

2021

COMPANY  
OVERVIEW

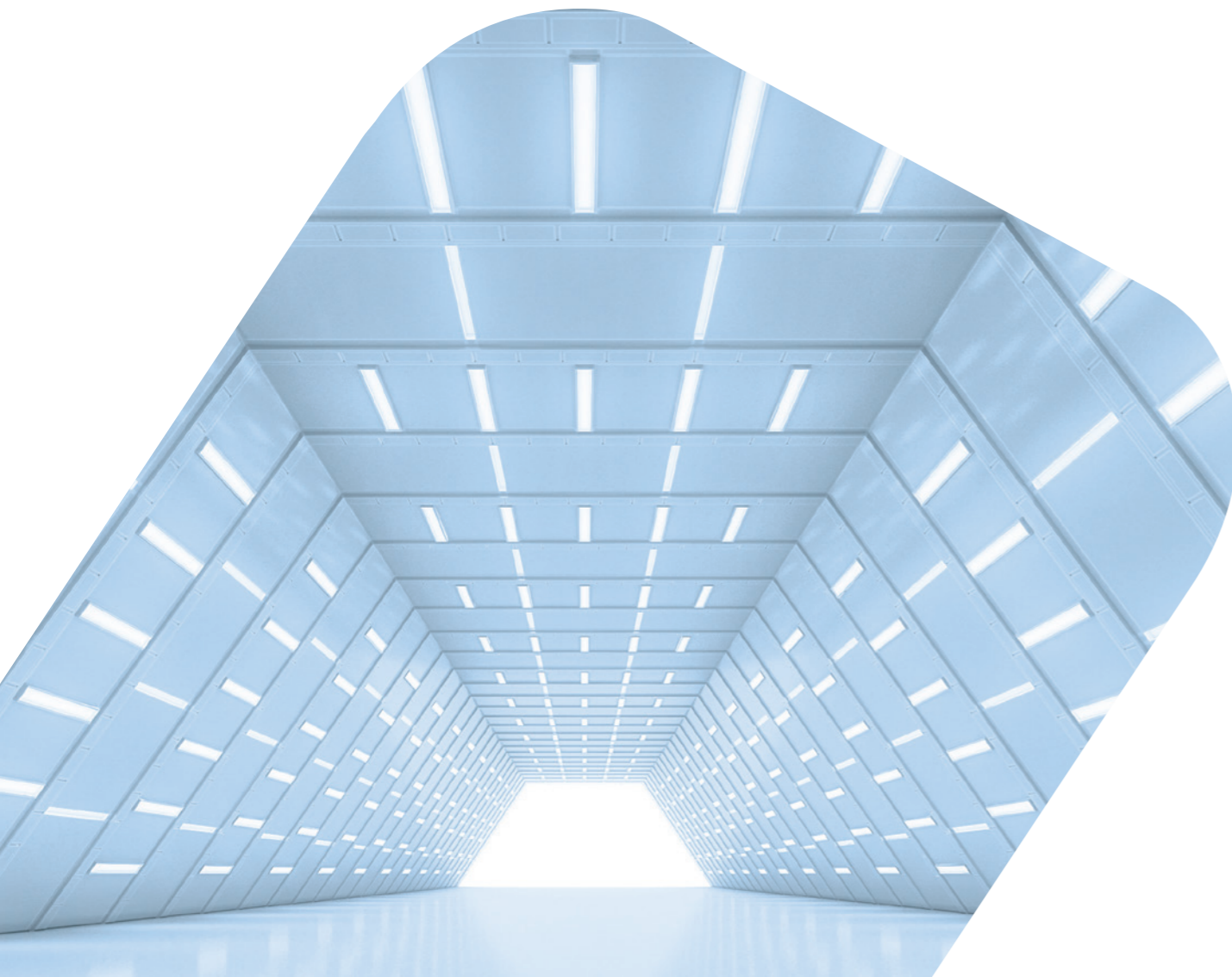
# MAKE BUSINESS SMARTER

## PROFILE

Retelit is the Italian leader in constructing tailor-made digital transformation projects, executed on entirely Group-managed platforms.

In our 20 years we are the ideal partner for enterprises, the public sector and operators seeking to tackle head-on the challenges of innovation, thanks to a range which covers the entire value chain of ICT and digitalisation services, from infrastructure to data, from network to applications.

The combination of Retelit's proprietary assets (a comprehensive fiber-optic network in Italy and across the world and a nationwide Data Center network) and the innovation and digital expertise resulting from important M&A projects, has created a unique player in Italy which can offer integrated digital solutions.



### MISSION

To guarantee our customers the best possible digitalization experience, and make their businesses more competitive. To use our expertise and passion to become the absolute leader in innovative and integrated business solutions.

### VISION

In a world where people and businesses are increasingly interconnected, Retelit believes in the power of communications technology to create successful companies. By developing ICT solutions and guiding businesses through their digital transformation, we aim to contribute to the creation of value through innovation.

### VALUES

#### EXCELLENCE

We find innovative, original solutions to anticipate and satisfy the needs of our customers.

#### INTEGRITY

We believe in relationships between customers, employees, collaborators and partners that are transparent and based on authenticity, sincerity and consistency.

#### ENTREPRENEURSHIP

We turn ideas into solutions using creativity, initiative, proactivity, the ability to take risks and the courage to dare.

#### AGILITY

We swiftly adapt our organization and our solutions to changes in technology and in our customers' needs, incorporating new skills into our product range with agility.

### GROUP COMPANIES' CERTIFICATIONS

ISO 9001 | ISO 14001 | ISO 27001 | ISO 20000-1 | ISO 50001

ENVIRONMENTAL POLICY | CE 2.0 MEF CERTIFIED | BORSA ITALIANA - ACPS | ALLA/NALLA AgID - CPS QUALIFIED MULTICLOUD PLATFORM | M&O UPTIME INSTITUTE | ANSI/TIA-942

# COMPANY STRUCTURE

The Group, headed by Retelit S.p.A. as Parent, comprises the following companies (hereafter collectively “the Group”):

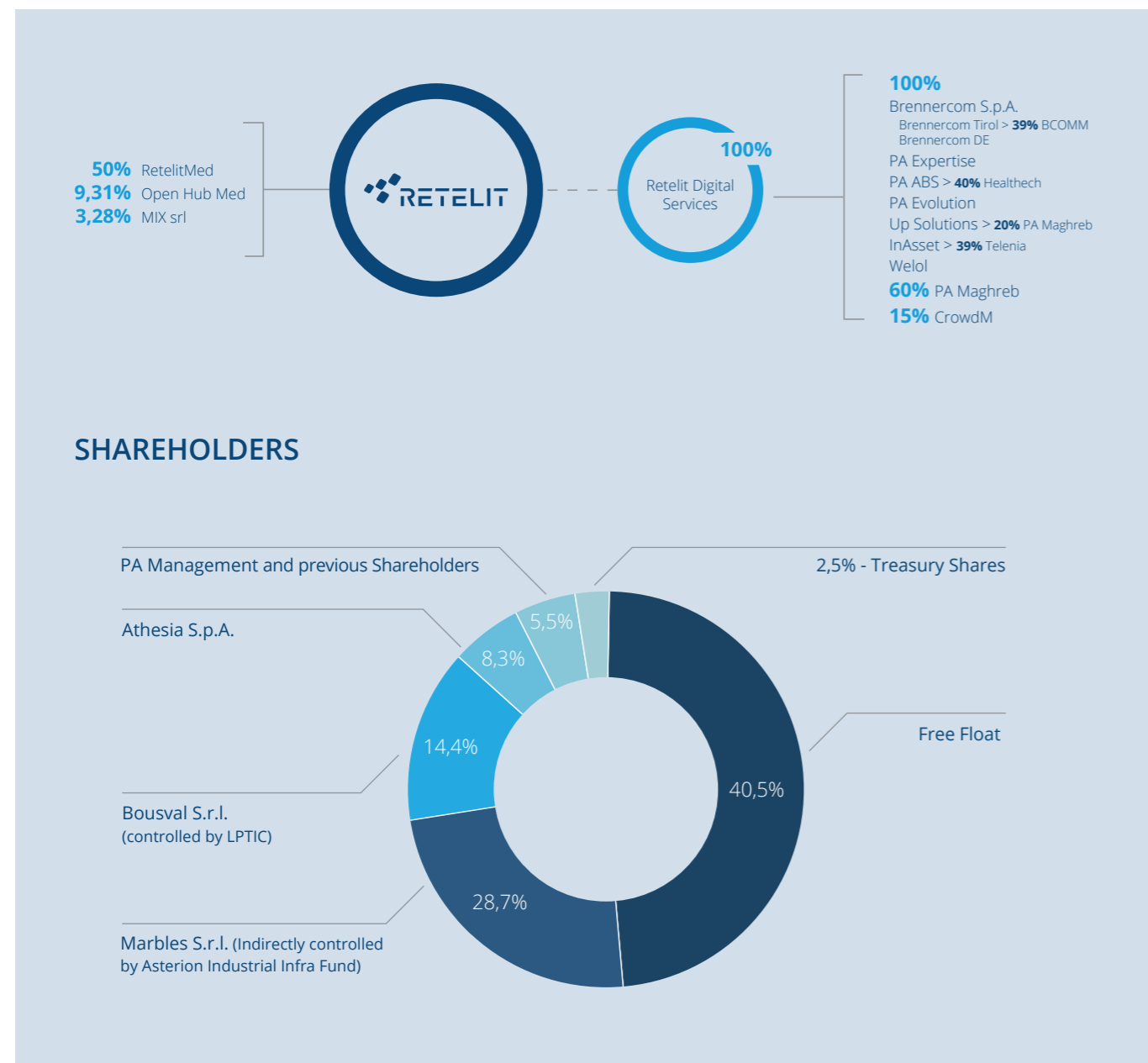
Retelit S.p.A., incorporated on August 31, 1999, with registered office in Milan, via Pola no. 9, and a share capital of Euro 144,208,618.73 fully paid-in, comprising 164,264,946 shares without nominal value, is listed on the MTA organised and managed by Borsa Italiana S.p.A.;

Retelit Digital Services (previously e-via S.p.A.), incorporated on June 29, 1999, with registered office in Milan, via Pola no. 9 and a share capital of Euro 109,193,233.00 fully paid-in, is wholly-owned by Retelit;

PA Expertise, PA ABS, PA Evolution, UP Solutions, InAsset, since on January 2020, are wholly-owned by Retelit Group;

Brennercom, since on July 2020, is wholly-owned by Retelit Group;

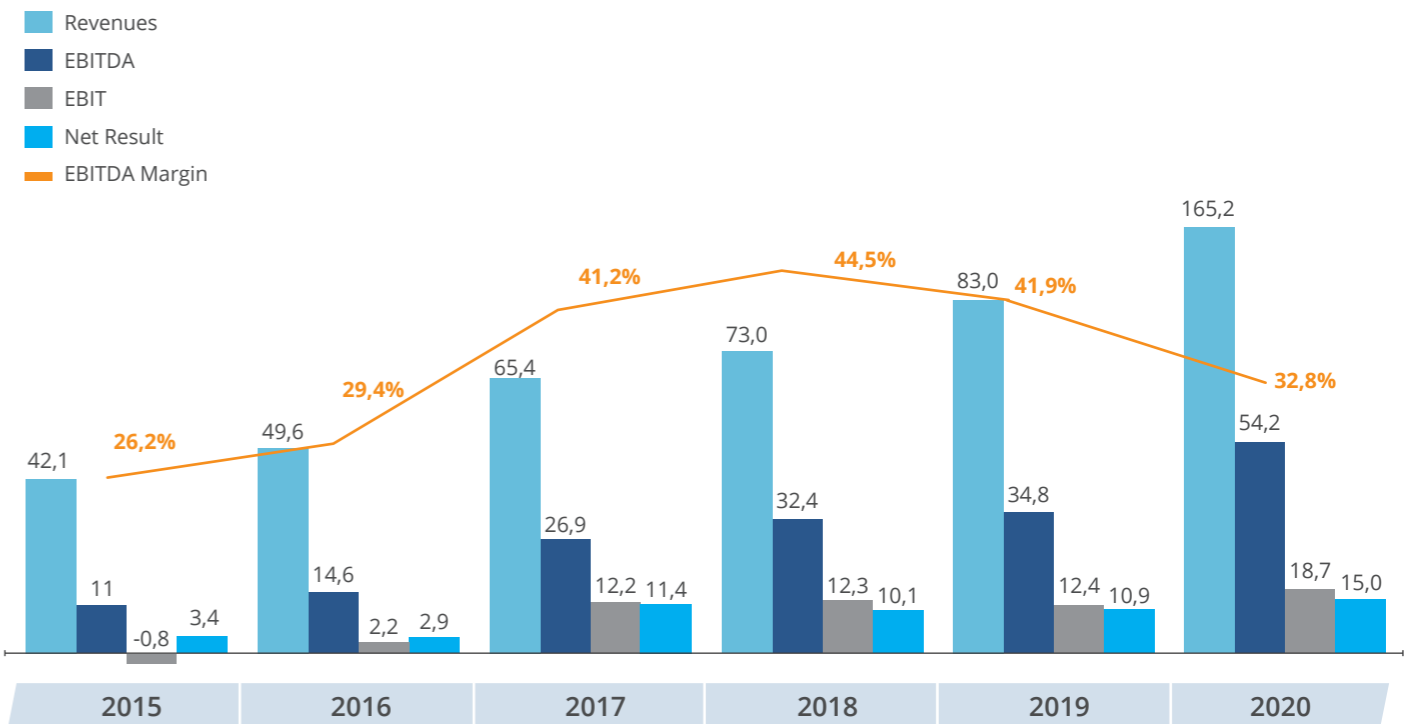
Welol, since on July 2021, is wholly-owned by Retelit Group.



# KEY FINANCIAL HIGHLIGHTS

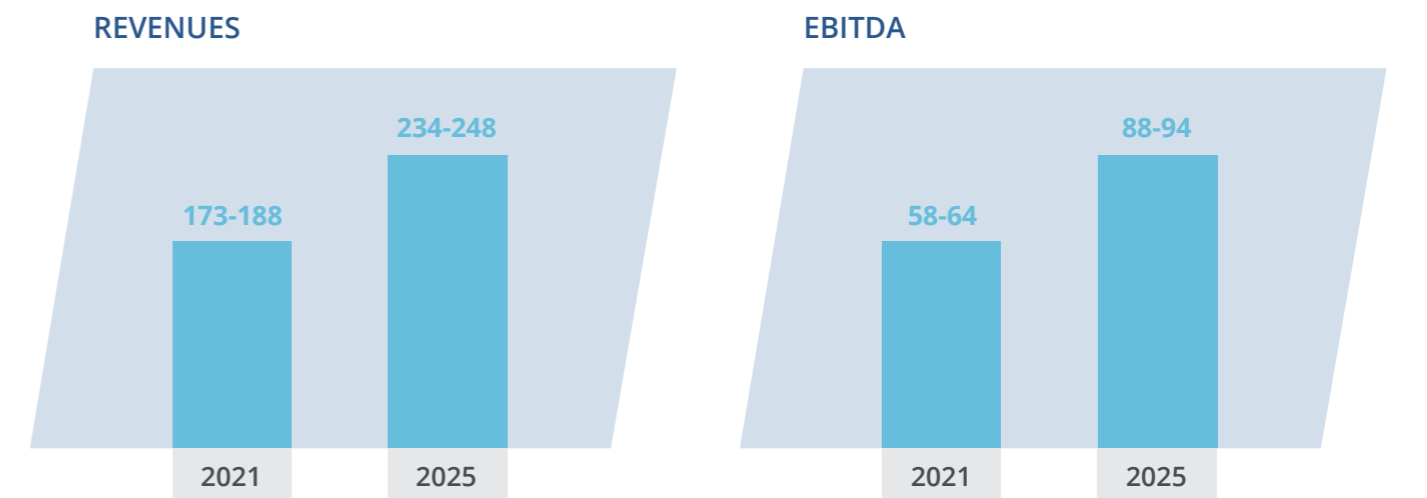
## REVENUES, EBITDA, EBIT & NET RESULT

(million of euro)



## BUSINESS PLAN

(million of euro)



# GOVERNANCE

## BOARD OF DIRECTORS

**DARIO PARDI** Chairman  
**FEDERICO PROTTO** Chief Executive Officer  
**ROBERTA NERI** Vice chairperson  
**GIANLUCA FERRARI** Director  
**JORGE ALVAREZ** Director  
**MAITE BULGARI**  
**(MARIA TERESA CARPIO)** Independent Director

**KSENIA NEKRASOVA** Independent Director  
**PAOLA BRUNO** Independent Director  
**CLAUDIA BALLARDIN** Independent Director  
**FAISEL GERGAB** Director  
**GEORG EBNER** Independent Director

## SHARE

Retelit S.p.A. has been listed on the MTA market of the Italian Stock Exchange since 2000 and joined the STAR segment on 26 September 2016. During 2020 the share price rose 38,7% outperforming the FTSE MIB by 44,1% and the FTSE STAR by 24,6%. The share's highest value was Euro 2.495 per share on 8 October 2020, with a lowest of Euro 1.156 on 12 March 2020.

The average daily volumes traded in 2020 were approx. 634.479 shares.

The Group market capitalisation as at 31 December 2020 was Euro 362.2 million.

**2,495 €**

Share's high

Reached on  
October 8, 2020

**634.479**

Shares

Average volume  
traded in 2020

**362.2 mln €**

Group market  
capitalisation

At December, 31, 2020

# MILESTONE

**1999**

- Founded as e-via.
- Agreement with ANAS for the coverage of 48,000 KM.
- National Telecommunications License.

**2000**

- Construction of fiber optics for the backbone.
- 8 metropolitan areas in the major cities and Data Centers.
- Listing on the Stock Exchange, MTA market.

**2003**

- Repositioning on the market as an Infrastructure Operator.
- Financial restructuring.

**2005**  
**2007**

- Retelit becomes one of the major Italian telecommunications operators.
- Development of major International Defence TLC projects.

**2008**  
**2011**

- Retelit acquires WiMAX license for North and Central Italy and launches wireless services for Clients.
- WiMAX business unit sold to Linkem.

**2012**

- Refocus on broadband services and ICT for operators.
- Extension of services to enterprise and Public Sector markets.

**2015**

- Change of governance, top management and business plan.

**2016**

- Development of business market.
- New network infrastructure investment and development of new services.

**2017**

- Retelit consolidates its position in the service sector with development of SD-WAN technology and the launch of cyber security solutions.
- Retelit joins the Open Hub Med consortium, a Mediterranean.

**2018**

- Retelit expanded its network, connecting the main European internet exchanges, diversifying international land and submarine routes and strengthening its presence in the Mediterranean region.
- Announced partnership with Huawei for the development of Multicloud services.

**2019**

- In acquiring PA Group, Retelit has become the only player in Italy able to offer integrated digital solutions.
- Retelit launches a marketplace with a range of solutions dedicated to Big Data and IoT.

**2020**

- Retelit completes the purchase of PA Group and Brennercom
- Retelit signs agreement with LPTIC for the creation of Retelit MED, an ICT development joint venture for the Mediterranean.

# MANAGEMENT



**Dario Pardi**  
Chairman of the Board of Directors



**Federico Protto**  
Chief Executive Officer and General Manager



**Mirko Endrizzi**  
CFO

# TARGET

## ENTERPRISE & GOVERNMENT

The Retelit Group provides complete and integrated solutions for consulting, technology and digital services to enterprises and the Public Sector. Retelit is the only player able to support any business from network management to applications, thanks to our integrated range of infrastructure, digital services and ICT solutions. People and platforms work together to integrate, develop and guide digital transformation projects, creating custom projects with innovative solutions using Group proprietary platforms to renew or improve the ICT systems of enterprises and the public sector. Retelit's ad hoc projects deliver specific standards and solutions designed to meet exacting Client demands on the basis of partnerships with system integrators and national and international operators, entirely channelled through a single contact point. Retelit seeks to become a digital enabler for all organizations developing Digital Transformation projects.

## WHOLESALE

Retelit is the ideal partner for international operators and OTT's for their connection and capacity needs. Retelit's flexible offering supports International Carriers and Content Providers with B-end connectivity solutions, robust, widespread infrastructure and consolidated sector expertise. Due to its infrastructural and data transmission offers, Retelit is the go-to solution also for the Italian Wholesale market. The Group continually satisfies the fiber optic demand from Carriers and Service Providers, constantly developing its network to serve the distribution points of mobile and WISP operators seeking to extend their coverage. Leveraging on its know-how and execution speed, Retelit has established itself as the preferred infrastructural partner for players requiring turnkey solutions for their network access projects.

# IDENTITY

We are unique in our ability to support businesses, from proprietary infrastructure to data management, thanks to our integrated range of infrastructure, digital services and ICT solutions. At Retelit, people and platforms work together to integrate, develop and guide digital transformation projects.



# INFRASTRUCTURE AND PLATFORMS

◆ **16.000 km**  
OF FIBER-OPTIC

◆ **10**  
COUNTRIES CONNECTED  
IN EUROPE

◆ **70**  
DATA CENTER  
CONNECTED IN EUROPE

◆ **12.842**  
SITES ON-NET  
IN ITALY

◆ **200**  
CITIES CONNECTED  
IN EUROPE

◆ **1.430**  
TELECOMMUNICATIONS  
TOWERS

◆ **19**  
OWNED  
DATA CENTER 18 ITALY +  
1 AUSTRIA

◆ **451**  
TELECOM  
CABINETS

◆ **11**  
METROPOLITAN AREA  
NETWORK IN ITALY



◆ **CONNECTIONS  
ACROSS THE WORLD**  
EUROPE, ASIA,  
MIDDLE EAST, USA

◆ **BARI**  
CABLE LANDING  
STATION

◆ **CONNECTIONS TO  
THE MAIN INTERNET  
EXCHANGES AND  
TELECOMS HUB  
IN ITALY AND EUROPE**

◆ **NETWORK OF  
CONNECTED  
DATA CENTERS  
IN MILAN, ITALY  
AND EUROPE**

◆ **SD-WAN  
INTELLIGENT  
CONNECTIVITY  
PLATFORM**

◆ **MULTICLOUD PLATFORM  
AND DIGITAL  
MARKETPLACE FOR IOT  
AND SMART CITY  
PROJECTS**

MEMBER OF



DAY 1 MEMBER OF



# SOLUTIONS

## AGILE FOR INNOVATION

A DIGITAL EXCELLENCE HUB SPECIALIZED IN AGILE METHODOLOGIES

## DEVOPS E DIGITAL SPECIALIST

TO BUILD INNOVATIVE, SCALABLE AND HIGH-PERFORMANCE BUSINESS SOLUTIONS

## DIGITAL CUSTOM PROJECTS

IMPLEMENTATION OF INNOVATIVE APPLICATION PROJECTS AND APPS

SERVER MIGRATION AND SERVICES ON **AZURE DATA CENTER** (AZURE AD, BACKUP, VMS, ...)

## MORE SECURE SYSTEMS AND INFORMATION THANKS TO IT SECURITY CONSULTANTS

SPECIALIZED IN THE DESIGN AND IMPLEMENTATION OF CUTTING-EDGE SECURITY SYSTEMS

DESIGN, IMPLEMENTATION AND MANAGEMENT OF **DATA LOSS PREVENTION** (NETWORK, STORAGE, ENDPOINT) AND ACCESS MONITORING AND AUDITING SOLUTIONS

## TERABIT FIREWALL

STRONG TERABIT FIREWALL MANAGEMENT EXPERTISE THAT ENSURES SCALABILITY AND HIGH PERFORMANCE FOR ENTERPRISE NETWORK AND DATA CENTER SECURITY

## OVER 6 BILLION MIGRATED MAIL ITEMS

THROUGH THE MIGRATION OF E-MAIL SERVICES AND DATA FROM DOMAIN/GOOGLE MAIL TO EXCHANGE (ON-PREM AND/OR O365)

## SAP PROJECT

APPLICATION/SYSTEM MANAGEMENT IMPLEMENTATION PROJECTS

## MICROSOFT ERP GOLD CERTIFIED PARTNER

MANY YEARS OF EXPERIENCE IN BUSINESS PROCESSES BASED ON THE MICROSOFT AX AND DYNAMICS 365 PLATFORM

## 6000+ MODERN WORKPLACE USERS DIRECTLY SUPPORTED

MICROSOFT GOLD CERTIFIED CLOUD PRODUCTIVITY - MANAGED SERVICE PARTNER OPTION FOR THE MANAGEMENT OF CLOUD SERVICES IN MODERN WORKPLACES BASED ON THE O365 PLATFORM

## MICROSOFT GOLD CERTIFIED DATACENTER SOLUTIONS OPTION

MANY YEARS OF EXPERIENCE IN ARCHITECTURE, CONSTRUCTION AND MANAGEMENT, INFRASTRUCTURE ENGINEERING AND DATA CENTER ENGINEERING MICROSOFT BASE

## AI AND CHATBOT SYSTEMS

TO HELP COMPANIES IN THEIR DIGITAL STRATEGY

## CUSTOMER RELATION MANAGEMENT

PLATFORMS AND SPECIALIZATIONS FOR AN EFFECTIVE MANAGEMENT OF THE CUSTOMER EXPERIENCE

## 30+

COUNTRIES IN THE WORLD IN WHICH OUR SOLUTION 4.0 DEDICATED TO MANUFACTURING OPTIMIZATION IS PRESENT

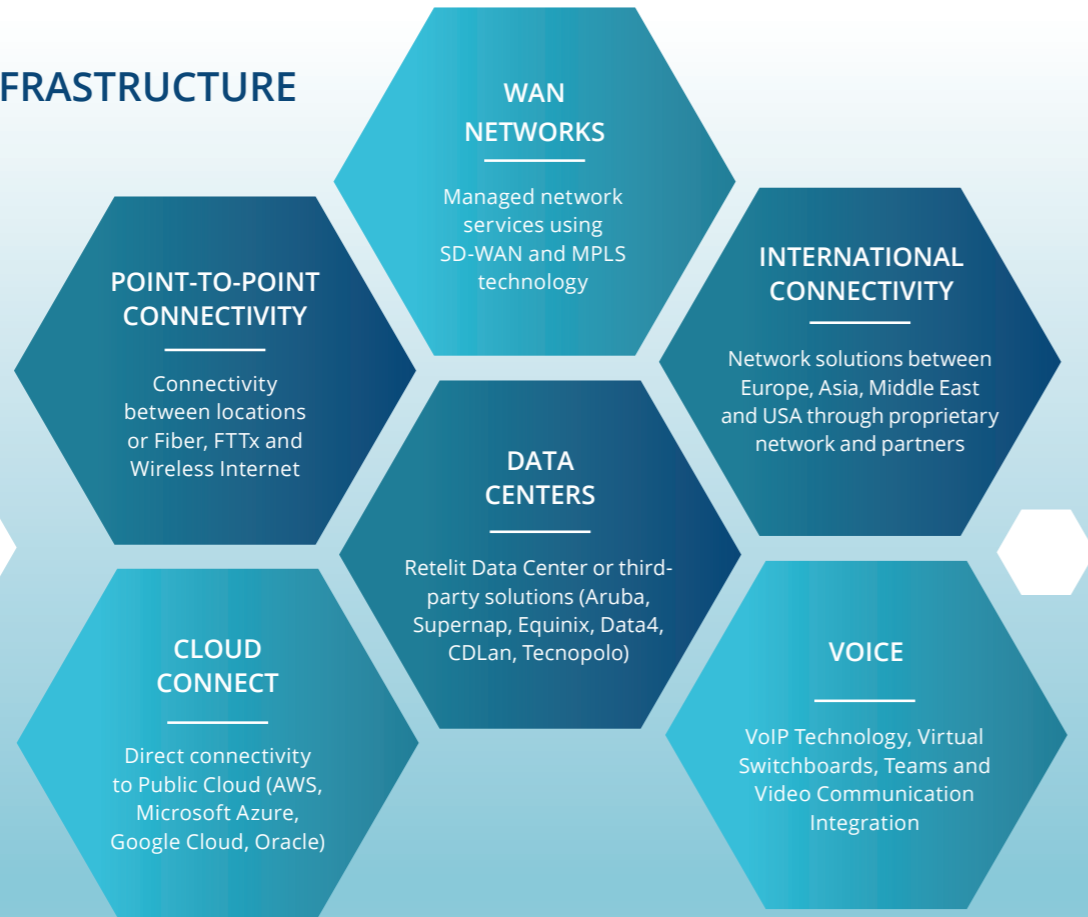
## INTEGRATED SOFTWARE SOLUTIONS

FOR PRODUCTION PROCESS MANAGEMENT IN AN INDUSTRY 4.0 CONTEXT

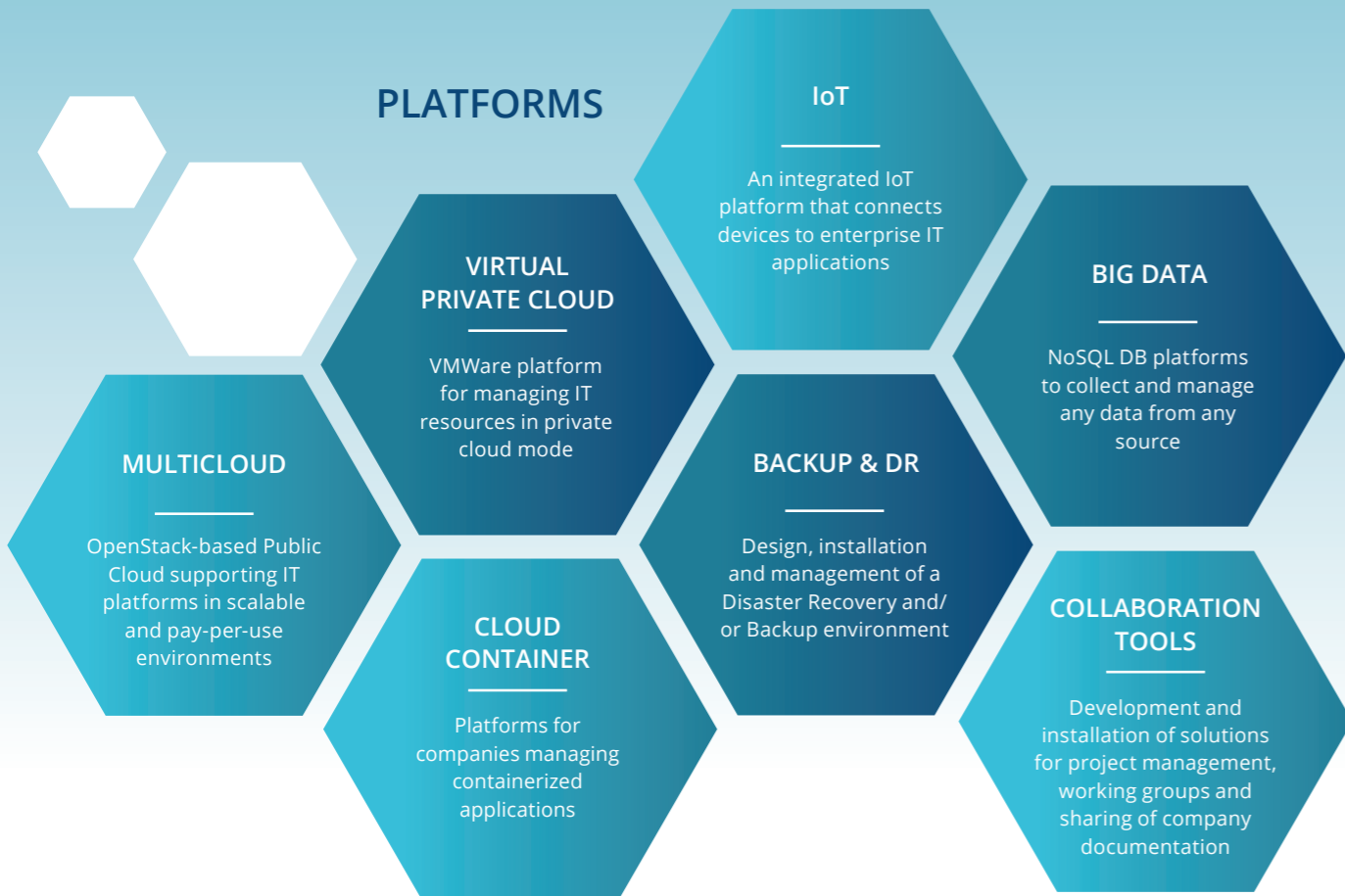
## 1000

INSTALLATIONS IN ITALY FOR PUBLIC SECTOR

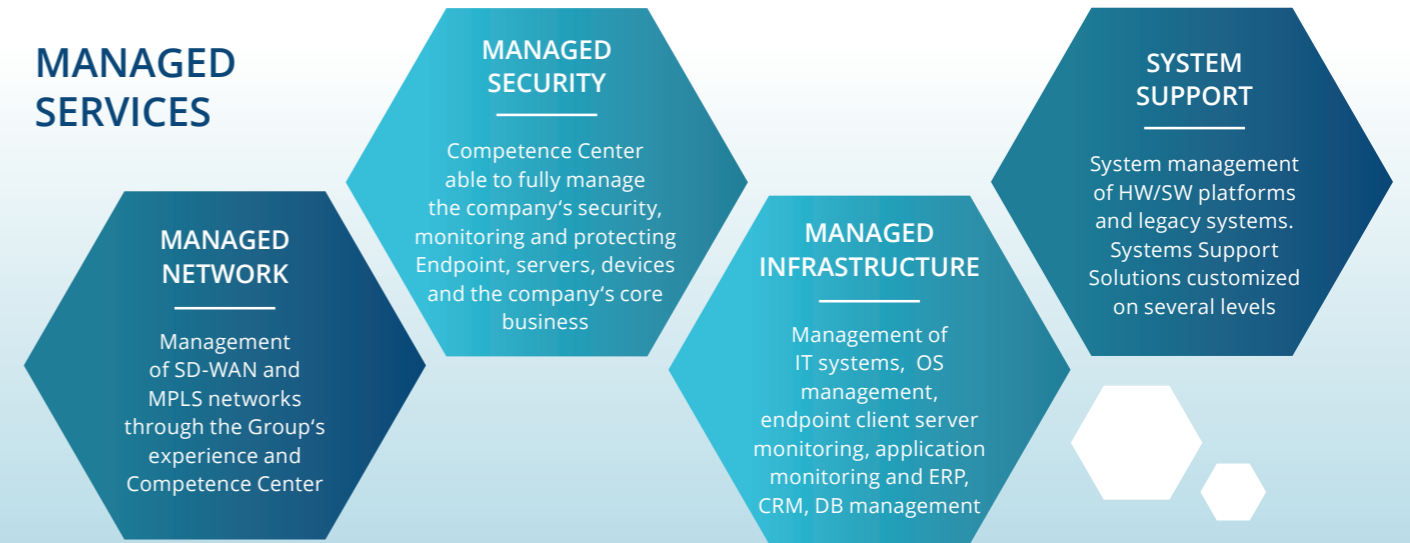
## INFRASTRUCTURE



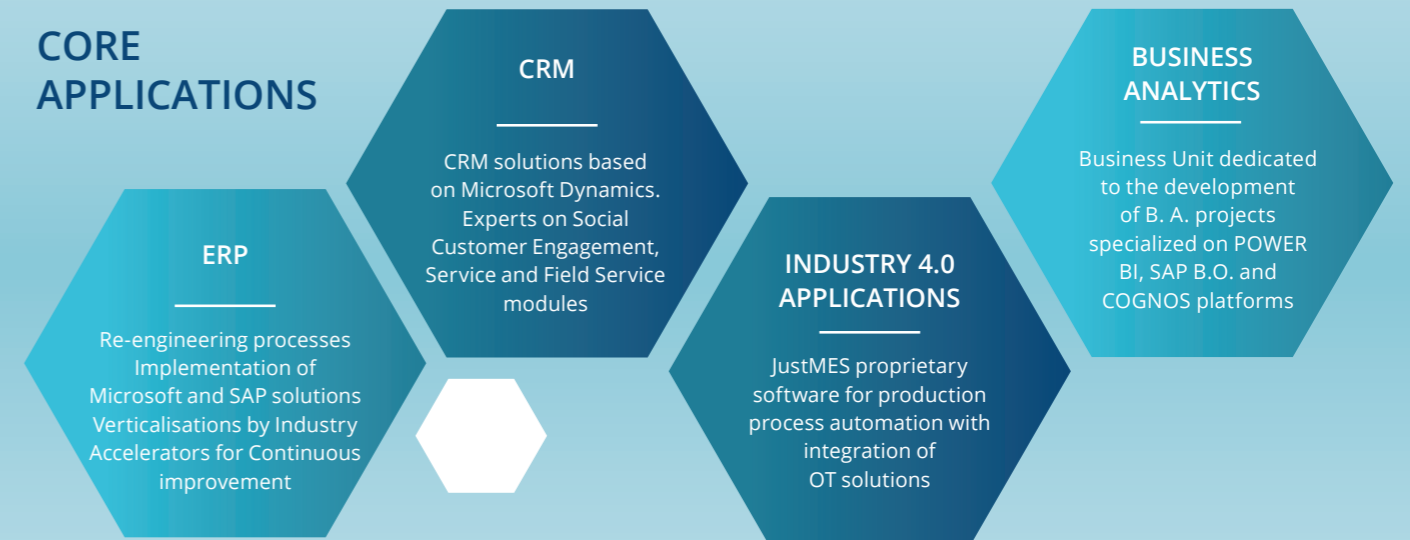
## PLATFORMS



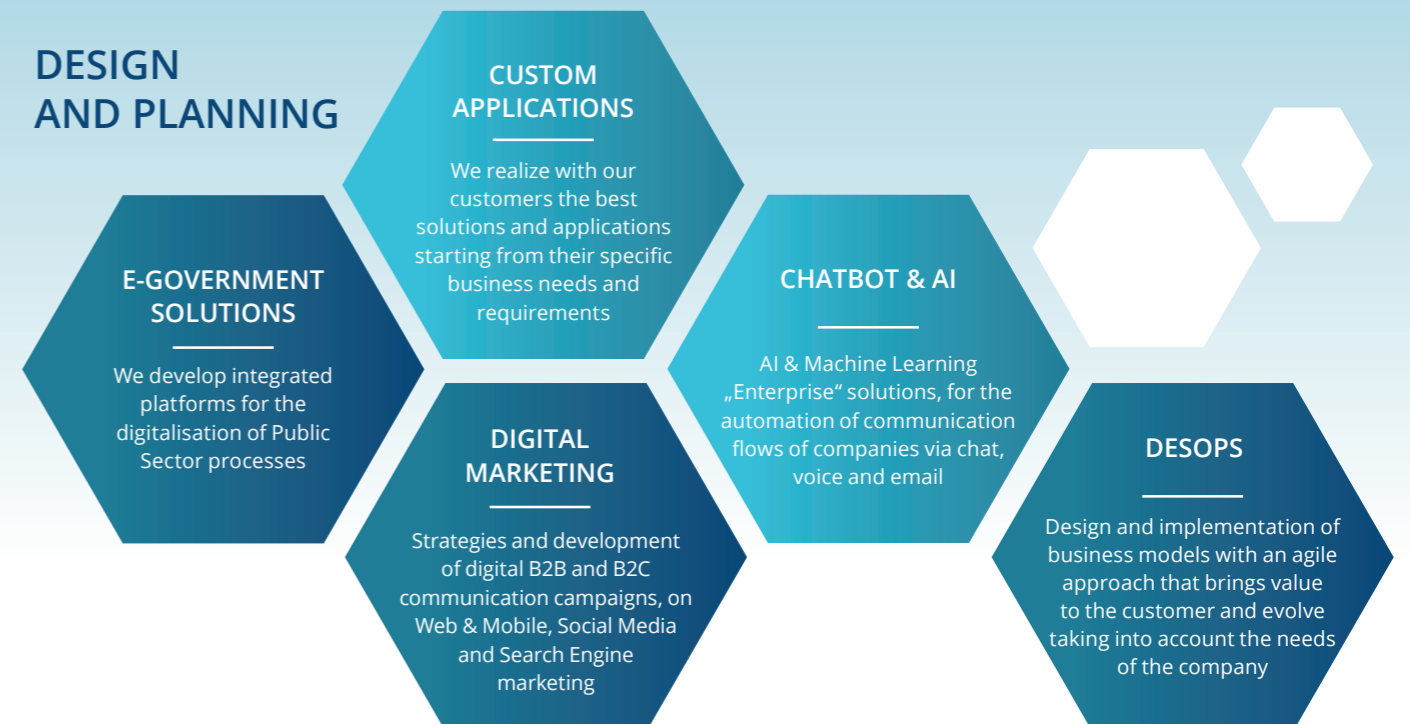
## MANAGED SERVICES



## CORE APPLICATIONS



## DESIGN AND PLANNING







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