



Investor presentation

2022 February

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COMPANY

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 three 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

2017

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

2018

STRATEGIC PARTNERSHIP

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

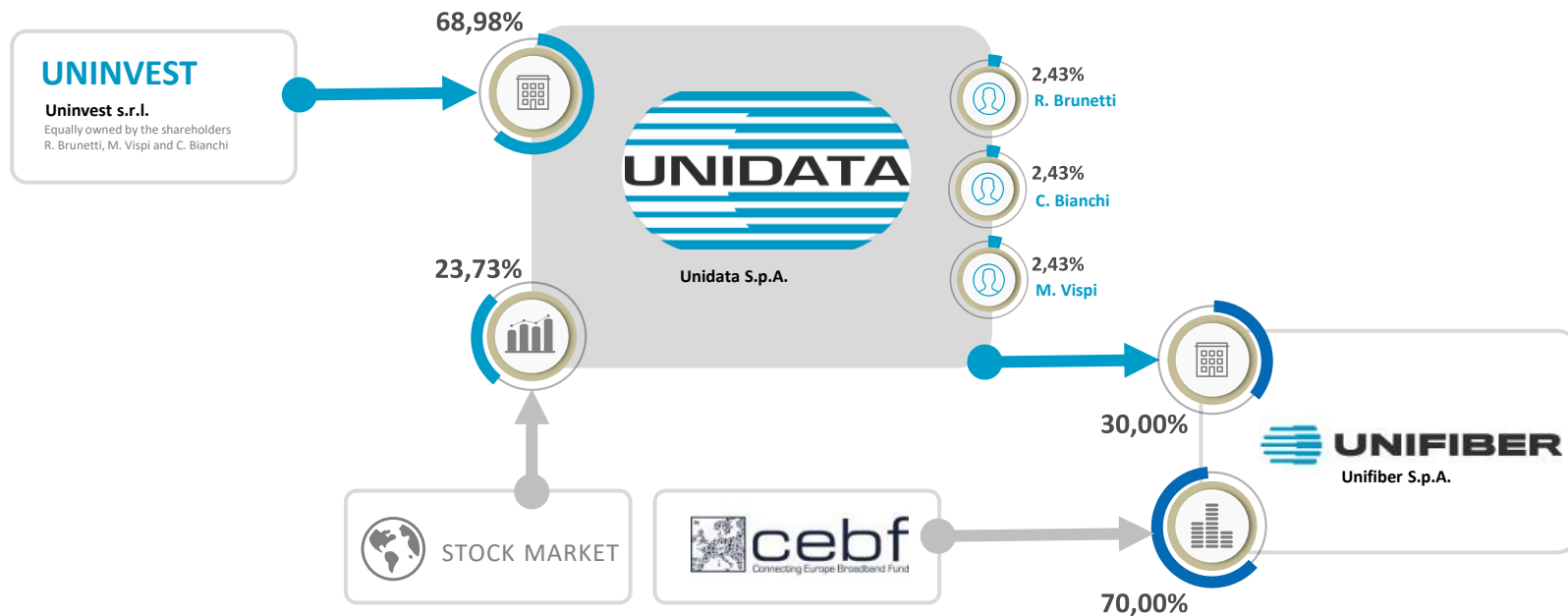
IPO – AIM Italia (now EGM)

On March 16, Unidata was listed on the AIM Italia (now EGM) segment of the Italian Stock Exchange.

2020



Unidata: Shareholding



Unidata: Governance

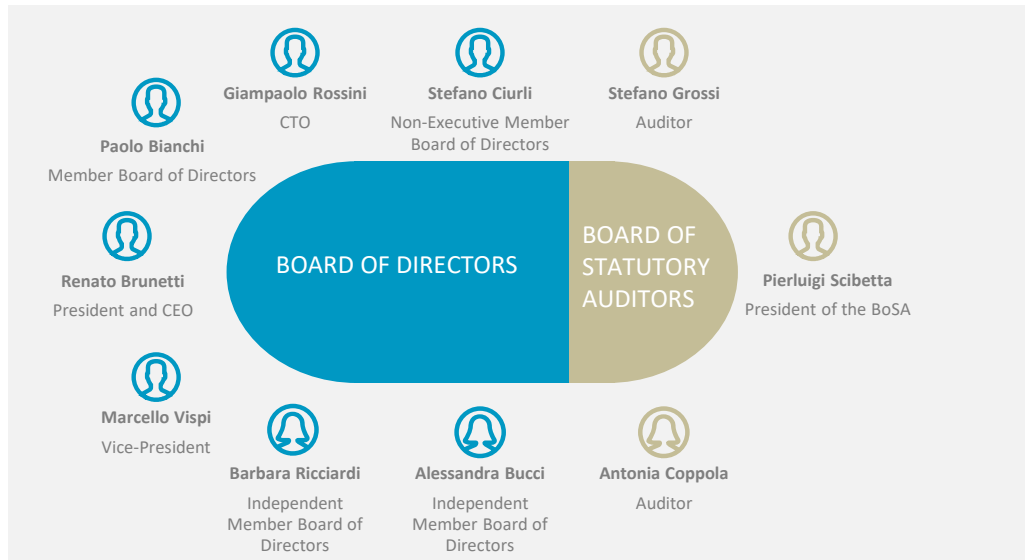
The system adopted by Unidata is aimed at ensuring a transparent and responsible management of the business towards third parties, employees, collaborators, members and in general the market, in the perspective of the pursuit of social goals



Our mission is to take the potential offered by the most modern expressions of technological progress, information technology and telecommunications in order to contribute to make the daily lives of customers better and more efficient and productive their work



Renato Brunetti
Chairman and CEO



KPI: Unidata at Glance

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

Innovative SME classified



Unidata: Sustainability

The Company published its Sustainability Report in the FY Annual Report 2020

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

The process of transformation into a **Benefit Company** has been initiated



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

Unifiber (NewCo) : Company Profile



Total investment, together with the CEBF fund, equal to €40 million, in order to cable in FTTH the gray areas of Lazio.

Unifiber S.p.a. is a newco based in Italy and created in 2021, acting as sole controlled company of Unidata S.p.A.

Unifiber is a greenfield broadband project launched to deploy high-quality fiber-to-the-home (Ftth) networks for residential and business in the gray areas of Lazio region. The project aims to cover underserved rural and semi-rural areas in these areas and targets to reach the goal of c.120k homes passed in residential sector including c.5k homes in business unit.

Unifiber is Connecting European Broadband Fund's ("CEBF") response to the Digital Agenda for Europe 2020 and Gigabit Europe 2025, which aim to enable connectivity to EU citizens with capacities of 100 Mbps and more.

- Unidata will execute the network
- Unidata own 30% of shares and the Board control
- The agreement between the two parties was signed on September 3, 2020. For CEBF, this is the first investment in Italy.

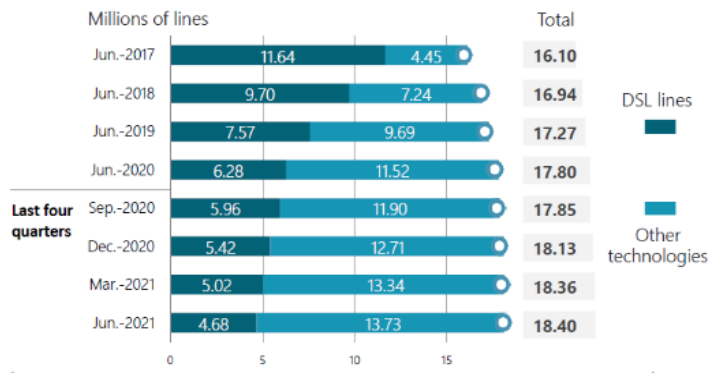
Geographical coverage



Lazio

Regional coverage – connecting all the municipalities considered as grey areas

Broadband & Ultrabroadband Market (Agcom report #3/2021 – June 2021)



Quarterly change
(Mar. 2020 – Jun. 2021)

Total lines



+44 K
lines
(+0.2%)

K = thousand
M = million

Annual change
(Jun. 2020 – Jun. 2021)

Total lines



+601 K
lines
(+3.4 %)

DSL lines



-1.602 M
lines
(-25.5%)

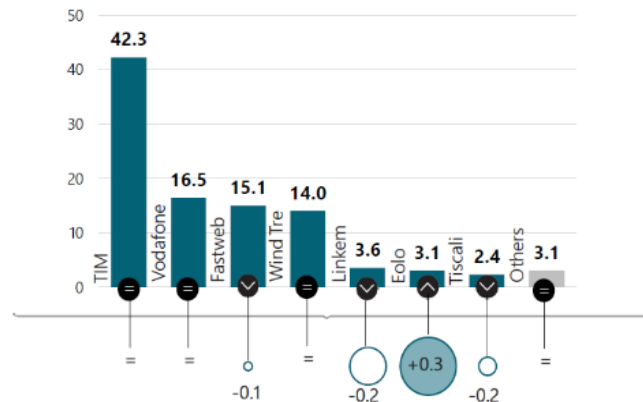
Other technologies



+2.203 M
lines
(+19.1%)

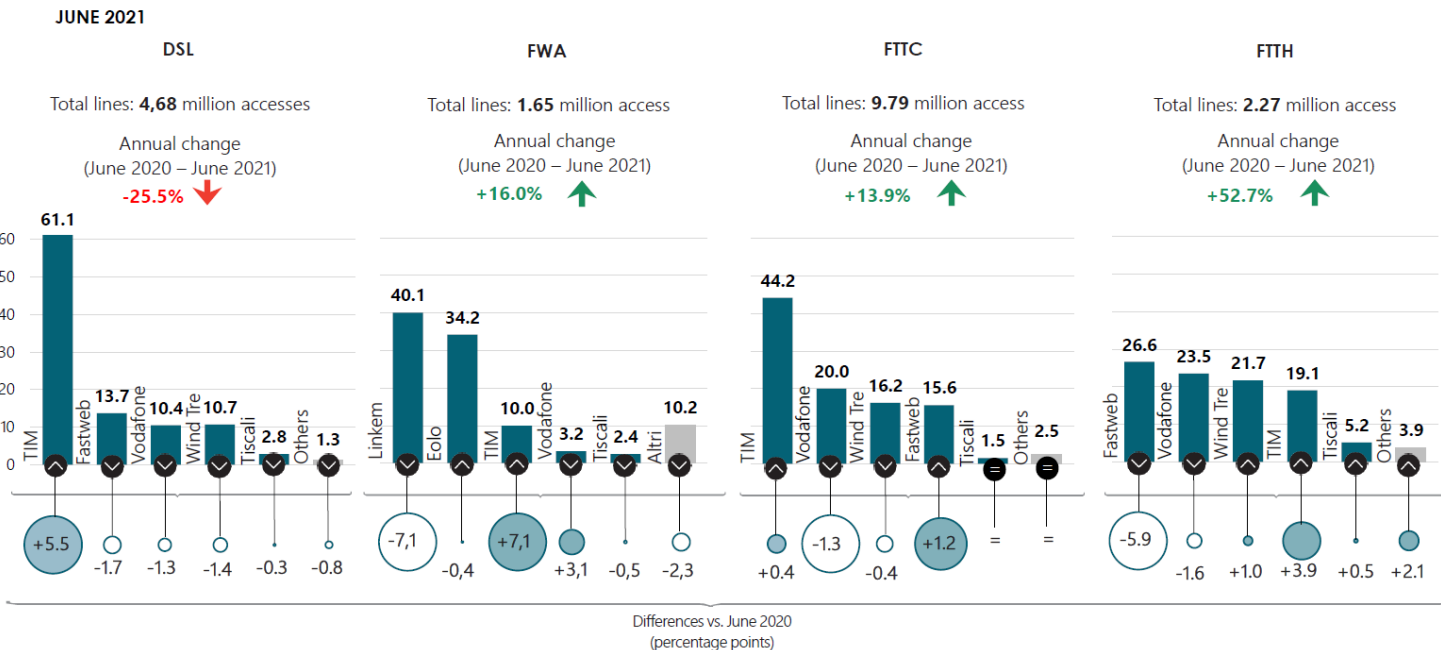
MARKET SHARES (%)

JUNE 2021



Differences vs. June 2020
(percentage points)

Broadband & Ultrabroadband Market (Agcom report #3/2021 – June 2021)

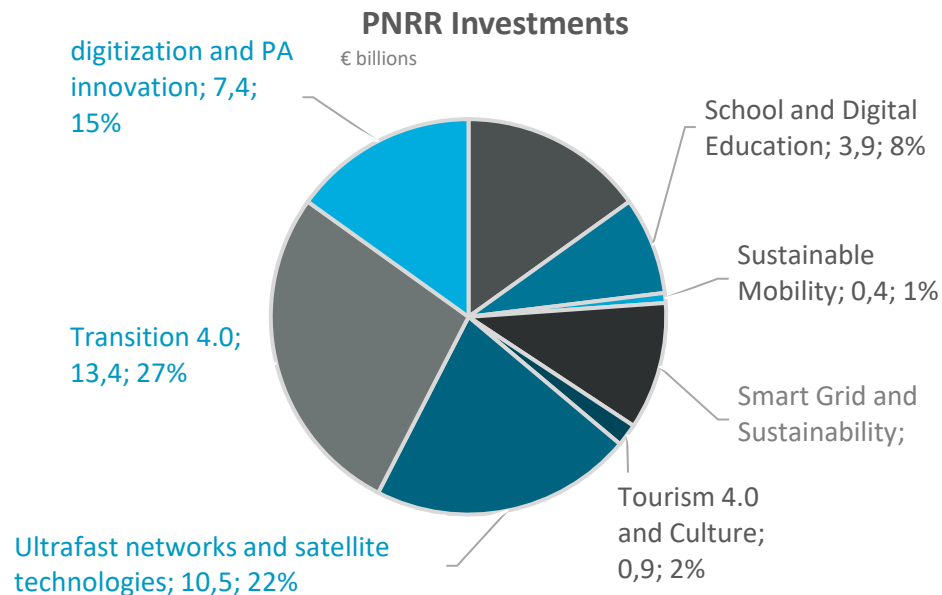


Telco Market: PNRR a chance for Digital Transformation

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



UNIDATA EVOLUTION TRENDS

Cloud & Datacenter

Cyber Security & Secure SD
Wan Connectivity

Infrastructure Development



Fiber & Networking

IoT – Smart Solutions

Managed Services

ESG impacts



PRODUCTS & SERVICES





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

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

Unidata: Network infrastructure

Fiber & Networking

over **4,200** km of **FIBER OPTIC** cabled
owned by **UNIDATA**

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

More than **200,000** 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 | | |

Secure Connectivity – Software-defined
SSD WAN – “Universe”

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 using innovative software-defined technology.

“Universe” is the Unidata SSD WAN solution.

IoT: Services



UniWAN

Current Use Cases

- Water utility meter monitoring & management
- Parking management
- Management of consumption readings docks of the Port of Rome
- Reading and distribution of consumption (water and heat) in condominiums
- Environmental monitoring, Smart Agriculture



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

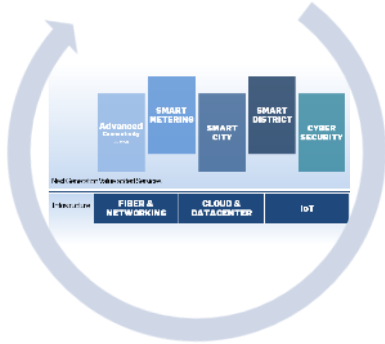
Altissima affidabilità, connessione tramite il servizio di replica di NaMeX, servizi come Internet Transit, e altri servizi di rete aggiuntivi tra cui fibre dedicate

Hosting & Cloud

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)

UNIDATA: Key Achievements 2021



Agreement with



Responding to the shortage of data centers in central-southern Italy and the Mediterranean area with the development of a **wholesale-only green Tier IV datacenter** to support Cloud Providers, OTTs and operators with **colocation services**. The data center will be the hub of a new **submarine fiber backbone** in the Mediterranean sea.



Agreement with



In 2019 Unidata signed an agreement with Open Fiber for a **joint investment** in the development of the FTTH access network in Roma thanks to the already existing Unidata's fiber network in Roma supplied in **IRU (Indefeasible Right of Use)**. This agreement was a success story for both companies and this collaboration will be still in place and defined for 2022 and 2023 and should reach about 300K BU in developing coverage and also regarding maintenance.



G20 Summit in Rome

For the G20 event UNIDATA has installed at the Palazzo dei Congressi and at the Nuvola Congress Center **350 access points for the wi-fi network, 600 stations with wired access and 20 routers**. This represents a success case of cybersecurity advanced services' deployment.

UNIDATA received a **special mention** from the White House for the technological support to the event.



Financial



Latest data: Q4 2021

Economic and management data Q4 2021

- Turnover Q4 of 20.40 million euros (+57% YoY)
- Customer growth +32% YoY;
- +335 km of fiber for a total of 4,239 km;
- NFP of -2 million euros;

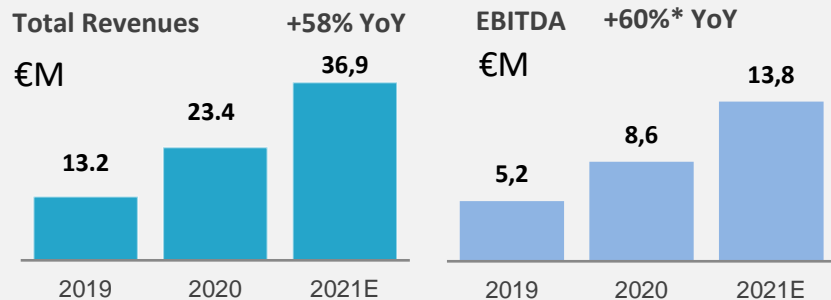
Preliminary 2021 Full Year (*unaudited*)

- Revenues approx. €37 million (+90% YoY);
- Ebitda approx. 13.8 million euros (+60% YoY);



Overall KPIs

the expected data (Totale Revenues 2021E and EBIT 2021E) are taken from the **full year 2021** prospectus (unaudited)



| Customers | 2019 | 2020 | YoY % | 2021 | YoY % |
|---------------------|--------------|--------------|------------|---------------|------------|
| Business +Wholesale | 1.783 | 1.875 | 5% | 2.060 | 9% |
| Consumer | 5.747 | 7.603 | 32% | 10.453 | 37% |
| TOTAL | 7.530 | 9.478 | 26% | 12.513 | 32% |

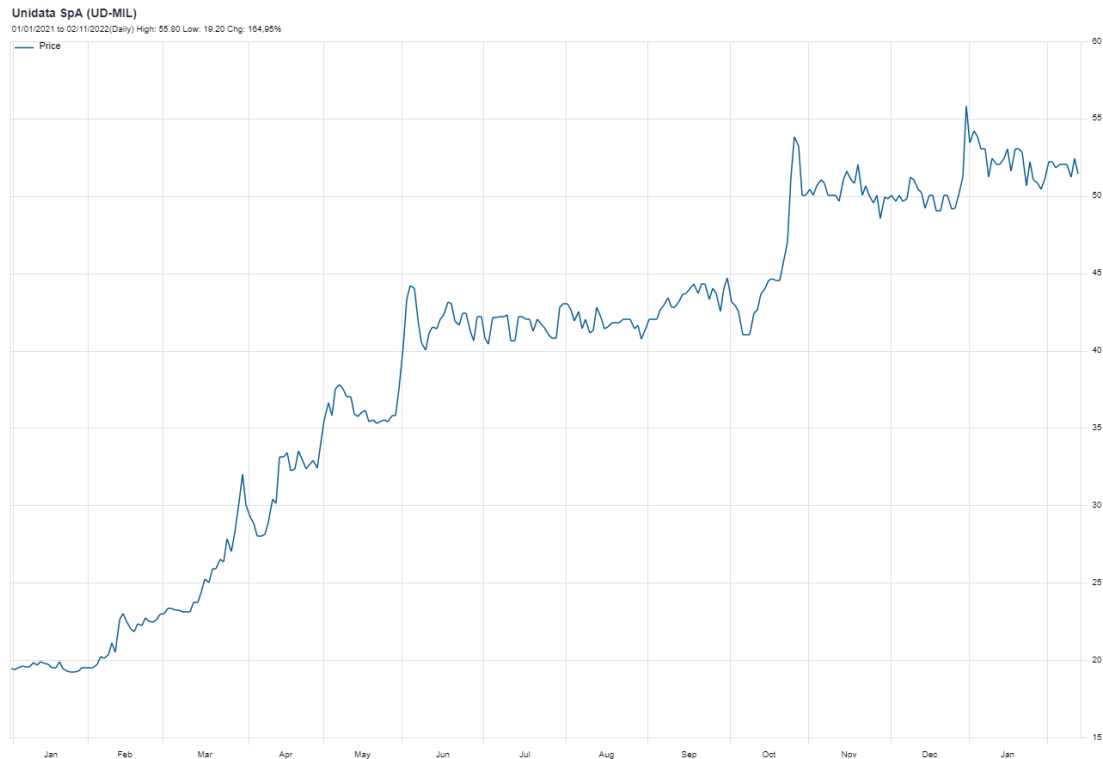
Reclassified Income Statement

Financial Data 2021E

| €M | 2019 | Margin on Rev % | 2020 | Margin on Rev % | YoY | 2021 E | Margin on Rev % | YoY % |
|-----------------------|-------------|--------------------|-------------|--------------------|-----|---------------|--------------------|-------|
| Total Revenues | 13,2 | 100% | 23,4 | 100% | 77% | 37,0* | 100% | 58% |
| EBITDA | 5,2 | 39% | 8,6 | 37% | 65% | 13,75* | 28% | 22% |

- Total Revenues grew by **58%** year on year thanks to the contribution of all business lines such as Coporate, Consumer, PA and Infrastructure.
- ***Total Revenues 2021E** and **Ebitda 2021E** were published on the February 09 2021 Press Release

2021: Shares Value Chart



From Jan 1, 2021 to Feb 11, 2022 (+164,95%)



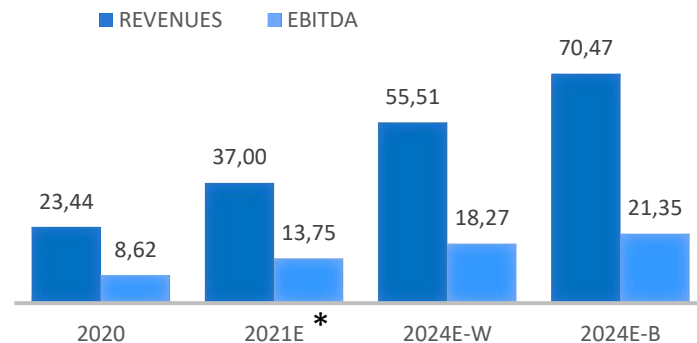
COMPANY INDUSTRIAL OUTLOOK

OUTLOOK: 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

Revenues & EBITDA adjusted €M



EBITDA Margin between 32.3% and 30.3%

Total industrial investments (2021-2024) of 52 million euros

***2021E data were published on the February 09 2021 Press Release**

OUTLOOK: General Assumptions

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

Fiber & Networking

Target

26 - 30 M€

Target revenues in 2024

30K – 40K

Customers

- Strong position in the B2B segment enforced with Network expand and telephony and Cloud integration.
- Wholesale opportunity with advanced Secure SD-Wan (Universe Unidata Offer) Unified Communication key in network building and co-investments (OpenFiber)
- Enforced position in Residential & Soho market using Network efficiency and high-performance 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

Target EBITDA margin

Cloud & Datacenter

Target

4 - 6 M€

Target Revenues in 2024

1,5 – 2,3 M€

Target EBITDA in 2024

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

OUTLOOK: General Assumptions

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

IoT & Smart Solutions

Target

2 - 3 M€

Target Revenues in 2024

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 (**)

Managed Services

Target

2 - 4 M€

Target Revenues in 2024

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.

100

Customers

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.

Target revenues in 2024

OUTLOOK: General Assumptions

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

Fiber Infrastructure Development

20 - 25 M€

Target Revenues in 2024

2,6 – 3,5 M€

Target EBITDA in 2024

Target

To build the Fiber network for Unidata and Unifiber in Rome and Latium

- 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

Cyber Security

1 - 2 M€

Target Revenues in 2024

0,5 – 0,8 M€

Target EBITDA in 2024

+5 - 10

new employees

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.

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