

November 21st 2023

Business Plan 2024 - 2026

Unidata



Unidata Group at a glance

01

Strategy

02

2026 Financial Targets

03

Innovation & Research

04

ESG Goals

05

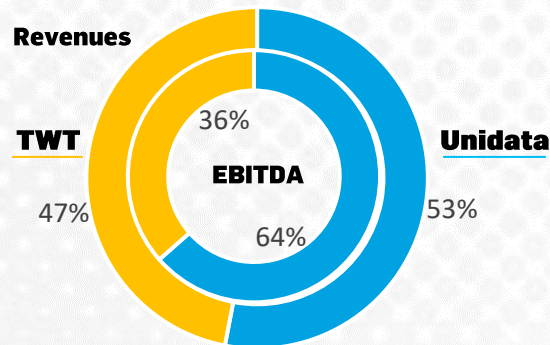
Closing Remarks

06

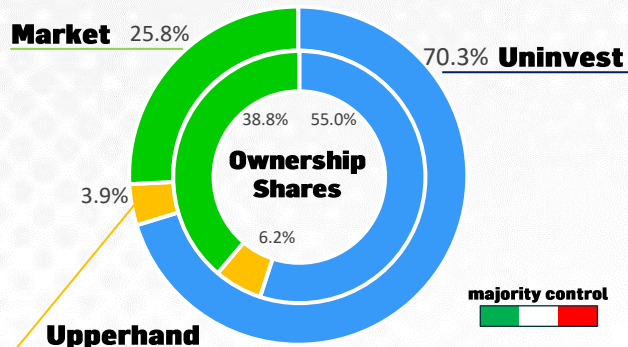


Unidata Group at a glance

MANAGEMENT DATA FY2023E



VOTING SHARES



COMPANIES-PRIVATE-EMPLOYEES

54.000+
CUSTOMERS
among the
market
segments:

CORPORATE
WHOLESALE
RESELLER
PA
CONSUMER



209
employees
between

ROME
MILAN
BARI

NETWORK



6.000+ Km of **INFRASTRUCTURE**
500.000+ Km of **FIBRA**
H.U. in **FIBRA** ready **400.000+**

700.000+ **IoT** devices
connected in 2024-2025

2.732.000 population of municipalities
by **IoT** connected in 2024-2025



2 DATACENTER

Milan
Roma

TIER IV compliant

R&D



R&D dedicated
Hi-Tech solutions

Certifications



ESG & Benefit Company



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Global Mega Trends

The Global **Mega Trends**
to **catch**
the **Change**

- 
1. SOCIAL TRENDS
 2. CONNECTIVITY & CONVERGENCE
 3. COGNITIVE ERA
 4. SMART IS THE NEW GREEN
 5. NEW BUSINESS MODELS
 6. ECONOMIC TRENDS
 7. INNOVATING TO ZERO
 8. FUTURE OF INFRASTRUCTURE DEVELOPMENT
 9. FUTURE OF RETAIL
 10. FUTURE OF ENERGY
 11. HEALTH & WELLNESS
 12. URBANIZATION: CITY AS A CUSTOMER
 13. FUTURE OF MOBILITY

Unidata in the Global Mega Trends to 2030

Connectivity & Convergence

2

- Roadmap to 5G and 6G
- Space Connectivity 2.0
- Edge Computing
- Biometrics
- Digital Reality
- Cyber Security
- IoT Services & Pervasive Sensors

Smart is the New Green

4

- Smart Cities
- Smart Factories

Future of Infrastructure Development

8

- Future of Construction Autonomy
- Prefabrication/Rise of Modular Buildings
- Advanced Water Solutions
- Future of Smart Infrastructure

Cognitive Era

3

- Computing Intelligent
- Digital Assistants
- Robotic Workers
- Future of Devices

New Business Models

5

- Data as a Service – Monetization Business Models
- Servitization – Pay as you Go
- Everything-as-a-Service (XaaS)
- Freemium model Online-to-Offline

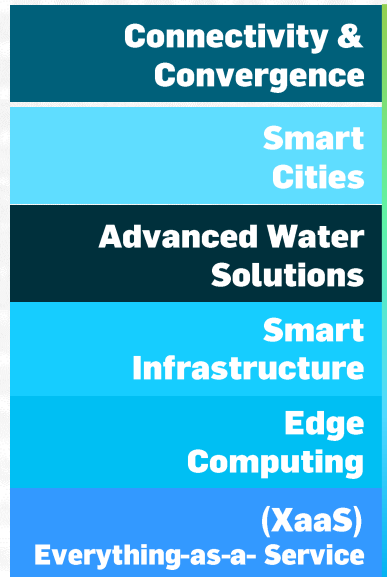
Future of Mobility

13

- Integrated Mobility Solutions
- Electric vehicles and Infrastructure

Strategy – The Industrial Path

«the **6** Focus» for UNIDATA



BUSINESS DEVELOPMENT on NATIONAL SCALE



Commercial **development**
based on **techno-digital**
transformation of companies,
private individuals and Public
Administration



Implementation of
Complex Fiber-Cloud-WiFi-
IoT **Projects**

INVESTMENTS in STRATEGIC INFRASTRUCTURES



Innovative Networks
Fiber & IoT



Advanced **Data Center**



Strategic **connectivity** for the
Mediterranean

Operations

Network & Engineering

«State of the Art»
Native Cloud Infrastructure

Datacenter & Cloud

Investment in 2024
«Future Proof»

IT & SW

No Software Legacy and
process Automation

Customer Operation

High and constant service
standard as volumes increase

Evolution and Modernization

up to **100k** customers

10/25 gbps services

Infrastructure evolution and services

virtualization system
Xaasability

New **e-commerce**
solution

Automation Process and legacy overcoming

Standardization of the
software park with standard
market solutions

Reduction of development
costs with **Make or Buy**
strategy

Focus on service, efficiency and specialization

investments in **human**
resources, skills and
automation

Specialization of
2° level teams

Joint Ventures

Partecipation in Strategic Infrastructures

30% of Unifiber
with **CEBF**

33.33% of Unitirreno
with **Azimut**

25% of Unicenter
with **Azimut**

Total UNIDATA investment

24/30 €mln

12 €mln already conferred as of September 2023



Fiber coverage of Grey Areas in Lazio

200.000u.i. in **grey** areas

90€mln total investment
of which **37€mln** equity
of which **7€mln** from **UNIDATA**



Submarine Cable from Mazara del Vallo to Genova

890km cable lenght

80€mln total investment
of which **36€mln** equity
of which **12/18€mln** from **UNIDATA**

UNICENTER

New sustainable Green Data Center

3200 rack

110€mln total investment
of which **57€mln** equity
of which **5,7€mln** from **UNIDATA**

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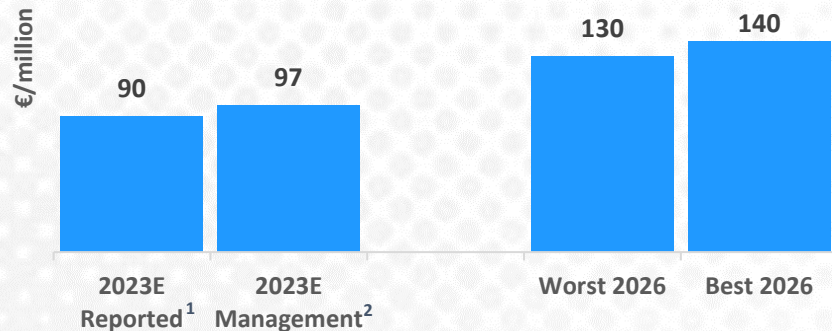
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2026 Financial Targets

REVENUES

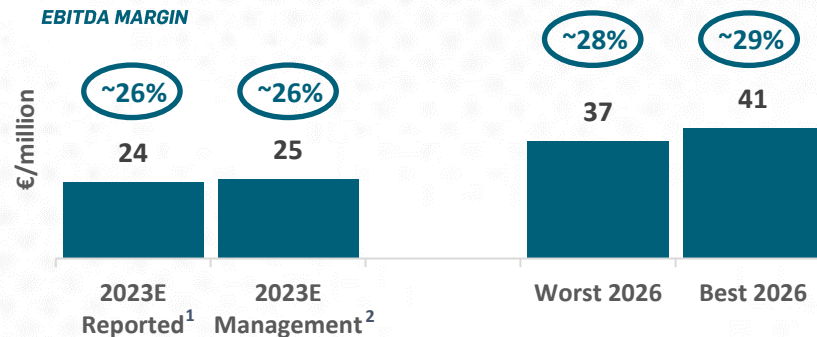
CAGR 2024-26 **11%**



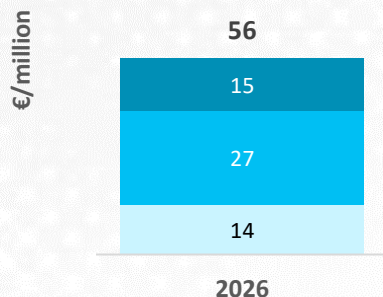
EBITDA

CAGR 2024-26 **17%**

EBITDA MARGIN

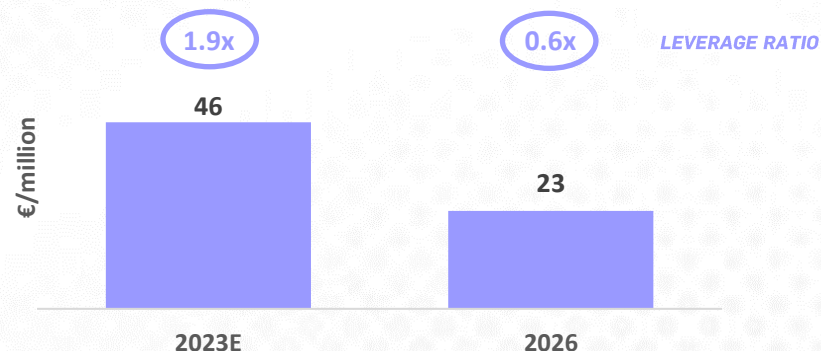


CUMULATED CAPEX 2024-26



■ CUMULATED-INTANGIBLE CAPEX ■ CUMULATED-MATERIAL CAPEX ■ CUMULATED-FINANCIAL CAPEX

NET FINANCIAL DEBT



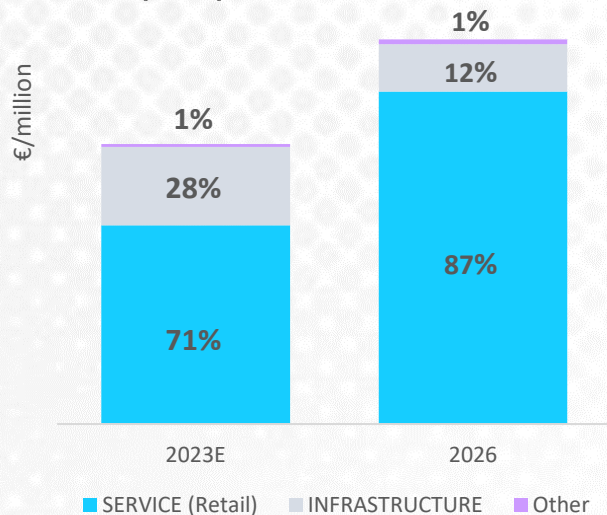
1) Reported Data include 12 months of Unidata and 9 months of TWT Group; 2) Management Data include 12 months of both Unidata and TWT Group.

2026 Revenues breakdown

REVENUES MIX by Business Line

CAGR INFRASTRUCTURE 2024-2026 - 15%

CAGR SERVICE (Retail) 2024-2026 - 19%

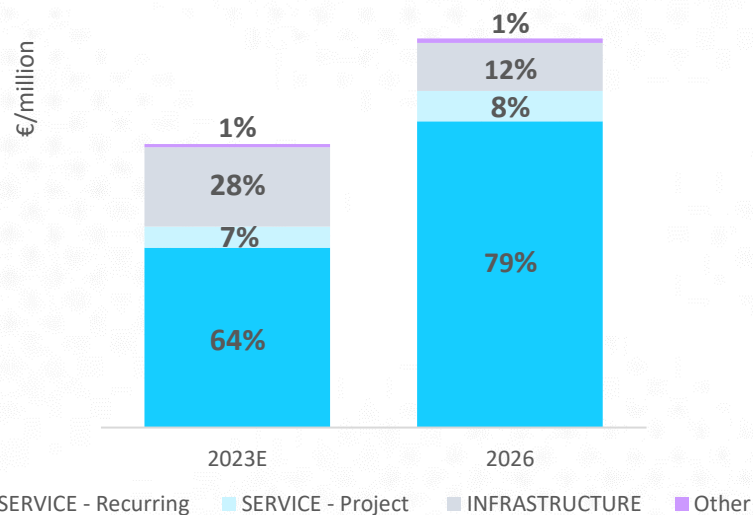


Over time the Mix of contribution to Total Revenues changes in favour of a greater weight of Revenues deriving from the **SERVICE (Retail) business line**

- Business
- Consumer
- Wholesale
- Reseller
- Public Administration

REVENUES MIX by Type

CAGR SERVICE (Retail) Recurring 2024-26 - 19%



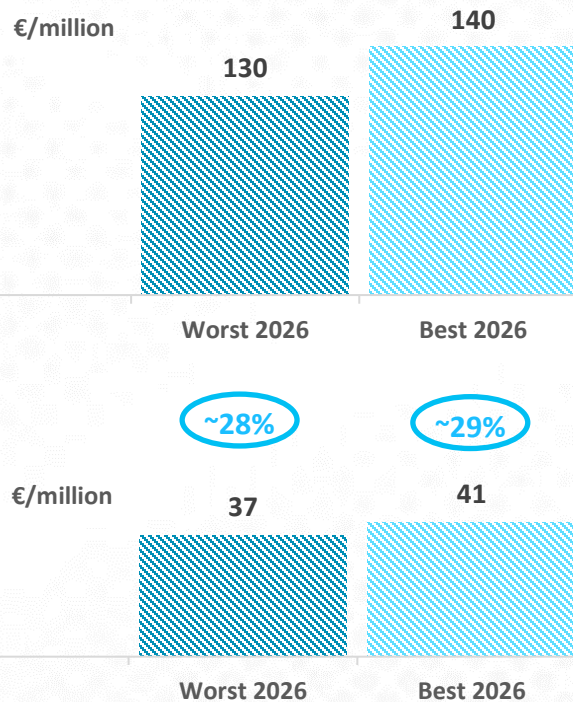
The basis of recurring contracts are the engine of growth together with large Fiber-IoT digital transformation projects

2026 Financial Targets Vs 2025 Targets

2025 Targets - OLD Plan



2026 Targets - NEW Plan



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Innovation & Research

Financing the innovation to manage **risk** and achieve the **expected** level of **results**.

In the **early stage** and **scale up** phase of market, financing (even with external investors) allows to support the investments required by an ambitious objective

2 focus of UNIDATA

A.I. FOR THE IDRIC SMART GRID

ENERGY AND ENERGY COMMUNITIES

Reasons Why

- 1** € mln a non repayable financing (330K per year)
- 2** innovative sectors with at least 1 generating market traction
- 3** projects (national – European)

A dedicated multidisciplinary internal structure

capable of defining, creating and validating an innovation, accompanying it from initial assessments to market traction



The innovation&research area is designed as
«**internal incubator and accelerator**»
of innovative businesses.

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ESG Goals 2024-2026



Fiber in grey and black areas

- New HU OF **+21k**
- New HU UF **+64k**

Roma 5G

- **100** squares connected by WIFI
- **1525** Small Cells

Unitirreno

- **890km** from Mazara del Vallo to Genova with connections at Roma – Fiumicino and Olbia



Personal development

- employment increase **215+** units
- Women from **28%** to **32%** of the total
- increase of the under **30**

Training

- **+46%** of total training hours
- Assessment **90+**% of staff

Welfare

- **+10%** monetary incentive
- **+29%** of smart working days

Evaluation

- company climate measurement
- periodic performance assessment



Savings enabled by IoT metering projects

- 80M m3 of water
- 60GWh of energy

-10% data center consumption

Direct self-production 4+%

95+% energy used from renewables

Mobility manager and contribution to the Sustainable Urban Mobility Plan

12% reduction in the average CO2 emissions by the car fleet

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Closing Remarks

G rowth	+11% Revenues CAGR 2024-2026
E fficiency	+17% EBITDA CAGR 2024-2026
C apex	€ 56 M Total Investments 2024-2026
S oundness	0.6x Leverage Ratio 2026
I nnovation	2/3 projects 2024-2026
S ustainability	95+% Renewable Energy 2024-2026

Growth driven by the **Business, Wholesale and Public Administration** markets

Purchasing optimization, process automation, improvement of technical and commercial contracts

Artificial Intelligence, smart grid, water, energy, environmental sustainability, climate change

Better attention to **environmental impact** and **circular economy**

Investments in new networks and data centers

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