



## PRESS RELEASE

### **The Shareholders' Meeting has approved the financial report at 31 December 2017**

Milan, 20 April 2018 – WIIT S.p.A. ("WIIT" o la "Società"), 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, announce that the Shareholders' Meeting has approved the financial report at 31 December 2017.

### **Main results at 31 December 2017**

The Shareholders' Meeting unanimously examined and approved the financial statements for the year ended December 31, 2017. The consolidated financial statements for the year ended December 31, 2017 were also presented during the meeting.

#### Main consolidated results of the WIIT Group

At 31 December 2017 WIIT recorded consolidated revenues equalling € 19.6 million (+27,5 compared to the € 15.3 million recorded at 31 December 2016). The adjusted EBITDA was measured at € 8.5 million, this confirming a considerable growth trend (+80%) against the € 4.7 million at 31 December 2016, with a 43,3% incidence on revenues, higher than the 30.6% recorded at 31 December 2016. The Adjusted EBIT (net operating margin) was € 5.4 million (+125% better than 31 December 2016), and represented 28% of revenues – this value also being an improvement over the 16% recorded at 31 December 2016. Equalling € 3.1 million, the net profit recorded a 244% increase (€ 0.9 million at 31 December 2016). Net financial debt improved by € 16.8 million, - € 8.9 million in debt at 31 December 2016 against € 7,9 million in cash at 31 December 2017 and € 4.9 million in cash at 30 June 2017) – thanks also to the proceeds from the listing on the AIM Italia market.

#### Main results of the Company WIIT S.p.A.

At December 31, 2017, WIIT recorded revenues of € 18.2 million (+ 23% compared to € 14.8 million at 31 December 2016). EBITDA amounted to Euro 6.6 million, with an increase (+ 79%) compared to Euro 3.7 million at 31 December 2016, and a 36.4% incidence on revenues, up compared to 25.1% recorded in 2016. EBIT (net operating margin) amounted to Euro 3.2 million (+ 128% compared to December 31, 2016) and represents 18% of revenues, up compared to 10 % registered at the end of 2016. Net income, equal to € 2.3 million, increased by 287% (€ 0.6 million at 31 December 2016).

### **Dividend**

The Shareholders' Meeting approved the allocation of profit for the year, equal to approximately Euro 2.3 million, for Euro 0.1 million to the legal reserve and for Euro 2.2 million to shareholders, by distributing a gross dividend equal to Euro 0.83 (eighty-three hundredths) for each of the outstanding WIIT shares, according to the following schedule: ex dividend date **May 7, 2018** (ex-date), date of entitlement to receive the dividend **May 8, 2018** (record date) and date payment



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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 Adjusted, EBIT Adjusted net financial debt), for whose meaning reference is to be made to the consolidated interim financial report at 31 December 2017. It is specified that these indicators' determination criteria applied by WIIT might not be consistent with those adopted by other companies or groups, and therefore the non-GAAP measurements reported above might not be comparable with those determined by them. 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 / Mercato Alternativo del Capitale (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 main one is "Tier IV" certified by UptimeInstitute 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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