



**OLIDATA AT NEXTJEMS 2024**

**Milan - October 22, 2024**

# Who We Are

---



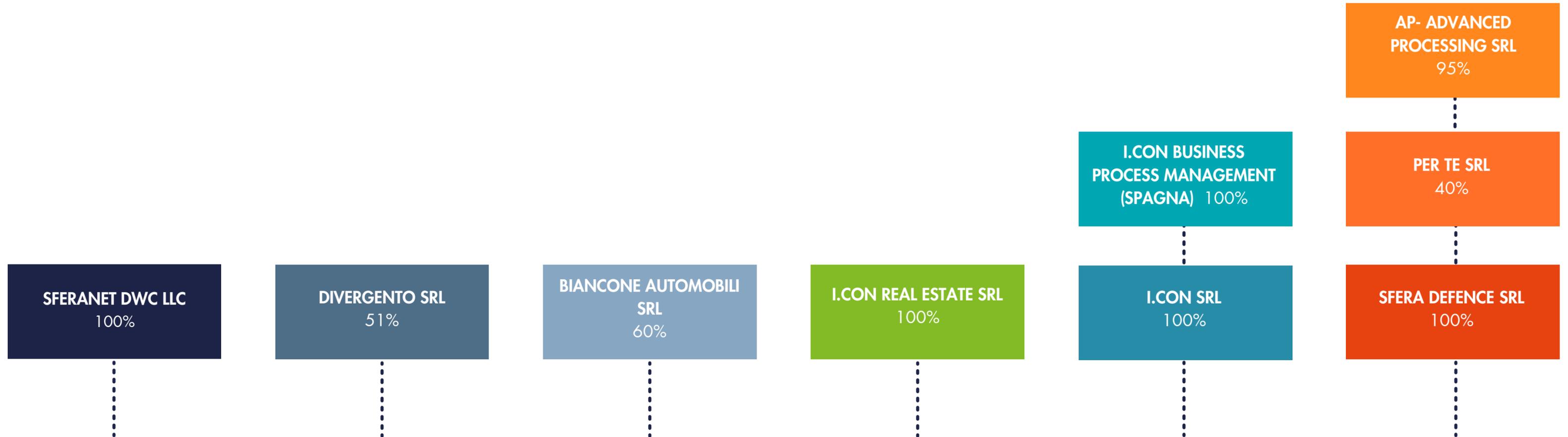
Olidata was founded in Cesena in 1982 as a **Software House** and has become one of the leading European players in **Information Technology** and **Office Automation** products and services.

On **April 3 2023**, Olidata was relaunched on the Euronext Milan market.

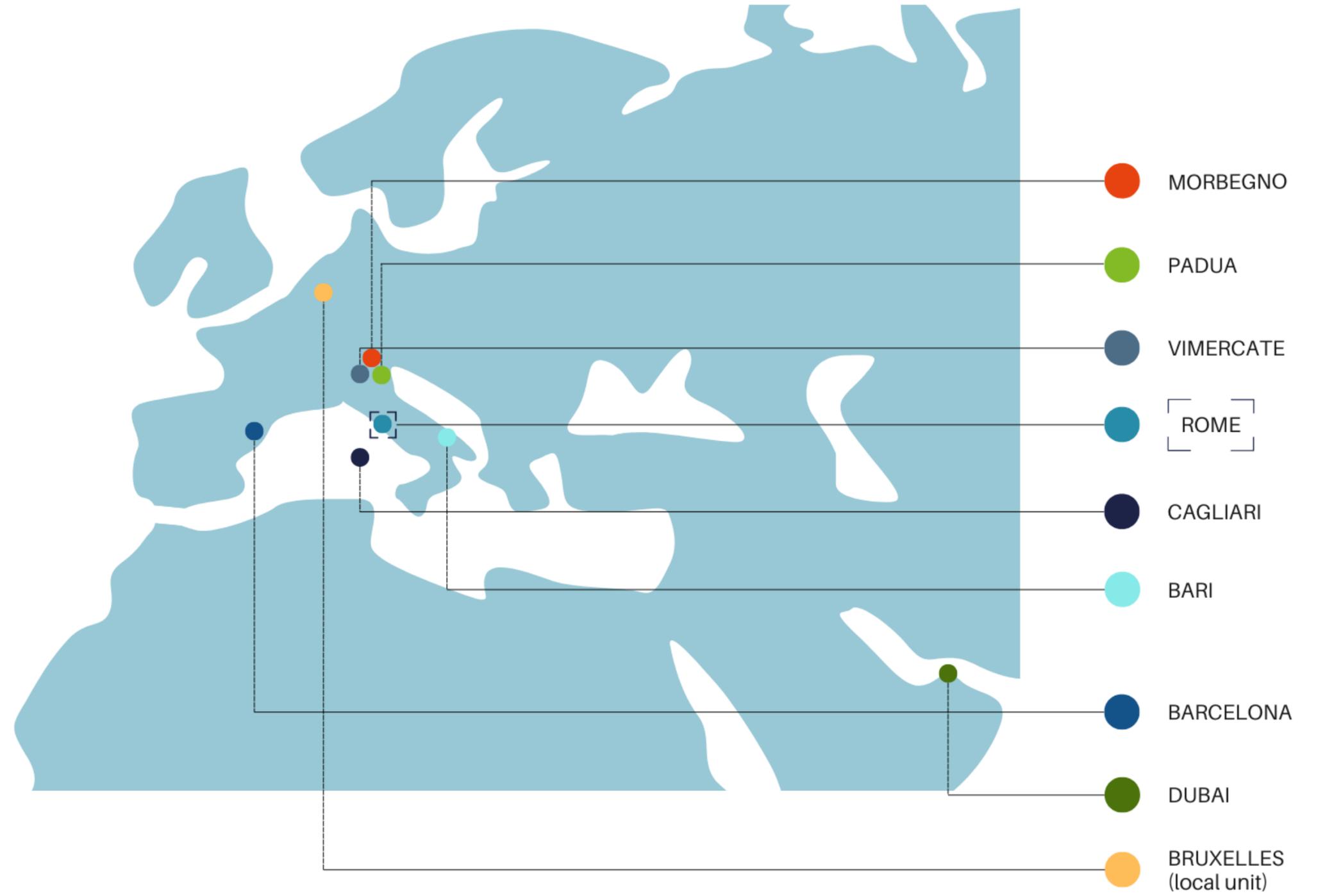
Today, the **Olidata Group** represents a synergy of companies, each active in its own sector, with a **common mission**:

to create a **national hub** based on **new technologies** and fully **Made in Italy** solutions, aiming to become a reference point in the ICT market.

# Group Structure



# Locations



# Key Numbers



YEARS OF EXPERIENCE  
IN THE ICT MARKET



COLLABORATORS



SATISFIED  
CLIENTS



MILLION EUR  
REVENUE IN 2023



# Target Markets

## PUBLIC ADMINISTRATION

Some of our clients:

Aeronautica militare, Ministero della giustizia, Ministero della Difesa, GSE, Ministero dell'Interno, ISTAT, Guardia di finanza, Sogei, INAIL, INPS, INGV, Consip, Acquirente Unico, Banca D'Italia.

## ENTERPRISE

Some of our clients:

Poste Italiane, Elettronica, TIM, Telsy, Sogin, Enel, GSE, Lottomatica, Terna, Octotelematics, Q8, Isnart, ACI informatica, CDP, Fastweb, Maserati, Ferrari, Giovanni Rana, Danone.

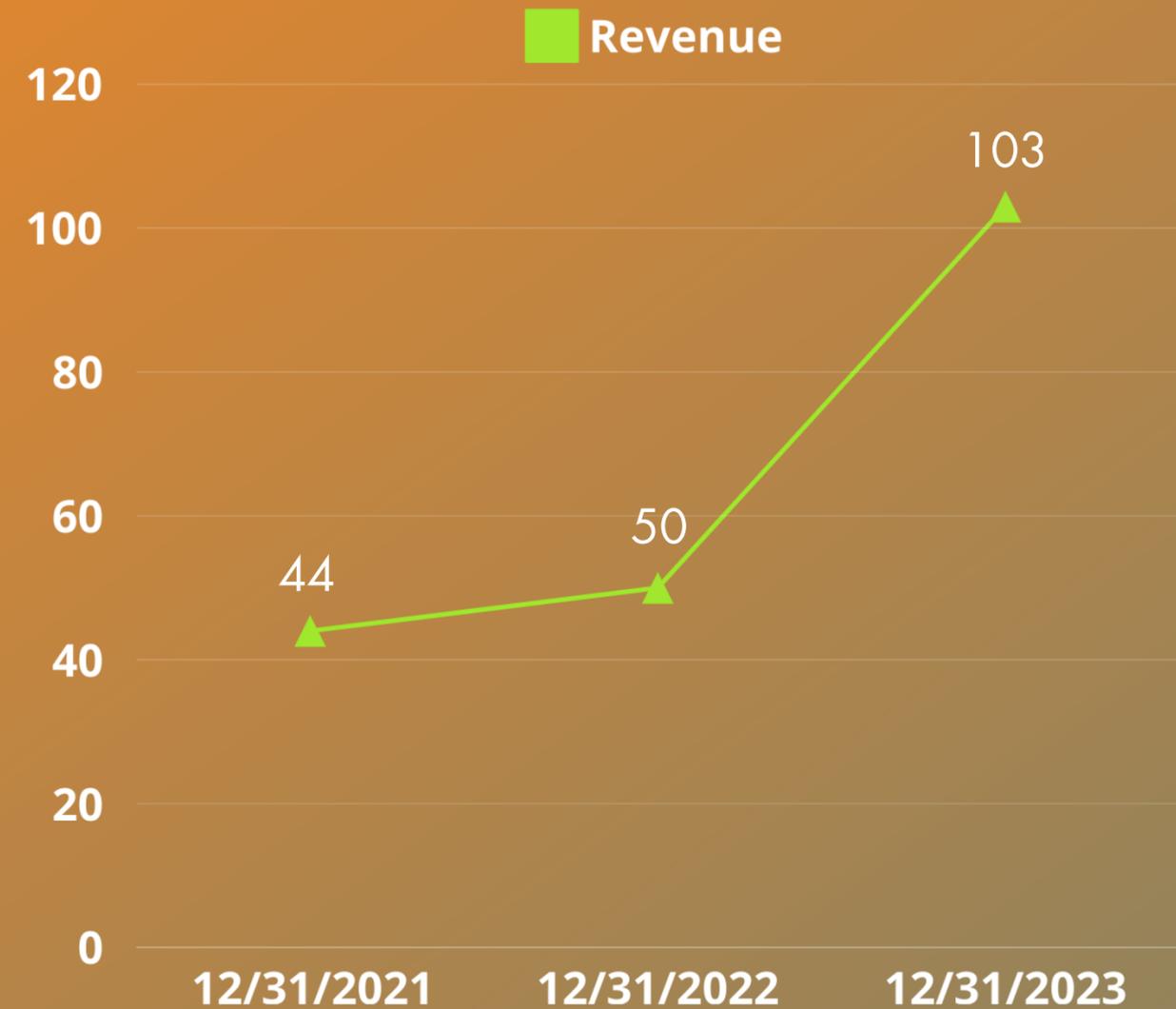
## SMEs

Some of our clients:

Ge Medical, Systems Italia. Spa, Ospedale Vannini, Di to break, American Overseas School Of Rome, Ospedale San Camillo.

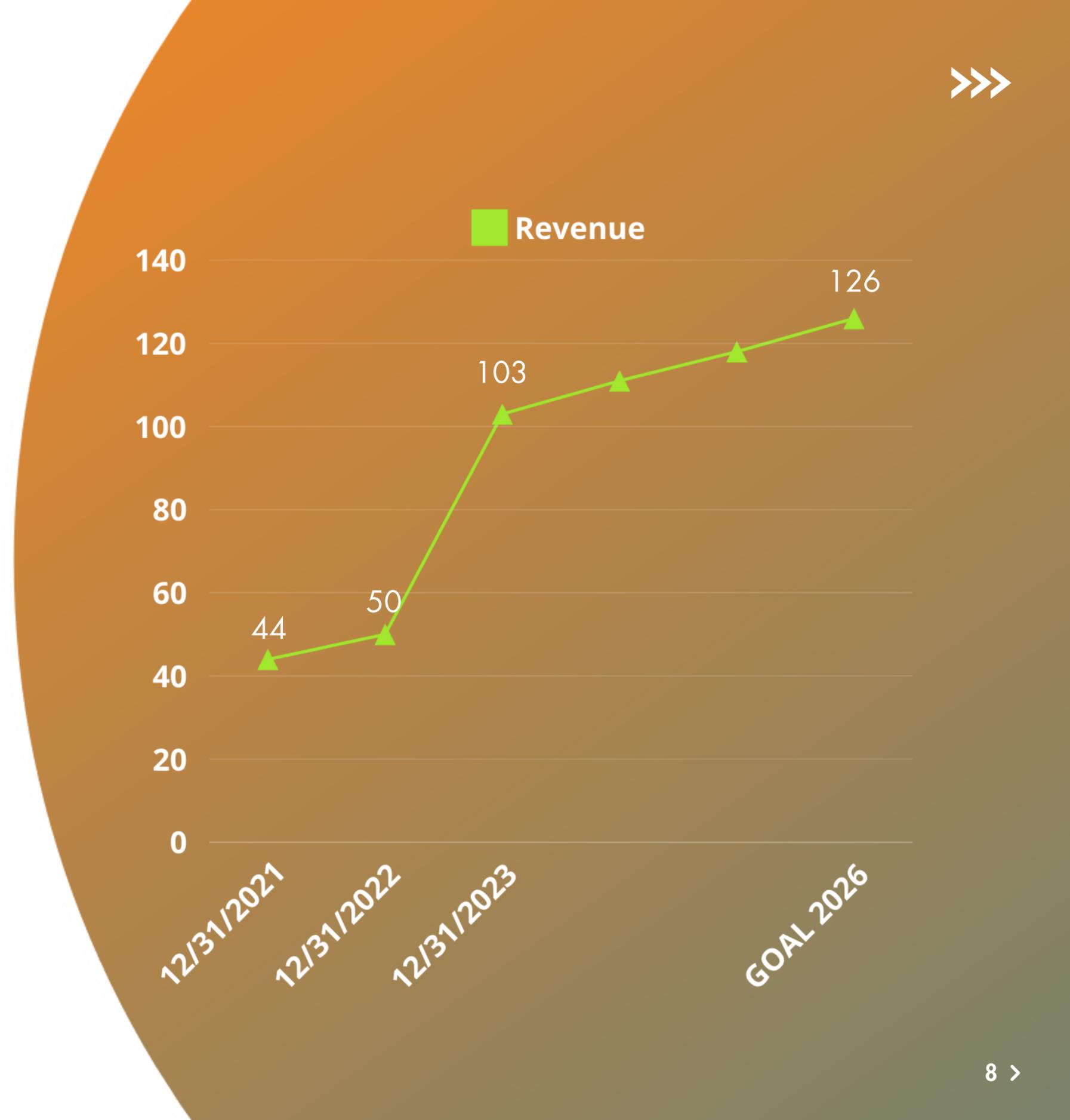
# Revenue over the last three years

**Revenue growth:** over the last three years has been significant, increasing by **107%** compared to the previous year.



# Economic goals for the next three years

**Ambitious plans:** for the next three years aims to reach a revenue of **126 million EUR**, consolidating the company's growth.



# Core Competencies

- 01 Big Data & Analysis
- 02 Cybersecurity
- 03 Artificial Intelligence
- 04 ECM & BPM
- 05 ICT Infrastrucutre
- 06 Software Development
- 07 GIS & IOT



# 01 Big Data & Analysis



## The Innovation Pillar of Olidata

Over the years, we have built a solid reputation by collaborating with Public Administrations and large Enterprise entities.

Today, we are a reference point in the market thanks to a team of **certified experts** capable of designing and developing **cutting-edge architectural solutions**.

Our **mission**? Transform **data** into **tangible value** for our clients, driving **innovation** and **sustainable growth**.



## 02 Cybersecurity



### Olidata's Digital Defense

Olidata's Competence Center provides advanced cybersecurity solutions, supporting clients through all phases: **from advisory to technological implementation.**

We offer **SOC services**, including **anomaly detection monitoring** and **incident management (IRT)**, using tools like Splunk, QRadar, and SGBOX.

We stand by our clients during crisis management, ensuring **swift** and **decisive action** with a "SOC as-a-service" approach.



# 03 Artificial Intelligence



## Partner for Innovation and Digital Transformation

In a world where data is the heart of technology, Olidata stands out with a **dedicated competence center**.

Our team of **Data Scientists** and **academics** develop and implement cutting-edge artificial intelligence algorithms, accelerating innovation for businesses.



04

## ECM & BPM



### Tailor-Made Solutions for Business

With **I.CON**, a company within the Olidata Group, we offer consultancy and development services for both Public and Private sectors in **Enterprise Content Management (ECM)** and **Business Process Management (BPM)**.

Our custom solutions **optimize** and **automate** business processes, enhancing the efficiency and effectiveness of our clients' businesses.



# 05 ICT Infrastructure



## Innovation in ICT Infrastructure

Olidata leads the **digital transformation of ICT infrastructures**, offering cutting-edge solutions in network storage and virtualization.

Thanks to highly specialized and certified teams, we are the ideal partner to tackle **complex challenges with advanced technologies**.

# 06 Software Development >>>

## The Engine of Digital Transformation

**Software development** is key to digital transformation, enabling companies to adopt innovative technologies.

The Olidata Group is a leader in addressing the challenges of Digital Transformation, Artificial Intelligence, Big Data, ECM, and BPM, providing **custom solutions for every need.**



07

# GIS & IOT



## Innovation and Precision with Olidata

Olidata platforms effectively manage **data coming from IoT** with advanced solutions for IIoT (Industrial Internet of Things) and IOMT (Internet of Military Things).

Through our applications, we support strategic decisions in **Public Safety** and **Civil Protection** by offering georeferenced data for unprecedented precision.



# OLIDATA PROPRIETARY SOLUTIONS





# SAFEMIND

**SAFEMIND** is a **next-generation integrated** platform that extracts valuable insights from data: **fully customizable**.

It enables the specialization of **analytical and predictive functions**, even with **machine learning** and **deep learning** models, leveraging the unique capabilities of **artificial intelligence**.

Fast, secure, scalable, and reliable, it can acquire, integrate, and analyze both structured and unstructured data.



# TAKECARE

Take Care is **software** born from the intersection of **Data Analysis** and the **medical field**. Integrated with a **wearable device**, it allows users to **monitor their vital signs** to detect any anomalies in real time.

Thanks to an **intuitive user interface** and **real-time** results, this application is easy to use and can become an excellent **Virtual Medical Assistant** for anyone wishing to monitor their health.



# THE OLI ONE

**THE OLI ONE** is the ultimate solution against **cybercrime**. Thanks to proprietary "**Safe Mind**" technology, it combines **Cyber AI** with **proactive sharing** for real-time analysis and response.

It tracks IP addresses, assigns trust scores, and automatically intervenes to ensure precise protection.

Developed entirely in **Italy**, it offers complete **sovereignty over data and technology**, constantly monitoring the IPv4 network and observing key public actors for global threat surveillance.

# THE OLI ONE functional principles

01

## Intrusion Detection

**Constant network traffic analysis** to identify potential threats in real-time, both from known and unknown sources, or sophisticated ones that often evade traditional controls.

02

## AI Analysis

Artificial intelligence assigns a **trust score to every IP address** based on an in-depth analysis of behavioral, historical, and contextual factors, anticipating attack tactics that have not yet emerged.

03

## Intrusion Prevention

Prevention rules are updated in real-time thanks to the **continuous analysis of data** collected from global sources and alternative channels, ensuring proactive protection and dynamically adapting to attack tactics.

04

## Coordination of Rescue Operations

Data is sent in real-time to the operations center, where it is displayed on **GIS maps**. This allows emergency coordinators to identify critical points and optimize the deployment of rescue teams, reducing response times.

# Cybercrime-Fighting Numbers that

## 280 million malicious sources

---

THE OLI ONE constantly monitors **280 million malicious sources** in real-time, providing global coverage against the most advanced and diverse **cyber threats**.

## Developed Plugins

---

THE OLI ONE offers a wide range of **developed plugins** that natively dialogue with the world's leading manufacturers of firewalls, IDS and IPS, and Server systems, enabling **centralized management** of security systems, collecting real-time logins and automatically sending blocking policies to neutralize attacks.

## 30-second response time

---

THE OLI ONE's efficiency translates into an extraordinary reaction speed: just **30 seconds** from detecting a threat to neutralizing it, ensuring immediate and effective responses, keeping the infrastructure secure against even the most dynamic threats.



# SONICEYE

**SONICEYE™** revolutionizes civil protection and emergency management with an **advanced platform** combining highly sensitive microphones, synchronized cameras, and AI for **real-time audio-video analysis**.

Using **acoustic beamforming and triangulation**, it detects fires, accidents, and intrusions, providing precise information for rapid interventions.

A versatile solution that guarantees continuous **monitoring** and effective **protection** of people and infrastructures in complex scenarios.

# SONICEYE™ Technological Features

## Multi-beam Superdirective Beamforming

SONICEYE™ allows focused listening in specific directions, significantly improving **audio signal quality** even in environments with **high background noise**. This enables isolating and analyzing sounds from distant sources or in **complex acoustic conditions**.

## Real-time Acoustic Video Mapping

SONICEYE™ generates a **visual representation** of sound sources, allowing operators to quickly identify the origin of specific sounds like explosions, screams, or accidents. This functionality is crucial for a **timely response** in emergency situations.

## Automatic Anomalous Sound Detection

Thanks to sophisticated classification algorithms, SONICEYE™ can **automatically recognize** a wide range of critical sounds, including gunshots, screams, structural collapses, fires, human or animal presence, etc., immediately **alerting** operators.



# DIGITAL MARKET IN ITALY 2024

# General digital market overview

## Crescita del mercato digitale nel 2023:



## Fattori che influenzeranno l'andamento futuro del mercato digitale (2024-2027):



## Competenze tecnologiche, aree più carenti:



## Andamento dei singoli settori:



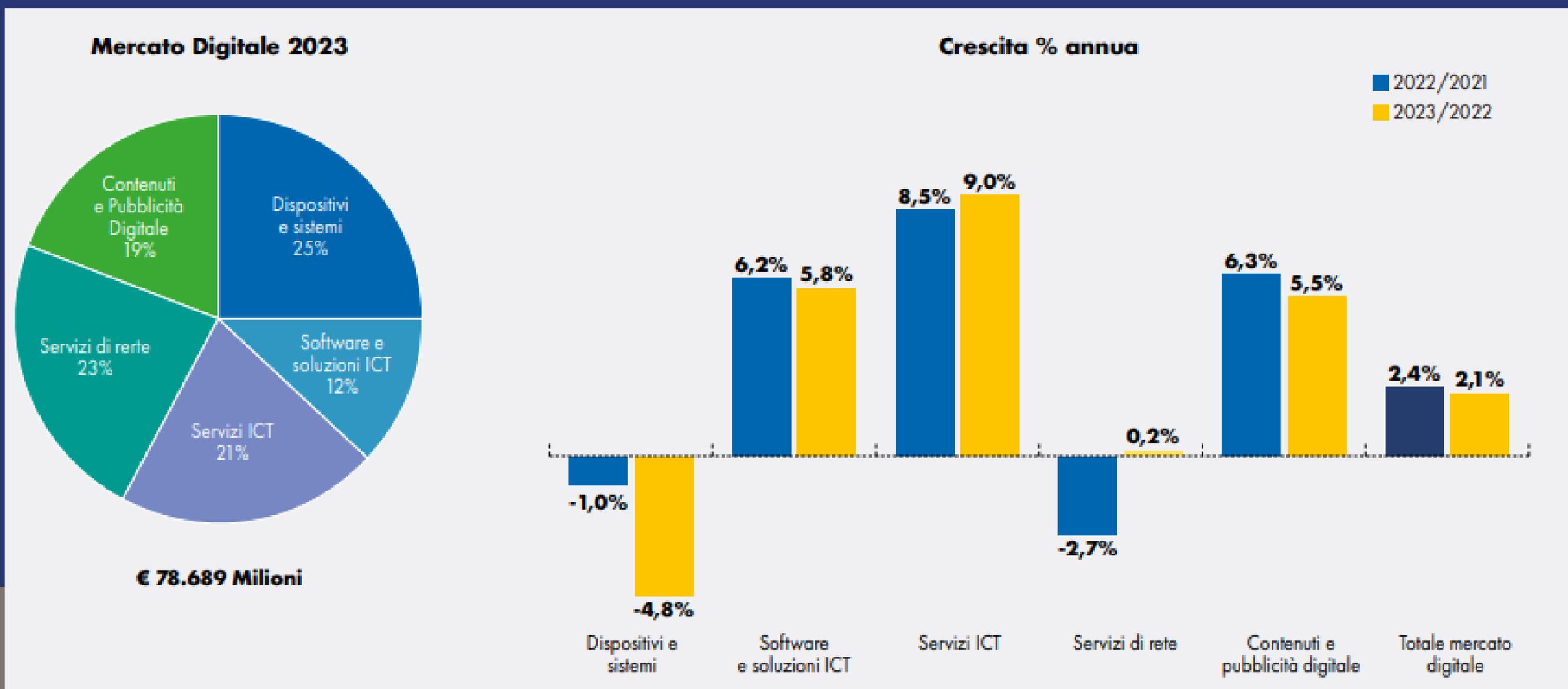
## Impatto aggiuntivo del PNRR sul mercato digitale:



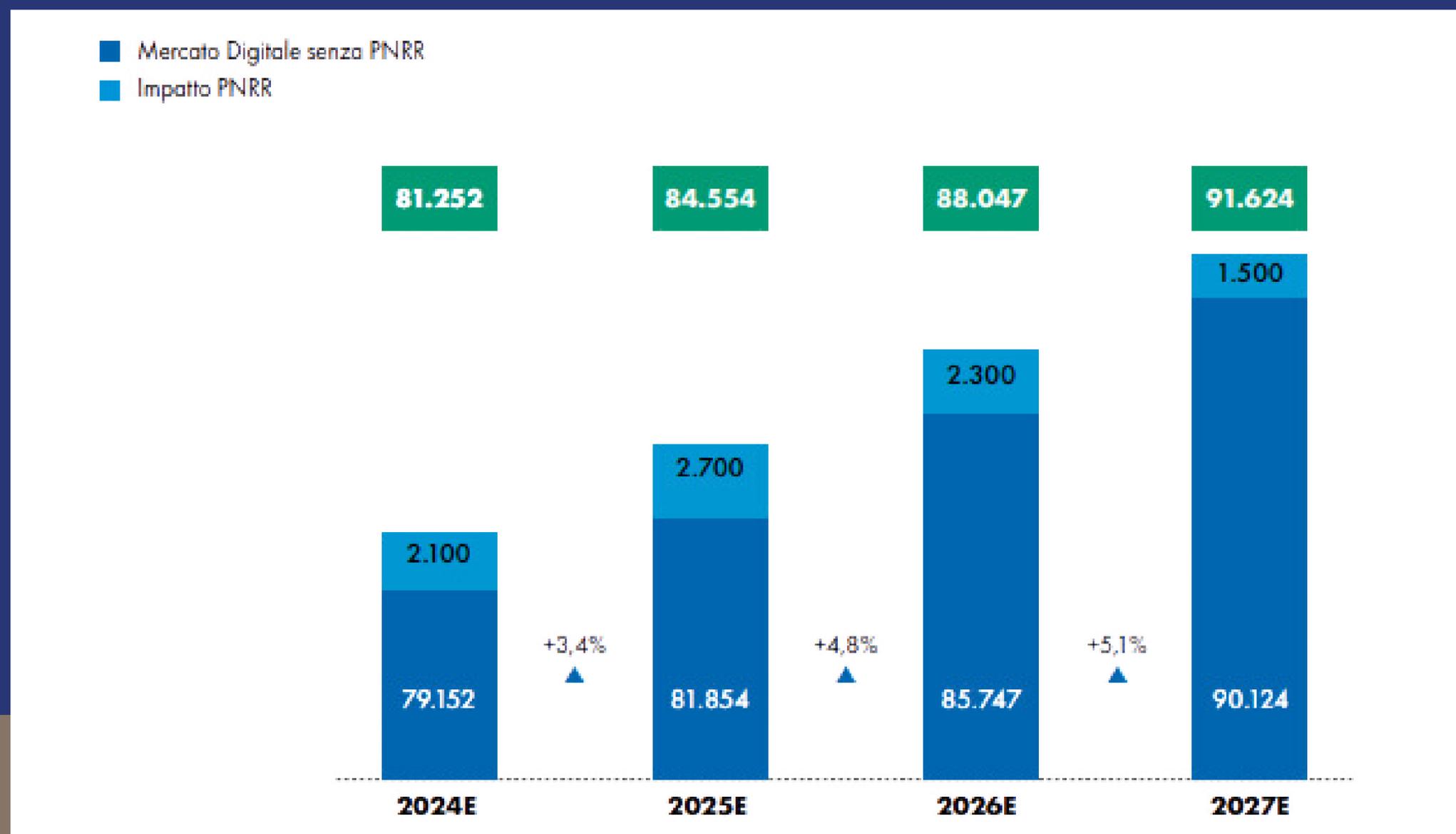
## Andamento globale del mercato digitale nel 2023:



# Digital market in Italy by segments (2021-2023)



# Growth prospects



# Digital Enablers Market (2023-2026)

DATI IN MLN€	2023E	2024E	2025E	2026E		24E/23E	25E/24E	26E/25E		TCMA 22/26
<b>IOT</b>	4.406,50	4.822,10	5.293,50	5.820,00		9,4%	9,8%	9,9%		9,7%
<b>CYBERSECURITY</b>	1.825,50	2.099,30	2.403,70	2.708,10		15,0%	14,5%	12,7%		14,1%
<b>CLOUD</b>	6.457,90	7.851,80	9.372,40	10.969,30		21,6%	19,4%	17,0%		19,3%
<b>BIG DATA</b>	1.715,90	1.930,20	2.144,40	2.358,60		12,5%	11,1%	10,0%		11,2%
<b>PIATTAFORME PER LA GESTIONE WEB</b>	730,80	784,90	834,80	892,60		7,4%	6,4%	6,9%		6,9%
<b>MOBILE BUSINESS</b>	5.299,80	5.575,90	5.939,60	6.303,20		5,2%	6,5%	6,1%		6,0%
<b>AL/COGNITIVE</b>	570,00	740,00	950,00	1.200,00		29,8%	28,4%	26,3%		28,2%
<b>WEARABLETECHNOLOGY</b>	885,60	942,80	1.000,00	1.057,10		6,5%	6,1%	5,7%		6,1%
<b>BLOCKCHAIN</b>	55,00	70,00	87,00	105,00		27,3%	24,3%	20,7%		24,1%



# **OLIDATA GROUP**

## **Development Strategy**

### **Results as of 30.06.2024**

# Industrial Plan 2024-2026 Highlights

- Market consolidation in the Infrastructure sector.
- Expansion of ICT services with a focus on digital enablers, especially in Cybersecurity, Big Data, AI, ML, and IoT sectors.
- Expansion of software development activities (Safemind & TakeCare).
- Expansion in Northern Italy. External growth opportunities through acquisitions.
- 2026 Targets:  
Production Value: €126.5 million;  
Annual average growth of around 7%.

# Strategic Driver

- Market consolidation to seize ICT growth opportunities, with growth rates exceeding the economy and positive mid-term prospects.
- Focus on Infrastructure to increase revenue from software, which grows at a higher rate than hardware.
- Expansion in ICT services characterized by higher margins and rapid growth.
- Growth in Digital Enablers, particularly Cybersecurity, Big Data & Analytics, AI & Machine Learning, which are rapidly growing sectors.
- Strengthening software development capabilities.
- Territorial expansion in Northern Italy, targeting large infrastructure consumers (banks, insurance companies) and SMEs.
- External growth opportunities through acquisitions and business aggregations.

# Action Plan

- Develop strategic relationships with global system integrators (IBM, Accenture, EY, NTT, etc.).
- Strengthen operational partnerships with leading industry players (Cloudera, Dell, Hitachi, Fortinet, Nutanix, Splunk, OpenText). Expand the client base and conduct cross-selling activities with existing customers.
- Increase participation in public tenders, focusing on larger bids.
- Develop proprietary solutions like Safemind and TakeCare.
- Expand the market in Northern Italy through the subsidiary Icon Srl, with cross-selling strategies.
- Focus on the healthcare sector by developing specific technological platforms.
- Continuously scout for new technologies and form agreements with emerging international players and Italian universities to attract young talent.
- Mitigate risks, manage operating costs, and optimize liquidity.

# Olidata-Sferanet Merger

01

January 25 2024: The Boards of Directors of Olidata and Sferanet approved the merger project.

02

Objectives: Rationalize the control chain, optimize financial management and economic flows, improve operational efficiency, and strengthen the organization and governance of the Olidata Group.

03

The merger exchange ratio provided for 169 Olidata shares for every euro of Sferanet's share capital, with the issuance of 78 million new shares. After the merger, Olidata's shareholding is composed as follows: Cristiano Rufini 69.7%, Le Fonti Capital Partner S.r.l. 5.2%, market 25.1%.

04

The merger was completed in July 2024, with effect from August 1 2024.

# Results as of 30.06.2024

- **Positive results** in line with expectations.
- Operating revenues of €57.810 mln, **up 127%**.
- Adjusted EBITDA of €2.5 mln, **up 121%**.
- Ebitda of €2.1 mln, **up 85%**.
- Profit for the year of €0.7 mln, **up 57%**.
- **Stable** profit margins
- **Balanced** balance sheet situation
- NFP of -€7.7 mln (**cash-positive**) vs €1.0 mln as of 06/30/2023



# Income Statement

CONTO ECONOMICO CONSOLIDATO	30.06.2023	30.06.2024	variaz. (€)	variaz. (%)
Ricavi Operativi	25.500	57.810	32.310	126,7%
Costi Operativi	(20.573)	(50.167)	(29.594)	143,8%
Valore Aggiunto	4.927	7.643	2.716	55,1%
Costo del Lavoro	(3.795)	(5.141)	(1.346)	35,5%
Ebitda <i>Adjusted</i>	1.132	2.502	1.370	121,0%
Oneri non ricorrenti	-	(403)	(403)	n.a.
Ebitda	1.132	2.099	967	85,4%
Ebit	904	2.111	1.207	133,5%
Risultato Ante Imposte	916	1.407	491	53,6%
Risultato Netto	465	732	267	57,4%
<i>Risultato di pertinenza dei Terzi</i>	311	551	240	77,2%
<i>Risultato di pertinenza del Gruppo</i>	154	181	27	17,5%

# Income Statement (%)

CONTO ECONOMICO CONSOLIDATO (%)	30.06.2023	30.06.2024
Ricavi Operativi	100,0%	100,0%
Costi Operativi	<b>-80,7%</b>	<b>-86,8%</b>
Valore Aggiunto	19,3%	13,2%
Costo del Lavoro	<b>-14,9%</b>	<b>-8,9%</b>
Ebitda <i>Adjusted</i>	4,4%	4,3%
Oneri non ricorrenti	-	<b>-0,7%</b>
Ebitda	4,4%	3,6%
Ebit	3,5%	3,7%
Risultato Ante Imposte	3,6%	2,4%
Risultato Netto	1,8%	1,3%
<i>Risultato di pertinenza dei Terzi (% Ris.Netto)</i>	66,9%	75,3%
<b><i>Risultato di pertinenza del Gruppo (% Ris.Netto)</i></b>	<b>33,1%</b>	<b>24,7%</b>

# Net Invested Capital

STATO PATRIMONIALE CONSOLIDATO	31.12.2023	30.06.2024	variaz. (€)	variaz. (%)
Attività materiali	2.560	3.607	1.047	40,9%
Attività immateriali	8.767	8.756	(11)	-0,1%
Partecipazioni	8.506	8.187	(319)	-3,8%
Attività per imposte anticipate	108	255	147	136,1%
Altre attività non finanziarie	1.516	8.142	6.626,0	n.a.
<b>Attività non finanziarie non correnti (A)</b>	<b>21.457</b>	<b>28.947</b>	<b>7.490</b>	<b>34,9%</b>
Attività commerciali	56.191	57.228	1.037	1,8%
Passività commerciali	(59.123)	(81.059)	(21.936)	37,1%
Attività/(Passività) trib. e prev.	(1.531)	(2.357)	(826)	54,0%
Altri crediti/(Altri debiti)	(555)	5.597	6.152	-1108,1%
<b>Capitale circolante netto (B)</b>	<b>(5.018)</b>	<b>(20.591)</b>	<b>(15.573)</b>	<b>310,3%</b>
<b>Capitale investito lordo (C=A+B)</b>	<b>16.439</b>	<b>8.356</b>	<b>(8.083)</b>	<b>-49,2%</b>
Fondi per accantonamenti	(1.740)	(1.548)	192	-11,0%
Passività per imposte differite	(115)	(118)	(3)	2,6%
Altre passività non finanziarie	-	-	-	-
<b>Passività non finanziarie non correnti (D)</b>	<b>(1.855)</b>	<b>(1.666)</b>	<b>189</b>	<b>-10,2%</b>
<b>CAPITALE INVESTITO NETTO (E=C+D)</b>	<b>14.584</b>	<b>6.690</b>	<b>(7.894)</b>	<b>-54,1%</b>

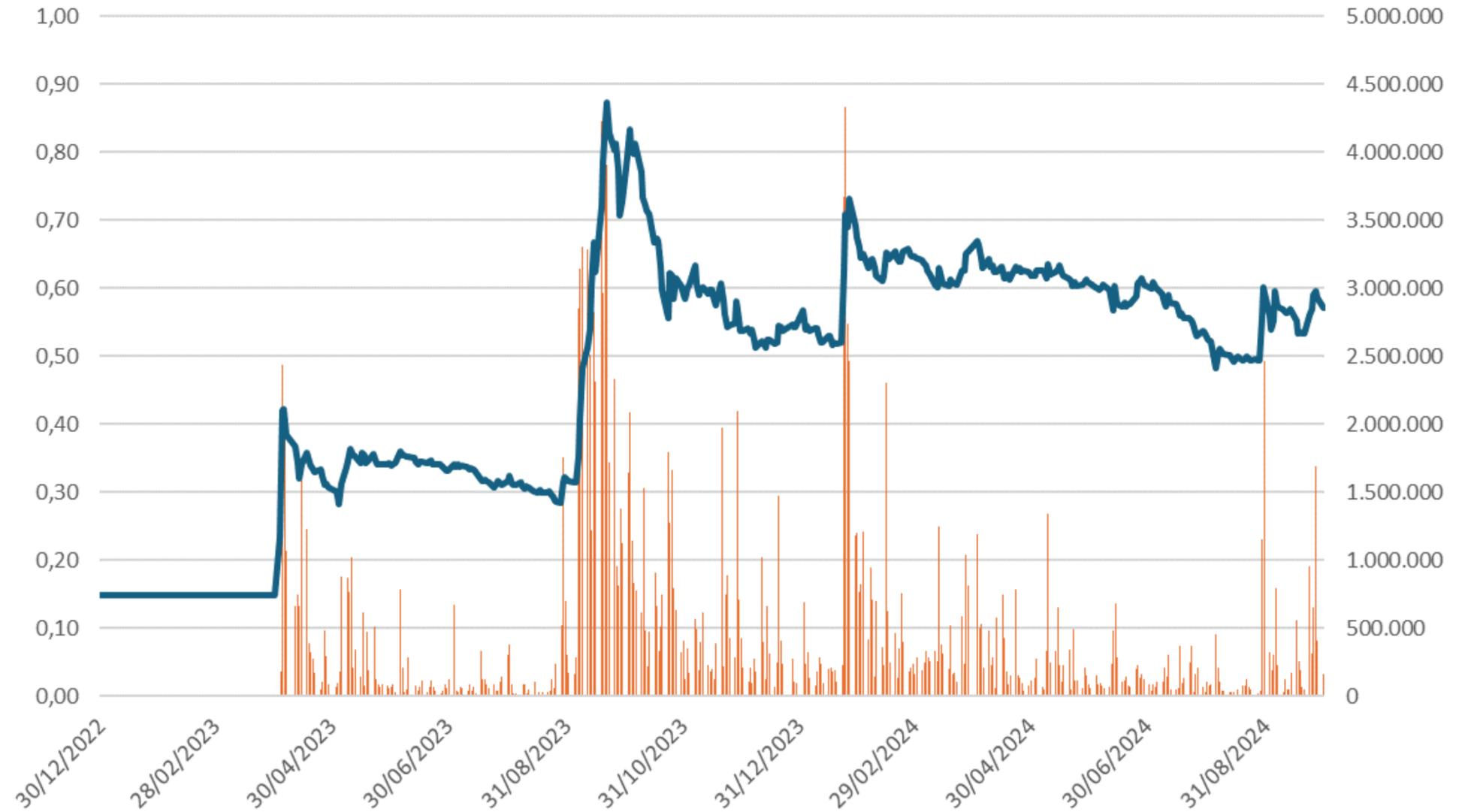
# Coverage of Net Invested Capital

STATO PATRIMONIALE RICLASSIFICATO	31.12.2023	30.06.2024	variaz. (€)	variaz. (%)
Patrimonio netto di pertinenza del Gruppo	10.096	10.277	181	1,8%
Patrimonio netto di pertinenza di Terzi	3.559	4.110	551	15,5%
<b>Totale Patrimonio netto (F)</b>	<b>13.655</b>	<b>14.387</b>	<b>732</b>	<b>5,4%</b>
<b>Indebitamento finanziario netto a ML termine</b>				
Passività finanziarie non correnti	3.201	5.318	2.117	66,1%
Attività finanziarie non correnti	(218)	(205)	13	-6,0%
<b>Indebitamento finanziario netto a ML termine (G)</b>	<b>2.983</b>	<b>5.113</b>	<b>2.130</b>	<b>71,4%</b>
<b>Indebitamento finanziario netto a breve termine</b>				
Disponibilità liquide e mezzi equivalenti	(10.830)	(17.428)	(6.598)	60,9%
Passività finanziarie correnti	10.216	6.060	(4.156)	-40,7%
Attività finanziarie correnti	(1.440)	(1.442)	(2)	0,1%
<b>Indebitamento finanziario netto a breve termine (H)</b>	<b>(2.054)</b>	<b>(12.810)</b>	<b>(10.756)</b>	<b>523,7%</b>
<b>Indebitamento finanziario netto (I=G+H)</b>	<b>929</b>	<b>(7.697)</b>	<b>(8.626)</b>	<b>-928,5%</b>
<b>COPERTURA DEL CAPITALE INVESTITO NETTO (L=F+I)</b>	<b>14.584</b>	<b>6.690</b>	<b>(7.894)</b>	<b>-54,1%</b>

# Cash Flow Statement

RENDICONTO FINANZIARIO	30.06.2023	30.06.2024
Utile Esercizio	465	732
Amm.ti & Acc.ti	228	(12)
Rettifiche di valore e altre variazioni	(295)	(6.313)
Variazione CCN	1.141	15.555
<b>CF - GESTIONE OPERATIVA</b>	<b>1.539</b>	<b>9.962</b>
Investimenti operativi	(138)	(1.288)
Investimenti finanziari	(549)	-
Altre variazioni	1.248	(14)
<b>CF - GESTIONE INVESTIMENTI</b>	<b>561</b>	<b>(1.302)</b>
<b>FEE CASH FLOW</b>	<b>2.100</b>	<b>8.660</b>
Accensioni di finanziamenti ML	913	4.000
Accesione di debiti per leasing	102	47
Rimborsi di finanziamenti ML	(1.164)	(541)
Rimborsi di debiti di leasing	(146)	(181)
Altre variazioni	(4)	(4.199)
<b>Var. Att-Pass Finanziarie</b>	<b>(299)</b>	<b>(874)</b>
<b>CF - GESTIONE FINANZIARIA</b>	<b>(299)</b>	<b>(874)</b>
<b>CASH FLOW NETTO</b>	<b>1.801</b>	<b>7.786</b>

# Olidata S.p.A. Stock Performance





**OLIDATA**  
THE POWER OF PIONEERS

[www.olidata.com](http://www.olidata.com)



[info@olidata.com](mailto:info@olidata.com)



+39 06 9432 0183



Via Giulio Vincenzo Bona, 120A,  
00156 - RM

