b>70.2</b>	
<b>EBITDA Margin</b>	<b>42.9%</b>	<b>44.2%</b>	<b>44.8%</b>	<b>45.2%</b>	<b>45.2%</b>	<b>47.6%</b>	<b>48.3%</b>	<b>48.8%</b>	<b>49.1%</b>	<b>51.3%</b>	<b>52.1%</b>	<b>53.0%</b>	<b>53.8%</b>	<b>57.9%</b>	<b>57.0%</b>	
<b>TAX rate (on EBT)</b>	<b>32.0%</b>	<b>32.2%</b>	<b>32.6%</b>	<b>32.1%</b>	<b>32.2%</b>	<b>32.5%</b>	<b>31.8%</b>	<b>32.0%</b>	<b>31.8%</b>	<b>28.5%</b>	<b>28.6%</b>	<b>27.5%</b>	<b>27.8%</b>	<b>28.8%</b>	<b>28.0%</b>	

Note 1\*: Pro-Forma data pertains to the Prospectus for the IPO and was determined as historical data plus adjustments, as if the Transaction had virtually taken place on January 1, 2014.  
 Note 2\*: For reconciliation purposes, the FY15 Annualized data has been calculated as 133% of the FY15 financial results (April-December 2015).

# Databook - Cash Flow

Cash Flow															
	[Audited]	[Audited]	[Audited]	[Audited]	[Audited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Audited]
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	
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	
Recurring CAPEX				(3.8)		(1.3)	(3.0)	(4.7)		(0.6)	(1.1)	(4.7)		(2.7)	
<b>EBITDA - Recurring CAPEX</b>		<b>34.5</b>	<b>71.1</b>	<b>104.4</b>	<b>38.9</b>	<b>78.4</b>	<b>118.4</b>	<b>158.9</b>	<b>44.3</b>	<b>90.0</b>	<b>137.7</b>	<b>187.3</b>	<b>55.3</b>	<b>104.9</b>	
Var. in trade receivables		(29.4)	(29.6)	(27.6)	(19.0)	(2.5)	(16.2)	1.7	(22.1)	(18.4)	(12.4)	(15.3)	(17.0)	(3.5)	
Var. in trade payables		13.1	20.2	12.0	8.1	10.3	13.2	8.5	2.6	14.2	3.0	33.3	4.7	1.5	
Other variations		0.9	(1.2)	(13.3)	(1.7)	(5.2)	(7.0)	(10.9)	1.1	(0.6)	(8.3)	(10.6)	4.9	0.3	
Total var. in net working capital		<b>(15.4)</b>	<b>(10.6)</b>	<b>(28.9)</b>	<b>(12.6)</b>	<b>2.6</b>	<b>(10.0)</b>	<b>(0.7)</b>	<b>(18.4)</b>	<b>(4.8)</b>	<b>(17.7)</b>	<b>7.4</b>	<b>(7.4)</b>	<b>(1.7)</b>	
<b>Operating Free Cash Flow</b>		<b>19.1</b>	<b>60.5</b>	<b>75.5</b>	<b>26.3</b>	<b>81.0</b>	<b>108.4</b>	<b>158.2</b>	<b>25.9</b>	<b>85.2</b>	<b>120.0</b>	<b>194.7</b>	<b>47.9</b>	<b>103.2</b>	
Tax Cash-Out						(39.2)	(39.2)	(54.6)		(4.7)	(39.0)	(65.5)		(0.9)	
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)	
<b>Recurring Cash Flow</b>		<b>18.8</b>	<b>59.8</b>	<b>74.2</b>	<b>25.9</b>	<b>40.9</b>	<b>67.9</b>	<b>101.7</b>	<b>25.5</b>	<b>79.7</b>	<b>79.8</b>	<b>127.6</b>	<b>47.4</b>	<b>101.4</b>	
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)	7.8		0.1	1.9	
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)	
<b>Free Cash Flow to Equity</b>		<b>17.5</b>	<b>59.8</b>	<b>72.0</b>	<b>14.6</b>	<b>22.5</b>	<b>43.8</b>	<b>70.4</b>	<b>15.6</b>	<b>64.9</b>	<b>59.0</b>	<b>76.9</b>	<b>36.7</b>	<b>79.9</b>	
Dividend Paid						(56.7)	(56.7)	(56.7)		(88.2)	(88.2)	(88.2)		(114.0)	
<b>Net Cash Flow</b>		<b>17.5</b>	<b>59.8</b>	<b>72.0</b>	<b>14.6</b>	<b>(34.2)</b>	<b>(12.9)</b>	<b>13.7</b>	<b>15.6</b>	<b>(23.3)</b>	<b>(29.3)</b>	<b>(11.3)</b>	<b>36.7</b>	<b>(34.1)</b>	
Net Debt Beginning of Period		120.0	120.0	120.0	48.0	48.0	48.0	48.0	34.3	34.3	34.3	34.3	45.6	45.6	
<b>Net Debt End of Period (ESMA)</b>		<b>102.5</b>	<b>60.2</b>	<b>48.0</b>	<b>33.4</b>	<b>82.3</b>	<b>60.9</b>	<b>34.3</b>	<b>18.8</b>	<b>57.6</b>	<b>63.6</b>	<b>45.6</b>	<b>8.9</b>	<b>79.7</b>	

# Databook – Balance Sheet

Balance Sheet																
	[Audited]	[Unaudited]	[Audited]	[Audited]	[Audited]	[Audited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	[Unaudited]	[Audited]	
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 2017	
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	
Tangible assets	184		181	178	186	187	189	193	193	195	198	206	222	226	232	
Other intangible fixed assets			2	2	4	5	7	9	13	15	17	21	27	30	35	
Other fixed assets (deferred taxes)					1				1							
<b>Fixed assets</b>	<b>1,588</b>		<b>1,587</b>	<b>1,584</b>	<b>1,596</b>	<b>1,603</b>	<b>1,608</b>	<b>1,614</b>	<b>1,619</b>	<b>1,622</b>	<b>1,627</b>	<b>1,639</b>	<b>1,661</b>	<b>1,668</b>	<b>1,679</b>	
Net Working Capital	9		24	17	1	1	10	8	20	40	25	29	13	1	12	
<b>Current assets/liabilities</b>	<b>9</b>		<b>24</b>	<b>17</b>	<b>1</b>	<b>1</b>	<b>10</b>	<b>8</b>	<b>20</b>	<b>40</b>	<b>25</b>	<b>29</b>	<b>13</b>	<b>1</b>	<b>12</b>	
ARO fund	(95)		(95)	(95)	(100)	(101)	(100)	(100)	(95)	(95)	(96)	(96)	(97)	(97)	(98)	
Other LT Net Assets/liabilities	(2)		(12)	(23)	(5)	(4)		(1)	(27)	(36)	(44)	(20)	(9)	(3)	(35)	
<b>Non-Current assets/liabilities</b>	<b>(96)</b>		<b>(107)</b>	<b>(118)</b>	<b>(105)</b>	<b>(104)</b>	<b>(100)</b>	<b>(101)</b>	<b>(122)</b>	<b>(131)</b>	<b>(139)</b>	<b>(116)</b>	<b>(106)</b>	<b>(100)</b>	<b>(133)</b>	
<b>Invested Capital</b>	<b>1,500</b>		<b>1,504</b>	<b>1,483</b>	<b>1,491</b>	<b>1,500</b>	<b>1,517</b>	<b>1,521</b>	<b>1,518</b>	<b>1,532</b>	<b>1,512</b>	<b>1,552</b>	<b>1,568</b>	<b>1,568</b>	<b>1,558</b>	
Share Capital	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	
Distributable Reserves	660		660	660	660	723	689	715	666	764	676	676	676	803	689	
CYP&L (Fully distributable)			21	43	63	24	25	25	98	29	59	92	127	36	70	
<b>Total Net Equity</b>	<b>1,380</b>		<b>1,401</b>	<b>1,423</b>	<b>1,443</b>	<b>1,467</b>	<b>1,435</b>	<b>1,460</b>	<b>1,484</b>	<b>1,513</b>	<b>1,455</b>	<b>1,488</b>	<b>1,523</b>	<b>1,559</b>	<b>1,479</b>	
Long-Term Debt	120		120	120	120	120	120	120	100	100	80	80	60	60	90	
Cash & Cash equivalents			(17)	(60)	(72)	(87)	(37)	(59)	(65)	(81)	(22)	(16)	(14)	(51)	(11)	
<b>Total Net Financial Position</b>	<b>120</b>		<b>103</b>	<b>60</b>	<b>48</b>	<b>33</b>	<b>82</b>	<b>61</b>	<b>34</b>	<b>19</b>	<b>57</b>	<b>64</b>	<b>46</b>	<b>9</b>	<b>79</b>	
<b>Total sources of financing</b>	<b>1,500</b>		<b>1,504</b>	<b>1,483</b>	<b>1,491</b>	<b>1,500</b>	<b>1,517</b>	<b>1,521</b>	<b>1,518</b>	<b>1,532</b>	<b>1,512</b>	<b>1,552</b>	<b>1,568</b>	<b>1,568</b>	<b>1,558</b>	
NFP/EBITDA	0.9 x	n.a.	0.7 x	0.4 x	0.3 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	0.2 x	0.7 x	



# Databook – Operational KPI's

	PF2014 - 1Q15 PF	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18
<i>Operational KPIs</i>	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
<b>Tenancy Ratio</b>	<b>1.55x</b>	<b>1.59x</b>	<b>1.60x</b>	<b>1.62x</b>	<b>1.64x</b>	<b>1.67x</b>	<b>1.70x</b>	<b>1.72x</b>	<b>1.75x</b>	<b>1.78x</b>	<b>1.80x</b>	<b>1.82</b>	<b>1.84</b>	<b>1.85x</b>
<b>Number of Tenants (in K)</b>	<b>17.8</b>	<b>18.3</b>	<b>18.4</b>	<b>18.2</b>	<b>18.3</b>	<b>18.6</b>	<b>18.9</b>	<b>19.1</b>	<b>19.3</b>	<b>19.6</b>	<b>19.9</b>	<b>20.1</b>	<b>20.3</b>	<b>20.4</b>
Anchor Tenants	<b>11.5</b>	<b>11.5</b>	<b>11.4</b>	<b>11.1</b>	<b>10.9</b>	<b>10.9</b>	<b>10.7</b>	<b>10.7</b>	<b>10.7</b>	<b>10.6</b>	<b>10.7</b>	<b>10.7</b>	<b>10.75</b>	<b>10.8</b>
(+) 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
(-) Anchor Tenants - Decommissioning			0.1	0.3	0.2		0.3		0.1		0		0	
OLOs	<b>6.3</b>	<b>6.8</b>	<b>6.95</b>	<b>7.1</b>	<b>7.4</b>	<b>7.7</b>	<b>8.2</b>	<b>8.4</b>	<b>8.7</b>	<b>9</b>	<b>9.2</b>	<b>9.4</b>	<b>9.55</b>	<b>9.65</b>
OLOs New Tenants		0.5	0.15	0.15	0.3	0.3	0.5	0.2	0.3	0.3	0.2	0.2	0.15	0.1
<b>Organic Number of Sites (in K)</b>	<b>11.5</b>	<b>11.5</b>	<b>11.5</b>	<b>11.2</b>	<b>11.1</b>	<b>11.2</b>	<b>11.1</b>	<b>11.1</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11.05</b>	<b>11.1</b>
(+) 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
(-) Dismantled or Being Dismantled Sites				0.3	0.1		0.1		0.1	0.1	0.1	0.05	0	

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 decommissioned by the MNOs.  
 Note 4: Site both already dismantled and being dismantled, excluding the ones marked as marketables || all of them have already being decommissioned by the MNO.



More questions?  
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