

December 2024

# Planetel

## Investor Roadshow

*Get inspired by our Fiber*

MID & SMALL 2024  
Palazzo Mezzanotte - Milan, Italy  
4<sup>th</sup> December 2024

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01.

# PROFILE

# A Picture of Planetel Group

The Planetel Group is a local fiber-optic network services provider on the market since 1985 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. The Company is located in Lombardia, Veneto and Campania.

Listed on the EGM market of Borsa Italiana since 30 December 2020 from its listing to date has acquired 5 companies to gain new market share and territorial presence

## The group's companies





**Bruno Pianetti**

CHAIRMAN and CEO Planetel

# GOVERNANCE

Through effective governance and strategic oversight, Planetel prioritizes stakeholder engagement, innovation, and long-term value creation.



**Mirko Mare**

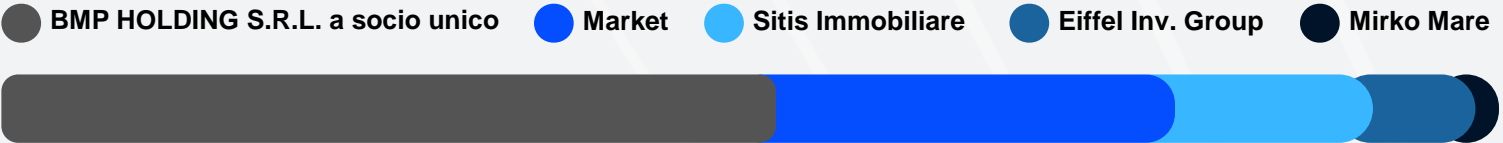
BOARD MEMBER and COO Planetel



**Ramona Corti**

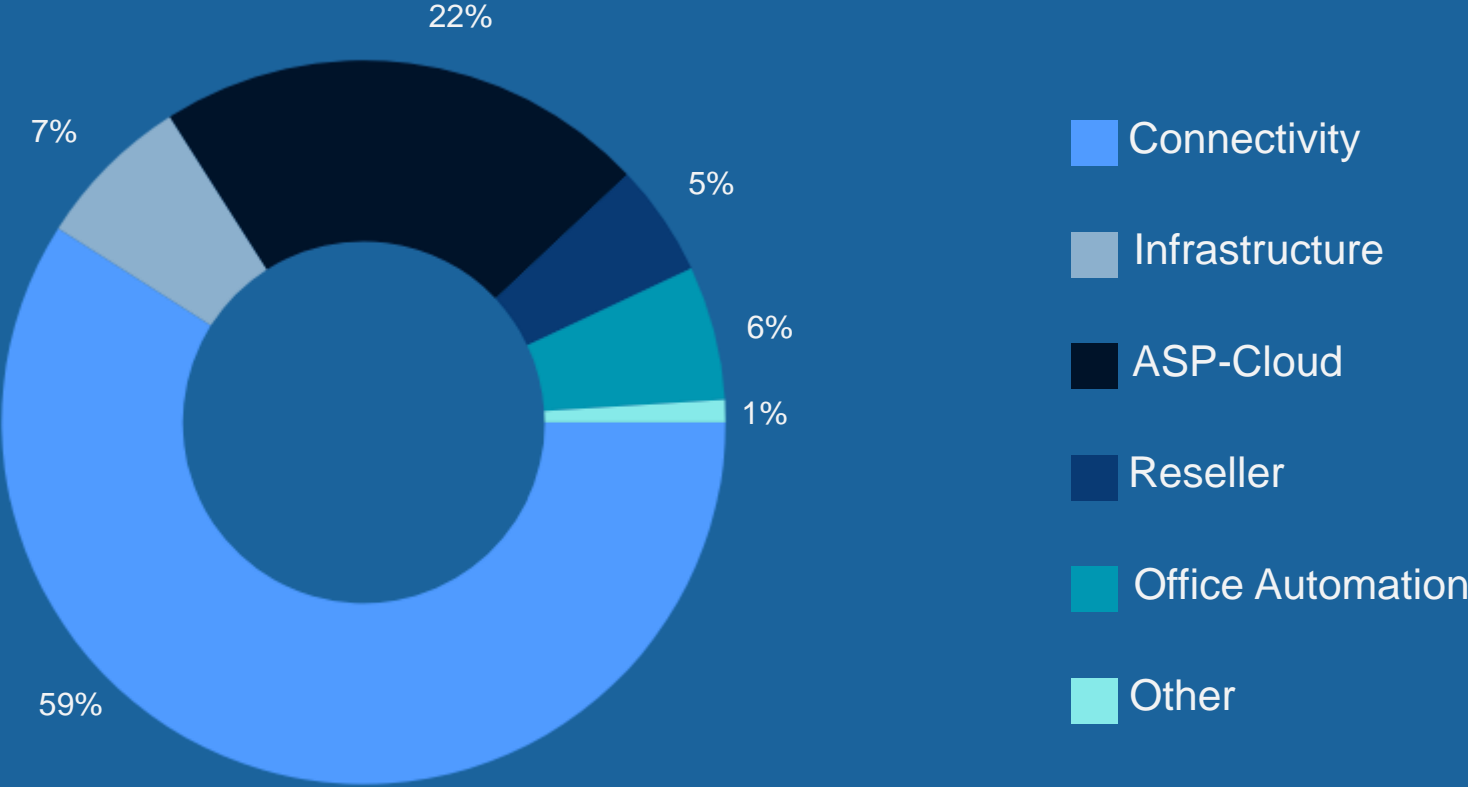
INDIPENDENT BOARD MEMBER

## Shareholder’s structure



SHAREHOLDERS	N. OF SHARES OWED	% OF SHARE CAPITAL
BMP HOLDING S.R.L. a socio unico	3.549.484	52,22%
Market	1.816.750	26,73%
Sitis Immobiliare	885.246	13,02%
Eiffel Inv. Group	471.500	6,94%
Mirko Mare	73.770	1,09%

# Planetel in a Nutshell



Total Revenues  
HY 2024

€ 18,5M

+16% YoY

Recurring  
Revenues

91%

HY 2024

Active Clients  
HY 2024

53.004

+7% YoY

Fiber-optic network

3.226 Km

Planetel backbone fiber-optic network for HSC.

Cabinet

1224

Cabinet for FTTC & FTTH connections

Resources

196

Qualified and skilled resources.  
+19,5% YoY

Municipalities served

282

Municipalities served with fiber.  
+3% from 31/12/2023

Planetel Point

127

Stores resellers of Planetel services in the area

Other assets

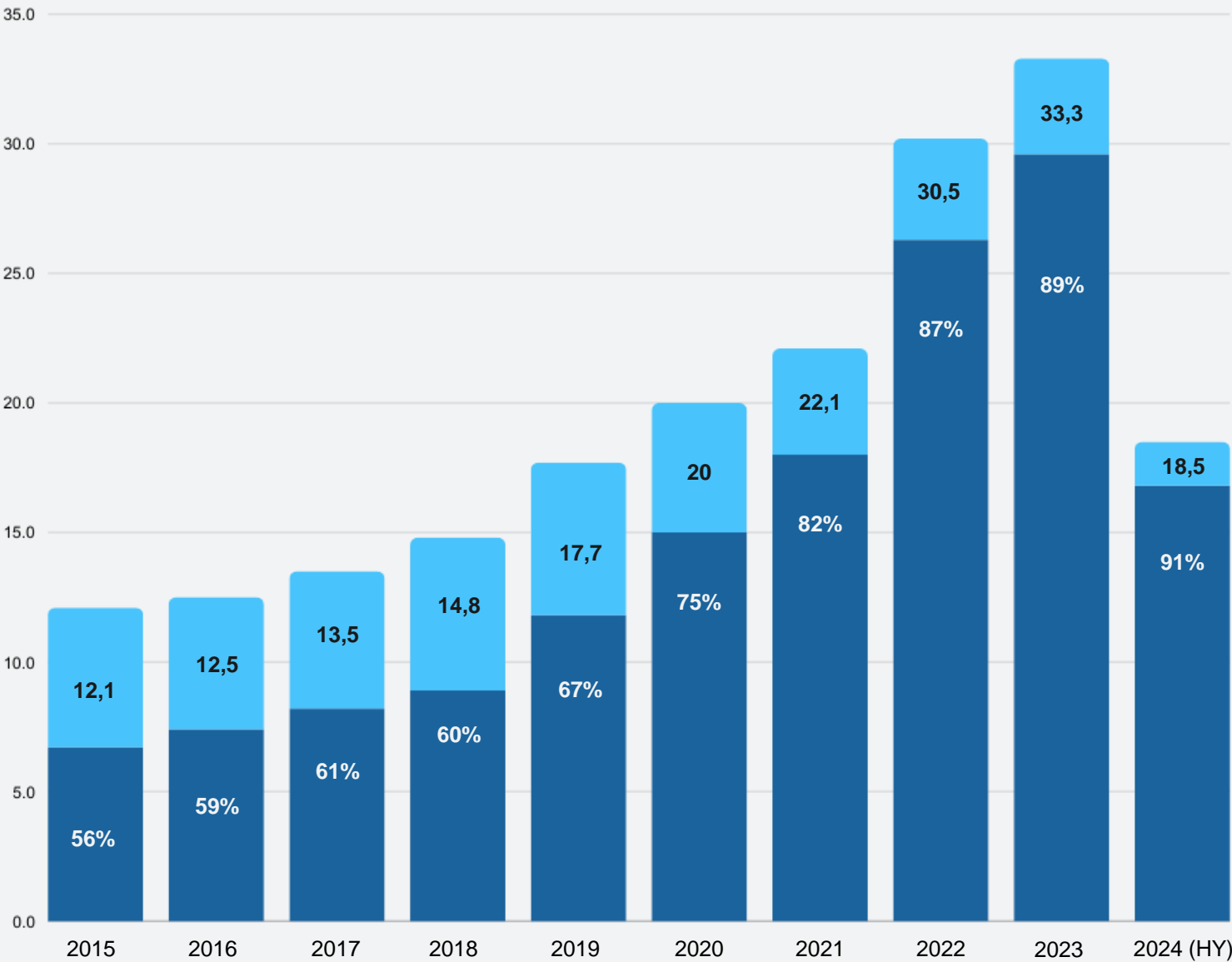
6 Data Center

44 BTS Tower

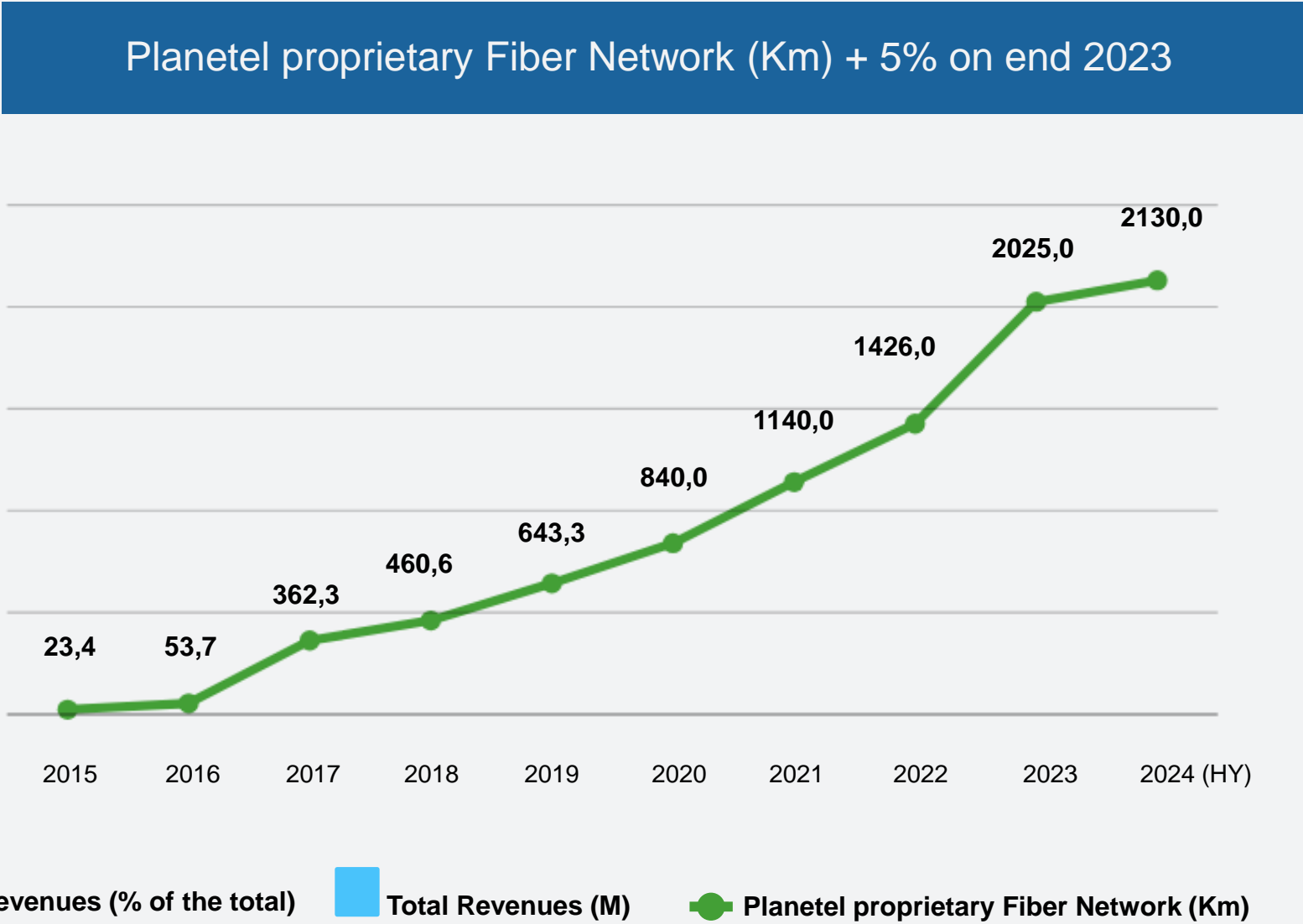


# A strong growth story

The first half of 2024 also confirms Planetel's **growth** in terms of **revenues**, with an **increase of 2.5M** compared to the same period of the previous year **(+16%)**. Furthermore, the data on **recurring revenues** is positive, which, albeit slightly, improves the trend both compared to June 2023 and compared to the end of 2023.

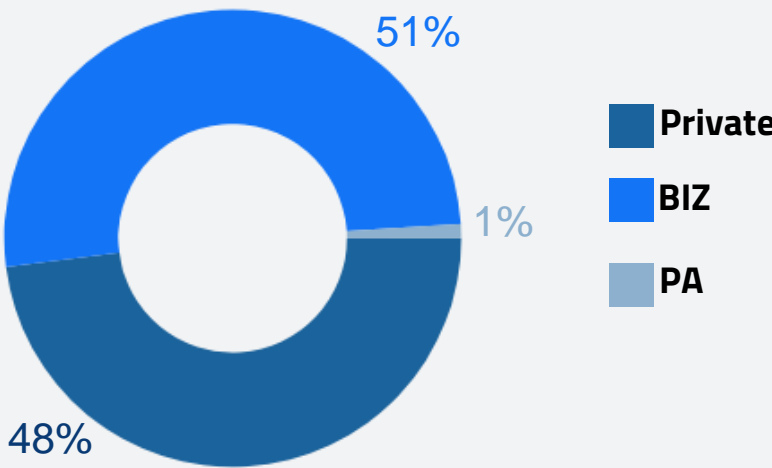


Thanks to the cabling projects of new municipalities and territorial expansion, the **km of proprietary optical fiber** also continues to increase, reaching today **2,130 km** (+5% compared to the end of 2023). To these, we add the **1,096 KM of IRU fiber network**, which brings the total network to **3,226 Km..**



# Breakdown

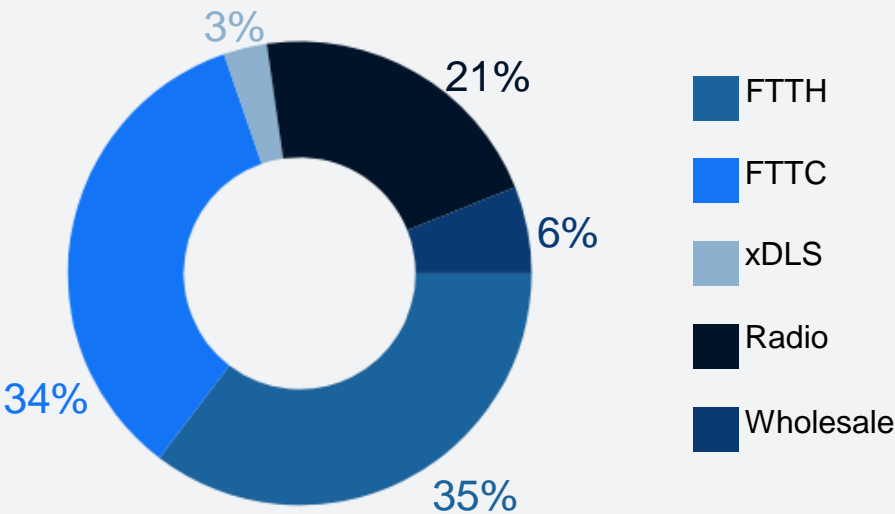
New Contracts HY 2024 (by Cluster)



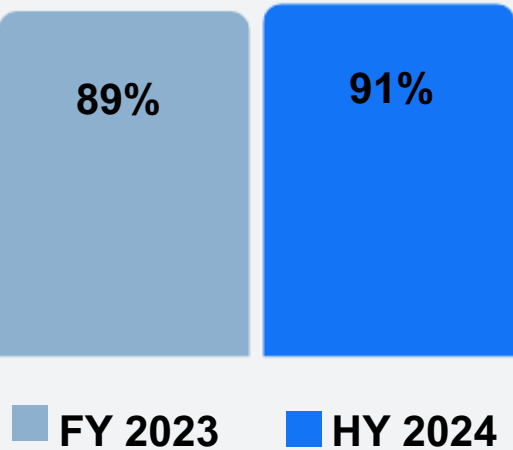
The data on **new contracts** in the first half of 2024 is very interesting. Compared to the same period last year and at the end of 2023, **more B2B contracts were signed (51%) than B2C (48%)**. The data relating to PAs is stable.

The connectivity sector represents **59% of total revenues**. Internally, the distribution of the different types of connectivity with respect to revenues remain more or less unchanged compared to the end of 2023, with **FTTH** accounting for **35%** of revenues, **FTTC** for **34%** and **radio connectivity** for **21%**.

Connectivity Revenue HY 2024



Recurring Revenue HY 2024



Compared to December 31, 2023, the percentage of **recurring revenue** in total revenue increased slightly, **from 89% to 91%**.

Total Fiber-optic network (Km)  
+3,63%



Fiber-optic network owned by Planetel (Km)  
+5,7%



IRU Fiber network from others (Km) +0,7%



Consolidated Revenues at June 2024:

18.540.000 €

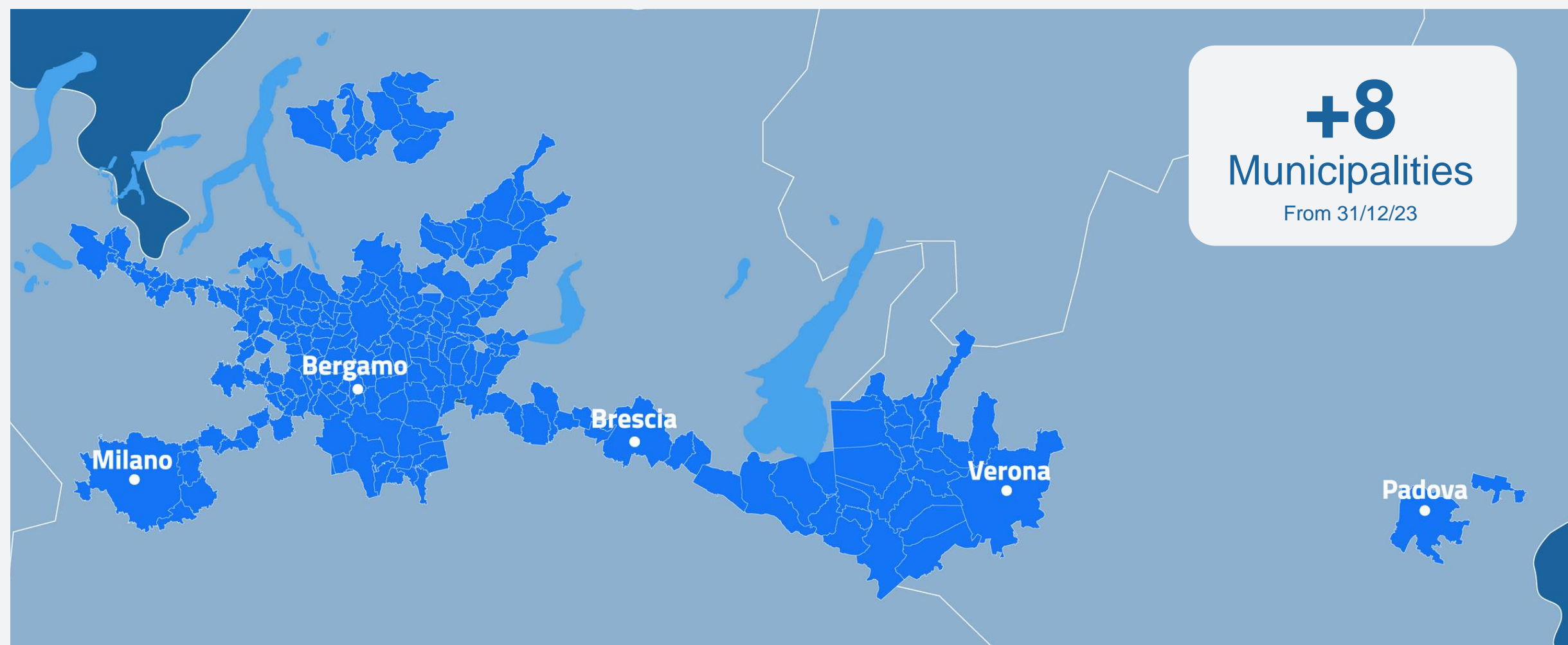


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# BUSINESS MODEL

# Planetel Fiber-optic network

■ Municipalities wired on-net



Compared to the same period of the previous year, the fiber optic **cabling process** of the municipalities **continued** progressively. In fact, since 06/30/2023, the cabling of **12 municipalities** has been completed **(+4%)**.

However, considering the period from the end of 2023, Planetel has reached **8 more municipalities (+3%)**.

The investments concerned some municipalities in the **Bergamo area** but were aimed above all at the area of the provinces of **Lecco and Como**, due to the important presence of companies and SMEs, and at the **Padua area**, to give continuity to the acquisitions made in Veneto.

Furthermore, **plans are underway to continue developing these areas**, with the aim of laying solid foundations to further increase expansion in Lombardy and, above all, in the Veneto region.



# Wholesale

Planetel has a long-standing history of building strong, frequent, and profitable relationships with major telecommunications operators across Italy. Through these partnerships, Planetel has been able to consistently provide high-quality proprietary infrastructure and advanced capacity services. By leveraging its extensive network and technological expertise, the company has become a trusted partner for large-scale operators, ensuring the delivery of reliable, efficient, and scalable solutions that meet the ever-evolving demands of the telecommunications industry. This commitment to innovation and collaboration has solidified Planetel's position as a key player in the Italian market.

Below is a list of the TLC operators with whom we have closed contracts in 2024:

- **Vodafone**
  - **Open Fiber**
  - **Fastweb**
  - **Lutech**
  - **Intred**
- **BT Italia**
  - **Fibercop**
  - **Retelit**
  - **Professional Link**

HY 2024

€865.224

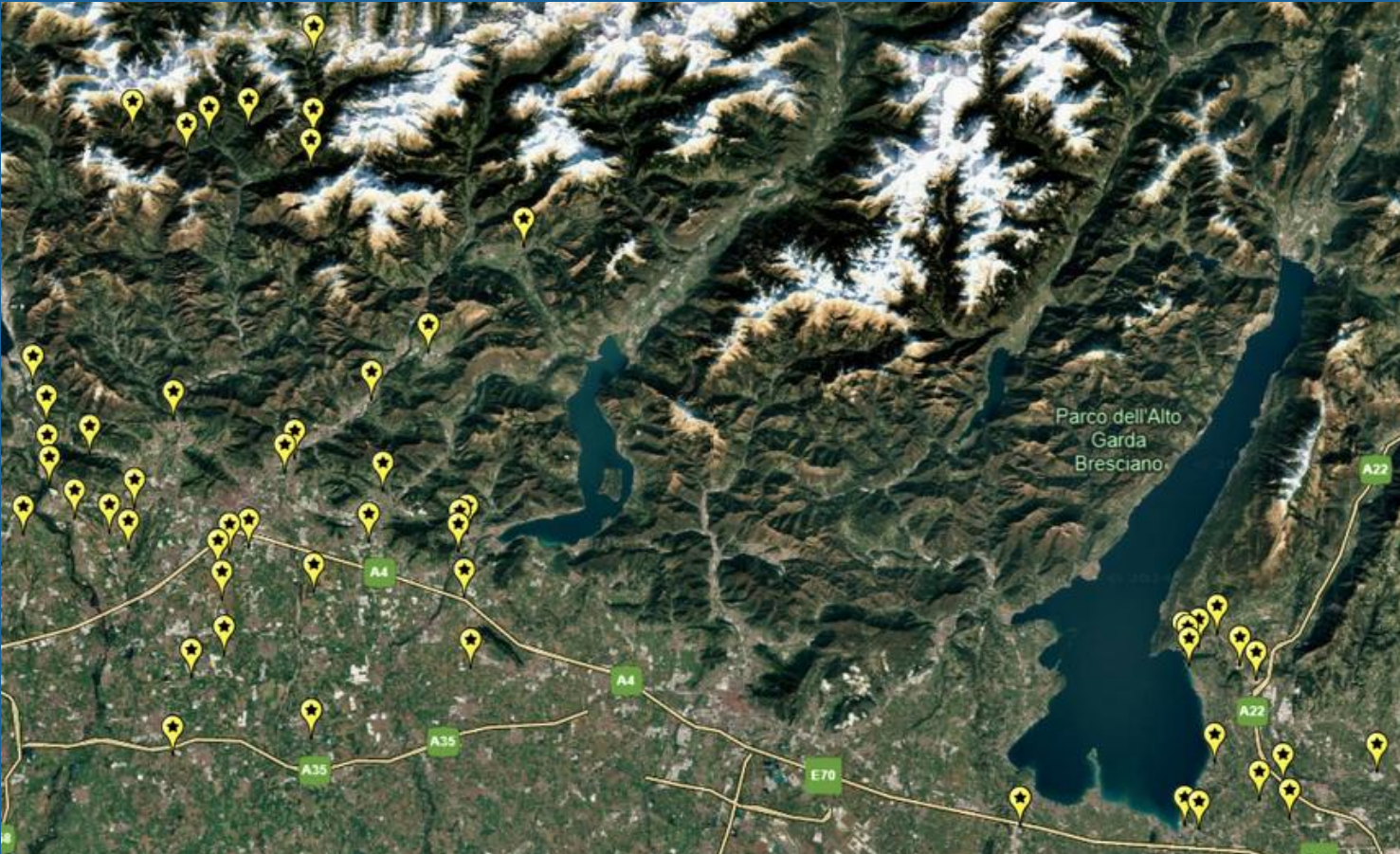
Total Revenues

HY 2024

327,85

Km IRU to other operators

The file outlines 54 BTS (Base Transceiver Stations) connected to Vodafone through the Planetel network. These stations are key to providing seamless mobile services, enhancing coverage and capacity. The collaboration between Vodafone and Planetel ensures reliable, high-performance connectivity, meeting the increasing demand for robust mobile networks.



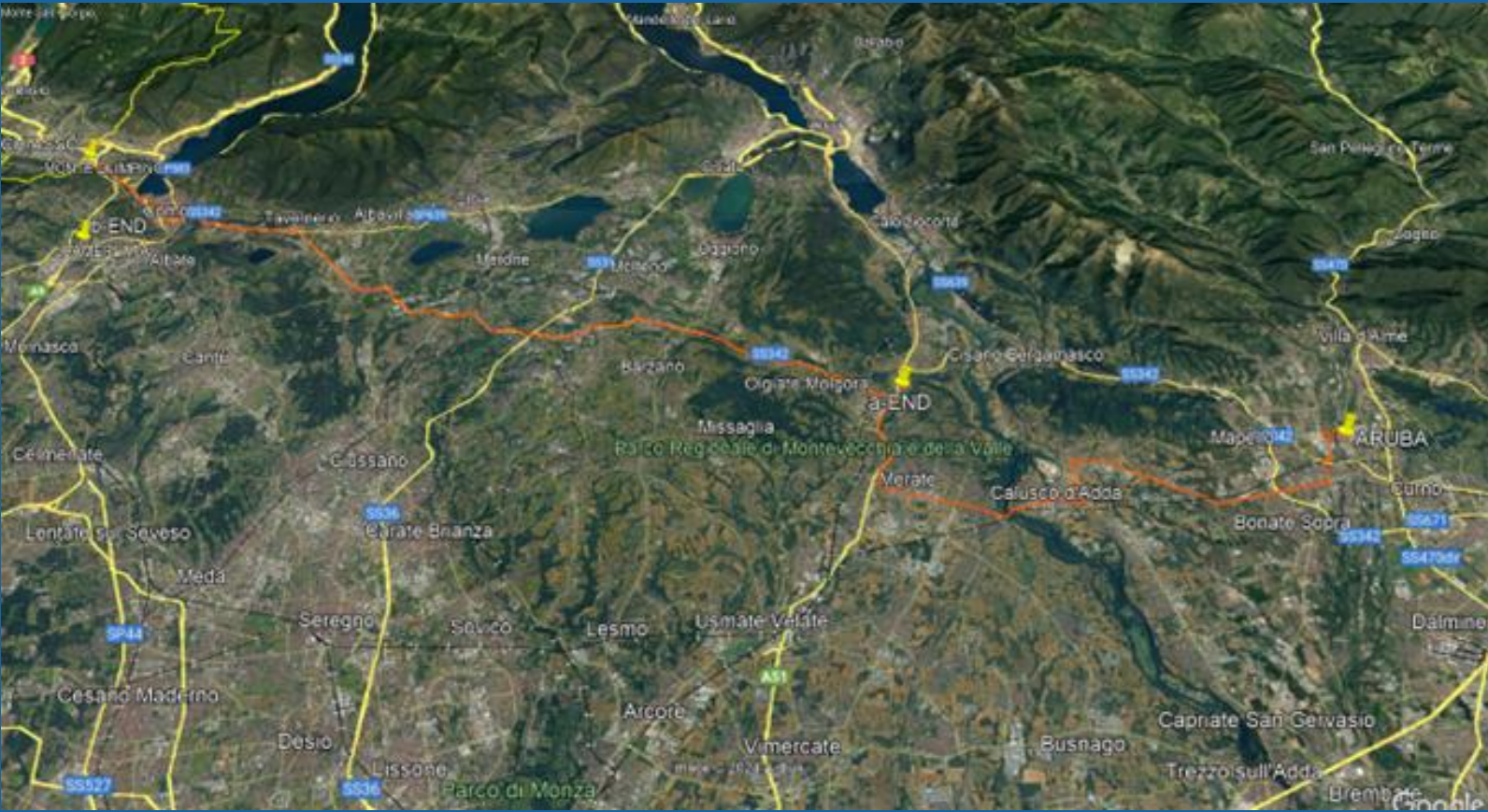


# Wholesale - 01/01/24 - 30/06/24



Recently, Planetel closed a contract with Retelit for the granting of usage rights on fiber we own.

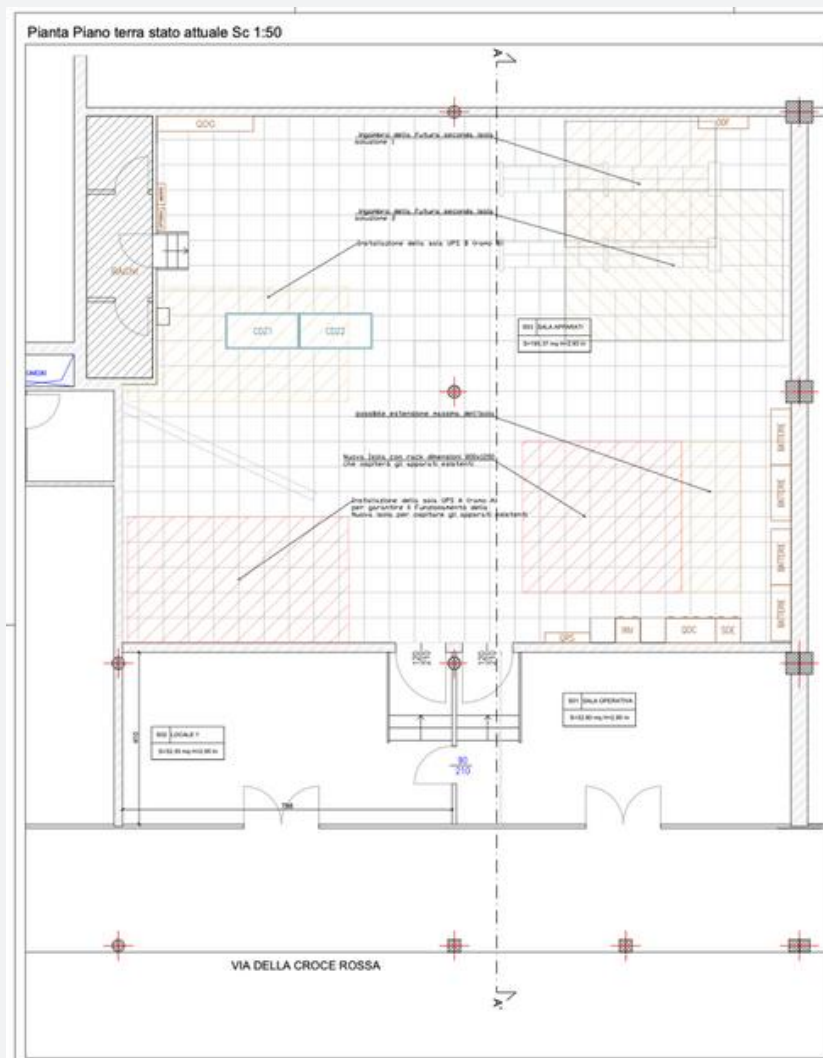
The agreement includes a total of 68km of fiber starting from Aruba's data center (Ponte San Pietro, Bergamo) to Como



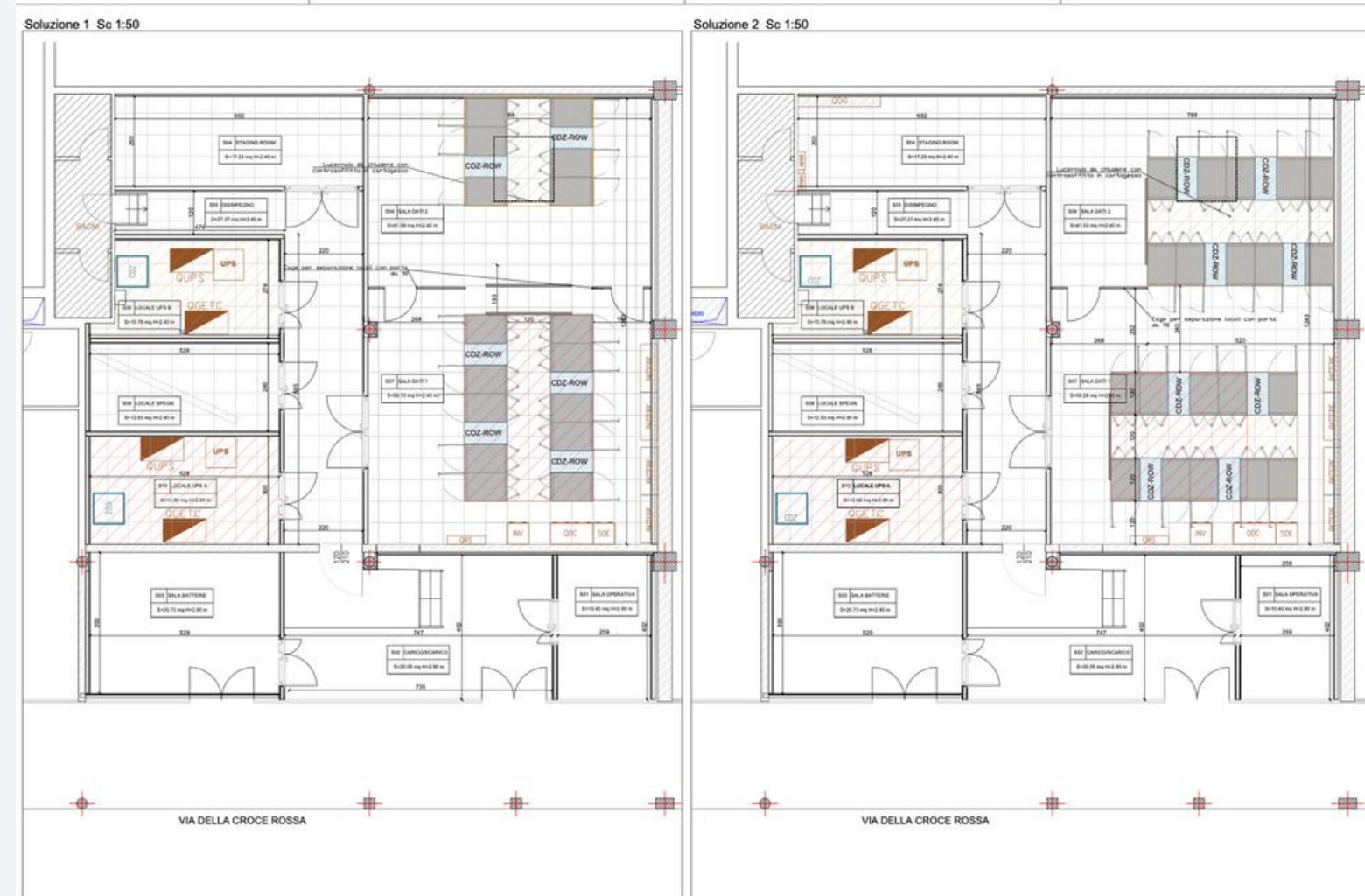
# Trivenet and the new network in Veneto

The work on **Trivenet** is already at an important stage of progress. On the network side, Planetel is analyzing the entire Trivenet customer base to understand how to manage the advancement of a fiber network in the Veneto area. The latest acquisition of Connetical also creates the need to integrate the two Wi-Fi networks, which with Connetical will increase Wi-Fi coverage up to Venice and Mestre. The work we are doing on the **Padua data center** is important, for which the **layout of the new cabinet arrangement** has just been authorized and the projects for the **new redundant electrical system** are also in progress. The end of the new implementation is estimated for **early autumn 2024**.

The old layout of the Datacenter



The new layout of the Datacenter



## RESULTS HY 2024

**1.317.863** Revenues

**311.806** EBITDA

**859.872** Shareholders' equity



# The acquisition of 100% of Connetical

**On 10 April 2024, Planetel signed a binding agreement to acquire 100% of the share capital of Connetical S.r.l.**

**The closing occurred on April 22, 2024**

**Connetical S.r.l.**, based in Fiesso d'Artico (Venice) and Padua, is a company specialized in customized solutions for companies and individuals, which provides fiber optic connectivity services, wireless connections, VPN. It serves business and private customers in the Veneto region by providing telephony, connectivity, cybersecurity and networking solutions, data centers, cloud and system services in the Veneto region. The company employs 7 employees.

Connetical represents Planetel's **fourth acquisition** since its listing on the stock exchange, and the second acquisition in Veneto. The transaction will allow Planetel to further expand its business in the Veneto region, which is of strategic importance due to the wealth of the region and the large number of companies present in the area. The acquisition will allow Planetel to cover **almost the entire Veneto region**. The operation is also strategic in view of the integration with the company Trivenet. Thanks to the inclusion of Connetical, Planetel will be able to count on a **new data center** and approximately **900 new customers**.

## OPERATION METHODS AND DETAILS

Transaction value not exceeded EUR 2 million

Transaction financed by Planetel entirely with its own resources

An amount equal to 70% was paid on the Closing Date

The balance of 30% was paid within 90 working days from the Closing Date

## RESULTS HY 2024

**916.335**

Revenues

**110.720**

EBITDA

**197.646**

Shareholders' equity

**140.000**

Adjusted EBITDA



# The latest acquisition of 100% of Suardi

On 27 November 2024, Planetel, following up as communicated on 25 November 2024, completed the closing for the acquisition of 100% of the share capital of Suardi S.r.l.

Based in Chiuduno (Bergamo) and founded in 1974, **Suardi S.r.l.** was among the first Italian private companies to specialize in sale and installation of civil and industrial telephone systems. With almost **fifty years of experience**, the company has evolved becoming a **highly qualified point of reference** for the design and creation of technological and complex systems, always customized according to the specific needs of the customer. Today Suardi employs **13 people**.

Suardi **owns a property**, which is the headquarters of the Company, valued at **around Euro 0.5 million** for the purpose of calculating the enterprise value, which will remain among **the Company’s assets** also following the acquisition.

Suardi operates in a **wide range of technological sectors**:

- Security systems for the protection of people and assets.
- Multimedia solutions and video surveillance.
- Management and optimization of IT infrastructures, virtualized servers, cloud services and network administration.
- Development and implementation of integrated voice and data networks, VoIP and traditional telephone systems, Wi-Fi and HiperLAN radio networks.

Connetical represents Planetel’s **fifth acquisition** since its listing on the stock exchange, and the **second in 2024** after the acquisition of Connetical in April. The operation represents a **great opportunity** for **both companies**.

Suardi will be able to offer a broader and more complete service to its customers in the field of fiber optic connectivity and Cloud services, especially for the PA.

Planetel customers, however, will be able to take advantage of Suardi's experience in the sector the design and implementation of complex technological systems for integrated communication.

## OPERATION METHODS AND DETAILS

Value of the operation euro 3.6 million

At the Closing Date, Planetel paid a total amount of Euro 2.5 million.

Planetel has financed the acquisition through bank loans.

Within 60 working days from the Closing Date, Planetel will pay an amount of Euro 600,000, subject to possible changes due to the NFP Adjustment.

by 30 June 2025, where the downwards 2024 EBITDA Adjustment is not applicable, Planetel will pay an amount of Euro 370,000

By 30 June 2026, only if Suardi’s 2025 EBITDA is equal to Euro 480,000, Planetel will pay an amount equal to Euro 80,000.

By 30 June 2027, only if Suardi’s 2026 EBITDA is equal to Euro 480,000, Planetel will pay an amount equal to Euro 80,000.

## RESULTS FY 2023

3.39M

Revenues

0.65M

Shareholders’ equity

0.47M

EBITDA

0.51M

Estimated EBITDA at 31/12/2024

0.68M

NFP

0.6M

Estimated NFP at 31/12/2024

# Data Center

The Colocation, Cloud and Information Security solutions are based on the **solid infrastructure** and the territorial presence of **6 Data Centers** with proprietary fiber optic connections in L2 on the BG-BS-VR-MI directive, directly connected to the Milan MIX, the main Internet interchange point in Italy.

Recently, with the acquisition of Trivenet S.r.l. and Connetical S.r.l., Planetel has purchased its first **wholly owned datacenter**, which will be completed and integrated into the circuit in the coming months.

Planetel's objective is to give **continuity and value** to its **entry into Veneto**, providing customers with **high quality services** based on a solid, close and exclusive infrastructure.

Planetel **has started the project** of an **Edge Datacenter** of approximately 1,000 sq. m. in Padua with the aim of further **strengthening its infrastructure** and data center network. More details will be shared with financial community as soon as the project will be defined.

6  
Datacenter

1  
Owned Datacenter

1  
Edge Datacenter

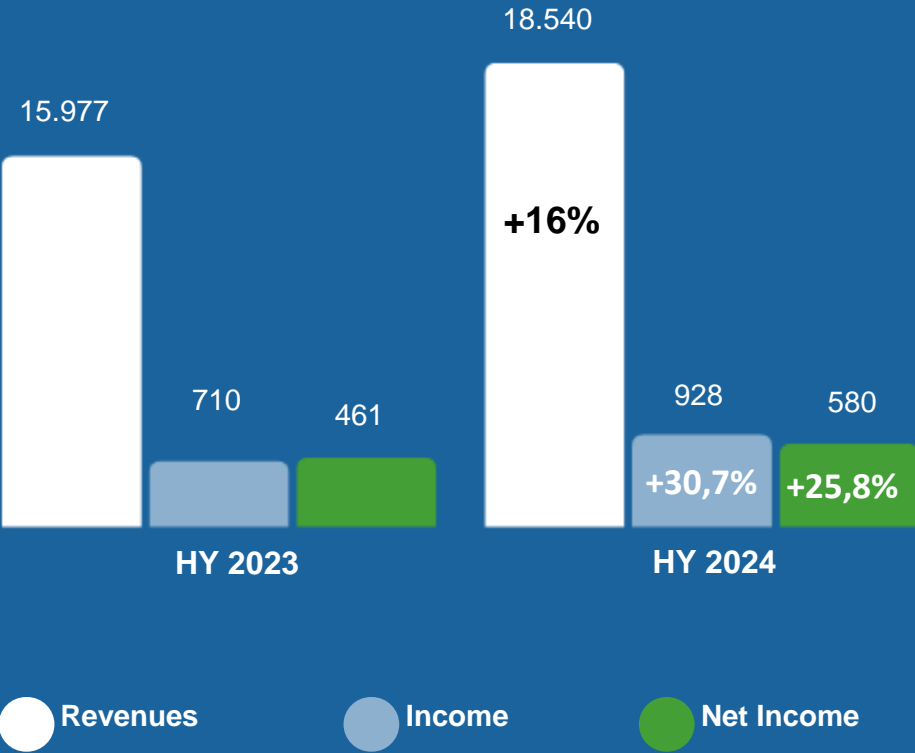
03.

# FINANCIALS

Statement of Income	30.06.2024		30.06.2023		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	HY 23 - HY 24	
Earnings from sales	18.540	94%	15.977	95%	2.563	16%
Change in inventory	32	0%	(16)	0%	48	(298%)
Internally generated fixed assets	526	3%	385	2%	141	37%
Other earnings and income	557	3%	555	3%	2	0%
<b>Value of production</b>	<b>19.655</b>	<b>100%</b>	<b>16.901</b>	<b>100%</b>	<b>2.753</b>	<b>16%</b>
Costs for raw, subsidiary and consumable materials	(1.626)	-8%	(1.816)	-11%	190	-10%
Cost of services	(7.650)	-39%	(6.763)	-40%	(887)	13%
Use of third-party assets	(736)	-4%	(396)	-2%	(340)	86%
Labour costs	(4.856)	-25%	(3.950)	-23%	(906)	23%
Sundry operating costs	(220)	-1%	(163)	-1%	(57)	35%
<b>EBITDA</b>	<b>4.566</b>	<b>23%</b>	<b>3.813</b>	<b>23%</b>	<b>753</b>	<b>20%</b>
Amortisations and write-downs	(3.414)	-17%	(2.980)	-18%	(434)	15%
<b>EBIT</b>	<b>1.152</b>	<b>6%</b>	<b>833</b>	<b>5%</b>	<b>319</b>	<b>38%</b>
Financial result	(225)	-1%	(123)	-1%	(101)	82%
<b>EBT</b>	<b>928</b>	<b>5%</b>	<b>710</b>	<b>4%</b>	<b>218</b>	<b>31%</b>
Income taxes	(348)	-2%	(249)	-1%	(98)	39%
<b>Result for the year</b>	<b>580</b>	<b>3%</b>	<b>461</b>	<b>3%</b>	<b>119</b>	<b>26%</b>

# PROFITABLE GROWTH CONTINUES IN HY 2024

Revenues: +16% yoy



EBITDA variation:  
753 (+20%) yoy

HY 2023	HY 2024
23%	23%
3.813	4.566

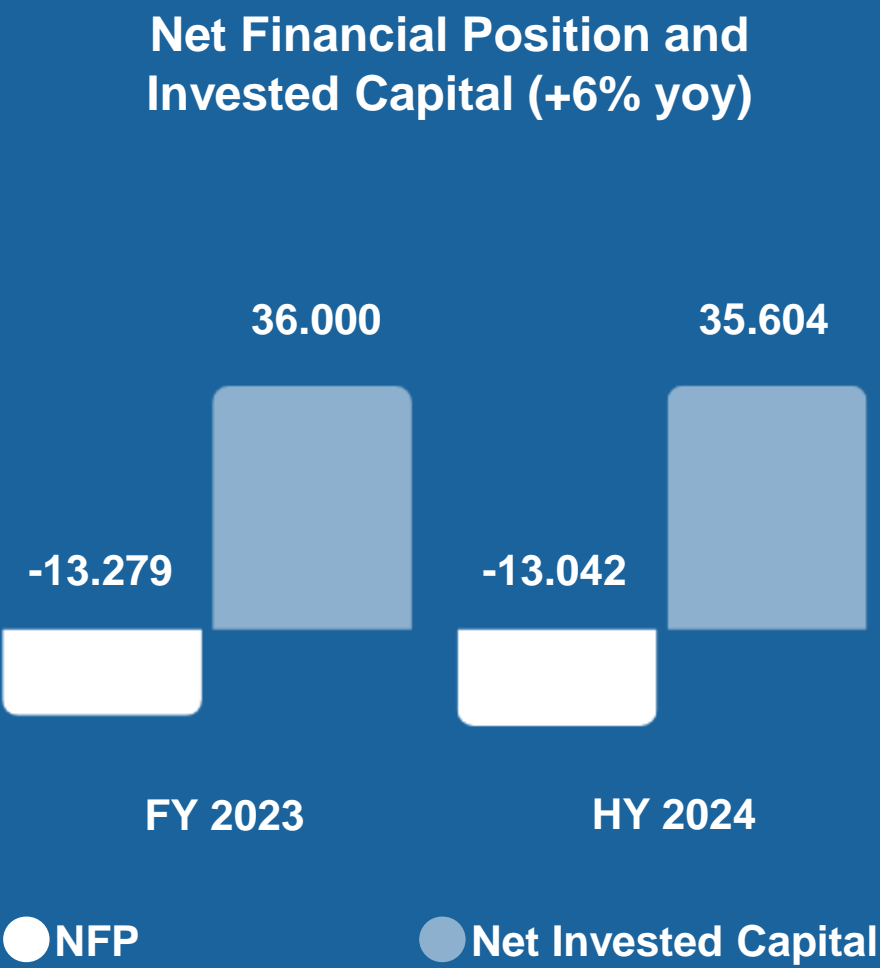
# Balance Sheet

- The Group recorded **Net Equity of 22 million Euro**, remaining stable compared to the end of 2023.
- The balance sheet highlights the **increaser of the commercial current assets** due to the increase of the client. The negative net financial position remained substantially unchanged, going from Euro 13.3 million to Euro 13.0 million
- In the HY 2024 development activities continues. The situation highlights the **increase in investments (+13% before depreciation)** compared to the financial year ended 31 December 2023

Balance Sheet	30.06.2024	31.12.2023	% Change
(Data in Euro/000)	Consolidated	Consolidated	HY24-FY23
Intangible fixed assets	9.782	8.793	11%
Tangible fixed assets	29.297	28.672	2%
Financial fixed assets	27	25	8%
<b>Net Non-Current Assets</b>	<b>39.106</b>	<b>37.490</b>	<b>4%</b>
Inventory	917	804	14%
Commercial receivables	9.939	9.846	1%
Commercial payables	(5.346)	(5.799)	-8%
<b>Commercial Current Assets</b>	<b>5.511</b>	<b>4.851</b>	<b>14%</b>
Other current assets	870	775	12%
Other current liabilities	(3.024)	(2.750)	10%
Tax receivables and payables	649	1.949	-67%
Net accruals and deferrals	(5.915)	(4.768)	24%
<b>Net Current Assets</b>	<b>(1.909)</b>	<b>57</b>	<b>-3447%</b>
Contingency funds	(60)	(65)	0%
Severance pay	(1.533)	(1.483)	3%
<b>Net Invested Capital (Investments)</b>	<b>35.604</b>	<b>36.000</b>	<b>-1%</b>
Liquid assets	(7.972)	(5.808)	37%
Financial payables	21.014	19.087	10%
<b>Net Financial Position</b>	<b>13.042</b>	<b>13.279</b>	<b>-2%</b>
Share capital	4.075	4.075	0%
Reserves	18.178	16.867	8%
Consolidation reserve	(680)	34	-2109%
Profit / (Loss)	536	1.121	-52%
<b>Group Net Equity</b>	<b>22.109</b>	<b>22.097</b>	<b>0%</b>
Third-party capital	5	5	0%
Reserves	405	327	24%
Third party Profit / (Loss)	44	292	-85%
<b>Third-party Net Equity</b>	<b>453</b>	<b>623</b>	<b>-27%</b>
<b>Total Sources of Funding</b>	<b>35.604</b>	<b>36.000</b>	<b>-1,10%</b>

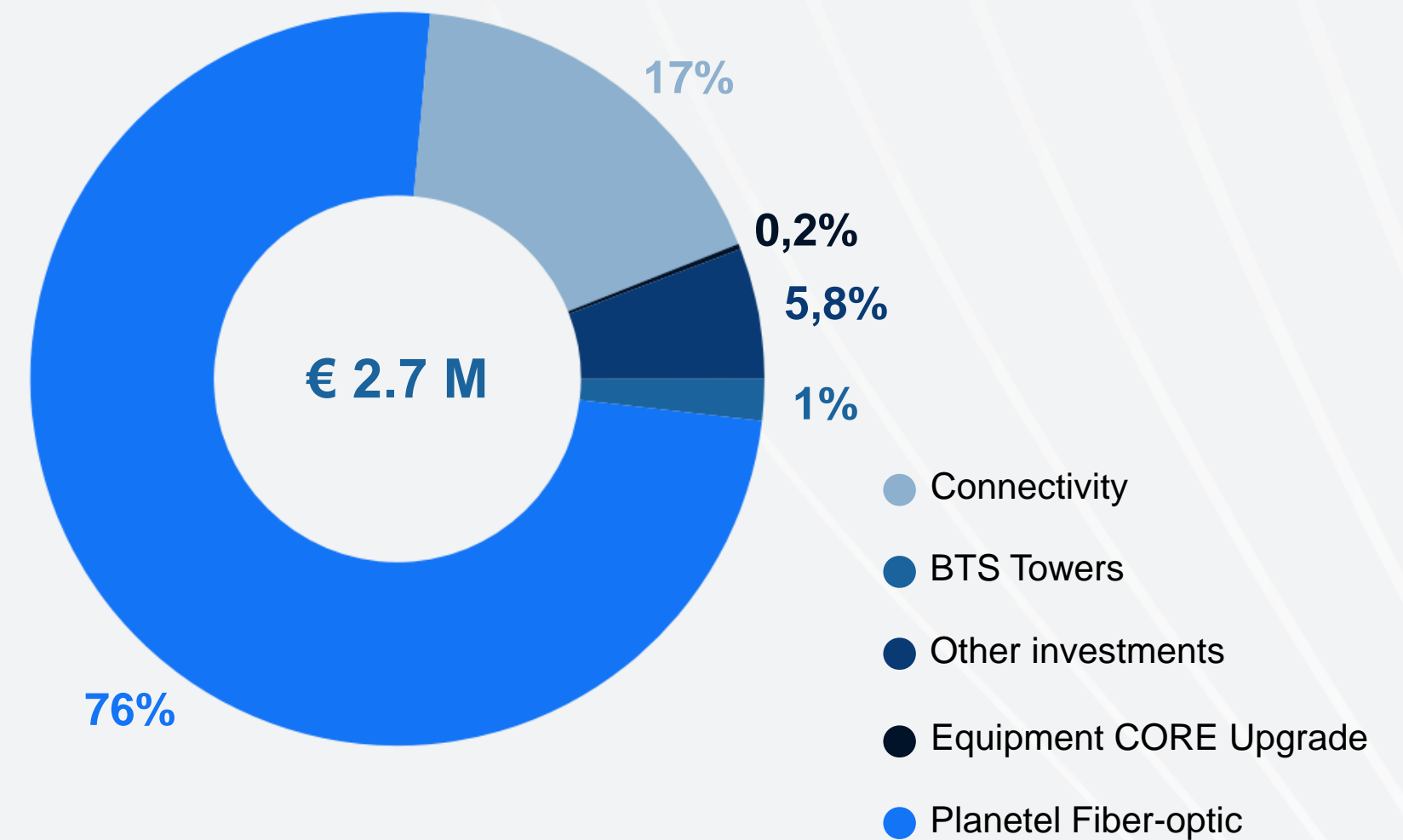
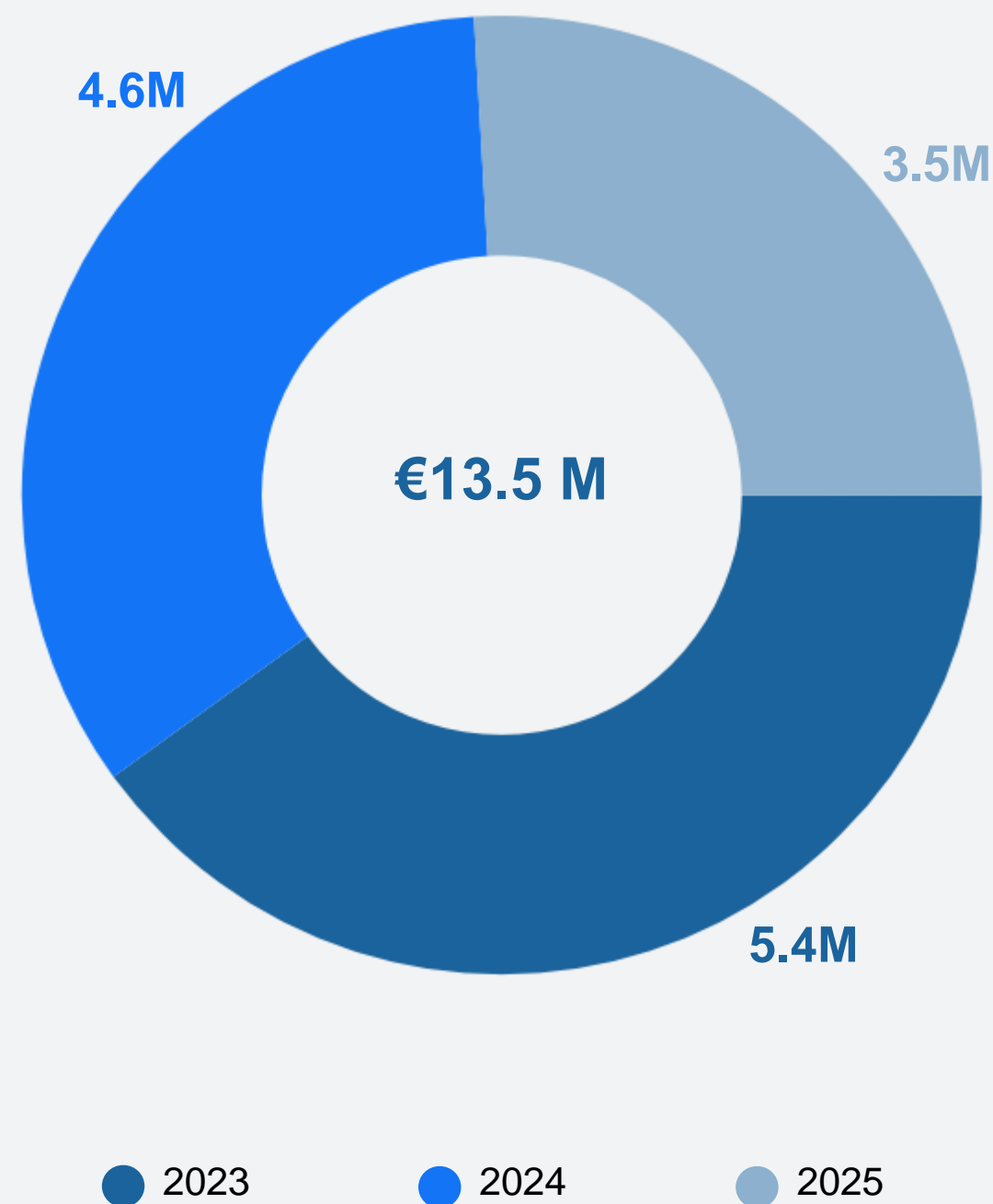
# Net Financial Position

Balance sheet	30.06.2024	31.12.2023
(Data in Euro/000)	Consolidated	Consolidated
A. Cash flow from business	5.683	6.703
B. Cash flow from investments	(4.766)	(6.693)
C. Cash flow from financing activities	1.247	1.557
D. Liquid Assets (A±B±C)	2.164	1.567
Liquid Assets at start of the year	5.162	3.595
Liquid Assets at the end of the year	7.327	5.162





# HY 2024 investment continues



Planetel's investment program continues positively, reaching **2.7M as of June 30, 2024**, in line with year-end projections. The main investments concern **optical fiber** for an amount **exceeding 2M euros (76%)**. **Connectivity** comes in second place, with almost **half a million euros** of investments (**17%**). Planetel continues to invest in the BTS Tower and Wi-Fi and in the Equipment Core upgrade. Other investments concern almost **6%** of the total (**around 150 thousand euros**).

# Success of the treasury share partial VTO

It has ended in a **success** the **partial voluntary tender offer** issued by Planetel between **19 November 2024** and **2 December 2024**. The extraordinary VTO operation had as provisional result of covering a **maximum of 204,000** of the Company's ordinary Shares, equivalent to **3.00%** of the share capital, at the price of **€4.90** per share, and thus for a maximum total value of **€ 999,600.00**.

The Offer was accepted for **256,000 Shares**, equivalent to **3.767%** of the entire share capital and **125.49%** of the maximum number of Shares to which the Offer applies. As stated in the Offer Document, in the event that its maximum target number of 204,000 Shares is exceeded, the Offer specifies that it will be Subdivided, with the Company purchasing from each Accepting Shareholder the same proportion of Minimum Lots for which they accepted the Offer, applying the criteria stated in greater detail in the Offer Document, which specifies that the buyback cannot be implemented for Shares in quantities other than 250 and its multiples.

This strategic investment aimed at financial benefits for the Company and, indirectly, for its shareholders, in particular:

- 1** to have **treasury shares at disposal** for use in accordance with its planned strategies as payment for possible extraordinary operations such as acquisitions, mergers, demergers, etc. and/or for other purposes considered to be in the Company's financial/operating and/or strategic interest, including share swaps with other parties in the context of operations in the Company's interest.
- 2** **use the shares in operations** related to the core business or projects consistent with the Company's strategy lines in the context of which share swaps become opportune.
- 3** offer shareholders an additional means of obtaining a **return on their investments**.
- 4** allow the **buyback of shares** from the beneficiaries of stock-option plans and/or enable the implementation of possible stock-grant plans.
- 5** use the **Company's liquidity efficiently** in a useful medium and long-term investment.

04.

# PLANETEL'S STRATEGY FOR FUTURE GROWTH

# Possible M&A in the near future

## M&A

Operations that Planetel is evaluating in the fields of connectivity, telephony and surveillance. Negotiations with both entities started.

These possible future operations give **continuity** to the process of acquiring important companies in **Veneto and Lombardy**, which began in recent years with the closings of Net-Admin and Direte in Lombardy and Trivenet and Connetical in Veneto.

Planetel's objective is, on the one hand, to increasingly **expand its presence** in the territories in which it has begun to invest, on the other hand, to introduce increasingly **specific resources and skills** to provide customers with **innovative and qualitative services**.

# Planetel Mall

**The new Planetel E-commerce has been completed.** By means of the Mall customers will be able to complete orders combining Planetel Fiber Connectivity and products from different suppliers, as distributors of technology and related fields. The project has involved the development of the management of an additional payment method in Planetel information system: **online card payments.**

01.

The Full Home Green offer, the first proposal of the Planetel Mall, was launched at the end of the last year.

This offer combines in a single solution the connectivity of Planetel, a high-quality refurbished device from TrenDevice and the free planting of a tree with Treadom.

02.

The new Planetel Sicurezza Casa started on 15th September 2024.

This solution concerns home security and offers, together with Planetel connectivity, a basic alarm kit.  
The offer includes a partnership with two industry leaders: Johnson Controls and Alarm.com

03.

We are also working to launch new offers of this type in the short/medium term.

# Planetel Mall - Planetel Sicurezza Casa

In April 2023 the agreement was signed with **Johnson Controls**, an international company specialized in products and solutions for automation, control and detection in smart buildings. Specifically, the agreement with Planetel concerns products and services for access control and home intrusions prevention. Johnson Controls produces a complete alarm system with wireless equipment (sensors, cameras, fire/water detectors, etc.) and a control unit that can be managed via an APP, linked to a subscription to the Alarm.com service (Johnson system management platform).

The **SICUREZZA CASA** commercial offer aimed at the residential market, combines **Planetel fiber connectivity** with a Johnson Control **alarm system for home protection**, consisting of a control unit connected to the Alarm.com management service, and a set of self-installing accessories such as anti-intrusion and/or movement sensors and cameras.





# Planetel Mall - Planetel Sicurezza Casa

**Planetel**  
**SICUREZZA CASA**  
CONNETTIVITÀ IN FIBRA OTTICA + KIT ANTIFURTO SISTEMA D'ALLARME



**OFFERTA**  
**SICUREZZA CASA**  
CONNETTIVITÀ IN FIBRA OTTICA + KIT ALLARME CASA



**Planetel**

**Cos'è**  
**SICUREZZA CASA?**  
Ora puoi navigare veloce e vivere sicuro!



**Planetel**

È la nuova offerta di Planetel che unisce:

**CONNETTIVITÀ IN FIBRA OTTICA**  
La migliore connessione disponibile al tuo indirizzo



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**DISPOSITIVI DI SICUREZZA**  
Dispositivi fisici per la protezione della tua casa



**Planetel**

**L'OFFERTA:**

La soluzione perfetta per una casa connessa e protetta.  
La Fibra ottica ti garantisce una connessione internet sempre efficiente, mentre il sistema di sicurezza avanzato offre protezione per la tua abitazione.

Affidati a Planetel per una casa smart e sicura, dove tecnologia e serenità vanno di pari passo.

**COSA INCLUDE?**

- APP dedicata per il controllo remoto
- Funzionalità Bluetooth per una gestione automatizzata
- Utenti illimitati con autorizzazioni specifiche
- Codice di sblocco personalizzato per ciascun utente
- Radiocomando

**VALIDA FINO AL 30/09/24**

**SICUREZZA CASA FEDELITÀ**  
A PARTIRE DA:  
**€35,80 /MESE**

**SOLO PER I PRIMI 50 CLIENTI**  
✓ Sconto 100% sul costo pratiche

- La miglior connettività al tuo indirizzo
- Centralina e dispositivi di allarme
- Assistenza locale
- Guida per montaggio e utilizzo
- APP per gestione e monitoraggio
- Router Wi-Fi e linea telefonica inclusi



**Planetel**

# Contact



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THANKS FOR ATTENTION