



Planetel

Get be inspired by our fiber

ROADSHOW ALANTRA
13th April, 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)
- WIFI network Bergamo Area (FWA)



INTEGRATED DIGITAL SOLUTIONS:

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



VOICE

- Advanced voice solutions (Virtual PBX)

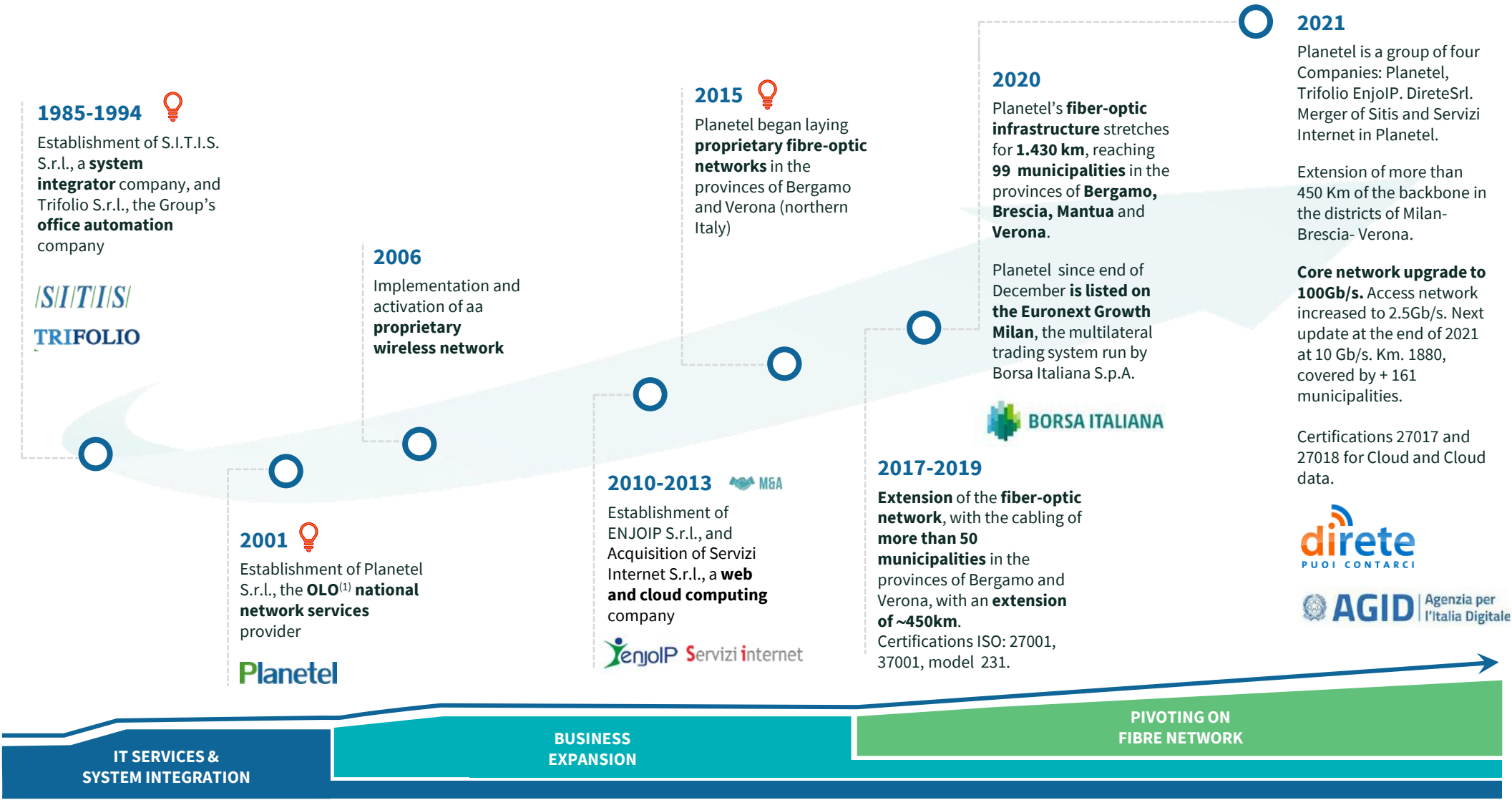
A strong presence in Lombardia, Veneto and Campania Regions

- The Company serves approx 161 municipalities,
- The most important wholesale companies
- 30,287 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 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

€ 22,1m

Total Revenues FY 2021 + 24,1% YoY

82%

of Recurring revenues in 2021 (1)

€ 17,8m

2020 Sales Revenues +12%

161

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

30.200

Planetel's Group active clients (3)
(without 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

14,50 €/meter

Average Capex requirement per each meter (5)

1033 cabinets

For FTTC & FTTH connections

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, Lonato 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 17.900 are connectivity-linked clients, and 12.300 related to other Group's services.
- 4) It comprises (i) 1.140 km of proprietary fibre network
- 5) Average capex requirement per meter is calculated only on total km of proprietary fibre network.

BOARD OF DIRECTORS



MIRKO MARE
BOARD MEMBER



BRUNO PIANETTI
CHAIRMAN



RAMONA CORTI
INDIPENDENT BOARD MEMBER

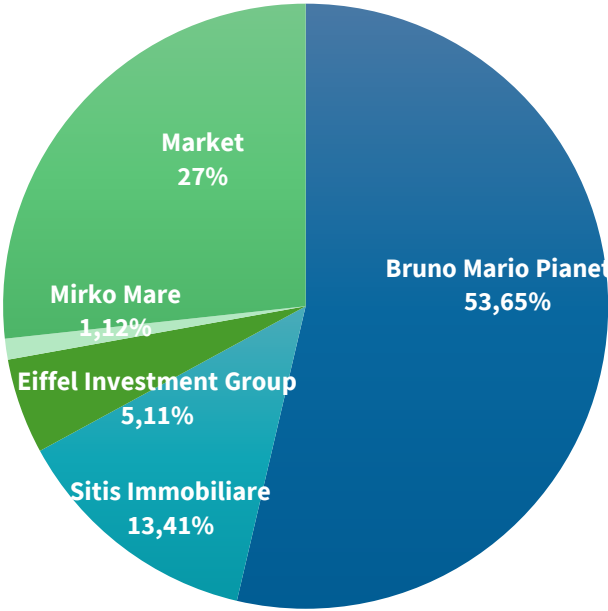
MANAGEMENT

BRUNO PIANETTI
CEO

MIRKO MARE
COO

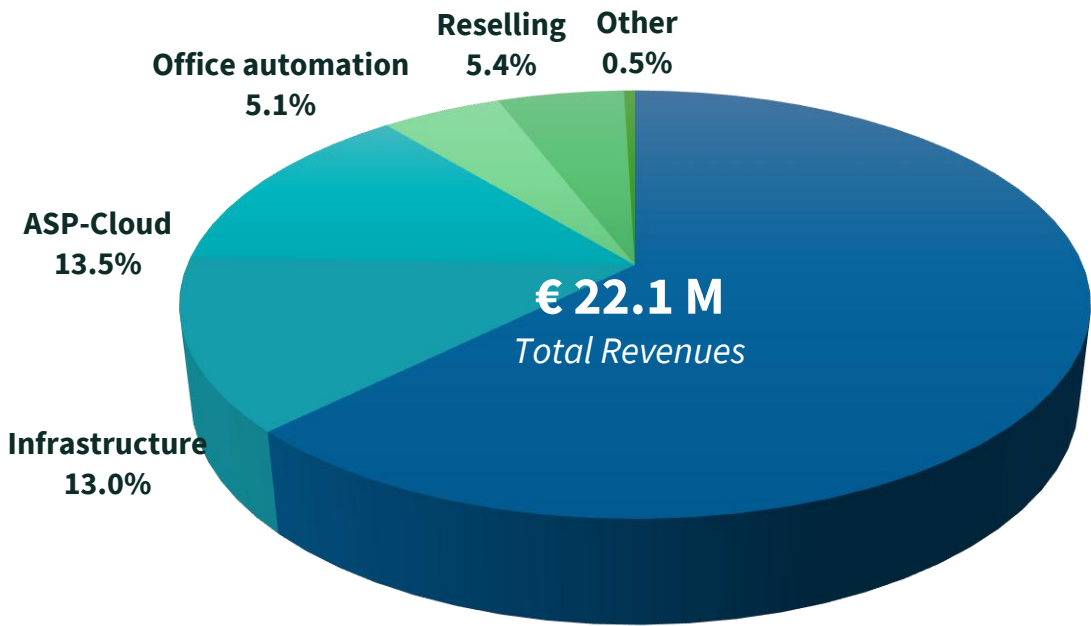
MICHELE PAGANI
CFO

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% |
| Eiffel Inv. Group | 337.000 | 5,11% |
| Mirko Mare | 73.770 | 1,12% |
| Market | 1.763.000 | 26,71% |
| Total | 6.600.000 | 100,00% |

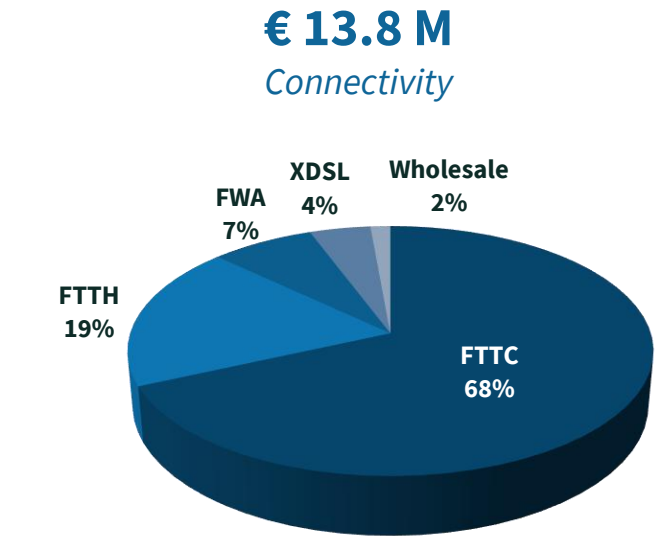
We provide fiber, cloud, integrated digital solutions



Revenues driven by Connectivity

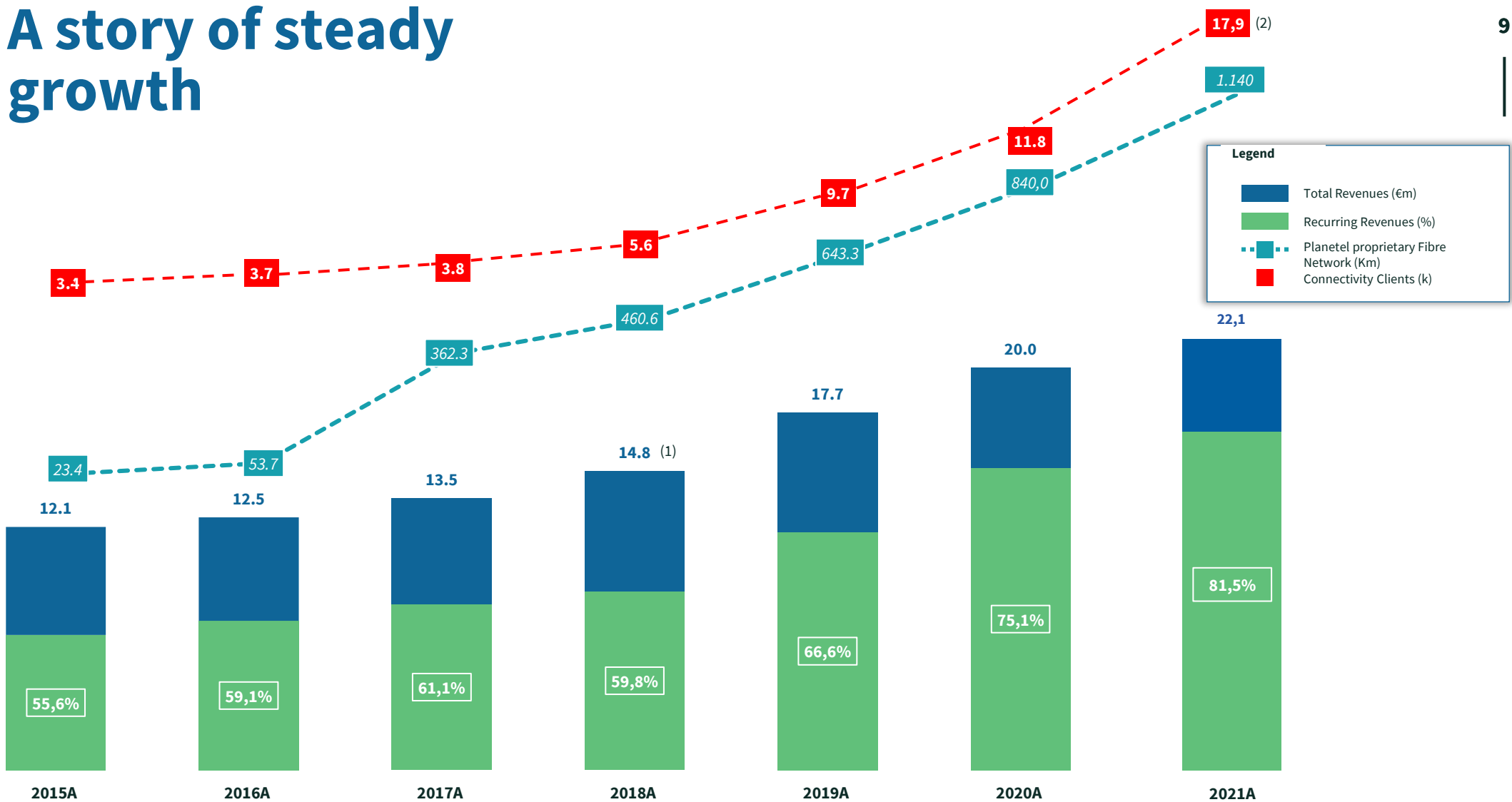
+52,6% yoy (customers)

Connectivity
62.7%



In December 2021, ~62,7% 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 € 2.97 M and € 2.86 M respectively. At the end of 2020 connectivity generated 57,8% of revenues.

A story of steady growth



Consolidating past growth to build the future
Leveraging on a broader fibre network in 161 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 30,200 at December 2021

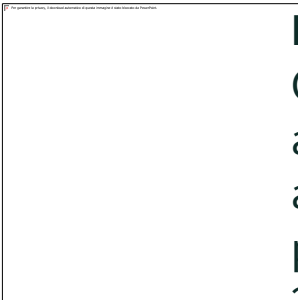
Our approach for sustainable future



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.



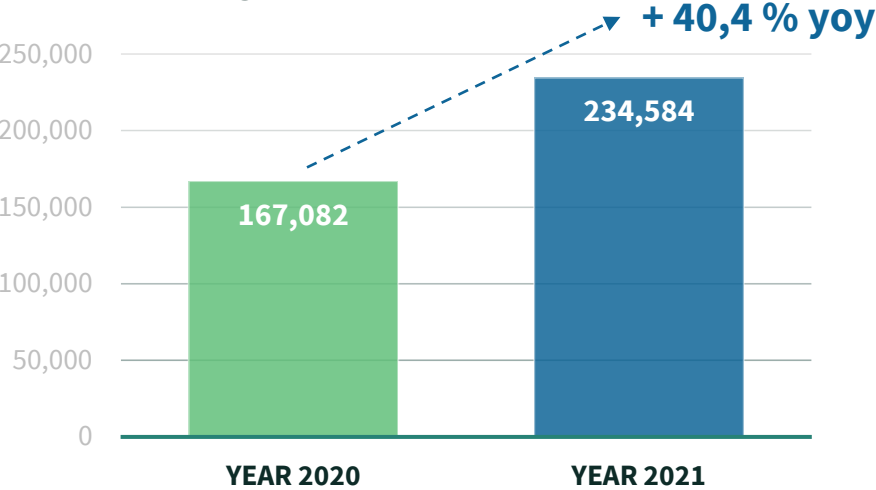
Green projects for smart cities. A stronger relationship with the municipalities of the territory on which Planetel operates for certified sustainable services. Egs, IoT projects in the municipality of Treviolo for smart cities (schools, roads, parking, air quality).



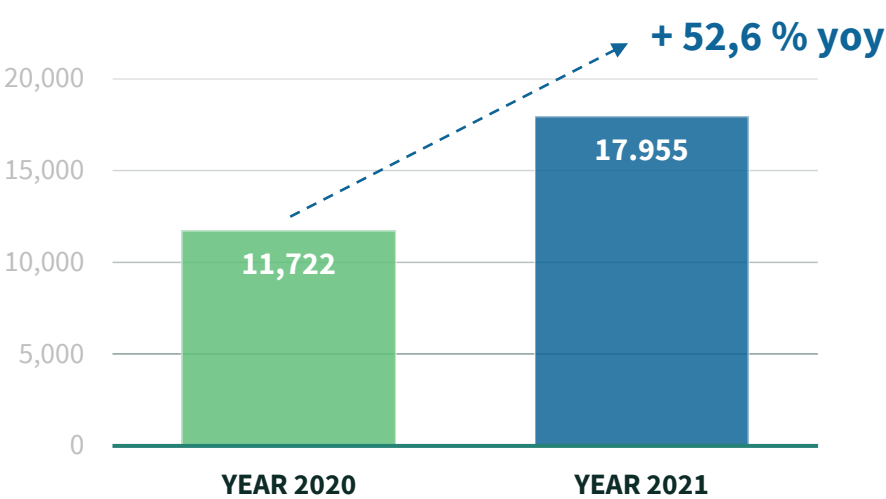
Planetel is committed to adopt the UN principles. Planetel is joining the UN Global Compact Network, an international network that is committed to adopting 10 of the 17 UN principles relating to Human, Environmental and anti-corruption, principles for a corporate sustainability, and to actively participate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

Our Clients

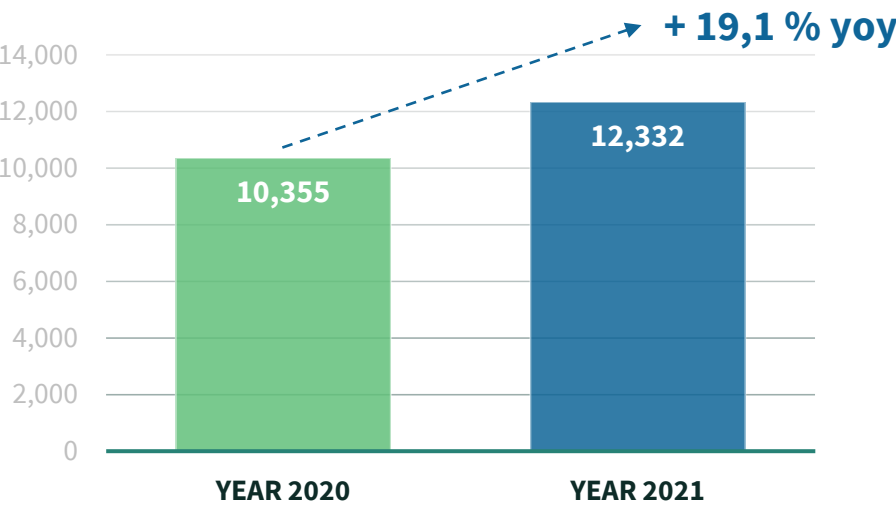
Fiber coverage Area



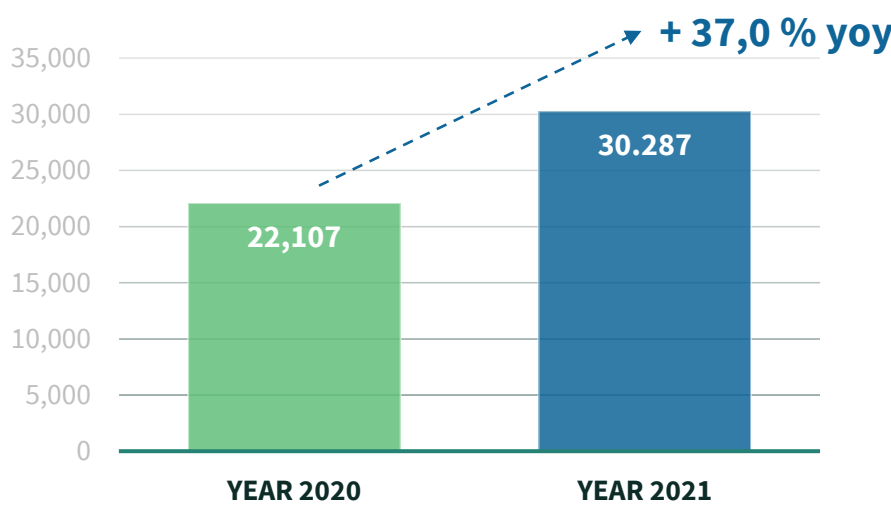
Clients for connectivity



ASP Clients and others



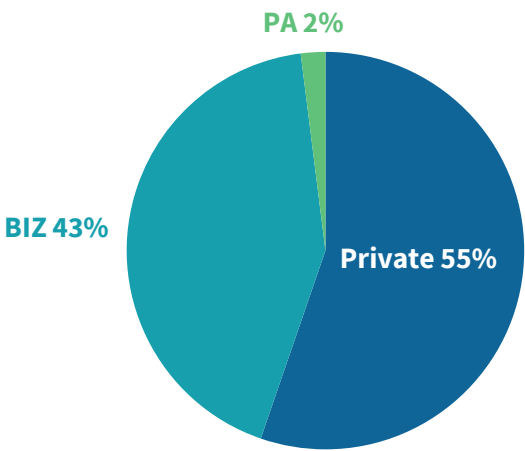
Total clients



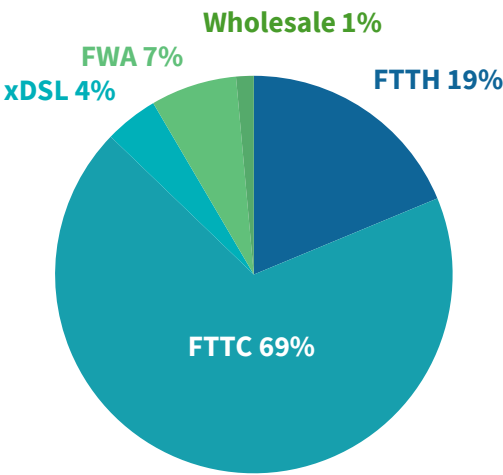
Churn rate connectivity: 4,9% (on annual base)

Breakdown

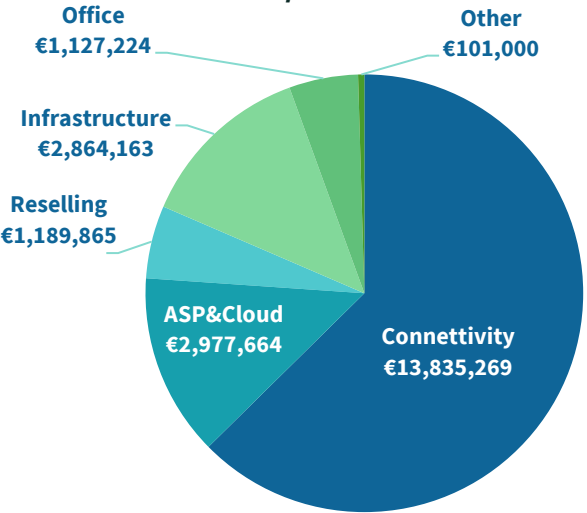
New Contracts 2021 (by Cluster)



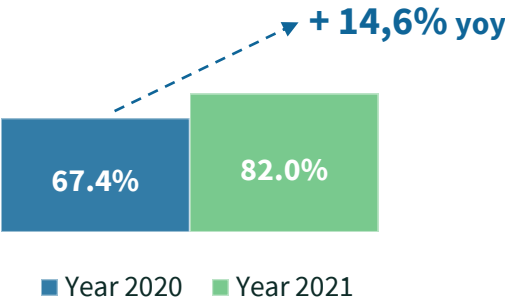
Connectivity Revenue



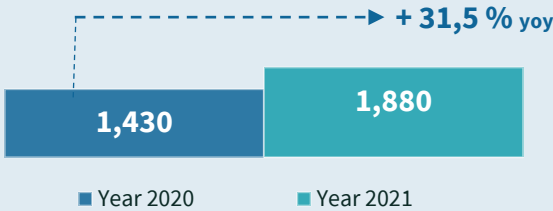
Revenue Breakdown by services at 12/2021



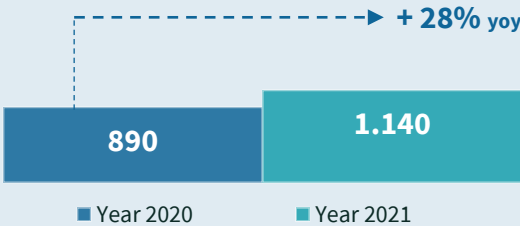
Recurring Revenue



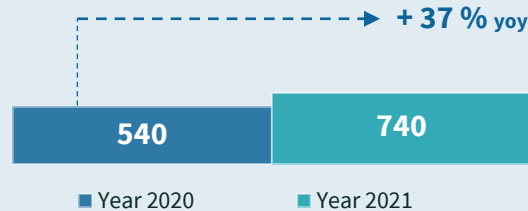
Total Fiber-optic network (Km)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network (Km)

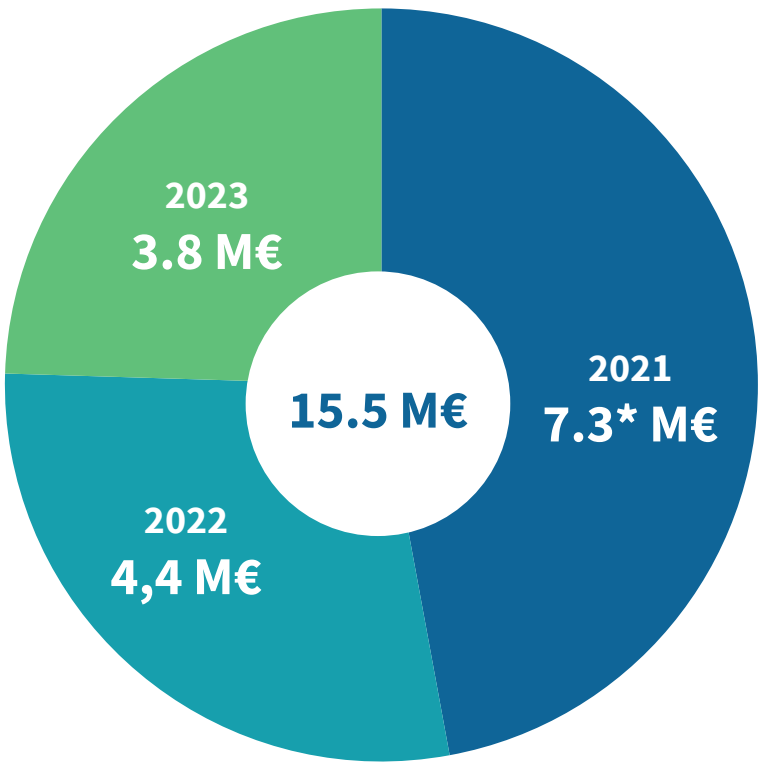


Consolidated Revenues at December 2021:

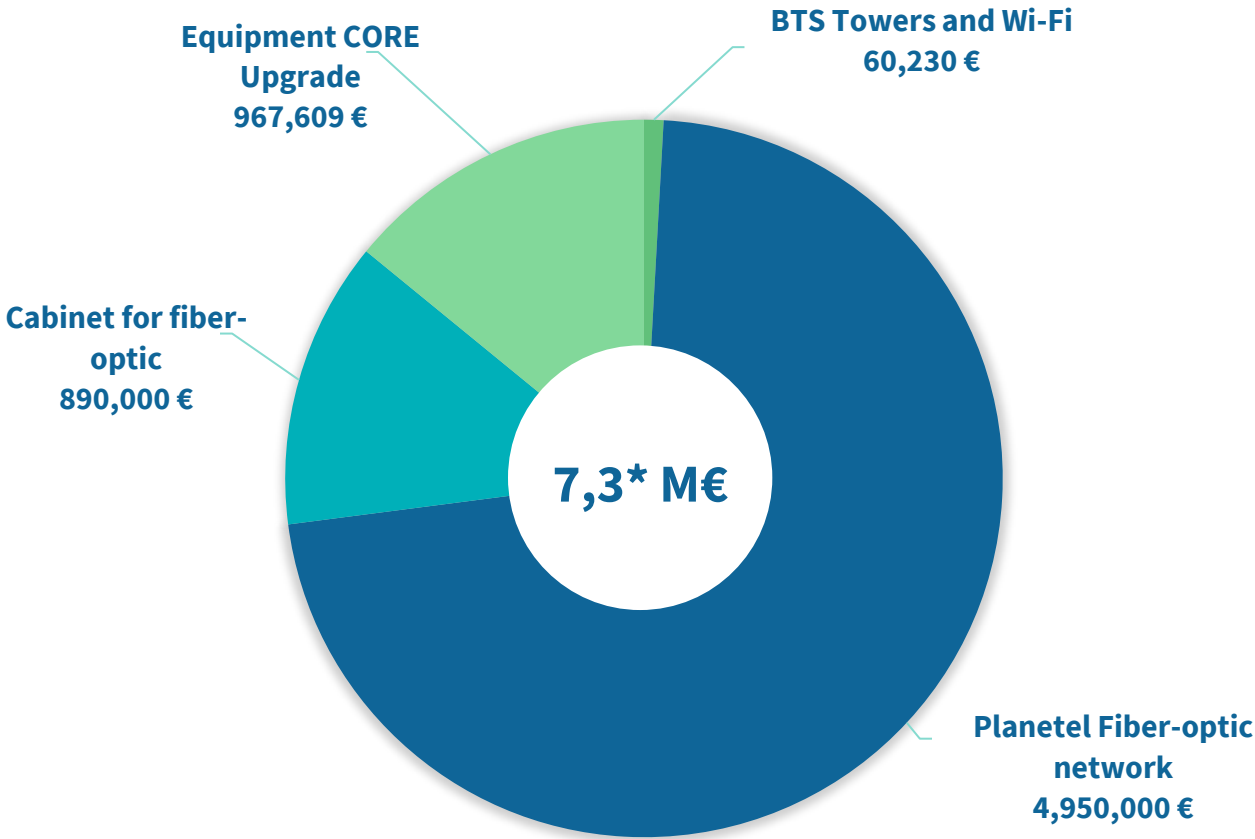
22.100.000 €

FY 2021 investment continue

Planned Investments 2021-2023 15.5 M€



Planetel’s investments as at Final Year 2021 7,3 m€*



* 7.3 M€ to which must be added approximately 1.6 M€ of equipment rentals for a grand total of 8.9 M€ of investments in 2021.

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.

Market

Digital market value forecast 2021-2024

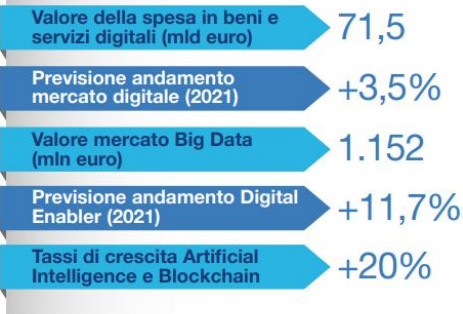
Previsione valore del mercato digitale (mld euro)



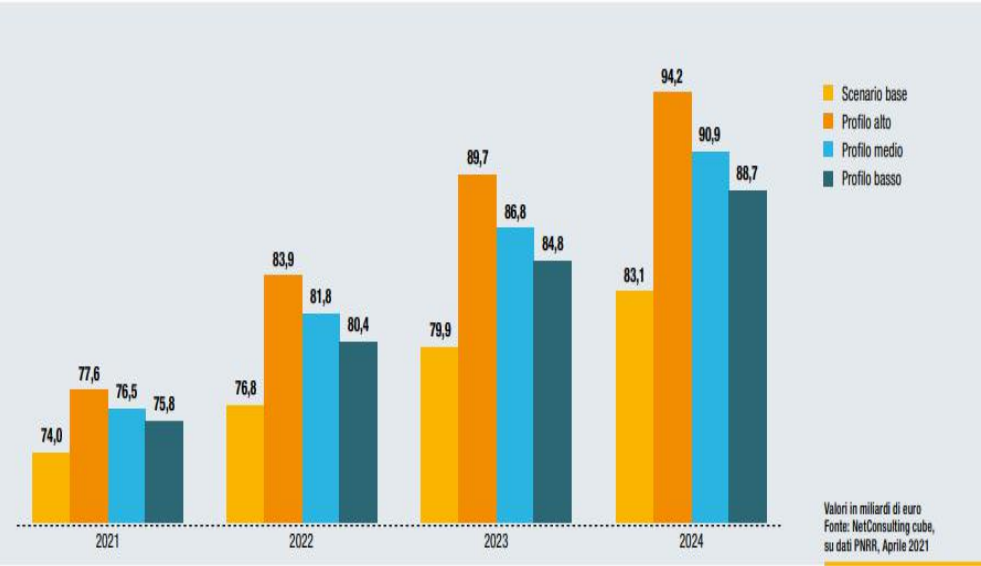
(con l'utilizzo del 100% delle allocazioni annue del PNRR)

La domanda di esperti espressa dal settore ICT:

quota del **35%** circa del totale dei fabbisogni

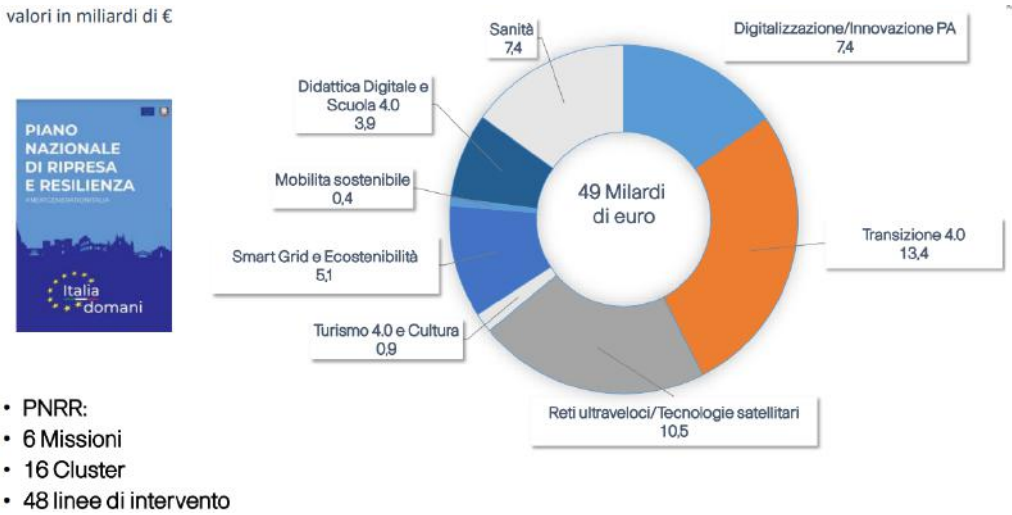


Forecasts of the digital market in Italy 2021-2024



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

The resources of the PNRR available



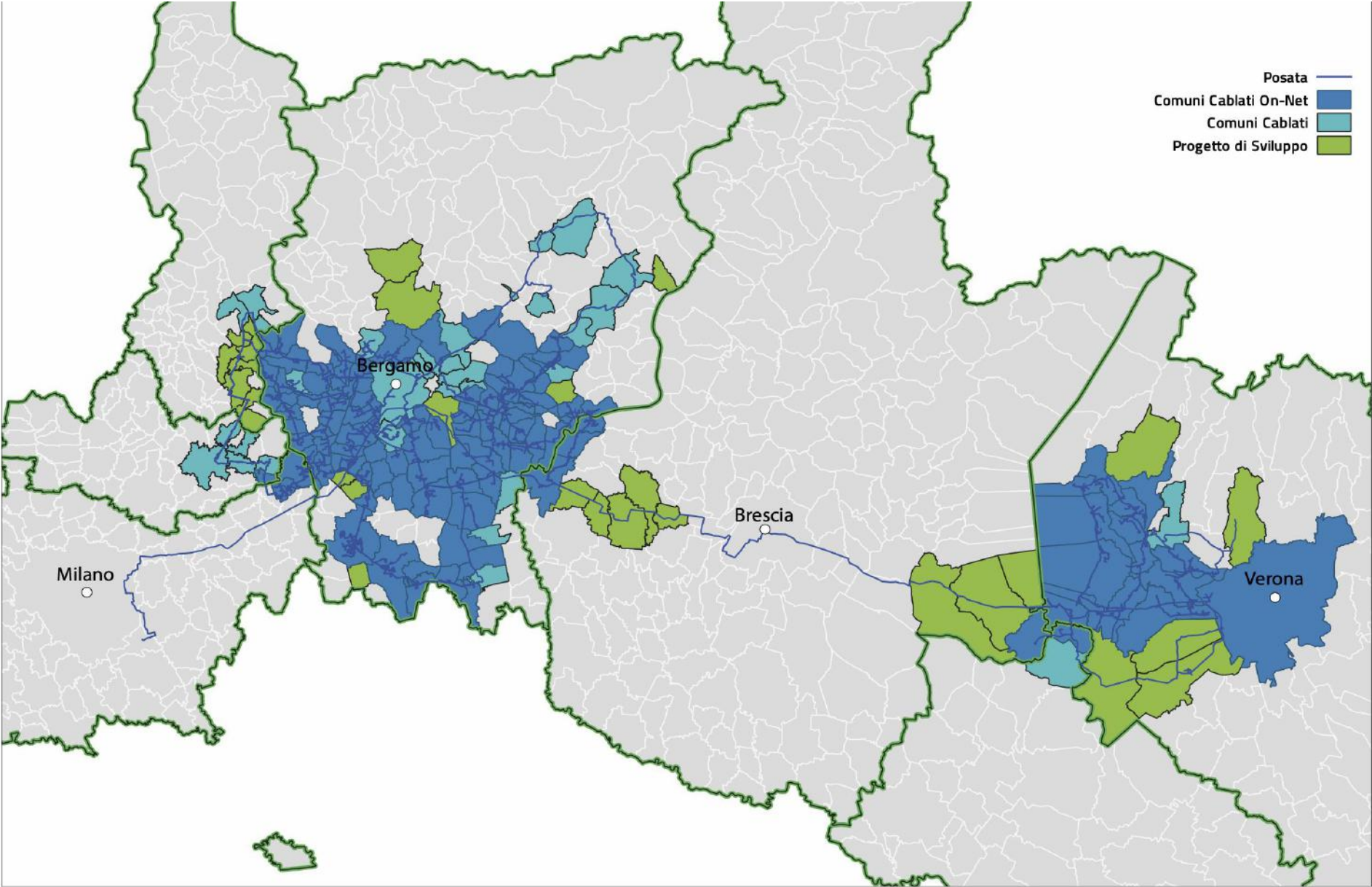
The PNRR for 2030, a systemic approach



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

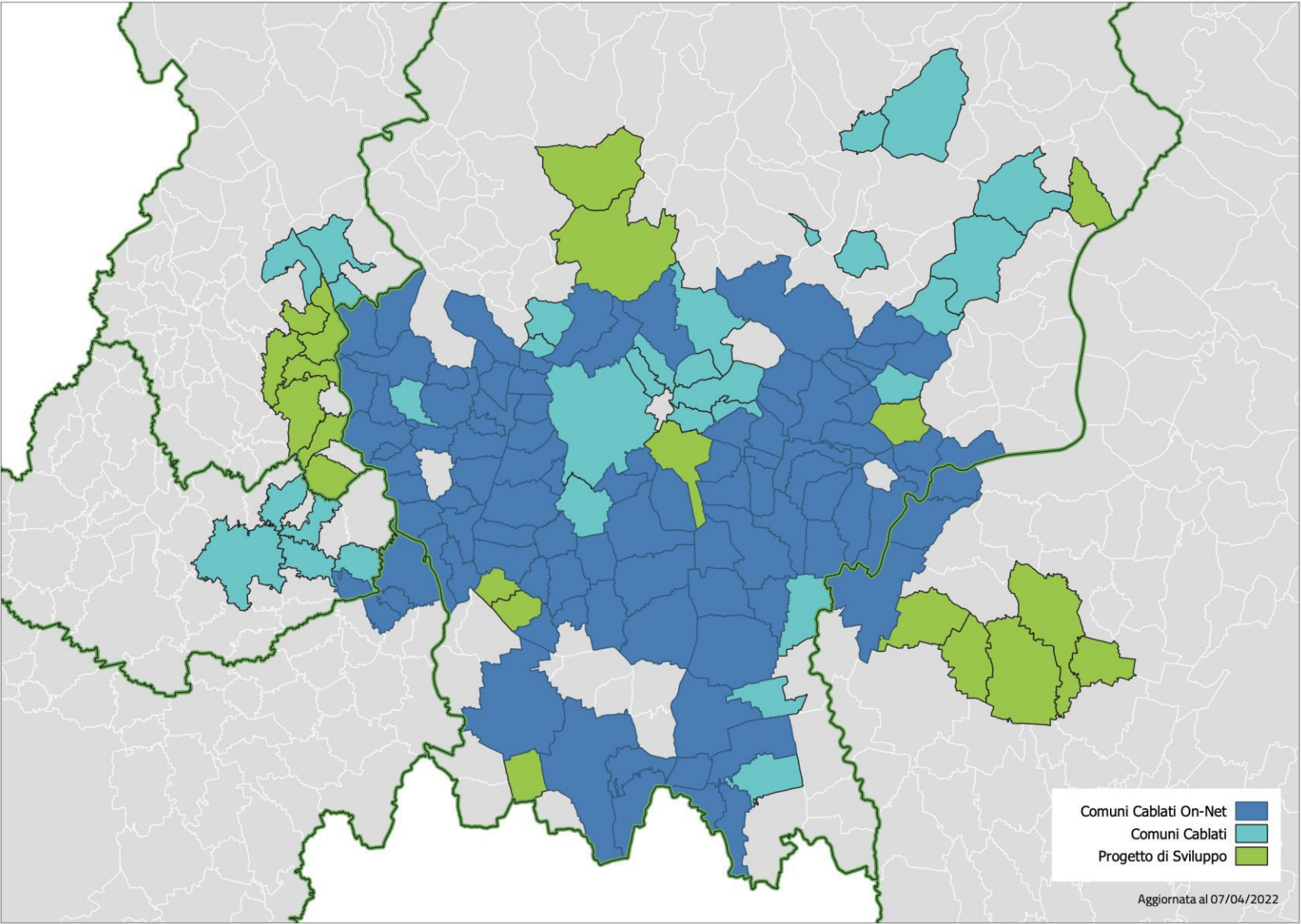
Business Model

Planetel Fiber-optic network



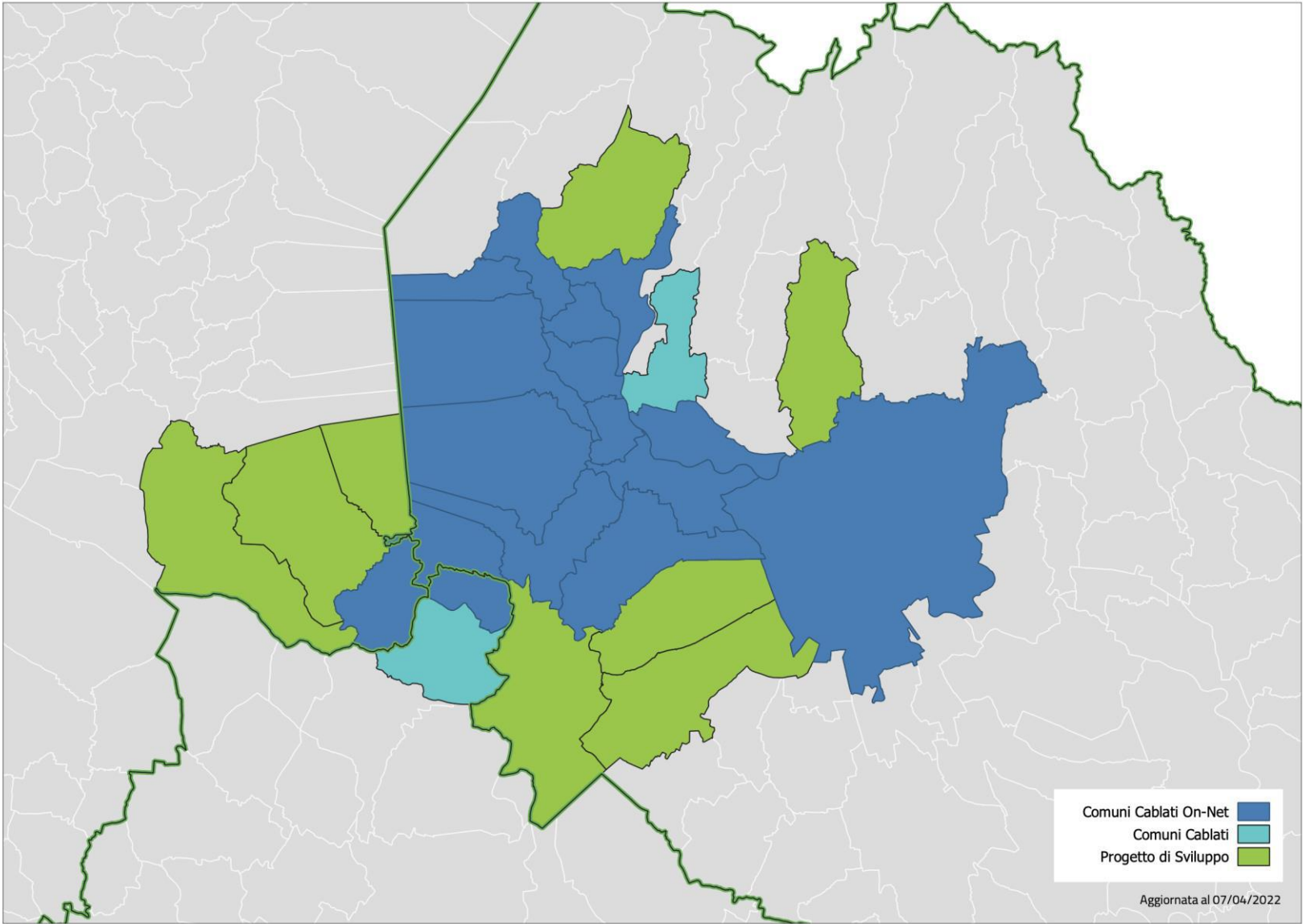
Last update: 07/04/2022

Planetel Fiber-optic network in Lombardia Region



Last update: 07/04/2022

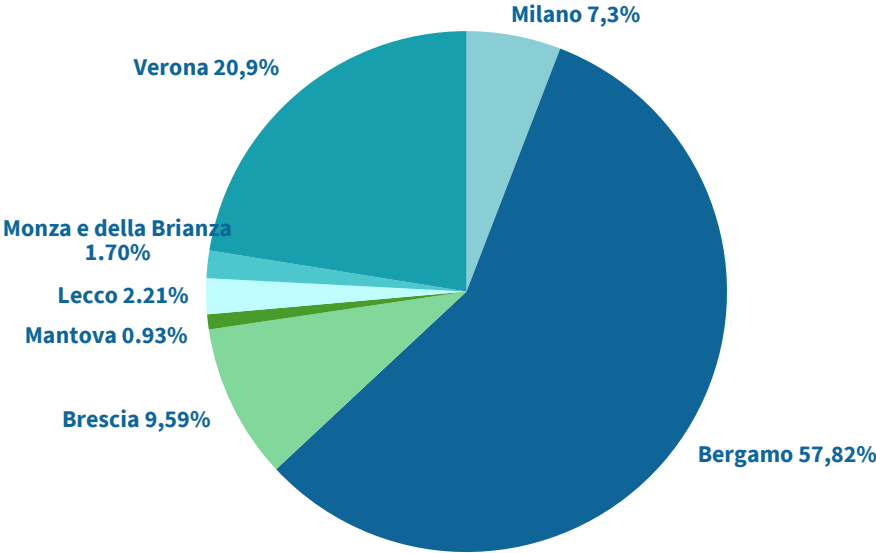
Planetel Fiber-optic network in Veneto Region



Last update: 07/04/2022

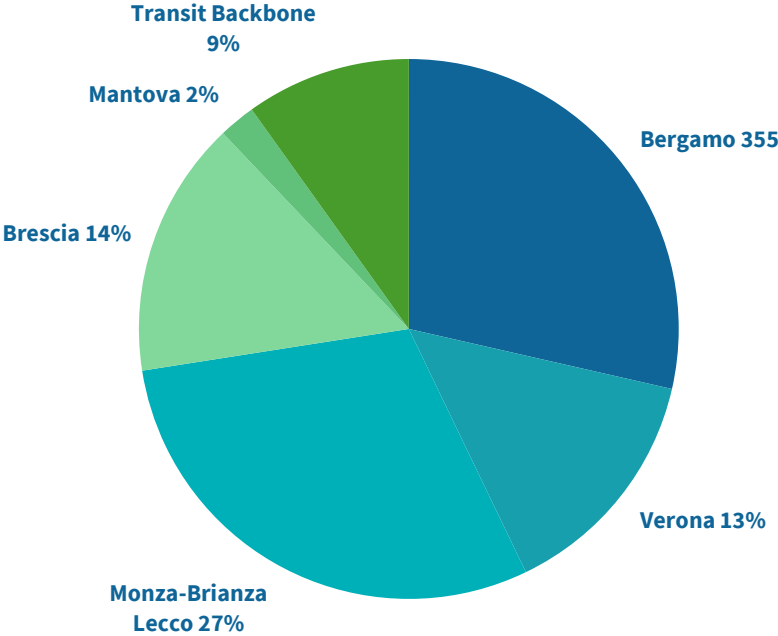
Breakdown

Proprietary network breakdown by district
(December 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 31 December 2021

A success story: Aruba's Global Cloud Datacenter

- ✓ 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.



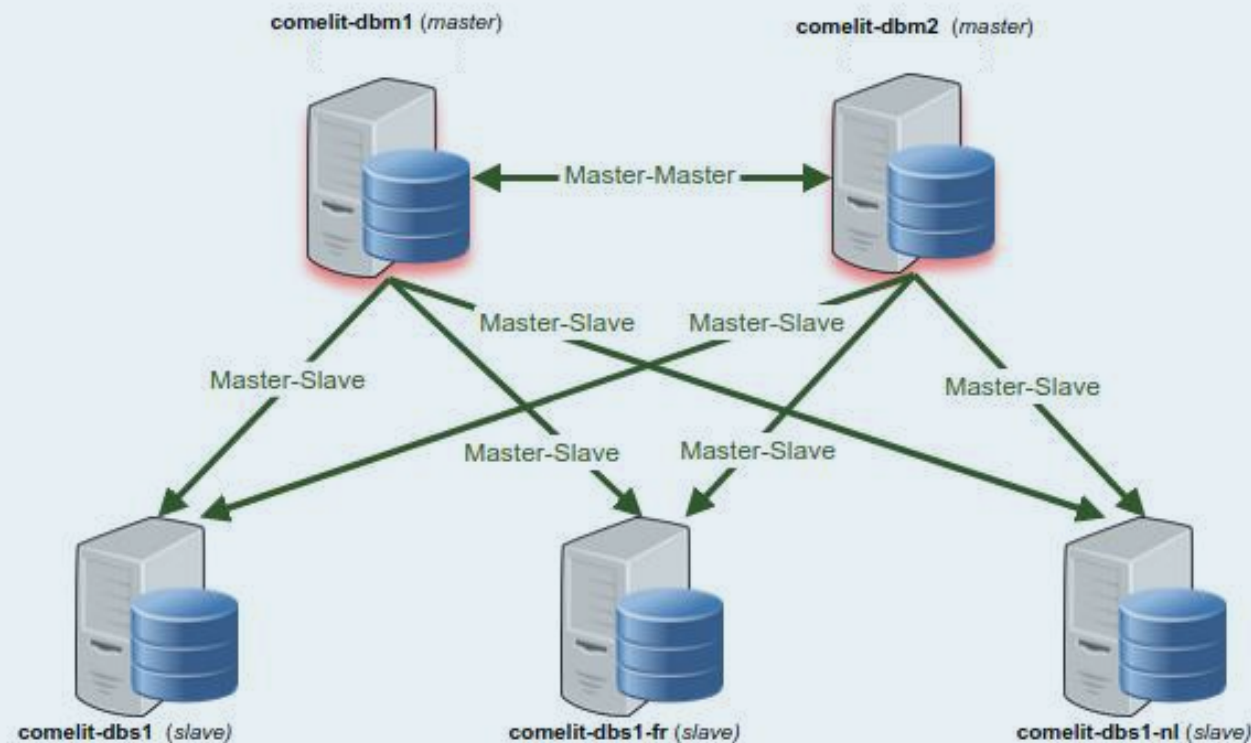
aruba.it

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.



A new market for Planetel: wholesale infrastructure



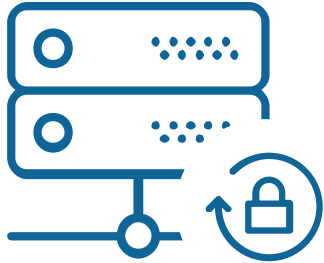
- ✓ Planetel is the perfect partner for Wholesale Companies for its extensive network and its proven connection capacity
- ✓ Planetel has been the first mover for high speed connection (FTTC-FTTH and FTTB) (2,5 Gb/sec) in the Regions where the Company operates (Lombardia – Veneto and Campania)
- ✓ Thanks 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 layed fiber-optic network of about 1880 Km.**
- ✓ Planetel has IRU contracts with the major 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 13,5% in the year 2021.
- ✓ 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 24x7 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 their code. It blocks in the last month about 1 MLD (nine zeros .. yes) of malicious packets.

PARTNERSHIP AND CERTIFICATIONS



Advanced services for every business need. Telecommunications-Cloud-Infrastructure.



Our services and Cloud Solutions supporting The digital evolution of companies



L'ampia offerta di servizi
insieme alle nostre competenze
supporta l'innovazione digitale

Scopri la varietà dell'offerta cloud

DATA CENTER

CONNETTIVITÀ - HOUSING

CYBER SECURITY

PROTEZIONE RETE E IT
PENETRATION TEST
MFA MULTI FACTOR
AUTHENTICATION
PROTEZIONE ENDPOINT
MDR

SERVIZI WEB

DOMINI - HOSTING - POSTA

BUSINESS CONTINUITY

BACKUP - DISASTER RECOVERY

PIATTAFORME CLOUD

SERVIZI IAAS - SAAS - VPS

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



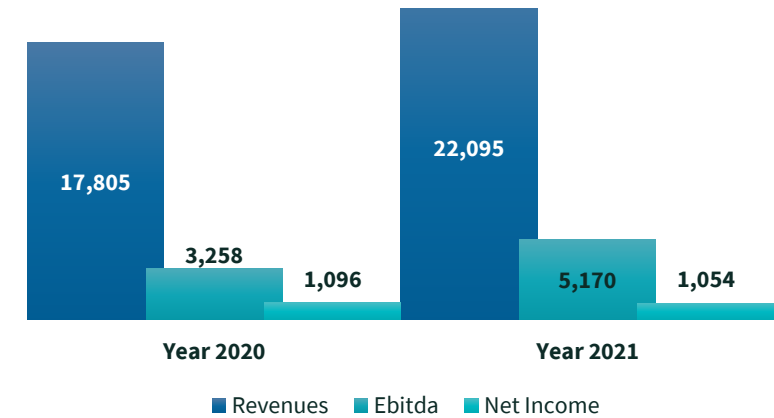
- ✓ Revenues : About 5 MIL euros Y2020
- ✓ Customers : 9.000 customers (60% residential, 40% Biz)
- ✓ Main Suppliers : Eolo, Intred, Irideos (NOT Planetel, it means that all of them are new customers for the group)
- ✓ Employees: 20 people (6 technicians)

Financials

Profitable growth continues in FY 2021

| Statement of Income | 31.12.2021 | | 31.12.2020 | | Change | % Change |
|--|--------------|------|--------------|------|-----------|----------|
| (Data in Euro/000) | Consolidated | % | Consolidated | % | FY21-FY20 | |
| Earnings from sales | 22.095 | 94% | 17.805 | 98% | 4.290 | 24% |
| Change in inventory | 28 | 0% | 31 | 0% | (3) | -10% |
| Internally generated fixed assets | 722 | 3% | | 0% | 722 | 100% |
| Other earnings and income | 774 | 3% | 255 | 1% | 519 | 204% |
| Value of production | 23.619 | 100% | 18.091 | 100% | 5.528 | 31% |
| Costs for raw, subsidiary and consumable materials | (2.319) | -10% | (1.346) | -7% | (973) | 72% |
| Costs for services | (9.157) | -39% | (7.413) | -41% | (1.744) | 24% |
| Use of third-party assets | (695) | -3% | (837) | -5% | 142 | -17% |
| Labour costs | (6.011) | -25% | (5.120) | -28% | (891) | 17% |
| Sundry operating costs | (267) | -1% | (117) | -1% | (150) | 128% |
| EBITDA | 5.170 | 22% | 3.258 | 18% | 1.912 | 59% |
| Amortisations and write-downs | (3.800) | -16% | (2.531) | -14% | (1.269) | 50% |
| EBIT | 1.370 | 6% | 727 | 4% | 643 | 88% |
| Financial result | (233) | -1% | 490 | 3% | (723) | -148% |
| EBT | 1.137 | 5% | 1.217 | 7% | (80) | -7% |
| Income taxes | (83) | 0% | (121) | -1% | 38 | -31% |
| Result for the year | 1.054 | 4% | 1.096 | 6% | (42) | -4% |

Revenues ~+24,1% yoy



EBITDA Margin +23,4% yoy



Profitable growth continues in FY 2021

- ✓ Core business turnover increased by 24,1% (+ € 4,290 million) compared to 20 December 2020, reaching € 22.1 million. At the same time, all the intermediate economic indicators improved: EBITDA: 58,6% yoy (*); the operating result (EBIT): 88,4% yoy (*); the net economic result: 4% of the value of production which stands at € 23.6 million.
- ✓ EBITDA at 31 December 2021 compared to the previous year is affected by higher costs deriving from the IPO on the AIM market for approximately €/000 193 net of which EBITDA would amount to €/000 5,363 equal to 24,3%.
- ✓ Similarly, EBIT at 31 December 2021 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 €/000 531 net of which EBIT would amount to €/000 2,094 equal to 9,5%.

(*) Figures are affected by the capitalisation of research and development costs (not performed in 2020) and tax credits, which are higher than in 2020

Balance Sheet

| Balance Sheet | 31.12.2021 | 31.12.2020 | % Change |
|---|----------------|----------------|-------------|
| (Data in Euro/000) | Consolidated | Consolidated | HY21-FY20 |
| Intangible fixed assets | 8.688 | 5.515 | 58% |
| Tangible fixed assets | 23.800 | 17.315 | 37% |
| Financial fixed assets | 5 | 4 | 25% |
| Net fixed Assets | 32.493 | 22.834 | 42% |
| Inventory | 897 | 839 | 7% |
| Commercial receivables | 7.165 | 6.476 | 11% |
| Commercial payables | (5.705) | (5.620) | 2% |
| Commercial Current Assets | 2.357 | 1.695 | 39% |
| Other current receivables | 220 | 92 | 139% |
| Other current liabilities | (3.487) | (2.002) | 74% |
| Tax receivables and payables | 336 | 3 | 11100% |
| Net accruals and deferrals | (4.481) | (2.810) | 59% |
| Net Current Assets | (5.055) | (3.022) | 67% |
| Contingency funds | (17) | (72) | 100% |
| Severance Pay | (974) | (776) | 26% |
| Net Invested Capital (Investments) | 26.447 | 18.964 | 39% |
| Liquid assets | (3.888) | (12.833) | -70% |
| Financial payables | 12.064 | 13.878 | -13% |
| Net Financial Position | 8.176 | 1.045 | 682% |
| Share capital | 134 | 134 | 0% |
| Reserves | 16.670 | 16.234 | 3% |
| Consolidation reserve | 202 | 195 | 100% |
| Profit (Loss) | 861 | 1.058 | -19% |
| Group Net Equity | 17.867 | 17.621 | 1% |
| Third-party capital | 4 | 15 | 100% |
| Reserves | 206 | 170 | 100% |
| Third party Profit / (Loss) | 194 | 113 | 100% |
| Third-party Net Equity | 404 | 298 | 100% |
| Total Sources of Funding | 26.447 | 18.964 | 39% |

The Group recorded **Net Equity** of 17.9 million Euro, compared to 17.6 million Euro for 2020.

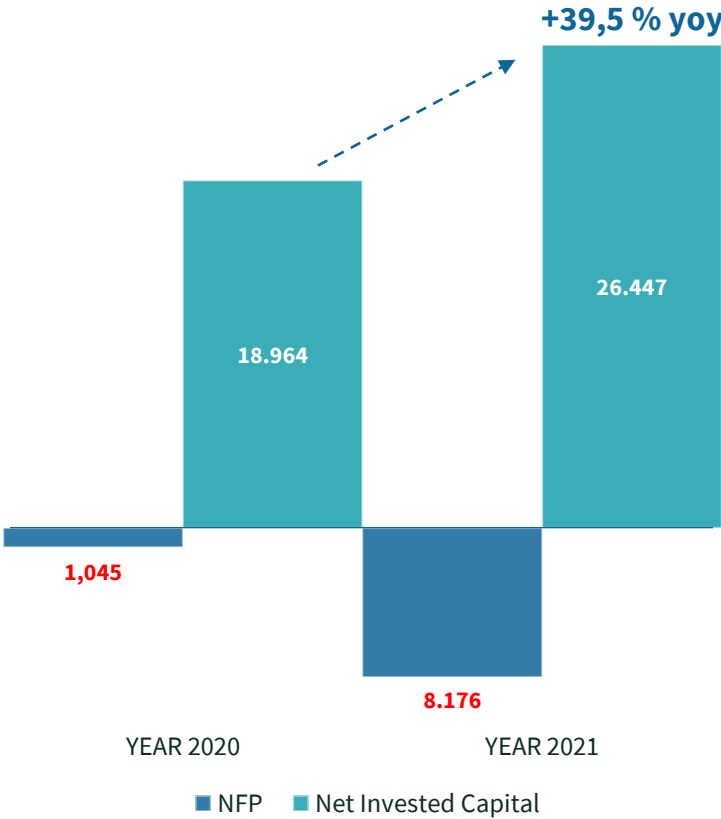
The balance sheet highlights the increase in investments (+42%) compared to the previous year and the use of the liquidity generated by the listing on the AIM market to reduce trade payables, this actions resulted in an increase in the net negative financial position which went from € 1.0 million to € 8.2 million.

In the FY 2021, 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 December 31, 2021 the fiber infrastructure covered approximately 1,880 Km with an increase of 31,5% compared to December 31, 2020 of which 1.140 Km owned and 740 Km in IRU.

Net Financial Position

| Consolidated Net Financial Position | 31.12.21 | 31.12.20 |
|--|--------------|--------------|
| (Data in Euro/000) | Consolidated | Consolidated |
| A. Cash flow from business | 6.788 | 4.247 |
| B. Cash flow from investments | (14.985) | (6.024) |
| C. Cash flow from financing activities | (747) | 12.573 |
| D. Liquidità (A)+(B)+(C) | (8.944) | 10.796 |
| Liquid assets at start of year | 12.833 | 2.037 |
| Liquid assets at the end of year | 3.888 | 12.833 |

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 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 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.

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





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.

New ITCARE BU Business Unit created

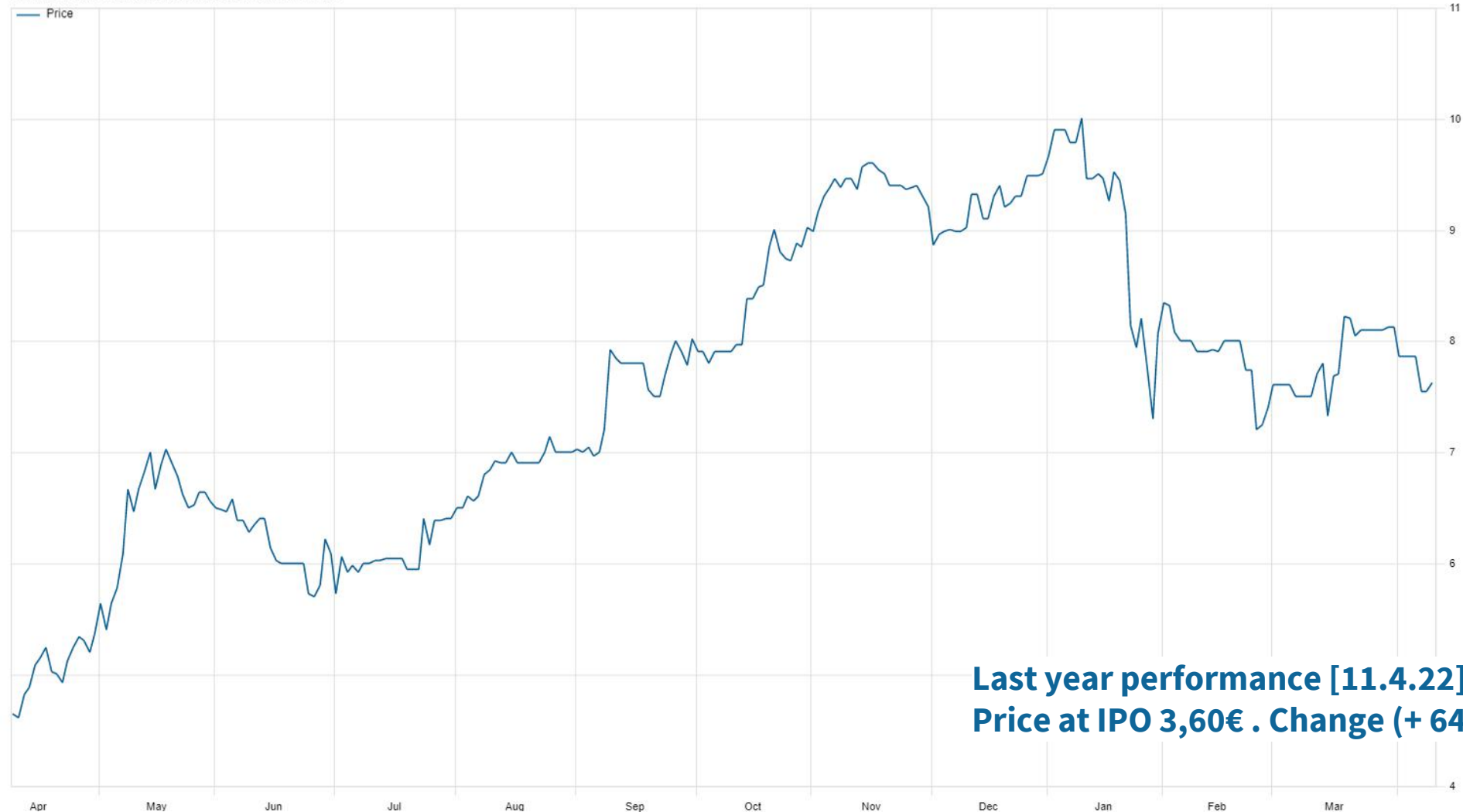
Itcare is a new Business Unit created in Planetel dedicated to provide professional services supporting private companies and Public Administration. The structure deals with the provision of services for the company's IT function (system administration, consulting, system administrator) and remote and 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.

| | |
|---|---|
|  |  |
| 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 |

Stock performance

Planetel SpA (PLT-MIL)

04/11/2021 to 04/11/2022(Daily) High: 10.00 Low: 4.61 Chg: 64.22%



**Last year performance [11.4.22].
Price at IPO 3,60€ . Change (+ 64,22%)**

Source: Nasdaq

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Planetel

Get be inspired by our fiber

ROADSHOW ALANTRA
13th April, 2022