PRESS RELEASE
Lissone, 30th September 2014

BOARD OF DIRECTORS 29th SEPTEMBER 2014

2014-18 BUSINESS PLAN APPROVED

- 2018 Revenues at €264m (CAGR 2014-18 = ~3%)
- EBITDA growth of €30m to €136m in 2018 (CAGR 2014-18 = ~5%) with a margin on Revenues to 52% (from 45% of 2013)
- 2018 EBIT at €101m (CAGR 2014-18 = ~12%)
- 2018 Cash Flow generation, defined as "EBITDA-Capex", at €125m (CAGR 2014-18 = ~6%), a 32% growth vs 2013

Lissone, 30th September 2014 – The Board of Directors of EI Towers S.p.A., which met yesterday evening, approved 2014-18 Business Plan of EI Towers Group.

2014-18 BUSINESS PLAN

- The macroeconomic scenario in some European countries is characterized by a difficult recovery of fundamentals.

- Italy, despite the solid industrial fundamentals (second largest economy in Europe for the weight of manufacture), shows a GDP growth close to zero, interest rates at lowest level and, despite this trend, a nominal GDP growth lower than the nominal cost of debt.

- As a result, the need to achieve budget surplus reduces room for actions aimed at stimulating the economy, which, for that reason, may remain characterised by a low inflation rate in the medium term.

- For the structural reasons described above, the scenario of low CPI for future years must be tackled by the Group, whose Revenues are contractually inflation-linked, with the organic growth of the business, efficiency actions and development of the perimeter of activity through acquisitions of new portfolios.

- Please note that the approved Business Plan doesn't take into account changes in the scope of activity that may be caused by so-called *transformational deals*.

- The economic and financial results of the Group, within the time horizon of reference of the Business Plan (2014-18) approved yesterday by the Board of Directors, benefit from the actions described above, which will consolidate the results achieved so far in terms of efficiencies, both on the cost side (€15m of net efficiencies delivered in 2012-2013, or 100% of target of the previous 2012-16 Business Plan, three years ahead of schedule compared to estimates), both on the Capex side (structural reduction of ordinary Capex level).

- Group's Revenues will grow over the 2014-18 period at a CAGR of around 3%, with the following segmentation:

- National TV ~+2%
- National Radio stable
- TLC Mobile Operators ~+7%
- Wi-Fi/Wi-Max ~+5%
- Other Revenues ~-1%

- Revenues will grow on average at a faster rate, if compared to Business Plan CPI assumptions utilized for the *base-case* scenario. These assumptions are:

PERIOD	CPI assumptions
End 2014	0%
End 2015	0.75%
End 2016	1.0%
End 2017	1.0%

- CPI assumptions of end of a period almost entirely affect Revenues of the following period (e.g. "End 2014" CPI assumption will affect 2015 Revenues).

- In particular, national TV Revenues will benefit, over the Business Plan horizon, from the indexation to inflation that, although low, will positively impact on Revenues trend, as well as from new agreements recently formalised with national clients. Also, this Revenues line includes the hypothesis of acquisition of a portfolio of broadcasting sites that could lead at regime to an annual contribution to Revenues of around €0.9m (closing expected in 2015).

- Revenues from national radio clients will remain stable; the Group will focus on the development of DAB (*Digital Audio Broadcasting*) and on the possibility to offer *Full Service* contracts to main radio operators, although with a lower degree of penetration of value added services, if compared to TV broadcasting segment.

- In the hosting segment for mobile telecommunications clients (MNOs), the Group, acting as an independent player, recorded a past Revenues trend inversely proportional to the decrease recorded by mobile Telecommunication incumbents, benefitting from volume increase mostly coming from MNOs efficiency actions and increasing the tenancy ratio of both mobile TLC sites, both broadcasting sites (representing around 1/5 of total broadcasting sites) dedicated also to non-TV clients. A contribution to growth, over the Business Plan period, will also come from acquisitions already announced in 2014 (Sart and Hightel) and from a development through Towertel, 100% controlled by EI Towers and Group's hub for the development in the mobile telecommunications tower segment, of 100 new sites. In addition to this, the Plan includes at regime around €0.3m of Revenues coming from an acquisition of a portfolio located in Central Italy, currently under *due diligence*.

- Hightel development agreement is not included in 2014/18 estimates.

- The Telecommunication segment will show an increase of hosting Revenues for Wi-Fi and Wi-Max clients, especially in extra-urban areas. The Group's objective is to select customers with the highest potential coupled with a solid financial profile.

- Other Revenues will decrease, following the trend of local TV and radios, hit in current and previous years by a structural reduction in turnover.

- Group's EBITDA in 2018 is estimated at €136m, a 2013-18 CAGR of around 5%, with a substantial increase in the margin on Revenues, from 45% in 2013 to 52%. This trend is the result of organic growth, mainly concentrated in last two years of Plan, due to low inflation, business development and small/medium size M&A deals described in previous paragraphs and, primarily, cost efficiencies. Current and future cost cutting actions will be more surgical and will keep on addressing both Opex, both ordinary Capex. The efficiency plan 2014/18 will envisage additional €13m of net cost efficiencies, in addition to €15m already made in 2012-2013.

- The level of ordinary Capex over the Plan horizon will be around €11-12m.

- The increase in Revenues and the improvement in profitability thanks to the new efficiency plan (both on Opex, both on Capex) aims to improve the Group's gross Cash Flow (defined as EBITDA-CAPEX), which in Plan estimates should grow from around €95m in 2013 to around €125m in 2018, recording an overall growth in the period in excess of 30%.

- From a financial standpoint, the Group today has a debt ratio (Net Financial Position/EBITDA) very conservative for the business typology and around 1x. As commented in the past, this profile is sub-optimal and is kept in order to keep a degree of financial flexibility in view of potential transformational deals in the Italian tower sector. The Group is the natural candidate to play a crucial role in the sector consolidation, even if the timing of this evolution is not well defined.

- For this reason, it's Group management's intention, in absence of visibility on the possibility of transformational transactions in coming quarters, to proceed with a progressive re-leverage of the Group's financial structure, which could lead it up to a 2.5x Net Financial Position/EBITDA ratio within the Business Plan time horizon. This level, according to Company analysis, should be coherent with the objective of keeping an Investment Grade rating.

The executive responsible for the preparation of the accounts of EI Towers SpA, Fabio Caccia, declares that, as per art. 2, 154 bis of the Consolidated Finance Law, the accounting information on 2013 contained in this release corresponds to that contained in the company's formal accounts.

Details of the Business Plan will be presented to the financial community today at 3.30pm CET (Italian time) at Principe di Savoia Hotel of Milan in the event called "Investor Day".
The live audio streaming of the event will be available under the Investor Relations section of www.eitowers.it and in conference call dialling the following phone numbers:

ITALY: +39 02 805 88 11
UNITED KINGDOM: +44 121 281 8003
USA: +1 718 7058794

For more information, please contact:

Financial community:
EI Towers S.p.A.
Massimiliano Cominelli
Head of Investor Relations
Tel: +39 039 24321
e-mail: massimiliano.cominelli@eitowers.it

Press:
GMA Giorgio Maugini & Associati
Giorgio Maugini, Raffaela Ulgheri
Tel. +39 02 36534332
e-mail: gmaugini@gmassociati.it rulgheri@gmassociati.it

PRESS RELEASE
Lissone, 30th September 2014

BUSINESS PLAN
PROFIT & LOSS HEADLINES

Data in €/m	2013	2014	2015	2016	2017	2018	2014-18 CAGR[2]
Revenues	233	234	241	244	253	264	~3%
EBITDA	**106**	**110**	**114**	**116**	**127**	**136**	**~5%**
% on Revenues	***45%***	***47%***	***47%***	***48%***	***50%***	***52%***	
EBIT	58	67	73	76	89	101	~12%
CPI Assumptions [1]			-	*0.75%*	*1.0%*	*1.0%*	

[1] CPI assumption indicated in *year t* column must be considered as the indication of *year end t-1* CPI, that in Plan hypothesis almost entirely influences *year t* Revenues and results
[2] CAGR calculation based on 2013 actual figures

BUSINESS PLAN
CAPEX & CASH FLOW

Data in €/m	2013	2014	2015	2016	2017	2018	2014-18 CAGR[1]
EBITDA	**106**	**110**	**114**	**116**	**127**	**136**	**~5%**
% on Revenues	***45%***	***47%***	***47%***	***48%***	***50%***	***52%***	
ORDINARY CAPEX	**-10**	**-11**	**-12**	**-12**	**-12**	**-11**	
DEVELOPMENT CAPEX			-7	-1			
M&A CAPEX		-22	-11				
TOTAL CAPEX	-10	-34	-30	-13	-12	-11	
EBITDA - CAPEX	95	76	84	103	115	125	
EBITDA - ORDINARY CAPEX	**95**	**99**	**101**	**104**	**115**	**125**	**~6%**

[1] CAGR calculation based on 2013 actual figures