



# INVESTOR PRESENTATION Mid&Small in London

MARCH, 30 2022

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AT A GLANCE



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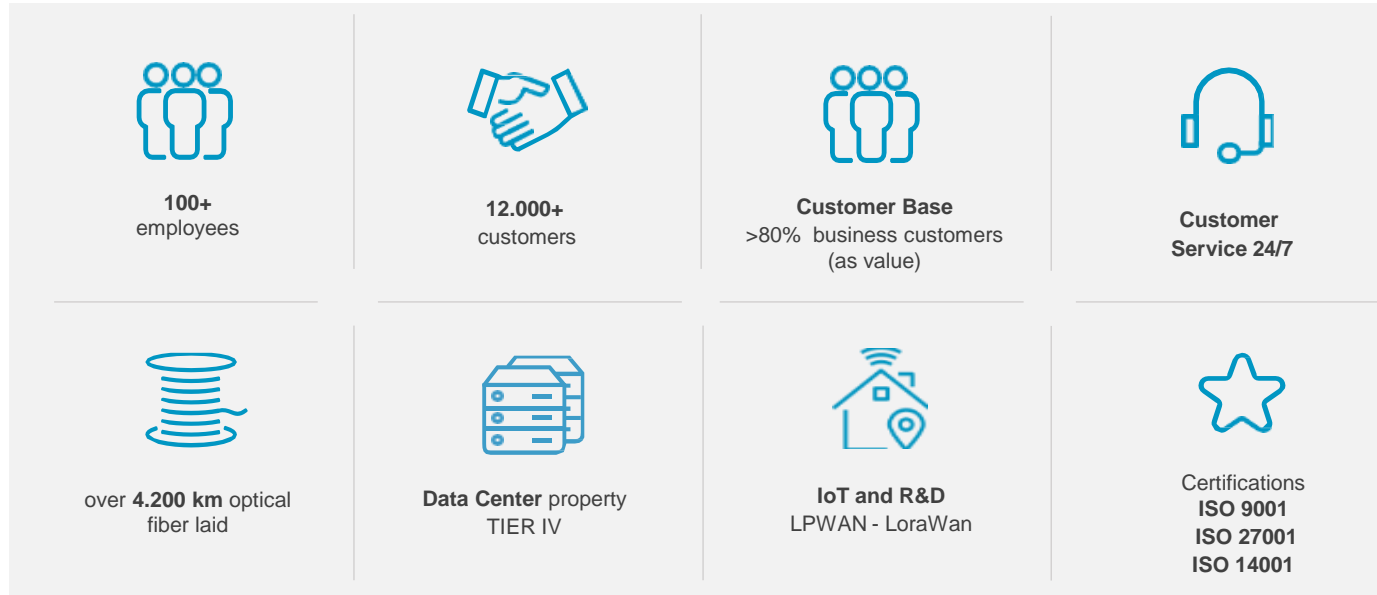




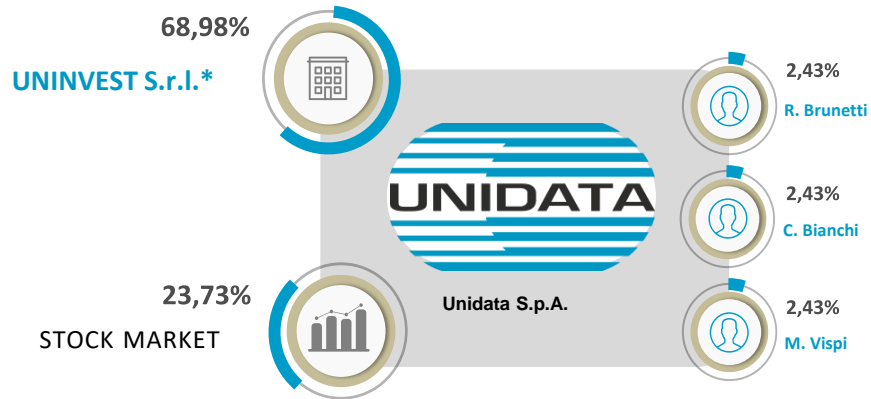
AT A GLANCE

# HIGHLIGHTS

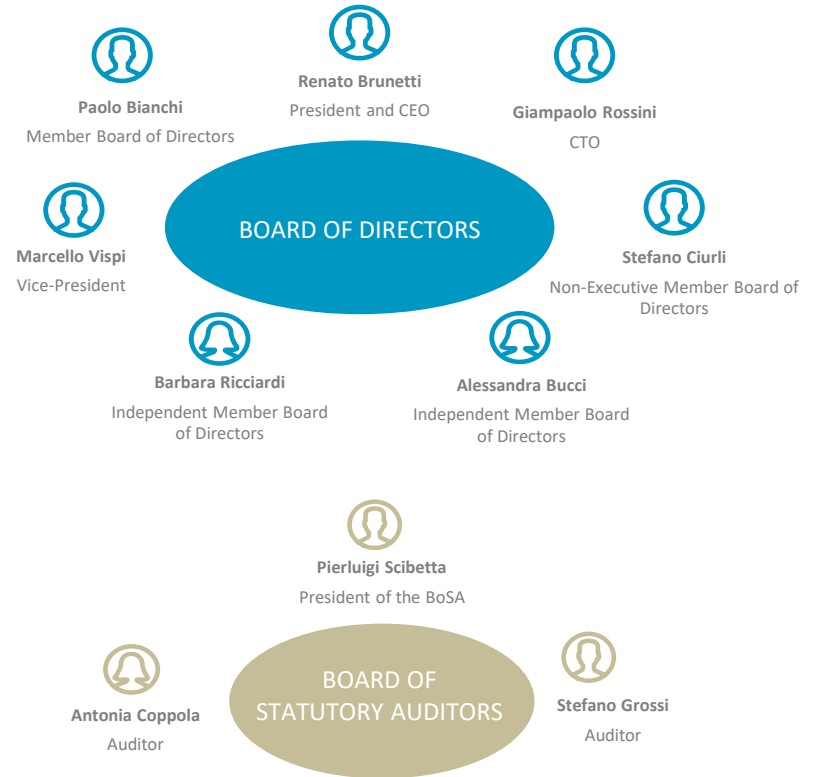
Unidata is a **Hi-Tech Company**, leader in Telecommunications, Cloud & IoT, listed on the Euronext Growth Milan (ex AIM) since March 2020.



# SHAREHOLDERS & GOVERNANCE

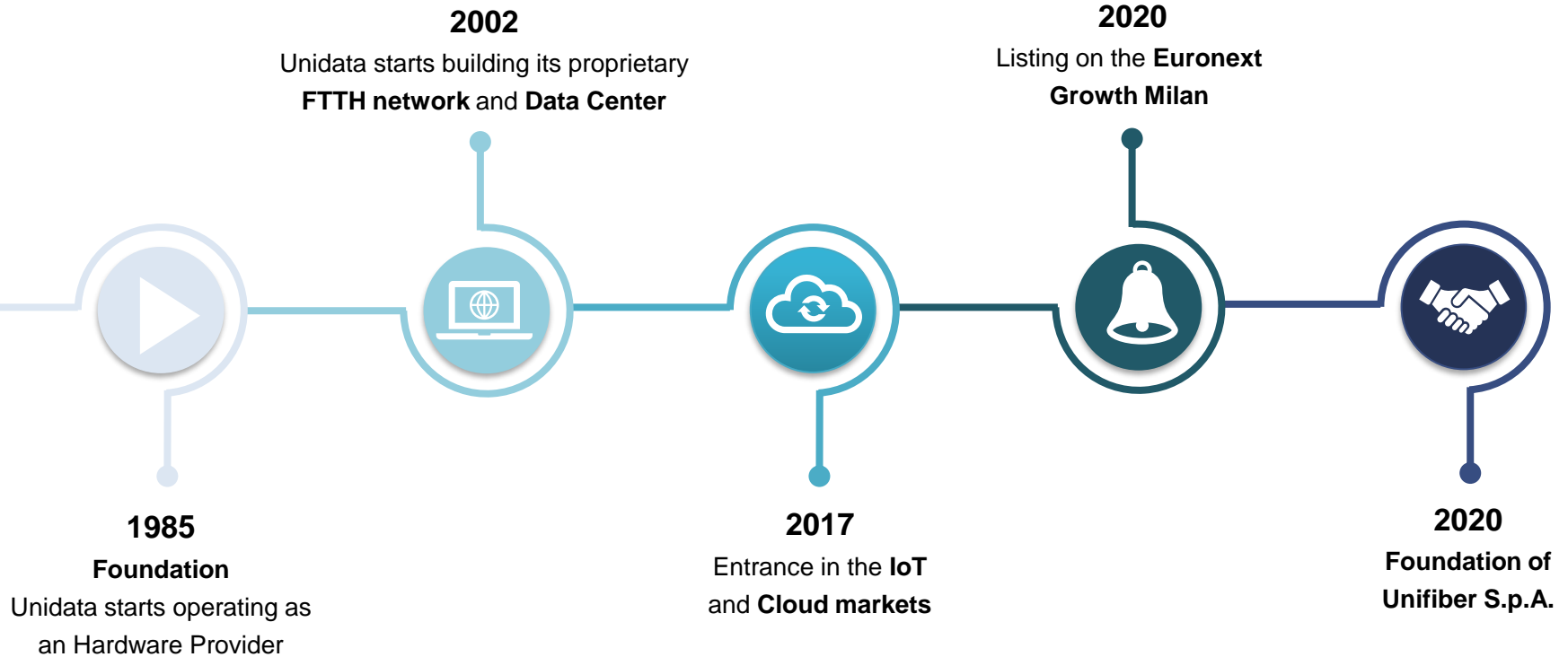


\*Equally owned by R. Brunetti, M. Vispi and C. Bianchi








# HISTORY



## 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

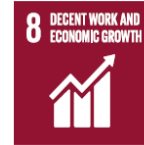
### GOVERNANCE



### ENVIRONMENTAL



### SOCIAL

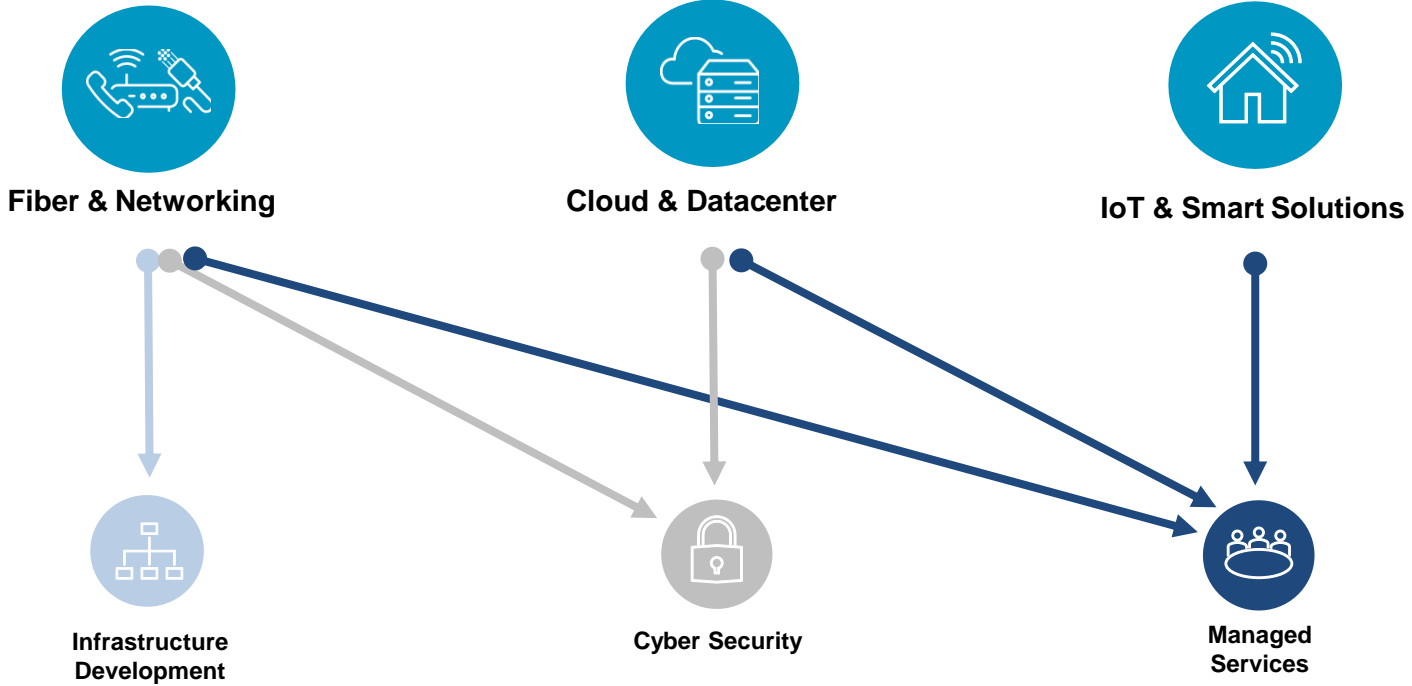




# PRODUCTS & SERVICES
























# PRODUCTS & SERVICES



# OFFERING

## SERVICES

## CUSTOMERS

	Fibra & Networking	Cloud & Datacenter	IoT & Smart Solutions	Cyber Security	Infrastructure Development	Managed Services
PA 						
Business 						
Wholesale 						
Consumers 						



# FIBER & NETWORKING

The Unidata Fiber Network infrastructure is concentrated in the most important cities of Lazio 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 4,200 KM OF FIBER OPTIC CABLING



26 GHZ RADIO NETWORK FOR FWA SERVICES



210,000 HOUSING UNITS REACHED IN 2021



# 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 squaremeters**.

NEUTRAL COLOCATION – MULTI CARRIER

CLOUD SERVICES (IAAS, SAAS AND PAAS)

NETWORK SECURITY — MANAGED SERVICES  
DISASTER RECOVERY



# IoT & SMART SOLUTIONS

Unidata has adopted **LoRa™ technology** to provide also IoT and Smart Solutions:

- Smart Parking for Municipalities (Smart City)
- Smart Home (Domotic)
- Smart Grid for Electricity, Water and Gas (Smart Metering)
- Smart Agriculture

LORA™ AND LORAWAN™ TECHNOLOGIES



CLOUD PLATFORMS



INTEGRATED NETWORK ENTIRELY DEDICATED TO IoT





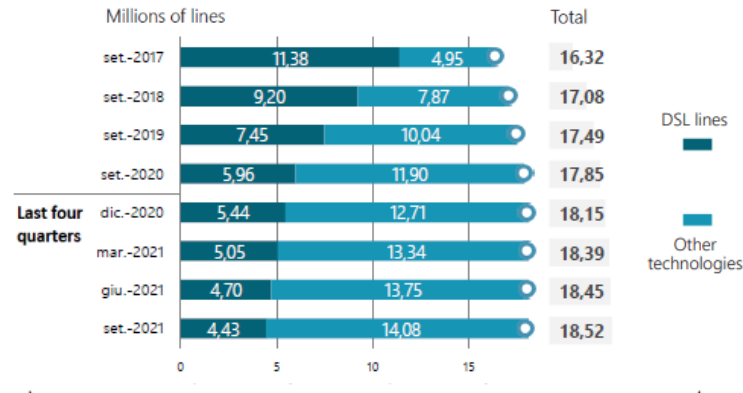


MARKET





# BROADBAND & ULTRABROADBAND MARKET



Quarterly change

Total lines



**+68 K**  
lines  
(+0,4%)

Annual change

Total lines



**+660 K**  
lines  
(+3,7 %)

DSL lines



**-1.524 K**  
lines  
(-25,6%)

Other technologies

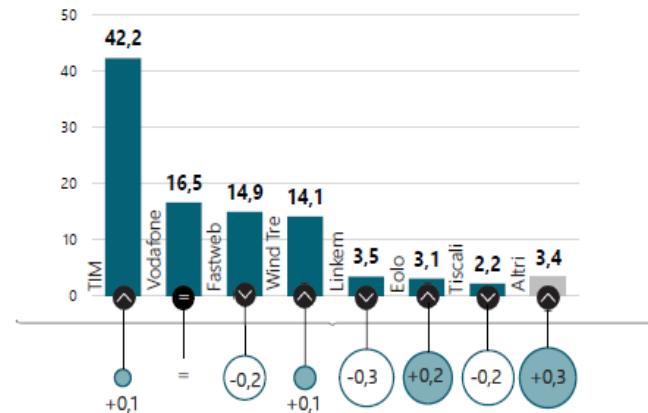


**+2.184 K**  
lines  
(+18,4%)

K = thousand

## MARKET SHARES (%)

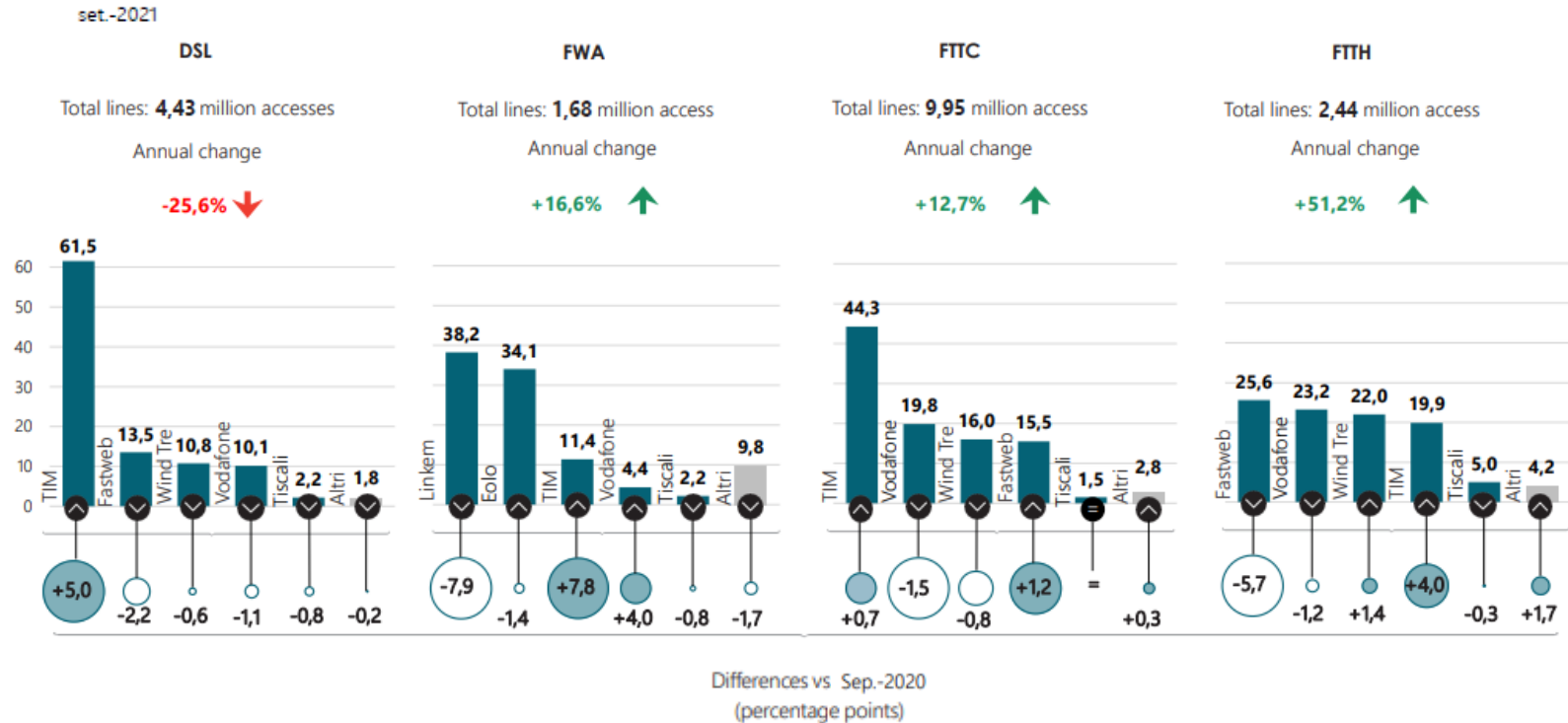
set.-2021



Differences vs Sep.-2020  
(percentage points)

Source: Agcom report #4/2021, December 2021

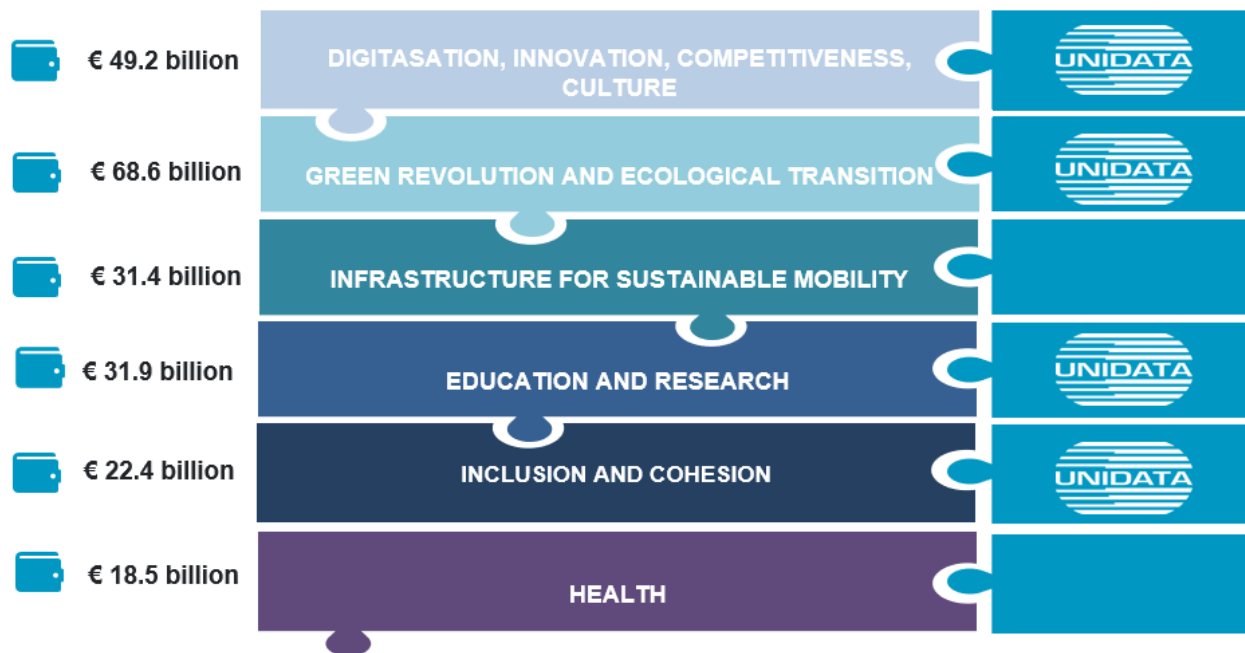
# BROADBAND & ULTRABROADBAND MARKET



Source: Agcom report #4/2021, December 2021

# TELCO MARKET: PNRR, A CHANCE FOR DIGITAL TRANSFORMATION

The **National Recovery and Resilience Plan** has **6 missions**; Unidata plays a crucial role in several of them, and will therefore benefit from the PNRR Funds.





# 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)



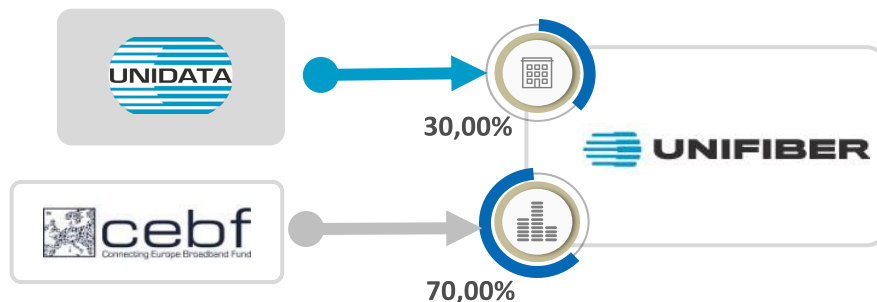
Founded in 2020 as part of the greenfield **broadband project Unifiber**.

**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

Board of  
Directors





# 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

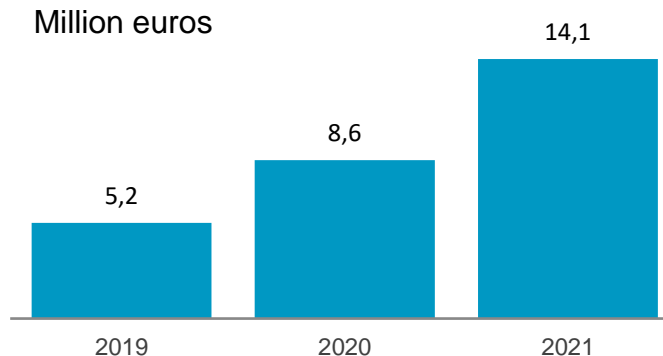
**+63%**

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

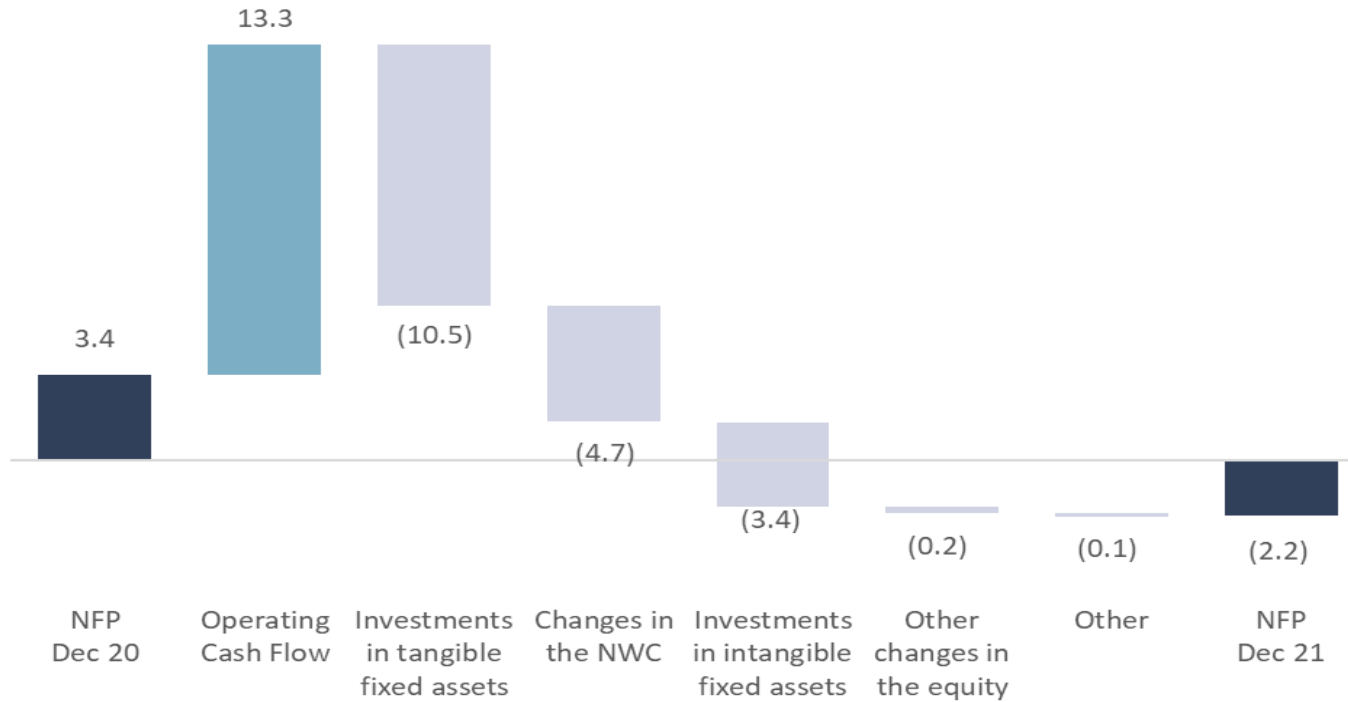
**vs 36.8% in FY 2020**

**EBITDA**

**14.1 M€ vs 8.6 M€ in FY 2020**



## NFP BRIDGE





# 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**

# TARGETS

## Fiber & Networking

**26 - 30 M€**

Target revenues in 2024

**30K – 40K**

Customers

**Strong position in the B2B segment** enforced with Network expansion and telephony and Cloud integration.

Wholesale opportunity with **advanced Secure SD-Wan** (Universe Unidata Offer) Unified Communication ken in network building and co-investments (OpenFiber)

**Enforced position in Residential & Soho market** using Network efficiency and high-performance

First mover in the offer in new FTTH implementation areas

**Strong brand awareness** in local regional market

**Opportunity to increase the market share** through network expansion and alliance with Open Fiber to open new territory opportunity

## Cloud & Datacenter

**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

# TARGETS

## IoT & Smart Solutions

**2 - 3 M€**

Target Revenues in 2024

Pioneer in Italy of LPWAN\* using the successful **Lorawan Technology**.

“**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

**2 - 4 M€**

Target Revenues in 2024

**Supply of support services, design and consulting** about the Internet technologies and more generally in the digital environment.

Presence of 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.

Knowledge of the IP sector, Wi-Fi networks and telecommunications allows to provide customers with an **integrated and wide vision**, with the convenience of a single interlocutor.

**100**

Customers

\*LPWAN is a driver and entry point for Smart Solutions: Smart Metering, Smart City, Smart Building, etc

# TARGETS

## Fiber Infrastructure Development

**20 - 25 M€**

Target Revenues in 2024

**2,6 – 3,5 M€**

Target EBITDA in 2024

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

Integrate the offer of Unidata with an innovative approach to Cyber Security management that will increase revenues and will open a new growing market.

New business area in which Unidata has developed its own offer that plans to start promoting on the market from 2022.





# APPENDIX

# INCOME STATEMENT

<i>Euros</i>	<b>As of December 31, 2021</b>	<b>As of December 31, 2020</b>
Revenues	36,297,183	22,699,619
Other revenues	704,356	736,936
<b>TOTAL REVENUES</b>	<b>37,001,539</b>	<b>23,436,555</b>
Purchase of raw materials and consumables	7,612,157	4,128,678
Purchase of services	11,037,566	6,517,156
Personnel costs	3,371,257	2,909,395
Other operating costs	681,537	1,051,902
Amortisation	4,987,626	3,731,401
Adjustments to assets value and other funds	206,881	205,067
<b>TOTAL OPERATING COSTS</b>	<b>27,897,024</b>	<b>18,543,600</b>
<b>EBIT</b>	<b>9,104,515</b>	<b>4,892,955</b>
Financial income	12,433	7,797
Financial charges	295,833	116,411
<b>TOTAL FINANCIAL INCOME AND CHARGES</b>	<b>-283,400</b>	<b>-108,614</b>
<b>PRE-TAX PROFIT</b>	<b>8,821,114</b>	<b>4,784,341</b>
Income taxes	977,427	1,392,234
<b>NET PROFIT FOR THE PERIOD</b>	<b>7,843,688</b>	<b>3,392,106</b>

# BALANCE SHEET

<i>Euros</i>	<b>As of December 31, 2021</b>	<b>As of December 31, 2020</b>
Other intangibles assets	630,715	711,184
Fixed assets for right of use	9,316,724	7,353,298
Property, plant and equipment	33,067,047	26,032,604
Shareholdings	1,147,074	1,250,000
Other non-current financial assets	1,256,240	474,414
Other receivables and other non-current assets	12,796	2,016
Deferred tax assets	272,479	257,975
<b>TOTAL NON-CURRENT ASSETS</b>	<b>45,703,075</b>	<b>36,081,491</b>
Inventories	2,070,589	969,982
Trade receivables	18,362,633	13,994,653
Current tax assets	1,576,677	611,446
Other current financial assets	195,206	155,351
Other receivables and other current assets	2,037,291	1,288,464
Cash and cash equivalents	8,269,206	11,130,583
<b>TOTAL CURRENT ASSETS</b>	<b>32,511,603</b>	<b>28,150,480</b>
<b>TOTAL ASSETS</b>	<b>78,214,678</b>	<b>64,231,971</b>

Share Capital	2,464,642	2,449,350
Legal Reserve	445,191	275,586
Extraordinary Reserve	57,007	57,007
Provision for post-employment benefits	-242,627	-222,567
Quotation Provision	-109,774	-95,695
Provision for purchase of own shares	-498,705	
Other Reserves	7,199,359	6,920,360
Retained earnings	6,575,098	3,352,597
FTA Reserve	5,298,437	5,298,437
Net profit for the period	7,843,688	3,392,106
<b>TOTAL EQUITY</b>	<b>29,032,315</b>	<b>21,427,182</b>
Employment benefits	1,068,990	1,042,377
Financial instruments	1,598	42,218
Non-current financial liabilities	9,426,457	7,780,606
Other non-current liabilities	10,884,578	12,933,138
Other non-current financial liabilities		841
Deferred tax liabilities	9,212	1,840,190
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>21,390,835</b>	<b>23,639,370</b>
Trade payables	15,485,762	8,570,737
Tax payables	2,613,676	1,576,677
Current financial liabilities	2,396,682	1,361,691
Other current liabilities	7,295,408	7,656,314
<b>TOTAL CURRENT LIABILITIES</b>	<b>27,791,528</b>	<b>19,165,419</b>
<b>TOTAL LIABILITIES</b>	<b>78,214,678</b>	<b>64,231,971</b>

# SHARES VALUE CHART

March 16, 2020 – March 23, 2022 (+280%)



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

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