



# Planetel

Get be inspired by our fiber.

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**MID & SMALL IN MILAN 2022**  
30th November 2022  
Palazzo Mezzanotte, Milan



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

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

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



## HIGH SPEED CONNECTIVITY:

- Fiber-optic: Ultrabroadband connectivity (FTTC-FTTH-FTTB) (2.5Gb/sec)
- Wireless network in Bergamo and Verona (FWA)



## INTEGRATED DIGITAL SOLUTIONS:

- Cloud and DataCenter Network
- Cybersecurity
- ITcare



## VOICE

- Advanced voice solutions (Virtual PBX)

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

- The Company serves approx 200 municipalities,
- The most important wholesale companies
- 42,990 customers with a very low churn rate.
- 119 commercial network with (Planetel's points)
- A strong visibility on Recurring Revenues
- A scalable Fiber-network
- Efficient Capital Deployment
- Profitable cross-selling between Business Lines

Planetel has been listed at Euronext Growth Milan since December 2020.

## Our certificates



# Planetel in a nutshell

## PLANETEL AT A GLANCE

<b>€ 14,5m</b>	<b>82,2%</b>	<b>€ 10,8m</b>	<b>200</b>	<b>42.990</b>
Total Revenues HY 2022 + 28% YoY	Of Recurring revenues in HY 2022 (1)	2021 Total Revenues HY 2021	Municipalities served with fiber of which 70% are direct clients (2)	Planetel's Group active clients

## ASSETS

<b>2315 Km</b>	<b>9.0 months</b>	<b>12,50 €/meter</b>	<b>1144 cabinets</b>	<b>3 Datacenters</b>
Planetel's backbone fiber-optic network for HSC (FTTC-FTTH-FTTB 2,5Gb/sec (4)	From investment to activation of the commercial services	Average Capex requirement per each meter (5)	For FTTC & FTTH connections	<b>44 BTS towers (FWA)</b> <b>119 Planetel points</b>

## OTHER RELEVANT INFORMATION

<b>1985</b>	<b>5 Companies</b>	<b>135</b>	<b>6 offices</b>	<b>Strong presence in 3 Regions</b>
Year of establishment	Of which 4 subsidiaries	Qualified and skilled resources in 1H 2022	in Treviolo, Lecco, Brescia, Lonato and Verona, Monza	Lombardia and Veneto (two of the richest Regions in Italy) and Campania

1) Recurring revenues are generated by connectivity contract subscriptions.  
2) +33,3% at June 2022  
3) Of which 28.396 are connectivity-linked clients, and 14.594 related to other Group's services.  
4) It comprises (i) 1.325,4 km of proprietary fibre network  
5) Average capex requirement per meter is calculated only on total km of proprietary fibre network.

# Governance

## BOARD OF DIRECTORS



**BRUNO PIANETTI**  
CHAIRMAN  
CEO



**MIRKO MARE**  
BOARD MEMBER  
COO





**RAMONA CORTI**  
INDIPENDENTBOARD MEMBER  
CFO

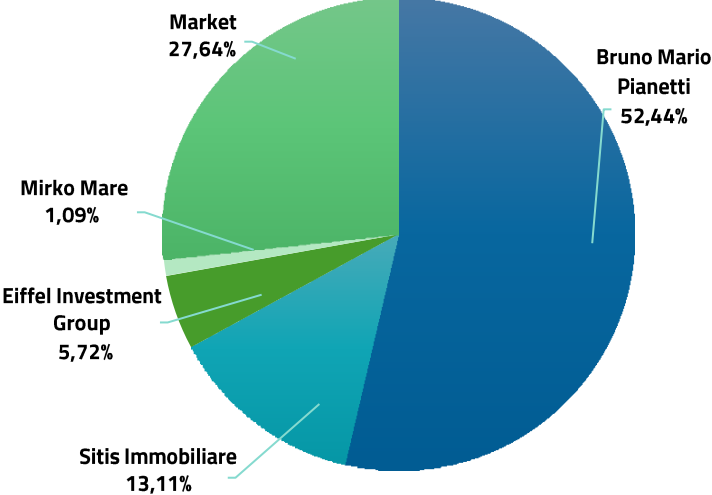
## MANAGEMENT

**BRUNO PIANETTI**  
CEO

**MIRKO MARE**  
COO

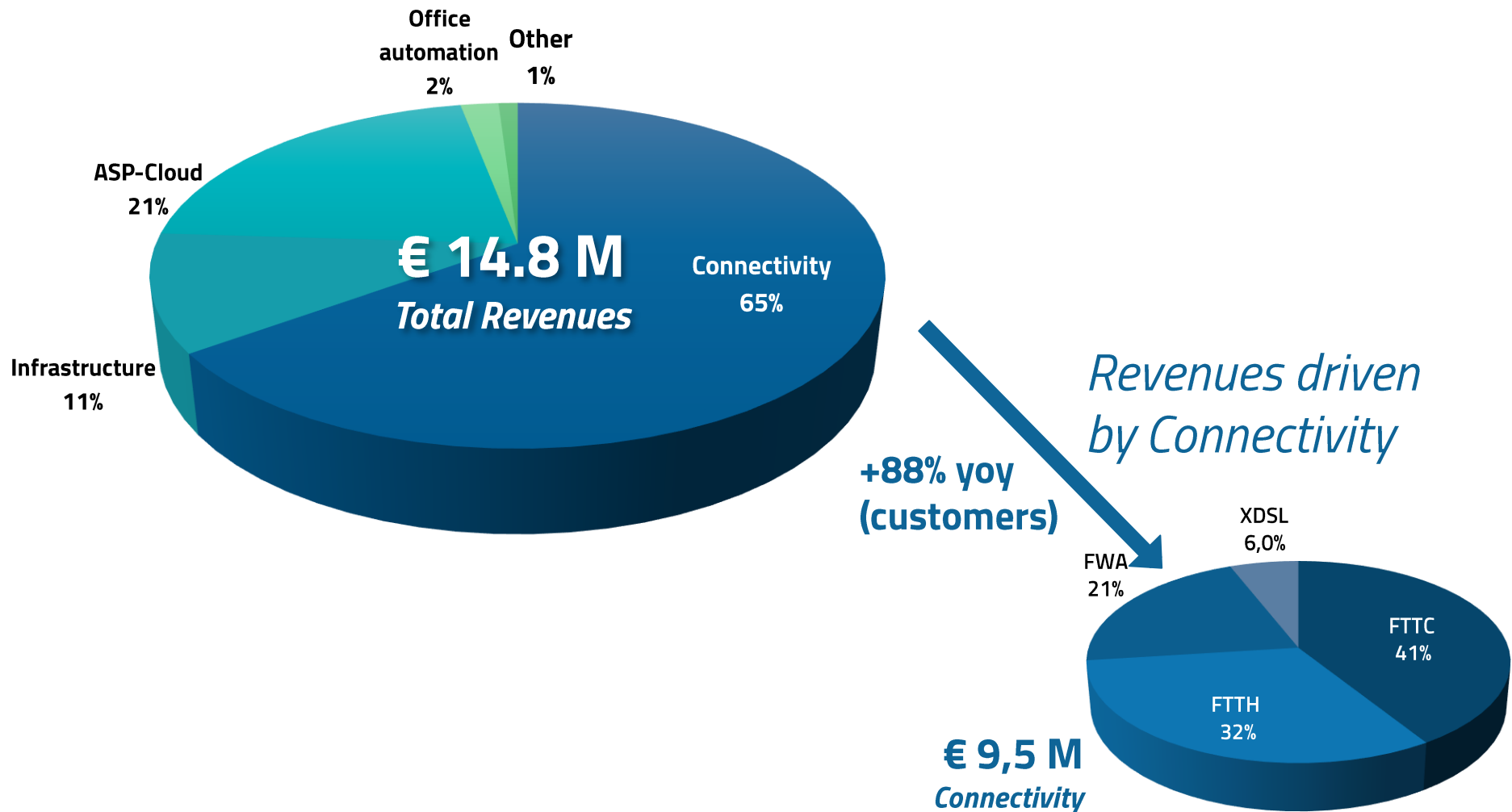
**MICHELE PAGANI**  
CFO

## SHAREHOLDER’S STRUCTURE



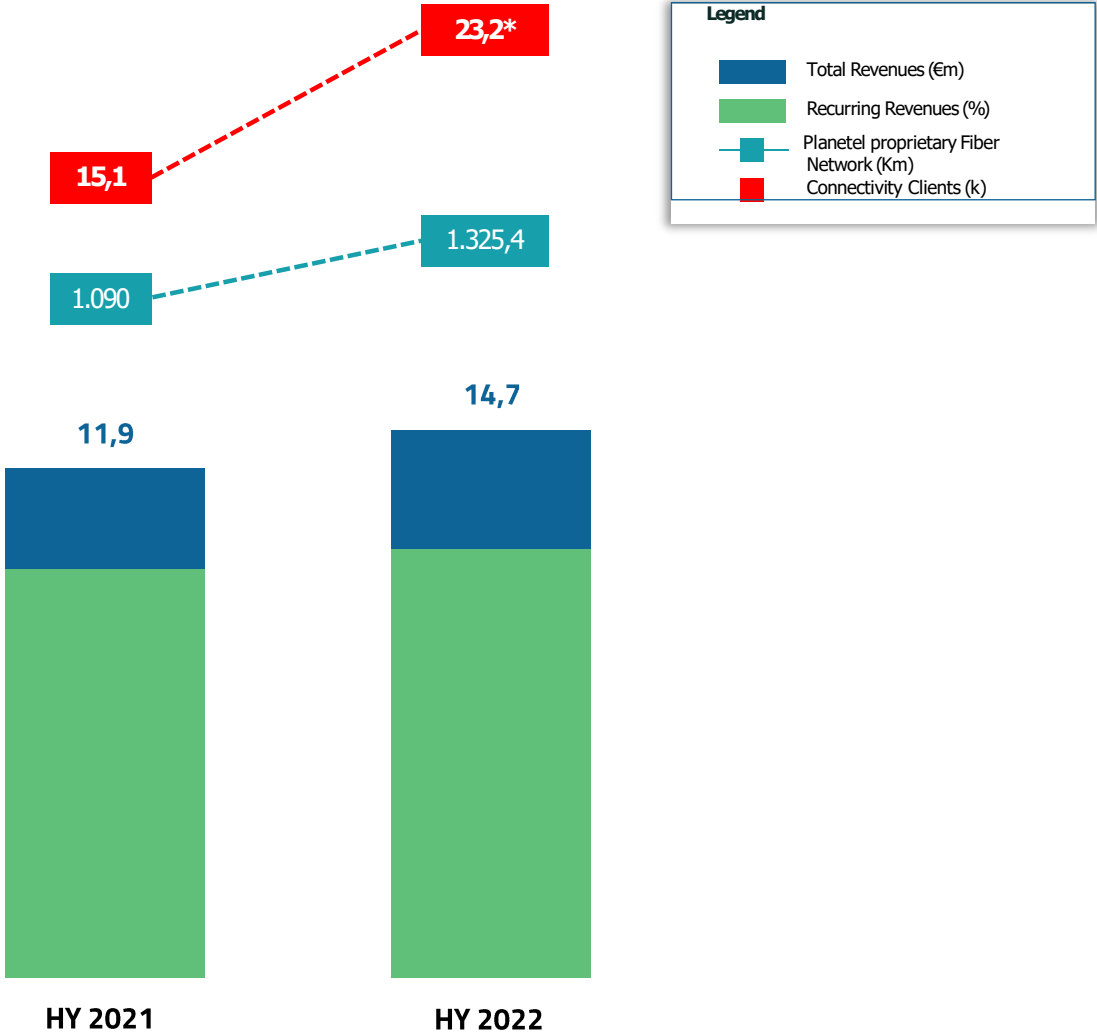
SHAREHOLDER	N° OF SHARES OWNED	% OF SHARE CAPITAL
Bruno M. Pianetti	3.540.984	52,44%
Sitis Immobiliare	885.246	13,11%
Eiffel Inv. Group	386.020	5,72%
Mirko Mare	73.770	1,09%
Market	1.866.742	27,64%
Total	6.752.762	100,00%

# We provide fiber, cloud, integrated digital solutions



In June 2022, 65,% of the Group's revenues were generated by the Connectivity business line, which includes mainly fibre subscriptions (either FTTCAB or FTTH) among other services. ASP-Cloud services and Infrastructure amounted to € 3,07 M and € 1.67 M respectively. At the end of 2021 connectivity generated 62,7% of revenues.

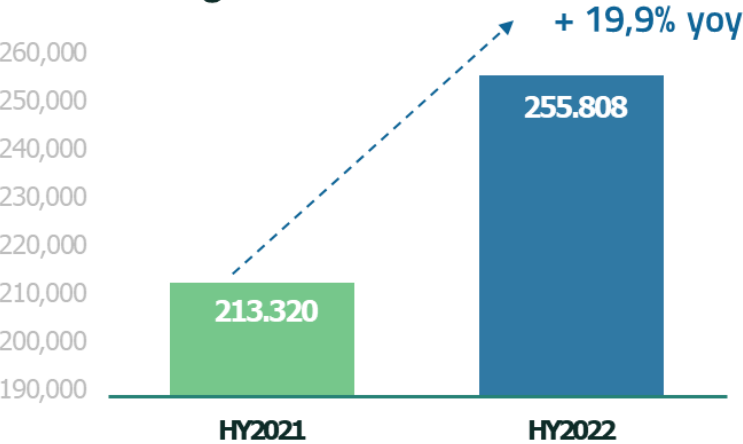
# A story of steady growth



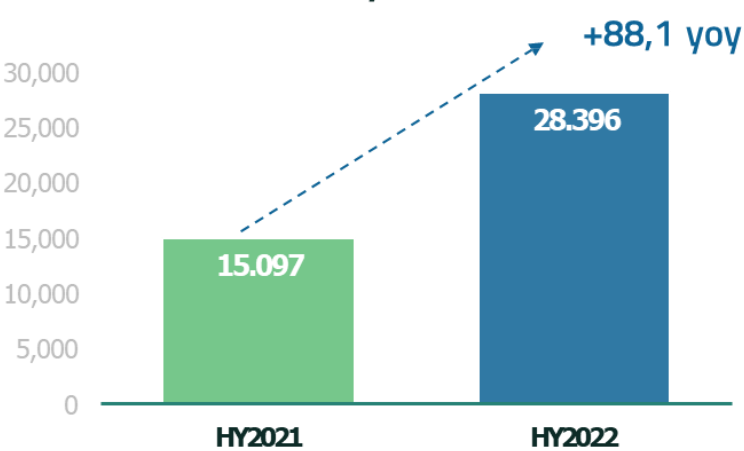
\* Total customers 28,4K , but more or less 5k of Direte srl customers are on the Wi-Fi services

Profile

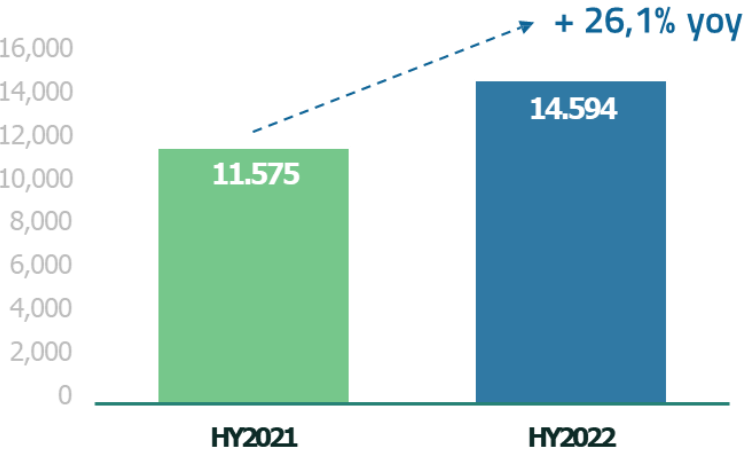
Fiber coverage Area



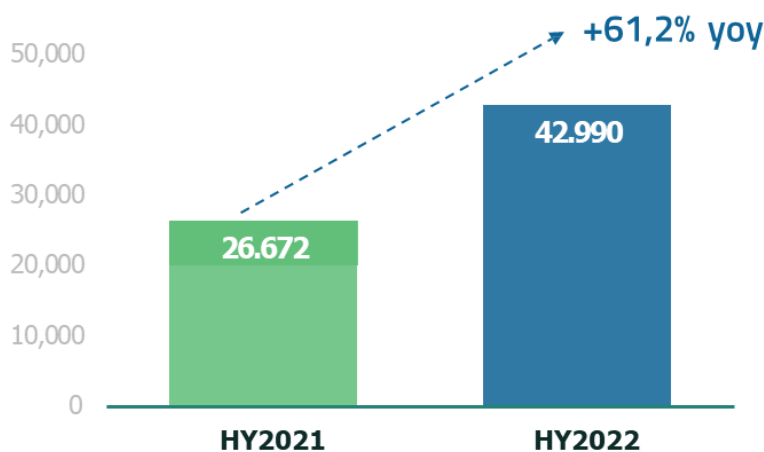
Clients for connectivity



ASP Clients and others



Total clients

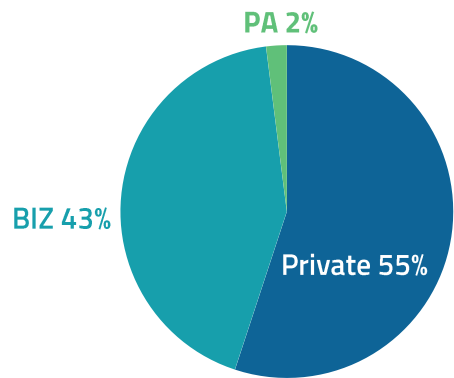


Churn rate connectivity: **4,95%** (on six months base)

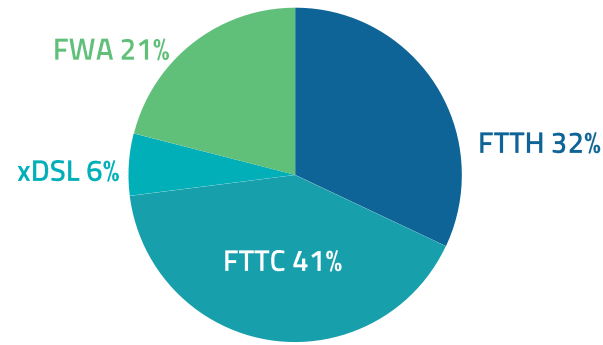


# Breakdown

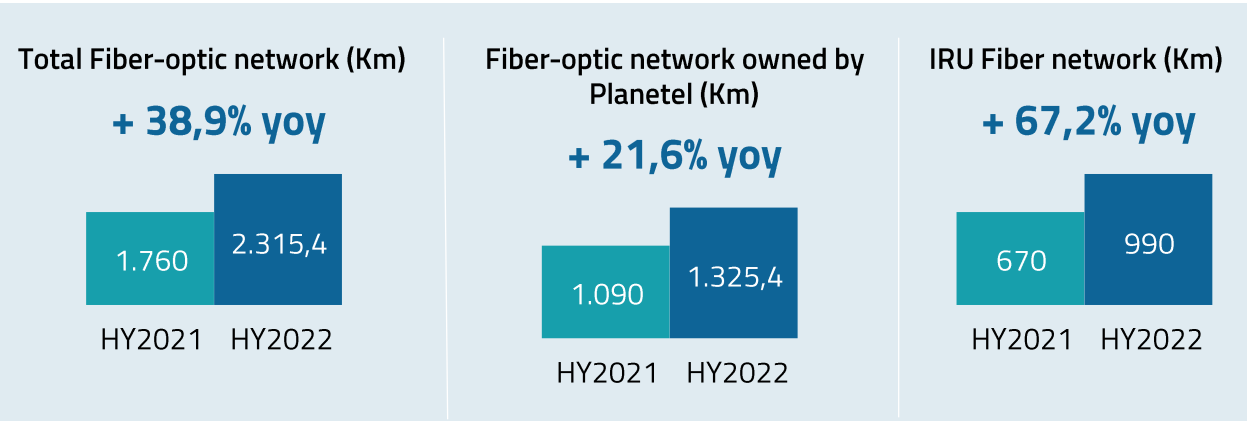
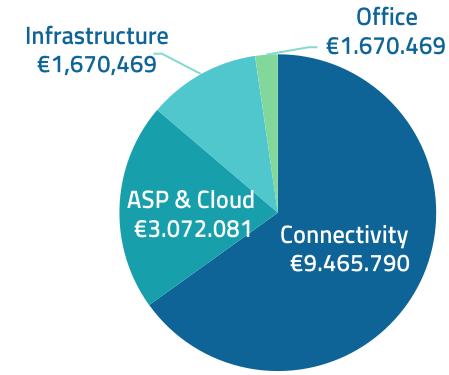
New Contracts 1H 2022 (by Cluster)



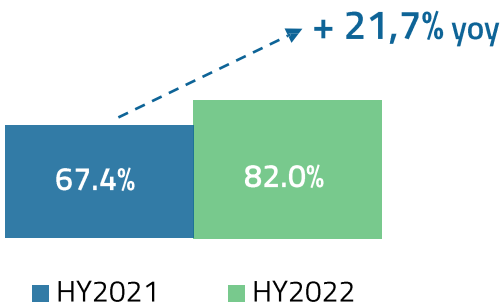
Connectivity Revenue



Revenue Breakdown by services At 06/2022



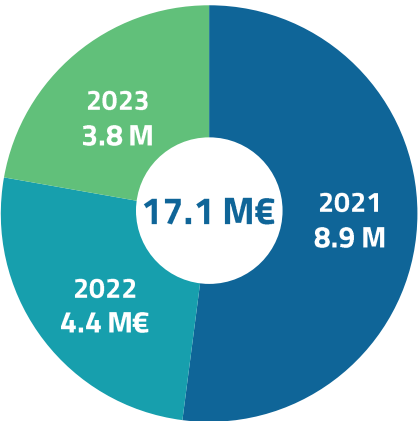
Recurring Revenue



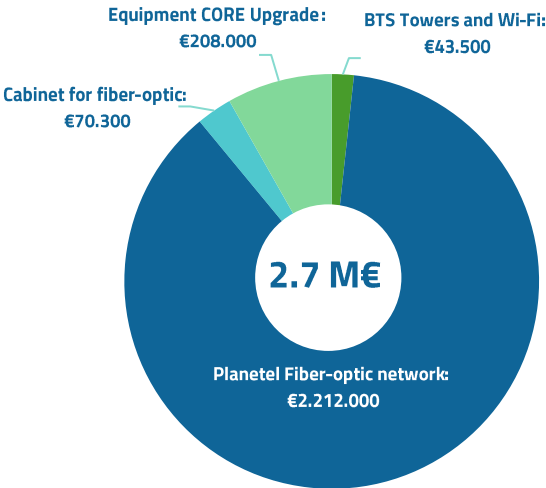
# FY 2022 investment continues

Source Company data as at 30 June 2022

Planned Investments 2021-2023 17.1M€

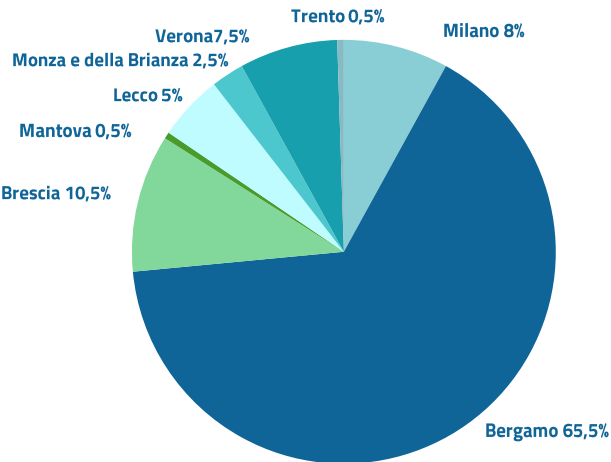


Planetel's investments as at Half Year 2022 2.7 M€

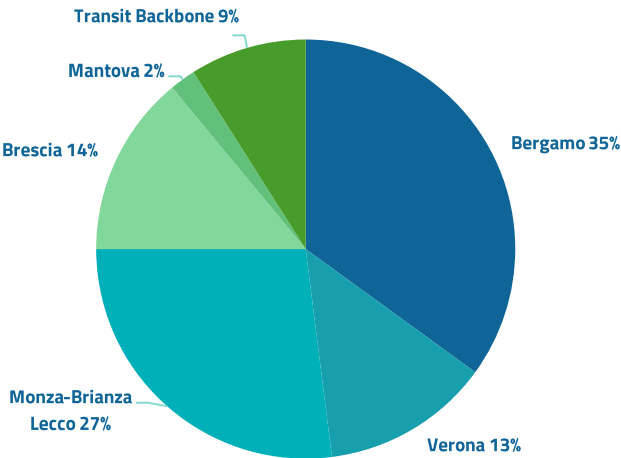


## Breakdown

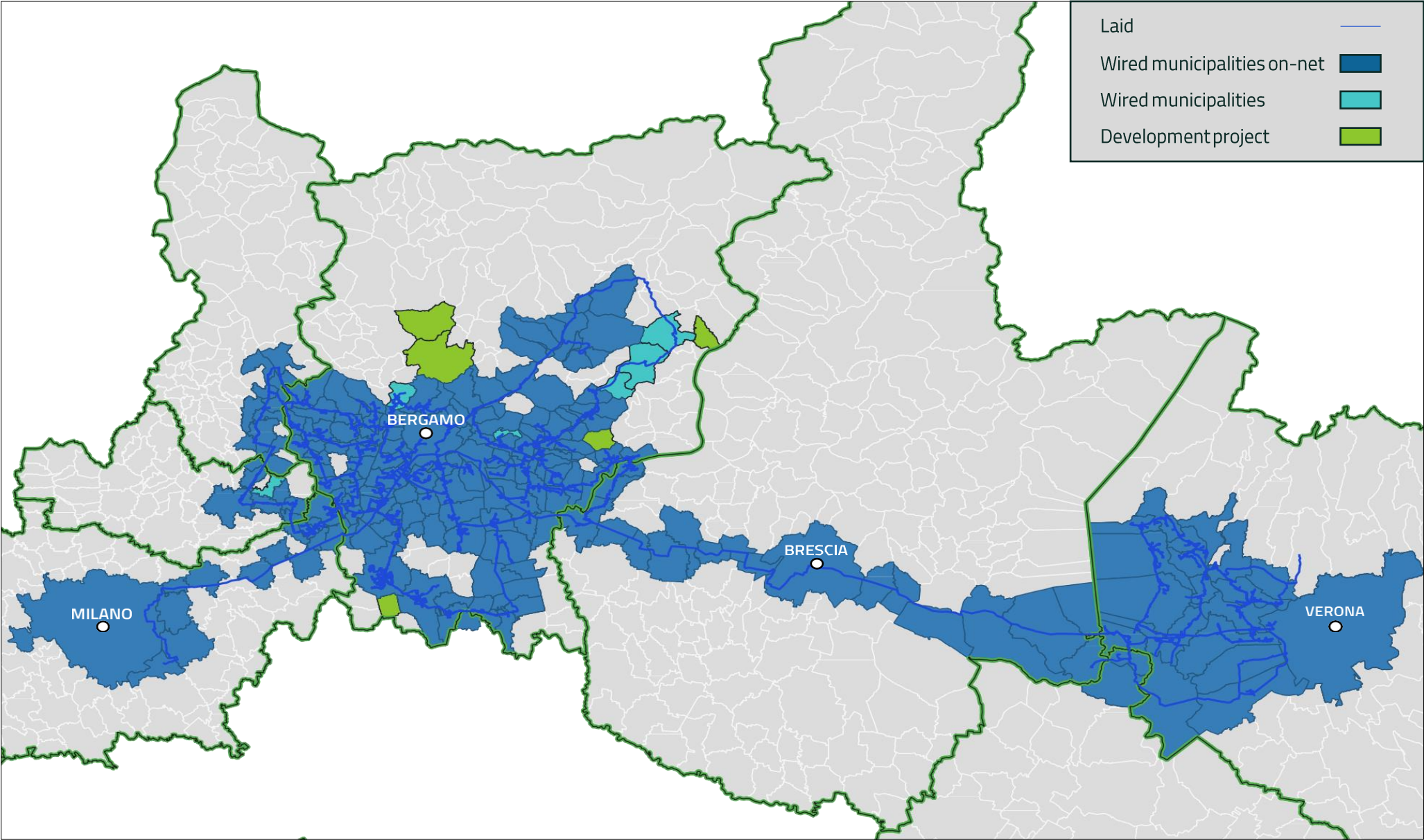
Proprietary network breakdown by district (As at June 2023)



Capex plan final year 2021-2023

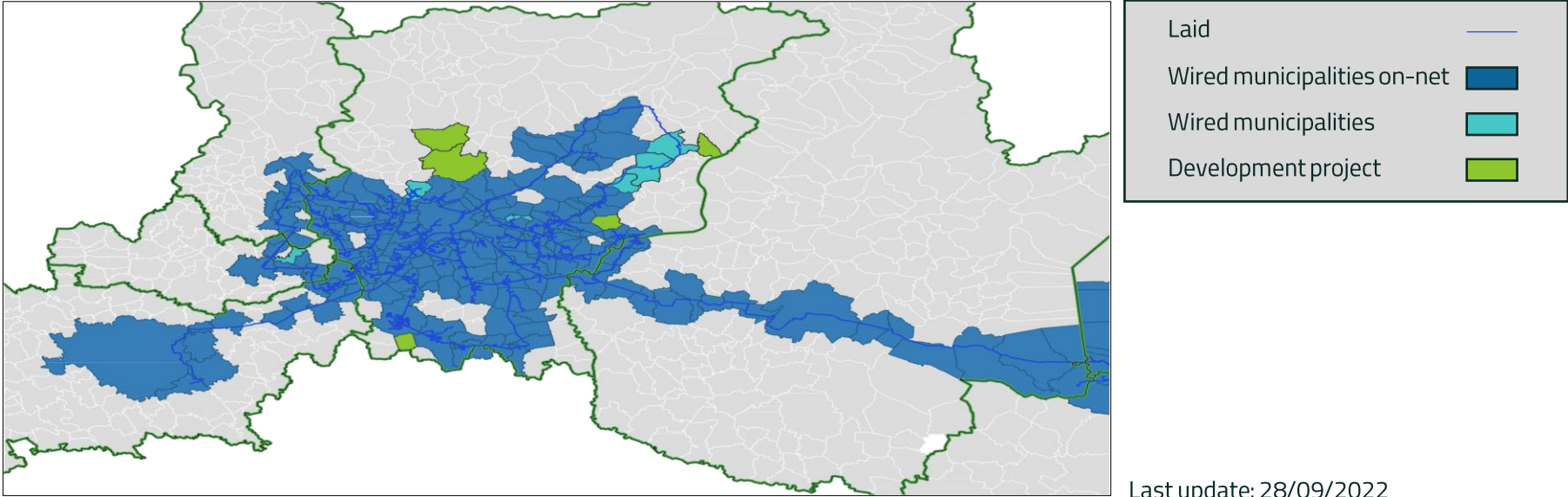


Trento district is a new entry 2022 into the Planetel's capex plan 2021-2023

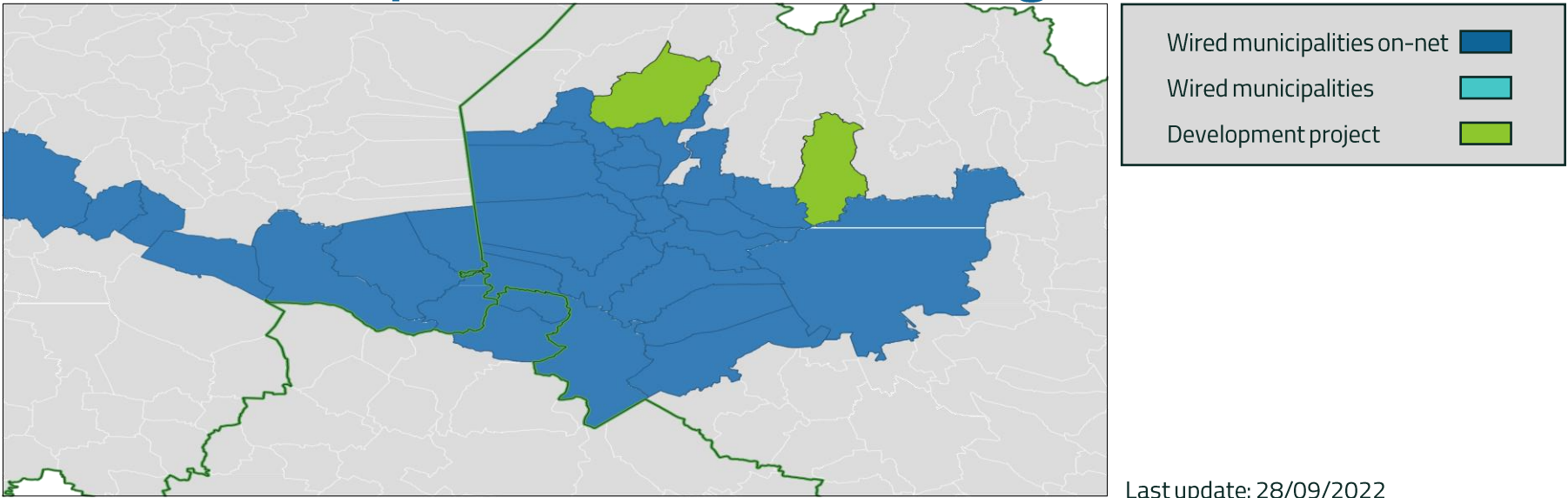


Last update: 28/09/2022

# Planetel Fiber-optic network in Lombardia Region



# Planetel Fiber-optic network in Veneto Region





# M&A: diRete in numbers

## Acquisition closed on 22/12/2021 with 100% shares

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

Direte has been one of the most important resellers of FWA connectivity nationwide. Very loyal business customers and coverage areas that are often in a digital divide or otherwise poorly covered by the big operators.

**An opportunity for Planetel to expand its customer base in a fast and structured way, with two very important targets:**

1. To provide Direte customers with the group's services, both connectivity and cloud
  2. Move customers covered by the Planetel network from FWA/FTTC to FTTH Planetel.
- **Revenues 2021:** About 5 MIL euros
  - **Customers:** About 9.000 customers (60% residential, 40% Biz)
  - **Main Suppliers:** Eolo, Intred, Irideos (NOT Planetel, it means that all of them are new customers for the group)
  - **Employees:** 21 people (7 technicians)



# M&A: Net-Admin in numbers

## Acquisition closed on July 2022

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

Thanks to the skills acquired in many years within the industry, Net-Admin has built up impressive experience in the world of on-premises systems/infrastructures, cloud and networking, enabling it to develop its own data centers for the provision of cloud services. Over time, in fact, the Company has been able to build its own distinct identity in the cloud and web market, managing virtualized infrastructures with the most cutting-edge tools of the moment, and being able to respond to very important requirements of web portals of national importance. Net-Admin holds the brand serverincloud.it. With the acquisition of Net-Admin, the domain will certainly become central to the group's online business proposition.

**Again, integration with Planetel is taking place on two levels:**

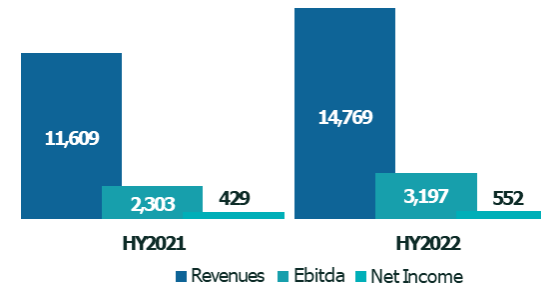
1. Infrastructure level. Net-Admin will move, by 2022, all the servers and platforms it uses onto the Planetel network. This opens new possibilities for customers.
  2. Incorporate new virtualization technologies used by Net-Admin into Planetel.
- **Turnover 2021:** 1.04 ML
  - **Turnover as at 30/09/2022:** 1.3 ML
  - **Datacenters:** 2
  - **Servers under management:** approx. 1400



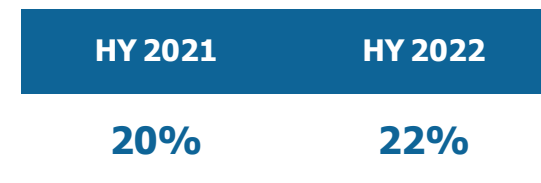
# Profitable growth continues in FY 2022

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

## Revenues +28% yoy



## EBITDA Margin +39% yoy



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

# Net Financial Position

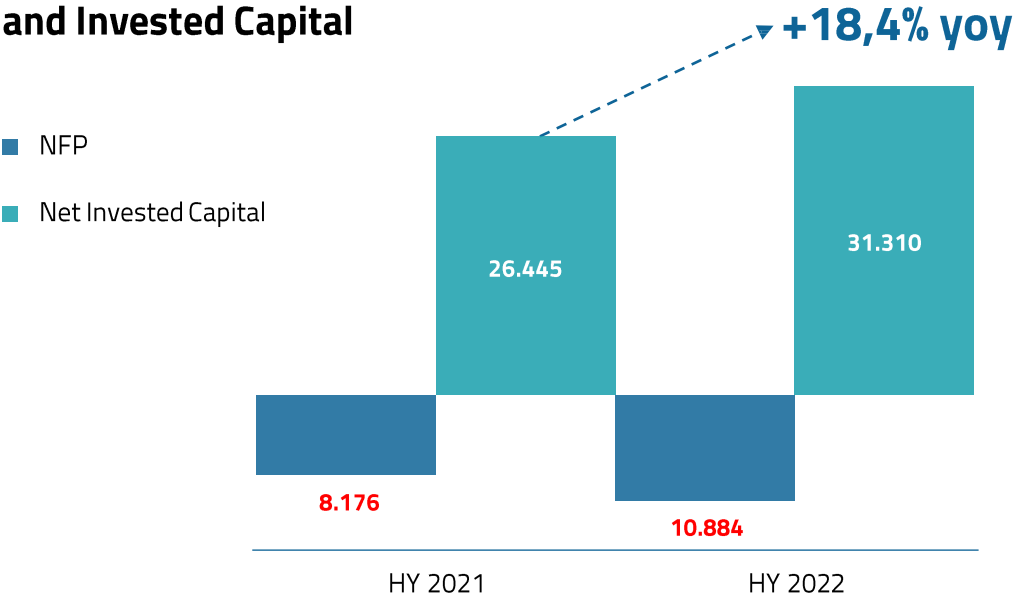
Balance Sheet	30.06.2022	31.12.2021	% Change
(Data in Euro/000)	Consolidated	Consolidated	HY22-FY2021
Intangible fixed assets	9.701	8.688	12%
Tangible fixed assets	24.978	23.801	5%
Financial fixed assets	237	5	40%
<b>Net fixed Assets</b>	<b>34.916</b>	<b>32.494</b>	<b>7%</b>
Inventory	1056	897	18%
Commercial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

- The Group recorded Net Equity of 19.9 million Euro at 30.6.2022, compared to 17.9 million Euro at 31.12.2021.
- The balance sheet highlights the increase in investments (+7%) compared to the year ended at 31.12.2021 and the increase in the negative net financial position which change from € 8.2 million to € 10.9 million following new loans and the issue of a new € 3.5 million minibond fully subscribed by UniCredit. These loans were used not only for investments in fixed asset but also for the acquisition of the 100% stake in Net-Admin S.r.l.
- In the HY 2022, development activities continued with an investment of € 8.9 of which €4.95 invested for the development of the fiber network in FTTH and FTTC Mode. In June 2022, the fiber infrastructure covered approximately 2445,4 Km with an increase of 38,9% compared to June 2021 of which 1.325,4 Km owned and 1.120 Km in IRU.

# Net Financial Position

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

## Net Financial Position and Invested Capital





# The Cloud Market

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

- **The skills, commercial and technical** in HY 2022 new skills are arrived in Planetel
- **The 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 mean? Cost reductions (more or less 30% minus), and new important advanced services. In the first part of 2023 the migration will be closed definitively. A long period of hard job, for a new voice network in Planetel.

## 2022 Planetel Cloud Services Offering



### Platforms & Cloud Services

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



### PBX

- Sangoma
- Mycall



### 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



### Professional & Support Services: ITCARE

ItCare is a new Business Unit created in Planetel dedicated to provide professional services supporting private companies and Public Administration. In the first half of 2022: about 20 customers (enterprises and municipalities), 1000 devices inside their offices.

# Our approach for sustainable future



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



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



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

# Stock Performance

Stock

Planetel SpA (PLT-MIL)

10/31/2021 to 10/31/2022(Daily) High: 10.00 Low: 6.10 Chg: -32,37%



31 October 2021 – 31 October 2022

Source: Nasdaq

**PLANETEL S.p.A.**

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

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

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

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