



EURONEXT STAR CONFERENCE

MARCH 19TH, 2024

TODAY'S SPEAKER



Roberto Giacometti

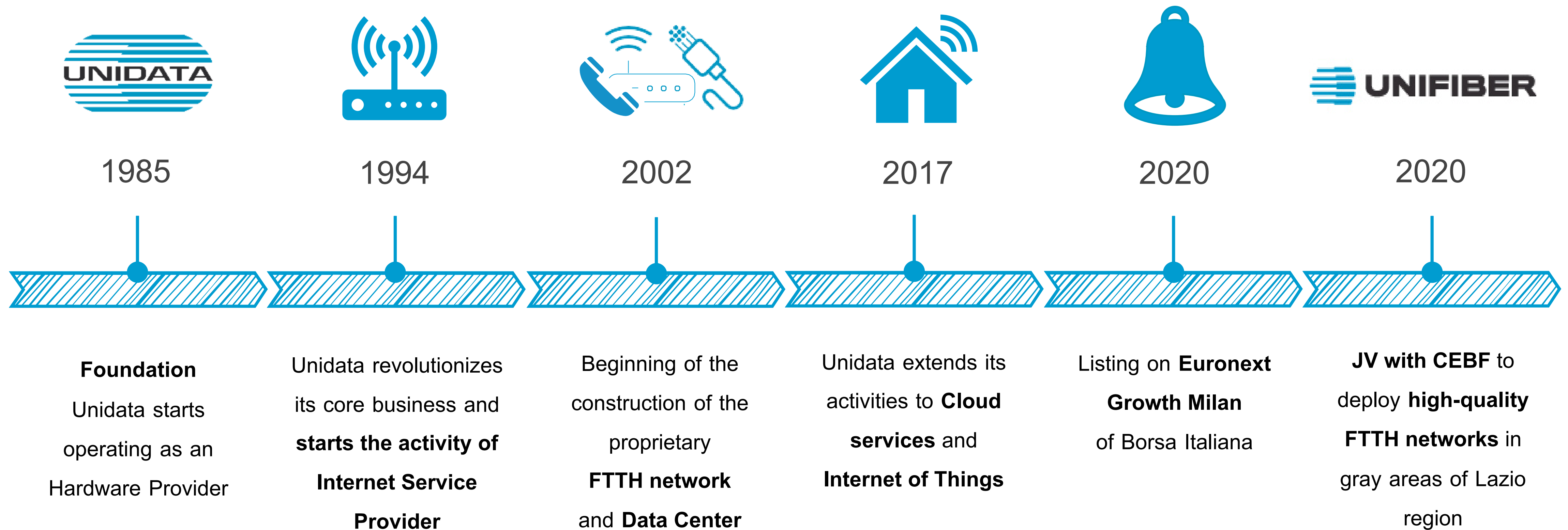
CFO & Investor Relations Officer

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.

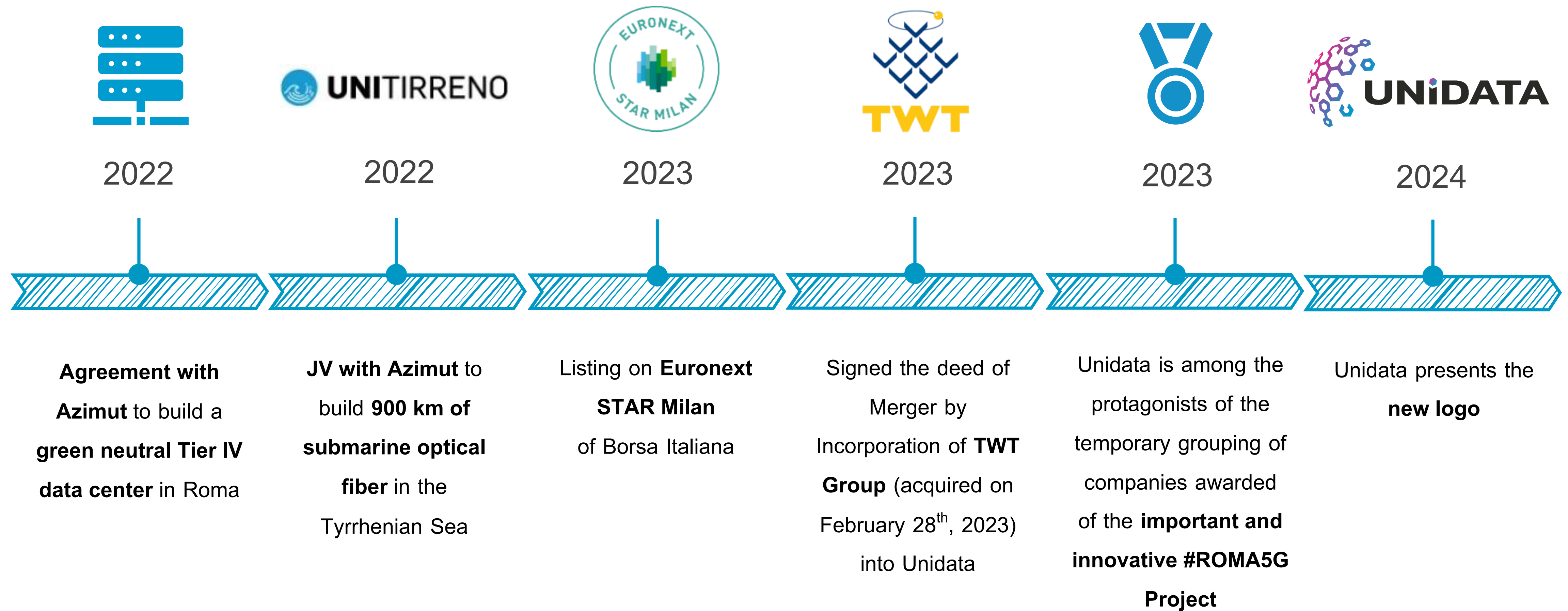
In 2019, he joined Unidata and followed the listing process on EGM, the extraordinary operations and the translisting on EXM - STAR Segment

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 6,200 KM OF INFRASTRUCTURE
OVER 500,000 KM OF FIBER OPTIC

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

400,000 HOUSING UNITS CONNECTED



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 square meters**.



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 & SMART METERING: AWARDED TENDERS



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 tender, part of NRRP funds, equal to **2.7 million Euros**, for a period of **36 months**



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**



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**



Award in **Temporary Grouping of Companies** of the concession for the **implementation and management of the smart metering IoT system** for **Molise region**

Assignment through project financing equal to over **3.0 million Euros** for a duration of **2 years**

ABOUT 18.7 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

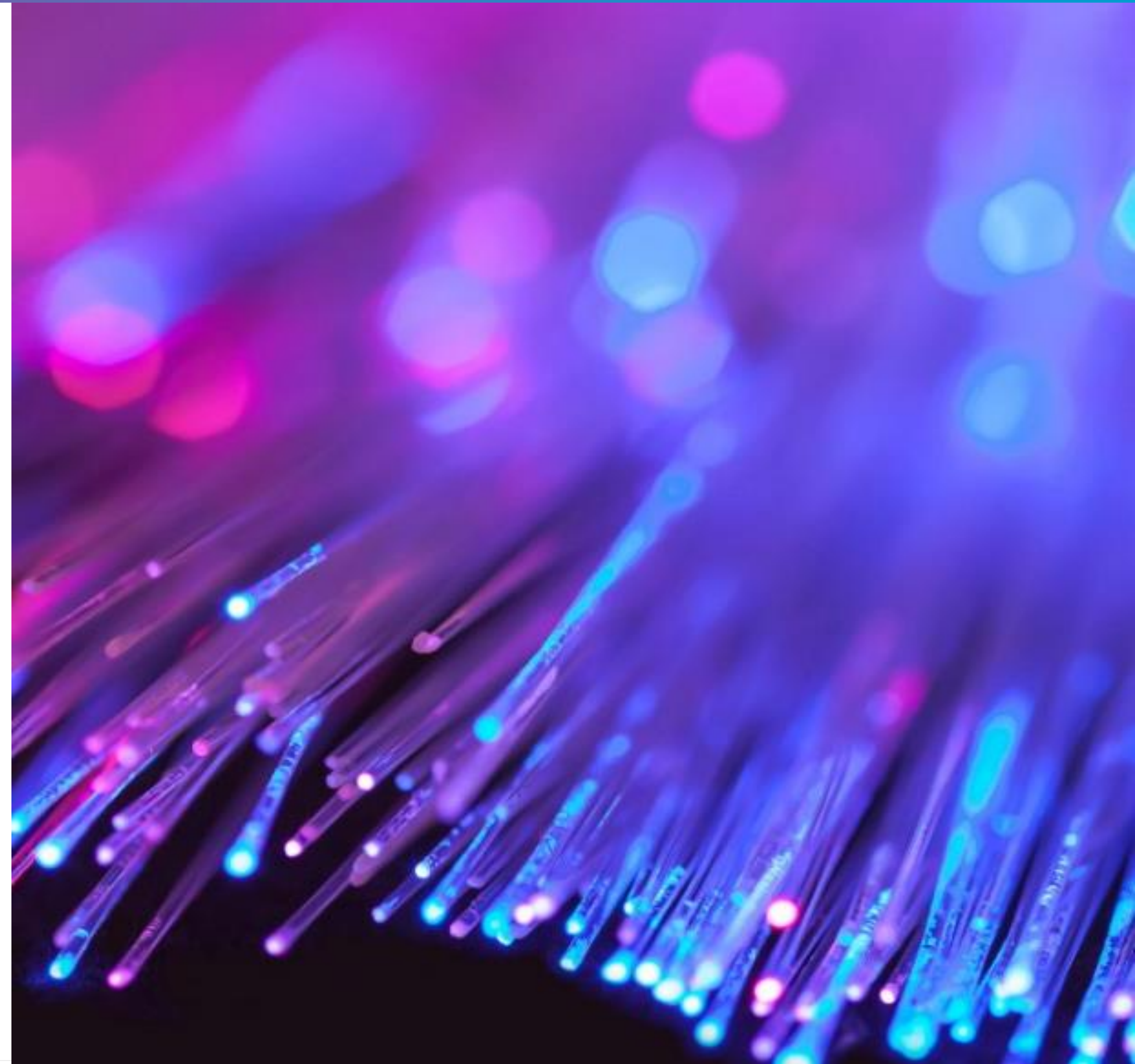
Unidata directly builds the fiber optic network for **Unidata** and **Unifiber** in some key areas, as for instance in the gray areas of Lazio, Puglia, Molise regions.



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



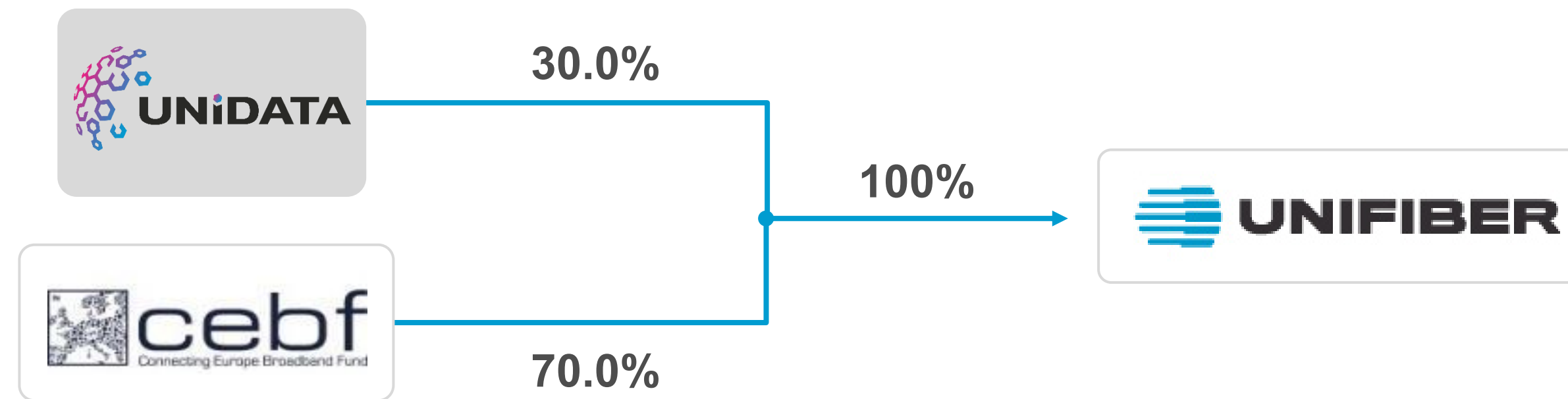
MAIN PROJECTS

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 REGION



Objective	193,000 homes	8,000 businesses

2H 2021	3Q 2023	4Q 2025
Start of the construction of the fiber network	State of the art: 97,816 homes & 1,824 businesses connected	End of the construction of the fiber network

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
~ 11.2%

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

Unidata has an 11% of free equity thanks to its role of industrial partner.

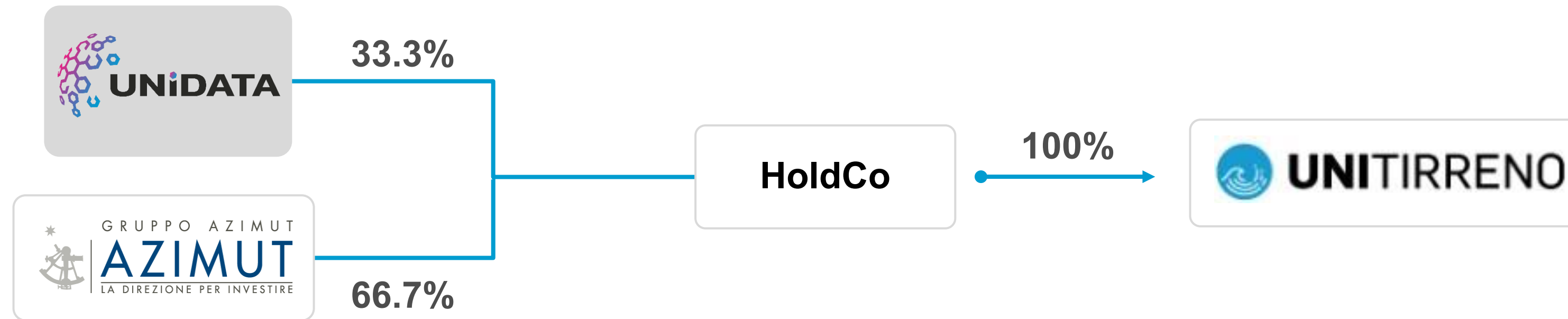
UNITIRRENO (JV WITH AZIMUT)



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



Submarine cable system in the Tyrrhenian Sea of about **900 km** from Mazara del Vallo to Genova, with a junction point near Roma-Fiumicino and one in Sardegna region.



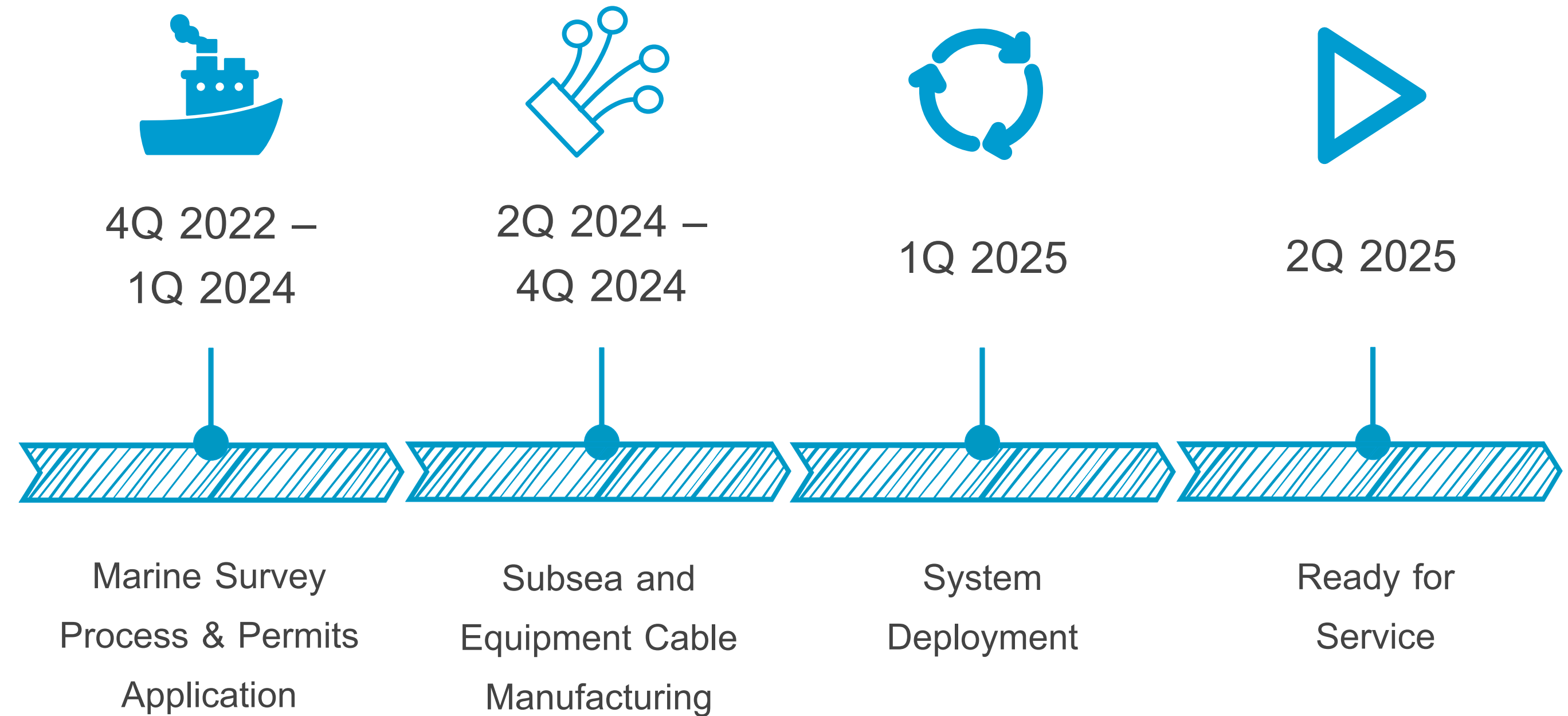
INDUSTRIAL ROLE OF UNIDATA

- ❖ **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
~ 10.7%

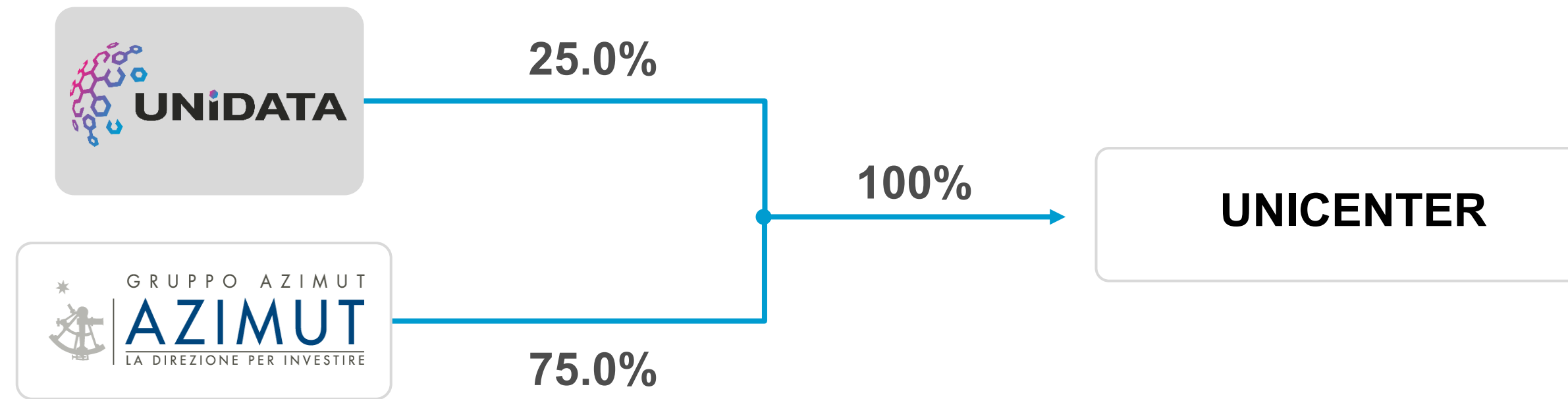
As of September 2023, Unidata already paid Eu 6.5 million out of its total equity investment.


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**



 **UNiDATA** **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, invests 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

As of September 2023, Unidata has not paid any amount of its total equity investment because the project has not yet started.

KEY FINANCIALS

UNIDATA GROUP - PRELIMINARY FY2023

Reported Data¹

Revenues	92.7 M€	+80%
Adj. EBITDA	24.4 M€	+50%
Adj. EBITDA Margin	26.3%	

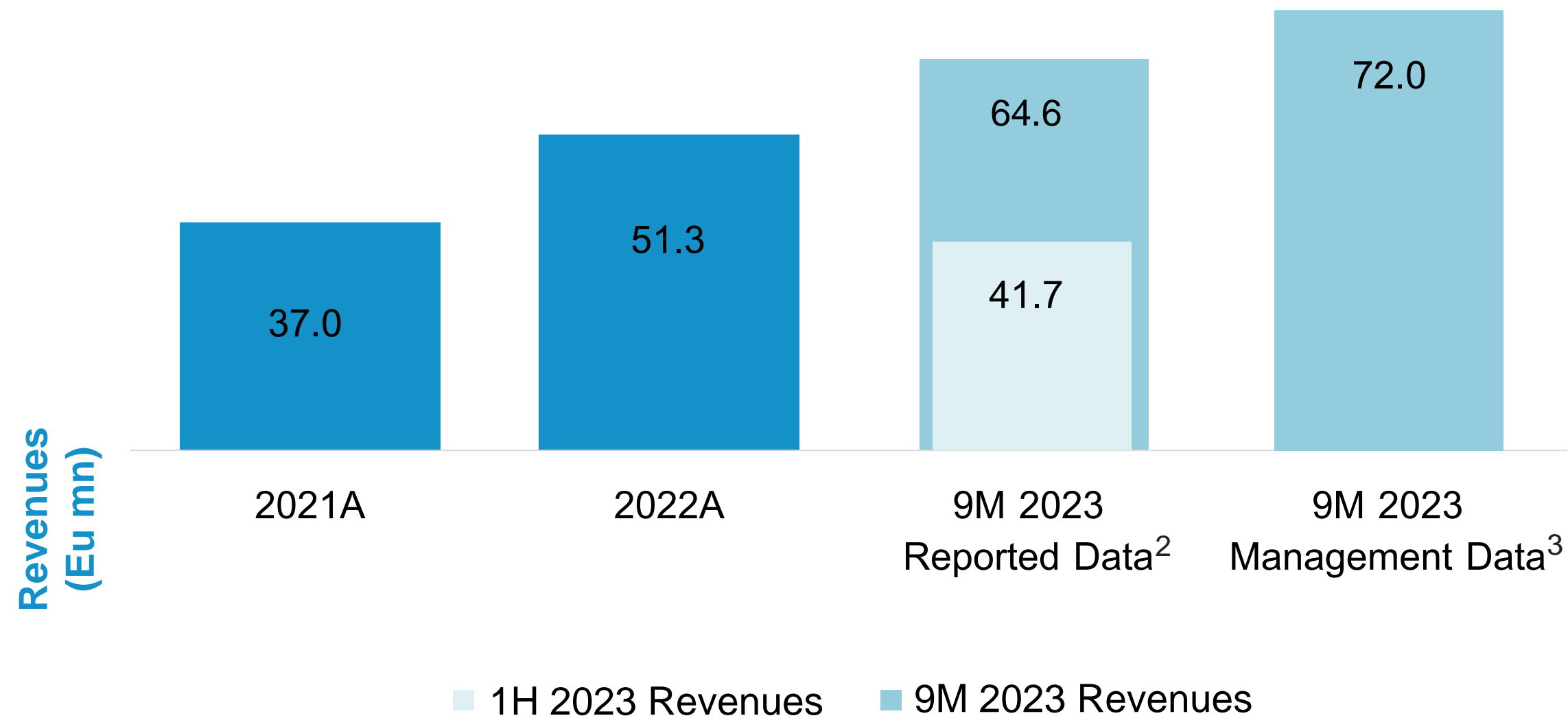
Management Data²

Revenues	100.8 M€	+96%
Adj. EBITDA	25.9 M€	+60%
Adj. EBITDA Margin	25.7%	

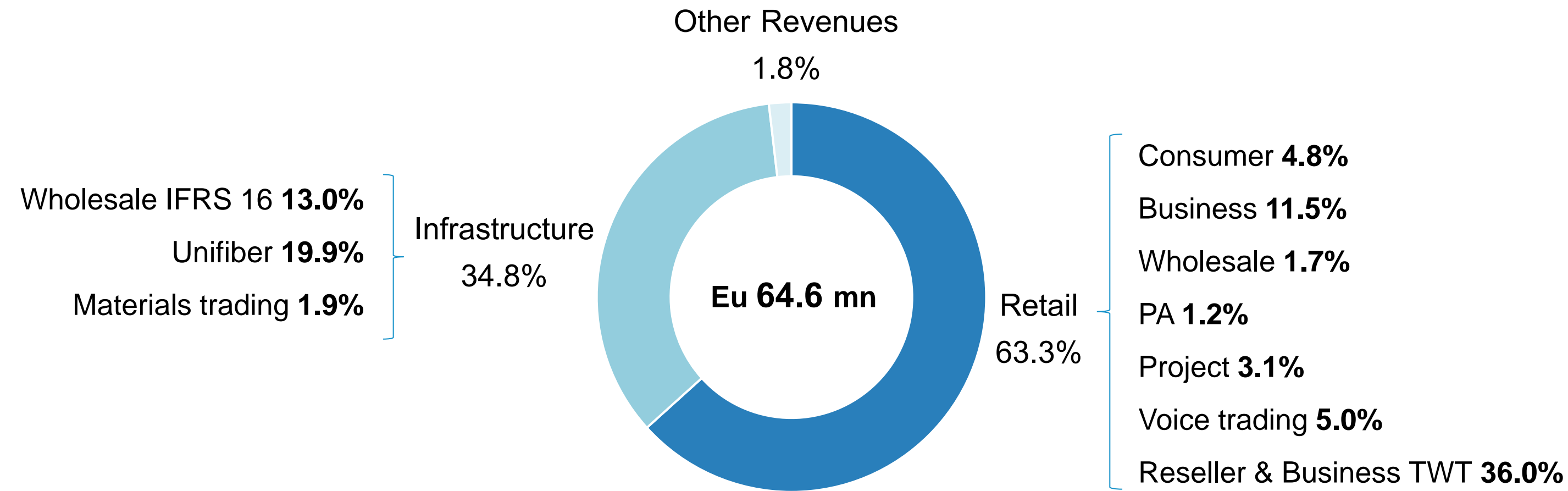
Net Financial Debt	47.9 M€	46.7 M€
	for ESMA purposes	including a secured deposit

STRONG REVENUES GENERATION

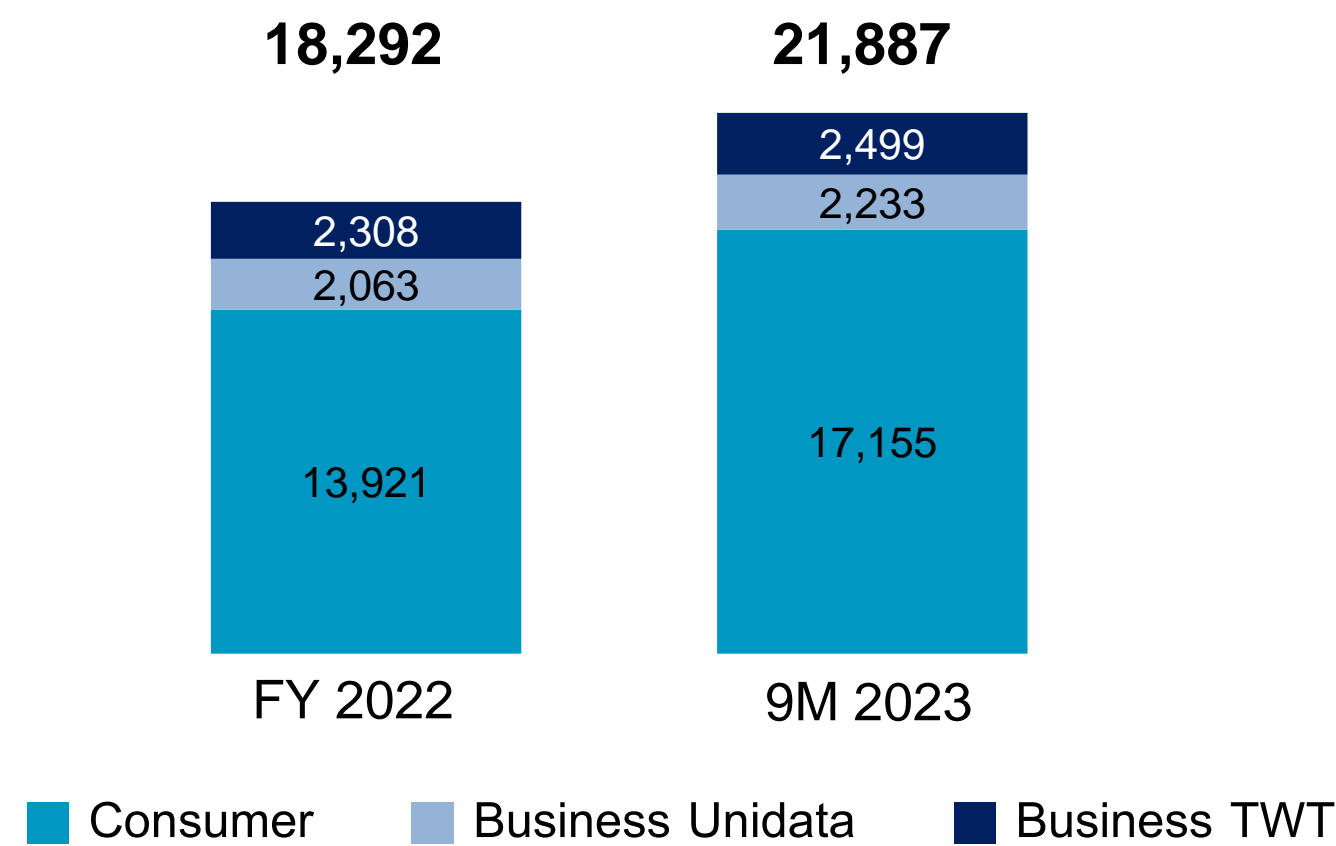
- **Consolidated revenues** strongly increased, thanks to the inclusion of the recently acquired TWT Group in the perimeter.
- **“Stand-alone” revenues¹** showed an excellent result confirming Unidata's solid business model with an increase of about **16.4%**.



Reported Revenues 9M 2023 breakdown



Number of customers 9M 2023



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.

UNIDATA GROUP - CUSTOMERS 9M 2023

21,887

Unidata & TWT Consumer and Business Customers



33,178

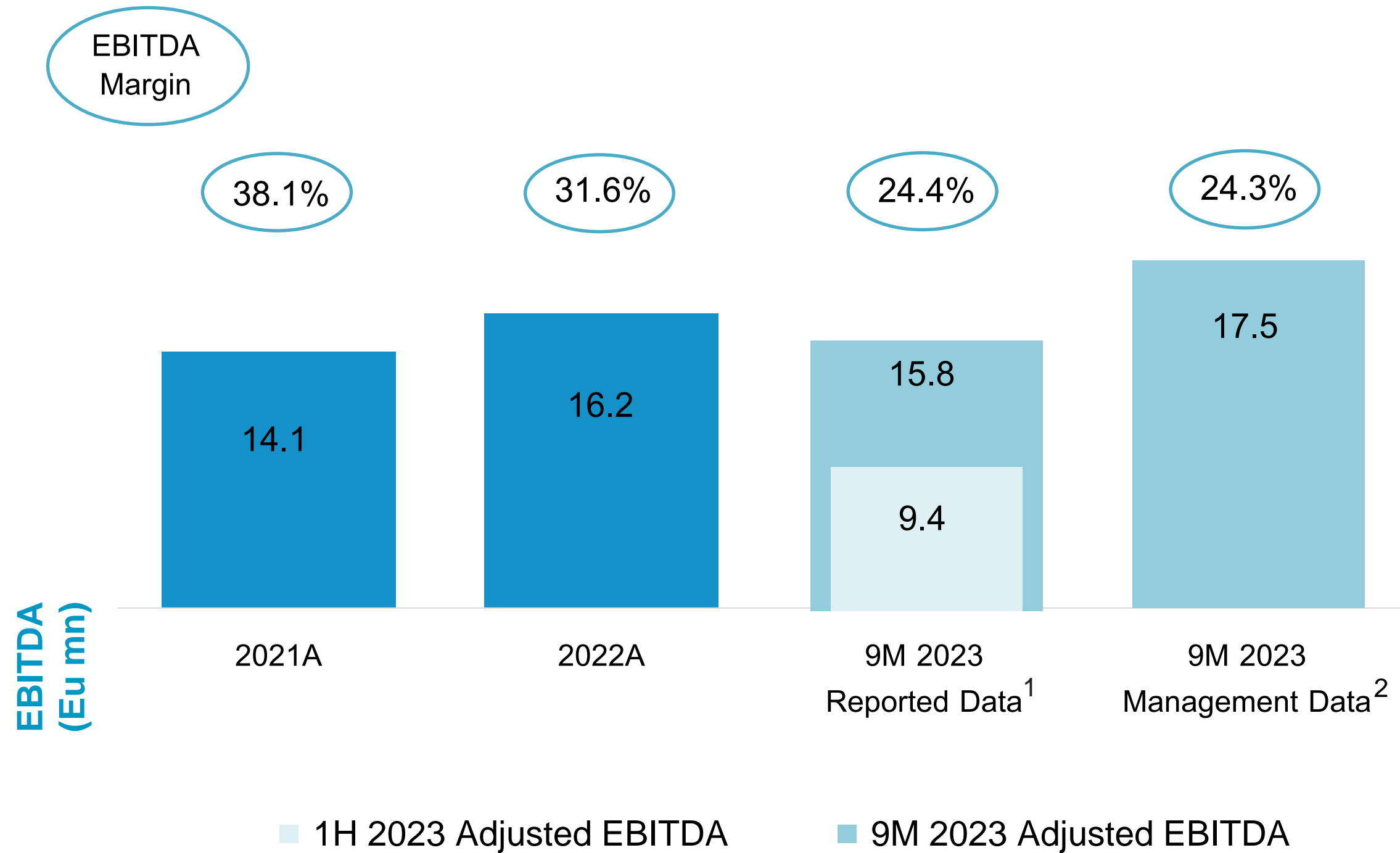
Active lines at national level through a network of about 370 partners



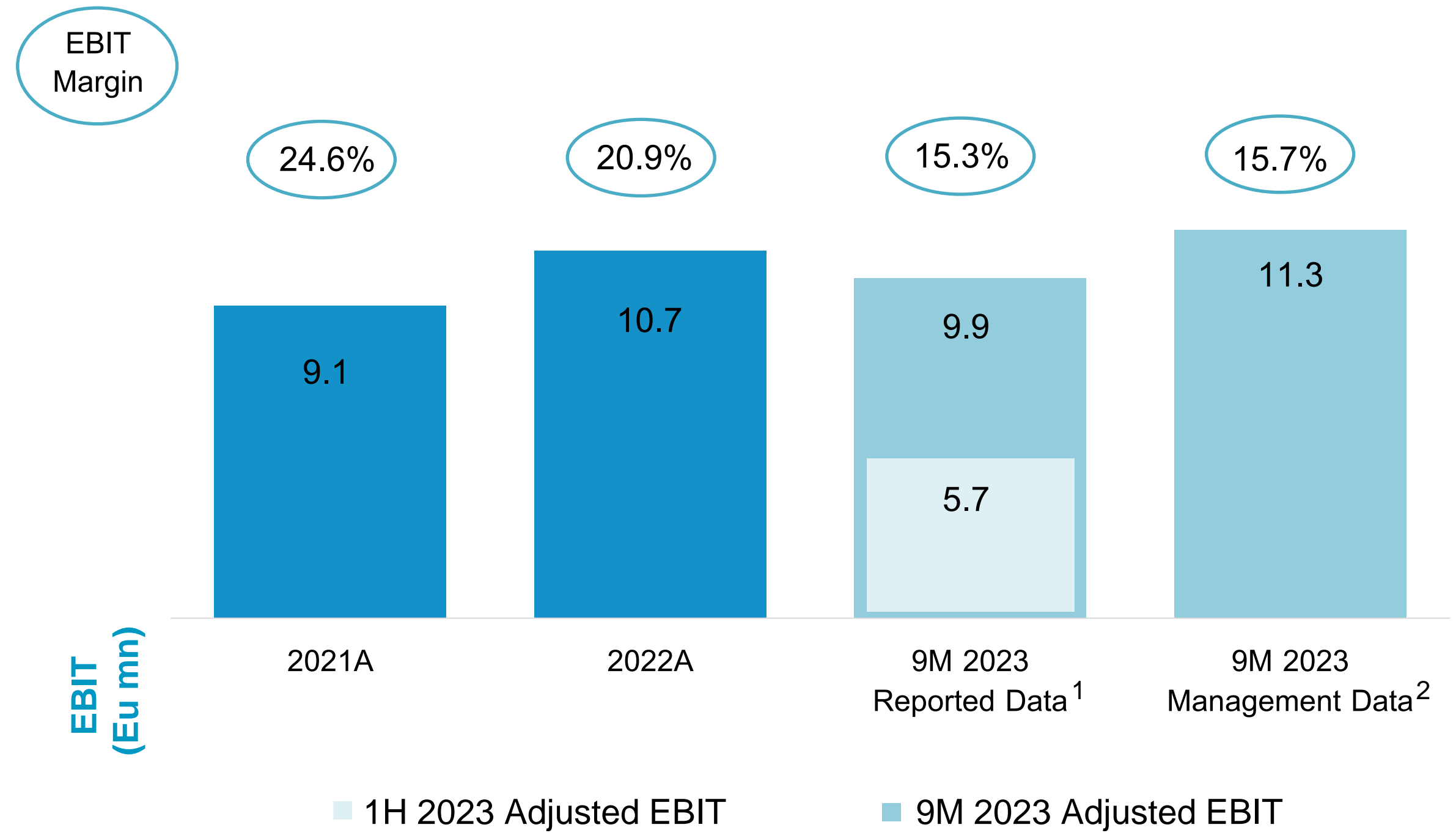
55,065

OUTSTANDING AND CONTINUOUS GROWTH

Adjusted EBITDA & Margin

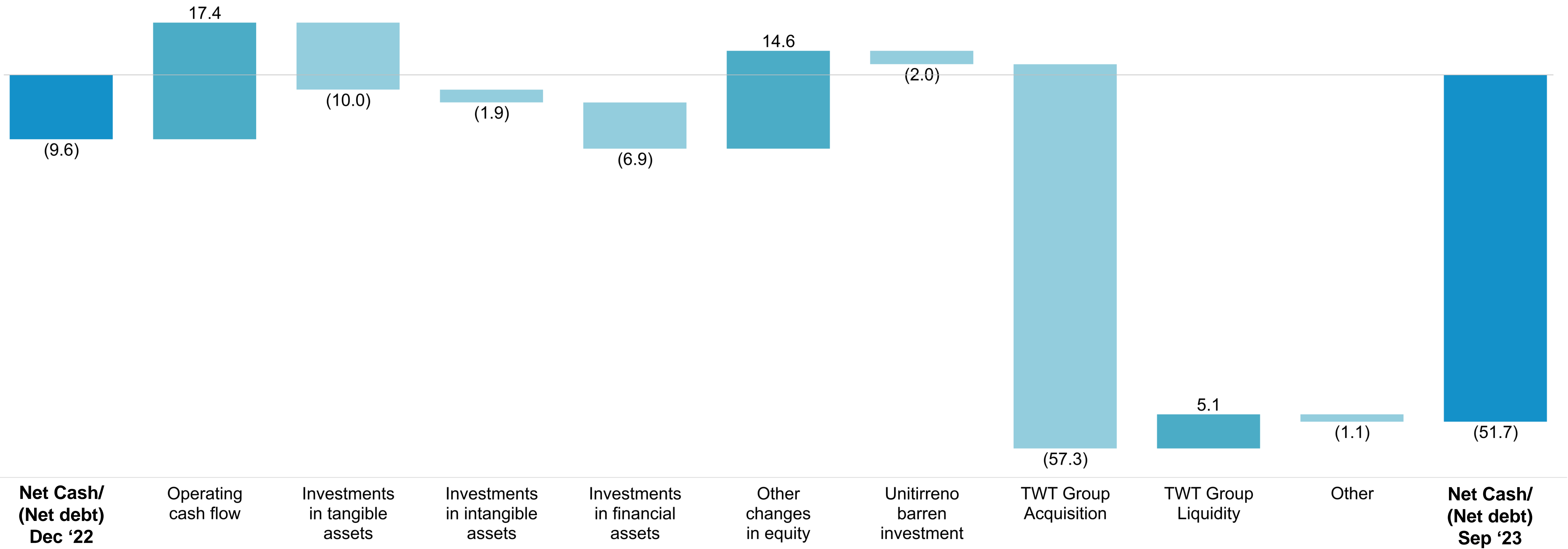


EBIT & Margin



- 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



BUSINESS PLAN

2024 - 2026

STRATEGY - THE INDUSTRIAL PATH

«the 5 Focus»
for UNIDATA

Connectivity &
Convergence

Smart
Cities

Advanced Water
Solutions

Smart
Infrastructure

Edge
Computing

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

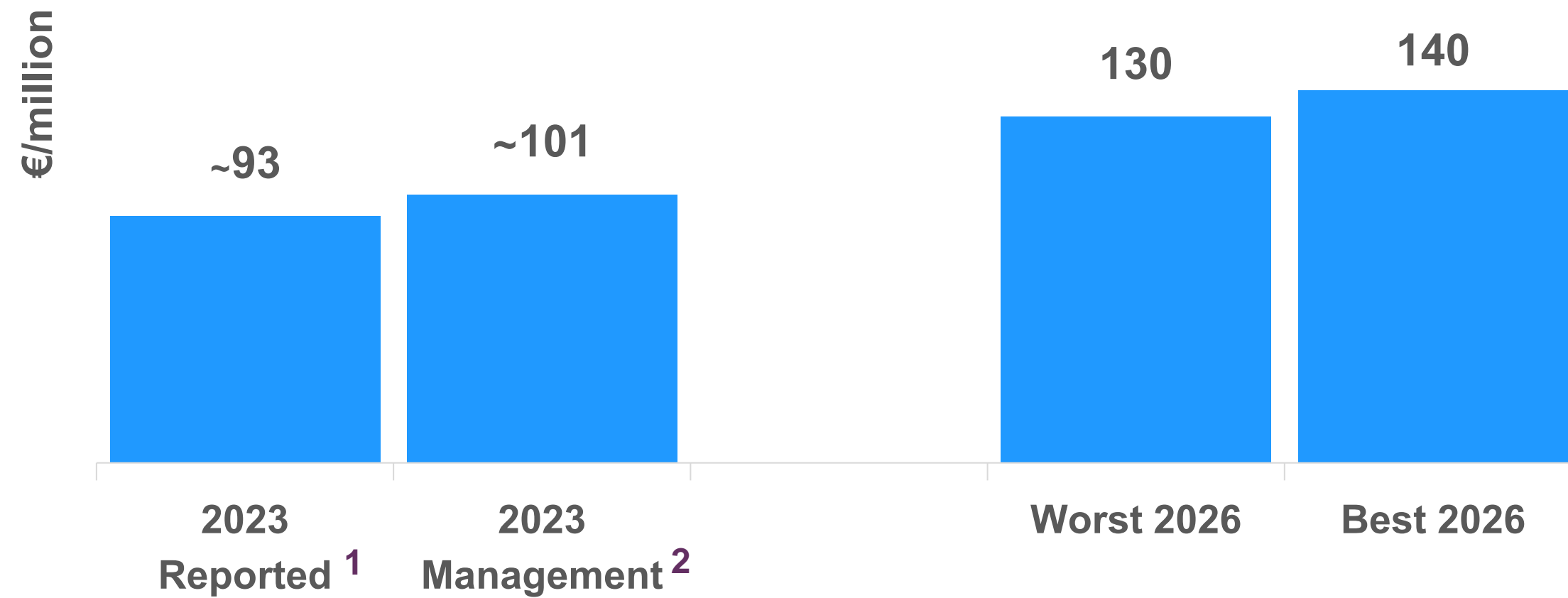


Strategic **connectivity** for
the **Mediterranean**

2026 FINANCIAL TARGET

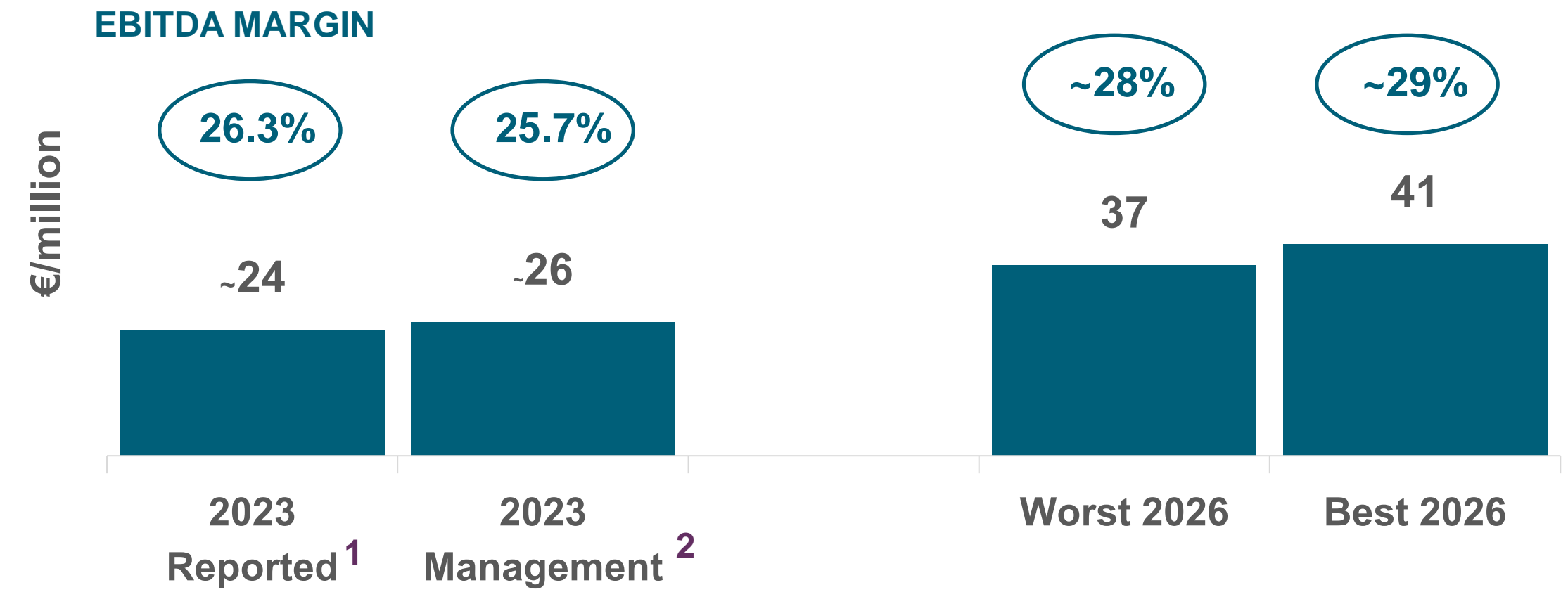
REVENUES

CAGR 2024-26 11%

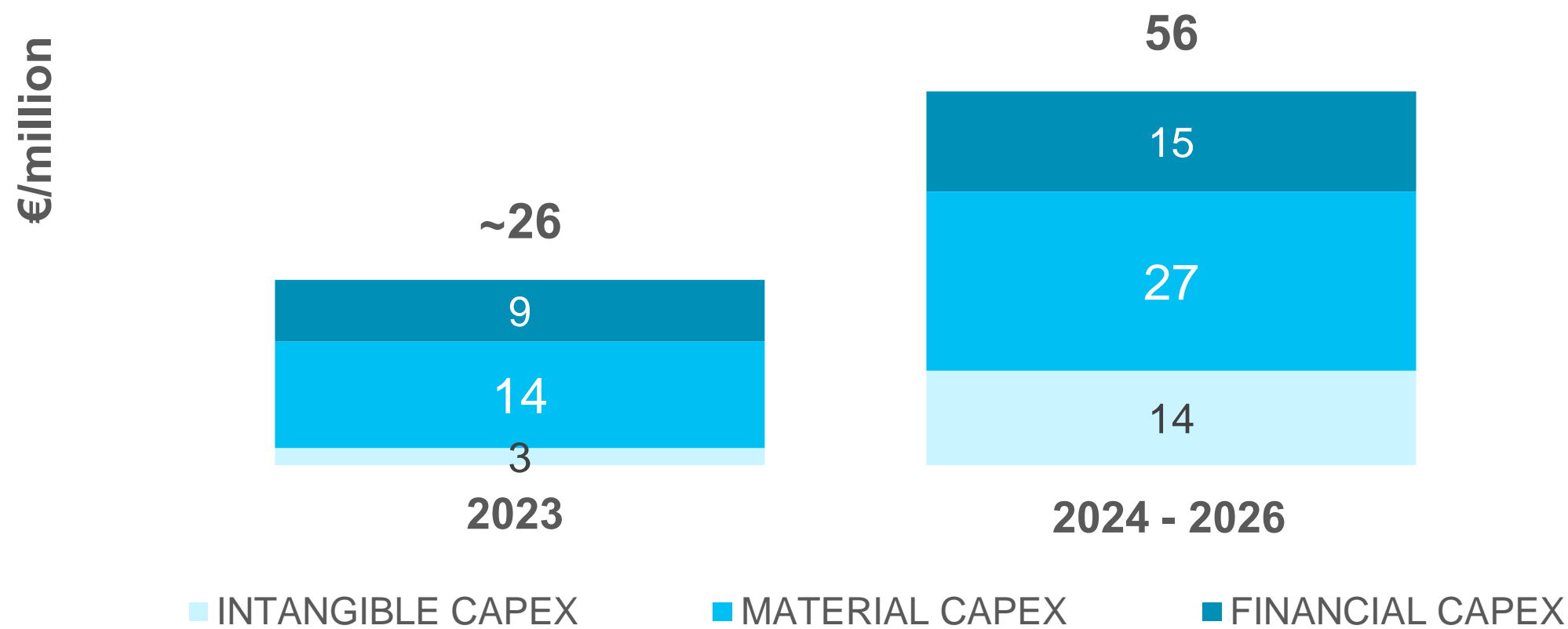


ADJUSTED EBITDA

CAGR 2024-26 17%

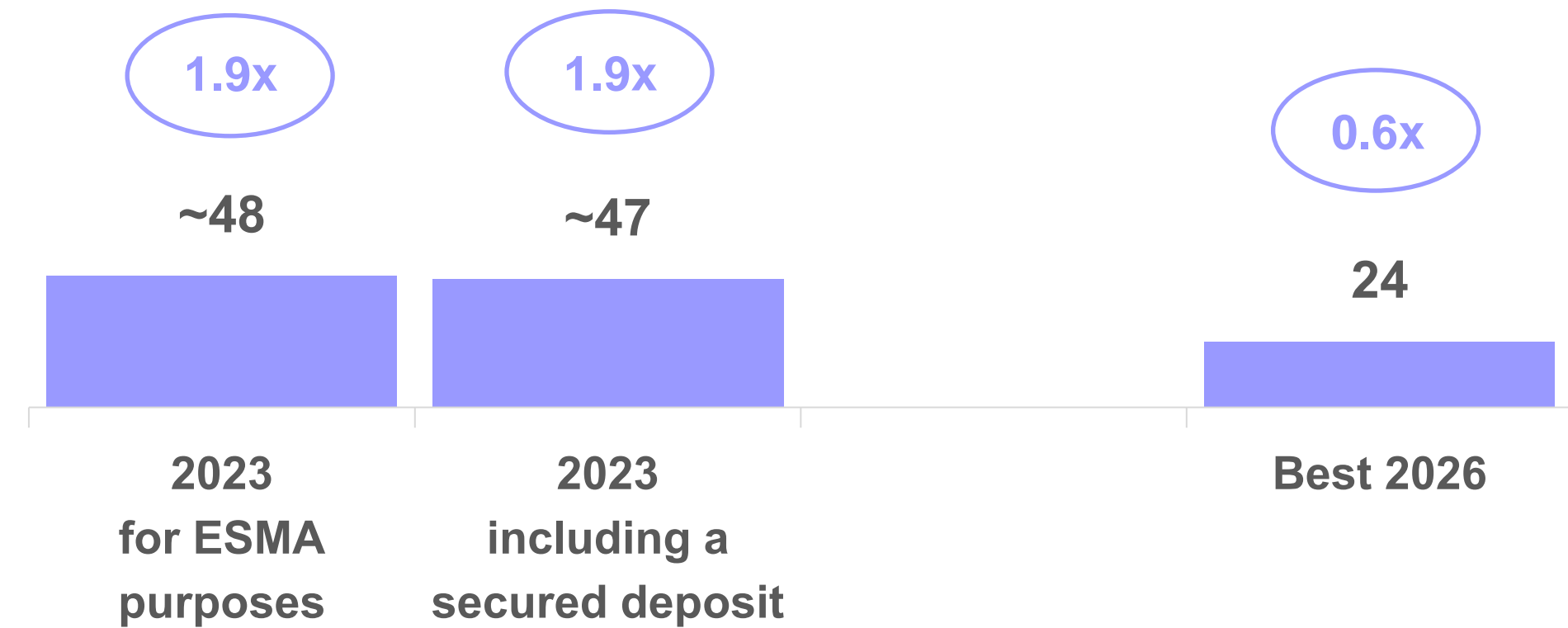


CUMULATED CAPEX 2024-26



NET FINANCIAL DEBT

LEVERAGE RATIO



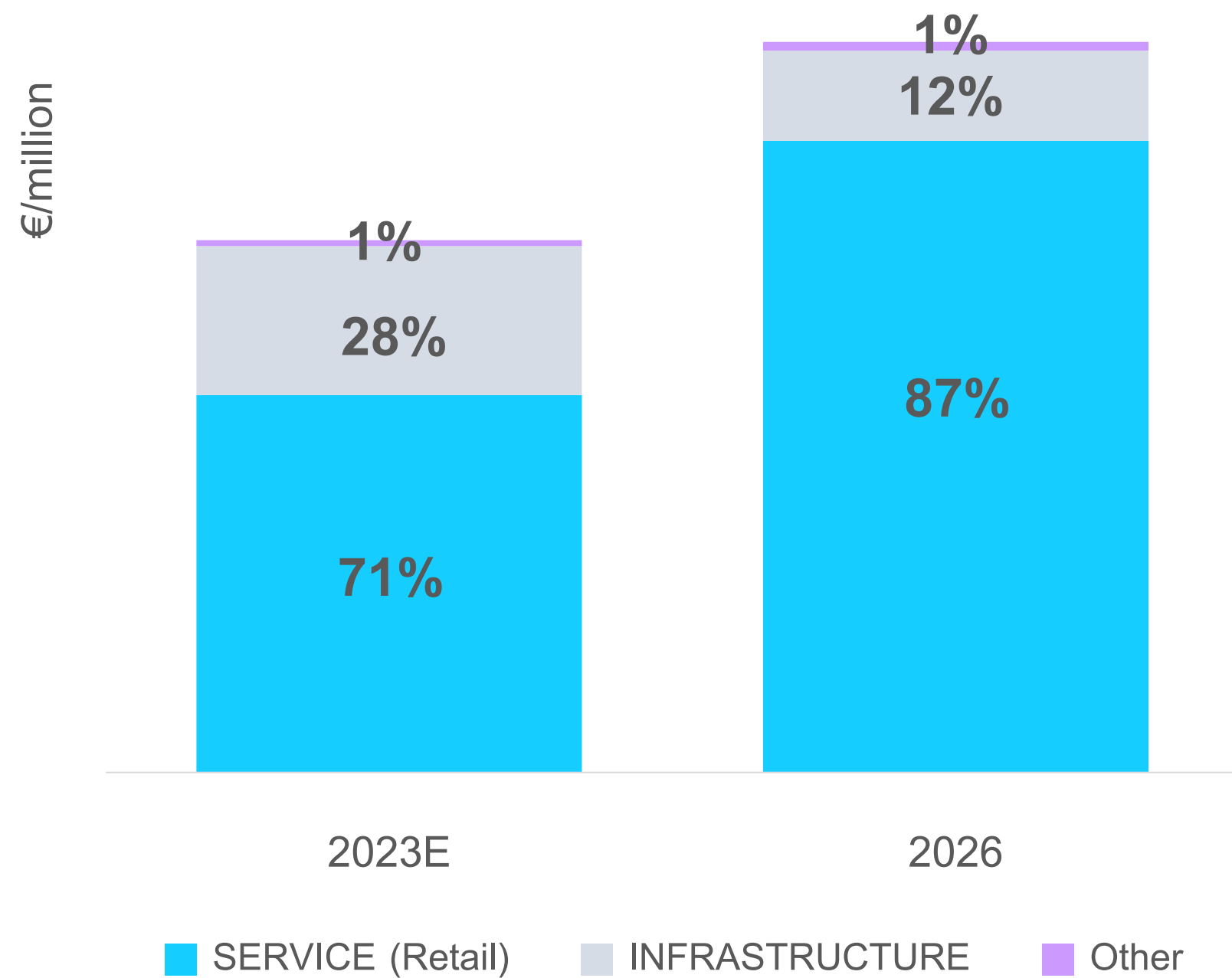
1) Reported Data include 12 months of Unidata and 10 months of TWT Group; 2) Management Data include 12 months of both Unidata and TWT Group.

2026 REVENUES BREAKDOWN

REVENUES MIX by Business Line

CAGR INFRASTRUCTURE 2024-2026 - 15%

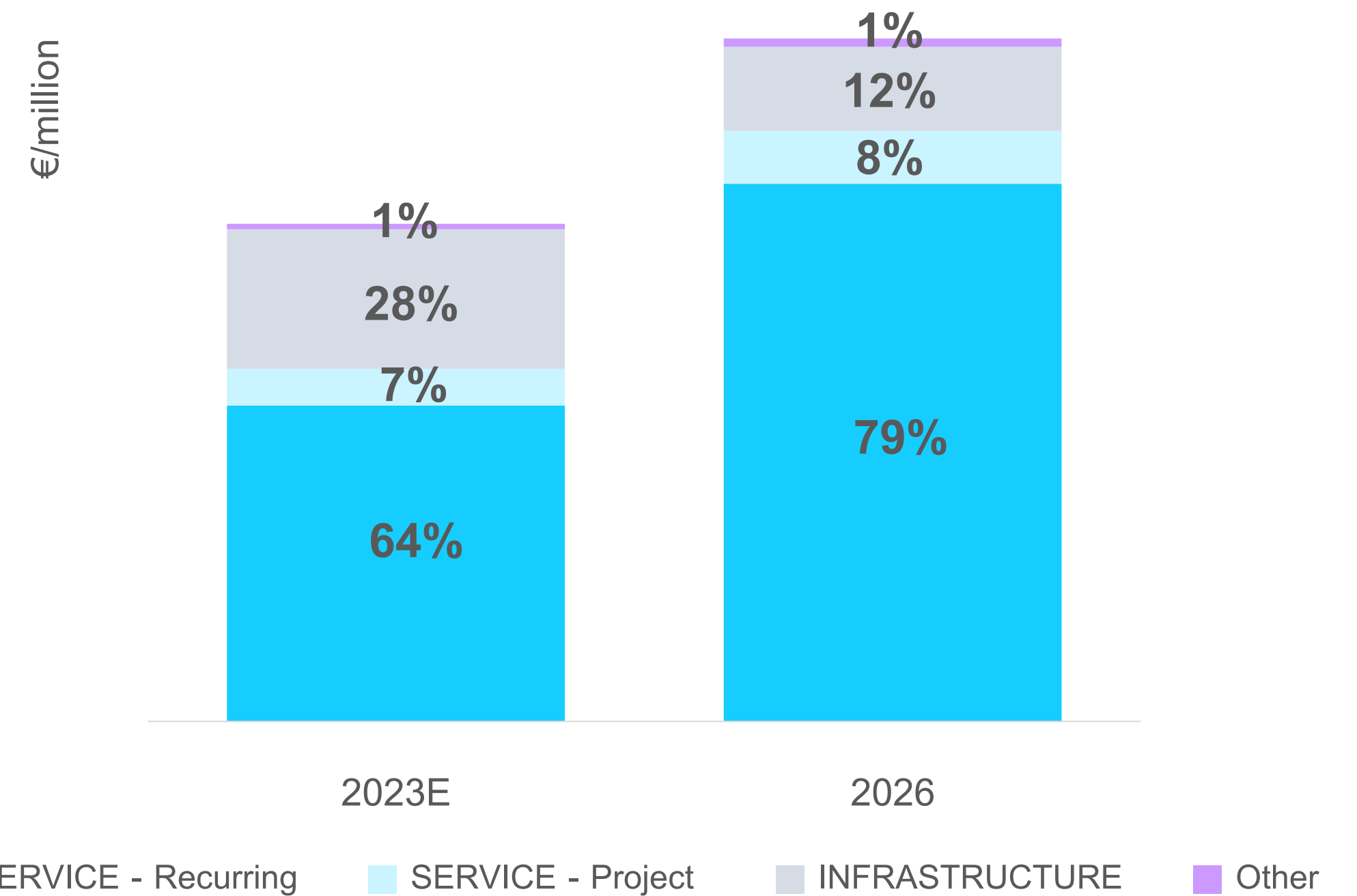
CAGR SERVICE (Retail) 2024-2026 - 19%



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

ESG GOALS 2024 - 2026



Fiber in gray 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

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 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

SUSTAINABILITY

UNIDATA GROUP: A BENEFIT COMPANY

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

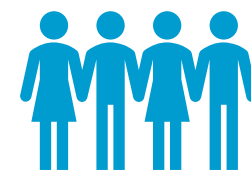
In 2022, Unidata became a **Benefit Company** and published its **1st Impact Report** and **3rd ESG Report**

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

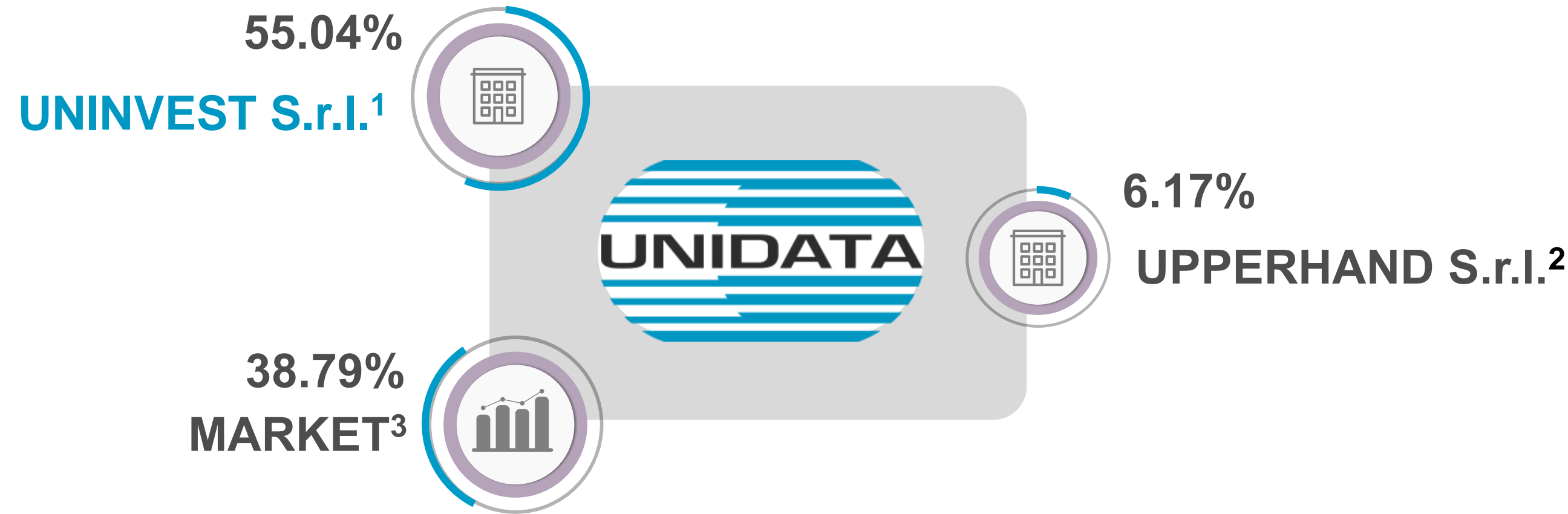
Measurement of corporate climate through surveys

Goals 2023

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

APPENDIX

SHAREHOLDERS AND 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



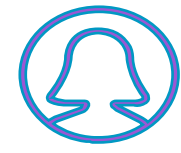
Giampaolo Rossini
CTO



Paolo Bianchi
Member



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



Luigi Rizzi
Auditor

AUDITOR

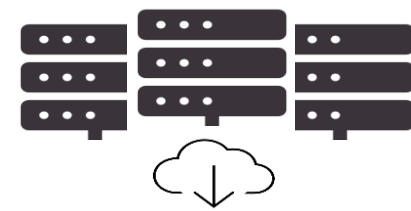


TWT GROUP

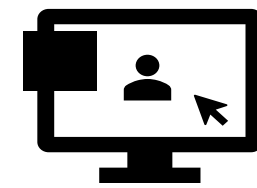
- Founded in 1995 in Milan, **TWT Group** is a primary Italian **TLC, connectivity and ICT services operator** specialized in the **B2B segment**¹
- TWT Group's **vision** is to become a recognized "**atelier of telecommunications**" with a **bespoke B2B offering**



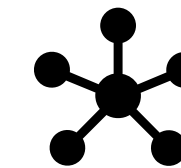
Proprietary optic fiber in Milano telco & to connect datacenter sites



Proprietary datacenter
~650 sqm



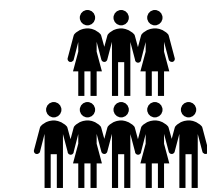
Proprietary platform dedicated to Partners



~ 370 Partners

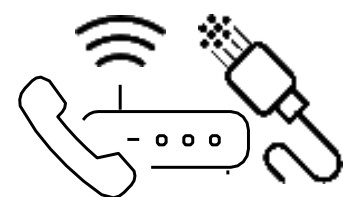


~33,000 Direct & Indirect Lines



~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



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

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