



# INVESTOR PRESENTATION

## FY 2021 Conf Call

MARCH, 2022

# Disclaimer

This document has been prepared by **UNIDATA SpA**. (the ‘Company’) solely for information purposes. It contains summary information only and is therefore preliminary in nature. It has also been prepared without any intention of being exhaustive. **THIS PRESENTATION AND THE ASSOCIATED VERBAL DISCUSSIONS DO NOT CONSTITUTE A PUBLIC OFFER OR AN INVITATION TO SUBSCRIBE, PURCHASE OR OTHERWISE ACQUIRE FINANCIAL PRODUCTS UNDER ARTICLE 1(1)(T) OF LEGISLATIVE DECREE NO 58 OF 24 FEBRUARY 1998 (AS AMENDED)**. This document is not therefore an advertisement and does not in any way constitute a proposal for execution of a contract, an offer or an invitation to purchase, subscribe or sell securities and neither does this document or part of this document constitute a basis to be relied upon in relation to any contract or undertaking or investment decision. The Company has not prepared and will not be preparing a prospectus for the purposes of an initial public offering of shares. Any decision to purchase, subscribe or sell securities must be taken independently of this Presentation. No provision of this Presentation will therefore create any binding liability or obligation for the Company and its subsidiaries and for their consultants or representatives. The Presentation is not intended for distribution in the United States of America, Canada, Australia, Japan or in any jurisdiction in which such distribution is illegal (as defined in Regulation S under the United States Securities Act 1933, as amended (the ‘Securities Act’)). Neither this Presentation nor any copies thereof may be used or transmitted in the United States of America or in its territories or possessions, or distributed, directly or indirectly, in the United States of America or in its territories or possessions or to any American person. Failure to comply with this restriction may constitute a breach of United States securities laws. No declaration or guarantee, whether express or implied, is or will be given by the Company in relation to the accuracy, completeness or correctness of the information provided and, to the extent permitted by law and save in the case of fraud by an interested party, no liability is assumed in relation to the accuracy or sufficiency of that information or for errors, omissions or inaccuracies, negligence or other issues relating thereto. In particular, but without limitation, no declaration or guarantee, whether express or implied, is or will be given in relation to the achievement or reasonableness of, and no reliance may be placed for any purpose on the accuracy or completeness of, estimates, targets, projections or forecasts, and nothing in these materials should be considered as a promise or representation for the future. The information and opinions contained in this document are provided as at the date of this document and are subject to modification without notice. The recipient will be the sole party responsible for its own assessment of the information contained in the Presentation. Neither the Company and its subsidiaries nor their consultants or representatives, will be obliged to provide or update any information or to provide notification of or correct any inaccuracies in any information. Neither the Company and its subsidiaries nor any of their consultants or representatives will have any liability vis-à-vis the recipient or any of its representatives as a consequence of the use of or reliance on the information contained in this document. Some information may contain forward-looking statements that present risks and uncertainties and are subject to change. In some cases, these forward-looking statements may be identified by the use of words such as ‘believe’, ‘anticipate’, ‘estimate’, ‘objective’, ‘potential’, ‘hope’, ‘forecast’, ‘draft’, ‘could’, ‘should’, ‘may’, ‘intention’, ‘plan’, ‘purpose’, ‘seek’ and similar expressions. The forecasts and forward-looking statements included in this document are necessarily based on a series of assumptions and estimates that are intrinsically subject to significant economic, operational and competitive uncertainties and unforeseen events, and on assumptions relating to future corporate decisions that are subject to change. By their nature, the forward-looking statements present known and unknown risks and uncertainties, because they refer to events and depend on circumstances that might occur in the future. Furthermore, the actual results may differ substantially from those contained in any forward-looking statement because of a series of significant risks and future events that are outside the control of the Company and cannot be estimated in advance, such as the future economic context and the actions of competitors and other entities involved in the market. These forward-looking statements refer only to the date of this presentation. The Company advises that the forward-looking statements are not guarantees of future benefits and that its current financial position, corporate strategy, plans and management objectives for future operations may differ substantially from those stated in or suggested by the forward-looking statements contained in this Presentation. Furthermore, even if the Company’s financial position, company strategy, plans and management objectives for future operations are consistent with the forward-looking statements contained in this Presentation, these results or developments might not be indicative of the results or developments in future periods. The Company expressly disclaims any obligation or undertaking to disclose updates or revisions of any forward-looking statement contained in this document to reflect any change in the Company’s expectations in relation to that document or any change in events, conditions or circumstances on which such statements are based. By receiving this Presentation, the user acknowledges and accepts that it is bound by the terms, conditions and restrictions stated above.



# INDEX



AT A GLANCE



ACHIEVEMENTS



FINANCIALS



SUSTAINABILITY



OUTLOOK

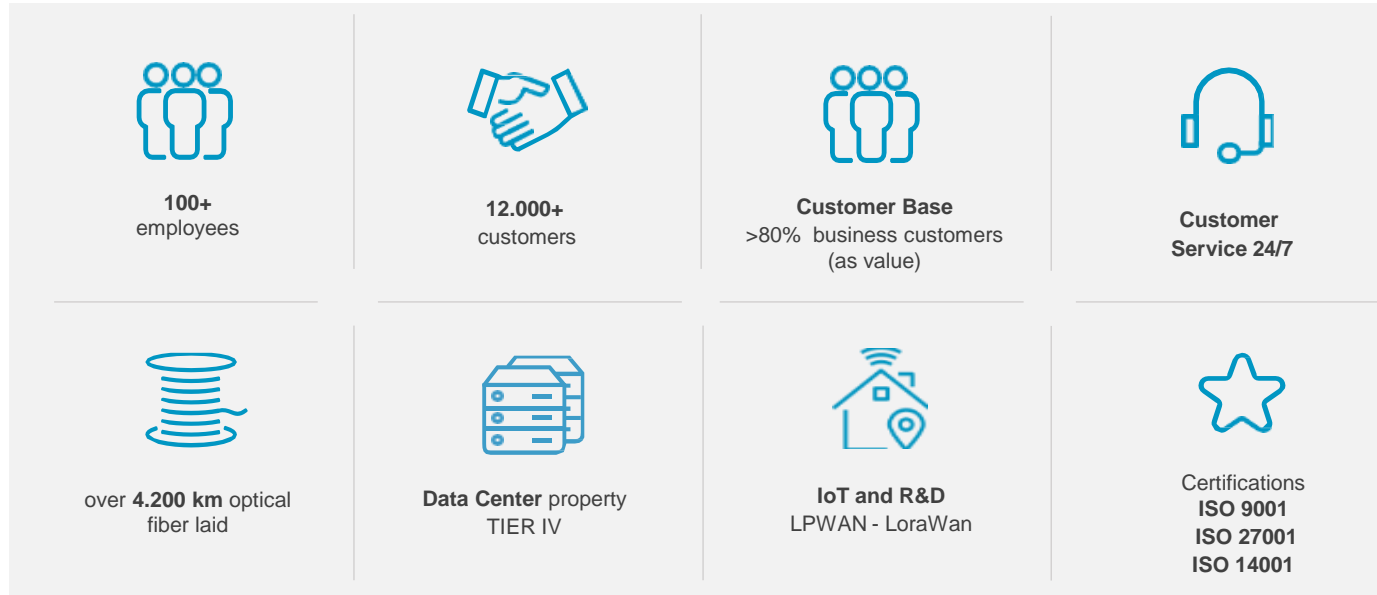




AT A GLANCE

# HIGHLIGHTS

Unidata is a **Hi-Tech Company**, leader in Telecommunications, Cloud & IoT, listed on the Euronext Growth Milan (ex AIM) since March 2020.







# ACHIEVEMENTS

## ACHIEVEMENTS FROM IPO - PRESENT (1/2)

**27 July 2020**

**Launch of Universe**,  
the new proprietary  
integrated solution for  
connectivity

**2 October 2020**

**Partnership with CNA  
Roma** (Confederazione  
Nazionale Artigianato) to  
facilitate the **digitalization**  
of local businesses



**16 March 2020**

**First day of listing  
on the EGM market**  
of Borsa Italiana



**3 September 2020**

**Agreement with CEBF** for  
the development of an **FTTH**  
**network in the grey areas of**  
**the Lazio Region**  
via the newco "**Unifiber**"



## ACHIEVEMENTS FROM IPO - PRESENT<sup>(2/2)</sup>

3 May 2021

**Agreement with Enel-x and ZTE** to launch the new product **Gigafiber Smart Home**, the first solution of integrated connectivity to the smart home accessible to all

November 2021

**G20 Summit 2021 in Rome:**

Unidata has installed **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

21 December 2020

**Finalization of the agreement with CEBF** for the construction of a FTTH network to cable the grey areas of the Lazio Region

13 July 2021

**Agreement with Azimut** to develop a wholesale-only **green Tier IV datacenter** to support Cloud Providers, OTTs and operators with colocation services



# UNIFIBER (NEWCO)



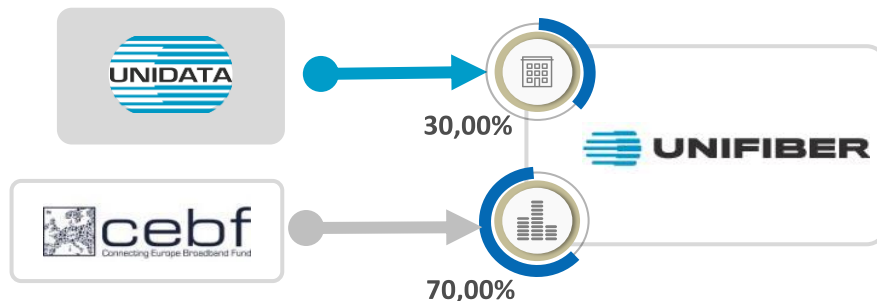
Founded in 2020 as part of the greenfield **broadband project Unifiber**.

**OBJECTIVE:** To deploy **high-quality fiber-to-the-home (FTTH) networks** for residential and business in the areas characterized by **digital divide** (the so-called “grey areas”) of **Lazio region** by connecting **120.000 residential homes** and **5.000 business units** (the possibility to double this goal might be considered).

**Total investment**, together with the CEBF fund, equal to **€40 million**.

**CEBF** is a fund owned by Cassa Depositi e Prestiti (IT), Caisse des Depots (FR), KFW (Bank aus Verantwortung – DE), European Investment Bank, European Commission and other investors. For CEBF, this is the first investment in Italy.

**Unidata will execute the network** and it will be responsible for the maintenance of the network.



  
Renato Brunetti  
President  
UNIDATA

  
Marcello Vispi  
UNIDATA

  
Jean-François Willame  
CEBF





# FINANCIALS



## FINANCIAL HIGHLIGHTS FY2021

**+58%**

**Revenues**

**37 M€ vs 23.4 M€ in FY 2020**

**+63%**

**EBITDA**

**14.1 M€ vs 8.6 M€ in FY 2020**

**+131%**

**Net Income**

**7.8 M€ vs 3.4 M€ in FY 2020**



## REVENUES

**+58%**

## Revenues

**37 M€ vs 23.4 M€ in FY 2020**

- Increasing volumes related to the grant of rights over UNIDATA infrastructure to other operators
- Higher number of contracts for Internet services
- Significant organic growth

**+31%** Customer growth

Customers	2020	2021	YoY %
Business + P.A.	1,612	1,777	10%
Microbusiness	365	413	13%
Consumer	8,103	10,996	36%
Wholesale	13	13	0%
<b>TOTAL</b>	<b>10,093</b>	<b>13,199</b>	<b>31%</b>

## EBITDA

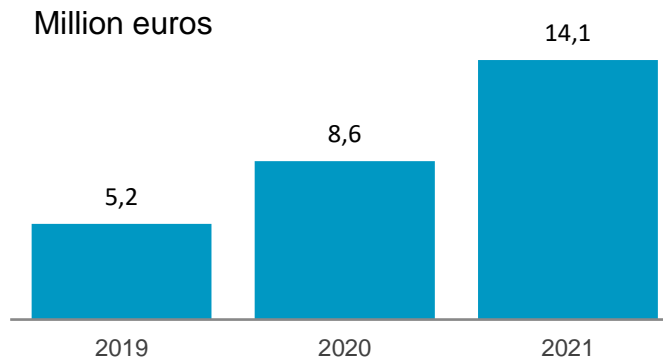
**+63%**

**38.1%**  
**EBITDA Margin**

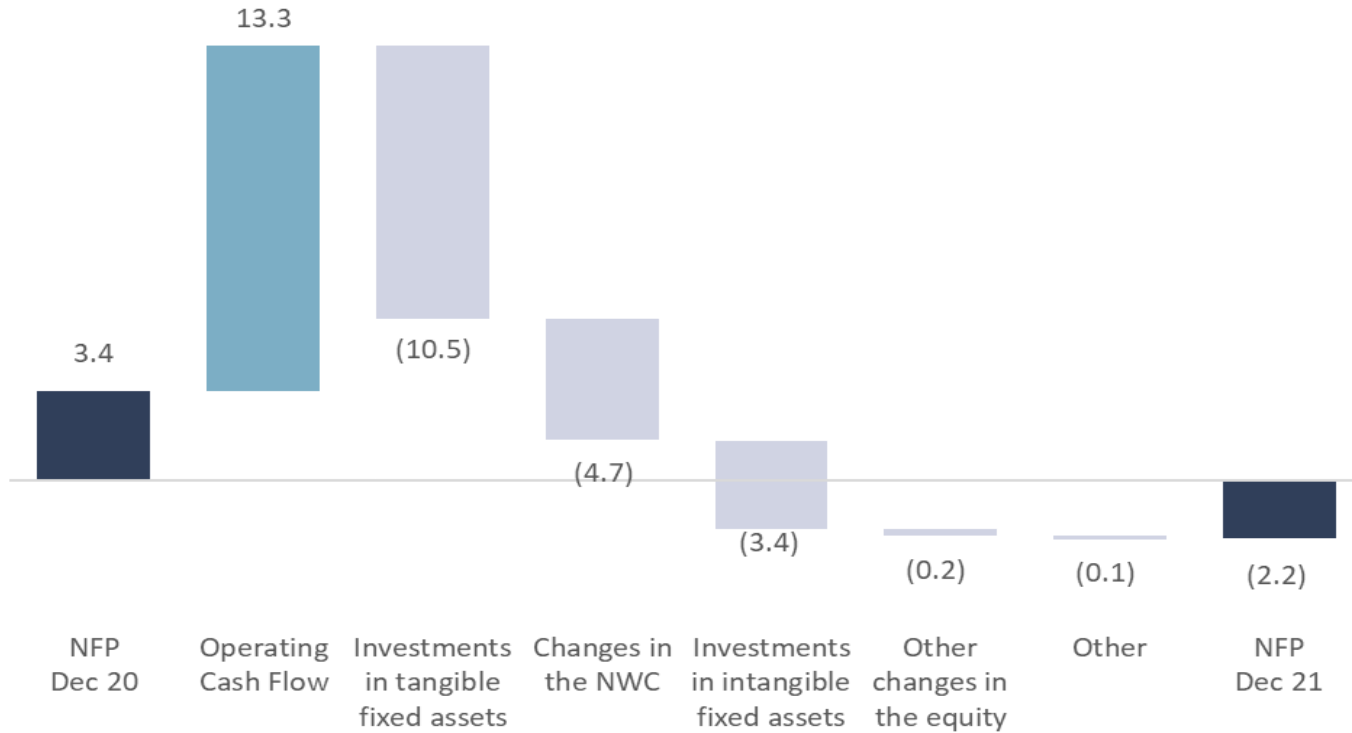
**vs 36.8% in FY 2020**

**EBITDA**

**14.1 M€ vs 8.6 M€ in FY 2020**



## NFP BRIDGE










**SUSTAINABILITY**



## ESG (1/2)

In the last two years, the Company has accelerated its journey towards sustainability by implementing the following actions:

-  2<sup>nd</sup> **Sustainability Report** published (FY2021)
-  Implementation of corporate's **Sustainability Factors**
-  Initiation of the transformation process into a **Benefit Company**

Furthermore, Unidata has included the following objectives in its ESG Strategy:

1

Helping people  
in our community

2

Gender equality  
in the BoD

3

Sustainable  
Development of  
infrastructure

4

Improvement of  
environmental  
performance

5

Climate  
Action

### Achieved certifications



UNI EN ISO 9001:2015  
SGQ Certificato n.520

ISO 9001:2015  
(Quality  
Management  
System)



ISO 27001:2017  
(Information  
Security  
Management  
System)



ISO 14001:2015  
(Environmental  
management  
Systems)

## ESG (2/2)

In its 2<sup>nd</sup> **Sustainability Report**, referring to the FY2021, Unidata has identified the ESG objectives to achieve, taking into account the sector in which it operates, its interests and priorities.

In particular, the Company aims at reaching the following goals, based on the 17 ONU's Sustainable Development Goals

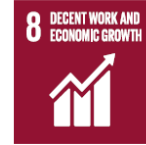
### GOVERNANCE



### ENVIRONMENTAL



### SOCIAL







# OUTLOOK

# GROWTH STRATEGY

## Growth opportunities in Fiber Retail & Wholesale:

1. *Creation of new infrastructure*
2. *Supply of access and advanced services thanks to the infrastructure*

## Growth in Value-Added Sectors:

1. *Cloud & Datacenter*
2. *IoT & Smart Solutions*
3. *Cyber Security*

**PARTNERSHIPS and M&A opportunities** will be considered to sustain the growth

*No extraordinary finance operations are planned*

## TARGETS 2024

**65.2-79.2 M€**

**Revenues**

**19.1-23.3 M€**

**EBITDA**

**40 M€**

**Total industrial investments  
(2022-2024)**

**29.4-29.8%**

**EBITDA Margin**

## **Unidata S.p.A.**

Viale A. G. Eiffel, 100  
Commercity M26  
00148 Roma

T. +39 06 404 041  
F. +39 06 404 040 02  
[info@unidata.it](mailto:info@unidata.it)  
[unidata.it](http://unidata.it)

N. REA 956645  
Cap. Soc. € 2.464.642 I.V.  
C.F./P.IVA 06187081002

