

Planetel

Get inspired by our solutions

An abstract graphic consisting of numerous thin, glowing blue lines that curve and flow across the lower half of the image, creating a sense of motion and digital connectivity.

NEXT GEMS
PALAZZO MEZZANOTTE, MILANO
17-18 OTTOBRE 2023

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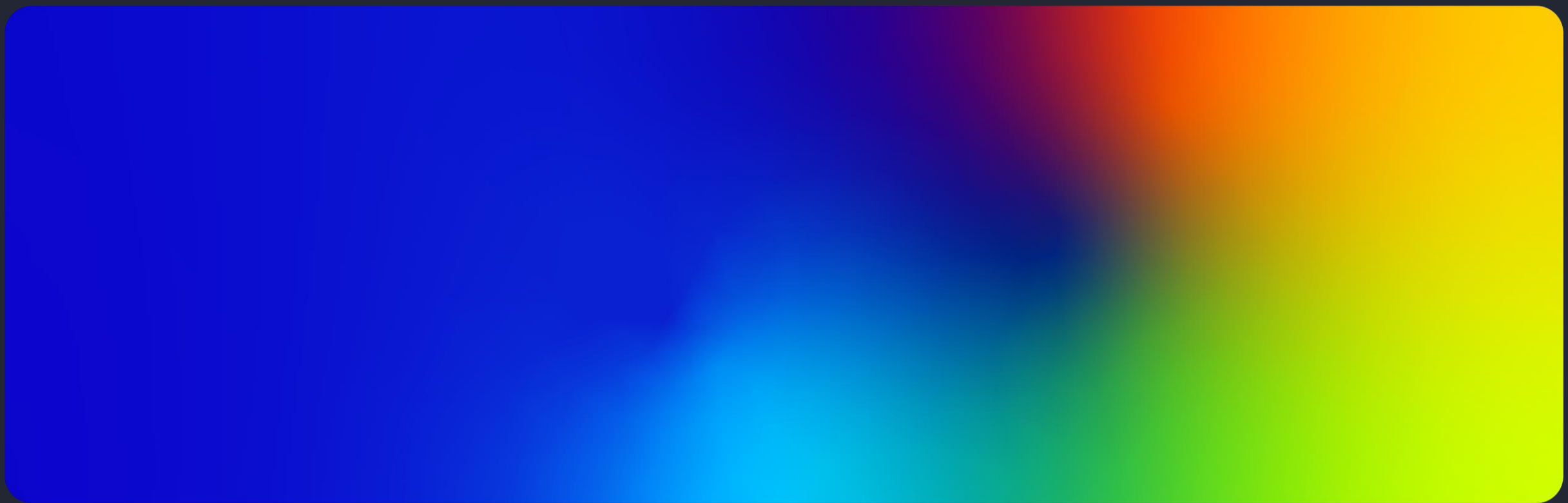
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Profile



A Picture of Planetel Group

The Planetel Group is an entrepreneurial reality present since 1985, made up of various companies located between Lombardy, Veneto and Campania, an experienced organization providing **integrated communication solutions, connectivity, ASP/Cloud services and IT solutions**, dedicated to retail and medium/large corporate as well as wholesale and public sector. Thanks to its proprietary backbone offers ultra-fast connectivity to major wholesale operators.

Quality and Responsibility

Attention to quality and **care for the customer**, responsibility and **support for the territory** in which it was born and developed, and **attention to social, environmental and development aspects**, has guided Planetel in the effort to achieve quality certifications and ESG.



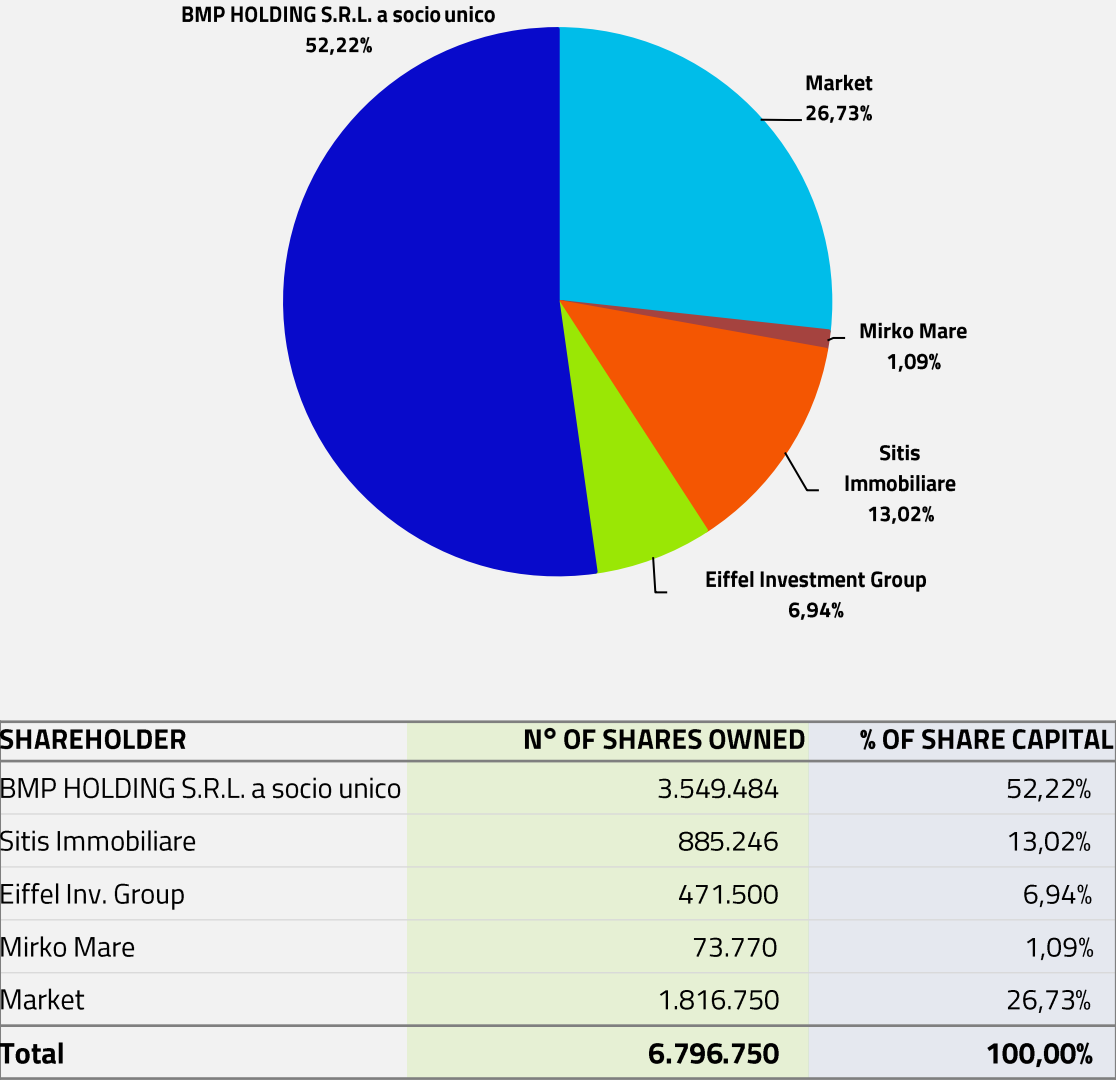
Governance



Management



Shareholder's structure



Planetel in a Nutshell (30/06/2023)

PLANETEL AT A GLANCE

€ 16,0m

Total Revenues
HY 2023 + 10% YoY

90%

Of Recurring revenues
in HY 2023 (1)

€ 14,5m

Total Revenues
HY 2022

270

Municipalities served with fiber,
of which 83% are direct clients (2)

49.735

Planetel Group active
clients

ASSETS

3.098 km

Planetel backbone fiber-optic
network for HSC (FTTC-FTTH-
FTTB 2,5Gb/sec (3)

9,0 months

From investment to
activation of the
commercial services

7,70 €/meter

Average Capex
requirement per each
meter (4) (5)

5 datacenters
44 BTS towers (FWA)
111 Planetel points (6)

1.200 cabinets

For FTTC & FTTH
connections

OTHER RELEVANT INFORMATION

1985

Year of
establishment

6 companies

Of which 5 subsidiaries

164

Qualified and skilled
resources HY 2023

8 offices

Treviolo, Lecco, Brescia, Lonato,
Verona, Monza, Padova, Napoli

3 Regions

Lombardia, Veneto and
Campania

1) Recurring revenues are generated by connectivity contracts subscriptions.

2) + 35% on HY 2022










3) It comprises 2010 km of proprietary fibre network

4) Average capex requirement per meter is calculated only on total km of proprietary fibre network

5) In the first six months of 2023 the network of public illumination was used to transport Planetel fibre, allowing a decisive reduction in costs.

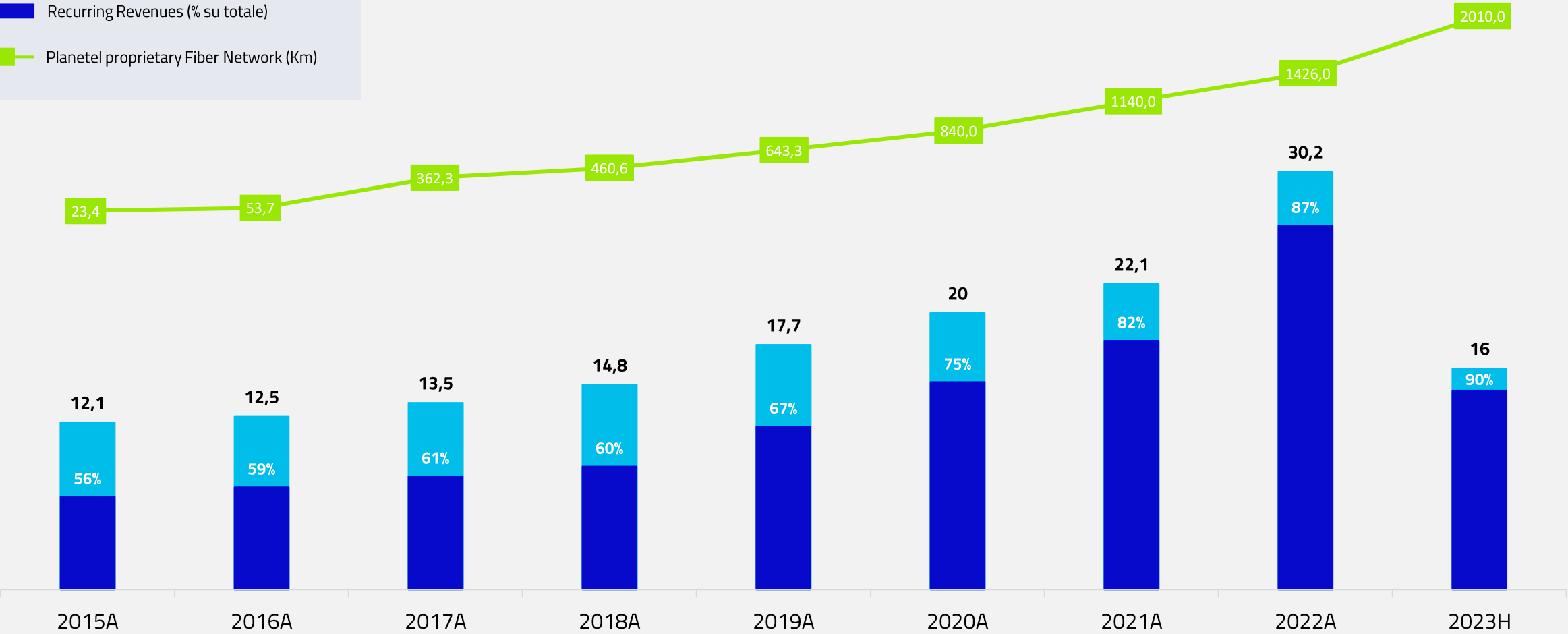
6) The reduction is due to a qualitative selection of the points

Group History & Development

1985-1999	2000-2009	2010-2019	2020	2021	2022	2023
<p>Eestablishment of S.I.T.I.S. S.r.l., first system integrator company</p>  <p>Trifolio S.r.l., the office automation company</p> 	<p>Establishment of Planetel S.r.l., the OLO national network services provider</p> 	<p>Acquisition of EnjolP S.r.l., dedicated to commercial development in Campania Region</p>  <p>Acquisition of Servizi Internet S.r.l., a web and cloud computing company</p> 	<p>Since December Planetel is listed on the Euronext Growth Milan, the multilateral trading system run by Borsa Italiana S.p.A.</p> 	<p>Acquisition of DiRete S.r.l., a radio-connectivity provider based in Lake Garda area</p>  <p>Merger of Sitis S.r.l. and Servizi Internet S.r.l. in Planetel</p>	<p>Acquisition of Net-Admin S.r.l., a company dedicated to infrastructural and application services</p> 	<p>Acquisition of Trivenet S.r.l., an ITC services company located in the eastern area of Veneto</p> 
IT services and system integration		New Datacenter in Brescia			New application and infrastructural services	New Datacenter in Padova
	<p>Planetel implements and activates its proprietary wireless network</p> <p>Planetel begins laying proprietary fiber-optic networks</p>	Extension of the fiber-optic network	Extension of the fiber-optic network continues, and other municipalities are reached	Core network upgrade to 100Gb/s. Access network increased to 2.5Gb/s, update at the end of 2021 at 10 Gb/s	Extension of the fiber-optic network continues, and other municipalities are reached	Planetel achieves 3.000 Km of proprietary fiber-optic networks and more than 250 municipalities served

A strong growth story

- Total Revenues (M)
- Recurring Revenues (% su totale)
- Planetel proprietary Fiber Network (Km)



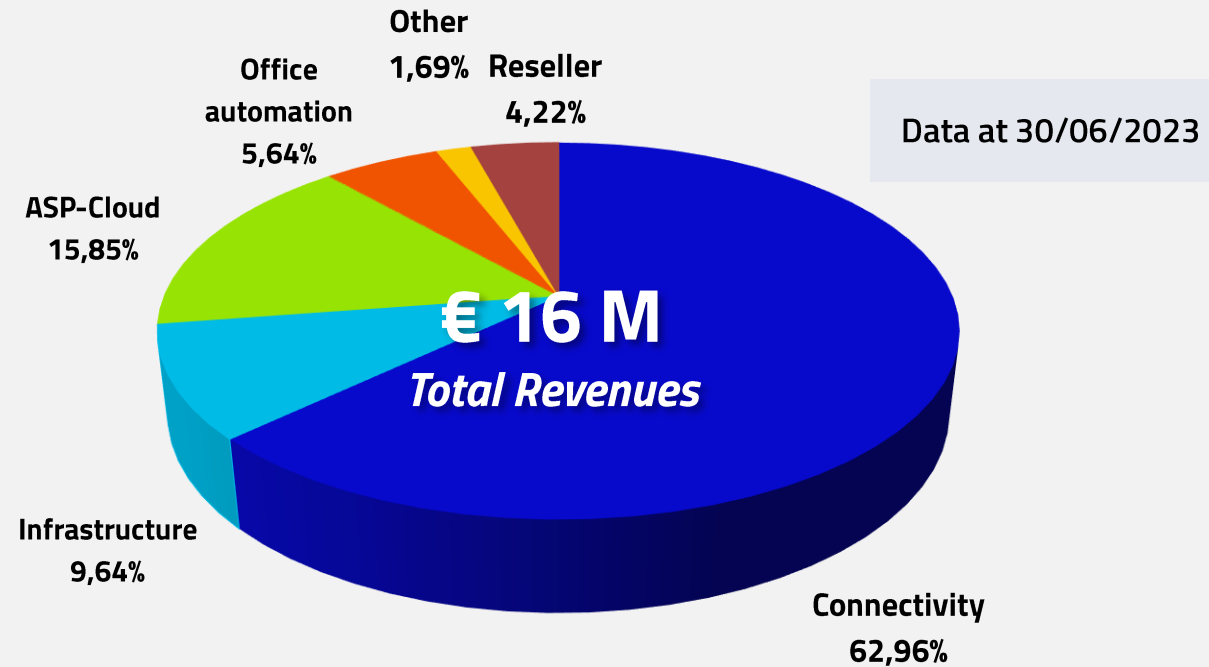
An all-round offer through specialized business unities

Telecommunication

IT services & cloud

Infrastructure

Office automation






In June 2023, 62,96% of the Group's revenues were generated by the Connectivity business line, which includes mainly fiber subscriptions (either FTTCAB or FTTH) among other services. ASP-Cloud services and Infrastructure amounted to € 2.53 M and € 1.54 M respectively. At June 2022 connectivity generated 65% of revenues.




A wide range of telecommunication offering

Fiber Optic Connectivity

FTTH (Fiber to the Home) and FTTP (Fiber to the Premise) solutions.



-  Guaranteed bandwidth up to 95%
-  Speeds up to 10 Gb
-  Excellent performance at low cost

Dedicated Fiber optic solutions.

-  Guaranteed bandwidth up to 95%
-  Speeds up to 100 Gb and multiples on backbone
-  Greater stability of connection

Radio Connectivity

WIFOX Point-to-Point is a service with **standard FWA (Fixed Wireless Access)**, and **Hiperlan technology**.

-  Guaranteed bandwidth up to 95%
-  Speeds up to 10 Gb

Telephony

VoIP Connect is an integrated solution, where voice traffic and unified messaging services converge efficiently and cost-effectively over a single IP network, via new or existing connections.

The **ChiamaVerde service** allows for advanced management of non-geographic numbering.

With the **WLR service**, companies have the possibility to free themselves from the current telephone company, without any interruption of service, and choose Planetel as a single operator.

Mobile Telephony solutions are available in rechargeable or subscription versions and Companies can choose between tariff plans the one that best suits their specific needs.

Hotspot

Wi-Fi coverage service in public or private areas through a **Hotspot system** simple to manage and customizable, and with easy authentication, immediate and secure.

A solid infrastructure of IT Services & Cloud offering

Cloud Services

- Cloud Backup
- IaaS – PaaS Services
- Disaster Recovery
- Docker, Docker Swarm, Kubernetes
- Value-added Consultancy

Web Services

- RegistrallTuoMarchio
- Domains Registration and Maintenance
- Hosting Websites
- E-Mail Marketing
- E-Mail Archiving
- Independent SMTP
- VPS/VM
- ArchiviaDrive

IT Services

- Desk IT Services
- Systemic Activity
- Consultancy

Cybersecurity

- Network Security
- IT Security
- Integrated Security

IT Infrastructure

- Data Center
- Networking
- Devices
- Software

Datacenter

Colocation, Cloud and Information Security solutions are based on the solid infrastructure and the territorial presence of 5 Data Centers with proprietary fibre 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., Planetel has been enriched with an additional datacenter that will be integrated in the circuit.

VOICE AI: Our latest cutting-edge special project

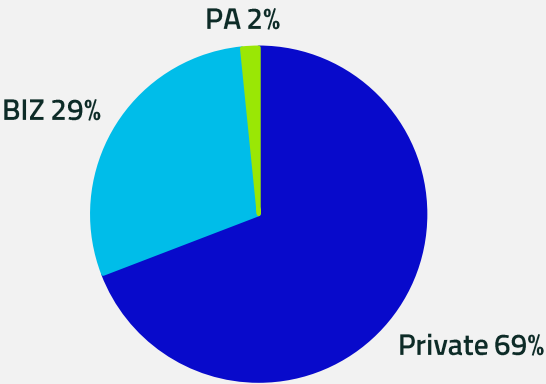
Among the special projects to which Planetel has dedicated its efforts in terms of personnel and skills, the **VOICE AI** project stands out.

The project involves the design and development of a platform capable of **managing** all aspects relating to **voice services, traffic details, price lists, offers**, in order to also **manage the billing and configuration options** of these services on behalf of third parties. The platform is based on the **Planetel Cloud infrastructure**.

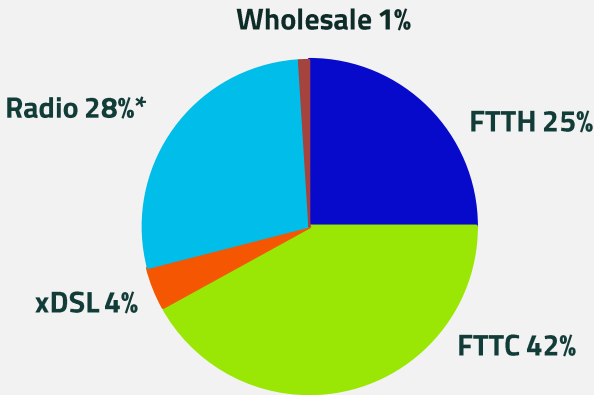
The platform met and satisfied the expectations of the first customer, who successfully used it for the first invoicing of voice services in August 2023.

Breakdown

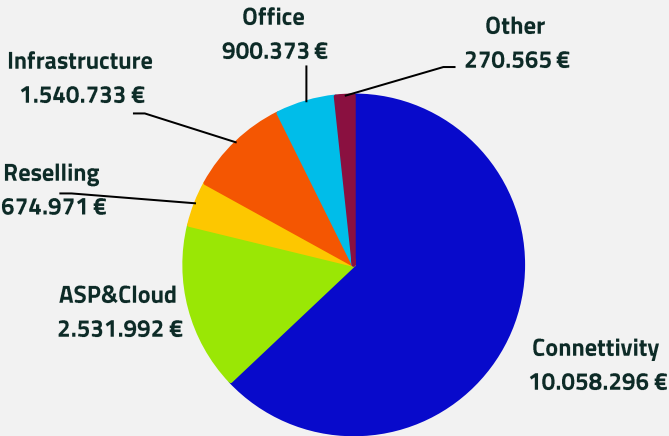
New Contracts HY 2023 (by Cluster)



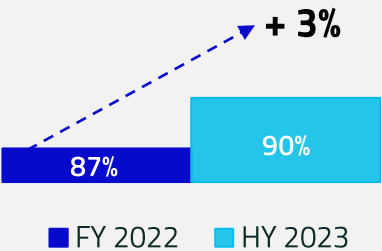
Connectivity Revenue HY 2023



Revenue Breakdown by services HY 2023

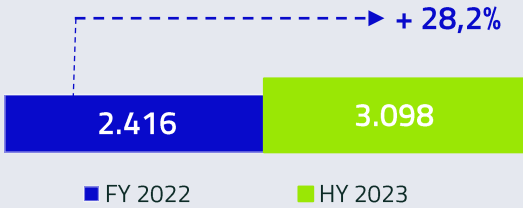


Recurring Revenue

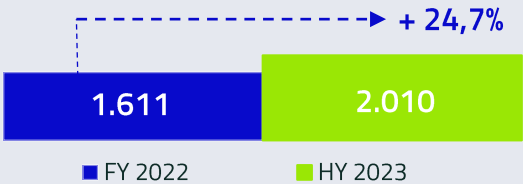


* The increase of Radio Connectivity Revenue is due to DiRete's customers on Eolo network that we are gradually migrating on Planetel fiber network

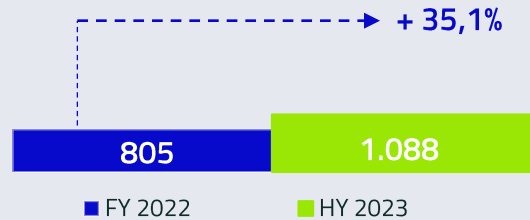
Total Fiber-optic network (Km)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network (Km)

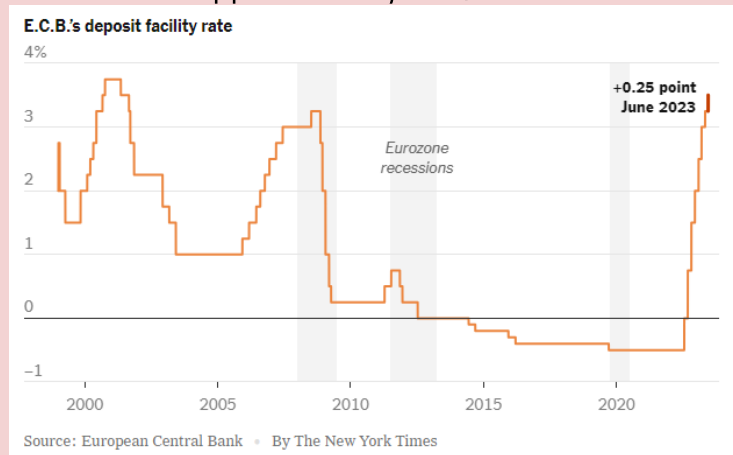


Consolidated Revenues at June 2023:
15.977.000 €

EBT decrease on 30/06/2023

The half-yearly results show a reduction in EBT which was affected by both internal factors such as the increase in amortization on goodwill generated by the consolidation, and by domestic and international macro-economic factors.

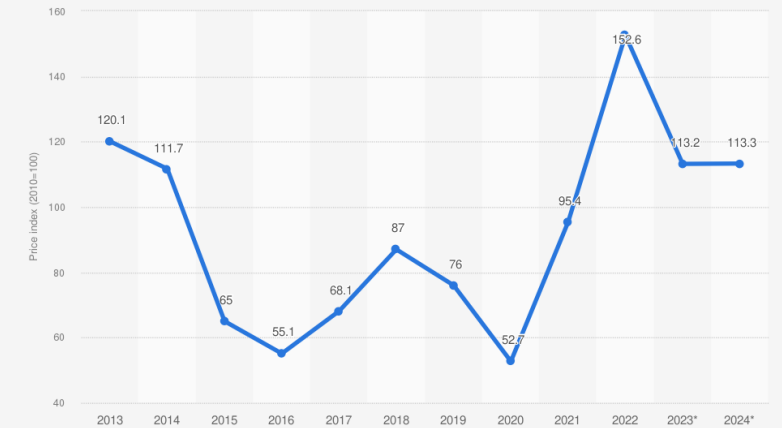
Increase in interest rates carried out by the ECB (from 2.5% on 31 December to 4% on 30 June) led to an increase in interest of approximately 240,000 euros



Increase in energy costs due to the energy crisis affected the company's income statement. The Company took steps to negotiate all the energy supply contracts, even if it will produce the related positive effects in the second half of 2023.

Cloud and data center costs. Energy costs have also influenced data center management costs.

Energy commodity price index worldwide from 2013 to 2022, with a forecast until 2024



Source:
World Bank
© Statista 2023

Additional Information:
Worldwide; 2013 to 2022; price indexes in nominal U.S. dollars

CCNL Contract Increases. With the signing of the new National Labor Contract for the sector to which it belongs, an initial effect was seen in the increase in personnel costs in June 2023, an effect that will continue in the second half of the year.

CONTRATTI

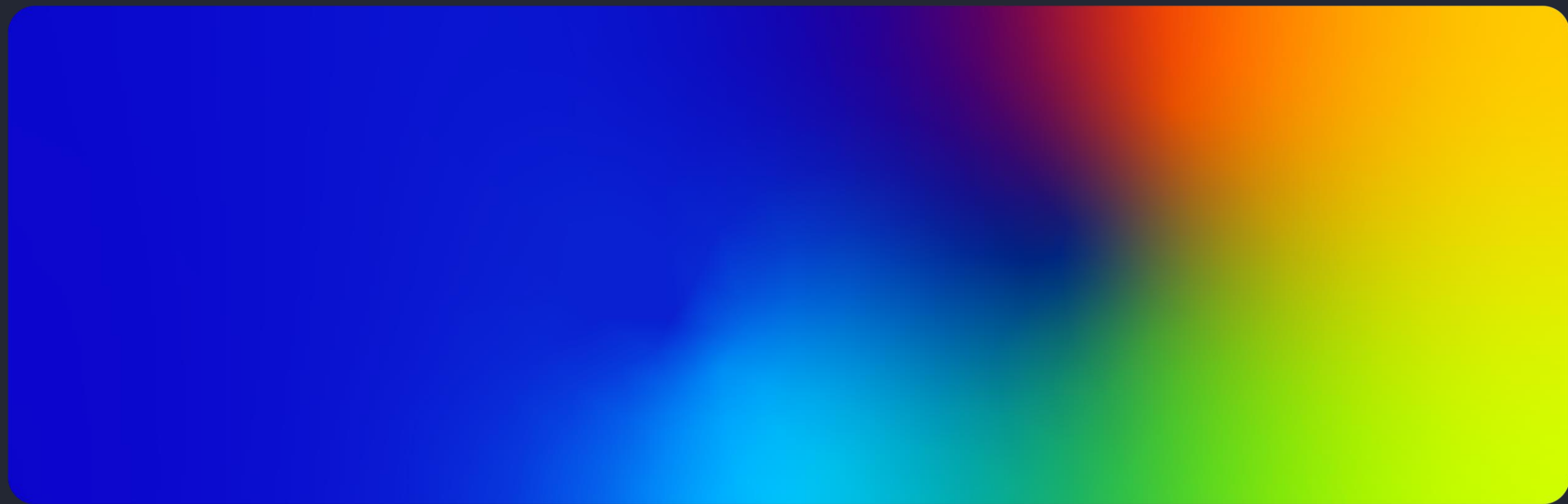
Metalmecanici, ecco gli aumenti: a giugno 123 euro (e non 27) grazie all'inflazione

di Diana Cavalcoli

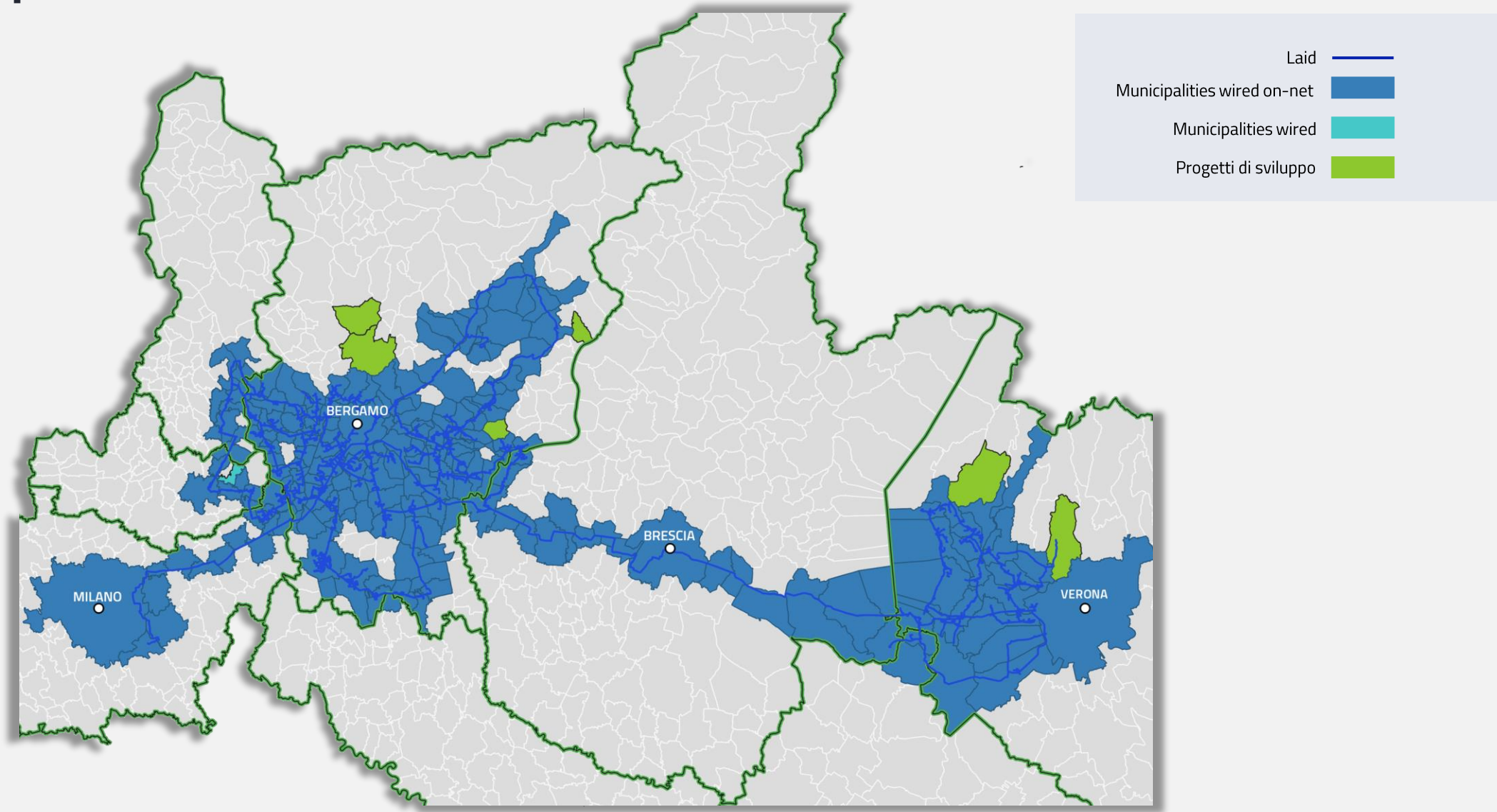
Source:

CORRIERE DELLA SERA

Business Model



Planetel Fiber-optic network +28,2%



Single Grid project: many knots to unravel, market waiting

- **Legal knots** - tug-of-war between Tim and Vivendi targeting extraordinary shareholders' meeting
- **Controversial infrastructure** assessment between Kkr and Vivendi
- **Complex technical integration** between Openfiber network and Tim

Il Sole **24 ORE**

Occhi puntati su Tim dopo la mossa del Governo sulla rete

Meloni e Giorgetti hanno ribadito il pieno supporto politico dell'esecutivo a un'operazione che punta a garantire il controllo della rete allo stato, salvaguardando i livelli occupazionali

di Eleonora Micheli

Servizio | Tlc

Soffre Tim con lo scorporo della rete ancora sotto i riflettori

In focus la necessità o meno di un passaggio assembleare

di Chiara Di Cristofaro

Servizio | Tlc

Tim, arriva un doppio decreto per società della rete

Via libera del Cdm a un Dpcm per l'ingresso del Tesoro nell'azionariato e a un decreto per le risorse da destinare all'operazione

di Redazione Finanza

QUOTIDIANONAZIONALE

Tim, il governo chiama Vivendi. Primo confronto sull'offerta di Kkr

Mef al lavoro per evitare un contenzioso legale con l'azionista di maggioranza

MF|MILANO
FINANZA

Rete Tim, l'incontro tra Vivendi e il Tesoro: ora Roma e Parigi sono più vicine

di Alberto Mapelli

LA STAMPA

Tim, il fondo Macquarie contro l'asse Cdp-Kkr: veto sulla rete unica

Gli australiani pronti a fermare una futura fusione con Open Fiber

FRANCESCO SPINI

Acquisitions: Work in progress and results

The integration work of the acquired companies DiRete S.r.l. and Net-Admin S.r.l. continues, a process which has seen Planetel and the companies consolidate the technical, technological and IT base with migrations of clients and services into the Planetel network.



- **Technical-administrative migration.** The completed import of customers and services in the Planetel network and ERP (Sicom) with centralized invoicing and payment management, had the following advantages:
 - Financial savings on administrative management costs
 - Interoperability of the provisioning and customer care departments of DiRete and Planetel to work on the entire customer base, optimizing operating costs.
- **Development of Cross-selling Cloud and cybersecurity services.** The ever-increasing integration of the technical-commercial staff of the group companies, with the sharing of specific skills, allows an increasingly profitable development of the integrated and structured commercial proposal to customers.

RESULT

June 2023 DiRete Srl sees revenues for **2,197,464 euros** and an EBITDA equal to: **339,413 euros (EBITDA margin 15.45%)**.



- **Technical migration.** The VMware system nodes are being transferred towards Planetel infrastructure with great customer satisfaction and cost optimization.
- **Integration of services and personnel.** Collaboration and staff optimization between Net-admin and Planetel, especially in the IT-care division, which now manages all Net-admin customers with an IT support contract, with two important results:
 - Providing a professional, specialized and structured service, with a high level of customization.
 - Transferring care operations to IT-Care division team has unloaded Net-admin employees, who are now focused almost completely on Cloud and Docker infrastructures.

RESULT

June 2023 Net-Admin Srl sees revenues for **862,222 euros** and an EBITDA equal to: **193,456 euros (EBITDA margin 22.44%)**.

Acquisition of Trivenet S.r.l.

The acquisition of Trivenet S.r.l., a company operating in Veneto, mainly in the provinces of Padua, Vicenza and Treviso, was signed on 30 June 2023 with the purchase of the entire share capital.

Values of Trivenet S.r.l. are:

- **WLL** (wireless local loop) **licenses** for the entire Veneto region, with 26Ghz band spectrum with significant coverage and speeds that even reach 200Mb/s symmetrical.
- Strongly **loyal** business **customer base**
- **300m2 Datacenter** located in Padua, to be connected to the Planetel infrastructural network

The **economies of scale** that Planetel has looked at in Trivenet S.r.l. are:

- **Optimization of administrative costs.** The administrative migration of customers and services into the Planetel (Sicom) ERP with centralized invoicing and payments will allow financial savings and management optimization, as has already happened with previous acquisitions.
- **Cost optimization in infrastructure and services.**
 1. Costs towards TIM: Trivenet will begin to use Planetel's TIM interconnection kits, which are cheaper and more performing, gradually closing the existing ones.
 2. Internet bandwidth costs: by connecting the data center and the Trivenet network to the Planetel network, Trivenet will use Planetel's bandwidth, eliminating its costs..

RESULT HY2023

EBITDA 212,269 euros

Revenues 1,369,167 euros

NFP -1,180,000 determined by mortgages, stipulated by the previous owner at favorable rates



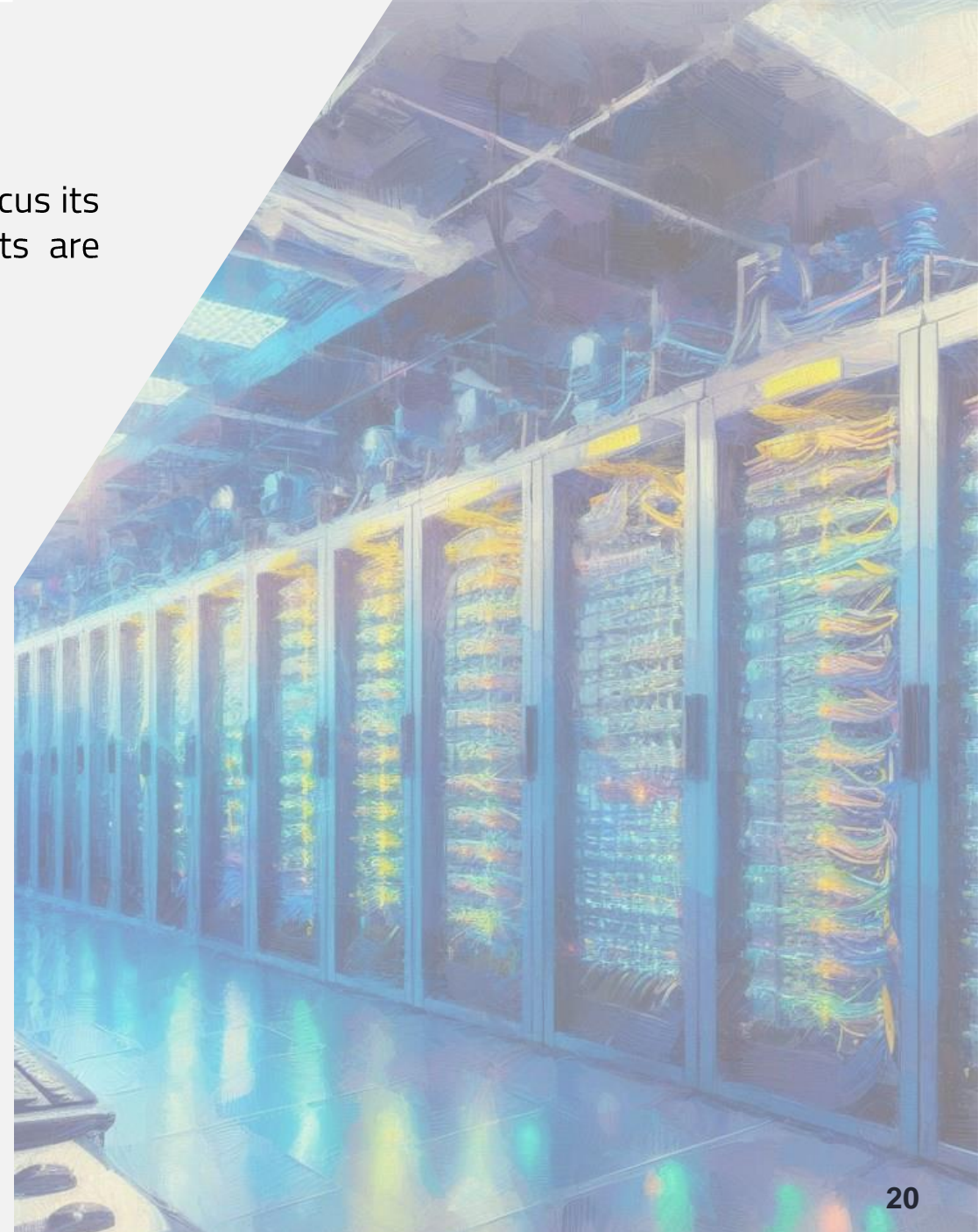
Edge Datacenter

After the acquisition of the new Datacenter in Padua, Planetel decided to focus its attention on the issue of Datacenters in Italy, an asset on which costs are increasing and increasingly important for companies.

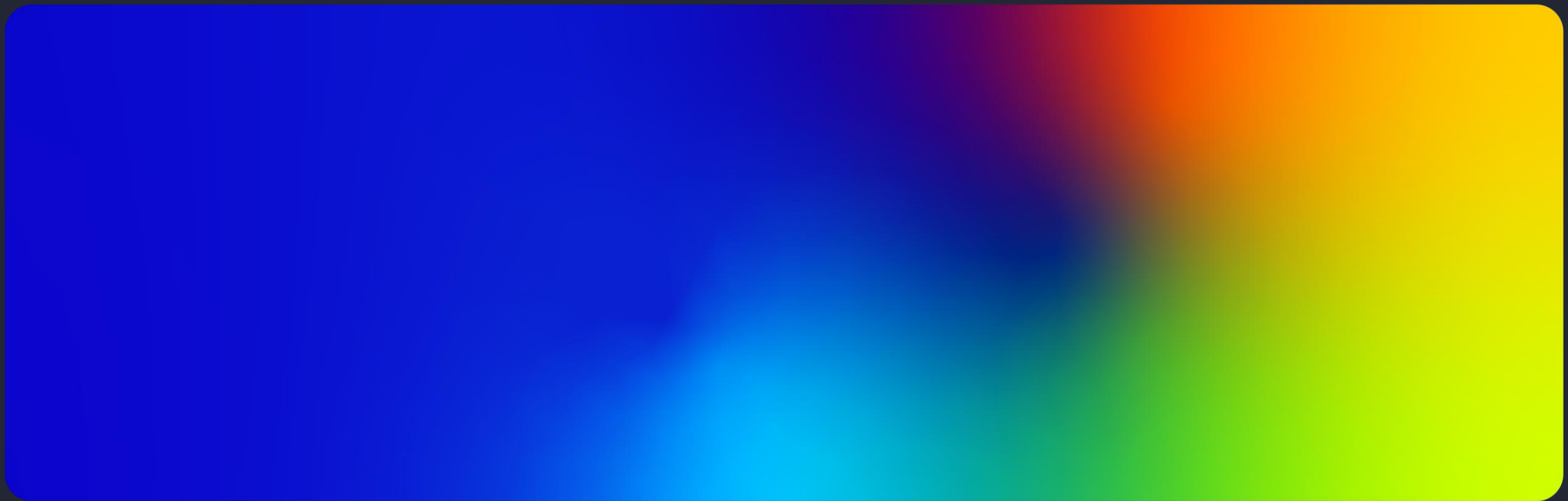
In particular, Planetel wants to focus its attention on **Edge** datacenters, small local datacenters, with a number of cabinets between 10 and 30, and placed close to the customer.

Strenghts:

- High value investment
- Interconnection with the entire Planetel network
- Proximity of data to customer
- Continuity Business policies in line with those of the big players



Financials

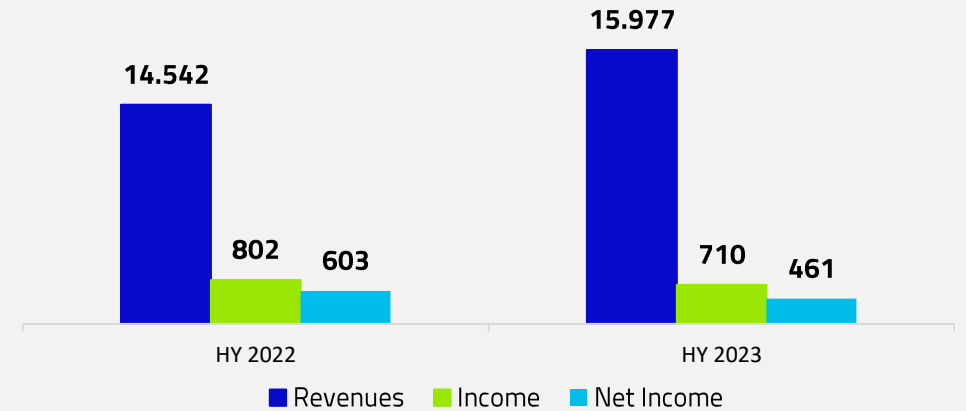


Profitable growth continues in HY 2023

Statement of Income	30.06.2023		30.06.2022*		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	HY23-HY22	
Earnings from sales	15.977	95%	14.542	94%	1.435	10%
Change in inventory	-16	0%	139	1%	-155	-111%
Internally generated fixed assets	385	2%	340	2%	45	13%
Other earnings and income	555	3%	455	3%	100	22%
Value of production	16.901	100%	15.476	100%	1.425	9%
Costs for raw, subsidiary and consumable materials	-1.816	-11%	-1.654	-11%	-162	10%
Costs for services	-6.736	-40%	-6.444	-42%	-319	5%
Use of third-party assets	-396	-2%	-288	-2%	-108	37%
Labour costs	-3.950	-23%	-3.636	-23%	-314	9%
Sundry operating costs	-163	-1%	-71	0%	-92	-129%
EBITDA	3.812	23%	3.383	22%	430	13%
Amortisations and write- downs	-2.980	-18%	-2.467	-16%	-513	21%
EBIT	833	4%	916	6%	-83	-9%
Financial result	-123	-1%	-114	-1%	-9	8%
EBT	710	4%	802	5%	-92	-11%
Income taxes	-249	-1%	-199	-1%	-50	25%
Result for the year	461	3%	603	4%	-142	-24%

* For comparative reasons, the first semester 2022 of Net-Admin Srl is also included

Revenues: +10% yoy



EBITDA variation: 430.000 (+12,7%) yoy

Half Year 2022	Half Year 2023
22%	23%
3.383	3.813

Profitable growth continues in HY 2023

- **Core business turnover** increased by 10% (+ €1.435 million) compared to 30 June 2022, reaching € 16 million. At the same time: EBITDA: 13% yoy; the operating result (EBIT): -9% yoy; the net economic result: 3% of the value of production which stands at € 16.9 million.
- **EBITDA** on 30 June 2023 has grown due to the increase of total revenues also resulting from new acquisitions.
- **EBIT** on 30 June 2023 is influenced by amortization on capitalized research and development costs and goodwill due to the elimination of equity investments for consolidation purposes which total €/000 706.

Balance Sheet

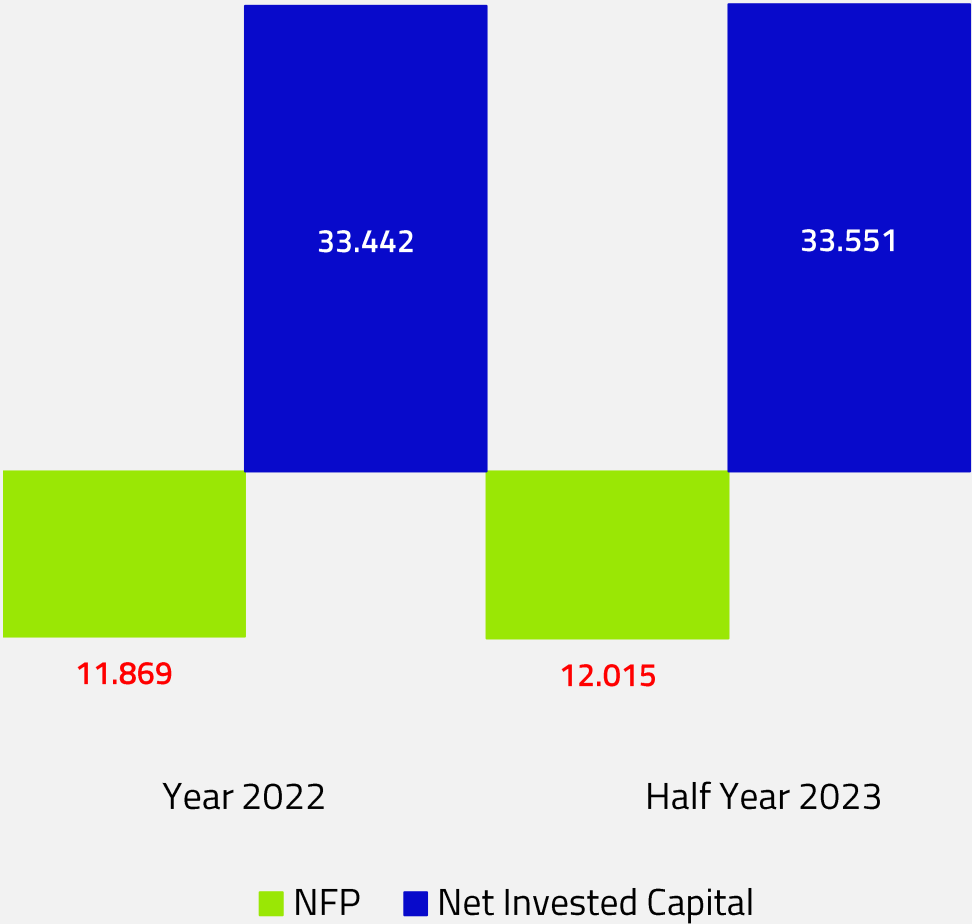
Balance Sheet (Data in Euro/000)	30.06.2023 Consolidated	31.12.2022 Consolidated	% Change HY23-FY22
Intangible fixed assets	9.096	9.617	-5%
Tangible fixed assets	26.485	25.551	4%
Financial fixed assets	405	5	8313%
Net Non-Current Assets	35.986	35.173	2%
Inventory	828	843	-2%
Commercial receivables	8.505	8.684	-2%
Commercial payables	(4.998)	(6.519)	-23%
Commercial Current Assets	4.334	3.009	44%
Other current assets	740	780	-5%
Other current liabilities	(2.249)	(2.188)	3%
Tax receivables and payables	833	1.422	-41%
Net accruals and deferrals	(5.038)	(3.716)	36%
Net Current Assets	(1.379)	(693)	99%
Contingency funds	0	0	0%
Severance pay	(1.056)	(1.038)	2%
Net Invested Capital (Investments)	33.551	33.442	0%
Liquid assets	(4.888)	(3.996)	22%
Financial payables	16.903	15.865	7%
Net Financial Position	12.015	11.869	1%
Share capital	4.049	4.049	0%
Reserves	16.492	15.594	6%
Consolidation reserve	202	202	0%
Profit / (Loss)	422	1.206	-65%
Group Net Equity	21.165	21.052	1%
Third-party capital	5	5	0%
Reserves	327	252	30%
Third party Profit / (Loss)	38	264	-86%
Third-party Net Equity	370	521	-29%
Total Sources of Funding	33.551	33.442	0,32%

- The Group recorded Net Equity of 21.1 million Euro, compared to 21.0 million Euro for 31.12.2022.
- The balance sheet highlights the decrease of the financial fixed assets due to advance paid for the acquisition of Trivenet S.r.l. The net negative financial position is in line with the 31.12.2022. The new loan was used for investments on CAPEX and for the acquisition of Trivenet s.r.l.
- In the HY 2023, development activities continued with an investment of € 2.7 million of which € 1.6 invested for the development of the fiber network in FTTH and FTTC Mode.

Net Financial Position

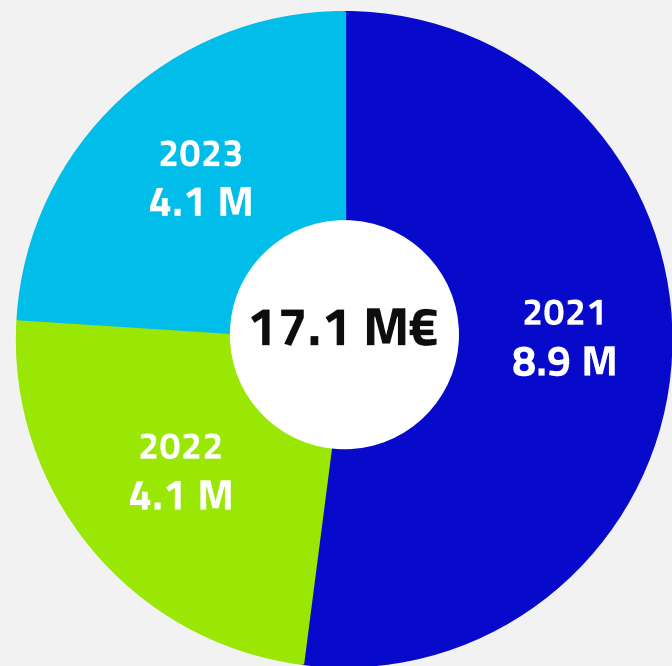
Balance Sheet	30.06.2023	31.12.2022
(Data in €/000)	Consolidated	Consolidated
A. Cash flow from business	4.129	2.126
B. Cash flow from investments	(4.006)	(8.950)
C. Cash flow from financing activities	524	6.532
D. Liquid Assets (A±B±C)	647	(292)
<i>Liquid Assets at start of the year</i>	3.597	3.889
<i>Liquid Assets at the end of the year</i>	4.244	3.597

Net Financial Position and Invested Capital (+26,4% yoy)

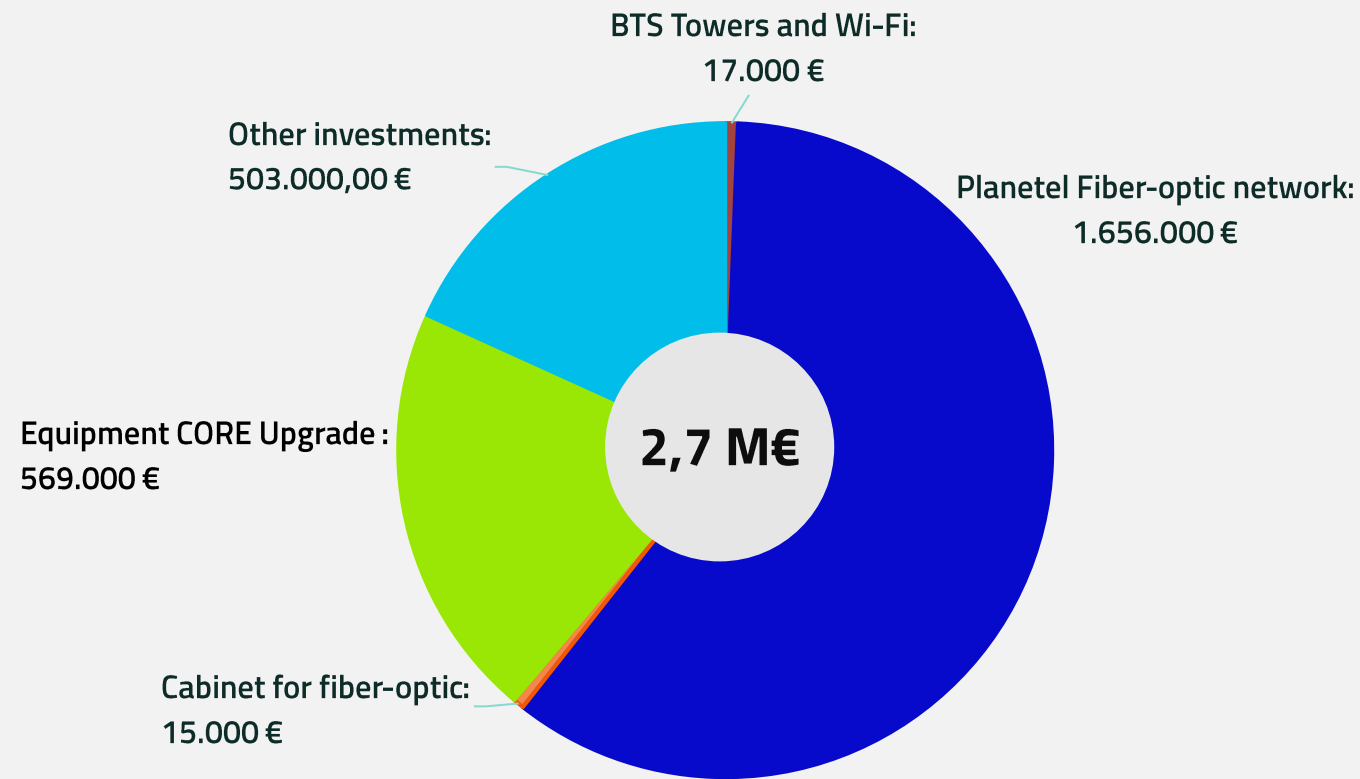


HY 2023 investment continues

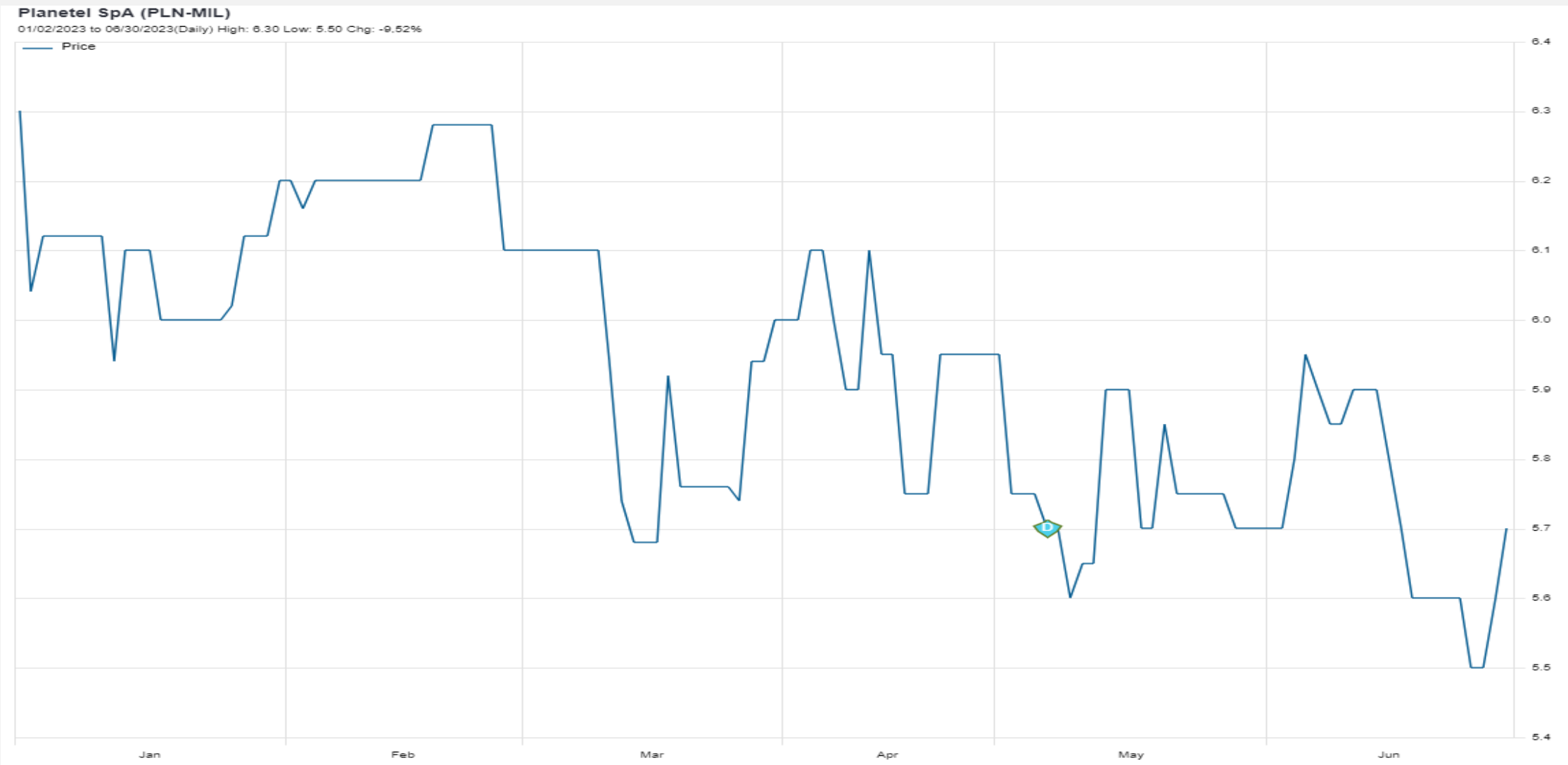
Planned Investments 2021-2023 17.1 M€



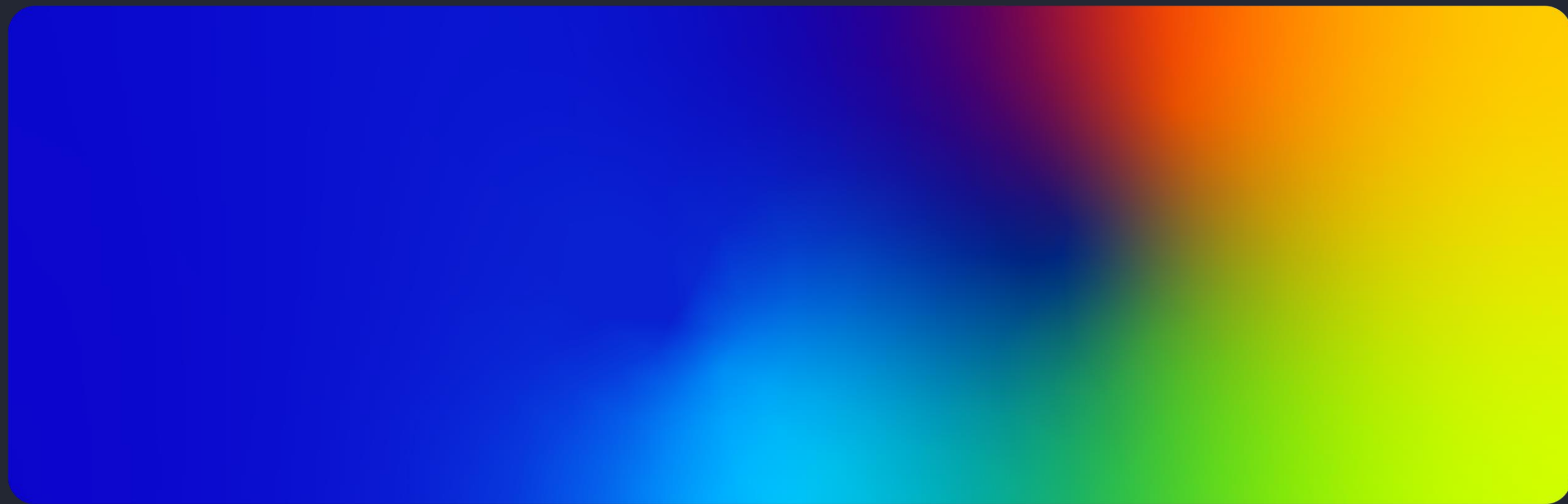
Planetel’s investments as at Half Year 2023 2.7 M€



Stock Performance



Planetel's strategy for future growth



Planetel Mall – 1

The new Planetel Ecommerce 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.

The Full Home Green offer, the first proposal of the Planetel Mall will start in few days; the Full Home Protection will follow soon.

Full Home Green

The **GREEN** commercial offer is set for the residential market to combine Planetel fiber connectivity with a full choice of refurbished high-class devices, such as Smartphones, Tablets and Computers supplied by TrenDevice, top player in the circular economy.

In addition, trees will be planted in Kenya Planetel Forest, "virtually named" to each new customer through the Treedom.net platform, which promotes environmental protection through agroforestry projects in different countries all over the world, involving local communities.



Planetel Mall – 2

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. In particular, the agreement with Planetel concerns products and services for access control and prevention of home intrusions. Johnson Controls produces a complete alarm system with wireless instrumentation (sensors, cameras, fire/water detectors, etc.) and control unit manageable by APP, connected to the subscription to the **Alarm.com** service (Johnson system management platform).

Full Home Protection

The **PROTECTION** commercial offer is set for the residential market to combine Planetel fibre 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.



Patent Box

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.

Dory 6 for network management

Sicom as Enterprise Resource Planning (ERP)

Voice AI for voice management

PEC AI for PEC management on Sicom

Planetel Mall the new Planetel Ecommerce

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Thanks for the attention!

NEXT GEMS
PALAZZO MEZZANOTTE, MILANO
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