

Investors Presentation

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Unidata: The Gigabit Enabler



Unidata is a primary player in the **telecommunications** with more than **3.904 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.



Company storyline

in partnership with the CEBF, Unidata creates UNIFIBER for the Fiber optic infrastructure fiber optic cabling of the gray areas of Lazio. The company begins building its proprietary Fiber Optic infrastructure and Data Centre, which comes into operation in 2003. Unidata becomes a telco. 2020 Sale of Unidata The British Cable & Wireless Group 2018 Foundation acquires 100% of the company, incorporating it into its Italian branch The Unidata story begins in 1985. The 2002 company is a Hardware Provider, active during its first 14 years in the Strategic partnership production of components for PCs and 2001 Signing of a strategic partnership with servers 1999 a leading telecommunications 1994 operator for the development of fiber optic infrastructure: Open Fiber. **Buyback of Unidata Development as an ISP** Shareholder buyback of 100% of 1985 In the '90s Unidata understood the Unidata from C&W direction of the market becoming an Internet Service Provider



IPO on AIM Italia IPO on AIM Italia, 16 March 2020

> stock value 13 euros end of 2020: +50%

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





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83

employees

of Fiber Optic cabling

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

Unidata: Shareholding & Governance





Group structure: from Unidata to Unifiber





ESG: 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



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 2.5 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)



INIIDAT



Cloud & Data Center

Eost Tost

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.







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 (((o))

CLOUD PLATFORMS

APPLICATIONS



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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



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.





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).







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.





Telecommunications market in Italy



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

1.1: FIXED LINES: TOTAL LINES







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

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



DSL FTTC FTTH FWA Total lines: 5.02 million accesses Total lines: 9.62 million access Total lines: 1.61 million access Total lines: 2.11 million access Annual change Annual change Annual change Annual change (March 2020 - March 2021) -26.0% 🗸 +16.9% +18.2% +54.8% 60.8 60 50 43.7 42.5 40 34.7 27.4 23.7 30 22.7 20.2 17.6 'odafone odafone 20 Fastweb Linkem თ**10.0** 10 U U 00 ≧ -5.1 -6.5 +5.4 -1.0 +5.4+2.4 -0.7 -1.4 -1.5 +3.6 -0.1 +2.0-0.2 -2.8 -0.4 +0.8 +2.6 -0.6 -3.1 -0.4 +0.4 +0.6 +0.1 +0.3

> Differences vs. March 2020 (percentage points)



MARCH 2021









INDUSTRIAL PLAN

2022-2024

Megatrends

Business scenario for the years 2022-2024 - Italian market (base 2020) PNRR with about 222.1 B€ of additional resources will be an incredible opportunity for next 5 years in Italy. PPP - Public and Private Partnership will be part of the strategy to catch this opportunity.

Cloud & Datacenter

- Cloud market 3,84 B€
- Data center market Wholesale Co-Location 299 M€ (CAGR 16%) Retail 407 M€ (CAGR 5,75%) in 2026
- PNRR for Public & Hybrid Cloud 2,39 B€

Cyber Security & Secure SD Wan Connectivity

- Market 1,39 B€ (CAGR 12,4%)
- +246% Cyberattacks in 2020
- PNRR 0,6 B€ in Public Administration

Infrastructure Development

- Internal capability in design, PMI, PMO , GIS construction capability Fiber Optics Network
- More than **20 M€** yearly (2021) value done
- · Maintenance and delivery services
- Next 5 years investments in Italy for more than 25 B€



www.unidata.it

CAGR 10,53% (est. 2024)

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General assumptions

Baseline assumptions for the development of the 2022-2024 industrial plan

Organic growth

No extraordinary finance operations

M&A and partnerships will be considered to sustain the growth

Most of the net profits will be reinvested in company business





Financial Targets

Financial Targets 1/2



REVENUES & EBITDA ADJUSTED (*) €M



Revenues aim to reach in 2024 a total turnover between Euro 65,2 and 79,2 million (o/w Euro 56,5/70,5) million of industrial "core" revenues and Euro 8,7 million referred to materials sold for infrastructure purposes.

	2020	2021E	2024E-W	2024E-E
EBITDA margin	36,80%	28,20%	29,80%	29,40%
EBITDA margin Adjusted*	36,80%	36,30%	32,90%	30,30%





Targets

Financial Targets

Financial Targets 2/2

[Million Euro]	2020	2021E	2024E-W	2024E- <i>B</i>
Total revenues	23,45	37,14	64,23	79,19
Total revenues Adjusted*	23,44	31,14	55,51	70,47
Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA)	8,62	10,48	19,14	23,25
Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA) Adjusted*	8,62	11,30	18,27	21,35
EBITDA margin	36,8%	28,2%	29,8%	29,4%
EBITDA margin Adjusted*	36,8%	36,3%	32,9%	30,3%
Cash Flow	9,44	(4,61)	1,77	2,89
Net Financial Position	3,41	(3,18)	2,88	3,96
Net Assets	21,43	27,85	51,74	54,68

OPEX is stable and mainly driven by the <u>variable costs</u> directly related to production and sales, that accounts for approx. 65% of the total revenues and by labour (semi-variable) to support the expected growth of the business.

EBITDA margin will be relatively high and stable above 29% in the long run. Most of the net profit will be reinvested in the company business.

Net financial position and **cashflow** will turn into a positive trend until 2024.

(*) Adjusted: total revenues - materialsE-W: Worst scenarioE-B: Best scenario





Investments

Target Plan 2/2

[Million Euro]	2021	2022	2023	2024	Cumulated CAPEX
Intangible assets					
Licenses	0,67	0,60	0,60	1,50	3,37
Tangible assets					
Fiber Network	11,94	10,56	13,02	13,11	48,63
Total investment	12,62	11,16	13,62	14,61	52,00

CAPEX will reach approx. **14,6 million** in 2024 with a CAGR of **3,73%**.





Targets

The way to go

Strategy







Fiber & Networking

ACTIONS

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.

TARGET

- Strong position in the B2B segment enforced with Network expand and with advanced Secure SD-Wan (Universe Unidata Offer) Unified Communication telephony and Cloud integration.
- Wholesale opportunity taken in network building and co-investments (OpenFiber)
- Enforced position in Residential & Soho market using Network efficiency and highperformance anticipating competitors.
- First mover in the offer in new FTTH implementation areas than competitors
- Strong Unidata brand awareness in local regional market
- High quality customer support
- Competitive prices
- Take a strong market quote with our network expansion and alliance with Open Fiber to open new territory opportunity
- Strong wholesale

REVENUES FIBER & NETWORKING $M \in$





Micro

Business

Consumer

& Soho

Large Corporations, PMI and Public Institutions

Very important market in Roma and Lazio to increase with flexible and competitive network solutions, aggressive prices on network expansion FTTH network.

- Secure SD-Wan (Universe offer) appealing and upselling
- Geomarketing strong adoption
- Sales agency and third-party alliance sales channels
- Public bid competition
- Voucher incentive opportunity

Micro Business segment

FTTH powerful connectivity including attractive options in a package including Telephony PBX, POS, Wi-Fi public service, IoT for security.

- Geomarketing and database activity
- Sales channels integrated with Residential and digital channel
- Special offers through Category Associations (CNA, Federlazio, etc.)

Consumer and Soho market

Trough fast FTTH adoption and migration (more than 30% yearly grow) from FTTC/ADSL

- Use the advantage or first mover in the network building
- Anticipate the market for new faster speed, 2.5 and 10Gbit
- Fiber TV antenna offer soon
- Unidata Gigafiber special editions for Smart Home and Gamers
- Special offer for Corporate employee and Secure Smart Working
 Universe Offer
- Community/building special offers
- Addressing expansion in Lazio Gray areas using Unifiber network and Open Fiber network in passive to complete Roma and Lazio



 $(\ensuremath{^\star})$ worst scenario and best scenario

30 - 40K

Customers



Cloud & Datacenter

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

TARGET



MARKET POTENTIAL

STATUS

- Competitive Tier IV datacentre 40% available space for Colocation •
- Good offer for virtualization and Cloud
- · No strong upselling proposition for Unidata Network customers
- No strong offer as neutral Data Center •
- Qualification as PA/Agid gualification running

ACTIONS

4 - 6 M€

 Colocation service for high end customers good demand for Advanced Cloud Services

New generation Cloud Services

- Cloud services with industry standard technology
- New entry through alliances third party

Space TIER IV increasing for Colocation

- DaaS desktop as a Service offer •
- Cloud service in eCommerce proposition •
- SaaS Software as a Service through third party alliance
- Cloud Container's Services

Hardware for Cloud

- Enhanced Private Cloud with White Label Hardware AMD based
- Desktop and Thin Client offer for DaaS





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(*) worst scenario and best scenario



IoT & Smart Solutions

The IoT is the new paradigm of interconnectivity between things and people. Unidata, which has seen the birth and growth of the Internet knows how to take advantage of this new opportunity considering the advent of Smart City, Smart Building, Smart Agriculture, etc.

TARGET

Unidata is a pioneer in Italy of LPWAN using the successful Lorawan Technology. LPWAN is a driver and entry point for Smart Solutions: Smart Metering, Smart City, Smart Building, etc. large and small water utility with a whole market of digital metering service - Lorawan is clearly the best solution. "Smart everything" is the new paradigm addressing a huge market. The PNRR founds can allow very big and short-term investments 2.5 B€ for water sector but also for Smart city (**)



ACTIONS

Short term market actions

- Strong action towards the >1000 public utilities in Italy for in water metering service, big tenders announced.
- Strategic alliance with meter vendors
- Strategic alliance with Tower company for Lorawan gateway

Smart city Opportunity for Municipality

- Metro Fiber network a base for digital transition
- Public Wi-Fi in some high people density presence
- Security through video-surveillance
- · IoT sensor for air quality and noise monitoring
- Smart Parking using Lorawan car sensors
- Smart Pole
- City Room control
- Big data and analytics platform

New research project

- Unidata R&D sector has strong background in research project
- PNRR will have also big resource in short term

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Managed Services

More than 30 years of experience in providing dedicated digital services for meetings and events.

TARGET

Our experience and the stable presence in the major infrastructures for **great events** in Rome, such as **Fiera di Roma**, **Auditorium Parco della Musica** and **La Nuvola**, allow us to offer connectivity and security during important events, such as the G20 in Rome in 2021, or events with the participation of hundreds of thousands of people connected at the same time, such as **Maker Faire Europe** and the **Festa del Cinema** di Roma.



ACTIONS

Strategy

Unidata will continue to offer **support services**, **design and consulting** about the Internet technologies and more generally in the digital environment.

This is made possible by a **high-level technical staff** with extensive skills, ranging from networks to traditional IT declined to the Internet, the application area, social networks and in particular the design and management of security.

The particular **competence in the IP sector, Wi-Fi networks and telecommunications** allow Unidata to offer to the Customers an integrated and wide vision, with the convenience of a single interlocutor.

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(*) worst scenario and best scenario

BUILDING UNITS



- Start large maintenance program (500K BU) •
- Integration GIS software with geomarketing
- Smart city implementation skill and IoT •
- Opportunities outside Unidata/Unifiber •



Unidata is has created a high gualified group with capabilities for Fiber Infrastructure Design, Project execution Coordination, Project Management, Procurement and Accounting. This group with is skill can be used in the future to continue to develop the fiber network but also to follow Smart City implementation projects and in general to make technology infrastructure design and implementation and management and maintenance.





TARGET

Molise (2 industrial areas)

Maintenance of about 500K BU

To build the Fiber network for Unidata and Unifiber in Roma e Lazio

Puglia (industrial district area + 2 municipals' industrial areas)

250-350K BU to cover 2022-2025 (50-75 €M value)

ACTIONS



Strategy



Cyber Security

Strategy

Cyber security is the set of resources, technologies and procedures aimed at protecting IT systems in terms of availability, confidentiality and integrity of assets or IT-assets.

TARGET

Integrate the offer of Unidata with an innovative approach to Cyber Security management that will increase revenues and will open a new growing market. It's a new area of business in which Unidata has developed its own offer that it plans to start promoting on the market from 2022.



ACTIONS

Create a virtual Service Operational Center (vSoC) that will provide SOC and NOC services plus a series of specific services such as

- Secure SD-Wan
 - Advanced perimeter security, Antivirus, Antimalware, IDS/IPS, AntiDoS, WAF, Application Control.
- Disaster Recovery as a Service
- Immutable Backup and restore as a Service
- Network Immune System
 - Autonomous Artificial Intelligence (reveals, investigates and responds to cyber threats in real time wherever they occur)

The vSoC will monitor and improve the security of a firm through prevention, rapid detection, analysis and response to physical and IT security events. In particular, the activities carried out will aim at guiding the implementation of these features from a Smart Soc and Smart OT perspective.







ACTIONS

UNIDATA is committed to supporting sustainable development by contributing to some of the objectives identified by the United Nations

TARGET

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 dimensions.

From January 2021 the Company is implementing its sustainability reporting system.

In 2022 – 2024 the goals are to enhance the guality on the following DSG:



WOMAN ON DECISION MAKING Empower women to ensure their equal rights



DECENT WORK AND ECONOMIC GROWTH

Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all



INDUSTRY, INNOVATION AND **INFRASTRUCTURE**

Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation



AND COMMUNITIES

12 RESPONSIBLE CONSUMPTION ANDPRODUCTION

TARGET EMISSIONS Reduce the current CO₂ emission

and production

SUSTAINABLE DEVELOPMENT

ENVIRONMENTAL MANAGEMENT

Ensure 100% sustainable consumption

in infrastructure and innovation



REDUCE CO₂

Using green energy for its Data Center replacing at least all the motor vehicles with plug-in hybrids or full Electric

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-	

EQUAL TREATMENTS

Equal payments and equal treatment in competences (no gender discrimination)



CLIMATE ACTION

Transition to a 100% consumption of energy produced from renewable sources. Analyze, manage, monitor, and continuously improve the organization's environmental performance and activities;



SPREAD GREEN TECHNOLOGY

Unidata provides investment in infrastructure and innovation that are crucial to achieving sustainable developing through its fiber optic infrastructures



BENEFIT COMPANY

In 2022 Unidata will start the process to become a benefit company (società benefit) according to law 208/2015



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