



1Q2016 Results Presentation

4th May 2016

Forward-looking Statements contained in this document, particularly the ones regarding any EIT (EI Towers) possible or assumed future performance, are or may be forward-looking statements and in this respect they involve some risks and uncertainties.

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 2015 and 2016 accounting information contained in this release corresponds to that contained in the company's formal accounts.

- **Core Revenues at €61.5m (+3.5% yoy)**
 - Growth driven by volumes (mainly M&A activity)
- **First Quarter Adjusted EBITDA at €30.8m (+8.9% yoy)**
 - Result, before extraordinary items, in line with FY2016 guidance
 - Adjusted EBITDA margin at 50.1% (+250 bps vs 1Q2015)
 - Reported EBITDA at €30.5m
- **Free Cash Flow generation**
 - Normalized figure, before small M&A/development capex, deferred payments, at ca €13m
 - ca €3.2m Net Free Cash Flow
 - Net Debt at €127.1m

Income Statement

IQ 2016 Financial Headlines

Data in €/m *	1Q2015	1Q2016	Var. % YoY
Core Revenues	59.4	61.5	3.5%
Other revenues	0.0	1.2	
Total Revenues	59.4	62.7	5.5%
Operating costs	(31.2)	(31.9)	2.3%
- o/w Opex	20.3	21.1	3.9%
- o/w Labour Cost	10.9	10.7	-1.4%
Adj. EBITDA	28.3	30.8	8.9%
<i>% on Core Revenues</i>	47.6%	50.1%	
Non recurring items	(1.8)	(0.3)	
EBITDA	26.5	30.5	15.1%
D&A	(9.3)	(9.0)	-3.4%
Provisions	-	-	
EBIT	17.2	21.5	25.1%
Net financial charges	(2.0)	(2.3)	15.2%
EBT	15.2	19.2	26.4%
Income taxes	(5.3)	(6.5)	22.0%
Net income	9.9	12.7	28.9%
EPS (€)	0.35	0.45	28.9%

⇒ Growth rate higher than CPI largely thanks to small M&A

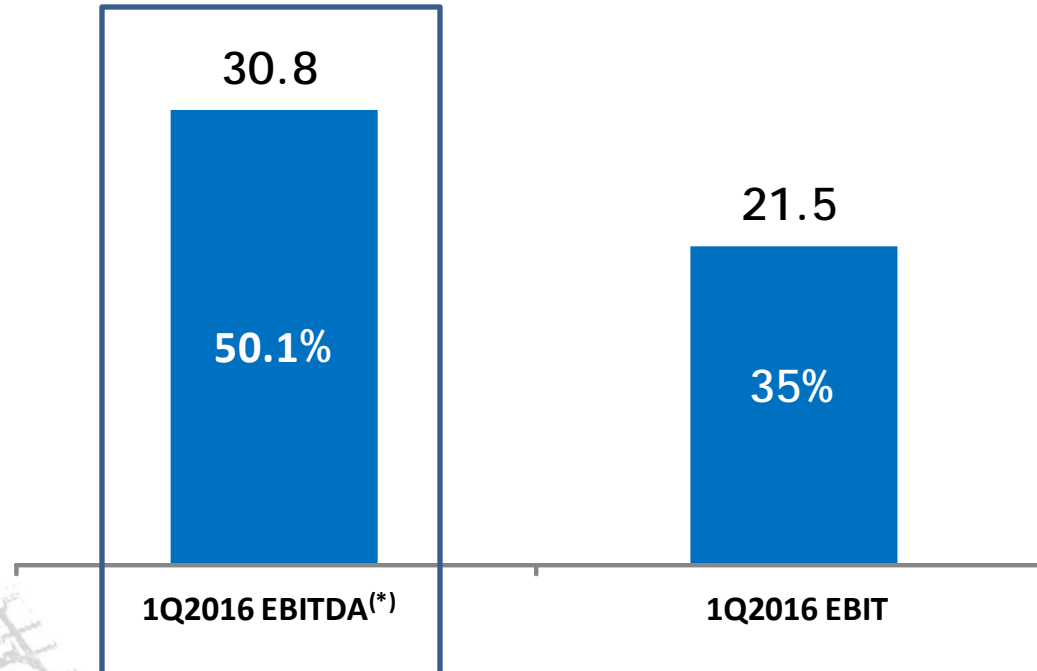
⇒ Increase due to M&A and Cairo project

⇒ EBITDA growth and margin, net of other revenues, in line with Industrial Plan 2014/18

1Q2016 Margins

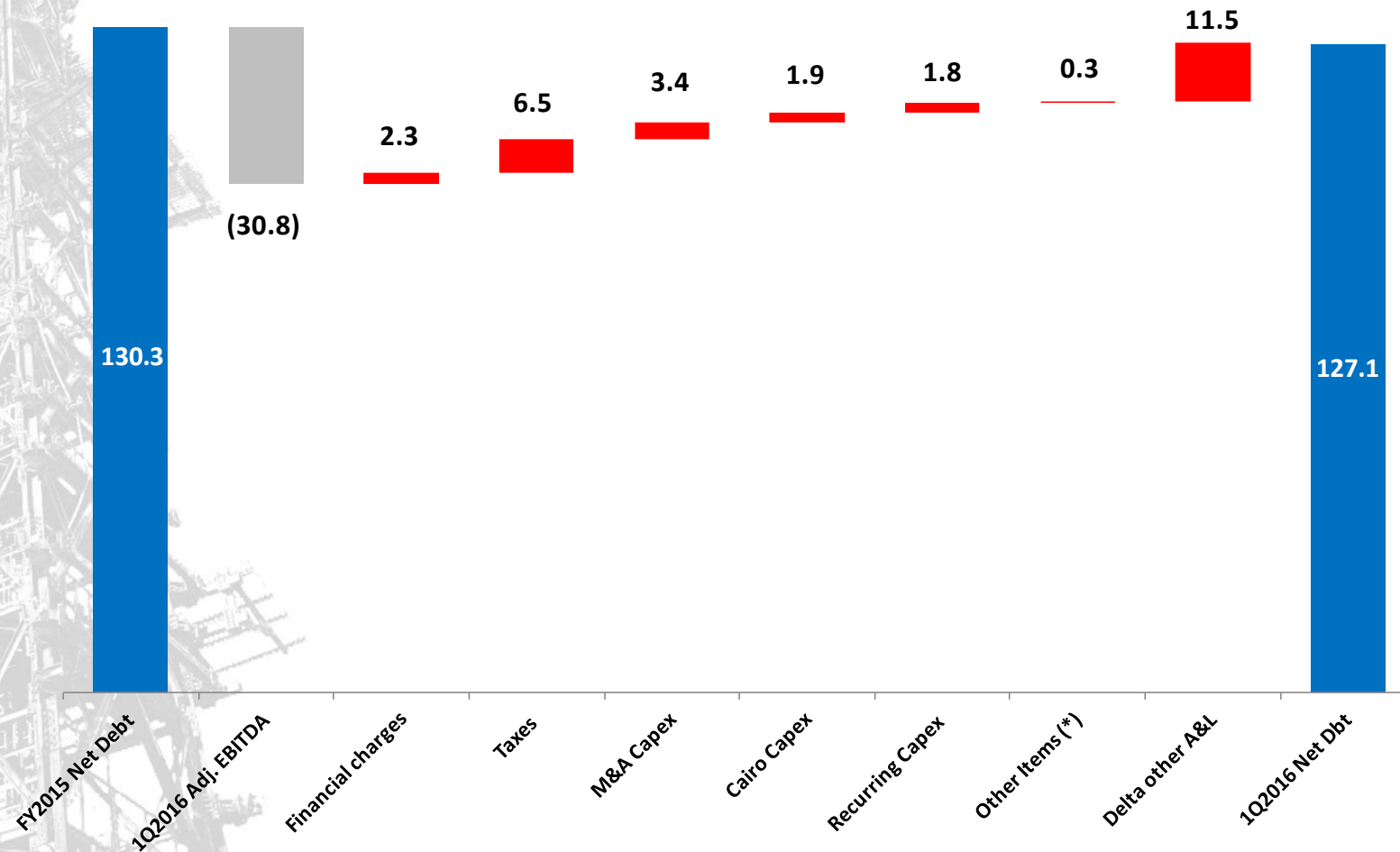
Data in €/m

% on Core Revenues



Net Debt and Cash Flow Bridge

Data in €/m



- Based on 1Q figures, adjusted^(*) FY EBITDA confirmed
- New small M&A target portfolios on track
 - Up to pro-forma €4-5m EBITDA to be acquired
- International investment opportunities under scrutiny
 - Mid size portfolios on the radar

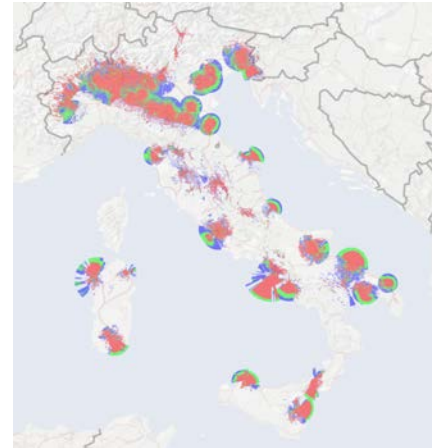
^(*) Before non-recurring items (e.g. M&A expenses)

- **Nettrotter (Internet of Things)**

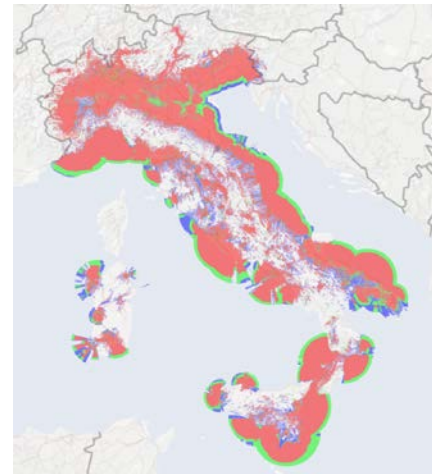
- More than 370 base stations already installed
- Network already available for outdoor and indoor use cases
- ~60% of the Italian population already covered
- 85% of the Italian population will be covered by the end of 2016
- First clients already engaged. Main use cases ready to be activated:
 - » Power monitor
 - » Water Metering
 - » Environmental Monitoring
 - » Physical Asset management



Current coverage



1Q2017 target coverage



Legend:

- 1 Base station
- 2 Base stations
- 3 Base stations

A large, detailed image of a metal lattice tower, likely a telecommunications tower, is positioned on the left side of the slide. The tower is shown from a low angle, looking up, and is rendered in a light gray color, making it a subtle background element.

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