



TECH DAYS

JUNE 13TH, 2024

TODAY'S SPEAKER



Roberto Giacometti

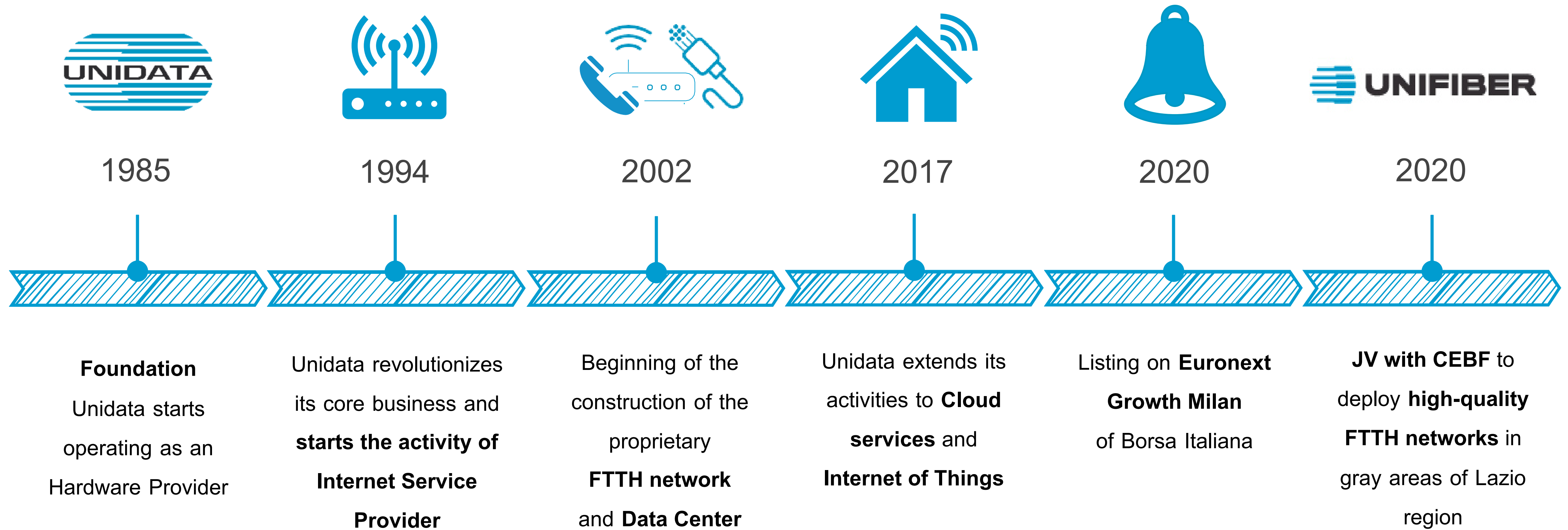
CFO & Investor Relations Officer

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.

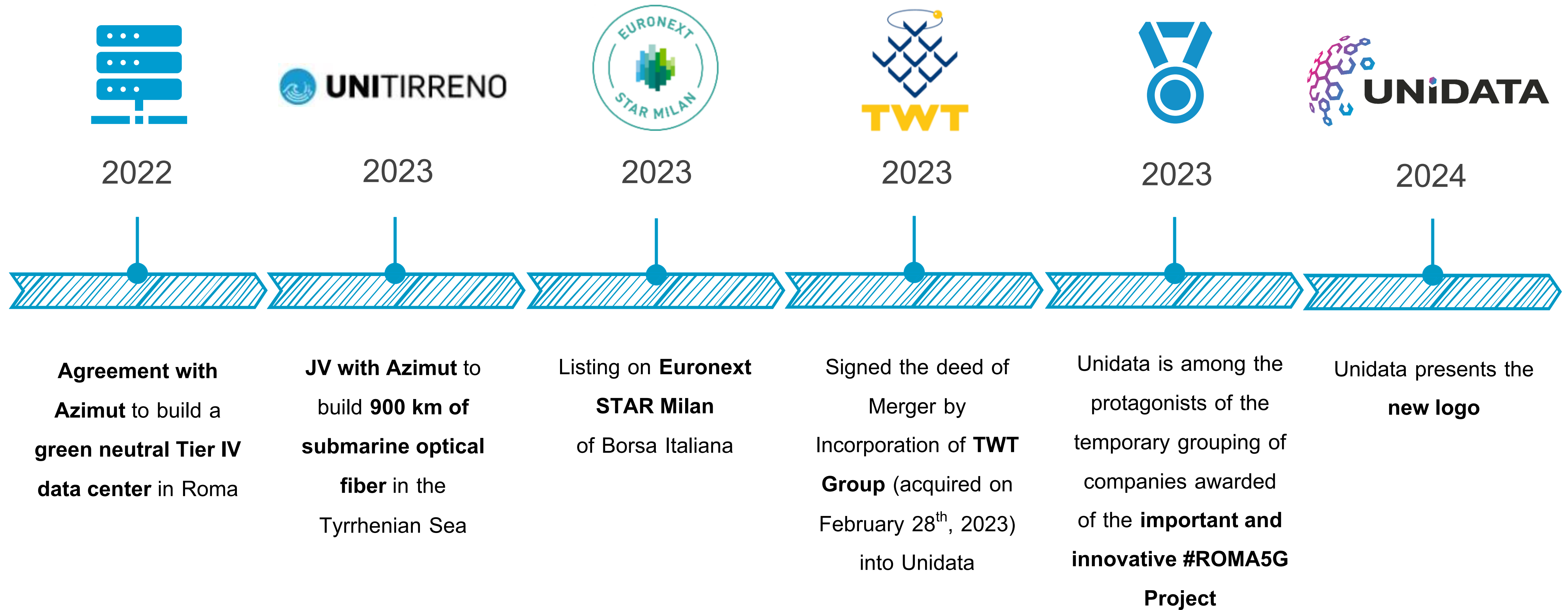
In 2019, he joined Unidata and managed the listing process on EGM, the extraordinary operations and the translisting on EXM - STAR Segment

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).

**ABOUT 7,150 KM OF INFRASTRUCTURE
OVER 500,000 KM OF FIBER OPTIC**

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

446,000 HOUSING UNITS CONNECTED



CLOUD & DATA CENTER

The Unidata Group owns 2 Data Centers (Rome and Milan) 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 in Rome occupies a surface area of **800 square meters** and the one in Milan of **650 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.

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 in **PPP** 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 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 **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**



Award in **Temporary Grouping of Companies** of the concession for the **design and implementation of the remote reading network based on LoRaWan® technology** for **Basilicata region**

Assignment through project financing equal to **0.6 million Euros** for a duration of **2 years**

OVER 19 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:



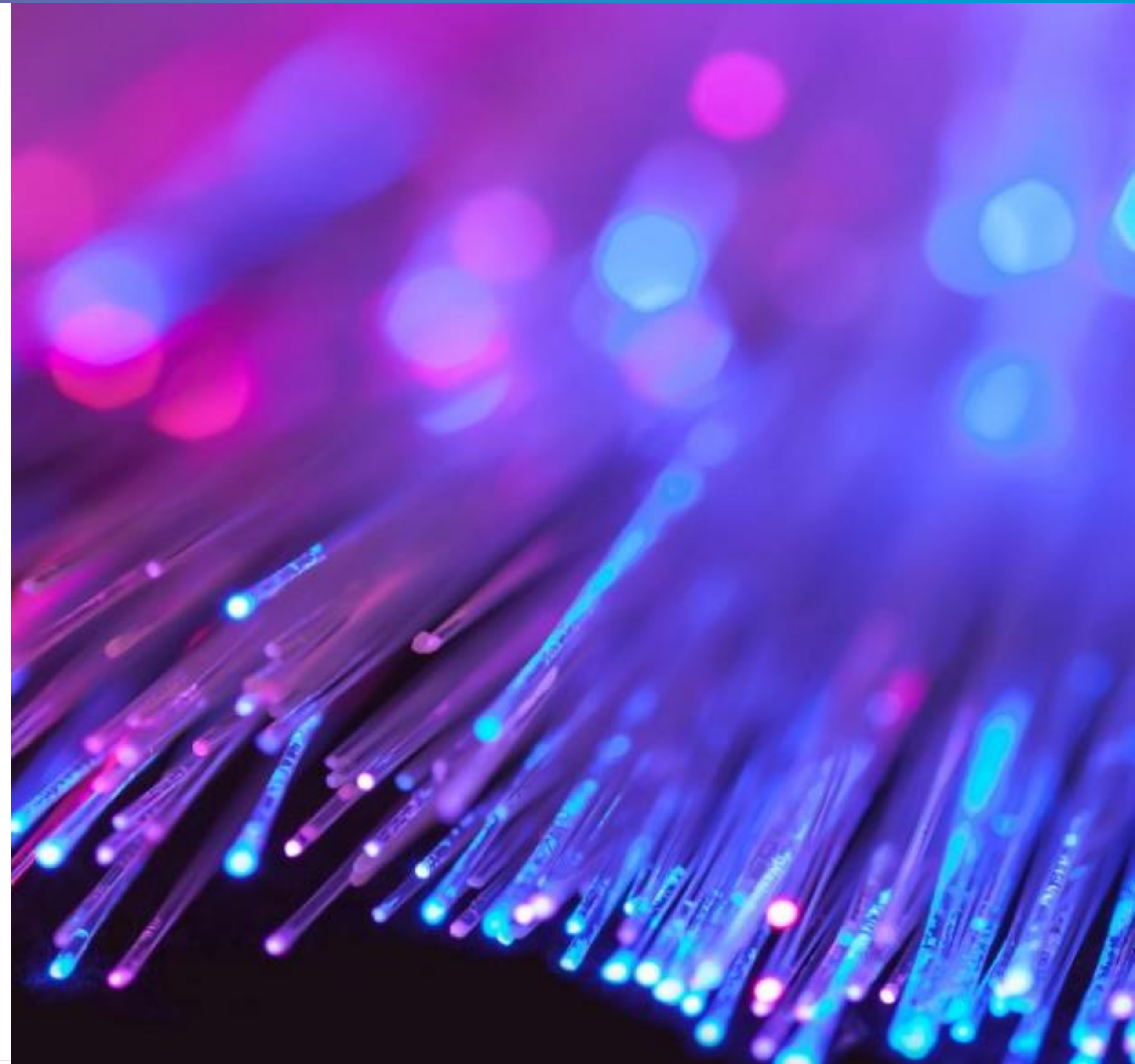
Fiber infrastructure construction

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.



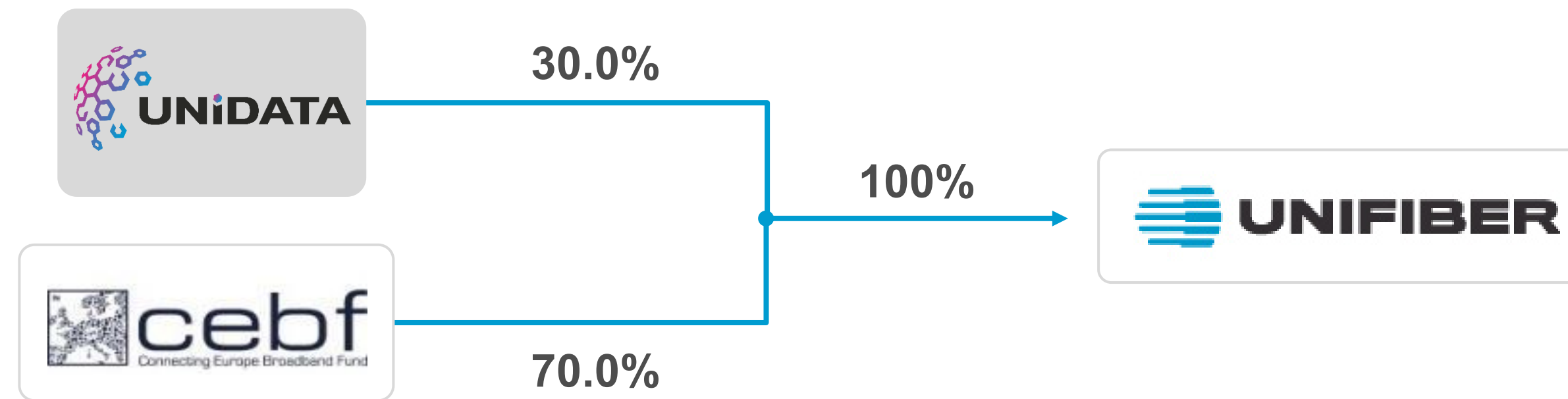
MAIN PROJECTS


UNIFIBER (JV WITH CEBF)



▶ Closing signed in 2020 with **Connecting Europe Broadband Fund (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.



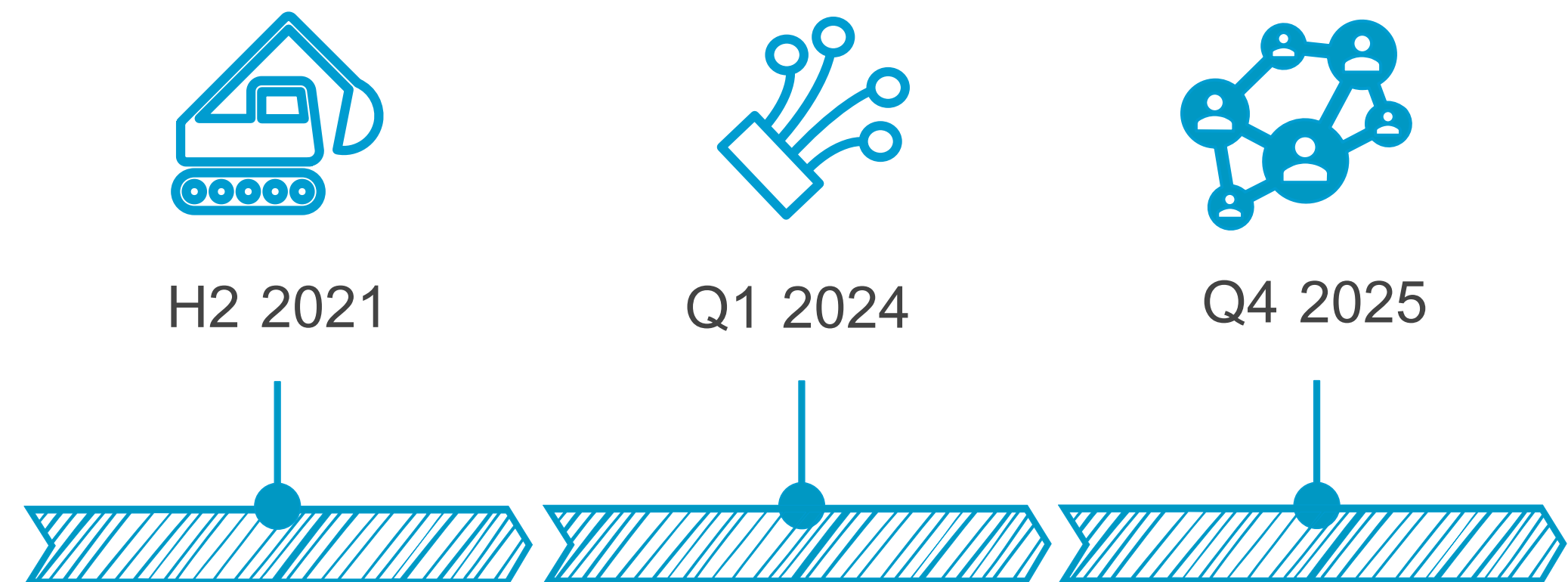
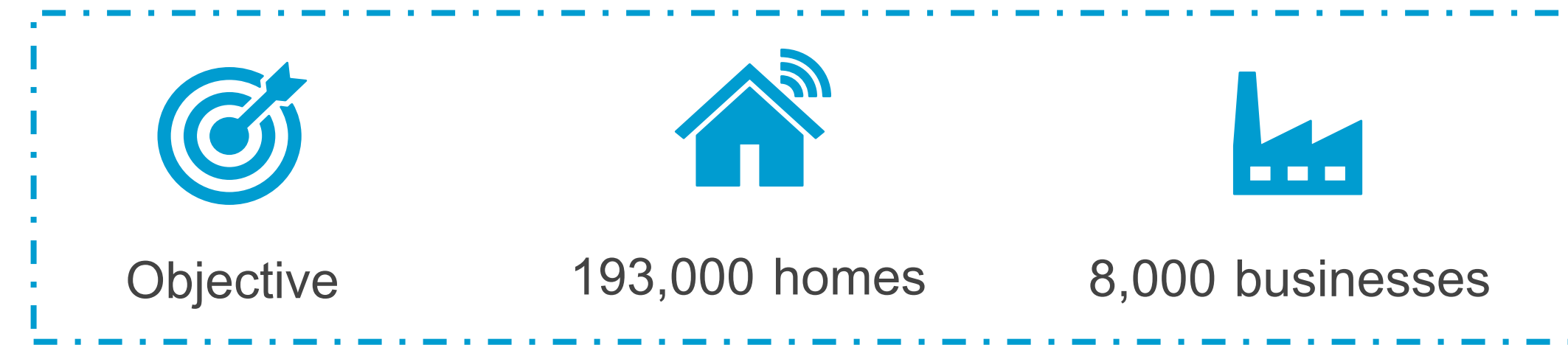
 **UNiDATA INDUSTRIAL ROLE OF UNIDATA**

- ❖ 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



Start of the construction of the fiber network

State of the art: 132,369 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 31 March 2024, Unidata already paid Eu 6.4 million out of its total equity investment.

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

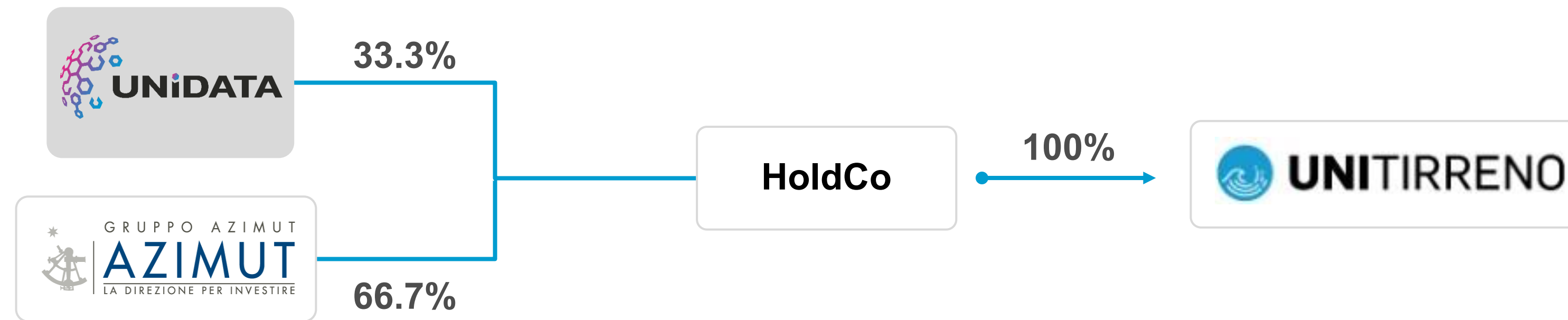
UNITIRRENO (JV WITH AZIMUT)



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.



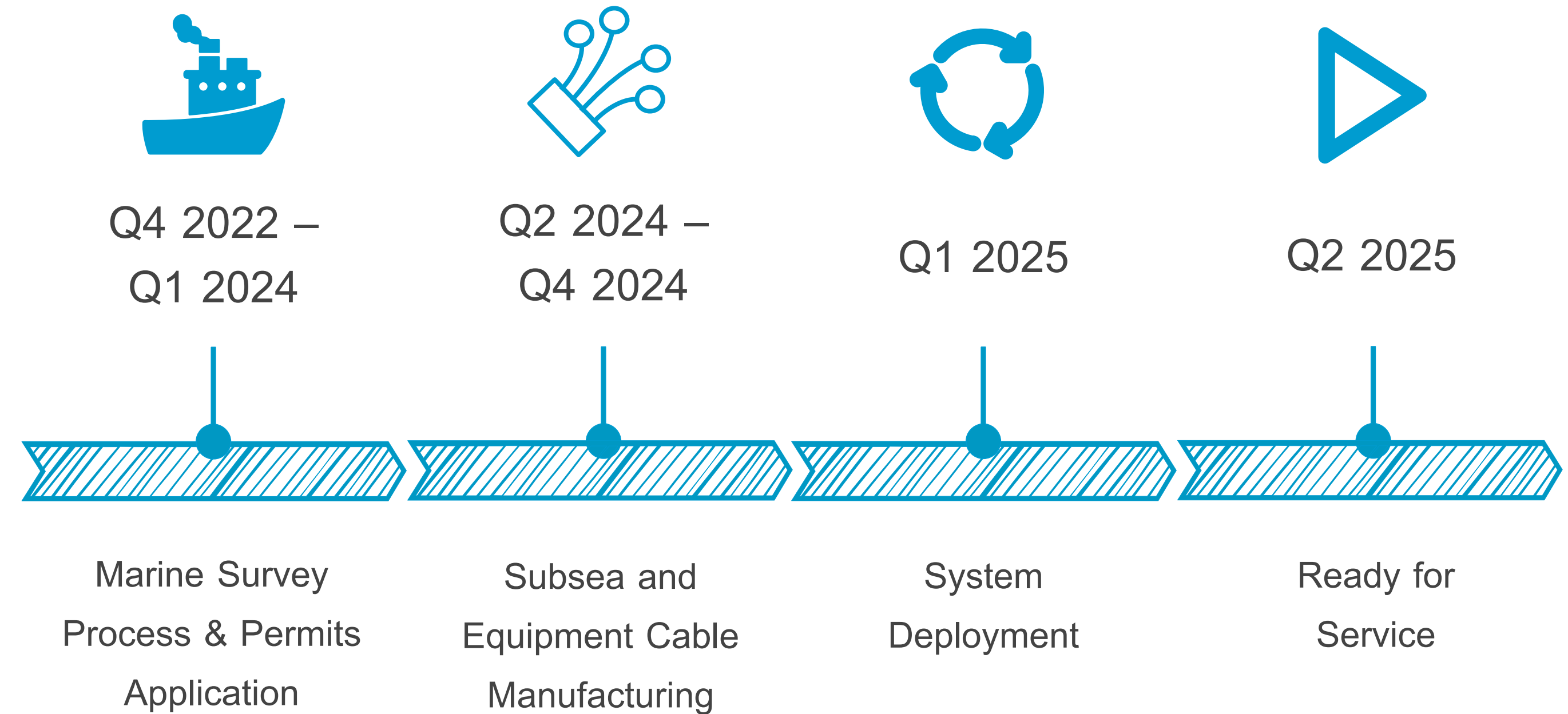
INDUSTRIAL ROLE OF UNIDATA

- ❖ **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%

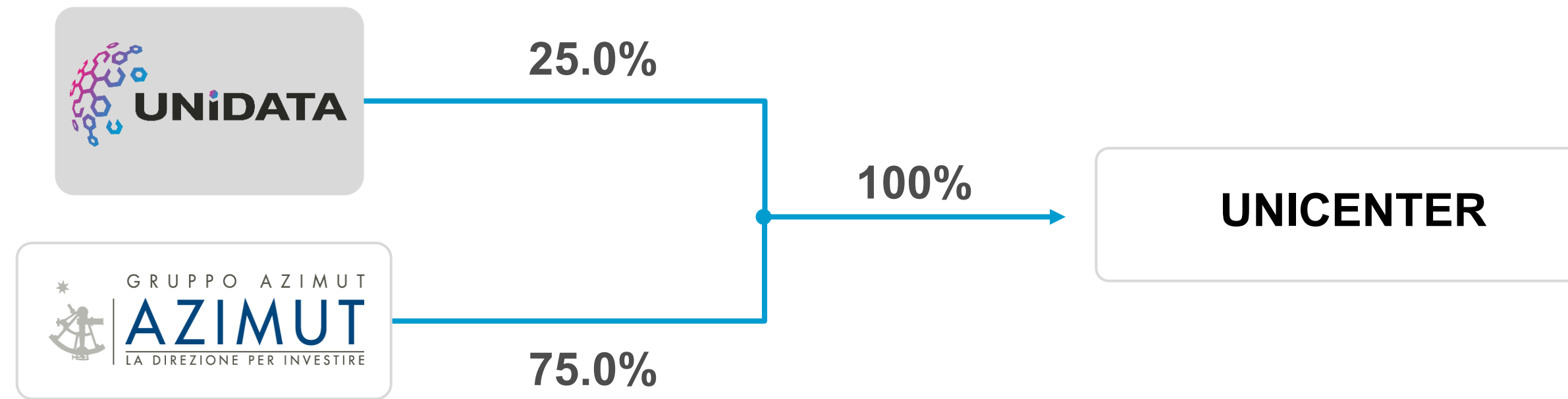
As of 31 March 2024, Unidata already paid Eu 7.5 million out of its total equity investment.


Unidata equity investment could 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 31 March 2024, Unidata has not paid any amount of its total equity investment because the project has not yet started.

KEY FINANCIALS

UNIDATA GROUP - FINANCIAL HIGHLIGHTS Q1 2024

+11%

Revenues

25.3 M€

(22.9 M€ in Q1 2023)

+32%

EBITDA

7.0 M€

(5.3 M€ in Q1 2023)

27.7%

EBITDA Margin

(23.3% in Q1 2023)

3.6 M€

Investments

0.1 M€ in intangible F.A.

2.1 M€ in tangible F.A.

1.4 M€ in financial F.A.

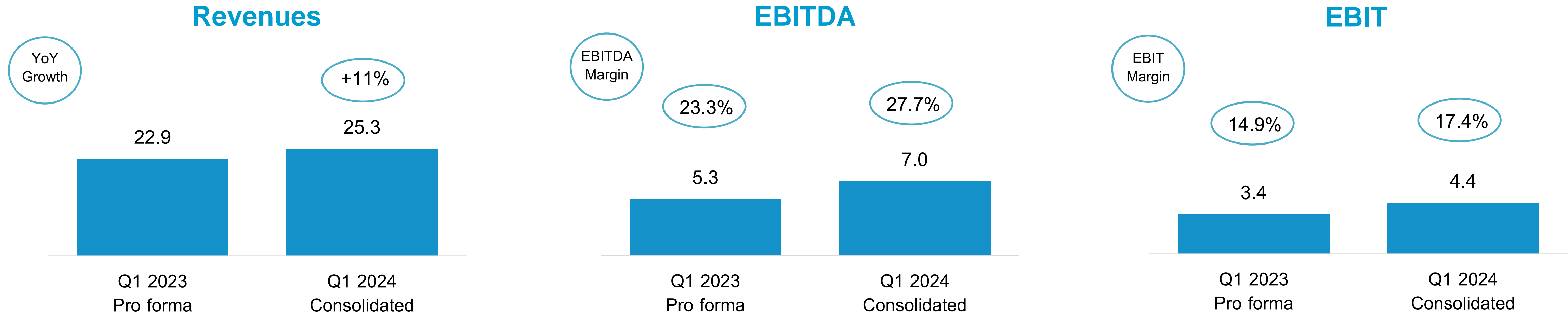
53.1 M€

Net Financial Debt

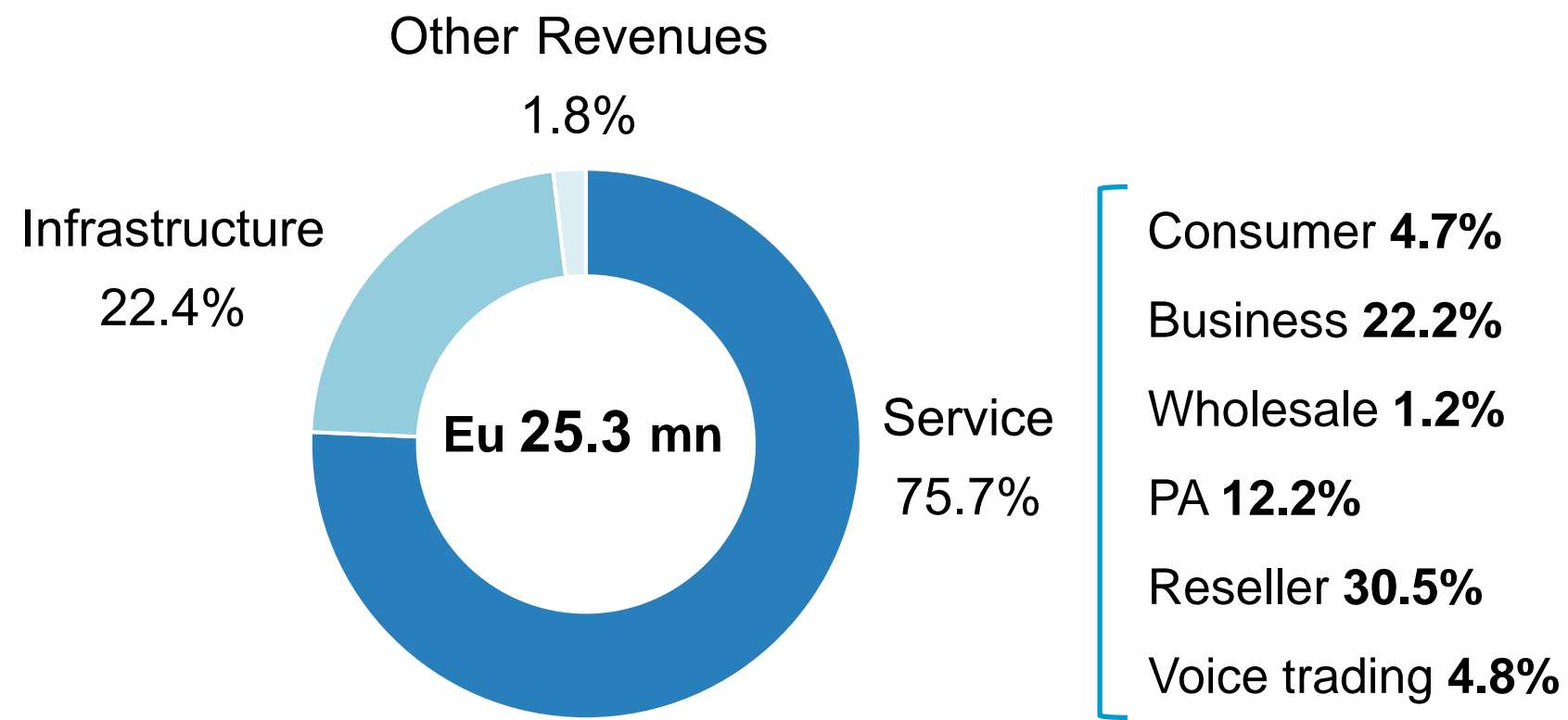
(cash negative)

(47.9 M€ in FY 2023)

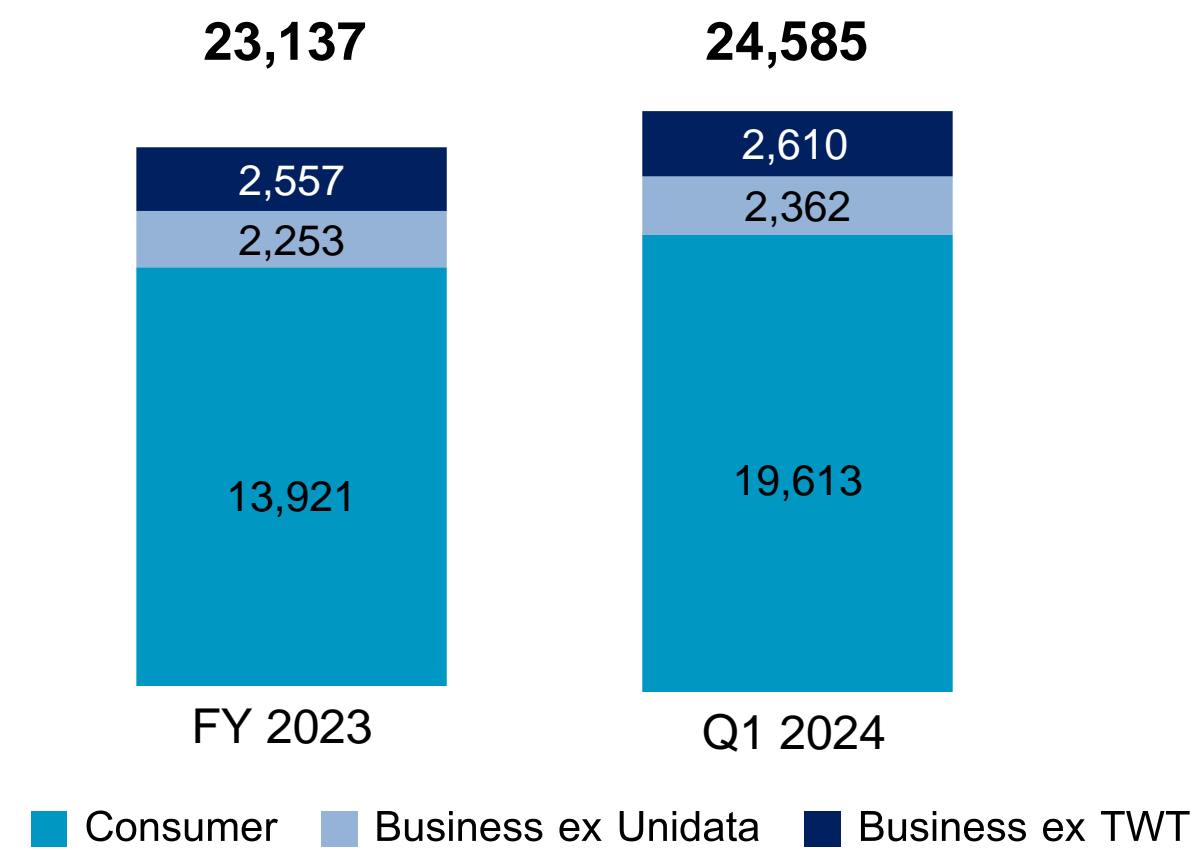
FINANCIAL HIGHLIGHTS Q1 2024



Revenues Q1 2024 breakdown



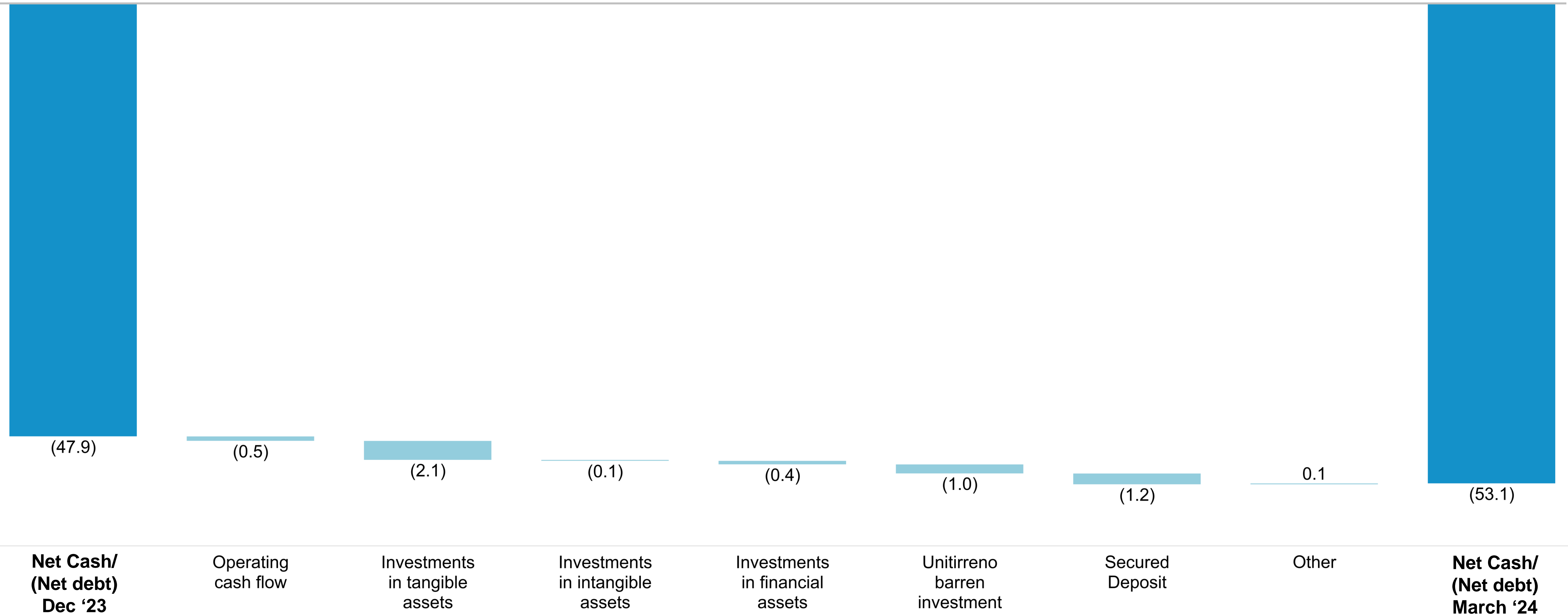
Number of customers Q1 2024



Direct Customer growth:
 Business ex Unidata (+5% YoY)
 Business ex TWT (+2% YoY)
 Consumer (+7% YoY)

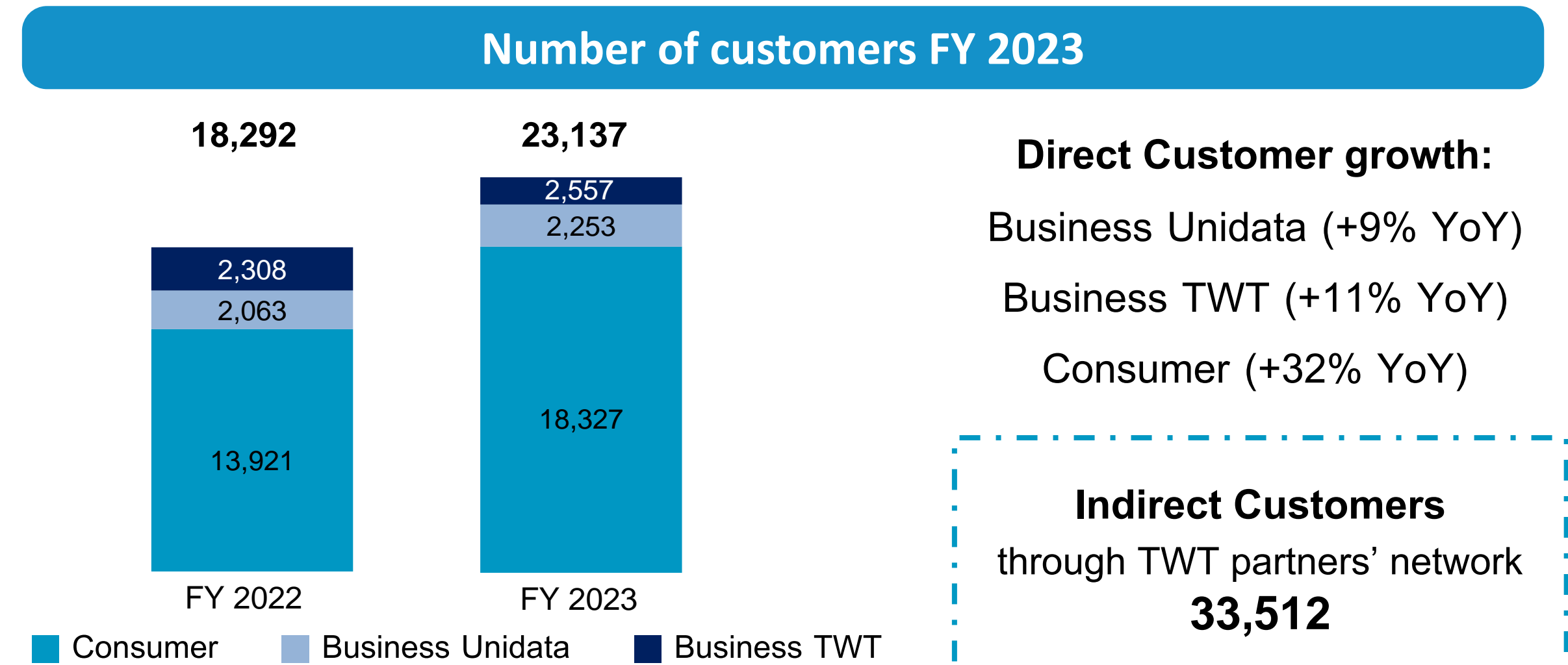
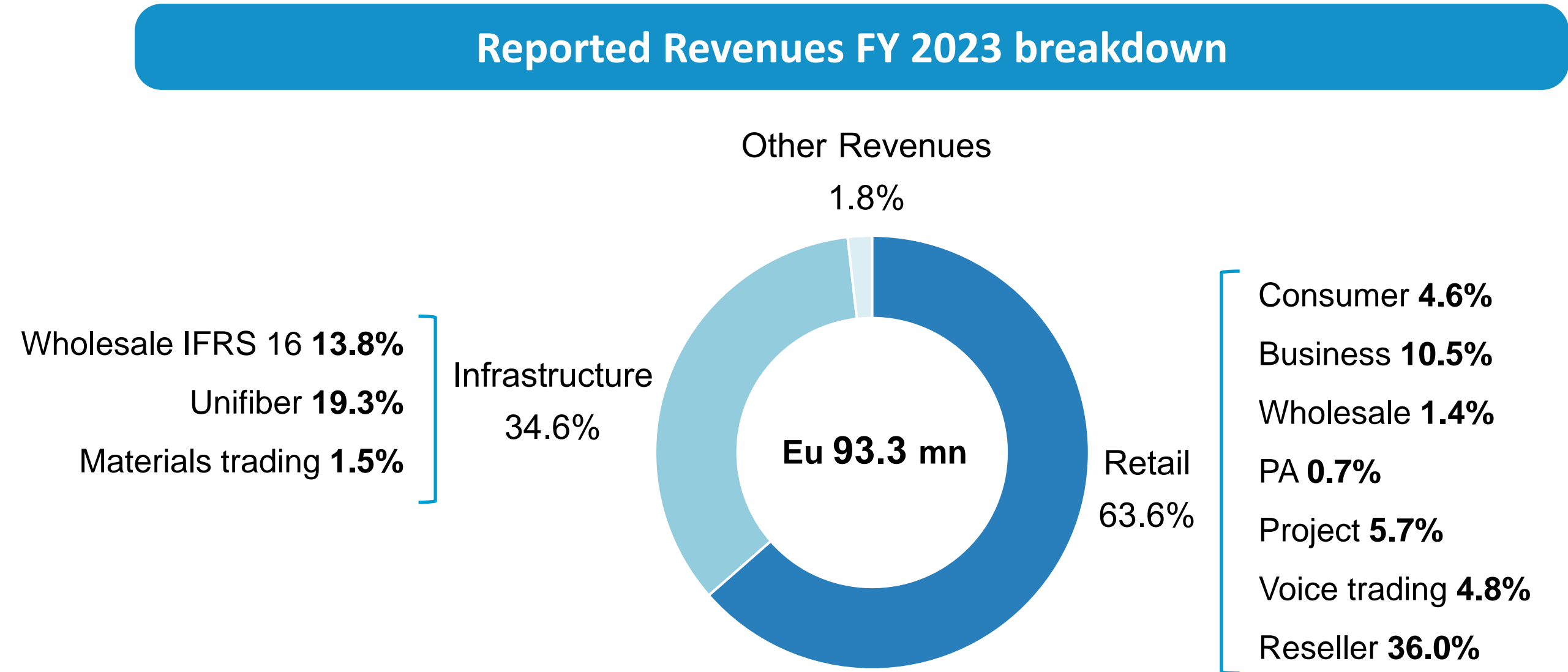
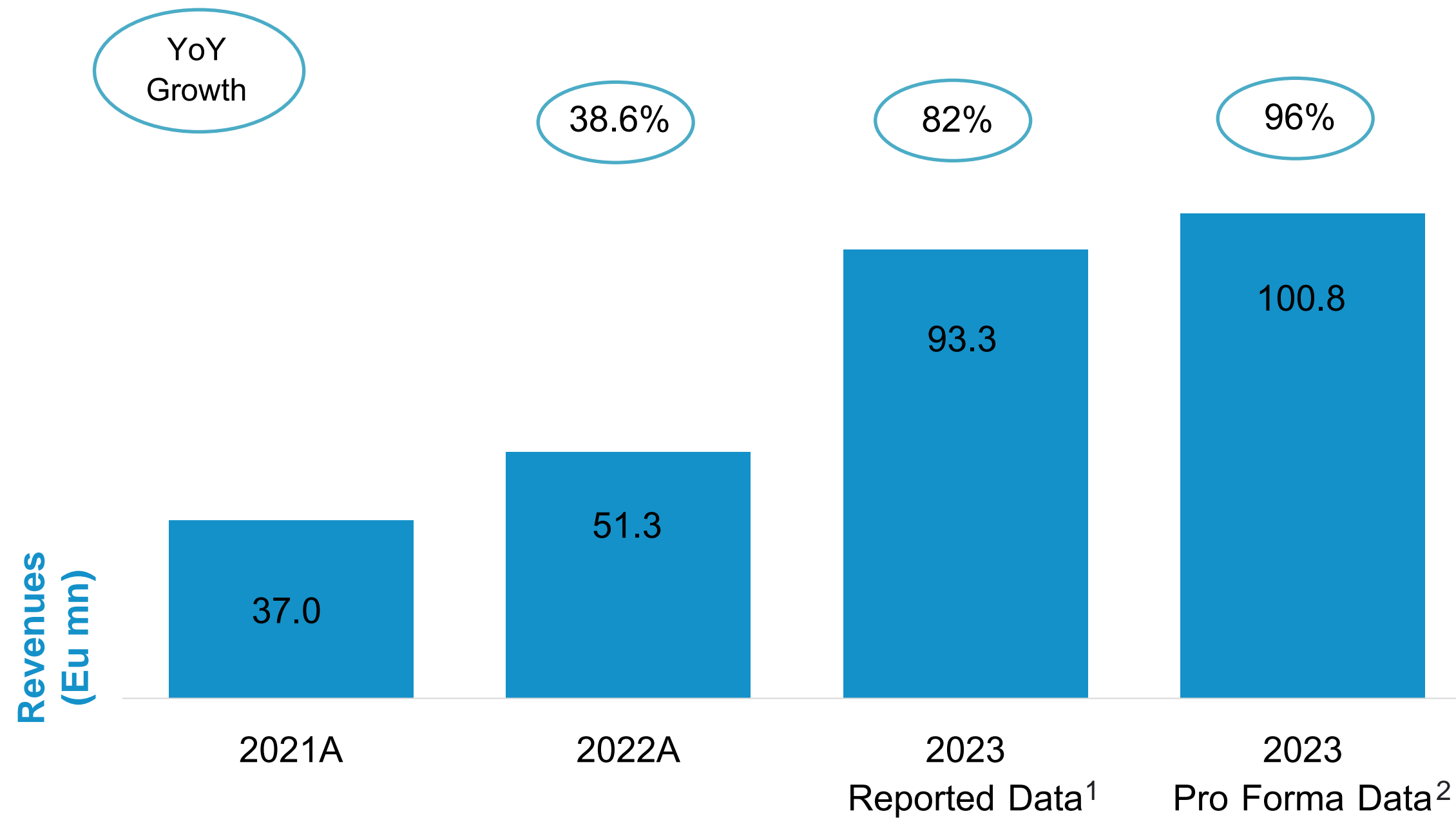
Indirect Customers
 through partners' network
33,806

NET FINANCIAL DEBT BRIDGE



STRONG REVENUES GENERATION

- **Consolidated revenues** strongly increased, thanks to both the good organic growth of Unidata S.p.A. and the inclusion of the recently acquired TWT Group in the perimeter.



UNIDATA GROUP - CUSTOMERS FY 2023

23,137

Unidata Group Consumer and Business Customers



33,512

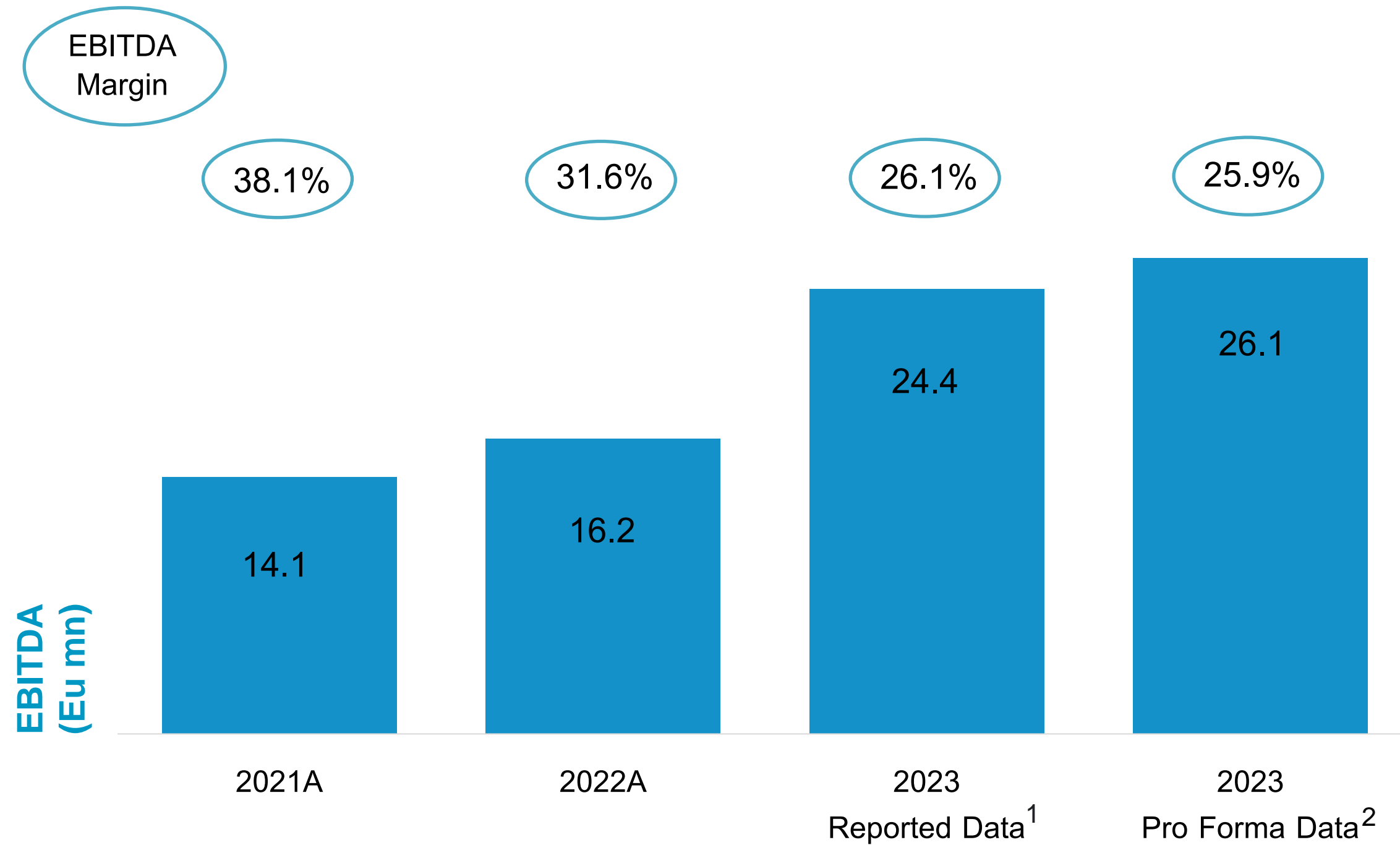
Active lines at national level through a network of about 370 partners



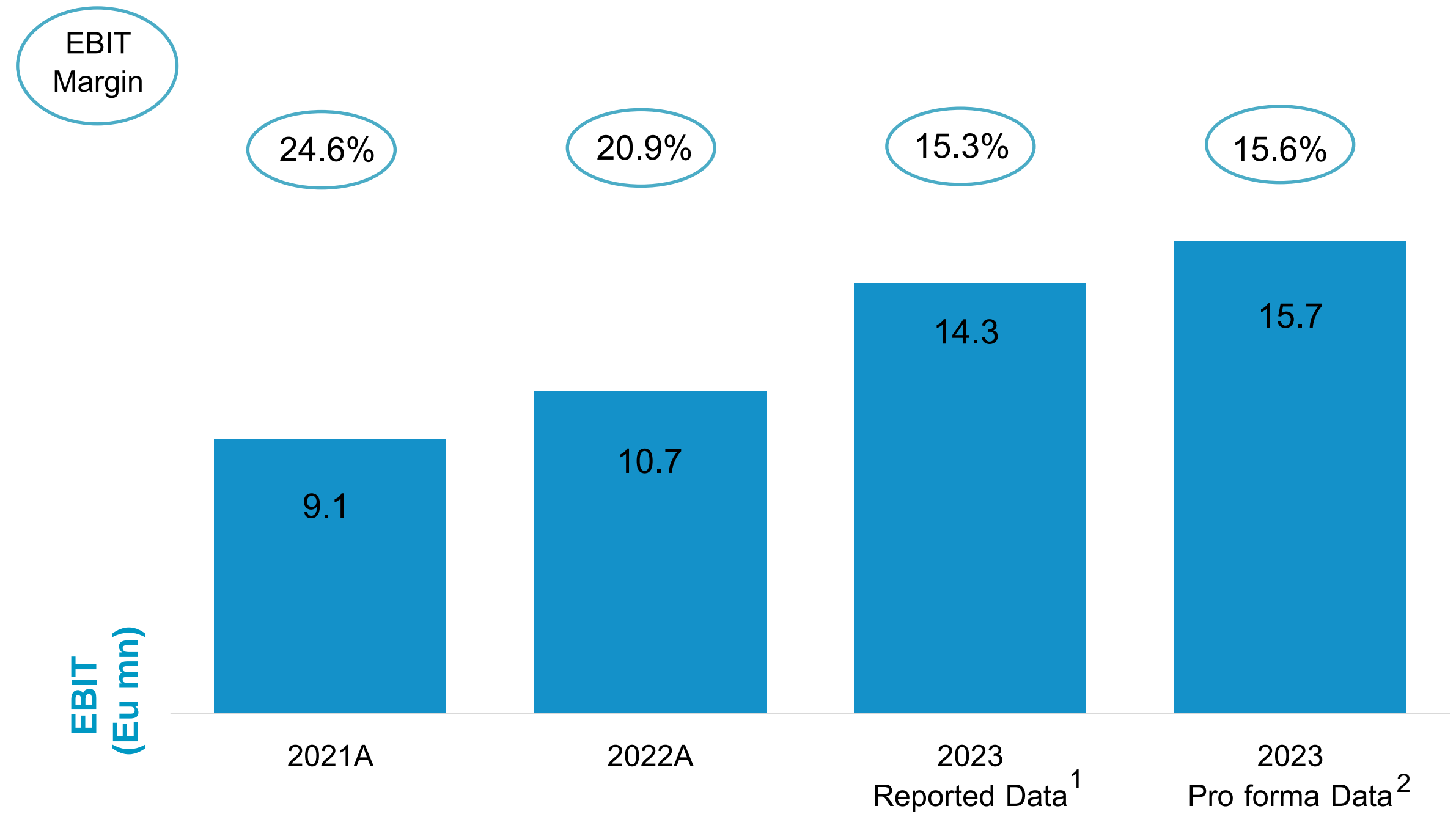
56,649

OUTSTANDING AND CONTINUOUS GROWTH

Adjusted EBITDA & Margin

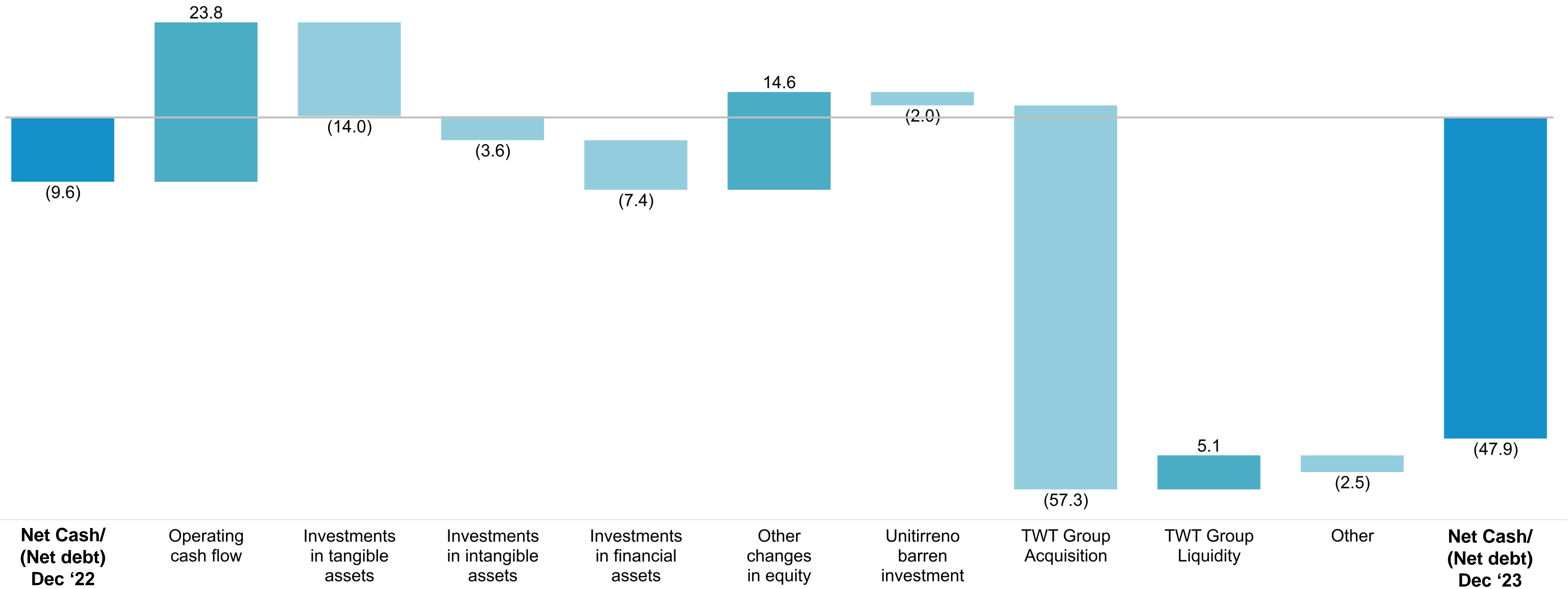


EBIT & Margin



- The improvement in EBITDA in 2023 is strictly related to the consolidation of TWT Group.
- **EBITDA Adjusted reported**, equal to **€ 24.4 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 € 2.0 million.

NET FINANCIAL DEBT 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

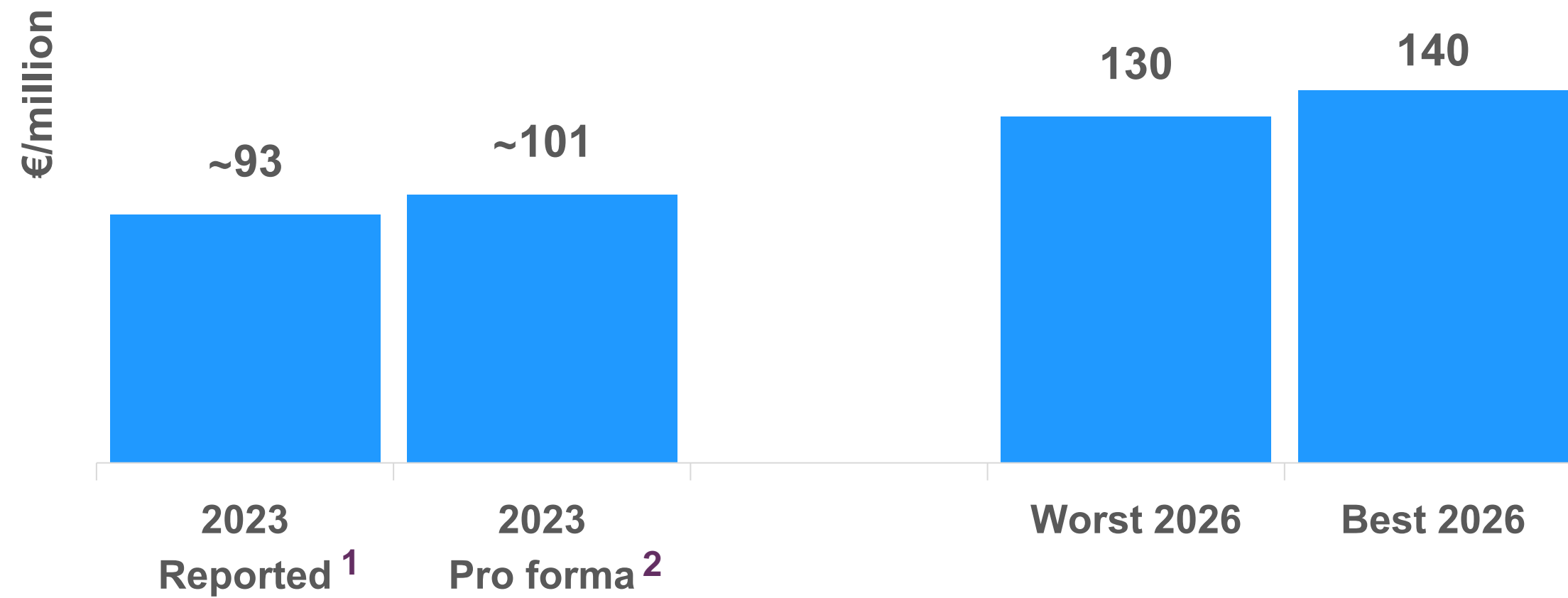


Strategic **connectivity** for
the **Mediterranean**

2026 FINANCIAL TARGET

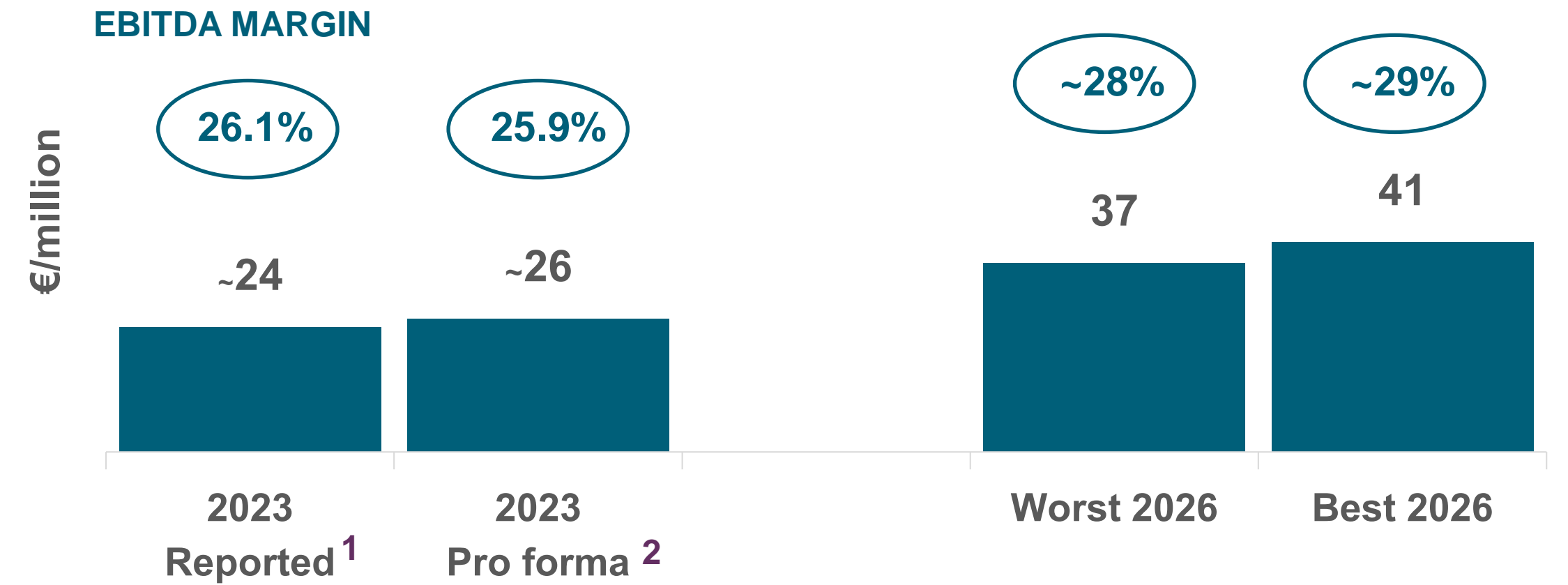
REVENUES

CAGR 2024-26 **10%**

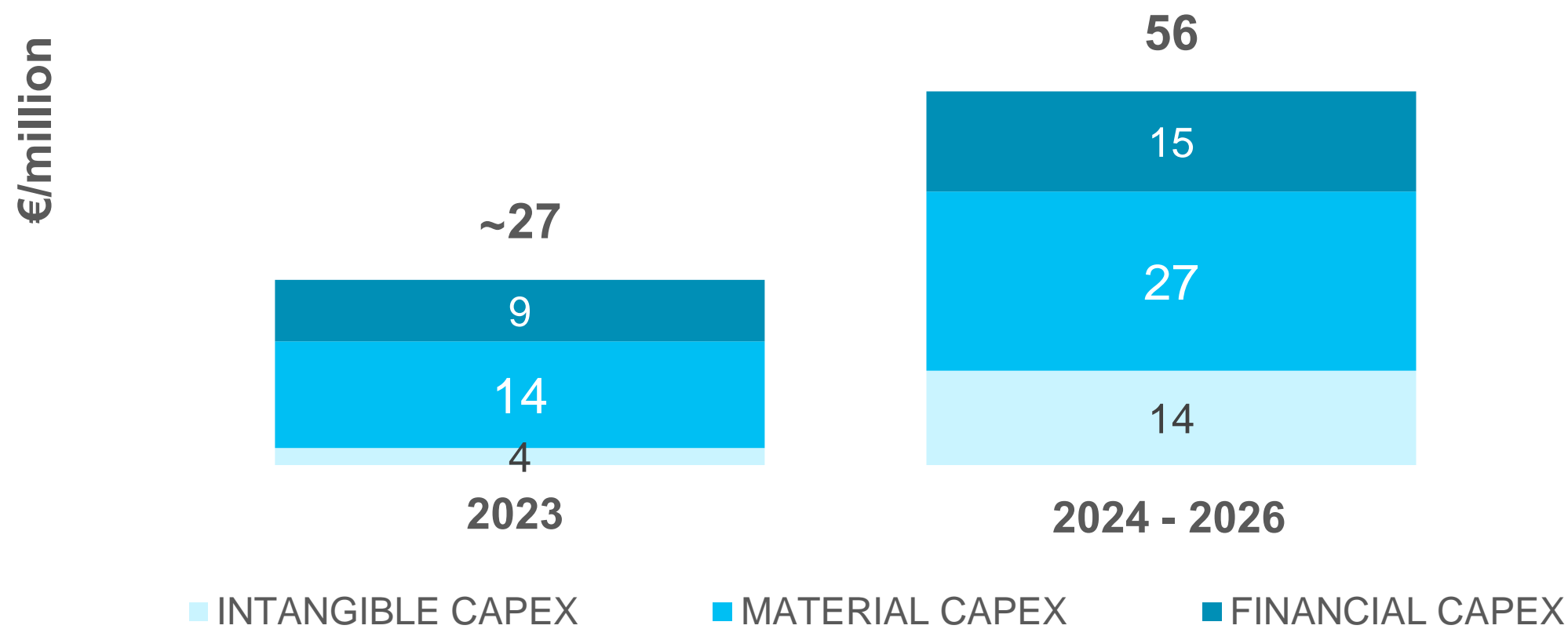


ADJUSTED EBITDA

CAGR 2024-26 **14%**

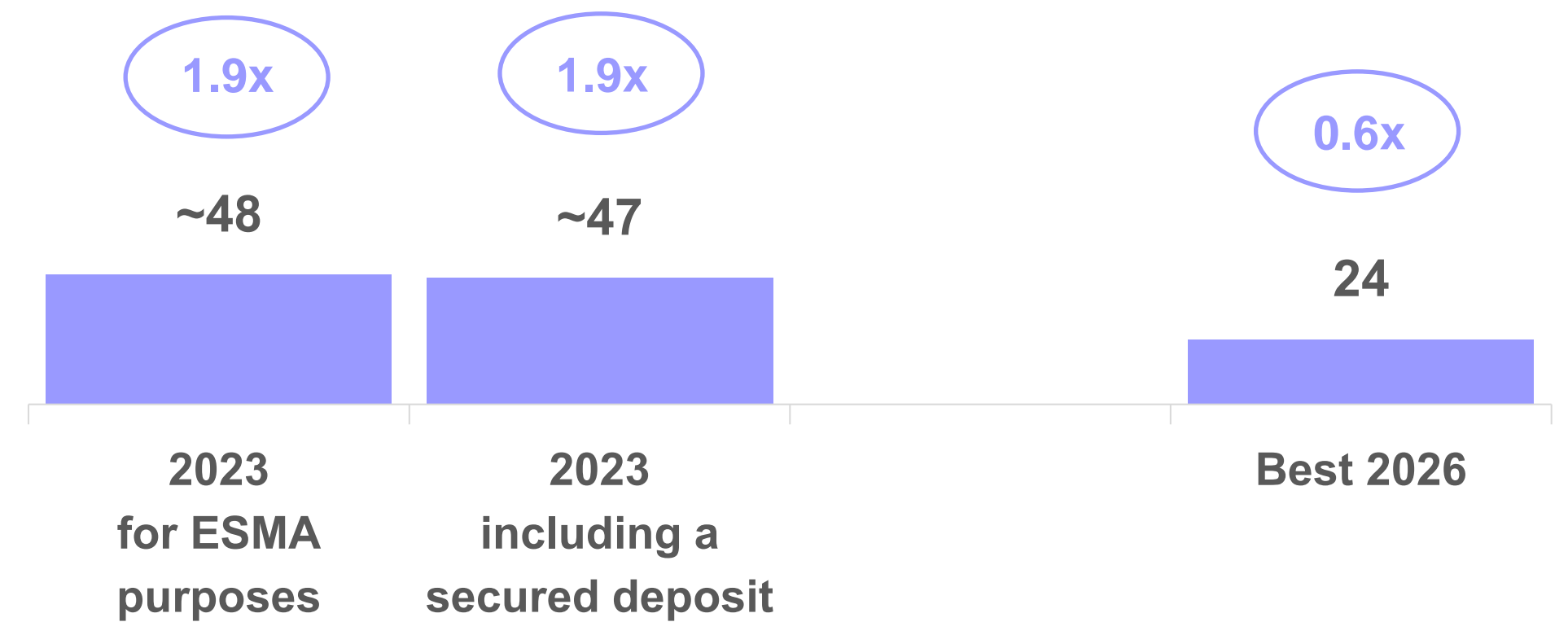


CUMULATED CAPEX 2024-26



NET FINANCIAL DEBT

LEVERAGE RATIO

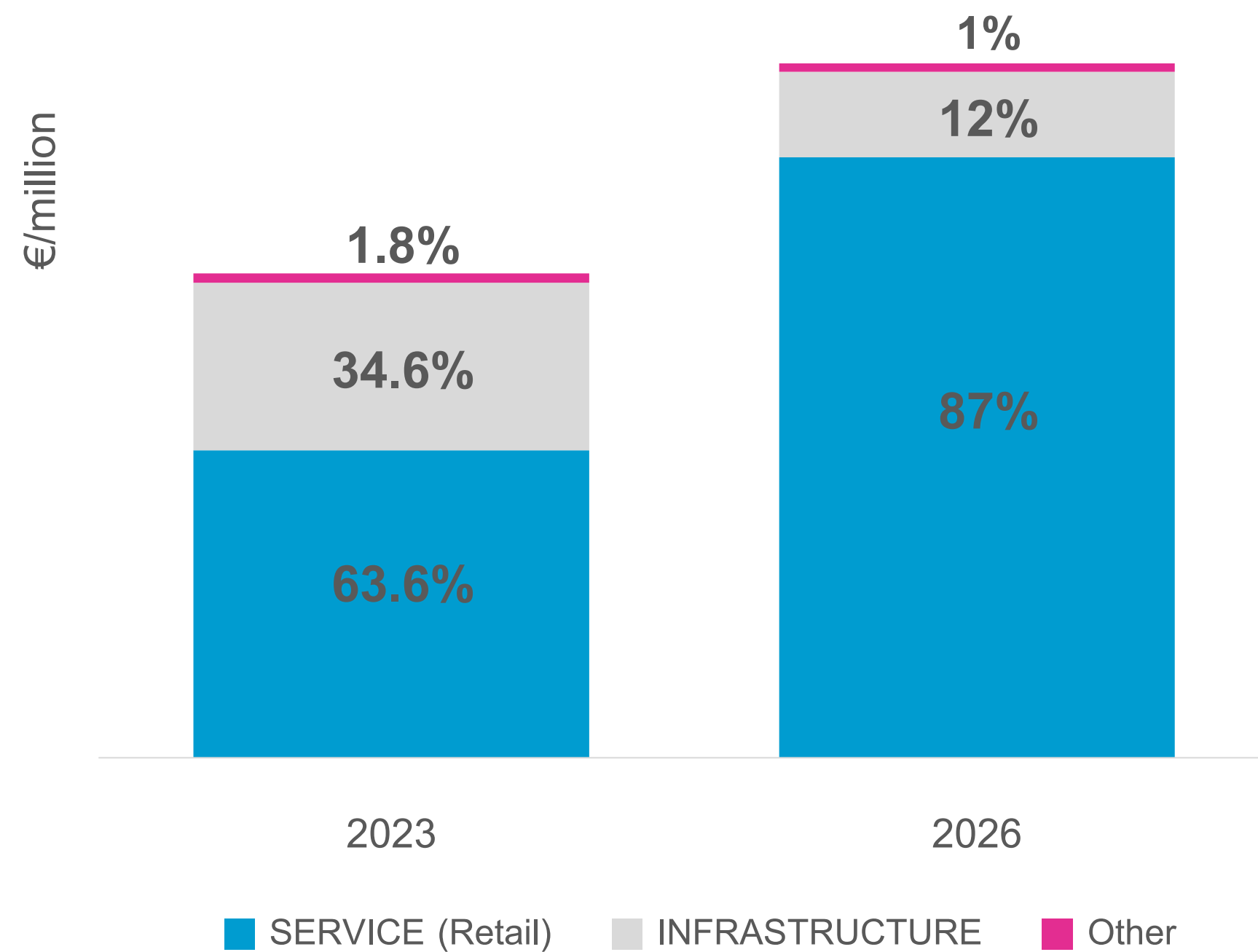


1) Reported Data include 12 months of Unidata and 10 months of TWT Group; 2) Management Data include 12 months of both Unidata and TWT Group.

2026 REVENUES BREAKDOWN

REVENUES MIX by Business Line

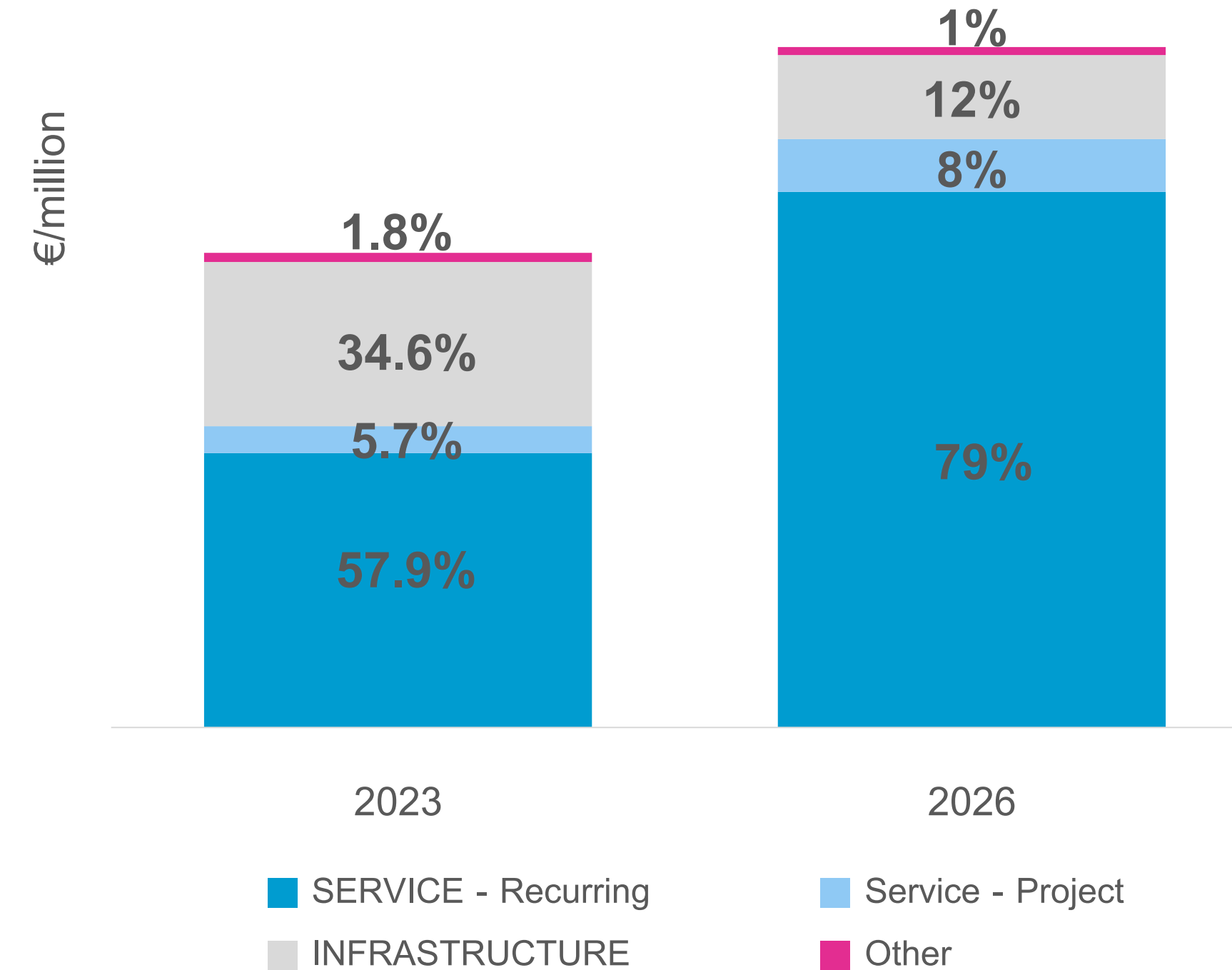
CAGR SERVICE (Retail) 2024-2026 - 25%



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 - 25%



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	+10% Revenues CAGR 2024-2026
E fficiency	+14% 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

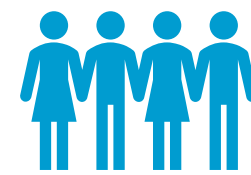
In 2022, Unidata became a **Benefit Company** and published its **1st Impact Report** and **3rd ESG Report**

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 2023

Consumption of energy from renewable sources:
96.7% of the total

Improvement equal to 51% of the current
photovoltaic system

Goals 2024

Maintaining at least **95% of renewable energy**

Replacement of 30% of the Group fleet in
hybrid/electric

Measurement of data center consumption

SOCIAL

Wire gray and black fiber areas

Results 2023

New real estate units black area
(Unidata): 59,984

Goals 2024

New real estate units gray area
(UniFiber): 50,000

New real estate units black area
(Unidata): 16,000

GOVERNANCE

Ensure training consistent with individual needs

Results 2023

Training for **80%** of management

Time flexibility and smart working

Goals 2024

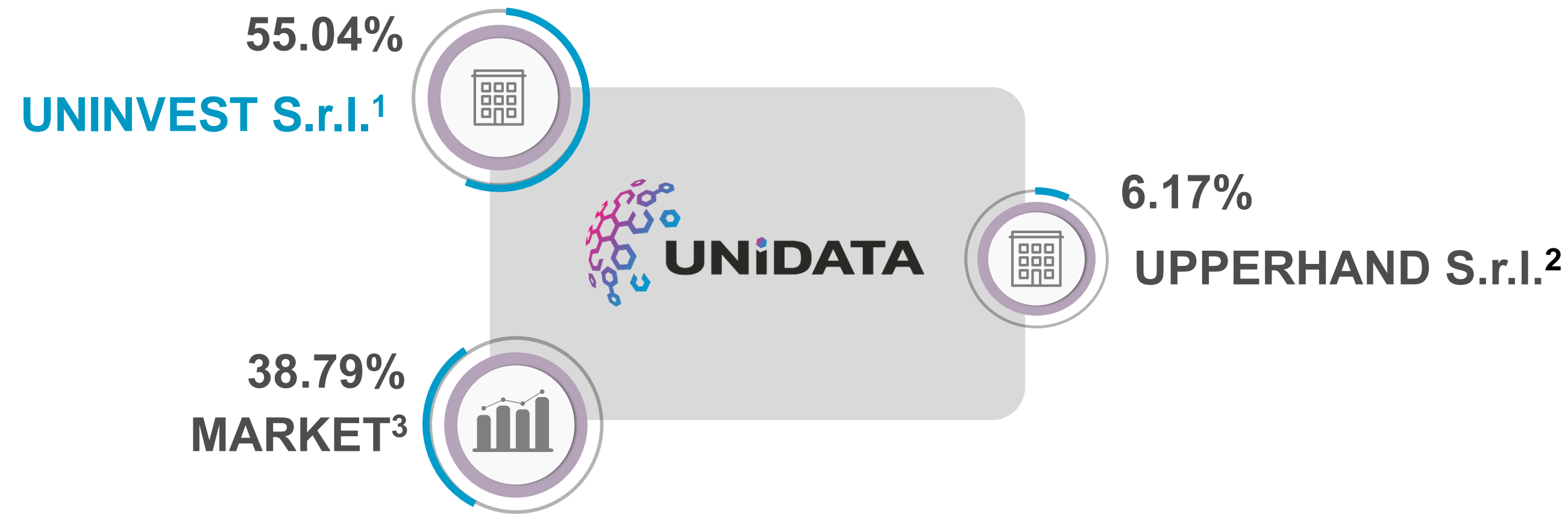
Training for 70% managers focused on
soft skills

Training for all employees focused on
personal needs

Measurement of corporate climate through
surveys

APPENDIX

SHAREHOLDERS AND GOVERNANCE



FINANCIAL REPORTING OFFICER



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



Maurizio Tucci
Member



Luca Annibaletti
Independent Member

BOARD OF STATUTORY AUDITORS



Pierluigi Scibetta
Chairman of the BoSA



Antonia Coppola
Auditor



Luigi Rizzi
Auditor

AUDITOR

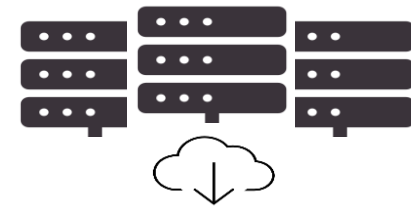


TWT GROUP

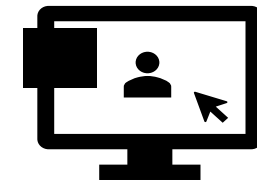
- Founded in 1995 in Milan, **TWT Group** is a primary Italian **TLC, connectivity and ICT services operator** specialized in the **B2B segment**¹
- TWT Group's **vision** is to become a recognized "**atelier of telecommunications**" with a **bespoke B2B offering**



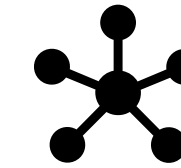
Proprietary optic fiber in Milano telco & to connect datacenter sites



Proprietary datacenter
~650 sqm



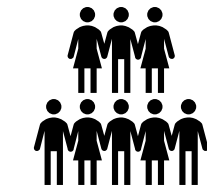
Proprietary platform
dedicated to Partners



~ 370 Partners

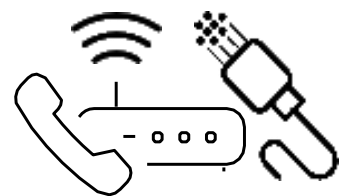


~33,000
Direct & Indirect Lines



~105 employees

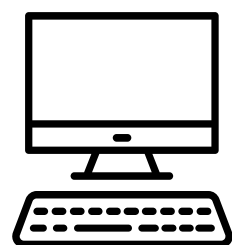
PRODUCT OFFERING



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

DISCLAIMER

This document has been prepared by UNIDATA S.p.A. (the “Company”) solely for information purposes. It contains summary information only and is therefore preliminary in nature. It has also been prepared without any intention of being exhaustive. THIS PRESENTATION AND THE ASSOCIATED VERBAL DISCUSSIONS DO NOT CONSTITUTE A PUBLIC OFFER OR AN INVITATION TO SUBSCRIBE, PURCHASE OR OTHERWISE ACQUIRE FINANCIAL PRODUCTS UNDER ARTICLE 1(1)(T) OF LEGISLATIVE DECREE NO 58 OF 24 FEBRUARY 1998 (AS AMENDED). This document is not therefore an advertisement and does not in any way constitute a proposal for execution of a contract, an offer or an invitation to purchase, subscribe or sell securities and neither does this document or part of this document constitute a basis to be relied upon in relation to any contract or undertaking or investment decision. The Company has not prepared and will not be preparing a prospectus for the purposes of an initial public offering of shares. Any decision to purchase, subscribe or sell securities must be taken independently of this Presentation. No provision of this Presentation will therefore create any binding liability or obligation for the Company and its subsidiaries and for their consultants or representatives. The Presentation is not intended for distribution in the United States of America, Canada, Australia, Japan or in any jurisdiction in which such distribution is illegal (as defined in Regulation S under the United States Securities Act 1933, as amended (the ‘Securities Act’). Neither this Presentation nor any copies thereof may be used or transmitted in the United States of America or in its territories or possessions, or distributed, directly or indirectly, in the United States of America or in its territories or possessions or to any American person. Failure to comply with this restriction may constitute a breach of United States securities laws. No declaration or guarantee, whether express or implied, is or will be given by the Company in relation to the accuracy, completeness or correctness of the information provided and, to the extent permitted by law and save in the case of fraud by an interested party, no liability is assumed in relation to the accuracy or sufficiency of that information or for errors, omissions or inaccuracies, negligence or other issues relating thereto. In particular, but without limitation, no declaration or guarantee, whether express or implied, is or will be given in relation to the achievement or reasonableness of, and no reliance may be placed for any purpose on the accuracy or completeness of, estimates, targets, projections or forecasts, and nothing in these materials should be considered as a promise or representation for the future. The information and opinions contained in this document are provided as at the date of this document and are subject to modification without notice. The recipient will be the sole party responsible for its own assessment of the information contained in the Presentation. Neither the Company and its subsidiaries nor their consultants or representatives, will be obliged to provide or update any information or to provide notification of or correct any inaccuracies in any information. Neither the Company and its subsidiaries nor any of their consultants or representatives will have any liability vis-à-vis the recipient or any of its representatives as a consequence of the use of or reliance on the information contained in this document. Some information may contain forward-looking statements that present risks and uncertainties and are subject to change. In some cases, these forward-looking statements may be identified by the use of words such as ‘believe’, ‘anticipate’, ‘estimate’, ‘objective’, ‘potential’, ‘hope’, ‘forecast’, ‘draft’, ‘could’, ‘should’, ‘may’, ‘intention’, ‘plan’, ‘purpose’, ‘seek’ and similar expressions. The forecasts and forward-looking statements included in this document are necessarily based on a series of assumptions and estimates that are intrinsically subject to significant economic, operational and competitive uncertainties and unforeseen events, and on assumptions relating to future corporate decisions that are subject to change. By their nature, the forward-looking statements present known and unknown risks and uncertainties, because they refer to events and depend on circumstances that might occur in the future. Furthermore, the actual results may differ substantially from those contained in any forward-looking statement because of a series of significant risks and future events that are outside the control of the Company and cannot be estimated in advance, such as the future economic context and the actions of competitors and other entities involved in the market. These forward-looking statements refer only to the date of this presentation. The Company advises that the forward-looking statements are not guarantees of future benefits and that its current financial position, corporate strategy, plans and management objectives for future operations may differ substantially from those stated in or suggested by the forward-looking statements contained in this Presentation. Furthermore, even if the Company’s financial position, company strategy, plans and management objectives for future operations are consistent with the forward-looking statements contained in this Presentation, these results or developments might not be indicative of the results or developments in future periods. The Company expressly disclaims any obligation or undertaking to disclose updates or revisions of any forward-looking statement contained in this document to reflect any change in the Company’s expectations in relation to that document or any change in events, conditions or circumstances on which such statements are based. By receiving this Presentation, the user acknowledges and accepts that it is bound by the terms, conditions and restrictions stated above.

CONTACTS

Unidata S.p.A.

ROBERTO GIACOMETTI
CFO & Investor Relations Officer

+39 329 2478696
r.giacometti@unidata.it

CDR Communication S.r.l.
Investor Relations Consultant

SILVIA DI ROSA
+39 335 7864209
silvia.dirosa@cdr-communication.it

ELEONORA NICOLINI
+39 333 9773749
eleonora.nicolini@cdr-communication.it

