



# Planetel

Get be inspired by our fiber.

---

6th ANNUAL POLYTEMS HIR ITALIAN DAY IN FRANKFURT

25th January, 2022

# Disclaimer

---

This document has been prepared by Planetel S.p.A. (the “Company”) for the sole purpose described herein. In no case may it be interpreted as an offer or invitation to sell or purchase any security issued by the company or its subsidiaries. The content of this document has a merely informative and provisional nature and the statements contained herein have not been independently verified.

Neither the company nor any of its representatives shall accept any liability whatsoever (whether in negligence or otherwise) arising in any way from the use of this document or its contents or otherwise arising in connection with this document or any material discussed during the presentation. This document may not be reproduced or redistributed, in whole or in part, to any other person.

The information contained here in may include forward-looking statements that are not historical facts, including statements about the company’s beliefs and expectations. These statements are based on current plans, estimates, projections and projects, and cannot be interpreted as a promise or guarantee of whatsoever nature. However, forward-looking statements involve inherent risks and uncertainties and are current only at the date they are made. We caution you that a number of factors could cause the company’s actual results and provisions to differ materially from those contained in any forward-looking statement. Such factors include, but are not limited to: trends in company’s business, changes in the regulatory environment, its ability to successfully diversify and the expected level of future capital expenditures. Therefore, you should not place undue reliance on such forwardlooking statements. Planetel does not undertake any obligation to update forward-looking statements to reflect any changes in Planetel’s expectations with regard thereto or any changes in events.



# Profile

---

# A recognized player providing high speed connectivity and integrated digital solutions

Planetel is a local fiber-optic network services provider with an integrated offer of connectivity, ASP/Cloud services and other IT solutions dedicated to retail and medium/large corporate as well as wholesale and public sector. Planetel through its proprietary backbone offers ultra-fast connectivity to major wholesale operators.

Since 1985 Planetel seeking to tackle head-on the challenges of innovation provides IT Services and now:



## HIGH SPEED CONNECTIVITY:

- Fiber-optic: Ultrabroadband connectivity (FTTC-FTTH-FTTB) (2.5Gb/sec)
- WIFI network Bergamo Area (FWA)



## INTEGRATED DIGITAL SOLUTIONS:

- Cloud and DataCenter Network (hosting and housing)
- Cybersecurity



## VOICE

- Advanced voice solutions (Virtual PBX)

## A strong presence in Lombardia, Veneto and Campania Regions

- The Company serves approx 150 municipalities,
- The most important wholesale companies
- 26,672 customers with a very low churn rate.
- 110 commercial network with (Planetel's points)
- A strong visibility on Recurring Revenues
- A scalable Fiber-network
- Efficient Capital Deployment
- Profitable cross-selling between Business Lines



Planetel has been listed at AIM ITALIA since December 2020.

# ISP at the core of our business, since 2015 also fiber-optic network

**1985-1994**



Establishment of S.I.T.I.S. S.r.l., a **system integrator** company, and Trifolio S.r.l., the Group's **office automation** company

**SITIS**  
**TRIFOLIO**

**2001**



Establishment of Planetel S.r.l., the **OLO<sup>(1)</sup> national network services** provider

**Planetel**

**2006**

Implementation and activation of a **proprietary wireless network**

**2015**



Planetel began laying **proprietary fibre-optic networks** in the provinces of Bergamo and Verona (northern Italy)

**2010-2013**



Establishment of ENJOIP S.r.l., and Acquisition of Servizi Internet S.r.l., a **web and cloud computing** company

**enjoIP Servizi internet**

**2020**

Planetel's **fiber-optic infrastructure** stretches for **1.430 km**, reaching **99 municipalities** in the provinces of **Bergamo, Brescia, Mantua and Verona**.

Planetel since end of December **is listed on the AIM Italia**, the multilateral trading system run by Borsa Italiana S.p.A.

**BORSA ITALIANA**

**2017-2019**

**Extension of the fiber-optic network**, with the cabling of **more than 50 municipalities** in the provinces of Bergamo and Verona, with an **extension of ~450km**.  
Certifications ISO: 27001, 37001, model 231.

**2021**

Planetel is a group of three Companies: Planetel, Trifolio EnjoIP. Merger of Sitis and Servizi Internet in Planetel.

Extension of about 360 Km of the backbone in the districts of Milan-Brescia-Verona.

**Core network upgrade to 100Gb/s**. Access network increased to 2.5Gb/s. Next update at the end of 2021 at 10 Gb/s. Km. 1090, covered by + 150 municipalities.

Certifications 27017 and 27018 for Cloud and Cloud data.

**IT SERVICES &  
SYSTEM INTEGRATION**

**BUSINESS  
EXPANSION**

**PIVOTING ON  
FIBRE NETWORK**

1) Other Licensed Operator.

# Planetel in a nutshell

## PLANETEL AT A GLANCE

**€ 11,6m**

Total Revenues HY  
2021 - + 18% yoy

**79,2%**

of Recurring  
revenues in 2021 (1)

**€ 10,8m**

2020 Sales Revenues  
+12%

**161**

Municipalities served  
with fibre of which  
**70% are direct**  
Clients (2)

**26,672**

Planetel's Group  
active clients (3)  
(+ about 9.000 customers  
after DiRETE M&A)

## ASSETS

**1,880 Km**

Planetel's backbone  
fiber-optic network  
for HSC (FTTC-FTTH-  
FTTB 2,5Gb/sec (4)

**~9.0 months**

From investment to  
activation of the  
commercial services

**13,80 €/meter**

Average Capex  
requirement per each  
meter of fibre in 2021 –  
**16,9 €/meter** in HY  
2020 (5)

**1010 cabinets**

For FTTC & FTTH  
connections (6)

**3 Datacenters**

**44 BTS towers (FWA)**

**110 Planetel points**

## OTHER RELEVANT INFORMATION

**1985**

Year of establishment

**4 Companies**

Of which 2 subsidiaries

**152**

Qualified and skilled  
resources in 2021

**5 offices**

in Treviolo, Lecco,  
Brescia and Verona

**Strong presence in  
3 Regions**

**Lombardia and Veneto  
(two of the richest  
Regions in Italy) and  
Campania**

- 1) Recurring revenues are generated by connectivity contracts subscriptions.
- 2) + 50% on 2020
- 3) Of which 15.097 are connectivity-linked clients, and 11.575 related to other Group's services.
- 4) It comprises (i) 1090 km of proprietary fibre network
- 5) Average capex requirement per meter is calculated only on total km of proprietary fibre network.
- 6) +21,8% on June 2020 - +19% on June of 2021 - target 1050 cabinet (+ 31% on 2021)

# Governance

## BOARD OF DIRECTORS



**BRUNO PIANETTI**  
CHAIRMAN



**MIRKO MARE**  
BOARD MEMBER





**RAMONA CORTI**  
INDIPENDENT BOARD MEMBER

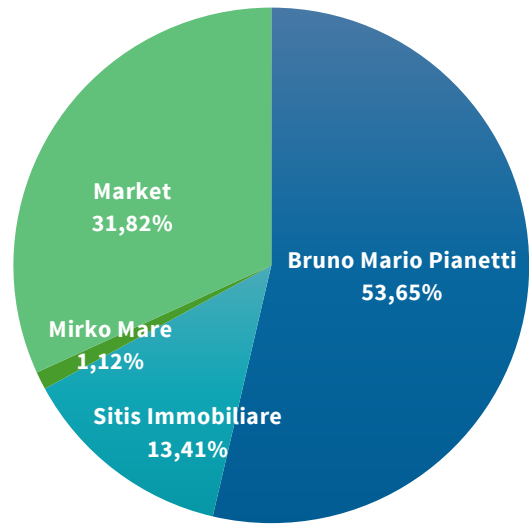
## MANAGEMENT

**BRUNO PIANETTI**  
CEO

**MIRKO MARE**  
COO

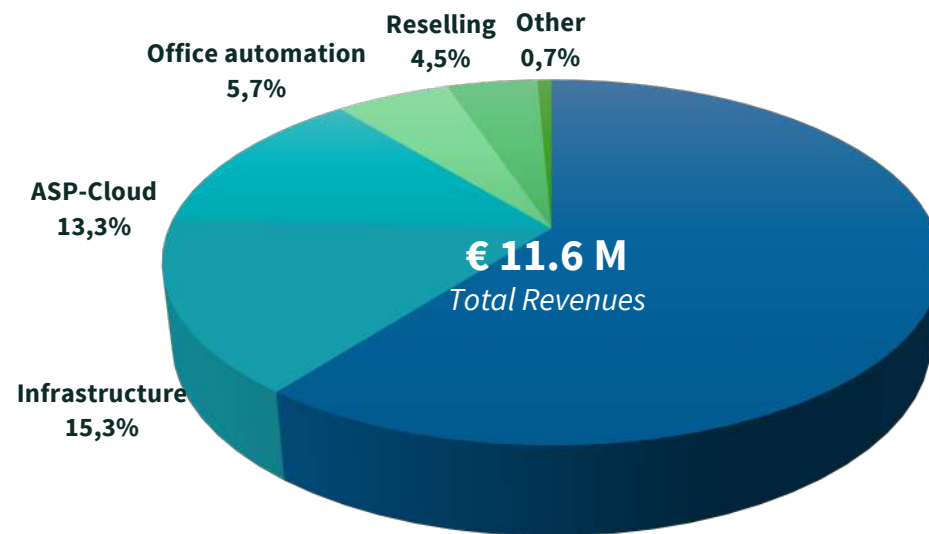
**MICHELE PAGANI**  
CFO

## SHAREHOLDER'S STRUCTURE



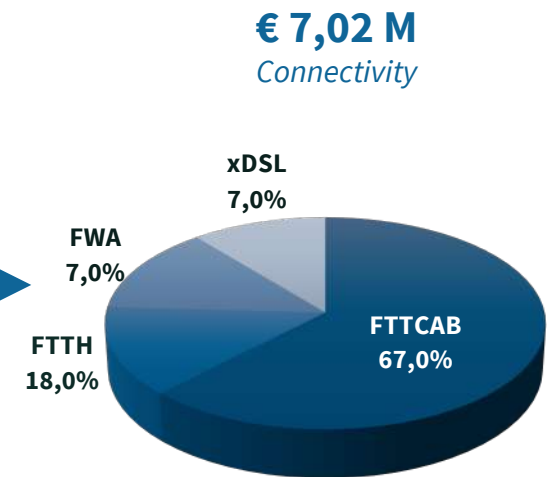
SHAREHOLDER	N° OF SHARES OWNED	% OF SHARE CAPITAL
Bruno M. Pianetti	3.540.984	53,65%
Sitis Immobiliare	885.246	13,41%
Mirko Mare	73.770	1,12%
Market	2.100.000	31,82%
<b>Total</b>	<b>6.600.000</b>	<b>100,00%</b>

# We provide fiber, cloud, integrated digital solutions



## Revenues driven by Connectivity

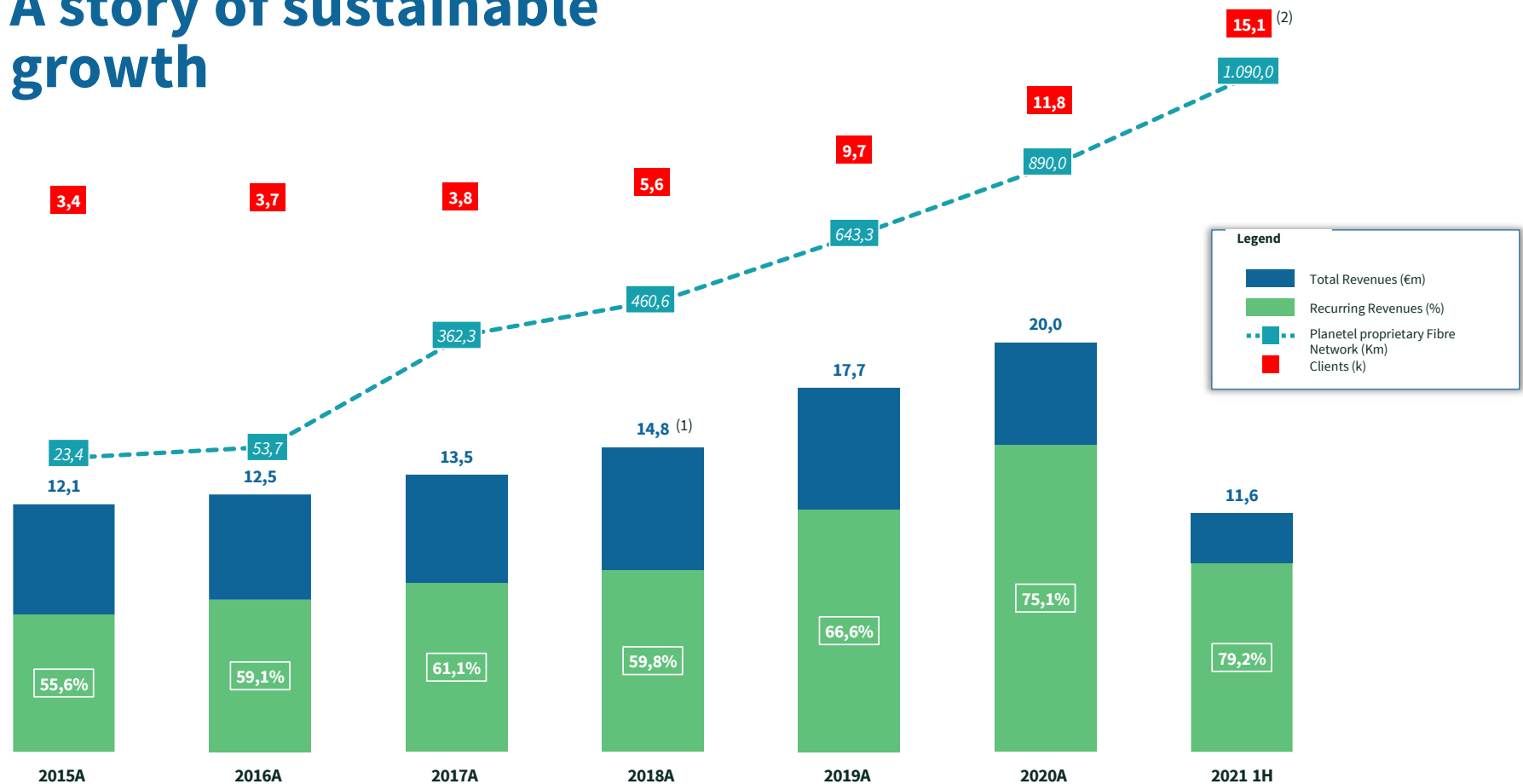
**+55,8% yoy**  
Connectivity  
60,5%



In June 2021, ~60,50% of the Group's revenues were generated by the Connectivity business line, which includes mainly fibre subscriptions (either FTTCAB or FTTH) among other services. ASP-Cloud services and Infrastructure amounted to € 1.45 m and € 1,65 m respectively. At the end of 2020 connectivity generated 57,8% of revenues.



# A story of sustainable growth



## Consolidating past growth to build the future

Leveraging on a broader fibre network in 99 municipalities, higher local markets penetration.

1) 2015-2017: not audited; 2018: management accounts, differs from reported figures as it includes pro-forma revenues including Enjoip and Trifolio.

2) the data refers only to connectivity-linked clients. Total customers amount to 26,672 at June 2021

# Our approach for sustainable future



**Certified green energy.** Energy supply contract with eVISO S.p.A: which guarantees certified green energy by also investing in the green certificate of our supplies, to guarantee our stakeholders that «Planetel's energy impact» is always under control.



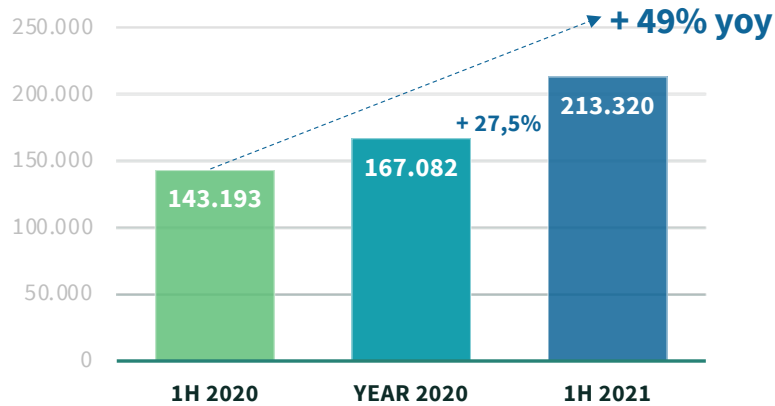
**Green projects for smart cities.** A stronger relationship with the municipalities of the territory on which Planetel operates for certified sustainable services. Egs, IoT projects in the municipality of Treviolo for smart cities (schools, roads, parking, air quality).



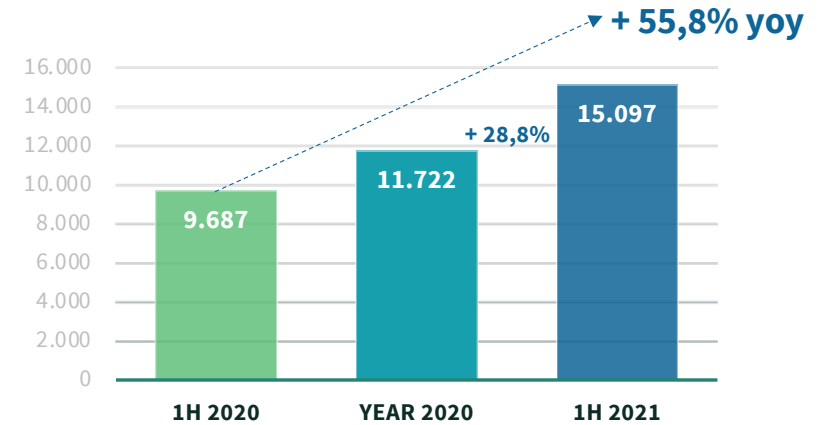
**Planetel is committed to adopt the UN principles.** Planetel is joining the UN Global Compact Network, an international network that is committed to adopting 10 of the 17 UN principles relating to Human, Environmental and anti-corruption, principles for a corporate sustainability, and to actively participate in achieving the Sustainable Development Goals set out in the 2030 Agenda.

# Our Clients

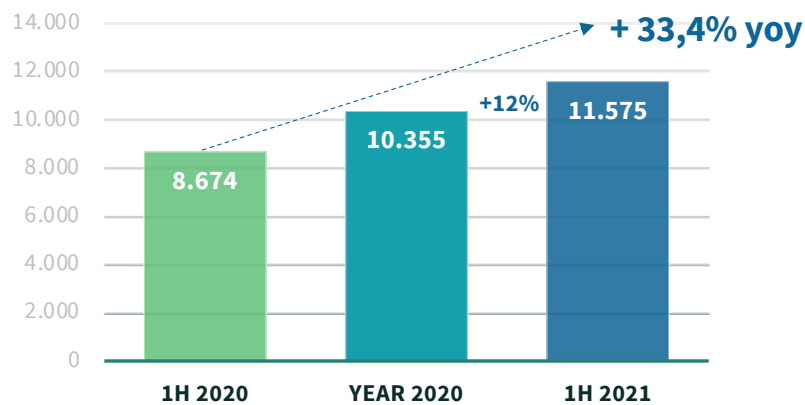
## Fiber coverage Area



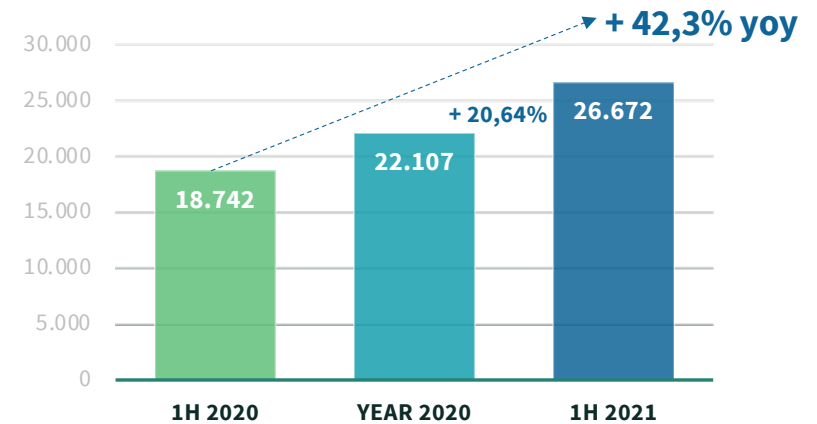
## Clients for connectivity



## ASP Clients and others



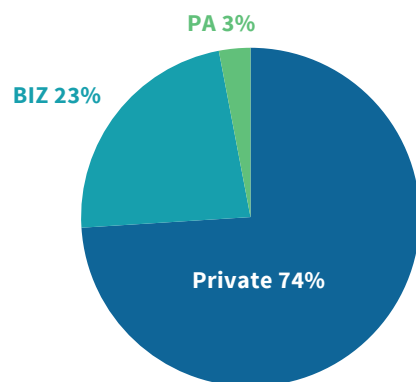
## Total clients



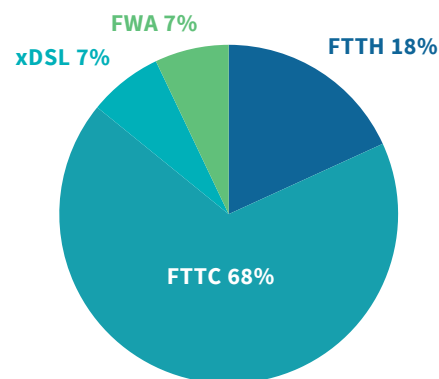
Churn rate connectivity: 4,7% (on annual base)

# Breakdown

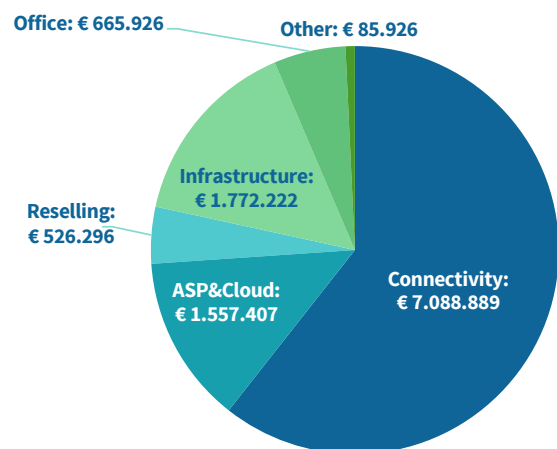
New Contracts 2021 (by Cluster)



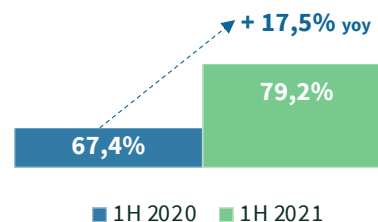
Connectivity Revenue



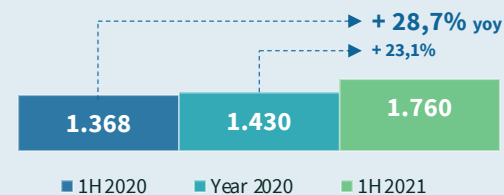
Revenue Breakdown by services at June 2021



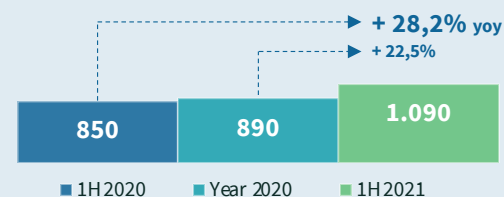
Recurring Revenue



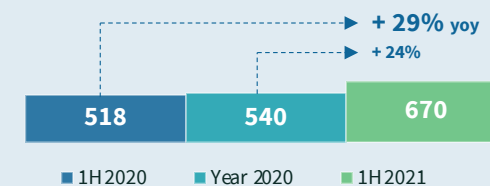
Total Fiber-optic network (Km)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network (Km)



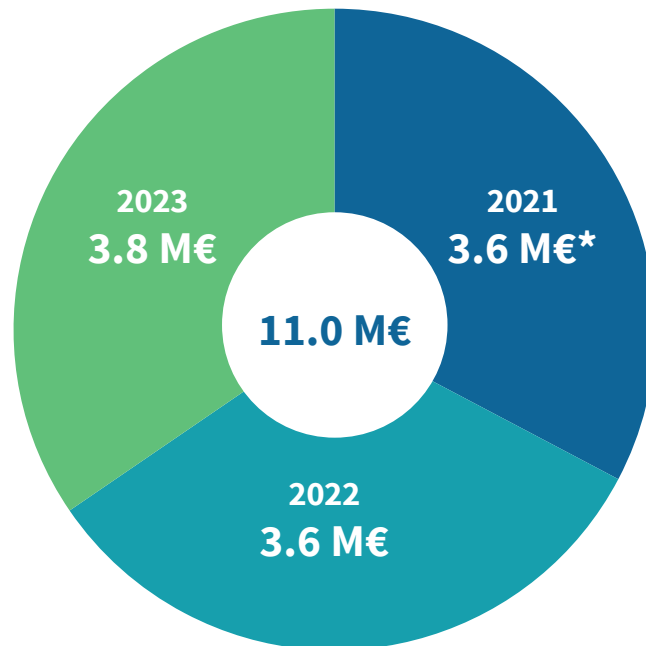
Consolidated Revenues at June 2021:

**11.600.000 €**

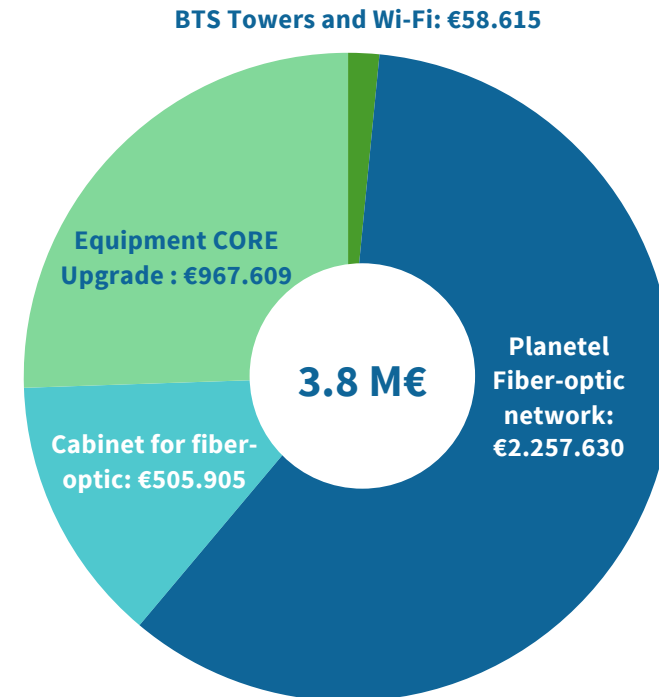


# HY 2021 investment continue

Planned Investments 2021-2023 **11.0 M€**



Planetel's investments as at Half Year 2021 **3.8 M€**



\* A first analysis talks about more than 4.2MIL € of investments in 2021

# Relevant Partnerships



Planetel is Sangfor's leader partner in Italy . From August 2021 Planetel is Leader partner of the Cloud alliance Sangfor. Currently among the few Leader Partners in Europe, it aims to manage a large part of the Sangfor market in Italy.

---



One of the largest CDNs in the world, the largest after Google, signed an agreement with Planetel to manage Cloudflare services in Italy. Planetel manages all type of Cloudflare services in Italy and manages the security and web of large companies. Currently about 9000 domains of Planetel customers are protected and use Cloudflare services in Italy.

---



Ponte Sanpietro Datacenter. See: A success case history: Aruba

---

---

# Relevant Cyber security Partnerships



Fortinet (NASDAQ: FTNT) secures the largest enterprise, service provider, and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network—today and into the future. Only the Fortinet Security Fabric architecture can deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud, or mobile environments. Fortinet ranks number one in the most security appliances shipped worldwide and more than 500,000 customers trust Fortinet to protect their businesses.

---



Veeam® is the leader in backup, recovery and data management solutions that deliver Modern Data Protection. We provide a single platform for Cloud, Virtual, Physical, SaaS and Kubernetes environments. Our customers are confident their apps and data are protected from ransomware, disaster and harmful actors and are always available with the most simple, flexible, reliable and powerful platform in the industry.

---

---

# New Relevant Cyber security Partnerships



inWebo is a key player in the IT security sector thanks to its completely SaaS multifactor authentication solution, one of the most secure and agile on the market. inWebo MFA protects transactions, B2B, VPN, VDI, SSO, PAM and IAM applications, and consumer-sensitive applications (online banking, e-health, etc.). inWebo Certified by the French National Agency for the Security of Information Systems (ANSSI), the inWebo solution provides access for over 5 million users of 500 companies worldwide



**Sababa Security** is an Italian vendor with an innovative approach to cybersecurity. It does not only develop, but also scouts for and combines security technologies, managed services, and training to protect IT (corporate) and OT (industrial) infrastructures against cyber, physical, and cyber-physical threats. Founded in 2019, the company has its HQ in Milan and offices in Genoa and Rome.



CYBEROO was born in 2008 within a wider corporate heritage, consolidating today's business in 2019. The initiative is given by a group of entrepreneurs with significant skills and previous experience in the management of activities, in the definition of business strategies and in the corporate culture continuing to give a strong boost to the development and growth of the company.

Thanks to many years of experience in the Information Technology sector and to a perfect synergy between innovative spirit and competence, CYBEROO develops, both nationally and internationally, strategic projects and cutting-edge solutions so that technological innovation applied to the business model of their customers can generate competitive advantages for them. With a particular focus on cyber security CYBEROO in fact has the objective of supporting medium and large Italian and foreign companies in the security of the corporate perimeter, as well as in the improvement and digitalization of their organizational and business processes.



# New Relevant Cyber security Partnerships

The logo for LIBRAESVA, featuring a green diagonal slash followed by the word LIBRAESVA in white capital letters on a dark grey rectangular background.

Libraesva is a next-generation security company, positioned among the most important brands in the world of computing security.

The Libraesva suite provides security, continuity and compliance offerings that include the Email Security Gateway, the Phishing Awareness and the Email Archiver.

Libraesva Email Security Gateway is quarterly certified by the Virus Bulletin as one of the best security systems for email because provides complete protection against advanced threats and attacks, in order to prevents malware, ransomware, malicious URL's and attachments, phishing & BEC ensuring that organisations can run uninterrupted.

---



## RidgeBot® — Risk-based Vulnerability Management

Ridge Security is changing this game with [RidgeBot®](#), an intelligent risk-based vulnerability management Robot. RidgeBot® is modeled with a collective knowledge of threats, vulnerabilities, and exploits and equipped with state-of-the-art hacking techniques.

---

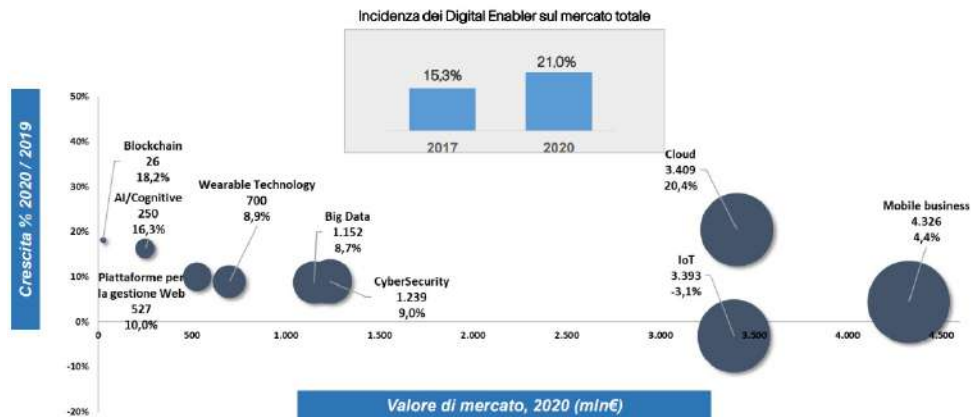
---

# Market

---

# A growing market in 2021

## Cloud and Cybersecurity protagonists of digital enabler in 2020



Source: Anitec-  
Assinform/Net Consulting  
Cube – June 2021

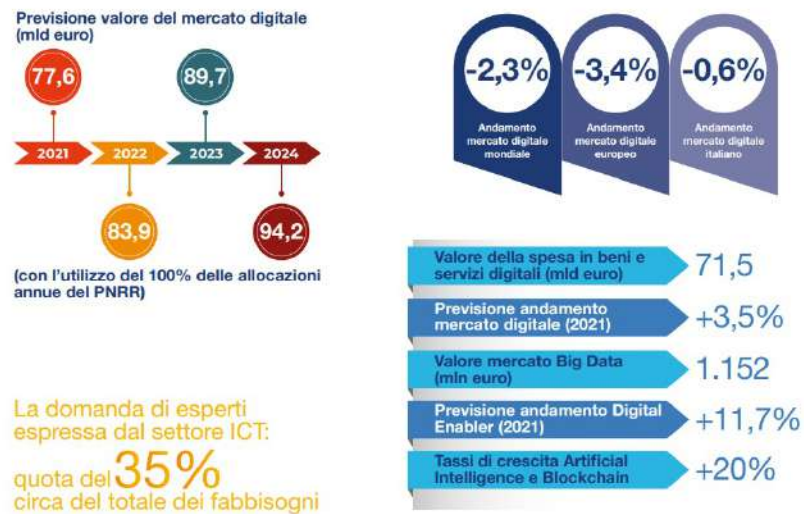
## A Market recovery on year 2020



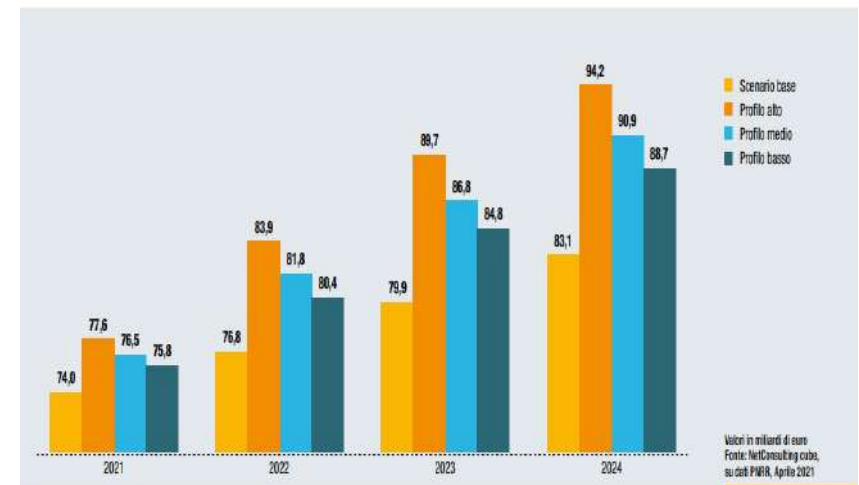
Source: Istat, DEF e Anitec-  
Assinform/Net Consulting Cube –  
June 2021

# Digital market forecast 2021-2024

## Digital market value forecast 2021-2024



## Forecasts of the digital market in Italy 2021-2024

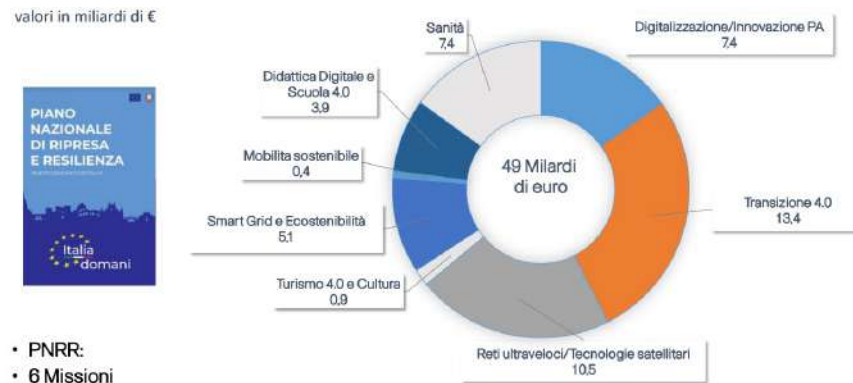


Source: Anitec-Assinform/Net Consulting  
Cube – July 2021



# PNRR for Digitization

## The resources of the PNRR available



- PNRR:
- 6 Missioni
- 16 Cluster
- 48 linee di intervento

## The PNRR for 2030, a systemic approach

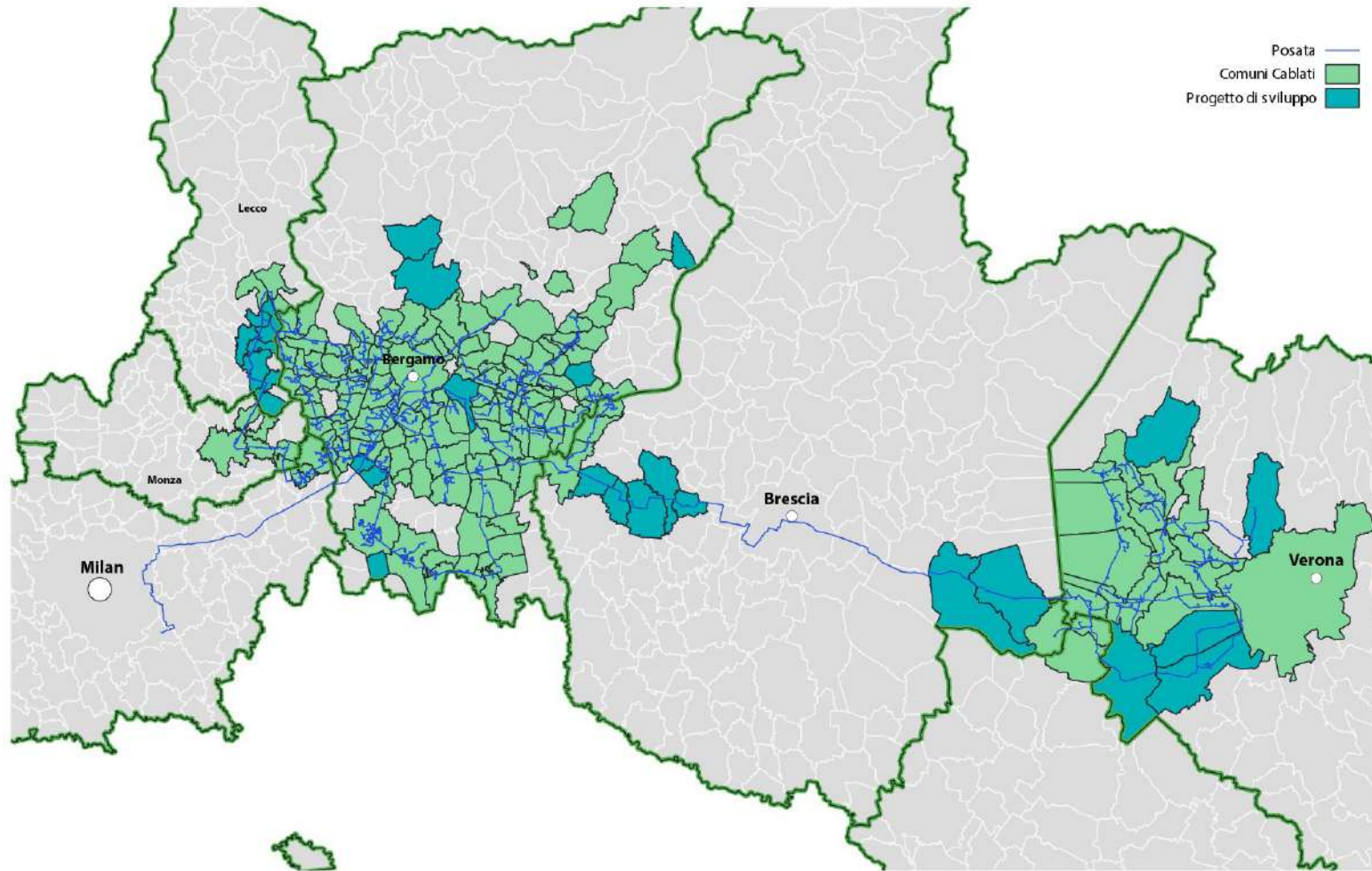


Source: Anitec-Assinform/Net Consulting  
Cube – on data PNRR June 2021

# Business Model

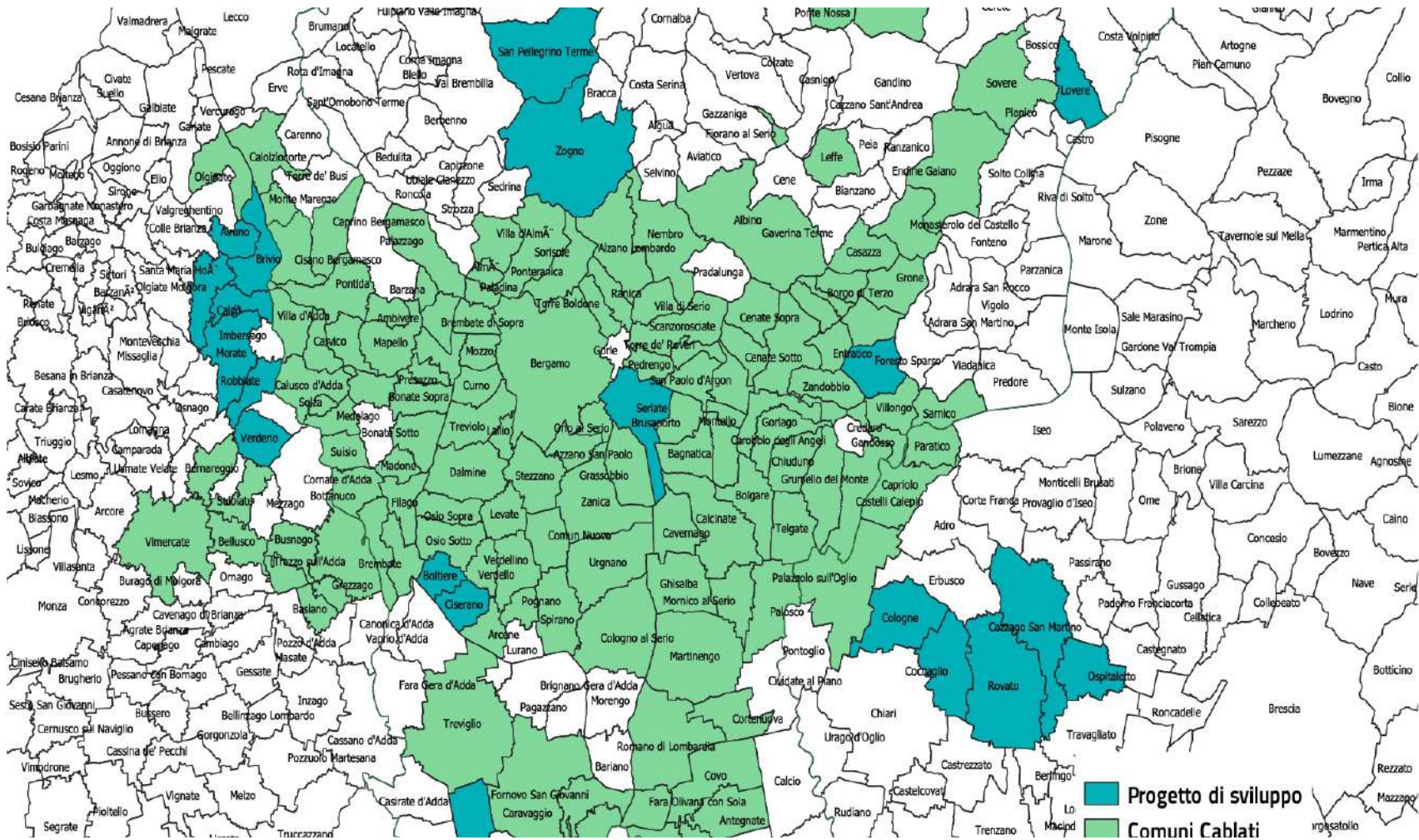
---

# Planetel Fiber-optic network





# Planetel Fiber-optic network in Lombardia Region

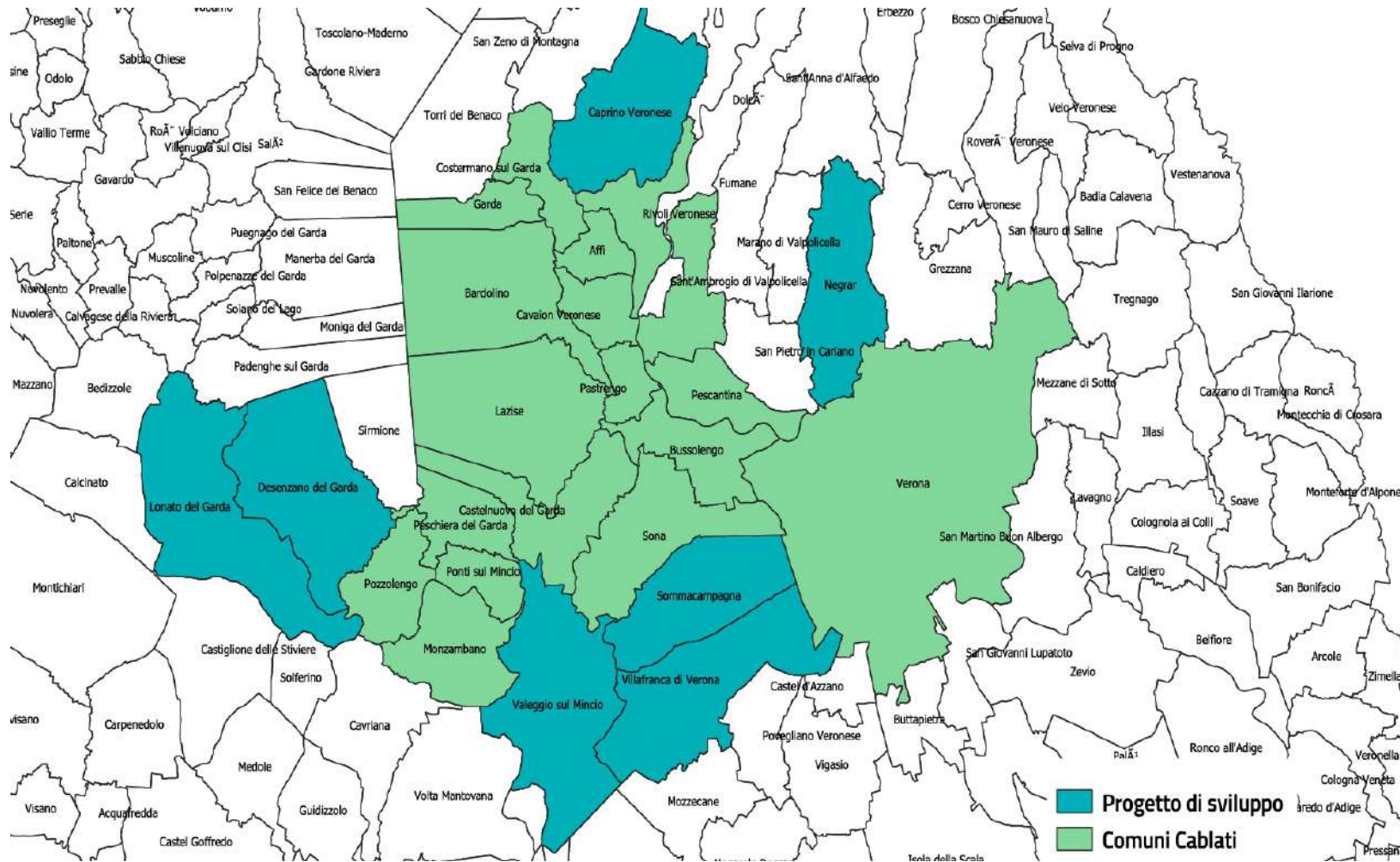


Last update: 01/09/2021



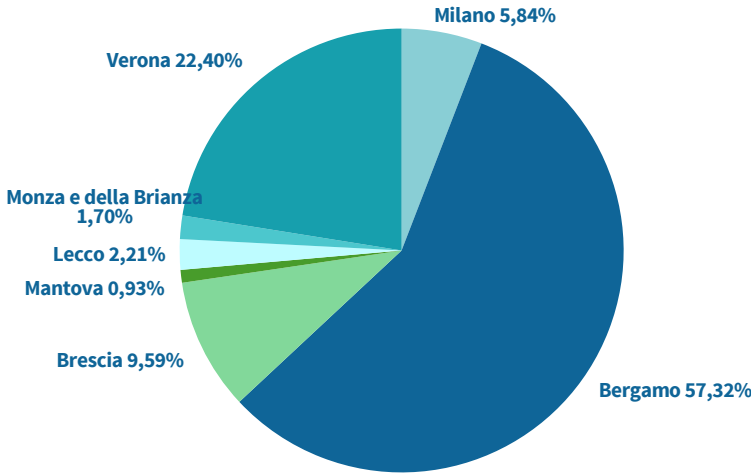
# Planetel Fiber-optic network in Veneto Region

Last update: 01/09/2021



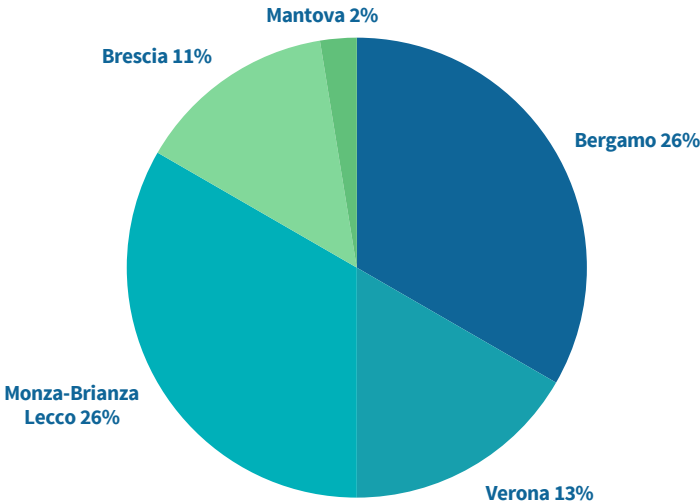
# Breakdown

Proprietary network breakdown by district  
(June 2021)



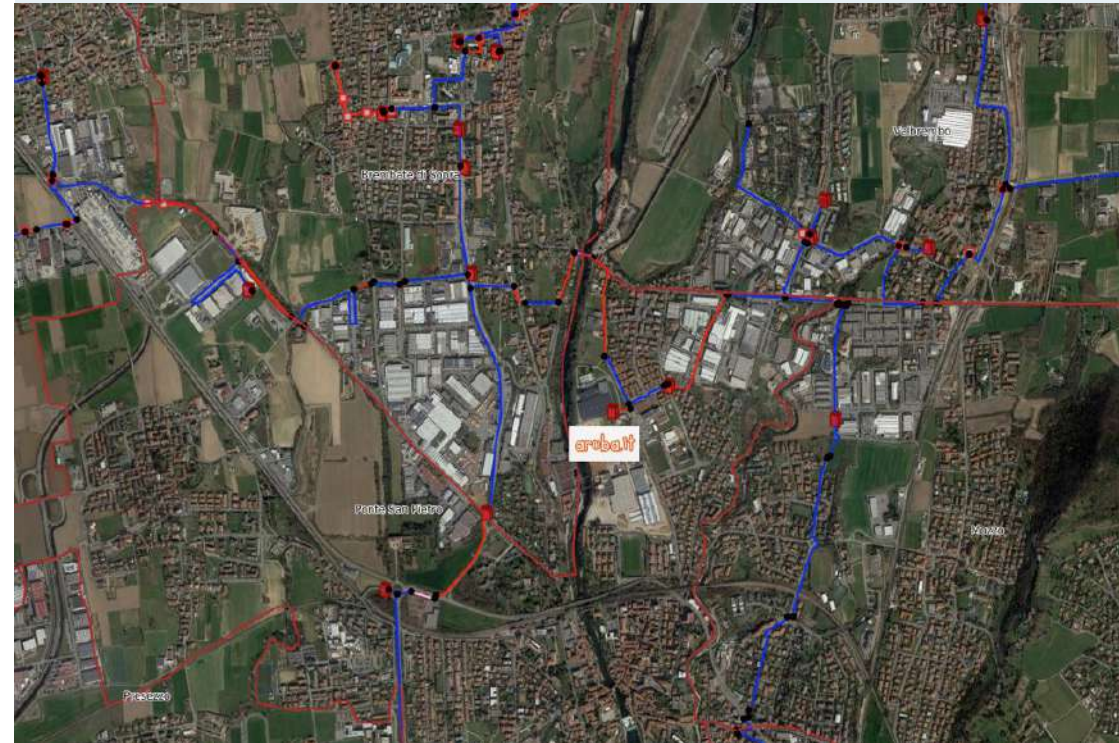
*Milan district is the new entry into the Planetel’s capex plan 2021-2023*

Capex plan final year 2021-2023



Source Company data as at 30 June 2021

- One of the largest Datacenters Campus in Europe.  
**Rating 4** and hydroelectric plant of property.
- Ponte San Pietro is within the coverage area of the Planetel fiber network.  
Planetel is covering all the areas around the Datacenter extensively.
- Since the Aruba Datacenter opening, Planetel is providing the connections to several Aruba customers that are using our network.
- Today Planetel connects the Aruba Datacenter using all the 3 entrances.  
Planetel provides connections to major local companies and is herself an Aruba customer for the datacenter racks and cloud services.
- Up to date, the Datacenter Aruba is connected to the Planetel Network in layer 2. Every customer can use all the services and spaces/racks in Aruba like in a LAN connection.

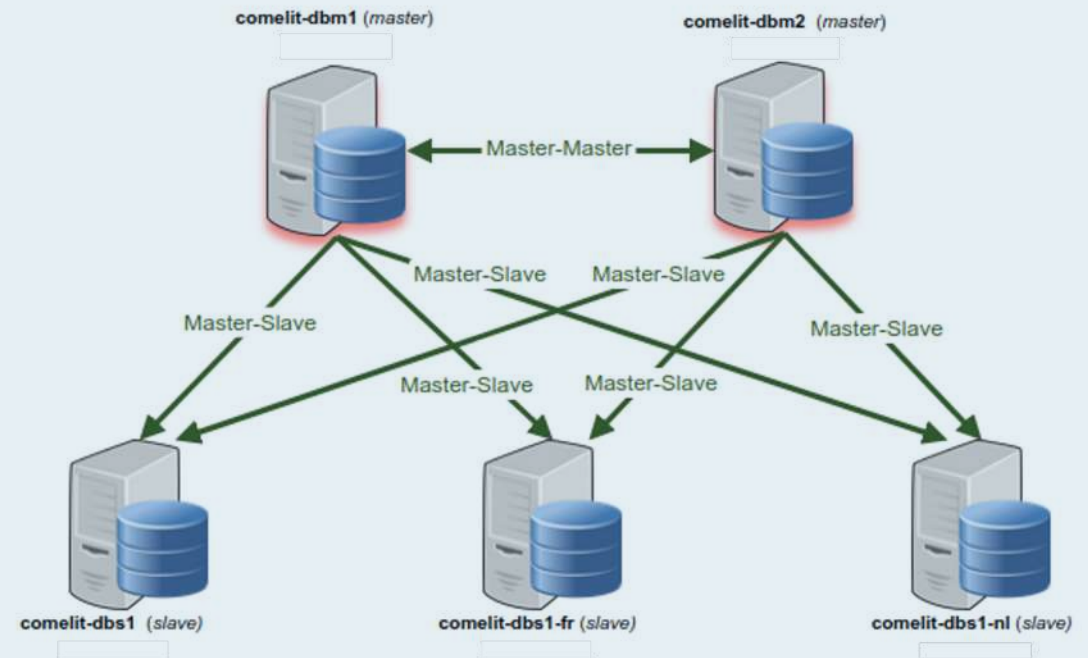


In red and blue the Planetel proprietary fiber Infrastructure sections that surrounds the Datacenter and Connect it with the entire Planetel coverage network

# A success story: Comelit

- ✓ Comelit is a multinational company that operates in the door entry, alarm and IoT market.
- ✓ Comelit need was the management of thousands of smart intercoms distributed all over the world, with a proprietary and integrated platform at DNS level all over the world.
- ✓ A project presented to many ISPs and IT operators, even very large ones, which had not found an adequate solution to their needs.
- ✓ Planetel was able to work on this project with all its technical staff, finding the most suitable solution.

**Through the Planetel services Comelit can manage ten thousands IoT all over the world.**





# Planetel.Cloud Customers success Story



## Case study - AIDA



### PANORAMICA

AIDA è leader mondiale nella fornitura di presse meccaniche e servizi presse per lo stampaggio della lamiera, apparecchiature per l'automazione e sistemi completi di formatura dei metalli. Le presse AIDA vengono utilizzate per produrre un'ampia gamma di articoli che comprendono: componenti automobilistici, parti di elettrodomestici, componenti elettrici ed elettronici, connettori e terminali, motori elettrici. Dalla sua fondazione in Giappone nel 1917 la società si è continuamente evoluta e oggi AIDA, che a livello mondiale impiega più di 2.200 dipendenti e vanta oltre 80.000 installazioni, ha stabilimenti produttivi in Asia, Europa e Nord America con una presenza globale in oltre 60 paesi.



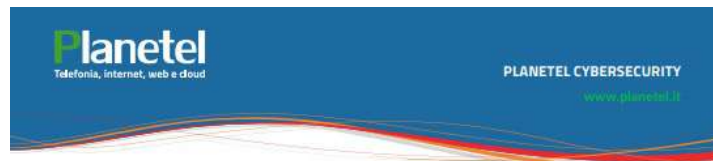
### SOMMARIO

- Nome: AIDA Srl
- Settore: Industria
- Località: Pavone Mella (BS)



### LA NECESSITÀ

Le esigenze primarie di AIDA erano molteplici, dalla realizzazione di un nuovo cablaggio sia in rame che in fibra, alla revisione dell'impianto di network sia cablo che WIFI della sede italiana con integrazione centralizzata ai loro sistemi Active Directory. Successivamente si è aggiunta l'esigenza della telefonia IP e della gestione centralizzata degli interventi telefonici. Per ultimo ma di grande importanza AIDA aveva la necessità di interconnettere tutte le sedi europee in modo centralizzato all'Headquarter italiano.



## Case study - Latteria Soresina



### PANORAMICA

Latteria Soresina nasce nel 1900 come cooperativa di trasformazione del latte prodotto dai suoi Soci e a fronte di una forte esigenza di creare un'unione salda tra agricoltori e produttori di latte. Un legame inscindibile, tale da farli diventare gli attori principali della trasformazione e della vendita del medesimo prodotto.

Attualmente i Soci sono circa 200 e sono rappresentati dalle aziende nelle quali viene prodotto il latte lavorato da Latteria Soresina. La forma cooperativa rappresentava e rappresenta ancora oggi il modello più adatto per tradurre in pratica questo intento. Forte è infatti la mutualità tra i Soci: la cooperativa si prende carico dei problemi che possono colpire la singola azienda.

Un legame così stretto tra l'azienda e i suoi componenti si traduce in grande ancoramento al territorio (Latteria Soresina lavora nei suoi stabilimenti esclusivamente il latte prodotto dalle 48.000 vacche che si trovano nelle stalle vicine ai caseifici) elemento che contribuisce a garantire una qualità elevata del latte conferito e un controllo preciso e costante di tutta la filiera, dalla terra alla tavola, grazie anche ad importanti progetti di innovazione.

L'azienda vanta così una vasta gamma di prodotti lattiero caseari di elevata qualità sensoriale, con contenuti di servizio adatti a soddisfare le esigenze di tutti i suoi clienti e consumatori, in tutto il mondo.

Oggi Latteria Soresina è il primo produttore al mondo del celebre Grana Padano, e occupa posizioni leader in altre eccellenze italiane, come il burro e il provolone, affermandosi da sempre come marca di prestigio nel suo settore.

### SOMMARIO

- Nome: Latteria Soresina
- Settore: Alimentare
- Località: Soresina (CR)



### LA NECESSITÀ

L'esigenza primaria di Latteria Soresina era quella di rinnovare la loro infrastruttura IT in ambito network e security. Avevano anche la necessità di permettere a tutte le varie sedi sparse nel territorio di poter essere interconnesse tra di loro per lo scambio dati.

Successivamente è stata avanzata la necessità di andare ad implementare per ogni sede un servizio WIFI per i dipendenti, per gli ospiti ed in futuro anche per la gestione del magazzino per l'industria 4.0.

# Planetel.Cloud Customers success Story



## Autoservizi Locatelli

CONSOLIDAMENTO DATACENTER E DR



### PANORAMICA

Autoservizi Locatelli un marchio riconoscibile ed affidabile, nonché una garanzia per il cliente. Investimenti ed incremento dei servizi, dei mezzi e del personale sono da sempre finalizzati a rendere l'offerta il più completa e soddisfacente possibile, pensata su misura per una clientela diversificata. Per questo oggi Autoservizi Locatelli può vantare un'esperienza ineguagliabile nel settore trasporti. I mezzi Locatelli continuano a muoversi Bergamo e provincia con un servizio comodo, pratico, veloce ed efficiente. L'azienda offre inoltre la possibilità di viaggiare in totale sicurezza e comfort usufruendo del servizio noleggio con conducente. Ultimi arrivi in famiglia - ma non ultimi in termini di qualità - l'agenzia Zerotrentacinque Viaggi, l'officina Omnipus (affiliata Mercedes Benz e Setra) e Orisshuttle, il servizio di collegamento aeroportuale che lega Oris al Serio a Milano Stazione Centrale, Rho Fiera, Monza e Malpensa. Il parco autobus è attualmente costituito da circa 90 unità: 85 autobus di linea TPL, 25 autobus adibiti a servizio di noleggio con conducente e shuttle aeroportuali per le linee Oris al Serio-Milano e Bergamo-Oris al Serio-Monza-Malpensa. L'azienda da fine 2016 è certificata UNI EN ISO 9001 14001:2004, BS OHSAS 18001:2007 e ISO 27001:2011.

### SOMMARIO

- Nome: Autoservizi Locatelli
- Settore: Trasporti
- Località: Bergamo - Italia



### LA NECESSITÀ

L'esigenza primaria di Autoservizi Locatelli era quella di rinnovare la loro infrastruttura IT, centralizzare i backup aumentando la sicurezza dei propri dati attraverso una soluzione di DR oltre a trovare una soluzione facile da gestire e ad alta performance. Cercavano anche facilità di gestione e integrazione di tutte le funzioni tipiche dell'elaborazione SDDC tra cui storage, rete, backup e Dr con prestazioni elevate, il tutto con un occhio al budget.



## Case study - Grifal



### PANORAMICA

Il Gruppo Grifal, leader italiano nel settore del packaging nasce nel 2021 con le acquisizioni da parte di Grifal SpA, azienda storica operante dal 1965, dei rami operativi di Tieng Srl e di Corneli Brand Packaging Experience Srl. Grifal SpA è inoltre PMI innovativa ed è quotata su Euronext Growth Milan.

Il Gruppo è attivo anche nella progettazione e produzione di macchinari per l'ondulazione, l'incollaggio delle resine e l'automatizzazione del packaging.

La strategia del Gruppo Grifal prevede l'affermazione della tecnologia cArti® e della linea di prodotti cushionPaper® come nuovi standard di imballaggio ecosostenibile, attraverso la realizzazione di una rete internazionale di siti di produzione in partnership con aziende produttrici di imballaggi.

Il primo passo della strategia di internazionalizzazione è stato portato a termine con la creazione della società interamente partecipata Grifal Europe Srl. Attraverso questa società, il Gruppo avvia la produzione di imballaggi in cArti® anche in Romania.

Il sito produttivo di Timisoara, un'area industriale di rilievo e crocevia di importanti assi logistici, occupa una superficie totale di 4.200 mq. Grifal Europe Srl ha già superato due audit di Qualità da parte di multinazionali che operano nel settore degli elettrodomestici.

### SOMMARIO

- Nome: Grifal S.p.A.
- Settore: Industria
- Località: Bergamo (BG)



### LA NECESSITÀ

La esigenza di Grifal SpA, nell'arco dei vent'anni di collaborazione con Planetel, sono state molteplici.

La prima implementazione ha riguardato il centralino telefonico, aggiornato nel tempo e giunto ad una soluzione VoIP. Planetel ha poi prestato supporto nella fase di interconnessione delle diverse aziende del Gruppo Grifal, creando una rete MPLS ad elevate prestazioni, ridondata e in grado di garantire la business continuity.



## A new market for Planetel: wholesale infrastructure



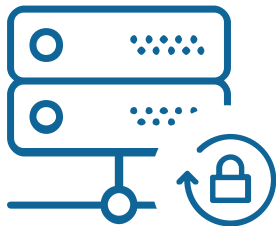
- ✓ Planetel is the perfect partner for Wholesale Companies for its extensive network and its proven connection capacity
- ✓ Planetel has been the first mover for high speed connection (FTTC-FTTH and FTTB) (2,5 Gb/sec) in the Regions where the Company operates (Lombardia – Veneto and Campania)
- ✓ Thanks to its **structured backbone with 144 fiber-cables, the fiber-network is used by the major Wholesale operators to accelerate its connection service** in the areas they must cover, **using the existing Planetel's network in IRU.**
- ✓ The fiber-network covers the areas of Bergamo, Brescia, Verona, the districts of Milano, Monza Brianza, Como, Lecco **with a layered proprietary fiber-optic network of about 1760 Km.**
- ✓ Planetel has IRU contracts with the major **10** wholesale operators providing to them **its fiber-optic network for their 5G network**

## ASP and CLOUD the Planetel's strategic Business Units



- ✓ Fiber is the beginning of the relationship with the customers, from now on new requests from customers begin to arrive.
- ✓ A large part of requests is addressed to cloud services .
- ✓ The Cloud continued to grow by around 10% in the first HY of 2021 as well.
- ✓ Growth in the case of the ASP (application service provider) and Cloud market, however, was affected by the loss of the low cost market, which contracted by a good 15% with the covid emergency .
- ✓ The business market has recorded important requests, also addressed by the covid emergency, in order to be able to remotely part of their business in the datacenter or on remote servers.
- ✓ Planetel satisfies all these requests with its proprietary cloud infrastructure.

# Cybersecurity to guarantee reliability and safety of Company Data



- ✓ Planetel is oriented to a continuous innovation approach in order to offer new products and services leveraging the commercial network of Planetel.
- ✓ Cybersecurity is a Cloud service born to guarantee to Customers maximum reliability and safety for the protection and preservation of one of the most important corporate assets: DATA.
- ✓ A new product focused on the cybersecurity market is **Sicurezza gestita (Managed Security)**. It is a modular service in partnership with Fortinet, that provides to the customer a complete management of its network security in its office. Firewall, Wifi managed, Web ... all the network services are monitored h24x7 by our SOC (security Operation Center) and analyzed by the FortiAnalyzer in the Planetel Cloud.
- ✓ Web Security WAF: another product focused on the WEB navigation, that check all the web sites inside our infrastructure and can recognize some vulnerability in they code. It blocks in the last month about 1 MLD (nine zeros .. yes) of malicious packets.

## PARTNERSHIP AND CERTIFICATIONS

**FORTINET®**



## M&A : diRete in numbers

DiRETE srl is a commercial company settled in Lonato , near Garda Lake, and provide to more or less 9000 customers, connectivity services and products like a system integrator.

The acquisition was closed on 22/12/2021, and Planetel acquired 100% of the shares

- Revenues : About 5 MIL euros Y2020
- Customers : 9.000 customers (60% residential, 40% Biz)
- Main Suppliers : Eolo, Intred, Irideos (NOT Planetel, it means that all of them are new customers for the group)
- Employees: 20 people (6 technicians)



# A strong marketing structure: 110 Planetel points

- ✓ To sell our services
- ✓ To satisfy and respond promptly to the needs of our Customers
- ✓ To intercept new needs in the districts where we operate
- ✓ To consolidate and spread the Planetel brand throughout the territory



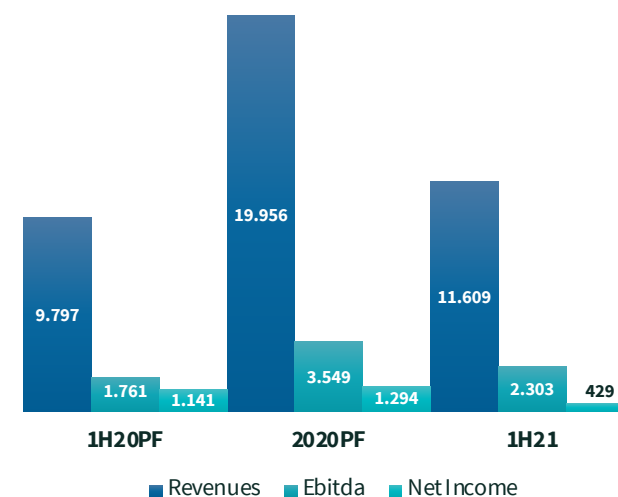
# Financials

---

# Profitable growth continues in 1H 2021

Conto Economico	30.06.21		30.06.20		Var.	Var. %
(Dati in Euro/000)	Consolidato	%	Consolidato	%	06.21-06.20	
Ricavi delle vendite	10.819	93%	9.569	98%	1.249	13%
Variazione rimanenze	140	1%	113	1%	28	24%
Incrementi di immobilizzazioni e lavori interni	299	3%	0	0%	299	100%
Altri ricavi e proventi	351	3%	115	1%	236	205%
Valore della produzione	11.609	100%	9.797	100%	1.812	18%
Costi per materie prime, suss., di consumo	-1.155	-10%	-1.190	-12%	36	-3%
Costi per servizi	-4.593	-40%	-3.866	-39%	-727	19%
Godimento beni di terzi	-379	-3%	-406	-4%	27	-7%
Costo del personale	-3.078	-27%	-2.538	-26%	-539	21%
Oneri diversi di gestione	-103	-1%	-36	0%	-67	186%
EBITDA	2.303	20%	1.761	18%	542	31%
Ammortamenti e svalutazioni	-1.685	-15%	-1.073	-11%	-612	57%
EBIT	617	5%	688	7%	-71	-10%
Risultato finanziario	-117	-1%	630	6%	-747	-119%
EBT	500	4%	1.318	13%	-818	-62%
Imposte sul reddito	-71	-1%	-177	-2%	106	-60%
Risultato d'esercizio	429	4%	1.141	12%	-712	-62%

## Revenues ~+18% yoy



## EBITDA Margin

1H20PF	2020PF	1H21
17,97%	17,78%	19,84%



# Profitable growth continues in 1H 2021

- ✓ Core business turnover increased by 13% (+ € 1.249 million) compared to 30 June 2020, reaching € 10.8 million. At the same time, all the intermediate economic indicators improved: EBITDA: 20%; the operating result (EBIT): 5%; the net economic result: 4% of the value of production which stands at € 11.6 million.
- ✓ EBITDA at 30 June 2021 compared to the previous year is affected by higher costs deriving from the IPO on the AIM market for approximately € /000 108 net of which EBITDA would amount to € /000 2,411 equal to 21%.
- ✓ Similarly, EBIT at 30 June is affected not only by these costs but also by the depreciation on listing costs and revaluations carried out at 31 December 2020 on the basis of Legislative Decree 104/20 for € /000 178 net of which EBIT would amount to € /000 903 equal to 8%.

# Balance Sheet

Stato Patrimoniale	30.06.2021	31.12.2020	Var. %
(Dati in Euro/000)	Consolidato	Consolidato	30.06.21-31.12.20
Immobilizzazioni immateriali	5.518	5.515	0%
Immobilizzazioni materiali	20.331	17.315	17%
Immobilizzazioni finanziarie	6	6	0%
<b>Attivo Fisso Netto</b>	<b>25.855</b>	<b>22.836</b>	<b>13%</b>
Rimanenze	979	839	17%
Crediti commerciali	6.668	6.477	3%
Debiti commerciali	-4.263	-5.620	-24%
<b>Capitale Circolante Commerciale</b>	<b>3.384</b>	<b>1.696</b>	<b>100%</b>
Altre attività correnti	1132,9	90	1159%
Altre passività correnti	-2.307	-2.003	15%
Crediti e debiti tributari	338,1	2	16805%
Ratei e risconti netti	-4.234	-2.809	51%
<b>Capitale Circolante Netto</b>	<b>-5.070</b>	<b>-4.720</b>	<b>7%</b>
Fondi rischi e oneri	-46,4	-72	-36%
TFR	-766,6	-776	-1%
<b>Capitale Investito Netto (Impieghi)</b>	<b>23.356</b>	<b>18.964</b>	<b>23%</b>
Disponibilità liquide	-8.550	-12.833	-33%
Debiti finanziari	13.511	13.878	-3%
<b>Posizione Finanziaria Netta</b>	<b>4.961</b>	<b>1.045</b>	<b>375%</b>
Capitale sociale	134	134	0%
Riserve	17.465	16.234	8%
Riserva di consolidamento	156	195	-20%
Utile / (Perdita)	401	1.059	-62%
<b>Patrimonio Netto di Gruppo</b>	<b>18.155</b>	<b>17.622</b>	<b>3%</b>
Capitale di terzi	5	15	-70%
Riserve	206	245	-16%
Utile / (Perdita) di terzi	29	37	-22%
<b>Patrimonio Netto di terzi</b>	<b>239,6</b>	<b>297</b>	<b>-19%</b>
<b>Totale Fonti</b>	<b>23.356</b>	<b>18.964</b>	<b>23%</b>

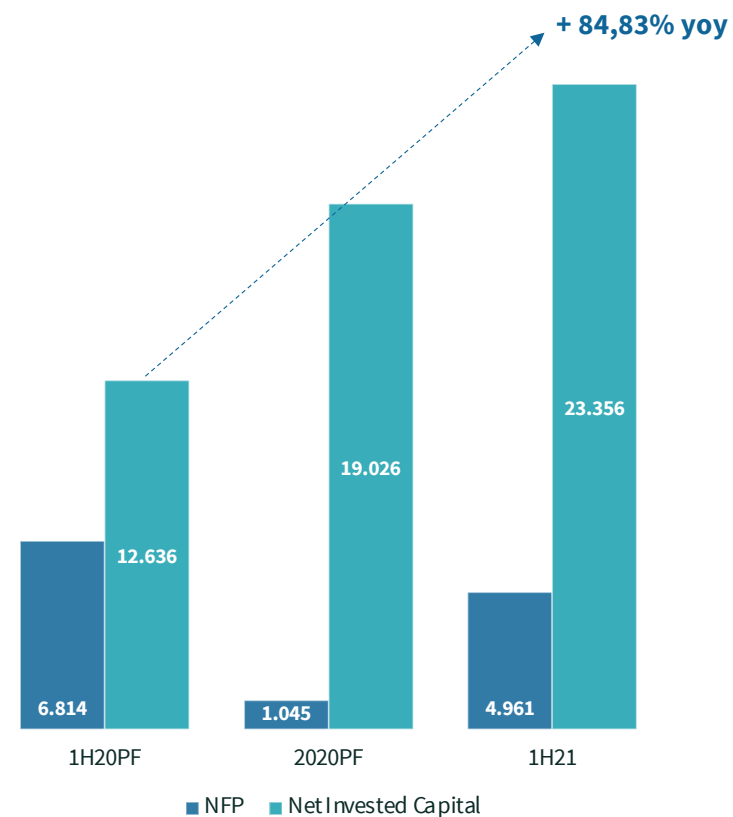
The balance sheet highlights the increase in investments (+17%) compared to the previous year and the use of the liquidity generated by the listing on the AIM market to reduce trade payables, this actions resulted in an increase in the net negative financial position which went from € 1.0 million to € 4.9 million.

In the 1H 2021, development activities continued with an investment of €/ 000 4,170 of which €/ 000 3,790 invested for the development of the fiber network in FTTH and FTTC Mode. As of June 30, 2021 the fiber infrastructure covered approximately 1,760 Km with an increase of 23% compared to December 31, 2020 of which 1,090 Km owned and 900 Km in IRU.

# Net Financial Position

Posizione Finanziaria Netta	30.06.21	31.12.20
(Dati in Euro/000)	Consolidato	Consolidato
A. Cassa	-4	-2
B. Altre disponibilità liquide	-8.546	-12.831
C. Titoli detenuti per la negoziazione	0	0
D. Liquidità (A)+(B)+(C)	-8.550	-12.833
E. Crediti finanziari correnti	0	0
F. Debiti bancari correnti	5	0
G. Parte corrente dell'indebitamento non corrente	3.060	1.753
H. Altri debiti finanziari correnti	0	0
I. Indebitamento finanziario corrente (F)+(G)+(H)	3.065	1.753
J. Indebitamento finanziario corrente netto (I)+(E)+(D)	-5.485	-11.080
K. Debiti bancari non correnti	9.396	10.925
L. Obbligazioni emesse	1.050	1.200
M. Altri debiti non correnti	0	0
N. Indebitamento finanziario non corrente (K)+(L)+(M)	10.446	12.125
O. Indebitamento finanziario netto (J)+(N)	4.961	1.045

## Net Financial Position and Invested Capital



# Planetel's strategy for future growth

---

# Guidelines

- ✓ **Fiber geographical diversification. Investments in the network** for the development of the 2022 and 2023 backbone.
- ✓ **Wholesale connectivity Market:** closing of some agreement with national and international operator, regarding the provision of Dark Fiber and services
- ✓ **Increase Growth in the Cloud** as a strategic pillar.
- ✓ **Wholesales market on the Cloud** and new development prospects for **Disaster Recovery service.**
- ✓ The **voice network is changing:** A new revolution will be done during the last months of 2021.
- ✓ **M&A** transactions.
- ✓ **ESG as new milestone** in business strategies.
- ✓ Any marketing activities to support growth (Planetel points and online).
- ✓ Hypothesis of stock option plan for employees (tbc)

# The Cloud Market

**CLOUD Market:** one of the main focuses to be follow, HOW?

- ✓ **The skills, commercial and technical in Q4 2021** new skills are arrived in Planetel
  - *Commercial:* a new Manager arrived in Planetel on October 2021 with the role of Sales BU director . His professional history sees him in recent years as country manager of an important Virtualization and Cybersecurity vendor, and in the past, manager for many brands now well known in the information technology market.
  - *Technical:* New technical team created in Planetel dedicated to provide professional services supporting private companies and Public Administration.
- ✓ **A new business model with Distribution Channel:** We sign a first agreement has been signed with CIPS informatica srl for the distribution of Planetel services and Solutions (. IaaS - SaaS - PaaS Cloud, Hybrid Cloud and Cybersecurity, Virtual PBX) to their IT channel customers composed of 300 Dealers, VAR and System Integrator.
- ✓ **The backbone is the key!** Our backbone is our power. Little, simple, local. The new wholesale market is very interesting on our Backbone, and a lot of opportunities are the salt of the next commercial partnership. Which is the company that can link Treviglio to Dalmine? Planetel. Which is the company that can link Treviglio to Milan? Planetel.
- ✓ **The voice network is changing:** A new revolution will be done during the last months of 2021, a migration of the Planetel voice interconnection with TIM to the new national voice protocol : SIP. What does it means? Cost reductions (more or less 30% minus), and new important advanced services.



# 2022 Planetel.Cloud Services Offering



## Platforms & Cloud Services

Planetel Veeam Backup e DR  
DR server – hyperconverge or virtualization solutions  
On premise Single HW or Application Appliance  
VPS/ housing Hosting / Domini WEB / Planetel Email Archiving



## Cybersecurity

«Sicurezza Gestita» / Fortinet Reselling  
Sababa Awariness  
Sababa MDR  
Planetel Inwebo MFA  
Planetel Continuous scanning  
Planetel RidgeBot Penetration Testing



## PBX

Sangoma  
Mycall





## Professional & Support Services : ITCARE

# Planetel.Cloud KEY FACTS



## Italy Channel Distribution Agreement signed

The agreement has been signed with CIPS informatica srl for the distribution of Planetel services and Solutions (. IaaS - SaaS - PaaS Cloud, Hybrid Cloud and Cybersecurity, Virtual PBX) to their IT channel customers composed of 300 Dealers, VAR and System Integrator.

	
<b>Tipologia:</b> IaaS	<b>Tipologia:</b> PaaS
<b>Categoria:</b> Virtual Datacenter	<b>Categoria:</b> Ambienti di Sviluppo PaaS
<b>Planetel.cloud</b>	<b>Planetel.cloud PaaS</b>
<b>Fornitore:</b> Planetel S.p.A.	<b>Fornitore:</b> Planetel S.p.A.
<b>Contesto:</b> Descrizione : I servizi IaaS di <b>Planetel</b> offrono la massima disponibilità delle risorse, servizi di backup, ripristino - Contenuto : I servizi IaaS di <b>Planetel</b> offrono la massima disponibilità delle risorse, servizi di backup, ripristino - Fornitore : <b>Planetel</b> S.p.A.	<b>Contesto:</b> Descrizione : I servizi PaaS di <b>Planetel</b> offrono la massima disponibilità delle risorse, servizi di backup, ripristino - Contenuto : I servizi PaaS di <b>Planetel</b> offrono la massima disponibilità delle risorse, servizi di backup, ripristino - Fornitore : <b>Planetel</b> S.p.A.
<b>Data qualificazione:</b> 16/12/2021	<b>Data qualificazione:</b> 16/12/2021
<a href="#">VEDI SCHEDA</a>	<a href="#">VEDI SCHEDA</a>

## New ITCARE BU Business Unit created

Itcare is a new Business Unit created in Planetel dedicated to provide professional services supporting private companies and Public Administration. The structure deals with the provision of services for the company's IT function (system administration, consulting, system administrator) and remote and onsite support to customers in order to support their IT infrastructure and at the same time help customers in the digital transformation or in the process of migration to cloud services offered by Planetel.

# Stock performance



**Last year performance  
[21/01/2022]. Price at IPO  
3,60€ . Change (+ 125%)**

Source: Borsaitaliana.it

# Contacts

## PLANETEL S.p.A.

**Bruno Pianetti**, Chief Executive Officer – [bruno.pianetti@planetel.it](mailto:bruno.pianetti@planetel.it)

**Mirko Mare**, Chief Operations Officer - [mirko.mare@planetel.it](mailto:mirko.mare@planetel.it)

**Michele Pagani**, CFO and IRM – [michele.pagani@planetel.it](mailto:michele.pagani@planetel.it)

tel. +39 035-204409

---

## ALANTRA

Euronext Growth Advisor: **Alfio Alessi** – mobile: +39 3343903007

[alfio.alessi@alantra.com](mailto:alfio.alessi@alantra.com)

Corporate Broker: **Patrizia Rossi** – mobile: +39 3383488950 [patrizia.rossi@alantra.com](mailto:patrizia.rossi@alantra.com)

---

## POLYTEMS HIR S.r.l.

Financial Communication, IR and Press Office

**Bianca Fersini Mastelloni** - [b.fersini@polytemshir.it](mailto:b.fersini@polytemshir.it)

**Paolo Santagostino** – [p.santagostino@polytemshir.it](mailto:p.santagostino@polytemshir.it)

**Silvia Marongiu** - [s.marongiu@polytemshir.it](mailto:s.marongiu@polytemshir.it)

Tel. +39 06-69923324 - 06-6797849

---

## MIT SIM S.p.A.

Specialist

02-30561270

[info@mitsim.it](mailto:info@mitsim.it)





# Planetel

Get be inspired by our fiber.

---

6th ANNUAL POLYTEMS HIR ITALIAN DAY IN FRANKFURT

25th January, 2022