



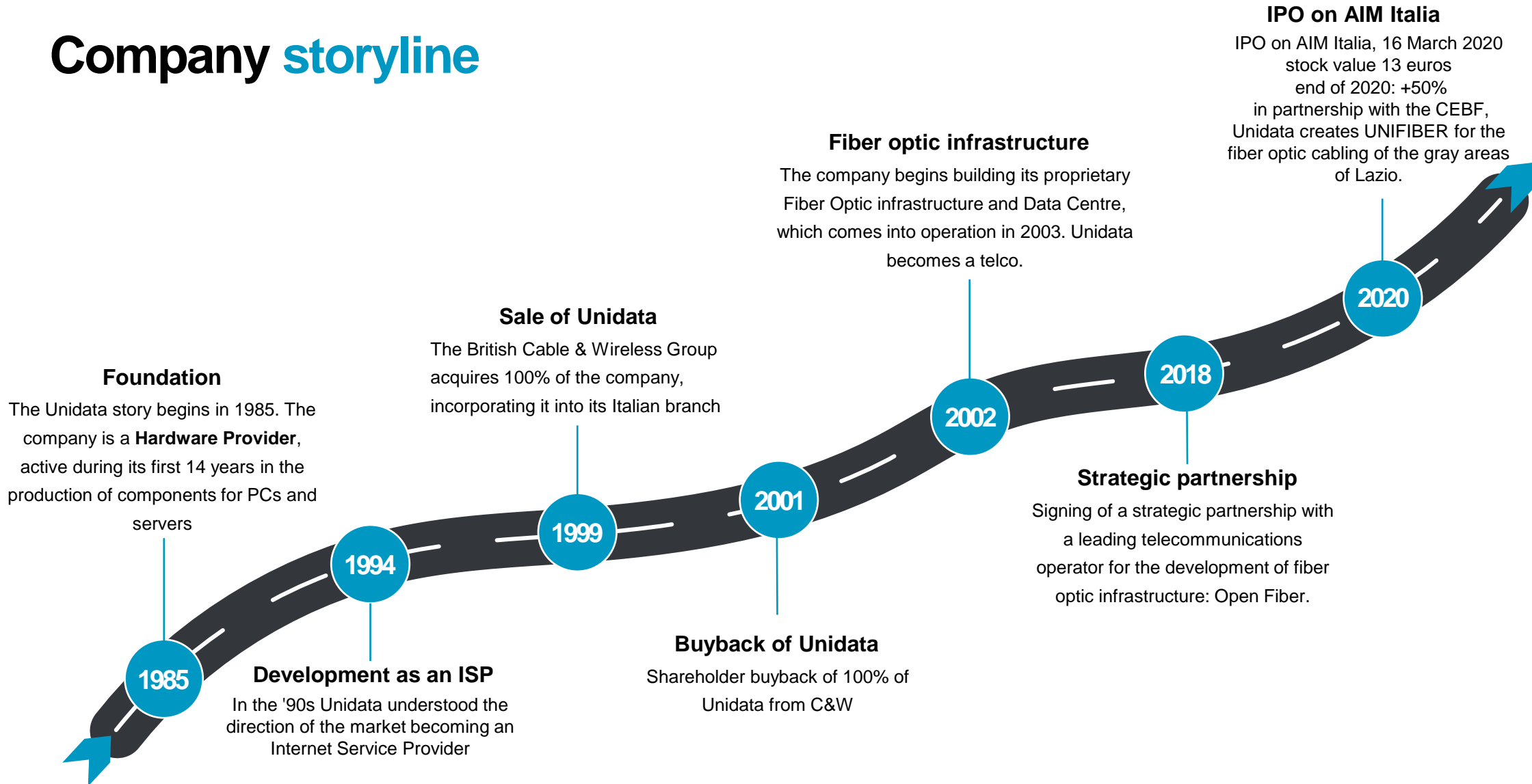
Investors Presentation

OCT 4, 2021

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Company **storyline**

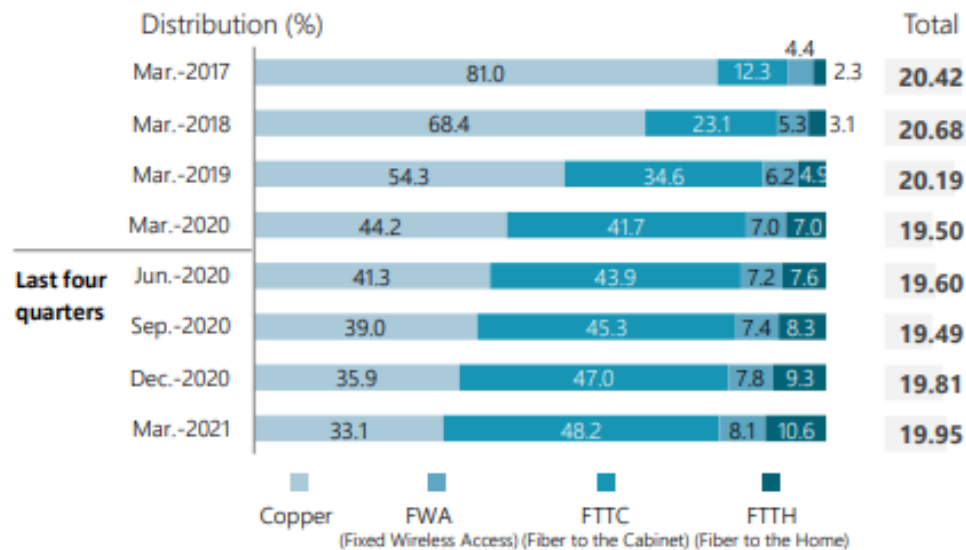


Telecommunications market in Italy



Telco Market (Agcom report 2/2021 – March 2021)

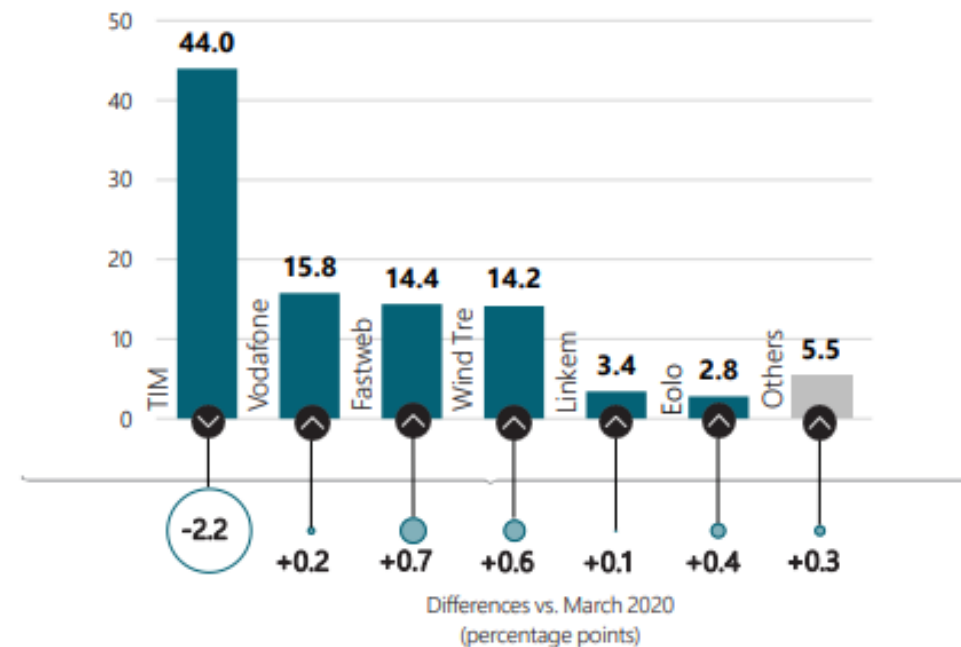
1.1: FIXED LINES: TOTAL LINES



Total lines	(no of lines)	(Δ %)	Distribution (Δ 2020-2021) percentage points
Quarterly change (December 2020 – March 2021)	+137 K accesses	+0.7% ↑	Copper: -11.1 ↓
Annual change (March 2020 – March 2021)	+450 K accesses	+2.3% ↑	FWA: +1.0 ↑
4-Year change (March 2017 – March 2021)	-471 K accesses	-2.3% ↓	FTTC: +6.5 ↑
			FTTH: +3.6 ↑

MARKET SHARES (%)

MARCH 2021



↓
TIM's market share
has dropped to
44.0%

↑
The market shares of
**Vodafone, Wind
Tre and Fastweb**
has increased

↑
Other operators have
increased their market
share

Telco Market (Agcom report 2/2021 – March 2021)

1.3: FIXED LINES: BROADBAND AND ULTRABROADBAND LINES BY TECHNOLOGY AND OPERATORS



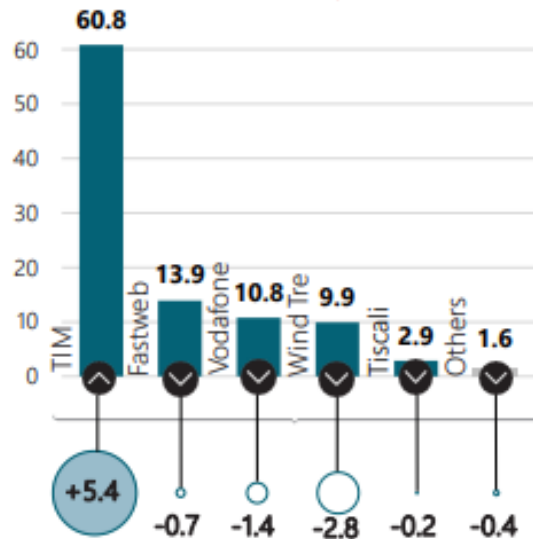
MARCH 2021

DSL

Total lines: **5.02** million accesses

Annual change
(March 2020 – March 2021)

-26.0% ↓

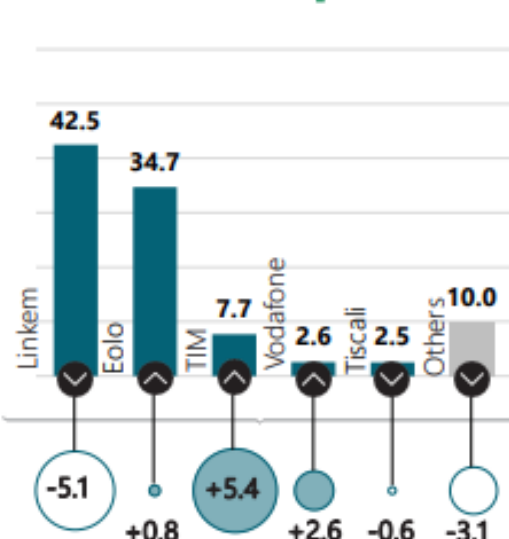


FWA

Total lines: **1.61** million access

Annual change
(March 2020 – March 2021)

+16.9% ↑

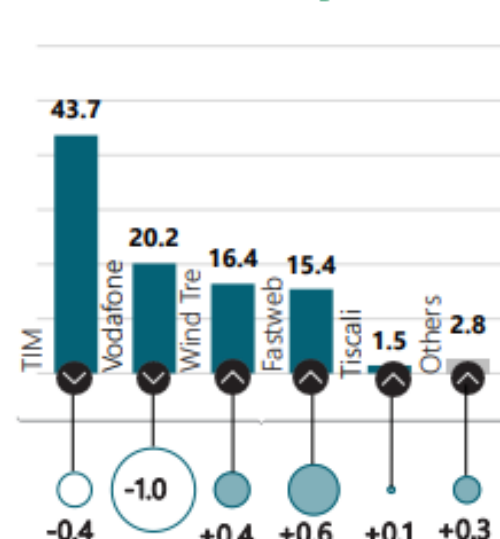


FTTC

Total lines: **9.62** million access

Annual change
(March 2020 – March 2021)

+18.2% ↑

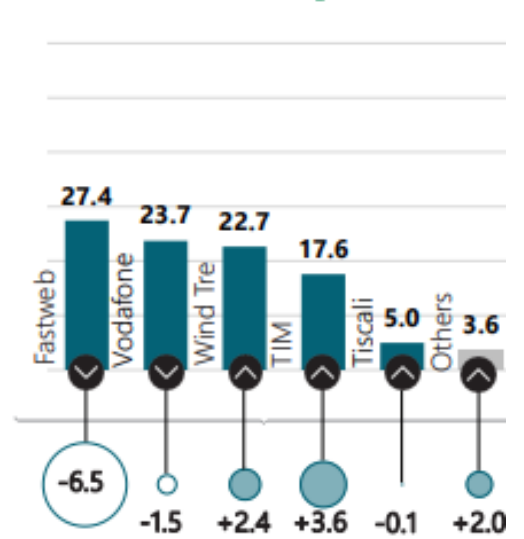


FTTH

Total lines: **2.11** million access

Annual change
(March 2020 – March 2021)

+54.8% ↑



Differences vs. March 2020
(percentage points)

PNRR resources for digitization

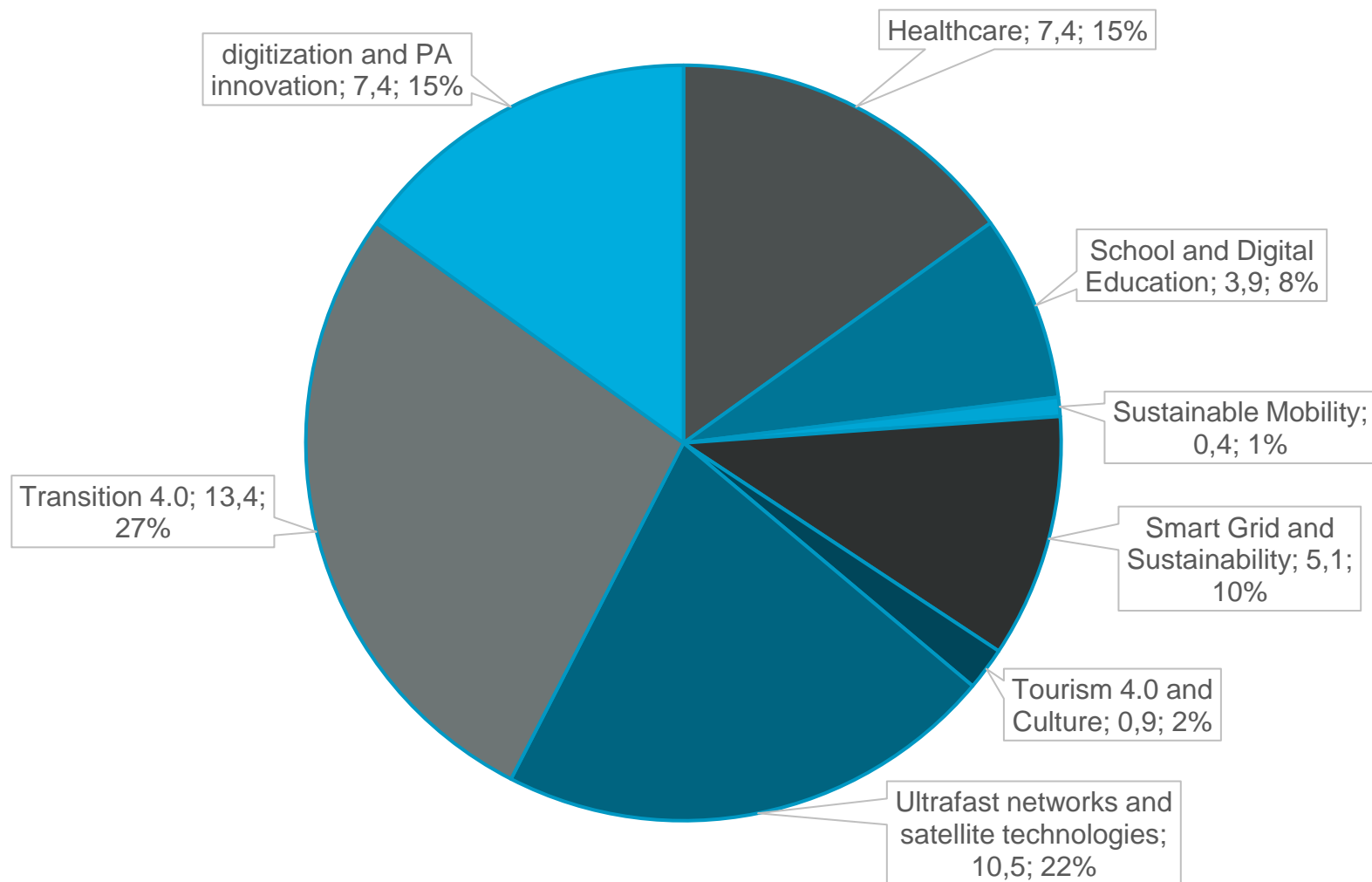
values expressed in billions of euros

The leverages of the Digital Plan for Italy 2030: combining systemic approach and bottom-up development



- **Digital skills**
- **Secure and sustainable digital infrastructure**
- **Digitization of public services**
- **Digital transformation of enterprises**

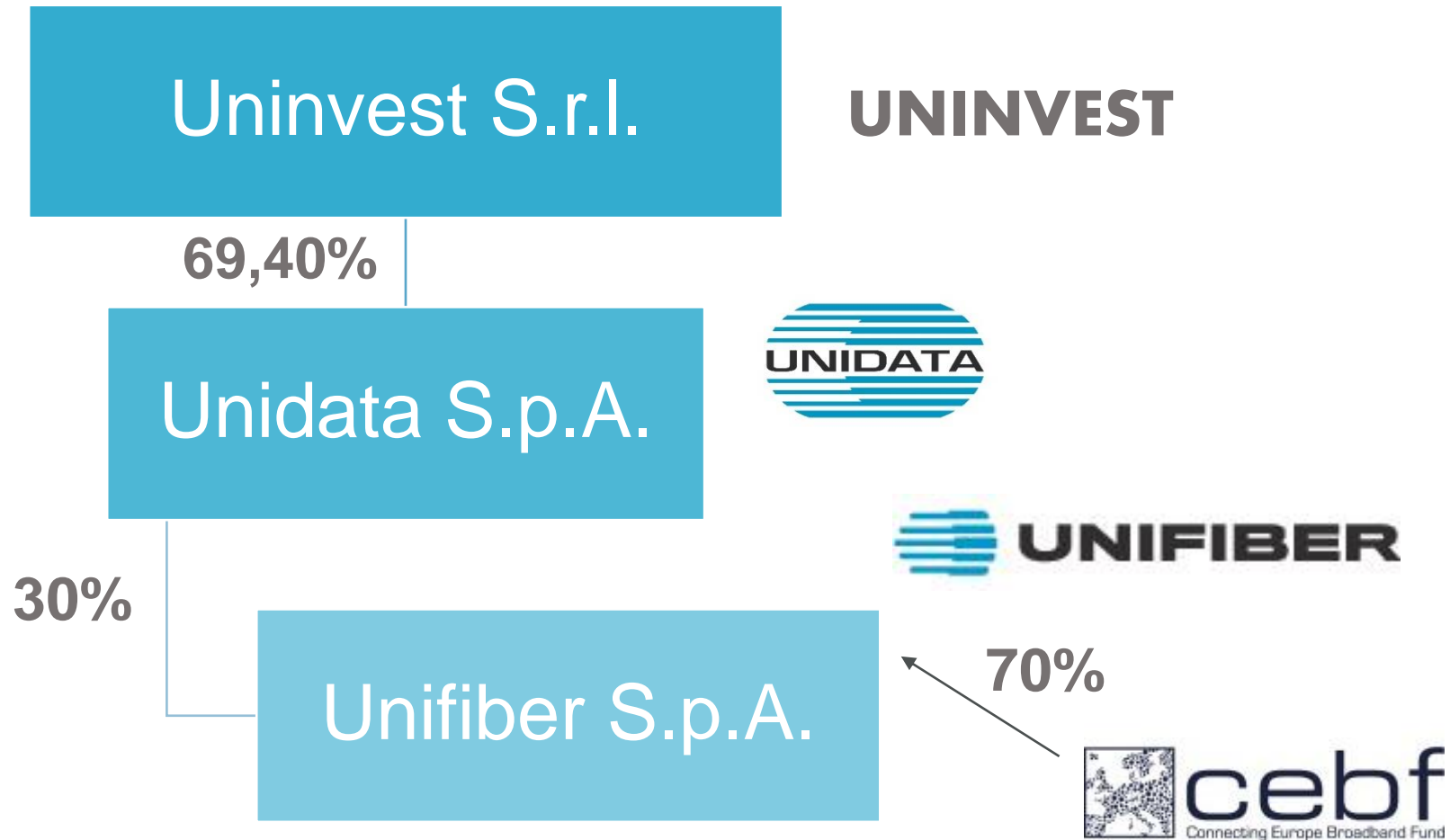
PNRR Resources



Company

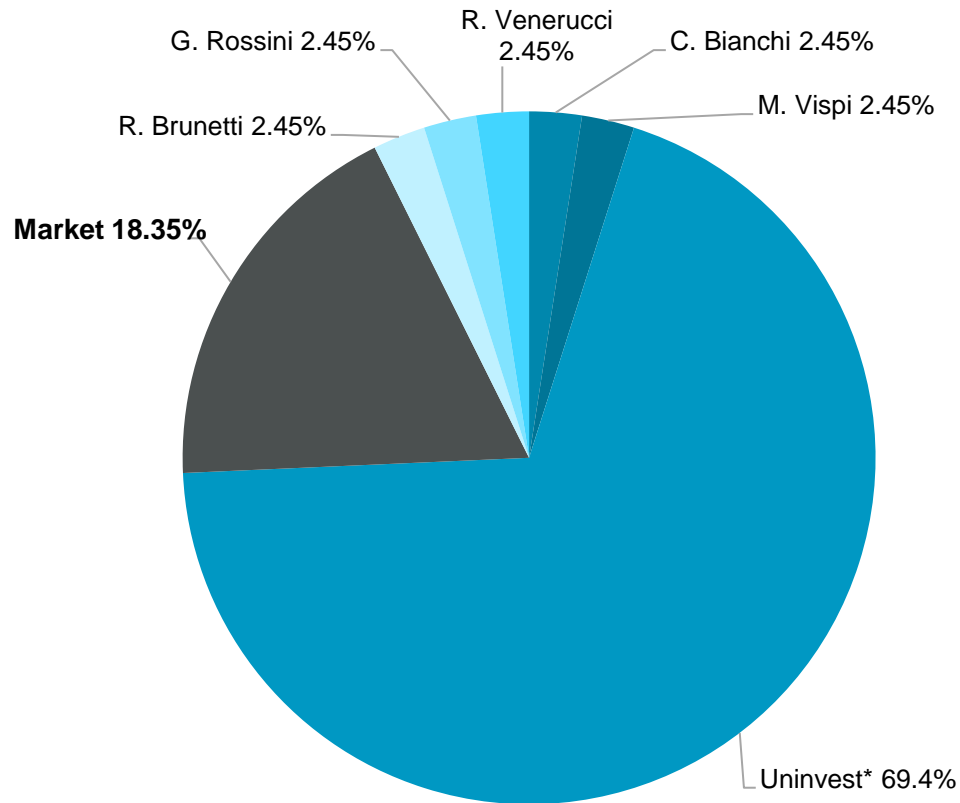


Group structure: from Unidata to Unifiber



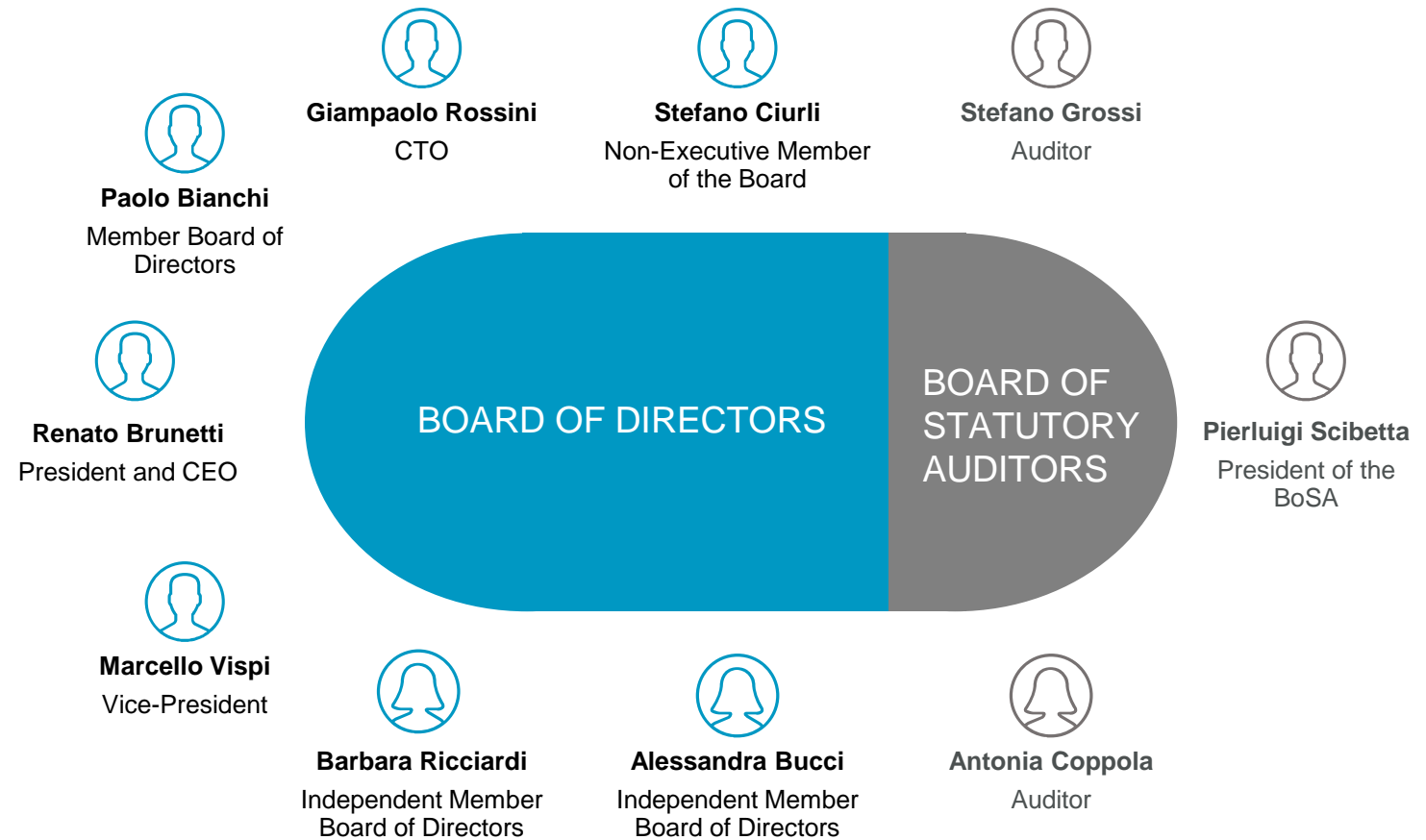
• Unidata: Shareholding & Governance

→ • 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



3,656 km
of Fiber Optic cabling



Proprietary Data Center
TIER IV



IoT and R&D
LPWAN - LoraWan



83
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;

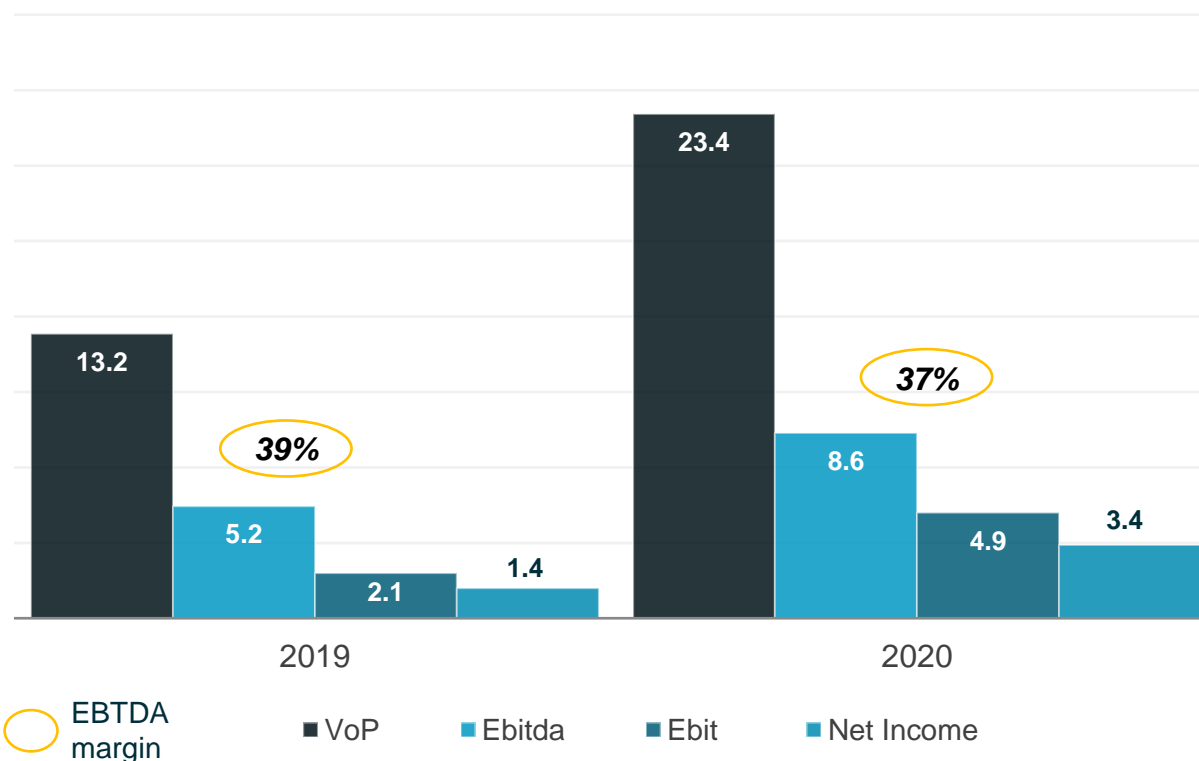
Annual variation YoY

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

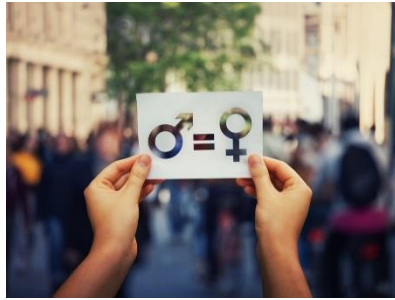
Our approach for a sustainable future

The Company published its 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 IN BoD:

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



CERTIFIED WITH THE ISO 14001:2015

Environmental Management
standard — to analyse, manage,
monitor, and continuously
improve the organization's
environmental performance and
activities;



CLIMATE ACTION:

Unidata has reduced CO2
emissions by using green
energy for its Data Center

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 started in Rome and now extending in the entire Lazio Region to offer at least 1 Giga bps 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 3,656 KM OF FIBER OPTIC CABLING

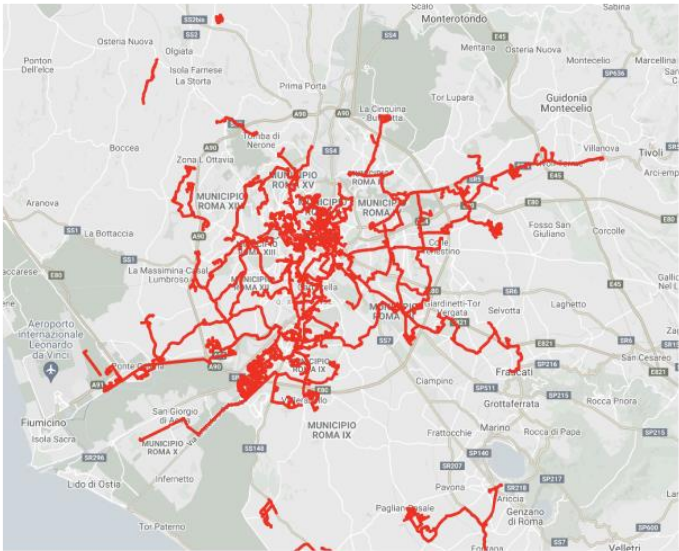
26 GHZ RADIO NETWORK FOR FWA SERVICES

CONNECTIVITY AND TELEPHONE SERVICES

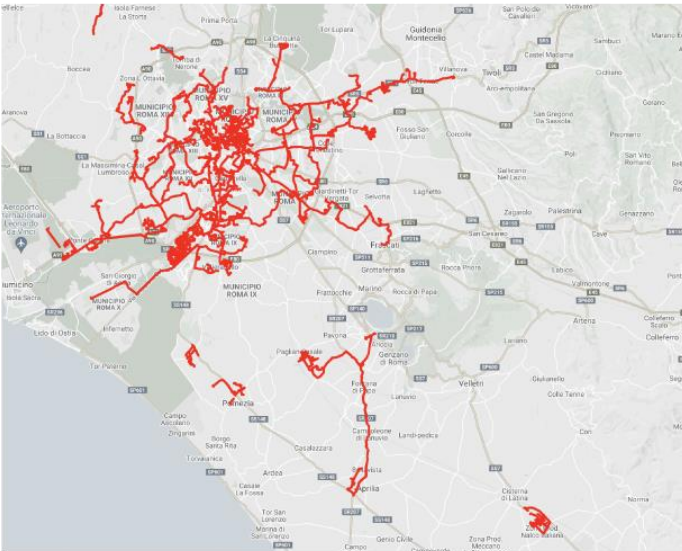


Territory covered by Unidata - Rome and Latina districts

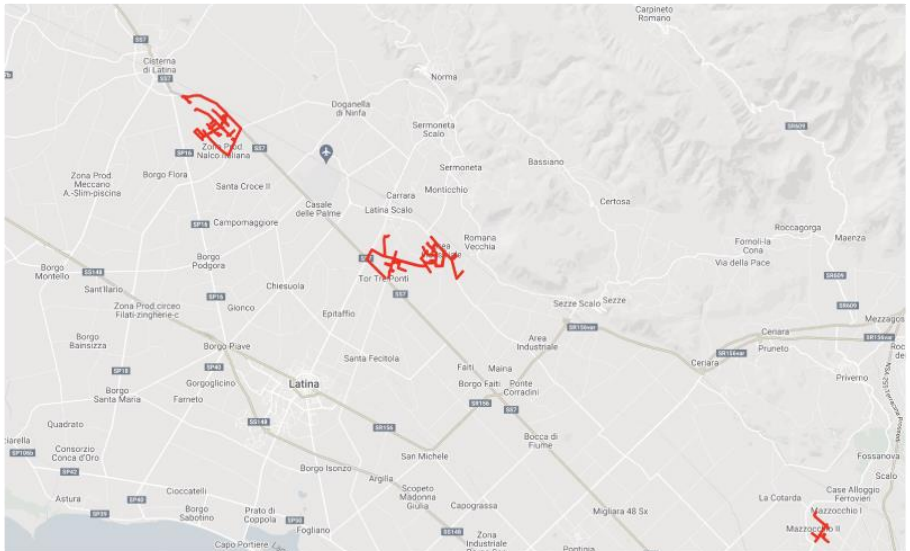
Roma



Roma - Aprilia



Latina



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



NEUTRAL COLOCATION – MULTI CARRIER



CLOUD SERVICES (IAAS, SAAS AND PAAS)



**NETWORK SECURITY — MANAGED SERVICES
DISASTER RECOVERY**

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

Certifications

ISO 9001:2015 (Quality Management System)

ISO 27001:2017 (Information Security Management System)

ISO 14001:2015 (Environmental management Systems)



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** has created a residential offer that combines the high performance of fiber optic connectivity for domotics: the IoT dedicated to the smart home.

In the offer designed by Unidata together with Enel X 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.



Financial



1H 2021 – @ 30 JUNE 2021

- Value of Production up sharply to 14.2 million euros (+58.6% YoY)
- Ebitda at €3.7 million (+48.8% YoY) - Ebitda margin 26.1%.
- Organic Growth: Ebitda +33.15%; VoP +49%.
- Net Financial Position of €1.38 million (cash positive)
- Growth in the number of customers +43% YoY
- Growth in optical fiber kilometers +1,016 km YoY (+38.5%)
- Investments: 4.3 million euros for fiber optic cabling in Rome and Province

Unidata reclassified income statement 1H 2021

	1H 2021	%	YoY	1H 2020	%
Value of Production	14.204.434	100	58,64%	8.953.625	100
Added Value	5.411.163	38,09	39.84%	3.869.419	43,22
Ebitda	3.717.382	26,17	48,84%	2.497.545	27,89
Ebit	1.532.405	10,79	52,90%	1.002.198	11,19
Economic result before tax	1.470.765	10,35	54,87%	949.670	10,61
Income Taxes	1.517.944	10,68		(322.885)	(3,61)
Net Profit	2.988.709	21,04		626.785	7,00

- Value added, calculated as the difference between the value of production and the cost of production for the period, amounted to 5,411,163 euros at June 30, 2021, representing 38.09% of the value of production. The increase in added value is due to the higher value of production (+58.64%), which was matched by an increase in costs (+72.95%), primarily due to the different methods of managing the materials used to build the network, as well as an increase in processing for the construction of infrastructures on behalf of third parties.
- The gross operating margin (EBITDA), calculated by subtracting payroll costs from the value added, amounts to 3,717,382 euros and represents 26.17% of production in the first half of the year (as of June 30, 2020 it amounted to 2,243,914 euros, corresponding to 27.89% of the value of production).
- EBIT, being the difference between EBITDA and amortization, depreciation and provisions, amounted to 1,532,405 euros, representing 10.79% of the value of production (compared with 11.19% in the same period of the previous year).

Unidata balance sheet 1H 2021

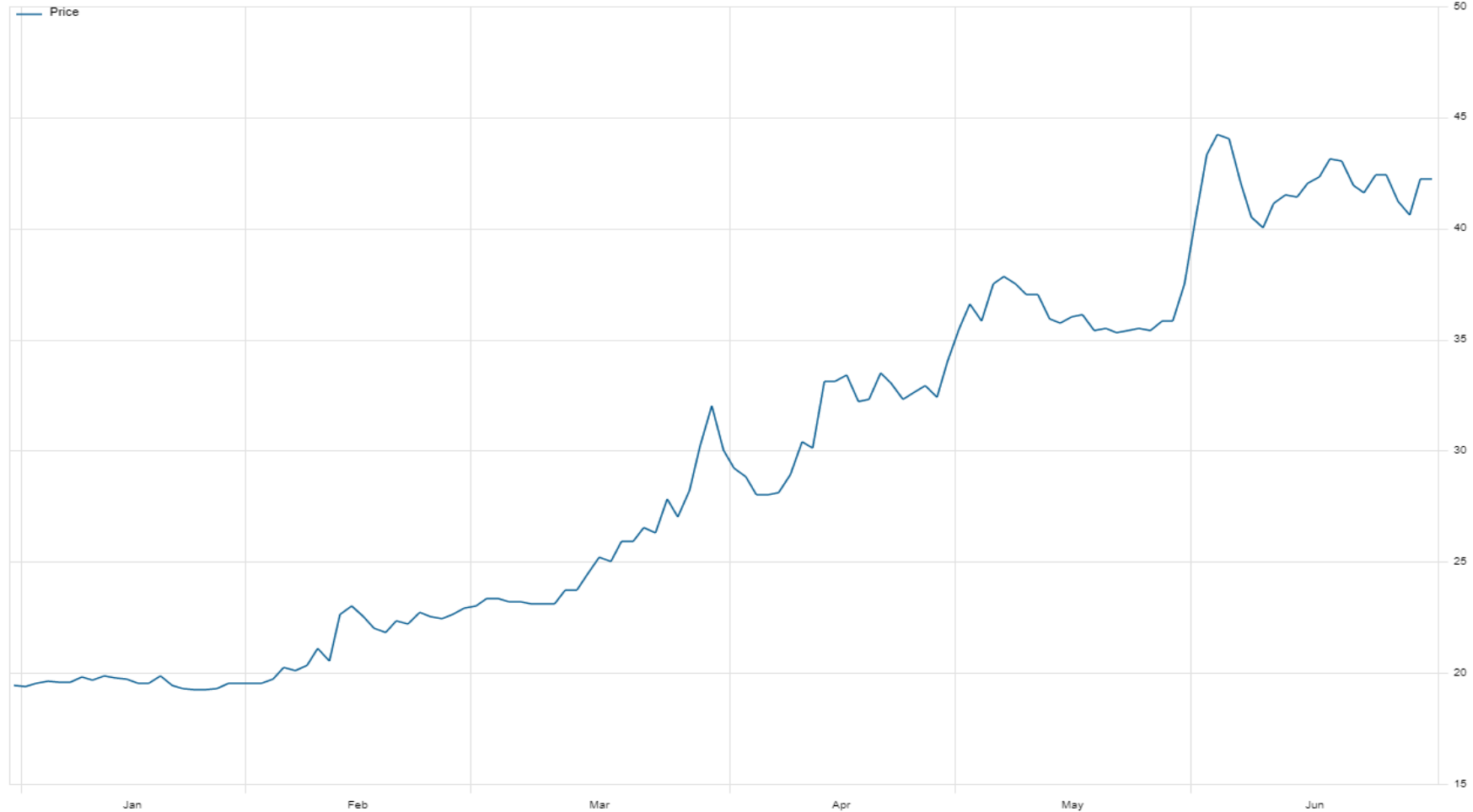
	1H 2021	1H 2020
Working Capital	(2.405.478)	(3.336.225)
Fixed Assets	38.883.811	35.347.086
Net Invested Capital	23.135.569	18.010.829
Net Financial Position	(1.376.968)	(3.416.353)
Net Equity	24.512.537	21.427.181
Total Funding Sources	23.135.569	18.010.829

- **Revenues from sales** increased by 76.75% compared with the previous year, rising from 8,779,770 euros in 2020 to 13,670,292 euros.
- **The increase in service costs and an increase in the cost of procuring raw materials and goods:** the control activities and the actions put in place allow the containment of costs during the year for services inherent to the business activity (internet bandwidth, voice lines, hosting services) trying to compensate for the sharp increase in costs linked to the investments being made for the fiber optic network in the city of Rome, for the technological renewal of the backbone network and for the works for the realization of the primary and secondary fiber optic network carried out on behalf of an infrastructural player in the telecommunications field.
- 4,2825,244 euros for **investments** are related to **fiber optic cabling in the areas of the Municipality and Province of Rome**, of which 759,295 euros are related to the cabling of the company's backbone network and the shunts to customers' facilities and 4,065,949 euros for the fiber optic network infrastructure connected to the RM-Fiber project.

Unidata shares value chart

Unidata SpA (UD-MIL)

01/01/2021 to 06/30/2021(Daily) High: 44.20 Low: 19.20 Chg: 117.53%



From Jan 1st to Jun 30th, 2021 (+ 117,53%)
source: Nasdaq

Thank you for your attention.
Q&A session

Thank You

Unidata Contact Us

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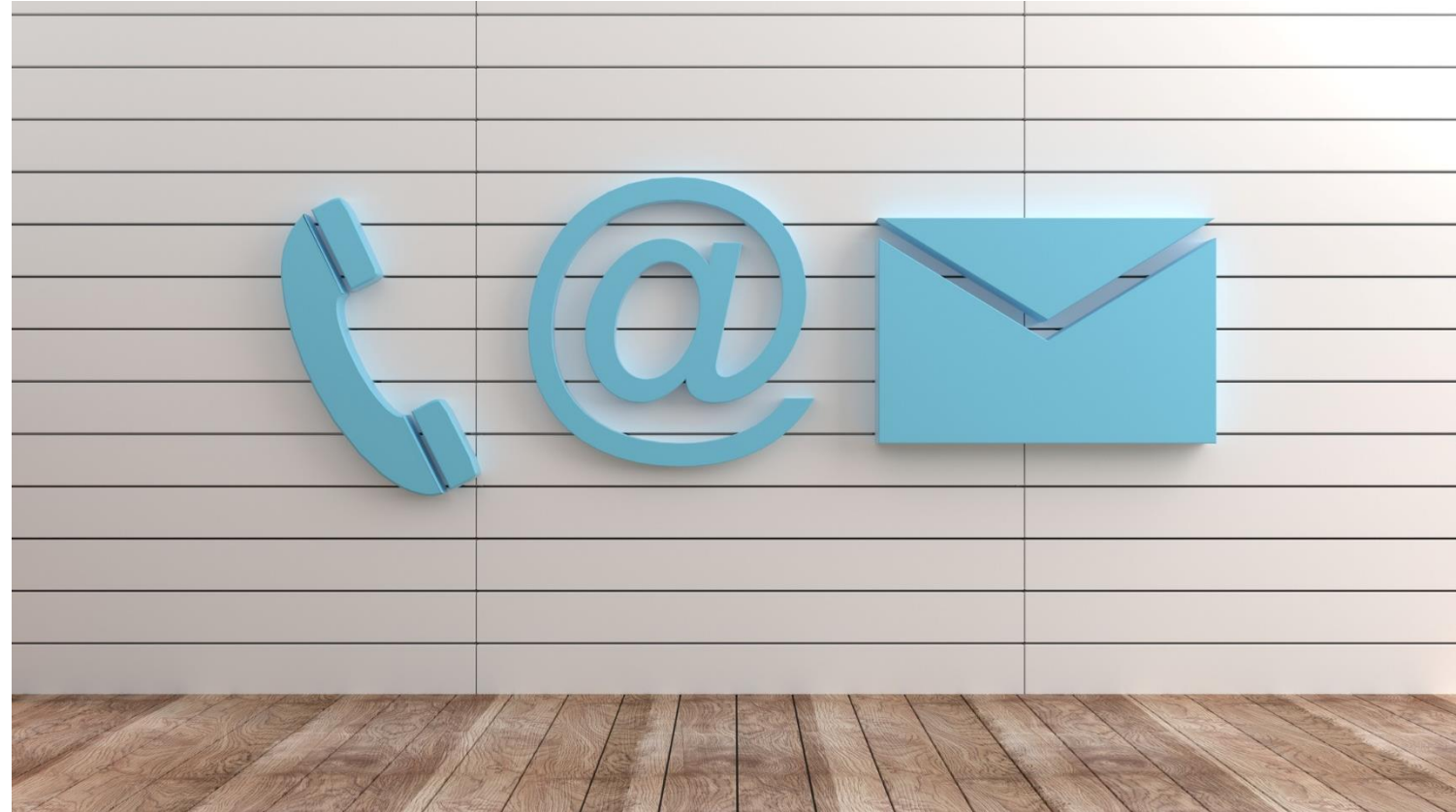
Nomad

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+39 06 896841

gdalessio@enventcapitalmarkets.uk



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.

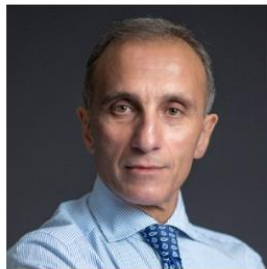


Unifiber

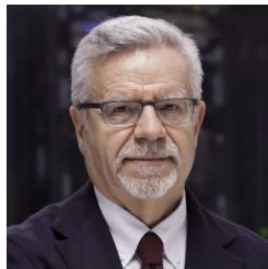
Unidata and CEBF created the newco **Unifiber** for the construction of a fiber optic access network in the «grey areas» in Lazio Region.

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).

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.