

Planetel

Roadshow Alantra
23-24 April 2024
Milan

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Section 1

01.

PROFILE

Section 1

PLANETEL ON THE MARKET SINCE 1985

The Planetel Group is an entrepreneurial reality present **since 1985**, composed of several companies located in Lombardy, Veneto and Campania. It is a highly experienced organisation providing **integrated communication, connectivity, ASP/Cloud services and IT solutions**, dedicated to retail customers and medium/large companies, as well as to wholesale and the public sector.

THE GROUP'S COMPANIES



QUALITY AND RESPONSABILITY

The focus on **quality** and customer **care, responsibility** and **support** for the region where it was born and developed, and attention to social, environmental and development aspects have guided Planetel in its efforts to obtain quality and ESG certifications.



GOVERNANCE



MIRKO MARE
BOARD MEMBER



BRUNO PIANETTI
CHAIRMAN



RAMONA CORTI
*INDIPENDENT
BOARD MEMBER*

MANAGEMENT

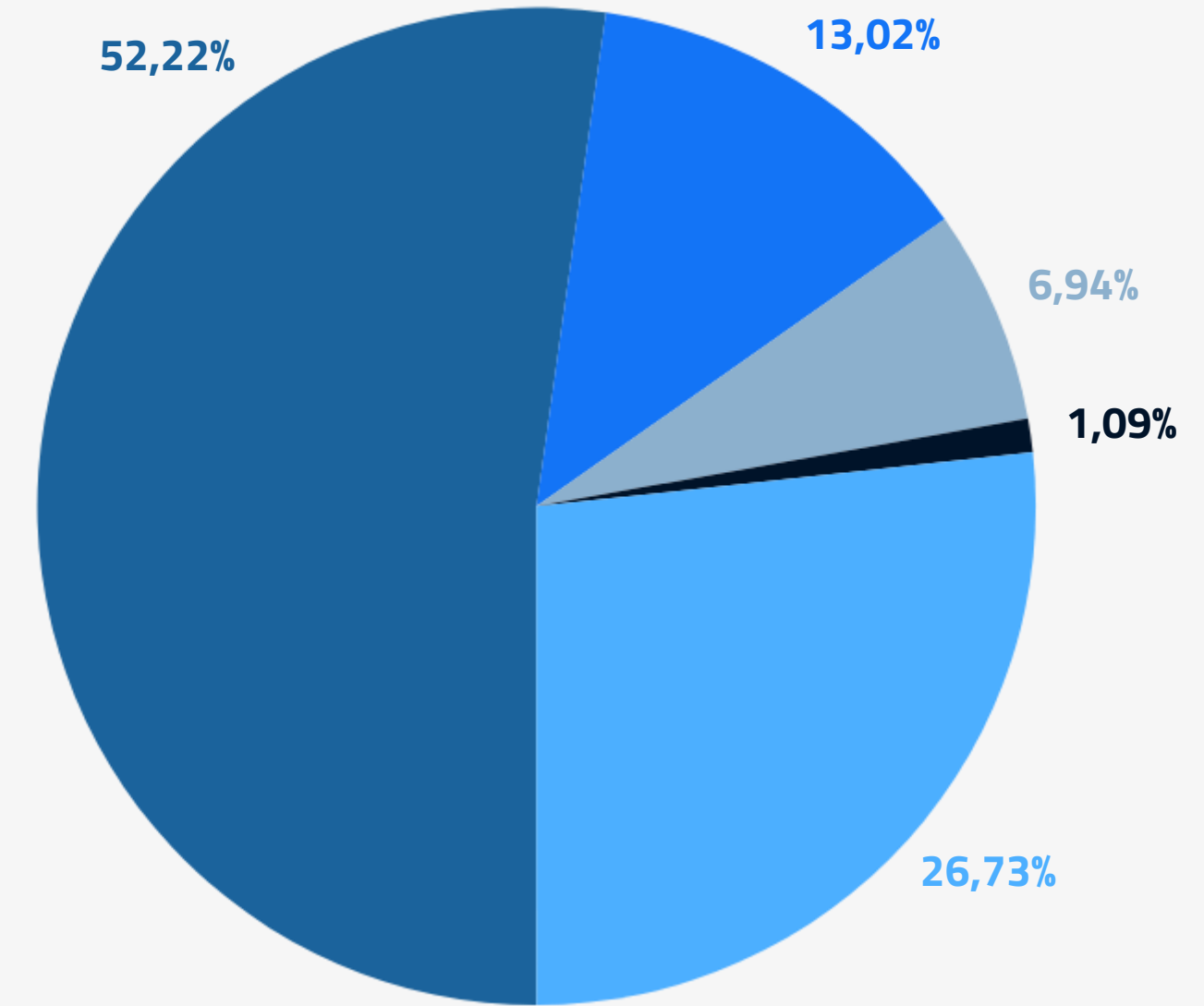
BRUNO PIANETTI
CEO

MIRKO MARE
COO

MICHELE PAGANI
CFO

SHAREHOLDER'S STRUCTURE

SHAREHOLDER	N. OF SHARES OWED	% OF SHARE CAPITAL
BMP HOLDING S.R.L. a socio unico	3.549.484	52,22%
Sitis Immobiliare	885.246	13,02%
Eiffel Inv. Group	471.500	6,94%
Mirko Mare	73.770	1,09%
Market	1.816.750	26,73%



PLANETEL IN A NUTSHELL (31/12/2023)

GENERAL INFORMATION

1985 Year of establishment	7 Companies of which 6 subsidiaries	186 HR Qualified and skilled Human resources +17% YoY	9 Locations Treviso, Lecco, Brescia, Lonato, Verona, Monza, Padova, Venezia, Napoli	In 3 Regions Lombardia, Veneto, Campania
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PLANETEL AT A GLANCE

€ 33,3M Total Revenues FY 2023 + 9% YoY	89% Of Recurring revenues in FY 2023 from connectivity	274 Municipalities served with fiber + 4,5% on FY 2023	51.120 Planetel Group active Customers +7,5% YoY
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ASSET

3.113 KM Planetel backbone fiber-optic network for HSC (1)	5 Data Center 44 BTS Tower (FWA) 127 Planetel Points (2)	1.200 Cabinet for FTTC & FTTH connections
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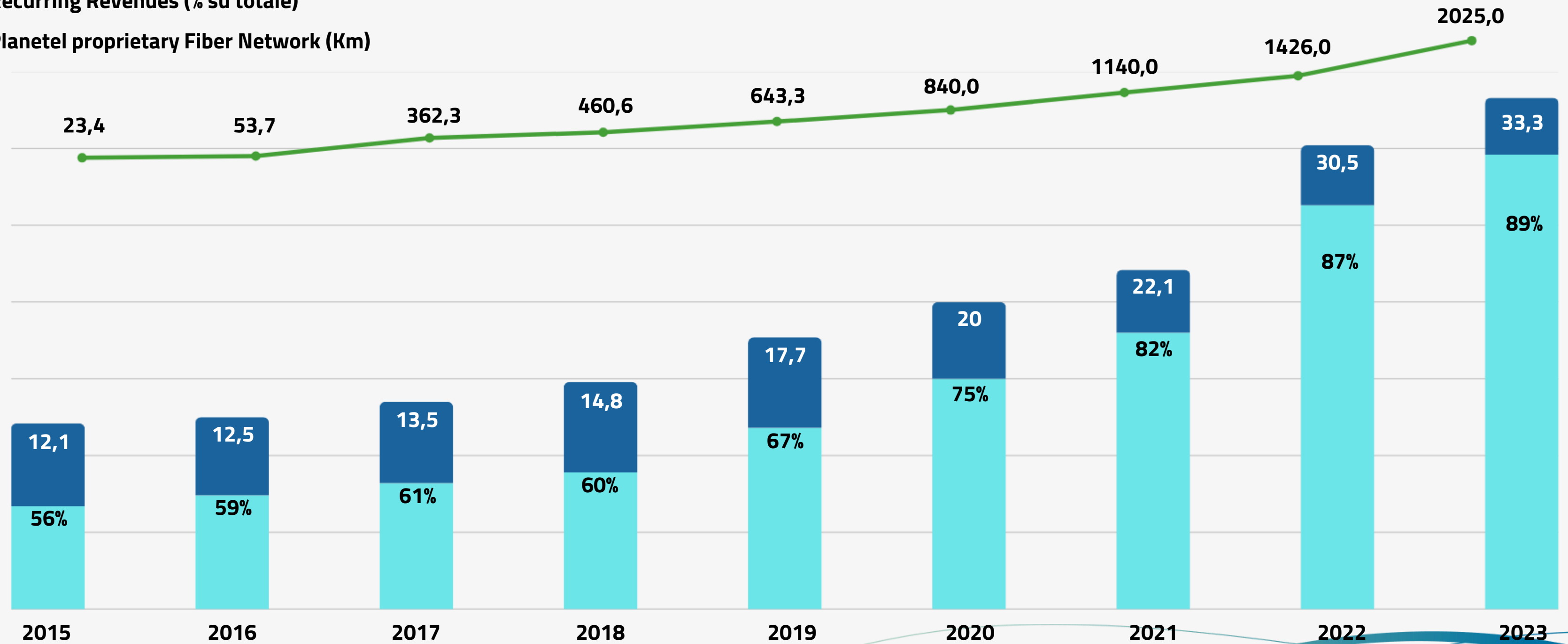
- 1) It comprises 2025 km of proprietary fiber network
- 2) The reduction is due to a qualitative selection of the points

A STRONG GROWTH STORY

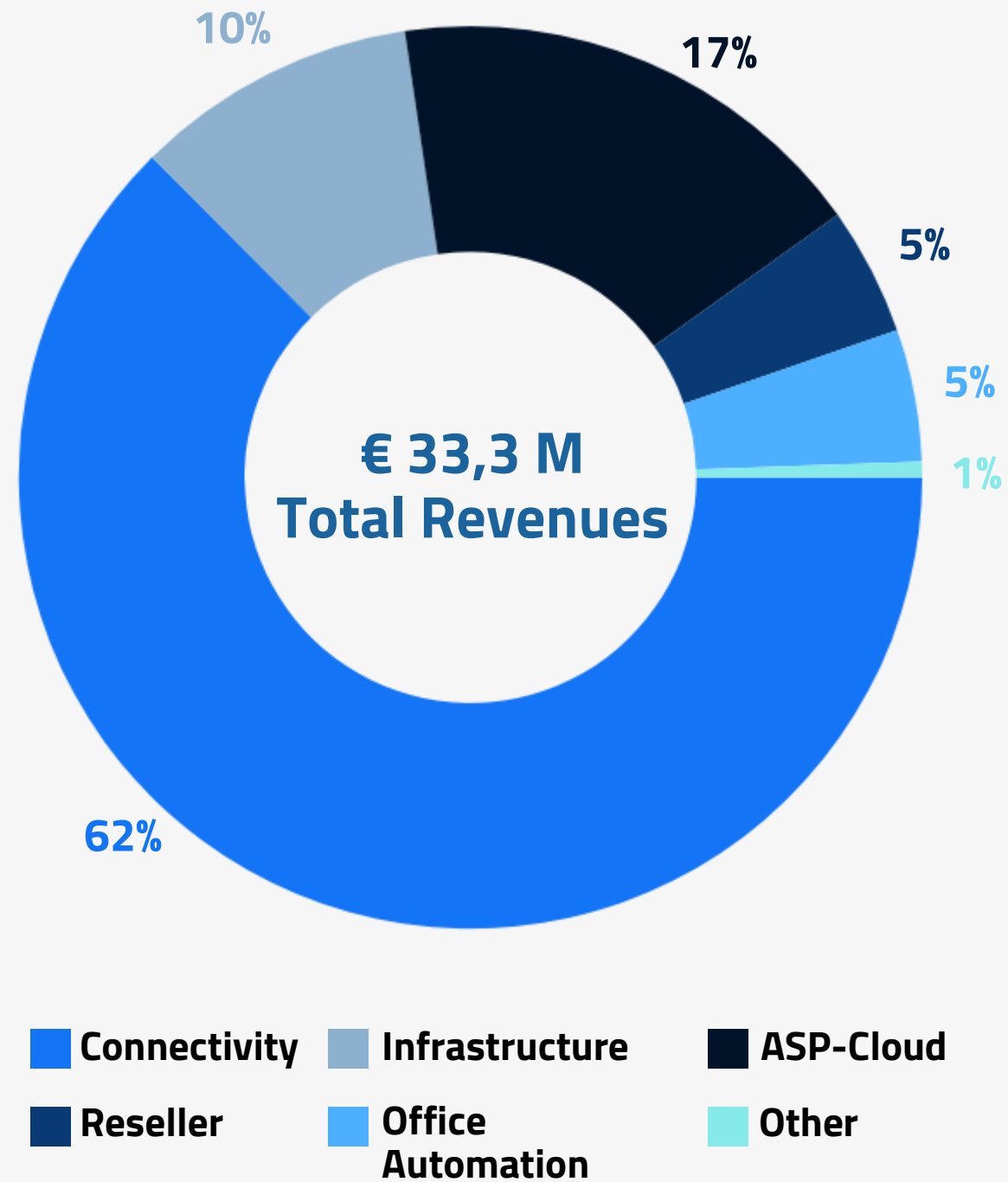
■ Total Revenues (M)

■ Recurring Revenues (% su totale)

● Planetel proprietary Fiber Network (Km)



AN ALL-ROUND OFFER THROUGH SPECIALIZED BUSINESS UNITS



OUR DIVISIONS:

- 📞 Telecommunication
- ☁️ IT Services & Cloud
- 🖥️ Infrastructure
- 🪑 Office Automation

THE REVENUES

In December 2023, **62%** of the Group's revenues was generated by the **Connectivity** business line, which mainly includes fiber subscriptions (either FTTCAB or FTTH) among other services. **ASP-Cloud** services and **Infrastructure** services amounted to € **5.8 M** and € **3.4 M** respectively.

A SOLID INFRASTRUCTURE OF IT SERVICES & CLOUD OFFERING

Cloud Services

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

IT Infrastructure

- Data Center
- Networking
- Devices
- Software

IT Services

- Desk IT Services
- Systemic Activity
- Consultancy

Web Services

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

Cybersecurity

- Network Security
- IT Security
- Integrated Security

Datacenter

The Colocation, Cloud and Information Security solutions are based on the **solid infrastructure** and the territorial presence of **5 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., Planetel was enriched with an additional datacenter that will be integrated into 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 expertise, 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 and offers, in order to also manage billing and configuration options for these services on behalf of third parties. The platform is based on the Planetel Cloud infrastructure.

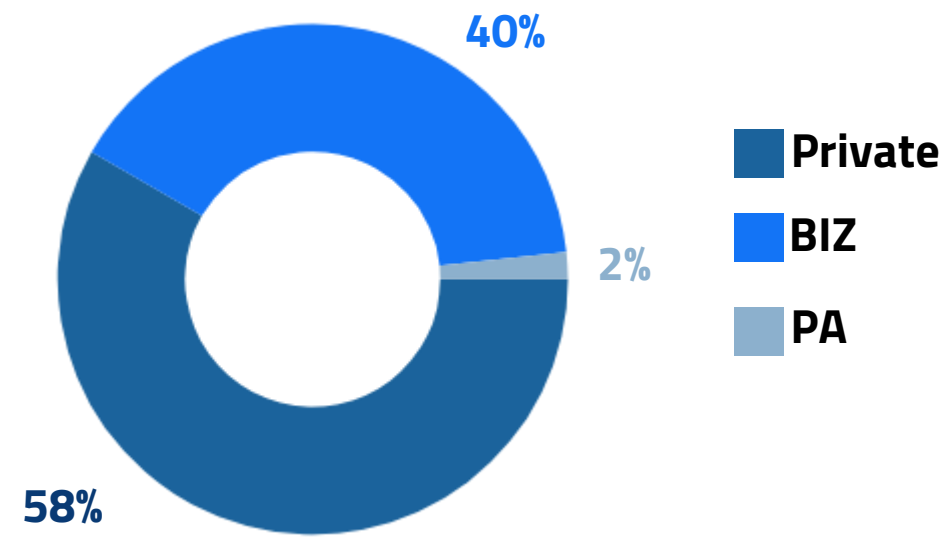
The platform met the expectations of the first customer, who successfully used it for the first billing of voice services in August 2023.



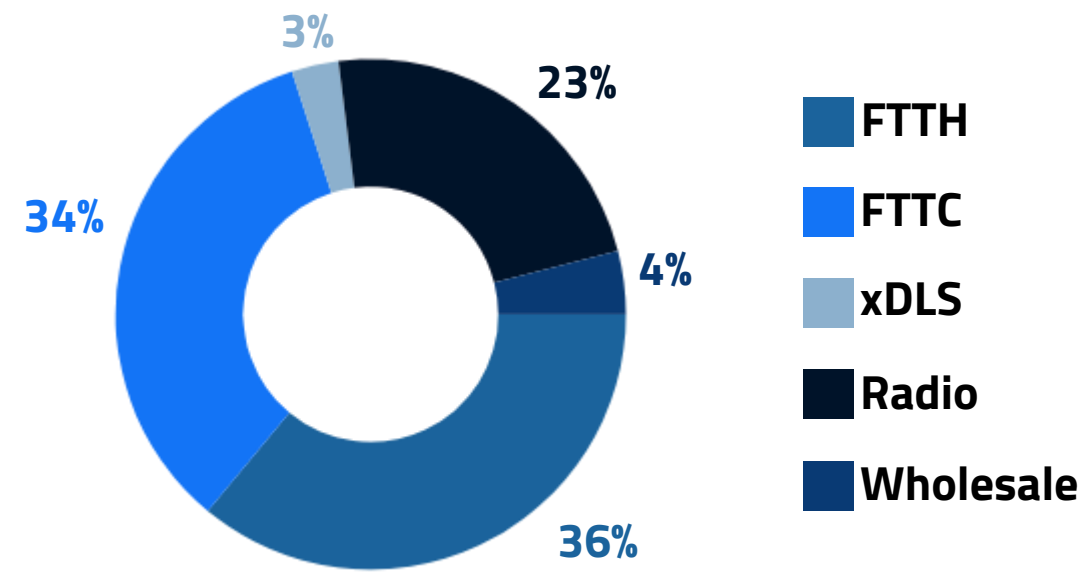
Since the project proved to be of quality and met with customer's satisfaction, the customer decided to continue with the project. In addition, we have received interest from many other Companies all of them potential customers.

BREAKDOWN

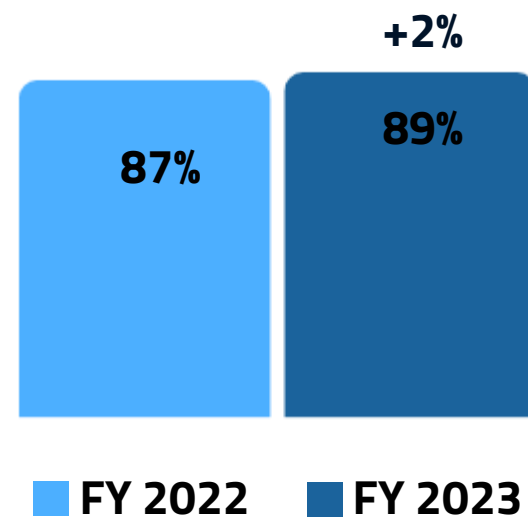
New Contracts FY 2023 (by Cluster)



Connectivity Revenue FY 2023



Recurring Revenue FY 2023



Total Fiber-optic network (Km)



Fiber-optic network owned by Planetel (Km)



IRU Fiber network (Km)



Consolidated Revenues at Dicember 2023:

33.300.000 €

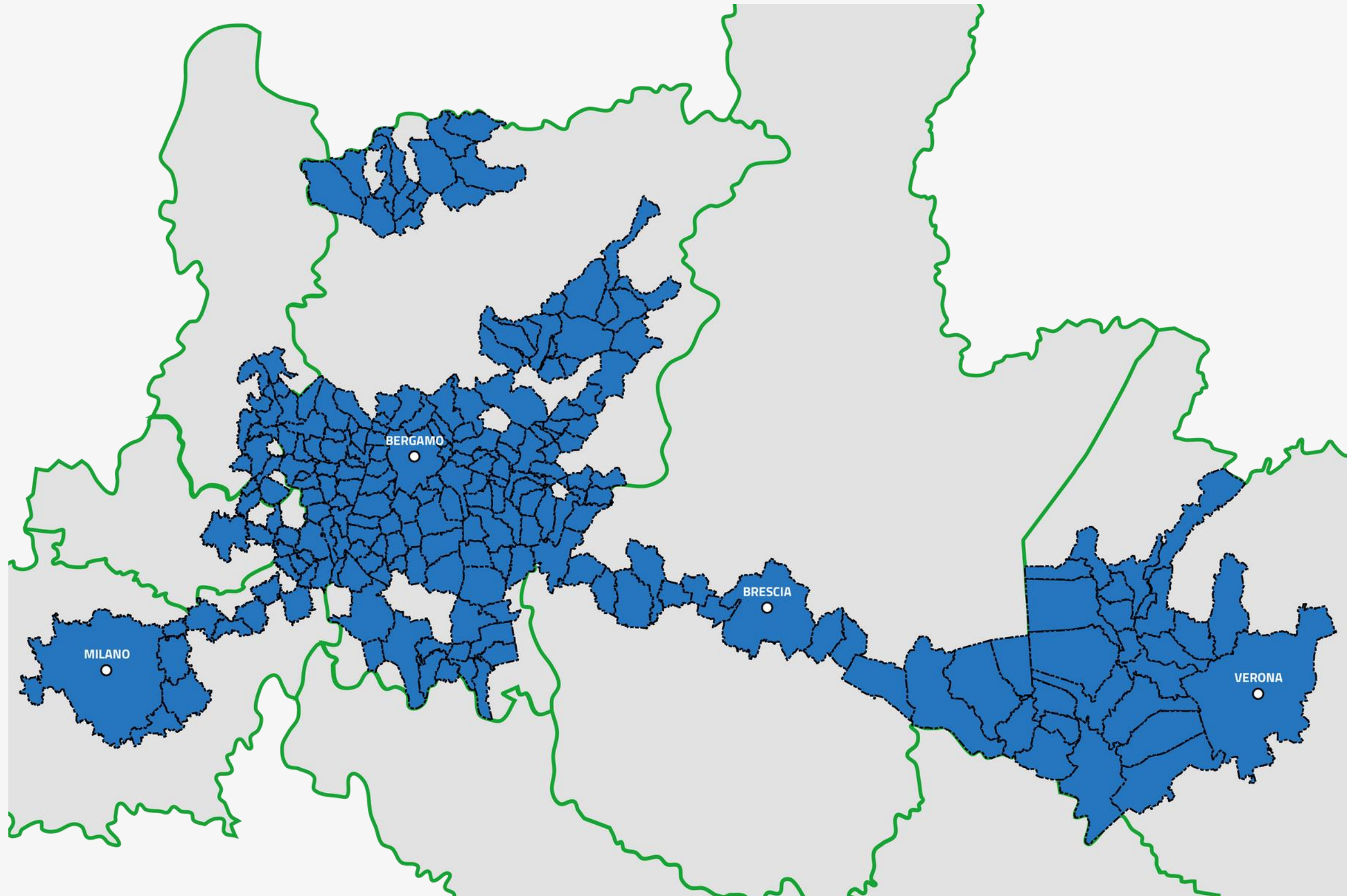
02.

BUSINESS MODEL



PLANETEL FIBER-OPTIC NETWORK CONTINUES TO GROW +29% YoY

■ Municipalities wired on-net



INTEGRATION OF 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 that saw Planetel and the companies consolidate their technical, technological and IT base by migrating Customers and services into the Planetel network.



Technical-administrative migration. The completion of the import of customers and services into the Planetel network and ERP (Sicom) with centralized billing and payment management, brought the following benefits:

- Cost savings on administration costs
- Inter-operability 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 increasing integration of the technical-commercial staff of the companies in the group, with the sharing of specific skills, allows an increasingly profitable development of the integrated and structured commercial proposal to customers.

RESULTS

December 2023 DiRete Srl achieved revenues of 4.363.346 euros and an EBITDA equal to: 644.780 euros (EBITDA margin +14.78%).

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:

- The provision of a professional, specialized and structured service, with a high level of customization.
- The transfer of support operations to IT-Care division team has unloaded Net-admin employees, who are now almost completely focused on Cloud and Docker infrastructures.

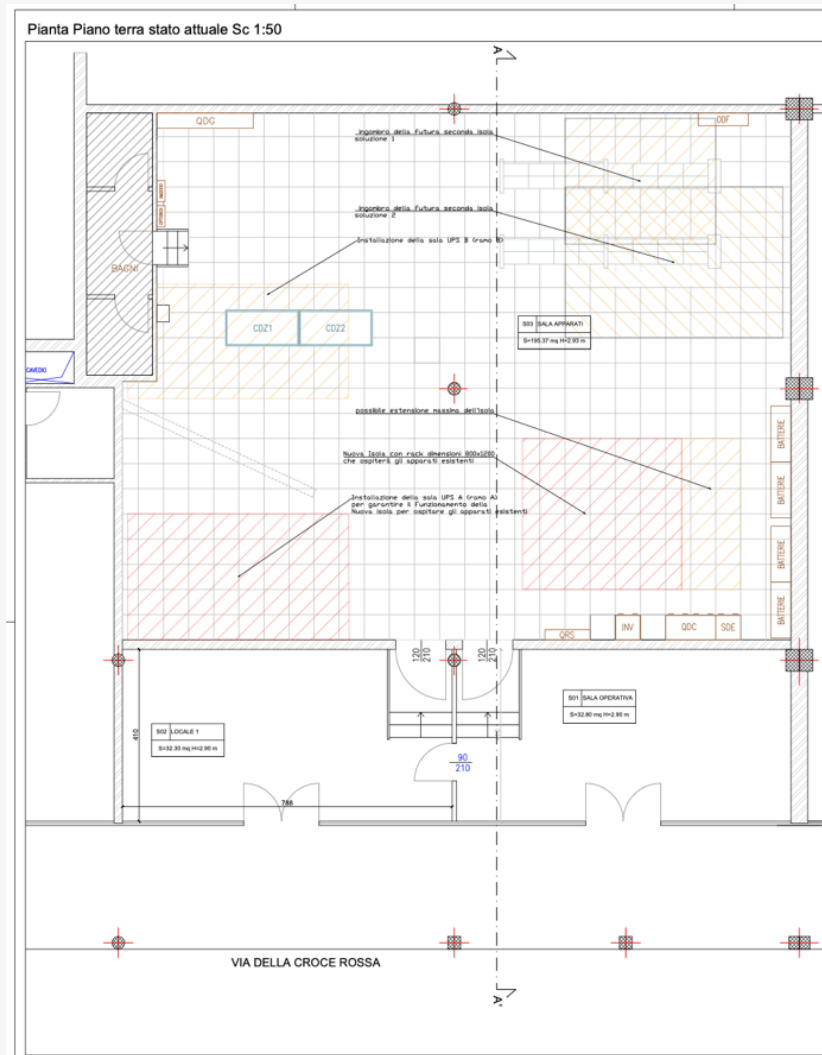
RESULTS

December 2023 Net-Admin Srl sees achieved of 1.730.429 euros and an EBITDA equal to: 351.703 euros (EBITDA margin 20.32%).

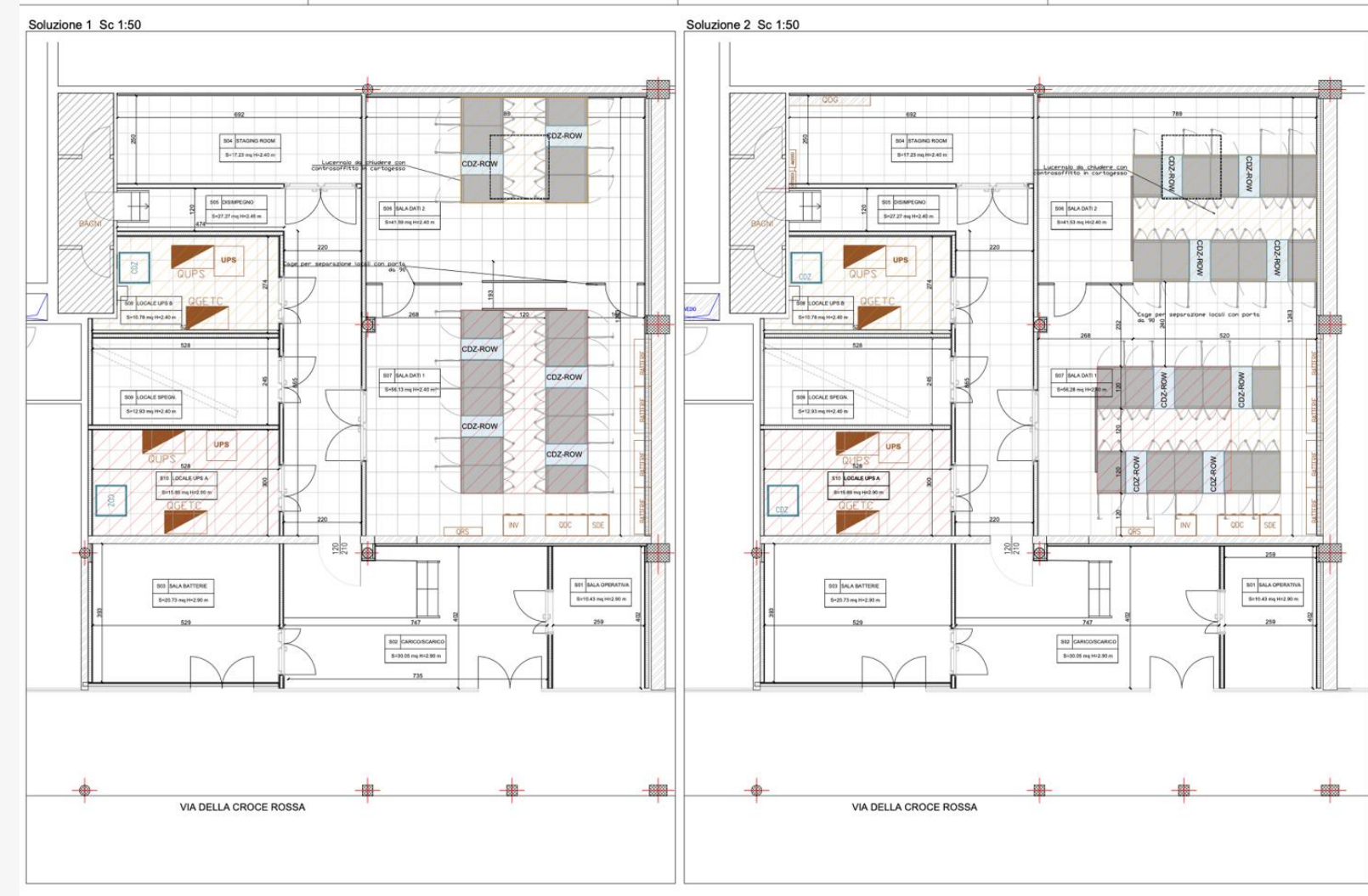
TRIVENET AND THE NEW NETWORK IN VENETO

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



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.

Closing is expected by the end of April 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 **2,186 new customers**.

The main economic and financial data of Connetical (31/12/2023):

- **Revenues equal to Euro 1.87 million**
- **EBITDA equal to Euro 0.29 million**
- **Adjusted EBITDA: equal to approximately Euro 0.35 million**
- **Shareholders' equity equal to Euro 0.34 million**
- **Positive Net Financial Position equal to Euro 0.05 million**
- **Positive Adjusted Net Financial Position of Euro 0.15 million**

Operation methods and details:

- **Transaction value not exceeding EUR 2 million**
- **Transaction financed by Planetel entirely with its own resources**
- **An amount equal to 70% will be paid on the Closing Date**
- **The balance of 30% will be paid within 90 working days from the Closing Date**

03.

FINANCIALS

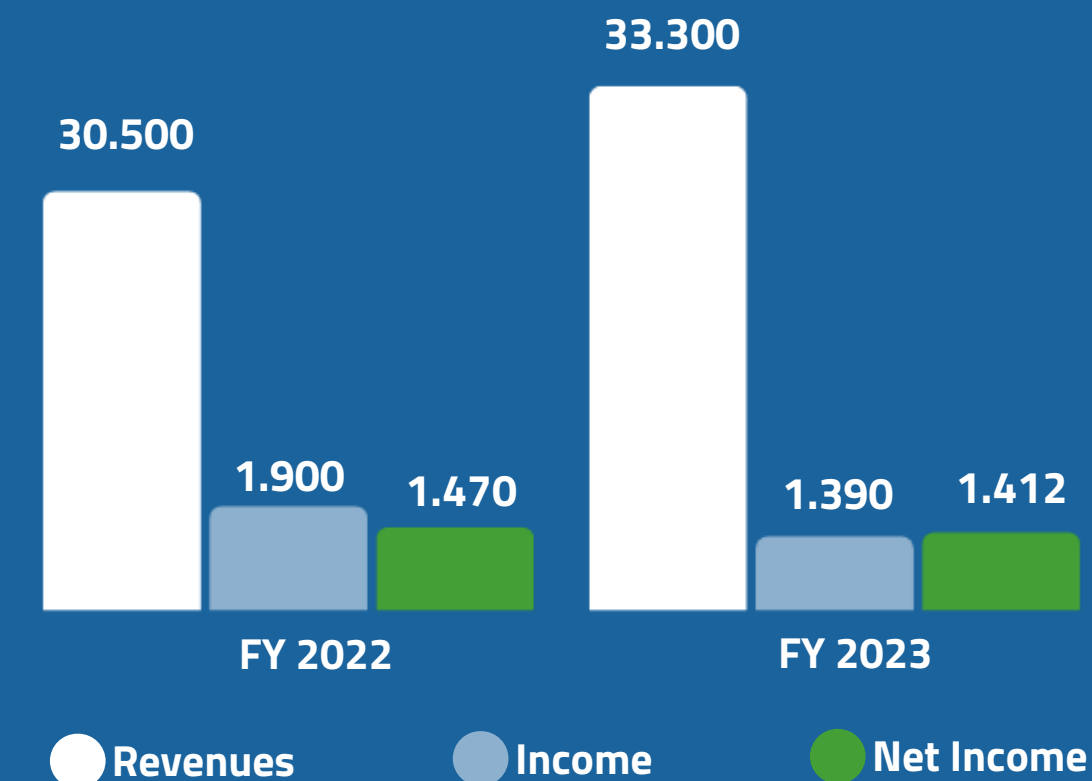


Statement of Income

	31.12.2023		31.12.2022		Change	% Change
(Data in Euro/000)	Consolidated	%	Consolidated	%	FY23-FY22	
Earnings from sales	33.267	95%	30.546	95%	2.721	9%
Change in inventory	39	0%	203	-1%	164	-81%
Internally generated fixed assets	816	2%	1.140	4%	324	-28%
Other earnings and income	1.041	3%	802	2%	239	30%
Value of production	35.085	100%	32.285	100%	2.800	9%
Costs for raw, subsidiary and consumable materials	3.405	-10%	4.061	-13%	656	-16%
Cost of services	13.486	-38%	12.989	-40%	497	4%
Use of third-party assets	1.283	-4%	838	-3%	445	53%
Labour costs	8.242	-23%	7.101	-22%	1.141	16%
Sundry operating costs	467	-1%	171	-1%	296	173%
EBITDA	8.202	23%	7.125	22%	1.077	15%
Amortisations and write-downs	6.321	-18%	4.924	-15%	1.397	28%
EBIT	1.881	5%	2.201	7%	320	-15%
Financial result	491	-1%	300	-1%	191	64%
EBT	1.390	4%	1.901	6%	511	-27%
Income taxes	22	0%	-430	-1%	452	+105%
Result for the year	1.412	4%	1.471	5%	59	-4%

PROFITABLE GROWTH CONTINUES IN FY 2023

REVENUES: +9% YoY



EBITDA: € 1.077M + 15% YoY

FY 2022 FY 2023

20%

23%

7.125

8.202

EBITDA MARGIN: + 35% YoY

BALANCE SHEET

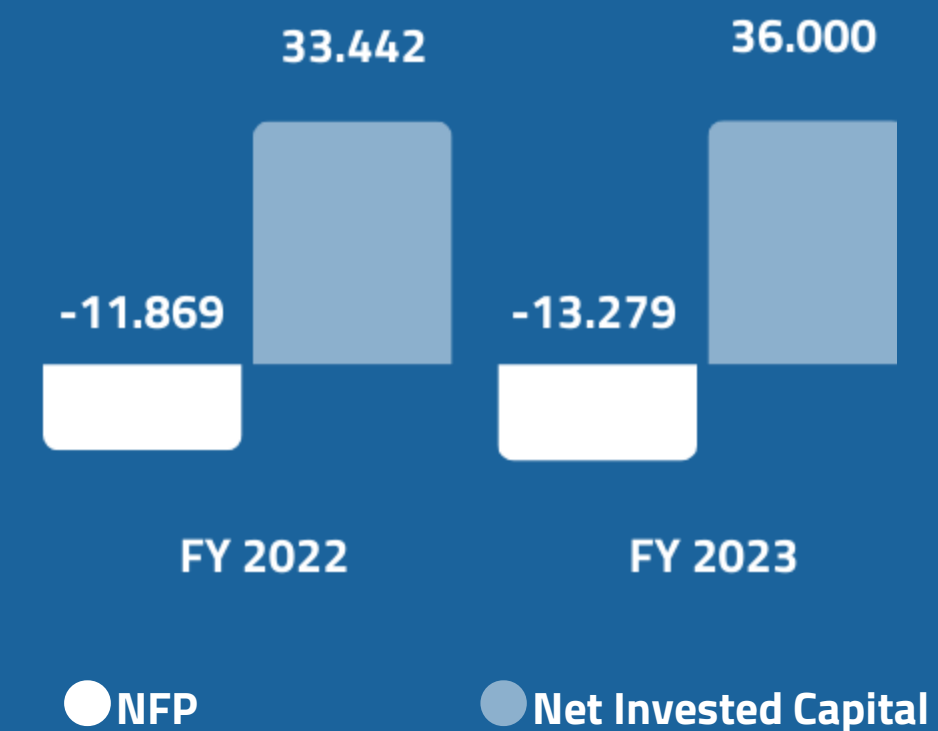
- The Group reported **Net Equity of 22 million Euro**, compared to 21.0 million Euro for 31.12.2022.
- The balance sheet highlights the **increaser of the commercial current assets** due to the increase of the client. The increase in Net Financial Position is due to new loans used for investments on CAPEX and for the acquisition of Trivenet s.r.l.
- In the FY 2023 development activities continue with an **investment of € 6.6 million** of which € 3.1 million Invested for the development of the fiber network in FTTH and FTTC Mode and € 1.2 million in research and development.

Balance Sheet	31.12.2023	31.12.2022	% Change
(Data in Euro/000)	Consolidated	Consolidated	FY23-FY22
Intangible fixed assets	8.793	9.617	-9%
Tangible fixed assets	28.672	25.551	12%
Financial fixed assets	25	5	400%
Net Non-Current Assets	37.490	35.173	7%
Inventory	804	843	-5%
Commercial receivables	9.847	8.684	13%
Commercial payables	(5.799)	(6.519)	-11%
Commercial Current Assets	4.852	3.008	61%
Other current assets	438	322	36%
Other current liabilities	(2.750)	(2.188)	26%
Tax receivables and payables	1.949	1.422	-37%
Net accruals and deferrals	(4.767)	(3.716)	28%
Net Current Assets	(278)	(1.152)	-76%
Contingency funds	271	459	-41%
Severance pay	(1.483)	(1.038)	43%
Net Invested Capital (Investments)	36.000	33.442	8%
Liquid assets	(5.808)	(3.995)	45%
Financial payables	19.087	15.865	20%
Net Financial Position	13.279	11.870	12%
Share capital	4.075	4.049	1%
Reserves	16.867	15.595	8%
Consolidation reserve	34	202	-83%
Profit / (Loss)	1.121	1.206	-7%
Group Net Equity	22.097	21.052	5%
Third-party capital	4	4	0%
Reserves	328	252	30%
Third party Profit / (Loss)	292	264	11%
Third-party Net Equity	624	520	20%
Total Sources of Funding	36.000	33.442	8%

NET FINANCIAL POSITION

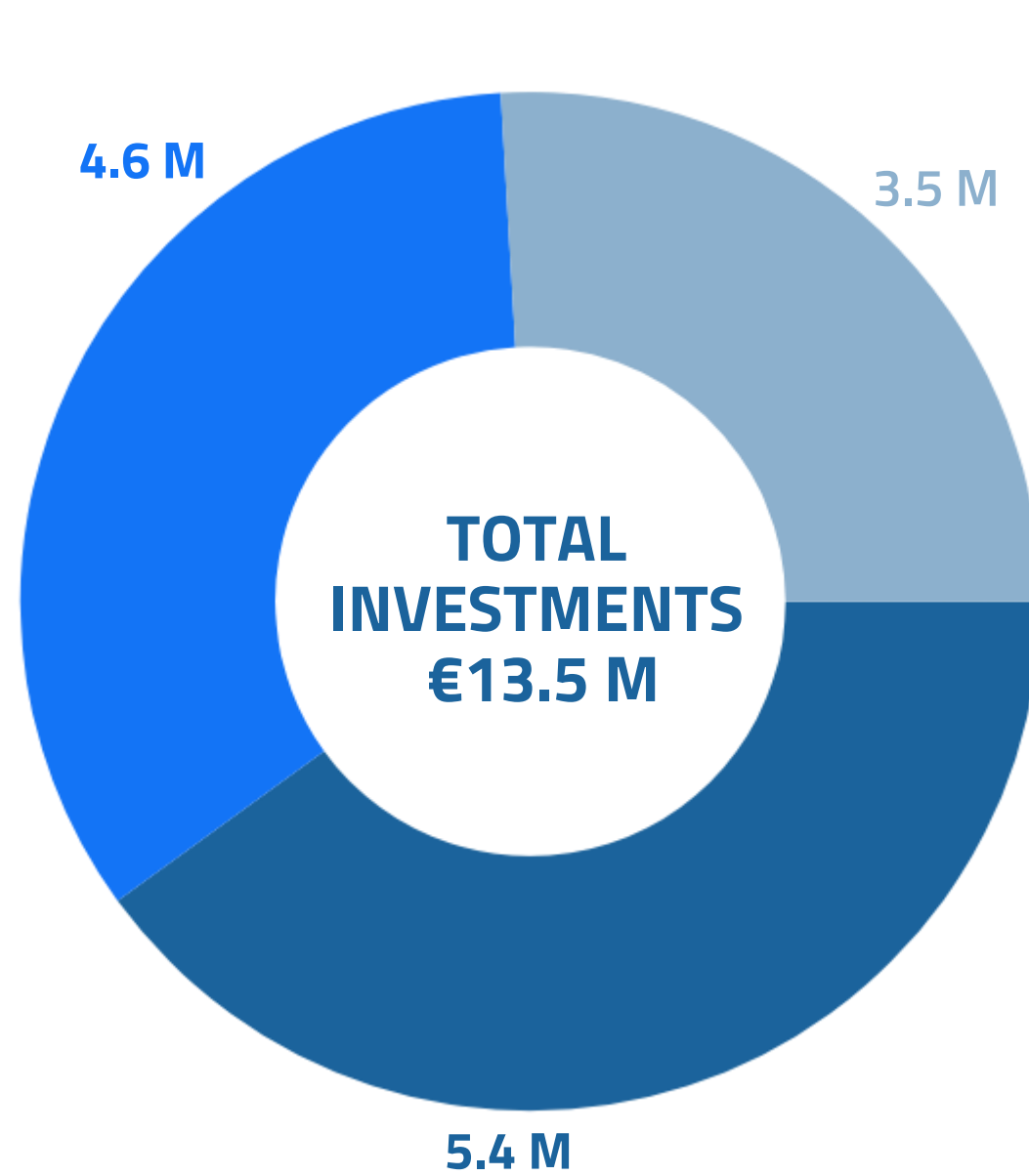
Balance sheet	31.12.2023	31.12.2022
(Data in Euro/000)	Consolidated	Consolidated
A. Cash flow from business	6.703	2.126
B. Cash flow from investments	(6.693)	(8.950)
C. Cash flow from financing activities	1.557	6.532
D. Liquid Assets (A±B±C)	1.566	(292)
Liquid Assets at start of the year	3.595	3.888
Liquid Assets at the end of the year	5.162	3.595

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

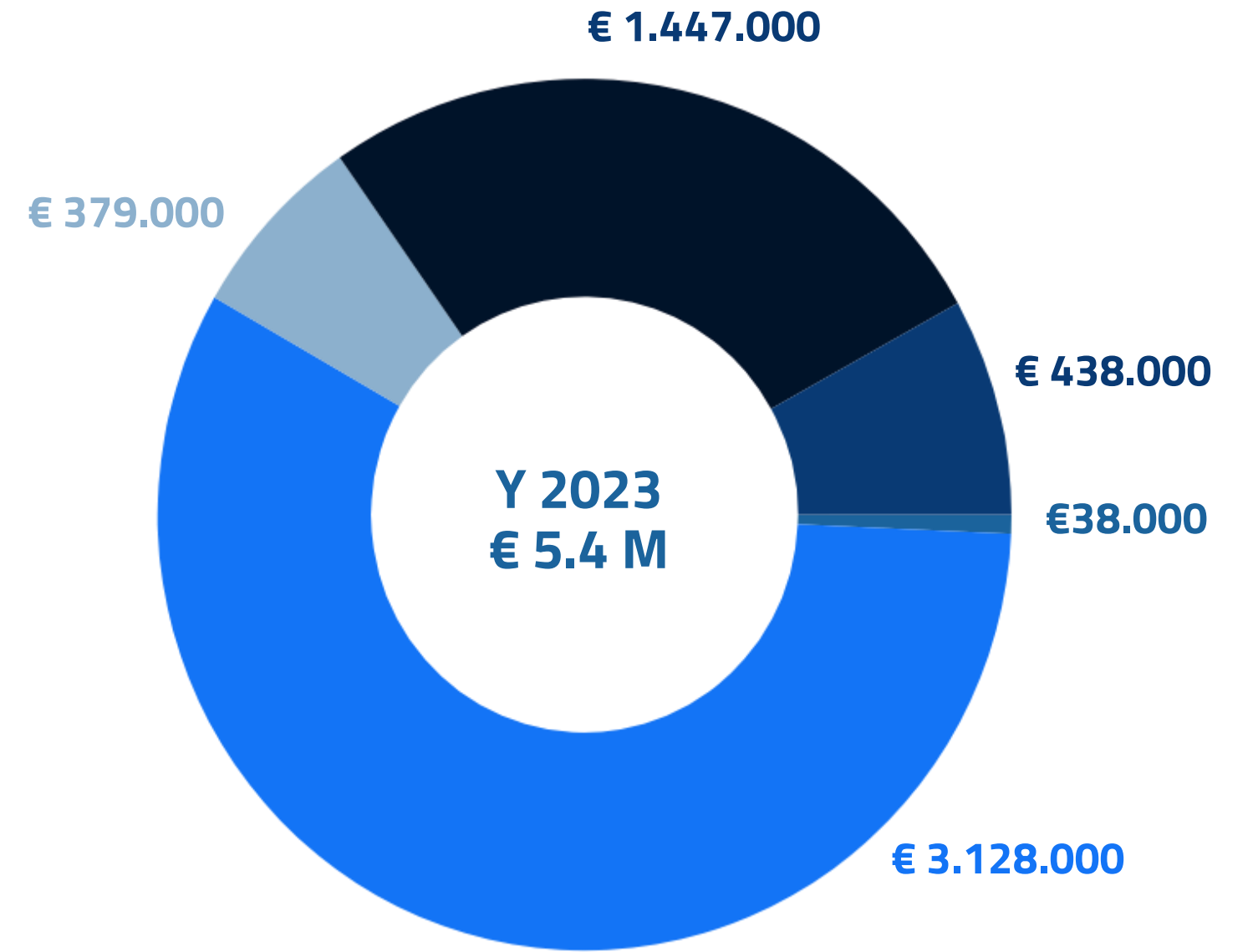


INVESTMENTS WILL CONTINUE OVER THE NEXT TWO YEARS

Total investments in 2023 amounted to **7.3 million**, of which **5.4 million in CAPEX**



■ 2023 ■ 2024 ■ 2025

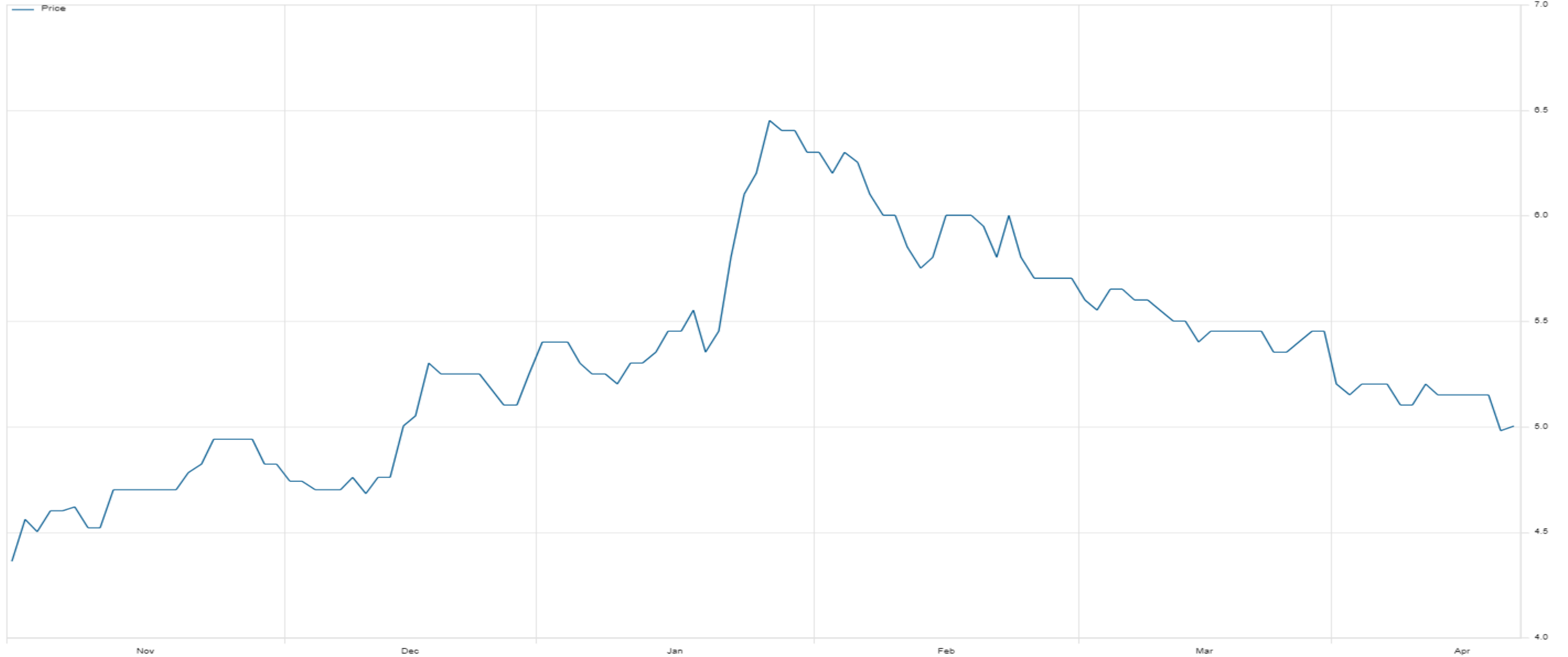


● Connectivity ● BTS Towers ● Other investments
● Equipment CORE Upgrade ● Planetel Fiber-optic

STOCK PERFORMANCE

Planetel SpA (PLN-MIL)

11/01/2023 to 04/22/2024(Daily) High: 6.45 Low: 4.36 Chg: 14.68%



04.

PLANETEL'S STRATEGY FOR FUTURE GROWTH



PLANETEL MALL: THE NEW PLANETEL ECOMMERCE PLATFORM

The new Planetel Ecommerce has been completed. Through the Planetel Mall, customers will be able to complete orders combining Planetel's Fiber Connectivity and products from various suppliers, such as technology distributors and related fields. The project 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 Planetel Mall proposal, was launched at the end of the last year.

This offer combines Planetel's connectivity, a high quality refurbished device from TrenDevice and the free planting of a tree with Treadom.

In a few week the new *Planetel Casa Sicura* offer will be launched.

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

We are also working on launching new offers of this type in the short to medium term.

PLANETEL MALL – 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, Smartwatch and Computers supplied by TrenDevice, top player in the circular economy.

In addition, **trees planted** in Kenya Planetel Forest, will be "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.

The offer was initially dedicated only to new customers, while we have recently extended the possibility of joining Full Home Green also to existing Planetel customers.



PLANETEL MALL – PLANETEL CASA SICURA



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 **CASA SICURA** 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.



A STEP FORWARD WITH PLANETEL MOBILE

Planetel's commercial offer takes an important step forward with the introduction of a new service: **PLANETEL MOBILE**. This service, which brings together mobile data, SMS and voice in a single solution, allows Planetel to align itself with the national players with a competitive proposal.



Until now, the mobile service was an offer reserved only for companies. Now the **target consumer** also has the opportunity to benefit from this solution, combining Planetel's fiber-optic connectivity with its SIM offer.

This significant development of the commercial offer is a consequence of the recent acquisition of Connetical S.r.l.

Thanks to this company experience in the sector and the imprint that Planetel will make with its expertise, in the short term the offer, as well as the physical SIM Cards, will have the definitive name **Planetel Mobile**.

The target consumer will also be able to browse, call and send messages with their smartphone through the Planetel Mobile service

PLANETEL PATENT BOX

Since 2023, Planetel has been registering its software products and putting its own brand name on them. A strategy that aims to enhance the value of internally developed solutions through a recognized and trusted brand like Planetel.



PLANETEL PATENT BOX - DORY 6

During 2023, the R&D activity relating to our **Dory 6 software** project was completed. Registration with the S.I.A.E. was requested. This allowed a **tax deduction** of €1,963,795.

Below is a detailed cost valuation for determining the tax deduction:

IP	YEAR	COSTS
DORY 6	2020	772.207
DORY 6	2021	631.582
DORY 6	2022	334.817
DORY 6	2023	46.662



These costs were increased by 110% based on the provisions of the Patent Box legislation:

IP	COSTS	INCREASED PATENT BOX COSTS	TAX DEDUCTION VALUE
DORY 6	1.785.268	110%	1.963.795

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Planetel

THANKS FOR ATTENTION

