



PRESS RELEASE

The Board of Directors of WIIT S.p.A. has approved the consolidated financial report at 30th September 2017

- **Consolidated revenues equal to € 13.8 million (+23.8% compared to 30 September 2016)**
- **Consolidated adjusted EBITDA equal to € 6.1 million (+71.2% compared to 30 September 2016); Adjusted margin EBITDA 44%**
- **Consolidated adjusted EBIT equal to € 3.9 million (+102.5% compared to 30 September 2016); Adjusted margin EBIT 28%**
- **Consolidated EBIT equal to € 3.1 million (+132.4% compared to 30 September 2016); margin EBIT 22.2%**
- **Net profit equal to € 2.2 million (+307.1% compared to 30 September 2016)**

Milan, 26 October 2017– The Board of Directors of WIIT S.p.A. ("**WIIT**" or the "**Company**"), one of the leading Italian players in the market of Cloud Computing services for businesses with a focus on the delivery of continuous Hybrid Cloud and Hosted Private Cloud services for critical applications, chaired by CEO Alessandro Cozzi, approved the Group's results at 30 September 2017.

Consolidated results at 30 September 2017

At 30 September 2017 WIIT recorded consolidated revenues of € 13.8 million (+ 23.8% compared to € 11.1 million at 30 September 2016). Adjusted EBIT amounted to € 6.1 million, confirming a consistent growth trend (+71.2%), with a 44% incidence on revenues, further improving the 31.8% recorded in the third quarter 2016. EBITDA shows a growth of 80.4% compared with September 30, 2016. Adjusted EBIT amounted to € 3.9 million (+ 102.5% compared to September 30, 2016), with 28% incidence on revenues, which is also improving compared with the 17.1% recorded in the third quarter of 2016. The EBIT Adjusted EBIT amounted to € 3.1 million (+132.4% compared to September 30, 2016), which represented 22.2% of revenues, which is also upgraded from 11.8% in the third quarter of 2016. Net profit was € 2.2 million, a significant increase compared to € 0.5 million in the third quarter of 2016.

"We are particularly satisfied with these results that are in line with budget forecasts, - commented Alessandro Cozzi, CEO of WIIT - The results of September 30, which show a strong increase in profitability, demonstrate the scalability of our business model as well as our company's ability to attract new customers thanks to a Cloud offering that is at the highest level in terms of security and continuity of services. We are very optimistic and we expect the closing of the year to be in line with the budget, and we are also positive for next year, which will benefit from the major trade agreements signed in the second half of 2017. "



Methods of execution of purchases and the management of treasury shares.

Depending on the resolution adopted by the Ordinary Shareholders' Meeting held on 18th October 2017, which authorized the Company to proceed with the purchase and management of treasury shares for the constitution of a c.d. "bank of shares" and, in particular, to provide the Company with a stock of its own treasury shares to which it may be entitled in the context of any extraordinary finance operations and / or other uses deemed to be of financial and / or strategic interest to the Company, including the exchange of holdings with other parties in the context of transactions of interest to the Company, the WIIT Board of Directors has adopted the necessary resolutions to implement the buy back under the terms and conditions set by the Shareholders' Meeting.

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This press release uses certain "Alternative Performance Indicators" not provided for by the IAS/IFRS accounting standards of reference adopted by the European Union (EBITDA, EBIT, Adjusted EBIT and EBIT Adjusted), for which reference is made to the Admission Document published by the Company and available on the website <http://www.wiit.it/>. It should be noted that the criteria for determining these indicators applied by WIIT may not be consistent with those adopted by other companies or groups and therefore the above non-GAAP measures may not be comparable to those determined by the latter. It is noted that the Adjusted EBIT is calculated as a consequence of the Adjusted EBITDA net of Amortization, depreciation and write-downs.

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WIIT S.p.A.

WIIT S.p.A., a company listed on the AIM Italia / Alternative Capital Market (WIIT.MI) market organized and operated by Borsa Italiana S.p.A, is one of Italy's leading players in the Cloud Computing market and, in particular, in the sectors of the Hybrid Cloud and of the Hosted Private Cloud for businesses. It is focused and specialized in Hosted Private and Hybrid Cloud services for businesses requiring the management of critical applications and business continuity, and runs all the leading international application platforms (SAP, Oracle, and Microsoft) with an end-to-end approach. WIIT operates proprietary data centres; its flagship is "Tier IV" certified by Uptime Institute LLC in Seattle (United States) – the highest level of reliability – and, with particular reference to SAP, is among the world's most-certified SAP partners. For more information, visit the Company's website (<http://www.wiit.it/>).

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