



February 22, 2019

FY'18 Financial Results & Business Update

INWIT

GIOVANNI FERIGO – ANDREA BALZARINI – MICHELE VITALE

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.

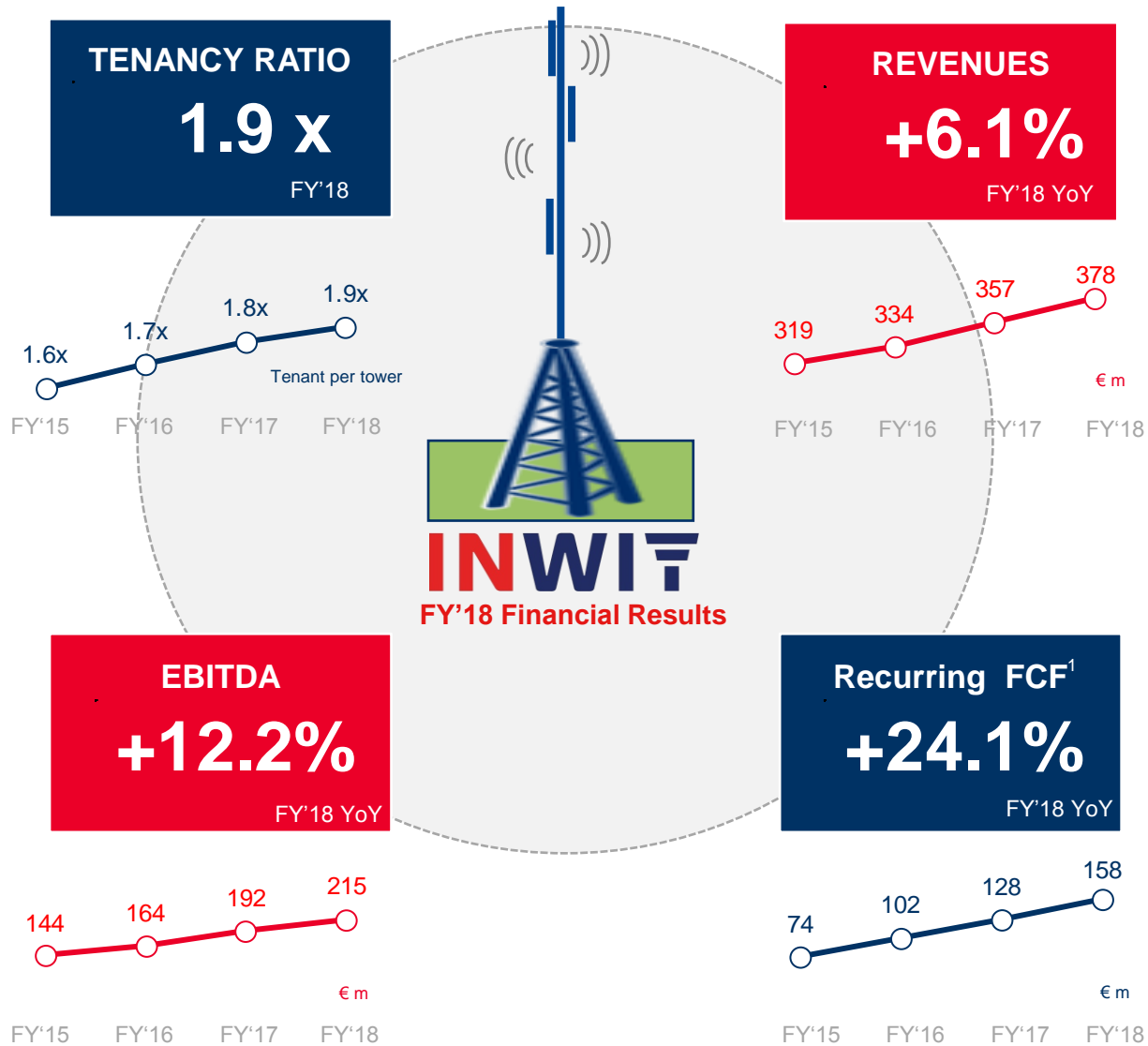
Inwit 4Q'18 financial information included in this presentation is taken from Inwit Financial Statement at December 31, 2018, drafted in compliance with the International Financial Reporting Standards, issued by the International Accounting Standards Board and endorsed by the European Union (designated as "IFRS"). Such interim financial statements are unaudited.

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.

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

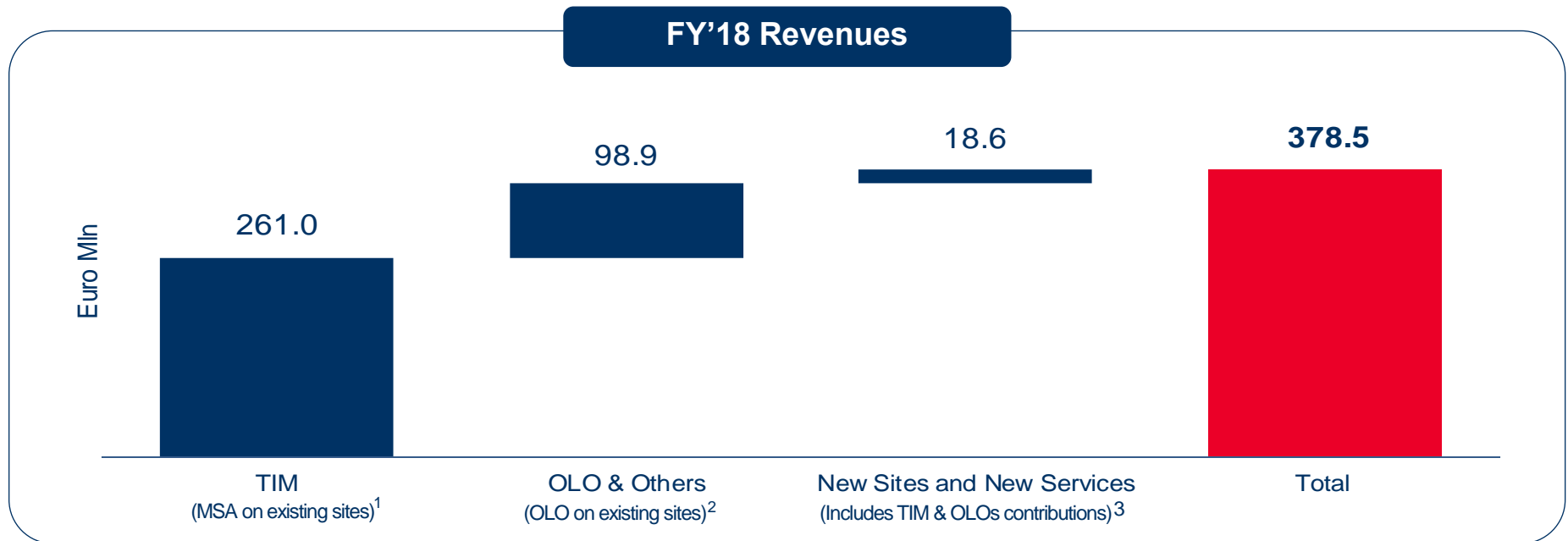




FY'18 Financial Results & Business Update

Industrial Results

Mid single digit revenue growth confirmed

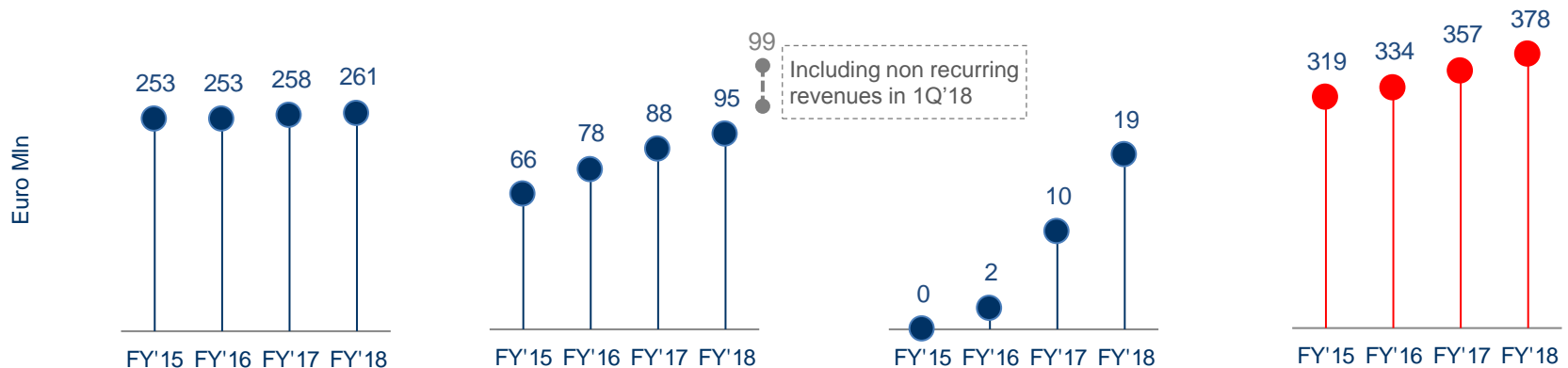


+1%

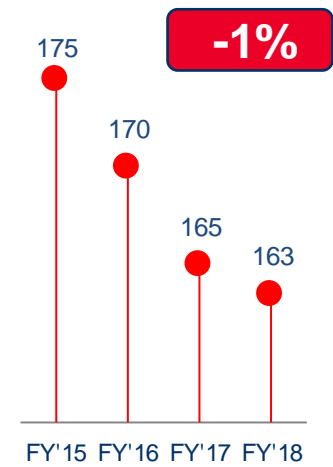
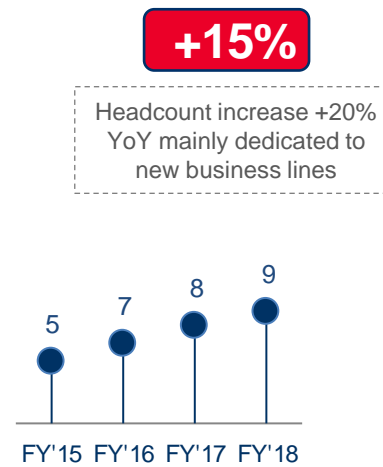
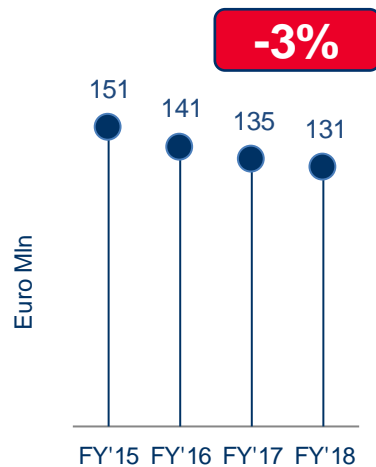
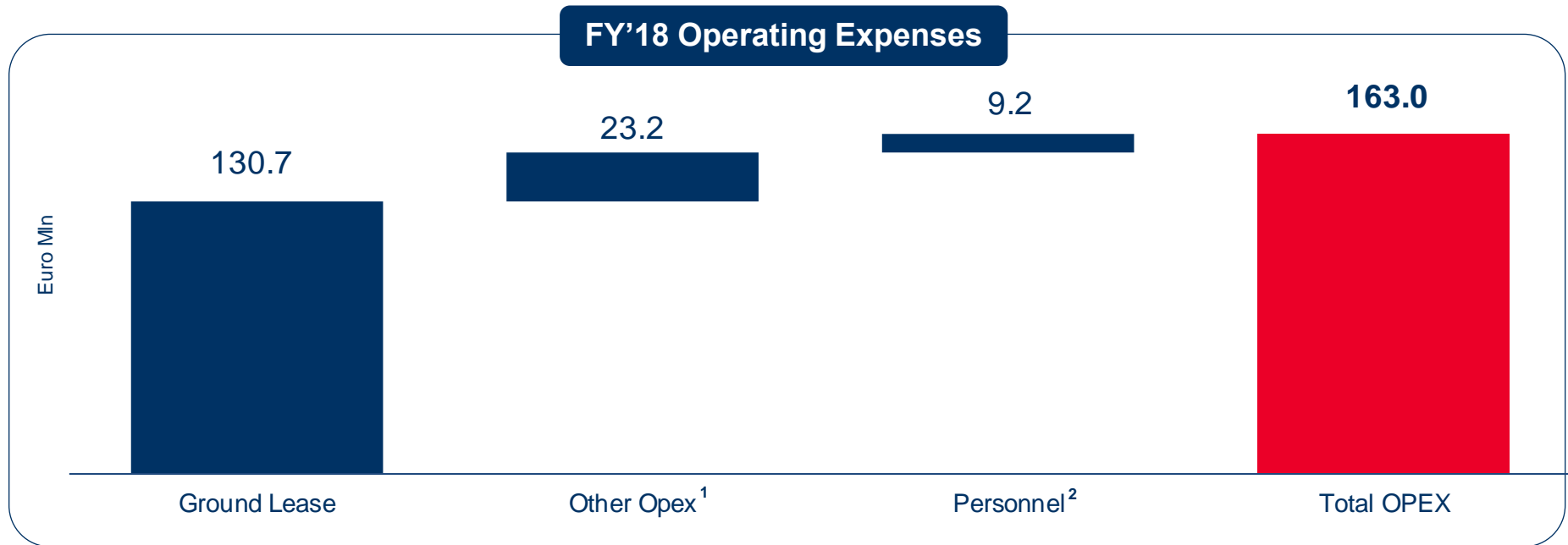
+8%

+77%

+6%



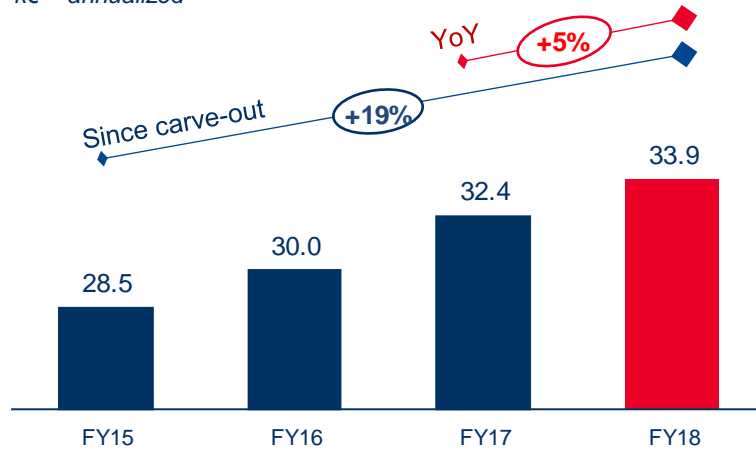
Lease cost reduction ongoing



New tenants and Lease reduction key drivers for growth

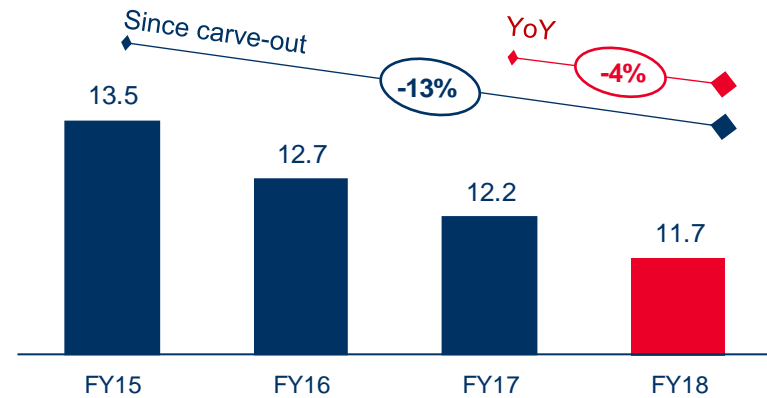
Avg Revenues per Site ³

k€ - annualized



Avg Lease Cost per Site ²

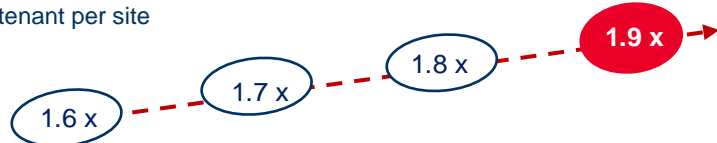
k€ - annualized



New Tenants

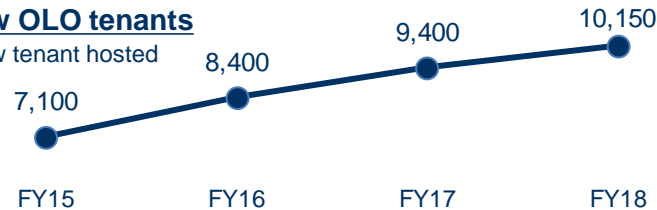
Tenancy Ratio ¹

tenant per site



New OLO tenants

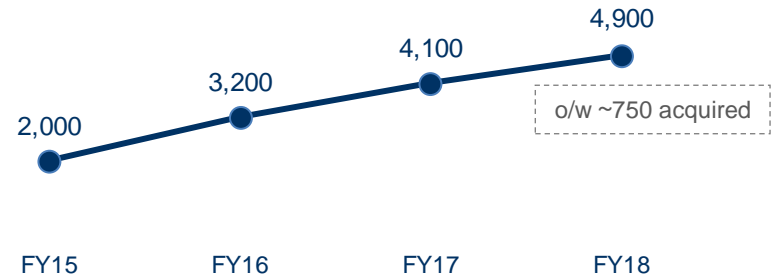
new tenant hosted



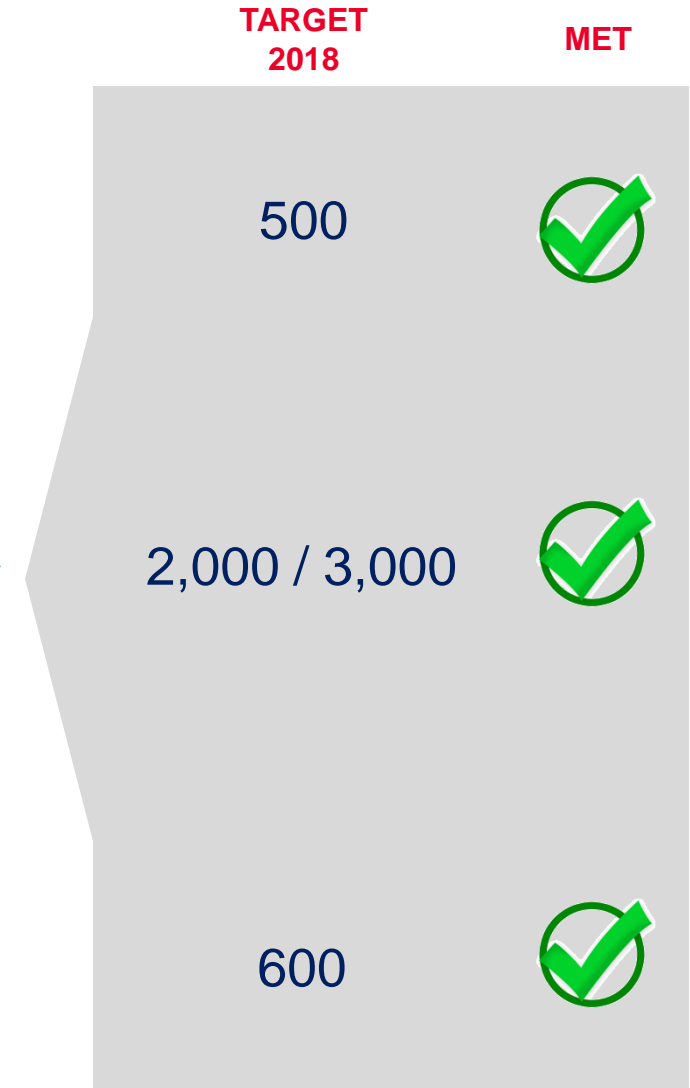
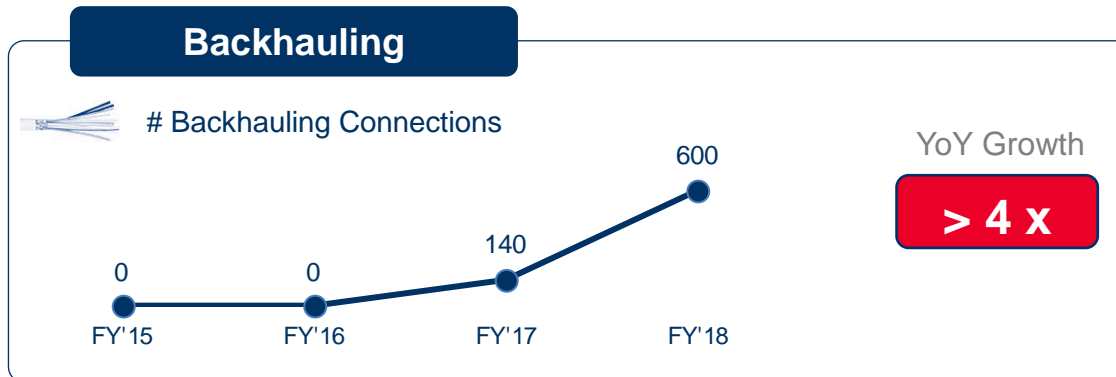
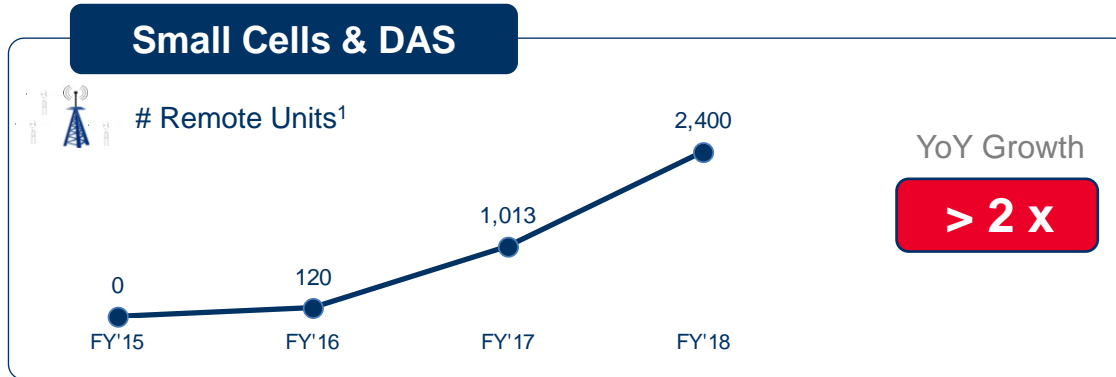
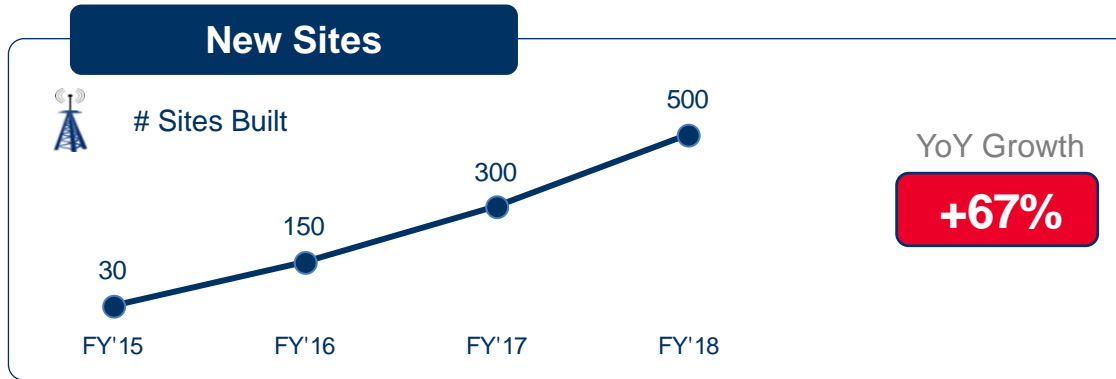
Cost Saving

Lease Reduction




sites / rooftop / lands
Renegotiated or Acquired



Industrial target fully met



2015-18 plan: financial target fully met, even if with a different industrial mix

FY'15-18 CAGR	TARGET 2018	MET	KEY DRIVERS	FY'15-18 CAGR
REVENUES +5.9% <small>FY'15-18 CAGR</small>	MID SINGLE DIGIT		OLO TREND BUILT TO SUIT SMALL CELLS	STABLE GROWTH (ca.1k per year) STABLE GROWTH (ca. 100 per year) STRONG GROWTH (ca 1k per year)
EBITDA +14.3% <small>FY'15-18 CAGR</small>	LOW TEENS		LEASE SAVINGS NEW BUSINESS MARGIN	STABLE GROWTH (ca. 0,8k per year) STABLE (>50%)
Recurring FCF¹ +28.7% <small>FY'15-18 CAGR</small>	LOW TEENS		REC. CAPEX FIN. EXP TAXES	STABLE (<2% of REV) STABLE (CA.1% of Gross Debt) STABLE (CA.28% of EBIT)



FY'18 Financial Results & Business Update

Financial Results

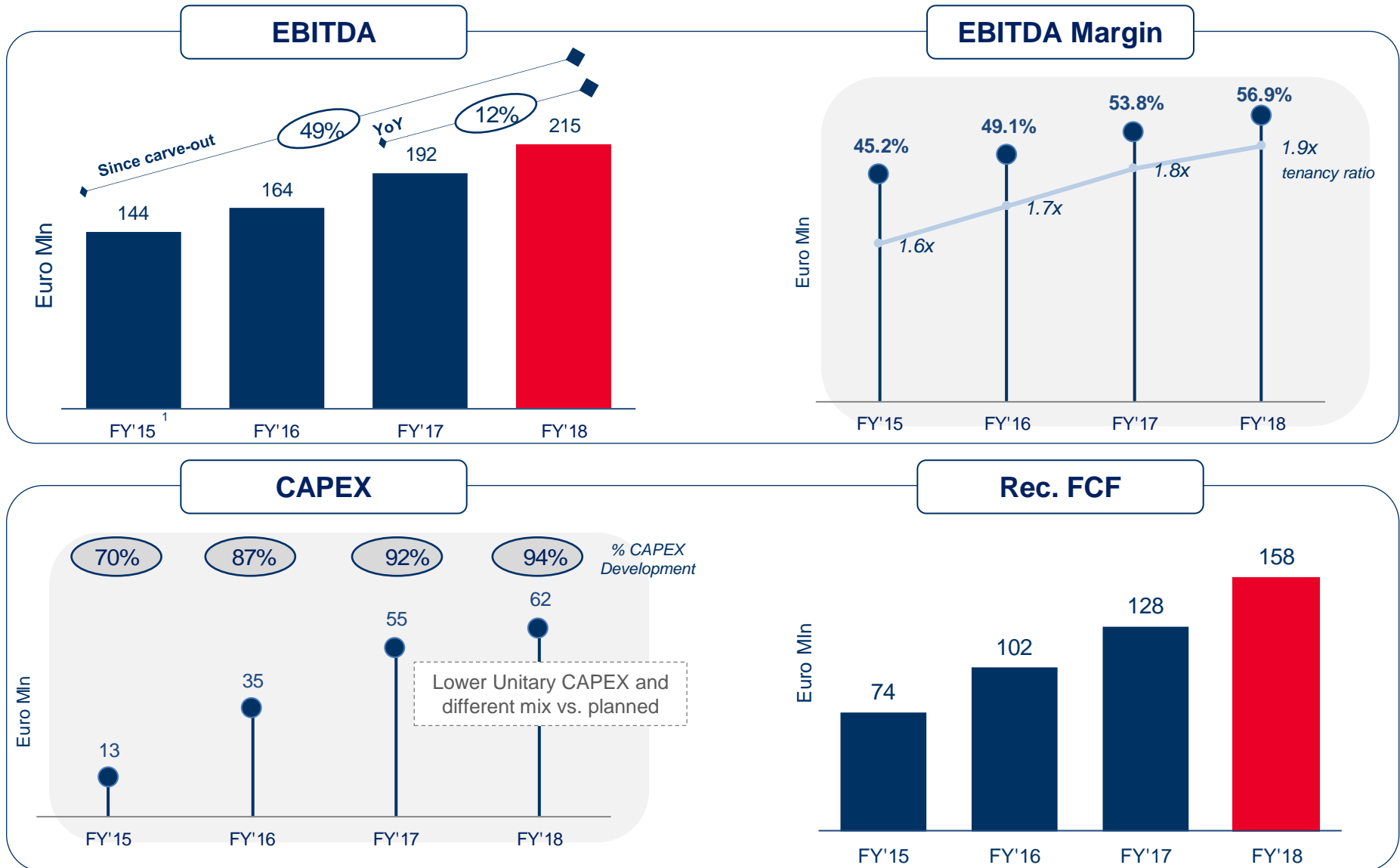
Sound and positive economic trends in all metrics

	FY'17	FY'18	YoY %
Revenues	356.6	378.5	+6.1%
TIM (MSA) ¹	258.0	261.0	+1.2%
OLOs & others ²	88.1	98.9	+12.3%
New Sites & Small Cells ³	10.5	18.6	+77.5%
OPEX	(164.6)	(163.0)	(0.9%)
Ground lease	(134.7)	(130.7)	(3.0%)
Other Opex & Accruals ⁴	(21.9)	(23.2)	+6.1%
Personnel Costs ⁵	(8.0)	(9.2)	+15.0%
EBITDA	192.0	215.4	+12.2%
D&A & Write Off	(12.8)	(15.1)	+18.3%
EBIT	179.2	200.3	+11.8%
Financial Expenses	(3.7)	(4.0)	+8.1%
Taxes	(48.8)	(55.5)	+13.8%
NET INCOME	126.7	140.8	+11.1%
Rec Capex	(4.7)	(3.7)	(21.3%)
Var Recurring WC ⁹	7.4	4.3	(41.9%)
Cash Taxes	(65.5)	(55.9)	(14.7%)
Financial Charges	(1.5)	(1.8)	+20.0%
Rec FCF ⁷	127.6	158.3	+24.1%
Capex ⁶	(55.4)	(61.8)	+11.6%
Net Debt ⁸	45.6	48.3	+5.9%

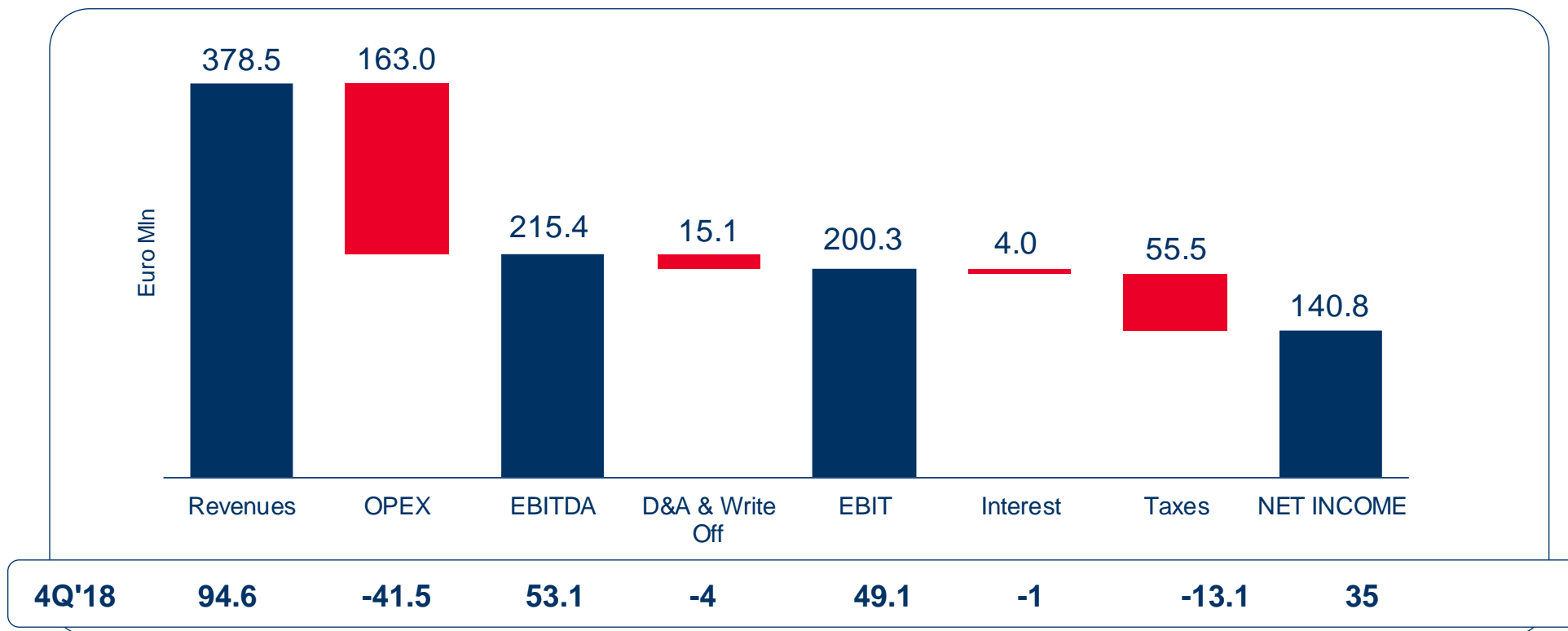
Euro Mln



Main Achievements



Profit & Loss FY'18



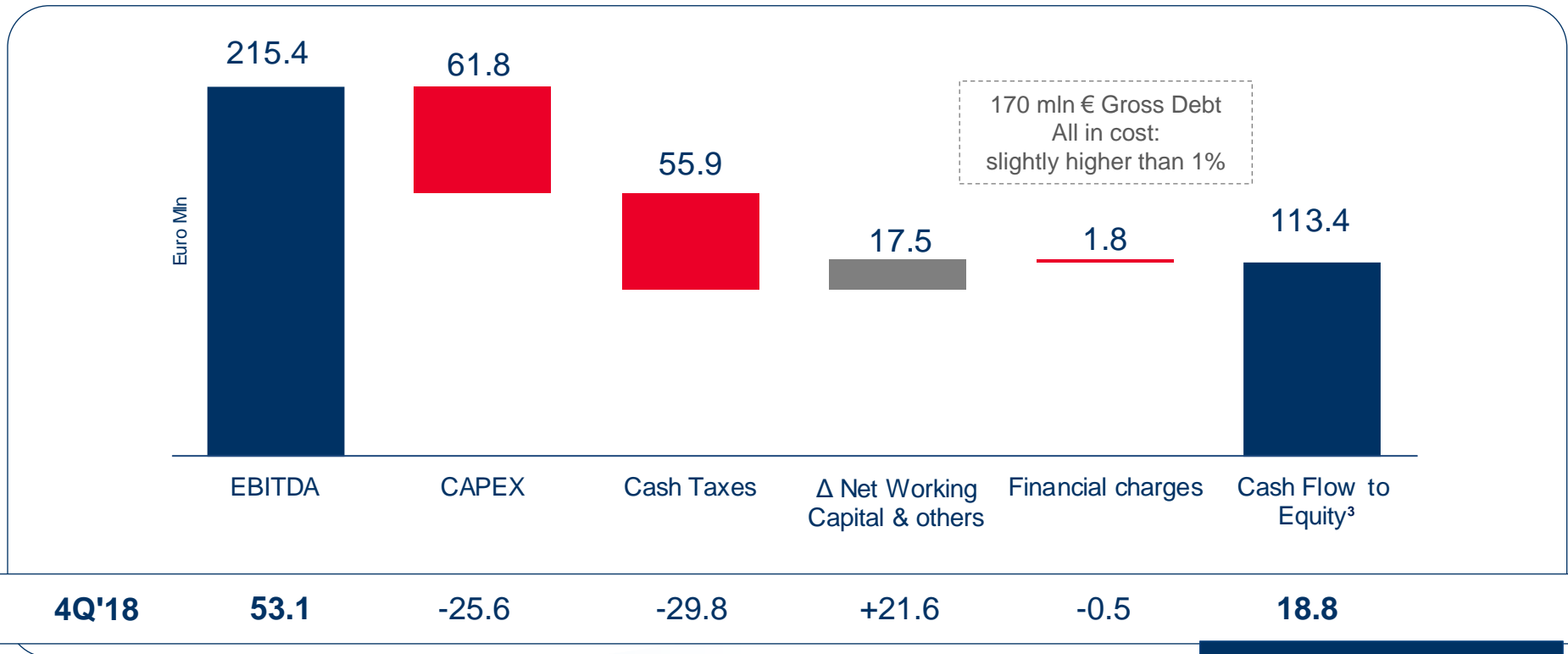
Solid performance that confirms the growth trajectory
Best in class EBIT Margin

EBIT Margin

53%

FY'18

Cash Flow FY'18



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

Recurring Cash Flow increase mainly driven by higher EBITDA

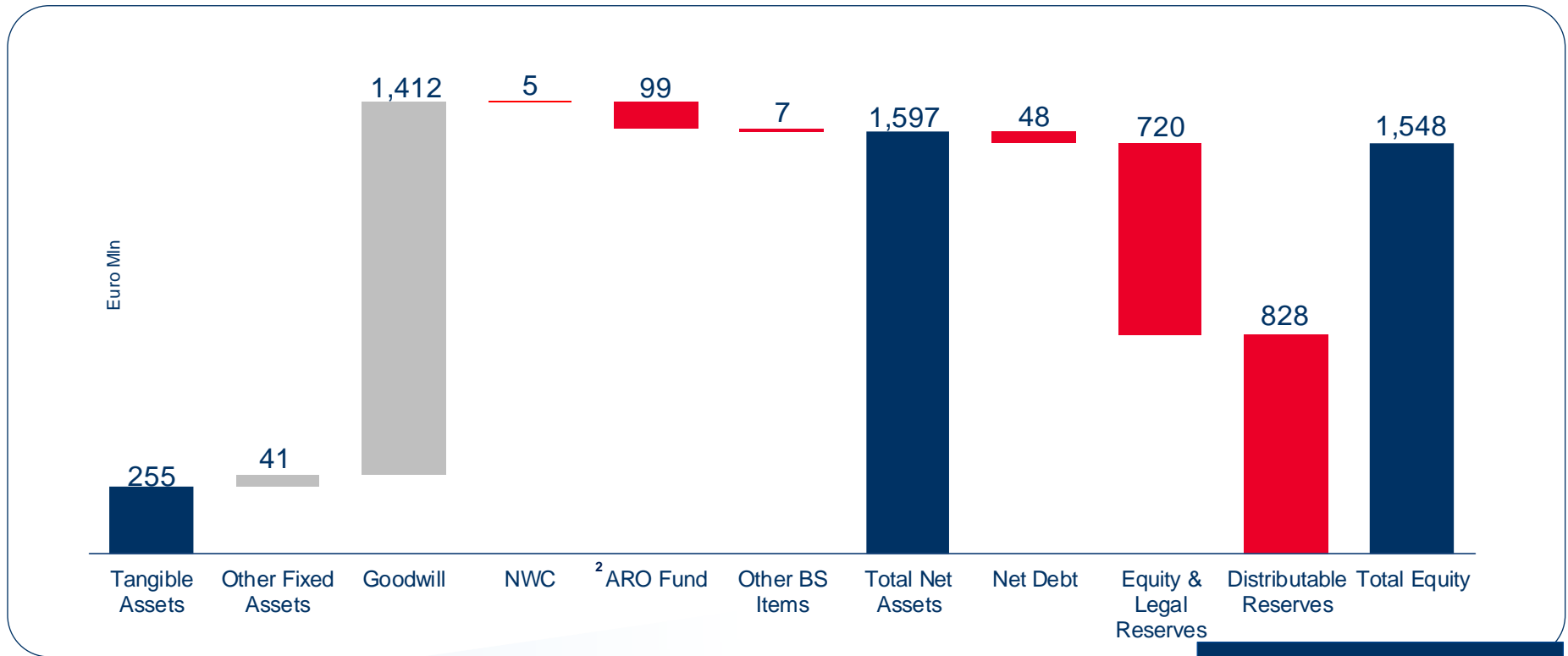
2019 dividend (based on 2018 P&L): proposed 126,6mln €

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

Recurring FCF¹
158.3 mln €

2019 Dividend²
127 mln €
Equivalent to 0.211 € / share

Balance Sheet at December 31, 2018



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

Net Debt/EBITDA¹
0.2x

Distributable reserves
828 mln €
Equivalent to 1.4 € / share



4Q'18 Financial Results & Business Update

2019-21 Plan

5G impact on Radio Access Networks

Every node will evolve in each single component: from the antenna, to the customers segments, to the equipment up to the backhauling links

NEW CUSTOMERS OR
NEW ANTENNAS

New Antenna

BIGGER AND HEAVIER
MASSIVE MIMO 5G ANTENNA



New Customers

SMART METERING CITY HUB
5G FIXED WIRELESS ACCESS
IOT PROVIDERS



UPGRADE TO
FULLY DIGITAL TOWERS

Digital Equipments

TOWER DATA CENTER
SENSOR NETWORKS



Fiber Backhauling

RADIO THROUGHPUT WILL REQUIRE FASTER
AND BACKHAULING LINKS

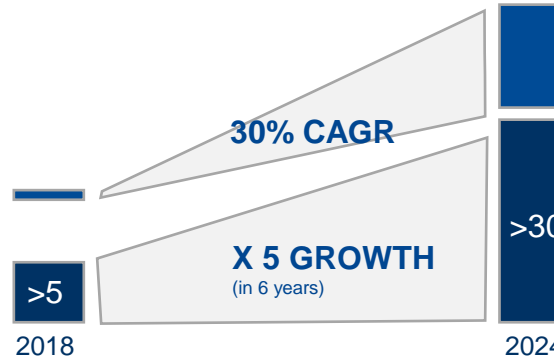


Higher Densification Required

New network capability will push Data Consumptions and 5G frequencies will imply a significant densification, through both Macro-Cells and Small-Cells/DAS

Data Consumption

	4G	5G	
Objects Connected	1k	1M	object/KM ²
Smartphone Speed	1	20	Gb/Sec



IoT Connected devices
Smart cities, AR, VR,
Industry 4., Cars, Homes

SmartPhone
Gb consumption/month
Video, Gaming,
E-health, ...

Ericsson mobility report - 2018

Radio Coverage

	Coverage Radius	Towers per 1,000 Km ²	Area to be covered (Italy)
4G – 0,8 Ghz / 1.8 Ghz	1-3 km	5 - 15	300k km ²
4G – 2.1 Ghz / 2.6 Ghz	0.5 km	50-75	
5G – 0.7Ghz (Massive MIMO)	<i>Higher frequencies implies different propagation path</i>		300k km ² (nationwide)
5G – 3.5Ghz (Massive MIMO)	<i>Active Antennas can have higher gain</i>		20k km ² (7% dense urban)
5G – >20Ghz	<i>Indoor signal penetration strongly impacted by millimeter waves</i>		

~20 k Macro Sites to cover Italy

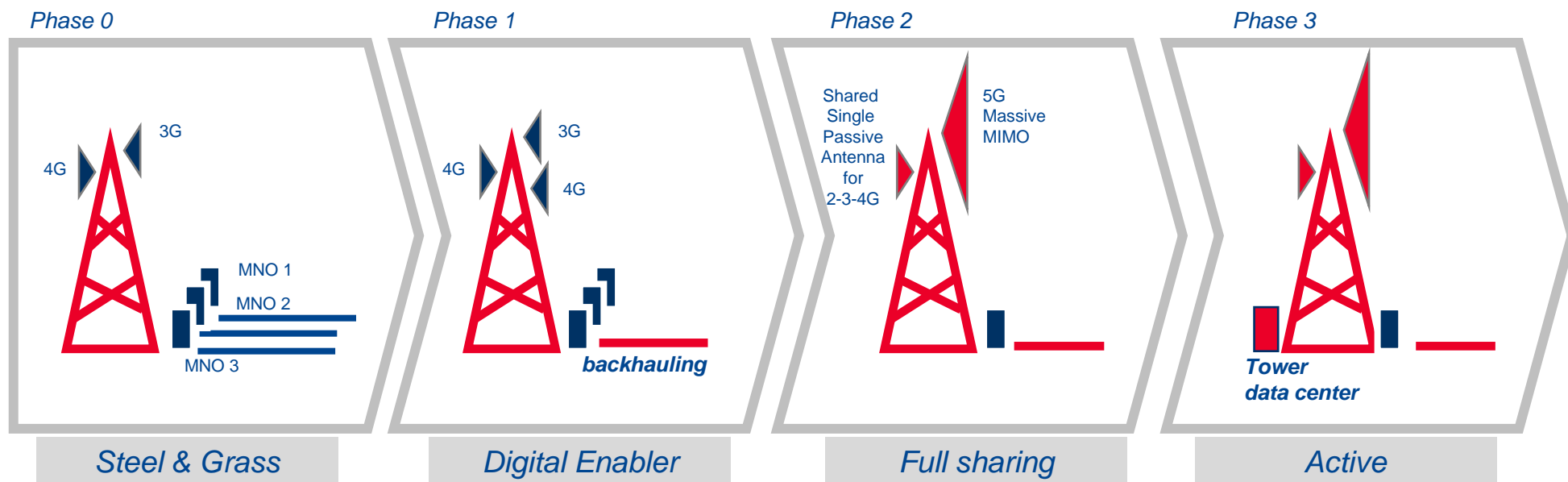
Potential increase spread among macro sites & small cells

Various vendors

Tower Sector Evolution

- 5G will require to **densify** the network, implying a sound increase of network elements
- CAPEX Constraints will push MNOs **to share more** assets – chance for the industry to enlarge participation in the mobile access network value chain
- Italian **Tower Market still Inefficient**: many players with high overlap, with a potential for synergies to be extracted

New set up for the industry: TOWERCO PERIMETER COULD ENLARGE



KPIs evolution

Inwit Stand Alone Scenario

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

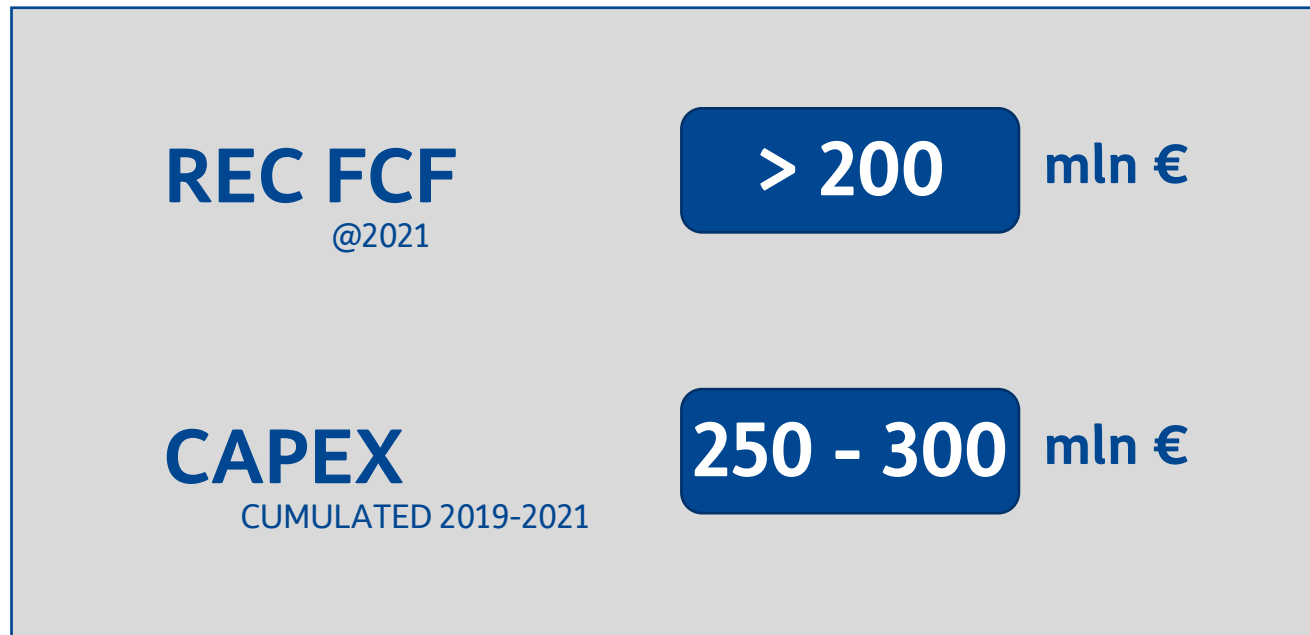
> 2,500

Digital Towers (towers upgraded with fiber backhauling or new elements)

@ YE2018 = 600

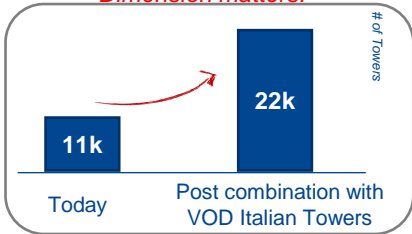
Targets

Inwit Stand Alone Scenario



and finally, long awaited, Vodafone

Dimension matters!

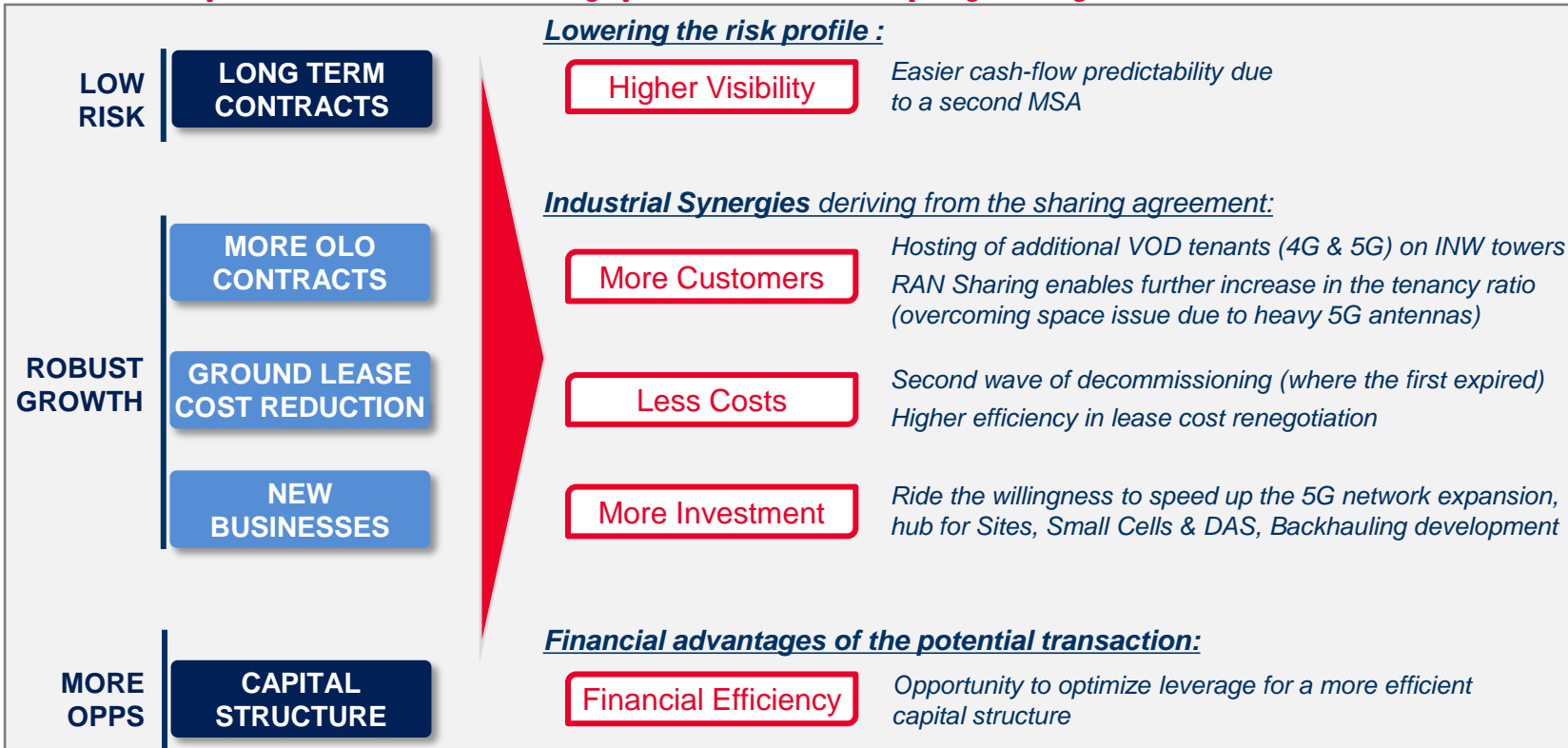


INWIT Reason why

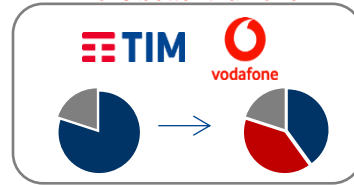
non-binding MOU signed between TIM and Vodafone for a new networking sharing partnership

Big differentiation of the customer base, with a second anchor tenant, boosting visibility our cash flow
 Become partner of reference of two prominent operators, TIM and VOD: more investment and less risks

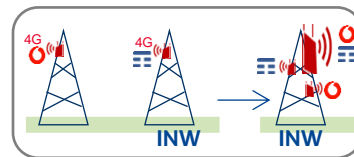
Could improve each of the key pillars of our equity story



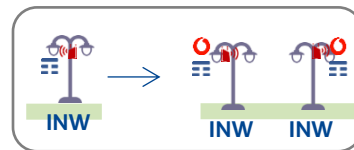
Two is better than one!



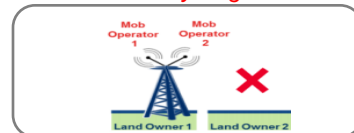
More & More Tenants



More sustainable Investments



Cost Synergies





Q&A Session

Giovanni Ferigo
CEO

Andrea Balzarini
CFO

More questions?
Ask Investor Relations

Michele Vitale
Head of Investor Relations

michele.vitale@inwit.it
f: +39 06 44084 320