



**WIIT takes your business
above the clouds.**

**Corporate
Presentation**

March 2023

WIIT

THE PREMIUM CLOUD

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Highlights



19 Datacenter
3 in Italy (2 Tier IV) and 16 in Germany



118.8 M€ FY2022 Revenues
+54.1% on FY2021



+150 top clients
+1,500 midsize clients



42.2 M€ Adj. FY2022 Ebitda
+43% on FY2021



16 branches
of which 6 abroad



12 successful acquisitions
since 2007



577 Employees
224 in Italy and 353 abroad



2017 listed on the Stock Market
since 2019 in the Star segment

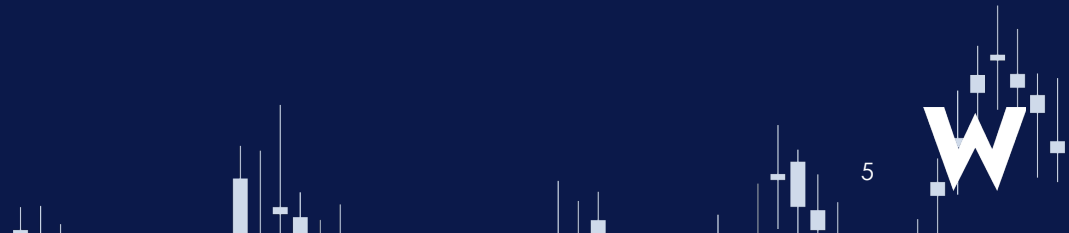


Overview



WIIT
THE PREMIUM CLOUD

The Premium Cloud for Business Critical Applications



WIIT Cloud Platform Offering

Software as a Service

Application software

Platform as a Service

- *Managed services, DR/BC, Cybersecurity*
- *Application Platform availability*

Infrastructure as a Service

Datacenter, infrastructure tech, network

Standard Public
Cloud
Infrastructure as a Service only

Customer
Or
System
Integrators

IaaS Providers
Telco, Amazon, Msft Azure,
Aruba, Claranet, Plus Server

Premium Hybrid
Cloud
for Critical Apps
PaaS and SaaS

WIIT

Digital Process Applications

WIIT

Managed Services,
Cybersec, DR/BC

WIIT

Application platform
availability

WIIT

Technology Layer (Tier IV +
Tech Assets)

WIIT Peers

Virtustream
Secure24
Attenda
Tricore Solutions
Symmetry
Oxya



125.0 M€

Proforma Revenues
Adjusted

43.4 M€

Proforma Ebitda Adjusted
Ebitda margin Adj. of 34.7%

**Financial
Highlights**

**2022
Proforma***

*Proforma data including the contribution of Lansol, and ERPTech for the whole of 2022



Italy

Revenues **58.0 M€**
48.8% of Group
Revenues

EBITDA
Adj. **21.7 M€**
51.5% of Group
EBITDA
37.5% EBITDA
Margin



Germany

Revenues **60.8 M€**
51.2% of Group
Revenues

EBITDA
Adj. **20.5 M€**
48.5% of Group
EBITDA
33.6% EBITDA
Margin

FY2022

KEY FIGURES BY COUNTRY



BOARD OF DIRECTORS

Chairman	<i>Riccardo Sciutto</i> ^{3,4}
Chief Executive Officer	<i>Alessandro Cozzi</i>
Executive Director	<i>Francesco Baroncelli</i>
Executive Director	<i>Enrico Rampin</i>
Executive Director	<i>Igor Bailo</i>
Executive Director	<i>Chiara Grossi</i>
Independent Director	<i>Nathalie Brazzelli</i> ³
Independent Director	<i>Emanuela Basso Petrino</i> ²
Independent Director	<i>Annamaria di Ruscio</i> ^{1,4}

BOARD OF STATUTORY AUDITORS

Chairman of the Board of Statutory Auditors	<i>Paolo Ripamonti</i>
Statutory Auditor	<i>Chiara Olliveri Siccardi</i>
Statutory Auditor	<i>Francis De Zanche</i>

SUPERVISORY BODY

Chairman of the Supervisory Body	<i>Luca Valdameri</i>
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INDEPENDENT AUDIT FIRM

Deloitte & Touche S.p.A.

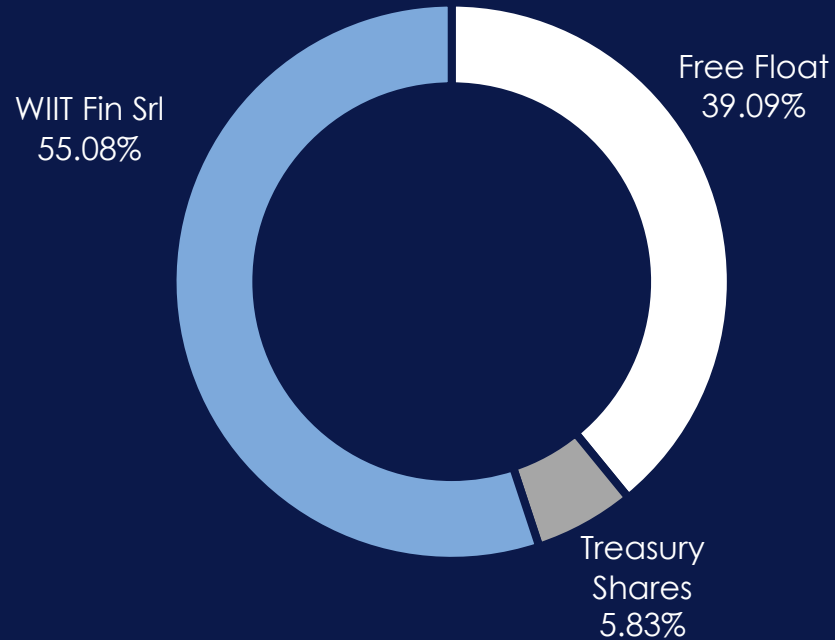
Corporate Governance

- (1) Chairman of Related Parties and Risks Committee
- (2) Chairman of Remuneration Committee
- (3) Member of Related Parties and Risks Committee
- (4) Member of Remuneration Committee



Shareholders' Structure

As at 20 March, 2023
No. Shares 28,020,660



WIIT at a glance



WIIT

THE PREMIUM CLOUD

Why WIIT

We strongly believe in technology as a turning point for a fast and sustainable growth of worldwide economy.

The IV industrial revolution can only be achieved through the overcoming of the outdated technological models that do not allow efficiency, safety, scalability, performance.



Enable the Digital Shift

We support clients in their transformation from a traditional On-Premise IT to a Premium Cloud model.

We are focused and we are investing on the continuous development of the premium Cloud provider foundations: people, technologies, processes to guarantee the highest SLAs in the market.



Why companies move to Cloud



Being global and digital is imperative.



Being global means global processes governance.



Governance and digital mean tech performance, data security and process reliability.

BUSINESS RISKS

Top 3 business fault causes

- #1 Datacenter technology level
- #2 Cyber security
- #3 Human Error

BUSINESS OPPORTUNITIES

- a. No more CAPEX in no core investments
- b. Scalability and flexibility
- c. Competences and experience



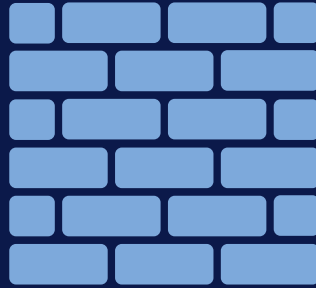
Competition in Business Critical Cloud

Entry/Exit barriers

TOP 3

Reasons to choose your Critical App Cloud provider

- #1 References
- #2 Migration experiences
- #3 Assets/Competences/Certifications

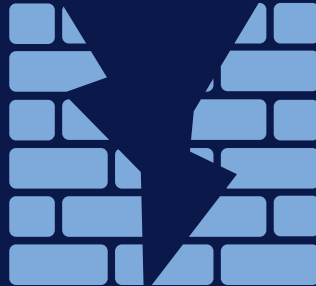


Primary Cloud **entry barriers** to enter the Critical App Cloud

TOP 3

Reasons to change your Critical App Cloud provider

- #1 Service quality
- #2 Provider Financial health
- #3 Price



Business-stop risk due to migration is the primary Client **exit barrier**



Government Initiatives in Europe for Data Sovereignty

2018

- + GDPR introduced – EU regulation on privacy and data protection
- + Primarily affects data collection obligation



2019

- + Launch of Gaia-X European data-sovereign Cloud Stack



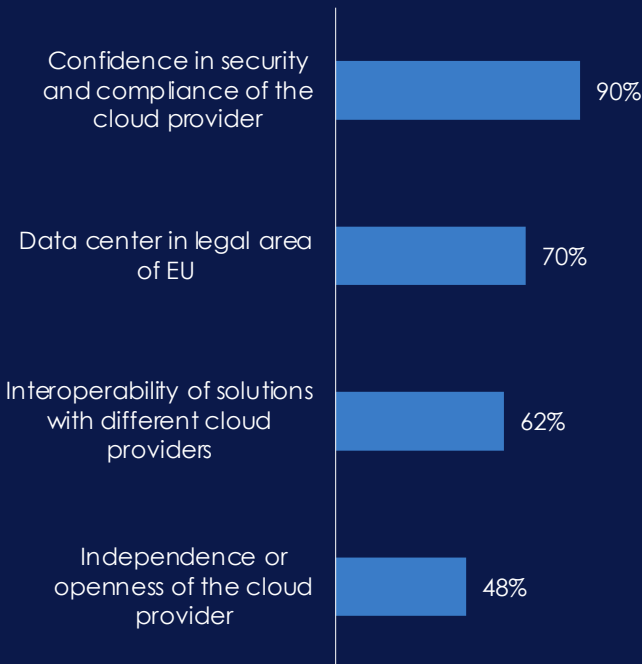
2020

- + Significant revision of BSI C5 criteria catalogue
- + Setting the minimum requirements for secure cloud computing



Data Sovereignty is a Must-Have Purchasing criteria

% of companies that see the following criteria as must-have when choosing a cloud provider



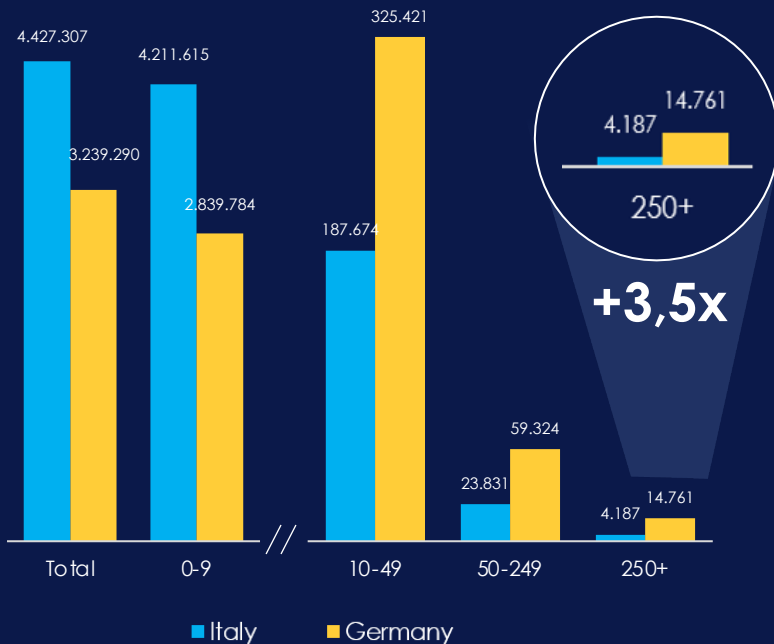
CLOUD ACT
effective March 23, 2018

Allow federal law enforcement to request data from US companies regardless of whether the data are stored in the U.S. or on foreign soil

EU GDPR protects Customers for Enforced Data Transfers

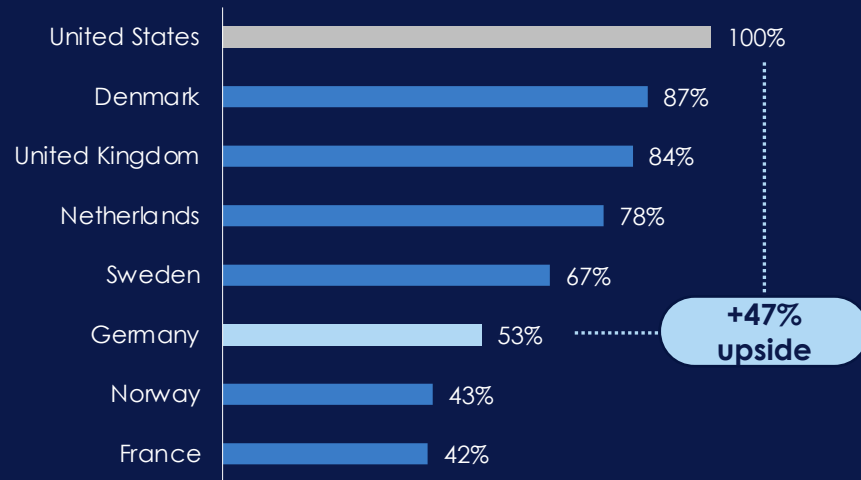
Number of Companies by #employees

Italy & Germany 2020



Cloud penetration in Germany

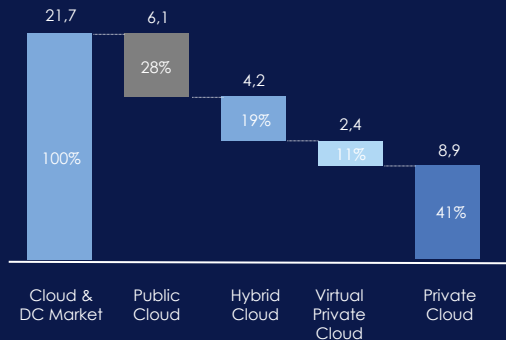
Cloud spend as a Share of GDP
Indexed to US 2021 (%)





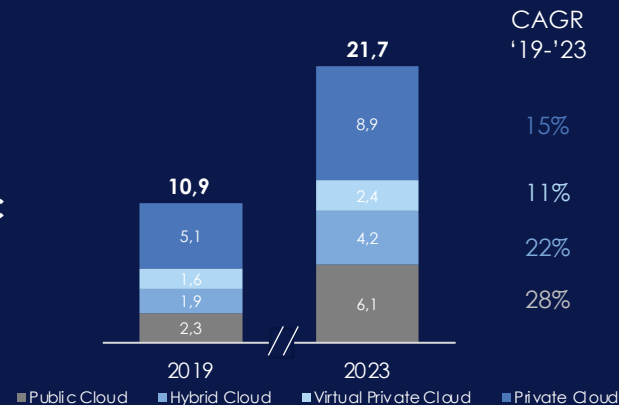
Cloud & DC Market

Configuration '23 (€bn)



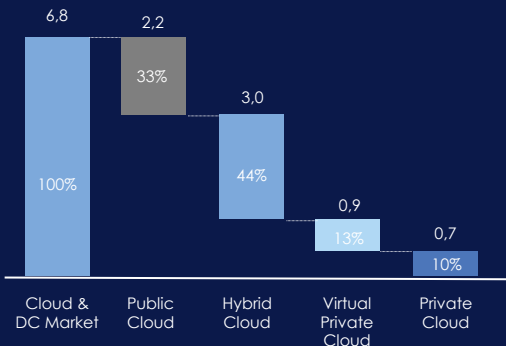
Cloud & DC Market

Market evolution '19-'23



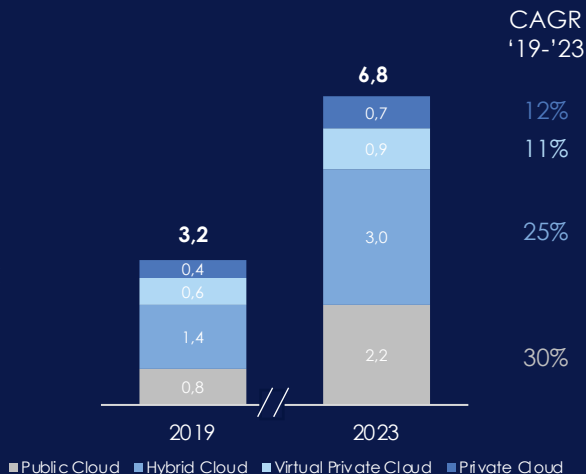
Cloud & DC Market

Configuration '23 (€bn)

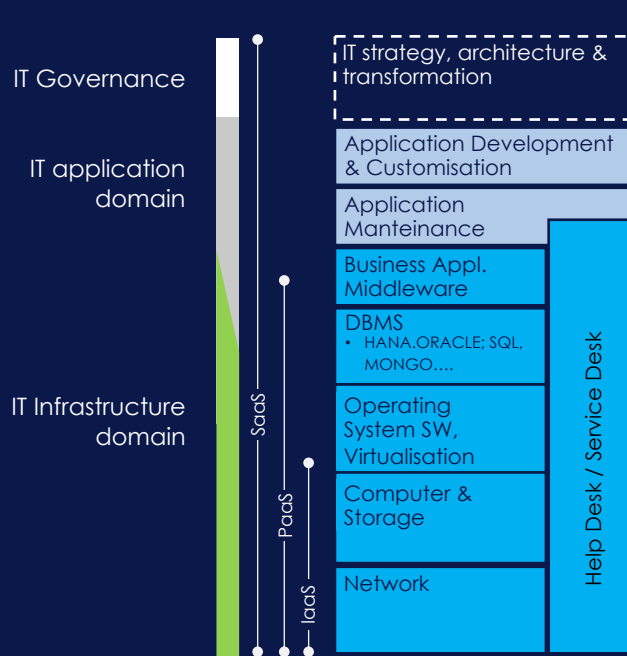


Cloud & DC Market

Market evolution '19-'23



Competitors' landscape by Business Model



BUSINESS MODEL

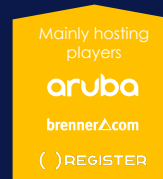
System Integrators have a different structure as PaaS is only a part of their offer



Players focusing in business-critical applications (e.g. SAP)



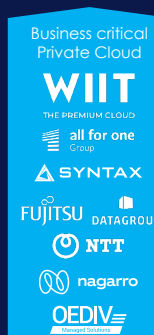
Players offering mainly services for NON-critical applications (web hosting)



System Integrators have a different structure as PaaS is only a part of their offer



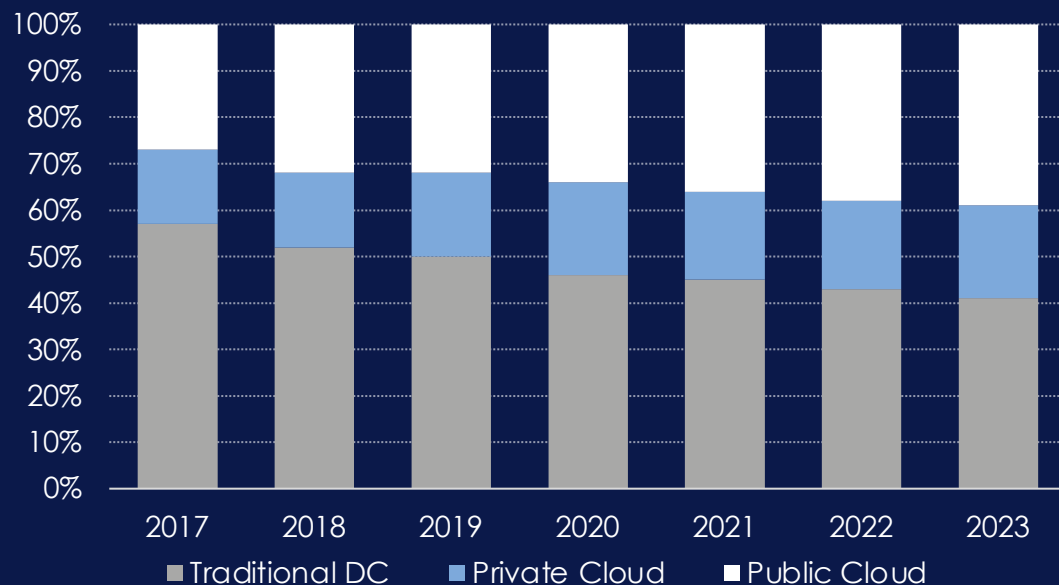
Players focusing in business-critical applications (e.g. SAP)



Players offering mainly services for NON-critical applications (web hosting)



Worldwide Cloud IT infrastructure Market Forecast by
Deployment Type, 2017-2023 (shares base on Value)



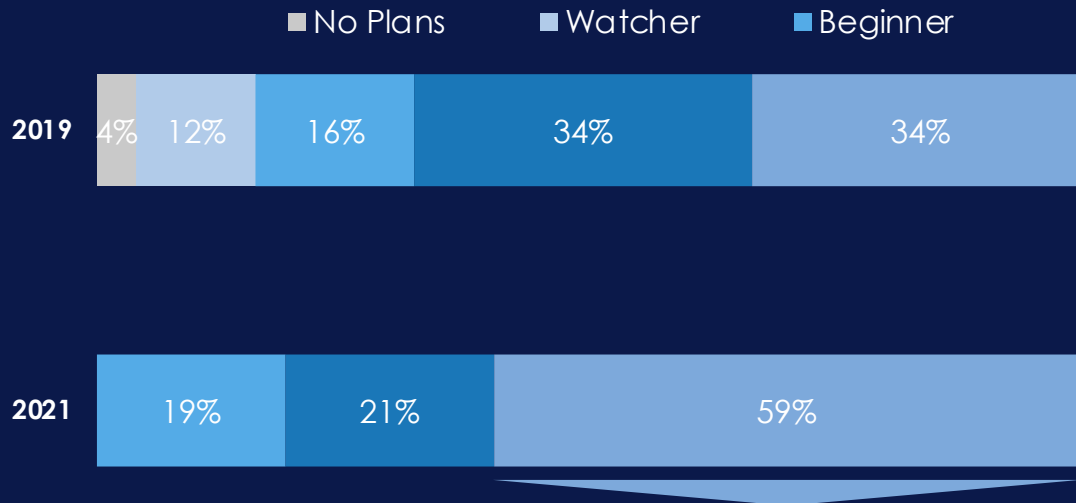
Cloud shift still ongoing

Traditional DC ▼

Private Cloud ▲

Public Cloud ▲





**Advanced adopter with heavy use
of Cloud solution grew by 25%**

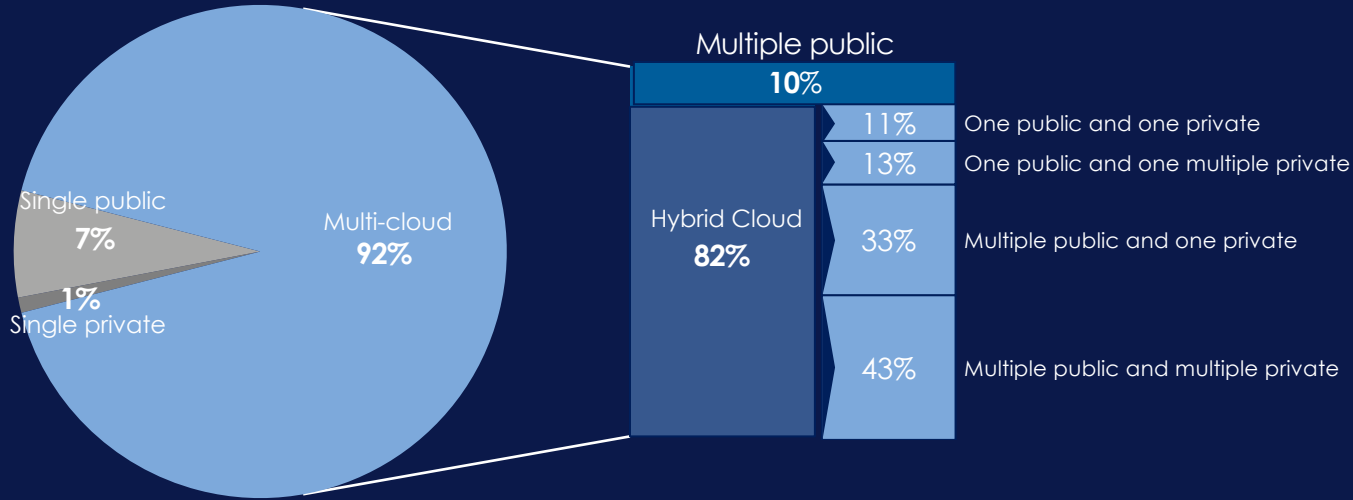
Cloud maturity Enterprise 2019 vs 2021

Source: 2021 State of the Cloud Report from Flexera – 750 respondents



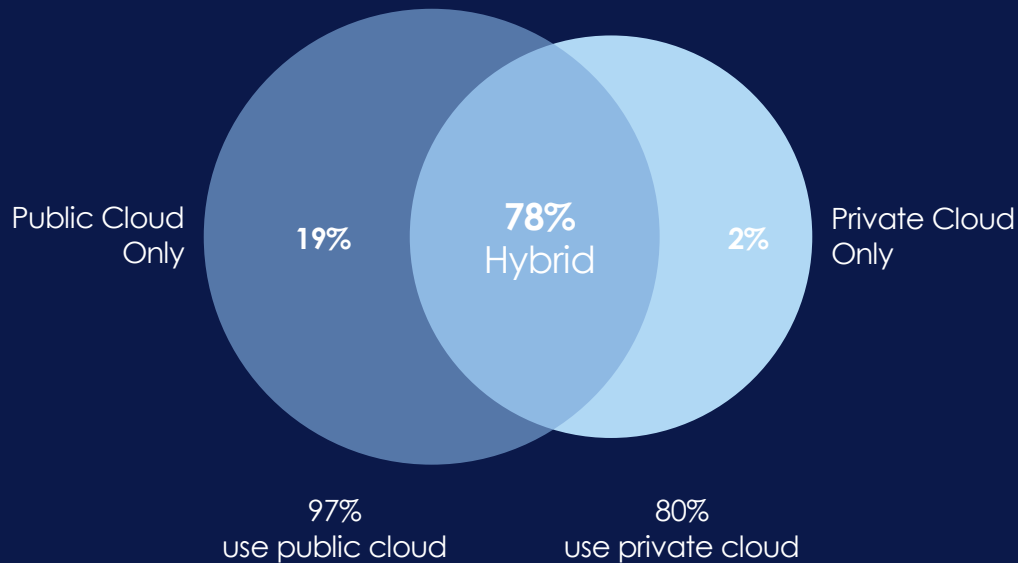
Enterprise Cloud Strategy

% of enterprise respondents



Cloud strategy adoption 2021

Source: 2021 State of the Cloud Report from Flexera – 750 respondents

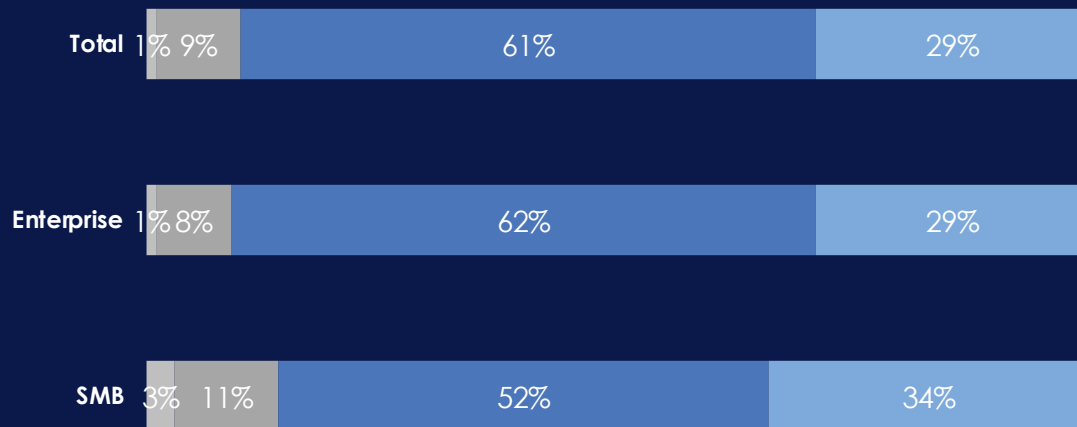


99%
(+5% than 2019)

Cloud Adoption

Source: 2021 State of the Cloud Report from Flexera
– 750 respondents





- Slightly lower than planned
- Significantly lower than planned

How Coronavirus might impact cloud strategy.

Cloud plans and adoption have clearly shifted as a result of the pandemic.

Source: 2021 State of the Cloud Report from Flexera
– 750 respondents





Why complementary?



PRIVATE CLOUD

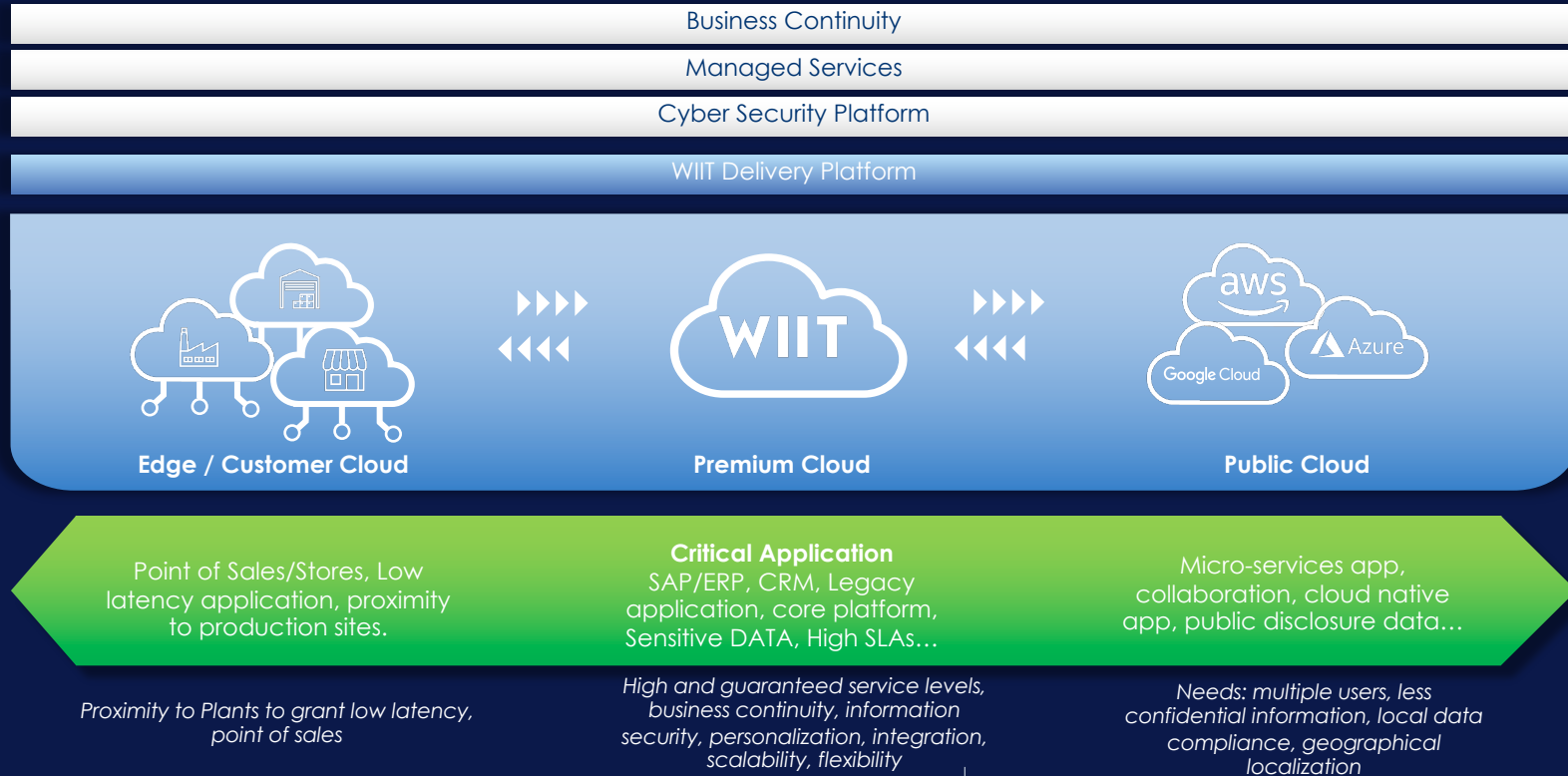
- Single or multiple clients
- On-premises or off-premises
- Managed Services
- Fully Customizable
- Guaranteed SLA
- Highest Security standards (up to Tier IV)
- Fully customizable Tech Performances
- Shared or fully private network

PUBLIC CLOUD

- Multiple clients
- Off-premises
- No Managed Services
- Limited Customizations
- Target SLA
- Low Security standards (No Tier IV)
- Standard Tech Performances
- Shared network



MULTICLOUD Model



WHY MULTI CLOUD MANAGEMENT MATTERS

+130 different apps

is the average number of
apps running in mid-large
companies (+2,000 employees)

*Source: Wall Street Journal Employees Are Accessing More and
More Business Apps, OKTA Study Finds 2019*

+150 managed
different apps by WIIT



WIIT PREMIUM CLOUD

PaaS



A pan-European Tier IV DC network for Critical Apps*

We serve more than 80 countries worldwide

3 Enterprise
Datacenter



Top clients
with DR/BC



Top clients
run ERP suites



Top clients
run SAP

+80 **+700**

Top
clients

Mid
clients

16 Enterprise
Datacenter

+80 **+1.400**

Top
clients

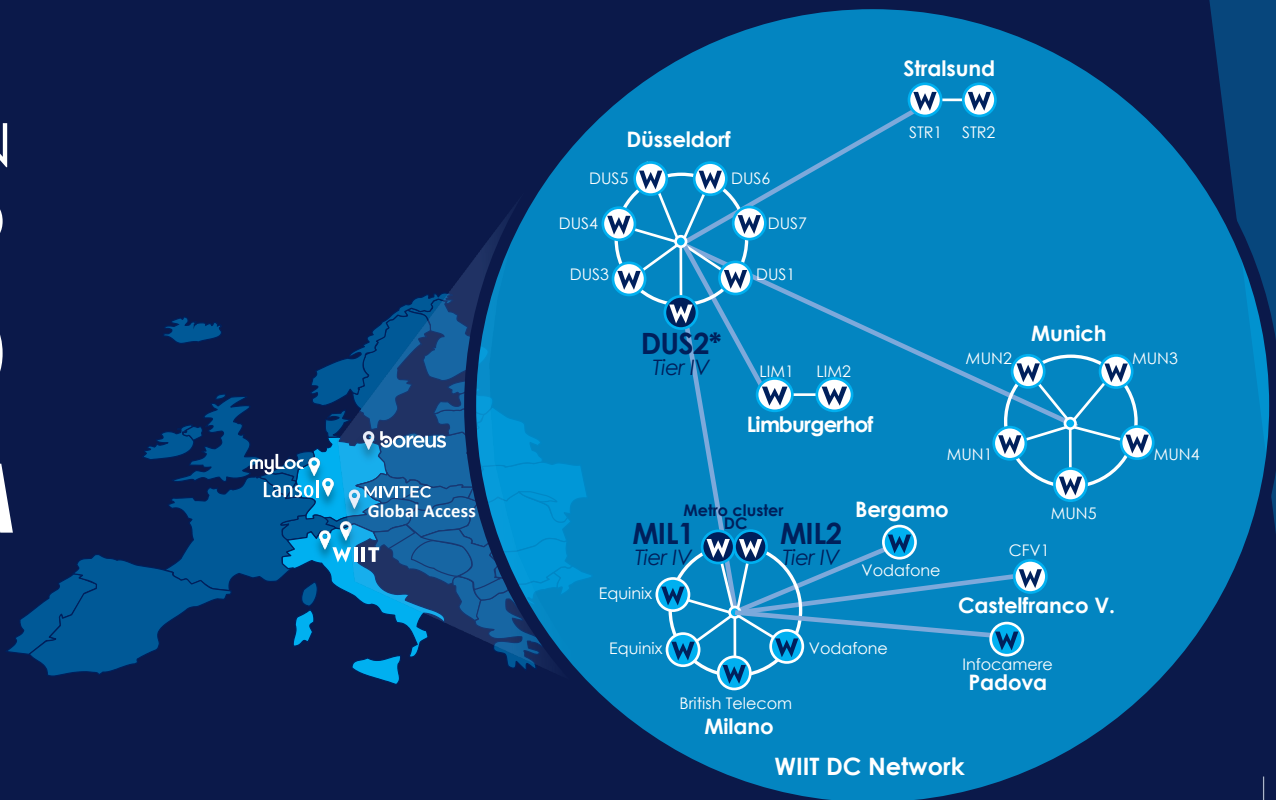
Mid
clients



1 First level
Support center

THE FOUNDATION OF OUR HYBRID CLOUD PARADIGM

We run a pan-European
TIER IV data centers
network to grant data and
processes' resilience
to global corporates.



Owned DCs Tier IV Enterprise DCs

Partners DCs Enterprise DCs

(*) Under construction - DUS2 (Tier IV)



Tier IV datacenter for business critical applications



	TIER Datacenter Class	Site infrastructure Definition	Components IT capacity to support load	Distribution Path	Maintenance w/o service downtime	Fault tolerant = w/o manual intervention	Compart mentation = all components are separated and duplicated	Continuous Cooling	Avg. Availability per year	Fault probability in 5 yrs *	Fault probability in 10 yrs *
WIIT THE PREMIUM CLOUD	2 x 4 Large Enterprise Corp.	2 x Fault tolerant	4N+2 Fully Redundant	Quadruple Active- Active	●	●	●	●	99.9999975%	0.0003%	0.0005%
	4 Enterprise Corporations	Fault tolerant	2N+1 Fully Redundant	Double Active- Active	●	●	●	●	99.995%	4.9%	9.6%
	3 Large Business	Concurrently maintainable	N+1 Fault Tolerant	One Active One Standby	●	●	●	●	99.982%	28.0%	48.2%
	2 Medium Size Business	Redundant	N+1	single	●	●	●	●	99.75% 30	90.6%	99.1%
	1 Small Business	Basic	N	single	●	●	●	●	99.67%	95.0%	99.8%

*Management calculation

Source: Uptime Institute Website – Tier Certification of Constructed Facility – March 2018

WIIT Strategic Assets

WIIT deploys three dedicated Enterprise Class Data-Centers in Italy

Milan

MIL.1 Primary Data Center, certified **TIER 4 Constructed Facility**, where the most complex and critical ERP infrastructures are hosted and managed.

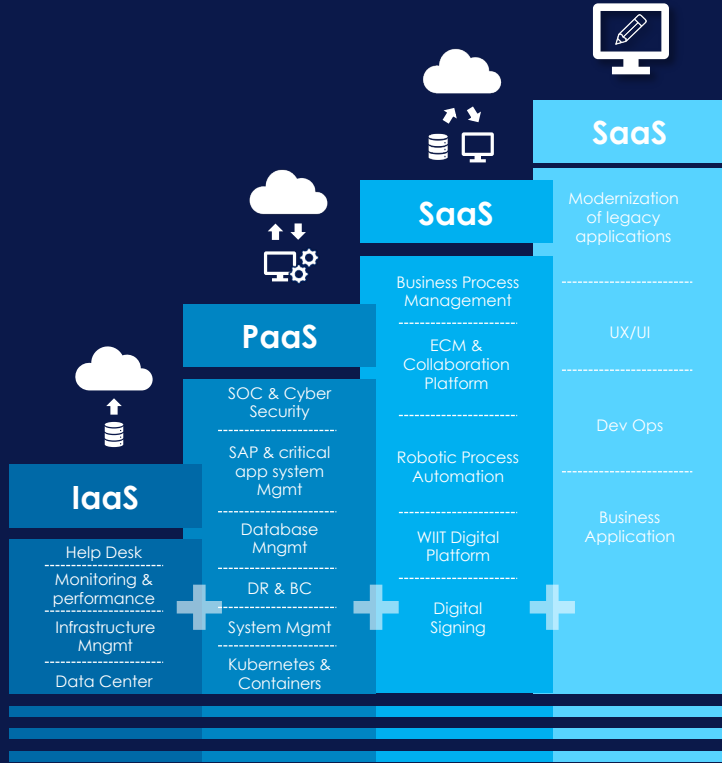
MIL.2 Data Center for High Availability, certified **TIER 4 Constructed Facility**.

Castelfranco Veneto (TV): the data center that enables **Business Continuity** services for Milan Tier IV DC

Utilization rate of the 2 Data-Centers is only **50% of total capacity**



An integrated Hybrid Cloud and Cyber Security model



WIIT SERVICE PLATFORM

Cyber Security Platform



+34%
Coverage

Average increase of Wiit Security Index in our clients after CS platform adoption

SAP Outsourcing Services



6/6
Certs

The only provider in the world with all the 6 certification classes on SAP Outsourcing Operations

Data Resilience



99,9999%
Resilience

All the critical production systems are hosted in EMC VMAX storage that guarantees the maximum resiliency currently available

Eco-Sustainability



100%
Green

Since 2016, datacenter and offices power completely comes from renewables sources

Hybrid Cloud Platform



100%
Hybrid

An integrated Hybrid Cloud supply chain for Cloud governance and workloads management worldwide level

Tier IV Availability



99,995%
Availability

Resiliency level of Datacenter still is the first cause of potential business fault risk

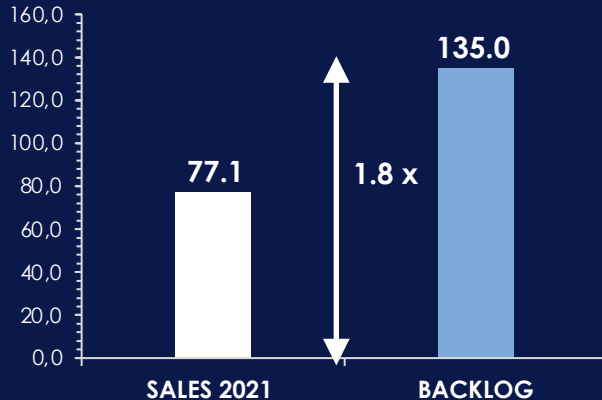


Granting a high Visibility of Business

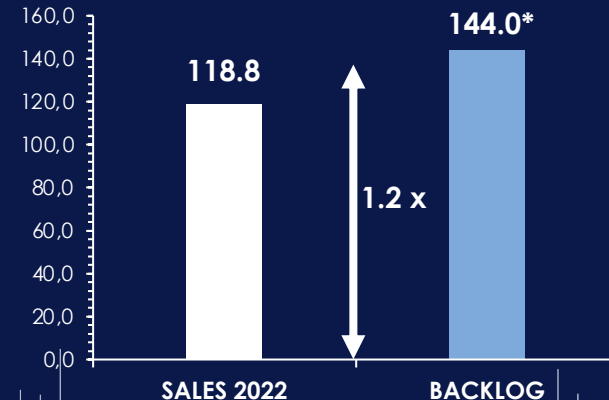
- **5 years** average contract period
- 144.0 €M Backlog (+7%) → **1.2 times 2022 sales**
- **High penalties** for early termination

*2023 backlog not including Global Acces acquired in January 2023

BACKLOG AS AT 1st JAN 2022 (€mn)



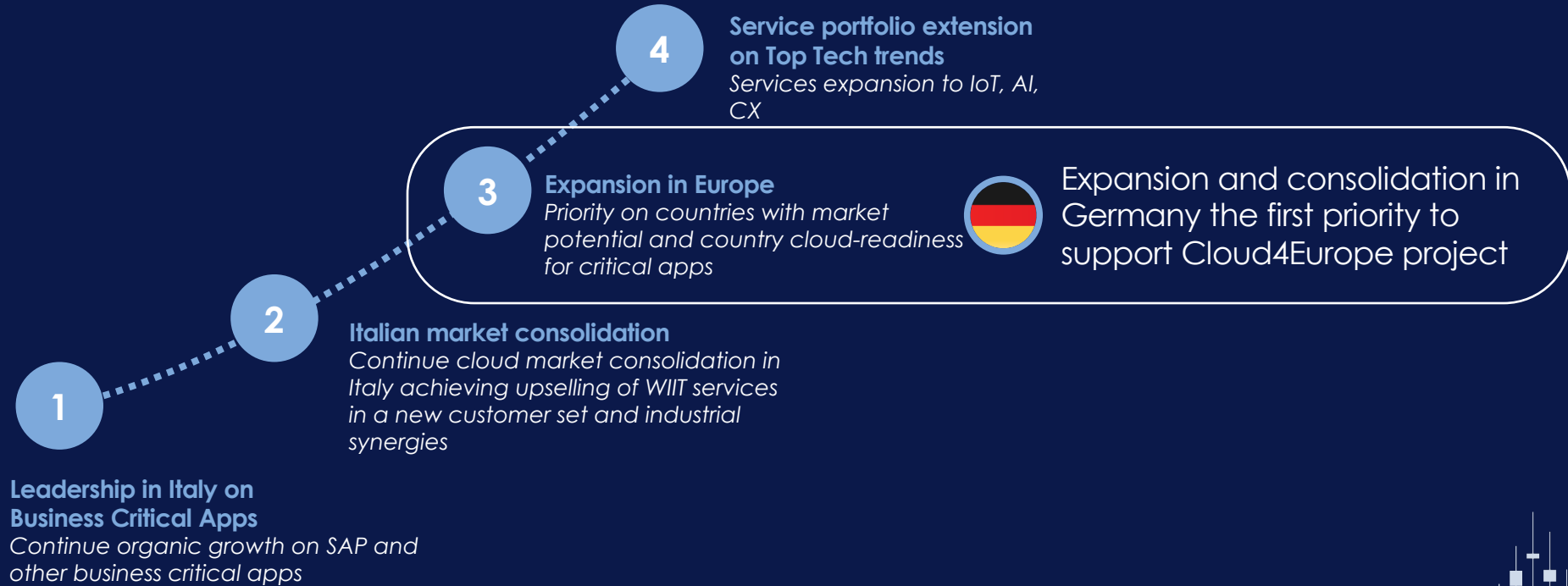
BACKLOG AS AT 1st JAN 2023 (€mn)



What's next?

After a successful acquisition and integration of ERP tech in Italy, Germany continues to represent a key area for organic and M&A growth

Milestone on WIIT's path for FUTURE GROWTH



Our M&A Journey

Adelante

Presence in Tuscany (Luxury district). 70% potential synergies achieved. Upselling WIIT Biz critical services on existing customers in progress. Expansion of service portfolio

Etæria & Ædera

Strong presence in Piedmont and Emilia-Romagna. High quality client portfolio. Proprietary technological platform that integrates the technological document asset already owned by WIIT

myLoc

Düsseldorf-based, develops Colocation, Private&Public Cloud and Managed hosting services. Strong regional market position in mid-west Germany.

ERPTEch

leading Italian company in IT outsourcing services of SAP systems, of which it holds 4 certifications,

Lansol

Managed Hybrid Cloud provider with proprietary data centers in Limburgerhof and focus on PaaS services

2015

2018

2019

2020

2021

2022

2023

Visiant

Acquisition of Private Cloud datacenters (2) of Visiant with a long term partnership. Strong synergies achieved (DC shutdown+migration in WIIT facilities)

Matika

Presence in Veneto (Discrete/Process M. district). Very good upselling potential on Matika customer base and expansion of service portfolio

Mivitec GmbH

Acquired by myLoc, Mivitec is a managed services provider (MSP) holding three data centers. It is based in Munich and operates mainly in Bavaria

R42 GmbH

Acquired by WIIT, R42 controls Boreus, an hybrid Cloud provider for mission critical apps with two data centers in Stralsund and Gecko, a mission critical DevOps provider holding in Rostock

Global Access

Acquired by myLoc, GLOBAL is active in private cloud and managed services since 1996 with revenues consisting almost in recurring revenues from services provided to "digital player" in Munich area



M&A STRATEGY: EUROPE IS OUR HOME

Profile

- I. Cloud players with a **business model comparable** to WIIT and multiannual contracts schemes
- II. IT players which can be considered part of the current WIIT Value Chain (for instance Datacenter, Cloud IaaS), have a client base suitable to an up-selling strategy and possibly multiannual contracts
- III. Strong tech capabilities to facilitate growth of talents (HR) and value added services

EUROPE
(DE, ITA, FR, CH, NORDICS)

Market share + Growth boost + Synergies



**LAN SOL is a
perfect
pairing...**



LAN SOL deal at a glance



WIIT
THE PREMIUM CLOUD

Highlights

LANSOL is the leading provider in Germany for PAAS (Platform As A Service) solutions for the tax & accounting industry and other verticals, in line with the high added-value proposition already present in Italy



LIMBURGERHOF
(Frankfurt/Stuttgart area)



6,6 M€ 2022 Revenues
2 M€ 2022 EBITDA (30%)
1,6 M€ 2022 EBIT (24%)
15% CAGR (2019-2022)



98% recurring revenues
Contract > 36 months
+ 600 clients



24 Employees



PAAS Offering
FOCUS ON VERTICALS
MULTIPLIER/INDIRECT CHANNEL



Reasons Why

EXPANSION/ CONSOLIDATION IN GERMANY

This acquisition constitutes an opportunity of further consolidation of the German market on all the possible dimensions: from revenues and profitability to human skills and geographical positioning in a very reach district in terms of opportunities

BUSINESS MODEL / GO TO MARKET

LANSOL will open a new way to approach the German market (ISVs and indirect channel in general) as Etaeria did in Italy in 2019...perfect match for WIIT search...

STILL ATTRACTIVE MULTIPLE

The multiple used for EV calculation is a little bit higher than our usual average but still very attractive, especially post cost synergies and considering that LANSOL is a PAAS provider, namely a company already with high value services

COST SYNERGIES

Strong synergies expected also in this acquisition



Synergies

Cost Synergies



Data center
Consolidation



Lay-offs



Strong
efficiencies on
purchase costs

1M
(per year)

Other Synergies



Skills



Channel/ISVs
model in Germany

Business Model

Structure & Financing



The deal will be finalized using the Company liquidity without any new debt or capital increase



WIIT will acquire 100% of the company through the 100% owned myLoc.





GLOBAL ACCESS deal at a glance

WIIT
THE PREMIUM CLOUD

In a nutshell

WIIT, through its 100% owned subsidiary, acquires **GLOBAL ACCESS** for approximately 8M euro of Equity Value corresponding to an implicit multiple of 7,3 – 7,6 x 2022 EBITDA ADJ, before expected yearly synergies of 1M euro



GLOBAL ACCESS

Private Cloud and
Managed Service
in Munich

4 M€ 2022 Revenues
1 M€ 2022 EBITDA ADJ (25%)
0,9 M€ 2022 EBIT ADJ (22%)

1M expected yearly synergies



WIIT

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Highlights

GLOBAL is active in private cloud and managed services since 1996 with revenues consisting almost in recurring revenues from services provided to “digital player” in Munich area



MUNICH



4 M€ 2022 Revenues
1 M€ 2022 EBITDA ADJ (25%)
0,9 M€ 2022 EBIT ADJ (22%)
1M expected yearly synergies



90% recurring revenues
Contract > 36 months
+ 50 clients



Strengthened position on MUNICH
Focus on Managed Services
Cost synergies



9 Employees



REASONS WHY

EXPANSION/ CONSOLIDATION IN GERMANY

This acquisition constitutes an opportunity of further consolidation of the German market on all the possible dimensions: from revenues and profitability to human skills and geographical positioning in a very reach district in terms of opportunities

BUSINESS MODEL / GO TO MARKET

GLOBAL is perfectly in line with WIIT model and it strengthen, in particular, our Managed Services capabilities

VERY ATTRACTIVE MULTIPLE

The multiple used for EV calculation is very attractive in every possible scenario. Depending by the 2022 results it can vary from 7,3 to a maximum of 7,6 x EBITDA 2022

COST SYNERGIES

Strong synergies expected also in this acquisition = 1M per year



SYNERGIES

Cost Synergies



Data center
Consolidation



Lay-offs



Strong
efficiencies on
purchase costs

1M
(per year)

Other Synergies



Skills



Munich Team



Local Leadership

STRUCTURE & FINANCING



The deal will be finalized using the Company liquidity without any new debt or capital increase



WIIT will acquire 100% of the company through the 100% owned myLoc.

Financial boost in target companies

Application

Software license as a Service

Platform

- Managed services, DR/BC, Cybersecurity
- Application Platform availability

Data Center

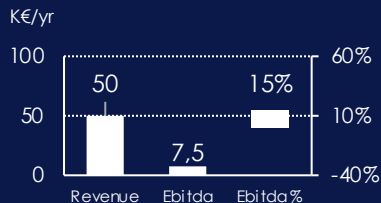
Data center, infrastructure tech, network

SERVICES

IaaS Provider

IAAS CLOUD

Leverage WIIT Cloud model to scale up financials of acquired Co.



FROM AN
AVG. CLIENT SIZE

WIIT
Digital Process Applications

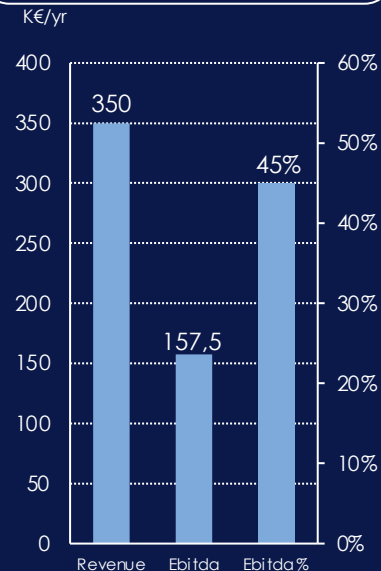
WIIT
Managed Services, Cybersec, DR/BC

WIIT
Application platform availability

WIIT
Technology Layer (Tier IV + Tech Assets)

PAAS CLOUD

WIIT average
top 20's client size
900 K€/yr



TO AN
AVG. CLIENT SIZE

Financials

FY2022 Results

WIIT

THE PREMIUM CLOUD

FY2022 RESULTS HIGHLIGHTS

Persistent growth in sales (+54.1%), due to organic growth, contracts extension, acquisition of new customers and to the contribution of German and Italian companies acquired during 2021 and 2022

- Consolidated Adjusted Revenue of 118.8 M€ (77.1 M€ in 2021) +54.1% compared to 2021 thanks to the organic growth, contracts extension, the acquisition of new customers, cross selling of customers and Gecko, Boreus, Lansol and ERPtech contribution;
- Consolidated Adjusted EBITDA of 42.2 M€ (29.5 M€ in 2021) +43.0% compared to 2021, thanks to the concentration in Cloud services, the level of optimisation achieved in the organisation of processes and operational services, cost synergies and the continuous improvement of the margin of the acquired companies which partially mitigated the inflationary effect on costs and energy growth; margin on revenues at 35.5% in 2022 (36.9% in 4Q22);
- Consolidated Adjusted EBIT of 23.2 M€ (15.5 M€ in 2021) +50.0% compared to 2021 with a margin on revenue at 19.5% and a significant increase of amortization of 5.0M€, referred to the previous year (18.9 M€ in 2022 compared to 14.0 M€ in 2021); margin on revenues at 19.5% in 2022 (23.4% in 4Q22)
- Adjusted Net profit of 12.5 M€ , +34.9% compared to 2021 (9.3 M€ in 2021);
- Adjusted Net Financial Position (including IFRS 16 impact for approx. 10.3 M€): debt of 183 M€ (140.6 M€ at December 31, 2021); the amount includes, in particular: ERPTech acquisition for 2.8 M€, Lansol acquisition for 18.1 M€, new investments in Capex for 28.2 M€, payment of dividends for 8.4 M€ and Treasury Shares Buy Back of 7.6 M€. The value doesn't include the valuation of treasury shares in portfolio quantified in approximately 28.0 M€ at market value as at December 31, 2022.
- The results as at 31 December 2022 take into account the merger by incorporation of Adelante S.r.l., Matika S.p.A. and Etaeria S.p.A. in WIIT, which had legal effect from 1 August 2022 and accounting and tax effects from 1 January 2022.
- During 2022 the energy cost is 8.8 M€ (4.5 M€ in 2021) mostly referred to the German companies;
- Financial charges in 2022 principally concerned to the effects of interest on the bond loan for 4 M€;



Financial Highlights

FY2022

VS

FY2021

+54.1%

Revenues

118.8 M€ vs 77.1 M€ in 2021

+43.0%

Ebitda Adjusted

42.2 M€ vs 29.5 M€ in 2021

EBITDA margin Adj. of 35.5%

+50.0%

Ebit Adjusted

23.2 M€ vs 15.5 M€ in 2021

Ebit margin Adj. of 19.5%

+34.9%

Net Profit Adjusted

12.5 M€ vs 9.3 M€ in 2021

183 M€

Net debt (including IFRS16)

140.6 M€ at December 31, 2021

W

Recurring | 77.0% Wiit
77.0% Group

One Off | 23.0% Wiit
23.0% Group

**Revenues
breakdown
FY2022**



+54.1% Revenues Adjusted

118.8 M€ vs 77.1 M€ in FY2021

- Constantly growing market;
- Increase driven by organic growth, characterised by the development of higher value-added services, increasing cross-selling to customers of acquired companies and the entry of new customers;
- Organic growth:
 - Italy +4% (increasing of Core Revenues + 13%)
 - Germany +11% (MyLoc with Mivitec merged +13%)
- The contribution of the companies acquired in 2021 and 2022 was Euro 31.8 million related to Gecko and Boreus and their subsidiaries, Euro 2.5 million related to Lansol and Euro 5.9 million related to ERPTEch.

Financial Highlights

FY2022

VS

FY2021

(*) ERPTEch is a company whose acquisition was completed on March 31, 2022.
Lansol is a company whose acquisition was completed on September 9, 2022.

+43.0%

Ebitda Adjusted*
42.2 M€ vs 29.5 M€ in FY2021
EBITDA margin Adj. of 35.5%

- Concentration on Cloud services, optimized processes and operating services organization;
- Adjusted Operating Costs of approximately Euro 46.8 million with an increase of Euro 15.4 million compared to 2021. This change is attributable to the increase in electricity costs, particularly in Germany, more than doubled compared to 2021, to the marketing and communication costs to support growth, as well as the end of 2021 and 2022 M&A effects;
- Personnel costs of approximately Euro 29.7 million with an increase of Euro 13.5 million compared to 2021. This change is mainly attributable to the new scope of consolidation, particularly in Germany.
- The Group cost of electricity in 2022 was Euro 8.8 million, less than double compared to Euro 4.5 million of 2021, most of which was attributable to the German region.
- WIIT Group's margin impacted by higher electricity costs, margin improvement of the acquired companies continued thanks to the concentration in Cloud services, the level of optimisation achieved in the organisation of operational processes and services, and cost synergies.
 - Italy 37.5%
 - Germany 33.6%

*The Adjustment refers to 1.0 M€ of costs relating to stock option and stock grant plans, for 0.8 M€ to the M&A transactions and for 0.2 M€ to personnel reorganisation.

Financial Highlights

FY2022

VS

FY2021



+50.0%

Ebit Adjusted*

23.2 M€ vs 15.5 M€ in FY2021

Ebit margin Adj. of 19.5%

*The Adjustment refers to the Purchase Price Allocation of the acquisition for 4.6 M€ and it includes the variations for EBITDA Adjustment too.

Financial Highlights

FY2022

VS

FY2021

+34.9%

Net Profit Adjusted*

12.5 M€ vs 9.3 M€ in FY2021

*The Adjusted consolidated net profit excludes the effects from M&A's for 0.8 M€, costs for the stock options and stock grant plans of 1.0 M€, amortization and depreciation from the Purchase Price Allocation regarding the acquisitions for 4.6 M€, income from the difference between the estimated price to acquire the equity investments and the actual price paid for Mivitec GmbH of 0.4 M€ and net of the tax effects of the above. Financial charges in 2022 principally concerned the effects of interest on the bond loan for 4 M€.



183 M€

Net debt

140.6 M€ at December 31, 2021

144,7 M€ Net Debt Adj (Including Treasury Shares Value and excluding IFRS16 Impact)

Financial Highlights

FY2022

VS

FY2021

- Acquisition of ERPTech for 2.8 M€ and LANSOL for 18.1 M€;
- Strong operating cash flow generation of 30.5 M€;
- Treasury Shares Buy Back of 7.6 M€ ;
- Payment of Earnout and Minorities for 5.6 M€ ;
- The treasury shares value (approx. 28 M€ at mark to market value at December 31, 2022) is not included in the cash accounting;
- Release of investment activities for 28.2 M€ to support acquisitions without increasing debt;
- Payment of dividends for 8.4 M€ ;
- IFRS16 effect of -10.3 M€ in FY2022 (-10.7 M€ at December 2021);
- WIIT Group is not exposed to the risk of rising interest rates debt almost entirely related to the Euro 150m fixed-rate bond at 2.375%.





WIIT €150m Senior Unsecured Bond

WIIT
THE PREMIUM CLOUD

Key Terms of the Bond (1/2)

Issuer	<ul style="list-style-type: none">• WIIT S.p.A.
Ranking	<ul style="list-style-type: none">• Senior Unsecured
Amount	<ul style="list-style-type: none">• €150m
Use of Proceeds	<ul style="list-style-type: none">• Support the external growth strategy / Refinancing of existing debt / General corporate purposes
Rating	<ul style="list-style-type: none">• Unrated
Maturity	<ul style="list-style-type: none">• 5 years, 7th October 2026
Coupon	<ul style="list-style-type: none">• 2.375% annual payment in arrear on 7th October each year
Issue Price	<ul style="list-style-type: none">• 100% of the nominal value
Covenants	<ul style="list-style-type: none">• The Group can incur any additional Indebtedness as long as the Consolidated Net Leverage Ratio* is lower than:<ul style="list-style-type: none">• 4:1 at 31st December each year (Current ratio)• 5:1 at 31st December each year (Spike in case of M&A with EV > €50m)
Listing and Placement	<ul style="list-style-type: none">• MOT of Borsa Italiana and Regulated Market of Euronext Dublin
Denomination	<ul style="list-style-type: none">• €1,000

* Means, for any Relevant Period, the ratio of the Net Consolidated Financial Position of Operations of the Group for such period to the Consolidated Adjusted EBITDA of the Group for such period



Key Terms of the Bond (2/2)

Early Redemption	<ul style="list-style-type: none">• The Issuer may, at any time on or after 7th October 2023 redeem the outstanding Notes in whole or in part at the following redemption prices (expressed as a percentage of the principal amount of the Notes on the date fixed for redemption), plus accrued and unpaid interest to the relevant redemption date:<ul style="list-style-type: none">• From the 7th October 2023 to 6th October 2024: principal amount of the Notes outstanding on the date fixed for redemption plus 50% of the Rate of Interest• From the 7th October 2024 to 6th October 2025: principal amount of the Notes outstanding on the date fixed for redemption plus 25% of the Rate of Interest• From the 7th October 2025 to 6th October 2026: principal amount of the Notes outstanding on the date fixed for redemption
Events of Default	<ul style="list-style-type: none">• Non-payment, Breach of other obligations, Cross-default of the Issuer or a Material Subsidiary, Security enforced, Insolvency proceedings, Composition with creditors, Winding up, Illegality, Cessation of business, Analogous event, Delisting of the Notes
Negative Pledge	<ul style="list-style-type: none">• The Conditions contain a negative pledge pursuant to which the Issuer will not create or have outstanding, and will ensure that none of its material subsidiaries will create or have outstanding, any mortgage, charge, lien, pledge or other encumbrance or security interest (each a "Security Interest"), upon the whole or any part of its present or future business, undertaking, assets or revenues (including any uncalled capital) to secure any capital markets indebtedness or to secure any guarantee or indemnity in respect of any capital markets indebtedness*, without first securing the Notes equally

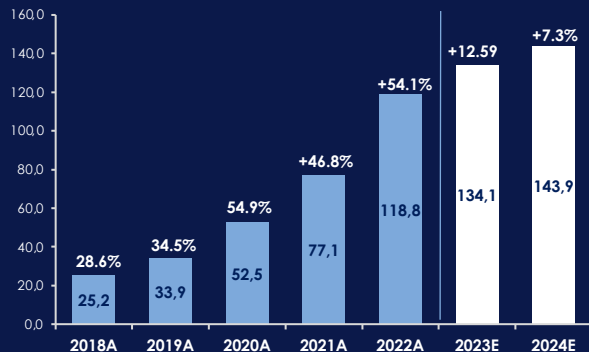
* Means any present and future indebtedness (whether being principal, interest or other amounts) in the form of, or evidenced or represented by, bonds, notes, debentures or other similar debt instruments which are, or are of a type (and with terms of a type), customarily quoted, listed or traded on any regulated or unregulated stock exchange, over-the-counter or other securities market



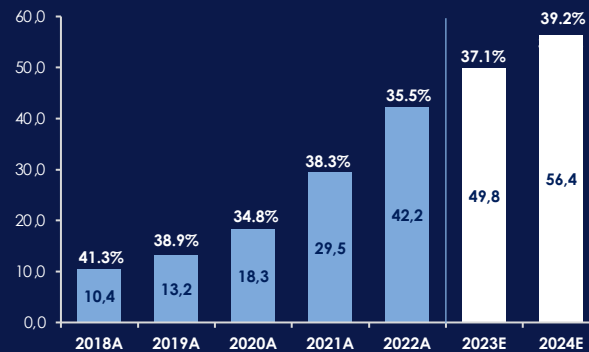
Group Annual Economic Results 2018-2024E

(Y22 - Y23 and Y24 Estimate by Analysts Consensus)

SALES (M€)



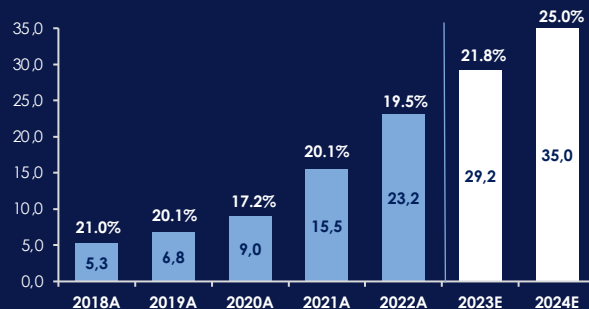
EBITDA Adj (M€) and MARGIN %



Buyer recommendations

Target Price	
Intesa Sanpaolo	30,0 €
Exane BNP	23,0€ - 30,0€
Intermonte	27,0 €
Equita	26,0 €

EBIT Adj (M€) and MARGIN %



NET PROFIT Adj * (M€) and MARGIN %



(E) Average of Analysts Consensus for 2023-24 (source: Intesa Sanpaolo, Equita, Intermonte SIM and Exane BNP Paribas, March 2023)

(*) 2019 and 2020 Adj. Net Profit exclude the Patent Box benefit.



Sustainability beyond Cloud



WIIT

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WIIT's ESG journey and ambition

We **integrate sustainability** into our **daily business**

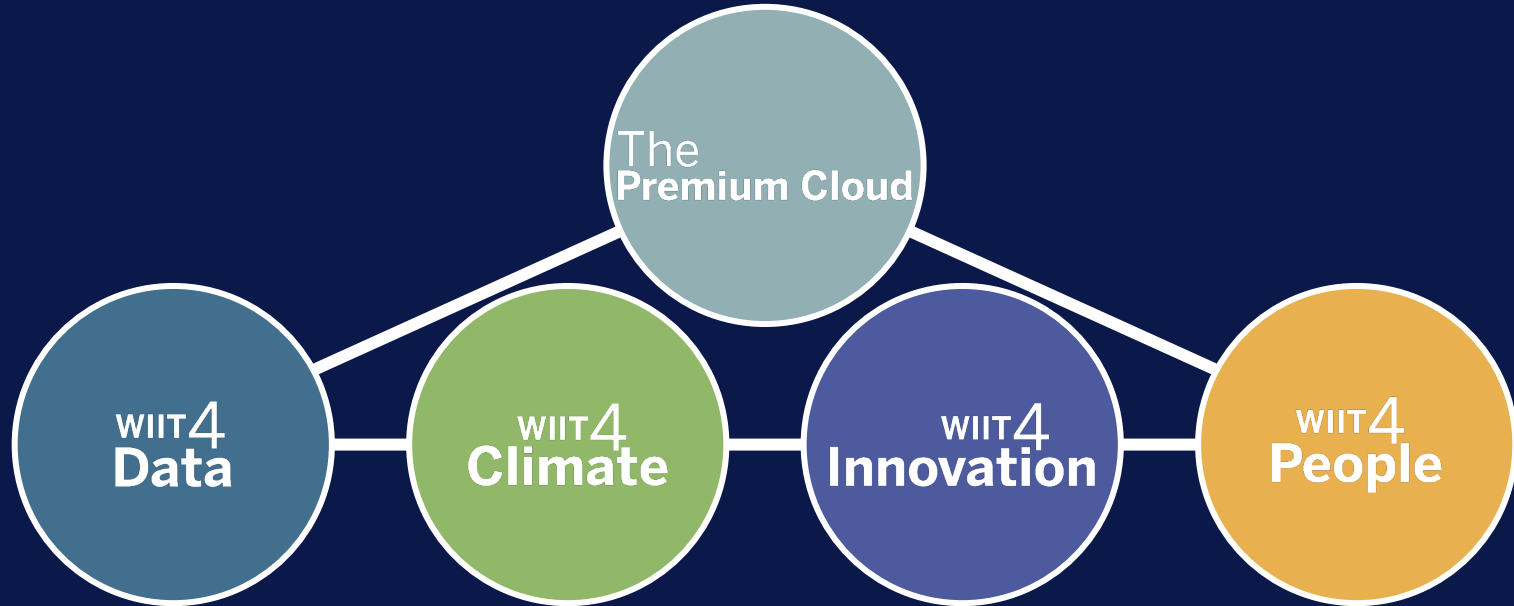
We started our ESG journey **voluntarily and with a structured approach** nearly 3 years ago

Since 2019, we have been publishing our Sustainability Report, promoting stakeholder engagement activities and measuring ourselves on formalized goals to be **achieved by 2030, in line with the United Nations 2030 Agenda.**



ESG framework: 5 pillars and 9 material topics

Responsible Growth
Responsible Governance



Cybersecurity
Data resiliency

Cloud carbon
positivity
Technology for
Climate

Innovation as
a Service

Key people
attraction and
retention
WIIT Academy

ESG Policy: our values and commitments

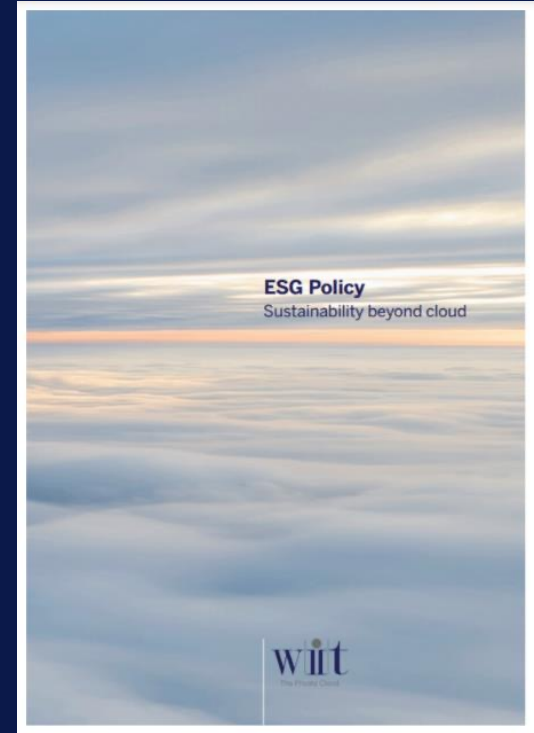
Our ESG Policy is a **key element** in the process of integrating sustainability into the Group's business.

It sets out the **5 values** that guide what we do, the way we do it and that represent us not only as a company, but also as individuals.



It lists the **commitments** that we intend to pursue to put sustainability at the heart of our growth process.

*"Sustainability cannot remain only a good intention: we intend to translate it into a **shared commitment** to achieve ambitious goals that will elevate us above the clouds"*



ESG Governance: roles and responsibilities

WIIT S.p.A. has put in place a **governance structure** which ensures sustainability at various levels of its organization. The Model relies on the following roles and corporate bodies:

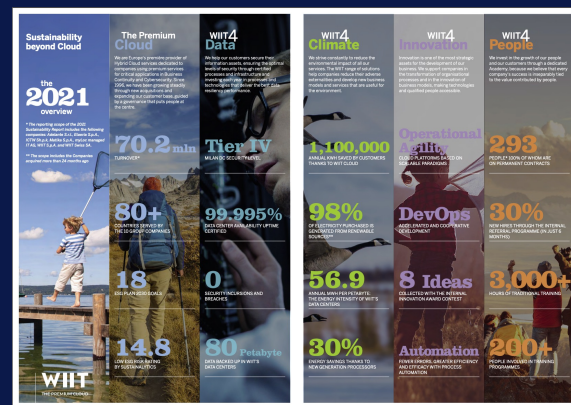
- **ESG Board Member**
- **ESG Committee**
- **Sustainability Manager**
- **ESG Ambassador**

*"The pandemic has made the importance of **building a solid and long-lasting business model** even more evident. We are convinced that **integrating sustainability** is an indispensable competitive factor and a prerogative for a company that intends to operate responsibly and for the long term"*



The 2021 edition of our Sustainability Report

- All 2030 initiatives in progress
- Some 2025 goals already achieved
- Continuous engagement of our stakeholders' community («Key Opinion Leaders»)



ESG Risk Rating: a low exposure to sustainability risks (1/2)

#43 out of 929
Industry group
Software & Services

#1.118 out of 14.462
Global Universe

14.8

Updated Oct 12, 2021

Low Risk



SUSTAINALYTICS

a Morningstar company

ESG
INDUSTRY
TOP RATED



ESG Risk Rating: a low exposure to sustainability risks (2/2)

In 2021, WIIT has participated to the **Integrated Governance Index survey**, receiving the “**ESG Identity Label**” that rewards the clear commitment of the **top Italian companies** in the areas of sustainability awareness and responsible governance



Through one of its strategic investors, WIIT has been rated over the last 3 years by **Gaia Rating**, an independent extra-financial French research agency, consistently improving its ESG effectiveness



ESG risks: Risk Management integration

In 2020 we have integrated the Group's Risk Management Framework with a new focus on **ESG risks**

The current Risk Management Framework includes:

- **57 risks**

of which:

- **34 are ESG Risks**

The activity was carried out in line with the guideline "**Enterprise Risk Management: Applying enterprise risk management to ESG related risks**", which was created in October 2018 by the collaboration between the WBCSD and COSO to systemize the ERM framework with ESG risks.



Stakeholder Engagement: listening is at the heart of our ESG strategy

Since we began our ESG journey, we have put our stakeholders at the center: we are aware that in order to better integrate sustainability it is necessary to **listen to and take into account the instances of our main stakeholders.**

Stakeholder Day 2020

Topics that matter

When: January 15, 2020

Who: 15 external stakeholders

What: sharing 18 relevant ESG issues

Result: 9 priority ESG topics

Stakeholder Day 2021

ESG Plan 2030

When: February 16, 2021

Who: 15 external stakeholders

What: sharing of the ESG Plan 2030

Result: 18 ESG targets

Key Opinion Leaders 2022

Outlook from key knowledge leaders

When: February 2022

Who: 4 external Key Opinion Leaders shared a privileged view of the relevant scenario for the 4 thematic pillars of our strategy

Result: reviewed outlook on the future



The Premium Cloud: goals 2030

ESG Plan 2030

The Premium Cloud					
2030 target		2021		2025 target	2030 target
Women on the Board of Directors	45% of the Board of Directors of WIIT S.p.A. is composed of women	3 out of 9 WIIT Board members are women	33%	30% ✓	45%
Women in Senior Management	30% of the Senior Management of WIIT S.p.A. is made up of women	2 out of 8 Senior Managers are women	25%	20% ✓	30%
ESG goals in Senior Management MBOs	100% of Senior Management with at least 1 ESG goal in their MBOs	5 out of 8 Senior Managers have one ESG goal in their MBOs	63%	50% ✓	100%



WIIT 4 Data: goals 2030

ESG Plan 2030

WIIT4Data					
2030 target		2021		2025 target	2030 target
Security Assessment	100% of Top50 customers with cybersecurity assessments according to the WIIT Security Universe (WSU) model	An increasing sensitivity among a portion of Top50 customers to identify their own cybersecurity posture was seen in 2021	20%	70%	100%
Fault-tolerant IT infrastructures	1,500 kW of certified fault-tolerant (TIER-IV) IT infrastructure	The construction of the second DC in Milan has been awarded Uptime TIER IV Design certification	300 kW	1,000 kW	1,500 kW
TIER IV coverage in WIIT Countries	75% of Countries with Cloud Facilities covered by at least one TIER IV Data Centre within 2 years of corporate acquisitions	In addition to Italy, the construction of the first TIER IV in Germany is planned by the end of 2022-early 2023	50%	n.a.	75%



WIIT 4 Climate: goals 2030

ESG Plan 2030

WIIT4Climate					
2030 target		2021		2025 target	2030 target
Energy intensity	50% reduction in energy consumption for data storage in the Group's data centres	Today WIIT consumes 56.9 MWh per petabyte of data stored in its data centres	-34%	-20% ✓	-50%
Green energy towards 0 emissions	100% of electricity purchased produced from renewable sources to reduce the Group's indirect emissions to zero (scope 2)*	Among the companies present in the group for more than 24 months, only ICT Watchers does not use energy from renewable sources	97.82%	70% ✓	100%
Green corporate fleet	70% of the company car fleet consists of hybrid/electric cars	Of 67 company cars, 4 are hybrids	6%	30%	70%
Second life of IT assets	80% of replacement technology materials for high schools and academic and social institutions	During 2021, high-tech equipment not readily available to schools or charities was replaced	0%	25%	80%

* Applicable to the new companies of the group after 24 months from the acquisition

WIIT 4 Innovation: goals 2030

ESG Plan 2030

WIIT4Innovation					
2030 target		2021		2025 target	2030 target
Process automation	Launch of new automated processes dedicated to accelerating our customers' time-to-market	WIIT extended myLoc's automation platform to improve the responsiveness of Channel Services management	1	6	15
Co-innovation	More than 100 among companies, suppliers, start-ups, students, institutions and academics involved in co-innovation initiatives (e.g. hackathons or coding contests) to stimulate the search for innovative solutions in the field of Cloud services	WIIT involved a major international law firm and a leading kitchen manufacturer in two co-innovation projects. The two projects were submitted on 21 June 2021 and were selected as finalists for the Digital 360 Award for Innovation	2	40	>100
Digitalisation of Non-Profits	1% of annual revenue allocated to digital services for non-profit organisations	WIIT began to collaborate with ITS Rizzoli of Milan, where it carried out cybersecurity training activities	<0.02%	0.5%	1%
Scientific research	Funding of at least 10 scientific research initiatives in the Digital/Cloud area	During 2021, WIIT contributed to the financing of the activities of the Monitoring Centres of the Polytechnic University of Milan	1	3	10

WIIT 4 People: goals 2030

WIIT4People					
2030 target		2021		2025 target	2030 target
Upskilling and Reskilling	100 people to participate in a multi-year mini-master's degree course organised by WIIT Academy aimed at upskilling and reskilling in technical and managerial fields	During 2021, 3 mini-master's degree courses were launched for specific categories of employees (executives, managers and team leaders and sales delivery personnel), for a total of 46 people involved who will achieve a certification in 2022/2023	0	30	100
Knowledge Intensity	20% of technical personnel to obtain at least one technical-specialist certification each year (ITIL, PMP, SAP, Microsoft, etc.)	By 2021, 10% of technical personnel have earned at least one technical-speciality certification	10%	15%	20%
ESG co-creation	Implementation of at least 1 ESG project per year proposed by employees and funded by the WIIT	In 2021, the WIIT Innovation Award was held, with the collection of a series of ideas suggested by employees also in the ESG area, implementation of which will be assessed during 2022	0	4	10
Job Path* * Procedure to be applied for paths within the Group within 24 months of acquisition of the Company	100% of the employees of the Group's Companies on a Job Path for internal growth after 24 months from acquisition	During 2021, the Job Path was extended to all employees of the Italian companies of the WIIT Group, with the possibility of intra-group growth	61%	75%	100%

* Procedure to be applied for paths in the Group within 24 months of acquisition of the company



ir@wiit.cloud
wiit.cloud

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