



Planetel

Get be inspired by our fiber

ROADSHOW ALANTRA
3th October, 2022

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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)
- Wireless network in Bergamo and Verona (FWA)



INTEGRATED DIGITAL SOLUTIONS:

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



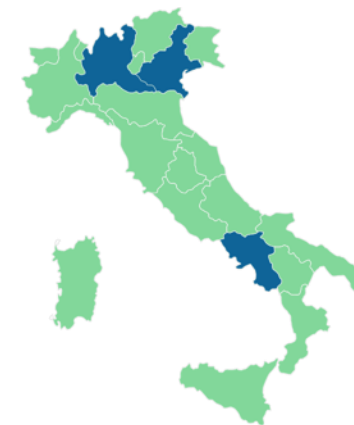
VOICE

- Advanced voice solutions (Virtual PBX)

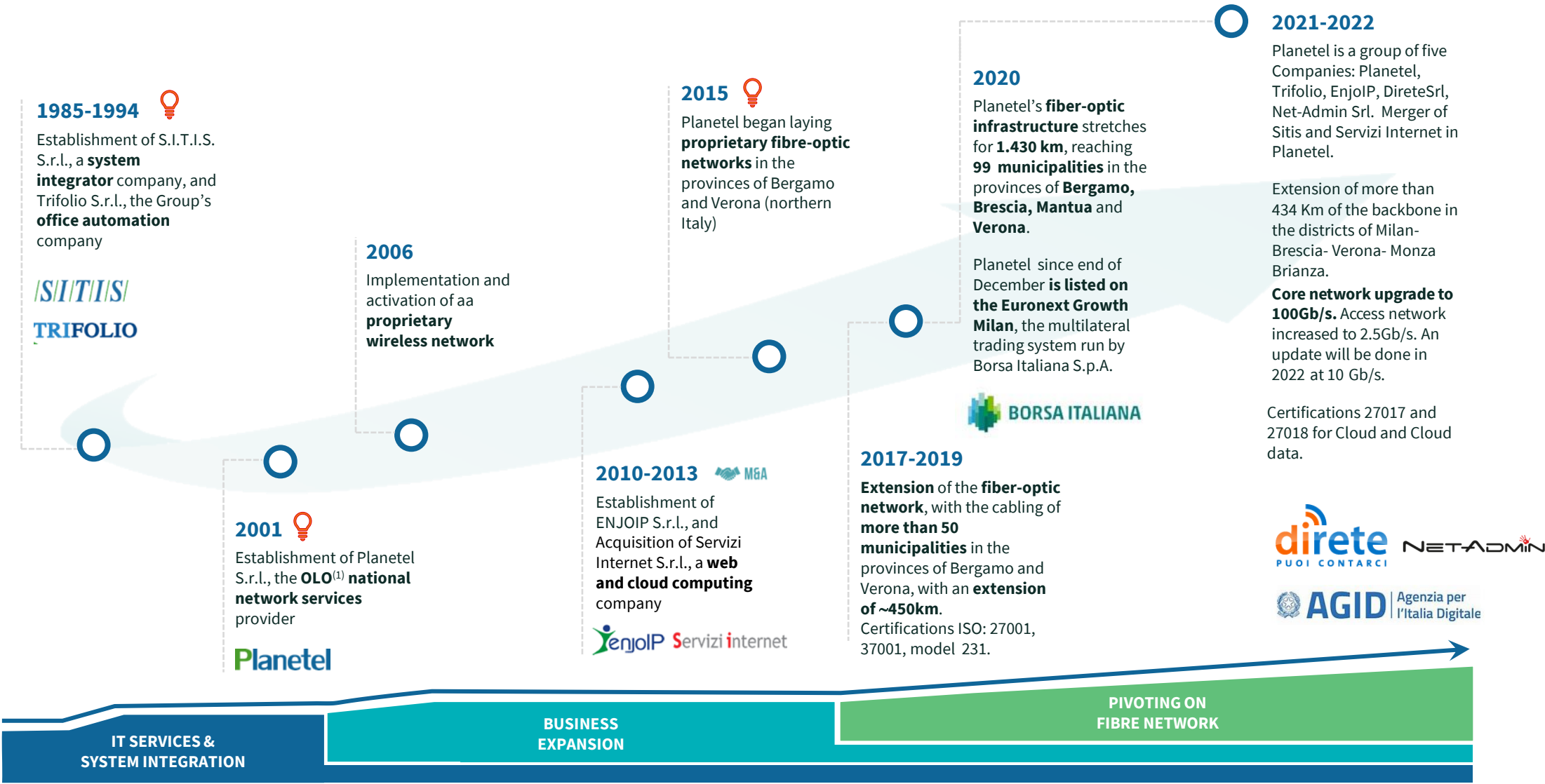
A strong presence in Lombardia, Veneto and Campania Regions

- The Company serves approx 200 municipalities,
- The most important wholesale companies
- 42,990 customers with a very low churn rate.
- 119 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 Euronext Growth Milan since December 2020.



ISP and fiber-optic network at the core of our business



1) Other Licensed Operator.

PLANETEL AT A GLANCE

€ 14,5m

Total Revenues HY 2022 + 28% YoY

82,2%

of Recurring revenues in HY 2022 (1)

€ 10,8m

2021 Total Revenues HY 2021

200

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

42.990

Planetel's Group active clients

ASSETS

2315 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

12,50 €/meter

Average Capex requirement per each meter (5)

1144 cabinets

For FTTC & FTTH connections

3 Datacenters

44 BTS towers (FWA)

119 Planetel points

OTHER RELEVANT INFORMATION

1985

Year of establishment

5 Companies

Of which 4 subsidiaries

135

Qualified and skilled resources in 1H 2022

6 offices

in Treviolo, Lecco, Brescia, Lonato and Verona, Monza

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) + 33,3% at June 2022
- 3) Of which 28.396 are connectivity-linked clients, and 14.594 related to other Group's services.
- 4) It comprises (i) 1.325,4 km of proprietary fibre network
- 5) Average capex requirement per meter is calculated only on total km of proprietary fibre network.

Governance

BOARD OF DIRECTORS



BRUNO PIANETTI
CHAIRMAN



MIRKO MARE
BOARD MEMBER



RAMONA CORTI
INDEPENDENT BOARD MEMBER

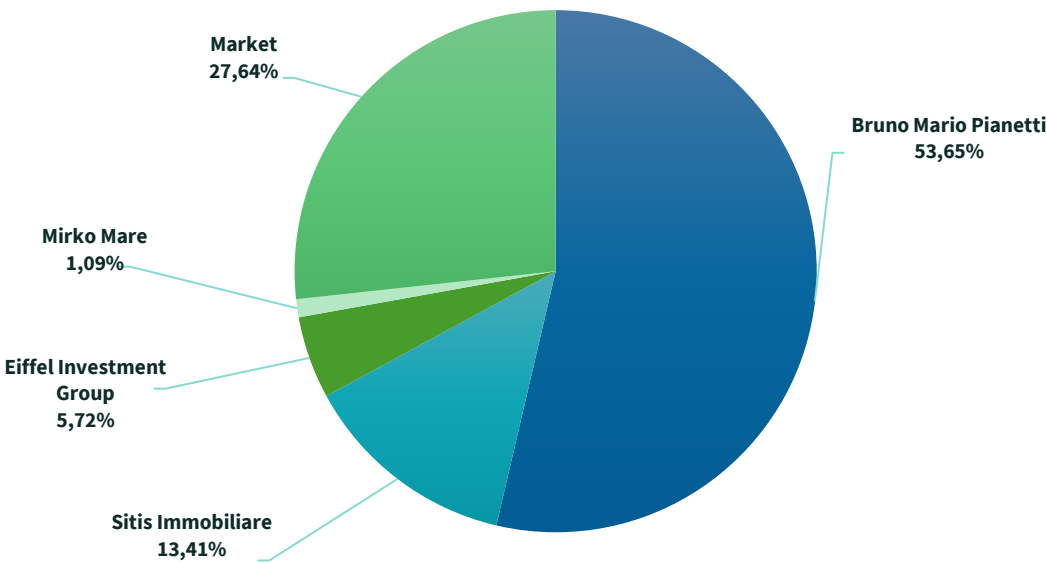
MANAGEMENT

BRUNO PIANETTI
CEO

MIRKO MARE
COO

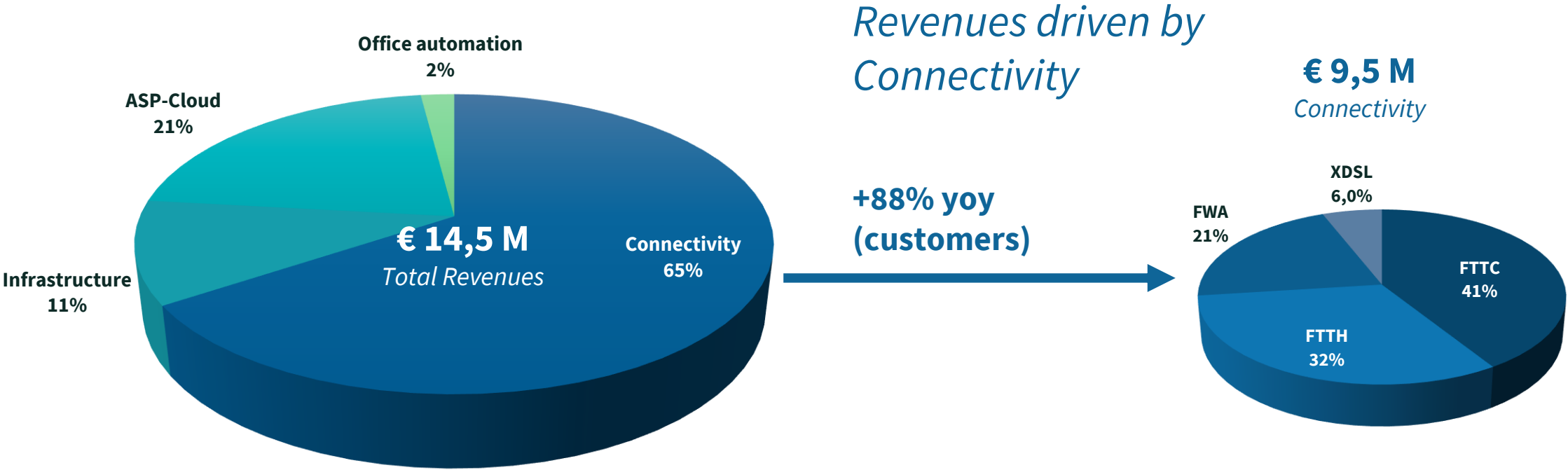
MICHELE PAGANI
CFO

SHAREHOLDER'S STRUCTURE



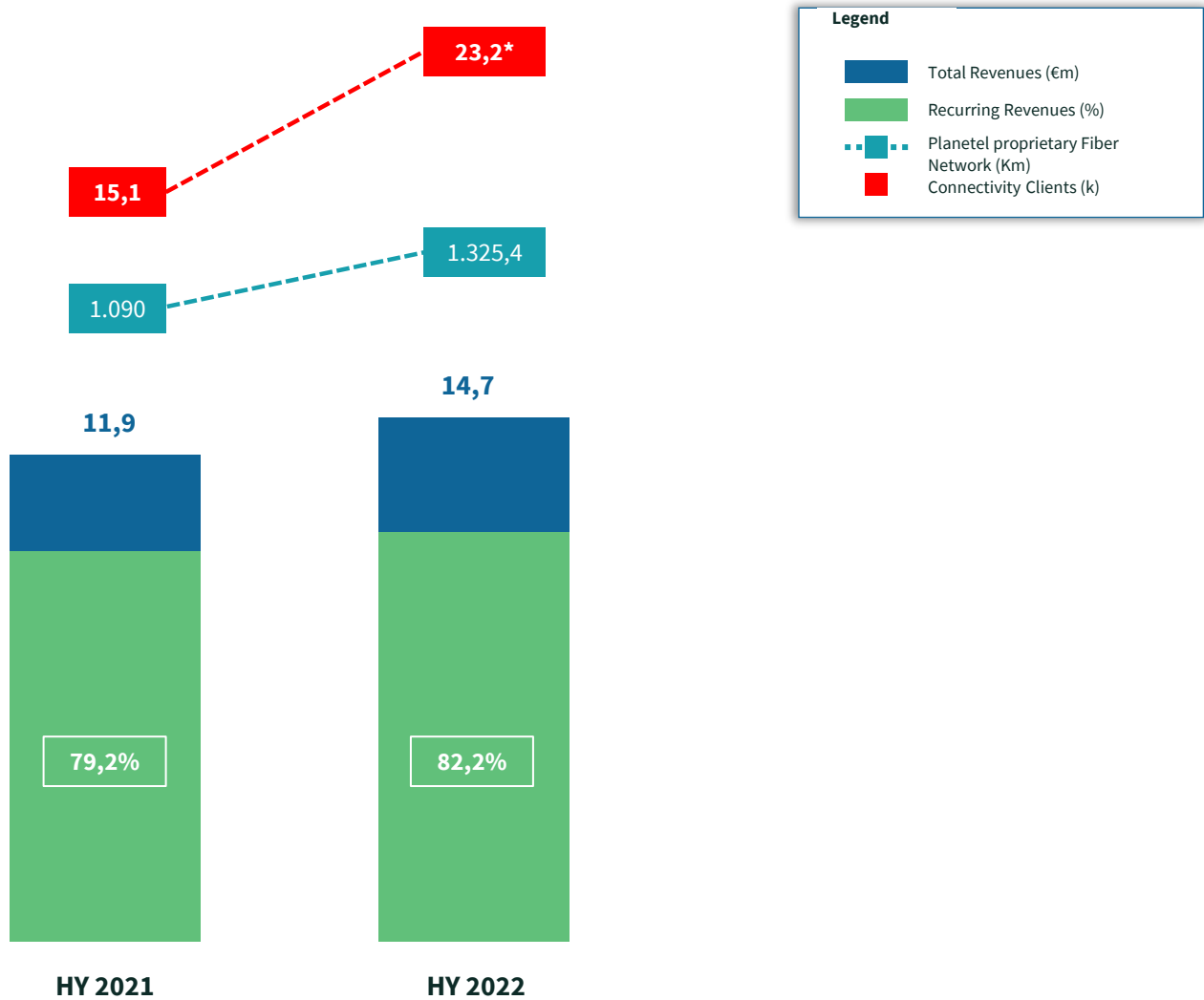
SHAREHOLDER	N° OF SHARES OWNED	% OF SHARE CAPITAL
Bruno M. Pianetti	3.540.984	53,65%
Sitis Immobiliare	885.246	13,41%
Eiffel Inv. Group	386.020	5,72%
Mirko Mare	73.770	1,09%
Market	1.866.742	27,64%
Total	6.752.762	100,00%

We provide fiber, cloud, integrated digital solutions



In June 2022, ~65,% 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 € 3,07 M and € 1.67 M respectively. At the end of 2021 connectivity generated 62,7% of revenues.

A story of steady growth



* Total customers 28,4K , but more or less 5k of Direte srl customers are on the wifi services

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.



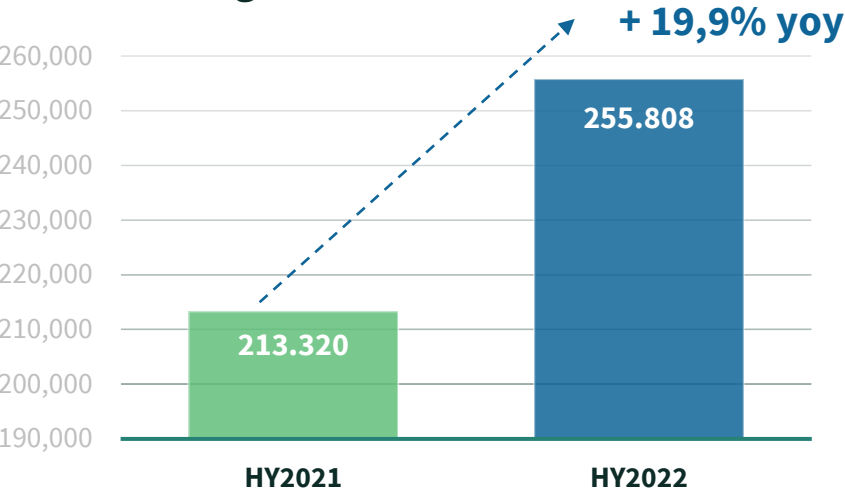
Green projects for smart cities. A stronger relationship with the municipalities of the territory on which Planetel operates for certified sustainable services. Egs, IoT projects in the municipality of Treviolo for smart cities (schools, roads, parking, air quality).



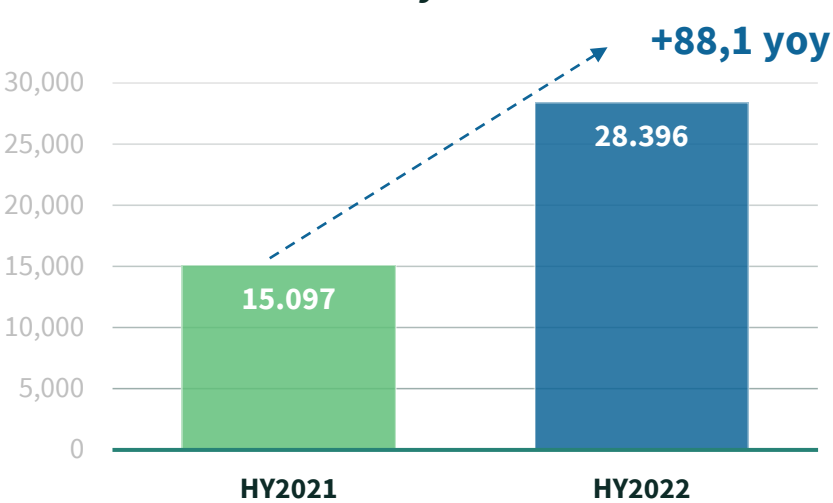
Planetel has committed to adopt the UN principles. Planetel has joined the United Nations Global Compact Network, an international network that pledges to adopt 10 of the 17 United Nations human rights, Environmental and anti-corruption, principles for corporate sustainability, and to actively participate in the achieving of the Sustainable Development Goals defined in the 2030 Agenda.

Our Clients

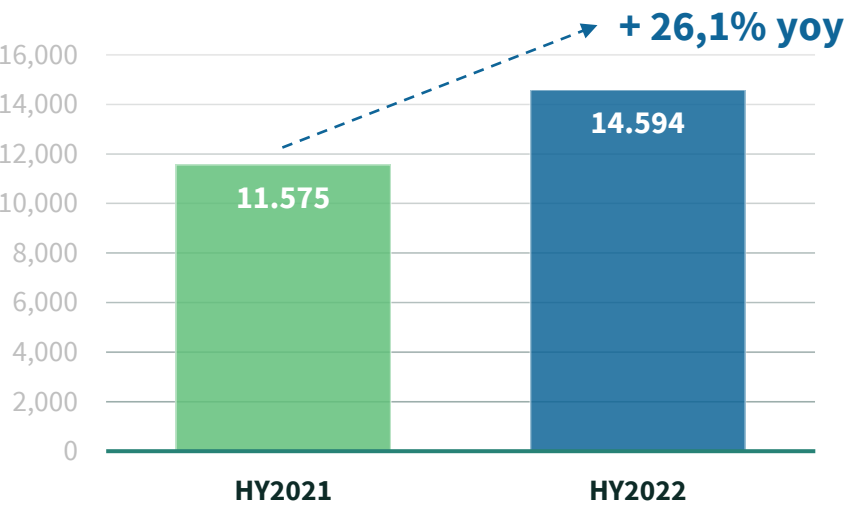
Fiber coverage Area



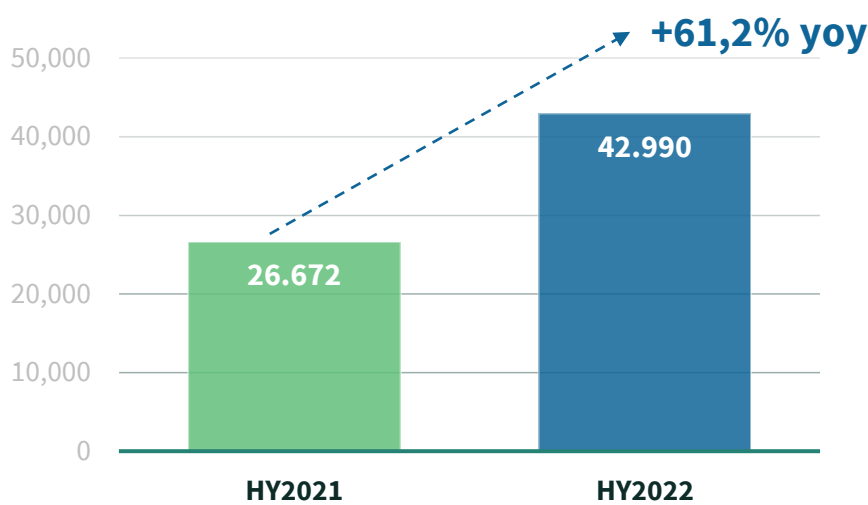
Clients for connectivity



ASP Clients and others



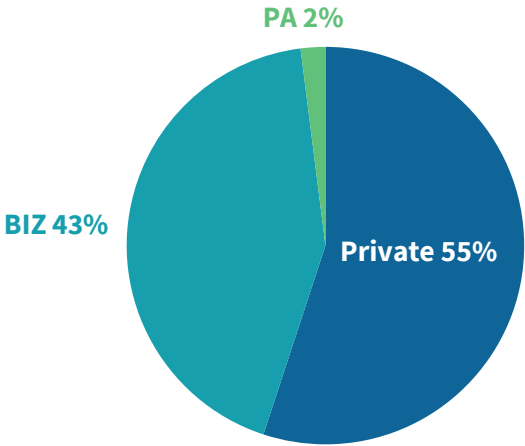
Total clients



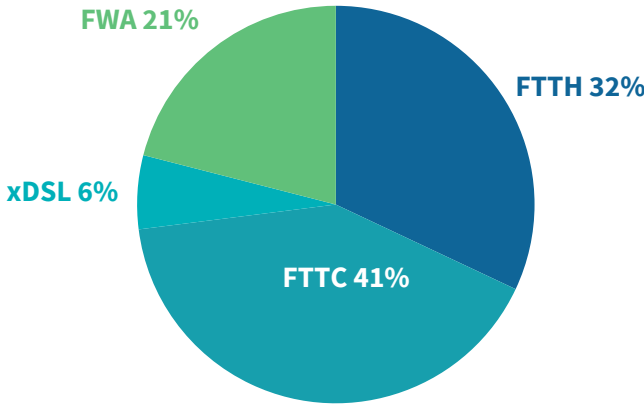
Churn rate connectivity: **4,95%** (on six months base)

Breakdown

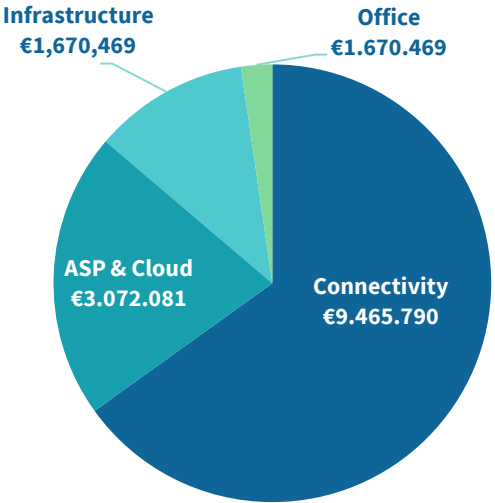
New Contracts 1H 2022 (by Cluster)



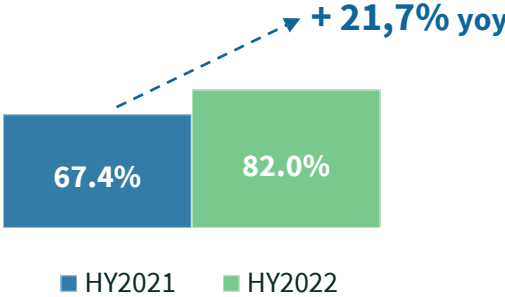
Connectivity Revenue



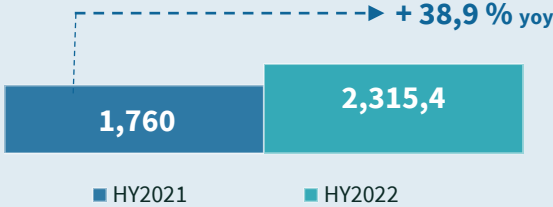
Revenue Breakdown by services
At 06/2022



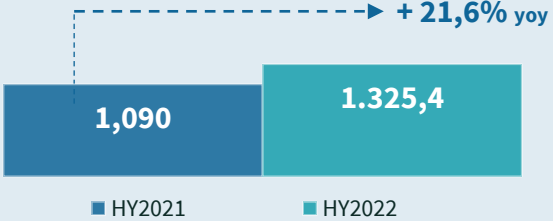
Recurring Revenue



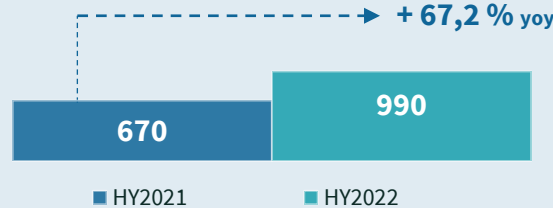
Total Fiber-optic network (Km)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network (Km)

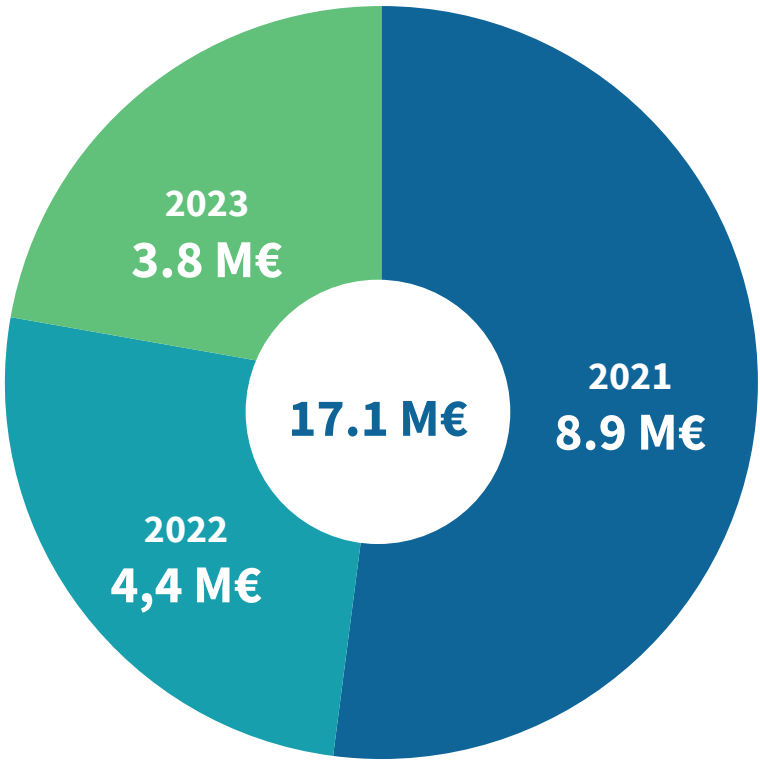


Consolidated Revenues
at June 2022:

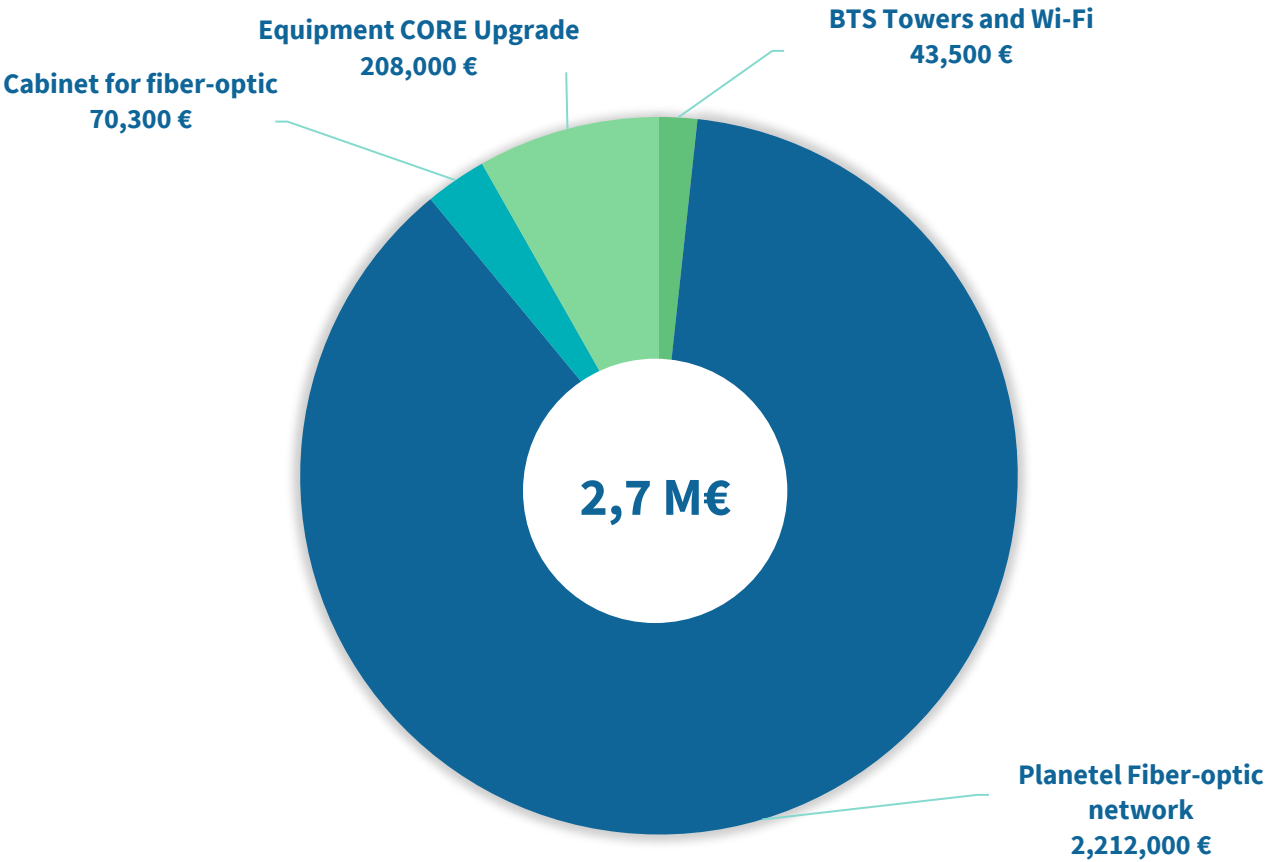
14.800.000 €

FY 2022 investment continue

Planned Investments 2021-2023 **17.1 M€**

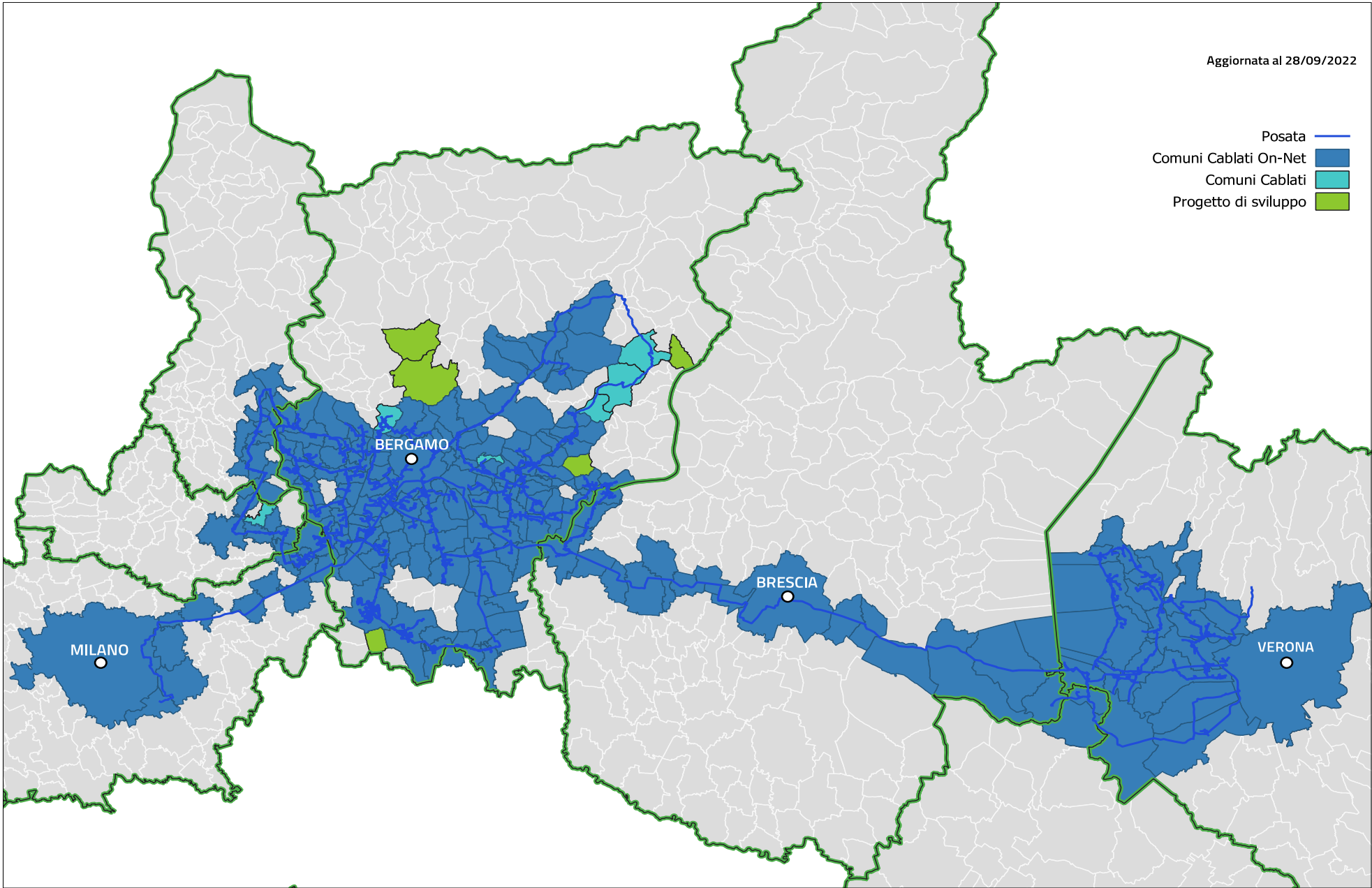


Planetel’s investments as at Half Year 2022 **2,7 M€**



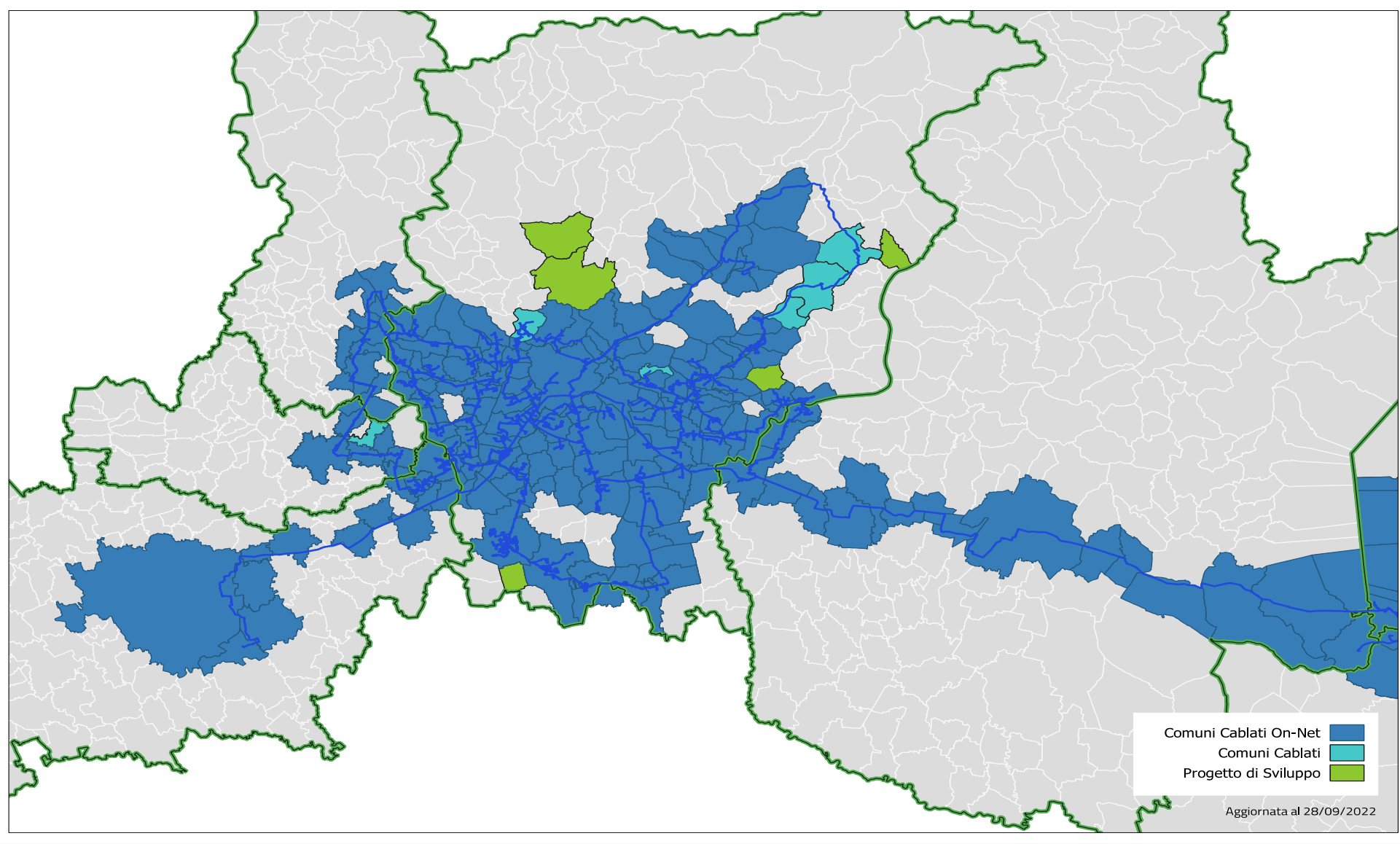
Business Model

Planetel Fiber-optic network



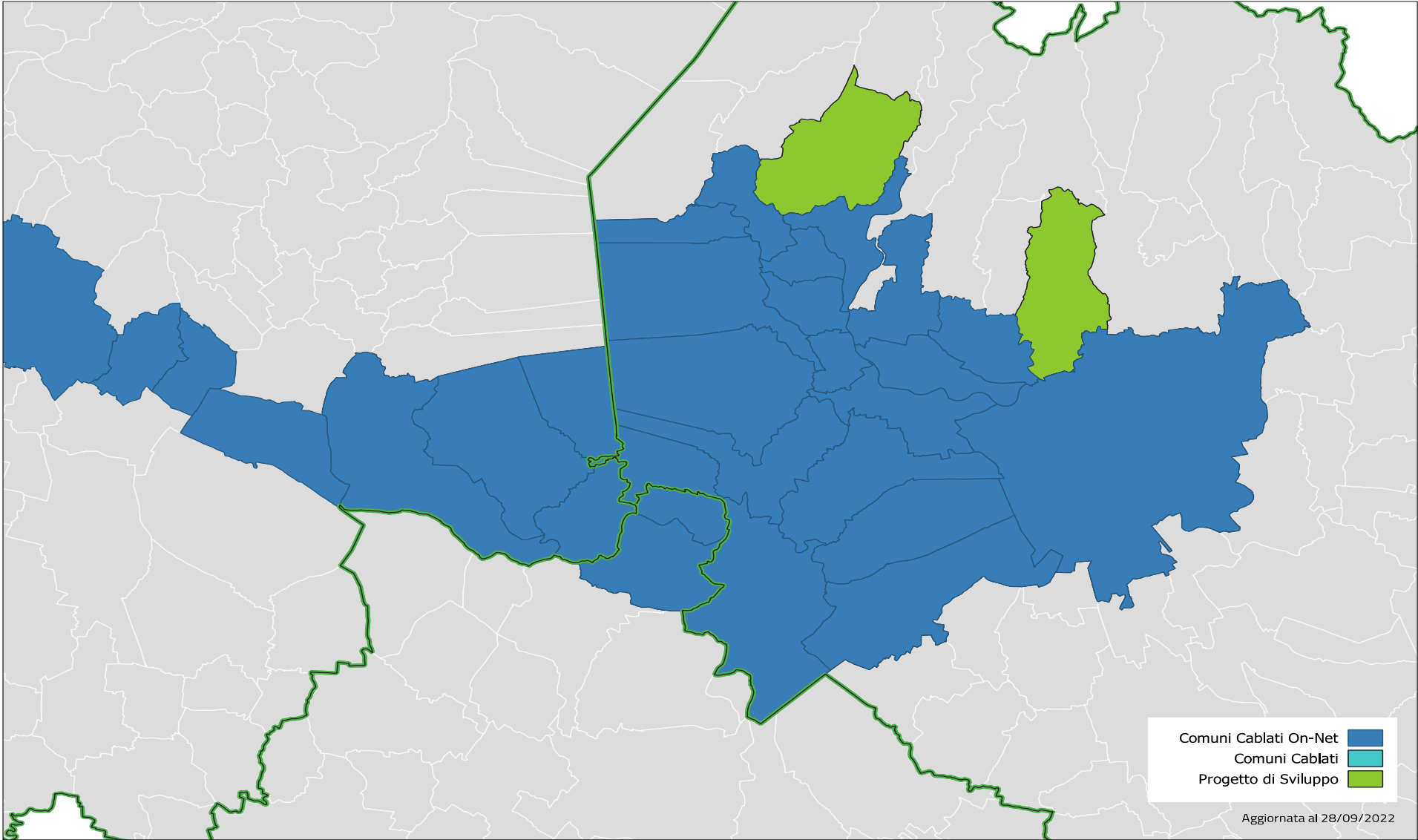
Last update: 28/09/2022

Planetel Fiber-optic network in Lombardia Region



Last update: 28/09/2022

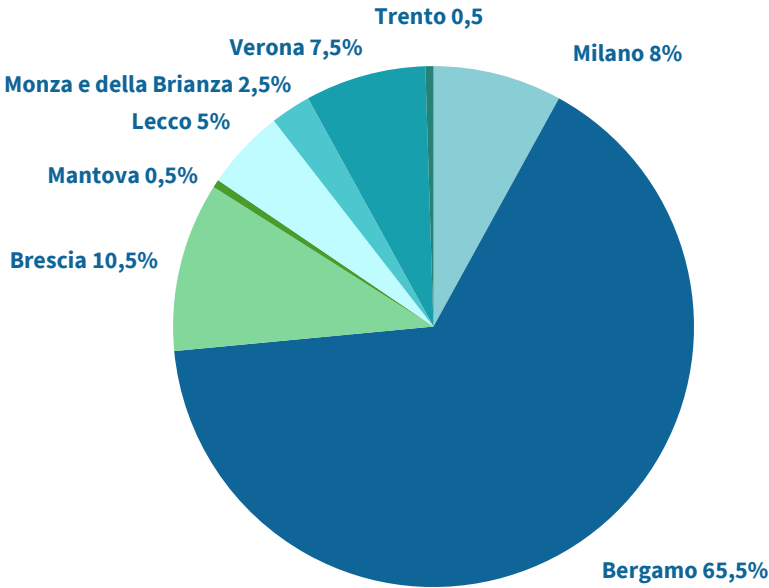
Planetel Fiber-optic network in Veneto Region



Last update: 28/09/2022

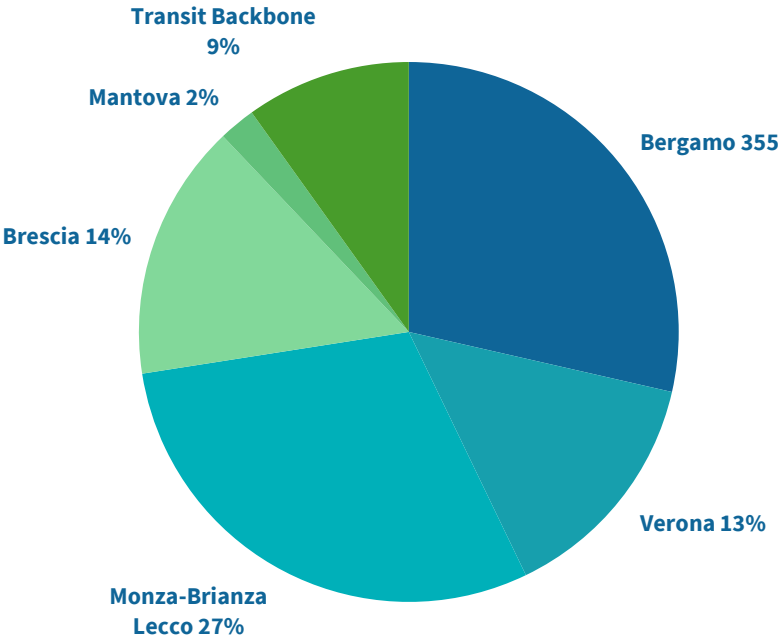
Breakdown

Proprietary network breakdown by district
(As at 30 June 2022)












Trento district is a new entry 2022 into the Planetel’s capex plan 2021-2023

Capex plan final year 2021-2023



Source Company data as at 30 June 2022

Our certificates

	ISO 9001	Sistemi di gestione della Qualità		IAAS	Virtual Datacenter
	ISO 27001	Tecnologie Informatiche – Tecniche di sicurezza – Sistemi di gestione della sicurezza dell'informazione		PAAS	Ambienti di Sviluppo PaaS
	ISO 27017	<i>Estensione della ISO 27001:</i> Tecnologie Informatiche – Tecniche di sicurezza – Raccolta di prassi sui controlli per la sicurezza delle informazioni per i servizi in cloud basata sulla ISO/IEC 27002		CSP	Infrastruttura
	ISO 27018	<i>Estensione della ISO 27001:</i> Tecnologie Informatiche – Tecniche di sicurezza – Raccolta di prassi per la protezione dei dati personali trattati in cloud pubblici da responsabili del trattamento		ECOVADIS	Rating di sostenibilità: Medaglia di Bronzo
	ISO 37001	Sistemi di gestione per la prevenzione della corruzione		CQOP SOA	Costruttori Qualificati di Opere Pubbliche

Cloud solutions and services



Data-center services

- **Housing services and solutions**, provided through geographically distributed and high reliability datacenters.
- **Private Cloud – Hyperconvergence and Virtualization**
Project-based solutions for the supply of infrastructure dedicated to consumers for the VM's direct execution in Cloud through Disaster Recovery Solutions.



Security and network protection

Solutions and services dedicated to protecting the network.

- Next Generation Firewall
- IP Continuous Scanning
- Penetration testing
- WIFI network planning



Cloud services

- **Virtual servers and PaaS services - SaaS**, scalable in resources and performance, for greater simplification and flexibility. VPS / Housing / Hosting / WEB domains / Email Archiving
- **PBX**, Unified Communication in Cloud solutions integrated with Planetel voice service (Sangoma, Mycall)
- **ArchiviaDrive**, storage solution for companies or individual users in connection with file sharing services (Samba, NFS, NAS/SAN solutions, S3, Azure, Object, etc.) or other storage tools (dropbox, Google Drive, One Drive, etc.)



WEB services

Services dedicated to the web with tools and solutions for every need.

- Domains registration and maintenance
- Hosting and mail hosting
- Standard e-mail
- Certified e-mail (PEC)
- Independent SMTP service
- E-mail and PEC storage
- Trade Mark registration



Security and IT protection

Solutions and services dedicated to protecting the identity of users, data and business devices.

- Backup
- Disaster Recovery
- MFA - Multi Factor Authentication
- Endpoint protection
- Protection awareness
- Security for Mail Antispam



IT professional services

IT services and network management, from first level IT support, to highly specialized outsourced IT services.

- Planetel ITCare

IT security and protection - SentinelOne



All-in-one endpoint security solution against known and unknown attacks

Planetel offers an all-in-one endpoint protection solution to protect customers from known and unknown attacks by identifying and mitigating damaging behavior within seconds. The product monitors every process and threat in the system, down to the kernel level.

Singularity EPP + EDR

- **Prevention**

AI analytics on the endpoint prevents attacks in real time. This model replaces the traditional antivirus mechanism.

- **Detection**

Recognition of malicious actions through behavioral analysis by the AI. It is the only solution to detect fileless, zero-day and institutional-based attacks in real time.

- **Threat hunting**

SentinelOne delivers shorter query times, the industry's longest data retention period, advanced actions, active discovery, and a less dispersed approach.

- **Response and Immunization**

ActiveEDR, thanks to AI, removes any malicious activity with surgical precision, allowing the endpoint to automatically restore itself in real time to the state prior to the attack. Additionally, details are shared with other endpoints, immunizing systems that are part of a coordinated attack.

- **Forensic Analysis**

Total overview of the attack, with information on the file, path, end-point name, IP, domain, etc.

Advantages

- + Lightweight and high-performance
- + Shorter residence time
- + Acceleration of IR
- + Reduced MTTR
- + Fewer alerts
- + Increased productivity of analysts
- + Configurable policies to stop the process, quarantine or eliminate malicious code and remove the endpoint from the network
- + Leverage on shadow copies of Windows to restore the endpoint at the desired time

M&A operations

M&A: diRete in numbers

DiRETE S.r.L. is a commercial company settled in Lonato , near Garda Lake, and provide to about 9000 customers (business and private), connectivity services and products like a system integrator.

A business partner of Eolo for more than 10 years, it has been one of the most important resellers of FWA connectivity nationwide. Very loyal business customers and coverage areas that are often in a digital divide or otherwise poorly covered by the big operators.

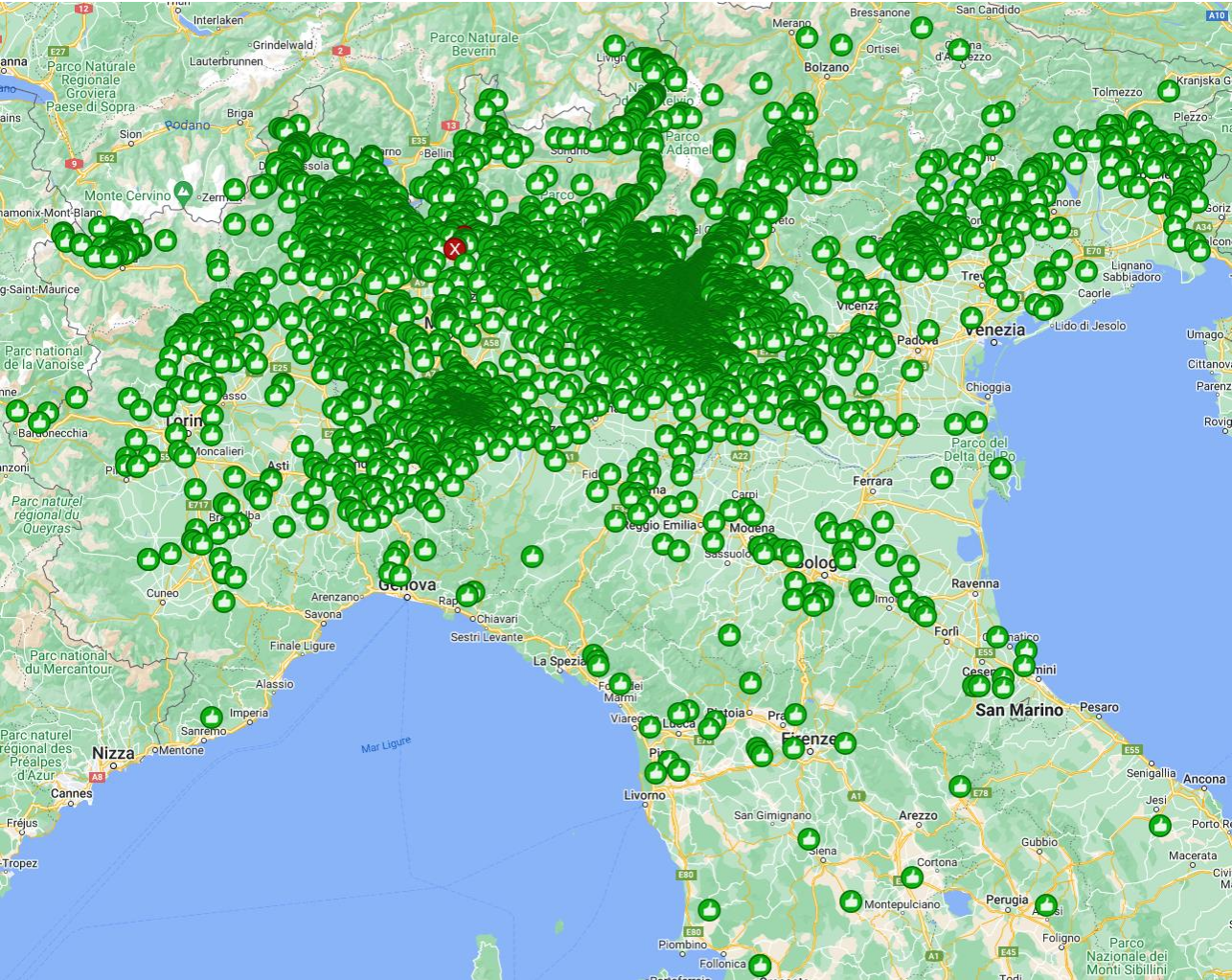
The acquisition was closed on 22/12/2021, and Planetel acquired 100% of the shares

Planetel sees in this acquisition the opportunity to expand its customer base in a fast and structured way, with two very important targets:

1. To provide Direte customers with the group's services, both connectivity and cloud, seeking to optimise service production costs, for the benefit of internal economies of scale as well as for the customer's own benefit.
 2. Move customers covered by the Planetel network from FWA/FTTC to FTTH Planetel. This, in addition to lowering business costs, will lead to natural customer loyalty.
- ✓ **Revenues 2021** : About 5 MIL euros
 - ✓ **Customers** : About 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:** 21 people (7 technicians)



M&A: Geographical distribution of diRete customers



M&A: Net-Admin in numbers

Acquisition: July 2022

Net-Admin, a company based in Monza (www.net-admin.it) which has been operating nationwide in the Information Technology and cloud services sector since 2014, supplies its public and private sector customers with high added-value consultancy, products and services.



Thanks to the skills acquired in many years within the industry, Net-Admin has built up impressive experience in the world of on-premises systems/infrastructures, cloud and networking, enabling it to develop its own data centres for the provision of cloud services. Over time, in fact, the Company has been able to build its own distinct identity in the cloud and web market, managing virtualised infrastructures with the most cutting-edge tools of the moment, and being able to respond to very important requirements of web portals of national importance.

Its peculiarity is that it has created a strong contact with all its customers, to whom it succeeds in providing advanced and economically viable IT solutions, both software and infrastructure. To date it manages more than 80 business customers with medium/large targets; of these customers it manages the corporate network, data centre connection, ecommerce, and system support.

Net-Admin is also the proprietor of the serverincloud.it brand which hold

Net-Admin was an acquisition sought by Planetel, both for the people who work in this company and for the market it has managed to serve over the years. The target customer base is purely Business, with the presence also of large companies that leave all their IT operations and web presence in the hands of Net-admin.

M&A: Net-Admin in numbers

Acquisition: July 2022

Integration with Planetel will again be on two levels:

- 1) Infrastructure level. Net-Admin will, by 2022, move all the servers and platforms it uses onto the Planetel network. This will not only bring an important cost reduction, but will also give the customer the opportunity to connect to its virtual infrastructure using our fibre network. This opens up new possibilities for customers.
- 2) Incorporate new virtualisation technologies used by Net-Admin into Planetel. Such as, for example, their Kubernetes network on which Planetel itself will run some of its services.

With the acquisition of Net-Admin, the brand serverincloud.it, already AGID-certified (as Planetel) and present with services to the public administration, also enters the Planetel group. The domain is likely to become central in the group's online business proposition.

Net-Admin in numbers:

- ✓ Turnover 2021: 1.04ML€
- ✓ Turnover as at 30/09/2022: 1.3ML€
- ✓ Datacentres: 2
- ✓ Servers under management: approx. 1400

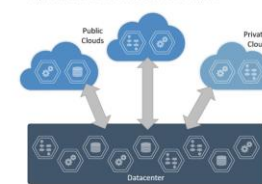


massima disponibilità delle risorse, servizi di backup, ripristino, servizi di sicurezza, servizi di gestione e conformità alle normative vigenti.

Home Hosting Professionale Professional Cloud Altri Servizi News Contatti

soluzione che risponde a molteplici requisiti IT e di sfruttare tutto ciò che il cloud sicuro offre.

Hybrid Cloud Architecture Today...



...and tomorrow.

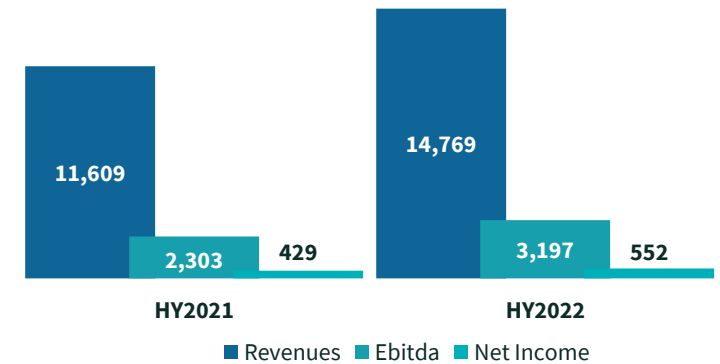


Financials

Profitable growth continues in FY 2022

Statement of Income	30.06.2022		30.06.2021		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	HY22-HY21	
Earnings from sales	13.888	94%	10.819	93%	3.069	28%
Change in inventory	117	1%	140	1%	(23)	-17%
Internally generated fixed assets	340	2%	299	3%	41	100%
Other earnings and income	424	3%	351	3%	73	21%
Value of production	14.769	100%	11.609	100%	3.160	27%
Costs for raw, subsidiary and consumable materials	(1.455)	-10%	(1.155)	-10%	(301)	36%
Costs for services	(6.260)	-42%	(4.593)	-40%	(1.667)	36%
Use of third-party assets	(277)	-2%	(379)	-3%	102	-27%
Labour costs	(3.525)	-24%	(3.078)	-27%	(448)	15%
Sundry operating costs	(55)	-0%	(103)	-1%	48	-46%
EBITDA	3.197	22%	2.303	20%	894	39%
Amortisations and write-downs	(2.376)	-16%	(1.685)	-15%	(691)	41%
EBIT	821	6%	617	5%	204	33%
Financial result	(111)	-1%	(117)	1%	6	-5%
EBT	710	5%	500	4%	210	42%
Income taxes	(158.1)	-1%	(71)	-1%	(87)	123%
Result for the year	552	4%	429	4%	123	29%

Revenues ~+28% yoy



EBITDA Margin +39% yoy



Profitable growth continues in FY 2022

- ✓ Core business turnover increased by 28% (+€ 3,069 million) compared to 30 June 2021, reaching € 13.9 million. At the same time, all the intermediate economic indicators improved: EBITDA: 22% yoy (*); the operating result (EBIT): 6% yoy (*); the net economic result: 4% of the value of production which stands at € 14.8 million.
- ✓ EBIT as at 30 June 2022 was affected by the amortisation of goodwill generated by the acquisition of Direte Srl, which amounted to € 0.175 million, net of which EBIT would amount to € 0.996 million equal to 7%

Balance Sheet

Balance Sheet	30.06.2022	31.12.2021	% Change
(Data in Euro/000)	Consolidated	Consolidated	HY22-FY2021
Intangible fixed assets	9.701	8.688	12%
Tangible fixed assets	24.978	23.801	5%
Financial fixed assets	237	5	40%
Net fixed Assets	34.916	32.494	7%
Inventory	1056	897	18%
Commercial receivables	7.922	7.164	11%
Commercial payables	-5.185	-5.705	-9%
Commercial Current Assets	3.793	2.356	61%
Other current receivables	264	220	20%
Other current liabilities	-2.227	-3.488	-36%
Tax receivables and payables	873	337	159%
Net accruals and deferrals	-5.361	-4.482	20%
Net Current Assets	-6.451	-7.413	-13%
Contingency funds	0	-18	-1378%
Severance Pay	-949	-974	-3%
Net Invested Capital (Investments)	31.310	26.445	18%
Liquid assets	-5.896	-3.888	52%
Financial payables	16.780	12.064	39%
Net Financial Position	10.884	8.176	33%
Share capital	4.049	134	2933%
Reserves	15.218	16.669	-9%
Consolidation reserve	202	202	0%
Profit (Loss)	422	861	-51%
Group Net Equity	19.891	17.866	11%
Third-party capital	5	5	0%
Reserves	400	206	94%
Third party Profit / (Loss)	130	193	-33%
Third-party Net Equity	535	404	32%
Total Sources of Funding	31.310	26.445	18%

The Group recorded Net Equity of 19.9 million Euro at 30.6.2022, compared to 17.9 million Euro at 31.12.2021.

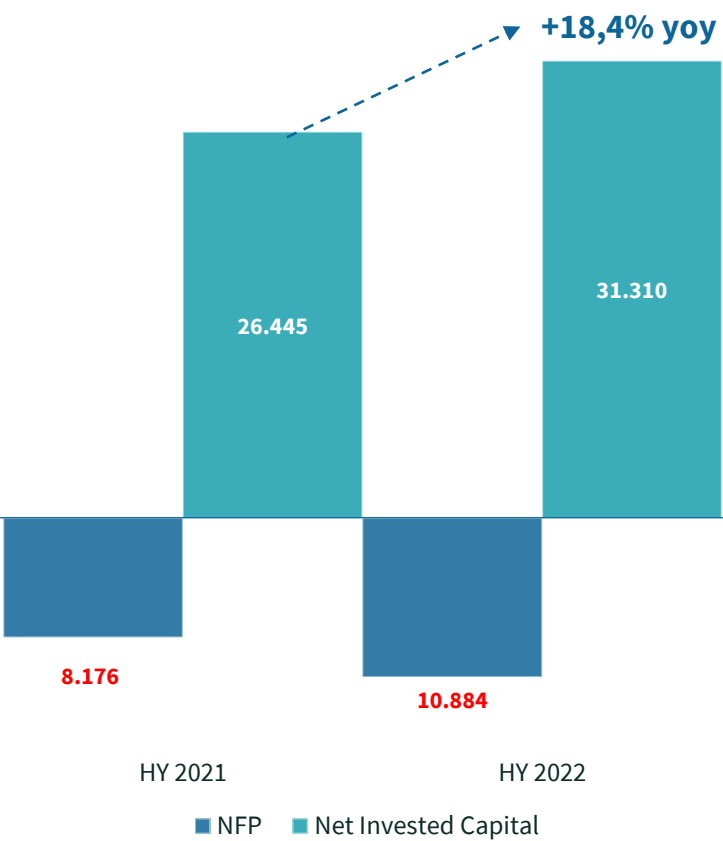
The balance sheet highlights the increase in investments (+7%) compared to the year ended at 31.12.2021 and the increase in the negative net financial position which change from € 8.2 million to € 10.9 million following new loans and the issue of a new € 3.5 million minibond fully subscribed by Unicredit. These loans were used not only for investments in fixed asset but also for the acquisition of the 100% stake in Net-Admin S.r.l..

In the HY 2022, development activities continued with an investment of € 8.9 of which €4.95 invested for the development of the fiber network in FTTH and FTTC Mode. At June 2022 the fiber infrastructure covered approximately 2445,4 Km with an increase of 38,9% compared to June 2021 of which 1.325,4 Km owned and 1.120 Km in IRU.

Net Financial Position

Consolidated Net Financial Position	30.06.2022	31.12.21
(Data in Euro/000)	Consolidated	Consolidated
A. Cash flow from business	638	6.662
B. Cash flow from investments	(5.629)	(14.859)
C. Cash flow from financing activities	7.000	(747)
D. Liquidità (A)+(B)+(C)	(2.008)	(8.945)
Liquid assets at start of year	3.888	12.833
Liquid assets at the end of year	5.896	3.888

Net Financial Position and Invested Capital



Planetel's strategy for future growth

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

- ✓ **The skills, commercial and technical in HY 2022** new skills are arrived in Planetel
 - The acquisitions have included in the workforce, new figures very focused on the cloud market and value services on large customers. Netadmin with its staff will be able to bring great innovations to the field of virtual infrastructures and the management of structured ecommerce platforms. Direte has always managed large projects from both a commercial and technical point of view in its geographical area.
- ✓ **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 has been 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. In the first part of 2023 the migration will be closed definitively. A long period of hard job, for a new voice network in Planetel.

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



PBX

- ✓ Sangoma
- ✓ Mycall





Professional & Support Services: ITCARE



Cybersecurity

- ✓ «Sicurezza Gestita» / Fortinet Reselling
- ✓ Sababa Awareness
- ✓ Sababa MDR
- ✓ Planetel Inwebo MFA
- ✓ Planetel Continuous scanning
- ✓ Planetel RidgeBot Penetration Testing
- ✓ Cyberoo Partnership signed in Dec 2021



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

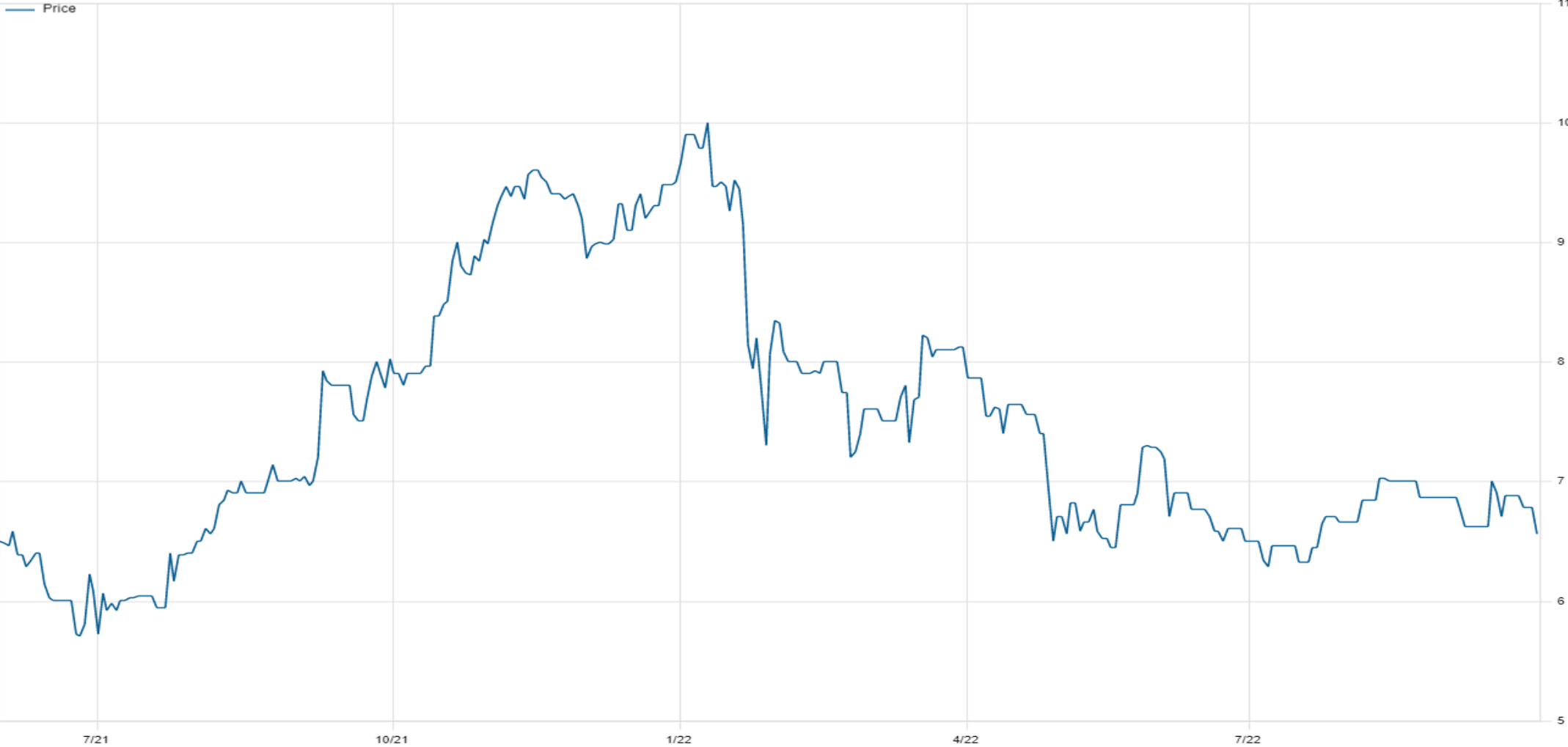
ITCARE *growing*

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.

In the first half of 2022, Itcare is growing with customers and services. About 20 customers (enterprises and municipalities) are the main ones of this BU; we are managing about 1000 devices inside their offices. A great integration will be close in 2023 with Netadmin, that manages itself 1200 devices in the same market distributed on 30 customers.

Stock performance

Planetel SpA (PLT-MIL)
06/01/2021 to 09/30/2022(Daily) High: 10.00 Low: 5.70 Chg: 0.92%



Source: Nasdaq

One year performance
1 June2021 –30Sept 2022]

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