



Investors Presentation

AIM Italia Conference

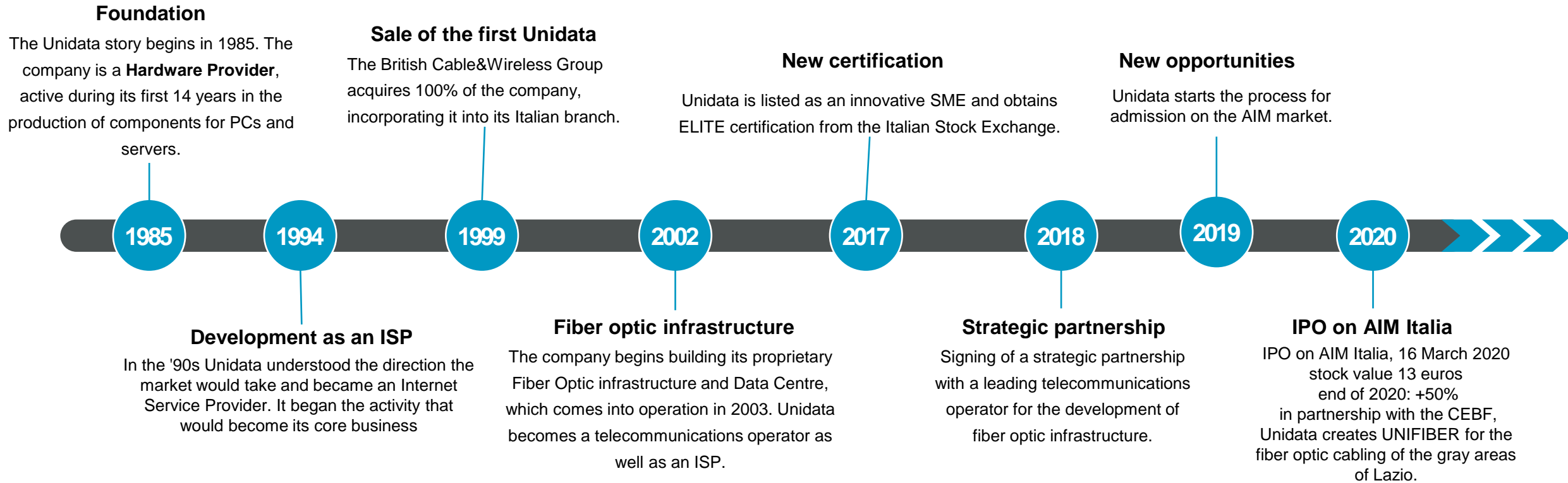
Unidata, The Gigabit Enabler

27 MAY 2021

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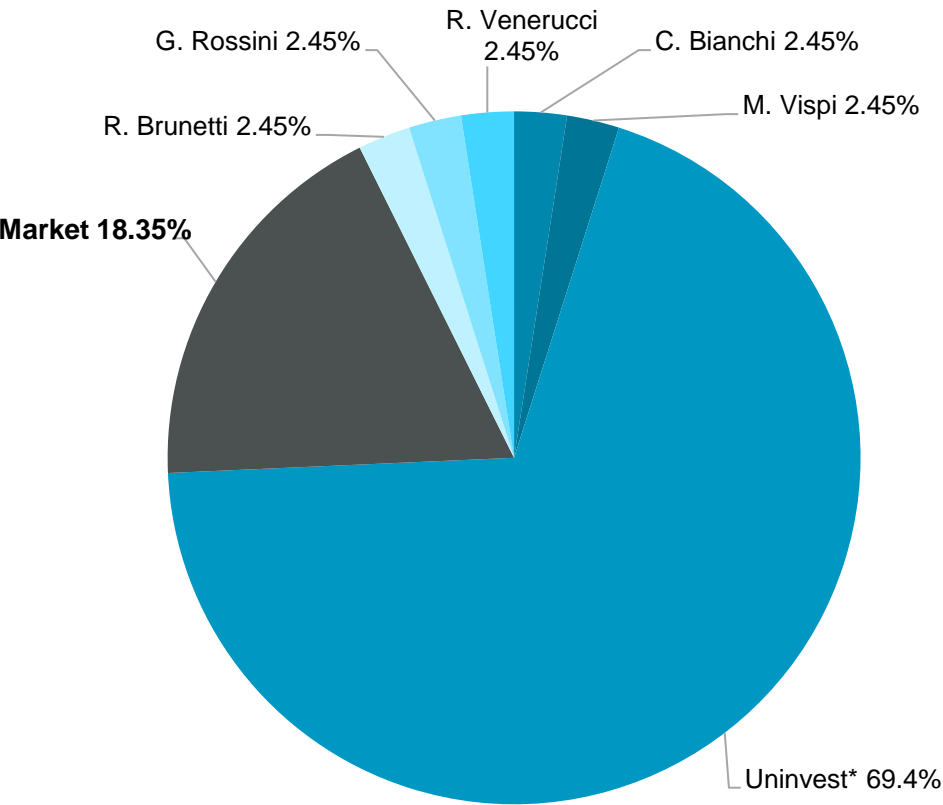
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Company **storyline**



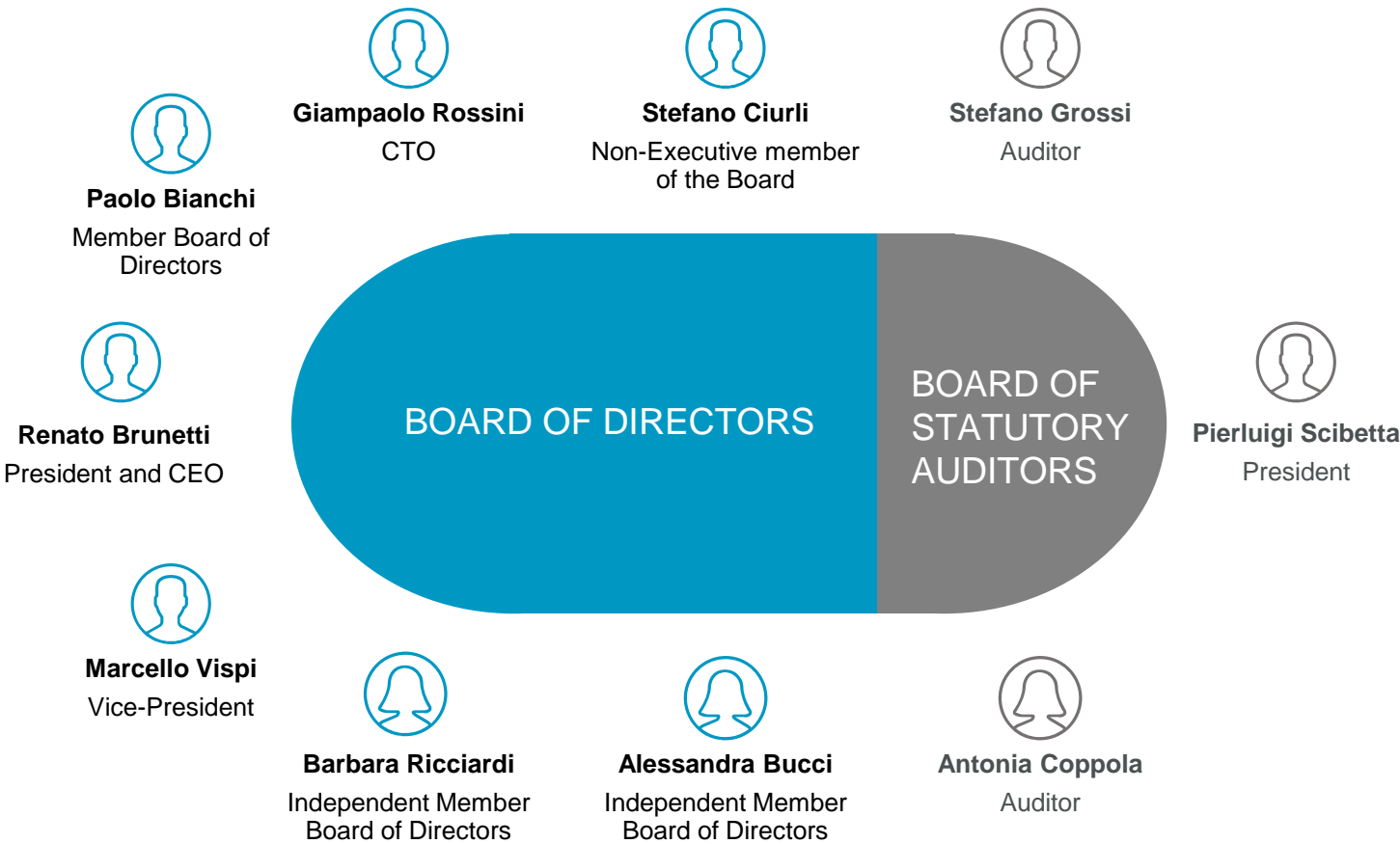
Shareholding & Governance

→ Shareholding



* Equally owned by the shareholders Renato Brunetti, Marcello Vispi and Claudio Bianchi

→ Governance



Unidata at a glance

→ Key highlights as of Dec 31, 2020

Fiber & Networking €17.3 million +74% YoY
Cloud & Data Center €1.1 million +12% YoY
IoT & Smart Solutions €0.23 million +364% YoY
 Other non-typical services €4.8 million



3,350 km
of Fiber Optic cabling



Proprietary Data Center
TIER IV



IoT and R&D
LPWAN - LoraWan



81
employees



Over **10,000**
customers
97% Customer
Retention Rate



Listed at AIM ITALIA
market since March 2020

Innovative SME



€23.4 million VoP 2020 (80% business customers)
€8.6 million Ebitda 2020 (+67.4%)
Industrial investment 2020: 10.2 million,
largely self-financed;

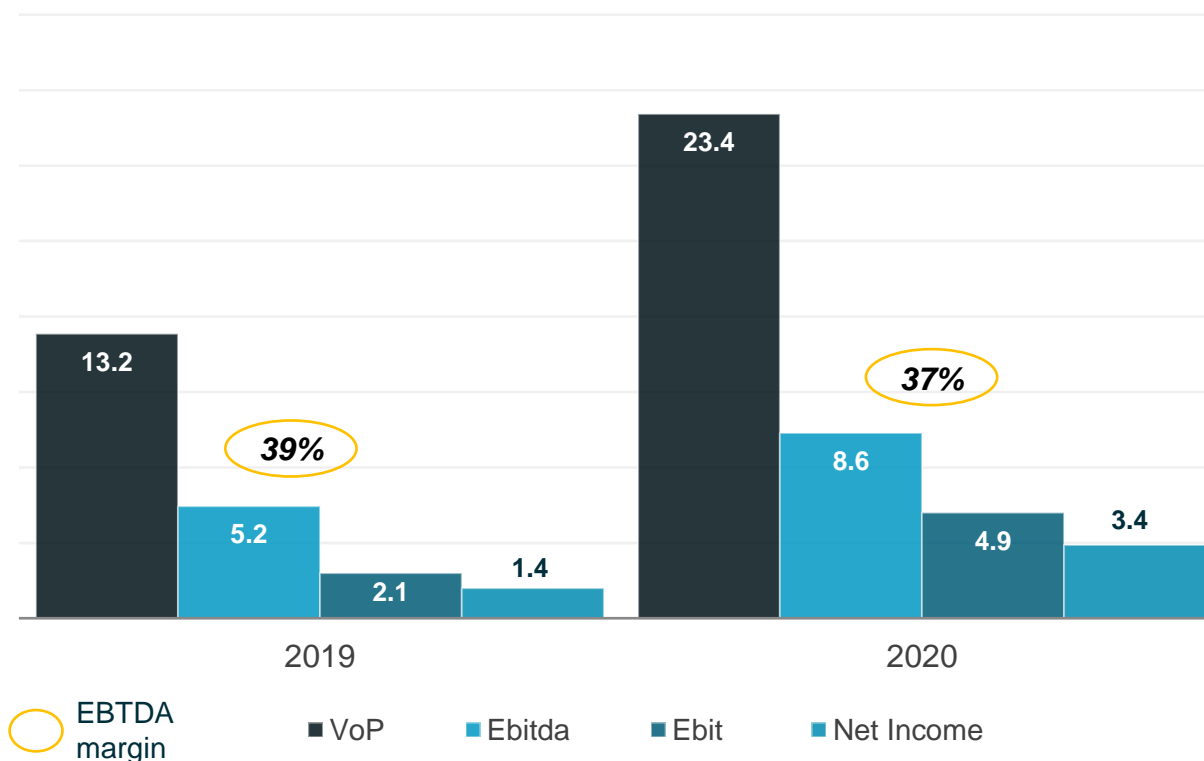
Annual variation YoY

YoY 20-19: VoP +77.4%

EBITDA YoY 20-19 +67.4%

YoY 20-19: Net Income +143%

EBIT YoY 20-19 +134.5%



The 2020 financial statements are the first prepared using IAS standards, the 2019 financial statements have also been reclassified

Our approach for a sustainable future

The Company published the Sustainability Report for the first time in the FY Annual Report 2020, as a tool for presenting the company's commitments, strategies, organizational management methods and results, as expressed in their threefold *economic, environmental and social aspects*. From January 2021 the Company has decided to implement its sustainability Factors.

- ✓ **HELP PEOPLE IN OUR COMMUNITY:** Free connection for prisons: Help prisoners to connect with their family members
- ✓ **EQUAL TREATMENTS BETWEEN GENDERS:** Empower women to ensure their equal rights: in our Corporate Governance – in our business equal pay between genders – equal treatment in competences (no gender discrimination)
- ✓ **SUSTAINABLE DEVELOPING IN INFRASTRUCTURE AND INNOVATION:** Unidata provides investment in infrastructure and innovation that are crucial to achieving sustainable developing
- ✓ **AFFORDABLE AND CLEAN ENERGY:** Unidata's Data Center are powered by renewable energy;
- ✓ **RECYCLE PAPER AND PLASTIC:** Unidata is a plastic free and recycling paper company
- ✓ **CLIMATE ACTION:** Unidata has reduced CO2 emissions by using green energy for its Data Center

The company is also in the process of certifying compliance with the UNI EN ISO 14001:2015 Environmental Management standard—to analyse, manage, monitor, and continuously improve the organization's environmental performance and activities;



Company



Unidata: The Gigabit Enabler



Unidata is a primary player in the **telecommunications** with more than **3.350 km of fiber optic network**, offering its customers the most advanced connectivity, integrated communications, cloud computing, Internet of Things (IoT) and professional services.

The company has a strong presence in the wholesale sector, with fiber optics in Rome.

- In-depth **knowledge of the ICT sector** and deep-rooted local presence.
- **One of the first movers in fiber optic** (FTTH) and radio (Fixed Wireless Access) infrastructure in the province of Rome.
- **Successful and replicable business model.**
- **Comprehensive, integrated portfolio of services** to meet the main communication needs of SMEs, public administration, residential and wholesale customers.
- **Growing and loyal customer base.**
- **Strategic partnerships** with leading industry operators for the realization of new fiber optic infrastructure.
- Focus on **fiber optic connectivity and cloud computing services** while also looking to **Internet of Things (IoT)** services, which will be among the main drivers of telecommunications growth in the coming years.

A primary player providing: **Fiber, Cloud & IoT**

Unidata



Fiber & Networking

The fiber optic network built by Unidata in the last 12 years guarantees independence, excellent control of the territory and visibility of contracts in the medium to long term.

For this reason, Unidata can operate with high margins in the B2B market and, in the areas where it is already present, also in the B2C market. Unidata has been the first telco in Rome giving 1 Giga connectivity in the B2C market providing the best connectivity technologically existing.



Cloud & Data Center

The Data Center is a strategic infrastructure for Unidata. If in the short term the fiber ensures most of the turnover, it is undoubtedly the Data Center to be destined to give great results in the medium term.

Unidata's Data Center is safe and efficient (TIER IV - maximum level) and allows to provide services in housing, hosting and Cloud.



IoT & Smart Solutions

The future of the world of Telecommunications is on the IoT technologies, and this will also be the future of Unidata.

Unidata is investing in the development of IoT solutions for Smart cities and Smart Home, businesses and Public Administration focusing mainly (but not exclusively) on LoRa technology and the LoRaWAN protocol.

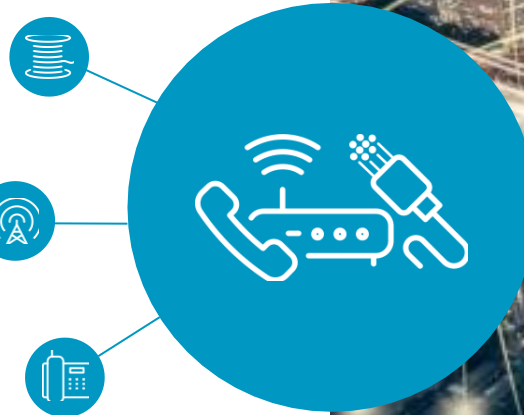
Fiber & Networking

- Unidata's infrastructure is a **Metropolitan Area Network (MAN)**, started in Rome and now extending in the entire Lazio Region to offer Gigafiber for homes and businesses
- The Unidata Fiber Network infrastructure is **concentrated in the most important cities of the Region, including Viterbo and Latina**, where Unidata offers complete coverage of the territory with **Gigafiber: direct FTTH (Fiber to the Home)** connectivity (100% Fiber optic)

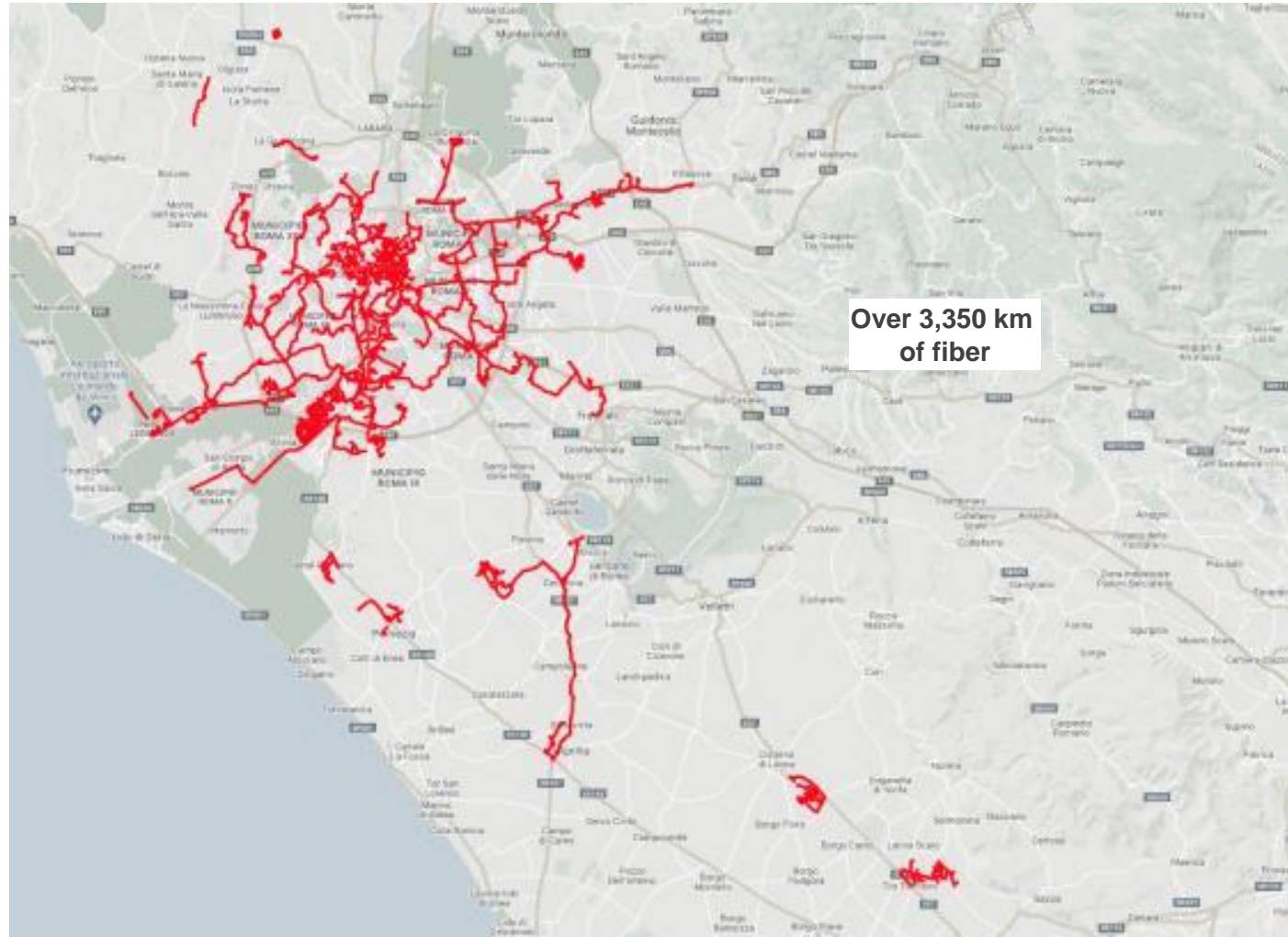
OVER 3,350 KM OF FIBER OPTIC CABLING

26 GHZ RADIO NETWORK FOR FWA SERVICES

CONNECTIVITY AND TELEPHONY SERVICES

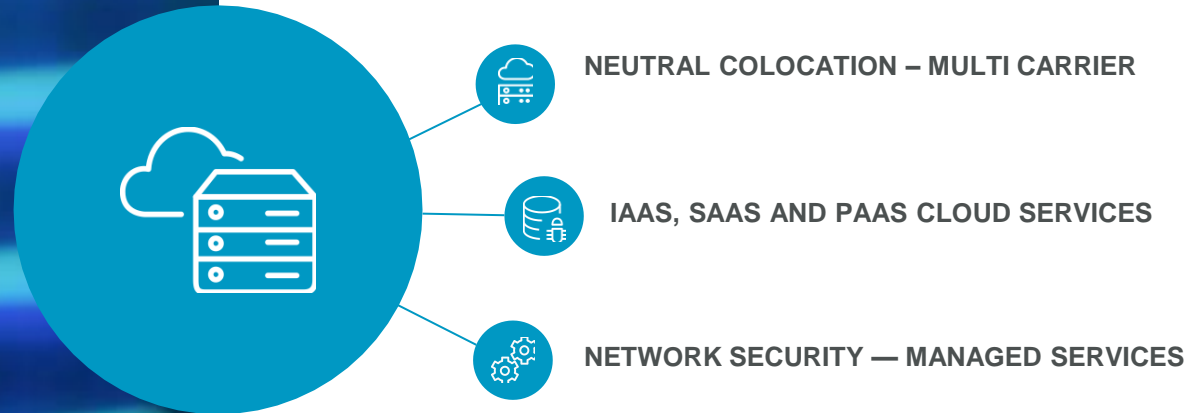


Territory covered - Rome and province + Latina province



Cloud & Data Center

The Unidata Data Center was built in line with the conditions required by certification standards Rating 4 (formerly TIER IV) with additional features to ensure infrastructure security and reliable continuity of service provision. The Data Center occupies a surface area of 800 square meters



Unidata Data Center: Managed Services

Our team of experts, consisting of highly qualified engineers and technicians, customizes tailor-made solutions to meet every business need.

Unidata offers a variety of hosting, housing and co-location services, as well as cloud services, disaster recovery and other professional services.

Unidata recruits and trains its own customer support staff for its managed services. We believe that internal staff provide a higher standard of service and responsibility than external suppliers.



UNI EN ISO 9001:2015
SGQ Certificato n.520

Certification

ISO 9001:2015 (Quality Management System)

ISO 27001:2017 (Information Security Management System)

IoT & Smart Solutions

- Smart City
- Smart Home (Domotic)
- Smart Grid for Electricity, Water and Gas (Smart Metering)
- Smart Agriculture

IoT is a rapidly growing market segment.

In addition to wireless technologies, in which it has operated successfully for many years, Unidata has adopted LoRa™ technology to provide also IoT and Smart Solutions.

LORA™ AND LORAWAN™ TECHNOLOGIES

CLOUD PLATFORMS

APPLICATIONS



IoT solutions with LoRa – UniOrchestra

UniOrchestra is the **network server**, developed by Unidata, aimed at direct management of IoT networks.

It is designed for all companies that intend to create a new IoT network in LoRaWAN technology or manage existing ones.

It is available in Cloud and thanks to its **easy-to-use dashboard** it allows to **obtain statistics, to manage applications and to monetize**.



UniOrchestra

Strategic partnership with Enel X for Smart Home



Unidata together with **Enel X** and the multinational **ZTE** (China) has created a residential offer that combines the high performance of fiber optic connectivity with the novelty of home automation: the IoT dedicated to the smart home.

In the offer designed by Unidata together with these two big companies it is possible to associate to the subscription of a residential fiber optic contract also some smart objects that allow an efficient and intelligent use of the domestic utilities.



The birth of Unifiber

Unidata and CEBF created the newco **Unifiber** for the construction of a fiber optic access network in the «grey areas» in Lazio Region.

Unidata hold **30% of the shares** and **CEBF** the remaining **70%**.

Unidata controls Unifiber through two members in the BoD.



Marcello Vispi
CEO



Renato Brunetti
PRESIDENT OF THE BOARD
OF DIRECTORS



Jean-François
Willame
MEMBER OF THE BOARD OF
DIRECTORS



cebf
Connecting Europe Broadband Fund

The CEBF

CEBF (Connecting Europe Broadband Fund) is a European infrastructure fund

The fund is focused on greenfield investments, with several expansion projects in the broadband infrastructure sector throughout Europe, 470 million euros of committed capital and a target size of 500-600 million euros

CEBF is supported by **Cassa Depositi e Prestiti** (Italy), **Caisse des Depots** (France), **KFW** (Bank Aus Verantwortung - Germany), the **European Investment Bank**, the **European Commission** and other private institutional investors - managed by **Cube IM** (Cube Infrastructure Managers).

Financial



Financials **at a glance** / balance sheet **2020**

- ✓ Revenues 23.4 million euros (+77.44% YoY)
- ✓ EBITDA €8.6 million +67.3% compared to €5.1 million in 2019 (EBITDA Margin 36.8%);
- ✓ EBIT €4.9 million +134.5% compared to €2.1 million in 2019 (EBIT Margin 20.9%);
- ✓ Net income €3.4 million +142% compared to €1.4 million in 2019 (Margin 14.5%);
- ✓ Net Financial Position (NFP): cash positive €3.4 million;
- ✓ Capital expenditures in the period totaled €10.2 million, most of which were self-financed;
- ✓ Number of customers +34% compared to 2019;

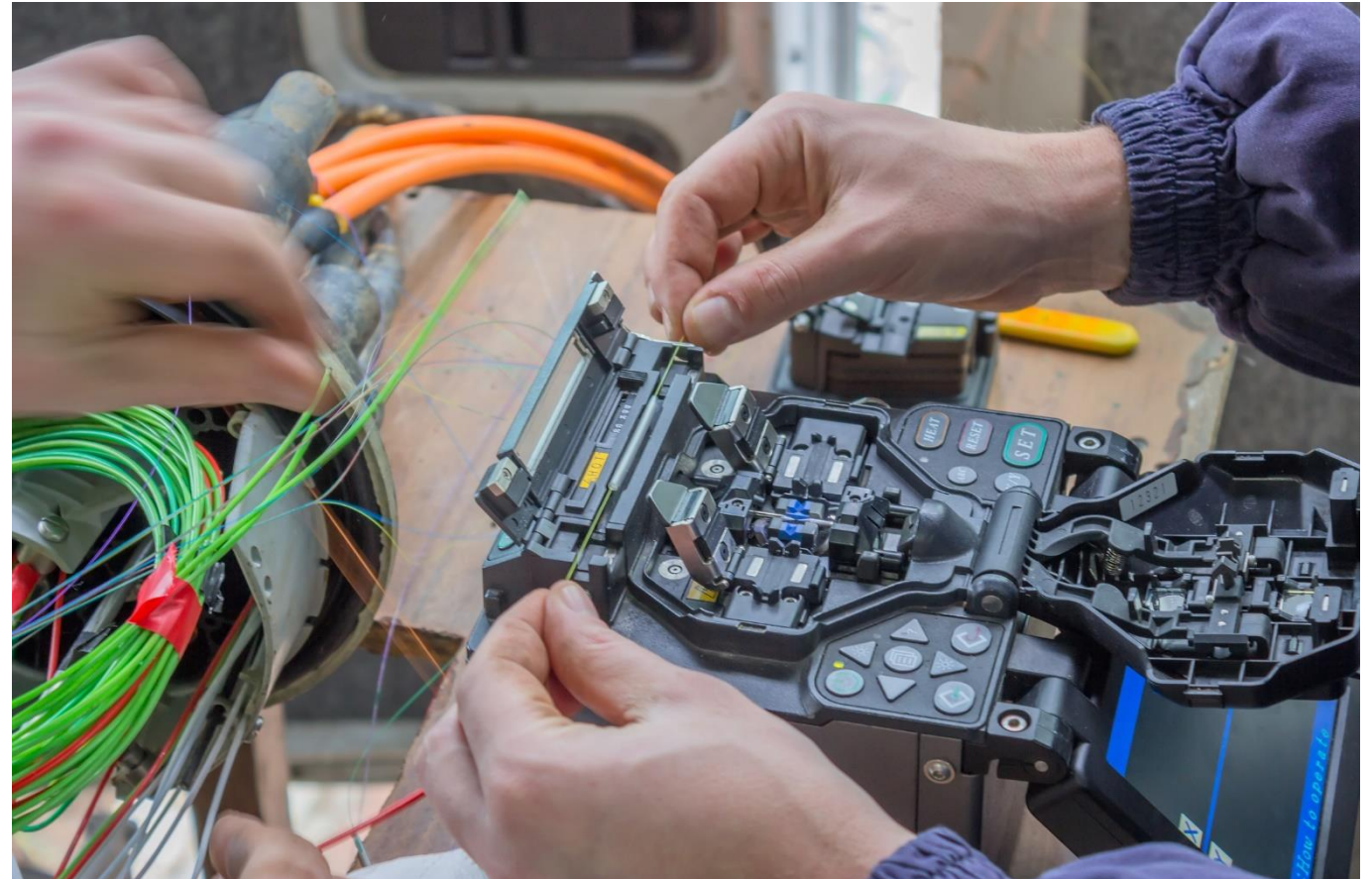
Data for the **First Quarter 2021**

- ✓ Strong growth in turnover (+38% YoY);
- ✓ Positive Net Financial Position of 3.8 million euro;
- ✓ Growth in the number of customers +39% YoY;
- ✓ +365 km of new fiber in 1Q 2021 for a total of 3,350 km;

Network re-valuation

Unidata has provided for the economic revaluation of assets related to its existing proprietary fiber optic infrastructure.

- January 1, 2019, the date of First Time Adoption
- *Fair value* criterion
- Value estimated: no less than approximately €12.7 million
- + €7.6 million on historical cost



Industrial investments and network development

- Investments totaling €10.2 million were made in 2020

Intangible assets, such as concessions for the right to use fiber optic, consist of elements that are by their nature essential and strategic for implementing the company's business model and for providing telecommunications services.

- €7.2 million in 2019
- €0.6 million were used for investments relating to the Data Center facility
- Unidata made its investments largely through self-financing.

Unidata income statement 2020, reclassified on a value-added basis

	Dec 31, 2020	%	YoY	Dec 31, 2019	%
Revenues	23.436.555	100	77,44%	13.208.112	100
Costs of Revenue	(11.904.804)	(50,78)	100,44%	(5.938.351)	(44,96)
Value added	11.533.751	49,21	58,65%	7.269.761	55,04
Ebitda	8.624.356	36,80	67,35%	5.153.585	39,02
Ebit	4.892.955	20,88	134,48%	2.086.722	15,80
Income before taxes	4.784.341	20,41	143,41%	1.964.824	14,88
Net Income	3.392.106	14,47	142,32%	1.399.813	10,6

- Looking at the Value-Added Reclassified Income Statement present in the 2020 financial statements, the Revenues as of December 31, 2020 is €23.4 million, up 77.4% compared to the same period in 2019, in which was recorded a Revenues value of €13.2 million. Value Added is 49.2% of Revenues, recording a value of €11.5 million in 2020 compared to €7.3 million in 2019 (+58.7% YoY).
- The EBITDA was positive at €8.6 million, up +67.3% YoY, with an EBITDA Margin of 36.8% compared to the result for the same period in 2019, when it reached €5.1 million.
- Operating Income (EBIT) was positive at €4.9 million, a +134.4% increase compared to the same period in 2019, whose result was €2.1 million. The EBIT Margin was 20.9% compared to 15.8% in 2019
- The "Organic" growth: the Board of Directors, in order to provide greater clarity in terms of organic growth, decided to calculate and disclose, together with the figures presented in the financial statements, also two data: Value of Production record, from 2019 to 2020, a growth of +36.32% YoY and EBITDA a +31.86% YoY.

Unidata balance sheet 2020, sources and uses

	2020	2019
Working Capital	(3.336.225)	4.203.289
Fixed Assets	35.347.086	27.185.511
Net Invested Capital	18.010.829	16.435.177
Net Financial Position	(3.416.353)	4.105.994
Net Equity	21.427.181	12.329.183
Total Funding Sources	18.010.829	16.435.177

- **Working Capital** decreases from 4.2 million in 2019 to -3.3 million in 2020 due to several factors: the increase in trade payables (from 3.7 million in 2019 to 8.6 million in 2020) mostly related to network infrastructure activities and the new accounting rules adopted regarding accruals within the year, which increase from 1.9 million to 5.4 million.
- **Net Financial Position (NFP)** is cash positive by €3.4 million (€5.9 million in accordance with ITA-GAAP) compared to the cash negative NFP of €4.1 million in 2019 (-€0.6 million in accordance with ITA-GAAP). The €7.5 million improvement in NFP, is due to the inflows from the stock market listing of approximately €5.2 million net of commissions. It is also due to Unidata's ability to generate cash thanks to its core business, this despite the considerable investments made in 2020 (€10.2 million) and the consolidation of the investment in the newco Unifiber S.p.A. with the payment of €1.25 million in capital account/reserves.
- **Net Equity** – the increase in shareholders' equity from € 12.3 million in 2019 to €21.4 million in 2020 is largely determined by the IPO proceeds and the provision on 2020 profits

Unidata SpA (UD-MIL)

03/16/2020 to 05/25/2021(Daily) High: 37.80 Low: 13.37 Chg: 165,52%



From the IPO to May 25, 2021

source: Nasdaq



Thank you for your attention.
Q&A session

Thank You

Unidata Contact Us

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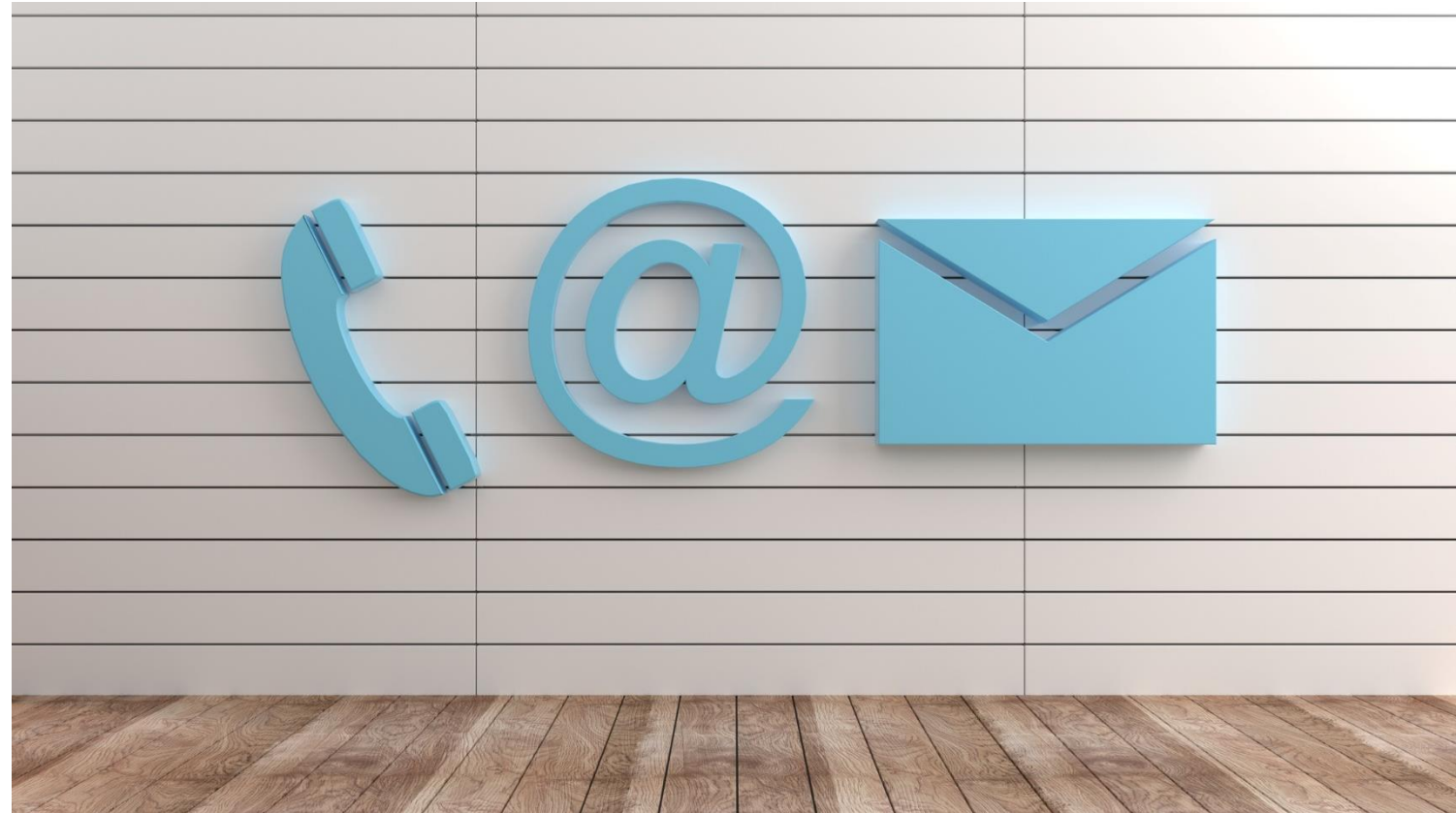
Nomad

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Annex

IoT solutions – Use Cases

Smart City (Smart Parking, Smart Lighting, Infrastructure Monitoring, Waste Management, Advertising Displays, Vending Machines, etc)

Industrial (Condition Monitoring)

Smart Grid for Electricity, Water and Gas (Smart Metering and Fault Identification)

Smart Agriculture (Monitoring of Ground Conditions, Animals and Geographical Boundaries), **Tracking** (People, Things and Animals).



Smart
Metering



Smart Cities &
Smart Parking



Industrial
IoT



Smart
Home



Smart
Building

IoT solutions with LoRa - Long Range Wide Area Network

What is LoRa?

Beyond the evolution of the cellular network, the new wireless technology to support IoT solutions is named LoRa and its network protocol is LoRaWAN.

It is a technology of type 'LPWA' (Low Power Wide Area) networks.

Technology tailored for applications that need a **wide communication range** (several Km) to reach devices that must have a low power consumption and operate for many years remotely with a single battery power.



Covid 19 pandemic: **analysis of impacts on corporate activity**

2020 was characterised by the spread of the "Covid 19" coronavirus and the consequent restrictive measures implemented by the government to contain it.

As part of the operations to manage the risks deriving from the pandemic, **the Company carried out a careful analysis of the situation** to assess the possible repercussions on the Company's operations and the impacts from an economic/financial point of view.

An operational risk was considered arising from the increased demand for bandwidth. The administrators **constantly monitored** the situation and put in place the necessary **corrective measures**: the installation of the equipment at the customers' premises continued in compliance with the provisions in force, as did the assurance and delivery activities for the fiber-optic network.

From a **financial point of view**, payment extensions were granted to customers in difficulty to allow them to carry out their activities.

During the preparation of the 2020 financial statements, there were no obvious risks of future impairment of the values recorded, also considering the worsening macroeconomic scenario.