



FY2015 Results Presentation

17th March 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 2014 and 2015 accounting information contained in this release corresponds to that contained in the company's formal accounts.

FY2015 Business Plan targets fully achieved

- **Core Revenues at €241.8m (+3.1% yoy)**
 - Nearly zeroing CPI trend
 - Growth driven by volumes (mainly M&A activity)
- **Adjusted EBITDA at €117m including €2.5m related to other revenues (+5.6% yoy)**
 - Result, before lay-offs and M&A fees, exceeding guidance
 - Adj. EBITDA margin at 48.4% (+110 bps vs FY2014)
 - Reported EBITDA at €113m
- **Sound Free Cash Flow generation confirmed**
 - Recurring Levered Free Cash Flow^(*) well above €60m
 - » Current RLFCF yield exceeding 4.5%
 - » Net Debt at €130.2m
 - Net Debt/EBITDA ratio = 1.15x

^(*) See page 5 for definition

Data in €/m ^(*)	FY2014	FY2015	Var. % YoY
Core Revenues	234.5	241.8	3.1%
Other revenues	0.5	2.8	
Total Revenues	235.0	244.7	4.1%
Operating costs	(124.2)	(127.6)	2.8%
- o/w Opex	(81.5)	(85.8)	5.2%
- o/w Labour Cost	(42.6)	(41.8)	-1.9%
Adj. EBITDA	110.8	117.0	5.6%
% on Core Revenues	47.3%	48.4%	
Non recurring items	(2.1)	(4.1)	
EBITDA	108.7	113.0	3.9%
D&A	(43.0)	(39.2)	-8.5%
Provisions	(0.1)	(0.1)	
EBIT	65.7	73.7	12.1%
Net financial charges	(7.7)	(8.6)	11.6%
EBT	58.0	65.0	12.0%
Income taxes	(20.3)	(17.3)	-14.7%
Net income	37.7	47.8	26.7%
EPS (€)	1.33	1.69	27.0%

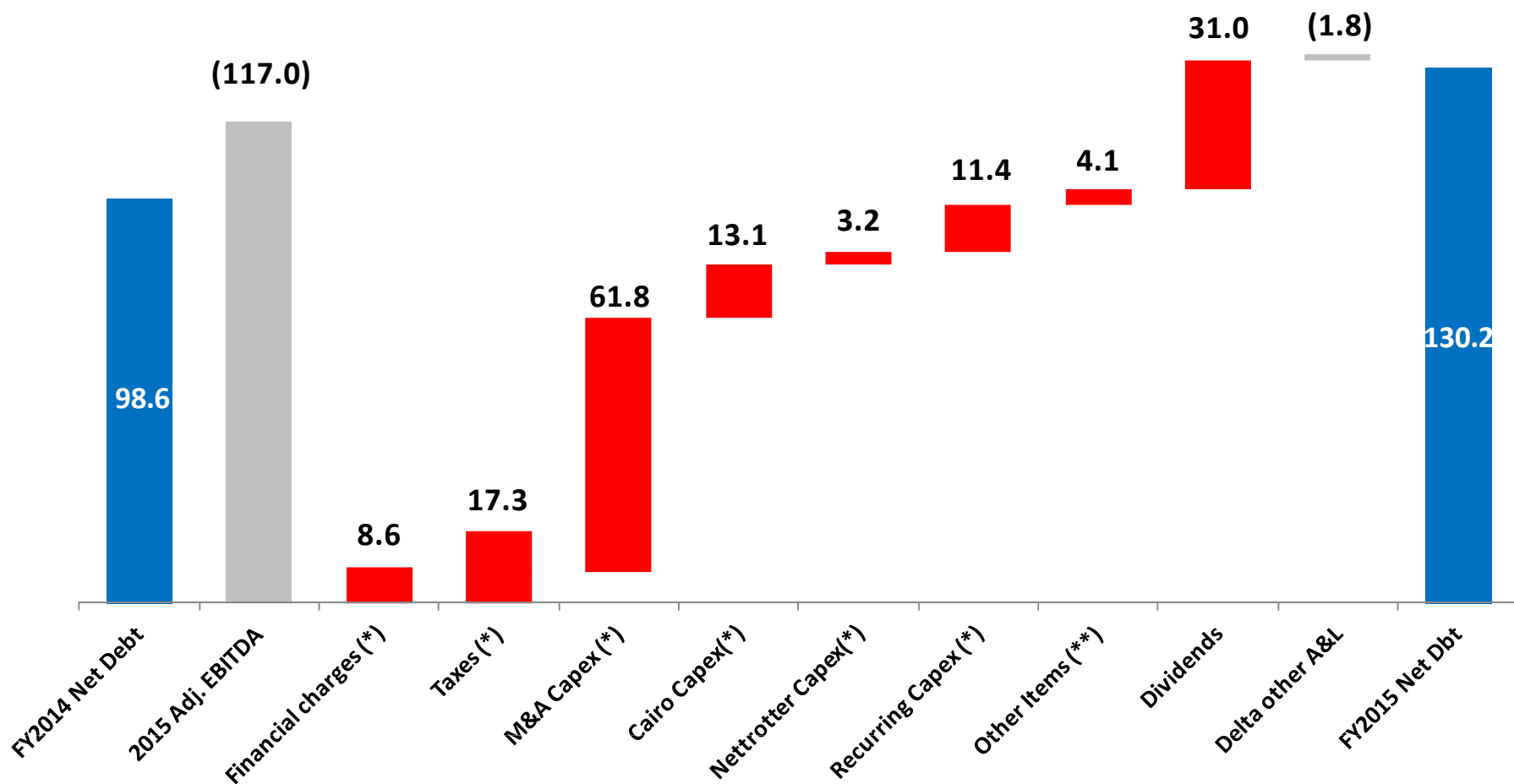
⇒ Growth rate higher than CPI largely thanks to small M&A

⇒ Increase due to additional ground lease costs derived from M&A and costs associated with "Cairo" project

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

Lower P&L taxes due to a change in deferred tax assets and liabilities

Data in €/m



(*) Accounting figures

(**) Including lay-offs and M&A expenses

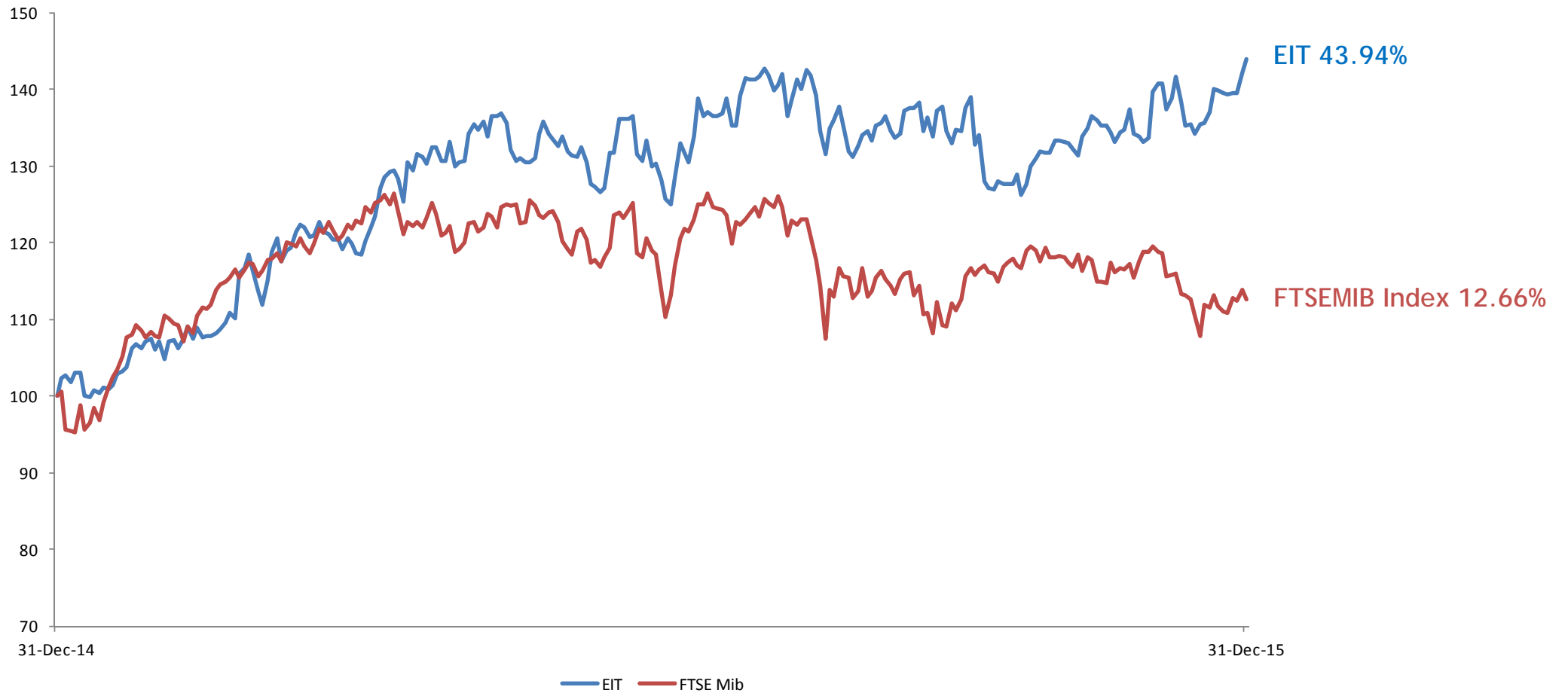
Recurring Levered Free Cash Flow (RLFCF)

Data in €/m	2014	2015
Broadcast	209.9	210.9
Tlc	24.6	31
Other	0.5	2.8
Total Revenues	235	244.7
Other Opex	65.9	67.5
Ground Lease	15.7	18.3
Labour costs	42.6	41.8
Operating costs	124.2	127.6
Non recurring Opex	2.1	4.1
Ebitda	108.7	113
Maintenance Capex	10.9	11.4
Interest paid	7.7	8.6
Tax paid	35.6	24.6
RLFCF	54.5	68.4

2015 RLFCF +25.5% yoy

2015 Share Price Performance

+31.3% outperformance vs FTSEMIB Index

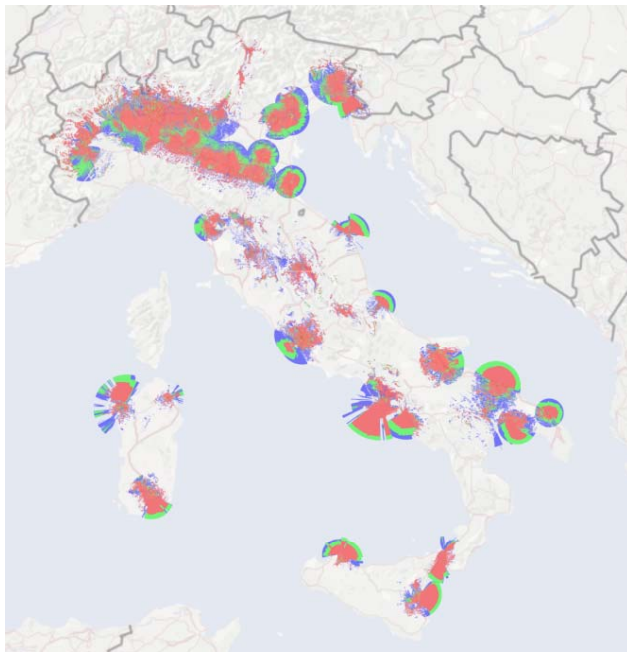


- **Adjusted^(*) EBITDA in line with consensus estimates**
 - Tlc tower segment contribution close to 20%
- **Tax rate 34%**
- **Capex**
 - Cairo Agreement Capex ~€5m
 - Other Capex including Nettrotter ~€12.5m
- **New small M&A target portfolios are being analysed**
 - Up to pro-forma €4-5m EBITDA to be acquired
- **Scouting for international investment opportunities**
 - Mid size portfolios on the radar
- **RLFCF ~€70m**
 - Adjusted EBITDA growth mid single digit
 - Capex to sales ratio c 4-5%
 - Working capital tending to neutral
 - Interest paid according to debt structure
 - Cash taxes as per net income

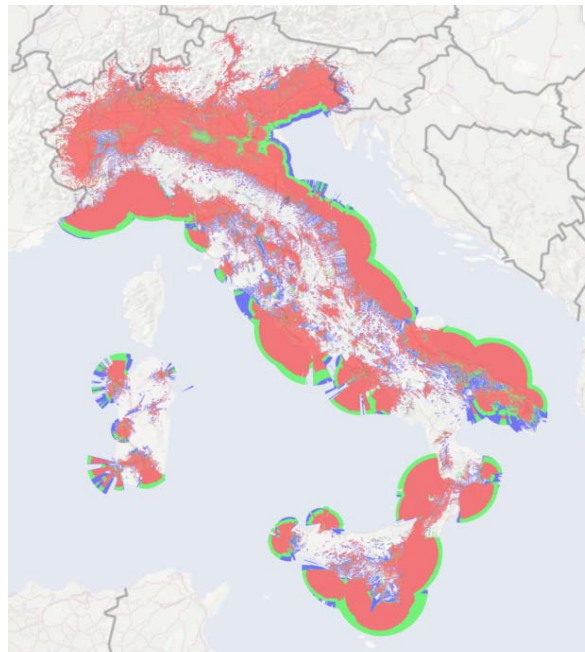
() Before non-recurring items (e.g. M&A expenses)*

- **Nettrotter (Internet of Things)**
 - Acceleration network deployment
 - Full Italian population coverage by 1Q2017
 - First customers already activated
 - Promising customer pipeline

Current coverage



1Q2017 target coverage



Legend:

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

For more information please contact:

Vincenzo Mangiaracina

Head of Investor Relations

Tel: +39 039 24321

e-mail: investor.relations@eitowers.it