



MID & SMALL IN MILAN

 **INTRED**
CONNESSI SEMPRE

NOV 29TH 2022

INVESTMENT CASE



A NETWORK AT THE FOREFRONT OF INNOVATION

STRONG LOCAL PRESENCE IN A THRIVING AREA

BROAD RANGE OF PRODUCTS ADDRESSED TO A WIDE RANGE OF CLIENTS

ATTRACTIVE RISK-RETURN PROFILE: RECURRING NATURE OF FEES,
HIGH REVENUES VISIBILITY AND LOW CHURN RATE

PROVEN TRACK RECORD
AND EXPERIENCED MANAGEMENT TEAM

COMPANY OVERVIEW

INTRED, THE FIBER COMPANY



INTRED IS A TELECOMMUNICATION AND INTERNET PROVIDER WITH ITS OWN FIBER NETWORK INFRASTRUCTURE



Founded in 1996 by Daniele Peli, INTRED provides:

BROADBAND CONNECTIVITY



ULTRA BROADBAND CONNECTIVITY



FWA CONNECTIVITY



VOICE

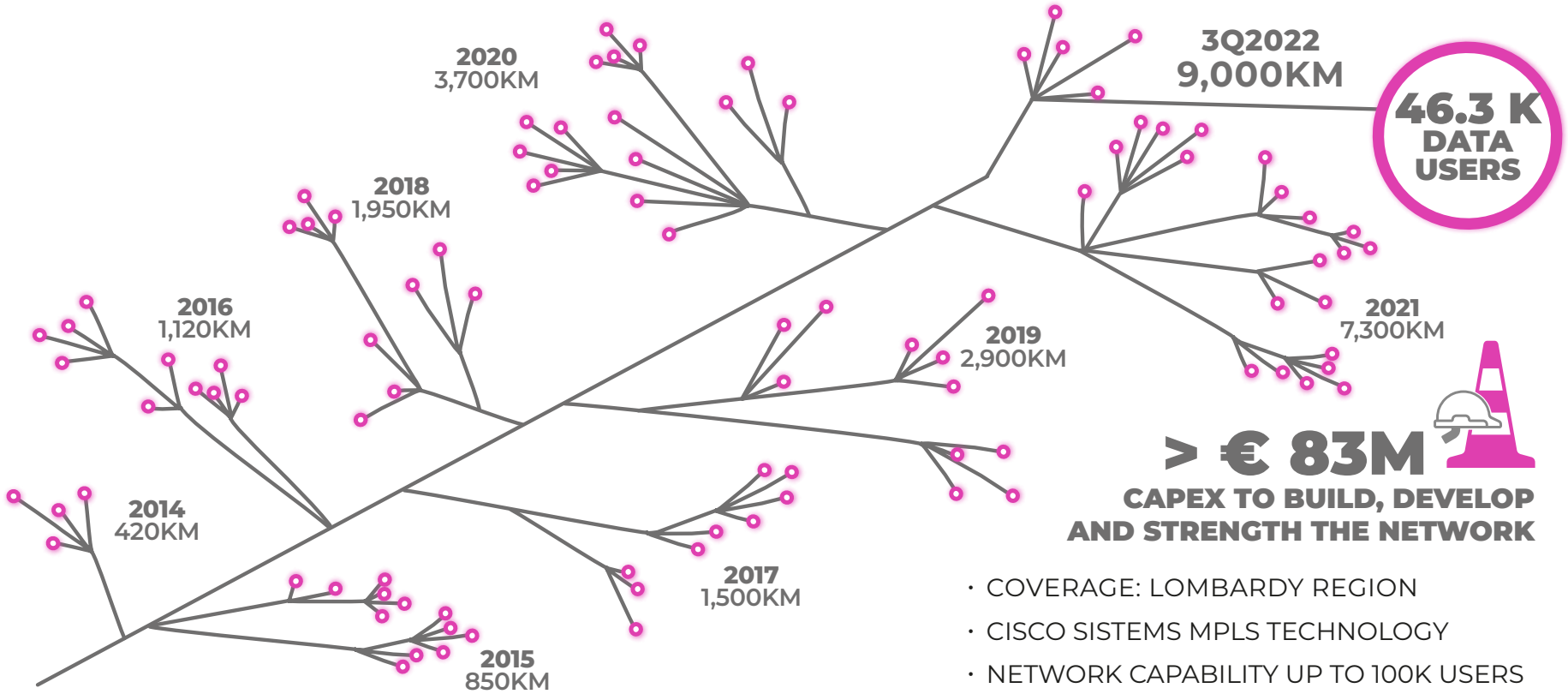


HOSTING AND HOUSING



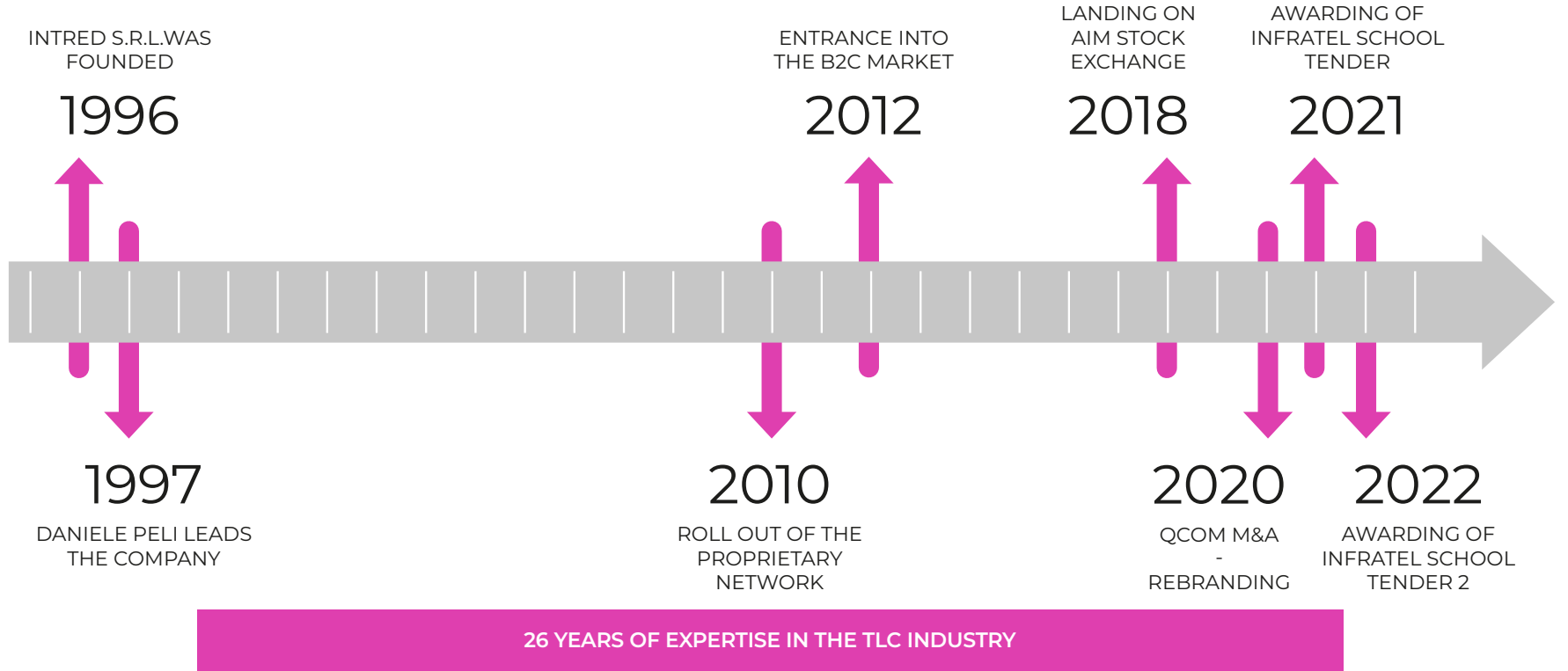
- **STRONG PRESENCE IN LOMBARDY**, the richest region in Italy, in particular in the Brescia area with a market share of approx. 10%
- Fragmented customer base with a **VERY LOW CHURN RATE** (<5%)
- **RECURRING NATURE OF FEES** (>90% of total turnover is recurring)
- **HIGH REVENUES VISIBILITY** (average DSO < 36 days)
- **180 SKILLED RESOURCES**

A NETWORK AT THE FOREFRONT OF INNOVATION



- COVERAGE: LOMBARDY REGION
- CISCO SYSTEMS MPLS TECHNOLOGY
- NETWORK CAPABILITY UP TO 100K USERS

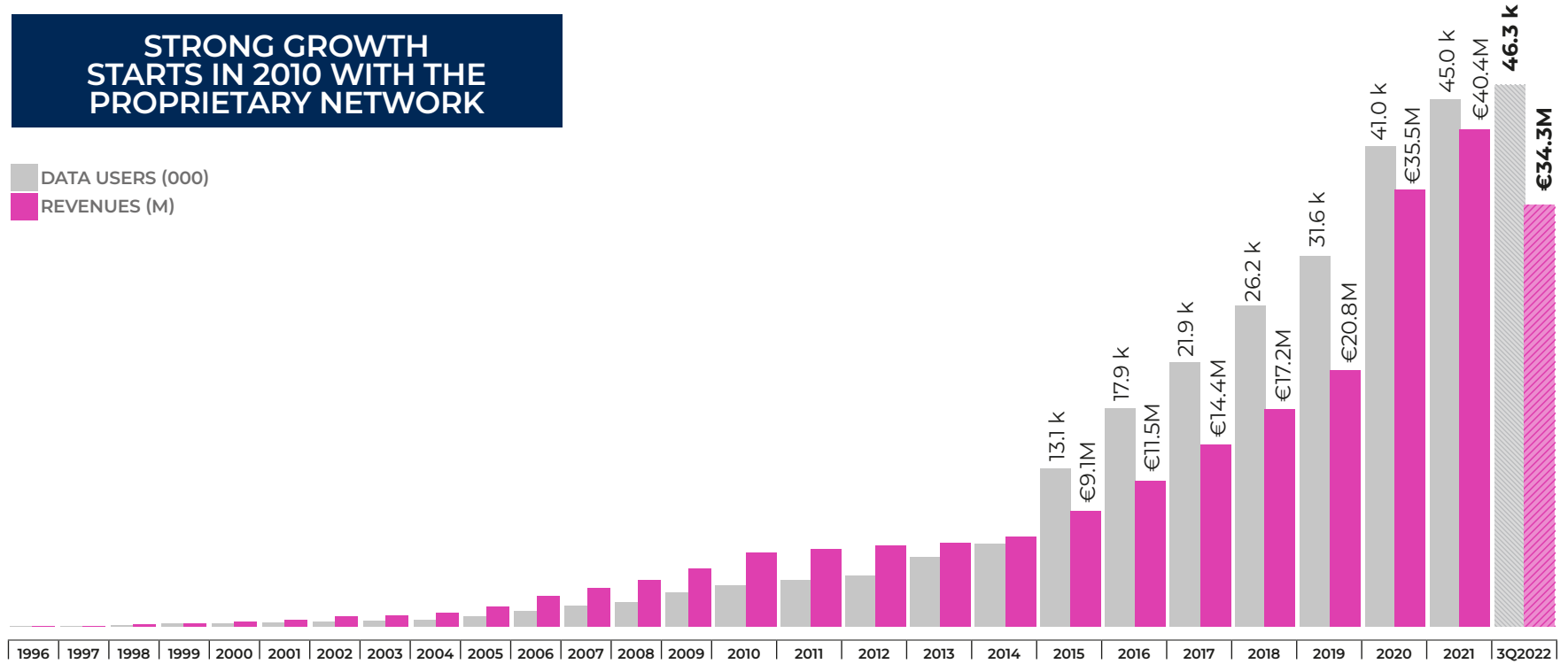
A HISTORY OF PROFITABLE GROWTH



A HISTORY OF PROFITABLE GROWTH

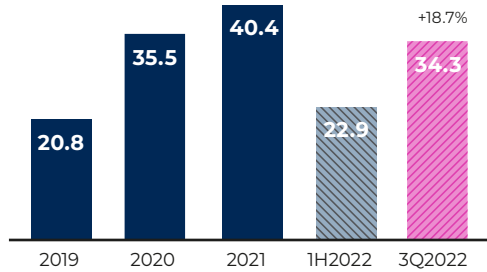
**STRONG GROWTH
STARTS IN 2010 WITH THE
PROPRIETARY NETWORK**

■ DATA USERS (000)
■ REVENUES (M)



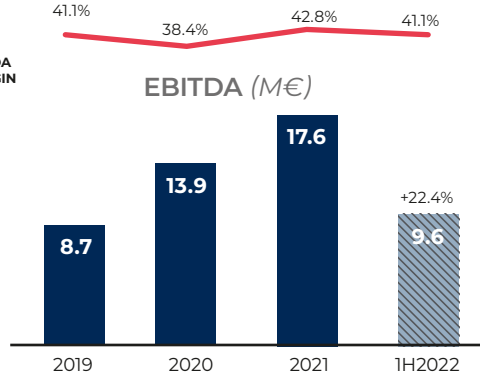
FINANCIAL HIGHLIGHTS - STRONG GROWTH

REVENUES (M€)



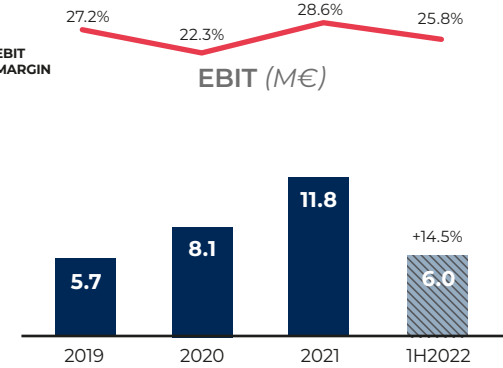
EBITDA MARGIN

EBITDA (M€)

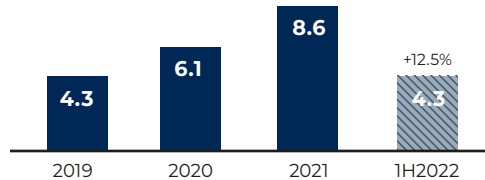


EBIT MARGIN

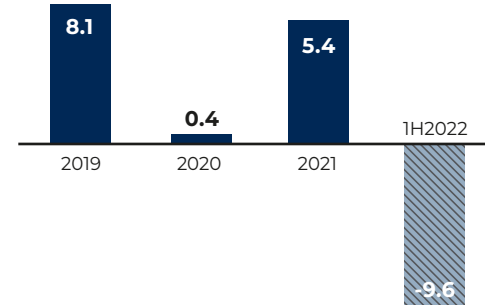
EBIT (M€)



NET PROFIT (M€)

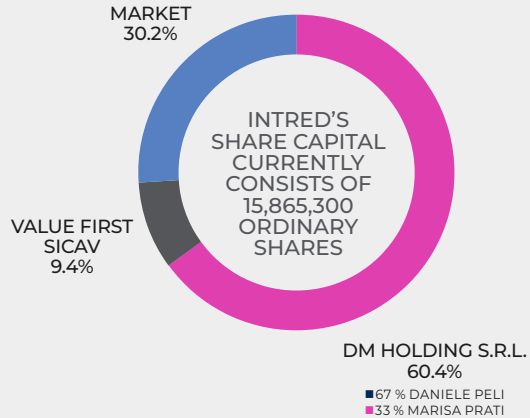


NET FINANCIAL POSITION (M€)



STOCK & SHAREHOLDERS' STRUCTURE

SHAREHOLDERS' STRUCTURE



STOCK PERFORMANCES



11/20/2022 price: € 12.65 - Market Cap: €200.7 M - Avg. Volume 4.864

THE GOVERNANCE

THE BOARD OF DIRECTORS



Daniele Peli
Chairman and
Chief Executive Officer



Marisa Prati
Vice President



Giulia Peli
Director



Adalberto Salvi
Director



Renzo Torchiani
Director



Fabio Massimo Erri
Director



Alessandro Triboldi
Independent Director

THE MANAGEMENT



Daniele Peli
CEO

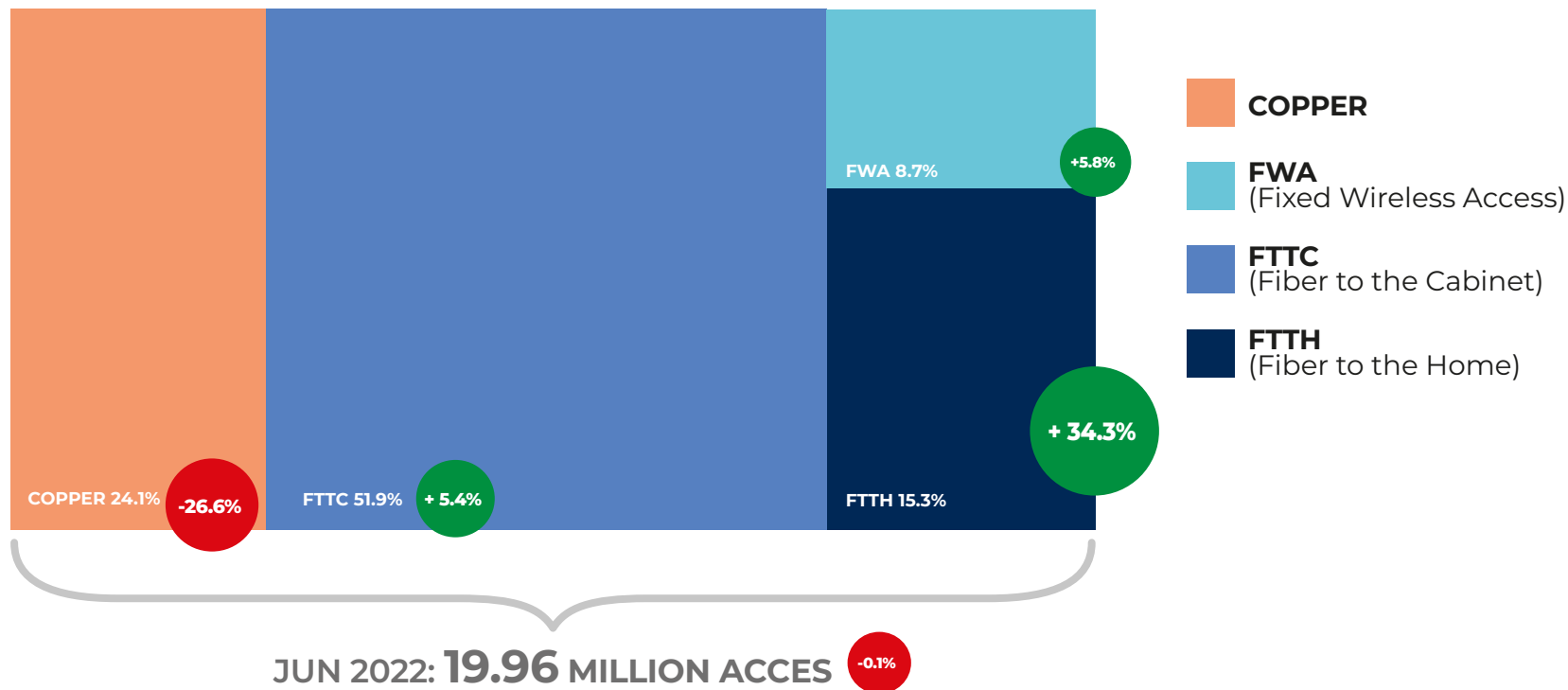


Filippo Leone
CFO

MARKET OUTLOOK

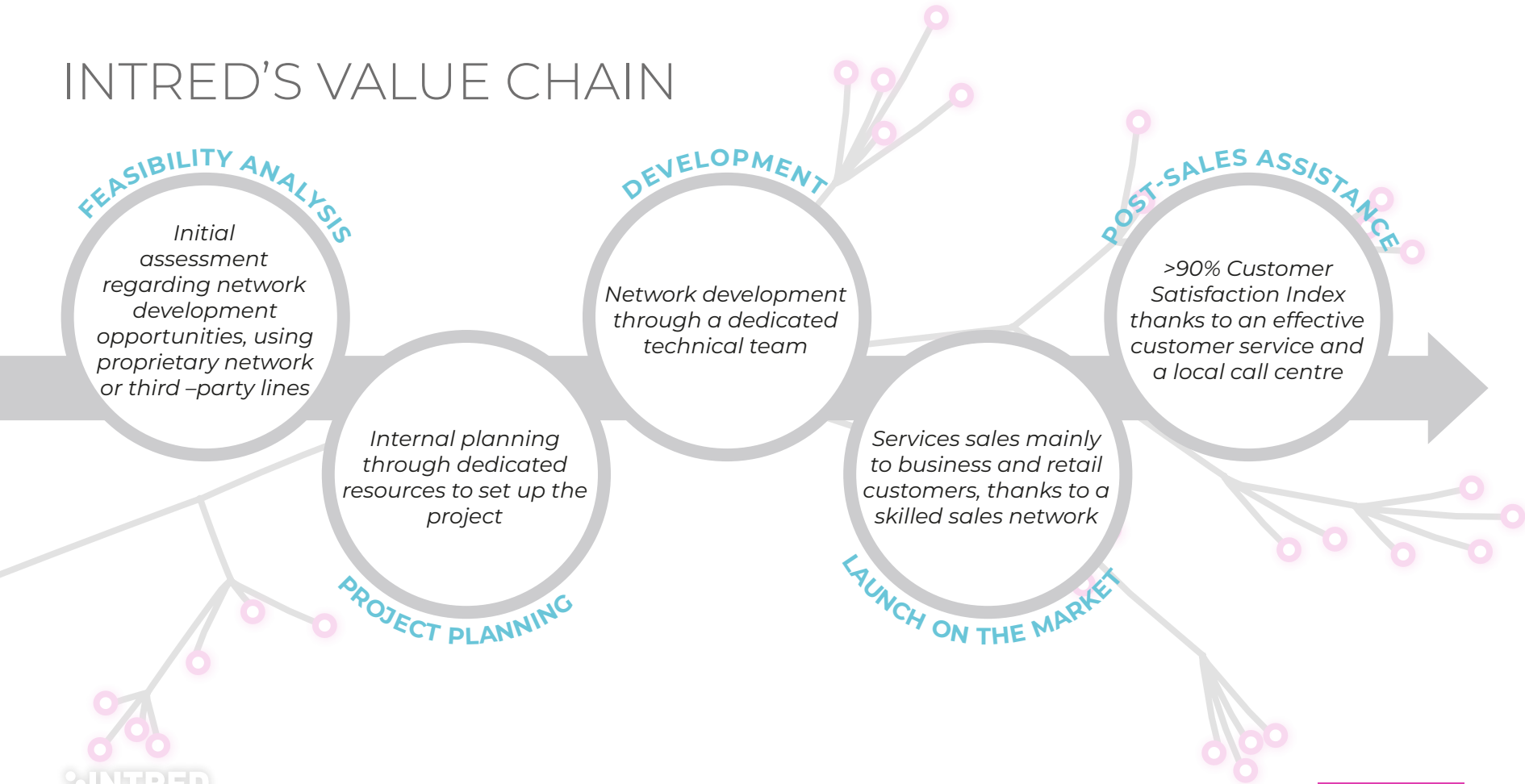
MARKET OUTLOOK

DATA LINES ACCESSES JUN 2022 VS JUN 2021



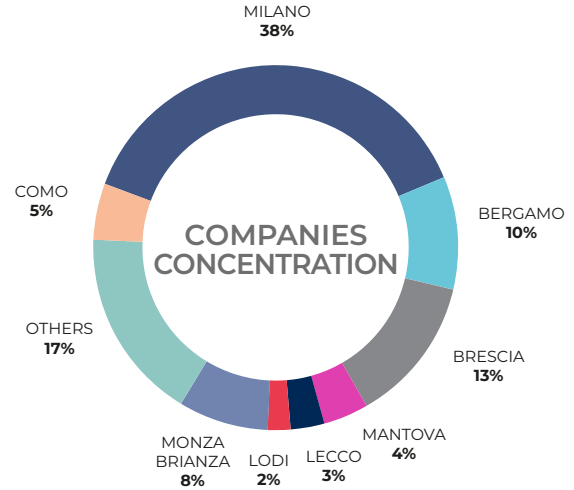
BUSINESS MODEL & STRATEGY

INTRED'S VALUE CHAIN



LOMBARDY: THE VIRTUOUS REGION

Selective geographical presence in one of Italy's Regions with the best financial profile and the highest stable economic potential



MILANO

Population: 4.3 M
Companies: > 300k

BRESCIA

Population: 1.4 M
Companies: > 100k

BERGAMO

Population: 1.1 M
Companies: > 80k

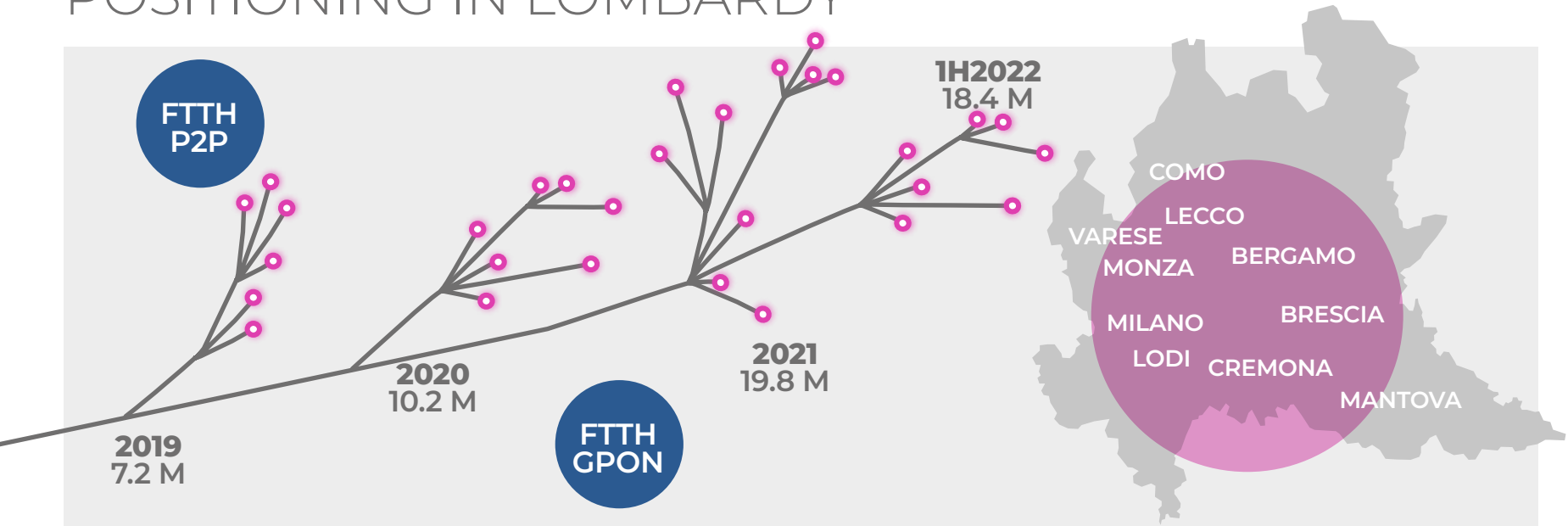
COMO&LECCO

Population: > 0.9 M
Companies: > 60k

MONZA - BRIANZA

Population: > 0.8 M
Companies: > 60k

INVESTMENTS TO STRENGTHEN THE STRATEGIC POSITIONING IN LOMBARDY



- Increase of the market share in the optical fiber connection market of Lombardia by taking advantage of the two Infratel school tenders
- Development of Ultra Wideband connectivity, disinvesting from broadband connectivity by using the proprietary network
- Development of the fiber network through IRU contracts with major TLC operators (Telecom, Fastweb, GTT, Retelit, Open Fiber)

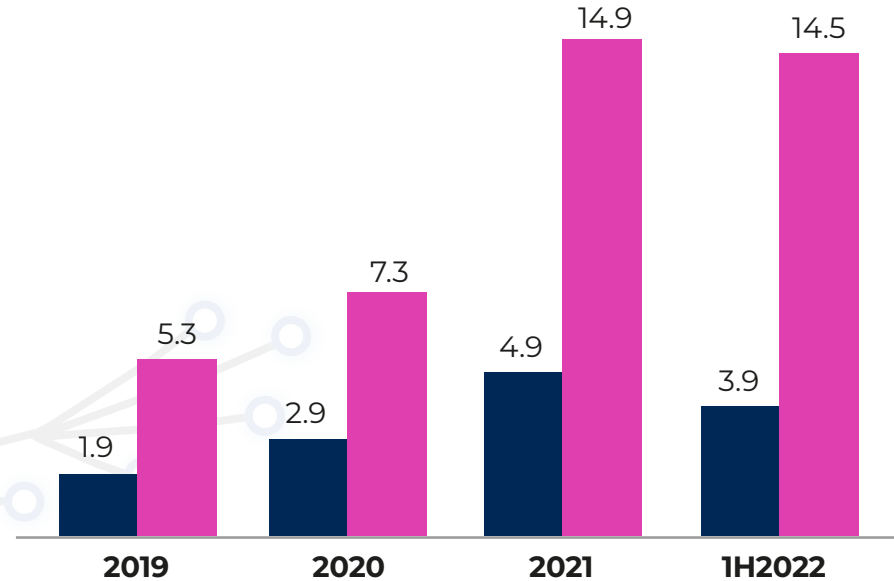
1H2022: INVESTMENTS CONTINUE

1H2022 investments at €18.4M focused on FTTH network development in Lombardia area.

> € 83M 
**CAPEX TO BUILD, DEVELOP
AND STRENGTH THE NETWORK**

■ IRU
■ PROPRIETARY NETWORK

€/M

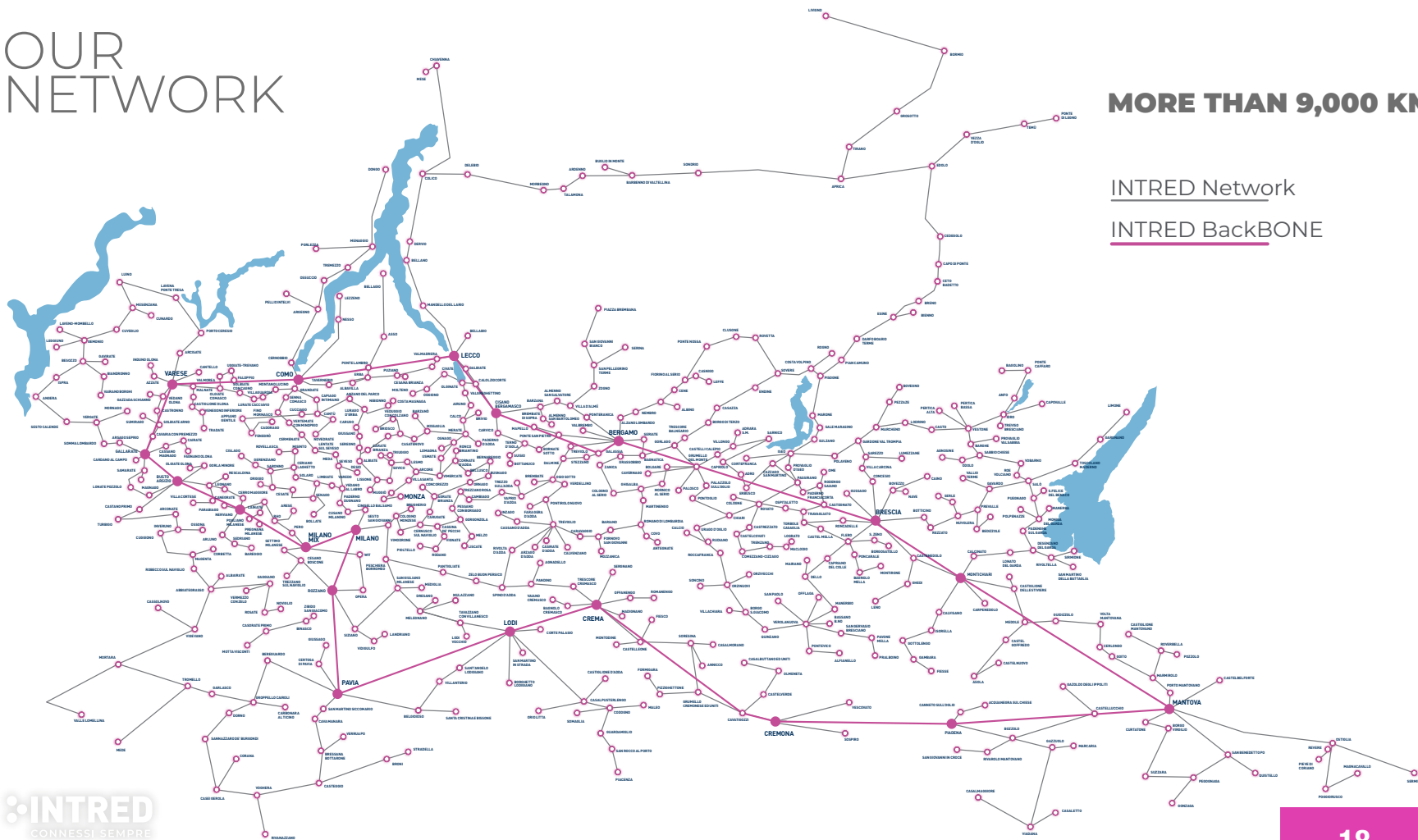


OUR NETWORK

MORE THAN 9,000 KM

INTRED Network

INTRED BackBONE



LOOKING AT INFRATEL'S SUBSIDIES: A STRATEGIC DEAL FOR FUTURE GROWTH

INTRED WON THE LOMBARDY LOT IN THE CALL FOR TENDERS LAUNCHED BY INFRATEL ITALIA: THE TENDER NOTICE PROVIDES FOR THE SUPPLY OF FIBER OPTIC CONNECTIONS TO OVER 4,000 SCHOOLS IN LOMBARDY.

PLUS - THE AWARD OF THE TENDER WOULD BE HIGHLY STRATEGIC AND WOULD ACCELERATE INTRED EXPANSION IN LOMBARDY:

- WIDESPREAD COVERAGE OF ALL THE MUNICIPALITIES AND PROVINCES OF LOMBARDY
- ACCREDITATION BY ALL PUBLIC BODIES IN THE REGION
- WHOLESALE BUSINESS DEVELOPMENT

>50%
SCHOOLS
CONNECTED



**10 MILLIONS INHABITANTS,
1/6 OF WHOLE ITALY**

VALUE OF
THE TENDER:
€40
MILLION

SCHOOLS
PROVIDED
>4,000

ACTIVATION
TIME:
3 YEARS

DURATION
OF SUPPLY:
5
YEARS

The tender, for a basic amount of **€ 274 MIL**, is made up of seven lots divided as follows:

- lot 1 Liguria, Piedmont;
- lot 2 **Lombardy**;
- lot 3 Lazio, Sardinia;
- lot 4 Campania, Basilicata;
- lot 5 Calabria, Sicily;
- lot 6 Tuscany, Veneto;
- lot 7 Marche, Abruzzo, Molise, Puglia.

INFRATEL SCHOOL TENDER 2

INTRED AWARDED THE LOMBARDY LOT OF THE SECOND TENDER ISSUED BY INFRATEL TO CONNECT THE REMAINING 20 % OF SCHOOLS LEFT.

THE TENDER IS PART OF THE PNRR AND THE AWARD WILL ALLOW STRONG SYNERGIES WITH THE PREVIOUS ONE, ESPECIALLY IN MANY MUNICIPALITIES WHERE INTRED HAS PLANNED / REALIZED CONNECTIONS TO THE SCHOOLS INCLUDED IN TENDER 1.



10 MILLIONS INHABITANTS,
1/6 OF WHOLE ITALY

VALUE OF THE TENDER:
€19
MILLION

SCHOOLS PROVIDED
>1,200

ACTIVATION TIME:
4 YEARS

DURATION OF SUPPLY:
6
YEARS




The tender, for a basic amount of **€ 166 MIL**, is made up of eight lots divided as follows:

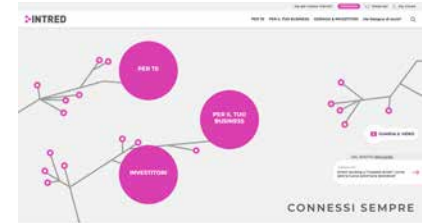
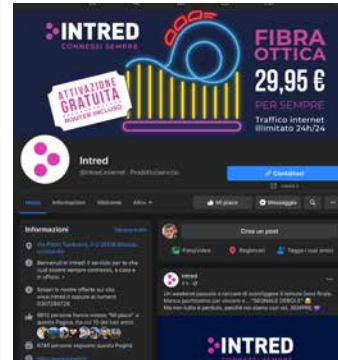
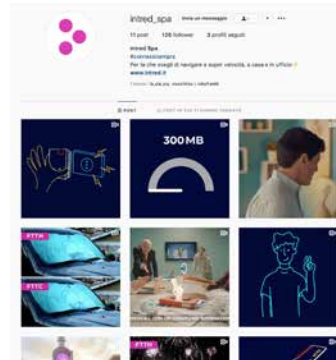
- lot 1 Liguria, Piedmont, Valle d'Aosta;
- lot 2 **Lombardy;**
- lot 3 Friuli Venezia Giulia, Provincia di Bolzano, Provincia di Trento, Veneto;
- lot 4 Emilia Romagna, Marche, Umbria;
- lot 5 Lazio, Tuscany;
- lot 6 Abruzzo, Basilicata, Molise, Puglia;
- lot 7 Calabria, Campania;
- lot 8 Sardinia, Sicily.

MARKETING ACTIVITIES TO ATTRACT BUSINESS & HOUSEHOLD CUSTOMERS

SIGNIFICANT RESOURCES (>4% OF TOTAL REVENUES) HAVE BEEN DEDICATED TO MARKETING ACTIVITIES TO SPREAD INTRED'S NOTORIETY IN LOMBARDY

MARKETING ACTIVITIES

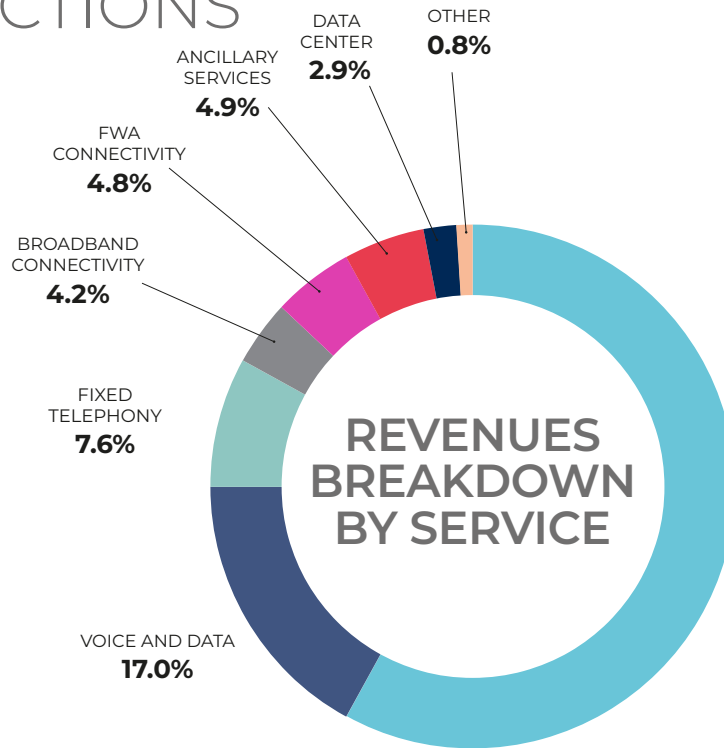
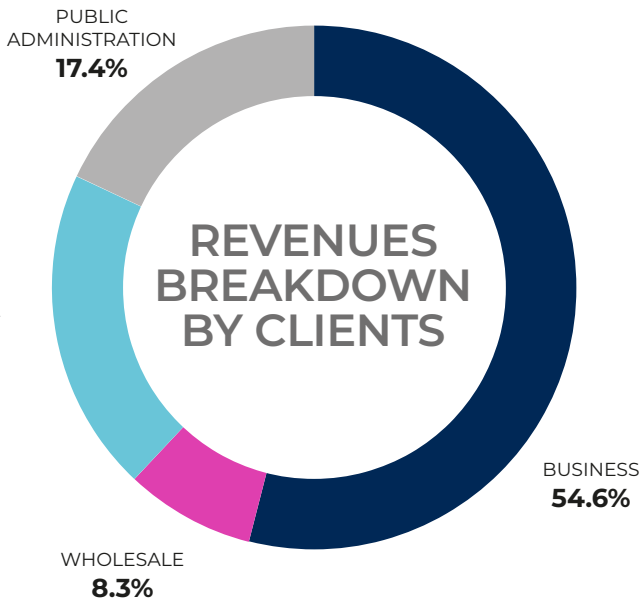
- **Rebranding** of the logo
- Renewal of the **website**
- Promotional actions on **social media**   
- Marketing campaign carried out on **local/national radios & television channels**
- Posters and publications in **local/national newspapers**
- **Sponsorships**, such as the agreement with Atalanta football team



FINANCIALS

3Q2022 REVENUES DRIVEN BY FIBER CONNECTIONS

+252.8%

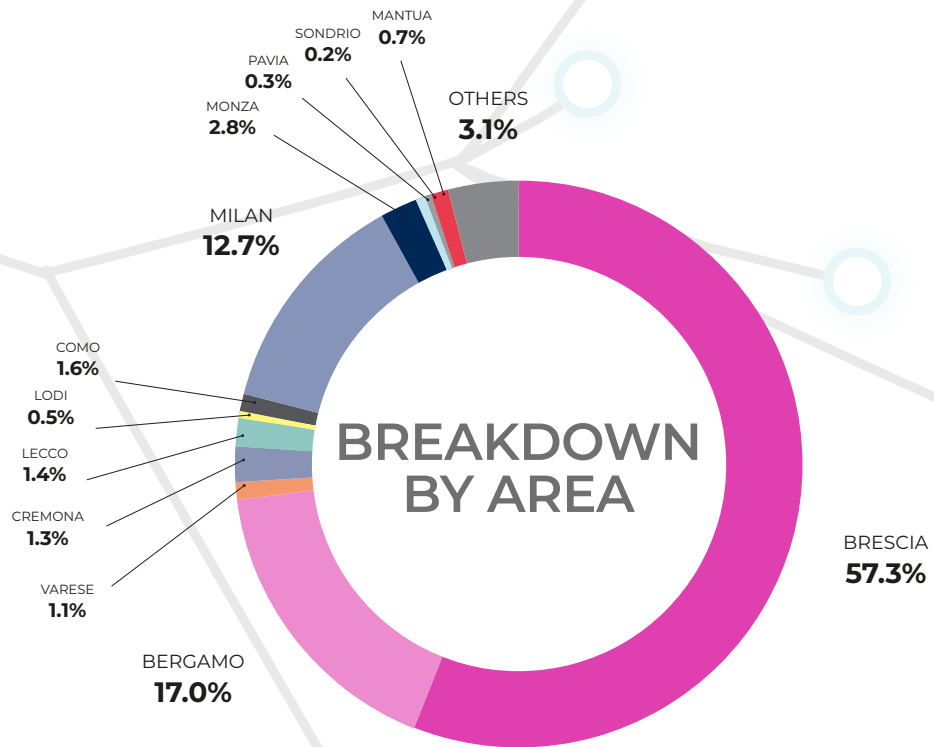


+18.7%

ULTRA BROADBAND CONNECTIVITY
57.8%

+40.1%

3Q2022 REVENUES DRIVEN BY FIBER CONNECTIONS



APPENDIX

1H2022 INCOME STATEMENT

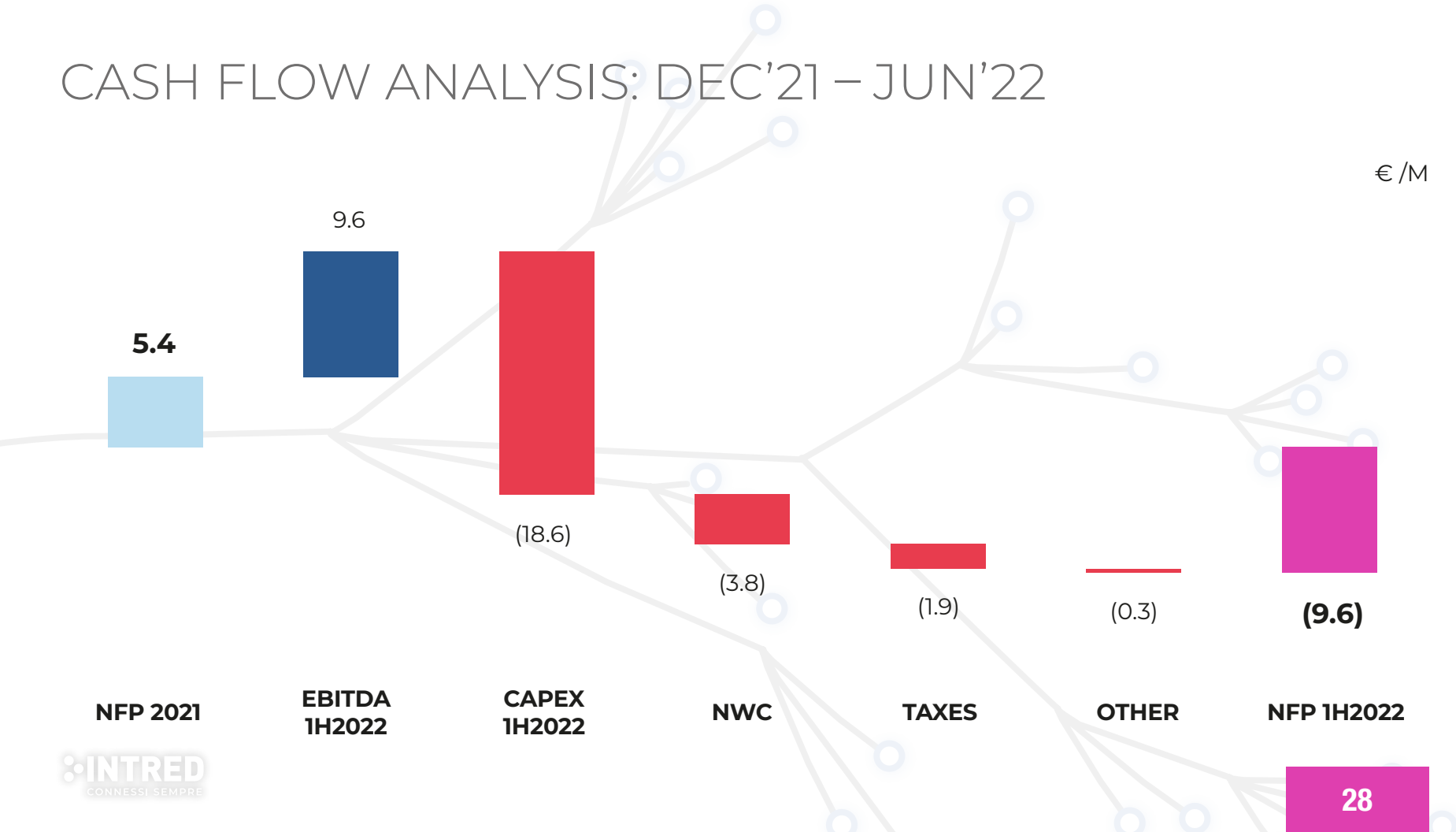
€/000	1H 2022	1H 2021	YOY	YOY%
VALUE OF PRODUCTION	23,346.1	19,342.4	4,003.7	20.7%
Raw Materials	(488.3)	(235.9)	(252.4)	107.0%
Services	(3,342.7)	(2,621.9)	(720.7)	27.5%
Stock	(565.5)	0.0	(565.5)	
Other operating costs	(5,351.3)	(5,058.2)	(293.1)	5.8%
Tot Operating Costs	(9,747.7)	(7,916.0)	(1,831.7)	23.1%
Personnel Costs	(4,011.3)	(3,595.2)	(416.1)	11.6%
EBITDA	9,587.0	7831.1	1,755.9	22.4%
<i>EBITDA Margin</i>	41.1%	40.5%		1.4%
Depreciation Amortisazion & Write Downs	(3,553.0)	(2,562.3)	(990.7)	38.7%
EBIT	6,034.0	5,268.9	765.1	14.5%
<i>EBIT Margin</i>	25.8%	27.2%		(5.1%)
Net Financial Income (Charges)	110.9	84.8	26.1	30.8%
EBT	6,144.9	5,353.7	791.3	14.8%
<i>EBT Margin</i>	26.3%	27.7%		(4.9%)
Taxes	(1,877.9)	(1,559.9)	(318.0)	20.4%
NET Income	4,267.0	3,793.7	473.3	12.5%
<i>Net Income Margin</i>	18.3%	19.6%		(6.8%)

1H2022 BALANCE SHEET

€/000	1H2022	2021	YOY	YOY%
CURRENT ASSETS	17,093.3	11,527.4	5,565.9	48.3%
CURRENT LIABILITIES	(34,232.3)	(32,496.1)	(1,736.2)	5.3%
NET WORKING CAPITAL	(17,139.0)	(20,968.7)	3,829.7	(18.3%)
TOTAL FIXED ASSETS	72,035.2	57,416.3	14,618.9	25.5%
Staff severance indemnity	(1,693.5)	(1,554.2)	(139.3)	9.0%
Provisions for risks and charges	(5.2)	(7.2)	2.0	(28.4%)
NET INVESTED CAPITAL	53,197.5	34,886.2	18,311.3	52.5%
SHAREHOLDERS' EQUITY	(43,609.3)	(40,291.6)	(3,317.7)	8.2%
Cash&cash equivalents	15,687.4	15,328.0	359.4	2.3%
Due to banks within 12 months	(13,810.8)	(6,296.4)	(7,514.4)	119.3%
Due to banks after 12 months	(11,464.9)	(3,626.2)	(7,838.7)	216.2%
NET FINANCIAL POSITION	(9,588.2)	5,405.4	(14,993.6)	(277.4%)

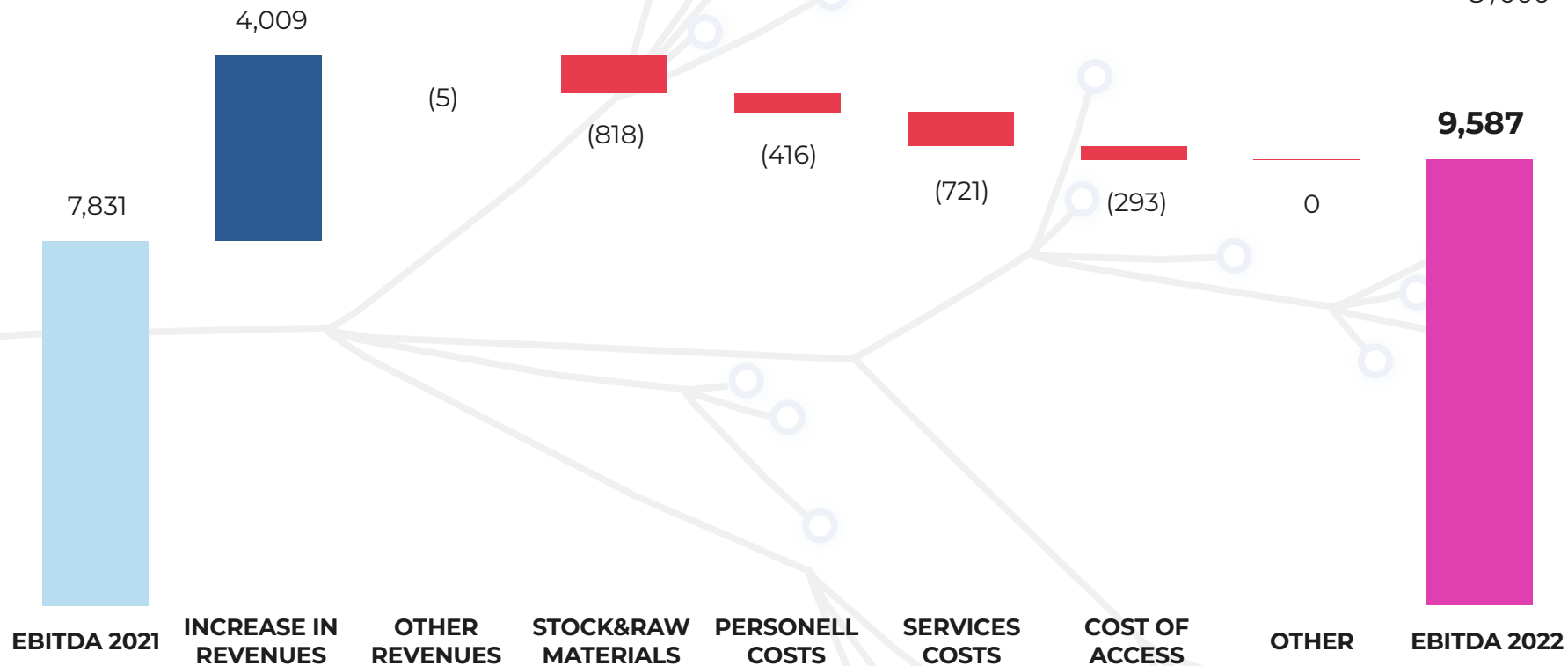
CASH FLOW ANALYSIS: DEC'21 – JUN'22

€/M



EBITDA ANALYSIS: JUN'21 – JUN'22

€ /000



Next events



February 9

BoD for the approval of the 2022 turnover

March 27

BoD for the approval of the draft financial statements for the year ended 31.12.2022

April 27

Shareholders' Meeting for the approval of the Financial Statements as of 31.12.2022

May 4

Board of Directors for the approval of the 1Q2023 turnover

August 3

BoD for the approval of the turnover of the 1H2023

September 27

BoD for the approval of the Half-yearly financial report at June 30, 2023

November 7

BoD for the approval of the 3Q2023 turnover

INVESTOR RELATIONS

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CDR Communication
IR Advisor
Vincenza Colucci
Tel. +39 335 6909547
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GENERAL INFORMATION ABOUT THE COMPANY

NAME	®	INTRED S.P.A.
HEAD OFFICES	🚩	VIA PIETRO TAMBURINI, 1 - 25136 BRESCIA (BS)
SHARE CAPITAL FULLY PAID-UP	🏠	10.009.472,00
VAT REG. NO.	📄	02018740981
TAX CODE	📄	11717020157
REA NUMBER	📄	BS - 366982
LEGAL FORM	👥	JOINT-STOCK COMPANY

💻 WWW.INTRED.IT • ✉️ INFO@INTRED.IT • ☎️ 1949

The logo features a stylized icon of three white circles on the left, arranged in a triangular pattern. To the right of this icon, the word "INTRED" is written in a large, bold, white, sans-serif font. Below "INTRED", the tagline "CONNESSI SEMPRE" is written in a smaller, white, sans-serif font. The entire logo is centered on a background of a repeating wavy pattern in a light pink color.

INTRED
CONNESSI SEMPRE