A European Serial Acquirer in Cloud. Capital Allocation at its Best.

Investor Presentation: Q3 & 9M 2026 Results

05 November 2026

Q3 2026 Highlights

40.2 M€

Revenue Adjusted

Broadly In line *with Q3 2025 (40.4 M€)*

34.2 M€ +0.2%

ARR**

vs Q3 2025 (34.1 M€)

91.1% of Tot. Revenue (ex Gecko)

High revenue visibility and predictability

17.4 M€

Adj EBITDA

+7.9% *vs Q3 2025 (16.2 M€)*

Margin 43.4%

+340 bps *vs Q3 2025 (40.0%)*

9.7 M€

Adj EBIT

+21.9% *vs Q3 2025 (7.9 M€)*

Margin 24.1%

+450 bps *vs Q3 2025 (19.6%)*

Italy Adj margins

58.5%

Adj EBITDA margin

+350 bps vs 55.0%

30.4%

Adj EBIT margin

+660 bps vs 23.8%

Margin expansion in every country in Q3. Adj EBITDA margin Germany 37.8% (+350 bps), WIIT AG exc. Gecko 40.6% (+390 bps), Switzerland 20.4% (+130 bps)

-232.6 M€

9M 2026 Net Debt (reported)

+16.3 M€ vs 30 June 2026 (-248.9 M€) significant cash generation

**ARR: revenues reported related to Q3 2026 from recurring services of companies operating in the Cloud and Cyber Security market in Italy (WIIT S.p.A.), Germany (WIIT AG, M&P, exc. Gecko) and Switzerland (Econis AG)

Key Figures by Country Q3 2026

Germany = WIIT AG + Gecko

Italy

ARR*
14.6 M€
92.4% of tot. Revenues
+6.0% vs Q3 2025

ADJ. EBITDA
8.4 M€
58.5% EBITDA Margin
Vs 55.0% (+350 bps)

ADJ. EBIT
4.4 M€
30.4% EBIT Margin
Vs 23.8% (+660 bps)

Germany = WIIT AG + Gecko

Germany

ARR*
16.5 M€
93.4% of Rev. ex Gecko
-4.1% vs Q3 2025

ADJ. EBITDA
8.2 M€
37.8% EBITDA Margin
Vs 34.3% (+350 bps)

ADJ. EBIT
4.9 M€
22.6% EBIT Margin
Vs 19.6% (+300 bps)

WIIT AG

of which Germany

ARR*
16.5 M€
93.4% of tot. Revenues
-4.1% vs Q3 2025

ADJ. EBITDA
6.9 M€
40.6% EBITDA Margin
Vs 36.7% (+390 bps)

ADJ. EBIT
3.7 M€
21.8% EBIT Margin
Vs 18.8% (+300 bps)

Gecko

of which Germany

ARR*
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ADJ. EBITDA
1.3 M€
27.6% EBITDA Margin
Vs 25.2% (+240 bps)

ADJ. EBIT
1.2 M€
25.3% EBIT Margin
Vs 22.6% (+270bps)

Swiss

ARR*
3.1 M€
75.6% of tot. Revenues
-1.0% vs Q3 2025

ADJ. EBITDA
0.8 M€
20.4% EBITDA Margin
Vs 19.1% (+130 bps)

ADJ. EBIT
0.4 M€
9.5% EBIT Margin
Vs 5.7% (+380 bps)

Group TOTAL

ARR*
34.2 M€
91.1% of tot. Revenues
+0.2% vs Q3 2025

ADJ. EBITDA
17.4 M€
43.4% EBITDA Margin
Vs 40.0% (+340 bps)

ADJ. EBIT
9.7 M€
24.1% EBIT Margin
Vs 19.6% (+450 bps)

Margins expand in every country in Q3, led by Italy with an Adj EBITDA margin of 58.5% (+350 bps) and WIIT AG at 40.6% (+390 bps), while Germany is still absorbing the extraordinary churn

**ARR: revenues reported related to Q3 2026 from recurring services of companies operating in the Cloud and Cyber Security market in Italy (WIIT S.p.A.), Germany (WIIT AG, M&P, exc. Gecko) and Switzerland (Econis AG).*
Q3 2025 figures are not affected by the one-time positive effect of approximately Euro 2 million recognised in Germany in 9M 2025. Q3 2026 Adjusted Revenues by country calculated as the difference between 9M 2026 and H1 2026.

Financial Highlights 9M 2026

122.0 M€

Revenue Adjusted

-2.9% *vs 9M 2025 (125.7 M€)*
-1.4%* *vs 9M 2025 (123.7 M€ ex. 2.0 M€ one-time)*

102.9 M€ +0.6%

ARR**

vs 9M 2025 (102.3 M€)

91.6% of Tot. Revenue (ex Gecko)

High revenue visibility and predictability

51.7 M€

Adj EBITDA

+1.5% *vs 9M 2025 (50.9 M€)*
+5.6%* *vs 9M 2025 (48.9 M€ ex. 2.0 M€ one-time)*

Margin 42.4%

28.1 M€

Adj EBIT

+6.3% *vs 9M 2025 (26.4 M€)*
+15.0%* *vs 9M 2025 (24.4 M€ ex. 2.0 M€ one-time)*

Margin 23.0%

11.1 M€

Adj Net Profit

vs 14.1 M€ in 9M 2025 (12.1 M€ comparable)*

Net financial expenses at -11.6 M€, up 5.2 M€ YoY, mainly due to:

- ***interest on the 215 M€ bond issued in October 2025***
- ***mark-to-market of financial investments (-1.2 M€)***

-186.2 M€

Adj Net Debt***

vs 156.2 M€ at 31 December 2025

****** Excludes the IFRS 16 effect of 15.2 M€ (12.4 M€ at FY2025) and includes treasury shares at market value of 31.2 M€ at 30 September 2026 (56.1 M€ at 31 December 2025).***

The lower number of treasury shares mainly reflects the cancellation of 1,680,000 shares in May 2026

*** The comparison with 9M 2025 is affected by the recognition, in the comparative period, of a one-time positive effect of approximately Euro 2 million in Germany, resulting from the absence of the obligation to pay a variable component of the additional consideration established in connection with a previous acquisition in Germany.**

**ARR: revenues reported related to 9M 2026 from recurring services of companies operating in the Cloud and Cyber Security market in Italy (WIIT S.p.A.), Germany (WIIT AG, M&P, exc. Gecko) and Switzerland (Econis AG)

Key Figures by Country 9M 2026

Germany = WIIT AG + Gecko

Italy

ARR*
43.6 M€
91.6% of tot. Revenues
+6.5% vs 9M 2025

ADJ. EBITDA
25.0 M€
56.0% EBITDA Margin
Vs 54.0% in 9M 2025

ADJ. EBIT
12.6 M€
28.3% EBIT Margin
Vs 22.6% in 9M 2025

Germany

ARR*
49.7 M€
94.5% of Rev. ex Gecko
-3.7% vs 9M 2025

ADJ. EBITDA
24.2 M€
37.2% EBITDA Margin
*Vs 37.7% (35.8%**) in 9M 2025*

ADJ. EBIT
14.4 M€
22.1% EBIT Margin
*Vs 24.0% (21.7%**) in 9M 2025*

= WIIT AG *of which Germany*

ARR*
49.7 M€
94.5% of tot. Revenues
-3.7% vs 9M 2025

ADJ. EBITDA
20.4 M€
39.6% EBITDA Margin
*Vs 40.4% (38.1%**) in 9M 2025*

ADJ. EBIT
11.0 M€
21.3% EBIT Margin
*Vs 24.1% (21.2%**) in 9M 2025*

+ Gecko *of which Germany*

ARR*
——

ADJ. EBITDA
3.8 M€
27.9% EBITDA Margin
Vs 26.3% in 9M 2025

ADJ. EBIT
3.4 M€
25.2% EBIT Margin
Vs 23.4% in 9M 2025

Swiss

ARR*
9.6 M€
78.8% of tot. Revenues
-1.5% vs 9M 2025

ADJ. EBITDA
2.4 M€
19.9% EBITDA Margin
Vs 14.9% in 9M 2025

ADJ. EBIT
1.0 M€
8.2% EBIT Margin
Vs 3.1% in 9M 2025

Group TOTAL

Adj. Revenues 122.0 M€

ARR*
102.9 M€
91.6% of tot. Revenues
+0.6% vs 9M 2025

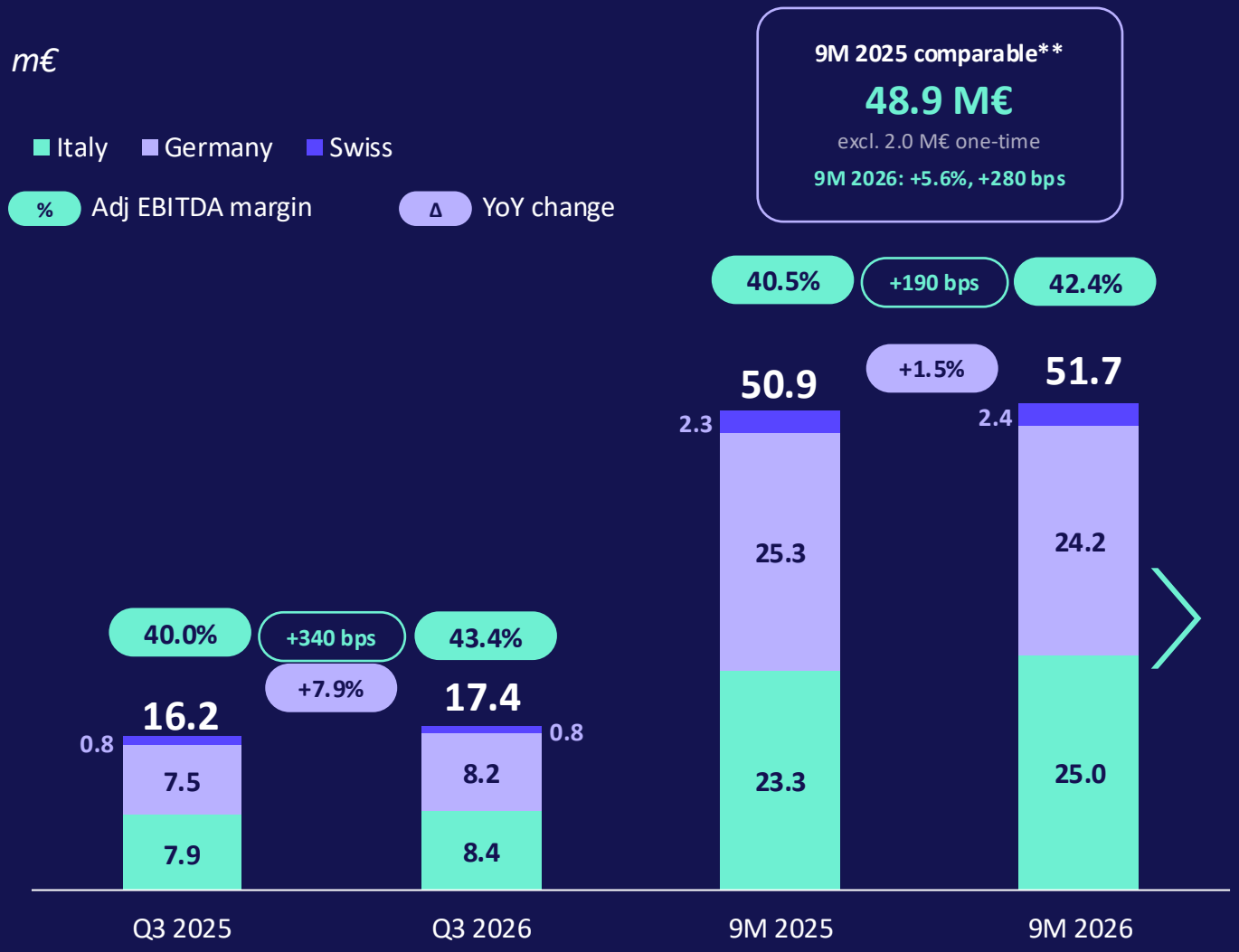
ADJ. EBITDA
51.7 M€
42.4% EBITDA Margin
*Vs 40.5% (39.6%**)*

ADJ. EBIT
28.1 M€
23.0% EBIT Margin
*Vs 21.0% (19.7%**)*

Italy confirms steady recurring growth and the highest margins in the Group, while WIIT AG improves margins on a comparable basis

*ARR: revenues reported related to 9M 2026 from recurring services of companies operating in the Cloud and Cyber Security market in Italy (WIIT S.p.A.), Germany (WIIT AG, M&P, exc. Gecko) and Switzerland (Econis AG).
** The comparison with 9M 2025 is affected by the recognition, in the comparative period, of a one-time positive effect of approximately Euro 2 million in Germany, resulting from the absence of the obligation to pay a variable component of the additional consideration established in connection with a previous acquisition in Germany.*

Adj EBITDA*: Q3 margin at 43.4% +340 bps vs Q3 2025



Q3 2026 Group Adj EBITDA margin at 43.4%, +340 bps vs Q3 2025

9M 2026 margin at 42.4%, +190 bps reported and +280 bps on a comparable basis**

Italy

Q3: 8.4 M€ (+6.7%), margin 58.5% vs 55.0% (+350 bps)

9M: 25.0 M€ (+7.3%), margin 56.0% vs 54.0% (+200 bps)

Germany

Q3: 8.2 M€ (+9.9%), margin 37.8% vs 34.3% (+350 bps)

9M: 24.2 M€ (-4.4%; +3.4% comparable**), margin 37.2% vs 37.7% (–50 bps; +140 bps comparable**). WIIT AG exc. Gecko Q3 margin 40.6% (+390 bps)

Switzerland

Q3: 0.8 M€ (stable), margin 20.4% vs 19.1% (+130 bps)

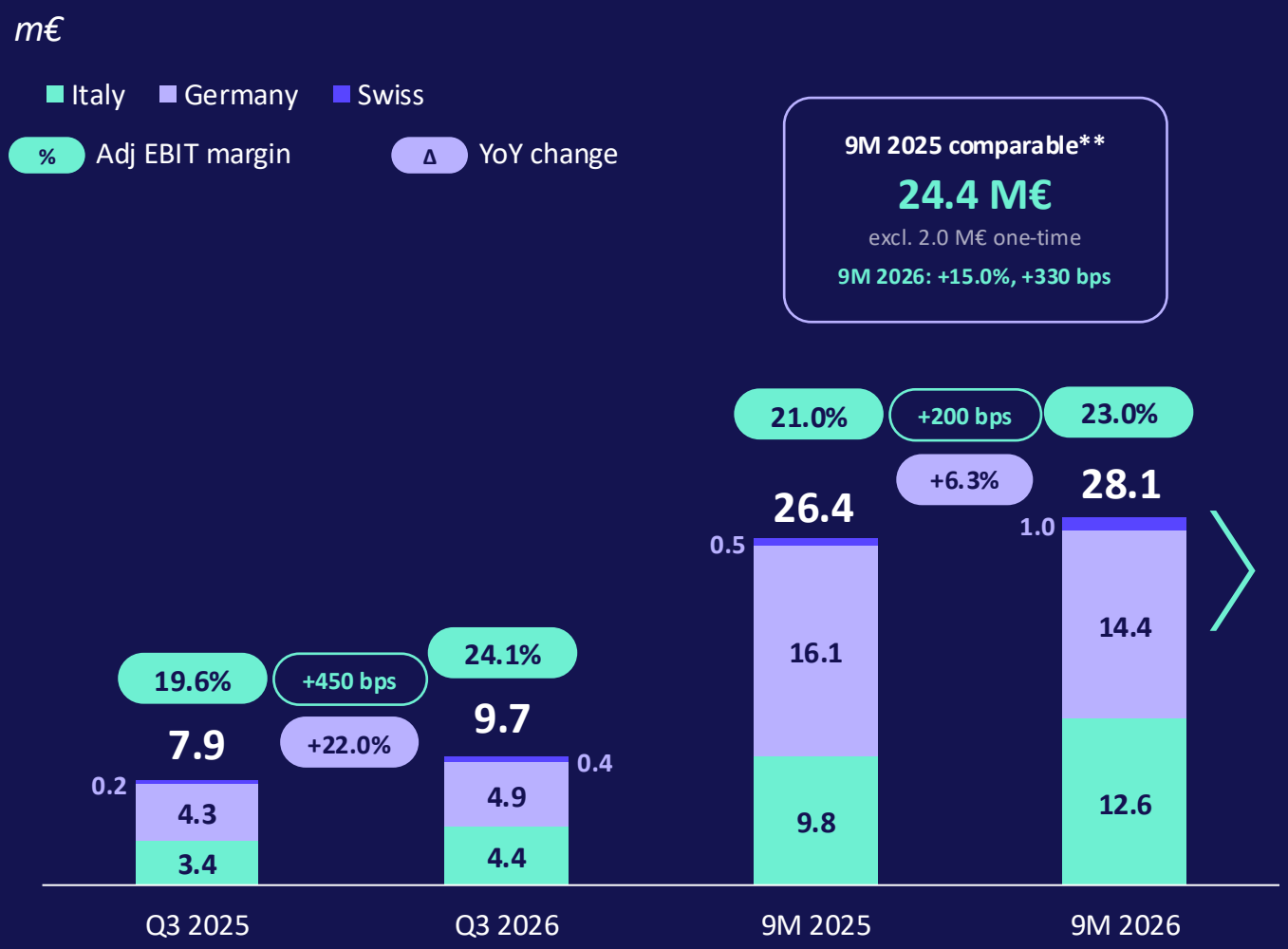
9M: 2.4 M€ (+4.3%), margin 19.9% vs 14.9% (+500 bps)

Margin expansion driven by the focus on Cloud services, process optimization, cost synergies and continuous improvement at the acquired companies.

** The Adjustment at EBITDA level relates to costs for extraordinary M&A transactions for €0.8 million, costs related to financial instrument-based incentive plans for €0.3 million, personnel reorganization costs of approximately €0.3 million, and other non-recurring costs of €0.5 million.*

*** The comparison with 9M 2025 is affected by the recognition, in the comparative period, of a one-time positive effect of approximately Euro 2 million in Germany, resulting from the absence of the obligation to pay a variable component of the additional consideration established in connection with a previous acquisition in Germany.*

Adj EBIT*: Q3 margin at 24.1%, +450 bps vs Q3 2025



Q3 2026 Adj EBIT at 9.7 M€, +22.0% vs Q3 2025, margin at 24.1% (+450 bps)

9M 2026 margin at 23.0%, +200 bps reported and +330 bps on a comparable basis**

Italy

Q3: 4.4 M€ (+28.3%), margin 30.4% vs 23.8% (+660 bps)

9M: 12.6 M€ (+28.6%), margin 28.3% vs 22.6% (+570 bps)

Germany

Q3: 4.9 M€ (+14.8%), margin 22.6% vs 19.6% (+300 bps)

9M: 14.4 M€ (-10.7%; +1.9% comparable**), margin 22.1% vs 24.0% (−190 bps; +40 bps comparable**)

Switzerland

Q3: 0.4 M€ (+57,6%), margin 9.5% vs 5.7% (+380 bps)

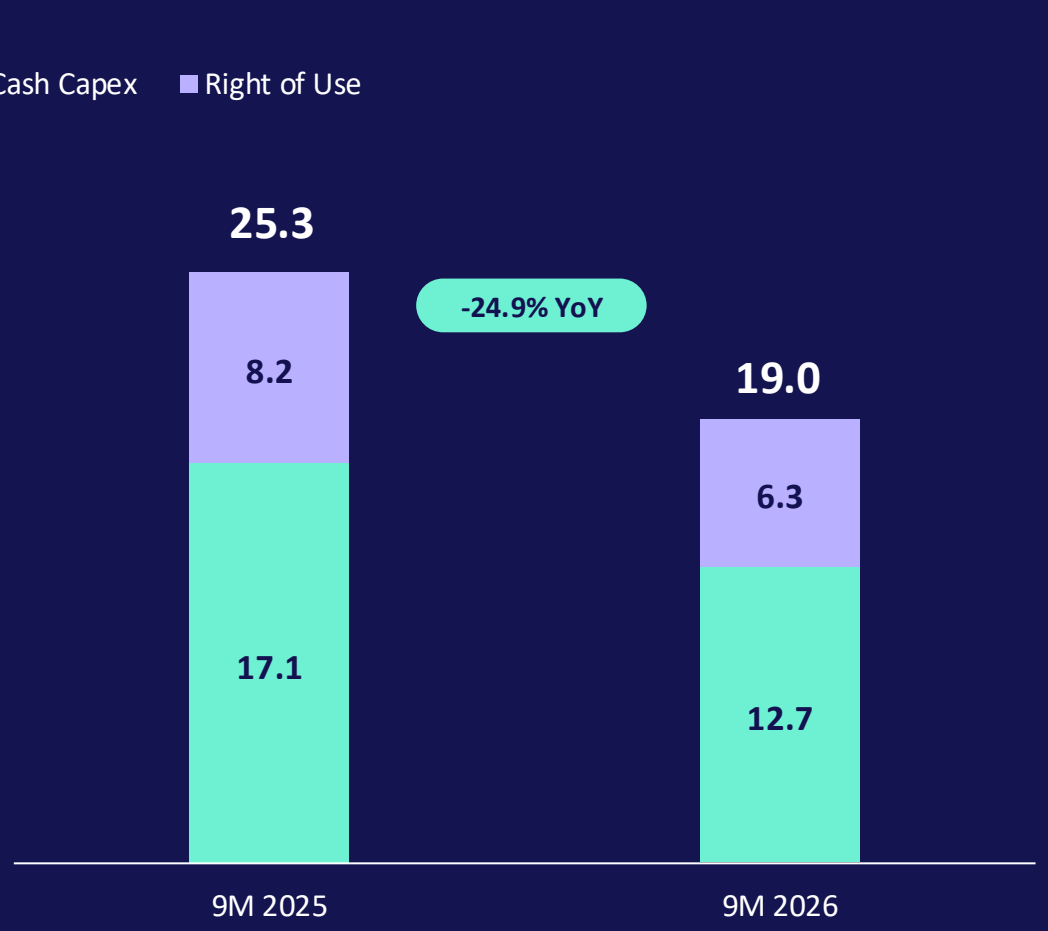
9M: 1.0 M€ (+116%), margin 8.2% vs 3.1% (+510 bps)

D&A down by approximately 0.9 M€, reflecting a more efficient cost structure and lower investments since late 2025.

** The Adjustment applied at EBIT level as at 30 September 2026 refers to the above-mentioned adjustments at EBITDA level and to amortization relating to the PPA ("Purchase Price Allocation") arising from the acquisitions, amounting to €3.7 million*

*** The comparison with 9M 2025 is affected by the recognition, in the comparative period, of a one-time positive effect of approximately Euro 2 million in Germany, resulting from the absence of the obligation to pay a variable component of the additional consideration established in connection with a previous acquisition in Germany.*

9M 2026 CAPEX: Well invested asset base confirming the scalability of the business model



9M 2026 CAPEX down 24.9% to 19.0 M€

Lower investment needs on a well invested asset base

Cash Capex

12.7 M€ vs 17.1 M€ in 9M 2025 (-25.7%)

Maintenance of the existing infrastructure and IT equipment for new contracts in Italy and abroad. **Growth Capex at 20% of the total value of new contracts**

Right of Use

6.3 M€ vs 8.2 M€ in 9M 2025 (-23.2%)

Mainly leases, colocation and cars

Scalability

Premium data center utilization at 53% in Italy and 60% in Germany

Opportunity to double revenues with limited investments in CAPEX.

9M 2026 Net Financial Position bridge: Q3 net debt decrease by 16.3 M€
2026 bond (135.4 M€ residual) fully repaid in October with available liquidity

31 December 2025
-224.8 M€

30 June 2026
-248.9 M€

-16.3 M€ Q3 net debt reduction

30 September 2026
-232.6 M€

Operating cash generation

A self-funding business, even after the higher interest on the new bond

- **Higher profitability:** Q3 Adj EBITDA of 17.4 M€ with margin at 43.4% (+340 bps), driven by the Premium Cloud focus and cost synergies
- **Disciplined investments:** Q3 CAPEX of 3.4 M€ incl. IFRS 16, on a well invested asset base with spare data center capacity
- **Positive free cash flow: EBITDA more than covers CAPEX, bond interest, taxes and working capital, leaving positive free cash flow in the quarter**

Capital allocation

A financial lever, separate from operations

- **Treasury share sale:** 12.3 M€ collected in Q3
- **Still a reserve:** remaining treasury shares (4.06% of share capital) valued at 31.2 M€, not deducted from net debt
- **Flexibility:** adds to available liquidity for capital allocation, including M&A

Key Takeaways and Outlook

Key Takeaways

1. **Q3 margins up +340 bps (Adj.EBITDA) and +450 bps (Adj.EBIT)**
   Margin expansion in every country, driven by the Premium Cloud focus and cost synergies.

2. **ARR at 91.6% of total revenues**
   High revenue visibility. Selective churn in Germany reflects the focus on higher value contracts, while Italy keeps growing.

3. **Net debt down 16.2 M€ vs 30 June 2026**
   Positive cash generation in Q3. Lower capex confirms a scalable, well invested asset base.

Outlook

TODAY

Largest commercial pipeline in WIIT history
European enterprises are rebalancing cloud spending towards sovereign European providers for their critical applications.

2027

Cloud Native Platform in the Italian Region
A further boost to organic growth in Italy, totally supported by data center capacity

Q2 2027

Return to revenue growth in Germany from Q2 2027
New orders already largely offset the churn, and available data center capacity supports growth with limited investment.

Capital allocation remains disciplined. Available liquidity and the 40 M€ ING credit lines provide financial flexibility for M&A, with preliminary due diligences under way, further supported by the possible valorisation of owned non premium data centers in Germany.

9M 2026 Business Highlights

Commercial

FEB · IT · DE · CH

Broadcom Advantage Partner Program

Confirmed as one of the few European Authorized VMware Cloud Service Providers, also supporting customers of providers excluded from the programme.

MAR · Italy

New 5-year contract, 2.8 M€

Advanced IT management for a major international industrial group, with SAP and core applications hosted in WIIT Premium Zones.

APR · Italy

5-year renewal, over 2.6 M€

Secure Private Cloud for the mission-critical and SAP systems of a leading retail customer.

JUN · Italy

3-year renewal, approx. 2.2 M€

Hybrid Cloud model for an international travel retail customer, integrating WIIT Secure Cloud, public cloud and edge.

Corporate & Finance

JUN

40 M€ ING loan agreement

Term loan and revolving credit facility of 20 M€ each, maturing in 2030.

JUL

Intermonte Valore Italia Index

WIIT selected among the 100 listed Italian SMEs of the index, part of Banca Generali's PMI2Change project.

OCT

WIIT Schweiz AG

Econis AG becomes WIIT Schweiz, offering the full Group portfolio and the WIIT Cloud Native Platform in the Swiss Region.

OCT

2026 bond fully repaid

Residual nominal amount of 135.4 M€ repaid at maturity with available liquidity.

New contracts and renewals with leading groups confirm customer trust in WIIT's Premium Cloud offering for critical applications.

WIIT Cloud Native Platform (WCNP)

What it is

A European cloud-native platform, IaaS and PaaS, built on open standards and fully integrated with WIIT's managed Premium Cloud

1 **Open standards, no lock-in**
OpenStack and CNCF-certified Kubernetes, Infrastructure as Code and direct access to the underlying layers without proprietary licences

2 **Sovereign by design**
Data, operations and expertise remain in continental Europe under European jurisdiction, in compliance with GDPR, NIS2, DORA and, in Switzerland, FINMA

3 **Enterprise grade**
Multi-region architecture with three Availability Zones per Region, security by design

Why it matters

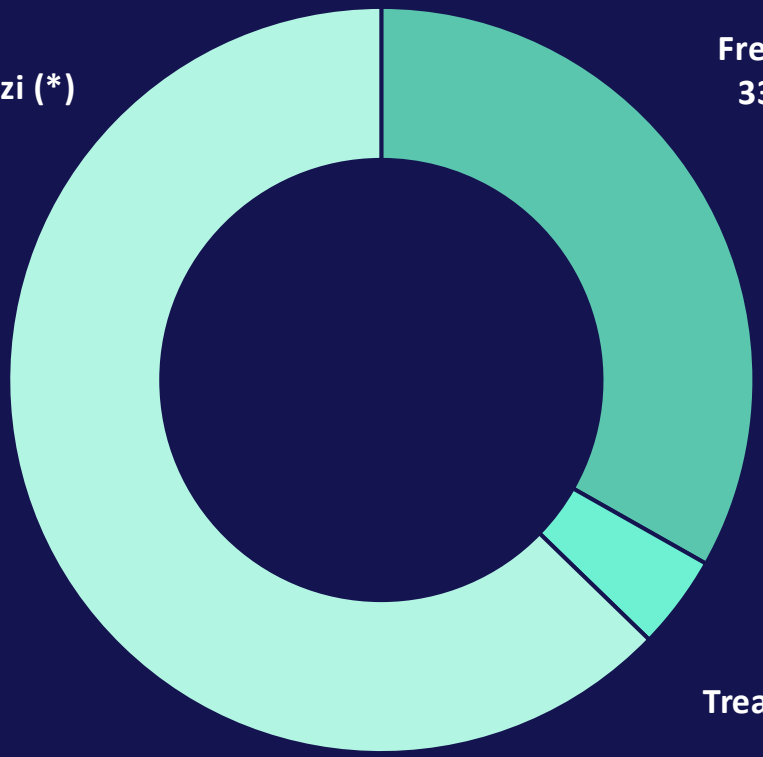
European companies want to retain control of their critical applications and are starting to rebalance their cloud spending between hyperscalers and sovereign European providers

Major contract already won in Germany
WCNP selected in a competitive tender against US hyperscalers within a 9.0 M€ five-year contract. Now extending to further customers

Live in the Swiss Region
Already live with smaller customers through WIIT Schweiz AG, with discussions ongoing with larger ones. Three Availability Zones operated by Swiss staff

EARLY 2027 **Live in the Italian Region**
A further boost to organic growth in Italy, supported by available data center capacity

With WCNP, WIIT is riding the European digital sovereignty theme to capture the opportunities arising from the rebalancing of cloud spending between hyperscalers and sovereign European providers.



(*) Alessandro Cozzi and his own companies

Shareholders' Structure

As at November 05, 2026
No. Shares 26.340.660