



INVESTOR PRESENTATION

Euronext Growth Conference

MAY 26, 2022

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INDEX



AT A GLANCE



PRODUCT & SERVICES



MARKET



ACHIEVEMENTS



FINANCIALS



OUTLOOK



APPENDIX





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.

As of March 31, 2022



100+
employees



over **13.000**
customers



Customer Base
>80% business customers
(as value)



**Customer
Service 24/7**



over **4.500 km** optical
fiber laid and **210.000**
household connected



Data Center property
TIER IV

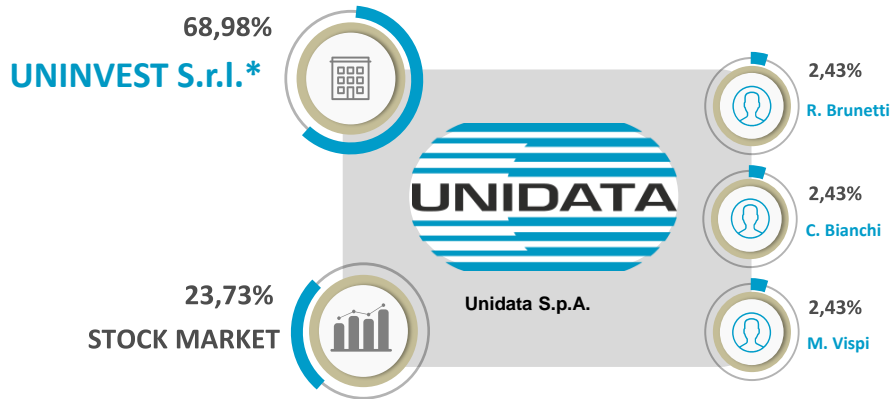


IoT and R&D
LPWAN - LoraWan

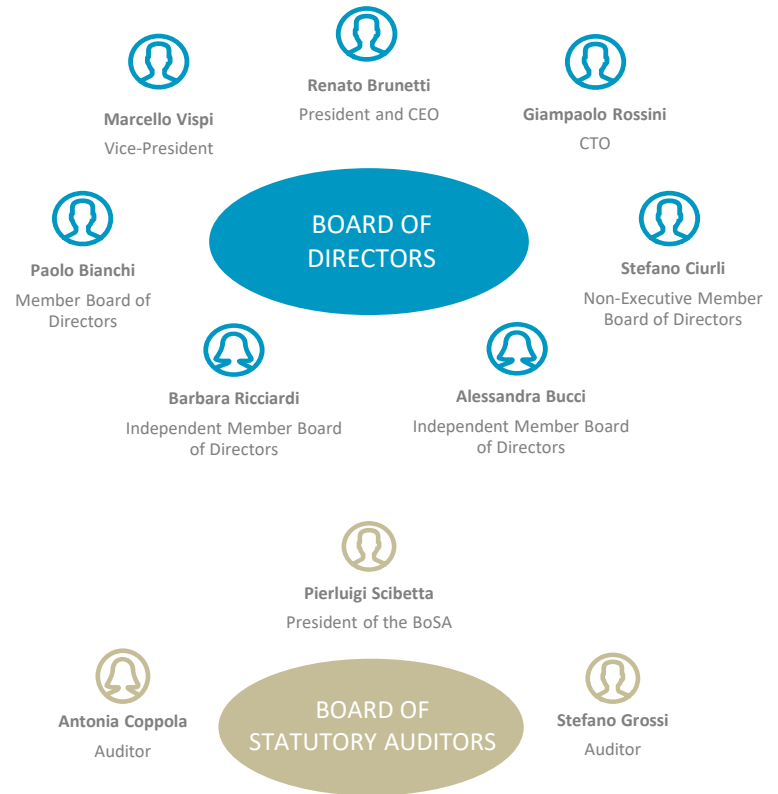


Certifications
ISO 9001
ISO 27001
ISO 14001

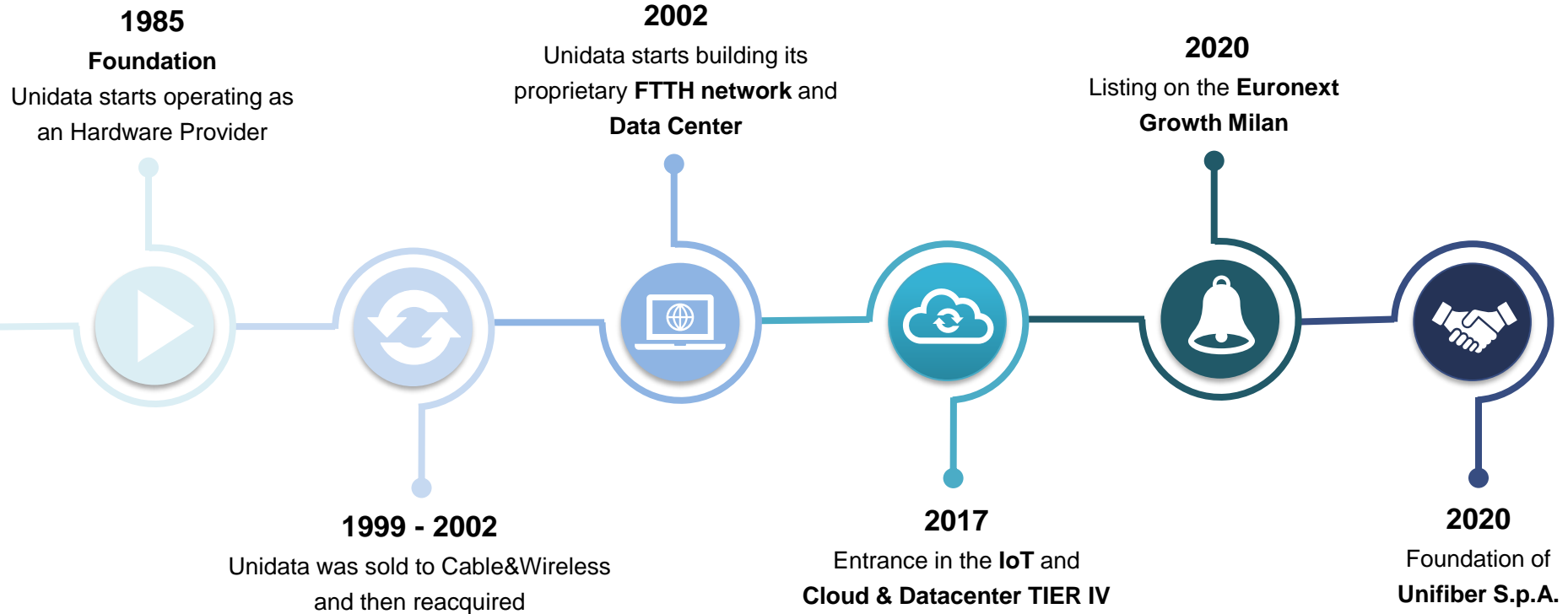
SHAREHOLDERS & GOVERNANCE



*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:

-  2nd **Sustainability Report** published (FY2021)
-  Implementation of corporate's **Sustainability Factors**
-  Unidata becomes 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 2nd **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

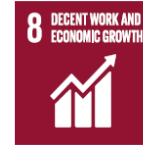
GOVERNANCE



ENVIRONMENTAL



SOCIAL

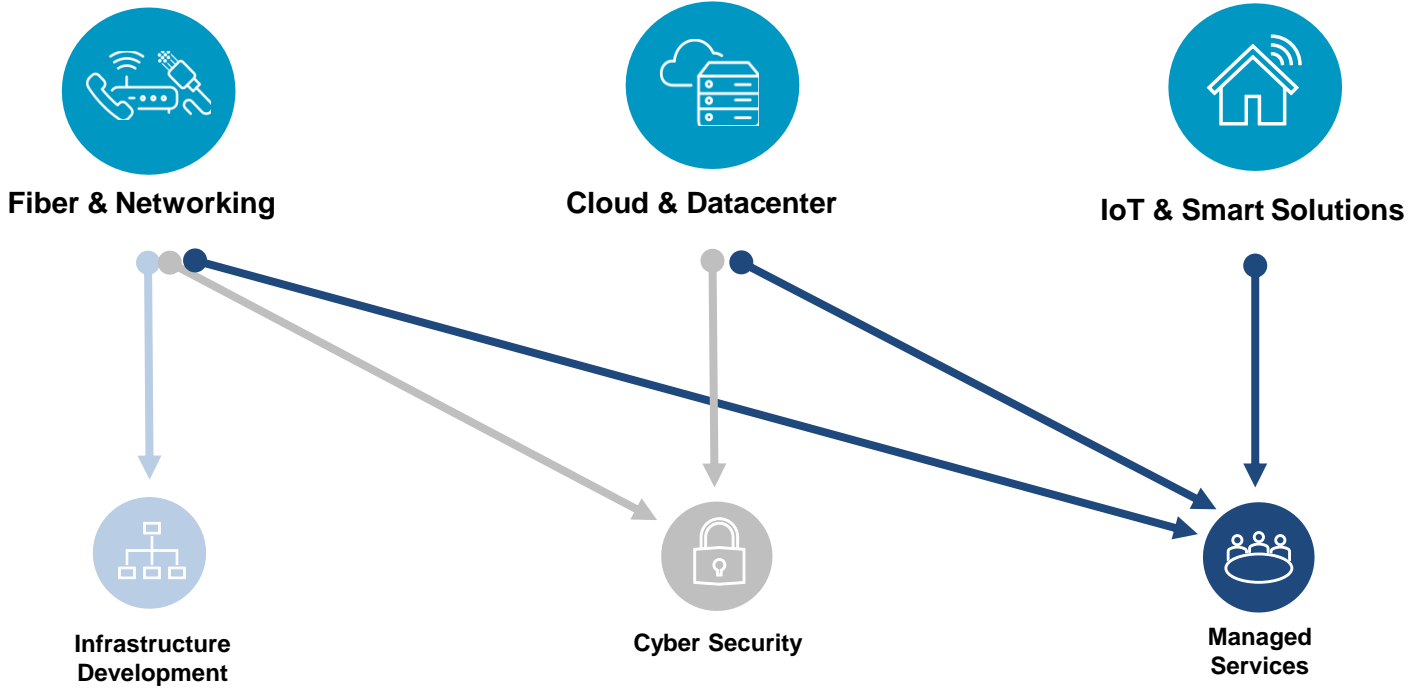




PRODUCTS & SERVICES



PRODUCTS & SERVICES



OFFERING

SERVICES

CUSTOMERS

PA



Business



Wholesale



Consumers



Fibra &
Networking



Cloud &
Datacenter



IoT & Smart
Solutions



Cyber
Security



Infrastructure
Development



Managed
Services



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

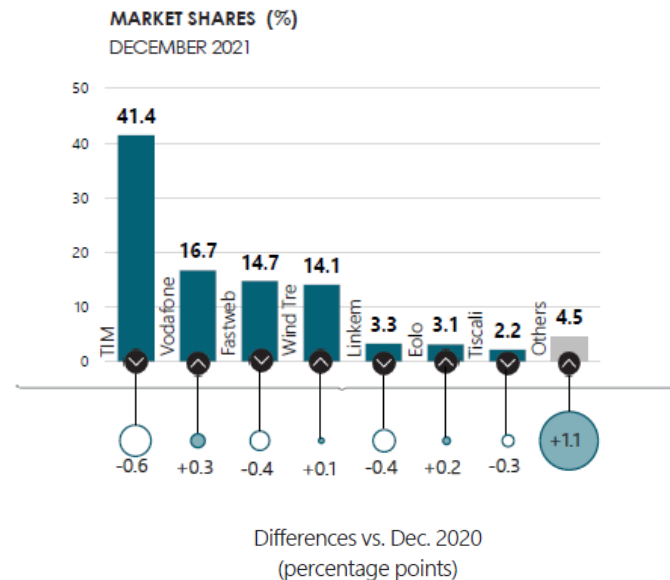
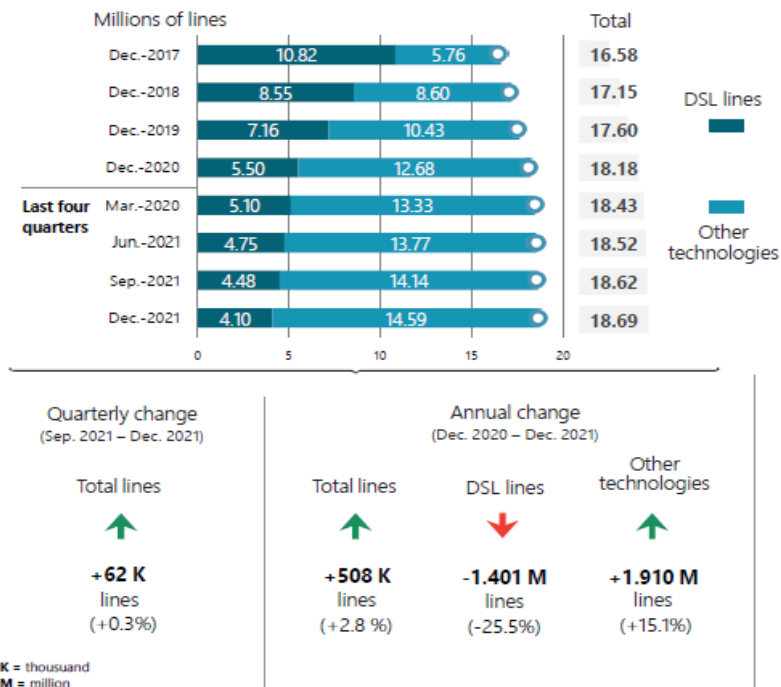




MARKET



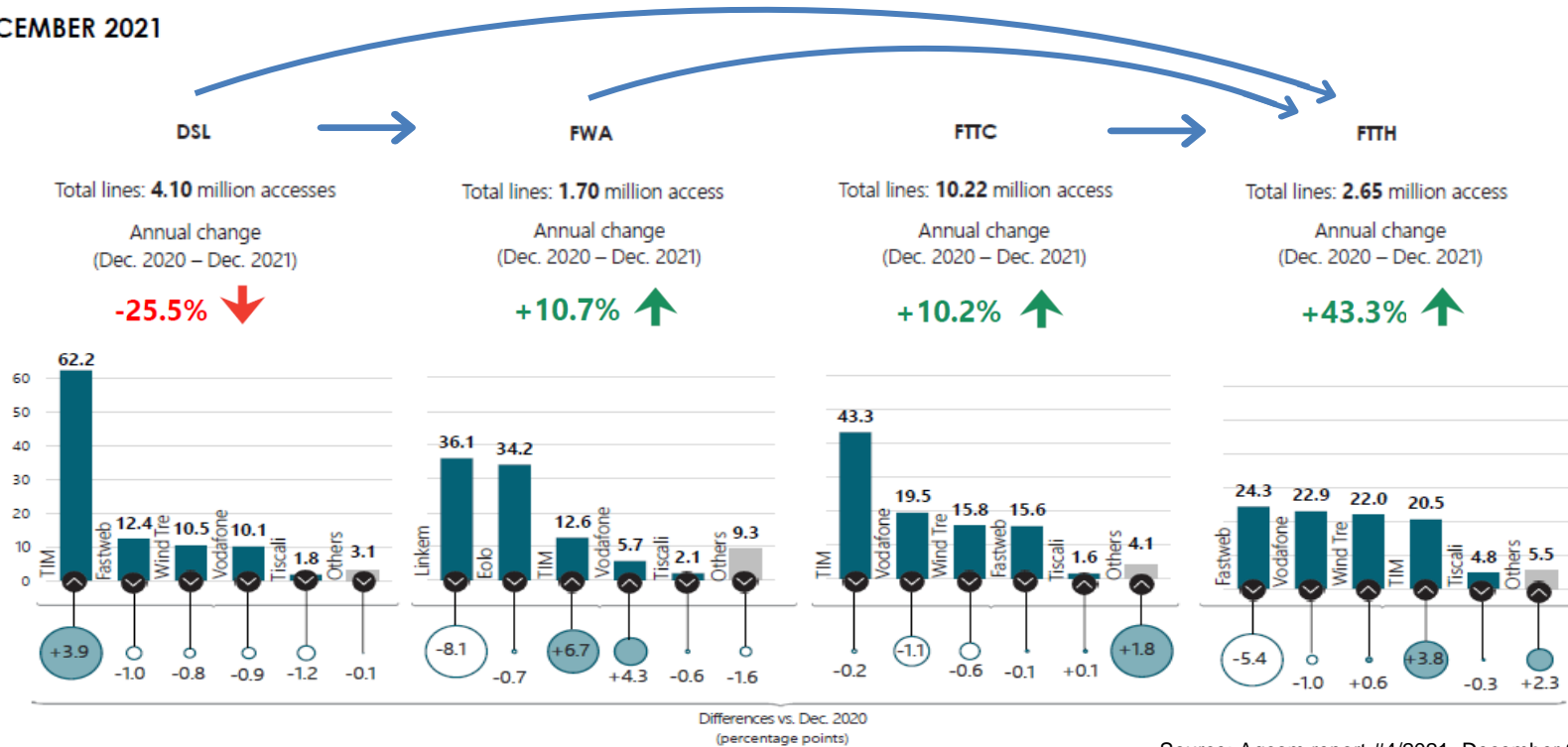
BROADBAND & ULTRABROADBAND MARKET



Source: Agcom report #1/2022, April 2022

BROADBAND & ULTRABROADBAND MARKET

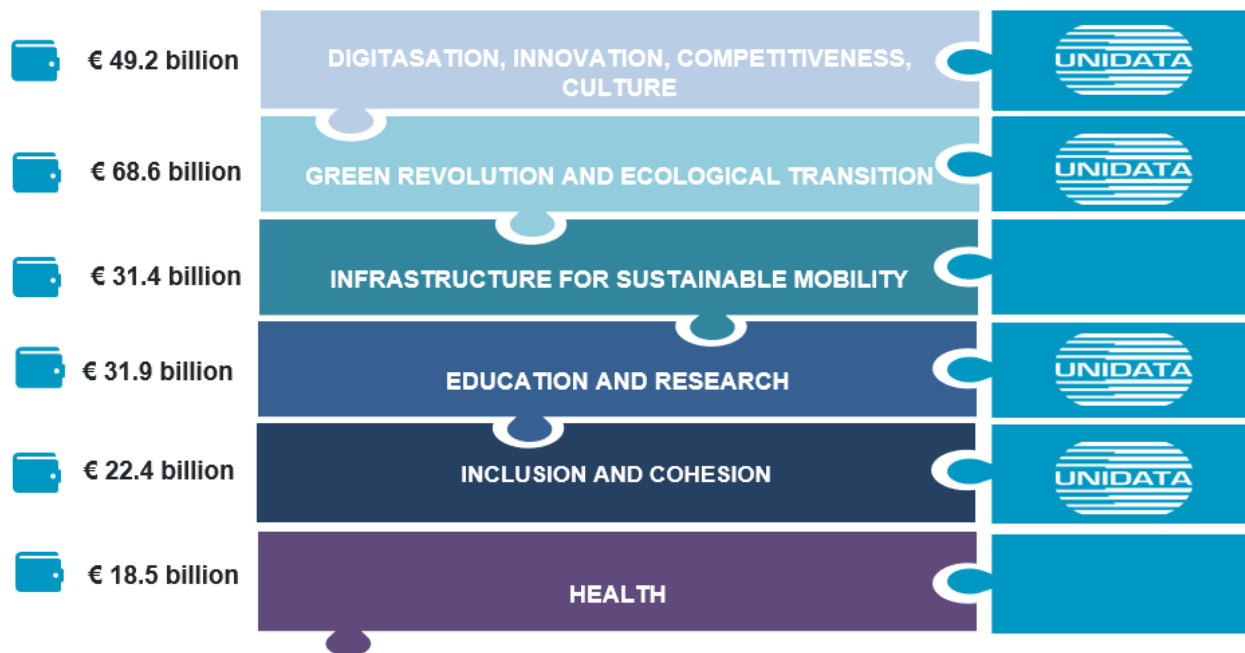
DECEMBER 2021



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 2021

May 2021

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



January 2021

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



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)



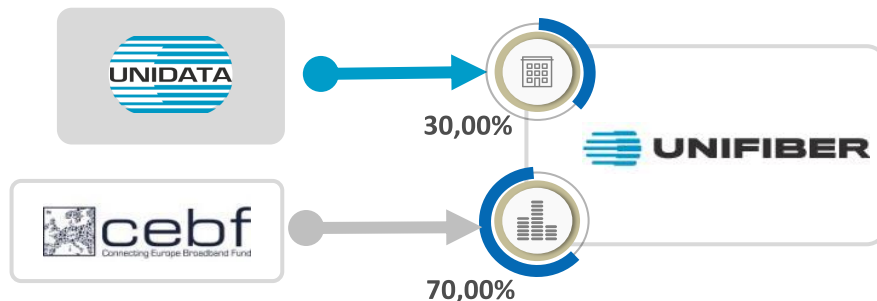
Founded in 2020 as part of the greenfield broadband project Unifiber.

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

1Q2022 & FY2021

FINANCIAL HIGHLIGHTS 1Q2022

+49%

Revenues

11.3 M€ vs 7.6 M€ in 1Q2021

+29%

Customer Growth

13,496 vs 10,477 in 1Q2021

+390km

Optical Fiber

4,590 km vs 3,350 in 1Q2021

2.9M€

PFN

vs 2.2 M€ in FY2021

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.	1,977	2,190	11%
Consumer	8,103	10,996	36%
Wholesale	13	13	0%
TOTAL	10,093	13,199	31%

EBITDA

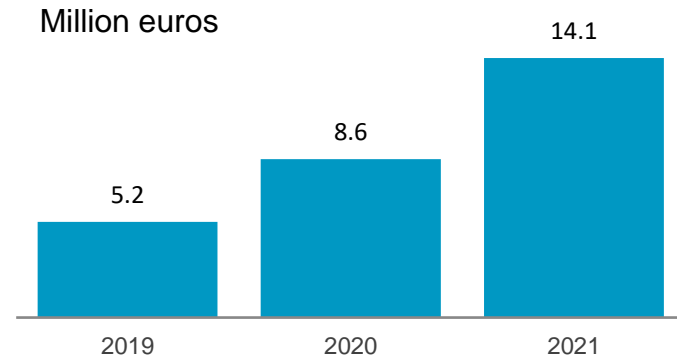
+63%

38.1%

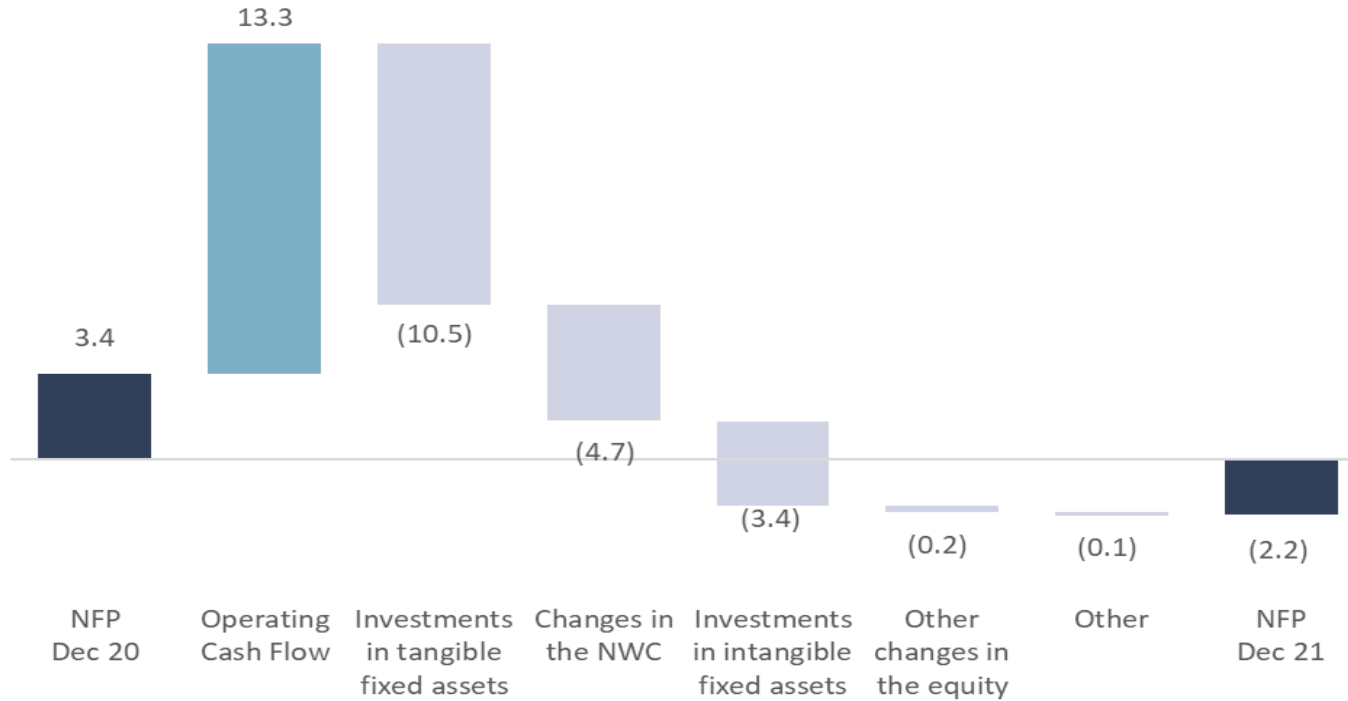
EBITDA Margin
vs 36.8% in FY 2020

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

TARGETS 2024

Extraordinary finance operations are not included

65.2 - 79.2 M€

Revenues

19.1 - 23.3 M€

EBITDA

40 M€

Total industrial investments
(2022-2024)

Cumulated

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.

Wholesale opportunity with a full service offering

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

Cloud & Datacenter

4 - 6 M€

Target Revenues in 2024

1,5 - 2,3 M€

Target EBITDA in 2024

Space TIER IV increasing for Colocation

New generation Cloud Services

- DaaS – desktop as a Service offer
- SaaS - Software as a Service through third party alliance
- New Aas – New generation as a Service
- Cloud Container's Services

Private & Hybrid Cloud

TARGETS

IoT & Smart Solutions

2 - 3 M€

Target revenues in 2024

LPWAN: successful **Lorawan Technology**.

Smart everything

PNRR funds opportunities

Managed Services

2 - 4 M€

Target revenues in 2024

100

Customers

Network and system integration project & services

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

High-level technical staff

Vertical projects and solutions

Depth knowledge in IP sector, Wi-Fi networks and telecommunications

TARGETS

Fiber Infrastructure Development

20 - 25 M€

Target revenues in 2024

2.6 - 3.5

Target revenues in 2024

Fiber network construction - Unidata and Unifiber

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

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>	As of December 31, 2021	As of December 31, 2020
Revenues	36,297,183	22,699,619
Other revenues	704,356	736,936
TOTAL REVENUES	37,001,539	23,436,555
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
TOTAL OPERATING COSTS	27,897,024	18,543,600
EBIT	9,104,515	4,892,955
Financial income	12,433	7,797
Financial charges	295,833	116,411
TOTAL FINANCIAL INCOME AND CHARGES	-283,400	-108,614
PRE-TAX PROFIT	8,821,114	4,784,341
Income taxes	977,427	1,392,234
NET PROFIT FOR THE PERIOD	7,843,688	3,392,106

BALANCE SHEET

<i>Euros</i>	As of December 31, 2021	As of December 31, 2020
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
TOTAL NON-CURRENT ASSETS	45,703,075	36,081,491
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
TOTAL CURRENT ASSETS	32,511,603	28,150,480
TOTAL ASSETS	78,214,678	64,231,971

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
TOTAL EQUITY	29,032,315	21,427,182
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
TOTAL NON-CURRENT LIABILITIES	21,390,835	23,639,370
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
TOTAL CURRENT LIABILITIES	27,791,528	19,165,419
TOTAL LIABILITIES	78,214,678	64,231,971

CASH FLOW STATEMENT

<i>Euros</i>	As of December 31, 2021	As of December 31, 2020
A) Cash flows from operating activities		
Profit (loss)	7,843,688	3,392,106
Income tax expense	977,427	1,392,234
Interests paid/(Interests received)	283,400	108,615
(Capital gain) Capital loss from equity investments evaluated through the equity method	101,267	
(Capital gain) Capital loss from realisation of fixed assets		-4,000
Profit (loss) before income tax expense, interests, dividends, capital gains and capital losses from transfer	9,205,782	4,888,955
<i>Adjustments for non-cash items</i>		
Funds reserve/ (Release of funds)	526,863	475,175
Depreciations	4,987,626	3,731,401
Financial cash flow before changes in net working capital	14,720,271	9,095,531
<i>Changes in net working capital</i>		
(Increase) Decrease of inventories and recovery rights for customers' returns	-1,200,607	354,063
(Increase) Decrease of trade receivables	-4,574,862	-3,048,572
Increase (Decrease) of trade payables and liabilities for future refund to customers	6,915,025	4,896,241
Other changes in net working capital	-5,806,468	2,978,768
Financial cash flow after changes in net working capital	10,053,359	14,276,031
<i>Other adjustments</i>		
Interests received/(paid interests)	-283,400	-108,614
(Income tax expense)	-977,427	-1,392,234
(Use of liabilities for employments benefits)	-167,498	-49,584
Cash flow from operating activities (A)	8,625,034	12,725,599

B) Cash flows from investing activities		
Investment (Disinvestment) in intangible fixed assets	-3,399,985	-1,592,678
Investment (Disinvestment) in tangible fixed assets	-10,505,040	-9,085,581
Investment (Disinvestment) in equity investments		-1,250,000
Cash flow from investing activities (B)	-13,905,026	-11,928,259

C) Cash flows from financing activities		
<i>Third party means</i>		
Increase (decrease) of short-term payables towards banks		-28
Increase (decrease) of financial payables	5,204	-244,683
Drawdown of loans	1,500,000	4,200,000
(Pay back of loans)	-406,039	-1,035,558
Increase (Decrease) in leasing loans	1,581,677	
Increase (Decrease) in financial instruments	-40,620	66,956
Drawdown of leasing loans		-73,554
<i>Own means</i>		
Other changes in net equity	-221,608	5,734,080
Cash flow from financing activities (C)	2,418,614	8,647,213

D) Increase (decrease) in cash and cash equivalents (A+B+C)	-2,861,377	9,444,553
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Cash and cash equivalents as of January 1, 2021	11,130,583	1,686,030
Cash and cash equivalents as of December 31, 2021	8,269,206	11,130,583

SHARES VALUE CHART

March 16, 2020 – May 20, 2022 (+259%)



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