EI TOWERS

9M 2013 Results Presentation

7th November 2013

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EIT actual results and developments may differ materially from the ones expressed or implied by the above statements depending on a variety of factors.

Any reference to past performance of EIT shall not be taken as an indication of future performance.

This announcement does not constitute an offer to sell or the solicitation of an offer to buy the securities discussed herein.

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 2013 accounting information contained in this release corresponds to that contained in the company’s formal accounts.

EIT 9M2013 – Cost cutting target almost done

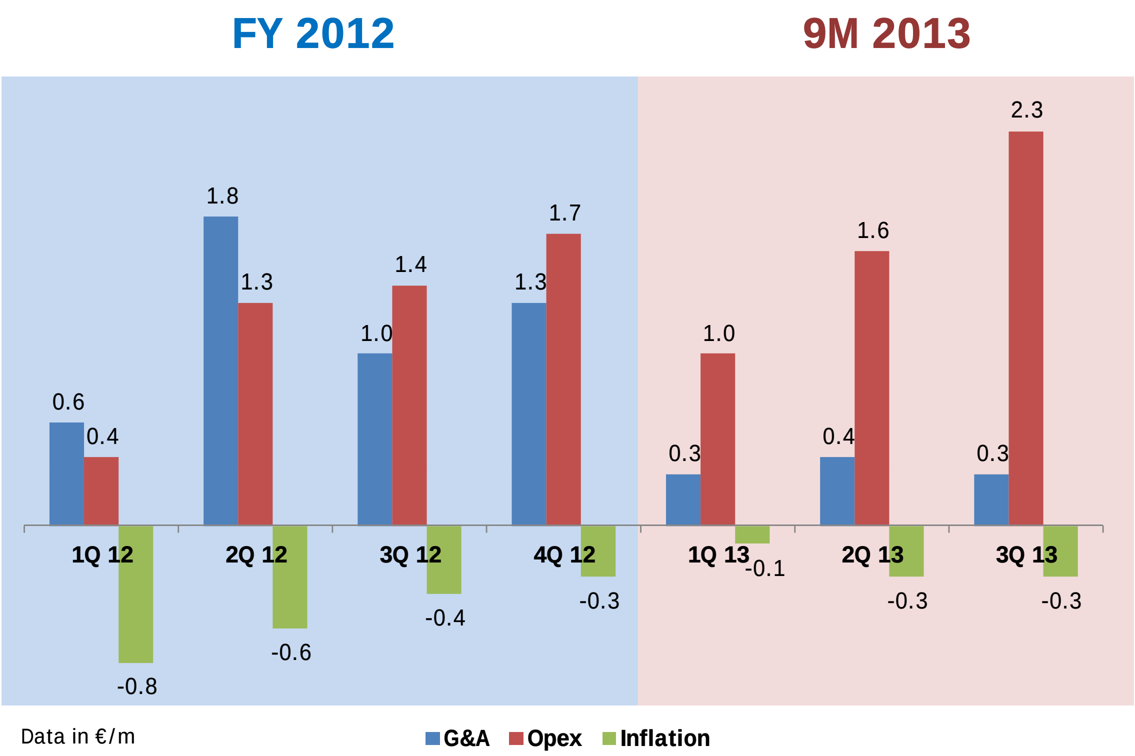
2011-16 cost efficiency plan almost achieved after only 7 quarters…

- **€2.3m net cost efficiencies delivered in 3Q2013 (€5.2m in 9M)**
- **Cumulated G&A and operational efficiencies higher than Plan expectations**
  - **~85% of 5Y Plan cost efficiency target already achieved**
- **Adjusted EBITDA at €80.6m (+12.3% yoy)**
  - **Results bang in line with FY2013 guidance**
  - **EBITDA margin at 46%**
- **Sound Free Cash flow generation has been confirmed**
  - **€42.5m FCF before dividend**

…for a total amount of €12.6m net efficiencies

EIT 9M2013 – Efficiency Plan Summary

Steady delivery along the quarters…

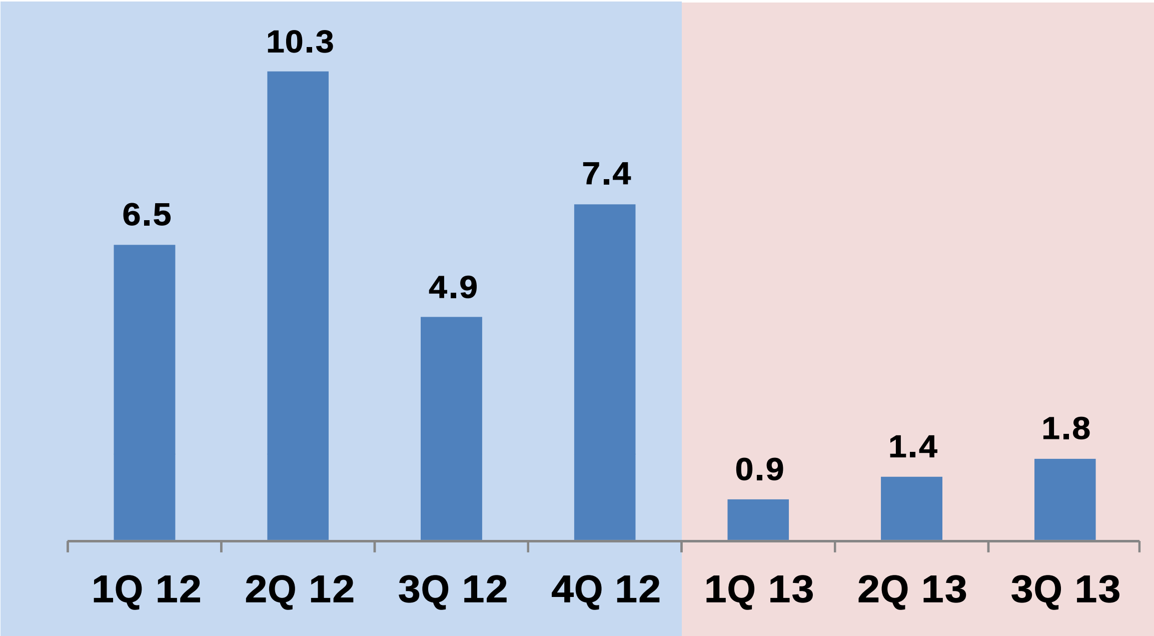


Data in €/m	FY 2012	9M 2013
G&A	**4.7**	**1.0**
Opex	**4.8**	**4.9**
(Inflation)	**-2.1**	**-0.7**
Net Efficiencies	**7.4**	**5.2**
% of 5Y Target	**49%**	**35%**

…confirming EI Towers ability in integration execution

EIT 9M2013 – Capex Management

Analogue switch-off capex season is over…



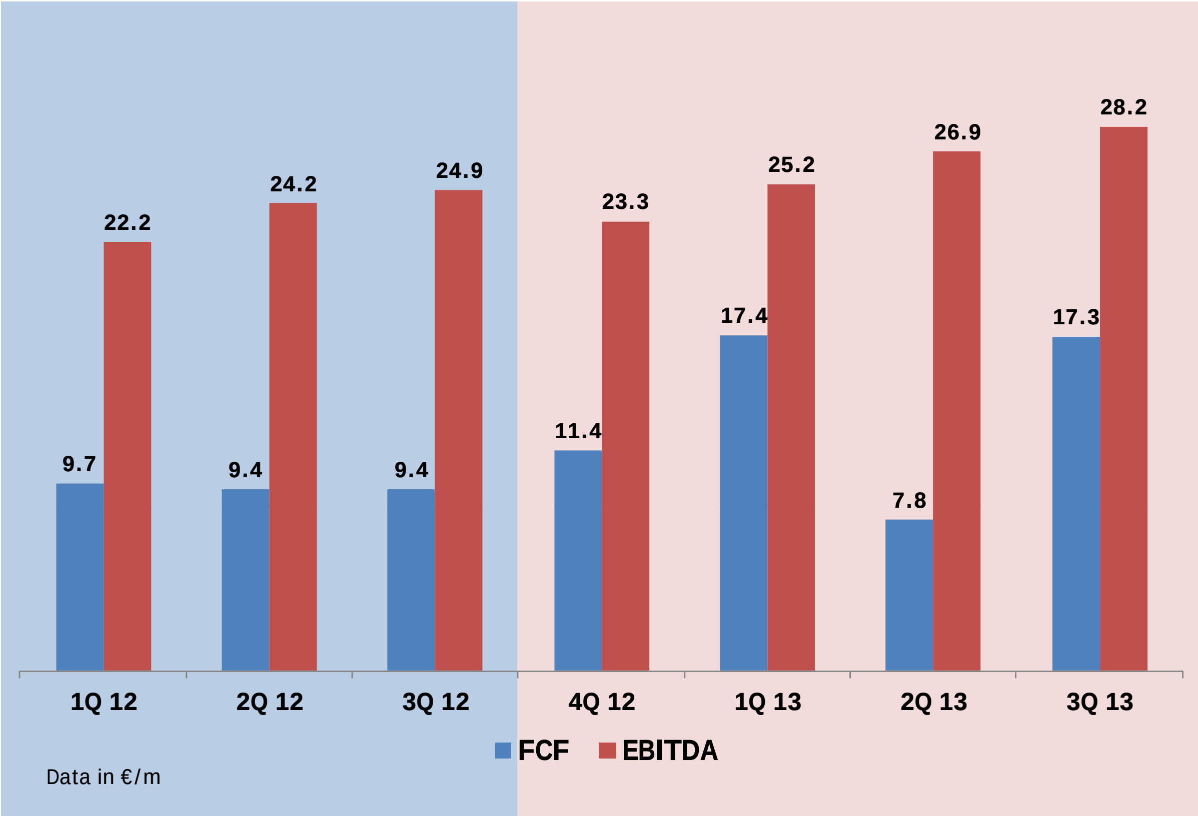
Data in €/m

- **Ability to manage the capex line, in addition to cost efficiencies**
  - **~€10m expected capex in FY2013 vs €20m expected in the Plan**
- **Capex management enhancing the cash flow and offsetting the Mux auction delay**
  - **Business Plan new Mux contribution: €12m EBITDA in 2016 (~€8m FCF)**
  - **Capex reduction from €20m to expected ~€10m increasing FCF by at least €10m in 2013**

…keeping the network up and running with discipline…

EIT9M 2013 – Cash Flow Profile

...confirming a sound and growing Free Cash Flow generation...



- **LTM Free Cash Flow* ~ €54m**
- **LTM (FCF/EBITDA) = 52%**
  - *Cost efficiencies*
  - *Capex reduction*

...LTM Free Cash Flow Yield at 7.8%**

(*) FCF before dividend distribution (€11.8m)
(**) Calculated on average market capitalization Oct 12 – Sep 13 of €687.3m

EIT 9M2013 – P&L

9M2013 EBITDA confirmed a double digit growth…

9 M 2013 Financial Headlines

Data in €/m	9M2012 (*)	9M2013	Var. % YoY
Core Revenues	**174.6**	**174.0**	**-0.3%**
Other revenues	0.7	0.8	
Total Revenues	**175.3**	**174.8**	**-0.3%**
Operating costs	**(103.6)**	**(94.2)**	**-9.1%**
- o/w Opex	*(70.8)*	*(63.5)*	*-10.2%*
- o/w Labour Cost	*(32.8)*	*(30.6)*	*-6.5%*
Adj. EBITDA	**71.8**	**80.6**	**12.3%**
% on Core Revenues	*41.1%*	*46.3%*	
Non recurring items (**)	(0.5)	(0.3)	
EBITDA	**71.3**	**80.3**	**12.6%**
D&A, provisions (***)	(34.5)	(33.5)	*-3.0%*
EBIT	**36.8**	**46.8**	**27.3%**
Net financial charges	(4.8)	(5.8)	*19.6%*
EBT	**31.9**	**41.0**	**28.5%**
Income taxes	(11.8)	(14.7)	*25.1%*
Net income	**20.2**	**26.3**	**30.4%**
EPS (€)	**0.72**	**0.93**	**30.4%**

+2.9% net of 9M2012 switch-off installations revenues (€5.7m in 9M2012)

Double digit EBITDA growth drove margin increase to 46.3% (3Q2013 = 48.6%)

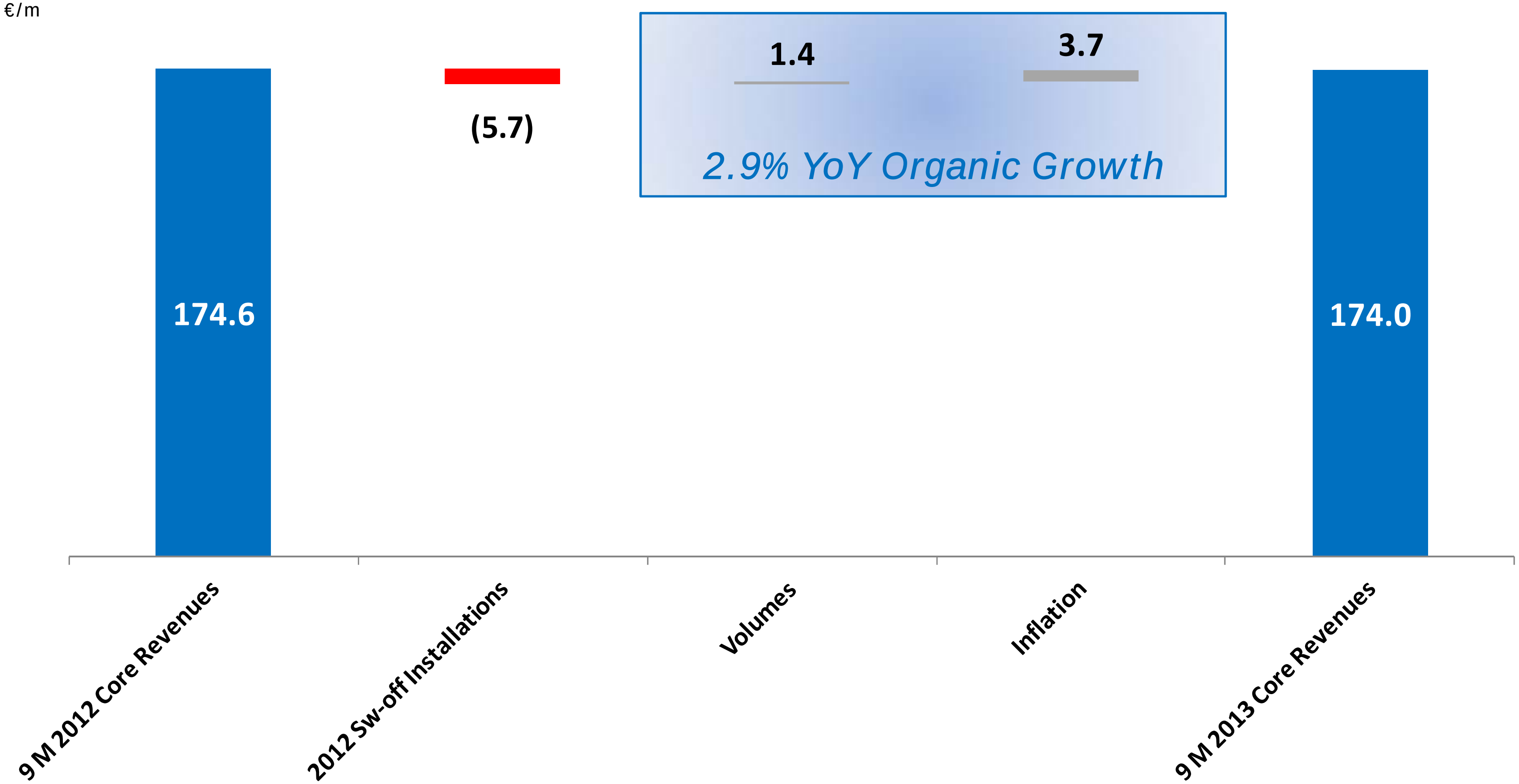
€4.1m related to Bond

(*) 9M2012 P&L has been restated with €1.1m of higher D&A (as impact of PPA and change in residual life of tower assets) and lower income taxes for €0.3m
(**) Lay-offs
(***) Including (€1.875ml) amortization of non compete agreement with the former DMT CEO

EIT 9M2013 - Core Revenues Bridge

Core Revenues growing faster than inflation...

Data in €/m

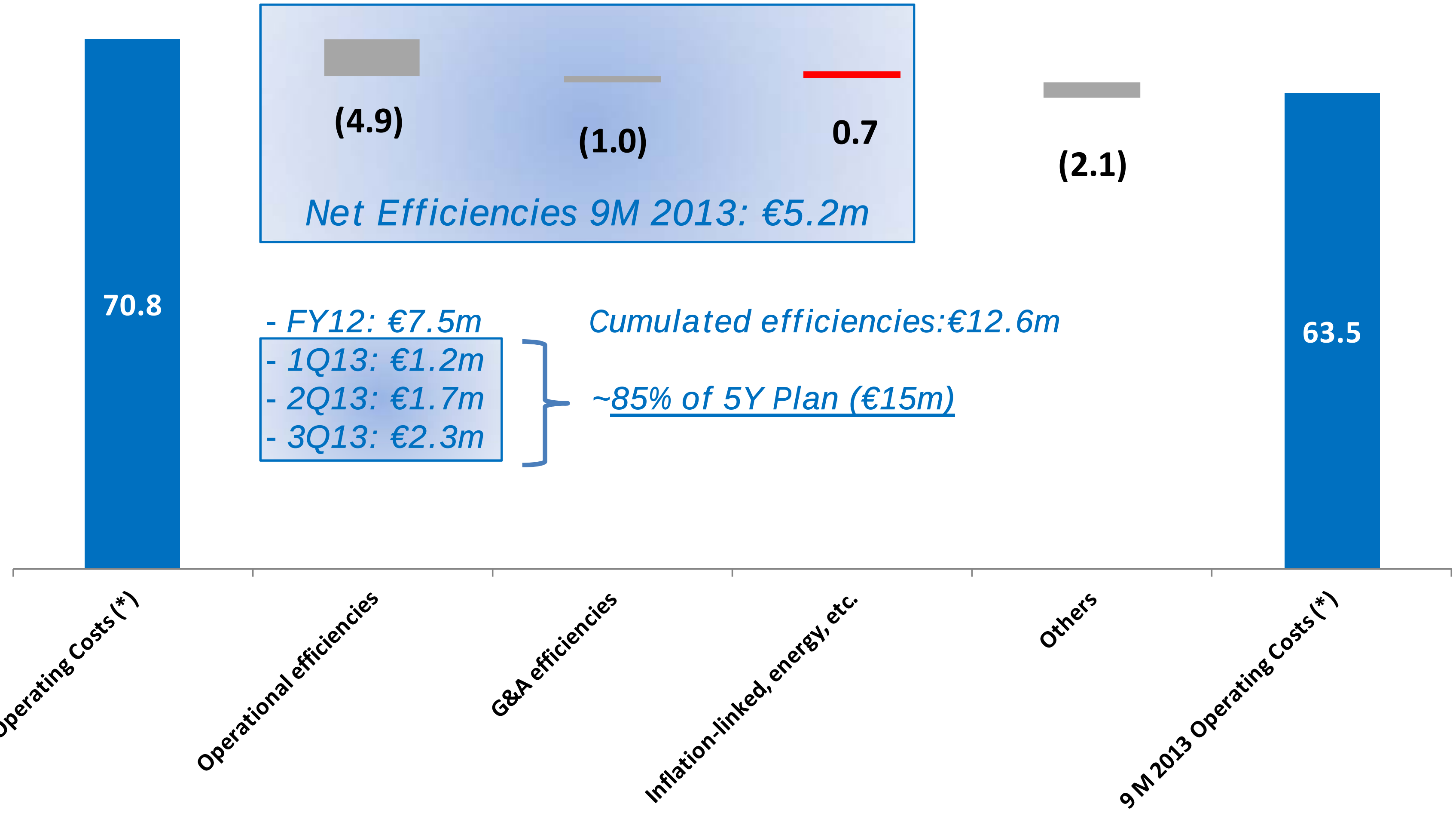


...thanks to contracts indexation and new volumes...

EIT 9M2013 – Operating efficiencies

...cost efficiencies are being delivered faster than expected...

Data in €/m

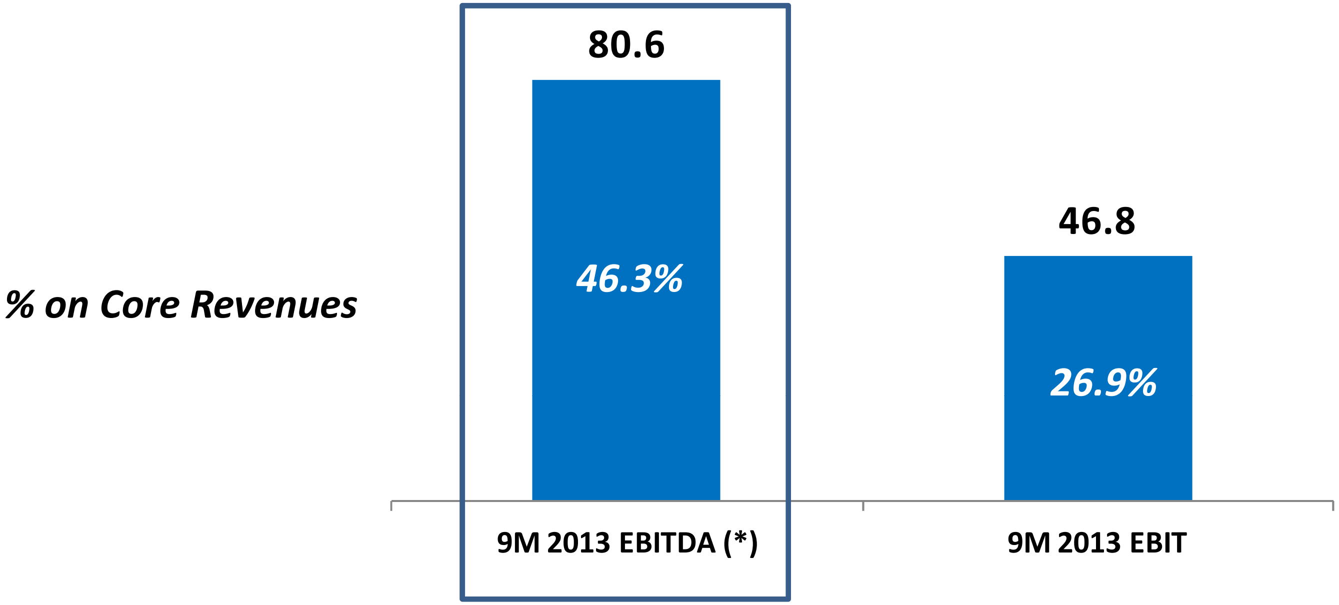


(*) Excluding Labour Costs

EIT 9M 2013 Margins

...delivering an EBITDA margin above 46%

Data in €/m

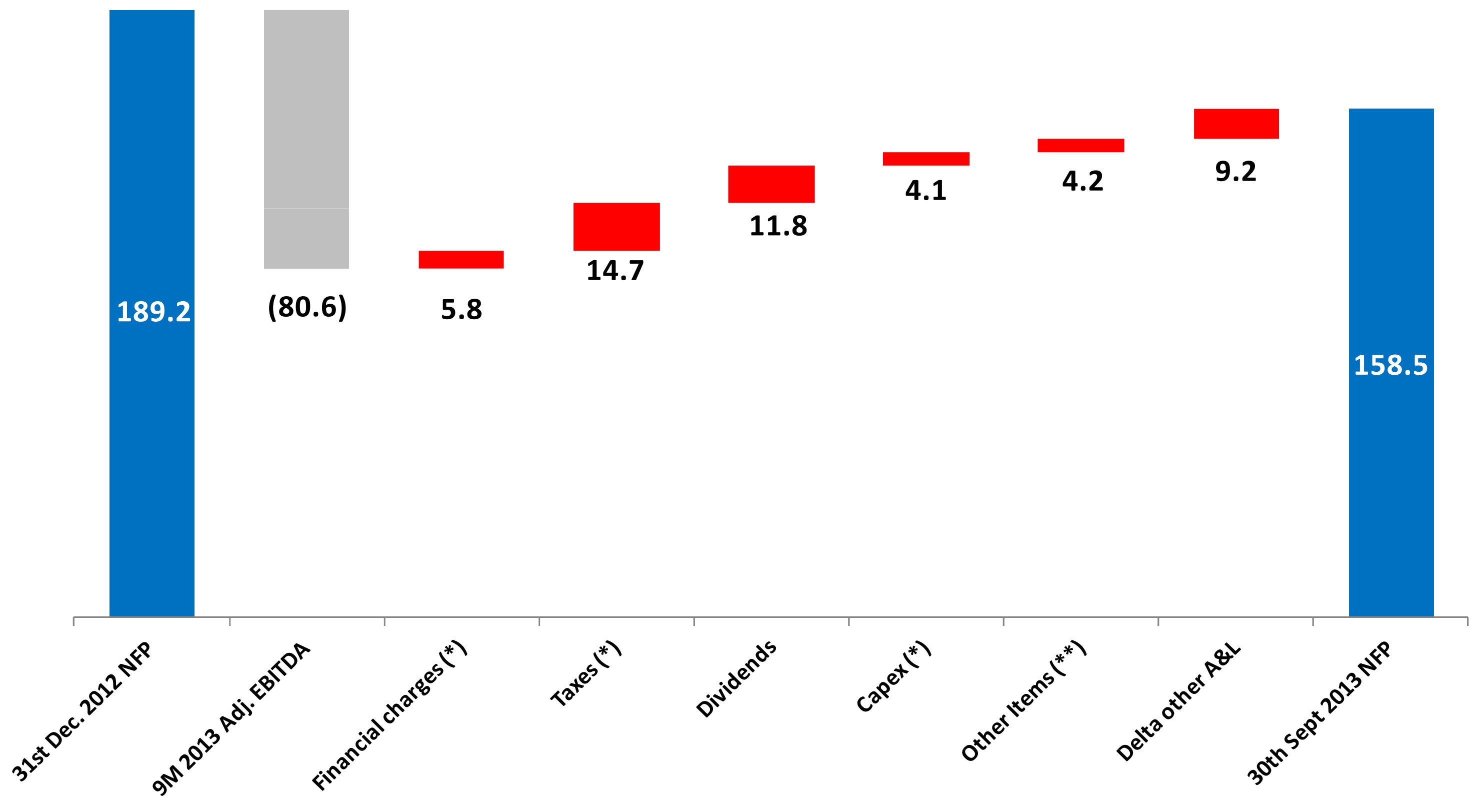


(*) Adjusted EBITDA

EIT 9M 2013 - Cash Flow

9M strong cash flow generation boosted by EBITDA & low Capex

Data in €/m



(*) Accounting figures
(**) Including NCA, lay-offs and cash-out related to bond issue

EIT 2013 Outlook

- **EBITDA around €105m**
- **New maintenance capex guidance ~€10m**
- **P&L tax rate 37%/38%**
- **Free Cash Flow in excess of €50m**
- **Towertel SpA broadcasting activities demerger is in progress and is expected to be effective from 1st Jan 2014**

EIT – What's Next

- **Accretive M&A is the main growth option, given the tower market structure in Italy**
  - **Diversification in mobile telecommunication and radio segments**
    - International expansion is a "second best" at this stage
  - **Willingness to play a pivotal role in the market consolidation in Italy**
    - EI Towers is the leading tower operator in the Country and the only listed in Europe
    - Financial flexibility
    - Proven track record in portfolios combination
- **In absence of M&A in the mid term, dividend policy would be revised**
- **New Business Plan (2013-18) expected before summer 2014**

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