



ENVENT WINTER CONFERENCE

FEBRUARY 18TH, 2025

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

COMPANY OVERVIEW

VALUE PROPOSITION

Unidata is a **Fiber Company**, leader in Telecommunications, Cloud & IoT



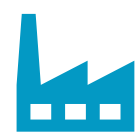
Fiber & Networking

PA



Cloud & Datacenter

Business



IoT & Smart Solutions

Wholesale



Consumers



KEY OPERATIONAL DATA



7,400 km
optical fiber laid¹



480,000
houses covered¹



2 Datacenter
TIER IV
800 sqm and 650 sqm



over **26,400**
direct customers¹



34,041 Active lines
through resellers¹



210
Employees

HISTORY



1985

Foundation



2020

Listing on **Euronext Growth Milan** of Borsa Italiana



2023

Acquisition of **TWT Group**



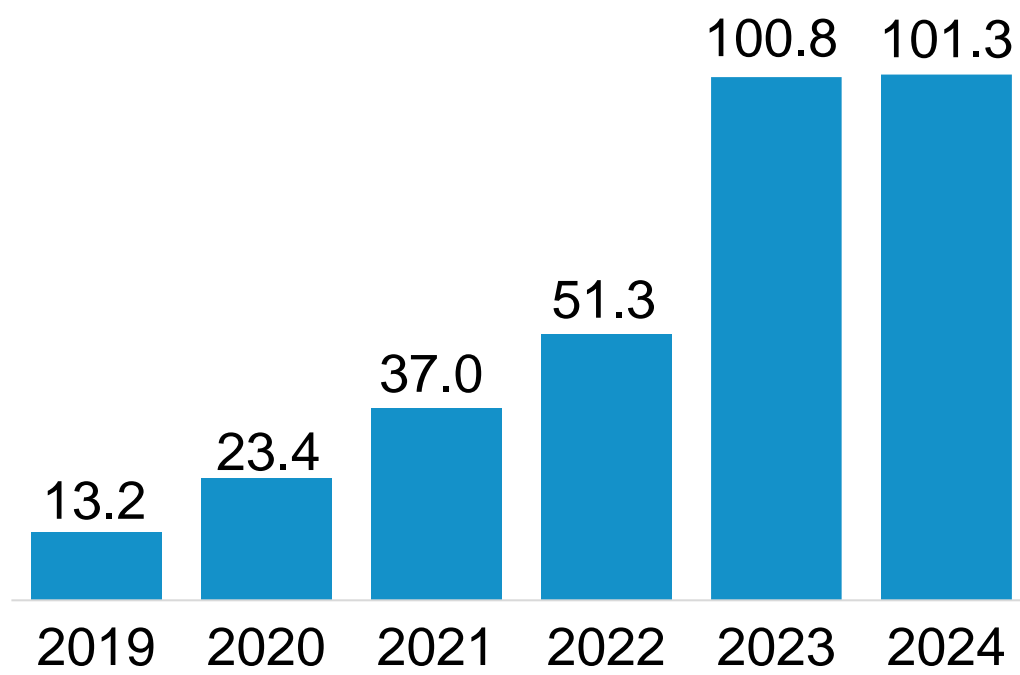
2023

Listing on **Euronext STAR Milan** of Borsa Italiana

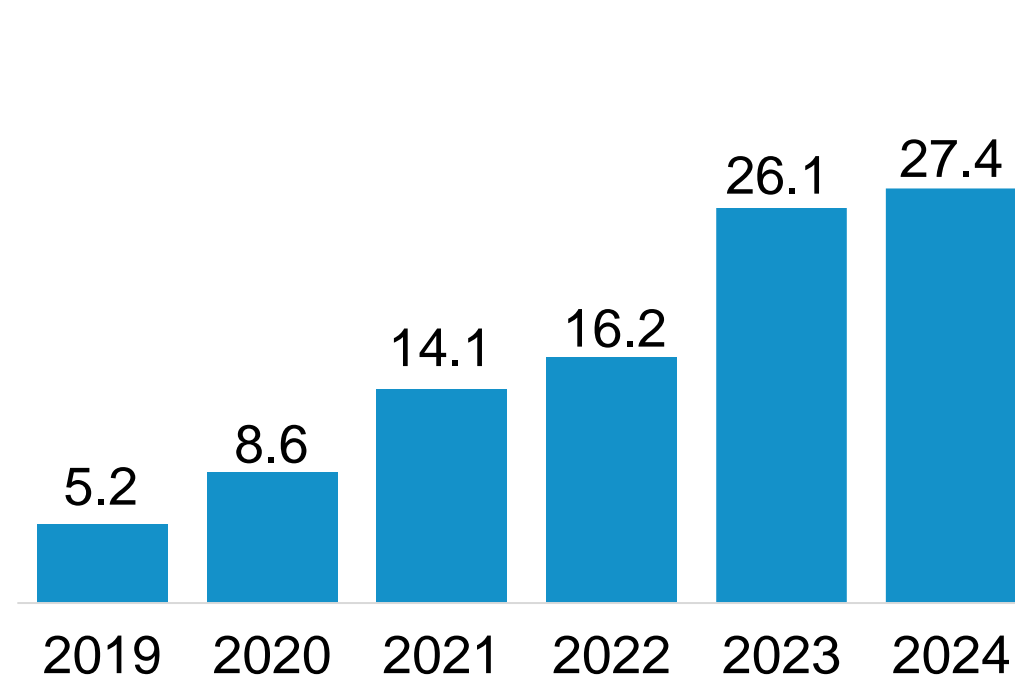
FINANCIAL OVERVIEW

FINANCIAL TRACK RECORD

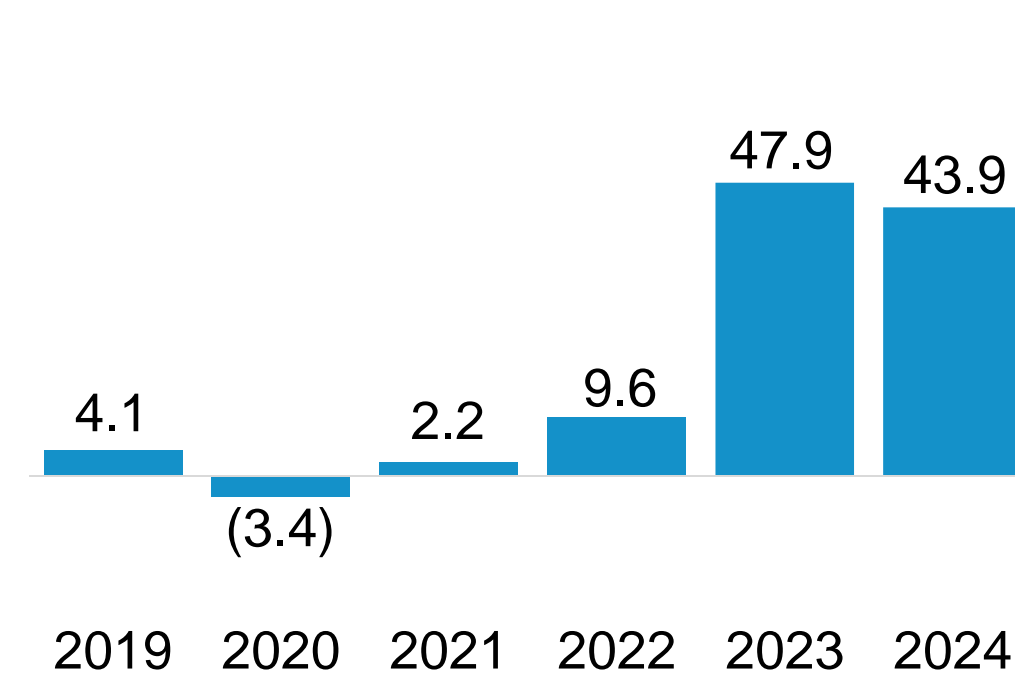
REVENUES



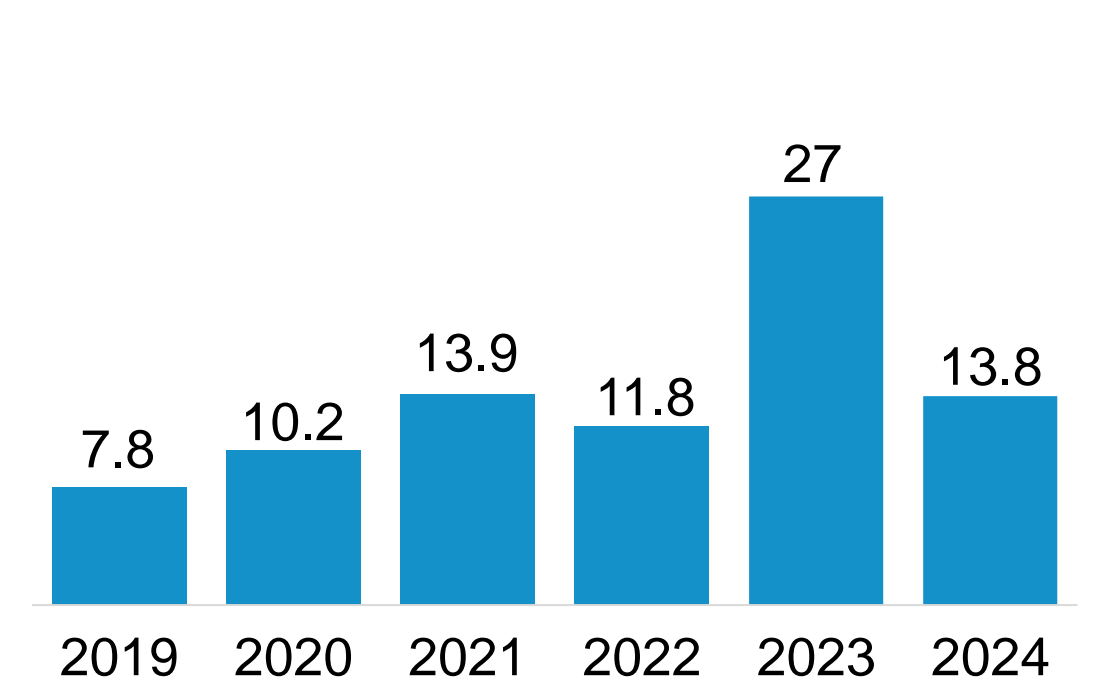
ADJUSTED EBITDA



NET FINANCIAL DEBT

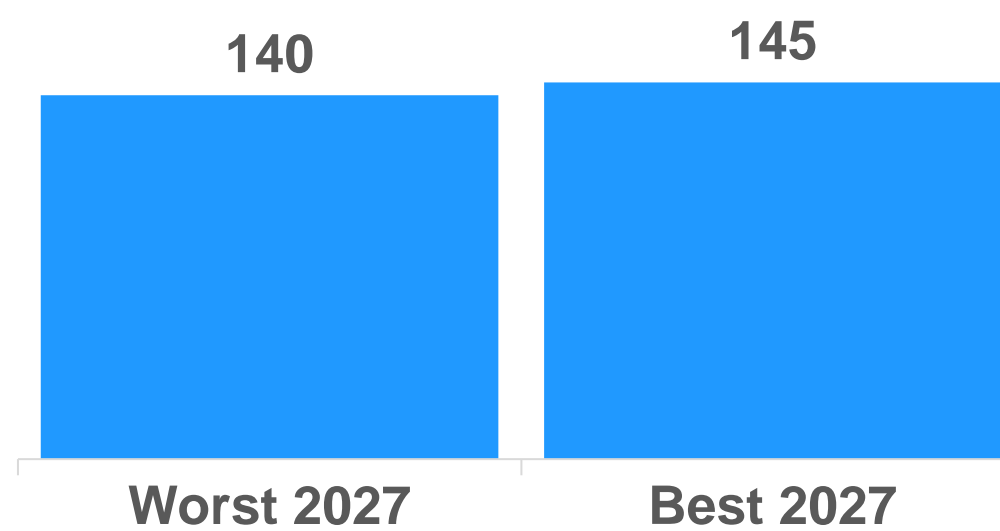


INVESTMENTS

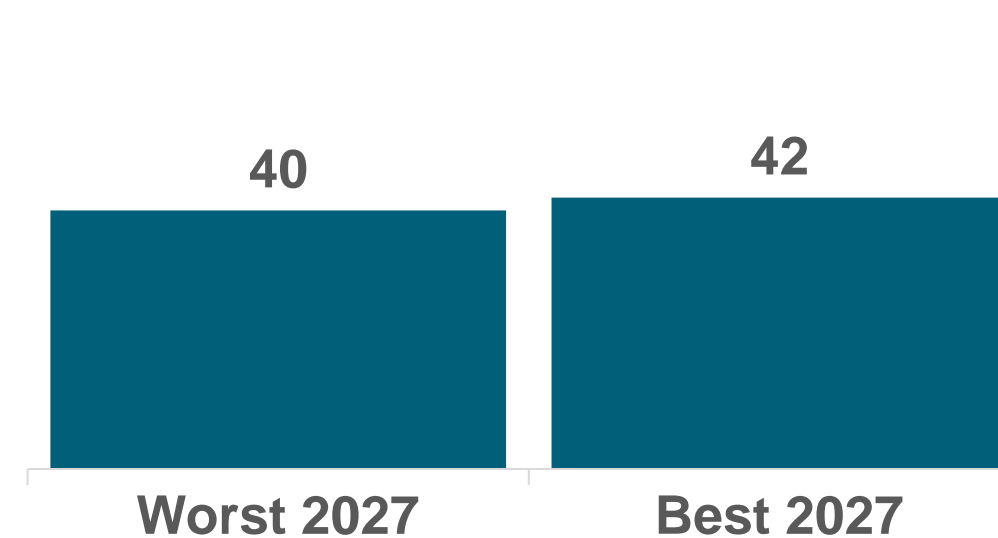


BUSINESS PLAN 2025-2027

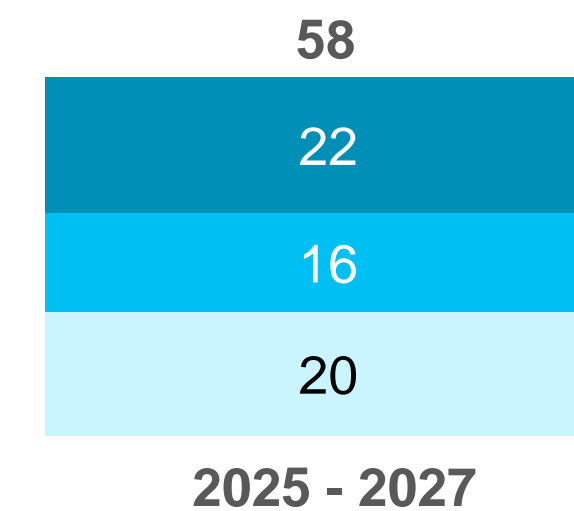
REVENUES



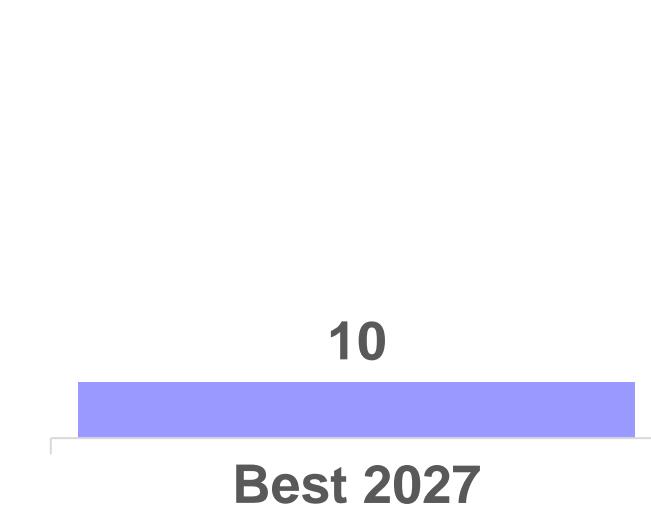
ADJUSTED EBITDA



CUMULATED CAPEX



NET FINANCIAL DEBT



FIBER & NETWORKING

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).



Fiber infrastructure construction: Unidata builds the fiber optic network for **Unidata** and **Unifiber** in some key areas, as in the gray areas of Lazio, Puglia, Molise regions.

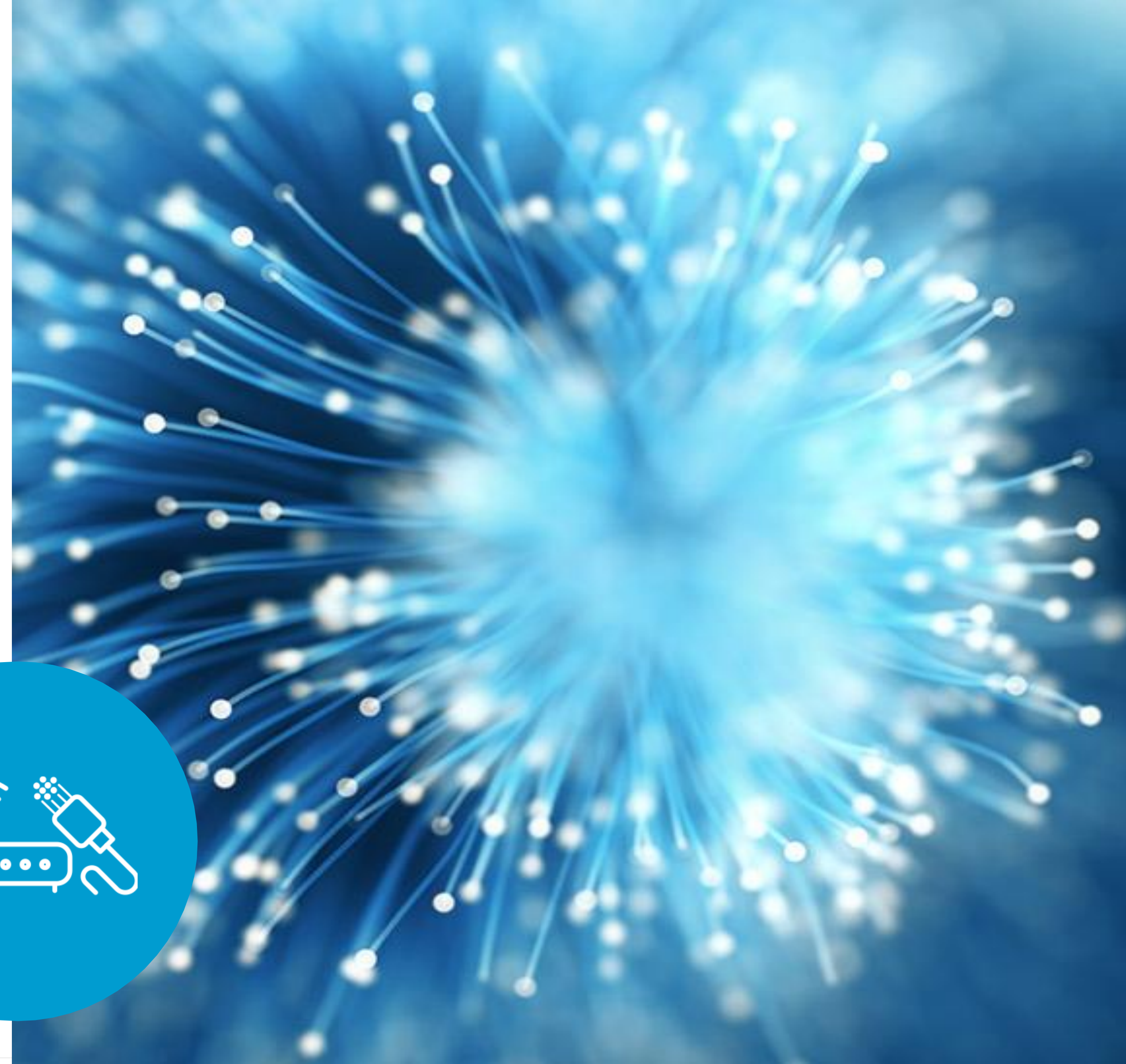
ABOUT 7,400 KM OF INFRASTRUCTURE
OVER 500,000 KM OF FIBER OPTIC



10GB CONNECTIVITY IN ROME
AND LAZIO REGION



480,000 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

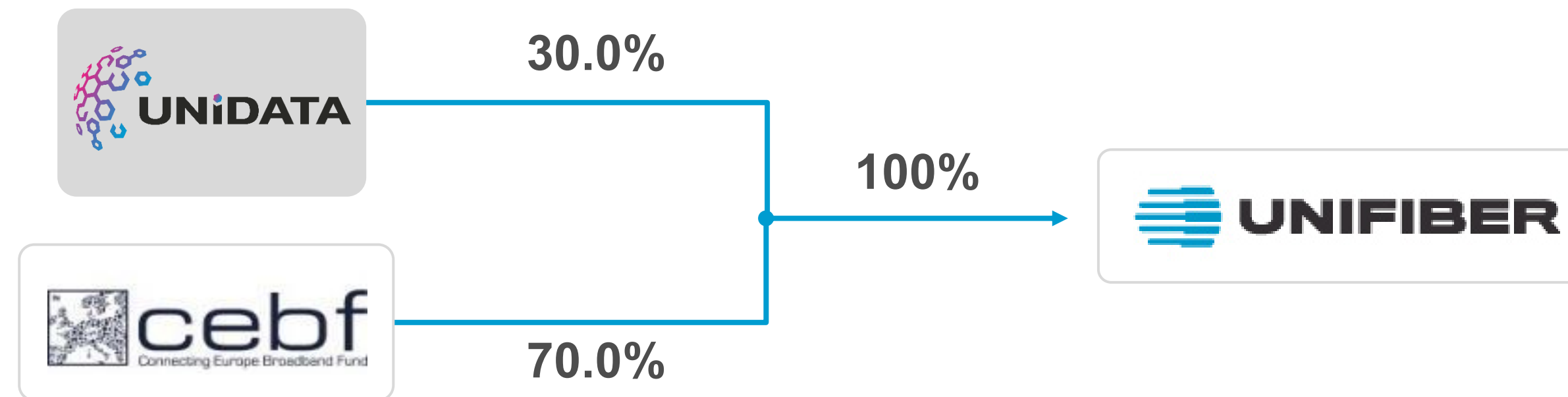
MAIN PROJECTS & ACHIEVEMENTS

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.



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.

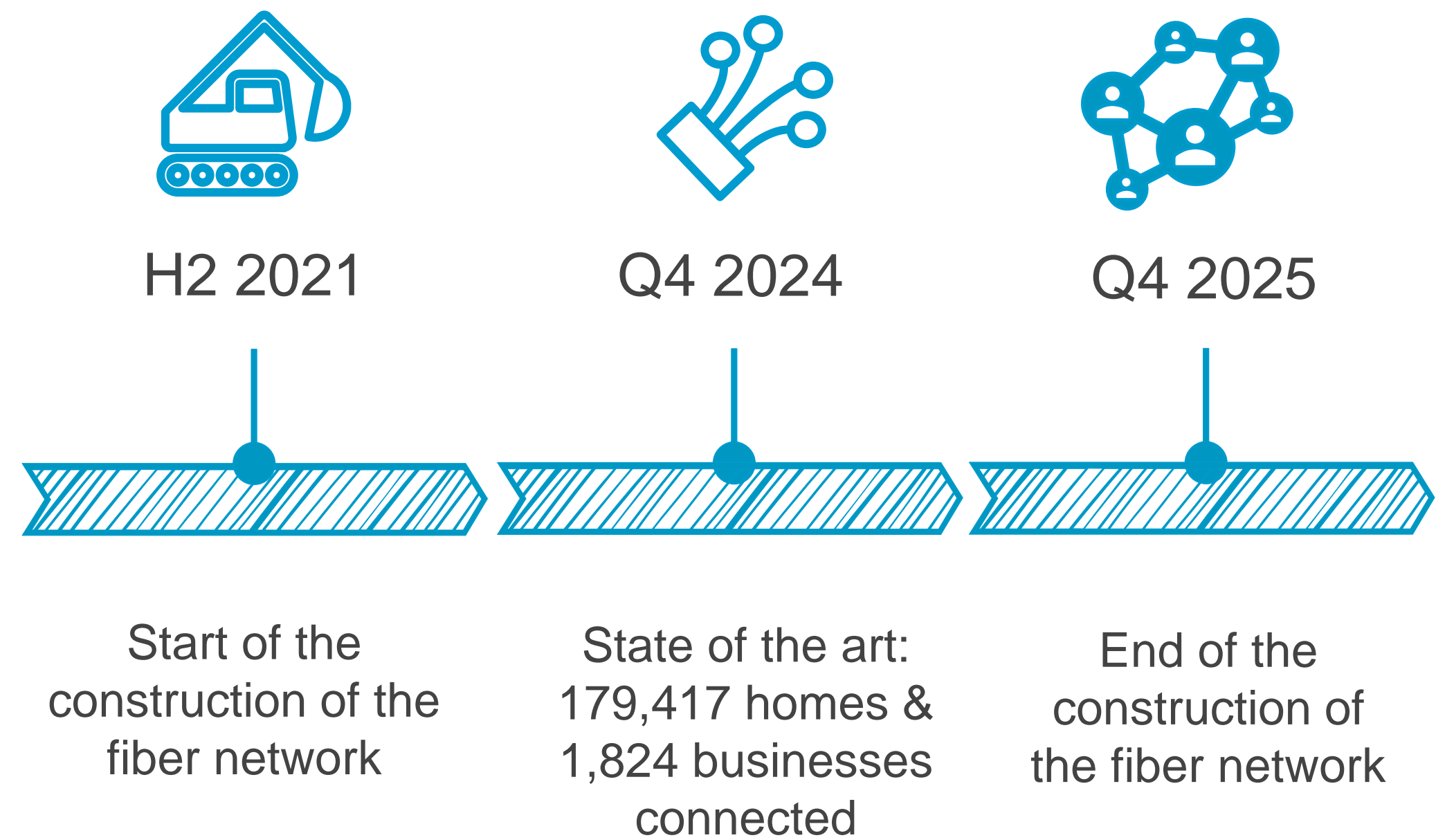
FTTH FOR GRAY AREAS OF LAZIO REGION



Objective

193,000 homes

8,000 businesses



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%**

Last comparable M&A transactions multiples¹
**18 - 20x
EV/EBITDA**

As of 31 December 2024, Unidata already paid Eu 6.9 million out of its total equity investment.
Unidata has an 11% of free equity thanks to its role of industrial partner.

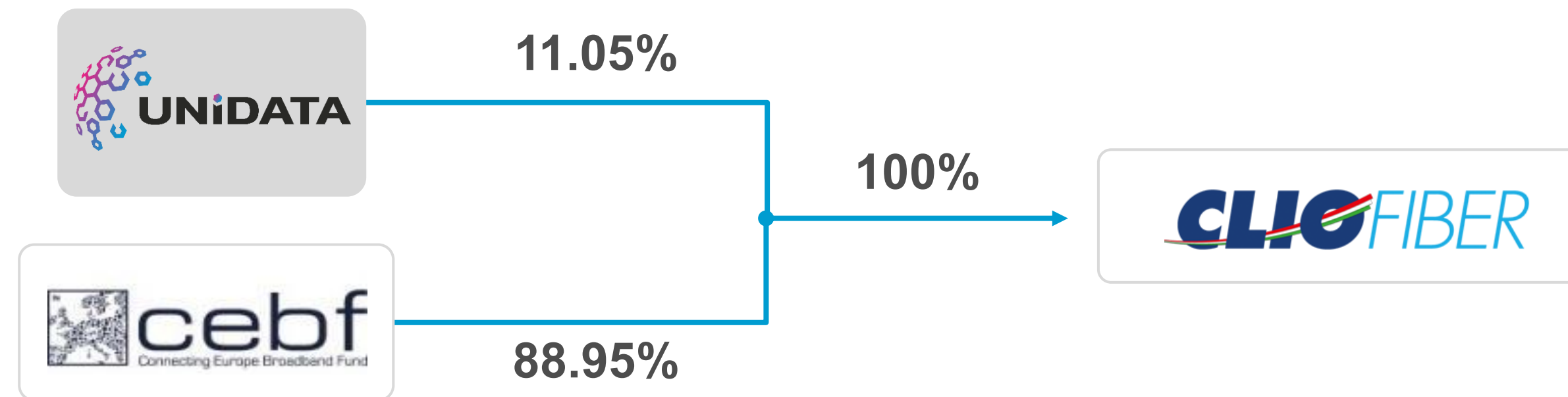
CLIOFIBER (JV WITH CEBF)



▶ Agreement with **Connecting Europe Broadband Fund (CEBF)**¹ to acquire a 11% stake of ClioFiber from a local operator for a consideration of € 625 thousand



FTTH access network implementation in “gray areas” without FTTH, localized in Puglia region.





INDUSTRIAL ROLE OF UNIDATA

- ❖ Design of the FTTH network project
- ❖ Business development



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.

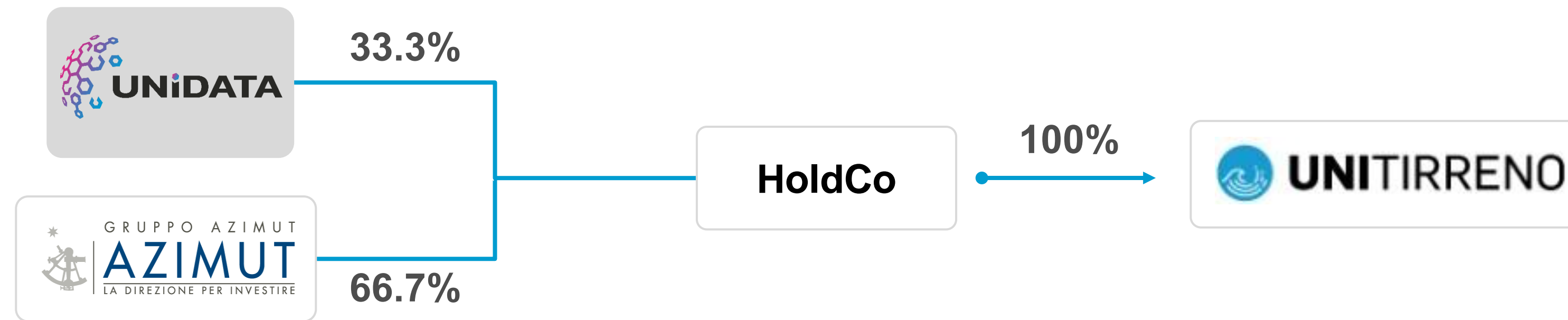
UNITIRRENO (JV WITH AZIMUT)



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.



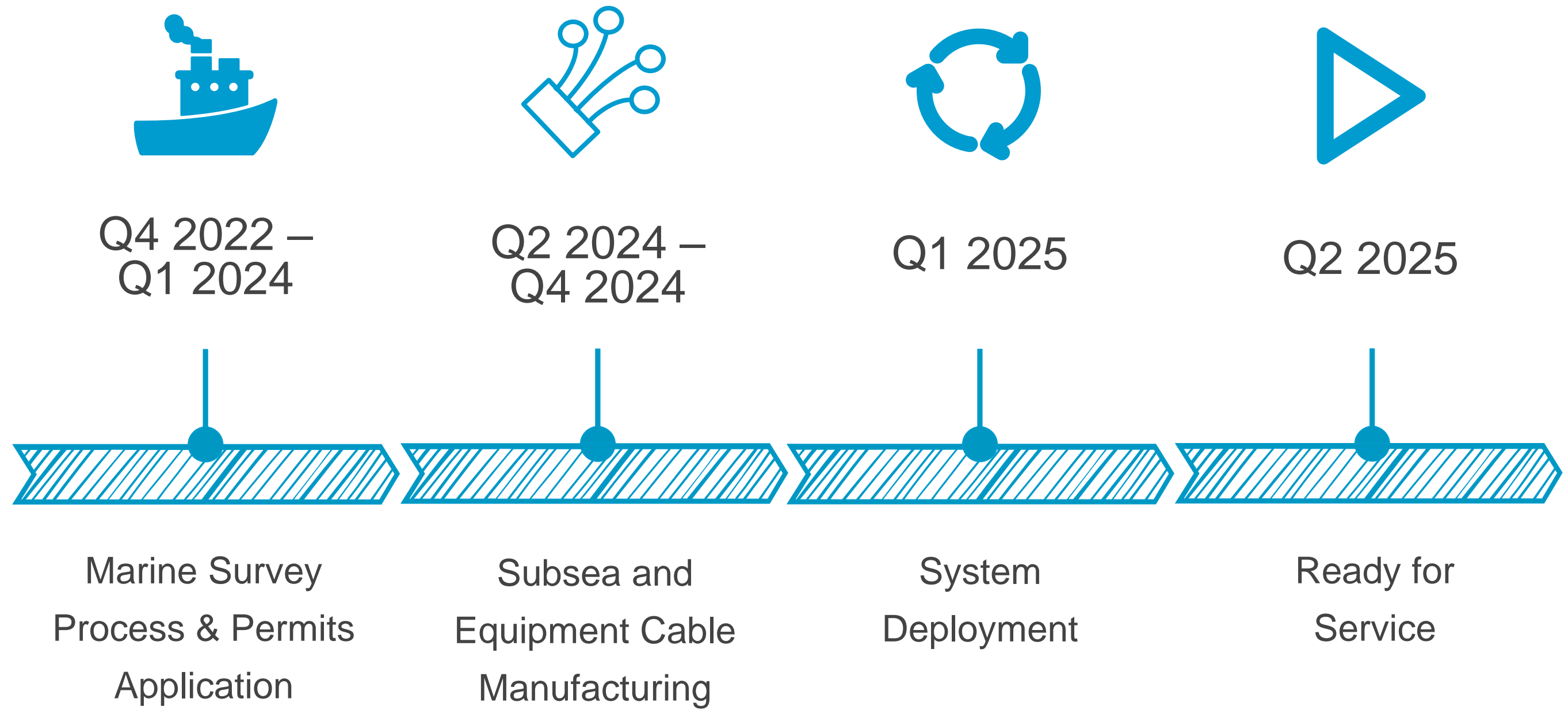
INDUSTRIAL ROLE OF UNIDATA

- ❖ **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%

Last comparable M&A transactions multiples¹
12 - 13x
EV/EBITDA

As of 31 December 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.

RECENT ACHIEVEMENTS



July 24th
2024



October 28th
2024



November 13th
2024



November 18th
2024



December 19th
2024



February 3rd
2025

Unitirreno signed an **agreement with Sparkle** for the landing of its new submarine cable system in **Sparkle's Genoa Landing Platform**

Unidata announced that **UniCredit** will support the development plan of UniFiber thanks to a **10 million Euro ESG-linked loan, lasting 10 years**

Unifiber signed a **collaboration agreement with Open Fiber** that will allow Open Fiber to reuse the infrastructure network owned by Unifiber in Lazio to extend the FTTH network

Unidata signed an agreement with **CEBF** for the acquisition of a **minority share in ClioFiber**, wholesale operator that deals with the creation of the FTTH network in the gray areas of Puglia

Unitirreno signed a **partnership agreement with Fastweb** establishing the purchase by Fastweb of a section of the submarine fiber network

Unidata announced that the **laying of the first section of the strategic submarine cable infrastructure** of Unitirreno took place on the coast of Roma-Fiumicino

KEY FINANCIALS

FINANCIAL HIGHLIGHTS UNIDATA GROUP - PRELIMINARY FY2024

101.3 M€

Revenues

in line with FY 2023
(100.7 M€ in FY 2023)¹

27.4 M€

Adjusted EBITDA

+5% vs 2023

Adjusted EBITDA Margin **27.0%**

43.9 M€

NFP

(47.9 M€ in FY 2023)

Adj. NFP 41.5 M€

(46.7 M€ in FY 2023)²

13.8 M€

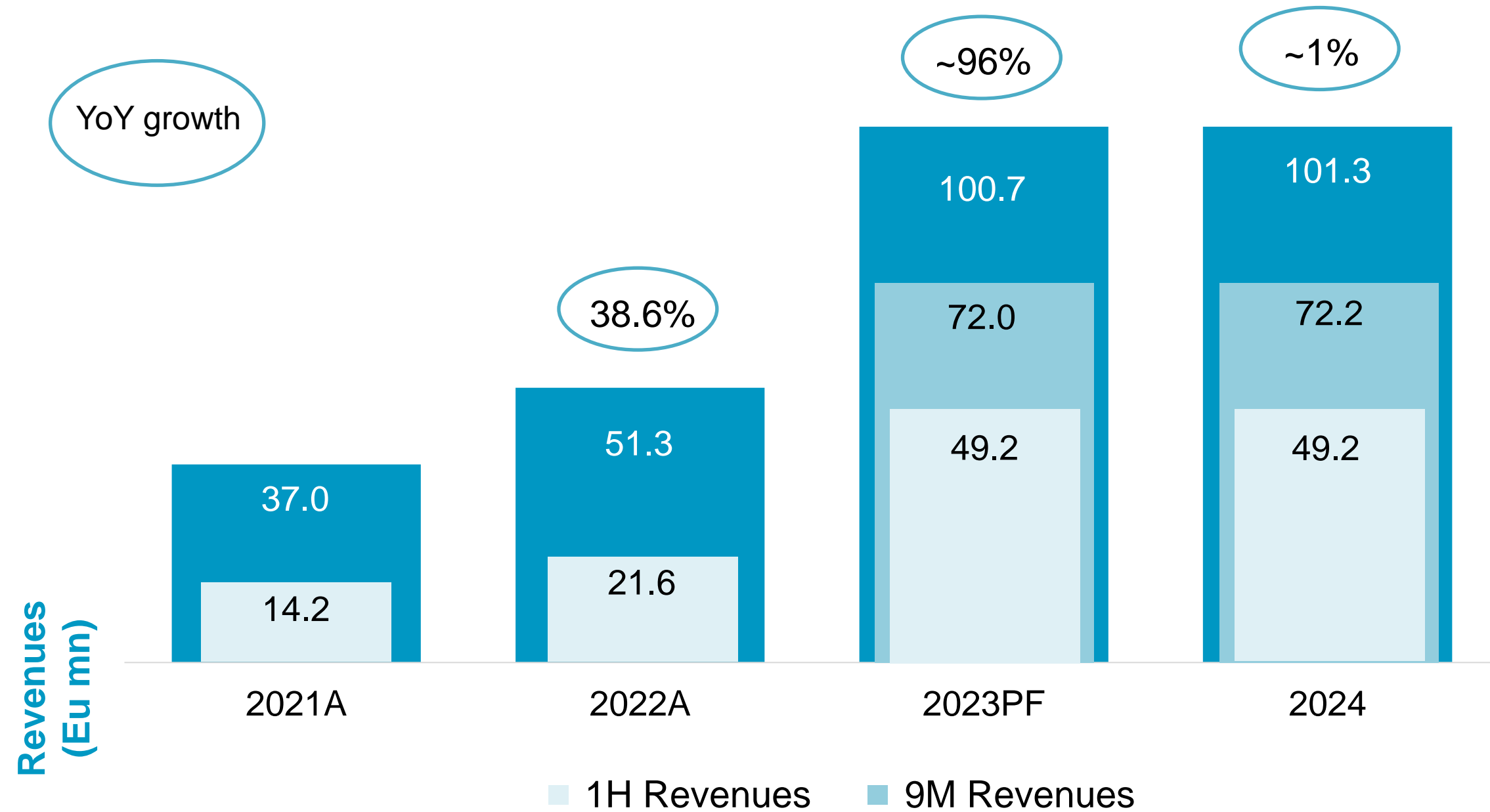
Total Investments

in tangible (8.1 M€),
intangible (3.2 M€)
and financial (2.5 M€)
assets

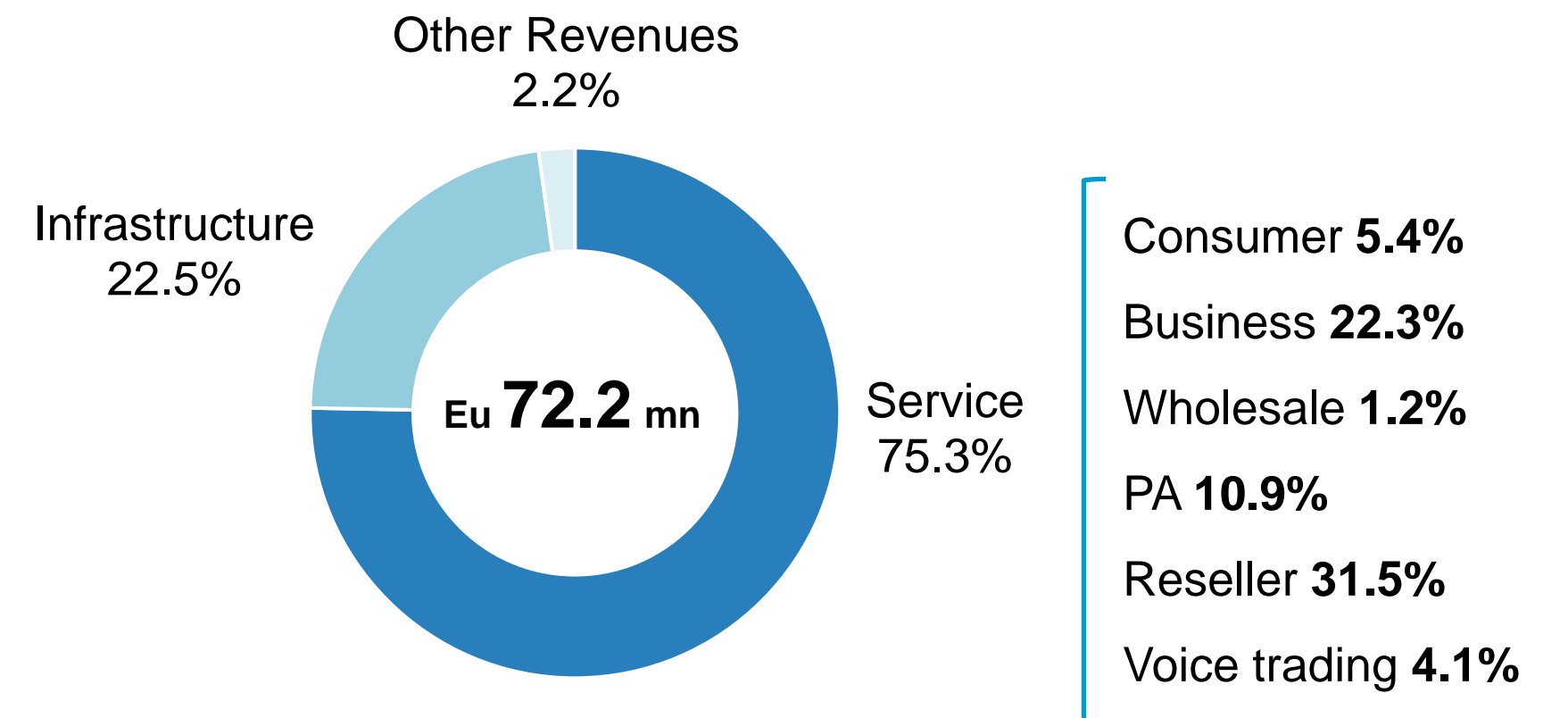
FINANCIAL HIGHLIGHTS – REVENUES & CUSTOMERS

Unidata Group's consolidated revenues strongly increased between FY2022 and FY2023, thanks to the inclusion of the acquired TWT Group in the perimeter, doubling the size of the Group.

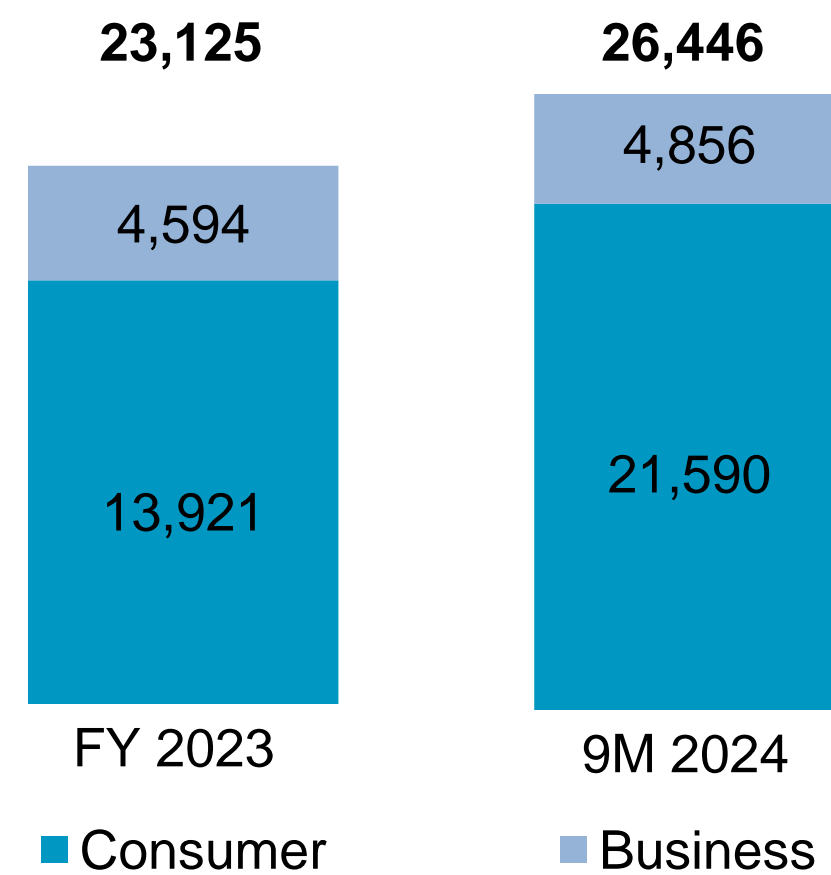
In FY2024, the Group recorded revenues in line with FY2023 because of the disposal of voice trading.



Revenues 9M 2024 breakdown



Number of customers 9M 2024



Direct Customer growth:
 Business (+6% YoY)
 Consumer (+17% YoY)

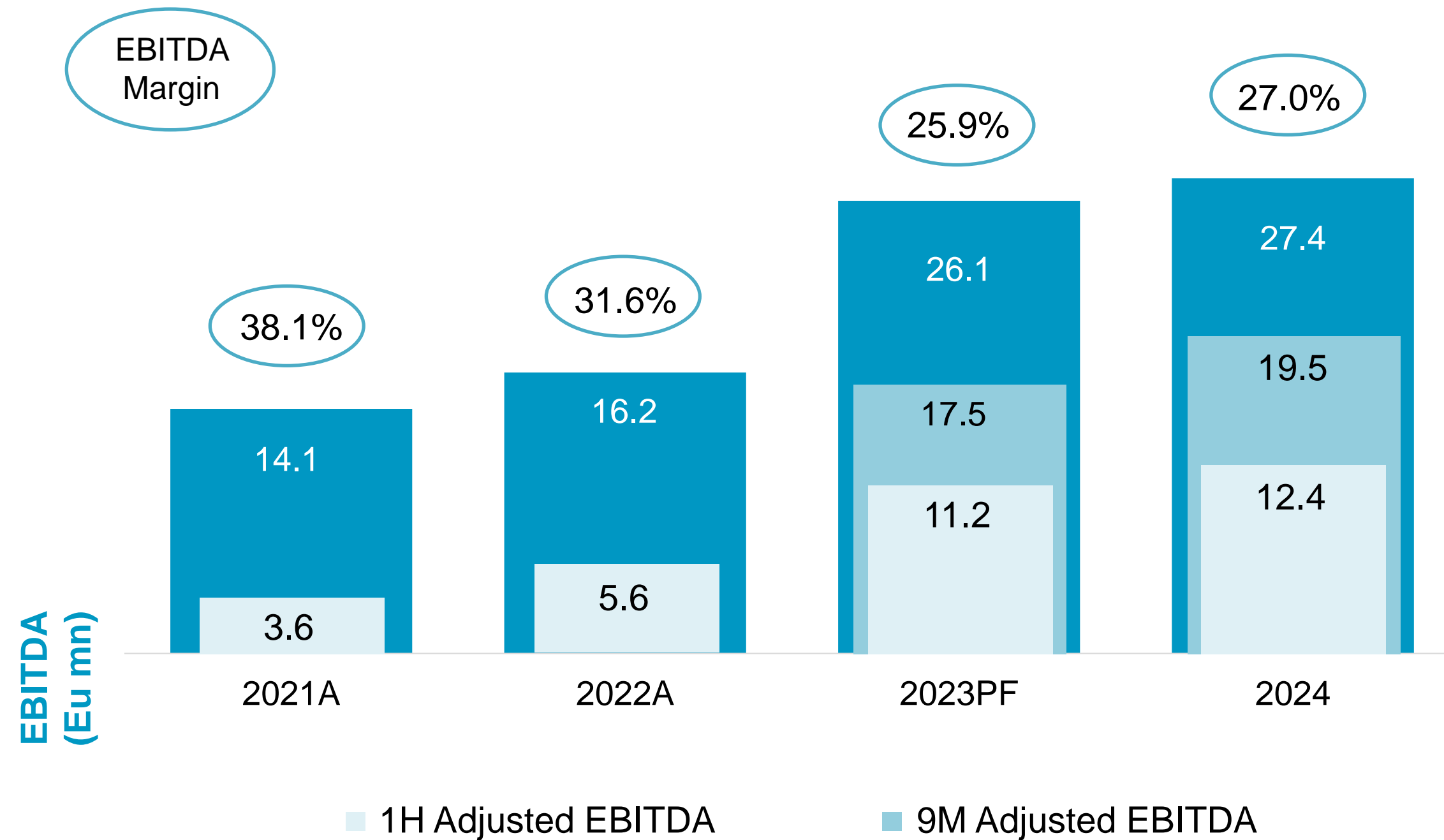
Indirect Customers
 through partners' network
34,041



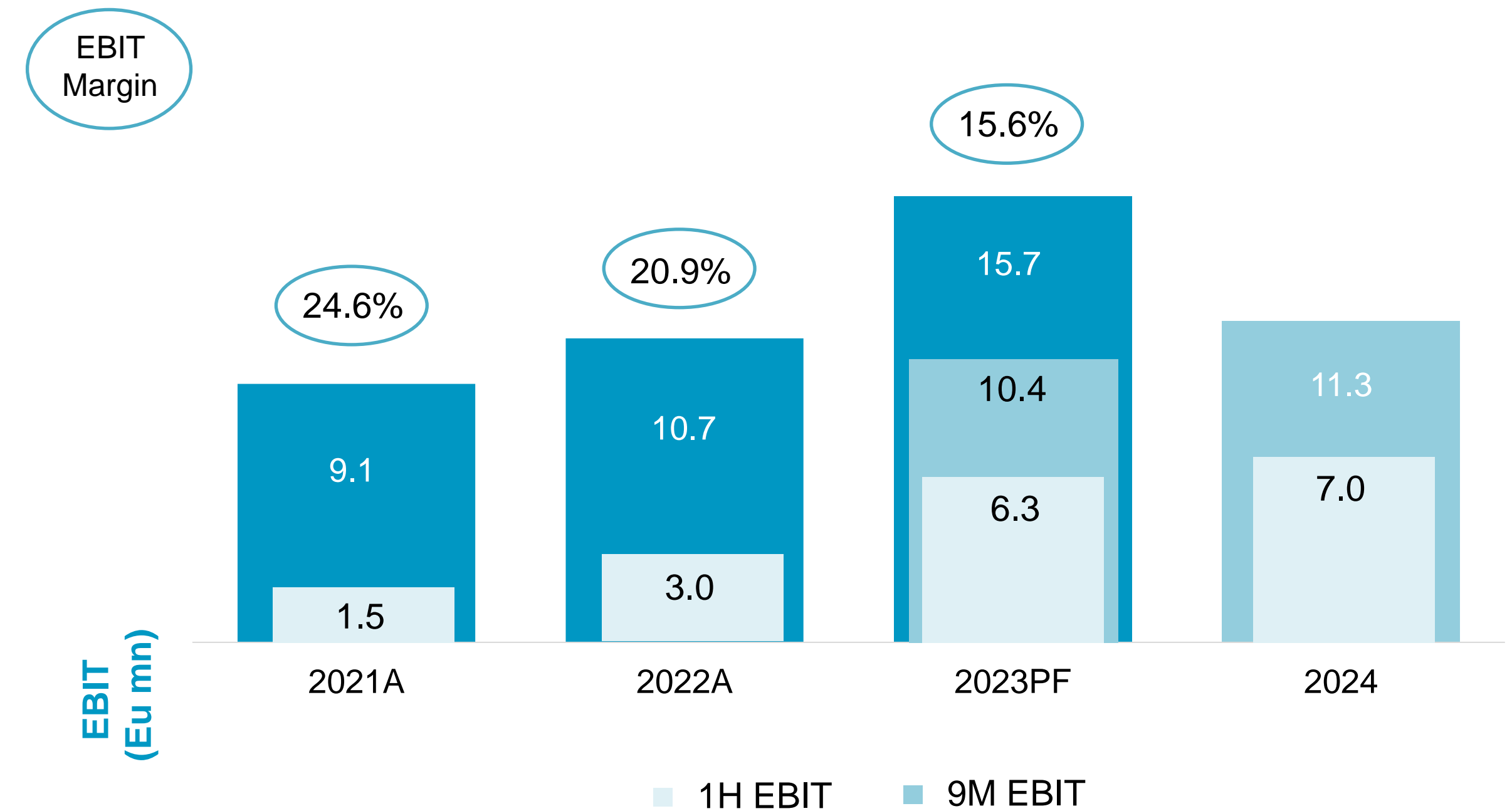
The values as of 31 December 2023 refer to the pro-forma economic data as of 31 December 2023, i.e. including the TWT Group in the consolidation for the entire period. 2024 Data are Preliminary Data, still unaudited.

FINANCIAL HIGHLIGHTS – EBITDA & EBIT

Adjusted EBITDA & Margin

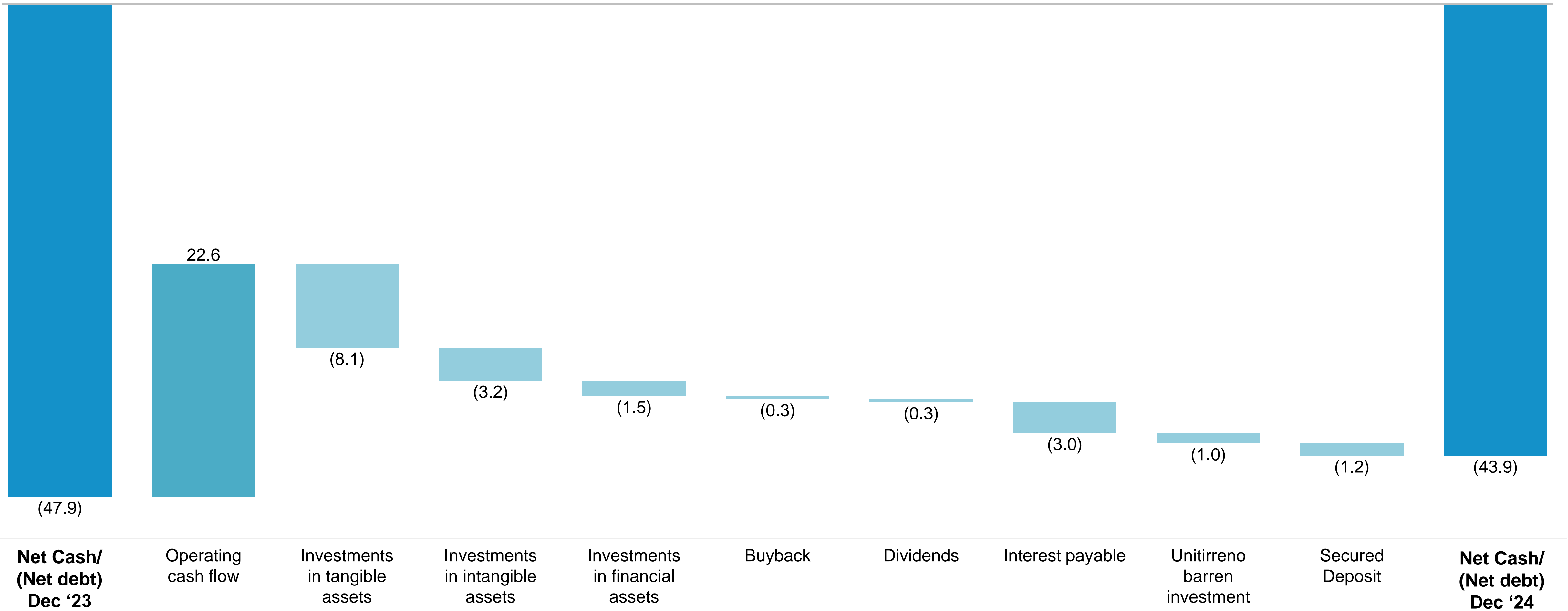


EBIT & Margin



- **EBITDA Adjusted**, equal to **€ 27.4 million** in FY 2024 (preliminary data), is calculated net of extraordinary costs amounting to approximately € 0.3 million.
- FY 2024 EBIT has not yet been released, therefore for 2024 it has been presented 1H 2024 and 9M 2024 results.

NET FINANCIAL DEBT BRIDGE



UNIDATA GROUP - CUSTOMERS 9M 2024

26,446

Unidata Group Consumer and Business Customers



34,041

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



60,487

BUSINESS PLAN

2025 - 2027

KEY POINTS OF THE STRATEGY

To be a strong player in a growing market using innovation as strategic driver

Growth with innovation

- 1 > 10 > 100 Gigabit & Wi-Fi 7
- Network as a Service Cloud based
- **Embedded Cybersecurity**
- **Cloud:** IaaS & SaaS, Storage, Private Cloud

Connectivity
Cloud & CyberSec

Artificial
Intelligence

A.I. technology is must

Operational efficiency and cost savings among the main benefits.
Unidata focuses on **process efficiency** and **internal and external solutions**

IoT &
Smart City

Infrastructure

Infrastructure Maker

The digital infrastructure is not finished.

- Unidata continues the construction of fiber networks, expands the network with Unifiber – further **>50 mln€ Investment** >3 years of activity; strategic agreement with Openfiber for sales on the Unifiber network
- **Unitirreno - 80 mln€ investment.** Unidata has acquired submarine fiber know-how, one of the few in Italy and Europe; Commitment to sales, operation and maintenance, ready for service in 2025

Datacenter

Datacenter Business grows in volume

- Current Edge Datacenters in Rome and Milan
- **Unicenter** - Rome Datacenter Colocation starts in 2025 with 13,000sqm up to 16MW **>2000 racks**
- Unidata will sell and manage Colocation and connectivity services

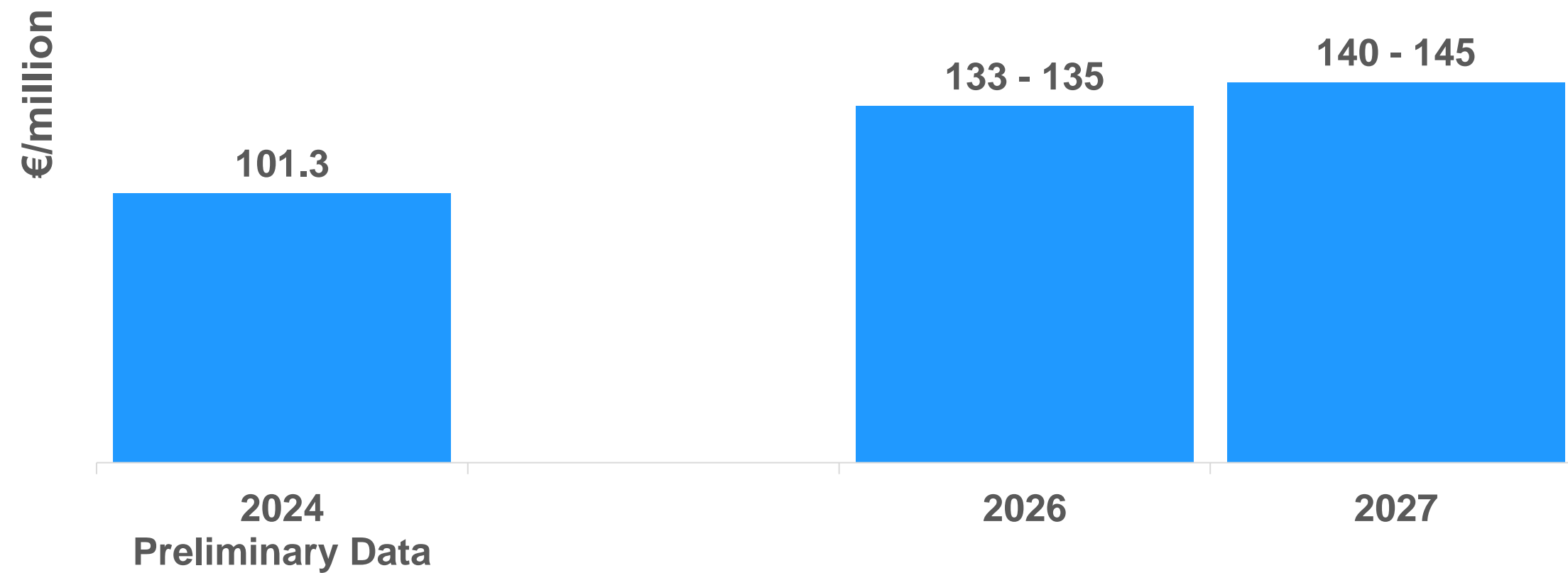
IoT & Network based Smart City & Smart Areas

- **LoraWan:** Smart metering killer IoT application
Unidata is the largest player in Italy
- **Roma5G:** Smart City & 5G Neutral Hosting – Unidata as operating Partner
- **PPP:** strategic tool, acquired Know-How
- **Strategic alliances** with major players in Italy

2027 FINANCIAL TARGET

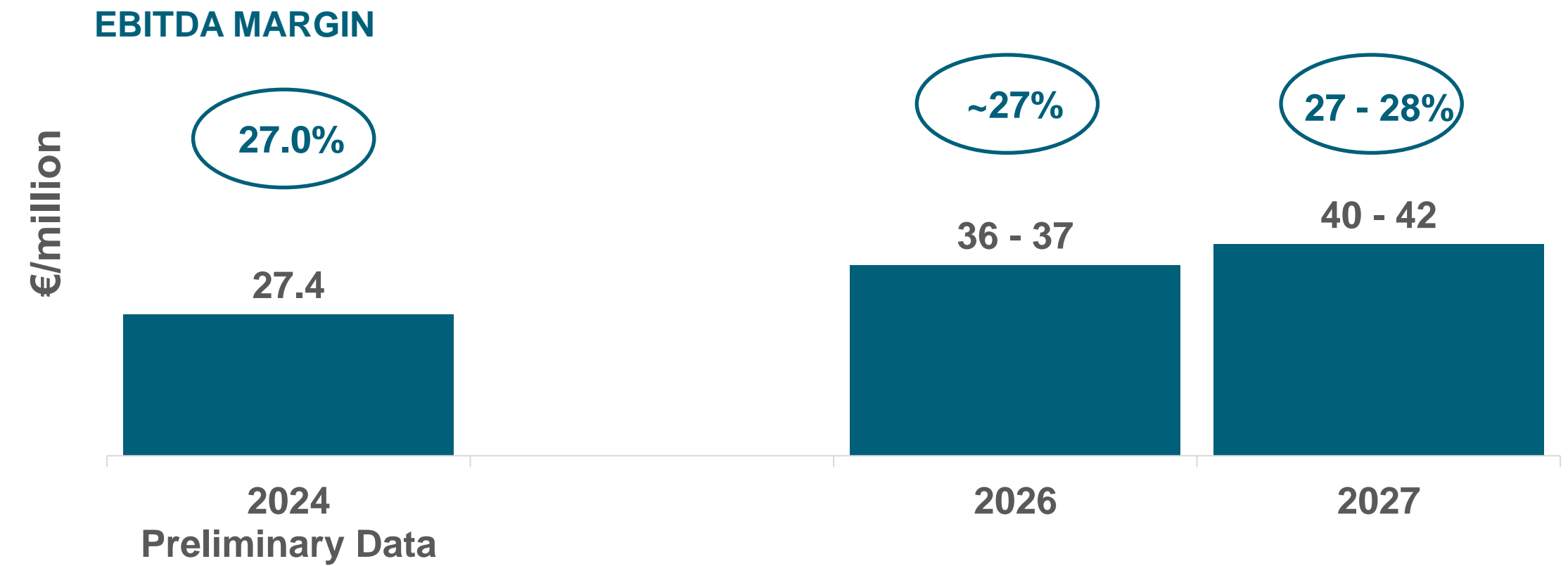
REVENUES

CAGR 2024-27 **12%**

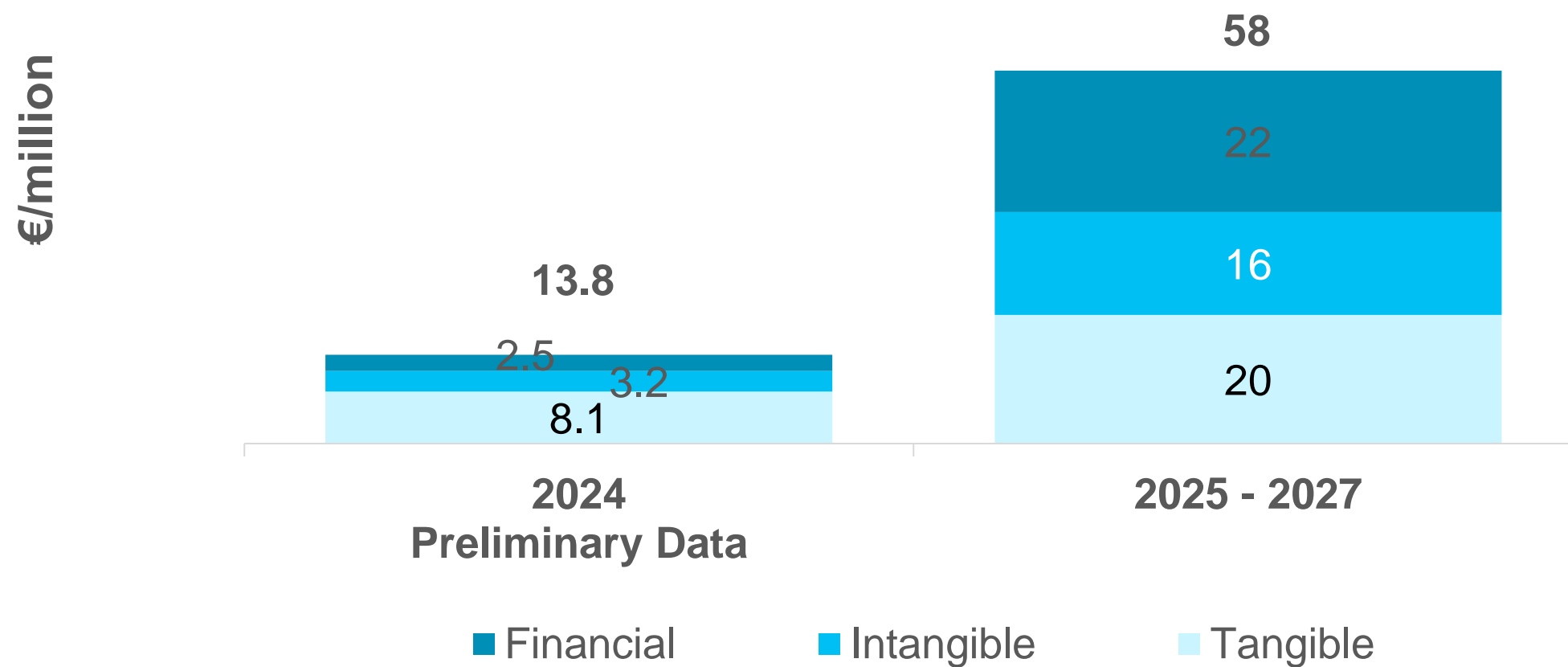


ADJUSTED EBITDA

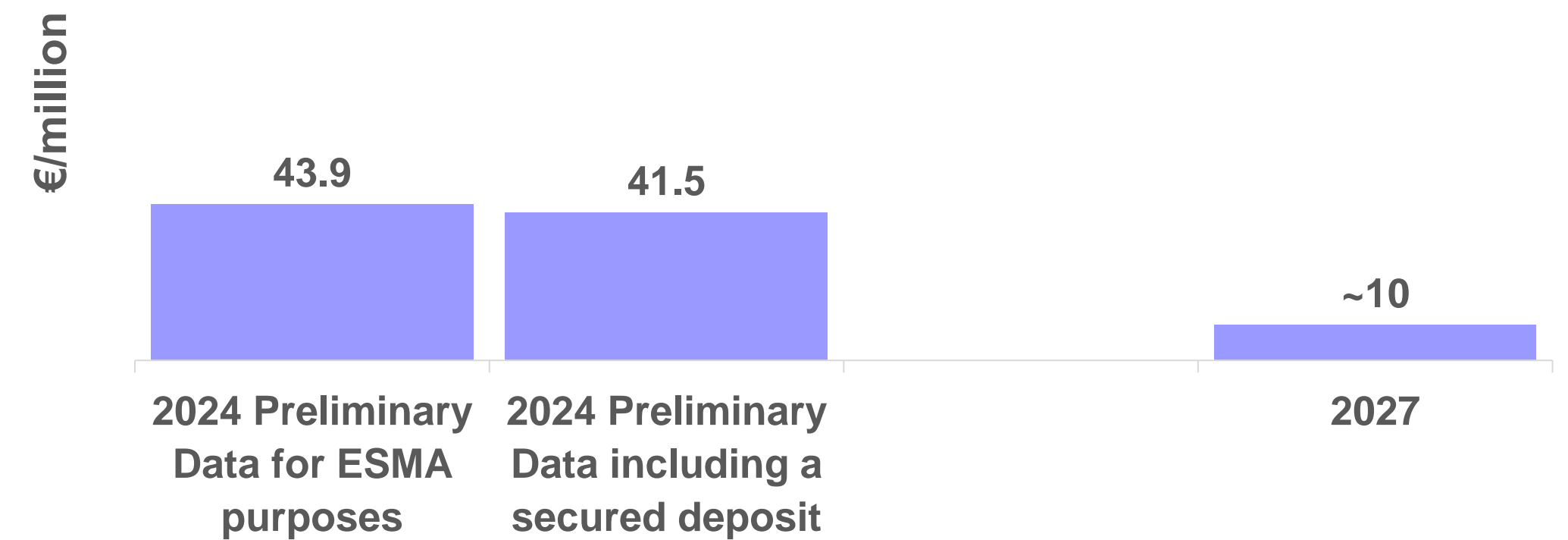
CAGR 2024-27 **15%**



CUMULATED CAPEX 2025-27

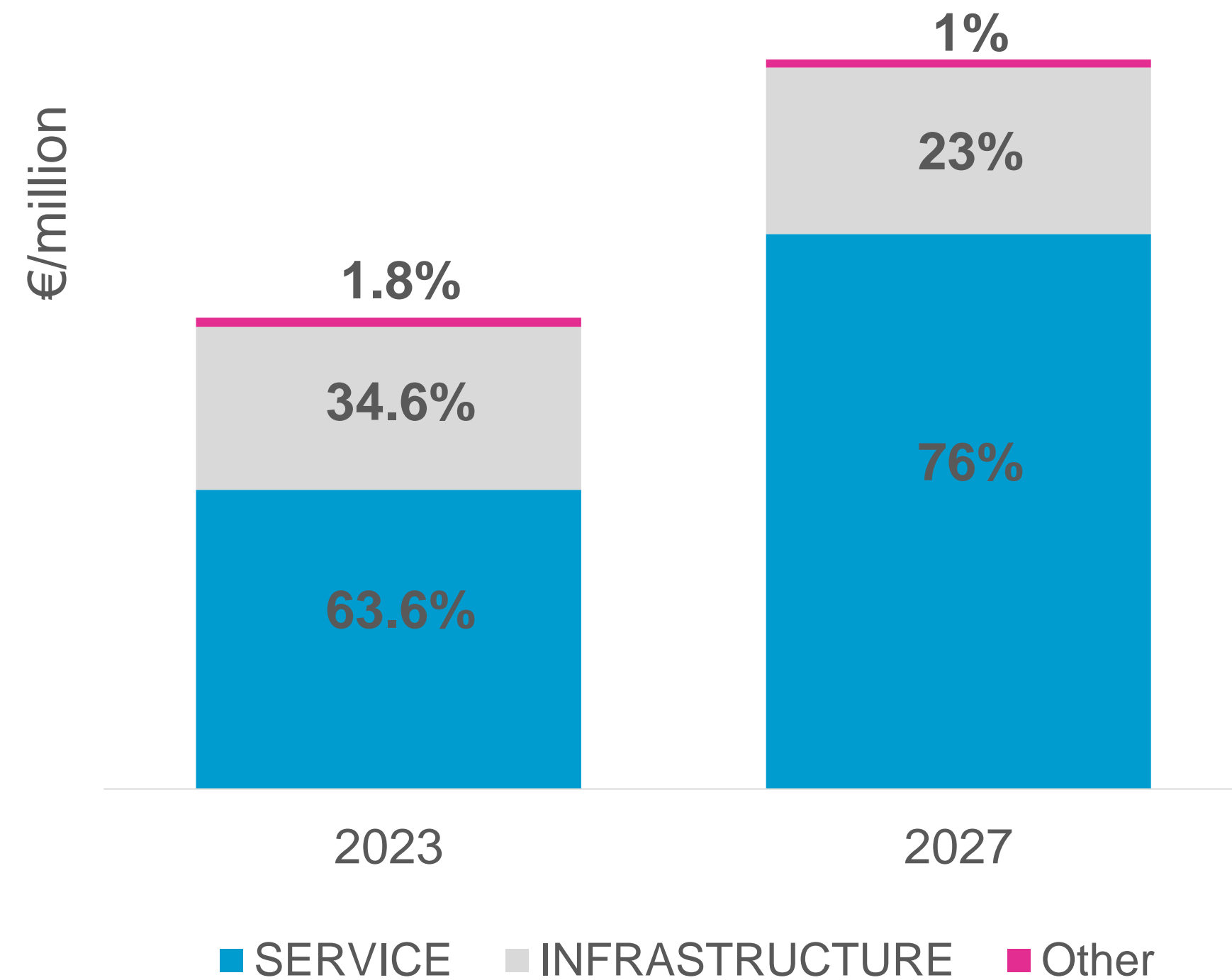


NET FINANCIAL DEBT

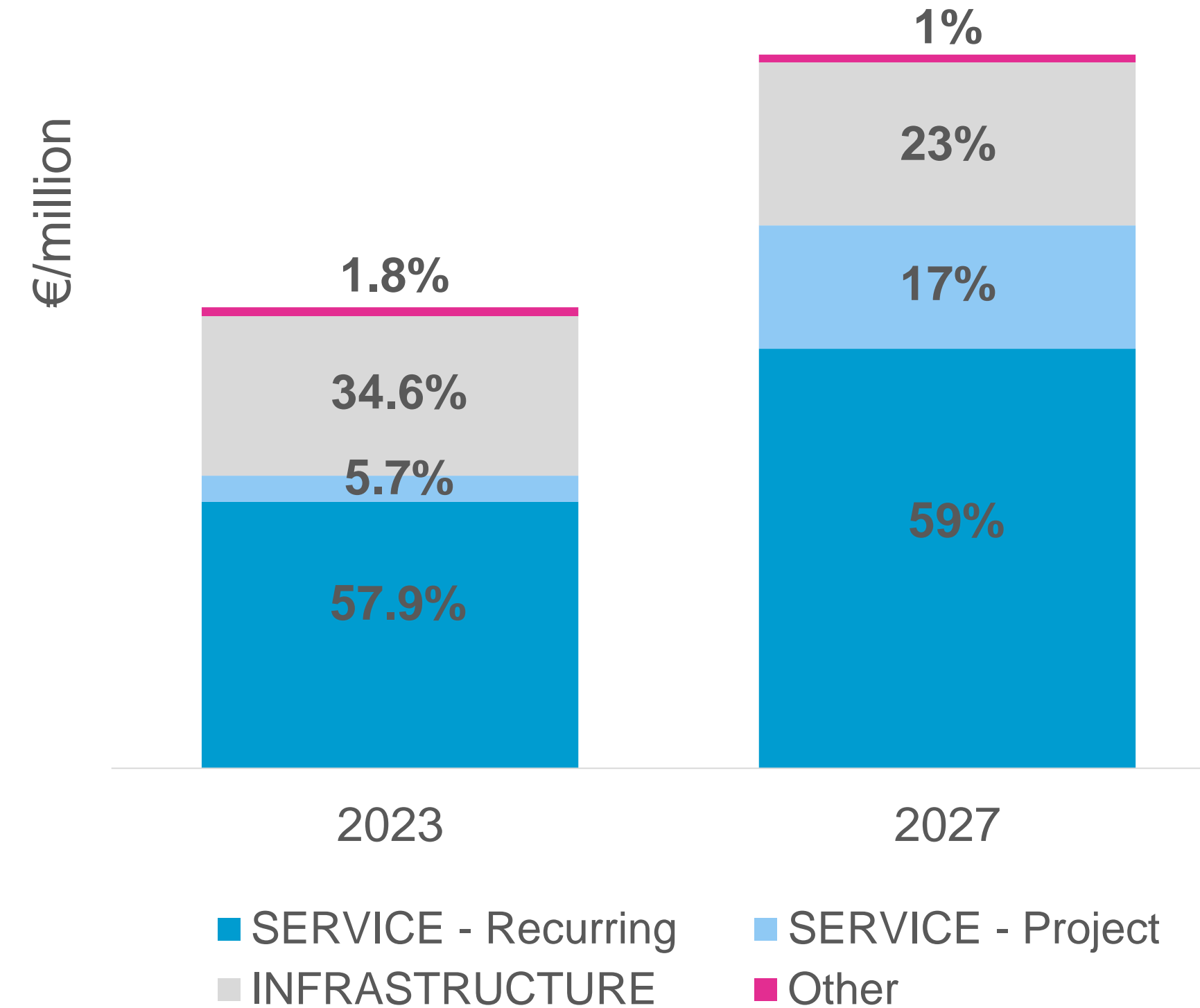


2027 REVENUES BREAKDOWN

REVENUES MIX by Business Line



REVENUES MIX by Type

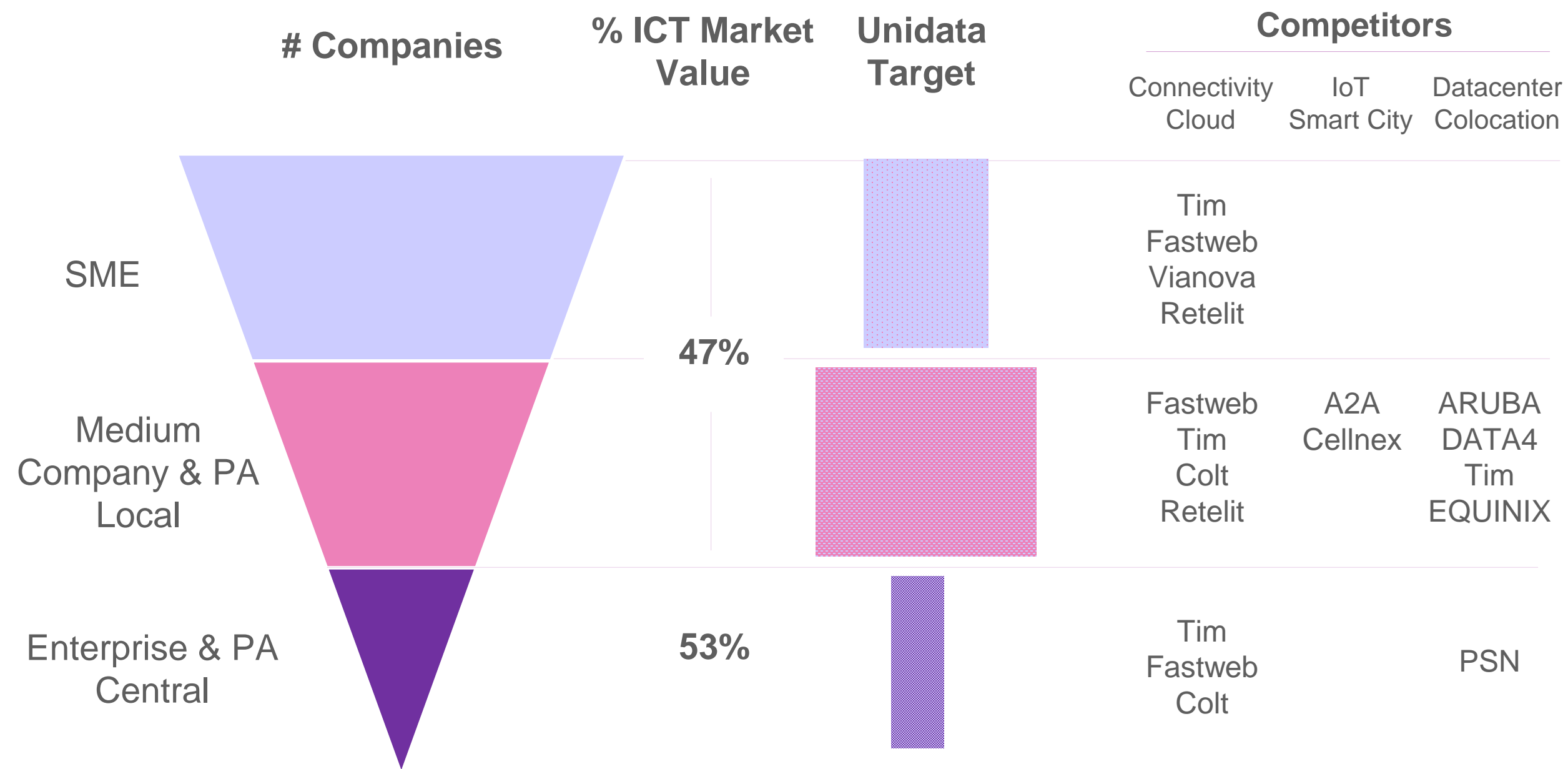


Over time the Mix of contribution to Total Revenues changes in favour of a greater weight of Revenues deriving from the **SERVICE business line** (Fiber & Connectivity, Cloud, Datacenter & IoT)

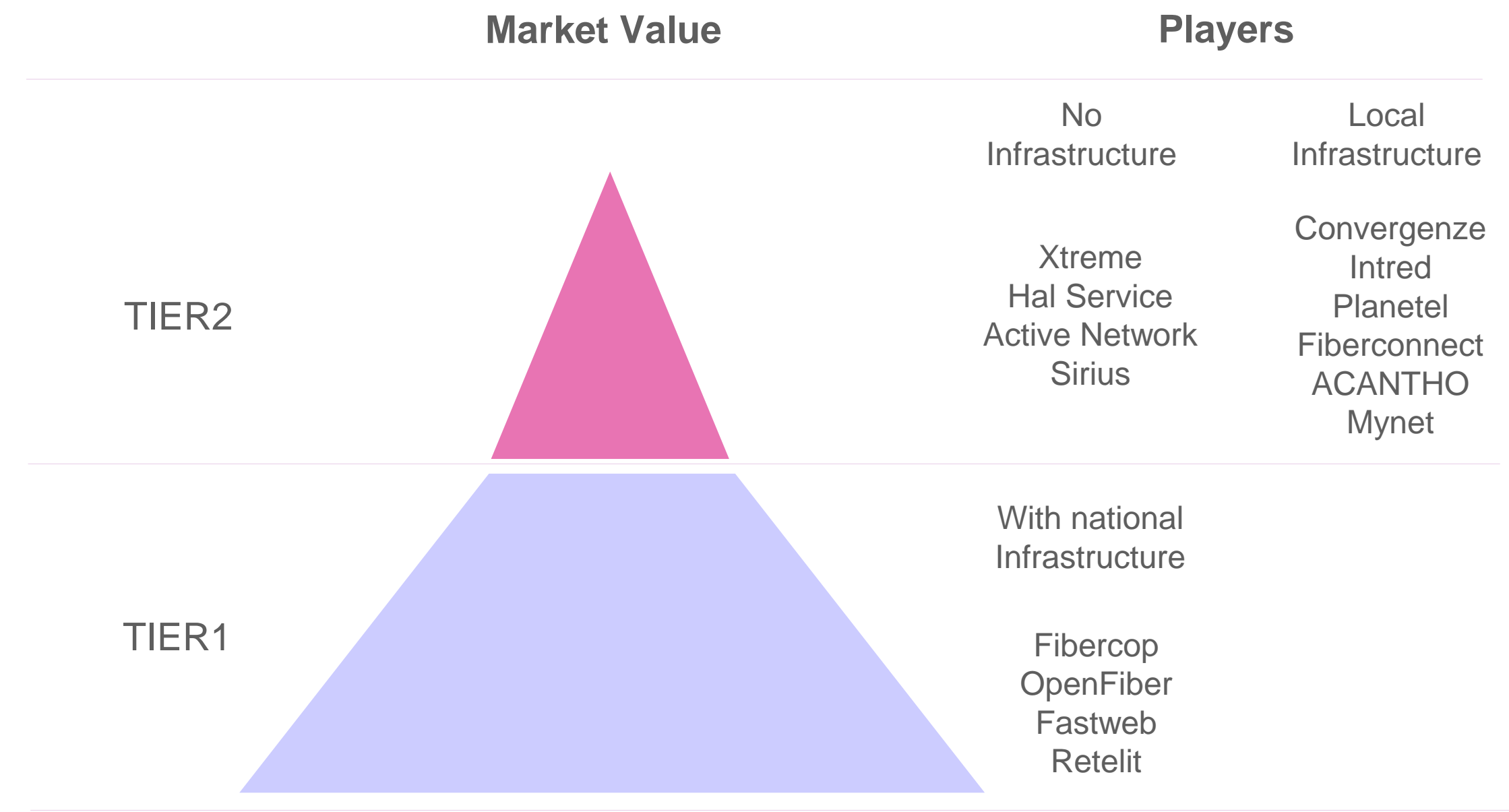
The basis of **recurring contracts** are the engine of growth together with large Fiber-IoT digital transformation projects

TARGET & COMPETITORS

Target



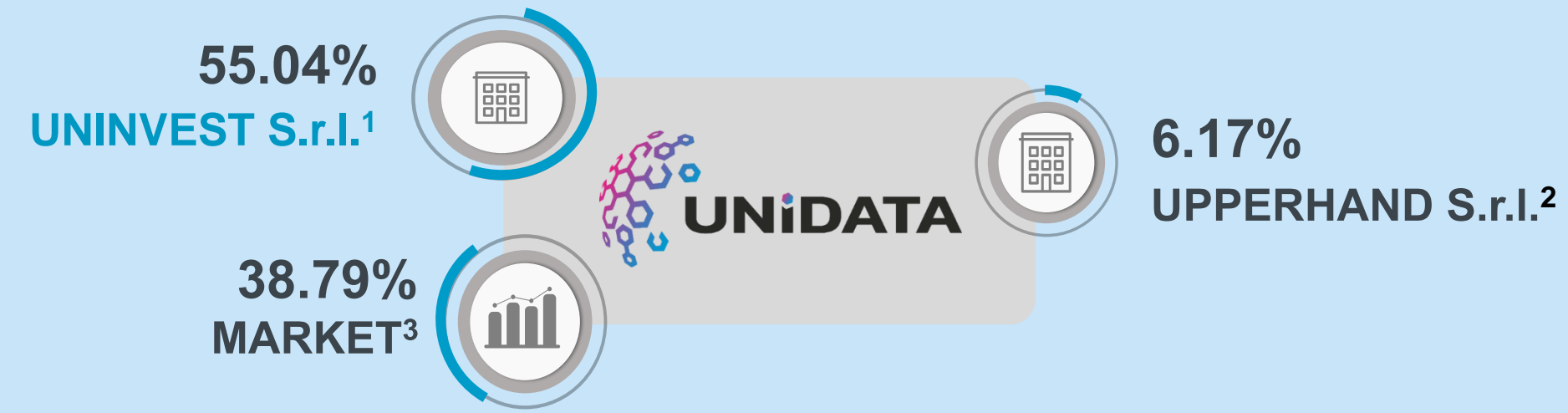
Competitors












The growth is driven by the technological investments of large organizations (companies and PAs), which represent 53% of the ICT business market and which grow by +4.9%, weighing 22.5 billion euros. However, the market trend is also positive for SMEs. Specifically, investments by micro-enterprises grew by 2.2%, while those of small companies by 3.1%. Growth was higher for medium-sized companies (+3.9%).

APPENDIX


CORPORATE GOVERNANCE & ORGANIZATION




BOARD OF DIRECTORS


 Renato Brunetti Chairman and CEO	 Marcello Vispi Vice Chairman	 Giampaolo Rossini Member	 Paolo Bianchi Member	 Barbara Ricciardi Independent Member
 Alessandra Bucci Independent Member	 Stefania Argentieri Piuma Independent Member	 Maurizio Tucci Member	 Luca Annibaletti Independent Member	


FINANCIAL REPORTING OFFICER


Roberto Giacometti
CFO & Investor Relations Officer

BOARD OF STATUTORY AUDITORS


Pierluigi Scibetta
Chairman of the BoSA


Antonia Coppola
Auditor


Luigi Rizzi
Auditor

Management

Chairman & CEO
Renato Brunetti

Vice Chairman
Marcello Vispi

Staff Functions

Internal Auditing
Sergio Beretta

Investor Relations
Roberto Giacometti

Public Affairs & Institutional Relations
Federico Bottura

Risk Management, Communication & ESG
Paolo Bianchi

Chief Financial and Legal Officer
Roberto Giacometti

Chief Human Resources & Organization Officer
Lorenzo Lombardi D'Aquino

Procurement & General Affairs
Roberto Monaldi

Line functions

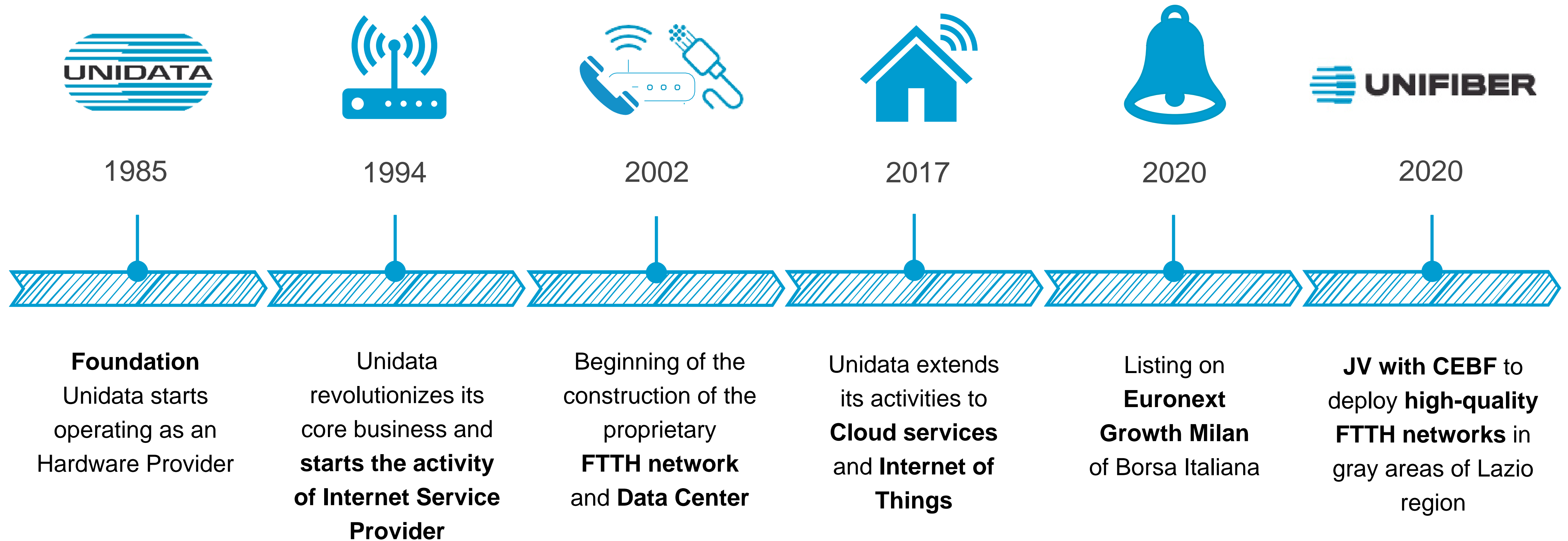
Chief Commercial Officer
Roberto Forte

Chief Operating Officer
Giovanni De Nichilo

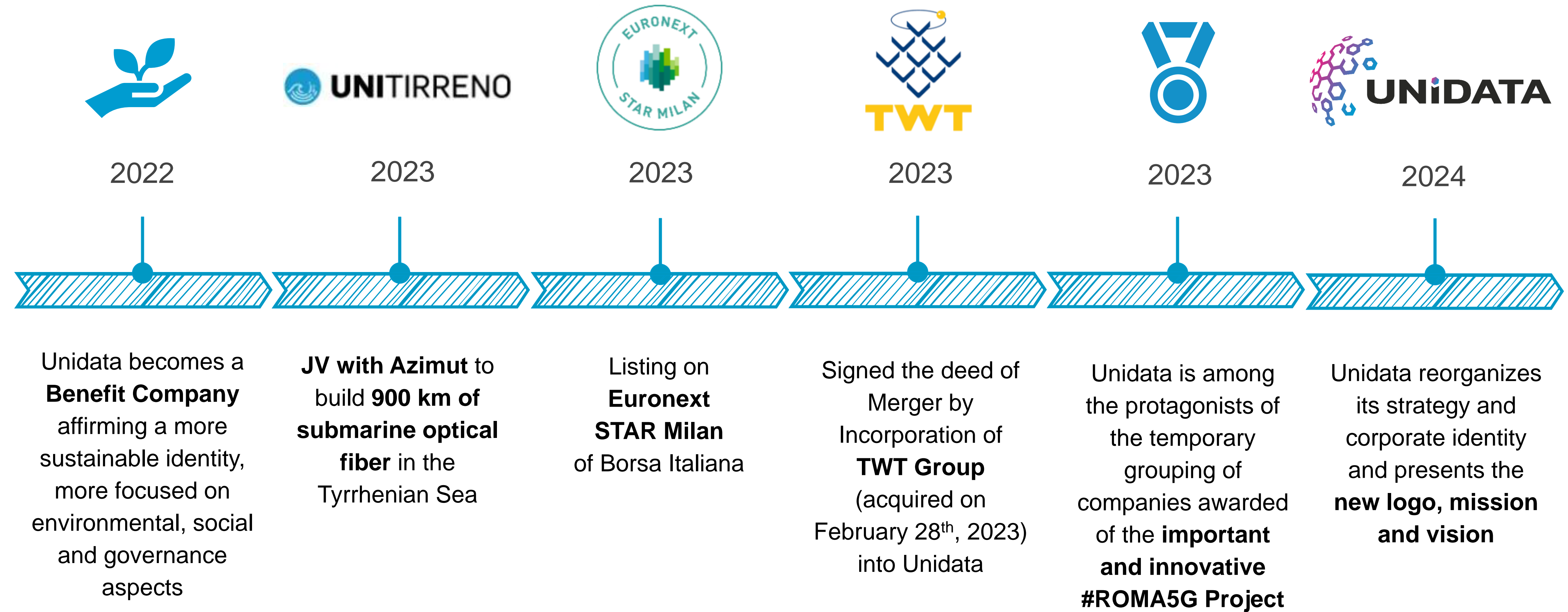
Chief Technical Officer
Giampaolo Rossini

Innovation, Research & Development
Patrizio Pisani

HISTORY



HISTORY



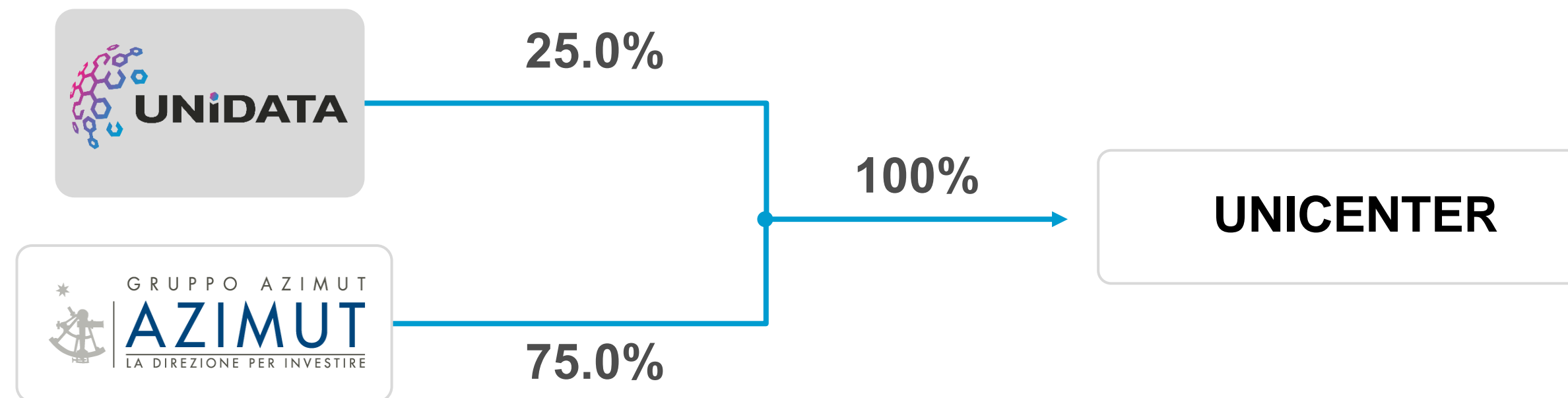
UNICENTER (JV WITH AZIMUT)



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

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

Market trading multiples¹
16 - 18x EV/EBITDA

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

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