



UNIDATA

Investor presentation

2022, 25 January

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UNIDATA: The Company

Unidata is a **Hi-Tech Company**

Become a Leader in

Telecommunications, Cloud & IoT

Totally Italian property

Unidata is above all the story of the passion of 3 guys for technology, who with their vision have created an all-Italian success story

THE FOUNDATION

The history of Unidata began in 1985. The company is a Hardware Provider, active in the production of components for PCs and servers.

1985

DEVELOPMENT AS AN ISP

Sensing the potential of the Internet, the company revolutionized its core business and started the activity of Internet Service Provider.

1994

1999

C&W ACQUISITION

Sale to the English group Cable&Wireless which acquires 100% of the company by incorporating it into its Italian branch.

2001

BUYBACK

The founding partners buy back from Cable&Wireless the branch of the company with original name and brand. The realization of the proprietary Fiber infrastructure and the Data Center begins

2002

2018

STRATEGIC PARTNERSHIP

Strategic partnership with a leading Telco operator for the development of Fiber Optic infrastructure

2020

CONNECTIVITY, CLOUD AND IOT IS GROWING

Unidata wins the frequencies for the 26 GHz broadband in the Lazio region. Extends its activities to the provision of cloud services and the Internet of Things

IPO—AIM STOCK MARKET

On March 16, Unidata was listed on the Euronext Growth Milan segment of the Italian Stock Exchange.



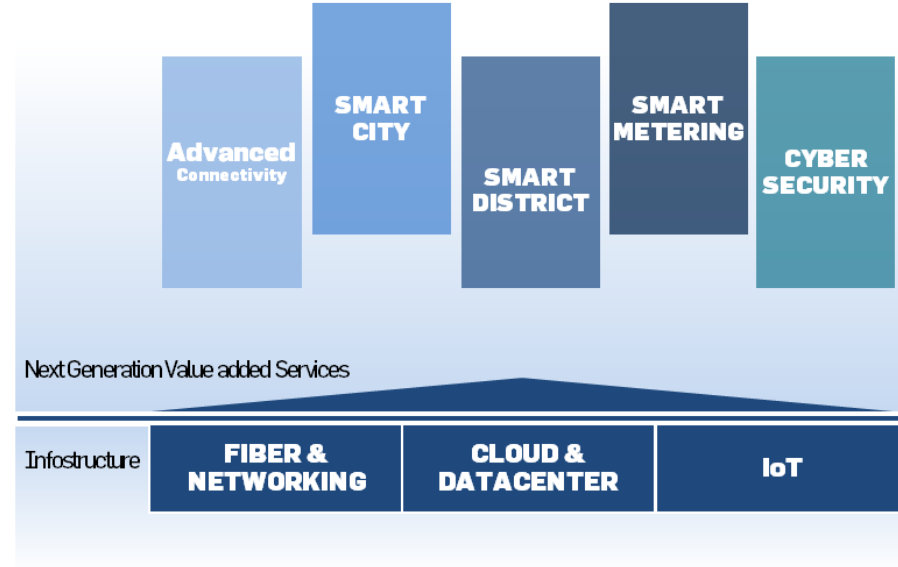
UNIDATA: Vision

Digitally Connected

Unidata is an Integrated Infrastructure operator operating in the field of Fiber Optic networks, Datacenter, Cloud and IoT networks and solutions

The commercial proposition is focused on:

- Connectivity and Voice Services to companies and individuals
- Cloud services
- IoT services for Smart City, Smart District
- IoT solutions for industrial metering
- Security services



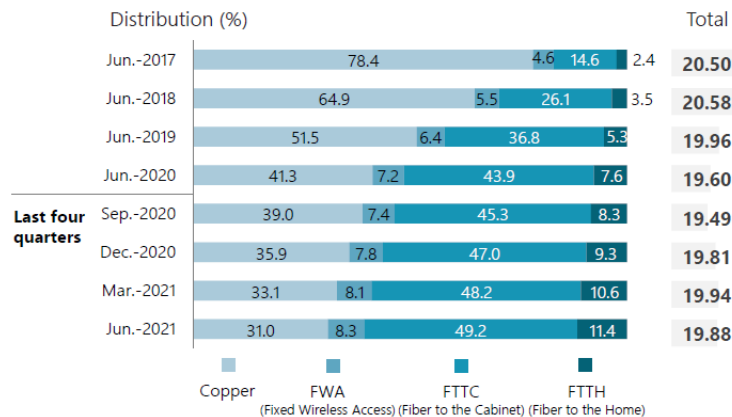


TELCO MARKET IN ITALY

Telco Market (Agcom report #3/2021 – June 2021)



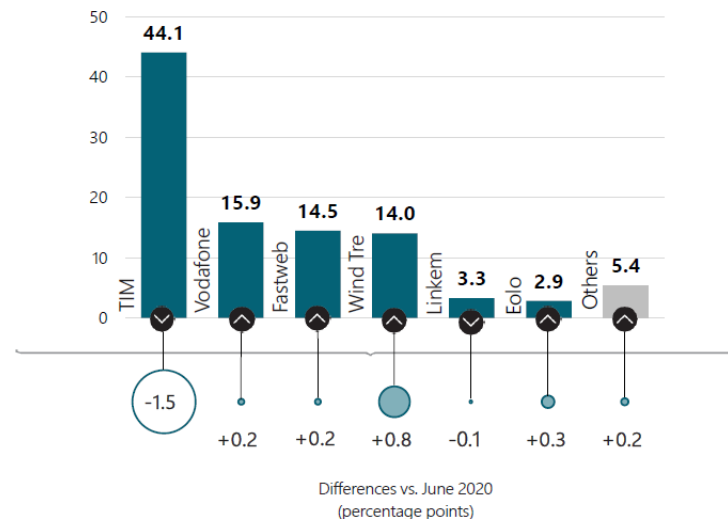
1.1: FIXED LINES: TOTAL LINES



Total lines	(no of lines)	(Δ %)	Distribution (Δ 2020-2021) percentage points
Quarterly change (March 2021 – June 2021)	-53 K accesses	-0.3 ↓	Copper: -10.3 ↓
Annual change (June 2020 – June 2021)	+279 K accesses	+2.0 ↑	FWA: +1.0 ↑
			FTTC: +5.4 ↑
4-Year change (June 2017 – June 2021)	-618 K accesses	-3.0 ↓	FTTH: +3.8 ↑

MARKET SHARES (%)

JUNE 2021



Telco Market (Agcom report #3/2021 – June 2021)

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



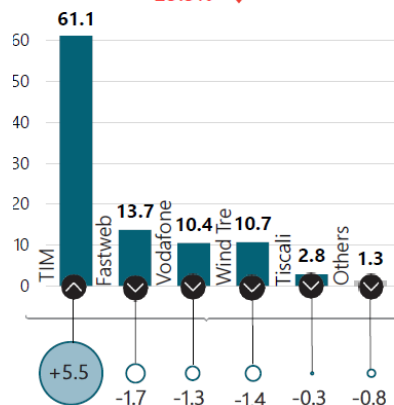
JUNE 2021

DSL

Total lines: **4.68** million accesses

Annual change
(June 2020 – June 2021)

-25.5% ↓

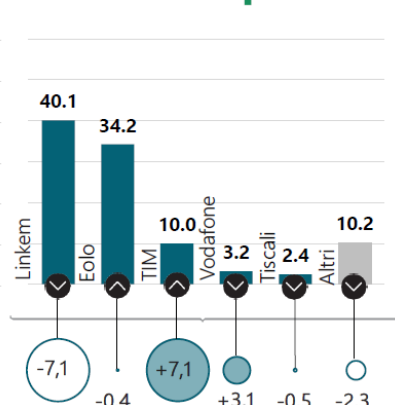


FWA

Total lines: **1.65** million access

Annual change
(June 2020 – June 2021)

+16.0% ↑

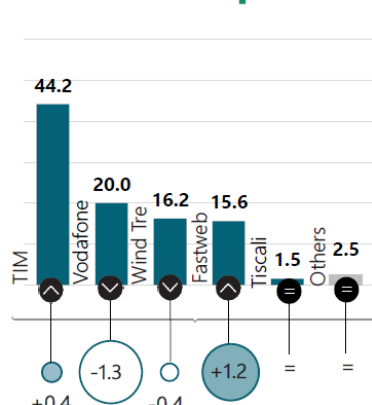


FTTC

Total lines: **9.79** million access

Annual change
(June 2020 – June 2021)

+13.9% ↑

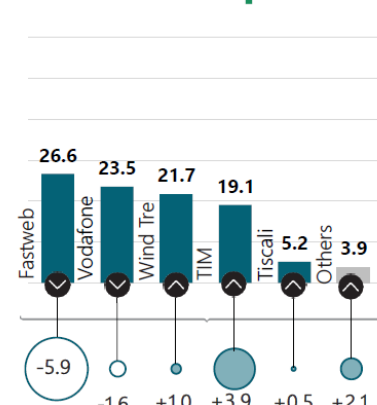


FTTH

Total lines: **2.27** million access

Annual change
(June 2020 – June 2021)

+52.7% ↑



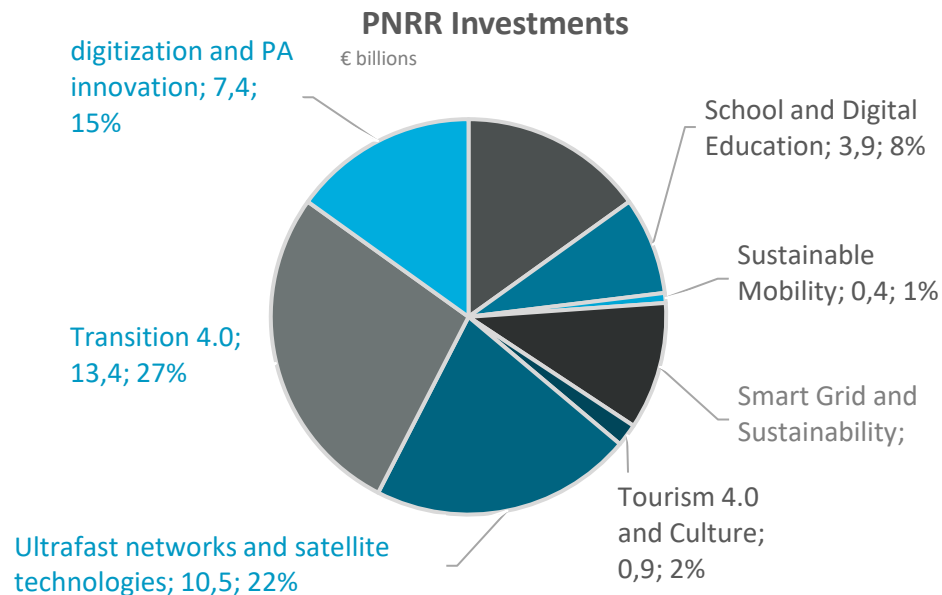
Differences vs. June 2020
(percentage points)

Telco Market: PNRR a chance for Digital Transformation

Italian Digital Transformation is expected to become factually operational with PNRR

2030 Italian Digital Plan is based on the combination of the following key points:

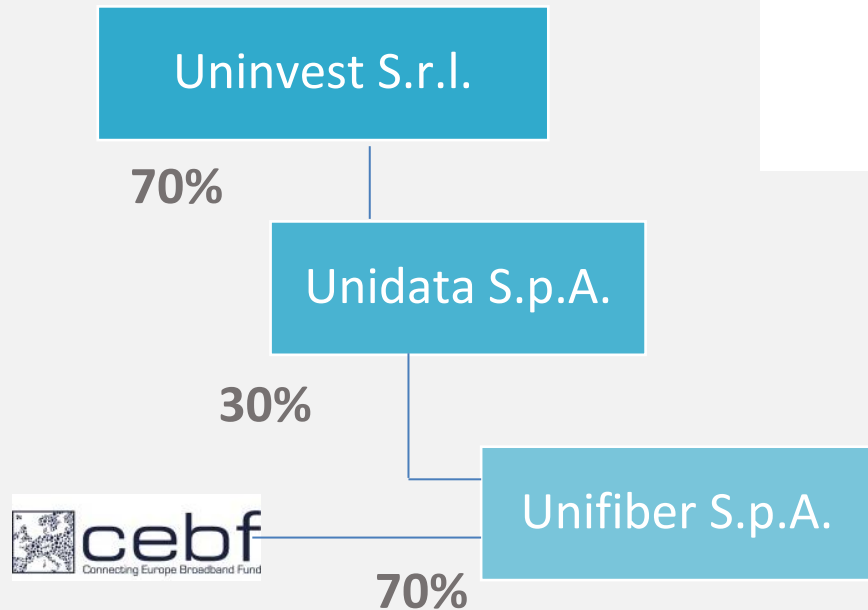
- Digital skills
- Secure and sustainable digital infrastructure
- Public services digitization
- Digital enterprises transformation





COMPANY

Unidata: Control Chain

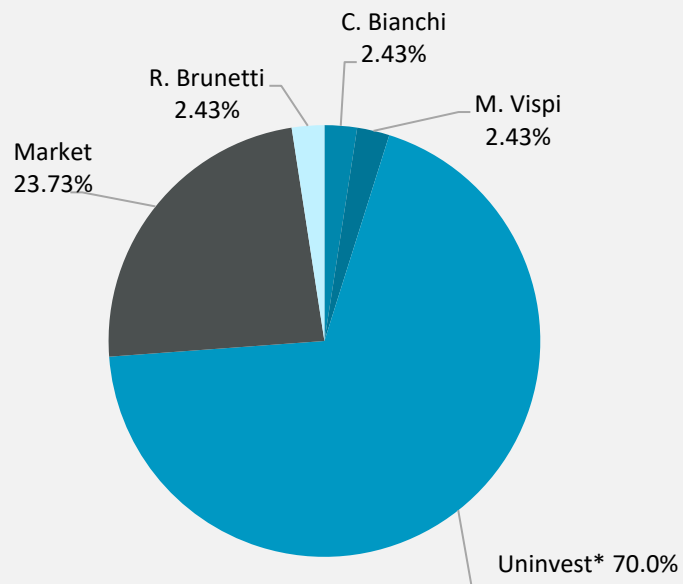


UNINVEST



Unidata: Shareholding & Governance

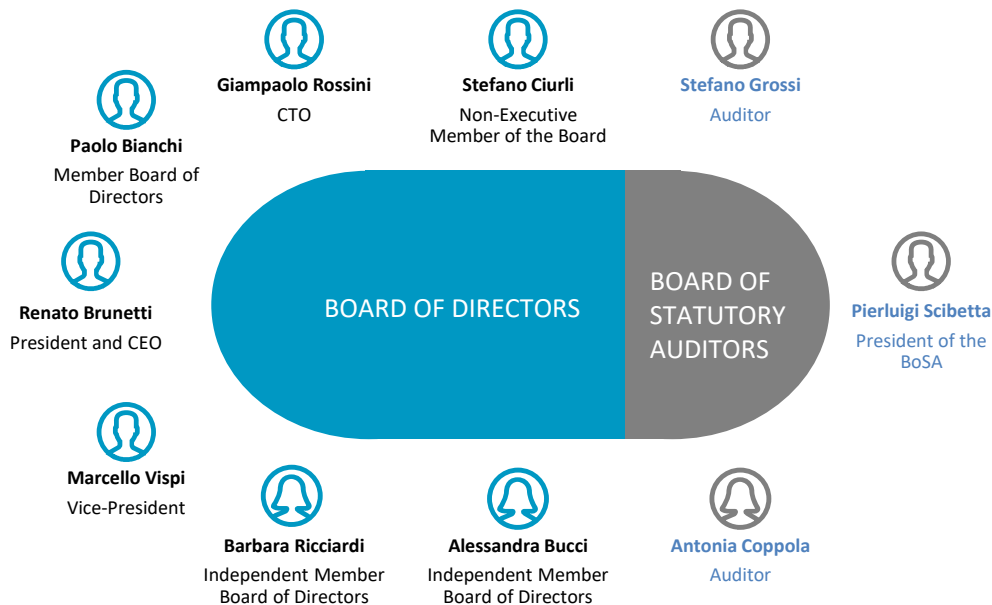
Shareholding



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



Governance

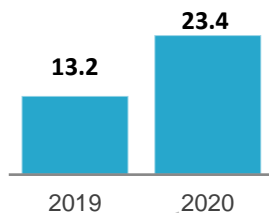


KPI: Unidata at Glance

Listed at EGM ITALIA (ex AIM) market since March 2020

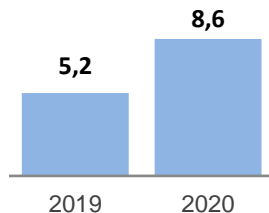
Innovative SME classified

Value of Production +77% YoY

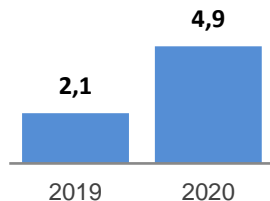


€17.3 Fiber & Networking +74% YoY
€1.1 Cloud & Data Center +12% YoY
€0.23 IoT & Smart Solutions +364% YoY
€4.8 other Revenues

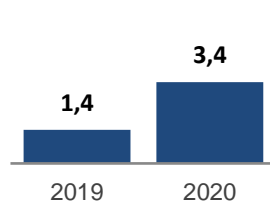
EBITDA +67% YoY



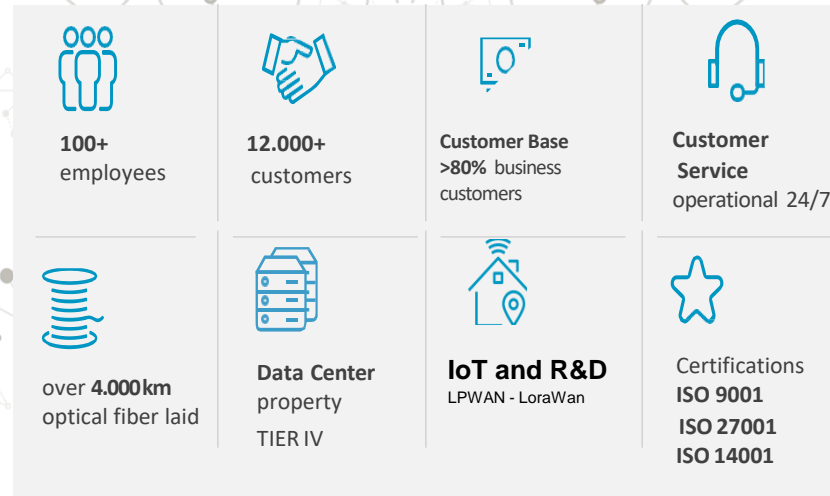
EBIT +134% YoY



Net Income +143% YoY



€ 10.2 millions
Industrial investment 2020
largely self-financed



Unidata: Sustainability

The Company has published for the first time its Sustainability Report in the FY Annual Report 2020

From January 2021 the Company has decided to implement its Sustainability Factors



PEOPLE IN OUR COMMUNITY

Free connection for detention facilities:
Helping inmates connect with their family members



EQUAL TREATMENT BETWEEN THE SEXES IN THE BOARD OF DIRECTORS

Empowering women to ensure their equal rights: in our Corporate Governance. No gender discrimination



SUSTAINABLE DEVELOPMENT IN INFRASTRUCTURE AND INNOVATION

Unidata provides investments in infrastructure and innovation that are crucial to achieve sustainable development



ISO 14001:2015 CERTIFICATE

Environmental management standards: analyze, manage, monitor and continuously improve environmental performance and activities



CLIMATE ACTION:

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



SERVICES



Unidata: Network infrastructure



Fiber & Networking

over **3,904** km of **FIBER OPTIC** cabled
owned by **UNIDATA**

Radio network at **26 GHZ**
for **FWA** services

More than **174.000** housing units reached in 2021
















IoT

UNIWAN the Low Power
Wide Area network for the
Internet of Things on
LoRaWAN technology™

INTEGRATED NETWORK entirely dedicated to IoT:
SMART METERING for utilities, **SMART HOME**; from
SMART PARKING for Municipalities, infostructure
SECURITY and **MONITORING**

Fiber e Networking: Services

Ultra-high-speed Internet, VoIP telephony, advanced wireless solutions

Business	Wholesale	Retail
 Gigafiber Business	 Fiber resources	 Gigafiber Home
 Gigawave	 Connectivity Capacity	 Vdsl
 Voice	 Internet transit	 Wireless
 WI-Fi	 Voip	
 Connectivity e VPN		
 Professional Services		

Advanced Connectivity SD WAN

Dynamic and flexible connectivity solutions for an optimized network

The UNIDATA answer to the needs of companies facing DIGITAL TRANSFORMATION, is the development of NETWORKING CLOUD COMPUTING technologies that through the SD-Wan architecture, solve performance, reliability and security issues in congested public IT networks

IoT: Services



UniWAN

Current Use Cases

- Remote reading of water meters
- Parking management
- Management of consumption readings docks of the Port of Rome
- Reading and distribution of consumption (water and heat) in condominiums
- Environmental monitoring



UniOrchestra

The IoT network creation and management platform

Designed by UNIDATA to facilitate the creation, densification and development of IoT networks with sustainable "economics"

It is available in the Cloud and thanks to its easy-to-use dashboard allows you to obtain statistics and manage applications



Datacenter: Infrastructure & Services

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



Wholesale Colocation

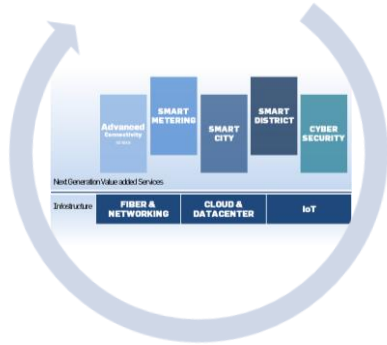
Altissima affidabilità, connessione tramite il servizio di replica di NaMeX, servizi come Internet Transit, e altri servizi di rete aggiuntivi tra cui fibre dedicate

Hosting

Host dedicati e altamente performanti attraverso tecnologie di ultima generazione, server con livelli di potenza modulabili. Servizi di storage e firewall completano l'offerta insieme ad altri tool e apparati integrabili

Customized Projects: a Team capable of building new realities

Unidata offers a variety of services with the specificity of being an integrated operator that makes it able to offer complete end2end solutions.



Our team of experts, composed of highly qualified engineers and technicians, customizes tailor-made solutions to meet the most varied business needs and realizes specific projects for events and unique realities.



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)



Financial



2019-2020: Reclassified income statement

expressed in millions of euros	2019	Margin on Rev %	2020	Margin on Rev %	YoY
Value of Production	13,2	100%	23,4	100%	+77%
Ebitda	5,2	39%	8,6	36,8%	+67%
Ebit	2,1	15,9%	4,9	21%	+134%
Net Income	1,4	10,6%	3,4	14,5%	+143%

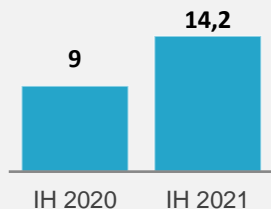
From 2019 to 2020, the Value of Production grew by more than 10 millions euros. Despite such significant growth, the incidence of the **Ebitda margin** maintained its percentage weight near to 37% .

Net Income also increased both in absolute terms (from 1,4 to 3,4 millions euros) and as a margin (from 10,6% to 14,5%).

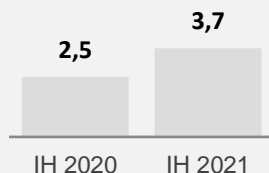


1H 2021: Overall KPIs

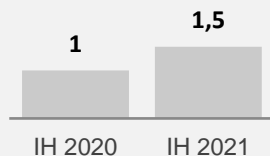
Value of Production +58% YoY



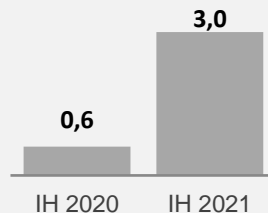
EBITDA +48% YoY



EBIT +50% YoY



Net Profit +400% YoY



Customers	1H 2020	1H 2021	YoY %
Business	1.232	1.454	18%
Micro Business	281	367	31%
Consumer	5.920	8.840	49%
TOTAL	7.433	10.661	43%

- Net Financial Position of €1.38 millions (cash positive) excluding 1.2 millions euros as financial assets in Unifiber
- Investments: 4.3 millions euros for fiber optic cabling in Rome and Province

1H 2021: Reclassified income statement

	1H 2020	Margin on Rev %	1H 2021	Margin on Rev %	YoY
Value of Production	9	100%	14,2	100%	58%
Added Value	3,9	43%	5,4	60%	38%
Ebitda	2,5	28%	3,7	41%	48%
Ebit	1	11%	1,5	17%	50%
Economic result before tax	0,9	10%	1,5	17%	67%
Income Taxes	-0,3	-3%	1,5	17%	600%
Net Profit	0,6	7%	3	33%	400%

- 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).

1H 2021: Balance sheet

	1H 2020	1H 2021	YoY
Working Capital	-3,3	-2,4	-28%
Fixed Assets	35,3	38,9	10%
Net Invested Capital	18,0	23,1	28%
Net Financial Position	-3,4	-1,4	60%
Net Equity	21,4	24,5	14%
Total Funding Sources	18,0	23,1	28%

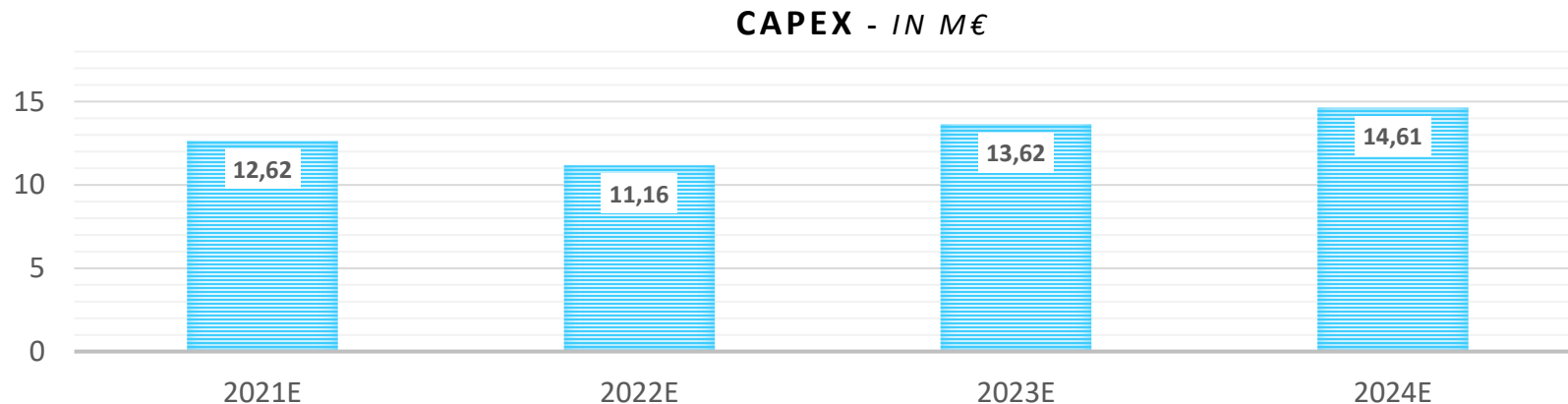
- Revenues from sales increased by 76.75% compared with the previous year, rising from 8,779,770 euros in 2020 to 13,670,292 euros.
- The increase in service costs and an increase in the cost of procuring raw materials and goods: the control activities and the actions put in place allow the containment 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.



2021-2024E: Investments

[Millions 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 millions** in 2024 with a CAGR of **3,73%**.



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€**



Fiber & Networking

Growing share of FTTH-FTTB connections for Business and Consumer – from 2,28 M to 8,6 M in 2026 – complete services included telephony

IoT – Smart Solutions

- Smart asset management **2,4 B€**
- Smart Mobility **3,0 B€**
- Smart Cities **0,9 B€**
- Smart Buildings **1,1 B€**
- Smart Agriculture **0,2 B€**
- PNRR **2,6 B€** for green transition and smart cities

CAGR **10,53%** (est. 2024)

Managed Services

- Devices & systems **23,9 B€**
 - ICT services **17,3 B€**
- CAGR **4,61%** (est. 2024)

ESG impacts

1. Facilitating top-line growth
2. Reducing costs
3. Minimizing regulatory and legal interventions
4. Increasing employee productivity
5. Optimizing investment and capital expenditures

General assumptions

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

Organic growth

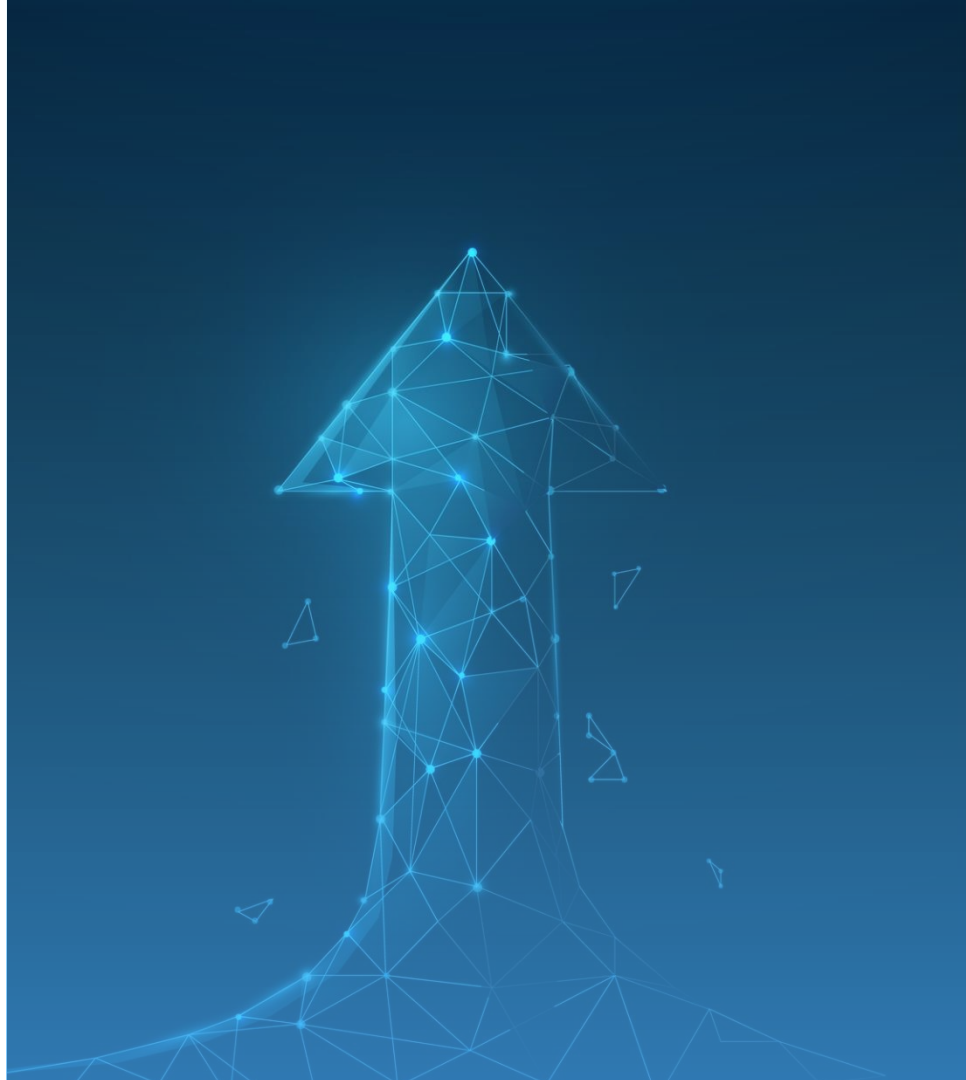
No extraordinary finance operations

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

Most of the net profits will be reinvested in company business



www.unidata.it

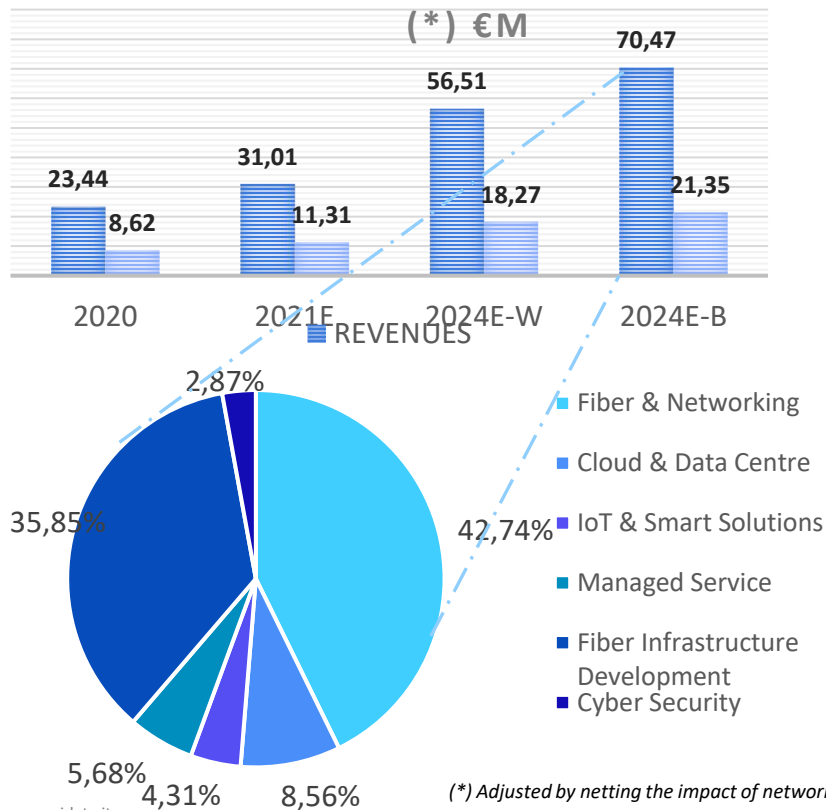




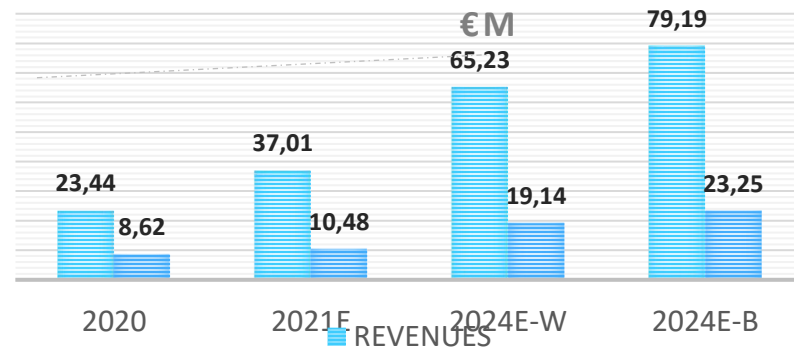
Financial Targets

Financial Targets 1/2

REVENUES & EBITDA ADJUSTED



REVENUES & EBITDA REPORTED



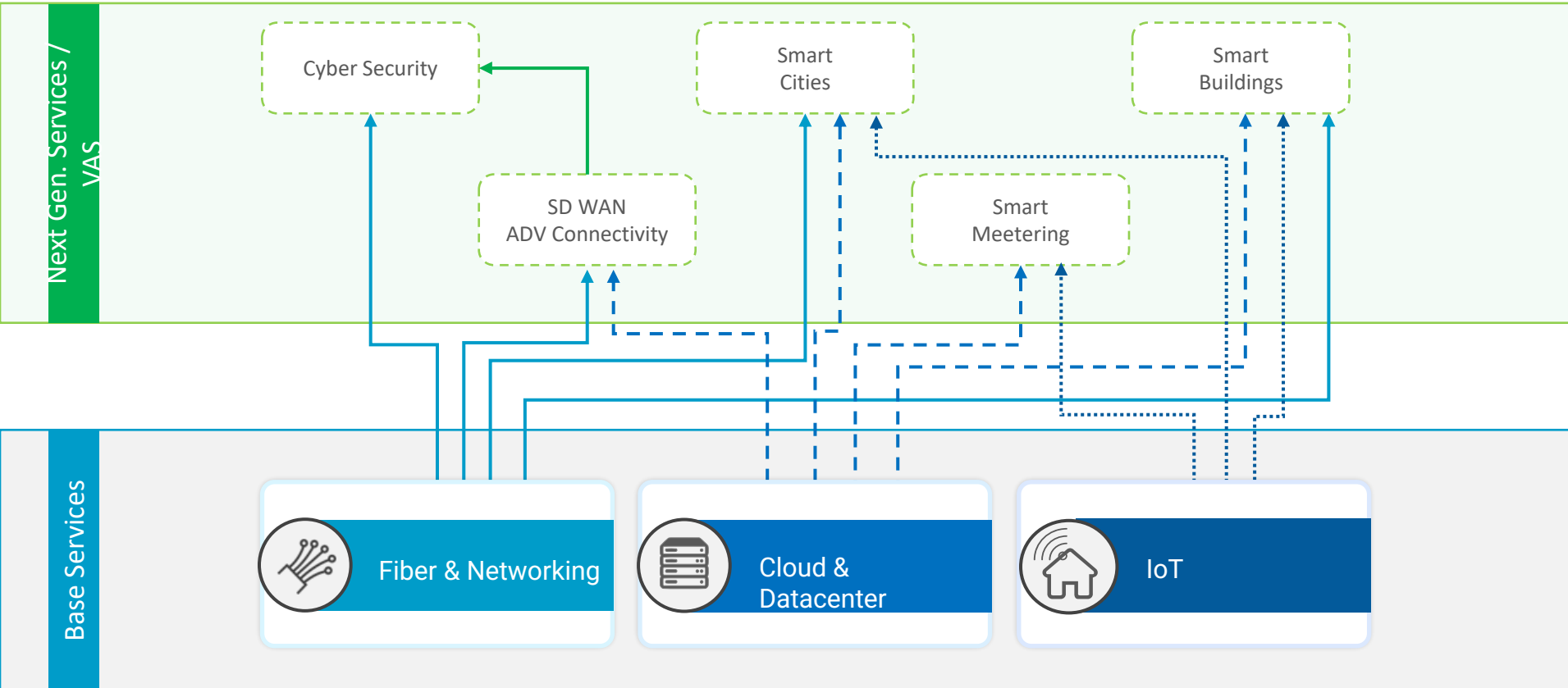
Revenues aim to reach in 2024 a total turnover between Euro **65,2** and **79,2 million** (o/w Euro 56,5/70,5) million of industrial "core" revenues and Euro **8,7 million** referred to materials sold for infrastructure purposes.

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

(*) Adjusted by netting the impact of network material sold for infrastructure

E-W: Worst scenario E-B: Best scenario

The way to go





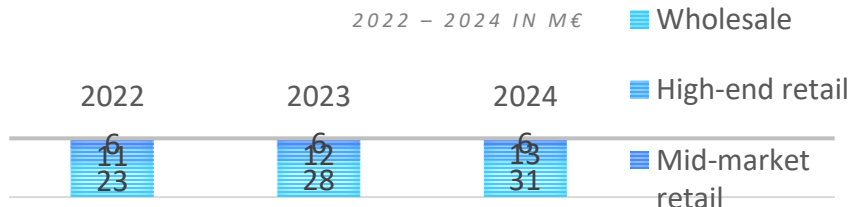
Cloud & Datacenter

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

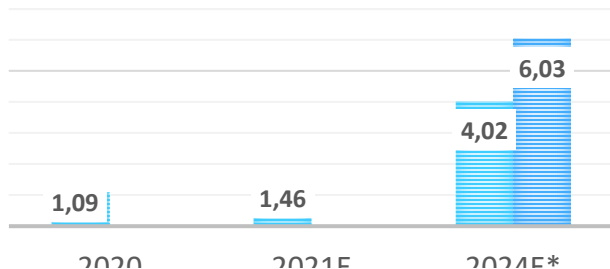
TARGET

MARKET POTENTIAL

2022 - 2024 IN M€



REVENUES CLOUD & DATACENTER M€



4 - 6 M€

Target Revenues in 2024

1,5 - 2,3 M€

Target EBITDA in 2024

37% - 40%

Target EBITDA margin

(*) worst scenario and best scenario

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 qualification running

ACTIONS

Space TIER IV increasing for Colocation

- 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
- 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



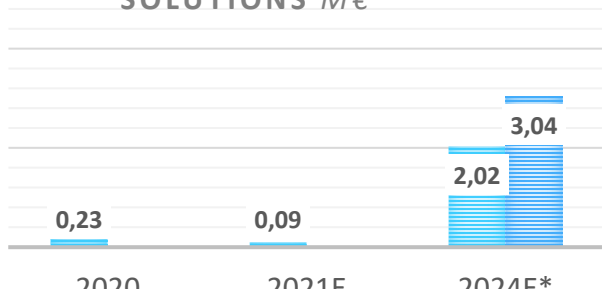
IoT & Smart Solutions

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 funds can allow very big and short-term investments 2.5 B€ for water sector but also for Smart city (**)

REVENUES IOT & SMART SOLUTIONS M€



2 - 3 M€

Target Revenues in 2024

0,8 – 1,3 M€

Target EBITDA in 2024

40% - 45%

Target EBITDA margin

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

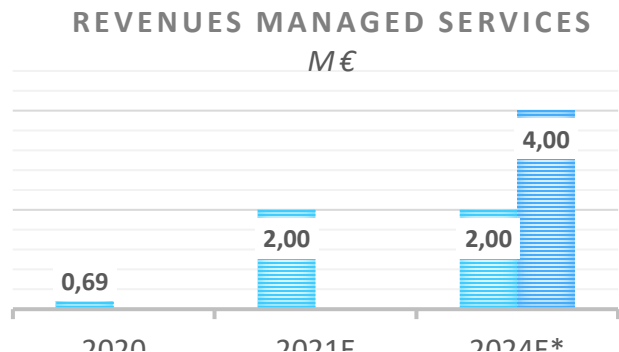


Managed Services

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**.



2 - 4 M€

Target Revenues in 2024

0,6 – 1,1 M€

Target EBITDA in 2024

25% - 30%

Target EBITDA margin

ACTIONS

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.



Fiber Infrastructures Development

Unidata has created a high qualified group with capabilities for Fiber Infrastructure Design, Project execution Coordination, Project Management, Procurement and Accounting. This group with its 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

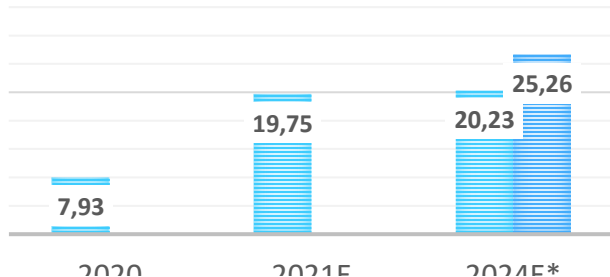
To build the Fiber network for Unidata and Unifiber in Roma e Lazio

- 250-350K BU to cover 2022-2025 (50-75 €M value)
- Puglia (industrial district area + 2 municipals' industrial areas)
- Molise (2 industrial areas)
- Maintenance of about 500K BU

ACTIONS

- Maintain high skill and organization of the group 2022-2025
- Start large maintenance program (500K BU)
- Integration GIS software with geomarketing
- Smart city implementation skill and IoT
- Opportunities outside Unidata/Unifiber

REVENUES INFRASTRUCTURES M€



20 - 25 M€

Target Revenues in 2024

3,5 - 4,4 M€

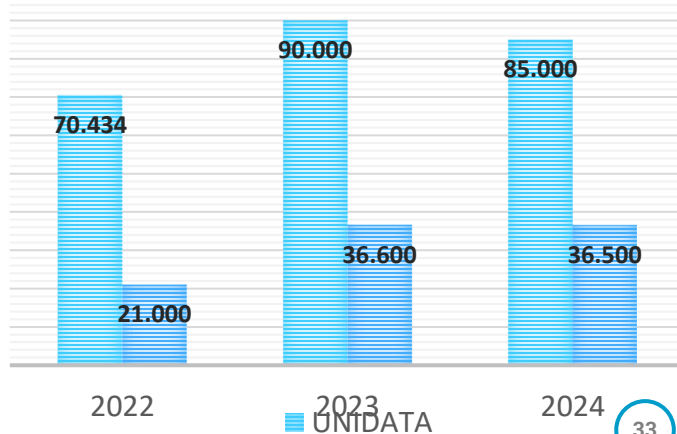
Target EBITDA in 2024

15% - 20%

Target EBITDA margin

(*) worst scenario and best scenario

BUILDING UNITS





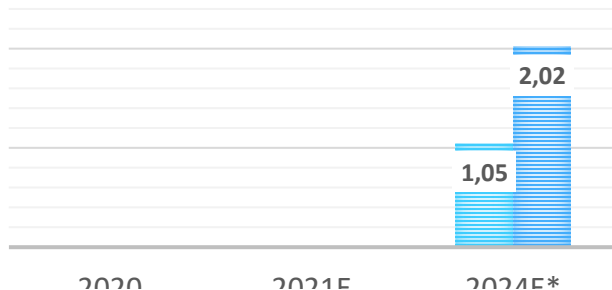
Cyber Security

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.

REVENUES CYBER SECURITY M€



1 - 2 M€

Target Revenues in 2024

0,4 – 0,8 M€

Target EBITDA in 2024

35% - 42%

Target EBITDA margin

+5 - 10

new employees

ACTIONS

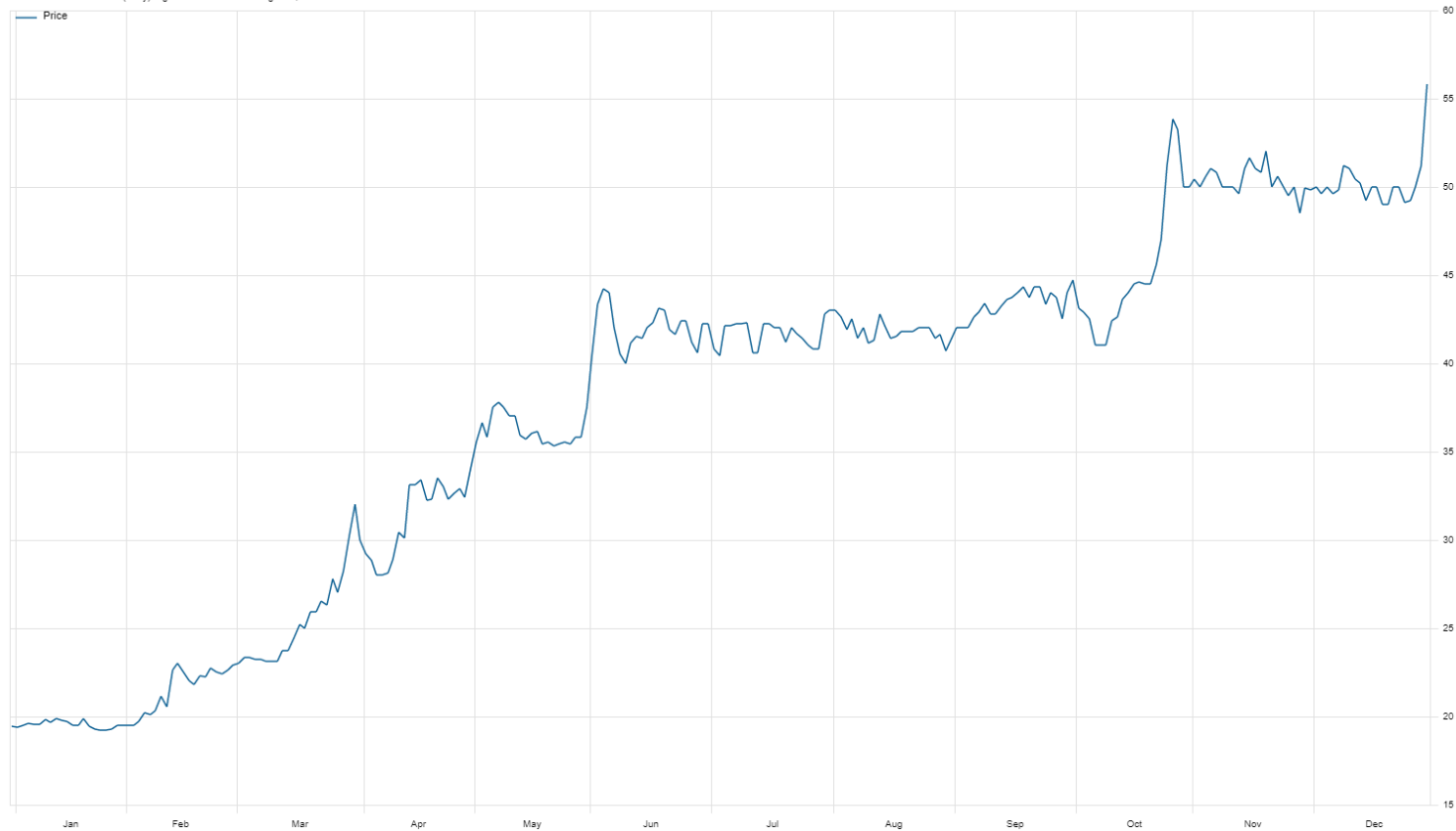
Create a virtual Service Operational Center (vSoC) that will provide SOC and NOC services plus a series of specific services such as

- 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.

Unidata SpA (UD-MIL)

01/01/2021 to 12/30/2021 (Daily) High: 55.80 Low: 19.20 Chg: 187.63%



January 01, 2021 – December 31, 2021: + 187,63%



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