



15<sup>TH</sup> FEBRUARY 2023

# ENVENT WINTER CONFERENCE

# TODAY'S SPEAKERS



**Renato Brunetti**

Chairman & CEO

Expert in IT systems and software projects.  
In 1985, he founded Unidata together with two partners, guiding the company towards its new core business, sensing the potential offered by the Internet.  
President of the NaMeX Consortium and Vice President of AIIP (Italian Internet Provider Association).



**Roberto Giacometti**

CFO & Investor Relations Officer

Expert in Administration and Finance, Planning and Control. He held the position of General Manager in several Italian and foreign companies and was Director of the National Secretariat of Agesci.  
In 2019, he joined Unidata and followed the listing process on EGM and the recent extraordinary operations



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KEY HIGHLIGHTS



MAIN PROJECTS OVERVIEW



ACQUISITION OF TWT



BUSINESS PLAN



APPENDIX





# KEY HIGHLIGHTS

# A LEADING AND INTEGRATED INFRASTRUCTURE PLAYER...

## VALUE PROPOSITION

Unidata is a **Fiber Company**, leader in **Telecommunications, Cloud & IoT**



Fiber & Networking

PA



Cloud & Datacenter

Business



IoT & Smart Solutions



Infrastructure development

Wholesale



Cyber Security

Consumers



Managed services

## KEY OPERATIONAL DATA



over **5,450 km**  
optical fiber laid<sup>1</sup>



**Datacenter**  
property  
TIER IV



over **16,000**  
customers<sup>1</sup>



**Customer Base**  
>80% business  
customers<sup>2</sup>



**IoT and R&D**  
LPWAN –  
LoRaWan<sup>3</sup>



**100+**  
employees

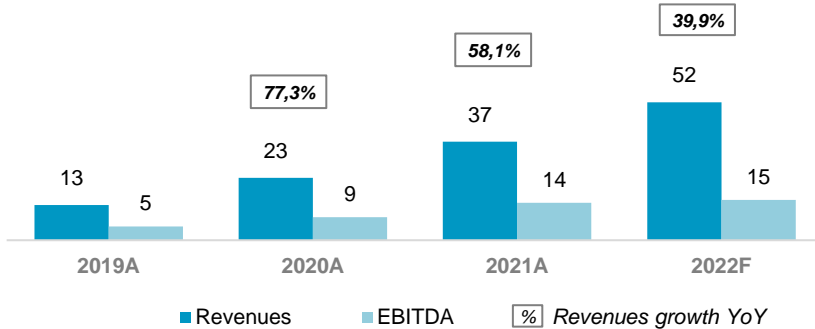


**Customer  
Service 24/7**

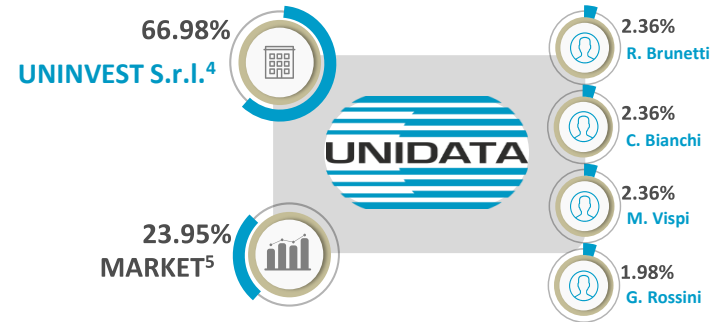


Certifications  
**ISO 9001**  
**ISO 27001**  
**ISO 14001**

## KEY FINANCIALS



## SHAREHOLDERS



Notes: 1) As of Q4 2022; 2) As value; 3) LPWAN (Lower Power Wide Area Network) with LoRa™ technology; 4) Equally owned by R. Brunetti, M. Vispi and C. Bianchi; 5) Including treasury shares



# ...WITH FURTHER POTENTIAL TO BE EXPLOITED

## ACQUISITION OF TWT

- **Integrated TLC, connectivity and ICT operator** specialized in **B2B segment**
- **TWT operates across all Italy** with a **strong presence in Northern regions** thanks to a **highly recognized brand** and **IT platform**



**+33k customers**  
~3.3k SME/corporate and  
~30k final clients through ~370  
**registered resellers**



**Proprietary datacenter**  
located in TWT's  
proprietary headquarter



**Proprietary platform**  
dedicated to resellers  
and significant R&D  
know-how

## ON-GOING INVESTMENTS



2020-  
2022

**FTTH networks for  
residential and  
business**



~Eu 7.0 mn



2022

**Tier IV level green  
data center**



~Eu 5.7 mn



2022

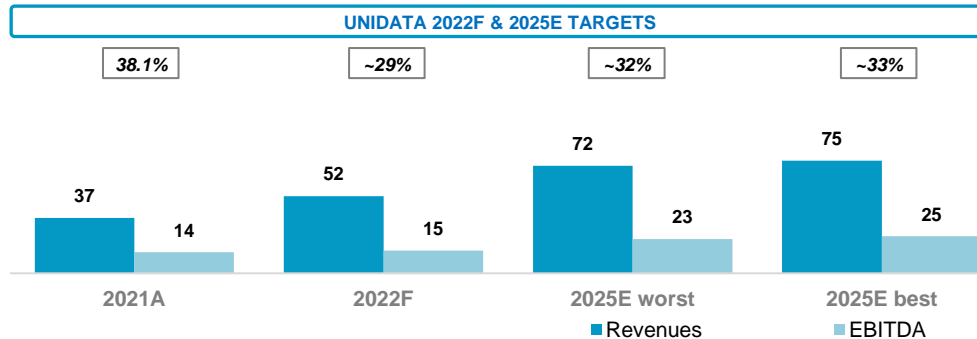
**Submarine fiber  
system**



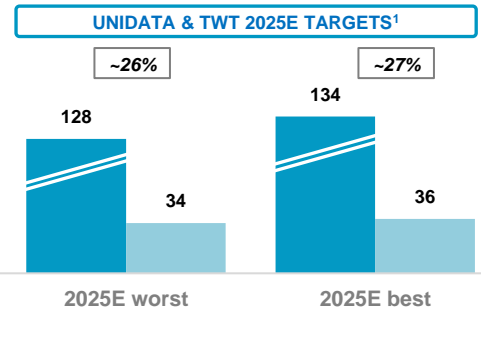
~Eu 12.0 –  
18.0 mn

## 2025 TARGET REVENUES & EBITDA

UNIDATA 2022F & 2025E TARGETS



UNIDATA & TWT 2025E TARGETS<sup>1</sup>



Note: 1) Including expected preliminary synergies



# MAIN PROJECTS OVERVIEW

# UNIFIBER



**Investment agreement signed in 2020** with the CEBF fund<sup>1</sup>



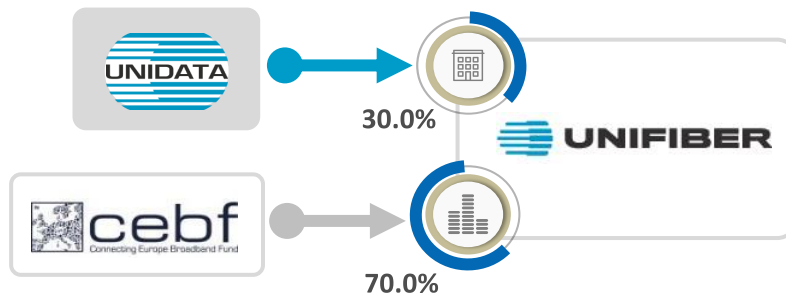
To deploy **high-quality FTTH networks for residential and business customer in areas characterized by digital divide** (the so-called “*grey areas*”) of **Latium region** by connecting more than **190,000 homes and 8,000 business units**



**Total investment equal to Eu 90 million**, of which Eu 37 million through equity. **Unidata investment around Eu 7.0 million.**



**Unidata builds and executes the network**, and it is responsible for its maintenance.



Note: 1) CEBF is a fund sponsored by Cassa Depositi e Prestiti (IT), Caisse des Dépôts et Consignations (FR), KfW (DE), European Investment Bank, European Commission and other investors. For CEBF, this is the first investment in Italy.



# UNICENTER (JV WITH AZIMUT)



**Investment Agreement signed** in **2022** with *Fondo Infrastrutture per la Crescita - ESG*<sup>1</sup>



Construction of a **green and neutral Tier IV level datacenter** with a power of about **16 MW** and with **3,200 rack capacity**, for a total area of **20,000 sqm** with domestic and international customers using renewable energy sources to the maximum extent possible

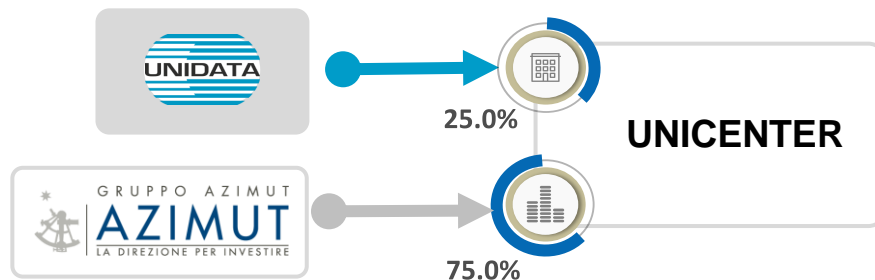
**UniCenter** will operate on a **wholesale-only basis**



**Total investment** equal to **Eu 57 million**, with an option to double the project. **Unidata investment** around **Eu 5.7 million**.



Unidata will continue to provide services and/or carry out activities in the datacenter sector. **Unidata** will have the **operational management of UniCenter**.



Note: 1) Fondo Infrastrutture per la crescita – ESG is a fund established and managed by Azimut Libera Impresa, that aims to invest in social infrastructures in order to generate a positive and sustainable growth of the economy, environment and society with an ESG approach

# UNITIRRENO (JV WITH AZIMUT)



**Construction of a system of underwater cables in the Tyrrhenian Sea** of about **890km** that will connect Mazara del Vallo (western coast of Sicily) with Genoa with a junction point near Rome - Fiumicino



**Total investment equal to Eu 80 million**, of which Eu 36 million through equity. **Unidata investment between Eu 12-18 million<sup>1</sup>**



**Unidata** will have the operational management of **UniTirreno** (cable landing station, Network Operations Center, Security Operations Center) and it will develop the commercial offering.

## SUBMARINE CABLES MAP



## KEY INDUSTRIAL PARTNERS



**System consultancy and Marine Permit**

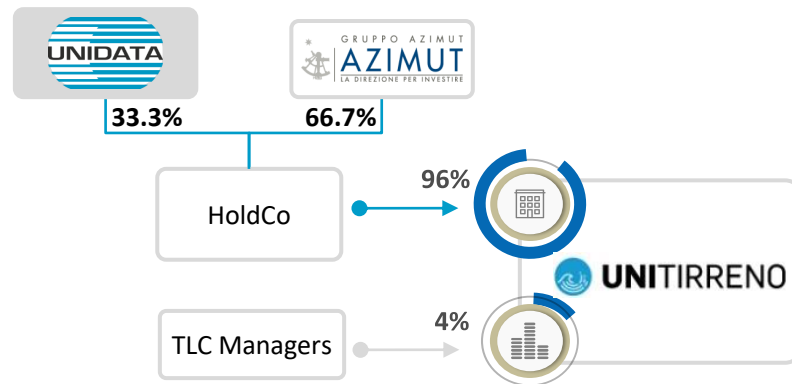


**Marine development**



**System vendor**

## CORPORATE STRUCTURE OF THE PROJECT



Note: 1) Unidata has the option to increase his share in order to own a majority stake once the construction phase is completed  
For more information, please refer to the project's website: <https://www.unitirreno.com/>



# ACQUISITION OF TWT

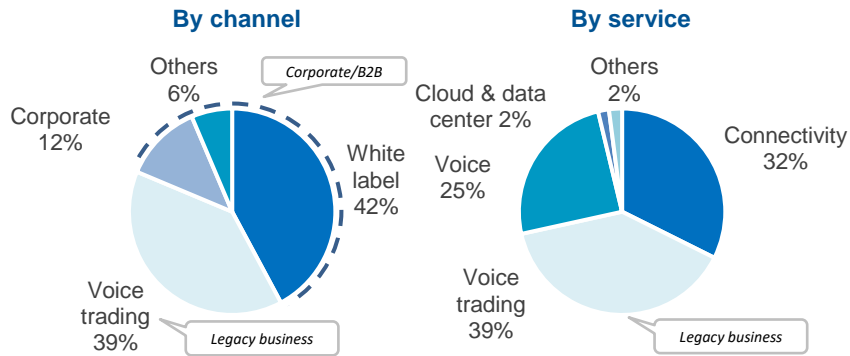


# TWT AT A GLANCE

## Brief description

- Founded in 1995 in Milan, **TWT** is a primary Italian **TLC, connectivity** and **ICT services operator** specialized in the **B2B segment**<sup>1</sup>
- TWT** operates **across all Italy** with a **strong presence in Northern regions** thanks to a **highly recognized brand** and **IT platform**
- TWT's vision** is to become a recognized **"*atelier of telecommunications*"** with a **bespoke B2B offering**

## Revenues FY2021 breakdown



## Selected information



**+33.000**

Direct & indirect  
B2B clients



**Sale channels**

Direct & indirect  
(agencies/partners)



**Proprietary platform**

dedicated to resellers



**Proprietary optic fiber  
network (~100km)**



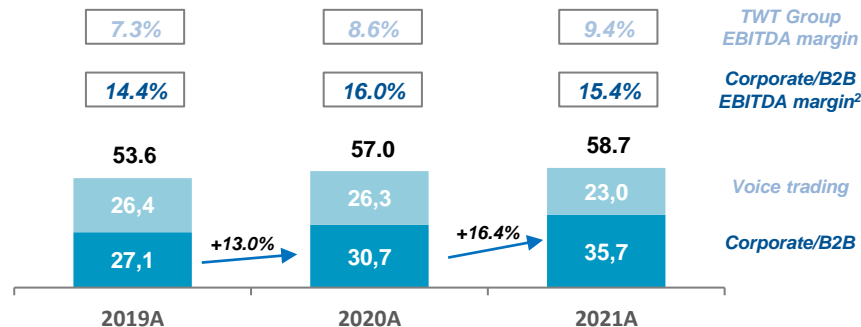
**Proprietary datacenter**



**~105 employees**

## Financial results

### Revenues (Eu mn) and EBITDA margins (%)



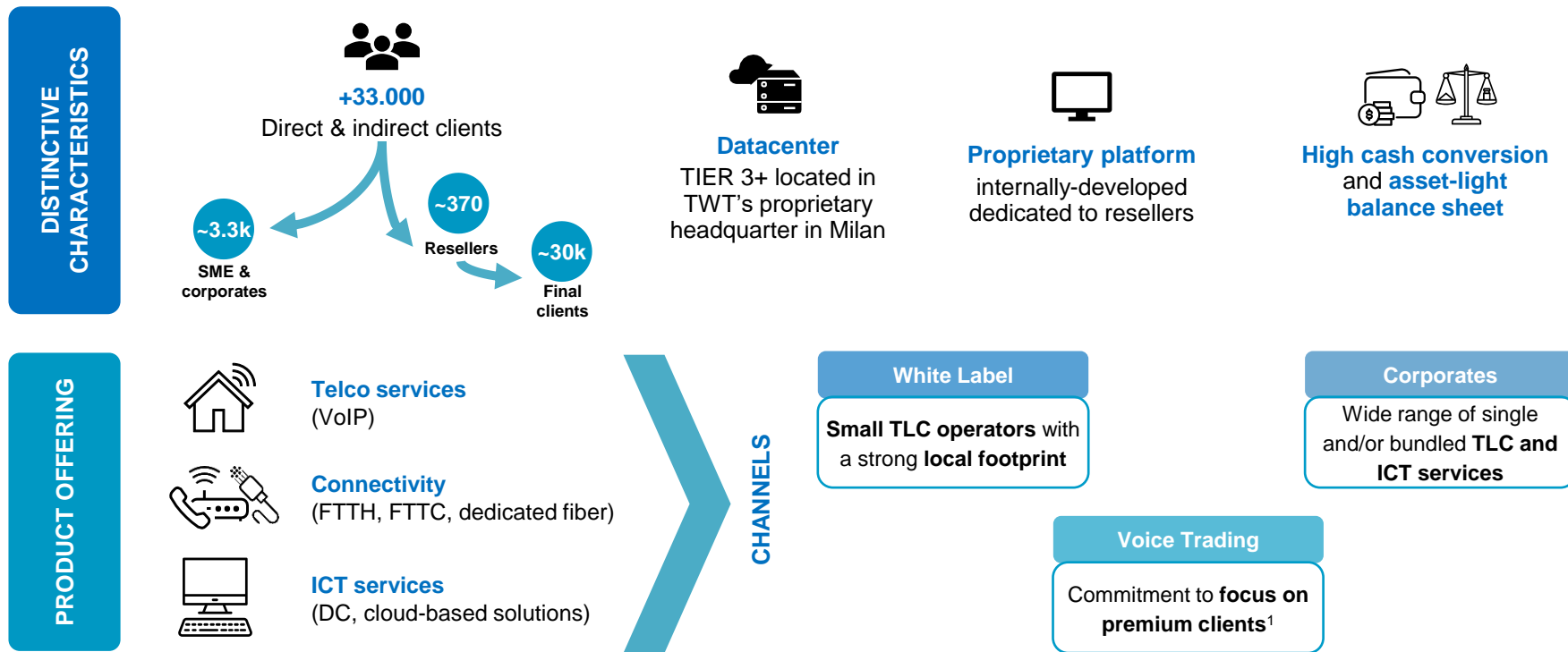
Notes: 1) Excluding the legacy international voice trading business to be essentially run-off; 2) Pro-forma excluding the whole voice trading business unit

INVESTOR PRESENTATION

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# TWT'S DISTINCTNESS AND DIVERSIFIED OFFERING

ENHANCED B2B FOCUS THANKS TO TWT'S POSITIONING IN THE CORPORATE AND RESELLER MARKETS



Note: 1) Commitment to dismiss the majority of TWT's legacy voice trading business: run-off of base clients (i.e. customers/contracts with almost no gross margin) in order to focus on the most profitable clients (~5% of 2021 Voice Trading revenues, ~Eu 23.0mn)

# WIDE GEOGRAPHICAL FOOTPRINT IN ITALY

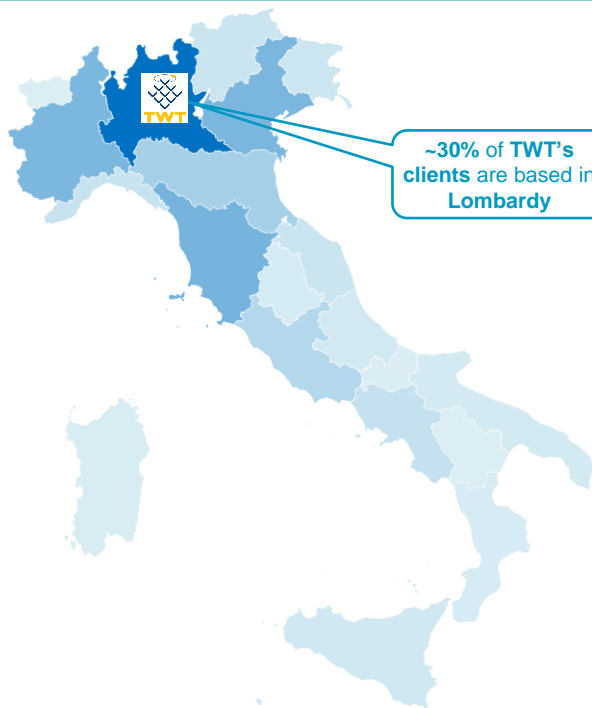


**+33.000**

Direct & indirect clients

Geographical reach  
complementary with Unidata's  
thanks to TWT's strong footprint  
in Northern Italy  
with a long-lasting presence in  
Lombardy  
(Italy's richest region)

## Direct clients & Indirect clients through resellers



Level of concentration

High

Low



# UNIDATA & TWT: STRONG INDUSTRIAL RATIONALE & COMPLEMENTARITY



Geography

Central Italy & recent expansion in Apulia

Domestic reach, with a strong presence in Lombardy

Commercial

Corporate / Wholesale

White Label / B2B

Infrastructure

Historical core business

Asset-light (focus on services)

Know-how

Technology driven

Network and process driven

Industrial opportunities

Commercial offering Tech solutions

Thanks to TWT's integration, Unidata will...

become a **primary national** player

enhance its **market share**

increase **cloud-based solutions** in connection with **Unicenter**

enhance **human capital and expertise** of the combined group

develop into a **one-stop-shop** for corporates & consumers

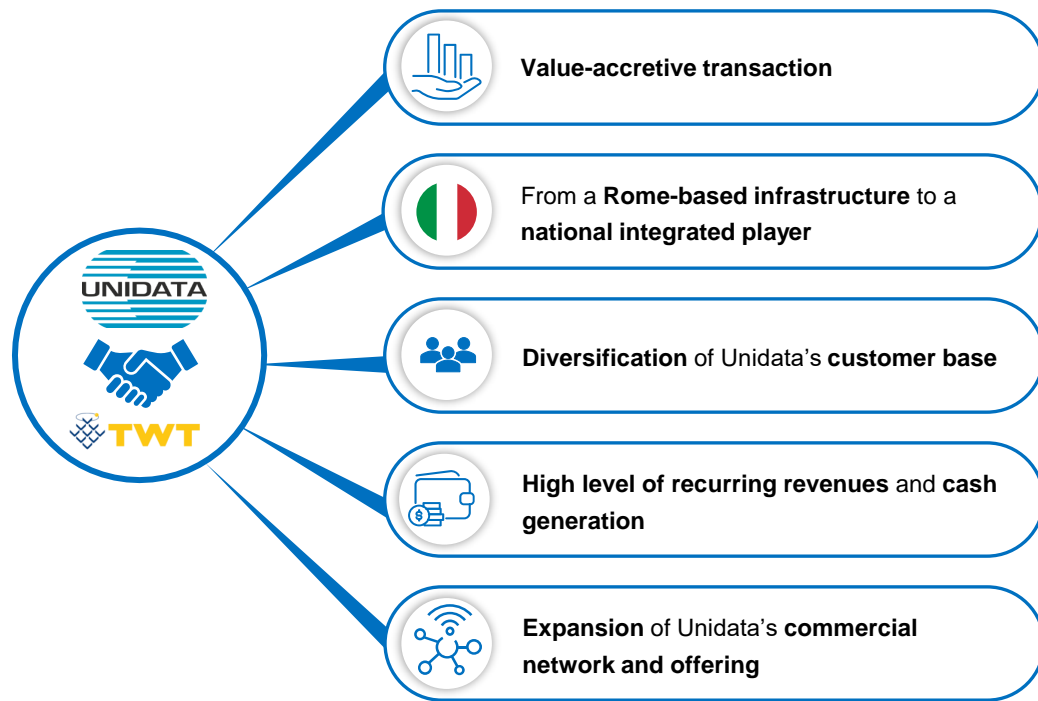
expand **IoT solutions in Northern Italy** (with LoRa technology)

benefit from increased **contractual power**



# STRATEGIC RATIONALE OF THE TRANSACTION

PENETRATION IN NORTHERN ITALY AND EXPANSION OF SALESFORCE FIREPOWER TO BECOME AN INTEGRATED NATIONAL PLAYER



## POTENTIAL INDUSTRIAL SYNERGIES (Indicative)

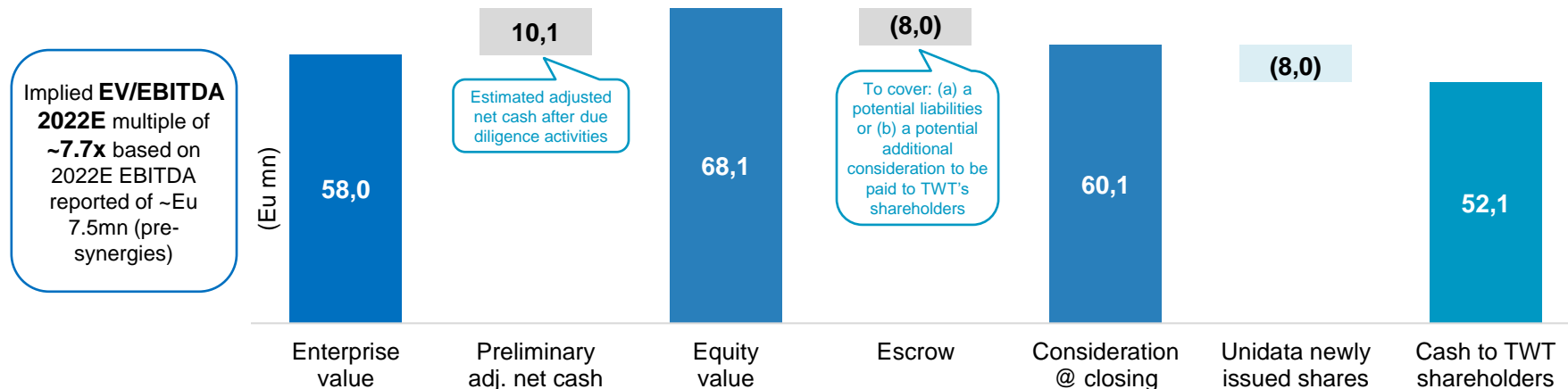
Preliminary objective to  
reduce combined COGS



Potential reduction of  
IT/software costs thanks to  
**Voisoft** know-how<sup>1</sup>



# STRUCTURE OF THE TRANSACTION – PRELIMINARY CONSIDERATION



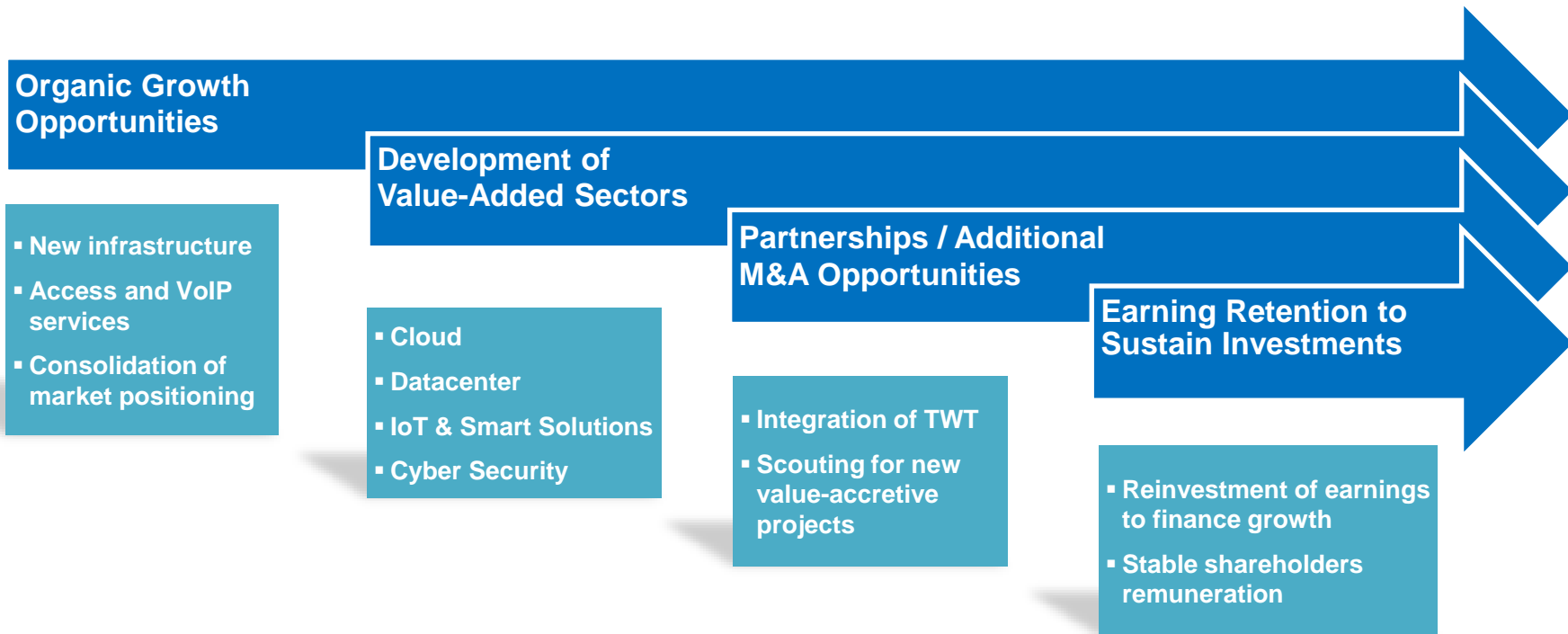
- **Effective cash consideration** to be determined based on TWT's **adjusted net cash at closing** (expected by **the end of February 2023**<sup>1)</sup>)
- **Sustainable financial leverage**, with an **acquisition financing** provided by a pool of lenders for **~Eu 50mn**
- **Capital increase reserved** to one of TWT's shareholders for **Eu 8.0mn**
- As communicated on 29<sup>th</sup> September 2022, **capital increase up to Eu 50mn** reserved to **institutional investors by end 2023** to further reduce financial indebtedness and sustain Unidata's growth





# BUSINESS PLAN UPDATE

# GROWTH STRATEGY







## 2025 TARGET REVENUES & EBITDA

	UNIDATA			
	2021A	2022F	2025W	2025B
Revenues	Eu 37mn	~Eu 52mn	~Eu 72mn	~Eu 75mn
CAGR 22-25 (%)			~12%	~13%
EBITDA	Eu 14mn	~Eu 15mn	~Eu 23mn	~Eu 25mn
CAGR 22-25 (%)			~15%	~18%
EBITDA margin (%)	38%	~29%	~32%	~33%
2024E adj. revenue and EBITDA expected to be substantially in line with targets communicated in Nov-2021				

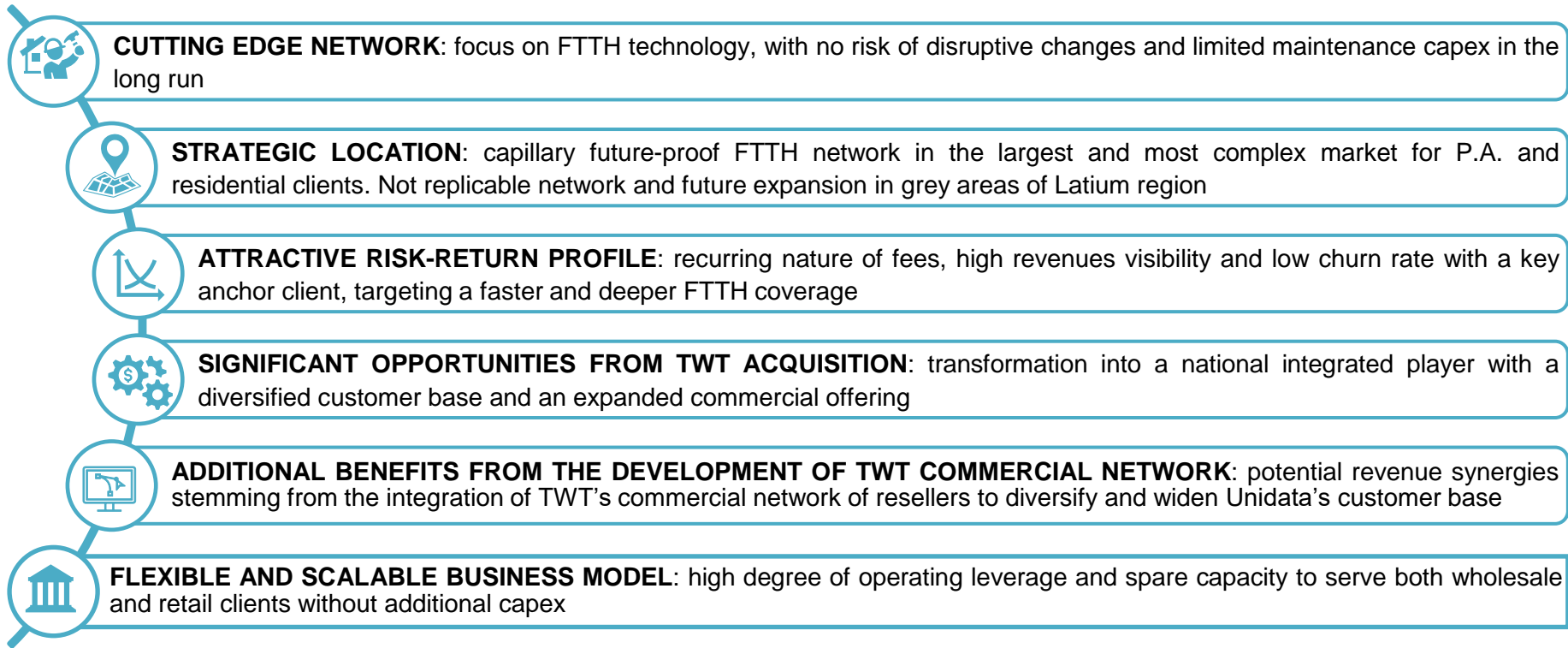
	UNIDATA + TWT		
	2022F Agg.	2025W	2025B
Revenues	~Eu 111mn	~Eu 128mn	~Eu 134mn
CAGR 22-25 (%)		~5%	~7%
EBITDA	~Eu 22mn <sup>1</sup>	~Eu 34mn	~Eu 36mn
CAGR 22-25 (%)		~15%	~18%
EBITDA margin (%)	~20%	~26%	~27%
Indicative combined entity's targets incl. acquisition financing, synergies and voice trading optimization			

# UNIDATA'S 2025 TARGETS BY STREAM OF REVENUES

Business lines	Revenues 2022	Revenues 2025	Description
 Services	€ ~26.0mn	€ 34.2 – 35.6mn	<ul style="list-style-type: none"> <li>Includes <b>Consumers, Business, Wholesale and P.A. clients'</b> revenues from TLC &amp; ICT services</li> </ul>
 Fiber Infrastructure Development	€ ~16.3mn	€ 26.9 – 28.4mn	<b>Fiber network construction - Unidata and Unifiber</b> <ul style="list-style-type: none"> <li>Grey areas of Latium</li> <li>Apulia (industrial district area + 2 municipals' industrial areas)</li> <li>Molise (2 industrial areas)</li> </ul>
 Other revenues	€ ~6.0mn	€ 1.4 – 1.5mn	<ul style="list-style-type: none"> <li>Net sales of <b>fiber material</b> and other revenues</li> </ul>
 Managed Services	€ ~3.5mn	€ 9.5 – 10.0mn	<ul style="list-style-type: none"> <li><b>Network and system integration project &amp; services</b></li> <li><b>Supply of support services, design and consulting</b> of Internet technologies and more generally in relation to the digital environment</li> <li><b>High-level technical staff</b></li> </ul>



# A LEADING INTEGRATED TELCO FOCUSED ON FIBER





# APPENDIX

# IoT SOLUTIONS



Unidata has adopted the **LoRa™ technology** to provide IoT and Smart Solutions, since it is a rapidly growing market segment.

**LoRa** is the new **wireless technology** to support IoT solutions and its network protocol is LoRaWAN.

It is a technology of type '**LPWA**' (Low Power Wide Area) networks, tailored for applications that need a wide communication range (several Km) to reach devices that must have a low power consumption and operate for many years remotely with a single battery power.

## USE CASES



**Smart City** (Smart Parking, Smart Lighting, Infrastructure Monitoring, Waste Management, Advertising Displays, Vending Machines)



**Industrial** (Condition Monitoring)



**Smart Grid for Electricity, Water and Gas** (Smart Metering and Fault Identification)



**Smart Agriculture** (Monitoring of Ground Conditions, Animals and Geographical Boundaries)

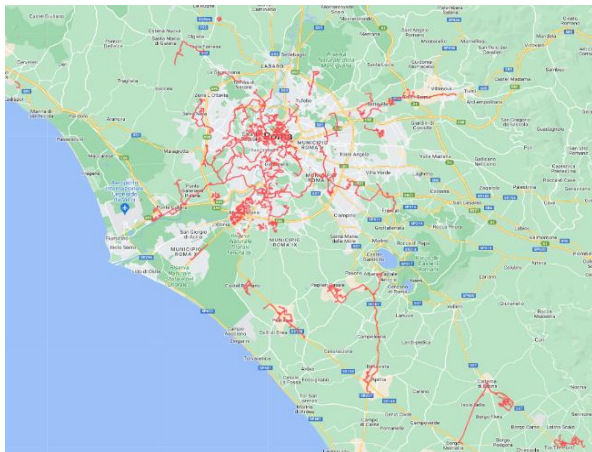


**Tracking** (People, Things and Animals)

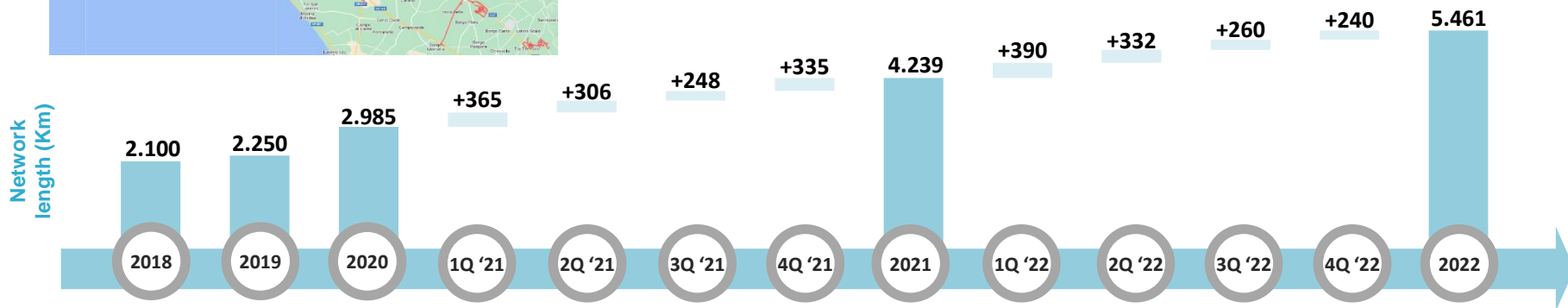


# A CUTTING EDGE NETWORK...

THE COMPANY'S FIBER OPTIC INFRASTRUCTURE COVERS OVER 5,200 KM CONNECTING STRATEGIC DISTRICTS



- ~80% is owned by the company
- ~20% is available indirectly through IRU<sup>1</sup> agreements with other wholesale providers
- ~60 Points of Presence
- > Eu 54mn invested to build, develop and strengthen the network<sup>2</sup>





# ...IN AN AREA WITH HIGH POTENTIAL

## STRATEGIC LOCATION FOR BOTH NETWORK AND CLIENTS

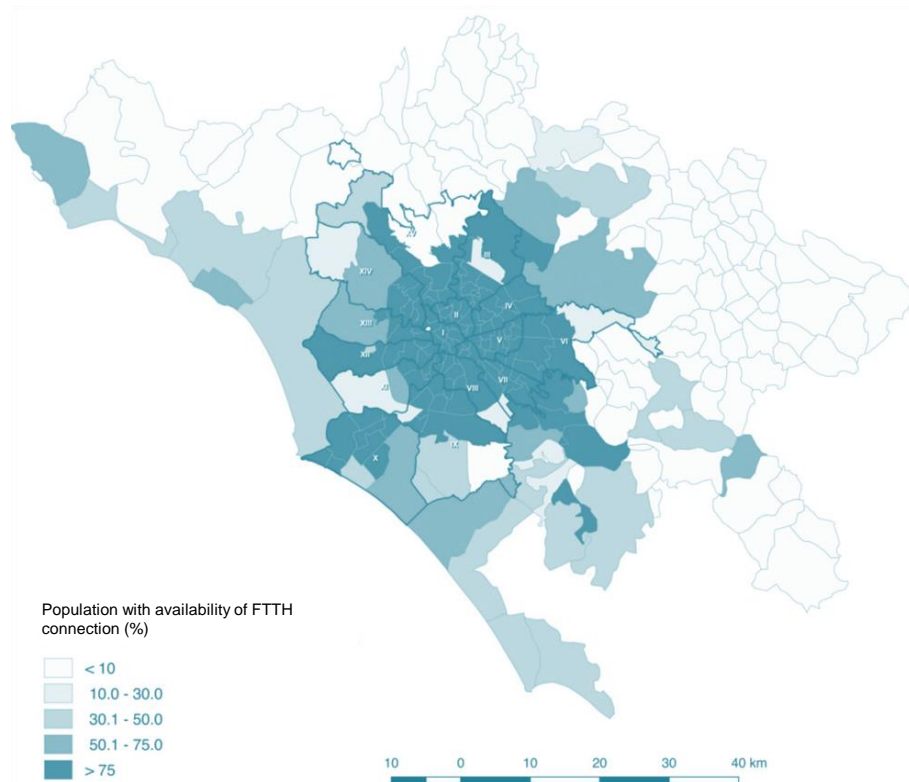
- **First mover in fiber optic (FTTH) and radio (Fixed Wireless Access) infrastructure in the province of Rome**
- **Proprietary network in strategic location**
- **No availability to replicate the infrastructure by competitors both in terms of costs and location**
- **Rome is the main area for P.A. and consumer clients with an integrated offering**

**~96%**

**Fiber coverage area in the city of Rome<sup>1</sup>**


**~14%**

**Households with access to +500 Mbps (FTTH related)**




# ESG

## IN THE LAST TWO YEARS, UNIDATA HAS ACCELERATED ITS JOURNEY TOWARDS SUSTAINABILITY

 2<sup>nd</sup> **Sustainability Report** published (FY2021) and identification of the ESG objectives to achieve

 Implementation of corporate's **Sustainability Factors**

 Unidata became a **Benefit Company**

 Unidata has included the following targets in its **ESG Strategy**:

### Achieved certifications



UNI EN ISO 9001:2015  
SGQ Certificato n.520

ISO 9001: 2015  
(Quality management  
System)



ISO/IEC 27001: 27017,  
27018 (Information  
Security Management  
System)



ISO 14001: 2015  
(Environmental  
management System)

### GOVERNANCE



### SOCIAL

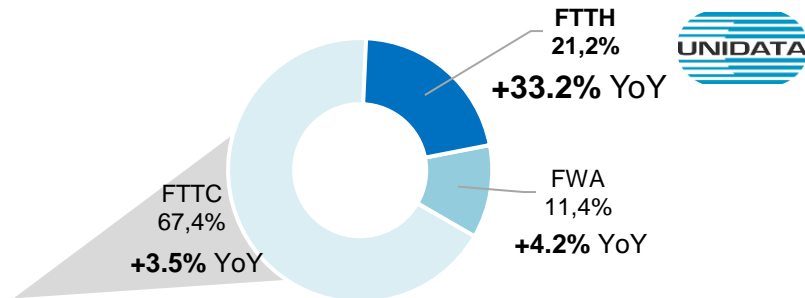
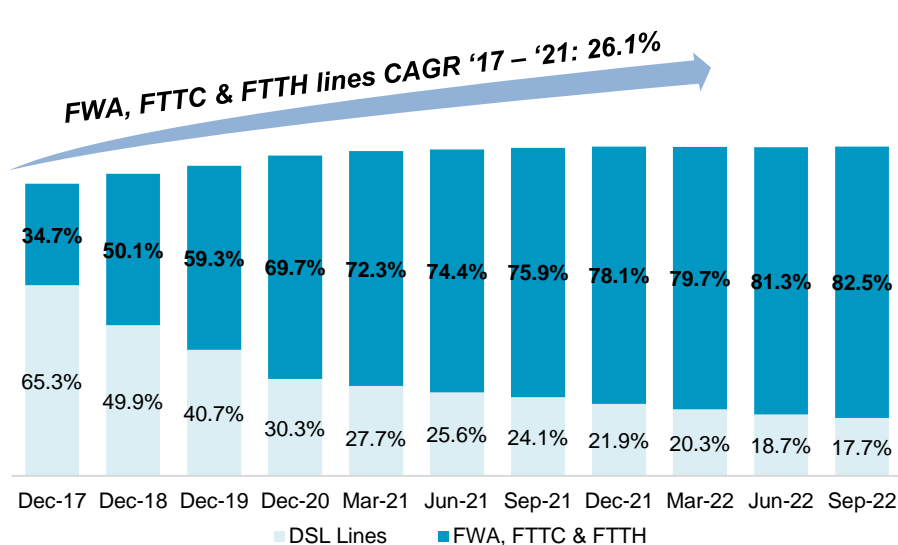


### ENVIRONMENTAL



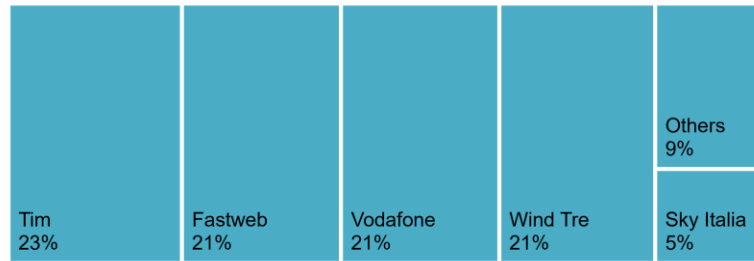
# ATTRACTIVE MARKET WITH STRONG GROWTH POTENTIAL

THE BROADBAND & ULTRABROADBAND MARKET IS RAPIDLY SHIFTING LINES FROM DSL TO FWA, FTTC AND FTTH TECHNOLOGIES WHICH ARE UNIDATA CORE BUSINESS



## FTTH market concentration (%)

There is no clear leader in the Italian FTTH market



# RAPIDLY GROWING CLOUD MARKET

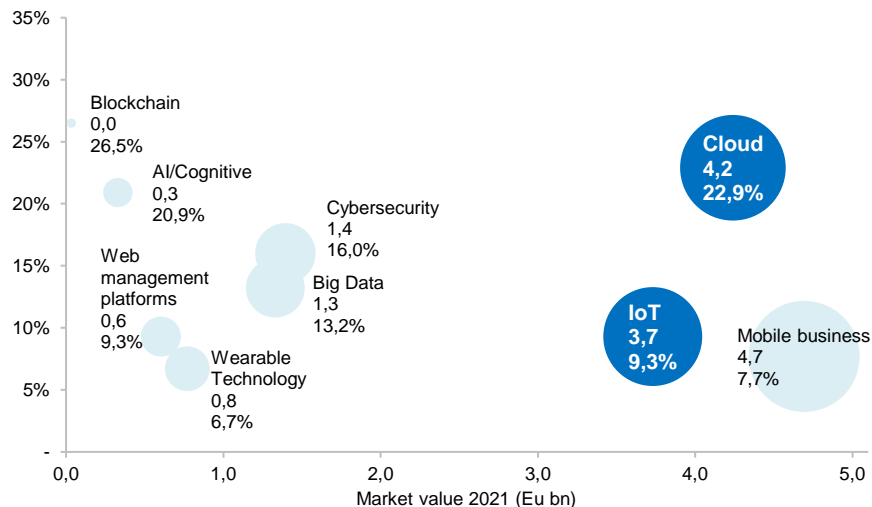
## DIGITAL TRANSFORMATION AND BUSINESS MODEL INNOVATION

Companies stand investing in cloud technologies to modernize applications and systems to leverage on scalability, flexibility and time to market in the launch of new products and services

Cloud is the technology with the strongest enabling role in major digitalization projects

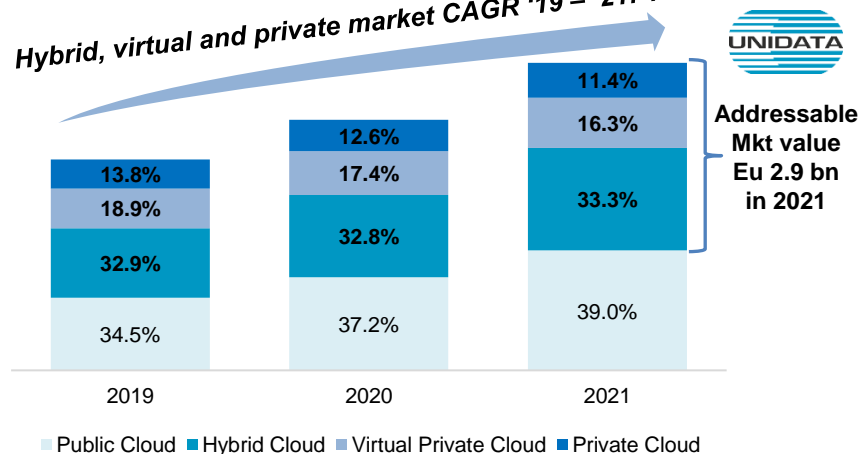
### Italian digital market

CAGR '21-'25E (%)



### Italian cloud market

Hybrid, virtual and private market CAGR '19 – '21: 16.5%



Source: NetConsulting cube, April 2022 – "Il digitale in Italia 2022" – Report of Anitec-Assinform

INVESTOR PRESENTATION

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# DETAILS ON TWT (1/5)

## STRATEGIC RATIONALE OF THE TRANSACTION

### STRONG TRANSACTION RATIONALE

- **Value-accretive transaction** for Unidata's shareholders, in line with the **Company's growth path** outlined during the 2020 IPO
- From a **Rome-based infrastructure** company to a **national integrated player** in the TLC & ICT sector
- **Diversification** of Unidata's **customer base** (corporates & SME located mainly in Northern Italy)
- Consolidation of a group with a **high level of recurring revenues** and **cash generation**
- **Expansion** of Unidata's **commercial offering** leveraging on **TWT's proprietary portal dedicated to resellers**

### POTENTIAL INDUSTRIAL SYNERGIES

*(Indicative)*

- Potential **significant synergies** expected from the **reduction** of the **combined entity's COGS**
- **Preliminary objective** to **reduce combined COGS by approx. 3% from 2025** onwards with intermediate targets in the next two years
- Potential additional cost synergies stemming from a reduction of Unidata's IT/software costs thanks to Voisoft<sup>1</sup> know-how

### OTHER ACTION

- Commitment to **dismiss** the **majority** of TWT's **legacy voice trading** business: **run-off of base clients** (i.e. customers/contracts with almost no gross margin) in order to **focus on the most profitable clients** (~5% of 2021 Voice Trading revenues<sup>2</sup>)



Notes: 1) Please refer to the appendix for more details on Voisoft S.r.l.; 2) -Eu 23.0mn

# DETAILS ON TWT (2/5)

## TWT'S DISTINCTNESS AND DIVERSIFIED OFFERING

### DISTINCTIVE CHARACTERISTICS

- **Integrated TLC, connectivity and ICT operator** specialized in the **B2B segment**
- **Diversified domestic customer base**, mainly in **Northern Italy**: **~33k clients** o/w **~3.3k SME and corporates** and **~30k final clients** through **~370 accredited resellers**
- **Internally-developed platform** dedicated to resellers and **proprietary TIER 3+ datacenter** located in TWT's proprietary headquarter in Milan
- **High cash conversion** and **asset-light balance sheet** (complementary to Unidata's infrastructural core business)
- Significant **R&D know-how** thanks to a **proprietary software house**

### PRODUCT OFFERING

- **Telco services** (VoIP), **connectivity** (FTTH, FTTC, dedicated fiber) and **ICT services** (cloud-based solutions, housing & hosting services through its datacenter)
- The Group operates through three channels:
  - **White Label**: small TLC operators (i.e. resellers) with a strong local footprint provided with connectivity access, telephone traffic, server capacity and other ICT value-added services which are sold to final clients in "white label" mode
  - **Corporates**: wide range of single and/or bundled TLC and ICT services provided to SMEs and corporates, through both internal sales and agencies/business partners
  - **Voice Trading**: legacy business related to the interconnection of international phone calls between operators providing their networks to enable the connection between two end-users

# DETAILS ON TWT (3/5)

## CONNECTIVITY SERVICES

### Dedicated solutions

- **Dedicated optic fiber** solutions for customers that request **broadband speed > 10 Gbps**
- **Last mile radio point-to-point connection** based on **wireless technology**

### Shared solutions

- Shared **FTTH, FTTC** or **ADSL connections** based on **clients' needs** and geographical location
- **Virtual private networks** for companies with multiple locations across the country or with mobile personnel

## VOICE

### VoIP

- Cell phones and landline calls in Italy and abroad with cost efficient **VoIP technology**

### Geographical and non-geographical numbers

- **Geographic** numbers with possibility of **porting numbers from other operators**
- **Non-geographic numbers** (e.g. toll-free, premium)

## CLOUD SOLUTIONS

### Virtualisation

- **Virtual server** services delivered in IaaS mode
- **Desktop virtualization**
- Full **public, private** and **hybrid cloud** solutions

### Data protection

- **Cybersecurity** solutions
- **Disaster recovery**
- Data **back-up** and **centralized management**

## DATA CENTER

### Housing

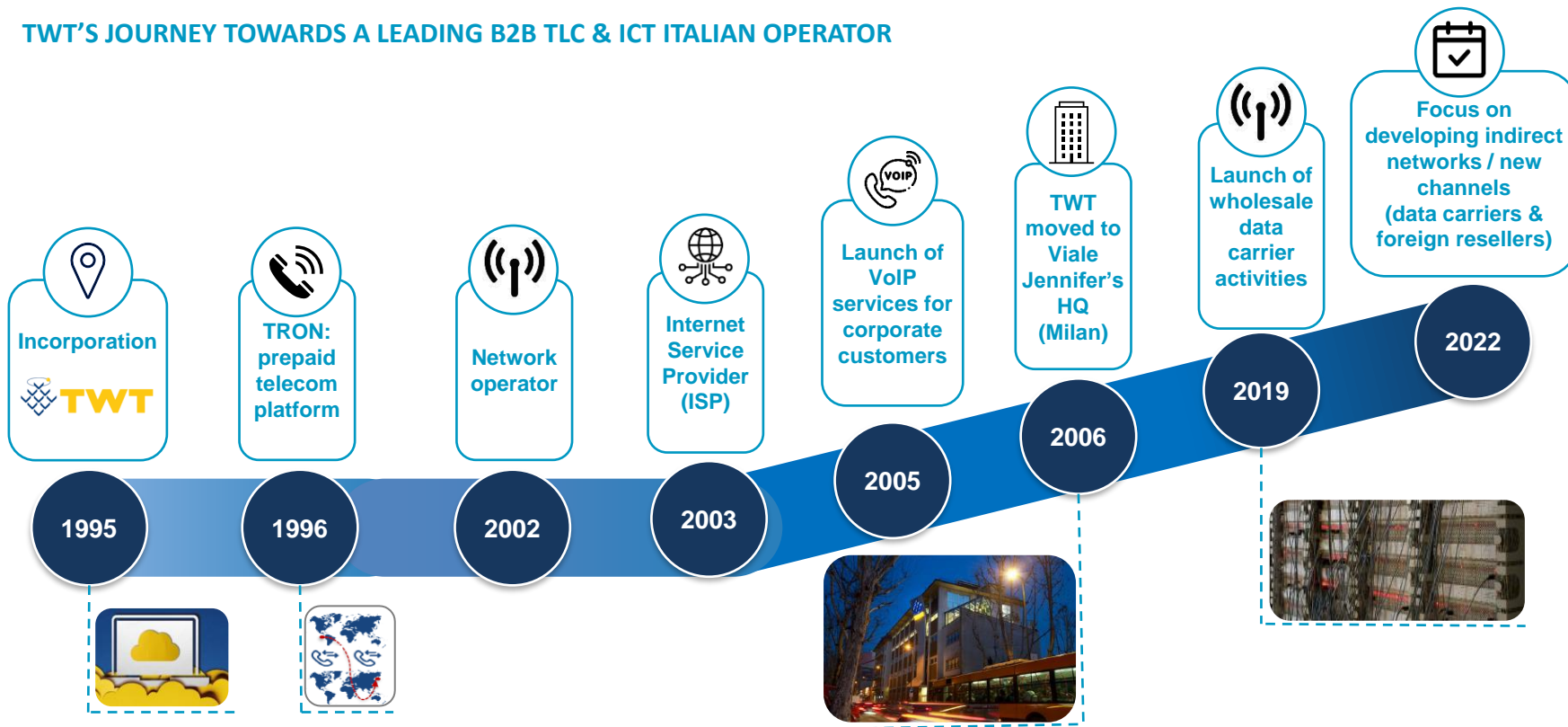
- **Infrastructural outsourcing** solutions
- Customizable **help desks**
- **Data back-up** and dedicated connectivity

### Hosting services

- **Web space**
- File transfer protocol (**FTP**) **access**
- **Database** management

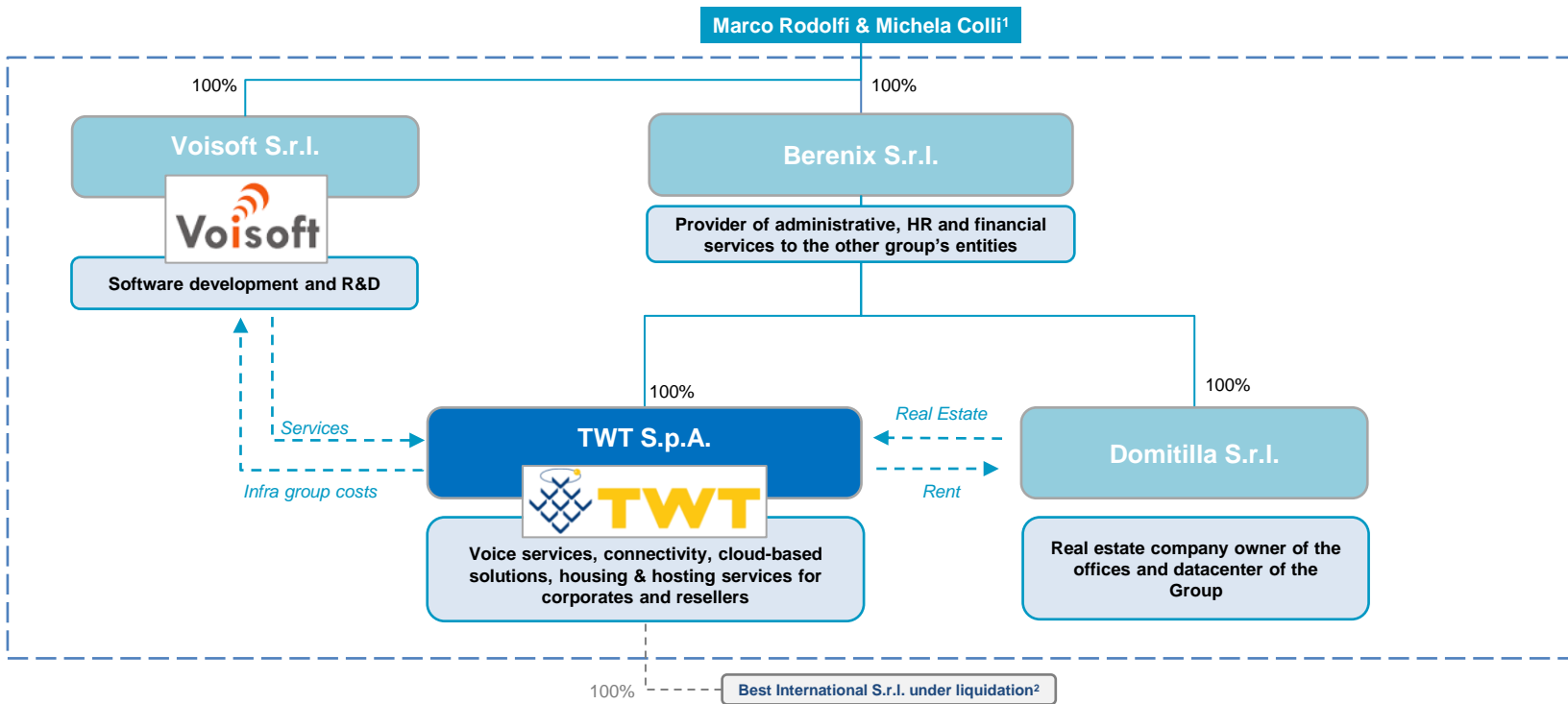
# DETAILS ON TWT (4/5)

## TWT'S JOURNEY TOWARDS A LEADING B2B TLC & ICT ITALIAN OPERATOR



# DETAILS ON TWT (5/5)

## TRANSACTION PERIMETER





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# CONTACTS

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

### **ROBERTO GIACOMETTI**

CFO & Investor Relations Officer

+39 329 2478696

[r.giacometti@unidata.it](mailto:r.giacometti@unidata.it)

### **CDR Communication S.r.l.**

Investor Relations Consultant

### **SILVIA DI ROSA**

+39 335 7864209

[silvia.dirosa@cdr-communication.it](mailto:silvia.dirosa@cdr-communication.it)

### **ELEONORA NICOLINI**

+39 333 9773749

[eleonora.nicolini@cdr-communication.it](mailto:eleonora.nicolini@cdr-communication.it)

