



PRESS RELEASE

The Board of Directors of WIIT S.p.A. has approved the consolidated financial report at 30th September 2018

- **Consolidated revenues equal to € 17,2 milioni (+24,8% compared to 30th September 2017)**
- **Consolidated EBITDA equal to € 7,3 milioni (+37,9% compared to 30th September 2017); EBITDA margin 43%**
- **Consolidated EBIT equal to € 3,6 milioni (+18,7% compared to 30th September 2017); EBIT margin 21%**
- **Net profit equal to € 2,7 milioni (19,6% compared to 30th September 2017)**

Milan, 25th October 2018 - 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 30th September 2018.

Consolidated results at 30th September 2018

At September 30, 2018, the WIIT Group recorded consolidated revenues of 17.2 million euros (+24.8% compared to 13.8 million euros at 30 September 2017).

EBITDA equal to € 7.3 million, confirming a growth trend (+ 37.9%,) with a 43% incidence on revenues, a further improvement compared to the 38.7% recorded in the same period of 2017. EBIT equal to Euro 3.6 million (+ 18.7% compared to 30 September 2017), which represents 21% of revenues, compared to 22.2% recorded in the same period of 2017. This value reflects the increase in amortization related to investments connected to new customers, made in the previous year. Net profit amounted to € 2.7 million, up compared to € 2.2 million recorded in the same period of 2017 (+ 19.6%).

"We are particularly satisfied with the results achieved in the third quarter, "commented Alessandro Cozzi, CEO of WIIT. If we compare only the data for the quarter, there was a growth in the value of production (Q3 2018 vs Q3 2017) of 43%, an increase in EBITDA of 41%, an increase in EBIT of 31% and finally in the net profit of 38%. Overall, in the first nine months of the financial year 2018, the EBIT margin stood at 21% compared to 18.4% achieved in the first half, thanks also to the excellent contribution of the Q3 described above. Given the current commercial pipeline we remain optimistic even for the last quarter ".

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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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<i>In thousands of Eur</i>	30.09.2018	30.09.2017	Q3 2018	Q3 2017
REVENUE				
Revenue - core-business	16.530	13.729	6.470	4.523
Other	655	37	32	19
Net sales	17.185	13.766	6.502	4.542
COST OF SALES				
Cost of products and service sold	(6.298)	(5.249)	(2.362)	(1.494)
Cost of employees	(3.319)	(3.029)	(1.202)	(969)
Amortisation, depreciation	(3.716)	(2.268)	(1.318)	(841)
Provisions	0	0	0	0
Other costs and charges	(220)	(148)	(44)	(32)
Variation of inventory	0	(12)	0	0
Total cost of sales	(13.553)	(10.706)	(4.926)	(3.336)
OPERATING PROFIT	3.632	3.061	1.576	1.206
Depreciation of investments in associates	0	0	0	0
Financial income	6	59	5	51
Financial costs	(401)	(357)	(86)	(91)
Exchange rate differences	11	18	0	9
RESULT BEFORE TAXES	3.248	2.781	1.494	1.174
Income taxes	(591)	(560)	(220)	(250)
NET RESULT	2.657	2.221	1.274	925
EBITDA	7.348	5.328	2.893	2.089
	43%	39%	45%	46%
EBIT	3.632	3.061	1.576	1.406
	21%	22%	24%	31%
Performance Share	212	295	71	98