



January 31st, 2017

**FY'16 Preliminary Financial Results &
FY'17-19 Plan**

INWIT

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 appear in a number of places 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 FY'16 and 4Q'16 financial information included in this presentation is taken from Inwit Interim Financial Statement at December 31, 2016, 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.

12m PF is the annualized value of the reported 9m 2015 results, calculated multiplying the reported result by 12/9. 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.

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 as of December 31, 2015) only include 9 months of operations and therefore cannot be used for comparison purposes.

Double-digit growth fully on track

INWIT

FY'16 Preliminary
Financial Results

1

Business Plan Delivery

- ▶ Appealing asset confirmed: FY'16 revenue growth at **+4.6%** YoY
- ▶ Efficiency plan on track: Lease reduction of **-6.3%** YoY:

Tenancy Ratio

1.72x

FY'16

2

Financials

- ▶ FY'16 EBITDA at €163.6 mln implying a **49.1%** EBITDA margin
- ▶ FY'16 CAPEX **€43.6** mln
- ▶ Net Financial Position at **€34.3** mln

EBITDA GROWTH

+13%

FY'16 YoY

3

Business Acceleration

- ▶ New sites: **61%** projects in progress (BP target > 500 Sites)
- ▶ Small Cells: **28%** projects in progress (BP target > 4k Remote Units)
- ▶ Backhauling: **10%** projects in progress (BP target > 1k connections)

Investment IRR

>10%

On EXPANSION CAPEX



FY'16 Preliminary Financial Results

Business Plan Delivery

Oscar Cicchetti – CEO

Rafael Perrino – CFO

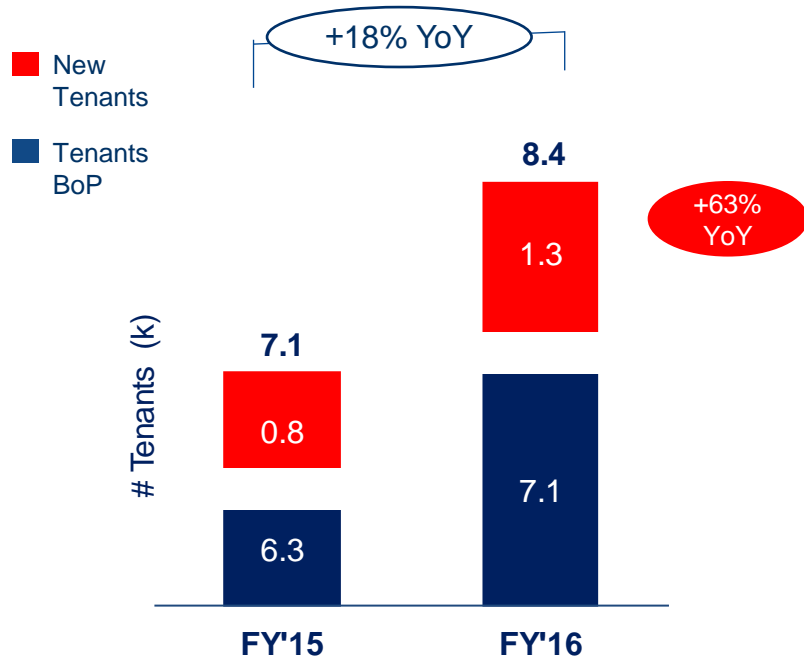
Revenue growth delivered

FY'16 Revenues

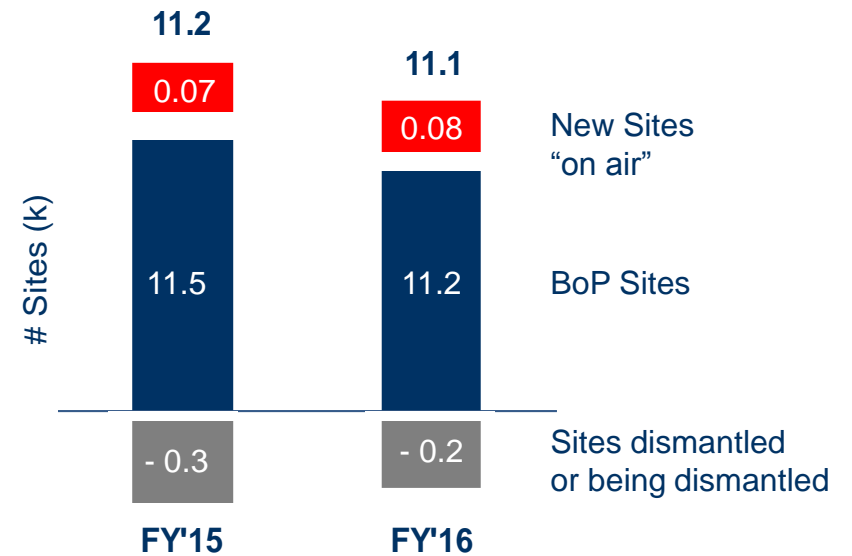


New tenants fuelling tenancy ratio increase

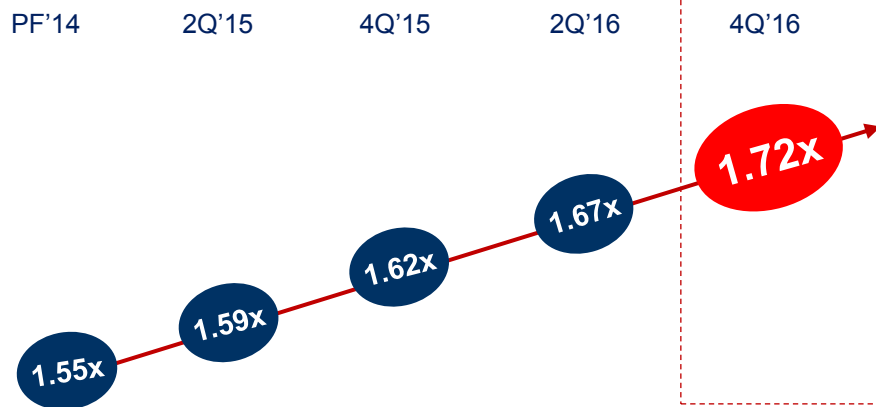
Tenants other than TIM



Sites "on air"



Tenancy Ratio¹



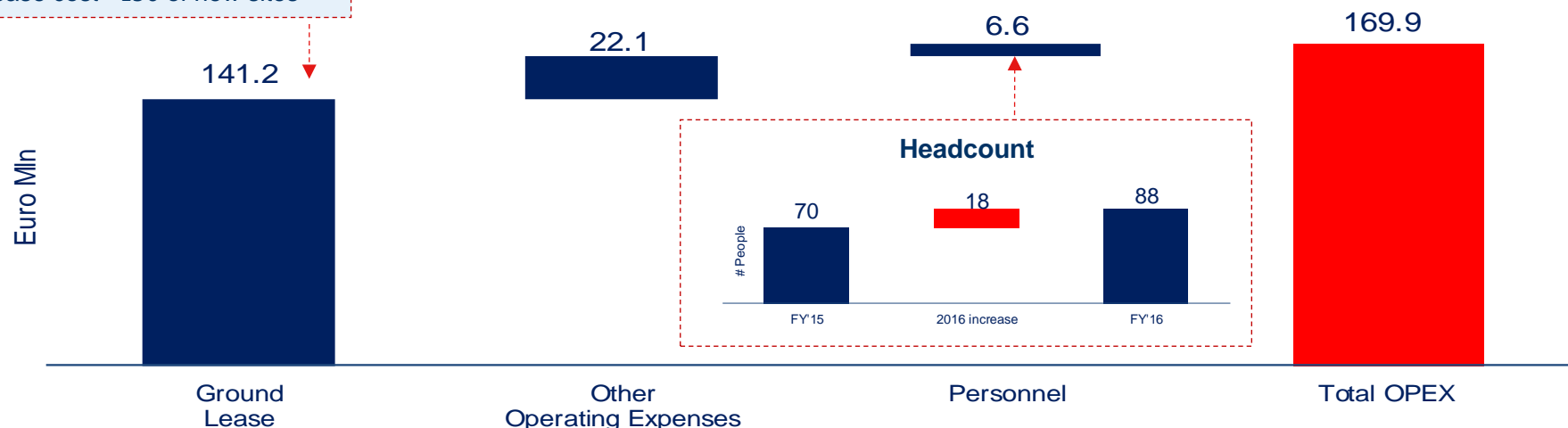
▶ **1.3k** Additional Tenants other than TIM in FY'16 (vs 0.8k in 2015)

- ❑ ~ **0.7k** contractualized in MSA (in line with the annual target – total since 2015 ~1.5k – another ~ 1 k to come by 2018)
- ❑ ~ **0.4k** new tenants besides those contractualized (other MNOs & Wireless Local Loop operators)
- ❑ ~ **0.2k** IoT tenants hosted in our network

Additional efficiency secured

FY'16 Operating Expenses

Impacted by:
 (-) Efficiency on Ground Lease
 (-) Discount on lease contract with TIM
 (+) Ground lease cost ~150 of new sites

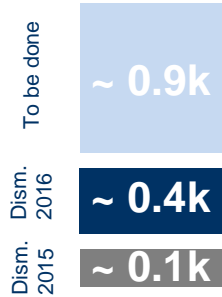


	Ground Lease	Other Operating Expenses	Personnel	Total OPEX
FY'15 Pro-forma¹	150.7	19.0	5.1	174.7
<i>Growth</i>	-6.3%	+16.3%	+29.4%	-2.7%
FY'14 Pro-forma¹	154.4	20.7	4.3	179.4
<i>Growth</i>	-8.5%	+6.8%	+53.5%	-5.3%
4Q'16	34.6	6.0	1.9	42.5

Lease cost-reduction plan on track

Total sites ~ 9k

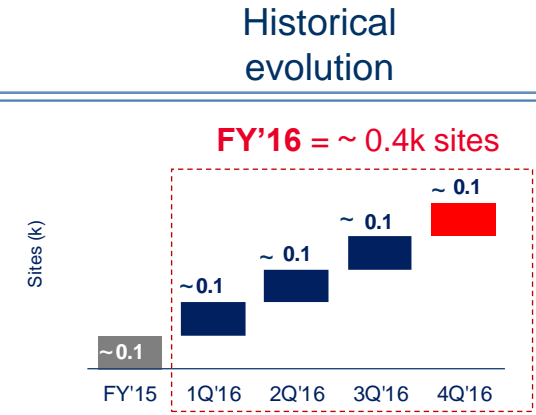

Decommissioning
«Risk-Free» action:
part of MSA obligation



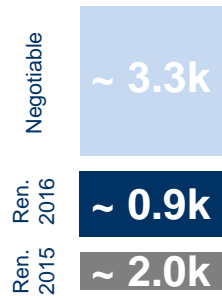
~ 1.4k
FY'15-18
Target

~ 0.4k sites have been fully dismantled in 2016:

- Write off
- Cash out

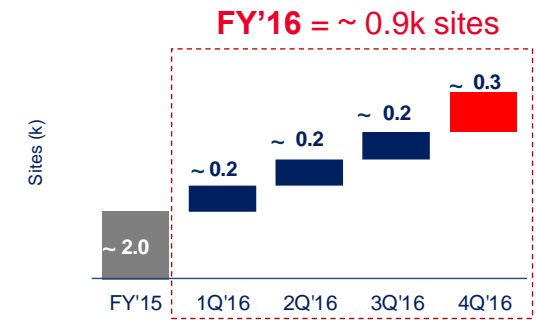



Renegotiation

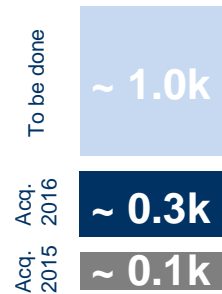


~ 0.9k sites renegotiated in 2016:

- 0.6k pure renegotiation (10-30% discount)
- 0.3k cash advance (30-40% discount)

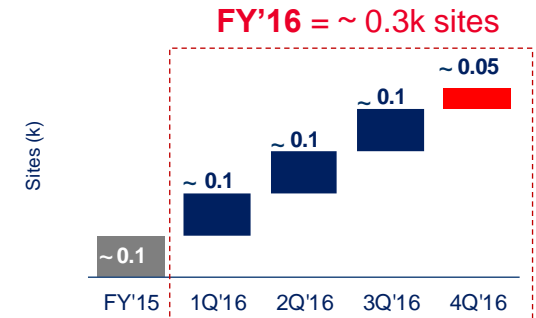



Acquisition



1.3/1.5k
FY'15-18
Target

~0.3k contract signed in 2016
(considering both land acquisition and long-term right of usage of rooftop)



Business Acceleration achievements



New sites



Small cells



Backhauling

Target

> 500
New sites by 2018

> 4k
Remote Units by 2018

> 1.0k
Connections by 2018

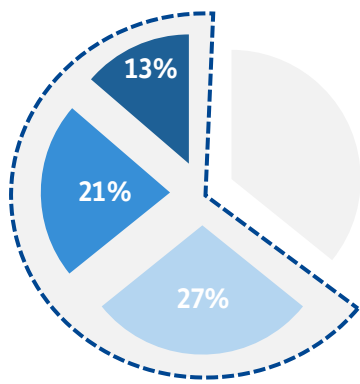
As is

% Sites

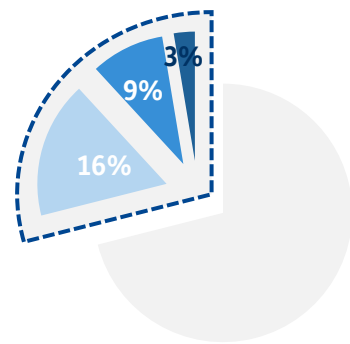
% Remote Units

% Backhauling connections

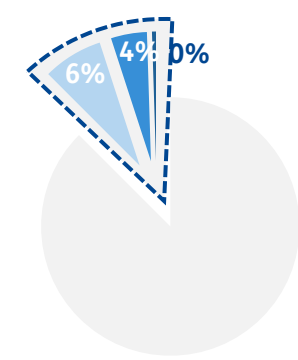
61%
projects
in
progress



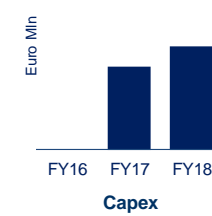
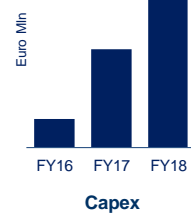
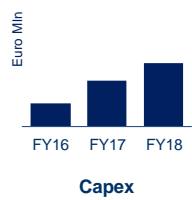
28%
projects
in
progress



10%
projects
in
progress



Plan



Projects
in
progress



Requested



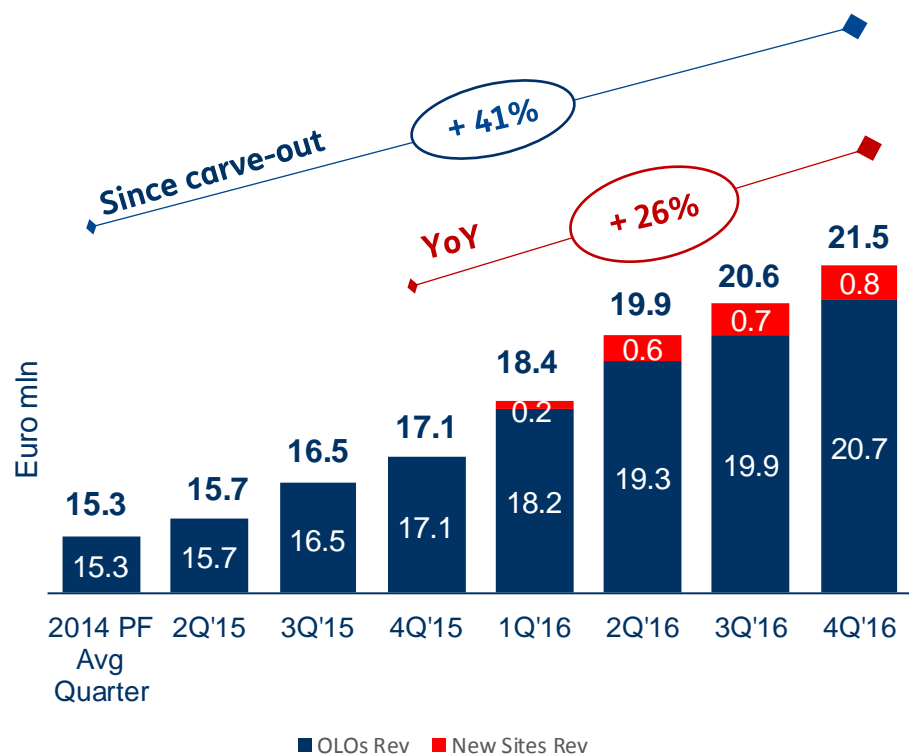
Targeted under
Negotiation



Ready /
Under
construction

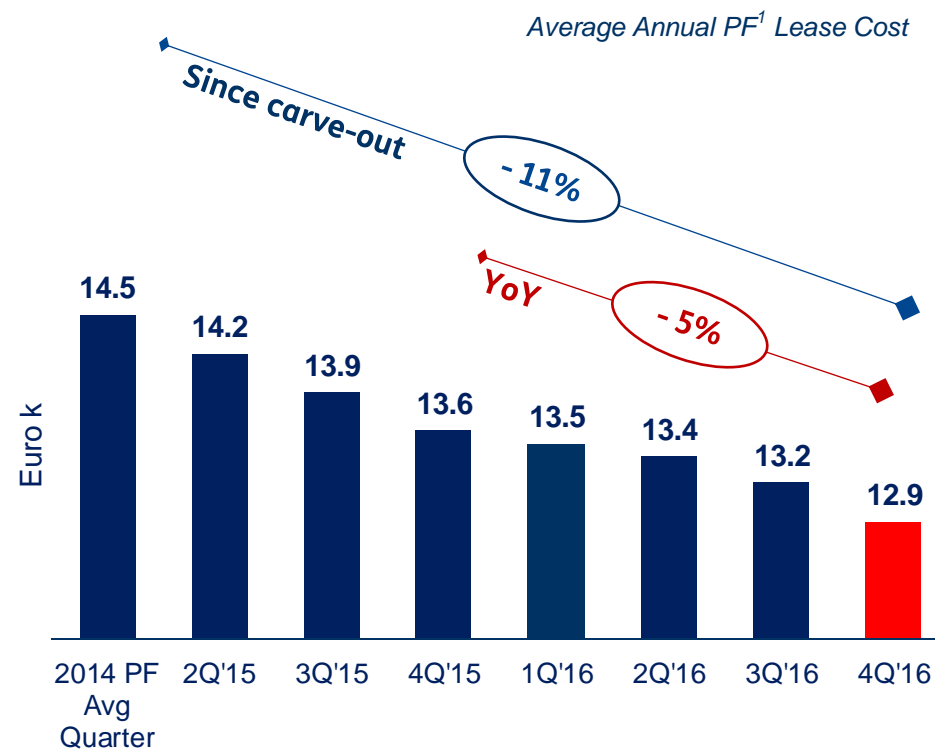
Consistent and positive KPIs trajectory

OLOs & New Sites Revenues



- ▶ Contractualized increase on track
- ▶ Commercial results (other MNOs, WLL Operators, IoT) better than expected

Average Lease cost per site



- ▶ Renegotiations and cash advance on track
- ▶ Acquisition and long-term right of usage are taking off



FY'16 Preliminary Financial Results

Financials

Oscar Cicchetti – CEO

Rafael Perrino – CFO

Sound and positive economic trends on all metrics

	4Q'15	4Q'16	YoY	FY'15 Pro-forma	FY'16	YoY
Revenues	80.4	84.7	5.3%	318.9	333.5	4.6%
TIM - MSA	63.3	63.3	-	253.3	253.0	-
3rd-party rev ¹	17.1	20.7	21.1%	65.6	78.2	19.2%
New Sites	-	0.8	n.a.	-	2.3	n.a.
OPEX	(43.3)	(42.5)	(1.9%)	(174.7)	(169.9)	(2.7%)
Lease Costs	(37.1)	(34.6)	(6.7%)	(150.7)	(141.2)	(6.3%)
Other Operating Costs	(4.9)	(6.0)	21.8%	(19.0)	(22.1)	16.3%
Personnel Costs	(1.3)	(1.9)	44.1%	(5.1)	(6.6)	29.4%
EBITDA	37.1	42.2	13.7%	144.3	163.6	13.4%

Brief Financial Review on FY'16 results

Reported Revenues

TIM-MSA: stable as per contract
OLOs: growth (19.2%) driven by co-tenancy increase.
New Sites: driven by demand

**FY'16 YoY
+5%**

Reported Opex

Lease Cost: achieved -6.3%, despite increase due to new sites lease costs

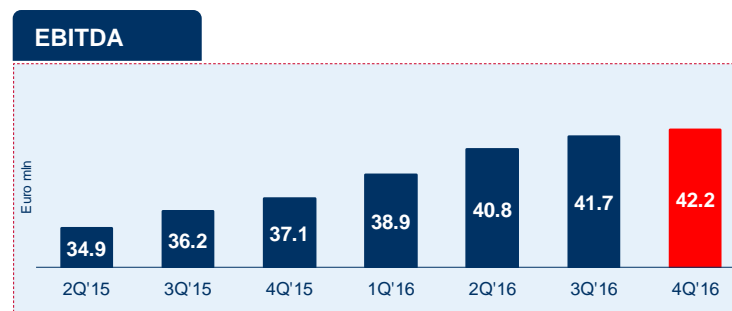
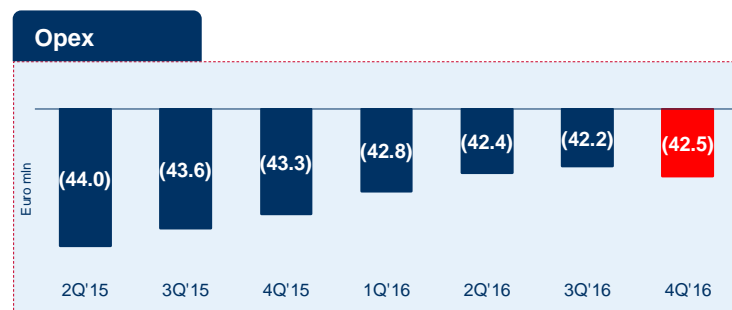
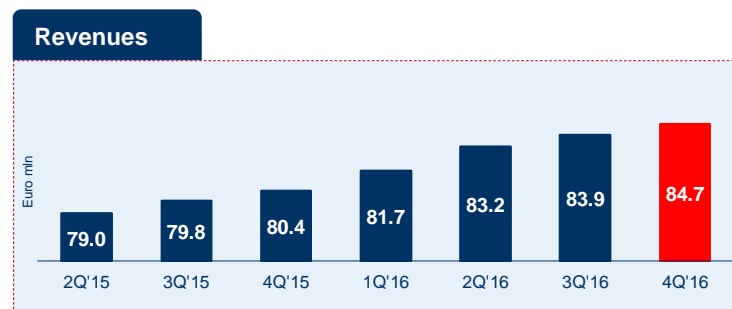
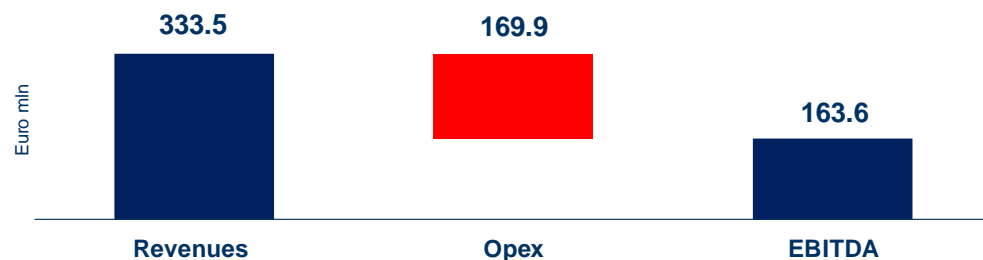
**FY'16 YoY
-3%**

Reported EBITDA

**FY'16 YoY
+13%**

Our business model stability is reflected in a solid P&L performance

Profit & Loss Highlights – FY'16



FY'15
Pro-forma
Growth

318.9
+4.6%

174.7
-2.7%

144.3
+13.4%

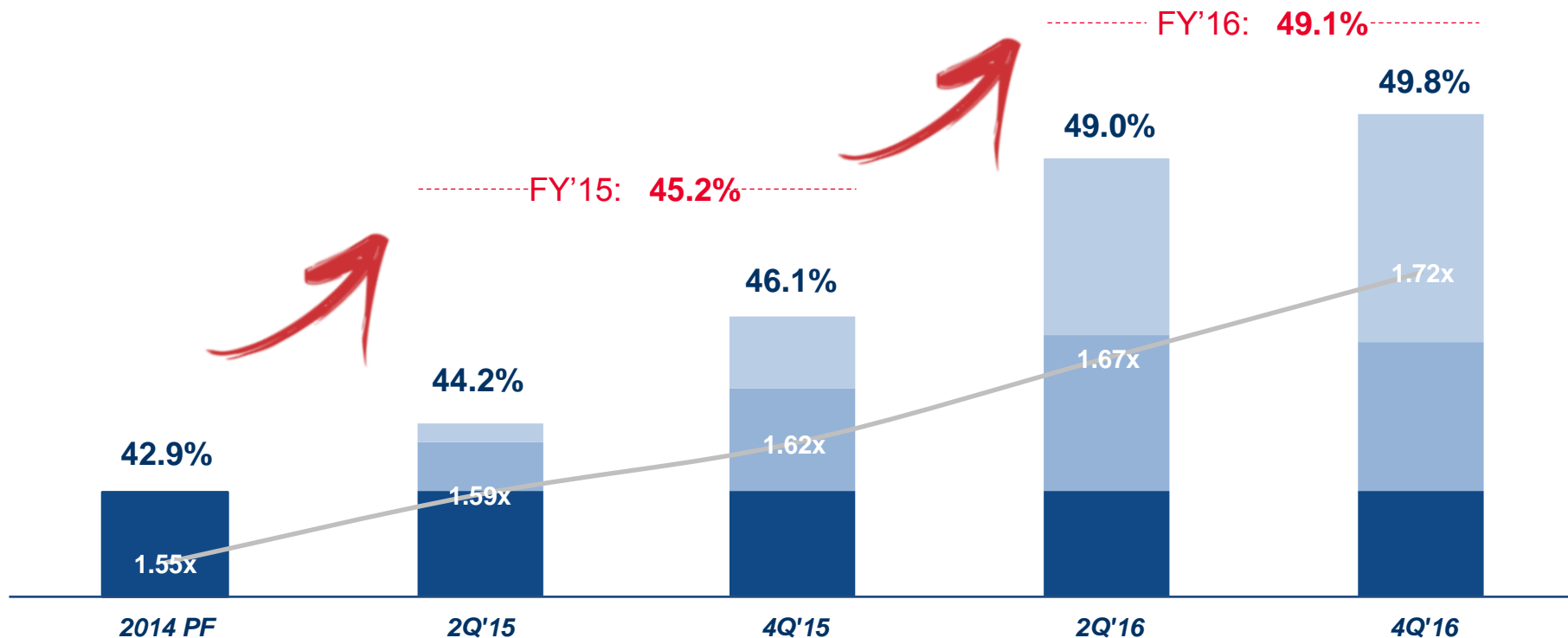
FY'14
Pro-forma
Growth

314.0
+6.2%

179.4
-5.3%

134.6
+21.5%

Building a growing EBITDA Margin



Leverage on EBITDA¹

■ Base ■ Efficiency Plan ■ Tenancy increase — Tenancy ratio

Efficiency Plan

- Site portfolio optimization
- Ground Lease Renegotiations

0.9%

1.9%

2.9%

3.1%

Tenancy Increase

- Contractualized on track
- Commercial better than expected

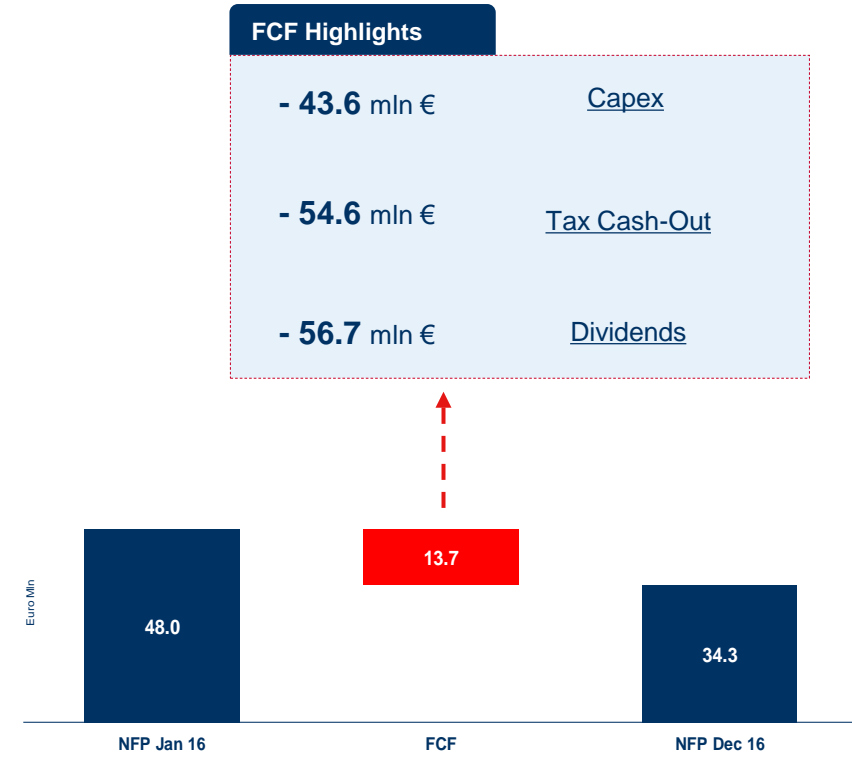
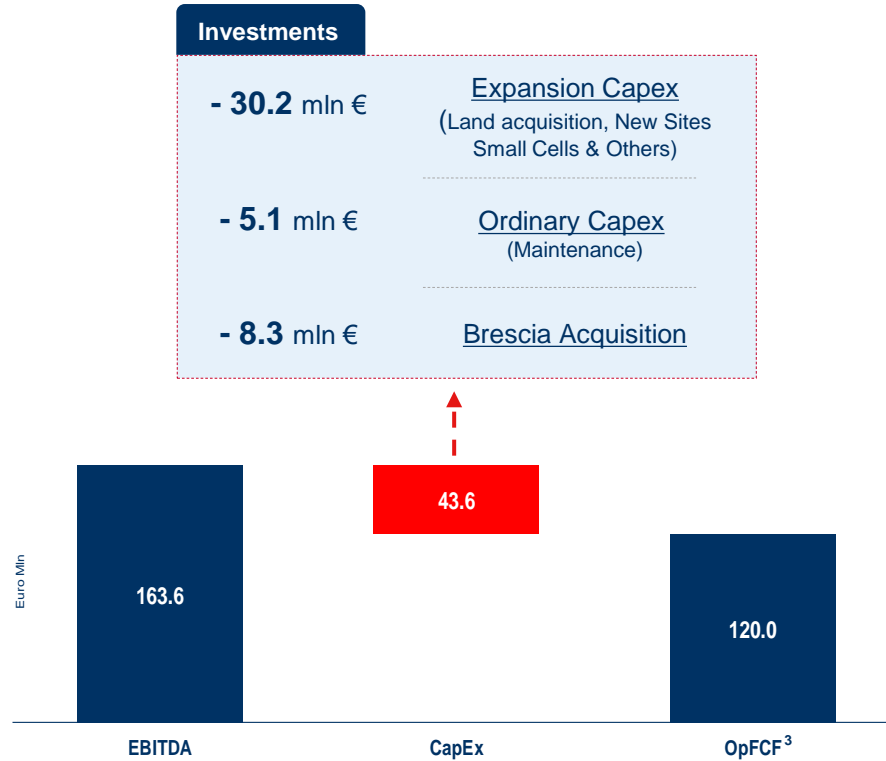
0.4%

1.3%

3.2%

3.7%

Proxy Cash Flow – FY'16



	EBITDA	CapEx	OpFCF ³
FY'15 Pro-forma	144.3	12.5	131.8
<i>Growth</i>	+13.4%	+248.8%	-9.0%
FY'14 Pro-forma	134.6	5	129.6
<i>Growth</i>	+21.5%	+772.0%	-7.4%

Organic Cash conversion¹

97%
FY'16

Ordinary Capex on Sales 1.5%

Net Debt / EBITDA

0.2x
FY'16



FY'16 Preliminary Financial Results

Plan

Oscar Cicchetti – CEO

Rafael Perrino – CFO

2017-19 Plan: continuity with 2016-18 plan

Plan 16-18

Increased in
July 2016

**“LOW TEENS”
YEARLY EBITDA GROWTH**

INVESTING with a strict DOUBLE-DIGIT IRR POLICY

Risk-free Upside	<i>CPI increase + sharing agreement (new tenants and site dismantling)</i>
Investment- Related	<i>New business with double -digit IRR: Small cells, new sites & backhauling</i>
Execution- Related	<i>New tenants and efficiency</i>

2019 onwards

FURTHER UPSIDE

2015: IPO

THE FOUNDATIONS

Low Risk Asset

Passive infrastructure business
with high barriers to entry

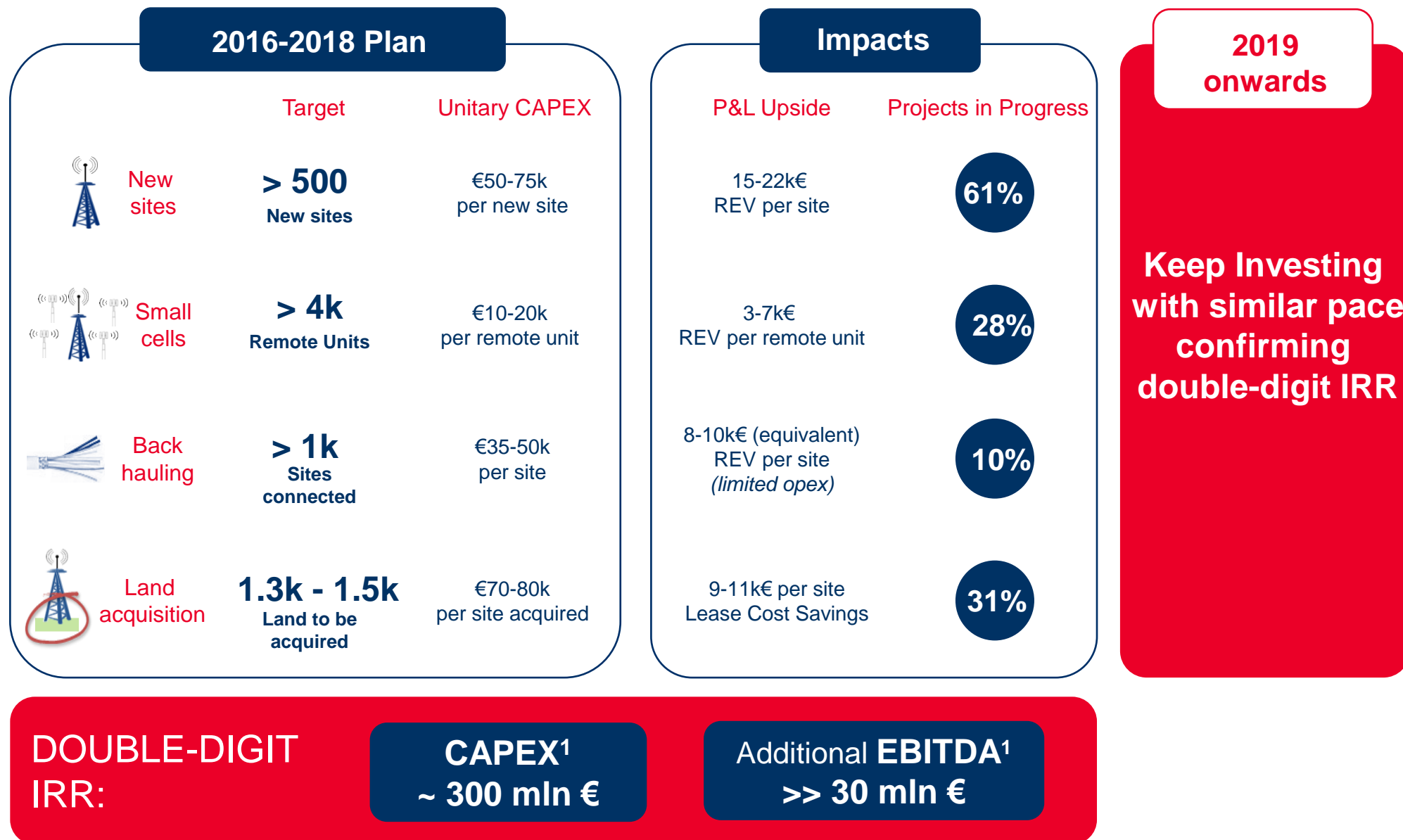
High quality sites (first mover adv.)
and long-term contracts (80% of revs)

Not vulnerable to inflation
and interest-rate increases

**2016
Delivered**

**EBITDA GROWTH
+13%
FY'16 YoY**

New Projects: targets, IRR and capex requirements

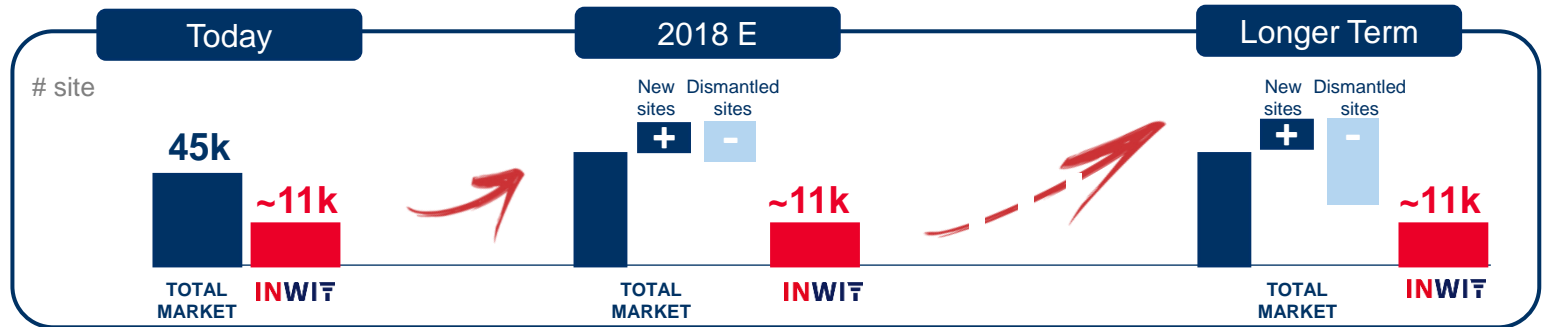


Flexible to catch the demand wherever it moves, while preserving our double-digit IRR policy

Italian Market Evolution & Inwit role: Sites, Lands, Backhauling

Sites

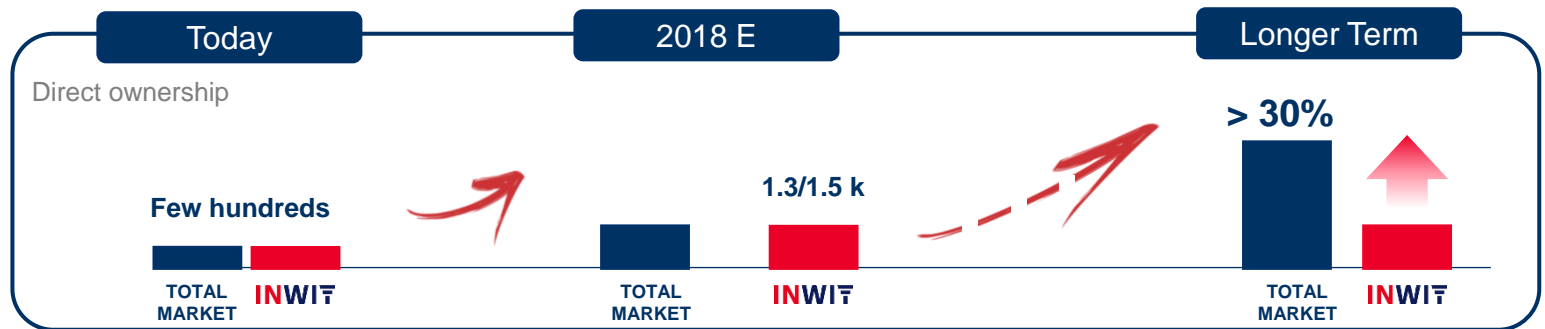
- Densification
- Site dismantling



Land Acquisition

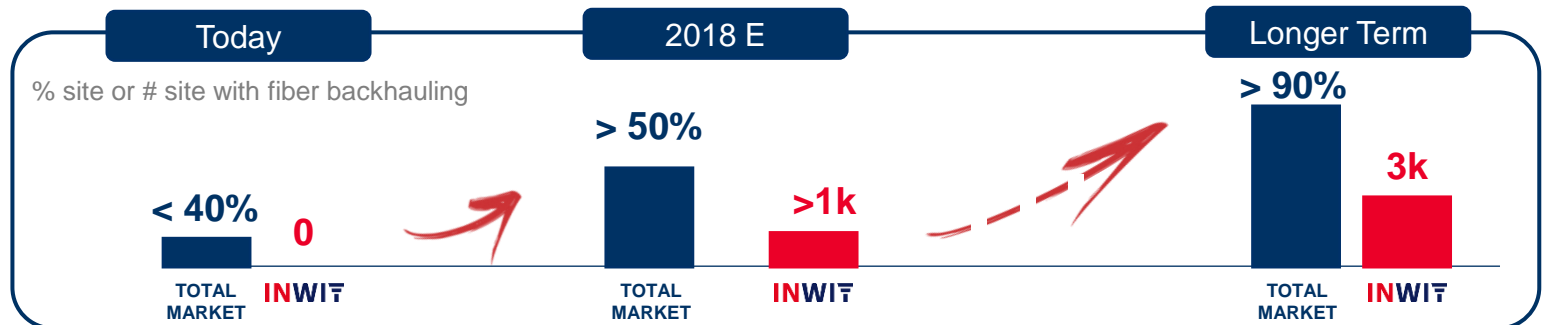
Main pros

- Lease cost saving
- No issues in renewals
- No ISTAT increase
- No sublease



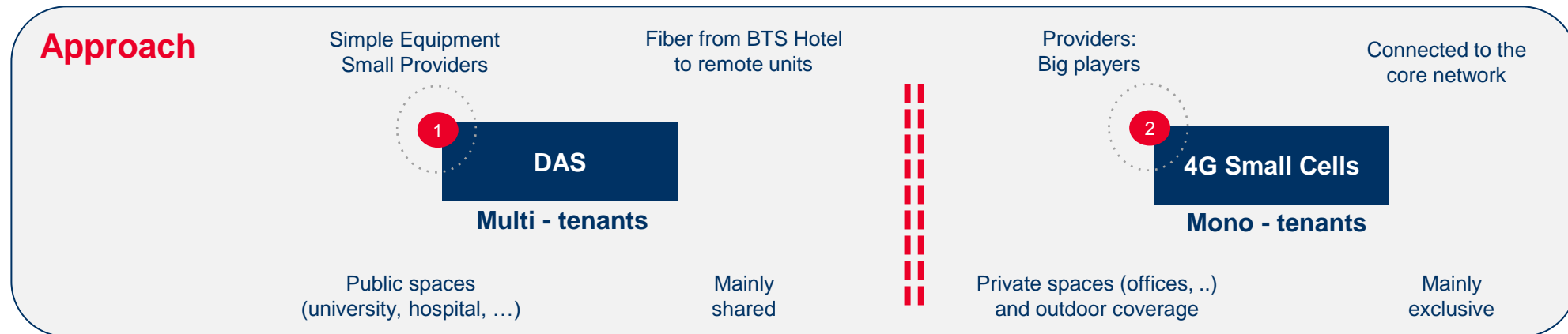
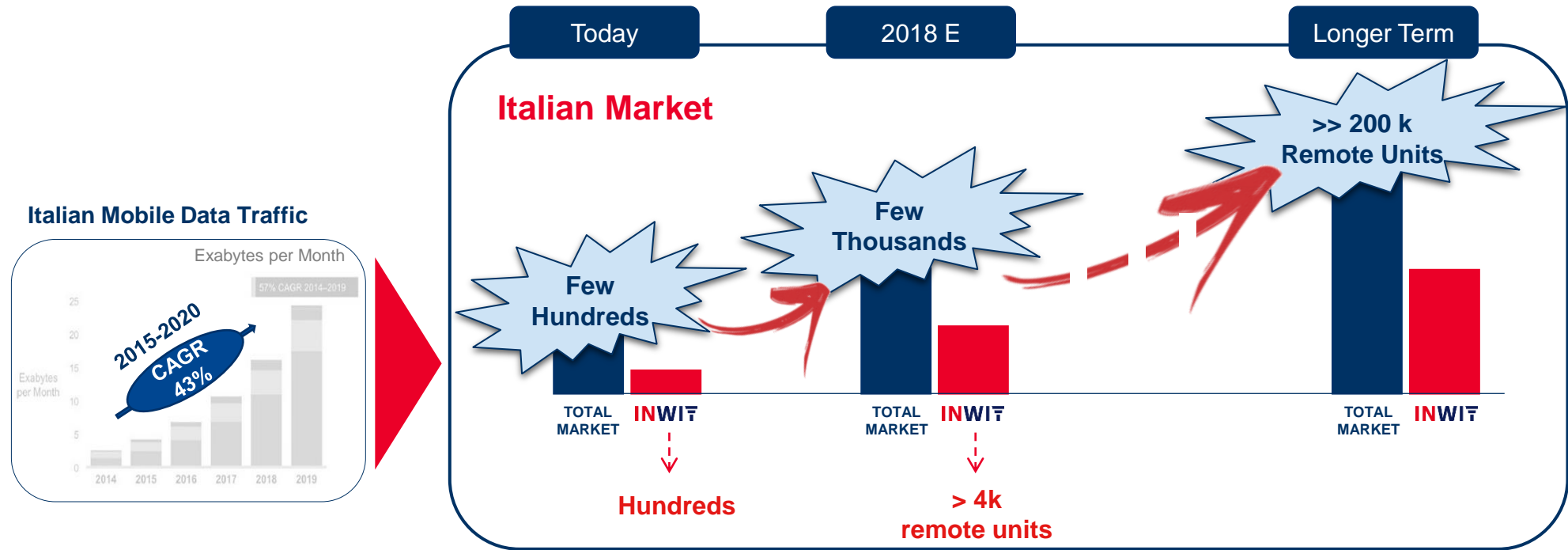
Backhauling

	MAINLY VOICE	4G DATA
Copper	✓	
Fiber		✓



7k sites are connected with Fiber, but not operated by INWIT

Italian Market Evolution & Inwit role: Small Cells



Return on investments

REV 3-7k€ per remote unit	EBITDA Margin: Not dilutive	CAPEX 10k€ / 20k€ per remote unit	Double Digit IRR
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2017-19 Plan: 2019 will follow the main 2016-18 trend

2015: IPO

THE FOUNDATIONS

Low-Risk Asset

Plan 16-18

**“LOW TEENS”
YEARLY EBITDA GROWTH**

INVESTING with DOUBLE-DIGIT IRR

2019 onwards

FURTHER UPSIDE

KEEP INVESTING maintaining **GROWTH**

Preserving our
LOW TEENS EBITDA growth
+
Keep Investing
in additional business
+
Financial Flexibility

**More than 25% EBITDA
deriving from new business**