Planetel

Palazzo Mezzanotte, Milan – Italy
October, 21th 2026

Next Gems 2026

Financial Results Presentation

1HY 2026

Planetel

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01.
Profile

Planetel

A Picture of Planetel Group

The Planetel Group is a **multi-regional fiber-optic connectivity provider and system integrator**, with a market presence dating back to 1985. The Group owns and operates a proprietary fiber-optic network and provides integrated Connectivity, IT Governance, Cloud & Datacenter and Cybersecurity solutions to **retail, corporate and wholesale customers**.

With a presence across Lombardy, Veneto and Campania, Planetel combines **proprietary infrastructure** with a growing **multi-regional footprint**, including its **Padua Edge Data Center**.

Since its listing on Euronext Growth Milan in 2020, Planetel has pursued an **acquisition-led growth strategy**, completing five acquisitions to strengthen its technological capabilities, market presence and geographical footprint.

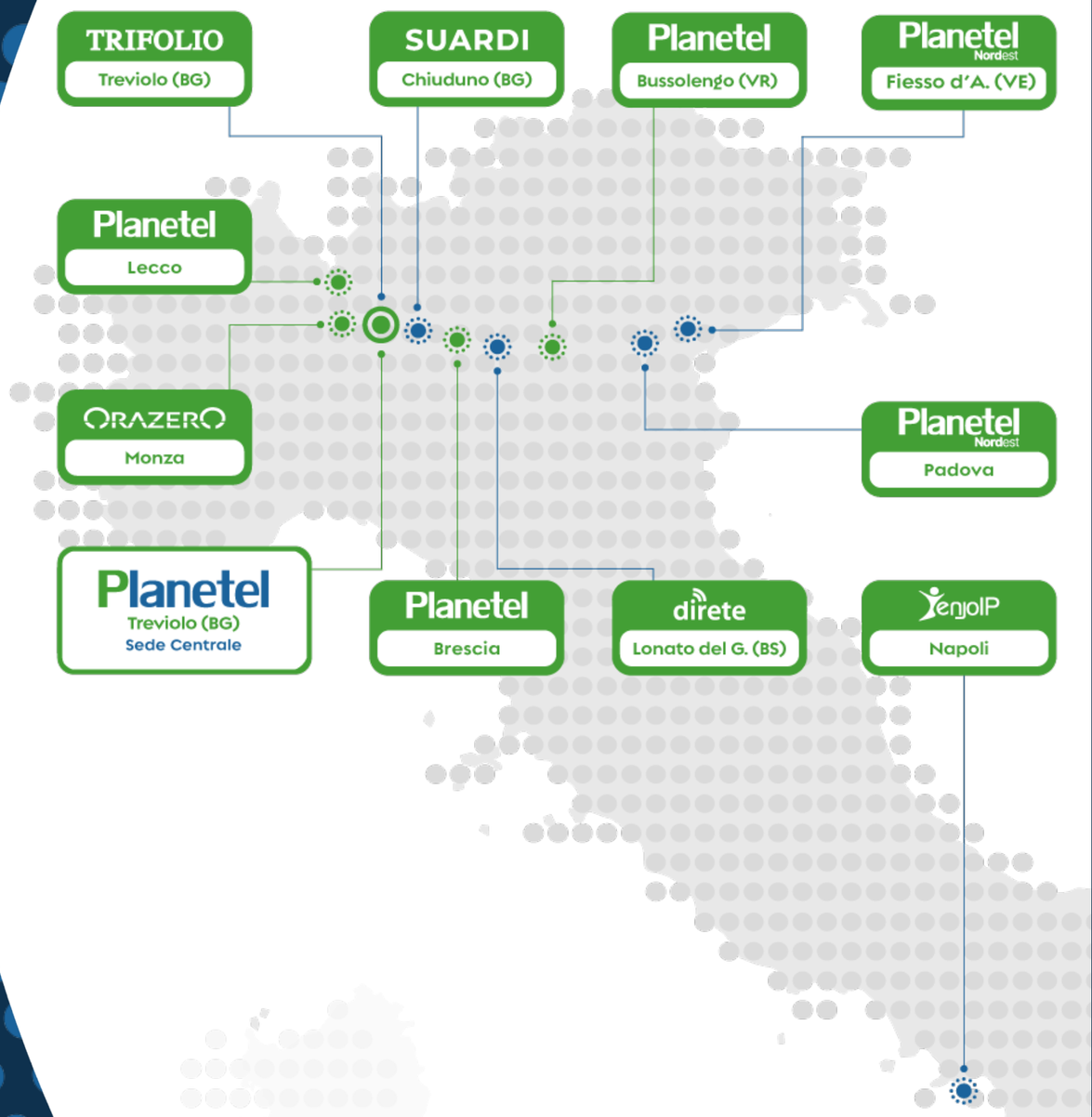
Key Investment Pillars

- Proprietary Edge Data Center and Fiber-Optic Infarstructure
- Integrated Technology Offering
- Multi-Regional Footprint
- Proven M&A Track Record

The Group's Companies

Planetel TRIFOLIO direte Planetel Nordest* SUARDI enjoIP

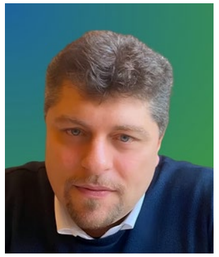
* A new entity formed through the merger by incorporation of Connetical S.r.l. into Trivenet S.r.l.



Governance

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

Bruno Pianetti
CHAIRMAN and CEO Planetel



Mirko Mare
BOARD MEMBER and COO Planetel

Francesco Pianetti
BOARD MEMBER

Stefano Quadrio
BOARD MEMBER

Ramona Corti
INDIPENDENT BOARD MEMBER

Shareholder's structure

SHAREHOLDERS	N. OF SHARES OWNED	% OF SHARE CAPITAL
BMP HOLDING S.R.L. a socio unico	3,549,484	52.22%
Market	2,071,250	30.47%
Sitis Immobiliare	885,246	13.02%
Own shares	217,000	3.19%
Mirko Mare	73,770	1.09%

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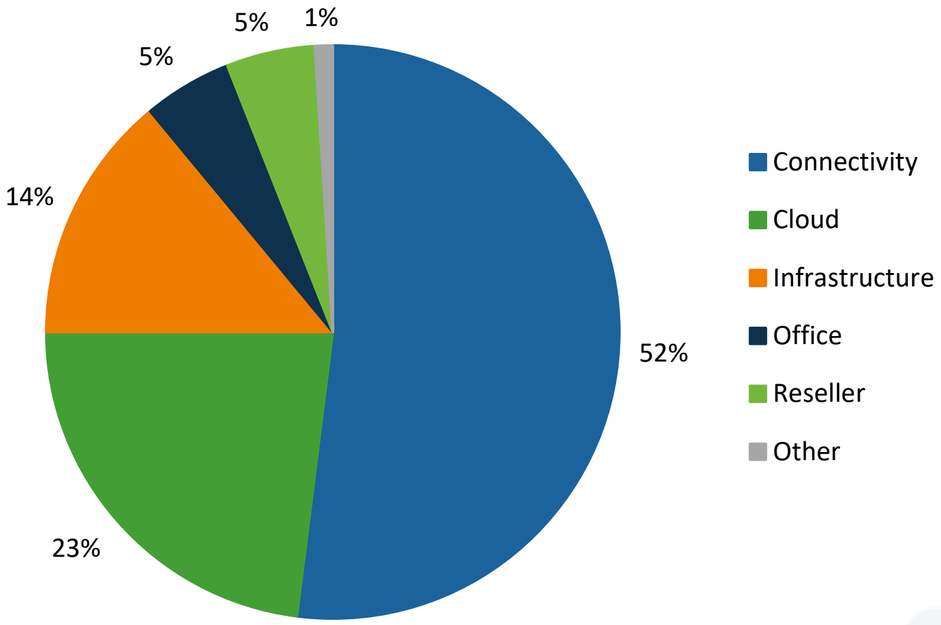
Planetel in a Nutshell



* The Cloud & Datacenter Business Unit was previously called ASP-Cloud.

Value of Production HY 2026

€ 21,7M

+5% YoY

Recurring Revenues

90%

HY 2026

Active Clients HY 2026

57,600

+1% YoY

Data Center

7

Datacenter interconnected with proprietary fiber-optic network.

Fiber-optic Network

3,569 km

Planetel backbone fiber-optic network (+1.5% from 31/12/2025)

Investments

26M

Planned CAPEX for the period 2026–2029.

Municipalities served

320

Municipalities served with fiber.

Resources

227

Qualified and skilled resources.

Other assets

84

Planetel Point

44

BTS Tower

1,250

Cabinets for FTTC & FTTH connections

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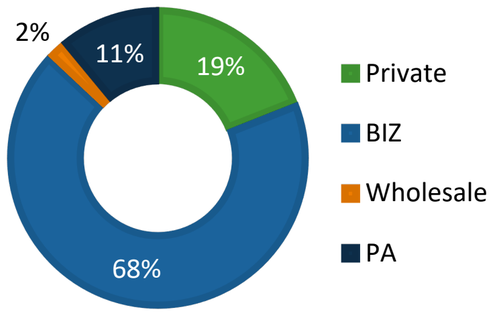
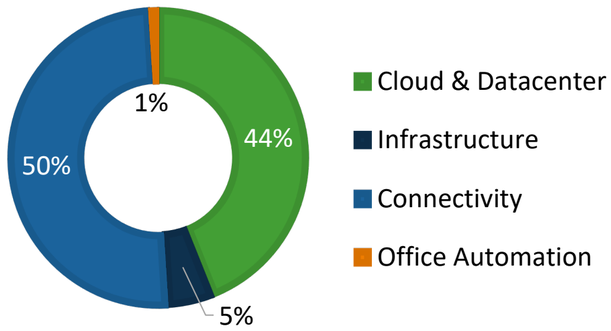
Breakdown



Total Revenue HY 2026 by Customer Cluster

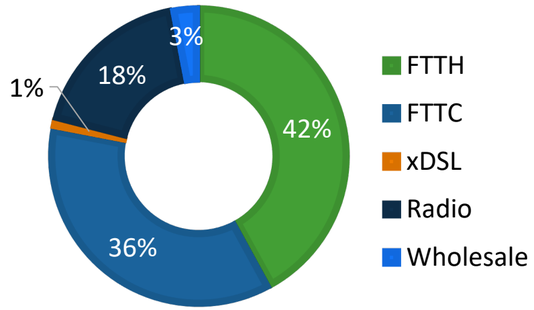
Revenue remains primarily focused on the Business segment, which accounts for 68% of total revenue.

As of June 2026, 68% of Planetel Group's total revenue was generated by Business customers, while Private customers accounted for 19%. Public Administration (PA) represented 11%, mainly driven by the acquisition of Suardi, while Wholesale accounted for the remaining 2%.



New Contracts HY 2026 by Business Line

The data on new contracts by Business Line at June 2026 have undergone a change compared to the end of 2025: Connectivity contracts are around 50% (-5% vs FY 2025), while Cloud & Datacenter contracts are around 44% (+4% vs FY 2025). Contracts for Infrastructure and Office Automation remain stable.



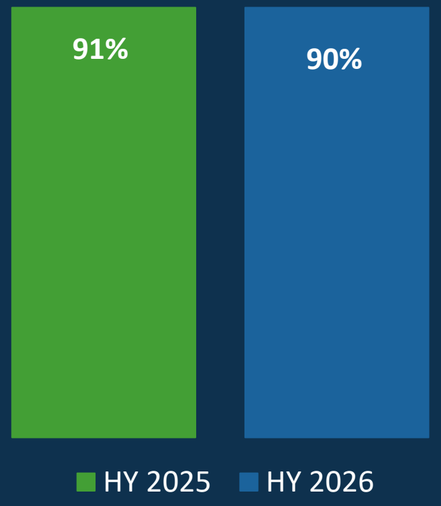
Connectivity Revenue HY 2026

The connectivity segment represents **52% of total revenues**. Internally, the revenue mix across different connectivity technologies remains broadly unchanged compared to the end of 2025. **FTTH is stable**, now accounting for **42%** of revenues, while **FTTC** has grown to **36%**, primarily at the expense of radio connectivity and xDSL. Wholesale is stable.

Value of Production
at June 2026 (+5.3% YoY):

21,700,000 €

Recurring Revenue HY 2026



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02.
Market Outlook

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Market outlook: three markets, one proposition

Data centers, cybersecurity and fiber are **all growing at double-digit rates**, driven by different forces but converging on the same need: capacity, security and connectivity from **one accountable partner**. Planetel operates in all three markets with proprietary assets, turning three separate growth trends into one recurring, cross-selling proposition.

	Data Center	Cybersecurity	Fiber
Growth 2025	**+19%**	**+12%**	**+19.6%**
Market 2025	609 MW IT installed	€2,78bn	7,01m FTTH lines (34% of fixed)
Outlook	>1 GW in 2027, >1.3 GW in 2028	~€3.1bn 2026e, ~€3.5bn 2027e	~+1.2m lines per year
Drivers & 2026 catalyst	AI, cloud and data sovereignty; new single authorization procedure	Shift to managed services; NIS2 measures due 31 Oct 2026	Copper switch-off; FiberCop becomes wholesale-only
Where value accrues	Operators with power, permits and connectivity: Terna expects only 1.5–2 GW of a 96 GW queue to be built by 2030	Recurring, compliance-driven managed services: services already exceed technology spend	Migration, not coverage: 77.6% of homes covered, ~30% take-up; only 66% of SMEs reached
Planetel lever	Padua Edge DC + 7 data centers	Orazero, proprietary 24/7 SOC	3,517 km proprietary backbone

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Source: *Osservatorio Data Center and Osservatorio Cybersecurity & Data Protection, Politecnico di Milano; Terna; AGCOM Communications Observatory 2/2026 and Annual Report 2026.*

03.
Business Strategy

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Advancing the 2026 Strategy

Planetel.Cloud & Data Center
Powering the Next-Generation of Computing

2026 continues to be characterized by significant cloud investment and new opportunities. To meet the growing demand for high-density computing, Planetel is investing in **next-generation immersion cooling technology**, enabling server utilization of up to 100% versus the typical 60–80% of conventional air cooling, bringing PUE down to 1.03–1.05. This allows the Group to increase computing density, improve energy efficiency, support next-generation IT infrastructure and address the hardware consolidation driven by ongoing supply-chain constraints.

The second half of the year is dominated by the **Padua Edge Data Center**, with works expected to complete by the end of October and inauguration set for early November; the site will be **fully operational from 2027**. The project has already received "As Design" certification from Bureau Veritas against ISO/IEC 22237:2024 and ANSI/TIA-942-C:2024, with "As Built" certification to follow completion.

In parallel, Planetel is continuing the migration of its existing data centers to Padua.

Cybersecurity
Building a Proprietary Platform in a High-Growth Market

The first half of 2026 marked the completion of the Ora-0 acquisition, awarded to Planetel through a competitive procedure in March.

With this move, Planetel enters the cybersecurity market in full, investing through **Orazero** in new SIEM platforms and advanced security products.

The division now operates a **proprietary Security Operations Centre**, staffed by 20 dedicated cybersecurity professionals who monitor and analyze customer networks around the clock, 24/7 — one of the **few Telco/IT operators in Italy to run its own SOC**.

Orazero is now fully integrated into Planetel Universe as the Security planet.

Proprietary Fiber Network
Expanding the Backbone for Growth

Planetel continues to invest in its **proprietary fiber optic network**, which reached 3,569 km.

Investment remains focused on industrial areas of Lombardy and Veneto, given the strong presence of companies and SMEs, and on Padua, to build on the customer base established through the Connetical and Trivenet acquisitions, now unified under Planetel Nordest.

The Padua data center site is **already connected via proprietary fiber** to the Planetel backbone, with work ongoing to extend **interconnection toward VSIX** and to close the fiber ring linking Padua with Verona and the rest of the network.

M&A
Accelerating Growth Through Strategic Acquisitions

We maintain an ongoing and disciplined approach to **identifying potential M&A opportunities**. Our focus is on acquisitions that can accelerate business growth within the areas we have defined as strategically core, telecommunications, cloud infrastructure, and cybersecurity, while strengthening our role as a fully **integrated Managed Service Provider** in the Italian market.

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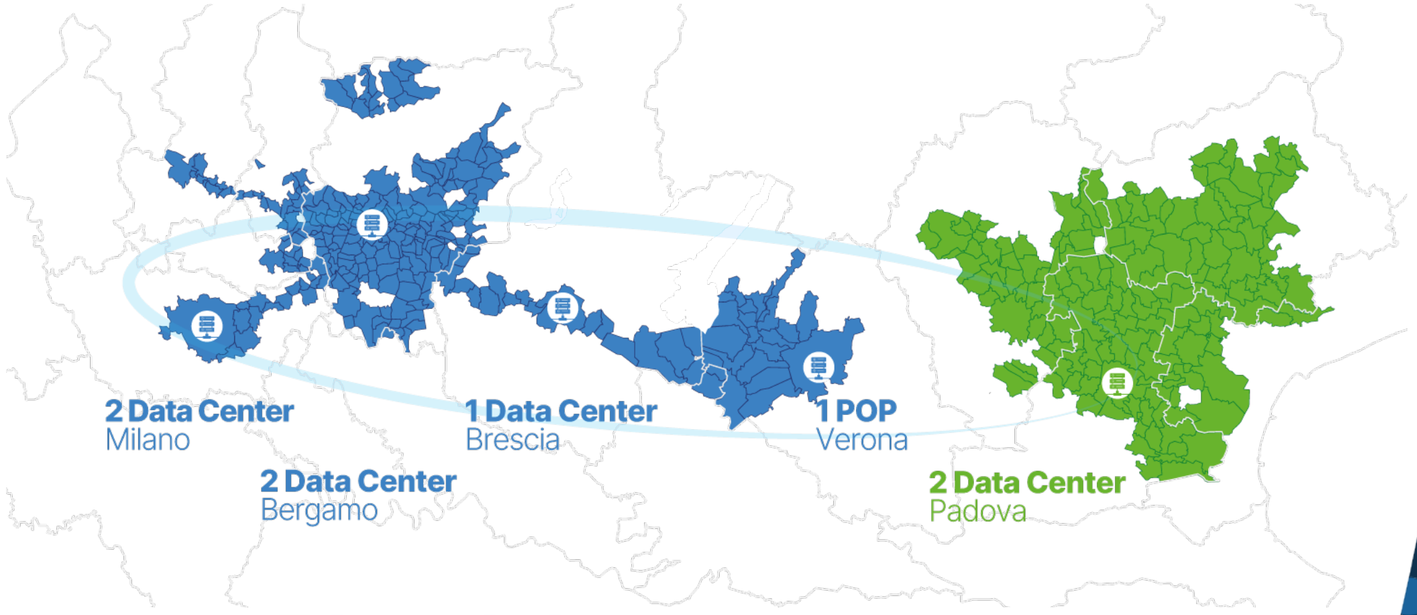
Fiber Network Expansion

Strengthening the Regional Footprint

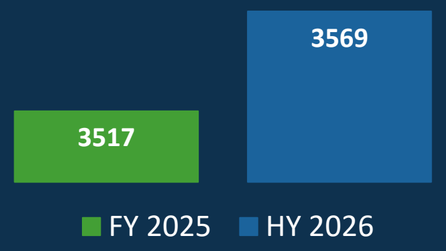
Compared with year-end 2025, Planetel continued to expand its fiber-optic network, reaching **3,569 km** as of 30 June 2026, **up 1.5%.**

Investments focused on municipalities across **Lombardy and Veneto**, covering both residential and, in particular, industrial areas with a high concentration of companies and SMEs. The **Padua area remains a key focus**, supporting the integration of the acquisitions completed in Veneto.

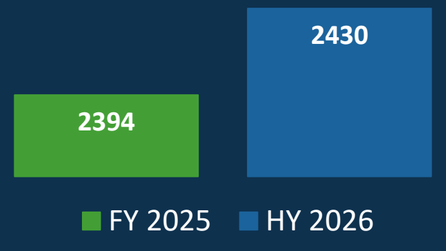
Further network expansion is planned in these areas, strengthening Planetel's multi-regional footprint, particularly in **Veneto and Lombardy.**



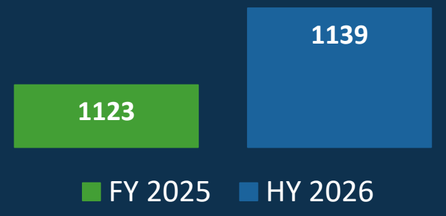
Total Fiber-optic network (Km)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network from others (Km)



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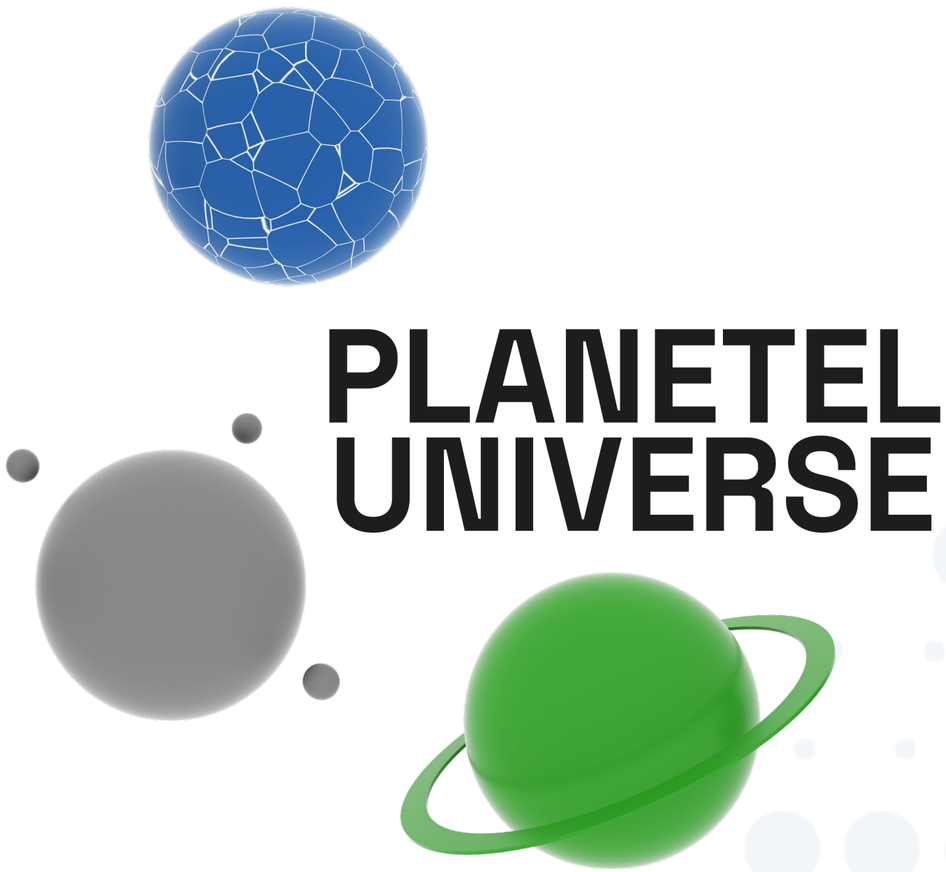
Planetel Universe: the new communication strategy



Three Planets, one partner

From a catalogue of services to three governed domains for the business market

- **Governance**
- **Connectivity**
- **Security**

Planetel Universe represents our new communication strategy and a new way of **presenting ourselves to the B2B market**.

«We are a unique, credible and well-structured partner, ready to guide our clients across every aspect of their digital transformation.»

Our ecosystem brings together the three key areas businesses need to address today: **Connectivity**, **IT governance** and **Cybersecurity**.

Our approach is built around **each company's specific needs**: understanding its challenges, demonstrating our expertise through tangible results, and identifying the most appropriate solutions to support its digital transformation.

Planetel Universe has a dedicated portal: universe.planetel.it. Users can find qualification quiz, trust page, direct booking with a specialist, 2 proof stacks + 1 real case for each Planet

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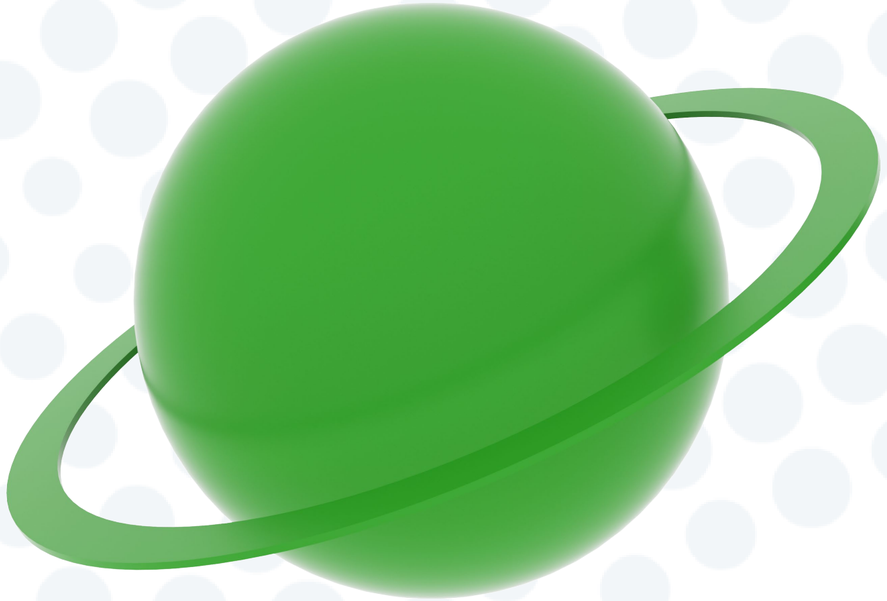
Planetel Universe: Connectivity

The company that never stops

Redundant connectivity, guaranteed SLA-based support and local infrastructure — all managed by a single, reliable partner.



Connectivity and Infrastructure

Two areas in dialogue with each other: the customer's **network infrastructure** and the most advanced **connectivity solutions**.

Proof stack 1
SLA Assurance

Rapid intake, structured escalation, and local technical support — not a generic call center.

Proof stack 2
Infrastructure asset

Proprietary fiber, 7 data centers, and MIX/VSIX interconnection: continuity and performance under control.

Connectivity solutions

Shared fiber optics (FTTH/FTTC)
Fiber connectivity via dedicated backbone with shared delivery for corporate sites..

Dedicated PTP fiber optics
Point-to-point connection, symmetric bandwidth, guaranteed SLAs.

Radio connectivity (FWA PTP/PMP)
WIFOX wireless access using unlicensed or licensed frequency bands.

Multi-site MPLS / SD-WAN
Site interconnection via private network, automatic failover.

VoIP and telephony systems (on-premise / cloud PBX)
Communication platform integrated with the data network; unified communications integrated with the mobile network.

Networking & Firewall Supply
Supply, configuration and maintenance of network devices.

Video surveillance systems
License plate recognition, mobile cameras and restricted traffic zones (ZTL), traffic light and speeding violations, bodycams and dashcams, trail cameras.

Wi-Fi
Implementation of Wi-Fi coverage for the areas.

Structured cabling (fiber + copper)
Design and installation of the internal corporate network.

Housing / colocation Infrastructure
Data center space: full rack, half rack, individual rack units.

Dark fiber – Laying infrastructure
Dark fiber and conduits for the customer's private network.

Connectivity backup (4G/LTE)
Automatic backup line in the event of a main line failure.

Security systems
Intrusion detection systems, smoke and gas detection systems, evacuation systems, time and attendance systems, access control.

Turnkey office furnishing
Comprehensive workspace fit-out project.

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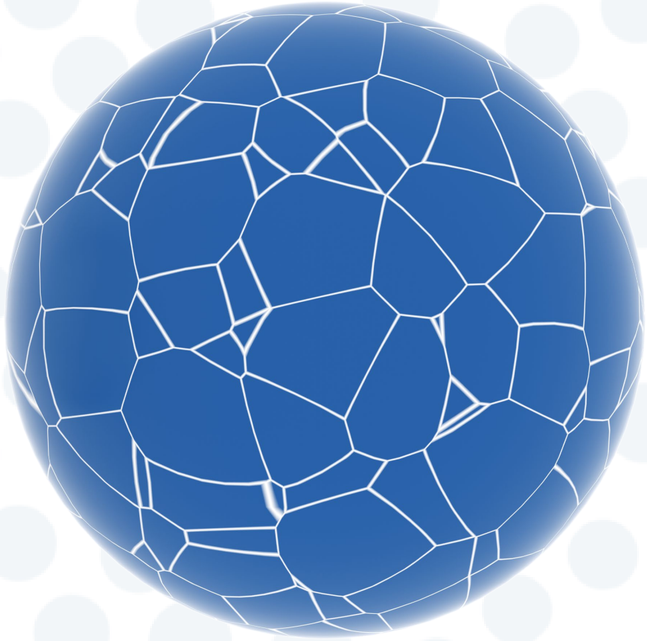
Planetel Universe: Security



Protected before, during, and after

Cybersecurity is not a product. It is an ongoing process: assessment, prevention and response.

Experience and expertise
The Security Planet is managed by our Orazero division.

ORAZERO
Divisione Cybersecurity Planetel

Proof stack 1
NIS2 & compliance
Assessment, gap analysis, compliance plan, and implementation: a clear path, free of unnecessary technical jargon.

Proof stack 2
Incident Response
Under attack? Orazero intervenes rapidly with containment, remediation, and documented operational restoration.

Security solutions

Security Assessment & GAP Analysis
Safety posture assessment and gap identification.

Vulnerability Assessment + Penetration Test
Technical vulnerability testing and attack simulation.

Credential exfiltration
Recurring or one-off service

SOC H24 / MDR-XDR (Next Gen SOC)
24/7 monitoring, endpoint protection, SIEM, threat detection.

Security Awareness & Social Engineering
Employee training on phishing and social engineering.

Incident Response Team
Containment, remediation, and post-incident restoration.

Cyber Threat Intelligence
Monitoring of exposed credentials, compromised identities, and ratings.

OT/IoT Security
Monitoring and protection of IoT and industrial devices.

Log Management
New Business Log product.

Consulting & CSIRT

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Planetel Universe: Governance

The control your IT deserves

Cloud, IT management and systems-transforming IT from a cost center into a strategic lever for your business.

Experience and expertise
The Governance Planet is managed by our Planetel.Cloud division.

Planetel.Cloud

Proof stack 1
Local infrastructure
Your data doesn't travel across Europe but stays in Italy. Seven data centers, a dual optical ring, and an Edge DC in Padua.

Proof stack 2
ACN Qualification
ACN QC2-qualified cloud for the public sector (IaaS and PaaS): if it's good enough for the State, it's good enough for you.

Governance solutions

IaaS & Managed IaaS
VM, storage and computing on-demand in Italian DC.

DRaaS (Disaster Recovery as a Service) & Managed DRaaS
System replication and disaster recovery.

BaaS (Backup as a Service) & managed BaaS
Managed, automated backup with guaranteed recovery.

IT Managed Services & Systems consulting
Level 1° or 2° service desk, device management, infrastructure management and support.

Networking & Firewall Management
Network devices monitoring and management

Web Services
Hosting, domain management, certified email, SSL certificates.

Microsoft 365 licensing, management, and consulting
M365 tenant, migration, user management, backup, and consulting.

Design and implementation of corporate systems

Hardware and software sales

EDGE DATA CENTER
TERRA-1

Our new **Edge Data Center Terra-1**, along with its associated services, is also positioned within the Governance Planet.

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The new hub in Padua

New logo

EDGE DATA CENTER
TERRA-1

Inauguration
18
19-20
November 2026

1200 m² Located in the industrial area of Padua	**Tier III** Compliant structure and facilities	**NOC** 24-hour security
Surveillance With security personnel	**Certified As Design** ISO/IEC 22237:2024 ANSI/TIA-942-C:2024	**Capacity** Dual optical ring with 2x400 Gb/s capacity.

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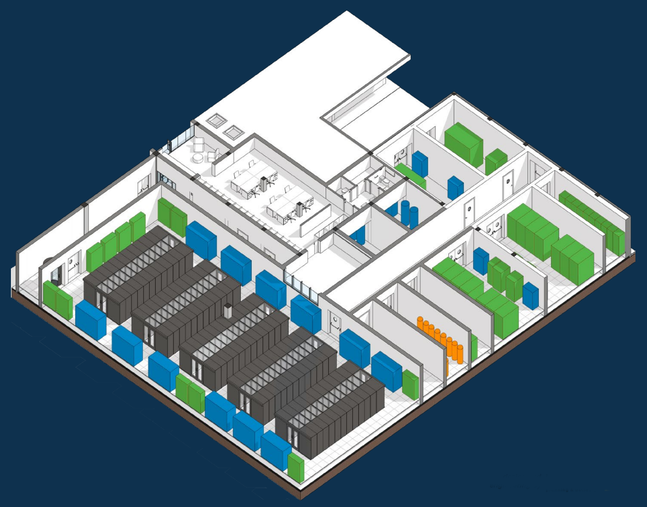

Offices and proprietary **Edge Data Center**

Interconnected with **Planetel's proprietary fiber optic network** to major operators.

Dedicated optical connections with **VSIX** Padua and **MIX** Milan.

Possibility of terminating **third-party optical circuits**.

+400m² of office and meeting space available to customers.

Completion of the works is confirmed for **October 2026** and inauguration scheduled for mid-November 2026.

Scan the QR code to book your guided tour.

Sustainability, Regeneration & Energy Efficiency

Padua Edge Data Center is designed to deliver high performance with **a lower environmental impact**.

Regeneration, not new construction

Repurposing an existing industrial complex
In Padua's ZAI industrial area

No new land consumed
Existing roads, utilities and grid connection reused

1,200 m²
Brought back into use ad proximity digital infrastructure

Energy efficiency

PUE target (entire building)
<1.23

Global average
1.52

Rooftop photovoltaic system
On-site renewable energy production

Advanced cooling, no water consumption

Designed to operate without consuming water. No evaporative cooling, reduced environmental impact.

Immersion cooling for part of the load. Servers submerged in dielectric fluid that absorbs heat directly from components. Only 5 kW to cool 100 kW. Minimum 40% reduction.

PUE target (immersion cooling only)
1.03 – 1.05

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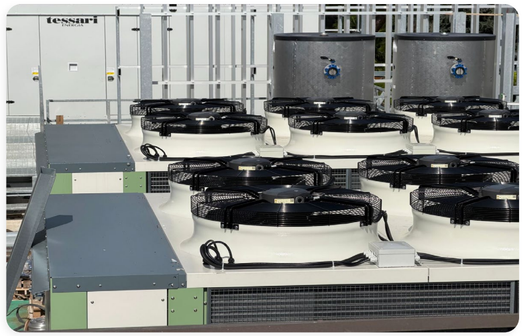
Terra-1: a look at the new hub

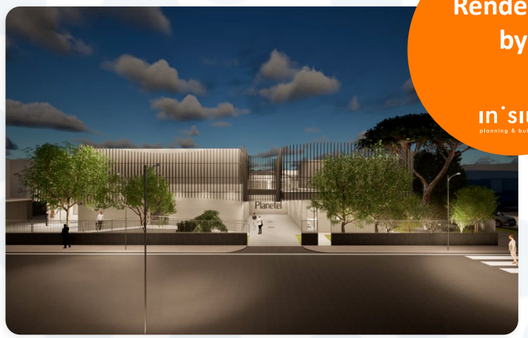
Construction site

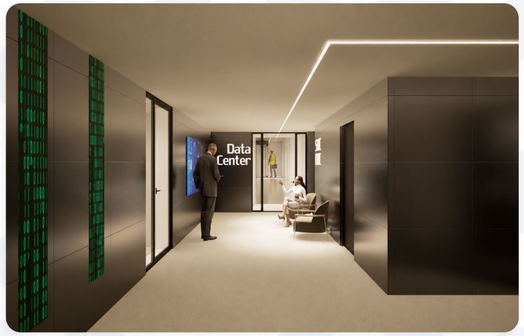


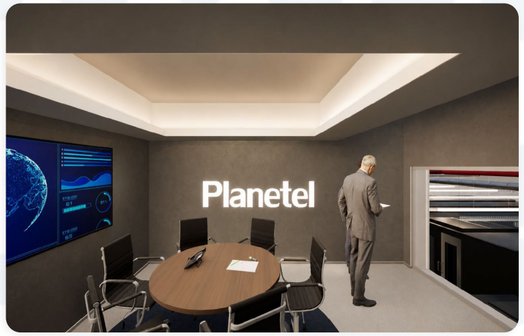
Scan the QR code to watch the video of generator set installation.

Project Rendering by

in site planning & building







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Recent corporate news

July 2026

Planetel joins the
Intermonte Valore Italia Index

On 2 July 2026 Planetel was selected among the **100 listed companies** that make up the **Intermonte Valore Italia Index**, dedicated to Italian small and mid-caps. Companies are selected on strict technical and financial criteria designed to ensure liquidity, transparency and investability: adequate free float, high governance standards, coverage by financial analysts, a sustainable capital and financial structure, and a controlled level of debt.

The index is part of **PMI2Change**, the project launched by Banca Generali to support the growth of listed Italian SMEs and address their limited liquidity. The initiative also includes a new **PIR-compliant, actively managed ETF** launched by Banca Generali with Investlinx and Intermonte, which will invest mainly in the index constituents. Banca Generali has committed to an initial €100 million, with exposure planned to rise to €500 million over the medium term.

September 2026

Planetel awarded
GO Internet's B2C business branches

On 11 September 2026 Planetel won the competitive procedure, conducted under the supervision of the court-appointed Expert, for the **B2C business branches of GO Internet S.p.A.**: fixed-network FTTH/FTTC connectivity (Perimeter D.1) and FWA connectivity (Perimeter D.2). The branches include customer relationships and the assets needed to deliver the services, and will be transferred **without employees** and, subject to the required authorizations, **free of debts and liabilities** arising before closing.

	Customers	Revenues	EBITDA	Consideration
D.1 – FTTH/FTTC	2,280	~ €630k	€184k	€230k
D.2 . FWA	2,299	~ €523k	€203k	€50k
Total	**4,579**	**~ €1,15m**	**€387k**	**€280k**

Half of the consideration (€140k) is payable at closing; the remaining €140k is deferred and subject to court approval of the crisis-resolution instrument that may follow the negotiated settlement procedure

The offers are binding and irrevocable until **30 November 2026**, the deadline for the conditions precedent: court authorization of the transfers, any required regulatory clearances, no objection from the Expert, and Intesa Sanpaolo's consent.

At closing, active customers must be at least **75% (D.1)** and **60% (D.2)** of those active on 31 May 2026.

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04.
Financials

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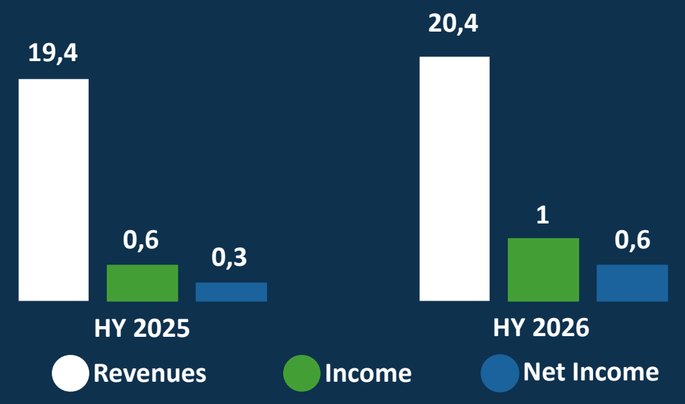
1HY 2026 Income Statement

Statement of Income (Data in Euro/000)	30.06.26		30.06.25		Change	% Change
	Consolidated	%	Consolidated	%	06.26-06.25	
Earnings from sales	20,43	94%	19,407	94%	1,025	5%
Change in inventory	-143	-1%	50	0%	-193	-388%
Internally generated fixed assets	820	4%	687	3%	133	19%
Other earnings and income	541	2%	538	3%	3	1%
Value of production	**21,650**	**100%**	**20,682**	**100%**	**968**	**5%**
Costs for raw, subsidiary and consumable materials	-2,221	-10%	-2,013	-10%	-208	10%
Cost of services	-7,796	-36%	-7,769	-38%	-27	0%
Use of third-party assets	-750	-3%	-735	-4%	-15	2%
Labour costs*	-5,817	-27%	-5,464	-26%	-353	6%
Sundry operating costs	-192	-1%	-194	-1%	2	-1%
EBITDA	**4,873**	**23%**	**4,506**	**22%**	**367**	**8%**
Amortisations and write-downs	-3,538	-16%	-3,631	-18%	93	-3%
EBIT	**1,335**	**6%**	**875**	**4%**	**460**	**53%**
Finacial result	-305	-1%	-254	-1%	-52	20%
EBT	**1,030**	**5%**	**621**	**3%**	**408**	**66%**
Income taxes	-423	-2%	-320	-2%	-103	32%
Result for the year	**606**	**3%**	**301**	**1%**	**305**	**101%**

**The increase in personnel costs compared to the HY2025 financial year is attributable to the cost 20 Orazero employees who have joined the workforce from September 2025.*

Overview of H1 2026

Revenues: +5% YoY



EBITDA	EBIT	ADJUSTED EBIT
4,873	1,335	1, 715
+8% YoY	+53% YoY	+30% YoY

EBITDA improved compared to H1 2025, driven by more effective cost management following the reorganization of the Group's companies. EBIT amounted to €1.335 million and was impacted by €0.38 million in gross amortization of goodwill related to consolidated companies. Excluding this impact, EBIT would have represented approximately 8% of sales.

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1HY 2026 Balance Sheet

The Group recorded **Net Equity of 21 million Euro**, include a negative reserve of Euro 1,06M for own shares and remaining stable compared to the end of 2025.

The balance sheet highlights the decrease of the tax receivables/payables due to the effects generated by the Patent Box on registered projects.

In the 2026 development activities continues. The situation highlights the **increase in investments** (+13% before depreciation) compared to the financial year ended 31 December 2025.

The **increase in intangible fixed assets** is due for Euro 0,3mln to the goodwill generated by the acquisition of Business Division Ora 0 and for Euro 0,7 to new investments in R&D.

The **increase in tangible fixed asset** is due for Euro 2,7 million to the investments in property fiber optic and other technical investments and Euro 2,5 million for the cost for the creation of the Data Center in Padua.

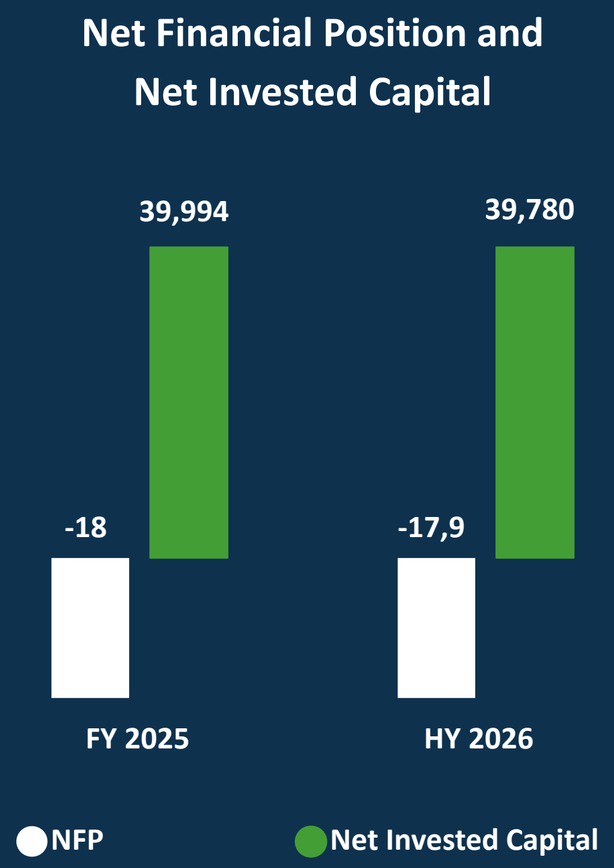
Balance Sheet (Data in Euro/000)	30.06.26	31.12.25	% Change
	Consolidated	Consolidated	30.06.26 - 31.12.25
Intangible fixed assets	10,910	11,015	-1%
Tangible fixed assets	33,552	31,466	7%
Financial fixed assets	78,790	25	217%
Net Non-Current Assets	**44,541**	**42,506**	**5%**
Inventory	1,263	1,406	-10%
Commercial receivables	10,124	11,480	-12%
Commercial payables	-5,314	-6,636	-20%
Commercial Current Assets	**6,073**	**6,249**	**-3%**
Other current assets	1,369	809	69%
other current liabilities	-3,517	-2,662	32%
Tax receivables and payables	-108	1,217	-109%
Net accruals and deferrals	-6,762	-6,261	8%
Net Current Assets	**-2,945**	**-648**	**355%**
Contingency funds	-186	-138	0%
Severance pay	-1,630	-1,726	-6%
Net Invested capital	**39,780**	**39,994**	**-1%**
Liquid assets	-14,846	-7,893	88%
Financial payables	32,820	25,924	27%
Net Financial Position	**17,974**	**18,031**	**0%**
Share capital	4,075	4,075	0%
Reserves	18,710	17,961	4%
Consolidation reserve	202	275	-26%
Retained earnings (accumulated losses)	-2,399	-1,631	47%
Profit/(Loss)	552	671	-18%
Group Net Equity	**21,141**	**21,352**	**-1%**
Third-party capital	5	5	0%
Reserves	607	504	20%
Third-paty profit/(loss)	54	103	-48%
Third-party Net Equity	**665**	**611**	**9%**
Total Sources of funding	**39,780**	**39,994**	**-0,54%**

Net Financial Position

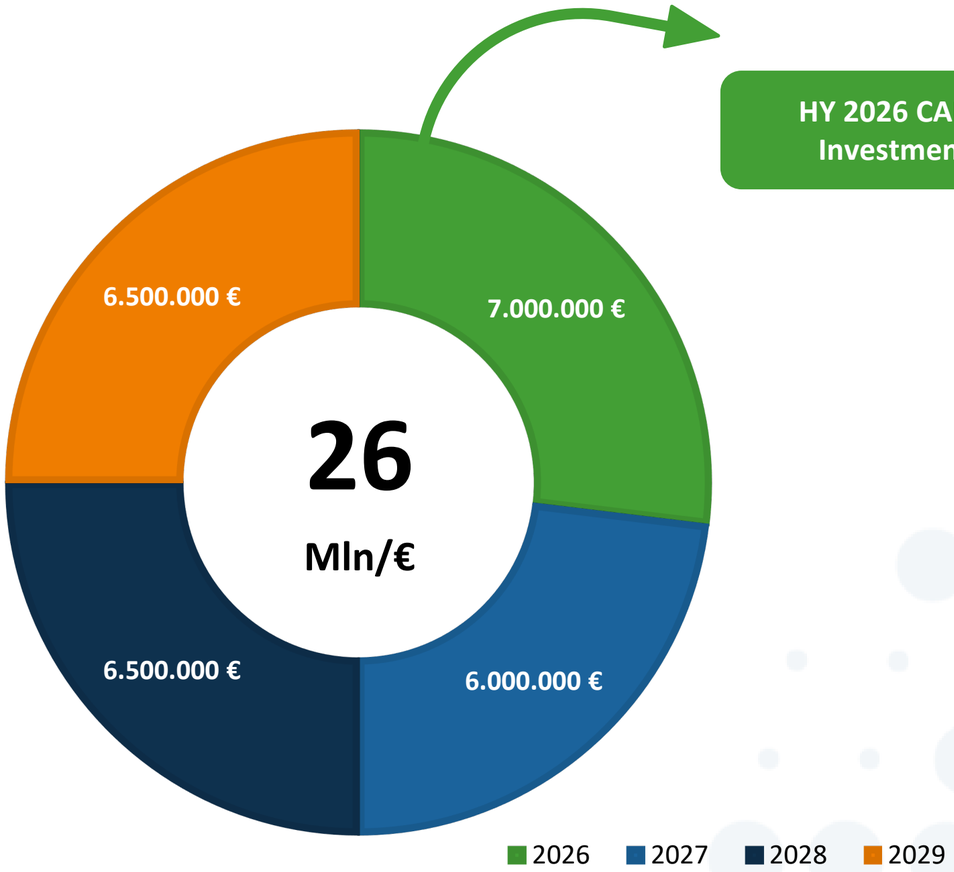
Net Financial Position (Data in Euro/000)	30.06.26	31.12.2015
	Consolidated	Consolidated
A. Cash flow from business	6,600	6,991
B. Cash flow from investments	-5,985	-7,459
C. Cash flow from financing activities	6,239	3,438
D. Liquid Assets (A±B±C)	6,853	2,970
Liquid Assets at start of the year	7,248	4,277
Liquid Assets at the end of the year	14,101	7,248
NFP	-17,974	-18,031

The **NFP** as of 30 June 2026 **was cash-negative by €17,9 million**, compared to a cash-negative position of €18 million for FY 2025. The **main factors** weighing on the Net Financial Position were:

- **New financing** of €12,5 million and **payment of old financing** for €6,9 million;
- The cost for the **creation of the Data Center in Padua** (€2,5million);
- **Other investments**, including construction of the fiber network (€3,0 million);
- The **acquisition of** a business division from **Ora-0** (€0,3 million);
- The **distribution of a dividend** of €0,7 million.

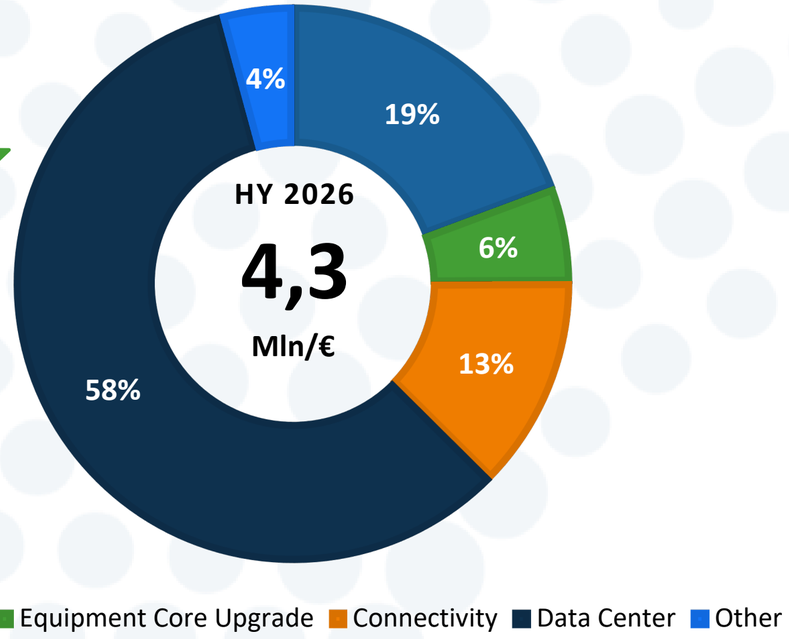


Continued Investment to drive Growth



HY 2026 CAPEX Investments

4,3 M/€



Planetel's investment program continues positively, in line with year-end projections of **7M**. The main investments concern **Data Center**, for an amount of **2,5M euros (58%)**. **Fiber Optic** investments comes in second place, with **843k euros** of investments **(19%)**. **Connectivity** comes third, with **545k** of investments **(12%)**. **Equipment Core Upgrade** comes fourth with **243k euros** of investments **(5,6%)**. Planetel continues to invest in **Other investments** for **183k (4%)**

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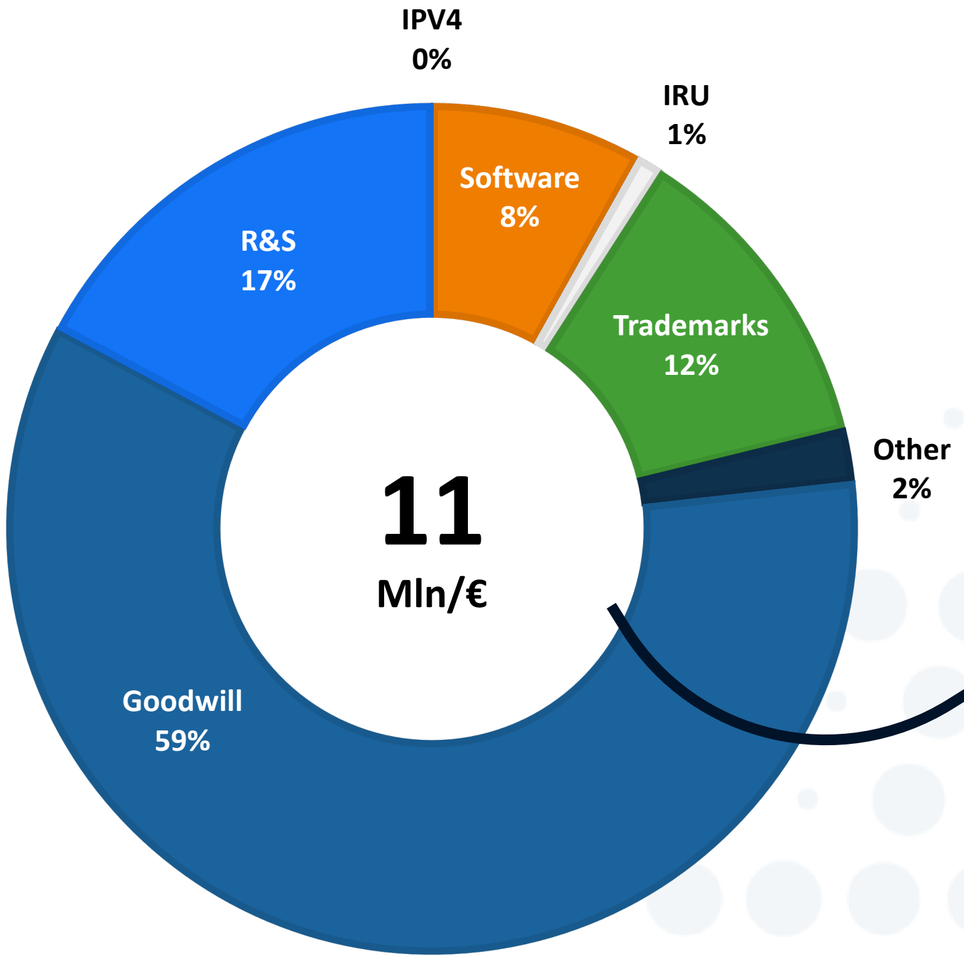
Breakdown of Intangible Assets



Software	903,435 €
Trademarks & patents	1,317,415 €
Goodwill	6,485,617 €
R&S	1,871,678 €
IRU	158,403 €
IPV4	128 €
Other	173,660 €
Tot.	**10,910,336 €**

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Breakdown of Goodwill across Group Companies

Consolidated Company	Original Value	Amortisation	HY 2026 Net Value	Annual Amortisation
Trifolio	50,772	22,847	27,925	5,077
Direte	3,495,914	1,573,161	1,922,753	349,592
Net-Admin	1,229,682	553,357	676,325	122,968
Planetel Nordest	1,653,582	427,955	1,225,627	165,358
Suardi	2,425,183	378,686	2,046,497	242,518
Total from consolidated Company	**8,855,133**	**2,956,006**	**5,899,127**	**885,513**
Company merged	1,251,640	665,150	586,490	72,636
Total	**10,106,773**	**3,621,156**	**6,485,617**	**958,149**

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