

January 2025

Planetel

Investor Conference

Get inspired by our Fiber

9th Annual Polytems Hir Italian Day in Frankfurt
Germany
23th January 2025

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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 shares and territorial presence.

Planetel's branch offices

● Monza* ● Valmadrera (LC) ● Brescia ● Verona

* As of 1st January 2025 the Net-Admin company based in Monza was merged into Planetel.

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

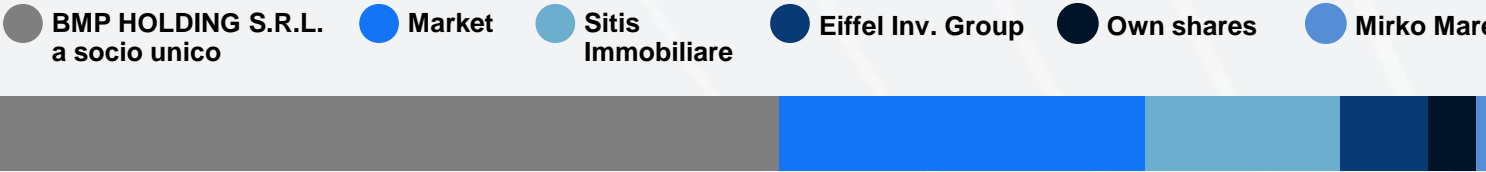
BOARD MEMBER and COO Planetel



Ramona Corti

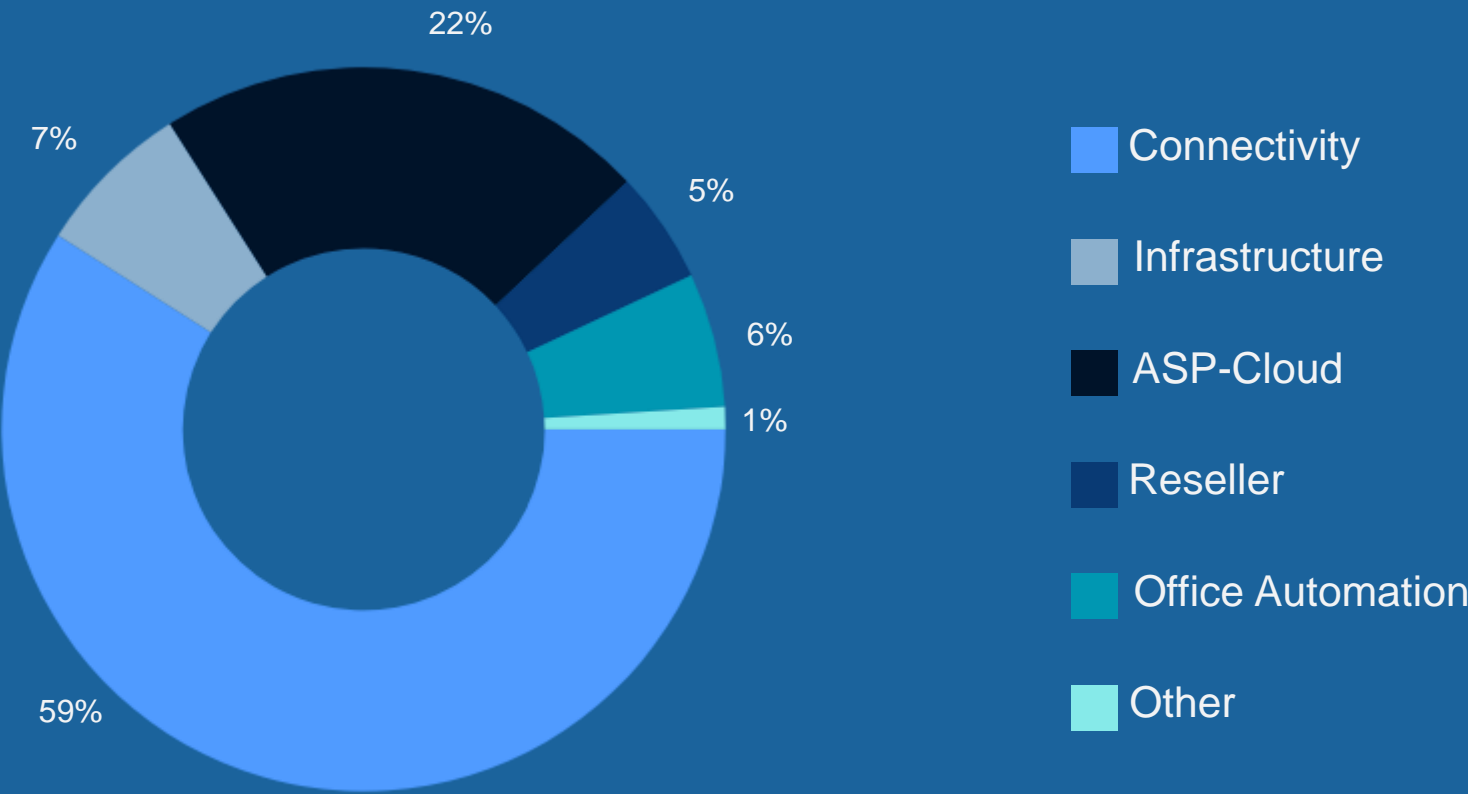
INDIPENDENT BOARD MEMBER

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	1,669,500	24.56%
Sitis Immobiliare	885,246	13.02%
Eiffel Inv. Group	401,750	5.91%
Own shares	217,000	3.19%
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.

Cabinets

1,224

Cabinets 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

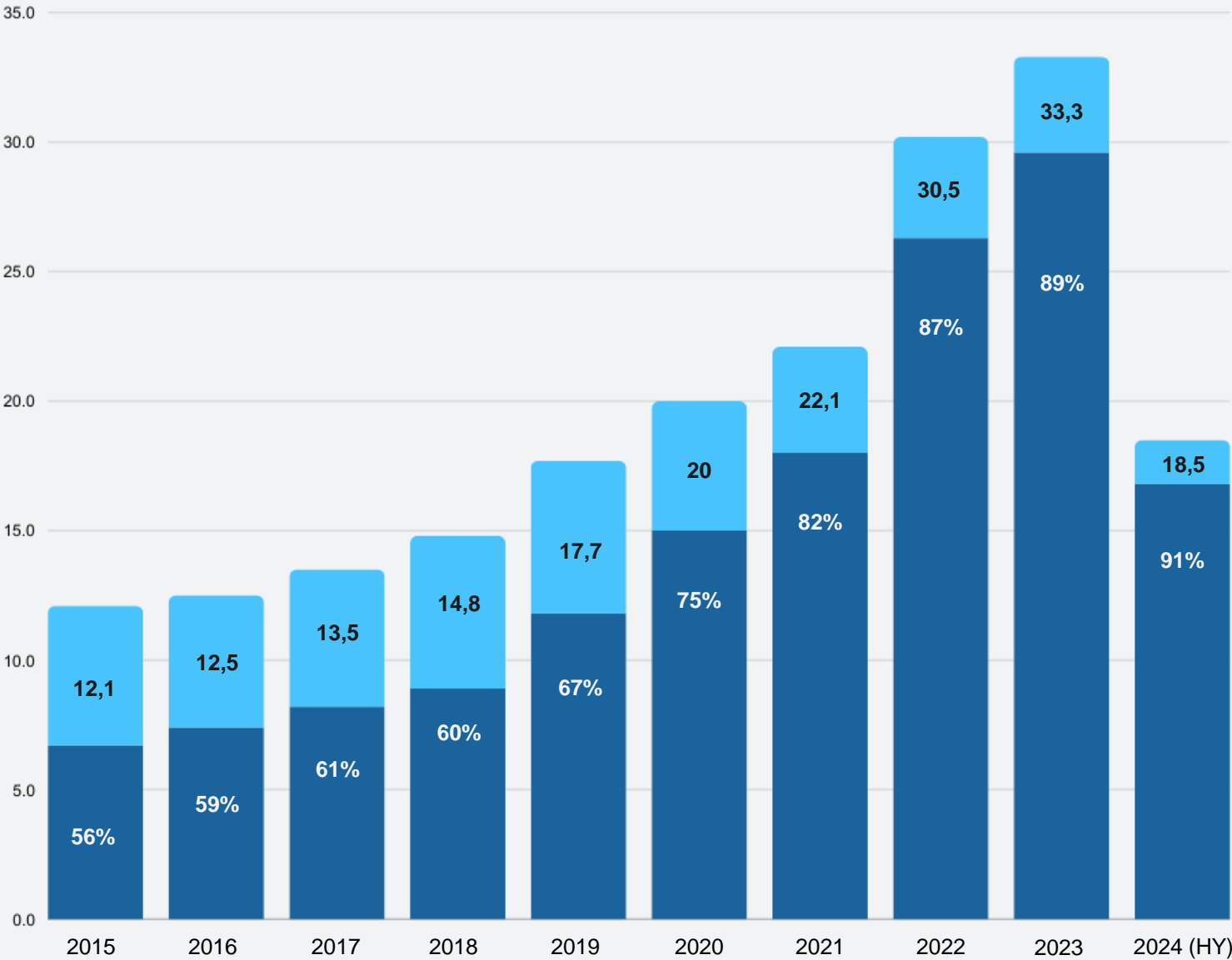
Other assets

6 Data Center

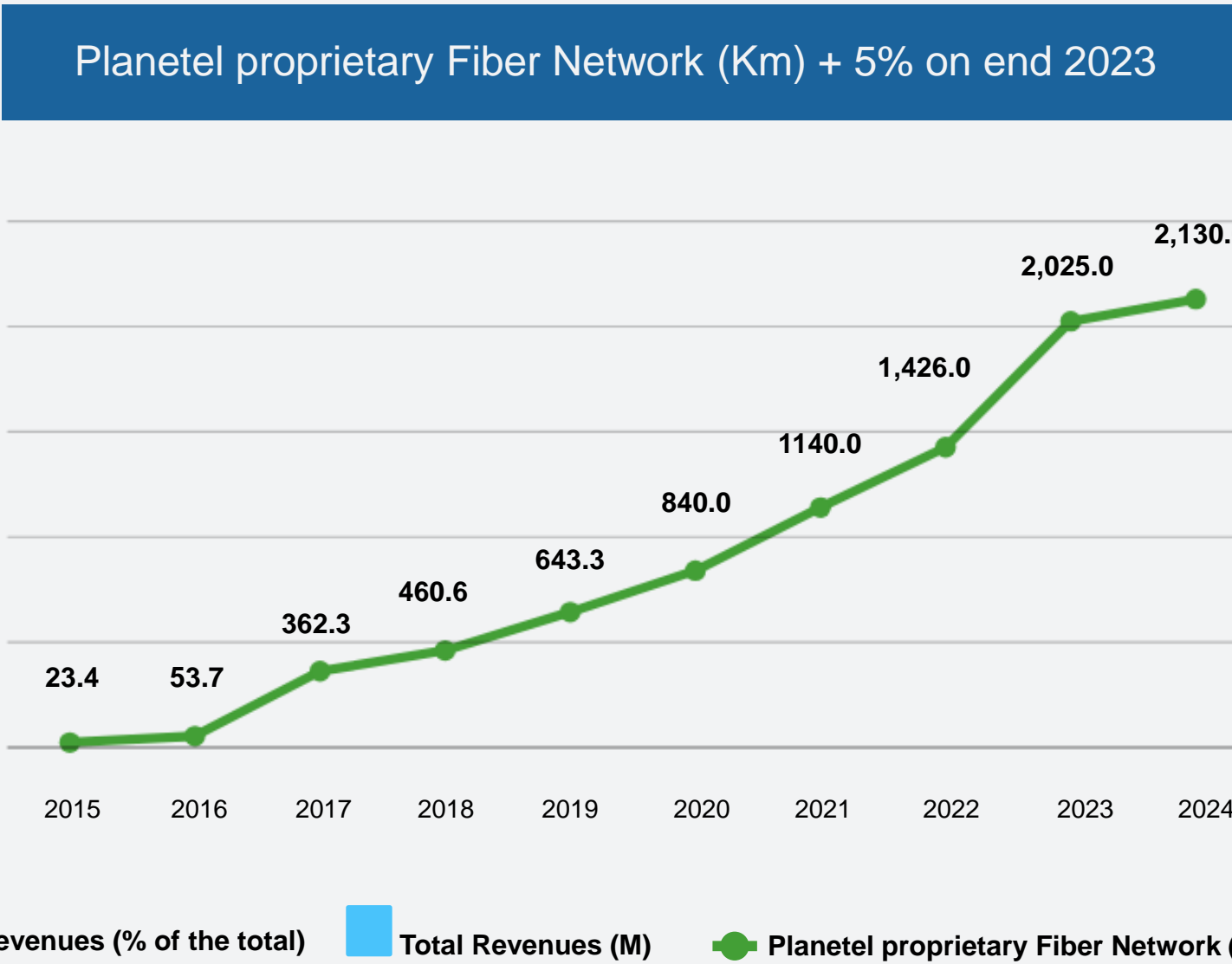
44 BTS Tower

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.

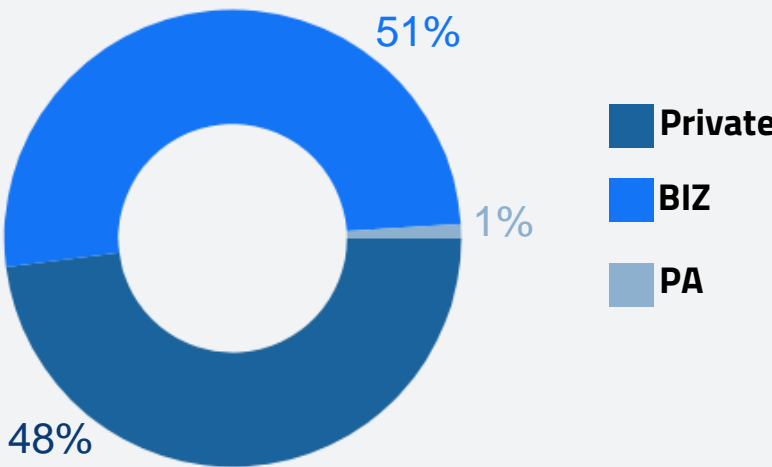


Thanks to the cabling projects of new municipalities and territorial expansion, the **km of proprietary optical fiber** also continues to increase, reaching today **2,130 km (+5%** compared to the end of 2023). To these, we add the **1,096 KM of IRU fiber network**, which brings the total network to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



Breakdown

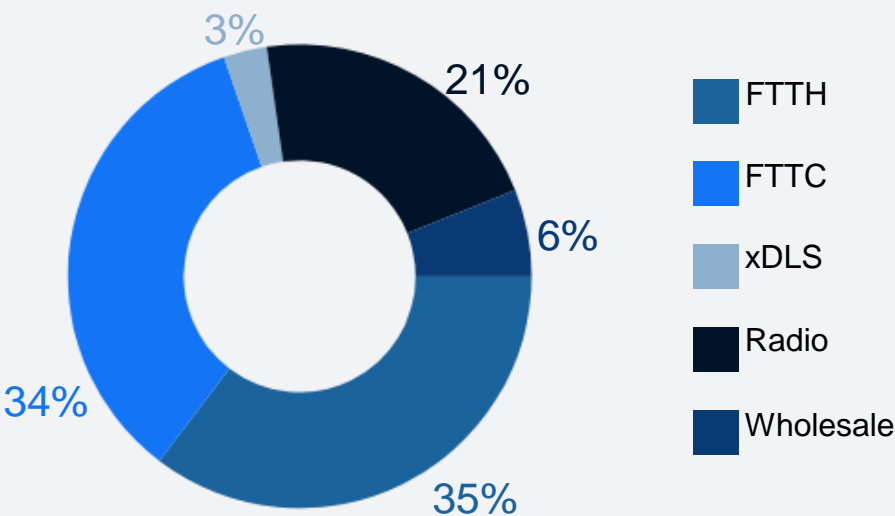
New Contracts HY 2024 (by Cluster)



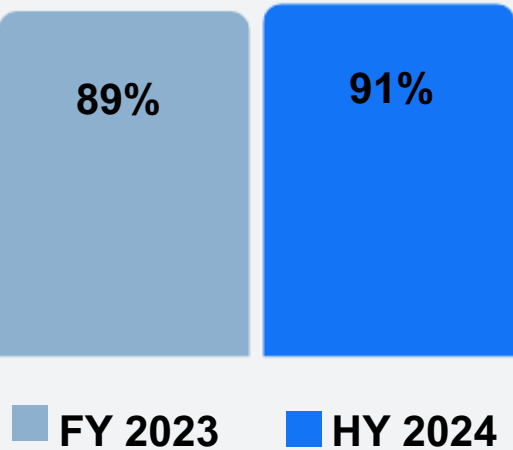
The data on **new contracts** in the first half of 2024 is very interesting. Compared to the same period last year and at the end of 2023, **more B2B contracts were signed (51%) than B2C (48%)**. The data relating to PAs is stable.

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 €

Trends: ICT in the Italian Digital Market

Figures for the first half of 2024

39,2 Bn/€

+2,9%
YoY

The **ICT Services sectors** had the highest percentage growth (+7.4%) YoY

Provisional data end 2024

81,3 Bn/€

+3,4%
YoY

The **ICT Services sectors** had the highest percentage growth (+8.2%) YoY

Projected trends in 2025

84,5 Bn/€

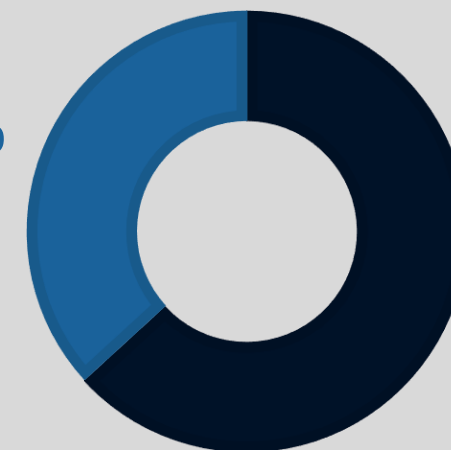
+3,8%
YoY

Between 2026 and 2027, the Italian digital market is expected to **grow** slightly more, by 4.1% and 4.2% respectively, to reach **91.7 billion** by the **end of 2027**.

B2B and B2C markets in digital Italy

In 2024, **63.2%** of the digital market is polarised on spending by the **business** sectors, while the remaining **36.8%** is related to the **consumer sector**.

36,8%
B2C



63,2%
B2B

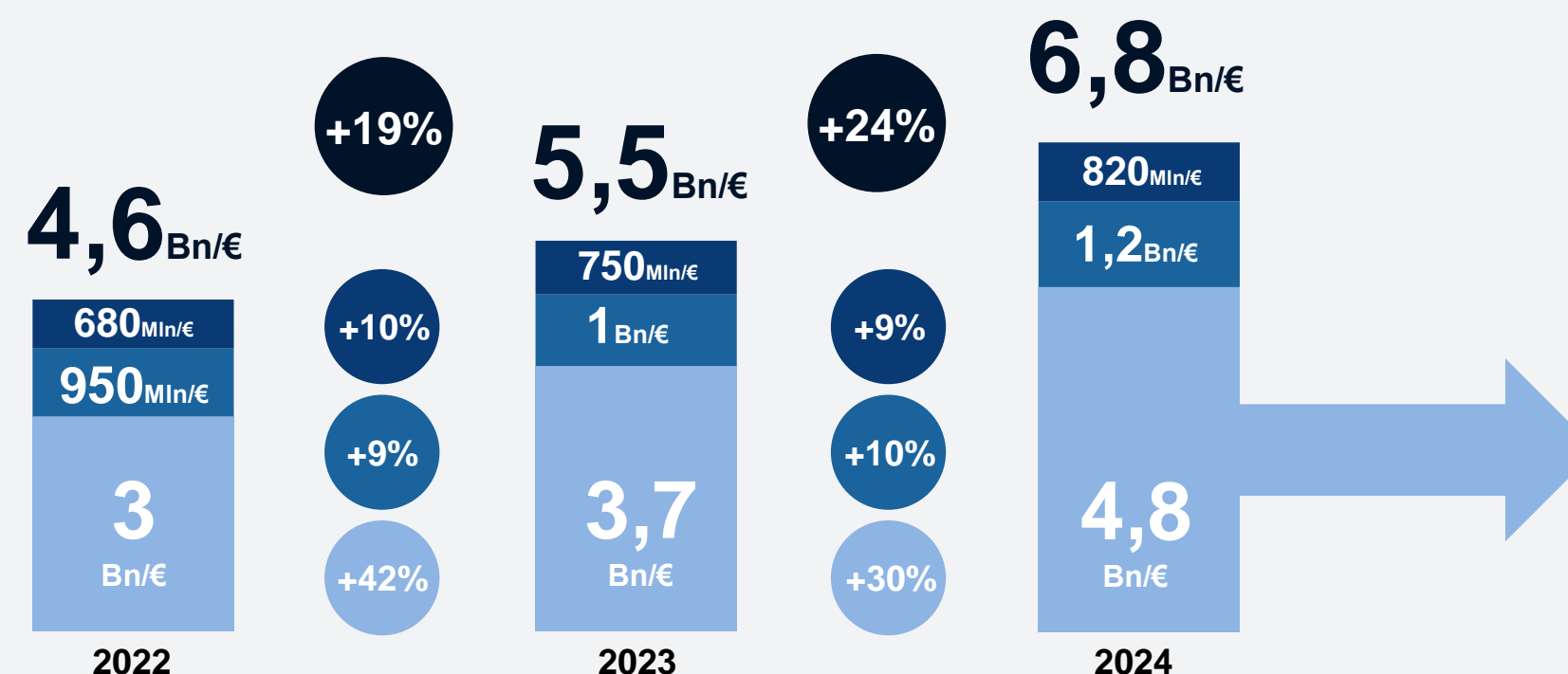
Trends: development of the Cloud market

Italian companies are becoming **increasingly aware of the importance of the Cloud in their digital transformation**. Furthermore, the Cloud is strongly linked to the development of AI technology, as it gives companies the opportunity to **access the computational capacity required** for the operation of new digital models **in a scalable and optimized way**.



The Cloud market in Italy from 2022 to today

- Public & Hybrid Cloud
- Virtual Private Cloud
- Data Center Automation



Looking at 2024 for the Public & Hybrid Cloud, **IaaS recorded the most significant growth, with +42% compared to 2023**. In fact, out of 4.8 billion, IaaS represents 2.1 billion (44%)

Trends: Cybersecurity market

74%

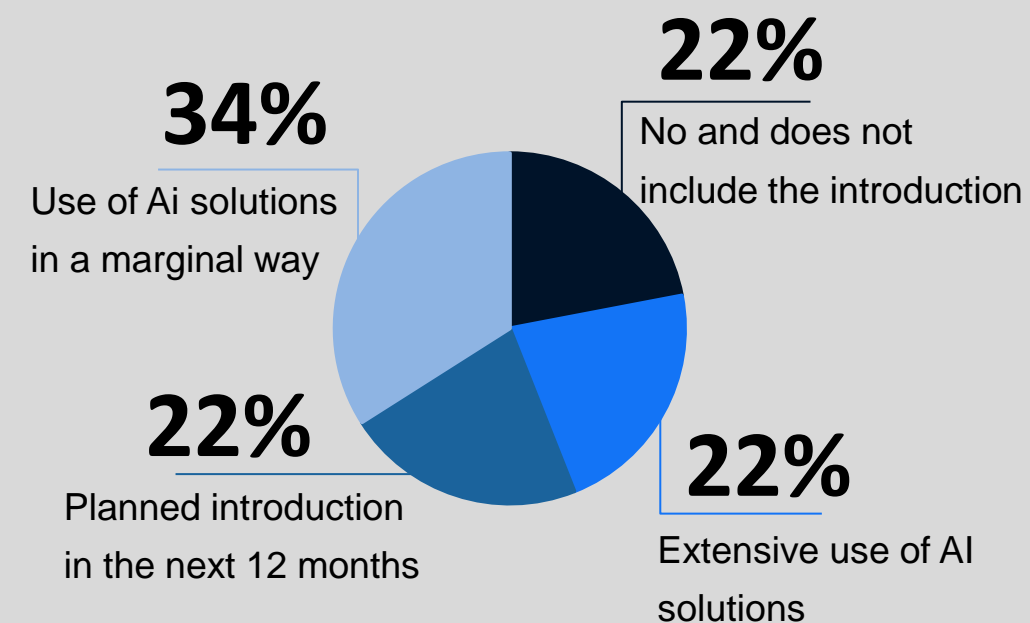
Companies that have detected an increase in cyber attacks

12%

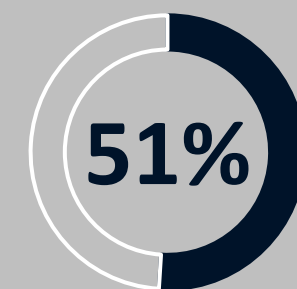
Companies that have suffered attacks with concrete consequences

As cyber threats and incidents have increased in recent years, companies have begun to invest more heavily in cybersecurity. In 2023, in fact, **spending on Cybersecurity was 2 billion**, with an increase of **16%** compared to the previous year. The increase is due to three main factors: **new technologies** (68%), **greater attention from the board** (62%) and **compliance with regulations** (43%)

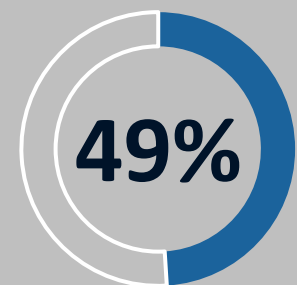
The use of AI in Cybersecurity



Cybersecurity companies and specialists



Companies that say they have introduced internal specialists in 2023



Companies that say they have introduced external consultants in 2023

Action priorities in the Cybersecurity field

71%

Cybersecurity training for employees

44%

Third-party cyber risk management

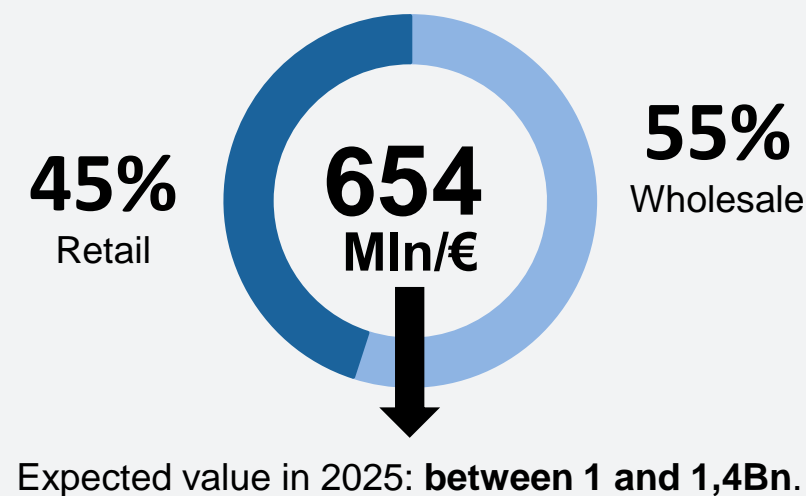
42%

Updating protection tools

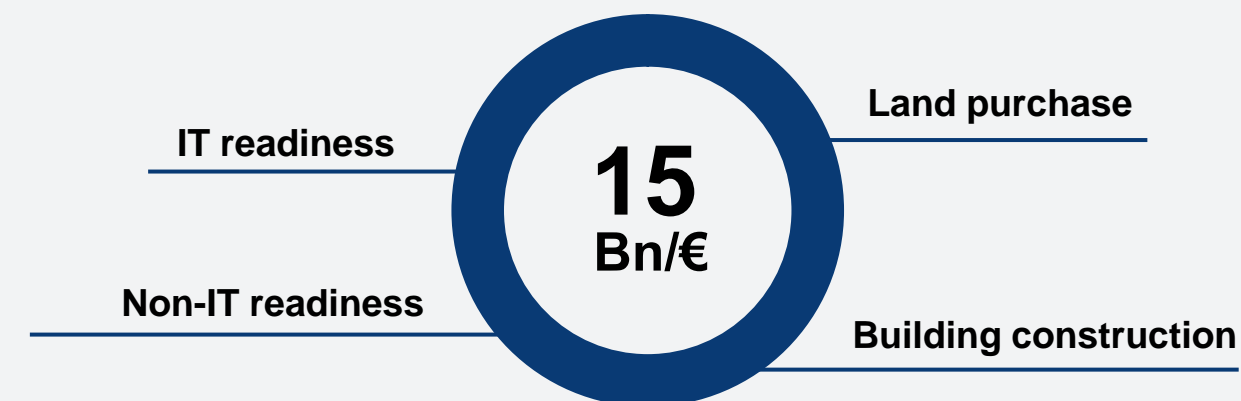
Trends: focus on Data Center segment

In recent years, the Data Center market has experienced **strong interest** in Italy, with a significant **increase in investment** and **the creation of new infrastructure**. The factors that characterize this dynamism are the **slowdown in FLAPD markets**, the **modernization path of the Public Administration** through the NRP, **Cloud Sovereignty** and **Edge Computing**.

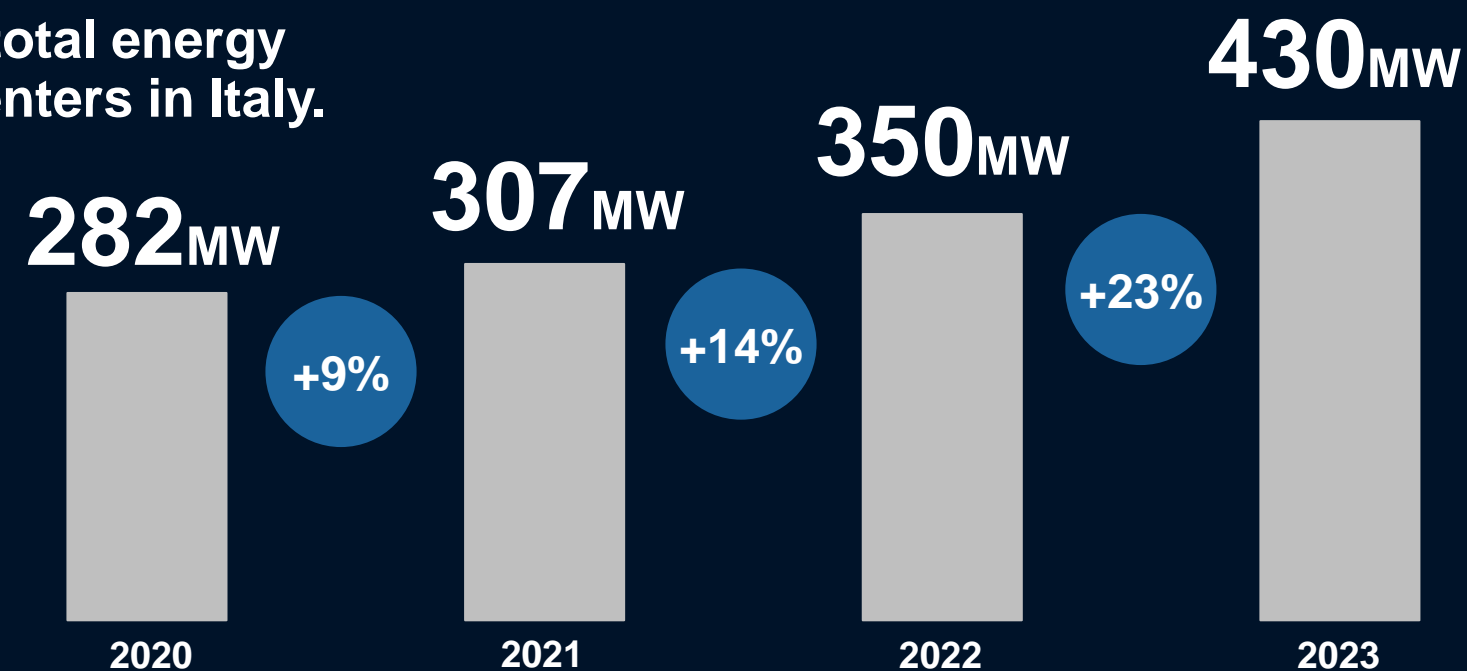
The Italian colocation market



Potential Investment in Data Center (2023-2025)



Evolution of the total energy power of Data Centers in Italy.



Challenges ahead for Italy

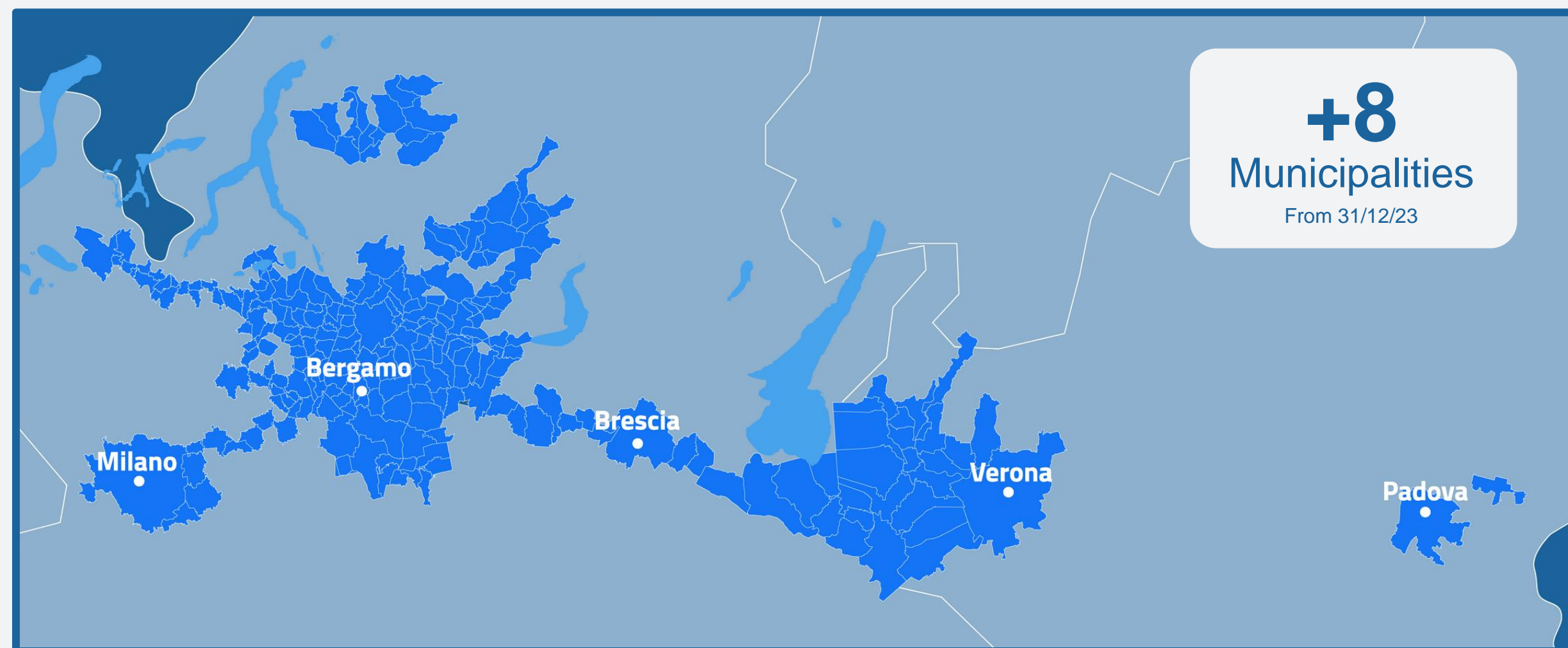
- Regulatory framework for Data centers
- Energy supply and high voltage connections
- Establishment of procedures for infrastructure construction

02.

BUSINESS STRATEGY

Planetel Fiber-optic network

■ Municipalities wired on-net



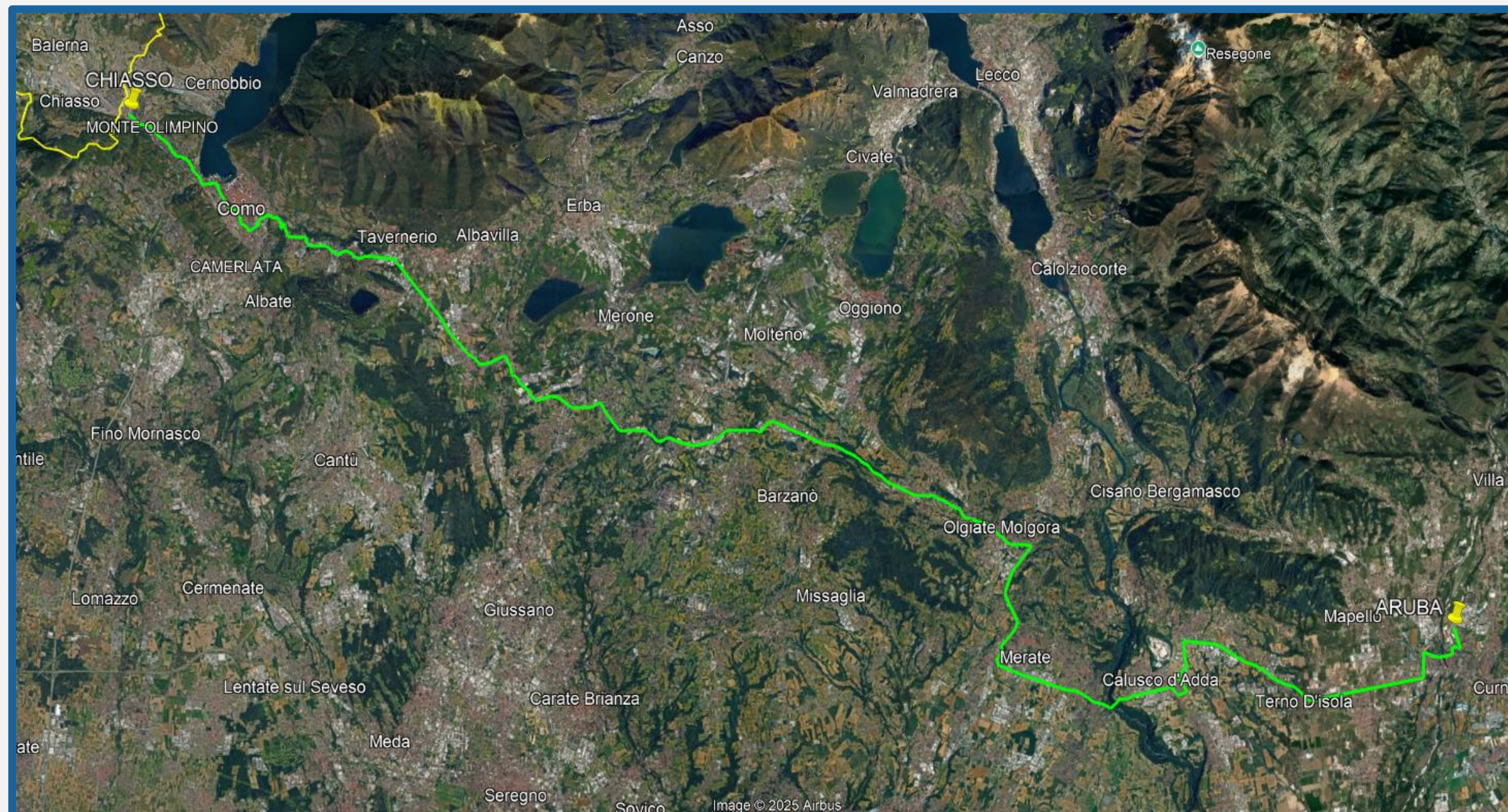
Compared to the same period of the previous year, the fiber optic **cabling process** of the municipalities **continued** progressively. In fact, since 06/30/2023, the cabling of **12 municipalities** has been completed **(+4%)**.

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.

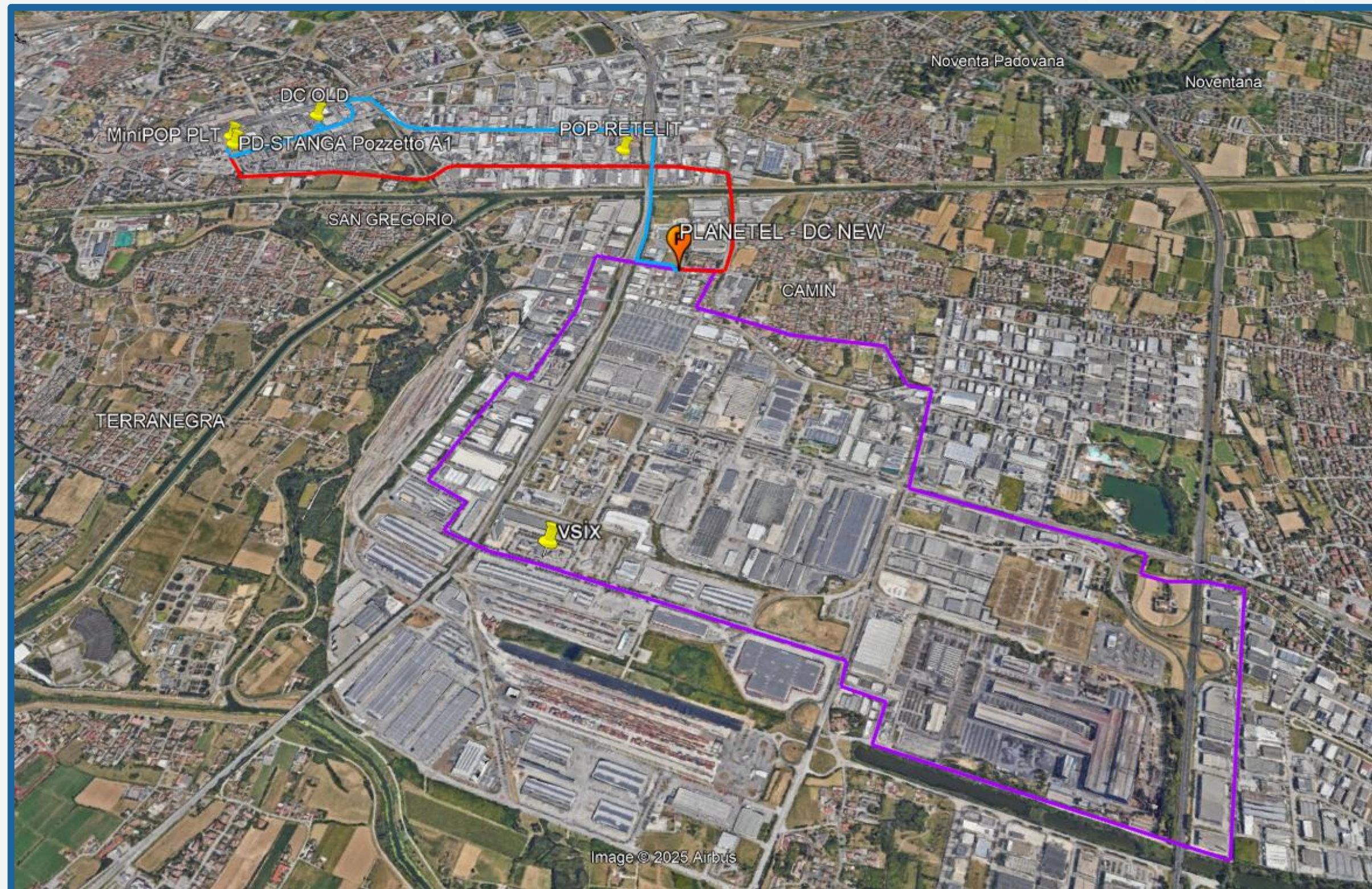
Development of the proprietary Fiber-optic network on the Bergamo – Como – Chiasso border



The new section of the proprietary fiber-optic network from Bergamo to the Chiasso border via Como is **approximately 80 km long**.

This enables us to bring fiber optic connectivity and all our other services to **32 new municipalities**, 9 of which are in the province of Como, 11 in the province of Bergamo and 12 in the province of Lecco.

Development of the proprietary network in Padua



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

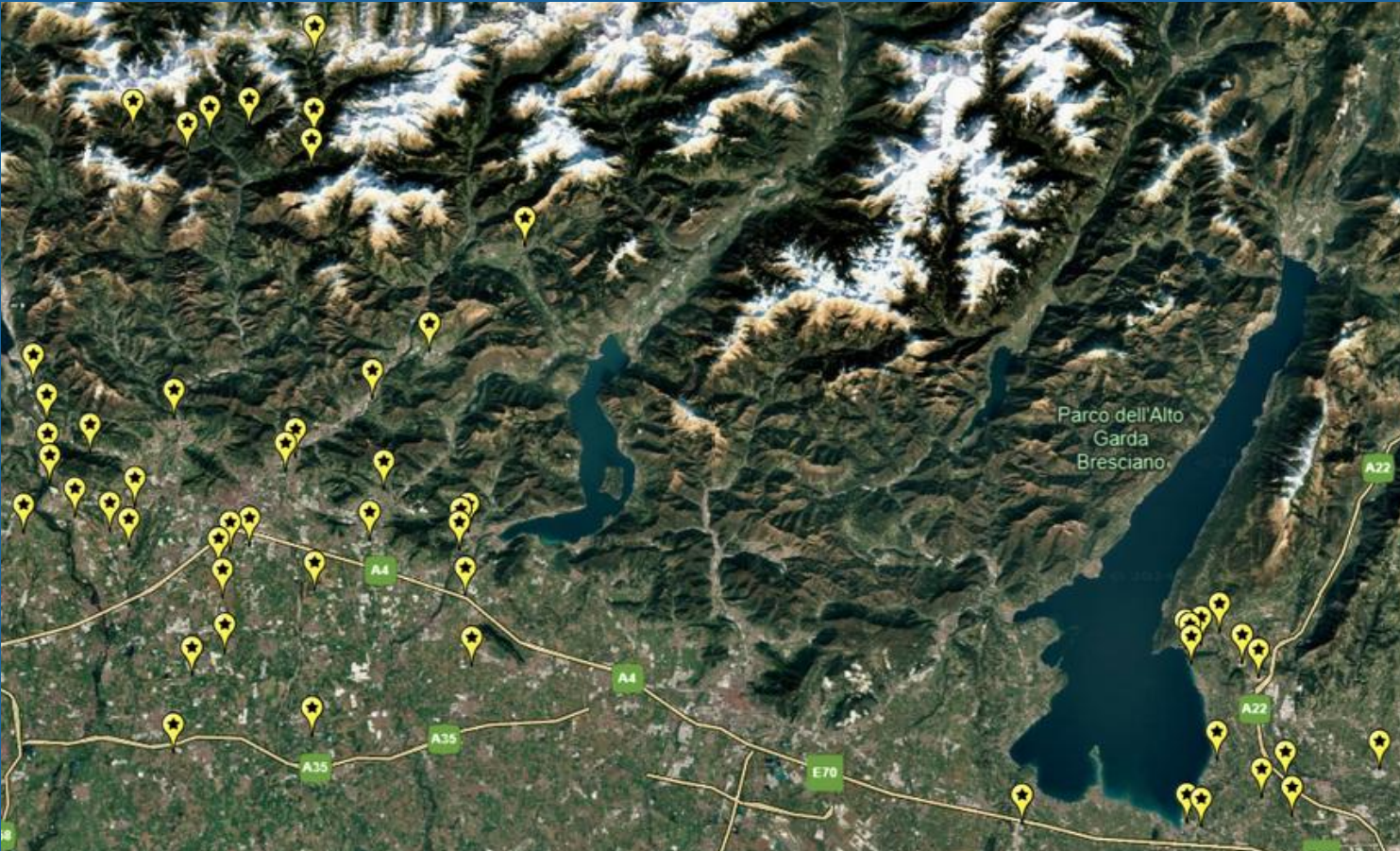
Total Revenues

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.

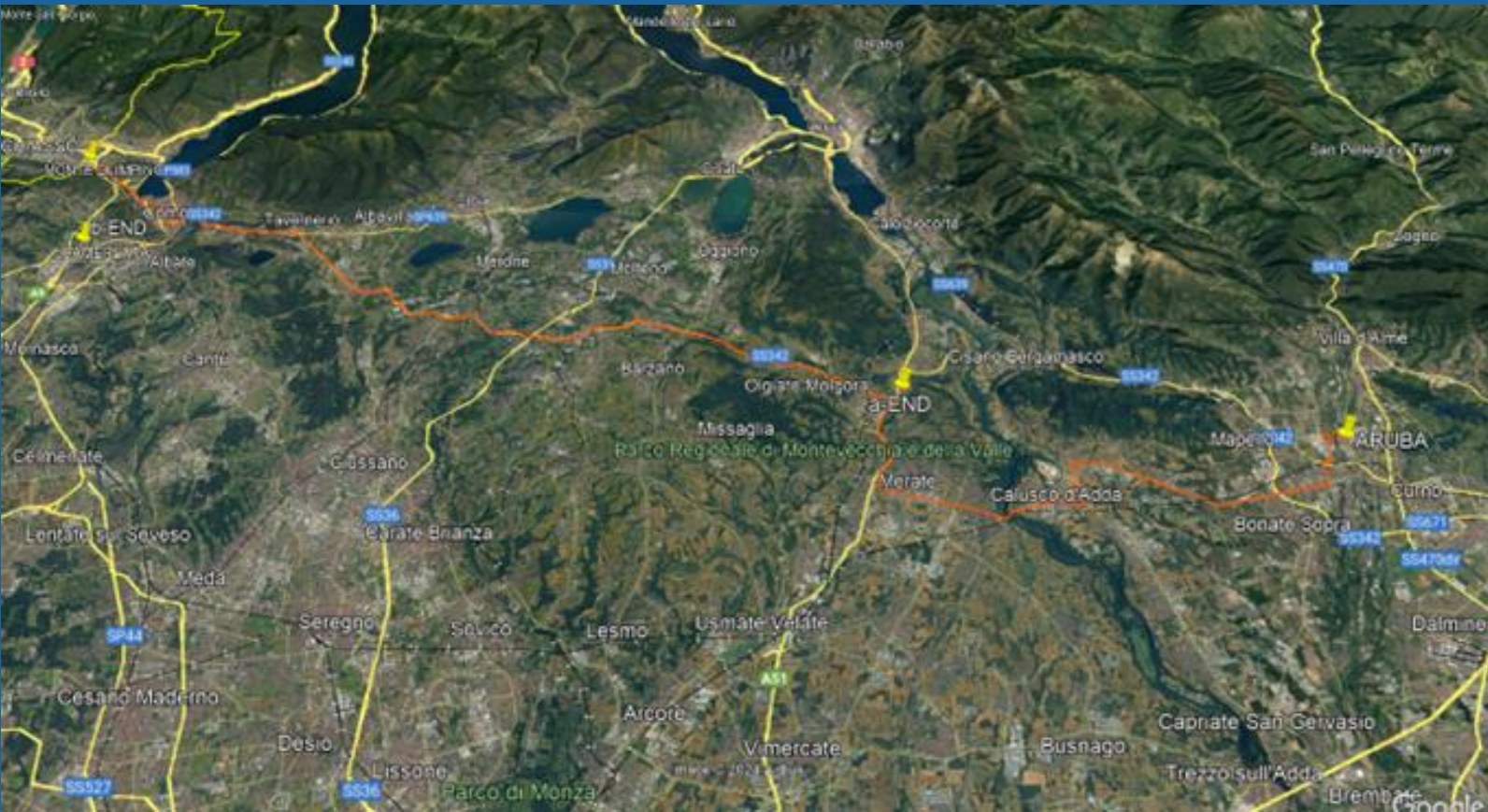


Wholesale - 01/01/24 - 30/06/24



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



New Data Center in Padua area

The **Data Center** will be **located in Padua** within an existing building between Via Vigonovese and Via della Meccanica, with access on both streets. The existing buildings are two storeys above ground and almost completely saturate the lot. The roofs are flat, with the presence of numerous skylights.

Upon completion of the work and once the facility is fully operational, **there will be 80 racks**. This investment will also enable us to **cross-sell to customers**: we will be able to both **sell layer 2 connectivity** and **create direct interconnections** between the Data Center and customer sites.



The return on investment is expected in about 2 years, since, once fully operational (after 1 year from commercialisation), the total turnover will be:

2,920,000 Mln/€

This does not include electricity costs, which will be borne by customers.

Assuming that half of the 80 racks will be used by us for our Cloud, the turnover will cover the other 40 racks in this way:

Rack Rental

$1,300^* \text{ €} \times 40 \text{ racks} \times 12 \text{ month} = 650,000 \text{ €}$

* Market value of rack rent per month excluding electricity

Cloud Service

$4,000^* \text{ €} \times 40 \text{ racks} \times 12 \text{ month} = 1,920,000 \text{ €}$

* Conservative value of the Cloud service per month in the market.

Other services

350,000 €

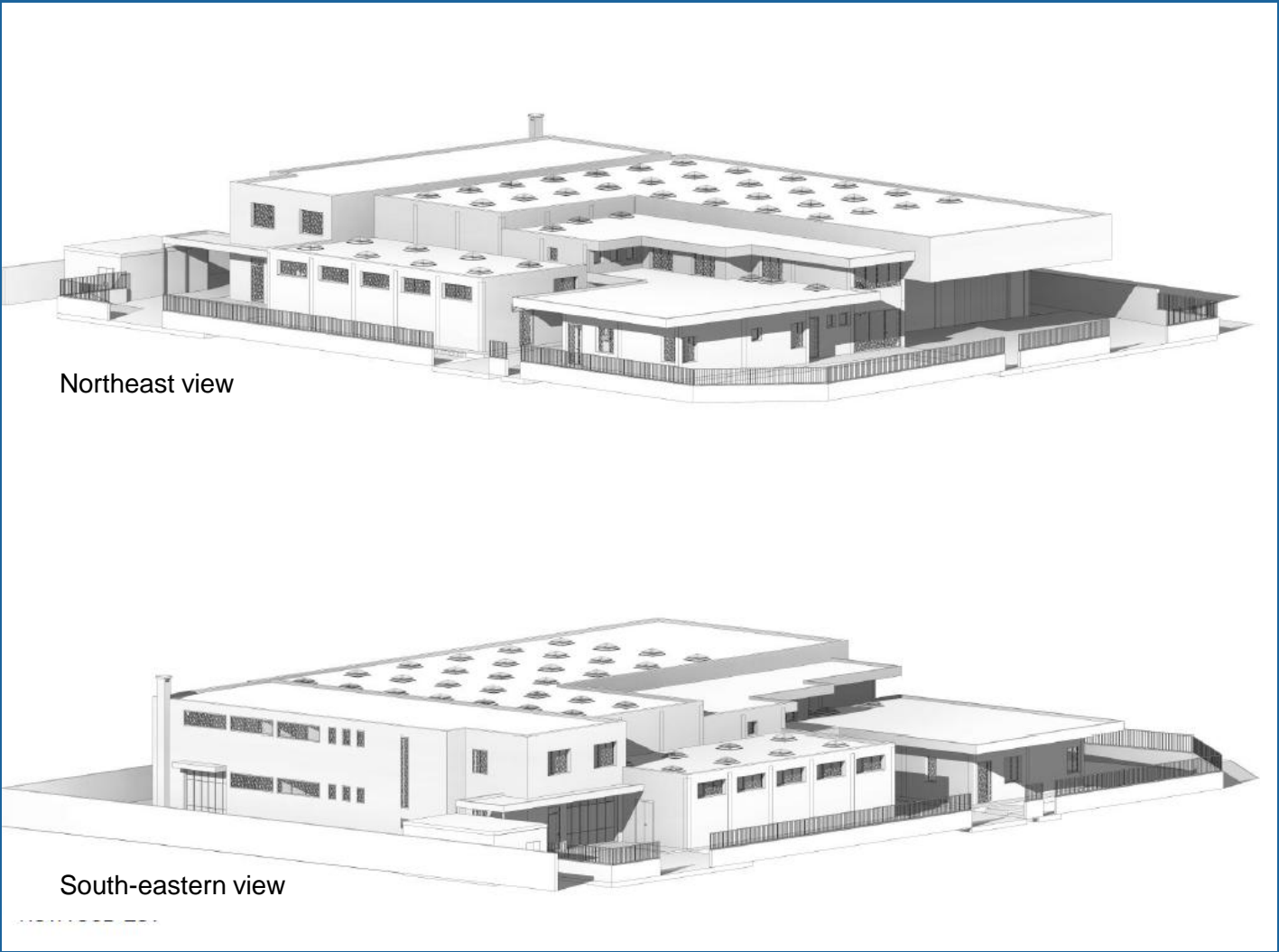
New Data Center in Padua area

Data Center Padua - Construction field



- Server Room
- Entrance Room + Meet-me Room
- Technical rooms
- Generator Sets
- Security
- * Electric reception booth
- Maintenance access
- IT access

Data Center Padua – Building Status



Data Center: a solid infrastructure with 6 data centers

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

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.

RESULTS HY 2024

1,317,863 Revenues

311,806 EBITDA

859,872 Shareholders' equity

Connetical acquisition strengthens Planetel's core business in Veneto region

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. These services are part of Planetel's core business. 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

Suardi acquisition: a wide range of synergies

On 27 November 2024, Planetel 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.

The synergy between Suardi and Planetel is mainly aimed at cross-selling to Suardi's customers to move software from their offices to Planetel's Cloud.

Suardi 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

Merger by incorporation of Net-Admin in Planetel to generate economies of scale

On 11 of December 2024 the deed of merger by incorporation of Net-Admin S.r.l. in Planetel was signed. The accounting and fiscal effects of the merger applied from 1 January 2025.

The merger forms part of the **broader corporate reorganisation of the group** headed by Planetel, undertaken in order to restructure its business and the functions of its staff, and to place all operations under the control of a single decision-making centre, avoiding duplications of administrative procedures and generating economies of scale, since the companies taking part in the merger operate synergistically on the same market.

In terms of procedure, since the Merged Company is wholly owned by Planetel, under the provisions of article 2505 of the Italian Civil Code, the merger has taken place in “simplified” form, as follows:

- ➡ **The merger has taken place without any exchange of assets**
- ➡ **There wasn't any increase in the Planetel's share capital**
- ➡ **No changes were made to the articles of association of Planetel currently in force**
- ➡ **The reports by the governing bodies of the companies taking part in the merger were not required**
- ➡ **The obligation to obtain an expert report on the adequacy of the share exchange rate was not applied**

Net-Admin was a company dedicated to infrastructure and application services that Planetel had acquired in 2022

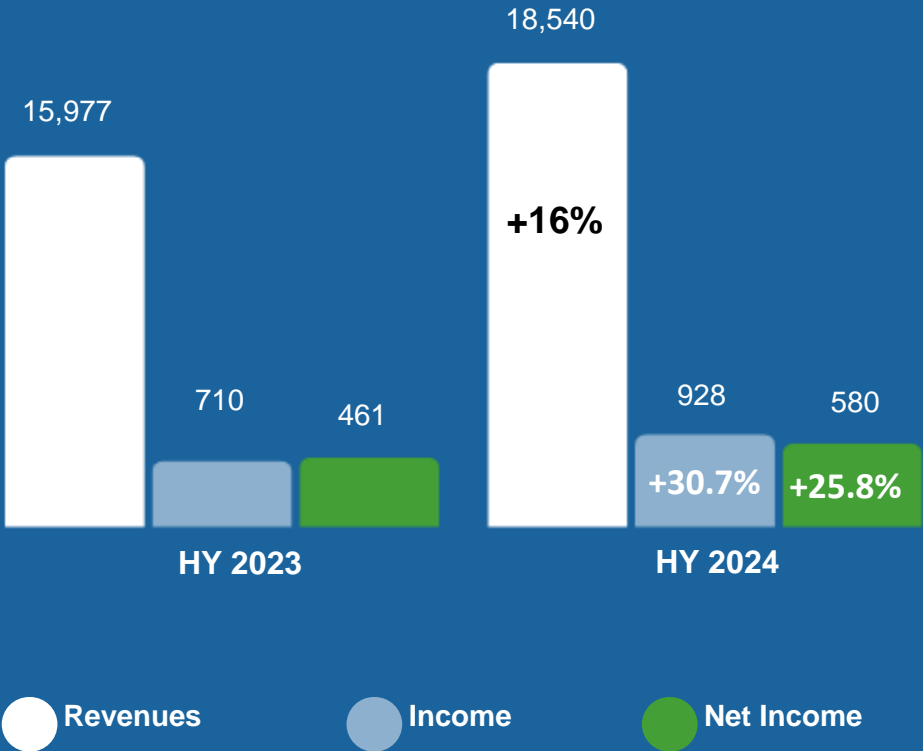
03.

FINANCIALS

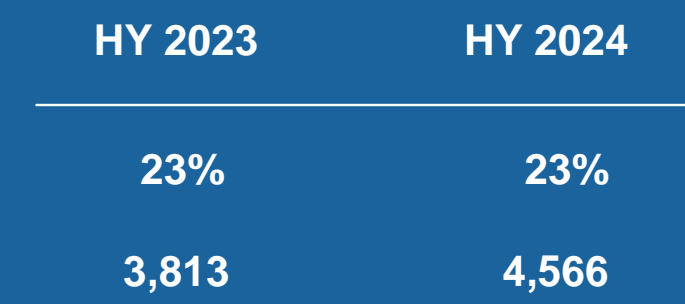
Statement of Income	30.06.2024		30.06.2023		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	HY 23 - HY 24	
Earnings from sales	18,540	94%	15,977	95%	2,563	16%
Change in inventory	32	0%	(16)	0%	48	(298%)
Internally generated fixed assets	526	3%	385	2%	141	37%
Other earnings and income	557	3%	555	3%	2	0%
Value of production	19,655	100%	16,901	100%	2,753	16%
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%
EBITDA	4,566	23%	3,813	23%	753	20%
Amortisations and write-downs	(3,414)	-17%	(2,980)	-18%	(434)	15%
EBIT	1,152	6%	833	5%	319	38%
Financial result	(225)	-1%	(123)	-1%	(101)	82%
EBT	928	5%	710	4%	218	31%
Income taxes	(348)	-2%	(249)	-1%	(98)	39%
Result for the year	580	3%	461	3%	119	26%

PROFITABLE GROWTH CONTINUES IN HY 2024

Revenues: +16% yoy



EBITDA variation:
753 (+20%) yoy



Balance Sheet

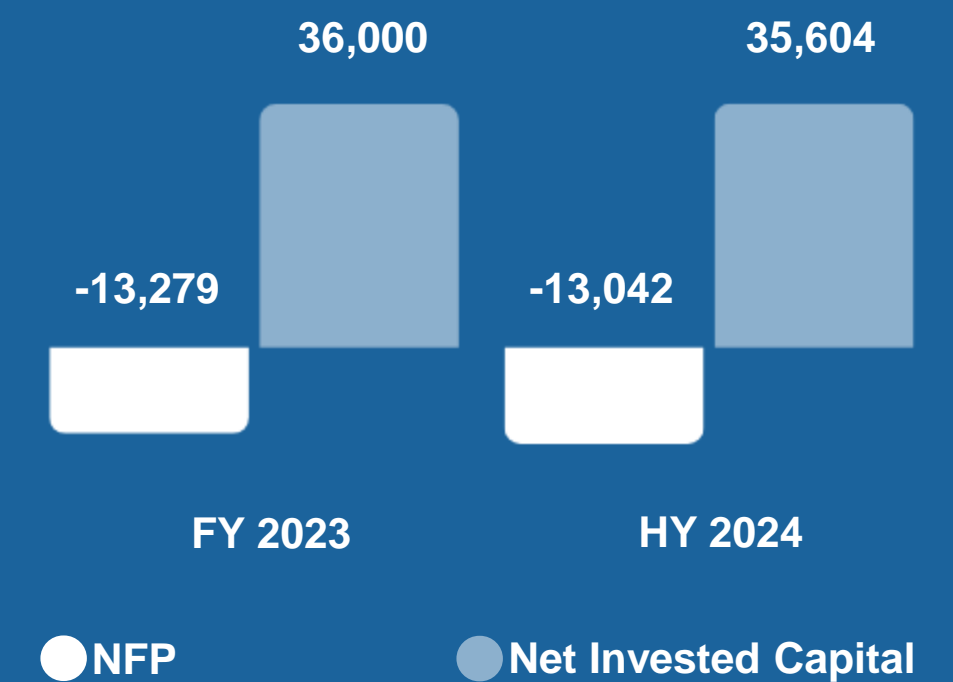
- The Group recorded **Net Equity of 22 million Euro**, remaining stable compared to the end of 2023.
- The balance sheet highlights the **increaser of the commercial current assets** due to the increase of the client. The negative net financial position remained substantially unchanged, going from Euro 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%
Net Non-Current Assets	39,106	37,490	4%
Inventory	917	804	14%
Commercial receivables	9,939	9,846	1%
Commercial payables	(5,346)	(5,799)	-8%
Commercial Current Assets	5,511	4,851	14%
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%
Net Current Assets	(1,909)	57	-3,447%
Contingency funds	(60)	(65)	0%
Severance pay	(1,533)	(1,483)	3%
Net Invested Capital (Investments)	35,604	36,000	-1%
Liquid assets	(7,972)	(5,808)	37%
Financial payables	21,014	19,087	10%
Net Financial Position	13,042	13,279	-2%
Share capital	4,075	4,075	0%
Reserves	18,178	16,867	8%
Consolidation reserve	(680)	34	-2,109%
Profit / (Loss)	536	1,121	-52%
Group Net Equity	22,109	22,097	0%
Third-party capital	5	5	0%
Reserves	405	327	24%
Third party Profit / (Loss)	44	292	-85%
Third-party Net Equity	453	623	-27%
Total Sources of Funding	35,604	36,000	-1.10%

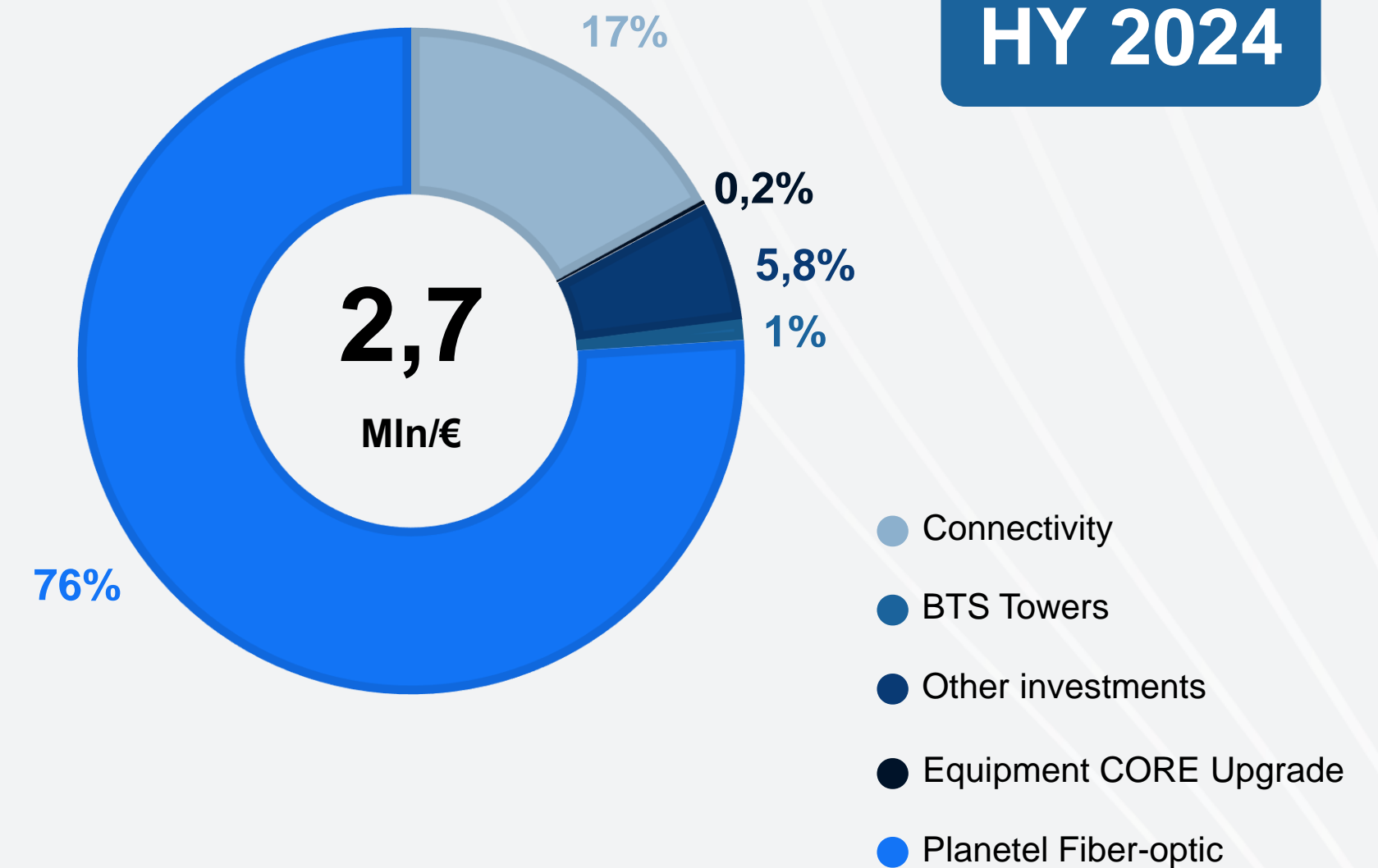
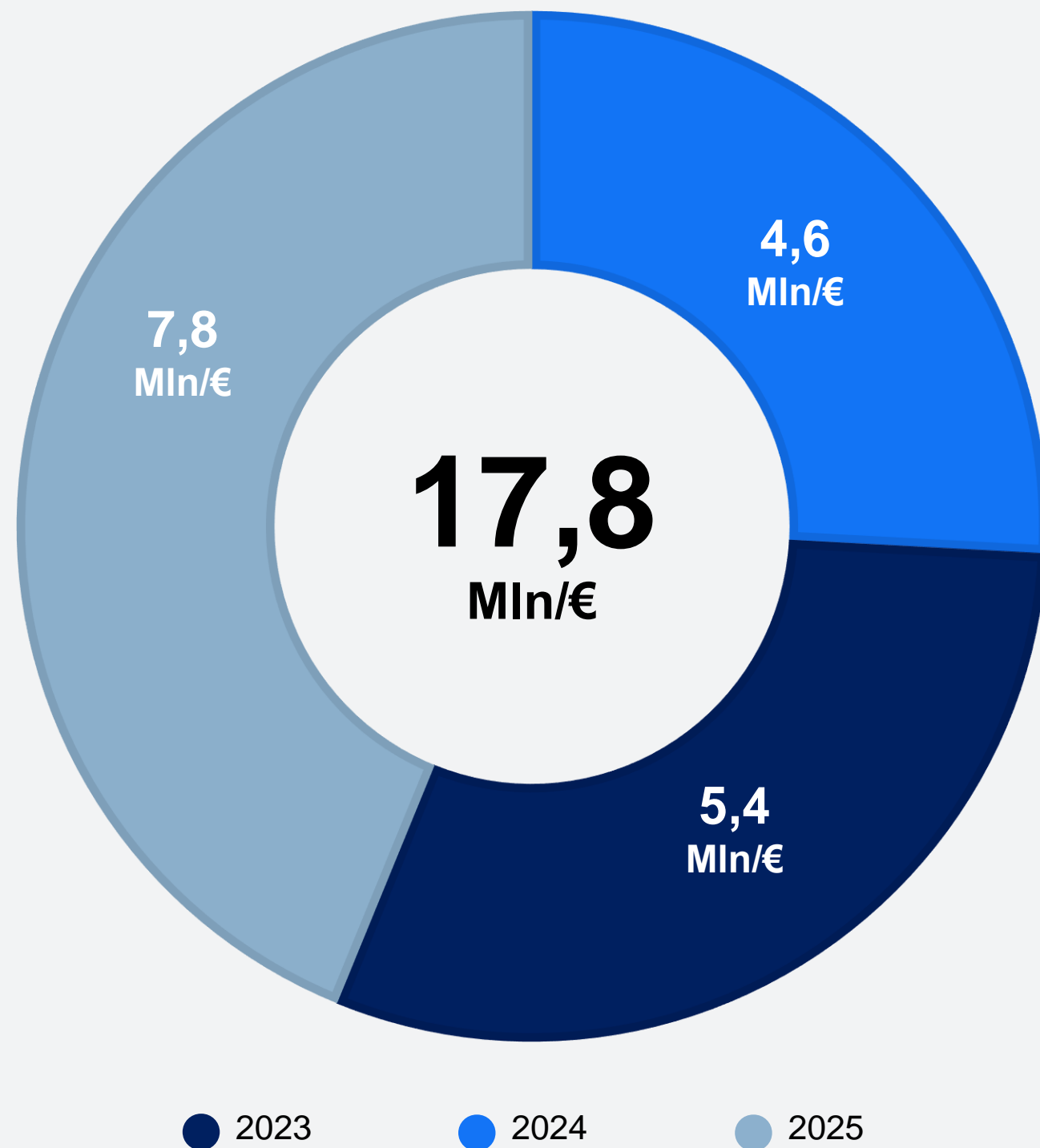
Net Financial Position

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
NFP	-13,042	-13,279

Net Financial Position and
Invested Capital (+6% yoy)

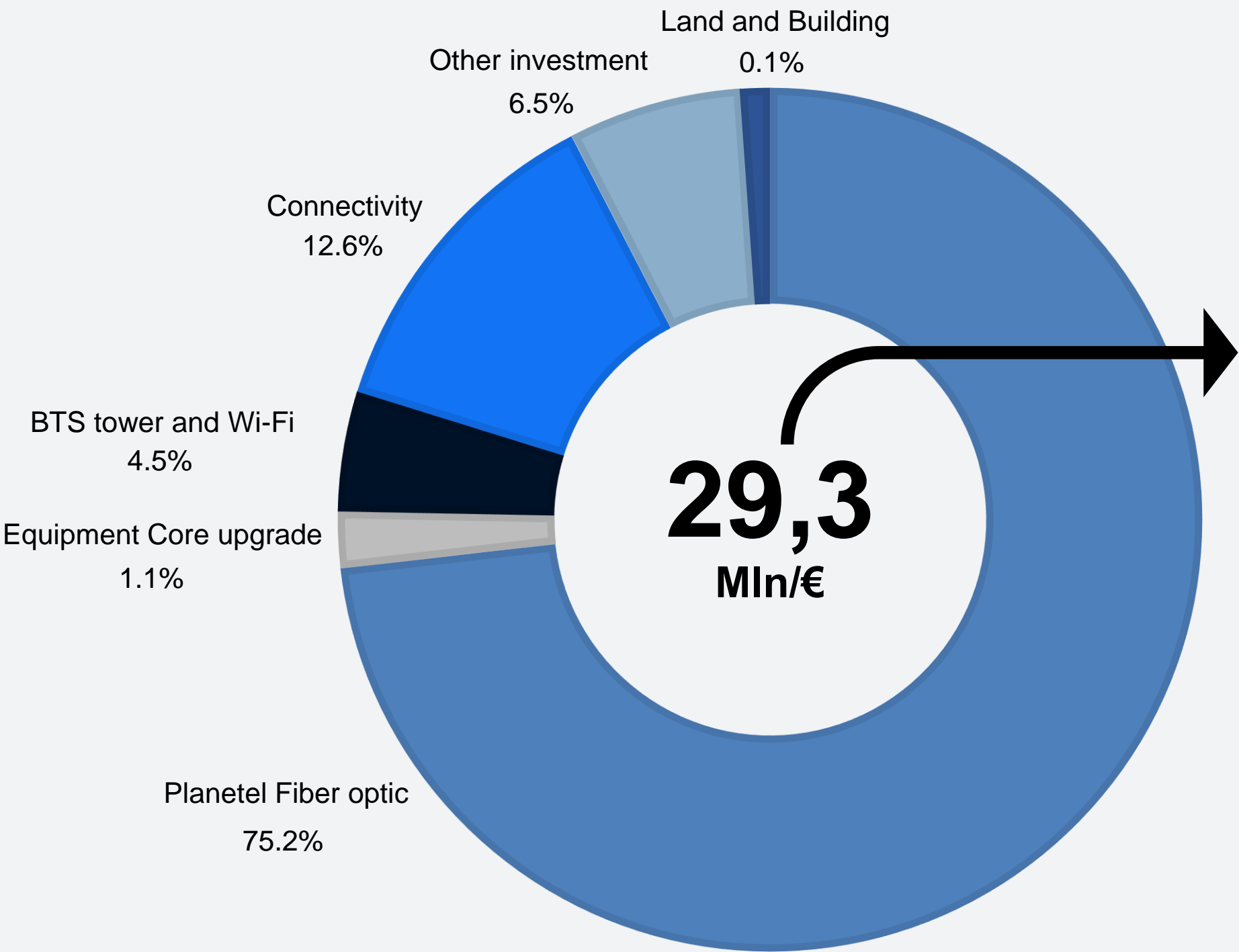


Investment continues



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**).

Breakdown of CAPEX



Land and Building	5,000 €
Planetel fiber Optic	22,048,045 €
Equipment Core upgrade	331,352 €
BTS Tower and wi-fi	1,305,647 €
Connectivity	3,692,435 €
Other investment	1,914,608 €
Tot.	29,297,608 €

Value of Planetel fiber-optic network on market

Planetel's fiber-optic network has a **market value** of approximately **EUR 150 million** if the value of **fiber per residential unit (1)** is taken into account, and even more than **EUR 380 million** if its **value per meter (2)** is simply considered in relation to the IRU market. This means that it is **still crucial to invest in and enhance the value of one's own fibre-optic network**.

1



Fiber optic market value per residential unit

500 €



Residential units covered by Planetel

305,595



Value of Planetel Fiber-optic network per residential unit

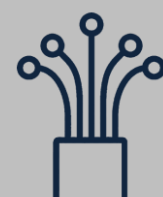
152,797,500 €

2



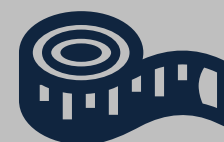
Market value of 1 meter
of fiber pairs

1.25 €/m



Number of fibers
in a cable

144



Meters of Planetel's
proprietary fiber optics

2,130,000



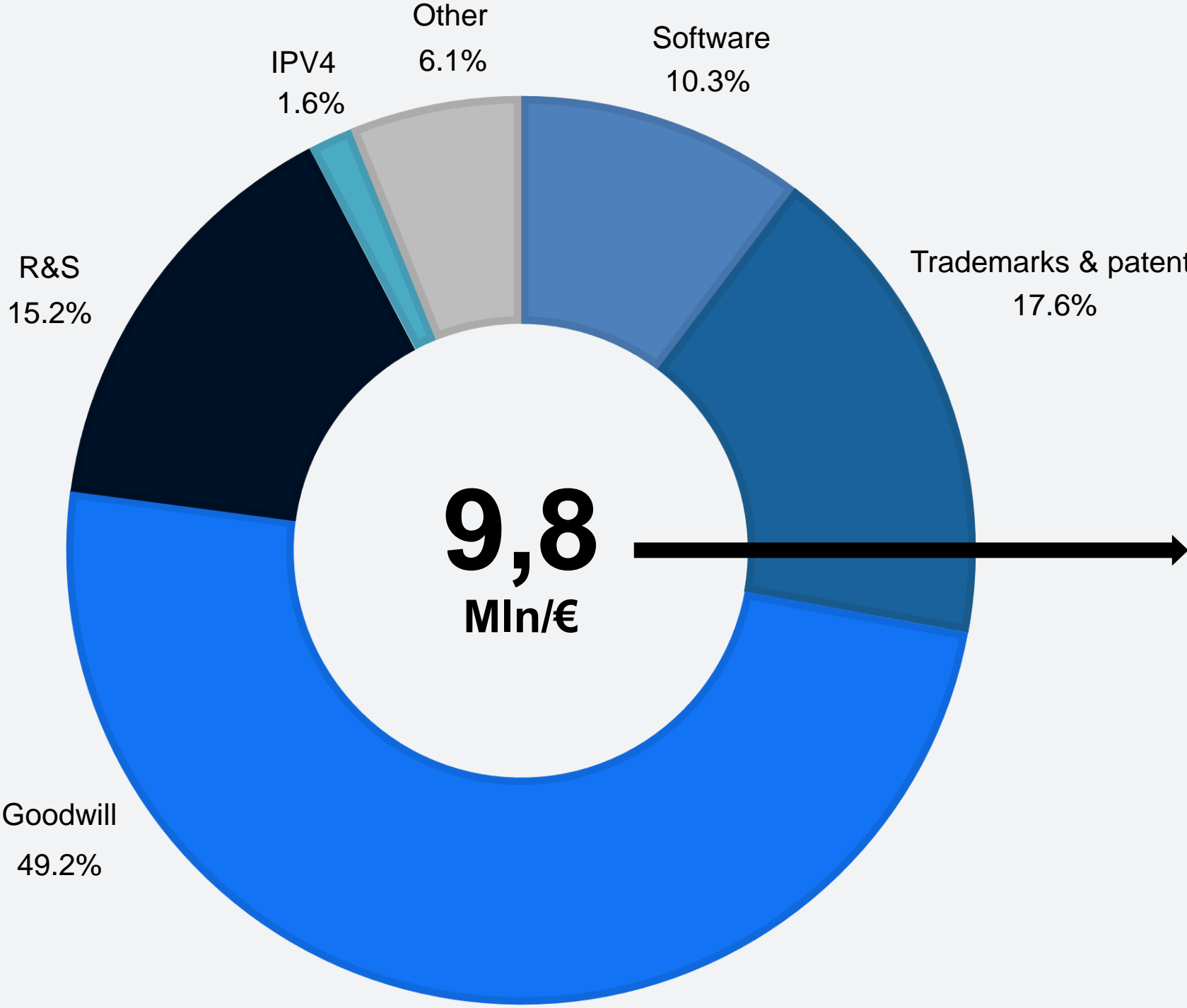
Value of Planetel Fiber-optic network on IRU market

191,700,000 €

This value is obtained from the market value of 1 single
meter of optical fiber, which is equal to 0.625 €/m

The focus on the market value of Planetel's proprietary fiber-optic network just outlined also serves as a **comprehensive reading of Planetel's market capitalisation** on the Italian stock exchange, which is **EUR 28,818,200**. This figure, of course, only **takes into account one Planetel asset and not all of them**. This shows **the strength of the company in relation to its total assets**.

Breakdown of intangible fixed assets



Software	1,014,959 €
Trademarks & patents	1,724,294 €
Goodwill	4,831,721 €
R&S	1,489,718 €
IPV4	154,781 €
Other	601,124
Tot.	9,816,597 €

Focus on goodwill for Group companies

Consolidated Company	Original Value	Amortisation	Net Value
Trifolio	50,772	12,693	38,079
Direte	3,495,914	873,979	2,621,935
Net-Admin	1,229,682	307,421	922,261
Connetical	1,249,703	62,485	1,187,218
Total from consolidated Company	6,026,071	1,256,578	4,769,493
Company merged	634,443	572,215	62,228
Total	6,660,514	1,828,793	4,831,721

Annual Amortisation
5,077
349,592
122,968
124,970
602,607
38,138
640,745

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 **240,750 Shares**, equivalent to **3.542%** of the entire share capital and **118.015%** 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 RESEARCH AND DEVELOPMENT

Patent Box: proprietary software products

Since 2023, Planetel started to **register its software products** and **put its own brand on them**. A strategy that aims to enhance these solutions developed internally through a recognized and reliable brand like Planetel.

PLANETEL MALL

the new Planetel E-commerce

DORY 6

for network management

SICOM

as Enterprise Resource Planning (ERP)

PEC AI

for PEC management on Sicom

VOICE AI

for voice management

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 2023.

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 Treedom.

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.

Dory 6

During 2023, the research and development activity relating to our **Dory 6 software** project was completed. Registration with the S.I.A.E. was requested. This allowed a **tax deduction** of €1,963,795.

Below is a detailed cost valuation for determining the tax deduction:

IP	YEAR	COSTS
DORY 6	2020	772,207
DORY 6	2021	631,582
DORY 6	2022	334,817
DORY 6	2023	46,662

These costs were increased by 110% based on the provisions of the Patent Box legislation:

IP	COSTS	INCREASED PATENT BOX COSTS	TAX DEDUCTION VALUE
DORY 6	1,785,268	110%	1,963,795

SICOM

During 2024, the **structural reorganisation** concerning Planetel's management platform called **SICOMWEB was completed**. This reorganisation includes a redistribution of roles in relation to the former software house Harnek Info S.r.l., the entry of another software house as a consultant to the Group, and the organisation of a dedicated internal department .

01.

As of April 2024, an **internal working group called PLT Applications**, consisting of employees and collaborators, began to structure itself.

This group, which became fully operational in November 2024, deals with evolutionary planning, day-to-day support management and problem analysis.

02.

Stark Technology Partner is the software house that Planetel has introduced as a consultant to the Group as of 2024.

This external company deals with software development and any problems reported by the PLT application group.

03.

Harnek Info S.r.l., the company that developed SICOMWEB, has the task of providing support to the Stark Technology Partner, both in the transition phase and in the subsequent management and implementation phases.

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Planetel
THANKS FOR ATTENTION