



## PRESS RELEASE

**The Board of Directors of WIIT S.p.A. has approved the financial report and the consolidated financial report at 31 December 2017**

- **Consolidated revenues equal to € 19.6 million (+27,5% compared to 31 December 2016)**
- **Consolidated adjusted EBITDA equal to € 8.5 million (+80% compared to 31 December 2016); Adjusted margin EBITDA 43% (31% 31 December 2016)**
- **Consolidated adjusted EBIT equal to € 5.4 million (+125% compared to 31 December 2016); Adjusted margin EBIT 28% (16% 31 December 2016)**
- **Net profit equal to € 3.1 million (+244% compared to 31 December 2016)**
- **Net financial debt: cash equal to € 7.9 million (compared to debt of € 8.9 million at 31 December 2016)**
- **Proposed dividend of Eur 0,83 p.s.**

*Milan, 29 March 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, approved the Group's results at 31 December 2017.

Alessandro Cozzi, CEO of Wiit:

"We are particularly satisfied: Adjusted EBITDA and Adjusted EBIT were better than expected. This positive result, in terms of increased profitability, is due entirely to organic growth. We are confident for the current financial year that will also benefit from the major trade agreements signed in 2017".

### **Consolidated results † 31 December 2017**

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, despite the impact of investments for a value of over € 7 million that characterized the year. The net financial position improved significantly, turning positively mainly as a result of the share capital increase carried out for the purposes of the Company's listing on the AIM Italia market, of the conversion of the convertible bonds issued, which was joined by a strong generation of cash deriving from operating activities in the second half of 2017.

### **Dividend**

The Board of Directors resolved to propose to the Ordinary Shareholders' Meeting the distribution of a gross dividend equal to Euro 0.83 for each WIIT shares, according to the following schedule: dividend date May 7, 2018 (ex date), date of entitlement to receive the dividend May 8, 2018 (record date) and payment date of the dividend May 9, 2018 (payment date).

### **Call of the Ordinary Shareholders' Meeting**

The Board of Directors resolved to convene the Ordinary Shareholders' Meeting of the WIIT Shareholders at the Fondazione Stelline, in Milan, Corso Magenta no. 61, on April 20, 2018, at 10:00 on first call, and on April 21, 2018, the same place and time, on second call, to discuss and resolve on the following item on the agenda:

- Approval of the financial statements for the year ended December 31, 2017; related and consequent resolutions.

The draft annual financial statements with the related reports and the consolidated financial statements for the year ended December 31, 2017, subject to statutory auditing by the company Deloitte & Touche SpA, will be made available at the registered office and on the website of the Company (<http://www.wiitgroup.com/>), within the Investor Relations section, in terms of law and regulation.

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The reclassified consolidated financial statements of the Group at December 31, 2017 compared with 31 December 2016 are attached.

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With reference to the accounting data shown in this press release, it should be noted that these are data for which the statutory audit has not yet been completed nor the audit activity by the board of statutory auditors.

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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/>).

#### **Press contacts**

Barabino&Partners  
Tel. 02 72023535  
Stefania Bassi  
[s.bassi@barabino.it](mailto:s.bassi@barabino.it)  
Mob. 335 6282 667  
Pietro Cavallera  
[p.cavallera@barabino.it](mailto:p.cavallera@barabino.it)  
Mob. 338 93 50 534

#### **Nominated Adviser (Nomad)**

Advance SIM S.p.A.  
T +39 02 3657 4590  
F +39 02 9544 1370  
Massimo Grosso  
C +39 327 9031218  
[massimo.grosso@advancesim.it](mailto:massimo.grosso@advancesim.it)  
[www.advancesim.it](http://www.advancesim.it)



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It is stated that the data contained in the tables below were prepared in compliance with International Accounting Standards (IAS/IFRS).

<i>In thousands of Eur</i>	31.12.17	31.12.16
<b>ASSETS</b>		
Intangible Assets	1.402	917
Intangible Assets - Goodwill	1.315	1.315
Property plant and equipment	4.622	5.673
Other Tangible Assets	8.291	3.247
Investments in associates	458	464
Deffered Tax Assets	279	413
<b>Total non-current assets</b>	<b>16.367</b>	<b>12.030</b>
Inventories	0	12
Trade and other receivables	3.292	4.023
Intercompany receivables	1.122	875
Other current assets	0	75
Advance Tax	377	300
Other liquid assets	395	475
Cash and cash equivalents	21.514	3.610
<b>Total current assets</b>	<b>26.700</b>	<b>9.370</b>
<b>TOTAL ASSETS</b>	<b>43.067</b>	<b>21.400</b>

<i>In thousands of Eur</i>	31.12.17	31.12.16
<b>EQUITY</b>		
Share capital	2.566	2.072
Share premium Reserve	19.249	304
Legal Reserve	414	409
Other Reserve	(890)	786
Retained earnings (losses) carried forward	329	25
Translation Reserve	(51)	6
Net Income	3.137	911
<b>TOTAL EQUITY</b>	<b>25</b>	<b>5</b>
Liabilitiers to other lenders	4.030	2.844
Financial liabilities	4.659	1.836
Tax non-current liabilities	0	4.253
Employee benefits liabilities	918	817
Employee benefits liabilities	29	29
Other payables and non-current liabilities	220	320
<b>NON-CURRENT LIABILITIES</b>	<b>9.856</b>	<b>10.100</b>
Liabilitiers to other lenders	2.060	1.341
Financial liabilities	3.165	2.719
Tax current liabilities	366	292
Trade and other payables	2.058	1.729
Intercompany payables	0	0
Other payables and current liabilities	807	708
<b>CURRENT LIABILITIES</b>	<b>8.456</b>	<b>6.789</b>
<b>TOTAL LIABILITIES, MONITORY INTEREST AND EQUITY</b>	<b>18.337</b>	<b>16.893</b>



The Private Cloud

<i>In thousands of Eur</i>	<b>31.12.17</b>	<b>31.12.16</b>
<b>REVENUE</b>		
Revenue - core-business	18.809	14.597
Other	747	744
<b>Net sales</b>	<b>19.556</b>	<b>15.341</b>
<b>COST OF SALES</b>		
Cost of products and service sold	(7.709)	(7.586)
Cost of employees	(3.999)	(3.201)
Amortisation, depreciation	(3.433)	(2.300)
Provisions	0	0
Other costs and charges	(217)	(400)
Variation of inventory	(12)	(38)
<b>Total cost of sales</b>	<b>(15.370)</b>	<b>(13.524)</b>
<b>OPERATING PROFIT</b>	<b>4.186</b>	<b>1.817</b>
Depreciation of investments in associates	(6)	0
Financial income	42	19
Financial costs	(452)	(466)
Exchange rate differences	92	(18)
<b>RESULT BEFORE TAXES</b>	<b>3.862</b>	<b>1.352</b>
Income taxes	(725)	(441)
<b>NET RESULT</b>	<b>3.137</b>	<b>911</b>
<b>EBITDA ADJUSTED</b>	<b>8.467</b>	<b>4.701</b>
	<b>43,3%</b>	<b>30,6%</b>
<b>EBIT ADJUSTED</b>	<b>5.403</b>	<b>2.402</b>
	<b>27,6%</b>	<b>15,7%</b>
<b>Net Financial Debt</b>	<b>(7.880)</b>	<b>8.895</b>

CASH FLOW

<i>IFRS Form (€ 000)</i>	<i>2017</i>	<i>2016</i>
Net Profit	3.137	911
Cash flow from operations	4.276	1202
<b>Net Cash flow from operating activities</b>	<b>7.413</b>	<b>2.113</b>
Cash flow from investments activities	(7.541)	-2948
Cash flow from financial activities	18.031	2341
<b>NET Increase (Decrease) Cash and cash equivalents</b>	<b>17.905</b>	<b>1.507</b>
Cash and cash equivalents - end period	21.514	3610
Cash and cash equivalents - start period	3.610	2103
<b>NET Increase (Decrease) Cash and cash equivalents</b>	<b>17.905</b>	<b>1.507</b>