



21<sup>ST</sup> SEPTEMBER 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

# INDEX



COMPANY OVERVIEW



TWT GROUP



MAIN PROJECTS



KEY FINANCIALS H1 2023



SUSTAINABILITY



GROWTH STRATEGY



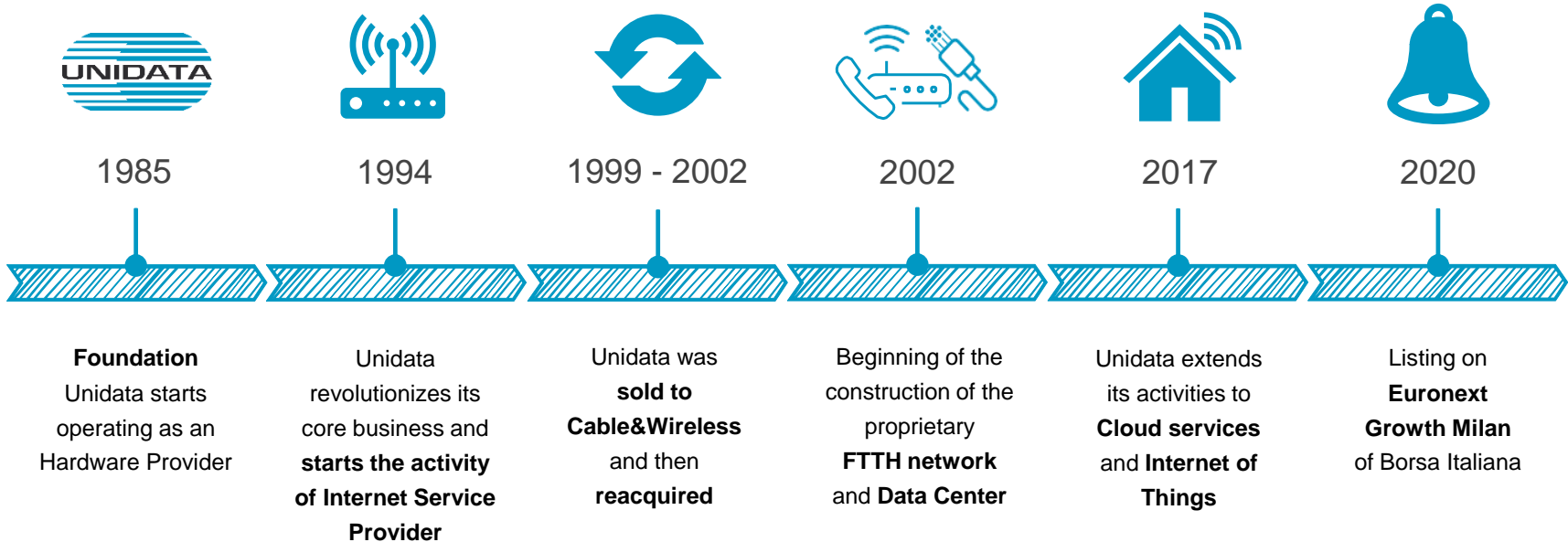
INVESTMENT HIGHLIGHTS



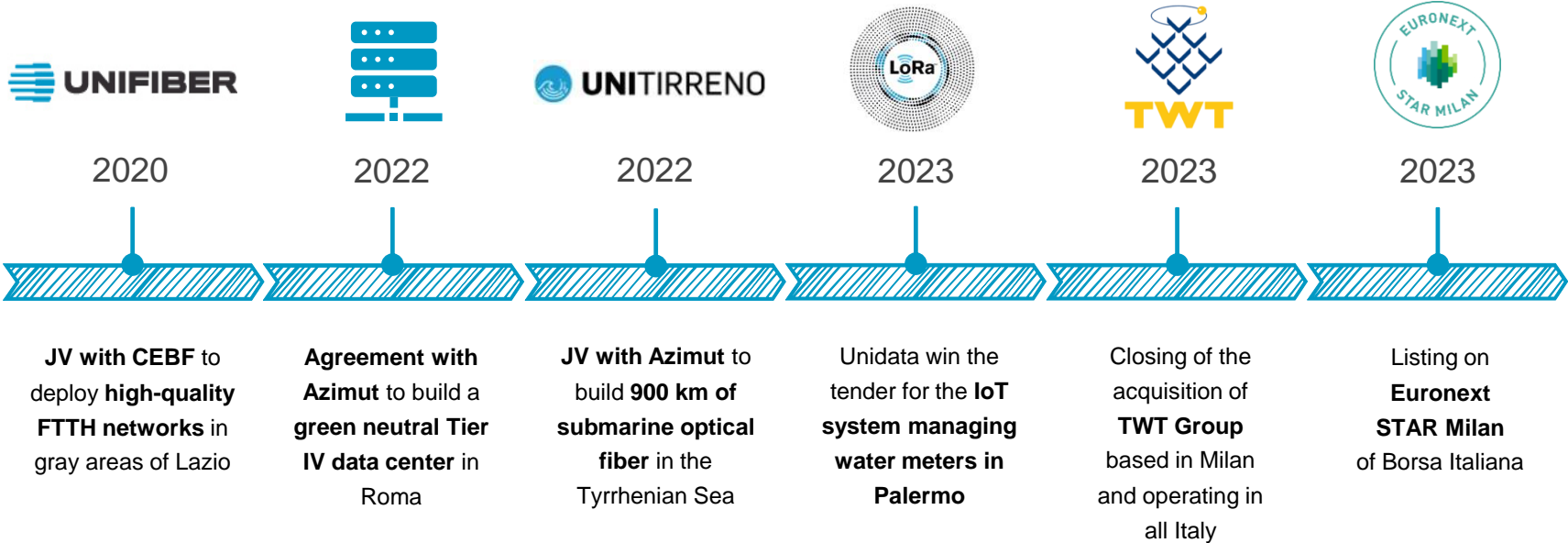


# COMPANY OVERVIEW

# HISTORY



# HISTORY



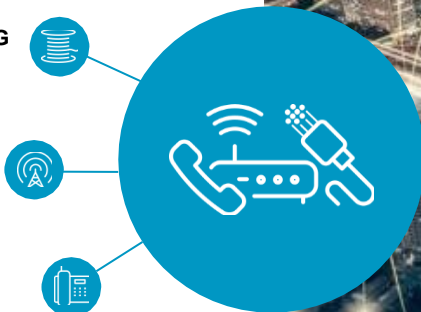
# FIBER & NETWORKING

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 5,900 KM OF FIBER OPTIC CABLING

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

310,000 HOUSING UNITS SERVED IN H1 2023



# 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

## Market Drivers



**Massive Smart Metering**



**Smart City**



**Smart Grid for Water, Gas and Electricity**



**Smart Agriculture**



# IoT AND SMART METERING: TENDERS AWARDED IN 2023



Award in **Temporary Grouping of Companies**, with the role of Mandatory, with BIP S.p.A. and Lektor S.r.l.

Tender for the implementation of the **Automatic Meter Management System** of the **Metropolitan City of Palermo**.

Total value of the contract equal to **2.7 million Euros**, for a period of **36 months**

The awarded tender is part of the **PNRR funds**



Award in **Public Private Partnership** of the concession for the **implementation and management of the smart metering IoT system** for **Acqua Pubblica Sabina**

Assignment through project financing equal to **9.5 million Euros** for a duration of **14 years**

Unidata will build the network using **LoRaWan® technology** and implementing a management system for data-driven water resource management processes



Award of the contract for the **Connectivity service for the meters of the integrated water service users**, for drinking water use, in Firenze- Prato- Pistoia Metropolitan Area

Assignment through project financing equal to **over 3.5 million Euros** for a duration of **13 years**

The awarded tender is part of the **PNRR funds**

**ABOUT 15.7 MILLION EUROS IN IoT TENDERS FROM THE BEGINNING OF 2023**

## ADDITIONAL KEY SERVICES

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



### Fiber infrastructure construction

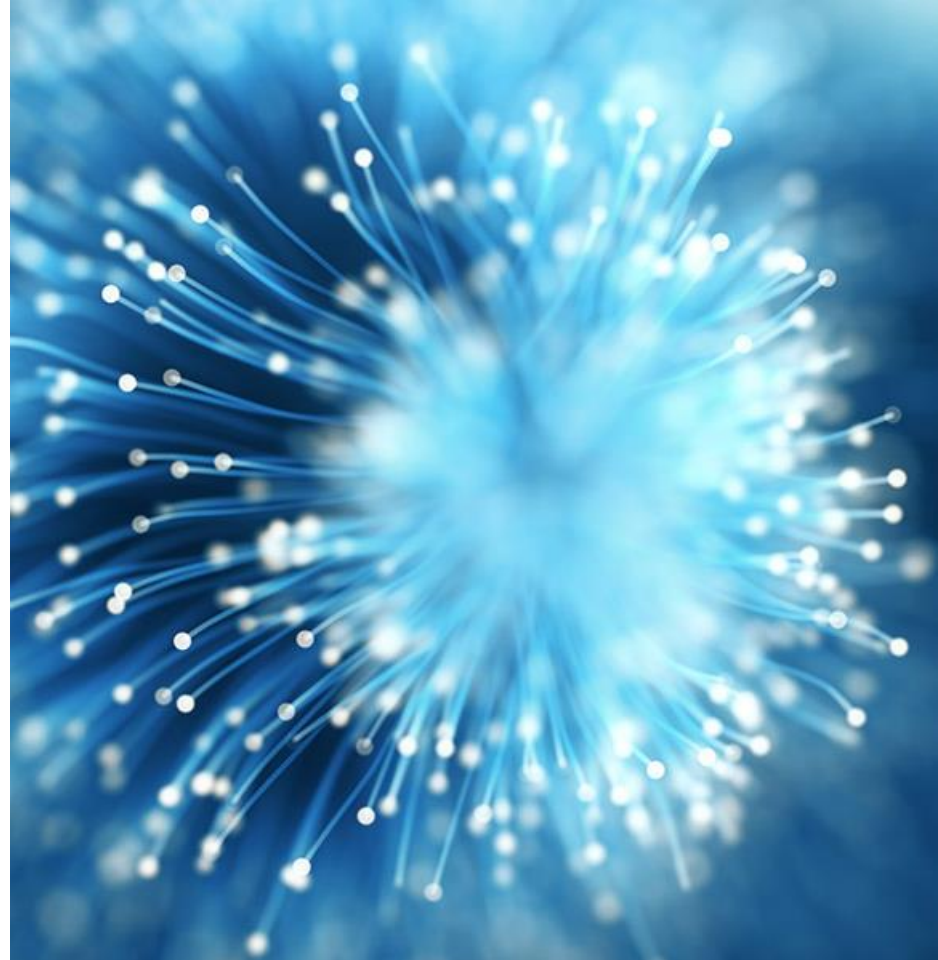
Unidata directly builds the fiber optic network for **Unidata** and **Unifiber** in some key areas, as for instance in the grey areas of Latium, Apulia, Molise.



### 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





TWT GROUP

# TWT GROUP

- Founded in 1995 in Milan, **TWT Group** is a primary Italian **TLC, connectivity** and **ICT services operator** specialized in the **B2B segment**<sup>1</sup>
- 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**<sup>1</sup>

# UNIDATA & TWT: STRONG COMPLEMENTARITY



<b>Geography</b>	<b>Central Italy &amp; recent expansion in Puglia</b>	<b>Domestic reach, with a strong presence in entire Italy</b>
<b>Commercial</b>	<b>Corporate / Wholesale B2B &amp; Consumer</b>	<b>White Label / Corporate Only B2B</b>
<b>Infrastructure</b>	<b>Historical core business</b>	<b>Asset-light (focus on services)</b>
<b>Know-how</b>	<b>Technology driven</b>	<b>Network and process driven</b>
<b>Industrial opportunities</b>	<b>Commercial offering Tech solutions</b>	



# 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)



# MAIN PROJECTS



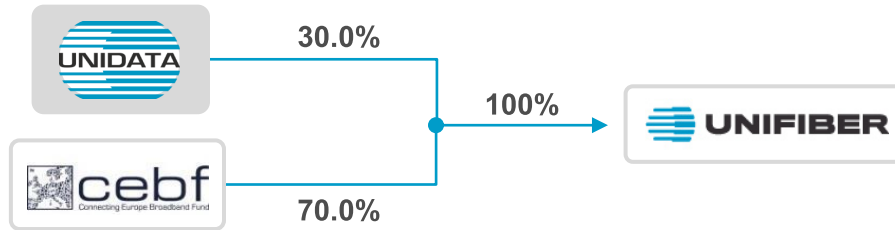
# UNIFIBER (JV WITH CEBF)



Closing signed in 2020 with **Connecting Europe Broadband Europe (CEBF)**<sup>1</sup> 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.



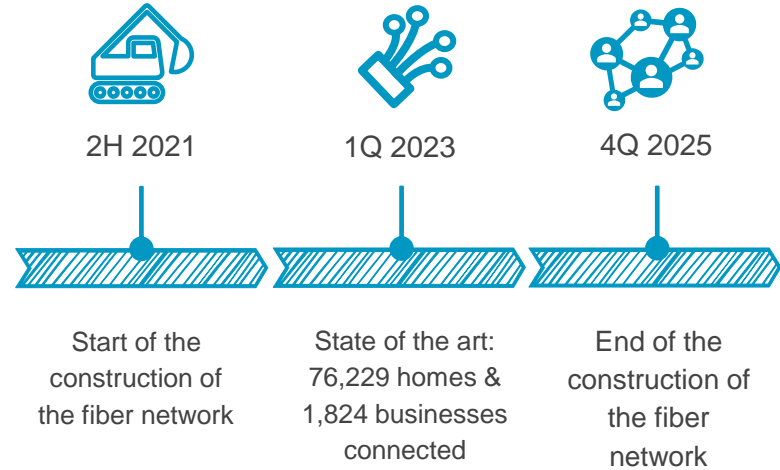
## INDUSTRIAL ROLE OF UNIDATA

- ❖ 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%
<b>Total Investment 2021 - 2025</b>	<b>Eu 90.0 mn</b>			<b>100%</b>

**IRR DOUBLE DIGIT**

Last M&A transactions multiples<sup>1</sup>

**18 - 20x**

**EV/EBITDA**

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

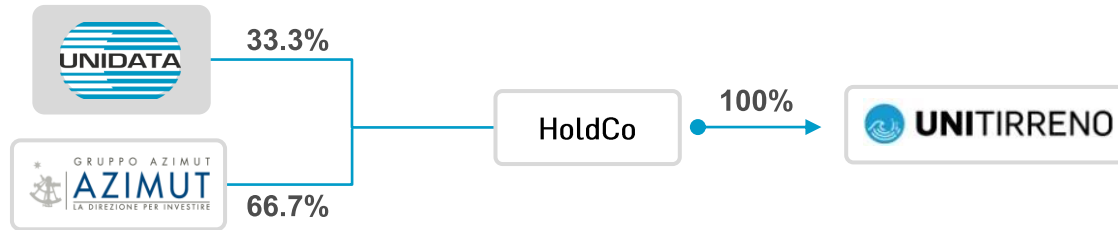
# UNITIRRENO (JV WITH AZIMUT)




Closing signed in 2023 with Azimut - **Fondo Infrastrutture per la Crescita ESG<sup>1</sup>** 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.





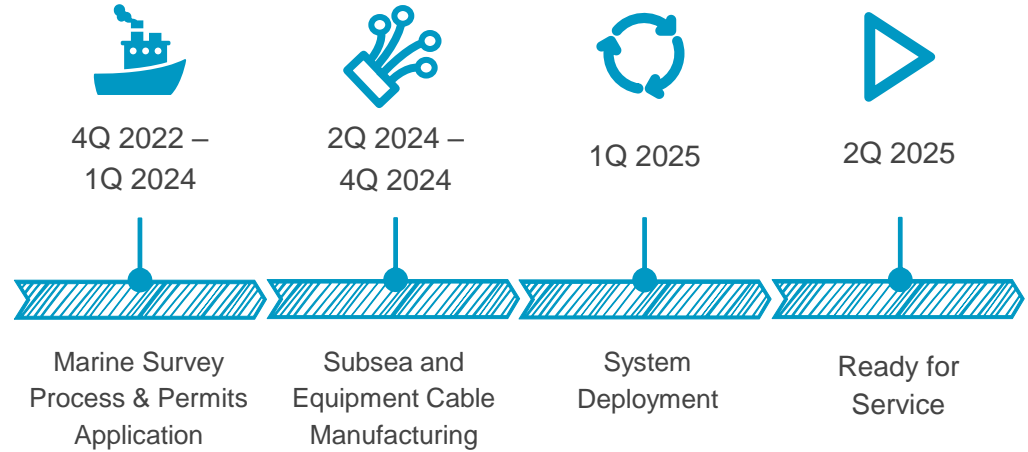
### INDUSTRIAL ROLE OF UNIDATA

- ❖ **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%
<b>Total Investment 2022 - 2025</b>	<b>Eu 80.0 mn</b>		<b>100%</b>

**IRR DOUBLE DIGIT**

Last M&A transactions multiples<sup>1</sup>

**12 - 13x**

**EV/EBITDA**

As of June 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.

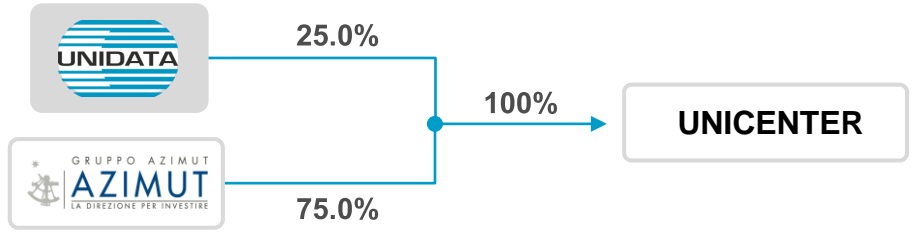
# UNICENTER (JV WITH AZIMUT)




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



**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%
<b>Equity</b>	<b>Eu 57.0 mn</b>	<b>100%</b>	<b>100%</b>

**IRR DOUBLE DIGIT**

**Market trading multiples<sup>1</sup>**

**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

## H1 2023

## FINANCIAL HIGHLIGHTS UNIDATA GROUP H1 2023

**+93%**

Revenues

**41.7 M€**

(21.6 M€ in H1 2022)\*

**+68%**

EBITDA Adjusted

**9.4 M€**

(5.6 M€ in H1 2022)\*

**49.6 M€**

NFP

(cash negative)

(9.6 M€ in FY 2022)\*

**+15%**

Direct Customer Growth

**20,956**

(18,292 in FY 2022)\*

**+450km**

Optical Fiber

**>5,900 km**

(5,450 in FY 2022)\*

**15.5 M€**

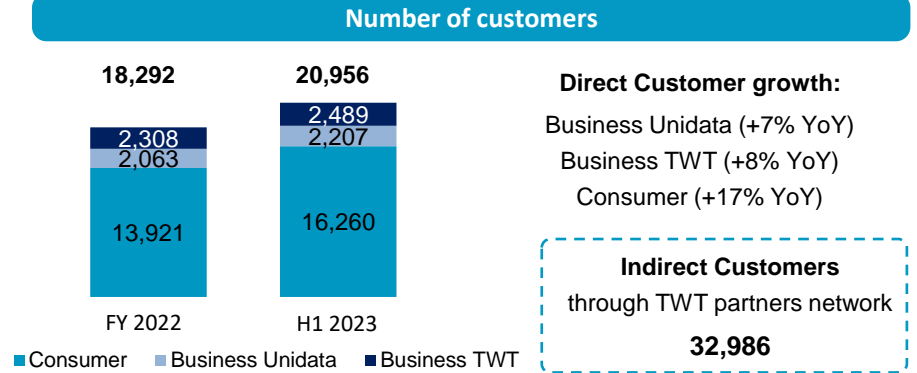
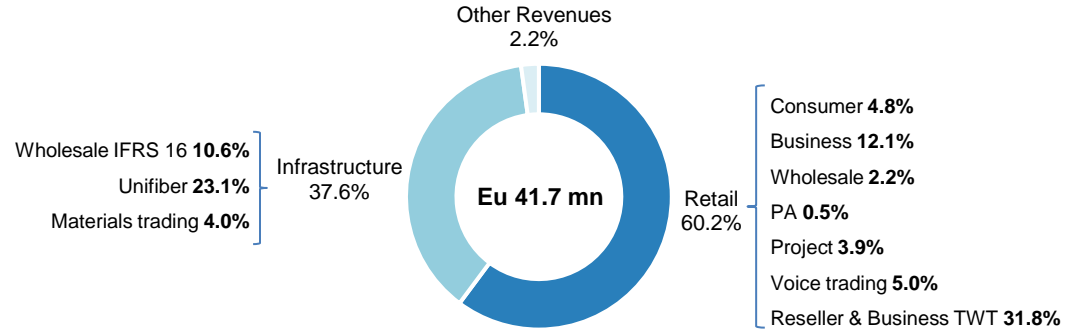
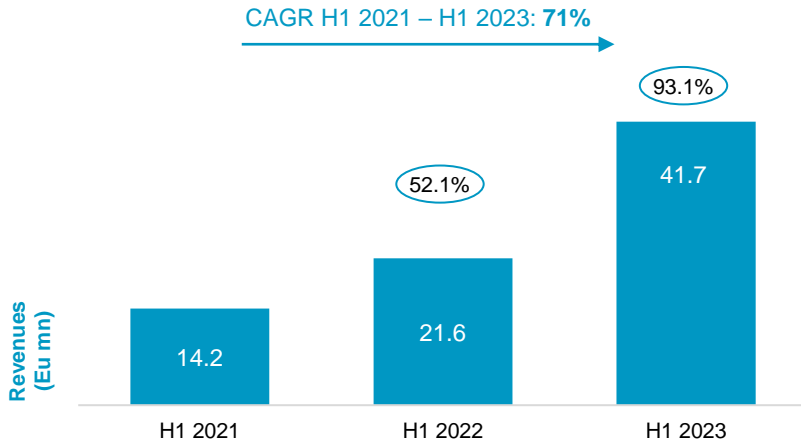
Total Investments in  
tangible, intangible  
and financial assets



\*The values in brackets refer to the economic-financial data of Unidata S.p.A. stand-alone as of 30 June 2022, therefore they do not take the TWT Group into consideration.

# STRONG REVENUES GENERATION

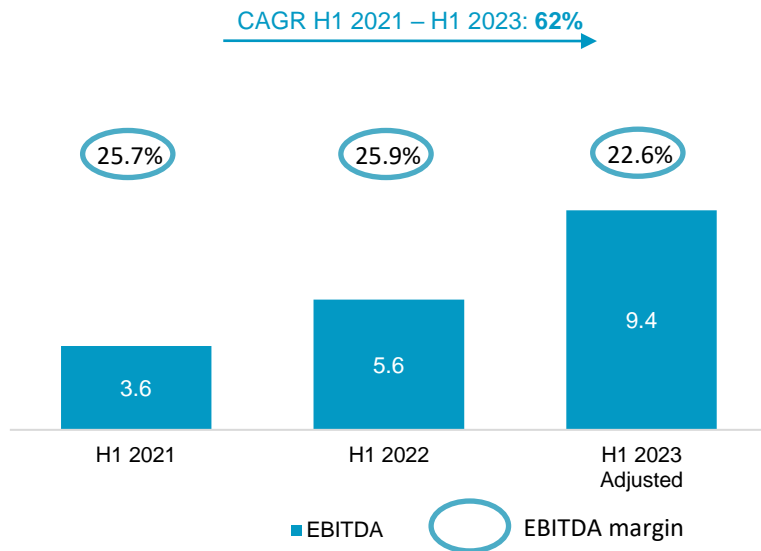
- **Consolidated revenues** strongly increased by over **93%**, thanks to the inclusion of the recently acquired TWT Group in the perimeter.
- **“Stand-alone” revenues<sup>1</sup>** showed an excellent result confirming Unidata's solid business model with an increase of about **22%**.



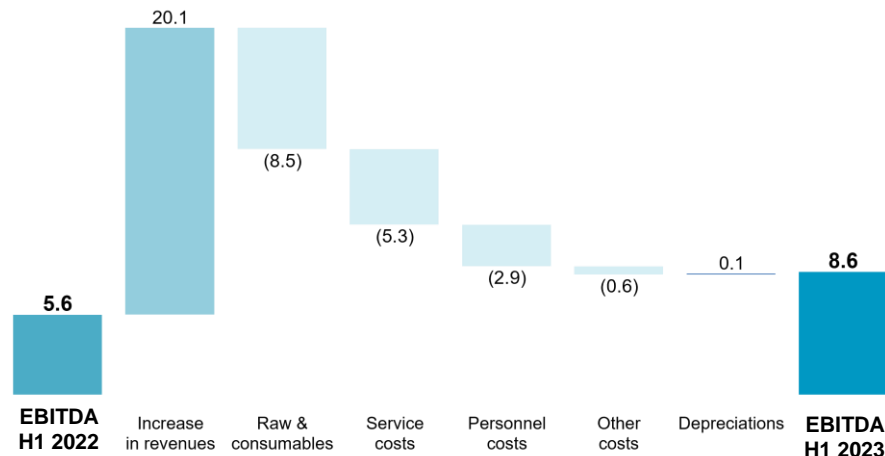
1) “Like for like” revenues refer to the revenues of Unidata S.p.A. stand alone.

# OUTSTANDING AND CONTINUOUS GROWTH (1/2)

## EBITDA & Margin



## EBITDA bridge

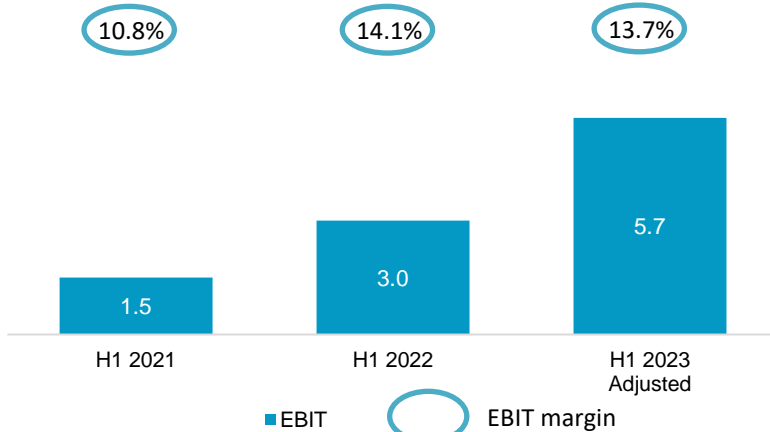


- The improvement in EBITDA in H1 2023 is strictly related to the consolidation of TWT Group.
- **EBITDA Adjusted**, equal to **€ 9.4 million**, is calculated net of extraordinary costs related to consultancy for the acquisition of TWT Group and for the finalization of the Translisting amounting to approximately € 0.9 million.

# OUTSTANDING AND CONTINUOUS GROWTH (2/2)

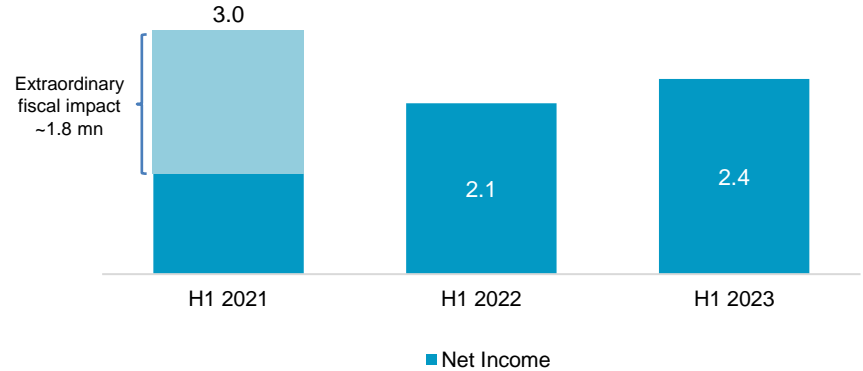
## EBIT & Margin

CAGR H1 2021 – H1 2023: 95%



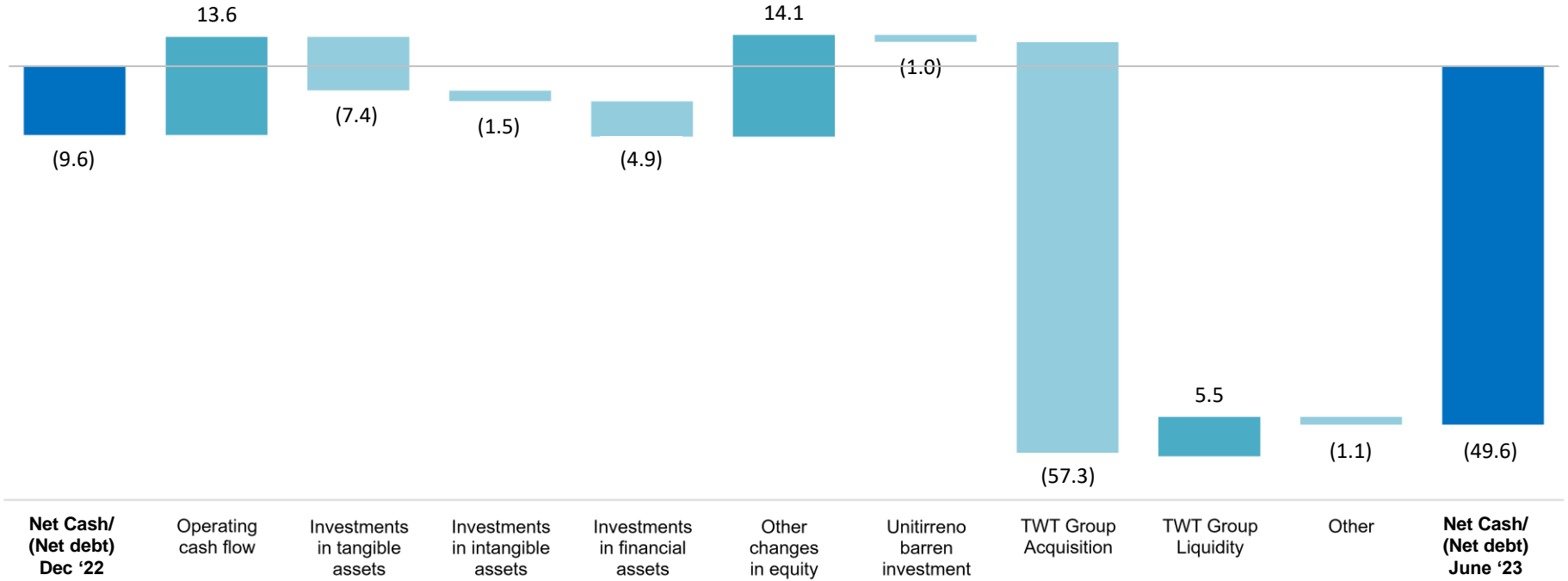
+87% YoY

## Net Income



+15% YoY

# NET FINANCIAL POSITION BRIDGE





# 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 **1<sup>st</sup> Impact Report** and **3<sup>rd</sup> 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

**2025**



**345,000**

Served  
Housing Units



**41,000**

Connected  
Housing Units



**13%**

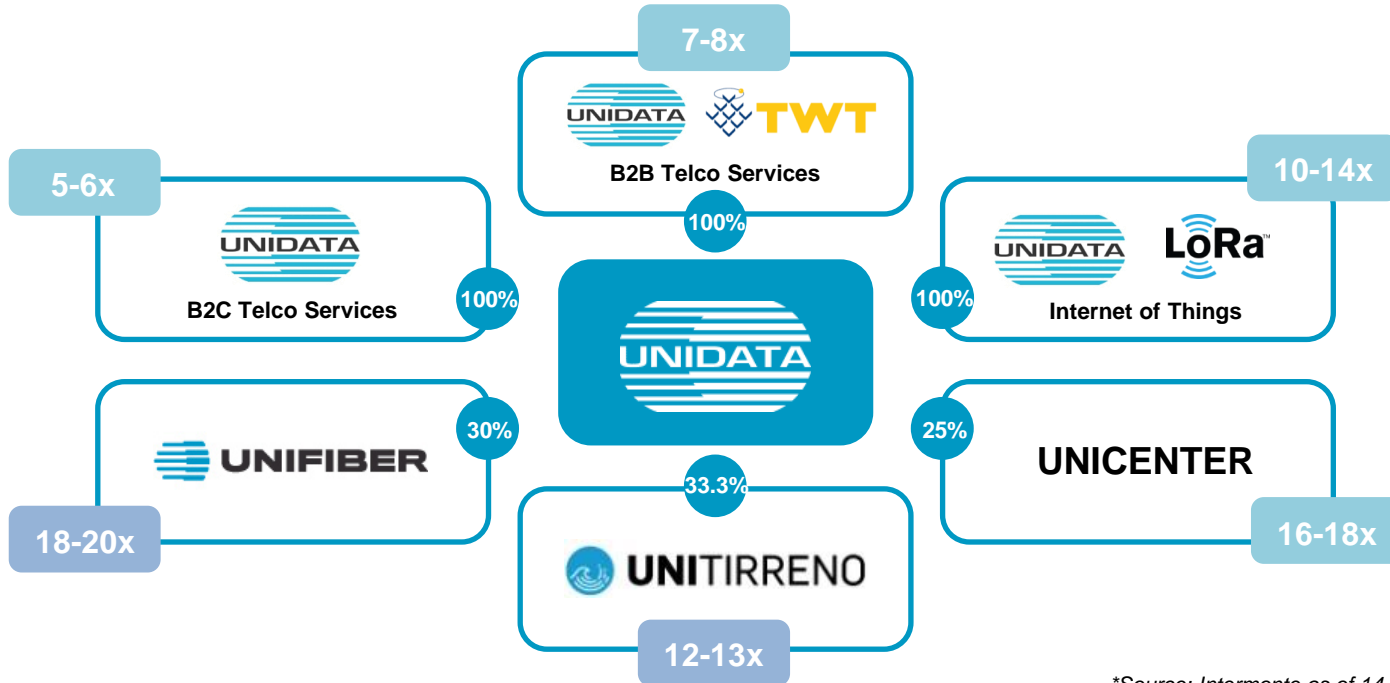
Penetration  
Rate



# INVESTMENT HIGHLIGHTS

# UNLOCKING HIDDEN VALUE ACROSS A VERY DIVERSIFIED PORTFOLIO OF ASSETS

UNIDATA: EV/EBITDA 23-24 on Market Cap approx. € 135 million: 7.3 - 6.4 \*



\*Source: Intermonie as of 14 September 2023



Unidata Group ownership



EV/EBITDA sector trading multiples '24E



EV/EBITDA sector last M&A transactions multiples

INVESTOR PRESENTATION



# APPENDIX

# CURRENT UNIDATA GROUP CUSTOMERS

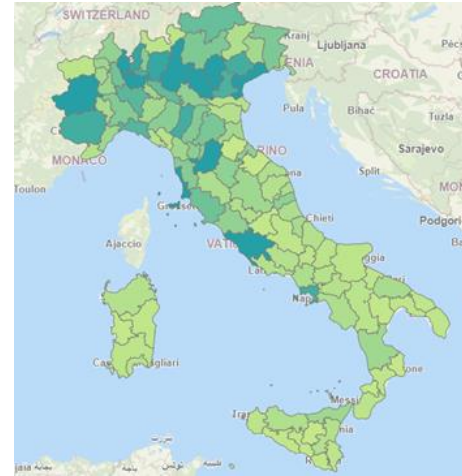
**20,956**

Unidata & TWT Consumer and Business Customers



**32,986**

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



**53,942 customers**








# 2025 FINANCIAL TARGET

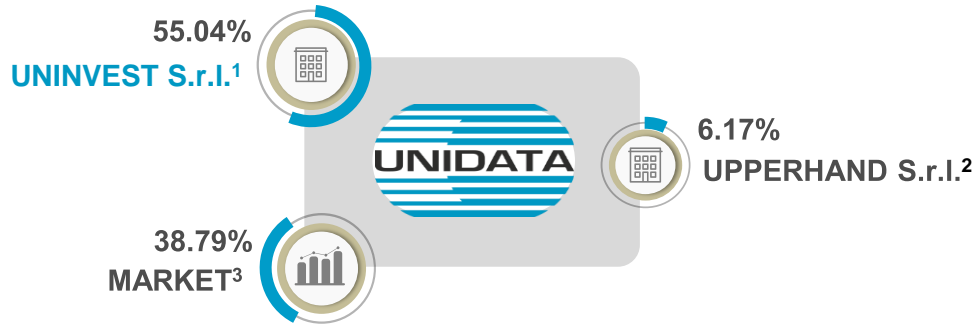
	UNIDATA			UNIDATA + TWT		
	2022A	2025W	2025B	2022A Agg.	2025W	2025B
<b>Revenues</b>	Eu 51.3mn	~Eu 72mn	~Eu 75mn	~Eu 110mn	~Eu 128mn	~Eu 134mn
<i>CAGR 22-25 (%)</i>		~12%	~13%		~5%	~7%
<b>EBITDA</b>	Eu 16.2mn	~Eu 23mn	~Eu 25mn	~Eu 23mn <sup>1</sup>	~Eu 34mn	~Eu 36mn
<i>CAGR 22-25 (%)</i>		~12%	~16%		~15%	~18%
<b>EBITDA margin (%)</b>	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><b>Services</b></p>	Eu ~29.6mn	Eu 34.2 - 35.6mn	<ul style="list-style-type: none"> <li>Consumers, Business, Wholesale and P.A. clients' revenues from TLC &amp; ICT services (Fiber&amp;Networking, Wholesale, Datacenter&amp;Cloud, IoT&amp;Smart Solutions)</li> </ul>
 <p><b>Infrastructure Development</b></p>	Eu ~15.0mn	Eu 26.9 - 28.4mn	<p><b>Fiber infrastructure construction - Unidata and Unifiber</b></p> <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>
 <p><b>Other revenues</b></p>	Eu ~2.5mn	Eu 1.4 - 1.5mn	<ul style="list-style-type: none"> <li>Net sales of <b>fiber material</b> and other revenues</li> </ul>
 <p><b>Managed Services</b></p>	Eu ~4.2mn	Eu 9.5 - 10.0mn	<ul style="list-style-type: none"> <li>Network and system integration project &amp; services</li> <li>Supply of support services, design and consulting of Internet technologies and more generally in relation to the digital environment</li> <li>High-level technical staff</li> </ul>
	Eu ~59mn	Eu 56.0 – 59.0mn	<ul style="list-style-type: none"> <li>Revenues from <b>Telco, Connectivity and ICT Services</b></li> <li>Termination of non-significant contracts relating to voice trading business line</li> </ul>

# SHAREHOLDERS & GOVERNANCE



## MANAGER IN CHARGE OF PREPARING THE CORPORATE ACCOUNTING DOCUMENTS



**Roberto Giacometti**  
CFO & Investor Relations Officer

## BOARD OF DIRECTORS



**Renato Brunetti**  
Chairman and CEO



**Marcello Vispi**  
Vice-Chairman



**Giampaolo Rossini**  
CTO



**Paolo Bianchi**  
Member



**Michela Colli**  
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

## 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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