

October 2025

# Planetel

## Roadshow Alantra

*More than a connection*

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Roadshow Alantra  
Milan, Italy  
6-7 October 2025

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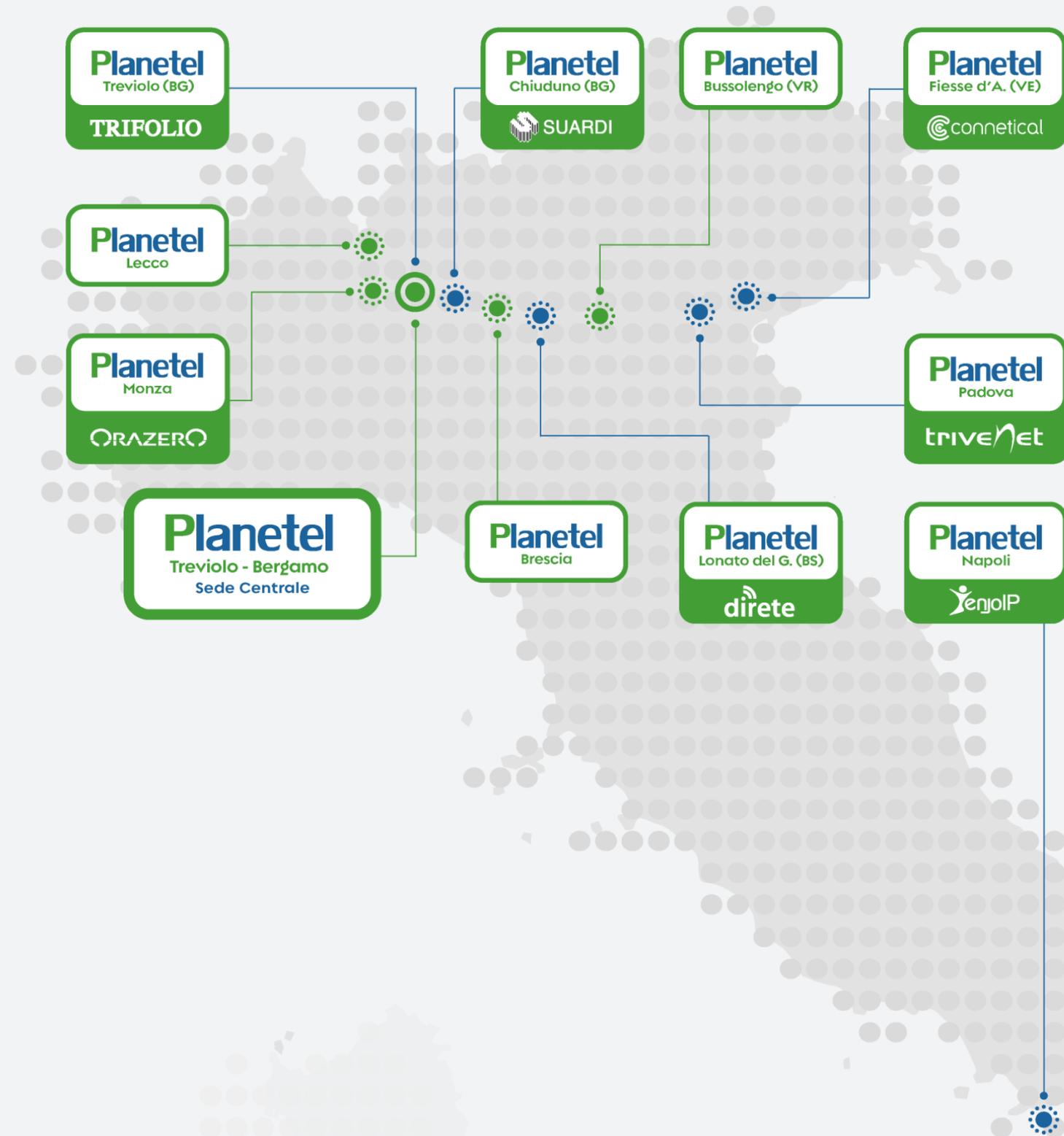
01.

# PROFILE

# A Picture of Planetel Group

The Planetel Group is a local fiber-optic network services provider on the market since 1985 with an **integrated offer of connectivity, Cloud & Datacenter\* services and other IT solutions dedicated to retail and medium/large corporate, as well as wholesale and public sector.** Planetel through its proprietary backbone offers ultra-fast connectivity to major wholesale operators. The Company is located in Lombardia, Veneto and Campania.

Listed on the EGM market of Borsa Italiana since 30 December 2020 from its listing to date has acquired 5 companies to gain new market shares and territorial presence.



## The group's companies



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



# 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



**Ramona Corti**

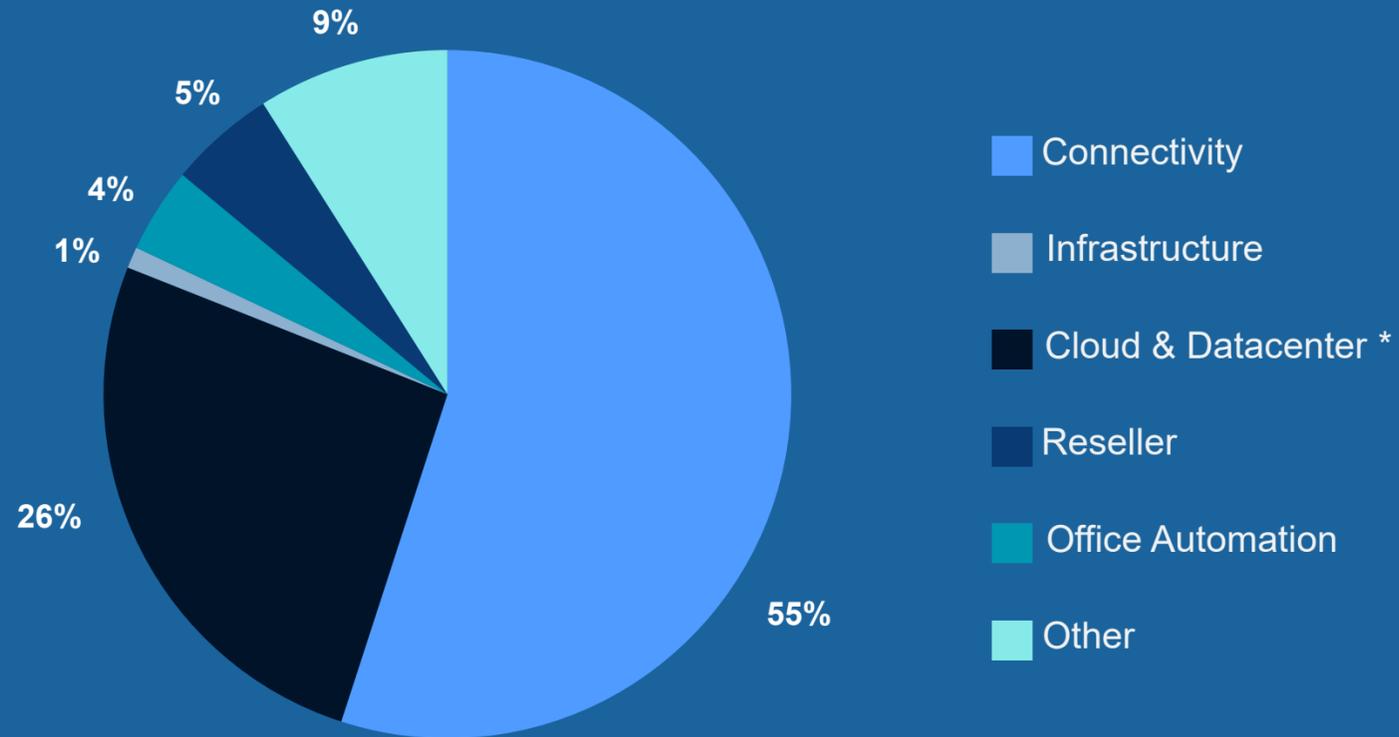
INDIPENDENT BOARD MEMBER

# Shareholder's structure



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

# Planetel in a Nutshell



Value of Production  
HY 2025

**€ 20,6M**

+5% YoY

Recurring  
Revenues

**91%**

HY 2025

Active Clients  
HY 2025

**54,910**

+4% YoY

**Datacenter**

**7**

Datacenter interconnected with proprietary fiber-optic network.

**Fiber-optic Network**

**3,382 Km**

Planetel backbone fiber-optic network for HSC (+2.1% from 31/12/2024)

**Investments**

**26,7M**

Planned CAPEX for the period 2024–2026

**Municipalities served**

**310**

Municipalities served with fiber. +4.73% from 31/12/2024

**Resources**

**207**

Qualified and skilled resources. +2% from 31/12/2024

**Other assets**

**127**

Planetel Point

**44**

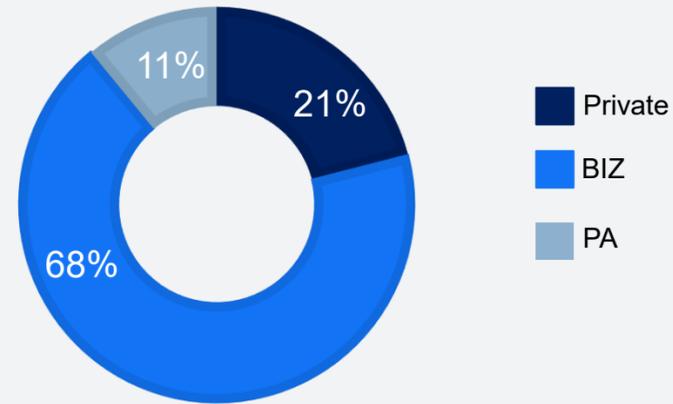
BTS Tower

**1,243**

Cabinets for FTTC & FTTH connections (+0.7% from 31/12/2024)

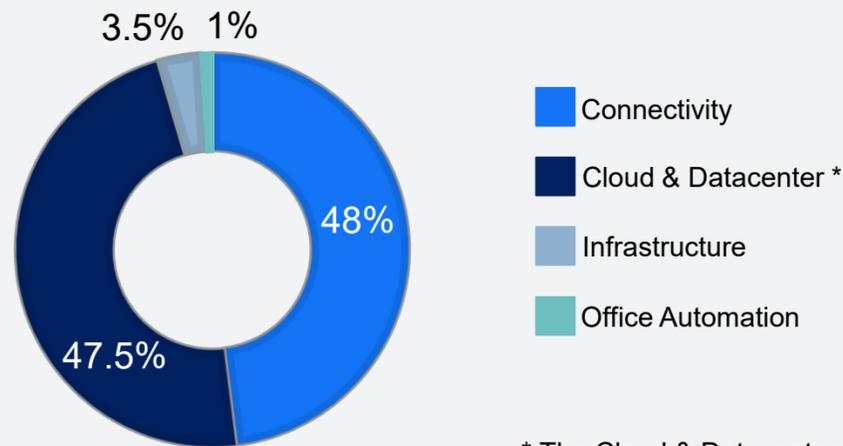
\* The Cloud & Datacenter Business Unit was previously called ASP-Cloud.

# Breakdown



## Total Revenue HY 2025 (by Cluster)

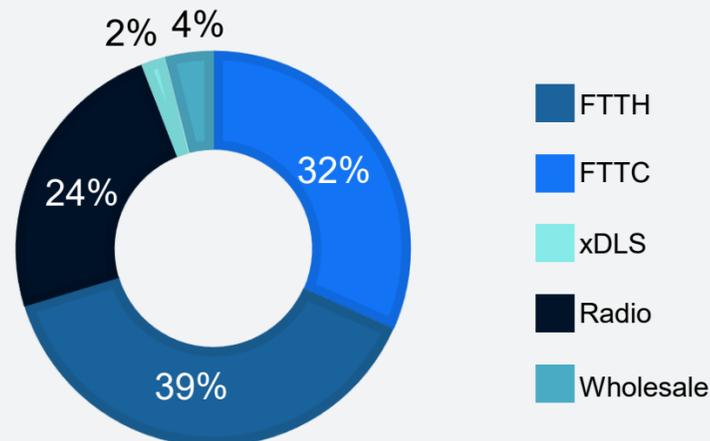
The data on **Total Revenue** by Cluster in the half year 2025 show that more than **68% of the Planetel Group's total turnover comes from the business target**. Private customers, on the other hand, account for 21%. A significant portion of the target market, equal to 11%, is represented by P.A, mainly thanks to the acquisition of Suardi.



## New Contracts HY 2025 (by Business Line)

The data on **new contracts** by Business Line in the half year 2025 shows a **significant increase in Cloud & Datacenter service contracts (47,5%)**, which have reached connectivity contracts (48%). Contracts for Infrastructure and Office Automation remain stable.

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



## Connectivity Revenue HY 2025

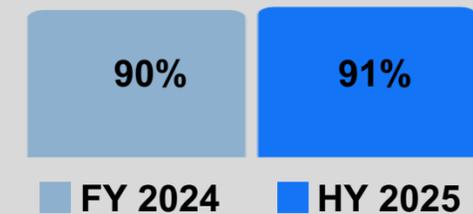
The connectivity sector represents **55% of total revenues**. Internally, the distribution of revenue between different types of connectivity remain more or less unchanged compared to the end of 2024, with **FTTH** accounting for **39%** of revenues and **FTTC** for **32%**.



## Value of Production at June 2025 (+5% YoY):

**20,682,000 €**

## Recurring Revenue HY 2025



02.

# MARKET OUTLOOK

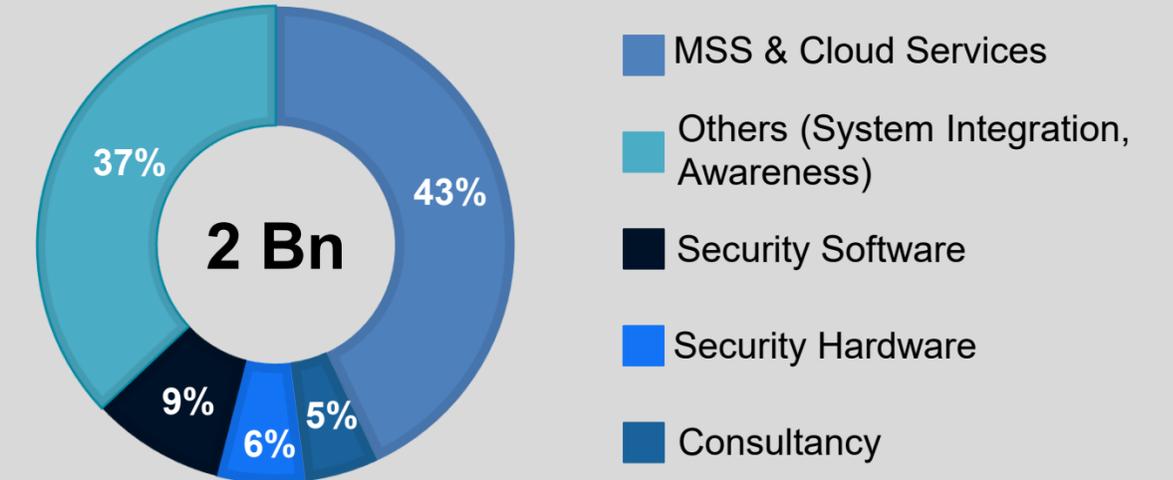
# Cybersecurity market trends

## Cybersecurity spending in Italy 2023-2027

The average annual growth rate for the period 2024-2027 stands at 10.6%.

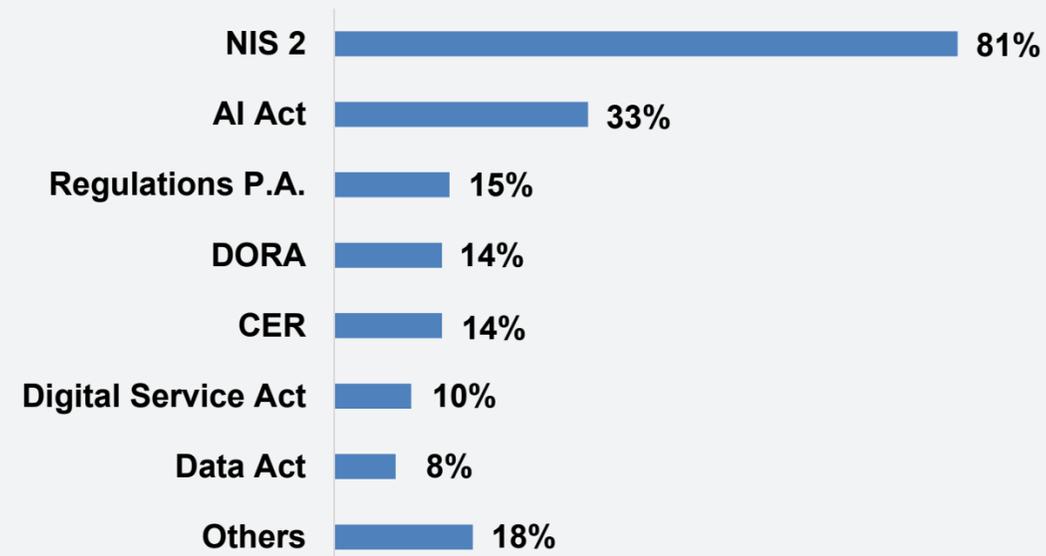


## Breakdown of cybersecurity expenditure in 2024

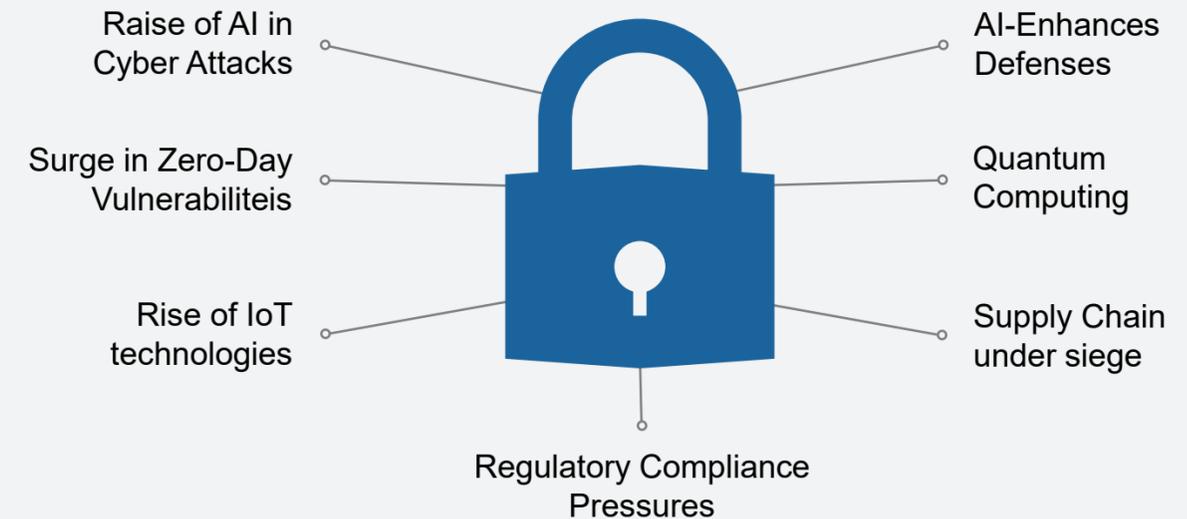


## Regulations drive Cybersecurity

The regulations will have the greatest impact on the adaptation of cybersecurity tools. These are the impact percentages:



## Main Cybersecurity Trends





# The Wholesale market

Planetel has a long-standing history of **building strong, frequent, and profitable relationships with major telecommunications operators** across Italy.

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**.

## Infrastructures

Optimize the commercial offering of providers and retailers with a solid, cutting-edge infrastructure.

- Installation infrastructure
- Dark Fiber
- Data Centre Services

## Connectivity

Flexible, high-performance and scalable connectivity services to suit specific requirements.

- FTTX and Wireless access
- National transport
- IP transit

## Digital Communication

Platforms and solutions for effective and secure communication.

- NBU, DBU, Billing Platforms
- VoIP & Cloud PBX Solutions
- Toll-free numbers 800

## Cloud, IT & Cybersecurity

Reliable and scalable cloud and cybersecurity solutions to guarantee performance and security.

- IaaS
- DRaaS
- BaaS
- Cybersecurity

HY 2025

**€0,530 M**

Total Revenues

The wholesale market has been growing within the Planetel Group for years. In the first half of the year, however, it slowed down (-37% YoY) mainly due to the reorganization of the major players: TIM - Fibercop and Openfiber, also following mergers and reorganizations by Vodafone and Fastweb, which led to a review of their investments in relation to their infrastructure synergies. Planetel is currently negotiating new agreements because of these integrations, with excellent prospects for the future.

03.

# BUSINESS STRATEGY



# The current status: advancements in the 2025 strategies

## Fiber Optic

Ongoing



Investments were minimal during the first half of the year, as we focused them on the Datacenter and cybersecurity services. The outlook for the second half of the year is better, as there should be a revival of the IRU market in the wholesale sector.

## M&A Activities

Completed



The acquisition of the Areatech business unit was completed in June, with investments of approximately €300,000, bringing 700 new business customers to the Group for a turnover of €485,000 by the end of 2024. A new challenge for the Planetel Group: the new Orazero business unit, signed in September, which brings additional expertise, services, solutions and opportunities in the field of cybersecurity to Planetel.

## Padua Area

Ongoing



Work on the new offices in Padua, where staff from the Veneto region have already been relocated, will be completed in May 2025. The new Planetel Datacenter will also be in the same building. The design and guidelines for the Datacenter contracts have been finalized. Due to bureaucratic issues, the work has been postponed until the end of 2025.

## Planetel.Cloud

Completed



Completed migration of customers from VMware to the new Proxmox and CloudStack infrastructures. Completed all network and security testing on the new clusters. Defined the new products that will be offered on the market from the last quarter of 2025. Possible new infrastructure project with dielectric oil cooling tanks to increase new AI services on Nvidia cards.

## Consolidation of the MSP role

Completed



All partnerships with leading cybersecurity and IT service vendors have been finalized. Critical mass has been achieved following the acquisitions of Areatech and Ora-0, allowing Planetel to be considered one of Italy's leading partners for these products. Main products: Fortinet, SentinelOne, Microsoft, Libraesva, Trustbuilder.

## Synergies between Group companies

Ongoing



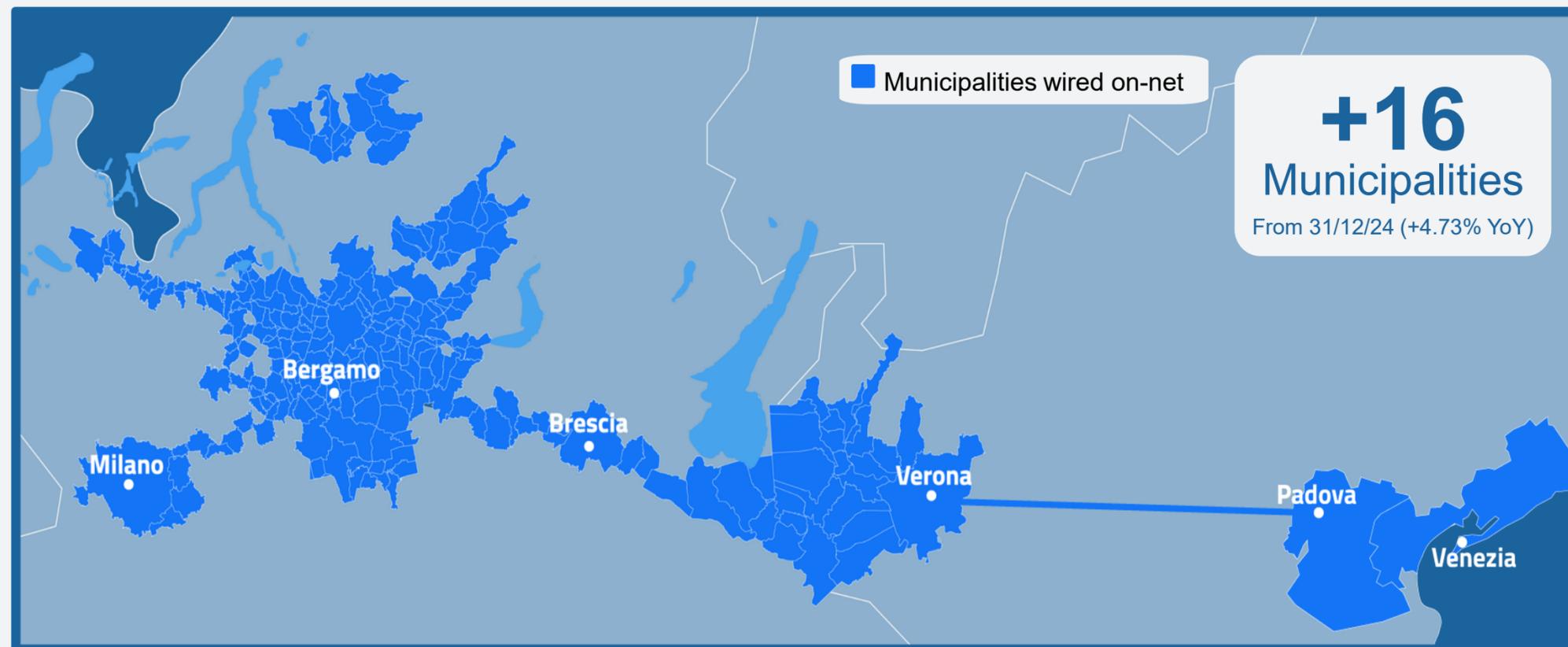
2025 will see the end of integrations with many of the acquired companies, primarily Net-Admin, which merged with Planetel in January 2025. Administrative and technical migrations to the management software of all companies acquired over the years will also be completed. New economies of scale will be found in administrative costs, leading to cost reductions from 2026 onwards.

# Planetel Fiber-optic network

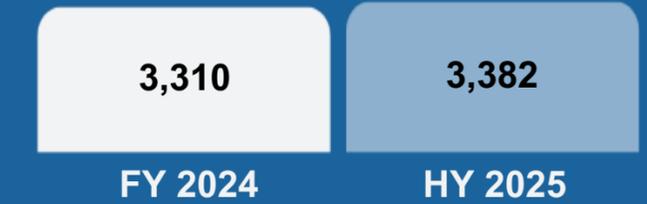
Compared to end of the previous year, the fiber optic **cabling process** of the municipalities **continued** progressively. In fact, since 31/12/2024, the cabling of **16 municipalities** has been completed (**+4.73%**).

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.



Total Fiber-optic network (Km)  
+2.1% from 31/12/2024



Fiber-optic network owned by Planetel (Km) +3.1% from 31/12/2024

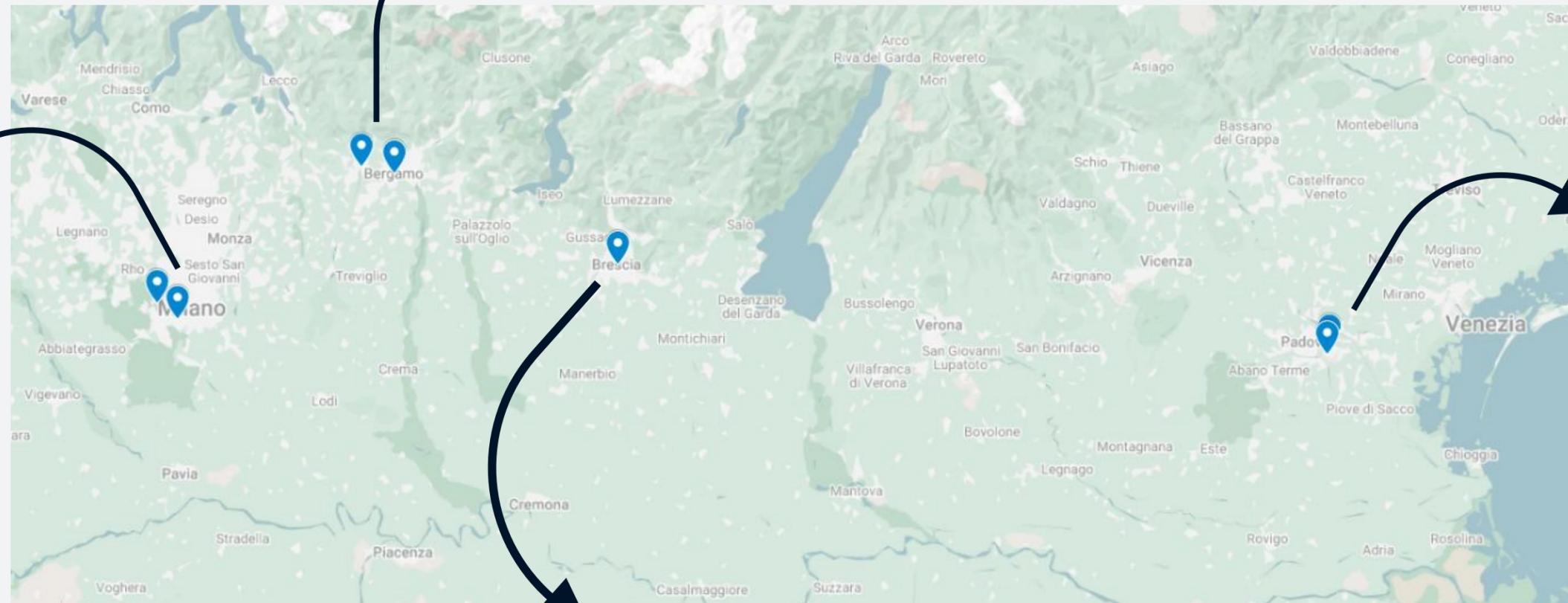


IRU Fiber network from others (Km)  
+0.2% from 31/12/2024



# Planetel Datacenter network

Planetel's infrastructure in Bergamo consists of two Datacenters. One is the **Aruba Datacenter**, a campus of **over 200,000 square meters** at the cutting edge in terms of technology, security and environmental impact. The second is the **Retelit Datacenter**, a space of **1,150 square meters** equipped with 6 uninterruptible power supplies, 2 generators and air conditioning systems..



In the Milan area, Planetel can rely on an infrastructure of two Datacenters. **The first is the MIX, the main Italian Internet network interchange point and among the first in Europe in terms of traffic carried.** The second Datacenter is that of **Equinix**, to which Planetel is interconnected through its own fiber-optic network.

Also in the Padua area, Planetel connects to two Datacenters. One is the **new proprietary Edge Datacenter** that the company is building; a space of over 1,200 square meters with 120 racks and state-of-the-art technology and security. The second is the **new VSIX Internet Exchange**, the fourth Italian interchange node by volume of public and private traffic.

In Brescia too, Planetel can count on an infrastructure consisting of a **Retelit Datacenter**, interconnected with proprietary fiber and an important hub to connect the Lombardy area with the Veneto region.



# The new hub in Padua: rendering & design





# The new hub in Padua: Offices and Edge Datacenter

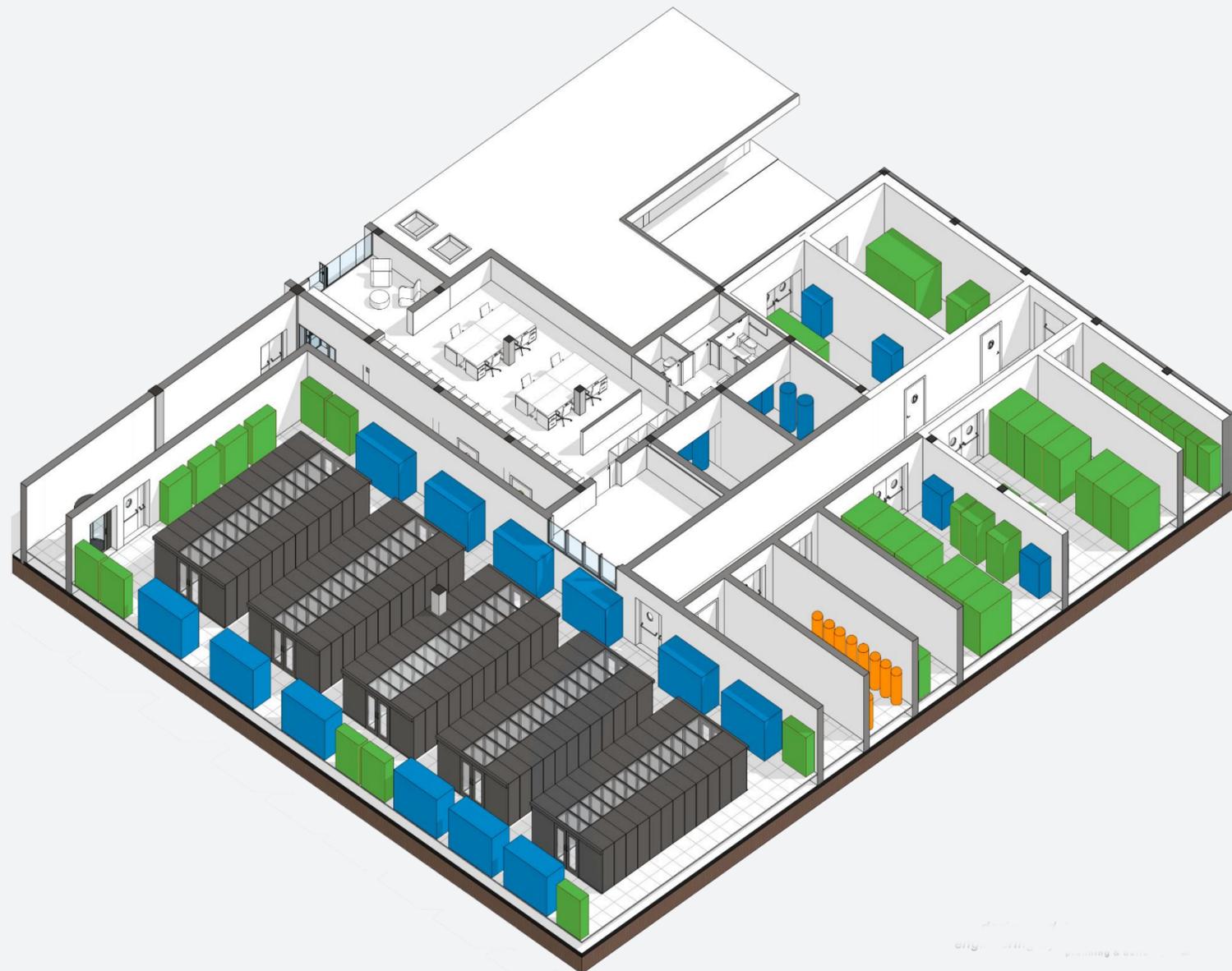
Interconnected with **Planetel's** proprietary fiber optic **network** to major operators.

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

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

**400m<sup>2</sup>** of office and meeting space available to customers.

Dual optical ring with **400x2 Gb/s** capacity.



**1200 m<sup>2</sup>**

Located in the industrial area of Padua

**Tier III**

Compliant structure and facilities

**NOC**

24-hour security

**Surveillance**

With security personnel

# Planetel.Cloud Business Unit

The Planetel Group's Business Unit dedicated to **IT & Cloud solutions for a tailor-made Digital Transformation**. From the cloud to the Datacenter, from managed services to systems consulting.

With Planetel.Cloud, **customers will have access to innovative services designed around their specific needs** to ensure high performance, business continuity and advanced data protection.

Customer has at his disposal a **complete and reliable partner capable of providing all-round support in the digital transformation of his business**. All this by combining the competence of the Planetel.Cloud division with the experience of the Planetel Group.

The characteristic and differentiating elements of Planetel.Cloud are:

- **Advanced infrastructure**
- **Italian Cloud**
- **GDPR compliance**
- **Tailor-made services**
- **Managed solutions**
- **Constant support**



## Planetel Cloud

- Infrastructure as a Service (IaaS)
- Disaster Recovery as a Service (DRaaS)
- Backup as a Service (BaaS)

## Planetel Home

- Data Center as a Service (DCaaS)
- Storage as a Service (StaaS)
- Networking as a Service (NaaS)
- Backup as a Service (BaaS)
- Firewall as a Service (FaaS)
- MFA Solutions - Email Security

## Planetel On-Premise

- On-premise Datacenters
- Supply of hardware and software
- Backup solutions - Networking services
- PBX and Unified Communications

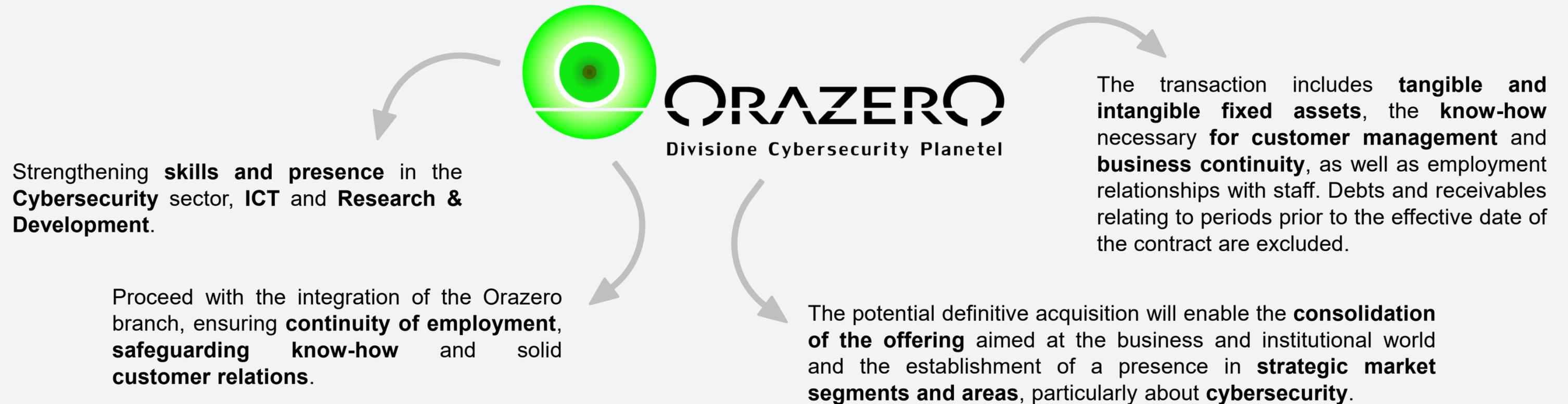
## Microsoft 365

- Licences and services
- IT Services**
- Managed IT services
- IT consulting services

## Web Services

- Hosting and domain management
- Email and certified email management
- Cloud and cloud native services
- Trademark registration and protection
- SSL certificate management

# Orazero, the new Cybersecurity Division of Planetel



**Type of transaction:** New Business unit with a view to future purchase.

**Commitment:** to formulate a separate purchase proposal within the time necessary for the correct determination of the price.

**Terms:** operation commencing on 4 September 2025, with an initial term of three months, extendable until sale. Rent of €1,500 per month plus VAT. Financing with own funds.

## Some data from Orazero Srl

**FY 2024 Revenue:**  
€ 2,590,000.00

**FY 2024 EBITDA:**  
€ 273,000.00



# a complete Cybersecurity Solution Portfolio

Analysis, prevention and defense services for data and IT systems, along with incident resolution support

## Security & Risk Assessment

- Security Assessment & GAP Analysis
- Vulnerability Assessment (VA)
- Penetration Test (PT)
- Red Teaming
- Security Awareness
- Social Engineering Testing

## Strategy & Governance Plan

- GAP Analysis
- Process and procedure assessment
- Compliance assessment
- Certification assessment

## Cyber Threat Intelligence

- Cyber threat intelligence
- Security Rating Service
- Identity breach service
- Exposed credentials service

## OT-IOT Security Solutions

- Monitoring and Protection of IoT and IIoT Systems

## Application & Network Security by Next Gen SOC

- 24/7 monitoring for corporate asset protection
- Endpoint Protection for workstation protection - MDR/XDR
- SIEM - UEBA for IT event monitoring
- Log Management service for IT event monitoring (OrazeroLOG, OrazeroBOX)
- Vulnerability Management & Intrusion Prevention Detection
- Firewall & VPN management, monitoring and configuration

## Incident Response Team

- Containment, remediation, reconstruction and recovery support activities
- Digital Forensics and Impact Analysis
- Support for reporting data breaches to the authorities

# Participation in B2B trade fairs and events



## Days to Connect 2025, Nola (NA)

A key event on digital transformation, cloud, AI and networking, bringing together companies, partners, and ICT professionals.

## B2B event at Bentegodi Stadium, Verona

An event organized by Planetel in the splendid setting of the Bentegodi Stadium in Verona, aimed at employees, partners, prospects and customers.

## Impact Padua 2025

A major exhibition focused on innovation, technology, and business growth opportunities for enterprises and ICT providers.

## VSIX 2025 IXP & Datacenter Meeting

A strategic industry meeting dedicated to internet exchange, datacenter evolution, and interconnection best practices.

## Richmond IT Director Forum 2026

An exclusive business forum where CIOs and IT leaders meet providers to discuss digital strategies and future trends

04.

# FINANCIALS

# Statement of Income

Statement of Income (Consolidated)	30.06.2025		30.06.2024		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	HY 25 - HY 24	
Consolidated turnover	19,407	94%	18,540	100%	867	5%
Change in inventory	50	0%	32	0%	18	57%
Internally work capitalised	687	3%	526	3%	161	31%
Other earnings and income	538	3%	557	3%	(19)	(3)%
<b>Value of production</b>	<b>20,682</b>	<b>100%</b>	<b>19,655</b>	<b>100%</b>	<b>1,027</b>	<b>5%</b>
Costs for raw, subsidiary and consumable materials	(2,013)	(10%)	(1,626)	(8%)	(387)	24%
Cost of services	(7,769)	(38%)	(7,650)	(39%)	(119)	2%
Use of third-party assets	(735)	(4%)	(736)	(4%)	1	(0)%
Labour costs	(5,464)	(26%)	(4,856)	(25%)	(608)	13%
Sundry operating costs	(194)	(1%)	(220)	(1%)	26	(12)%
<b>EBITDA</b>	<b>4,506</b>	<b>22%</b>	<b>4,566</b>	<b>23%</b>	<b>(60)</b>	<b>(1)%</b>
Amortisations and write-downs	(3,631)	(18%)	(3,414)	(17%)	(217)	6%
<b>EBIT</b>	<b>875</b>	<b>4%</b>	<b>1.152</b>	<b>6%</b>	<b>(277)</b>	<b>(24)%</b>
Operating result	(254)	(1%)	(225)	(1%)	(29)	13%
<b>EBT</b>	<b>621</b>	<b>3%</b>	<b>928</b>	<b>5%</b>	<b>(306)</b>	<b>(33)%</b>
Income taxes	(320)	(2%)	(348)	(2%)	27	(8)%
<b>Operating result</b>	<b>301</b>	<b>1%</b>	<b>580</b>	<b>3%</b>	<b>(279)</b>	<b>(48)%</b>

## FOCUS ON THE SITUATION AT HY 2025

Revenues: +5% YoY



**EBITDA**

**4,506**  
22%

**EBIT**

**0,875**  
4%

**ADJUSTED EBIT**

**1,315**  
6%

EBITDA for the period was affected by costs for the reorganization of group companies, which will yield results as early as the second half of 2025. EBIT, amounting to €0,875M, was affected by amortization of goodwill on consolidated companies, which amounted to €0,44M gross, without which EBIT would have been equal to 6% of the value of production.

# Balance Sheet

- The Group recorded **Net Equity of 21 million Euro**, include a negative reserve of Euro 1,06 for own shares and remaining stable compared to the end of 2024.
- The balance sheet highlights **the decrease of the commercial current assets due to an improved and more effective debt collection activity**. The negative net financial position remains stable, supported by the inflow of new financing received in June, which remains available within the company's liquidity and effectively offsets the outflows related to the installments paid.
- In the 2025 development activities continues. The situation highlights the **increase in investments (+10% before depreciation)** compared to the financial year ended 31 December 2024.  
The increase in intangible fixed assets is due for Euro 0,3mln to the goodwill generated by the acquisition of Business Division Areatech and for Euro 0,5 to new investments in R&D.  
The increase in tangible fixed asset is due for Euro 1 million to the investments in property fiber optic and Euro 1,4 million for the Datacenter being created in Padua.

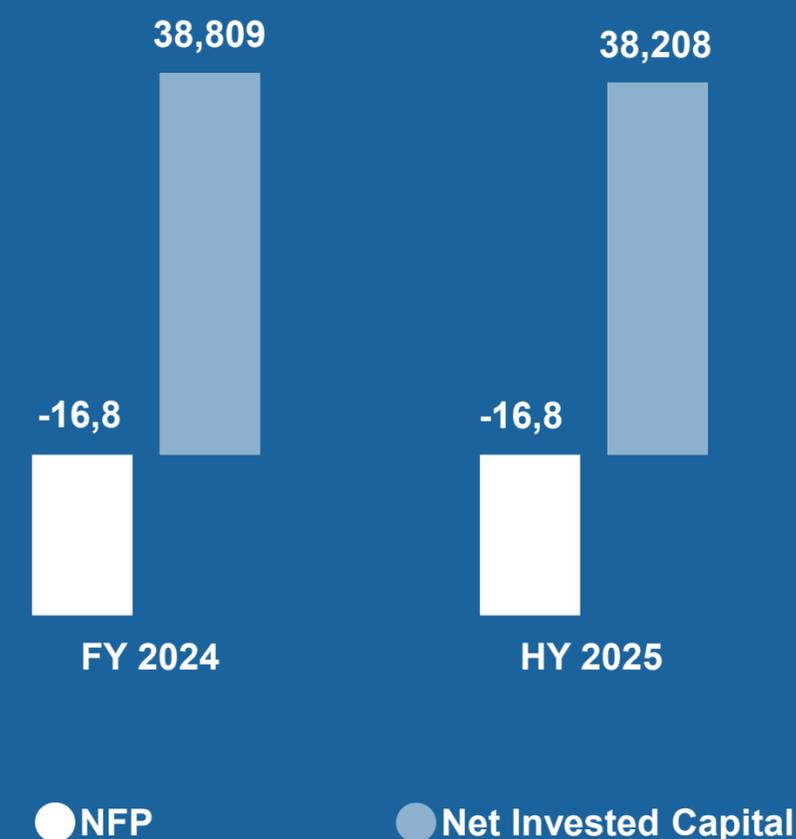
Balance Sheet	30.06.2025	31.12.2024	% Change
(Data in Euro/000)	Consolidated	Consolidated	HY25-FY24
Intangible fixed assets	11,903	12,016	(1%)
Tangible fixed assets	31,162	30,542	2%
Financial fixed assets	27	25	5%
<b>Net Non-Current Assets</b>	<b>43,092</b>	<b>42,584</b>	<b>1%</b>
Inventory	1,188	1,139	4%
Commercial receivables	9,954	11,330	(12%)
Commercial payables	(5,680)	(8,483)	(33%)
<b>Commercial Current Assets</b>	<b>5,463</b>	<b>3,986</b>	<b>37%</b>
Other current assets	836	1,343	(38%)
Other current liabilities	(3,310)	(3,238)	2%
Tax receivables and payables	524	2,097	(75%)
Net accruals and deferrals	(6,311)	(5,871)	7%
<b>Net Current Assets</b>	<b>(2,798)</b>	<b>(1,684)</b>	<b>66%</b>
Contingency funds	(244)	(156)	0%
Severance pay	(1,842)	(1,935)	(5%)
<b>Net Invested Capital (Investments)</b>	<b>38,208</b>	<b>38,809</b>	<b>(2%)</b>
Liquid assets	(9,351)	(4,923)	(90%)
Financial payables	26,159	21,696	21%
<b>Net Financial Position</b>	<b>16,808</b>	<b>16,773</b>	<b>0%</b>
Share capital	4,075	4,075	0%
Reserves	17,872	16,899	6%
Consolidation reserve	275	275	0%
Treasury share reserve	(1,631)	(955)	71%
Profit / (Loss)	241	1,233	(80%)
<b>Group Net Equity</b>	<b>20,833</b>	<b>21,528</b>	<b>(3%)</b>
Third-party capital	5	5	0%
Reserves	504	405	24%
Third party Profit / (Loss)	60	99	(40%)
<b>Third-party Net Equity</b>	<b>568</b>	<b>508</b>	<b>12%</b>
<b>Total Sources of Funding</b>	<b>38,208</b>	<b>38,809</b>	<b>(1.55%)</b>

# Net Financial Position

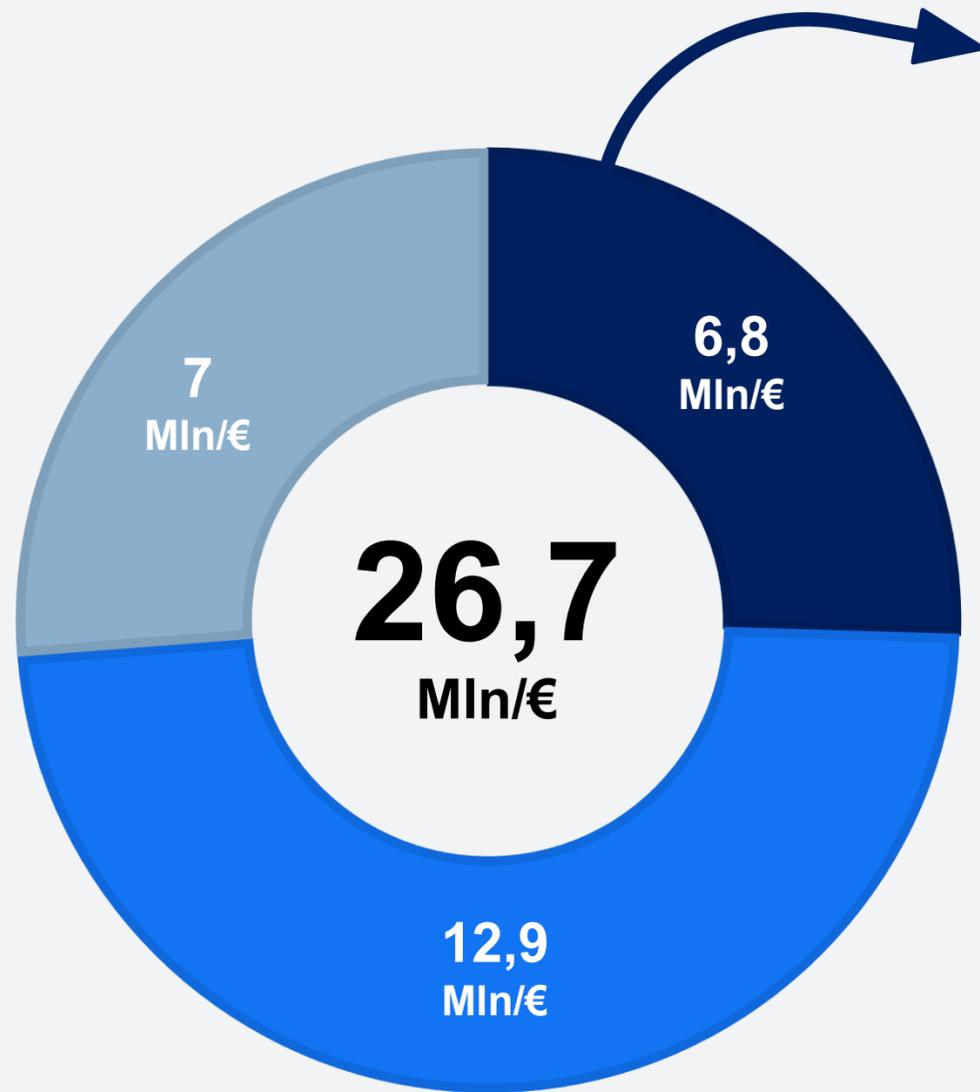
Balance sheet	30.06.2025	31.12.2024
(Data in Euro/000)	Consolidated	Consolidated
A. Cash flow from business	5,024	6,703
B. Cash flow from investments	(4,269)	(6,693)
C. Cash flow from financing activities	3,673	1,557
D. Liquid Assets (A±B±C)	(4,428)	1,567
Liquid Assets at start of the year	4,277	3,595
Liquid Assets at the end of the year	8,706	5,162
<b>NFP</b>	<b>(16,808)</b>	<b>(16,806)</b>

The NFP remains stable due to an increase in cash flow from investments of 4,3M/€, of which 2,9M/€ came from investments in tangible assets and 1,1M/€ from intangible assets, supported by the inflow of new financing received in June, which remains available within the company's liquidity and effectively offsets the outflows related to the installments paid. **This shows how the company is able to generate liquidity through its operations.**

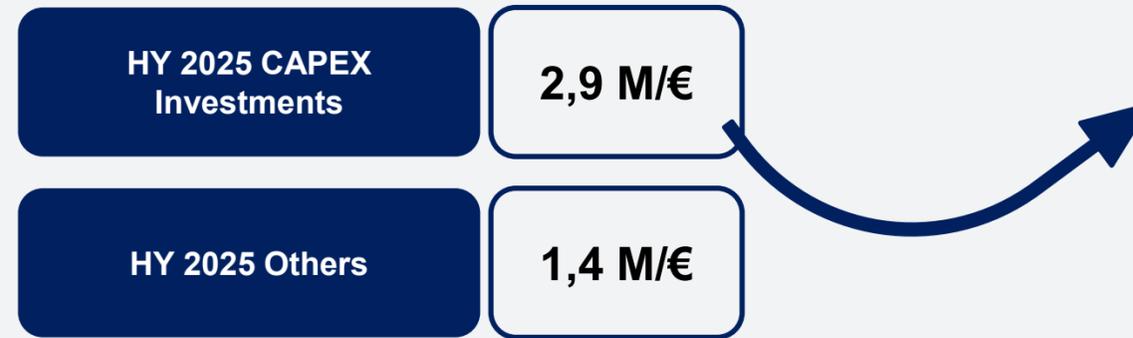
Net Financial Position and Net Invested Capital



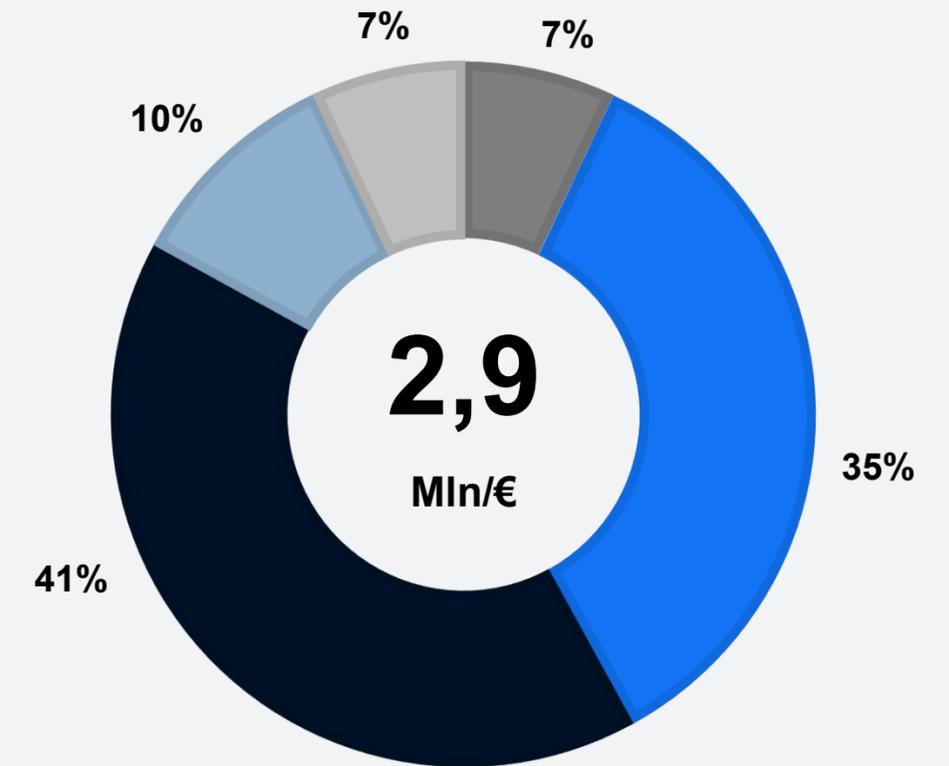
# Investment continues



● 2024 ● 2025 ● 2026



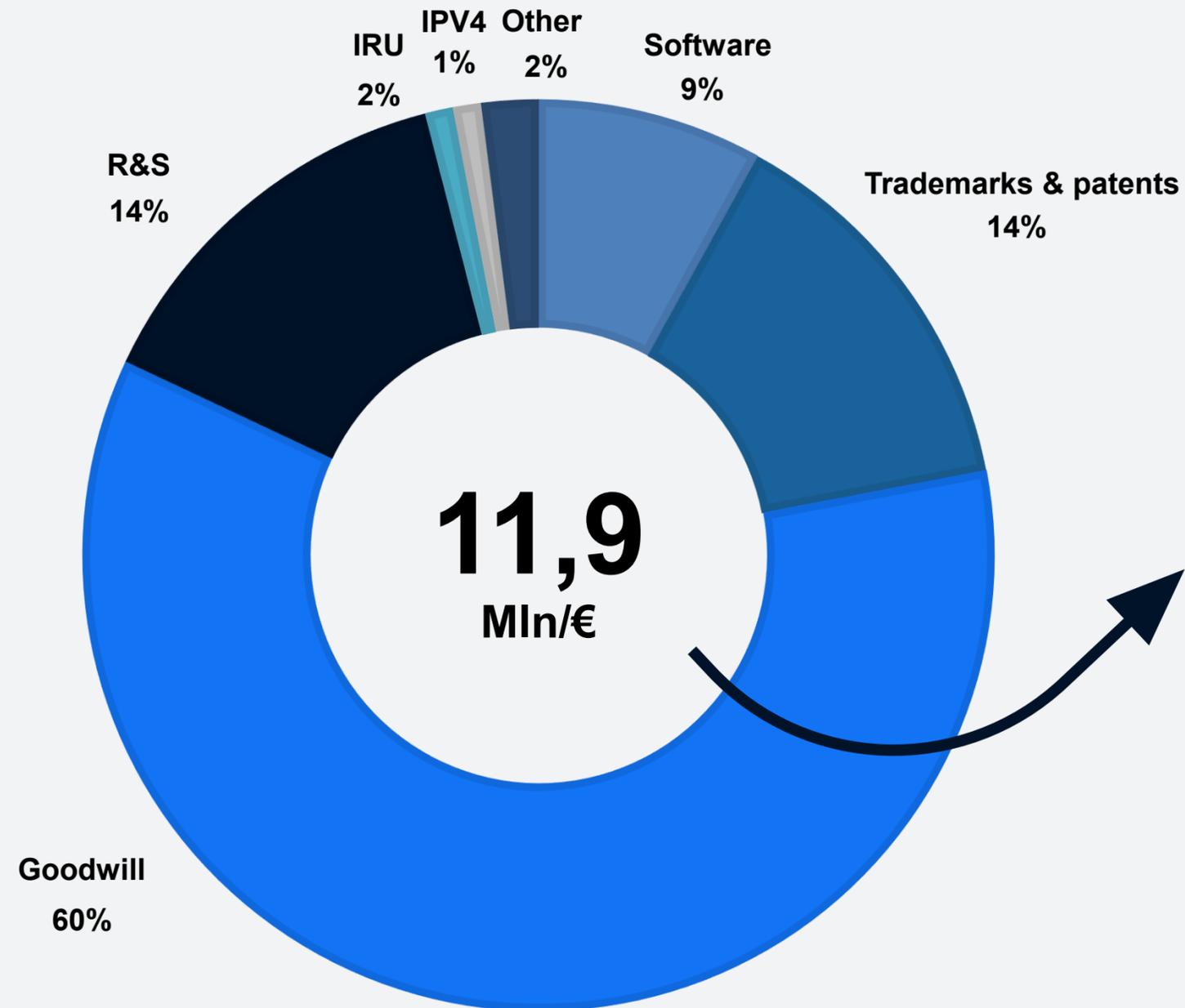
● Land and Building ● Connectivity ● Equipment CORE Upgrade  
 ● Other investments ● Planetel Fiber-optic



Planetel's investment program continues positively, reaching **2,9M as of June 30, 2025**, in line with year-end projections. The main investments concern **Equipment CORE Upgrade**, for an amount of **1,2M euros (41%)**, including Padua Datacenter. **Planetel Fiber-optic** investments comes in second place, with **1 million euros of investments (35%)**. **Connectivity** comes third, with **0,3M of investments (10%)**. Planetel continues to invest in Land and Buildings and in Other investments (0,2M each)



# Breakdown of intangible fixed assets



Software	933,990 €
Trademarks & patents	1,684,228 €
Goodwill	7,133,361 €
R&S	1,690,089 €
IRU	188,309 €
IPV4	51,924 €
Other	220,798 €
<b>Tot.</b>	<b>11,902,699 €</b>

# Focusing on goodwill for Group companies

Consolidated Company	Original Value	Amortisation	HY 2025 Net Value
<b>Trifolio</b>	50,772	17,770	33,002
<b>Direte</b>	3,495,914	1,223,990	2,272,344
<b>Net-Admin</b>	1,229,682	430,389	799,293
<b>Connetical</b>	1,726,381	258,957	1,467,424
<b>Suardi</b>	2,382,566	138,299	2,244,268
<b>Total from consolidated Company</b>	<b>8,885,315</b>	<b>2,069,405</b>	<b>6,816,331</b>
<b>Company merged</b>	913,936	596,908	317,028
<b>Total</b>	<b>9,799,251</b>	<b>2,666,313</b>	<b>7,133,359</b>

HY 2025 Amortisation	Annual Amortisation
2,539	5,077
174,796	349,592
61,484	122,968
86,319	172,638
119,128	238,257
<b>444,266</b>	<b>888,532</b>
5,413	38,775
<b>449,679</b>	<b>927,307</b>



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**Planetel**  
THANKS FOR ATTENTION