

October 2024

Planetel

Investor Roadshow

Get inspired by our Fiber

ROADSHOW ALANTRA
Milan, Italy
9th October 2024

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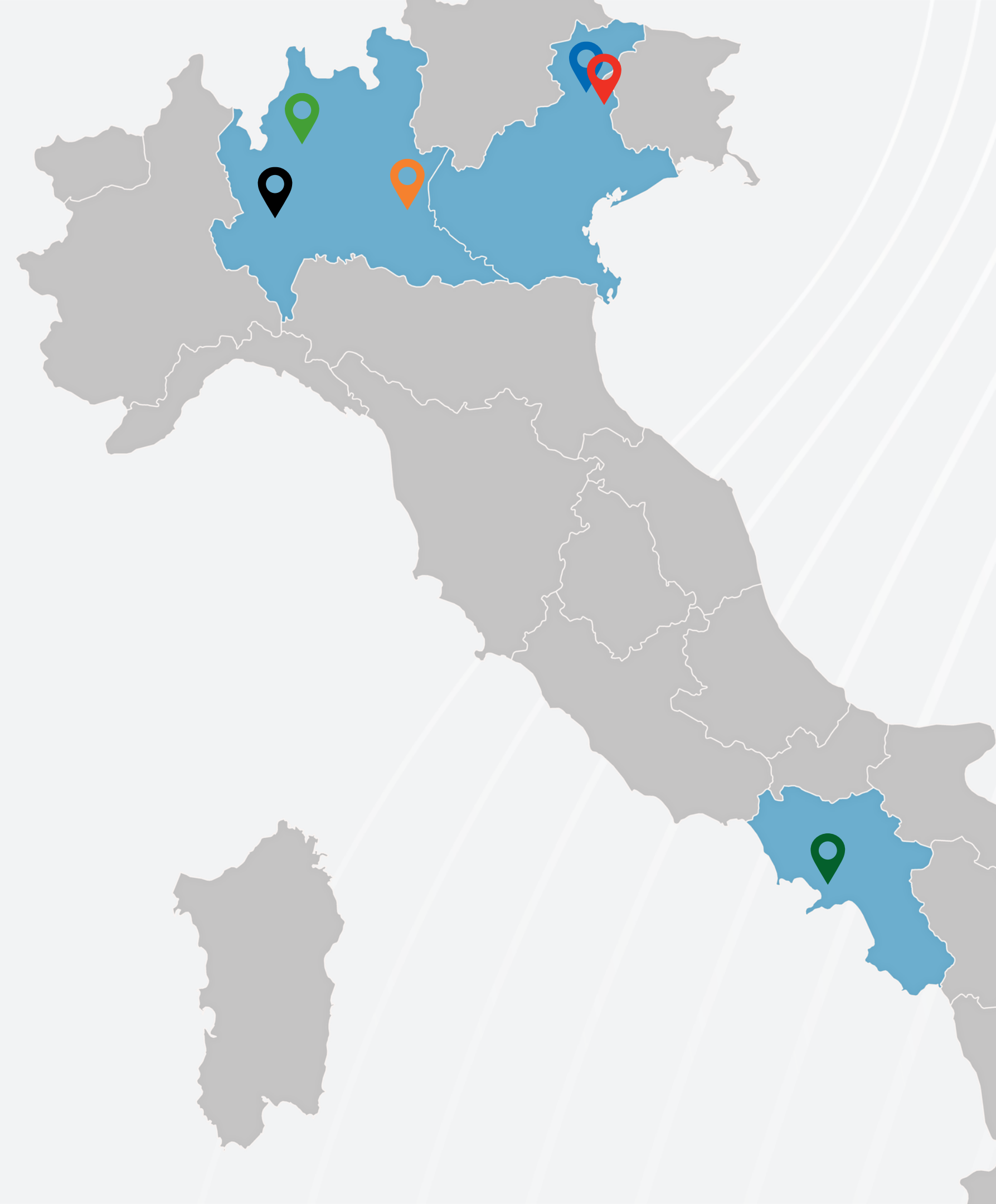
01.

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.

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

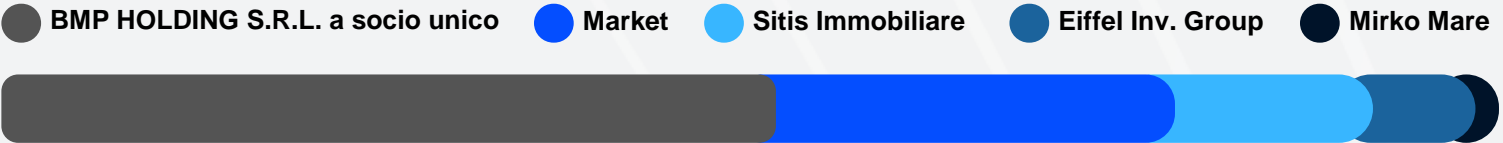
BOARD MEMBER and COO Planetel



Ramona Corti

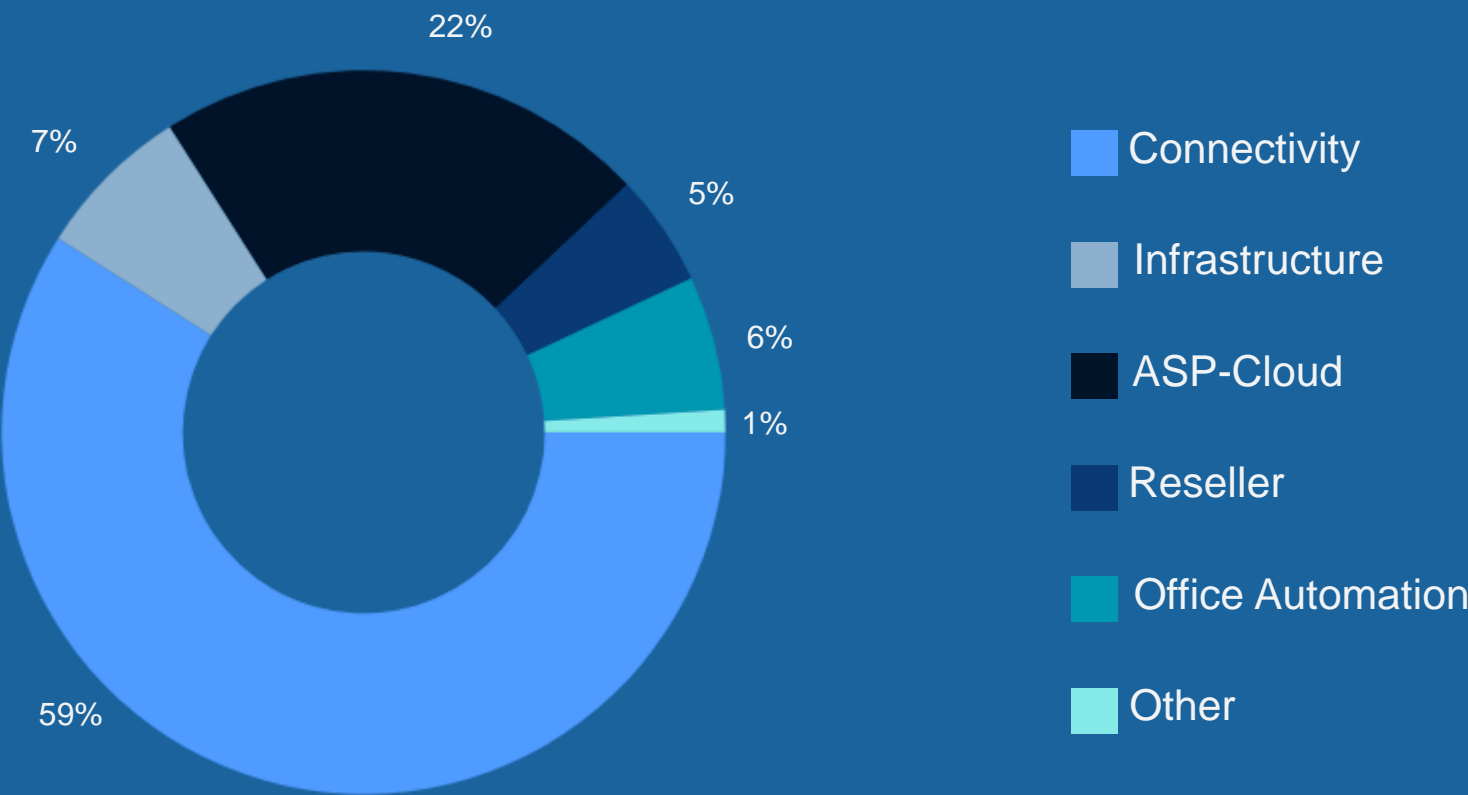
INDIPENDENT BOARD MEMBER
and CFO Planetel

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

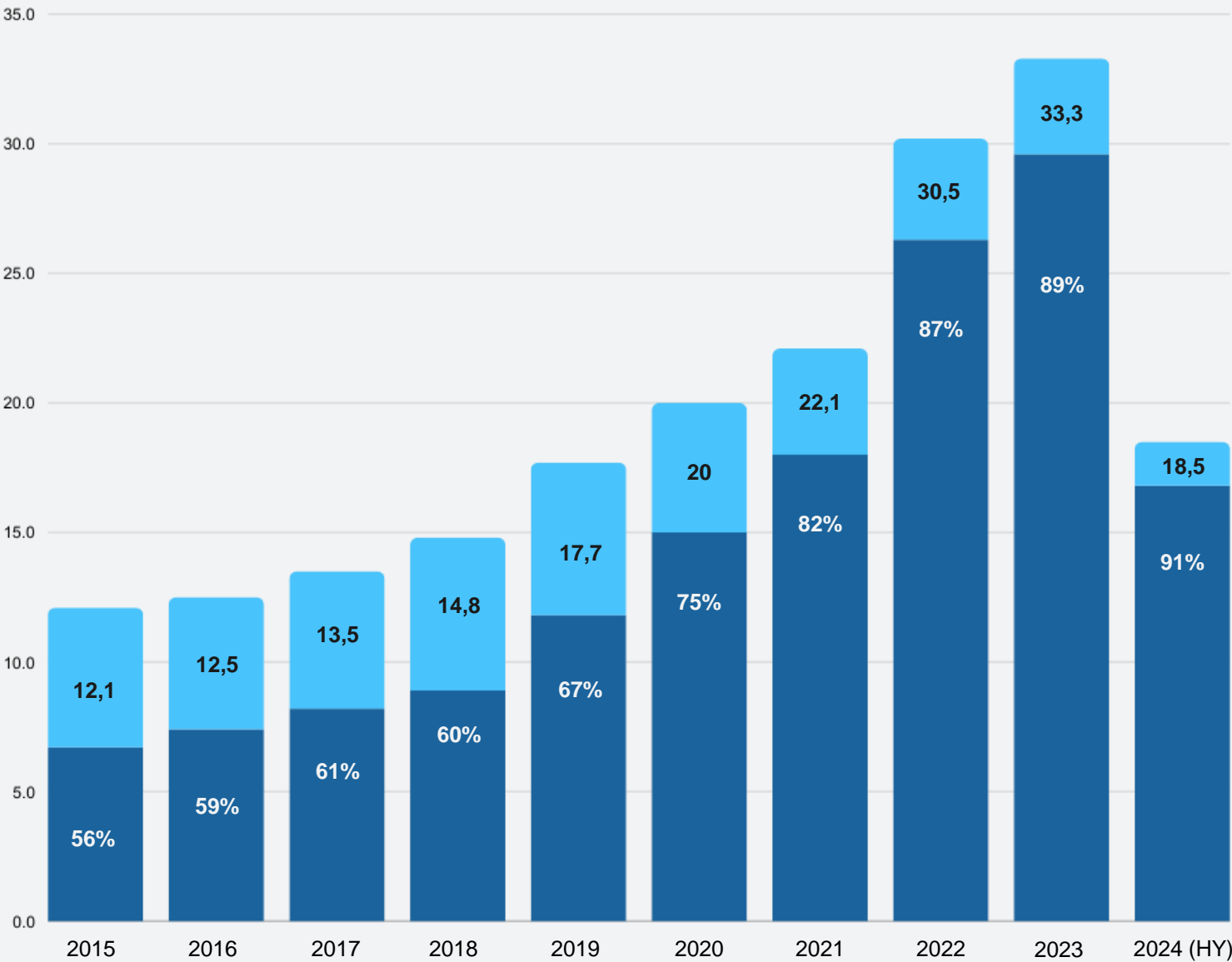
Other assets

6 Data Center

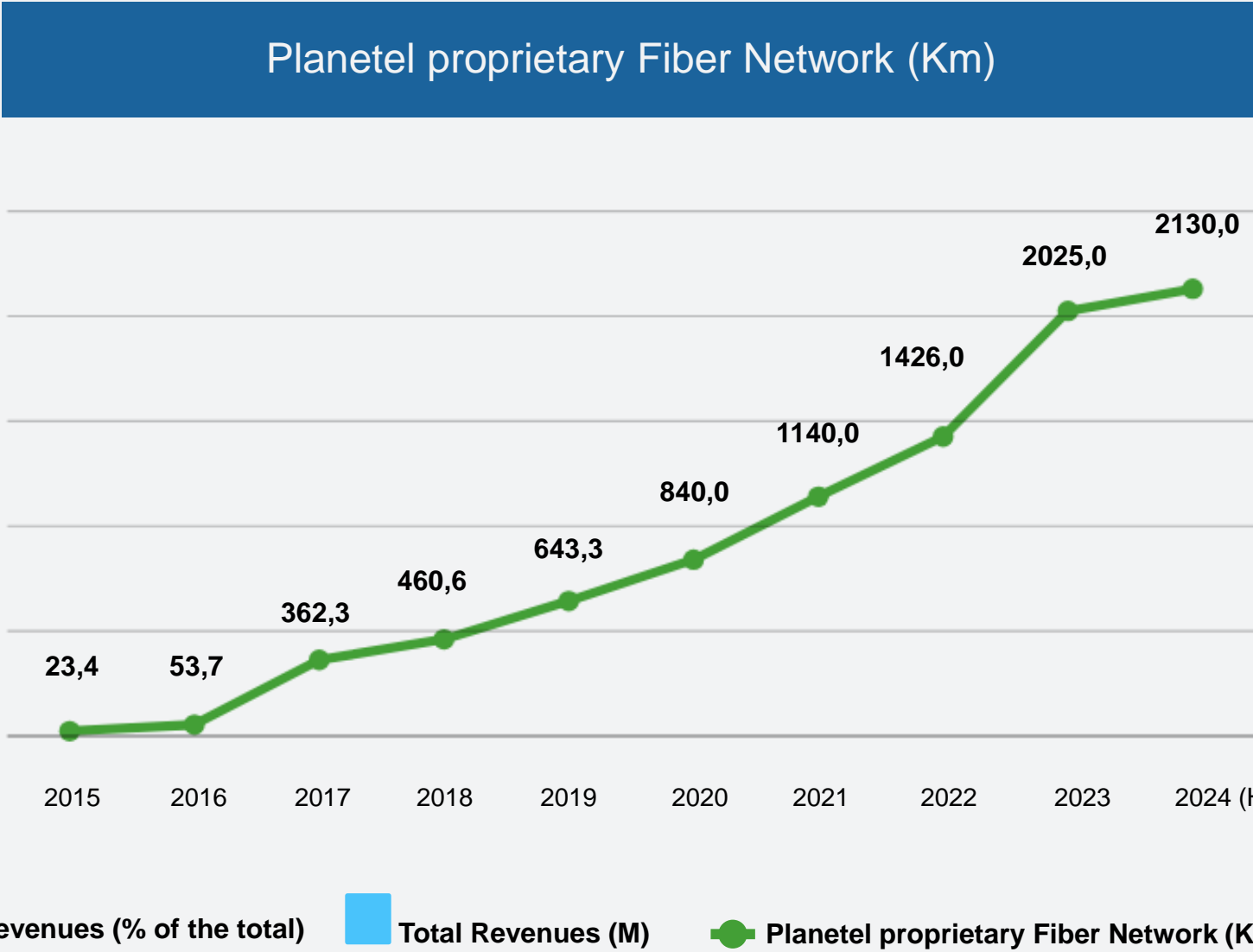
44 BTS Tower

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.

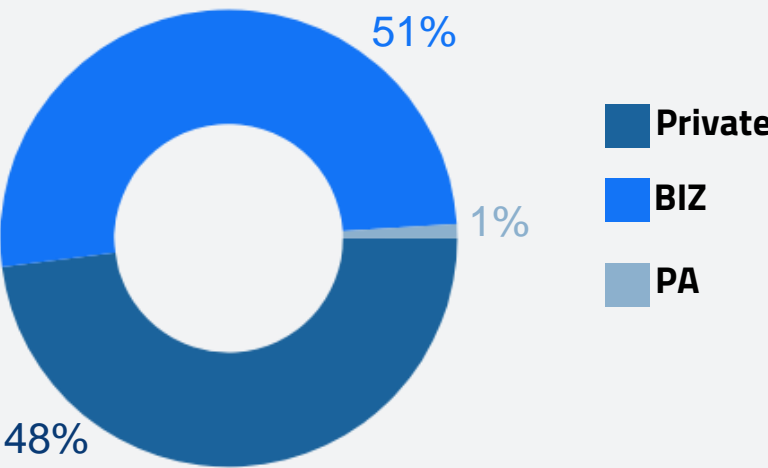


Thanks to the cabling projects of new municipalities and territorial expansion, the **km of proprietary optical fiber** also continues to increase, reaching today **2,130 km** (+5% compared to the end of 2023). To these, we add the **1,096 KM of IRU fiber network**, which brings the total network to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



Breakdown

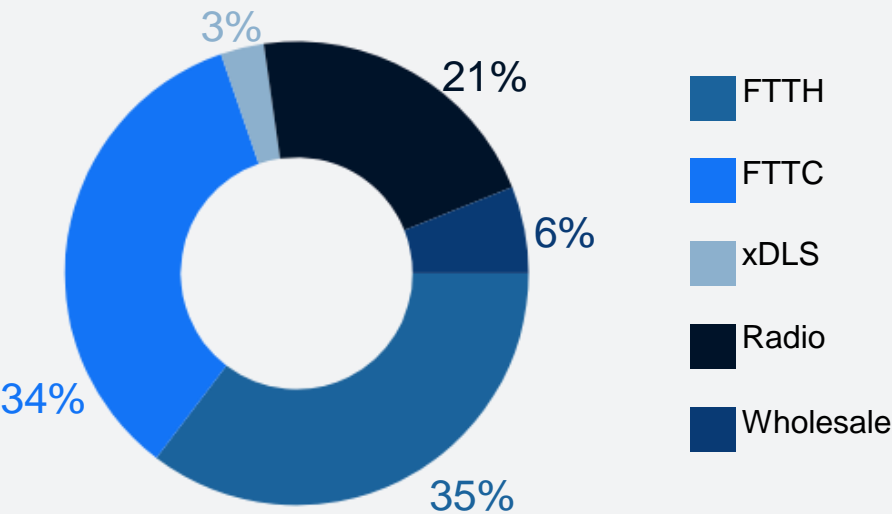
New Contracts HY 2024 (by Cluster)



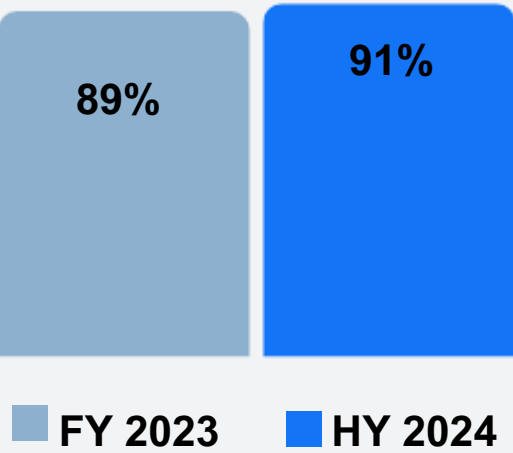
The data on **new contracts** in the first half of 2024 is very interesting. Compared to the same period last year and at the end of 2023, **more B2B contracts were signed (51%) than B2C (48%)**. The data relating to PAs is stable.

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)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network (Km)



Consolidated Revenues at June 2024:

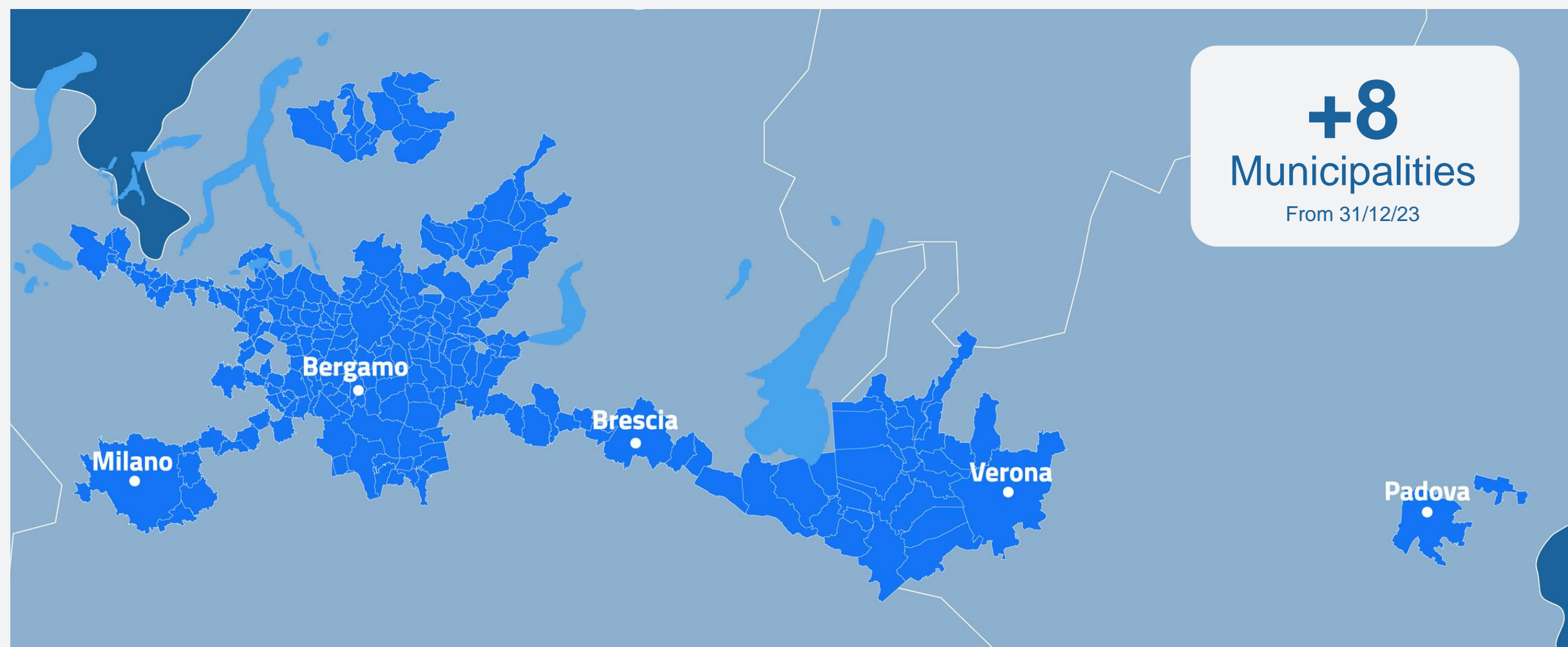
18.540.000 €

02.

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

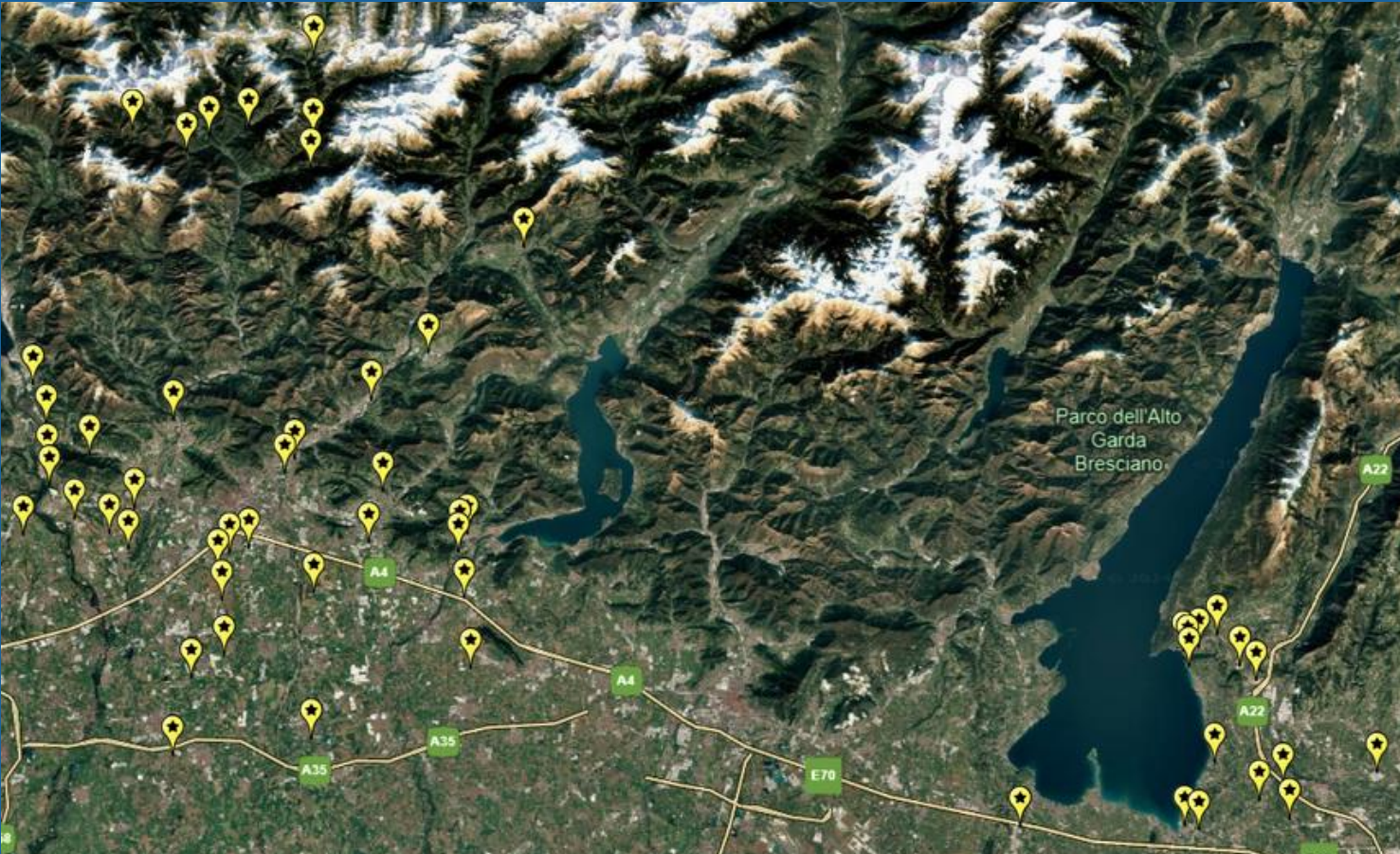
Total Revenues

HY 2024

327,85

Km IRU

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.

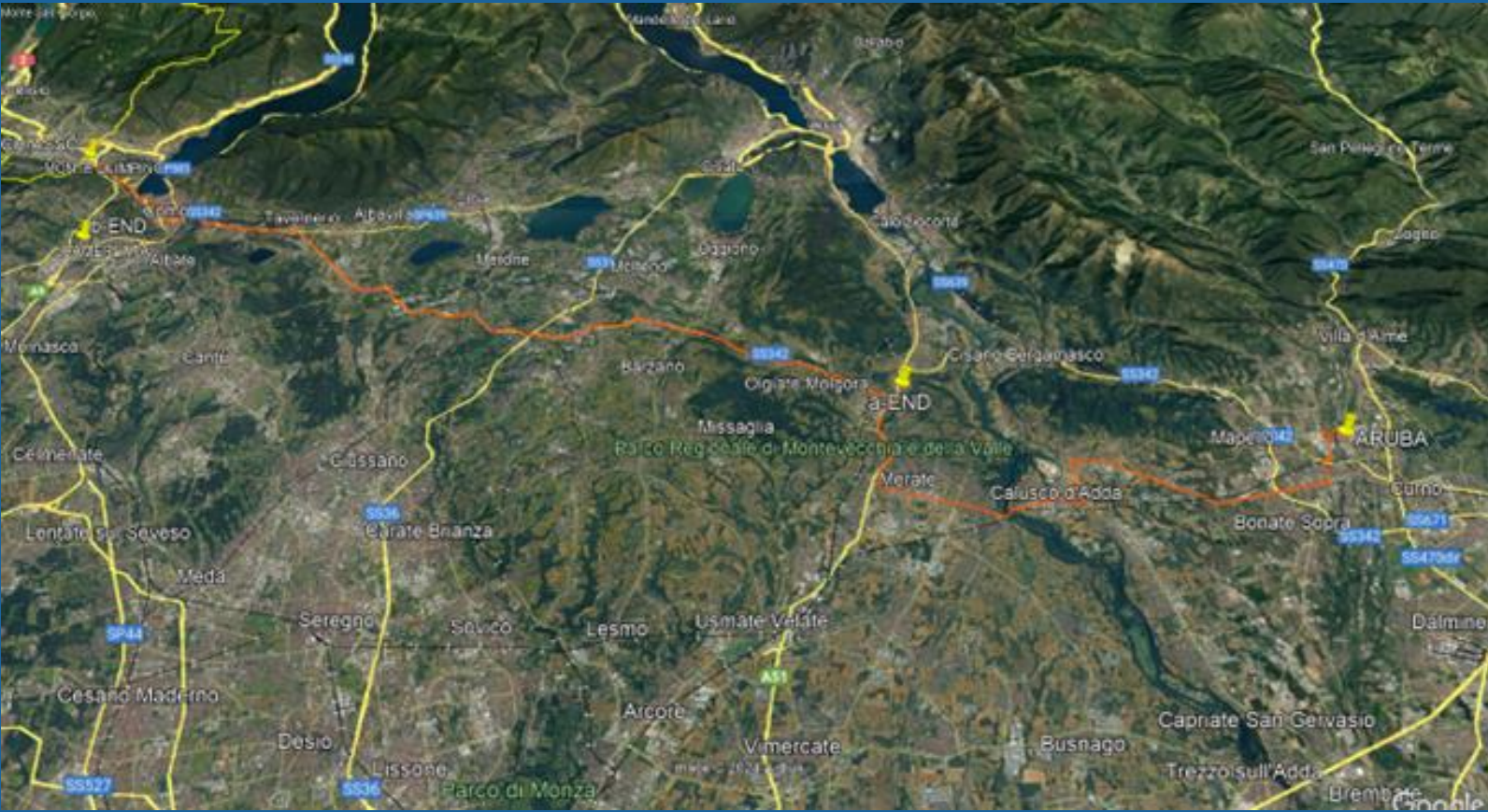


Wholesale - 01/01/24 - 30/06/24



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

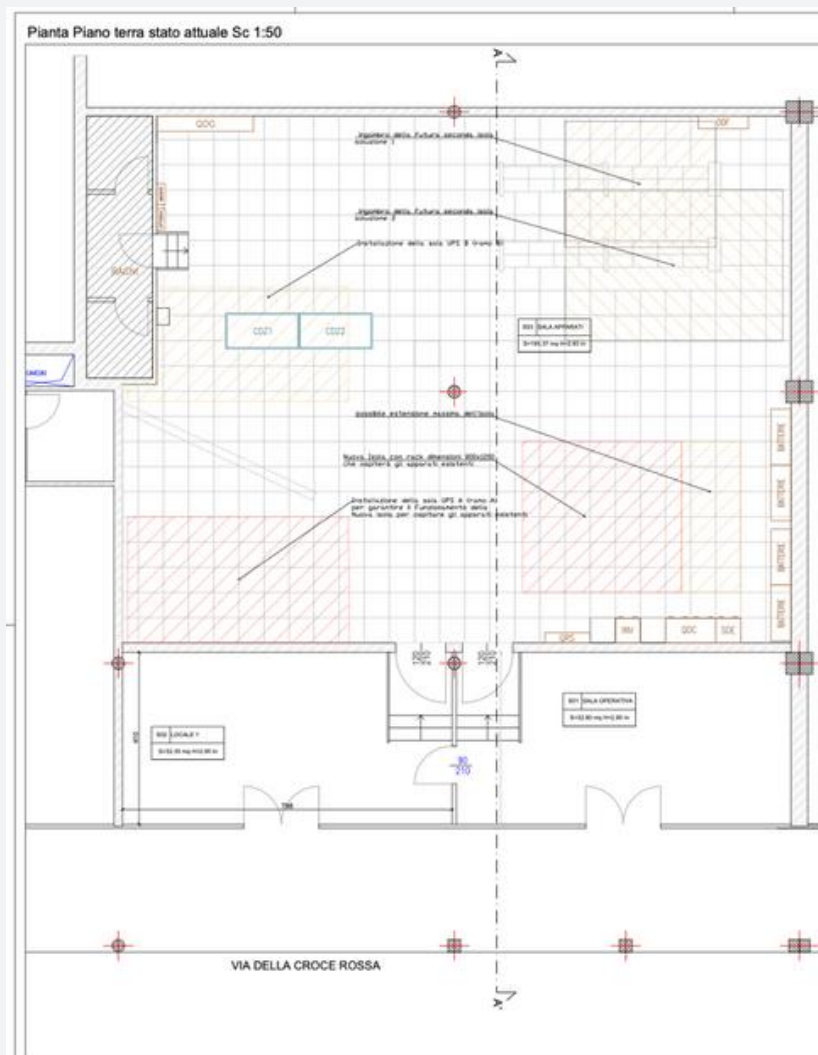
The agreement includes a total of 68km of fiber starting from Aruba's data center (Ponte San Pietro, Bergamo) to Como



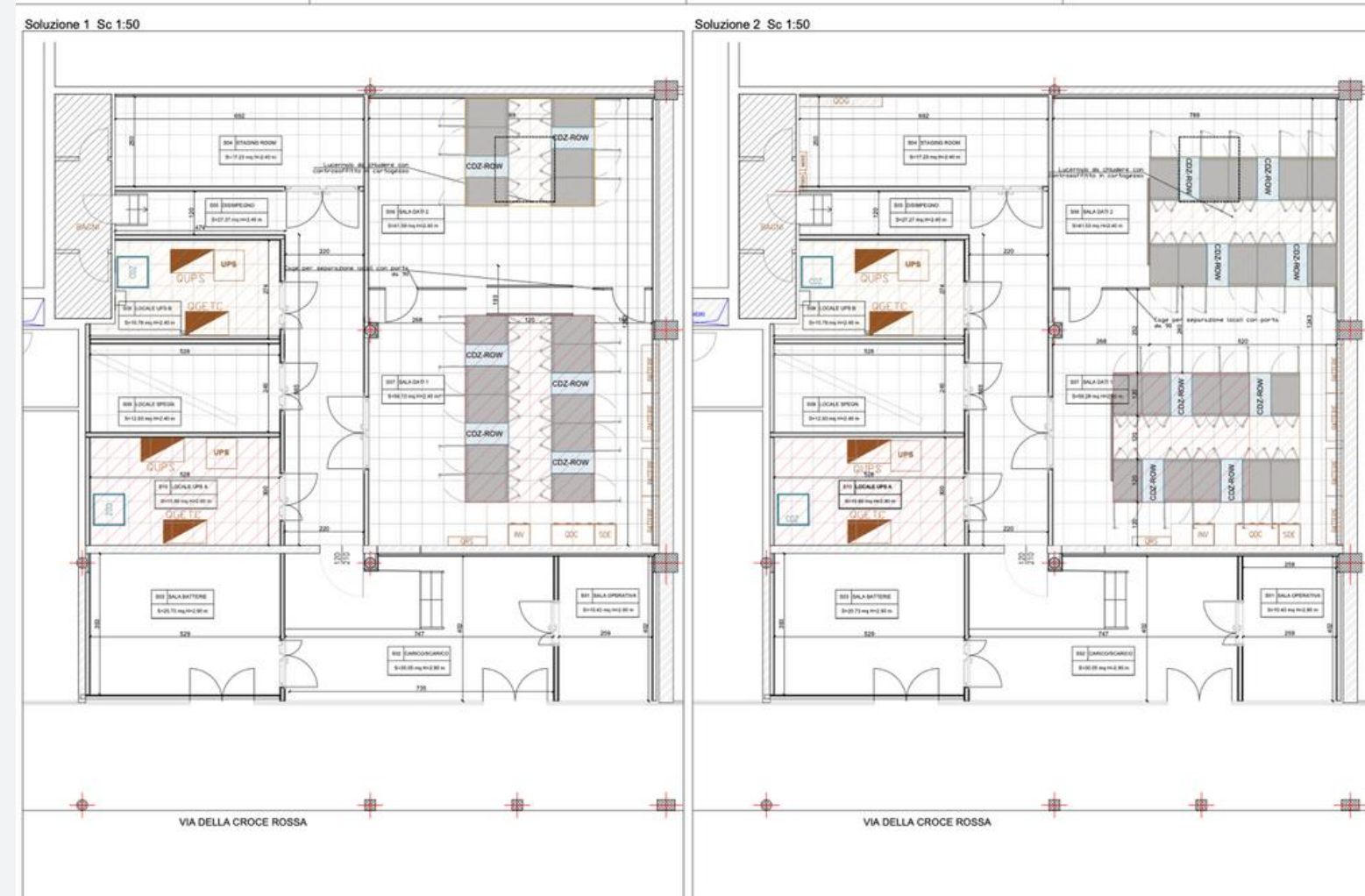
Trivenet and the new network in Veneto

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 latest 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

197.646

Shareholders' equity

110.720

EBITDA

140.000

Adjusted EBITDA

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.


6**Datacenter****1****Owned Datacenter**

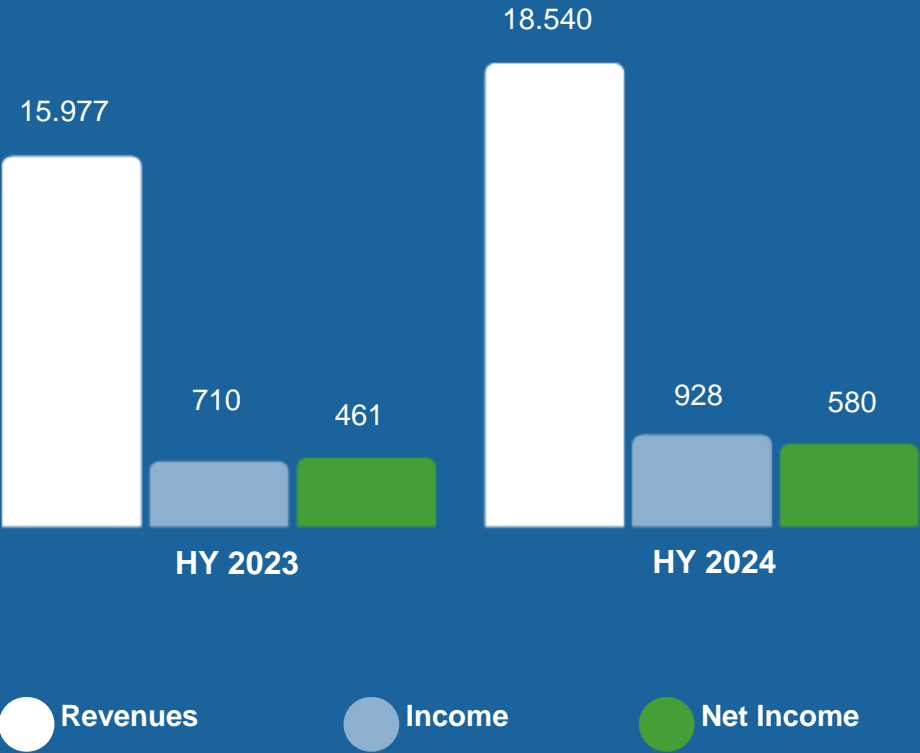
03.

FINANCIALS

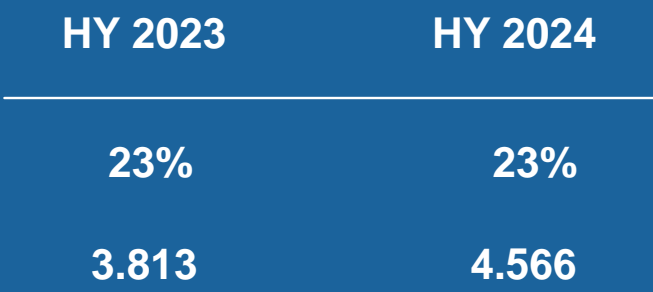
Statement of Income	30.06.2024		30.06.2023		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	HY 23 - HY 24	
Earnings from sales	18.540	94%	15.977	95%	2.563	16%
Change in inventory	32	0%	(16)	0%	48	(298%)
Internally generated fixed assets	526	3%	385	2%	141	37%
Other earnings and income	557	3%	555	3%	2	0%
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



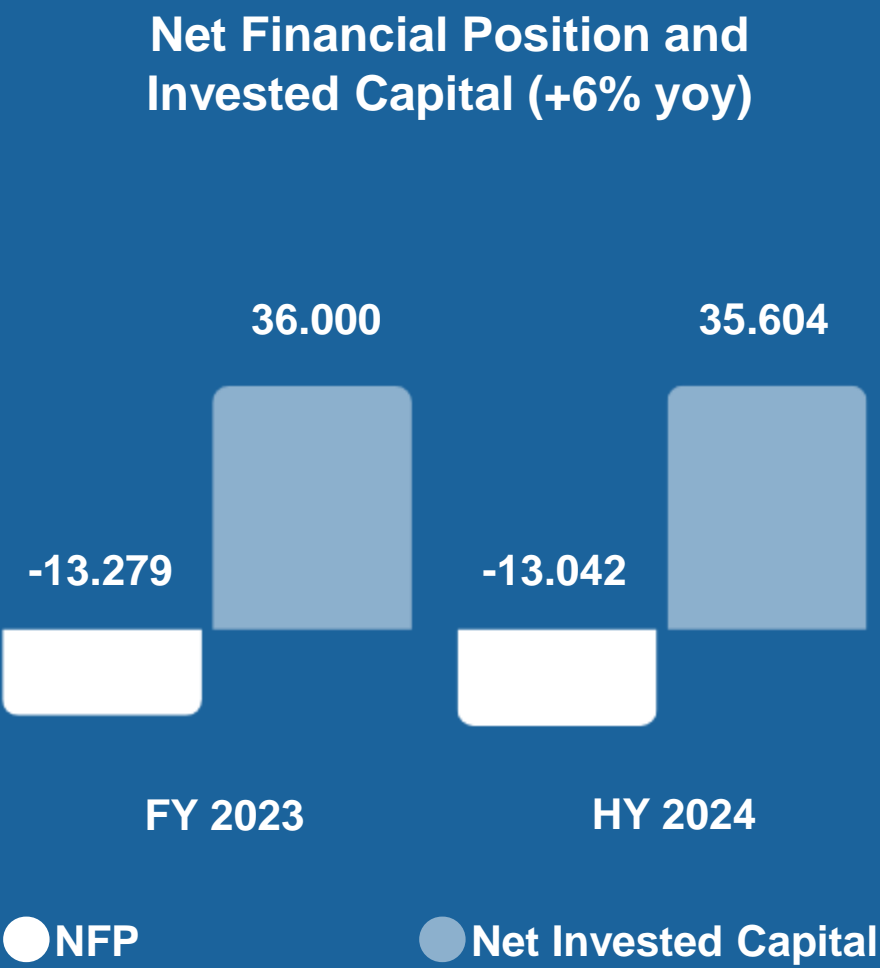
Balance Sheet

- 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

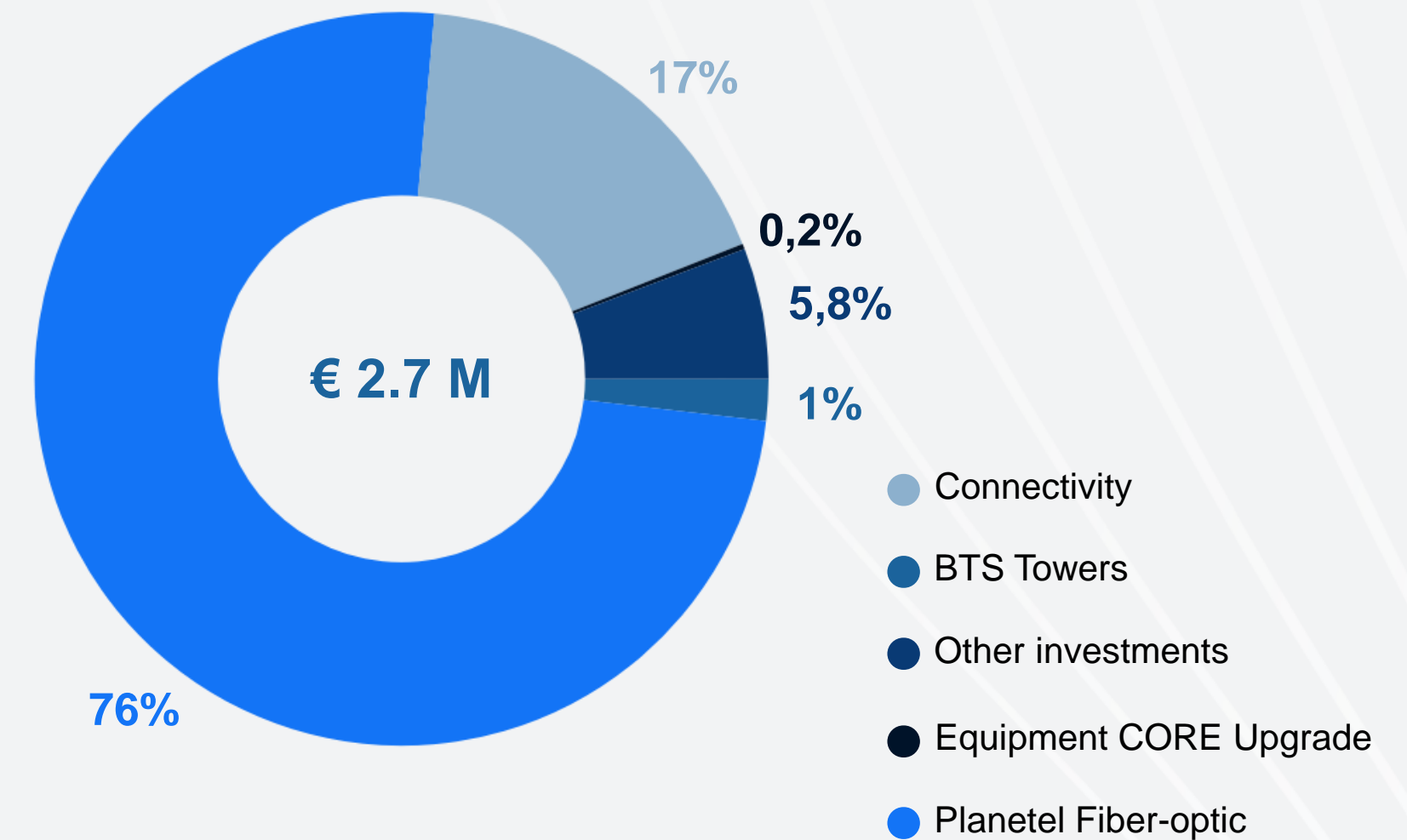
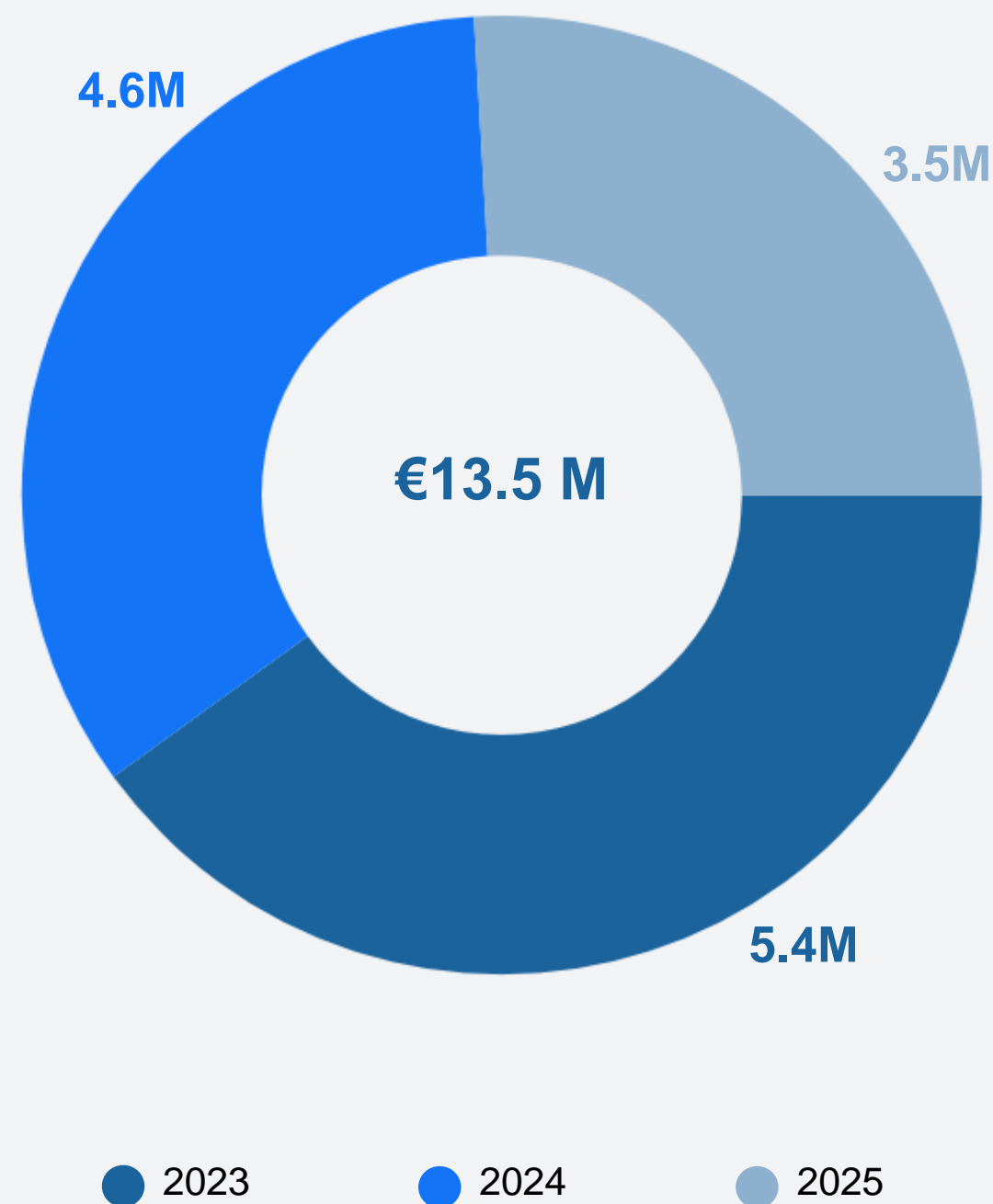
Balance Sheet	30.06.2024	31.12.2023	% Change
(Data in Euro/000)	Consolidated	Consolidated	HY24-FY23
Intangible fixed assets	9.782	8.793	11%
Tangible fixed assets	29.297	28.672	2%
Financial fixed assets	27	25	8%
Net Non-Current Assets	39.106	37.490	4%
Inventory	917	804	14%
Commercial receivables	9.939	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	-3447%
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	-2109%
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

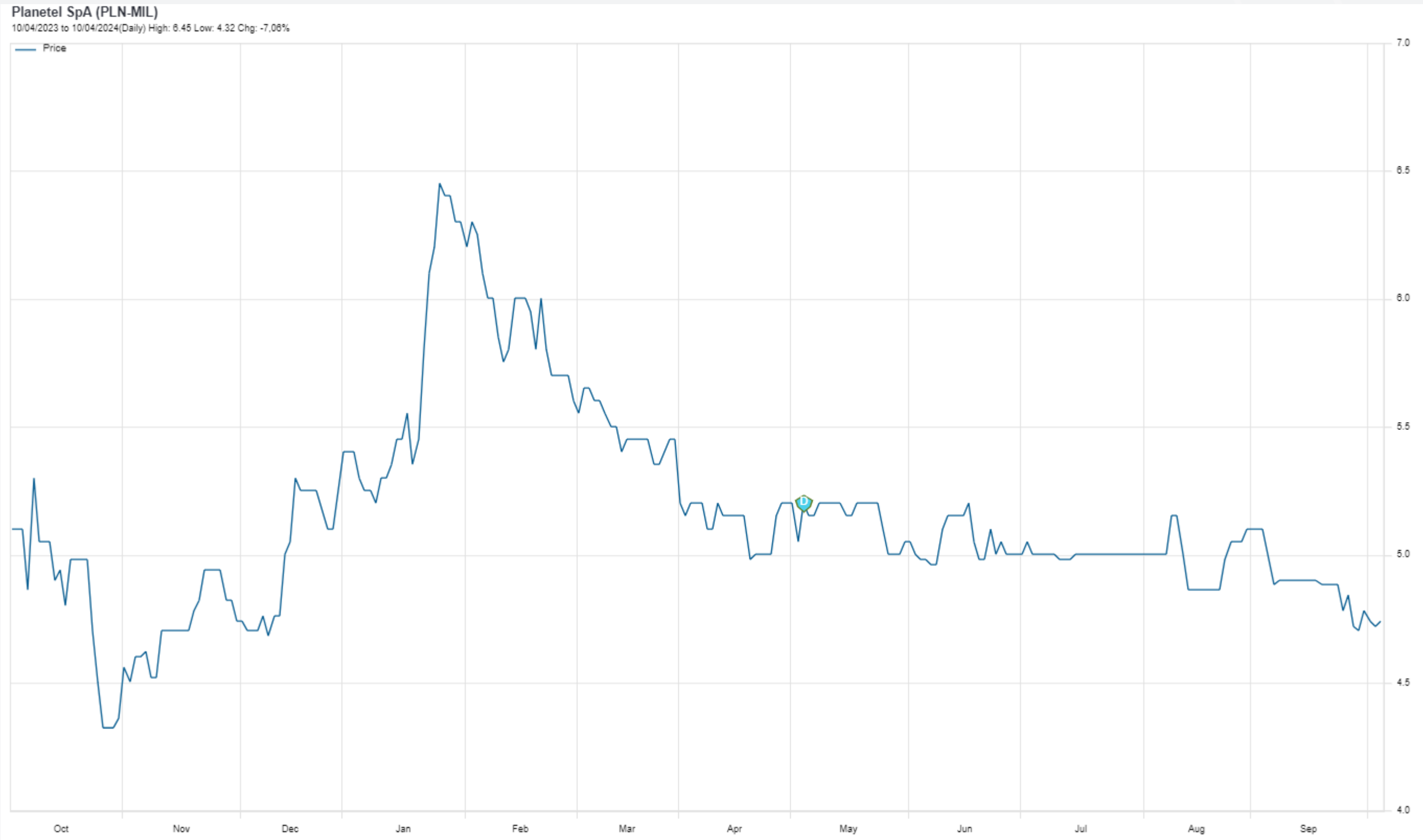


HY 2024 investment continues



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**).

Stock Performance



Source: Nasdaq
04/10/2023 – 04/10/2024

04.

PLANETEL'S STRATEGY FOR FUTURE GROWTH

Possible M&A in the near future

2 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

Planetel

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





Contact

PLANETEL S.p.A.

Bruno Pianetti, Chief Executive Officer -

bruno.pianetti@planetel.it

Mirko Mare, Chief Operations Officer - mirko.mare@planetel.it

Michele Pagani, CFO and IRM - michele.pagani@planetel.it

Tel. +39 035 204409

POLYTEMS HIR S.r.l.

Financial Communication, IR and Press Office

Bianca Fersini Mastelloni - b.fersini@polytemshir.it

Paolo Santagostino – p.Santagostino@polytemshir.it

Roberta Mazzeo – r.Mazzeo@polytemshir.it

Silvia Marongiu - s.marongiu@polytemshir.it

Tel. +39 06 69923324 – 06 6797849

ALANTRA

Euronext Growth Advisor:

Gianpiero Di Perna - +39 334 6267243- ega@alantra.com

Corporate Broker:

Patrizia Rossi - +39 338 3488950 - patrizia.rossi@alantra.com

MIT SIM S.p.A.

Specialist - 02-30561270 - info@mitsim.it

Planetel
THANKS FOR ATTENTION