



4TH JULY 2023

INVESTOR PRESENTATION

TODAY'S SPEAKER



Roberto Giacometti

CFO & Investor Relations Officer

Expert in Administration, 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, the extraordinary operations and the translisting on EXM - STAR Segment

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COMPANY OVERVIEW



ACQUISITION OF TWT GROUP



MAIN PROJECTS



KEY FINANCIALS



SUSTAINABILITY



GROWTH STRATEGY



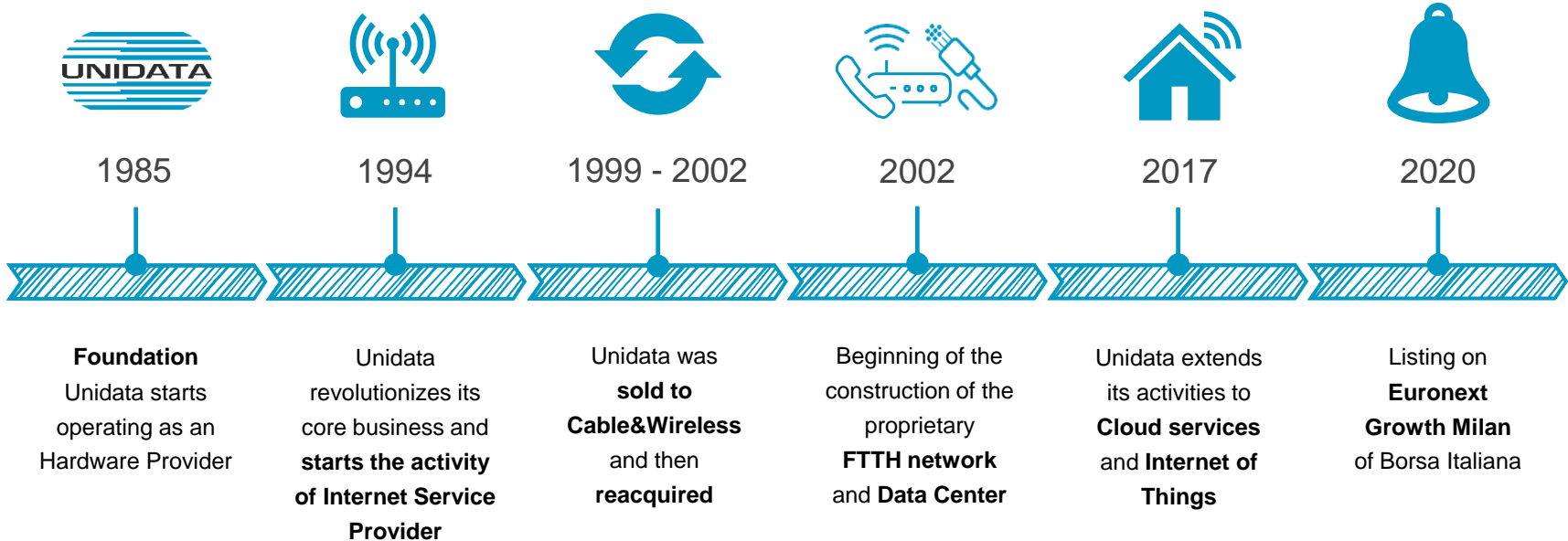
INVESTMENT HIGHLIGHTS



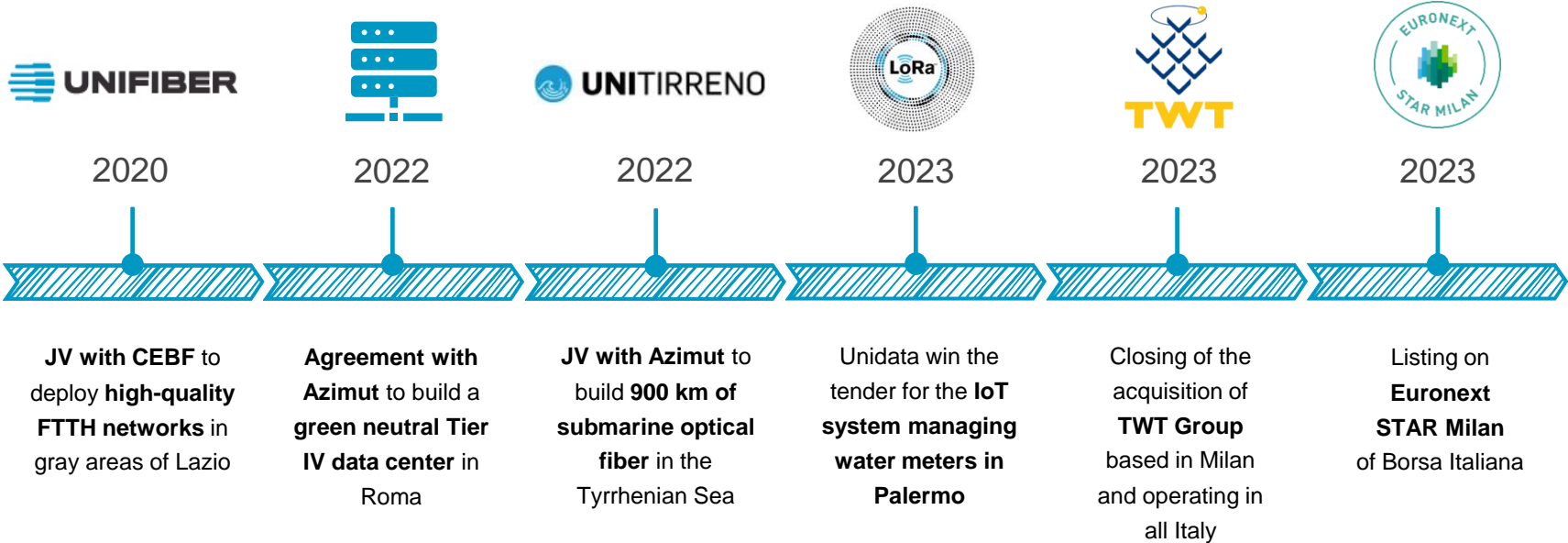


COMPANY OVERVIEW

HISTORY



HISTORY



FIBER & NETWORKING

The Unidata Fiber Network infrastructure is concentrated in the most important cities of Lazio Region, where Unidata offers **complete coverage of the territory with Gigafiber**: direct FTTH (Fiber to the Home) connectivity (100% Fiber optic).

OVER 5,700 KM OF FIBER OPTIC CABLING



LAUNCH OF 10GB CONNECTIVITY IN ROME AND LAZIO, QUADRUPLING THE AVAILABLE SPEED



220,000 HOUSING UNITS SERVED IN 2022, WITH THE OBJECTIVE TO REACH MORE THAN 340,000 HOUSING UNITS IN 2025



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 the highest level of 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

LoRa™ is the new **wireless technology** to support IoT solutions



wide communication range (several Km) to reach devices



high penetration to reach any object wherever it is installed



low power consumption (many years with a single battery)



open standard to create private public collaborative network



worldwide adopted with the largest marketplace



Unidata won the first tender in Italy for the **implementation of the Automatic Meter Management System of AMAP**, the water consumption monitoring system of the City of Palermo for an amount of **Eu 2.7 million** for a period of 36 months. The tender is part of **React EU funds** that will finance projects for a **sustainable management of the water resource**.



ADDITIONAL KEY SERVICES

In addition to the three main areas, Unidata develops some additional key services:



Fiber infrastructure construction

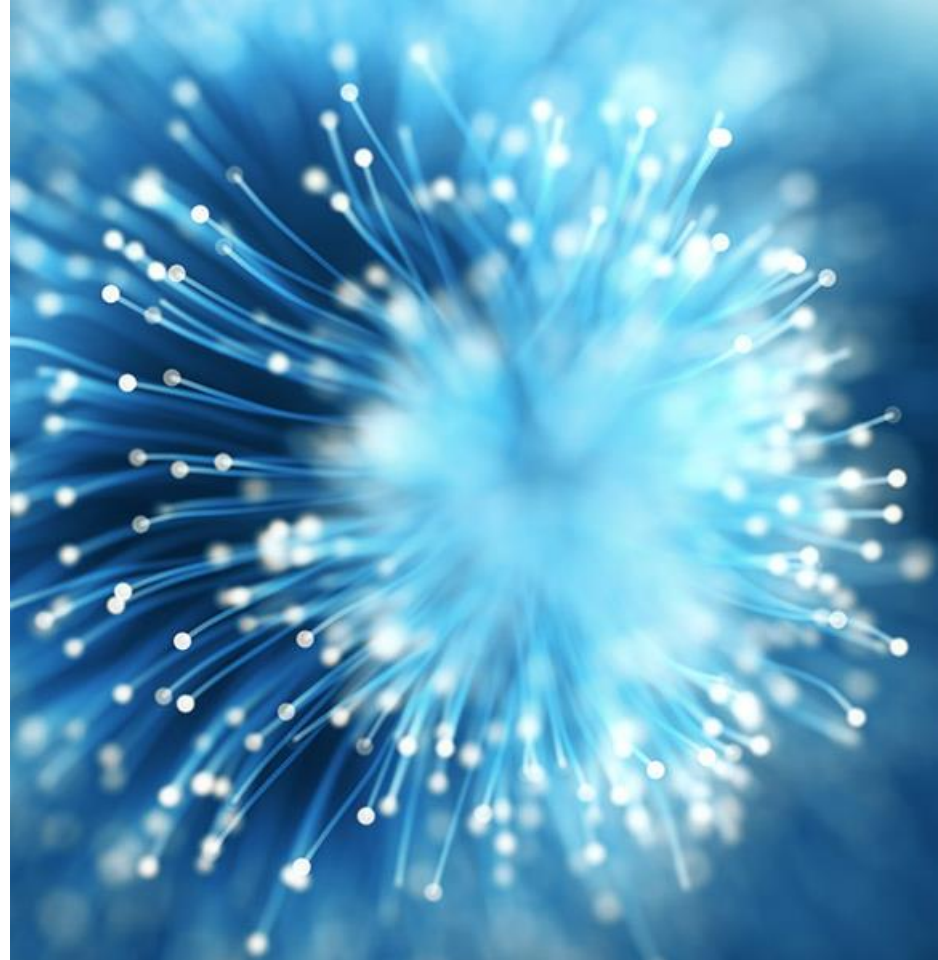
Unidata directly builds the fiber optic network for **Unidata** and **Unifiber** in some key areas, as for instance in the grey areas of Latium, Apulia, Molise.



Managed Services & Projects

Unidata works in projects regarding specific customers' requirements and events relating to the provision of support, design and consultancy services for Internet technologies and, more generally, for digital environments.

Ex. Project Bari - construction of a video surveillance implementation at the ASI Consortium of Bari





ACQUISITION OF TWT GROUP

ACQUISITION OF TWT GROUP

- Founded in 1995 in Milan, **TWT Group** is a primary Italian **TLC, connectivity** and **ICT services operator** specialized in the **B2B segment**¹
- TWT Group's **vision** is to become a recognized "**atelier of telecommunications**" with a **bespoke B2B offering**



Proprietary optic fiber in Milano telco & to connect datacenter sites



Proprietary datacenter
~650 sqm



Proprietary platform dedicated to Partners



~ 370 Partners



~33,000 Direct & Indirect Lines



~105 employees

PRODUCT OFFERING



Connectivity
(FTTH, FTTC, dedicated fiber)



Telco services
(VoIP)



ICT services
(DC, cloud-based solutions)



CHANNELS

White Label

Small & Medium TLC operators with a strong **local footprint**

Corporates

Wide range of single and/or bundled **TLC and ICT services**

Voice Trading

Commitment to **focus on premium clients**¹

UNIDATA & TWT: STRONG COMPLEMENTARITY



Geography

Central Italy & recent expansion in Puglia

Domestic reach, with a strong presence in entire Italy

Commercial

Corporate / Wholesale B2B & Consumer

White Label / Corporate Only B2B

Infrastructure

Historical core business

Asset-light (focus on services)

Know-how

Technology driven

Network and process driven

Industrial opportunities

Commercial offering
Tech solutions



INDUSTRIAL SYNERGIES 2023-2025

The acquisition of TWT Group will allow several business synergies and cost savings that will generate year by year a positive impact on EBITDA and EBITDA Margin:



Continuous growth of both Unidata and TWT core business **in B2B channels**



Sale of the **offering of Unidata through the network of TWT dealers** and **TWT services to Unidata retail customers**



Aggregation of Unidata and TWT **network infrastructure** lowering costs



Creation of a **new advanced proposal in Cloud**: multisite and with disaster recovery



Creation of a **new commercial proposal in SD-WAN** and **Cybersecurity**



Decrease low-margin voice trading business



Integration of operating structures for greater efficiency and cost savings avoiding replications



Scouting of new areas to develop infrastructure (from Unidata experience in Rome areas)

STRUCTURE OF THE TRANSACTION



25 November 2022

Agreement for the purchase of 100% of the TWT Group



28 February 2023

Closing of the acquisition of TWT Group

STRUCTURE OF THE TRANSACTION



Transaction price Eu 58 million



Long-term Bank Loan with a pool of banks for **Eu 40 million**



Capital Increase reserved to a TWT shareholder **Eu 8 million**



Part of the proceeds of the Capital Increase of **Eu 15 million** reserved to institutional investors



MAIN PROJECTS

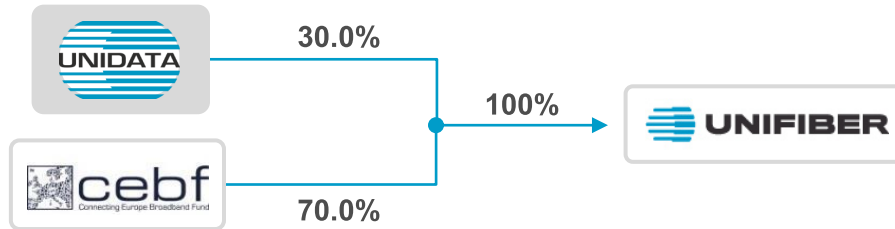
UNIFIBER (JV WITH CEBF)



Closing signed in 2020 with **Connecting Europe Broadband Europe (CEBF)**¹ and the activity started in 2H 2021.



FTTH access network implementation in “gray areas” without FTTH, localized in Lazio region. Unifiber owns the passive FTTH network.



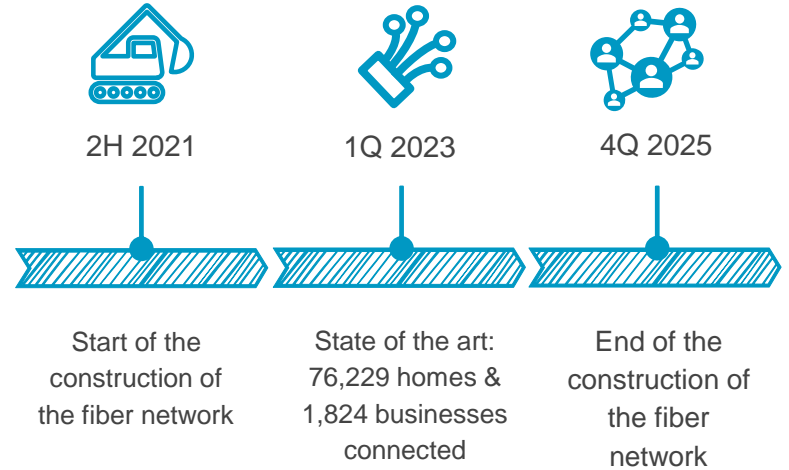
INDUSTRIAL ROLE OF UNIDATA

- ❖ Design, construction and maintenance of the fiber network
- ❖ Make the fiber network ready to service for customers
- ❖ Sale to wholesale operators



1) CEBF (Connecting Europe Broadband Fund) 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.

FTTH FOR GRAY AREAS OF LAZIO



FINANCIAL STRUCTURE OF THE PROJECT

FINANCIAL INVESTMENT				
	Investment	% of Investment	% Shareholders	% of Total Investment
Unidata	Eu 7.0 mn	~ 19.0%	30.0%	
CEBF	Eu 30.0 mn	~ 81.0%	70.0%	
Equity	Eu 37.0 mn	100%	100%	41.0%
External and Self Financing	Eu 53.0 mn			59.0%
Total Investment 2021 - 2025	Eu 90.0 mn			100%

IRR DOUBLE DIGIT

Last M&A transactions multiples¹

18 - 20x

EV/EBITDA

As of May 2023, Unidata already paid Eu 4.3 million out of its total equity investment.

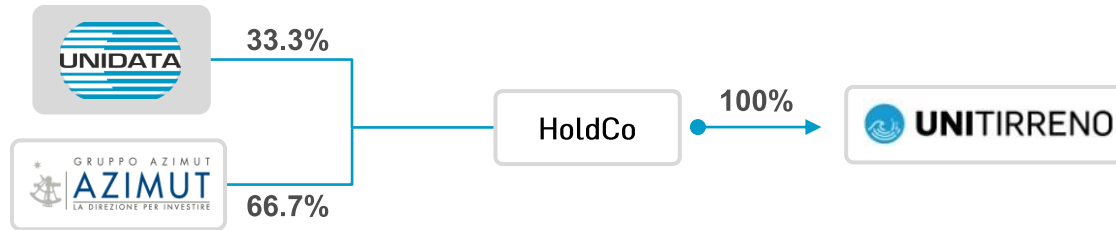
UNITIRRENO (JV WITH AZIMUT)




Closing signed in 2023 with Azimut - **Fondo Infrastrutture per la Crescita ESG¹** and the activity already started.



Submarine cable system in Tirreno Sea of about **900 km** from Mazara del Vallo to Genova, with a junction point near Rome-Fiumicino and one in Sardinia.





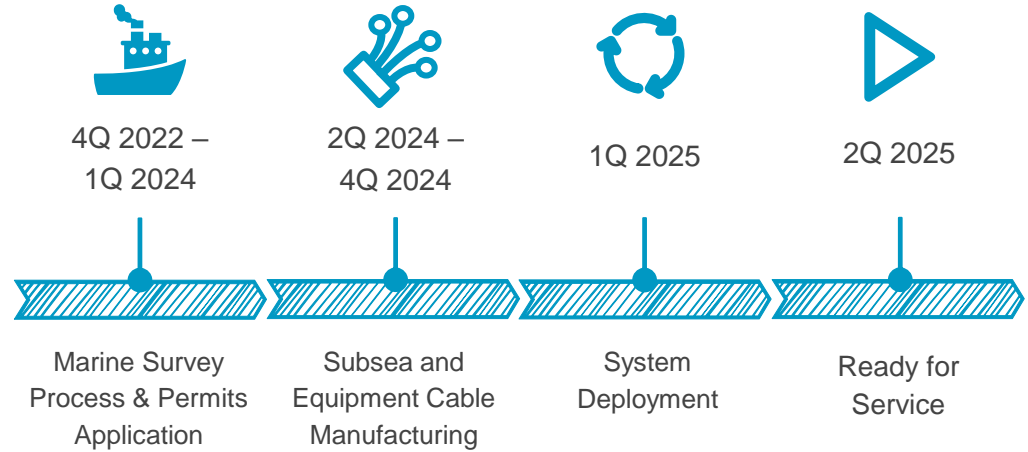
INDUSTRIAL ROLE OF UNIDATA

- ❖ **Operational management:**
 - *Cable landing station*
 - *Network Operations Center*
 - *Security Operations Center*
- ❖ **Sale to domestic customers**



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

THE SHORTEST AND MOST RELIABLE PATH TO NORTHERN EUROPE



KEY INDUSTRIAL PARTNERS



Marine Deployment



System vendor



FINANCIAL STRUCTURE OF THE PROJECT

FINANCIAL INVESTMENT			
	Investment	% of Equity	% of Total Investment
Unidata	Eu 12.0 - 18.0 mn	~ 33.3 - 51.0%	
Azimut	Eu 18.0 - 24.0 mn	~ 49.0 - 67.7%	
Equity	Eu 36.0 mn	100%	45.0%
External and Self Financing	Eu 44.0 mn		55.0%
Total Investment 2022 - 2025	Eu 80.0 mn		100%

IRR DOUBLE DIGIT

Last M&A transactions multiples¹

12 - 13x

EV/EBITDA

As of May 2023, Unidata already paid Eu 5.5 million out of its total equity investment.

Unidata equity investment will be up to Eu 18 million, due to an option to increase its participation to own a majority stake.

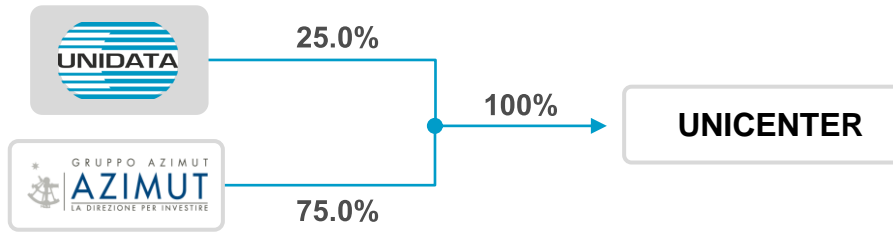
UNICENTER (JV WITH AZIMUT)



Investment Agreement signed in 2022 with **Fondo Infrastrutture per la Crescita - ESG**¹.



Green and neutral Tier IV datacenter in Rome about **20 MW** and **3,200 rack capacity**, for a total area of **20,000 sqm**



INDUSTRIAL ROLE OF UNIDATA

- ❖ Support in the design and construction of the data center
- ❖ Operational management
- ❖ Sale to B2B and wholesale



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

FINANCIAL STRUCTURE OF THE PROJECT

FINANCIAL INVESTMENT			
	Investment	% of Investment	% Shareholders
Unidata	Eu 5.7 mn	10.0%	25.0%
Azimut	Eu 51.3 mn	90.0%	75.0%
Equity	Eu 57.0 mn	100%	100%

IRR DOUBLE DIGIT

Market trading multiples¹

16-18x

EV/EBITDA 2024E

As of May 2023, Unidata has not paid any amount of its total equity investment.



1) Peers taken into consideration: Equinix Inc., Digital Realty Trust Inc., OVH Groupe S.a.S., WIIT S.p.A.. Source: Factset



KEY FINANCIALS



FINANCIAL HIGHLIGHTS FY 2022

+39%

Revenues

51.3 M€

vs 37.0 M€ in FY2021

+15%

EBITDA

16.2 M€

vs 14.1 M€ in FY2021

8.5 M€

NFP

(cash negative)

vs 2.2 M€ in FY2021

+30%

Customer Growth

17,187

vs 13,186 in FY2021

+1,200km

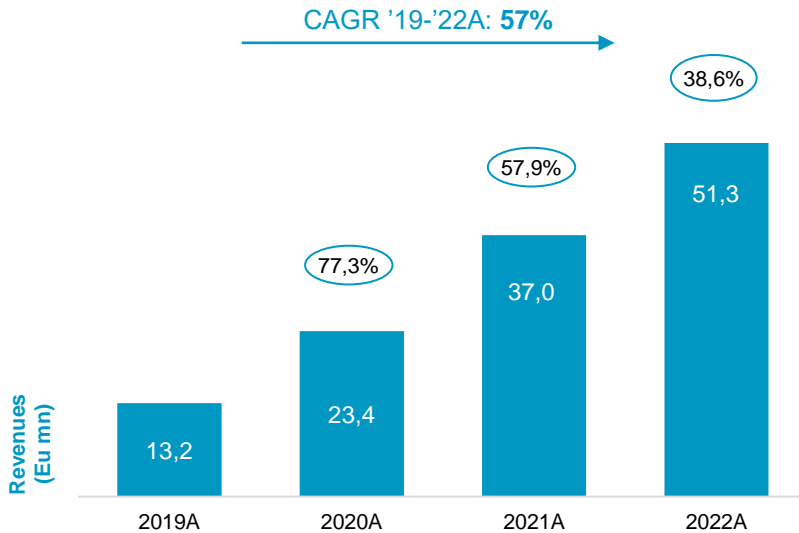
Optical Fiber

>5,450 km

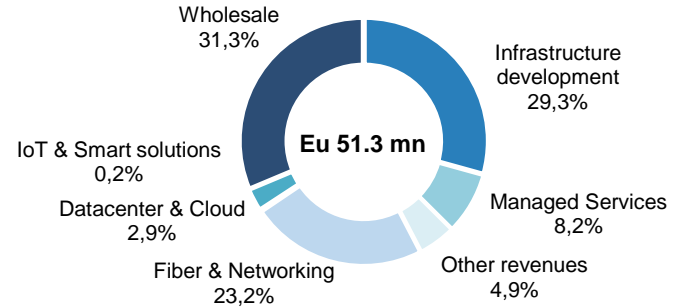
vs 4,239 in FY2021

STRONG REVENUES GENERATION DRIVEN BY CUSTOMERS INCREASE

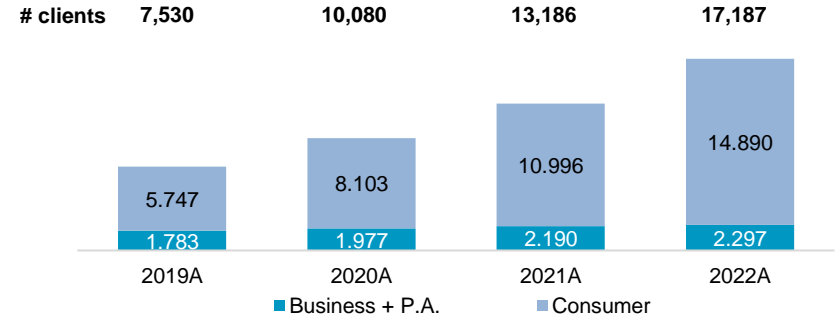
- Increasing volumes related to optical fiber infrastructure development
- Customer growth especially in Business & P.A. (+8% YoY) and Consumer (+35% YoY) segments



Revenues FY 2022 breakdown by line of business¹



Number of customers

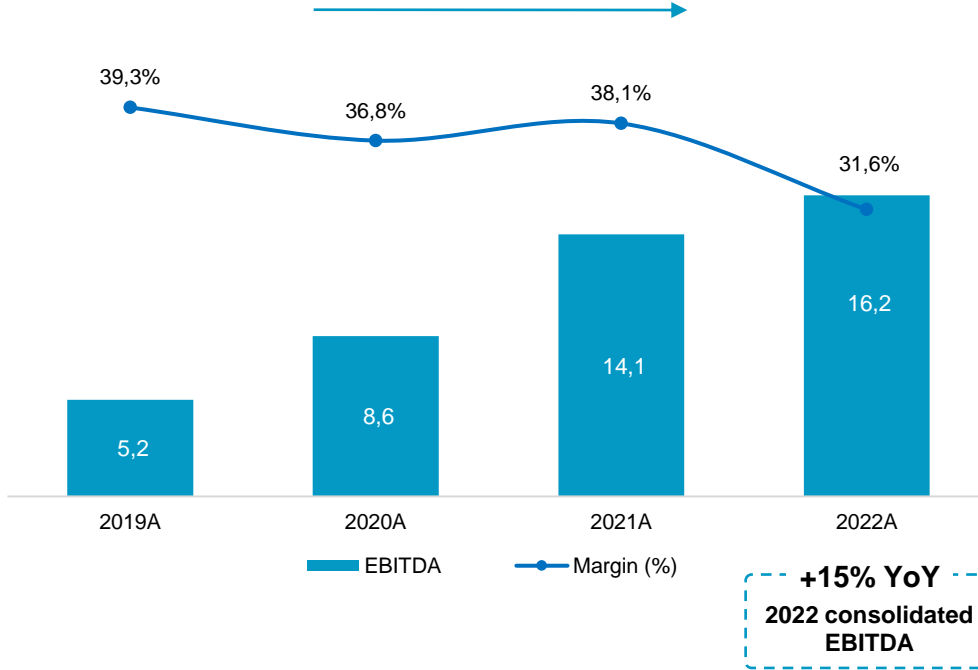


1) Fiber&Networking, Wholesale, Cloud&Datacenter, IoT&Smart Solutions constitute the category "Services revenues"

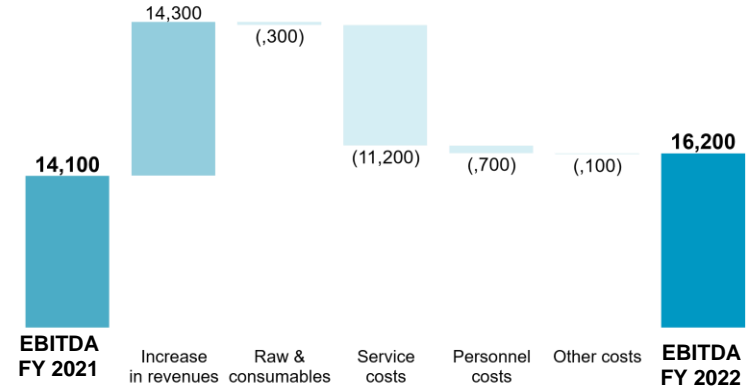
OUTSTANDING AND CONTINUOUS GROWTH (1/2)

EBITDA & Margin

CAGR '19-'22A: 46%



EBITDA bridge

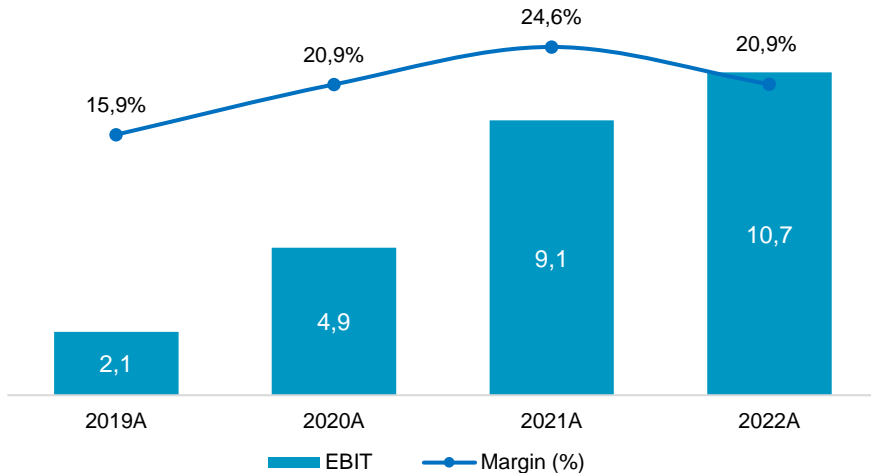


- The improvement in EBITDA in FY 2022 is mainly due to the increase in network construction activity, which resulted in higher volumes (revenues +39% YoY) and higher EBITDA as a result
- Fiber & Networking business also increased compared to FY 2021 (revenues +17% YoY)

OUTSTANDING AND CONTINUOUS GROWTH (2/2)

EBIT & Margin

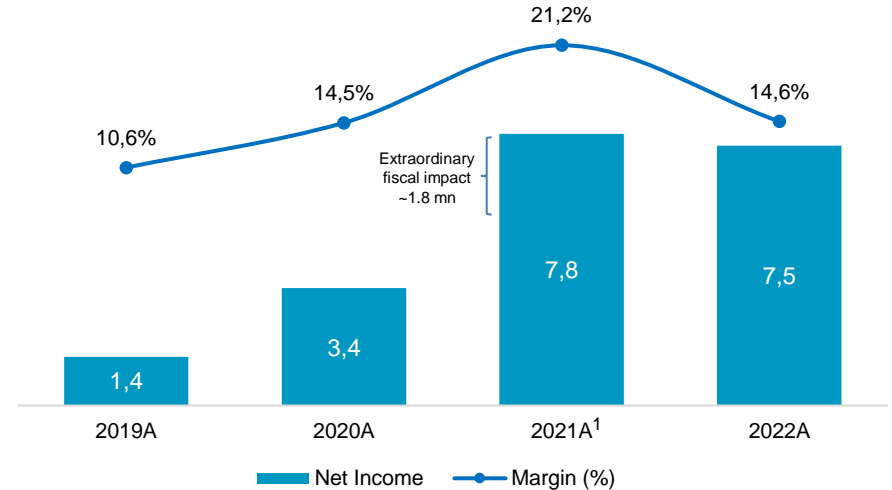
CAGR '19-'22A: 72%



+18% YoY
2022 consolidated
EBIT

Net Income & Margin

CAGR '19-'22A: 75%



1) Net income 2021 was impacted by extraordinary tax effect equal to ~Eu 1.8mn related to the revaluation of the infrastructure network

FINANCIAL HIGHLIGHTS Q1 2023

11.5 M€

Unidata Revenues
+ 27%
vs 9.0 M€ in Q1 2022

11.4 M€

TWT Group Revenues¹
vs 14.1 M€ in Q1 2022

39.4 M€

Unidata Group NFP
(cash negative)
vs -4.4 M€ in FY2022 (cash positive)

+23%

Unidata Group Customer Growth
23,244
vs 18,840 in Q1 2022

+245km

Optical Fiber
>5,700 km
vs 4,590 in Q1 2022



1) TWT Group FY2022 Revenues decreased in comparison to FY2021, due to the termination of low-margin Voice Trading contracts announced by Unidata in the process of acquisition



SUSTAINABILITY



UNIDATA: A BENEFIT COMPANY

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

In 2022, Unidata became a **Benefit Company** and published its **1st Impact Report** and **3rd ESG Report**

Unidata developed its **ESG Strategy** based on 3 macro-purposes of common benefit:



ENVIRONMENTAL

Reducing climate-changing emissions
and the energy consumption



SOCIAL

Infrastructure of areas to resolve
conditions of digital divide



GOVERNANCE

Protection of employees and attention
to their training and well-being



RESULTS AND GOALS

ENVIRONMENTAL

Reduction of energy consumption and emissions

Results 2022

Total energy consumption: 2,525,216 kWh

Consumption of **energy from renewable sources:** 2,389,868 kWh (94% of the total)

Replacement of 60% of the fleet to hybrid and/or electric

Goals 2023

Reduction of data center energy consumption by 10% for the same space used

Maintaining at least **94% of renewable energy**

Improvement of the current photovoltaic system

Replacement of 100% of the fleet in hybrid/electric

SOCIAL

Wire gray and black fiber areas

Results 2022

New real estate units gray area (UniFiber): 43,092

New real estate units black area (Unidata): 71,334

Goals 2023

New real estate units gray area (UniFiber): 75,075

New real estate units black area (Unidata): 58,630

GOVERNANCE

Ensure training consistent with individual needs

Goals 2023

Training for at least 80% of the company population

Training for executives and managers focused on soft skills

Goals 2023

Training for at least 80% of management

Measurement of corporate climate through surveys

Goals 2023

Carrying out **initial analysis of the company climate** and spreading results





GROWTH STRATEGY



UNIDATA: NEXT-GENERATION COMMUNICATION SERVICE PROVIDER

UNIDATA HAS ALWAYS BEEN DIFFERENT FROM A TRADITIONAL TELCO

We took a different path of innovation, **anticipated the times** and **used new technologies, niche opportunities, speed of execution** and **ability to adapt**. These are key characteristics in the future, because we define ourselves and we want to be a

NEXT-GENERATION COMMUNICATION SERVICE PROVIDER

DISRUPTIVE TECHNOLOGIES OF NEW GENERATIONS

The most important ones, we already see with great force and promises that must be used quickly and strategically, are:



Internet of Things



Hyper-fast Connectivity Solutions



5G Wi-Fi 7 wireless evolution



Artificial Intelligence



Big Data



Cybersecurity



Cloud Computing



Edge Computing

2025 BUSINESS TARGETS – UNIDATA & UNIFIBER

2022



220,000

Served
Housing Units



17,000

Connected
Housing Units



8%

Penetration
Rate



Investments

2023

Eu 20 million

2024

Eu 25 million

2025

Eu 15 million

Entirely financed through own
cash and cash equivalents
generated by operating activities

2025



345,000

Served
Housing Units



41,000

Connected
Housing Units



13%






Penetration
Rate

2025 FINANCIAL TARGET

	UNIDATA			UNIDATA + TWT		
	2022A	2025W	2025B	2022A Agg.	2025W	2025B
Revenues	Eu 51.3mn	~Eu 72mn	~Eu 75mn	~Eu 110mn	~Eu 128mn	~Eu 134mn
CAGR 22-25 (%)		~12%	~13%		~5%	~7%
EBITDA	Eu 16.2mn	~Eu 23mn	~Eu 25mn	~Eu 23mn ¹	~Eu 34mn	~Eu 36mn
CAGR 22-25 (%)		~12%	~16%		~15%	~18%
EBITDA margin (%)	31.6%	~32%	~33%	~21%	~26%	~27%
	2024E adj. revenue and EBITDA expected to be substantially in line with targets communicated in Nov-2021			Indicative combined entity's targets incl. acquisition financing, synergies and voice trading optimization		
	The contribution from Unitirreno and Unicenter is not included in the targets presented in the tables					



UNIDATA GROUP'S 2025 TARGETS BY STREAM OF REVENUES

Business lines	Revenues 2022	Revenues 2025	Description
 <p>Services</p>	Eu ~29.6mn	Eu 34.2 - 35.6mn	<ul style="list-style-type: none"> Consumers, Business, Wholesale and P.A. clients' revenues from TLC & ICT services (Fiber&Networking, Wholesale, Datacenter&Cloud, IoT&Smart Solutions)
 <p>Infrastructure Development</p>	Eu ~15.0mn	Eu 26.9 - 28.4mn	<p>Fiber infrastructure construction - Unidata and Unifiber</p> <ul style="list-style-type: none"> Grey areas of Latium Apulia (industrial district area + 2 municipals' industrial areas) Molise (2 industrial areas)
 <p>Other revenues</p>	Eu ~2.5mn	Eu 1.4 - 1.5mn	<ul style="list-style-type: none"> Net sales of fiber material and other revenues
 <p>Managed Services</p>	Eu ~4.2mn	Eu 9.5 - 10.0mn	<ul style="list-style-type: none"> Network and system integration project & services Supply of support services, design and consulting of Internet technologies and more generally in relation to the digital environment High-level technical staff
	Eu ~59mn	Eu 56.0 – 59.0mn	<ul style="list-style-type: none"> Revenues from Telco, Connectivity and ICT Services Termination of non-significant contracts relating to voice trading business line



INVESTMENT HIGHLIGHTS

UNIDATA FROM IPO ON EGM TO TRANSLISTING ON STAR SEGMENT



16 March 2020
IPO



Eu 13 per share
Eu 32 million
Market Cap



18%
Free Float



Eu 13.2 million
Revenues
FY 2019



+ 2,250
Km of optical
fiber



+ 70
Employees



6 June 2023
Translisting



Eu 41.3 per share
Eu 128 million
Market Cap



38.8%
Free Float



Eu 110 million
Revenues
FY 2022¹



+ 5,700
Km of Fiber
1Q 2023



+ 200
Employees²



1) Aggregated Revenues FY 2022 Unidata + TWT Group. 2) Aggregated number of employees Unidata + TWT Group.

CURRENT UNIDATA GROUP CUSTOMERS

22,521

Unidata & TWT Consumer and Business Customers



32,500

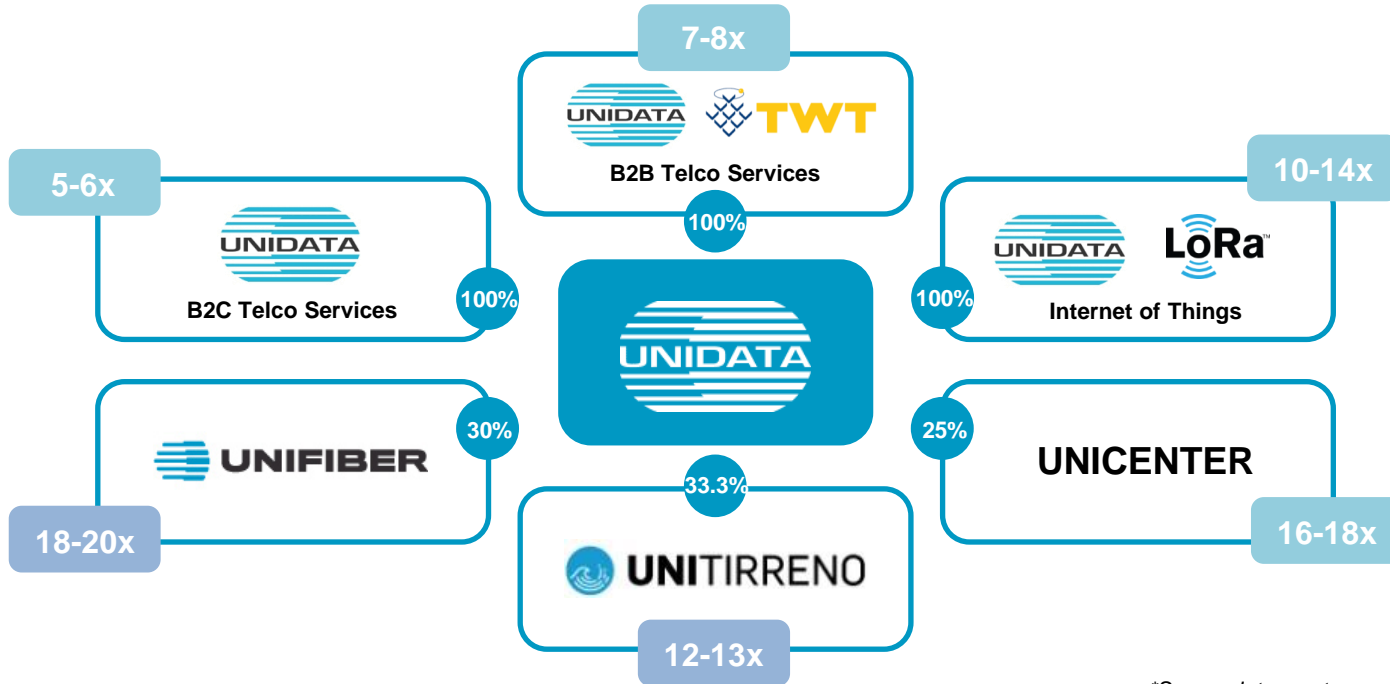
Active lines at national level through a network of more than 350 partners



55,021 customers

UNLOCKING HIDDEN VALUE ACROSS A VERY DIVERSIFIED PORTFOLIO OF ASSETS

UNIDATA: EV/EBITDA 23-24 on Market Cap approx. €120 million: 6.8 - 5.7 *



*Source: Intermonte as at 15 March 2023



Unidata Group ownership



EV/EBITDA sector trading multiples '24E



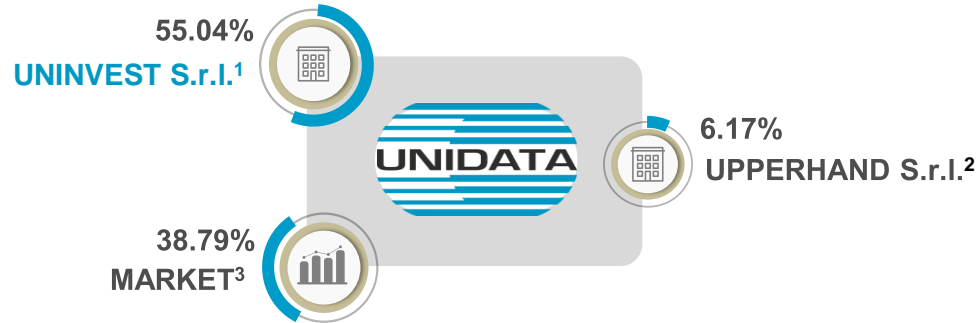
EV/EBITDA sector last M&A transactions multiples

INVESTOR PRESENTATION



APPENDIX

SHAREHOLDERS & GOVERNANCE



BOARD OF DIRECTORS



Renato Brunetti
Chairman and CEO



Marcello Vispi
Vice-Chairman



Giampaolo Rossini
CTO



Paolo Bianchi
Member



Michela Colli
Member



Stefano Ciurli
Non-Executive Member



Barbara Ricciardi
Independent Member



Alessandra Bucci
Independent Member



Stefania Argentieri
Piuma
Independent Member

BOARD OF STATUTORY AUDITORS



Pierluigi Scibetta
Chairman of the BoSA



Antonia Coppola
Auditor



Luca Damiani
Auditor



1) Equally owned by R. Brunetti, M. Vispi and C. Bianchi; 2) Entirely owned by M. Colli; 3) Including treasury shares.

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