

PRESS RELEASE
Lissone, 16 March 2012

BOARD OF DIRECTORS' MEETING 16 MARCH 2012

APPROVAL FOR 2011 ANNUAL REPORT TO BE PRESENTED TO AGM

- Consolidated revenues of €58.5 million
- EBITDA net of non-recurring charges of €28.1m
- Significant cash generation of €13.2m, with a consequent reduction in net debt to €115.2m, from €128.5m at the end of 2010

Lissone 16 March 2012 - The Board of Directors of EI Towers S.p.A., formerly DMT S.p.A. which met today under the chairmanship of Alberto Giussani, has approved the Annual Results for the year 2011.

CONSOLIDATED RESULTS OF THE EIT GROUP - (FORMERLY DMT)

2011 was characterized by a very uncertain market environment for the television industry, especially local operators, due to the slowdown in advertising and the process of transition to digital terrestrial transmission with the consequent reallocation of frequencies, also in relation to the rationalization electromagnetic spectrum and the allocation of frequencies to telephone operators for the development of mobile broadband services (LTE).

The deterioration of the economic-financial outlook at a national level that characterized the second half of the year, and the consequent difficulties of access to bank credit experienced by smaller operators, has made the raising of the necessary financial resources to support investments in upgrading the network to digital technology more problematic.

Conversely, in 2011 there was a significant increase in requests for hosting by new operators in the field of Wi-Fi and Wi-Max technologies that are proceeding to implement the network across the country.

- Consolidated revenues generated during 2011 amounted to €58.5 million, essentially in line with 2010.
- Characteristic organic revenue growth from the business (hosting services), calculated on the same number of towers operated at 31 December 2010, amounted to around 1%. Other revenue and income meanwhile showed strong growth on the previous year (from €1.1 million to €3.1 million).
- EBITDA for the year, excluding non-recurring costs, amounted to €28.1 million, in line with the same period of last year, despite the impact of the higher structural costs of the parent company following the sale of the Technology business and accounting charges for the stock option plan approved in November 2010, the operating profitability remained at a high level (approximately 48% of revenues) and substantially in line with 2010.

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- EBITDA excluding non-recurring operating costs (totalling €8.9 million, of which €7.6 million related to the merger and the remainder due to the acceleration of the stock option plan following the change in the ownership), came to €19.2 million (€26.7 million in 2010, excluding non-recurring €1.4 million for employee incentives). In the period a non-recurring net financial charge of € 0.7 million was also recorded.
- EBIT came to €3.8 million, a fall compared with the €13.5 million in the previous year due to the abovementioned changes and additional write-downs and provisions of €1.6 million compared with 2010.
- The net result (a loss of €11.5 million) was largely due to losses on discontinued operations (€8.6 million) resulting from the sale of such activities in the context of the merger.
- The net financial position showed a deficit of €115.2 million, a fall of €13.3 million compared with 31/12/2010 (€128.5 million).

The Board of Directors also approved the 2011 Annual Report of the company previously called EI Towers SpA, incorporated in the current EI Towers S.p.A., formerly DMT S.p.A. with full operational effect from 2 January 2012 and for accounting purposes from 1 January 2012.

The pro-forma consolidated results of the two merged companies for the twelve months of 2011 showed revenues of around €229 million, EBITDA, net of non-recurring charges, of around €78 million and EBIT net of non-recurring charges, of around €30 million. It should be noted that the pro-forma results have not been independently audited.

RESULTS OF THE PARENT COMPANY

The parent company EI Towers S.p.A., formerly DMT S.p.A., ended 2011 with a net loss of €17.3 million, essentially due to non-recurring charges for the merger and costs deriving from the sale of companies in the Technology Business Unit as part of the same merger operation. The net assets of the company at 31 December 2011 amounted to €37.2 million.

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EXPECTATIONS FOR THE FULL YEAR

The so-called “beauty contest for the allocation of new frequencies is currently being examined by the Italian government, with a view to possible revision.

Compared with the plan announced to the market in July 2011, the delay in allocation of frequencies as a result of the review process could result in a shortfall in terms of EBITDA for the year 2012 of around €2 million.

With the sole exception of this element, the company’s management confirms its EBITDA target for the year as previously announced to the market.

REMUNERATION REPORT

The Board of Directors also approved the Remuneration Report, pursuant to Art. 123-ter of the Consolidated Law on Finance and the provisions issued by Consob.

At the next shareholders' meeting the Board will propose the approval the first section of the Report, which outlines the company’s policy regarding the remuneration of directors and executives, in compliance with the provisions of Art. 123-ter of the Consolidated Law on Finance.

SHARE BUY BACKS

The Board of Directors will ask the forthcoming Annual General Meeting of the Shareholders to renew authorisation to effect share buy backs, in line with the provisions of Article. 132 of the Consolidated Law on Finance, and Articles. 73, 93, 144-bis and A in outline in Annex 3 n. 4 of Consob resolution no. 11971 of 14 May 1999 (Regulations for Issuers), and subsequent modifications.

To date, the subscribed and paid up share capital is of the company is €2,826,237.70, divided into 28,262,377 ordinary shares, with a par value of 10 cents each. The company currently holds as Treasury Stock 95,526 shares, representing 0.34% of the share capital, of which 6,000 shares are on loan to Mediobanca - Banca SpA Financial Credit in its role as specialist pursuant to art. 2.2.3, paragraph 4 of the Regulation of Markets Organised and Managed by the Italian Stock Exchange and related instructions contained in the Regulations. The company’s subsidiaries do not at present hold shares.

With the renewal of the authorisation, the Board intends to pursue, when appropriate, and in accordance with market practices n. 1 and 2 as defined by Consob Resolution 16839/2009, the following objectives:

- i) promote stability in the share price and sustain liquidity;
- ii) constitute a so-called “share store”, so that the Issuer may hold and dispose of the shares for:
 - a) their eventual use as payment in extraordinary operations, including shares swaps, with other bodies in the context of operations in the interest of the of the issuer;
 - b) fulfill obligations (if approved) of distribution arrangements, whether for reward or free, of share options or shares to directors, employees and associates of the issuer, or to

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directors, employees and employees of subsidiaries of the issuer, as well as eventual plans for the allocation of free shares to shareholders.

In particular, the proposal includes authorising the Board to purchase shares of the Company, in one or more tranches, up to the maximum legal limit, taking account of the treasury shares held directly and any that might be held by subsidiaries.

Purchases may be made under Article. 2357, the first paragraph of the Civil Code, within the limits of distributable profits and reserves as reported in the last approved Annual Report, resulting in the creation, pursuant to art. 2357-ter, the third paragraph of the Civil Code, of a restricted reserve equal to the amount of shares purchased from time to time, and which must be maintained until shares are transferred.

The acquisition of shares or their sale, exchange, transfer or devaluation must be accompanied by normal accounting entries, in compliance with legal provisions and applicable accounting standards. In the event of sale, exchange, transfer or depreciation, corresponding income may be reused for additional buy backs, until the expiry of the term of authorisation by the Shareholders, subject to quantitative limits and expenditure, as well as the conditions established by the Shareholders.

The authorization will be required to purchase a period less than the maximum period permitted by applicable law, currently 18 months from the date of resolution of the shareholders, and therefore up to the meeting to approve the financial statements at December 31, 2012.

The Board will propose that the purchase price of the shares be established from time to time, according to the chosen method for carrying out the operation and in full compliance with regulatory requirements, regulations and accepted market practices, within a minimum and a maximum range according to the following criteria:

- The minimum purchase price shall not be less than 20% of the reference price of the shares as traded on the Stock Exchange on the day prior to each operation;
- The maximum purchase price shall not in any case exceed 20% of the reference price of the shares traded on the Stock Exchange on the day prior to each operation.

In the event of purchases of shares being made under the terms outlined in paragraph 1 above, and in view of additional limits established by Consob Resolution 16839/2009, the price of offers to purchase should not exceed the higher price between the price of the last independent trade and the current price of the proposed independent purchase in the market in which the proposals are made.

The Board also proposes that the authorisations will permit share buy backs on one or more occasions, pursuant to art. 144-bis, paragraph 1, letter b, of the Issuers on regulated markets and according to procedures established in the regulations for the organisation and management of markets, which do not allow direct matching of “buy” orders with predetermined “sell” orders. Purchases may be also made in ways other than those listed above, pursuant to art. 132, paragraph 3, of Legislative Decree 58/1998 or other provisions which may from time to time be applicable when the transaction is conducted.

The Shareholders will also be required, pursuant to art. 2357-ter cc, to authorise the Board of Directors, on one or more occasions, to utilise shares purchased pursuant to this resolution or already held by the company, even before having reached the maximum number permitted and

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to buy back shares up to the limit established by the authorisation, subject to the resolutions referred to in b) above and the resulting provisions of the plans.

The authorisation to sell will also be required, from the date of resolution of the Shareholders and will remain valid until the AGM to approve the Annual Report for the year to 31 December 2012.

With the exception of plans for the distribution, whether paid or free, of share options or shares, which will be effected at prices determined by the plans themselves, for any other transaction for the sale of shares the price will be determined by the Board of Directors, with the authority to delegate to one or more directors, at not more than 10% less than the reference price of the shares on the trading session on the day prior to each operation.

Should the sale of treasury shares be conducted in conformity with the practices outlined in paragraph 1 above, and in view of additional limits established by Consob Resolution 16839/2009, the price of offers to sell shall not exceed the lower price between the price of the last independent trade and the current price of the proposed independent purchase in the market in which the proposals are made.

If shares are traded, exchanged, transferred or conferred in any other manner other than in cash, the economic terms will be determined according to the nature and characteristics of the transaction, also taking into account the market performance of EI Towers shares.

Shares may be used in the way considered most appropriate in the interests of the company, and in any case in full compliance with applicable laws and accepted market practices. Share options or shares to be allocated under distribution plans will be allocated in the manner and the terms indicated by the regulations of the plans themselves.

The buy back of shares covered by the request for authorisation from the Shareholders is not instrumental to a reduction of the share capital.

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The executive responsible for the preparation of the accounts of EI Towers SpA, formerly DMT S.p.A., Fabio Caccia, declares that, as per art. 2, 154 bis of the Consolidated Finance Law, the accounting information regarding the company's accounts for the year to 31 December 2011, contained in this release corresponds to that contained in the company's formal accounts.

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EIT GROUP - FORMERLY DMT

HIGHLIGHTS FROM THE CONSOLIDATED INCOME

	2011		2010	
	in €,000			
Income from the sale of goods and services	58.461	100,0%	58.822	100,0%
Other revenues and income	3.150		1.108	
Operating costs	(33.540)		(31.878)	
EBITDA, net of non-recurring business items	28.071	48,0%	28.052	47,7%
Non-recurring business items	(8.914)		(1.396)	
EBITDA	19.157	32,8%	26.656	45,3%
Amortisations, depreciations and reserves	(15.320)		(13.126)	
EBIT	3.837	6,6%	13.530	23,0%
Net financial charges	(4.918)		(5.606)	
Non-recurring net financial charges	(700)		-	
EBT	(1.781)	-2,8%	7.924	13,5%
Tax charges	(1.079)		(3.724)	
Net profit from current activities	(2.860)	-4,9%	4.200	7,1%
Net income from activities for sale	(8.646)		(5.902)	
Net profit for the period	(11.506)		(1.702)	

CONSOLIDATED RECLASSIFIED BALANCE SHEET

	31 Dec. 2011		31 Dec. 2010	
	in €,000			
Net working capital	(3.501)	-2%	10.388	5%
Non-current activities	215.060		219.634	
Charges to provisions, leaving entitlements, risks & charges and non-current liabilities	(27.981)		(28.608)	
Fixed assets	187.079	102%	191.026	95%
Net capital from operating activities	183.578	100%	201.414	100%
Net capital assets held for sale	-		5.218	
Net capital held by the Group	181.953		206.632	
Net debt from operations	115.224	63%	111.280	54%
Net debt from discontinued operations	-	0%	17.192	10%
Net assets	68.354	37%	78.160	37%
Group net financial position and net assets	183.578	100%	206.632	100%

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NET FINANCIAL POSITION

	<i>in €,000</i>	31 Dec. 2011	31 Dec. 2010
<u>Current operations:</u>			
Cash and cash equivalents		2.246	5.099
Current financial liabilities (*)		(33.805)	(16.432)
<i>Current net financial assets (debts)</i>		<i>(31.559)</i>	<i>(11.333)</i>
Non-current financial liabilities		(83.665)	(99.947)
<i>Non-current net financial assets (debts)</i>		<i>(83.665)</i>	<i>(99.947)</i>
<i>Net financial position of current operations</i>		<i>(115.224)</i>	<i>(111.280)</i>
<u>Discontinued operations:</u>			
Cash and cash equivalents		-	1.646
Current financial liabilities		-	(18.838)
<i>Net financial position of discontinued operations</i>		<i>-</i>	<i>(17.192)</i>
<i>Group net financial position</i>		<i>(115.224)</i>	<i>(128.472)</i>

(*) of which debts relating to acquisitions for €39,000 and €1,248,000 on 31 December 2011 and 2010, respectively.

CASH FLOW STATEMENT

	<i>in €,000</i>	2011	2010
<u>Current operations:</u>			
Cash flow generated (absorbed) by operating activities		19.914	13.232
Cash flow generated by (utilised in) investment activities		(9.677)	(5.895)
Cash flow generated (absorbed) by financing activities		(14.736)	(16.238)
<i>Net cash flow for the period on operating operations</i>		<i>(4.499)</i>	<i>(8.901)</i>
<u>Discontinued operations:</u>			
Cash flow generated (absorbed) by operating activities		-	3.814
Cash flow generated by (utilised in) investment activities		-	2.310
Cash flow generated (absorbed) by financing activities		-	(13.049)
<i>Net cash flow for the period on discontinued operations</i>		<i>-</i>	<i>(6.925)</i>
<i>Net cash flow for the period</i>		<i>(4.499)</i>	<i>(15.826)</i>

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THE KEY PRO-FORMA INCOME STATEMENT FIGURES CONTAINED IN THE TABLE BELOW
HAVE NOT BEEN SUBJECT TO AN INDEPENDENT AUDIT

El Towers Group
Pro-forma 2011 Results

€/ml

Revenues	228.9
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EBITDA	77.8
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