



## PRESS RELEASE

### WIIT ANNOUNCES LAUNCH OF INNOVATIVE PARTNERSHIP FOR VIASAT GROUP IoT AND AI SERVICES PLATFORM

Milan, June 10, 2019 – WIIT S.p.A., a Cloud computing for enterprises market leader listed on the STAR segment (Ticker WIIT.MI), has agreed a partnership with the Viasat Group, a leading European provider of satellite safety systems currently rolling out an overseas expansion project, proving itself as a top-tier independent international automotive telematics, Fleet, Insurtech, Smart Connect, Waste Management, IoT (Internet of Things) and Big Data operator.

Together with Wiit, the Viasat Group has begun a series of business initiatives to develop in-house solutions and services based on proprietary technologies and which are set to become core and winning features of the Group's telematics, IoT and AI (Artificial Intelligence) Value Proposition. Adopting Wiit's scalable and flexible Cloud services platform will allow Viasat to consolidate and develop its local and international market leadership, facilitating the Group's transformation and rapid expansion into new markets, services and technologies, while supporting the quick integration of Group companies and subsidiaries and enabling any Private and Hybrid Cloud service on a global scale.

The setting up of the permanent "ViWi Lab" IoT and AI lab to maintain competitive advantages on the market are among the most innovative initiatives to stem from this partnership.

**Domenico Petrone, CEO of the Viasat Group, stated:** *"It is crucial to understand that the challenge not only concerns the technology, but more particularly the capacity for reading, analysing and understanding data to address both strategic and operating decisions which support the conception and generation of new added-value services. We have therefore chosen Wiit as our strategic partner to provide Cloud services for the new business lines and for the Group companies, therefore ensuring high-performance levels, comprehensive guarantees and data security and a centralised, effective and efficient international governance model".*

**Alessandro Cozzi, CEO of WIIT, stated:** *"IoT and AI are just some of the main strategic development trends over the coming years and are entirely Cloud-based service platforms. They require excellent performance and security and high reliability and scalability - features which have always been at the heart of our Cloud services model for mission critical applications. We have agreed with Viasat the idea of maintaining a joint innovation Lab for these aspects which shall draw on the availability of Wiit's technology and extensive expertise."*

Supporting Viasat's growth strategy on the basis of its operating needs and guaranteeing the performance of the new developed technologies, Wiit's Cloud solution will support an "on-demand" IT model with modulated services and facilitating access to a wide range of technologies which ensure top level performance, simplify architectures and the potential progressive transformation of the proprietary platforms. The enormous quantity of data and the most critical processing platforms, also growing strongly at the companies acquired by Viasat, shall be housed at the Tier IV datacenter and protected by some of Wiit's Cyber Security's solutions.

Data security is a strategic factor for the Viasat Group, which has begun to roll out a major international expansion project to boost and consolidated its global direct and indirect presence in more than 50 countries located in Europe, Africa, the Middle East and Latin America.



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**WIIT S.p.A.**

WIIT S.p.A., listed on the STAR segment (WIIT.MI) of the Italian Stock Exchange organised and managed by Borsa Italiana S.p.A., is a leading Italian Cloud Computing market player, focused particularly on the Hybrid Cloud and Hosted Private Cloud for enterprises market. This company specialises in Hosted Private and Hybrid Cloud services for enterprises requiring critical application and business continuity management, with all the main international application platforms managed (SAP, Oracle and Microsoft) using an end-to-end approach. WIIT manages proprietary data centers, with the main center "Tier IV" certified by the Uptime Institute LLC of Seattle (United States), the highest reliability level attainable, while also among the most certified SAP partners globally. For further details, reference should be made to the company website (<http://www.wiit.cloud>).

**Viasat S.p.A.**

The company is a European satellite security system leader, integrating the latest telematics and IoT technologies to guarantee complete vehicle and occupant safety, operating on the Satellite Anti-theft systems, Insurance Telematics, Fleet Management and Big Data markets. It is part of the Group of the same name which since 2002 has grown to become one of Italy's best performers, boasting a direct or local distributor presence in approx. 50 countries across Europe, Africa, the Middle East and Latin America and with over 770 global employees (at December 31, 2018). For further details, please see <http://www.viasatgroup.it>

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