

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 of Unifiber S.p.A. and CEO of Unitirreno S.p.A.



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



TWT GROUP



MAIN PROJECTS



KEY FINANCIALS



SUSTAINABILITY



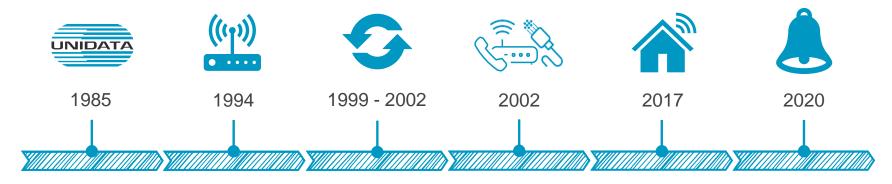
APPENDIX







HISTORY



Foundation

Unidata starts operating as an Hardware Provider Unidata
revolutionizes its
core business and
starts the activity
of Internet Service
Provider

Unidata was sold to Cable&Wireless and then reacquired

Beginning of the construction of the proprietary

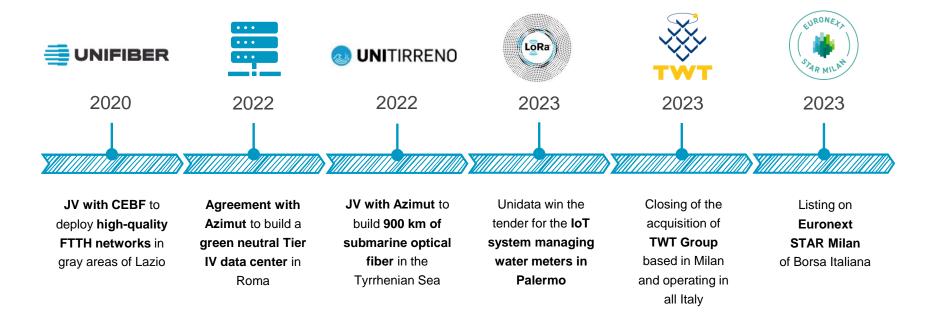
FTTH network
and Data Center

Unidata extends its activities to Cloud services and Internet of Things

Listing on
Euronext
Growth Milan
of Borsa Italiana



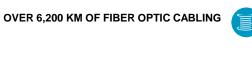
HISTORY



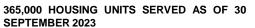


FIBER & NETWORKING

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).



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









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.**







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.I.

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 vears**

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

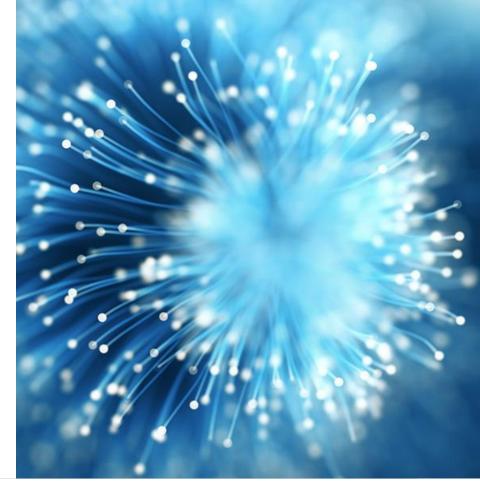
Unidata directly builds the fiber optic network for **Unidata** and **Unifiber** in some key areas, as for instance in the grey areas of Latium, Apulia, Molise.



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



- Founded in 1995 in Milan, TWT Group is a primary Italian TLC, connectivity and ICT services operator specialized in the B2B segment¹
- 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)



White Label

Small & Medium TLC operators with a strong local footprint

CHANNELS

Corporates

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

Voice Trading

Commitment to focus on premium clients¹



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

UNIDATA & TWT: STRONG COMPLEMENTARITY







Geo		
I-AA		
	СПС	
	\sim	

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)





UNIFIBER (JV WITH CEBF)

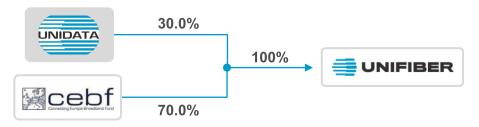




Closing signed in 2020 with Connecting Europe Broadband Europe (CEBF)¹ and the activity started in 2H 2021.



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





INDUSTRIAL ROLE OF UNIDATA

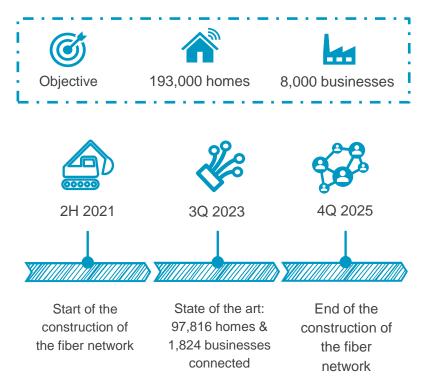
- Design, construction and maintenance of the fiber network
- Make the fiber network ready to service for customers
- Sale to wholesale operators



FTTH FOR GRAY AREAS OF LAZIO



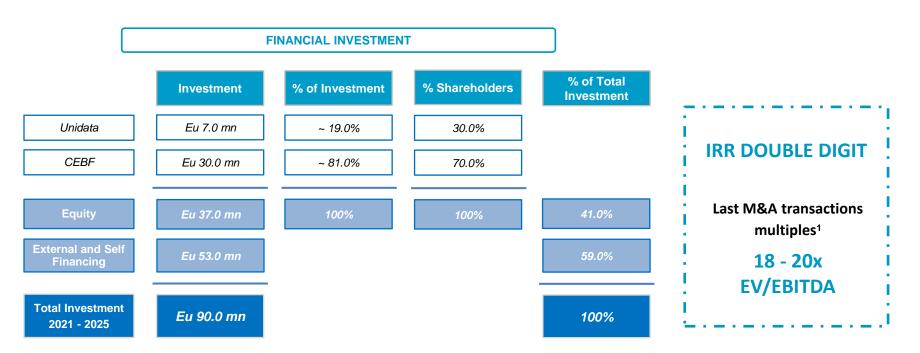






FINANCIAL STRUCTURE OF THE PROJECT





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



UNITIRRENO (JV WITH AZIMUT)

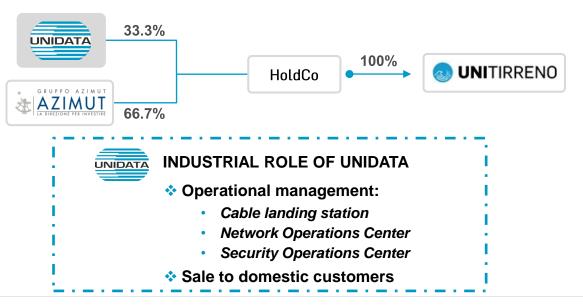




Closing signed in 2023 with Azimut - Fondo Infrastrutture per la Crescita ESG¹ and the activity already started.



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.



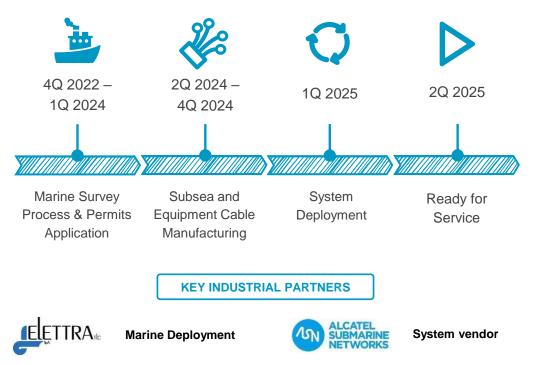


1) Fondo Infrastrutture per la crescita – ESG is a fund established and managed by Azimut Libera Impresa, invests in social infrastructures in order to generate a positive and sustainable growth of the economy, environment and society with an ESG approach

THE SHORTEST AND MOST RELIABLE PATH TO NORTHERN EUROPE



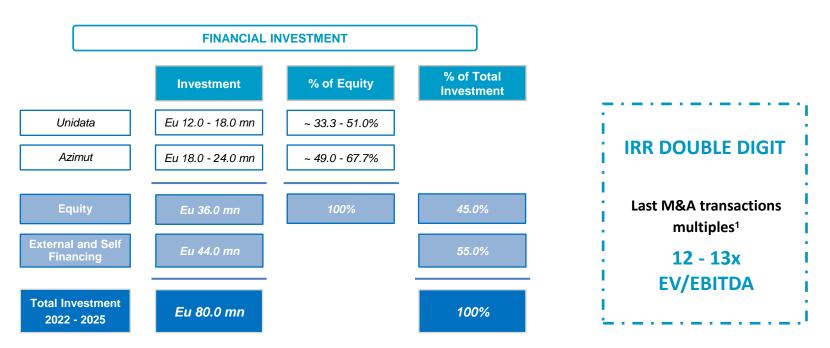






FINANCIAL STRUCTURE OF THE PROJECT





As of September 2023, Unidata already paid Eu 6.5 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.



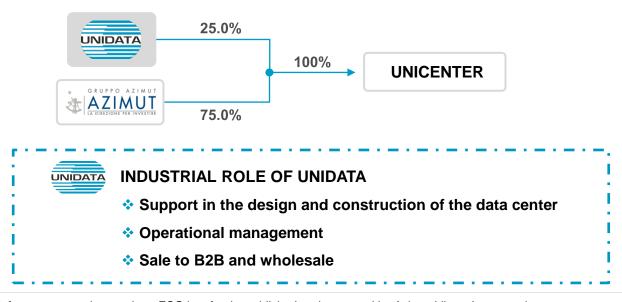
UNICENTER (JV WITH AZIMUT)



Investment Agreement signed in 2022 with Fondo Infrastrutture per la Crescita - ESG1.

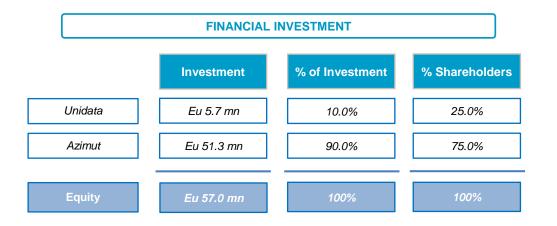


Green and neutral Tier IV datacenter in Rome about 20 MW and 3,200 rack capacity, for a total area of 20,000 sqm





FINANCIAL STRUCTURE OF THE PROJECT



IRR DOUBLE DIGIT

Market
trading multiples¹

16-18x
EV/EBITDA 2024E

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





FINANCIAL HIGHLIGHTS UNIDATA GROUP – REPORTED DATA 9M 2023

+97%

Revenues

64.6 M€

(32.7 M€ in 9M 2022)*

+97%

EBITDA Adjusted
15.8 M€

(8.0 M€ in 9M 2022)*

51.7 M€

NFP (cash negative)

(9.6 M€ in FY 2022)*

+20%

Direct Customer Growth

21,887

(18,292 in FY 2022)*

+750km

Optical Fiber

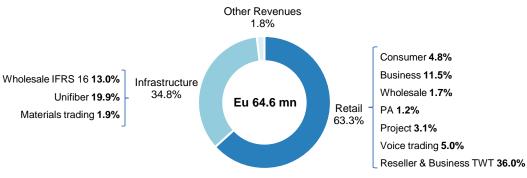
>6,200 km

(5,450 in FY 2022)*

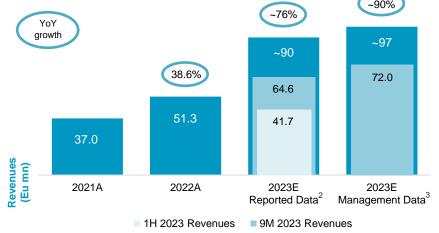


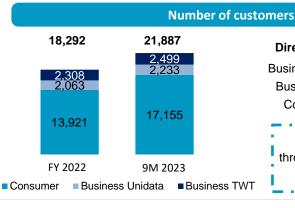
STRONG REVENUES GENERATION

- Consolidated revenues strongly increased, thanks to the inclusion of the recently acquired TWT Group in the perimeter.
- "Stand-alone" revenues¹ showed an excellent result confirming Unidata's solid business model with an increase of about 16.4%.



Reported Revenues 9M 2023 breakdown





Direct Customer growth:

Business Unidata (+8% YoY) Business TWT (+8% YoY) Consumer (+23% YoY)

Indirect Customers
through TWT partners network
33,178



1) "Like for like" revenues refer to the revenues of Unidata S.p.A. stand alone; 2) Reported Data include Unidata data from 01.01.2023 to 30.09.2023 and TWT Group data from 01.03.2023 to 30.09.2023; 3) Management data include economic data from 01.01.2023 to 30.09.2023 of both Unidata and TWT Group.

CURRENT UNIDATA GROUP CUSTOMERS

21,887Unidata & TWT Consumer and Business
Customers



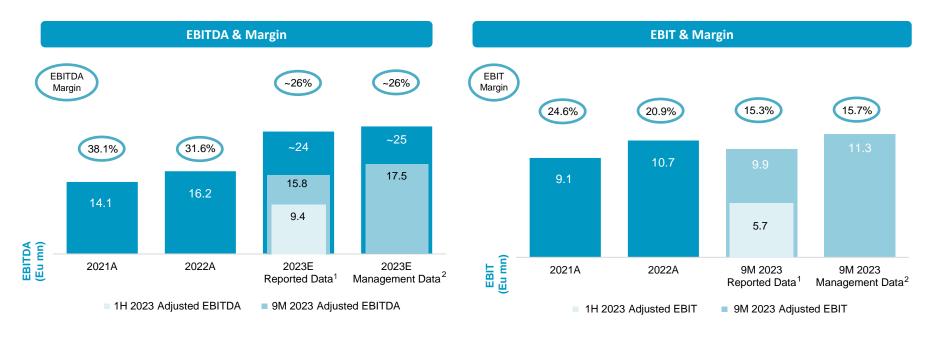
33,178Active lines at national level through a network of about 370 partners



55,065 customers

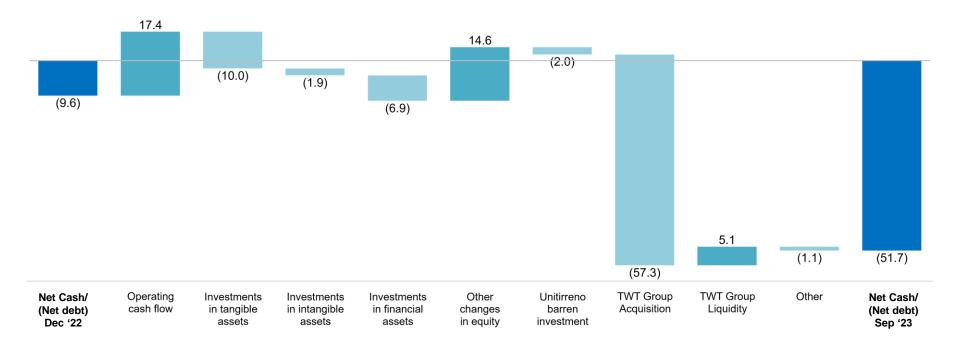


OUTSTANDING AND CONTINUOUS GROWTH



- The improvement in EBITDA in 9M 2023 is strictly related to the consolidation of TWT Group.
- **EBITDA Adjusted**, equal to € **15.8 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 € 0.8 million.

NET FINANCIAL POSITION BRIDGE





UNIDATA GROUP - FY2023E

Reported Data¹

Revenues ~ 90 M€

EBITDA ~ 24 M€

EBITDA Margin ~ 26%

Management Data²

Revenues ~ 97 M€

EBITDA ~ 25 M€

EBITDA Margin ~ 26%

Net Financial Debt

~ 46 M€





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:



Reducing climate-changing emissions and the energy consumption













Infrastructure of areas to resolve conditions of digital divide











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



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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



Member





BOARD OF STATUTORY AUDITORS

Pierluigi Scibetta

Chairman of the BoSA

Antonia Coppola Auditor



Luigi Rizzi Auditor



Independent Member



Independent Member



Independent Member



AUDITOR

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