Company presentation

March 2023

The Italian Internet of Things and Cybersecurity Industrial Holding

DigitalPlatforms SPA is a young rapidly growing Italian group born to offer large companies and administrations end-to-end solutions based on the **Internet of Things**, starting from sensors to digital platforms, applications and **infrastructure's security**. DigitalPlatforms is owned by the variable capital investment company **LaCambre ("LC"), founded and managed by Italian managers with thirty years of managerial experience in industry, services and finance, in leading Italian companies of national importance.**

The Italian Internet of Things market in Italy is equal to 6 billion euros, with almost 100 million objects already connected to the network and is expected to **grow by 24% per year** for the next 5 years, favored by the rapid digital transformation of energy, water and gas distribution networks, railways and roads, buildings and metropolitan areas (the "smart cities"), and in general all critical infrastructures. Consistent with this ongoing digital transformation, the **Cybersecurity market is growing more than proportionally** - cyber crimes have grown by 400% per year - and the risk of cyber criminals taking control of devices by blocking services or altering their functionality increases exponentially, with the aim of acquiring sensitive information, extorting money or carrying out terrorism acts. It is therefore essential that the objects inserted in networks and critical infrastructures, to transform them digitally, are conceived, designed and built from the beginning in order to be as resilient as possible in relation to these cyber threats ("cybersecurity by design"), accordingly, as far as possible, in Italy and by controlled and certified companies and supply chains.
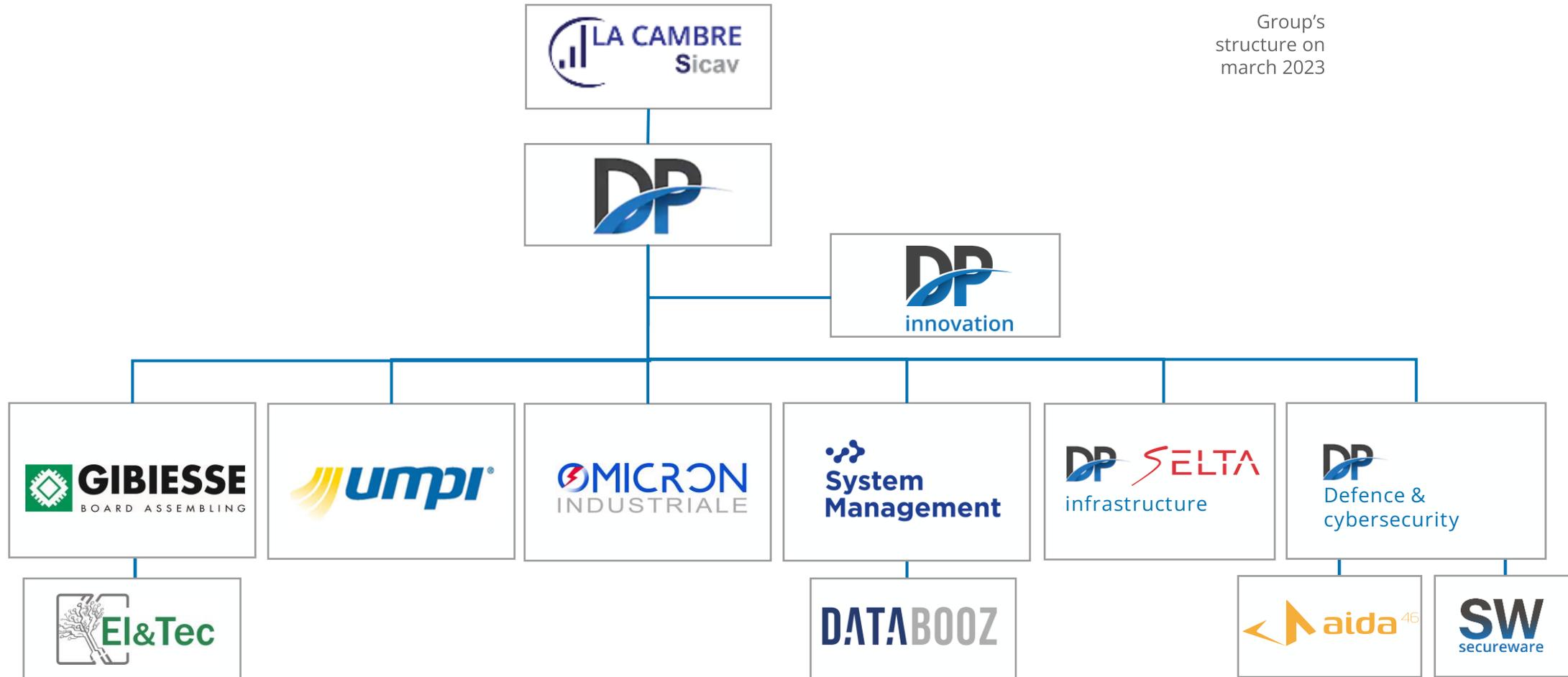
DP Group

☐ DigitalPlatforms SpA ("DP") is an Italian group born in 2018 with the mission of providing **end-to-end solutions** and **Internet of Things and Cyber technologies** to **Defence**, **Public Administration** and to the main companies that manage **critical infrastructures** in energy/utilities, transportation, telecommunications sectors.

☐ DP Group is currently made up of **nine companies** and employs **450 resources**, including engineers, programmers, IT consultants, laboratory technicians, researchers, operating from thirteen offices or factories all based in Italy. DP expresses a Production Value of around 65 € ml, generated mostly with Italian Institutions and Companies, and is growing steadily by 25% per year.

☐ With the main security authorizations, DP collaborates with all the major Integrators and platform suppliers of the Italian Defense and it is an **AIAD federated company** (Italian Association of Defense Companies). It is also a certified vendor at the **Council of Europe** and **NATO.**

DP Group - Organization chart

Group's structure on march 2023

Strictly Confidential

Where we are

■ DigitalPlatforms registered office and head office: Rome

▲ Selta offices: Roma, Cadeo (PC), Tortoreto (TE)

● Operating company offices:

Umpi: Rimini

DP Innovation: Legnano (MI)

Gibiesse: Seriate (BG)

El&Tec: Cassano d'Adda (MI)

Omicron: Rome

System Management: Naples

Aida46: Rome

SecureWare: Naples

Databooz: Naples

○ Abroad commercial office:

Dubai

Strictly Confidential

International presence

... we are in over 20 countries

WESTERN EUROPE, AFRICA, LATIN AMERICA, MIDDLE AND FAR EAST

In these areas, DP Group operates through an extended network of commercial and technical partners.

Strictly
Confidential

Vision

The Internet of Things and cybersecurity market is strongly growing, driven by the rapid digital transformation of energy, water, gas distribution networks, railways, roads and metropolitan areas (the "smart cities"), and, in general, of all infrastructures.
The progressive digital transformation of infrastructures exponentially increases the risk of cyber criminals taking over control of networks by blocking services or altering their functionality.

It is therefore essential that the objects inserted in networks and critical infrastructures are conceived and designed, from the beginning, in order to be as resilient as possible in relation to these cyber threats ("**cybersecurity by design**"), and made by controlled and certified companies and supply chains.
DigitalPlatforms brings together Italian SMEs capable of designing and manufacturing the IoT and Cyber products and technologies to offer companies and administrations integrated and functional solutions, designed on the specific needs of each customer.

In this scenario **DigitalPlatforms aims to become more and more the partner of companies and amministrations for the infrastructures innovation and digital transformation enabled by the IoT.**

Mission

The transition to electric mobility, buildings and cities transformation into interconnected systems, energy and environmental sustainability challenges require companies and administrations to change the way they offer their services to customers and citizens.

DP's **mission** is to provide IoT and Cyber competences, technologies, innovative solutions to the leading infrastructure players, in energy/utility, telco, transportation sectors, in Italy and abroad, in order to support their efforts to digitally transform their infrastructures.

DP aims to ensure that the ongoing digital transformation leads to the creation of safe, secure, resilient and efficient infrastructures.

To achieve this goal, DP enhances the capabilities and competences of Italian SMEs and excellence's centers in order to customers full control and visibility of the technological components included in their infrastructure.

DP's **strategy** is to aggregate into an industrial holding the companies, business units and startup that contribute to create an IoT end to end solution, from the R&D on new devices, sensors, systems, to the manufacture of the IoT objects, to the development of IoT platforms, algorithms, data analytics up to the cybersecurity of infrastructures and devices.

Strictly Confidential
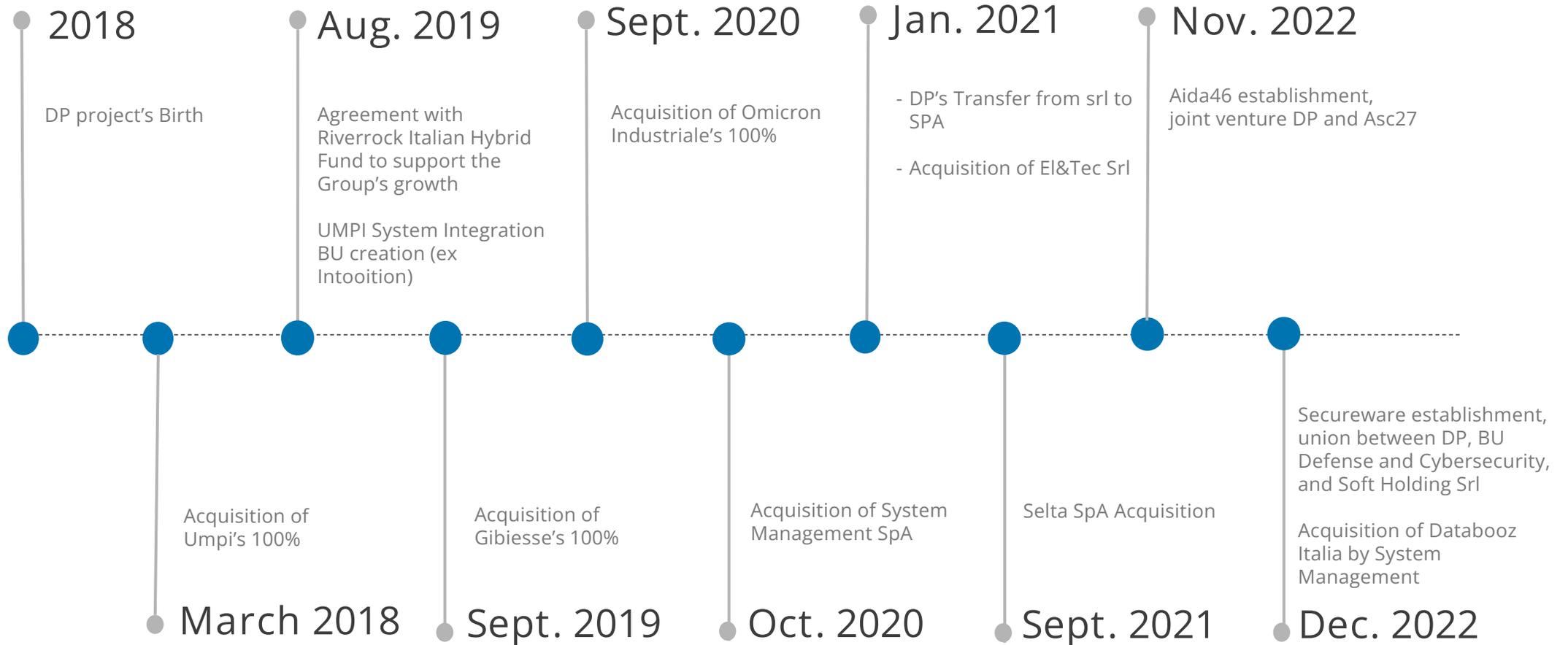
Our numbers

200%

Turnover growth rate 2021 to 2020

15%

EBITDA

90%

Technicians and sales on total employees

Strictly Confidential

Our growth path

2018

DP project's Birth

Aug. 2019

Agreement with Riverrock Italian Hybrid Fund to support the Group's growth

UMPI System Integration BU creation (ex Intooition)

Sept. 2020

Acquisition of Omicron Industriale's 100%

Jan. 2021

- DP's Transfer from srl to SPA

- Acquisition of El&Tec Srl

Nov. 2022

Aida46 establishment, joint venture DP and Asc27

March 2018

Acquisition of Umpi's 100%

Sept. 2019

Acquisition of Gibiesse's 100%

Oct. 2020

Acquisition of System Management SpA

Sept. 2021

Selta SpA Acquisition

Dec. 2022

Secureware establishment, union between DP, BU Defense and Cybersecurity, and Soft Holding Srl

Acquisition of Databooz Italia by System Management

Our clients

The main customers of the DigitalPlatforms Group are the Italian System critical infrastructures managers, in the energy / utilities, telecommunications, transport sectors.

Strictly Confidential

Our strenghts

Full liner player present on all the different elements of the IoT, Cyber, ICT and AI solution's value chain;

50 years of experience in developing technologies for strategic infrastructure managers;

Complete governance of the entire production chain from the sensors ideation to the Cyber assessment laboratories;

Achievement of all major certifications and approvals; high quality and reliability standards with a long-term support guarantee.
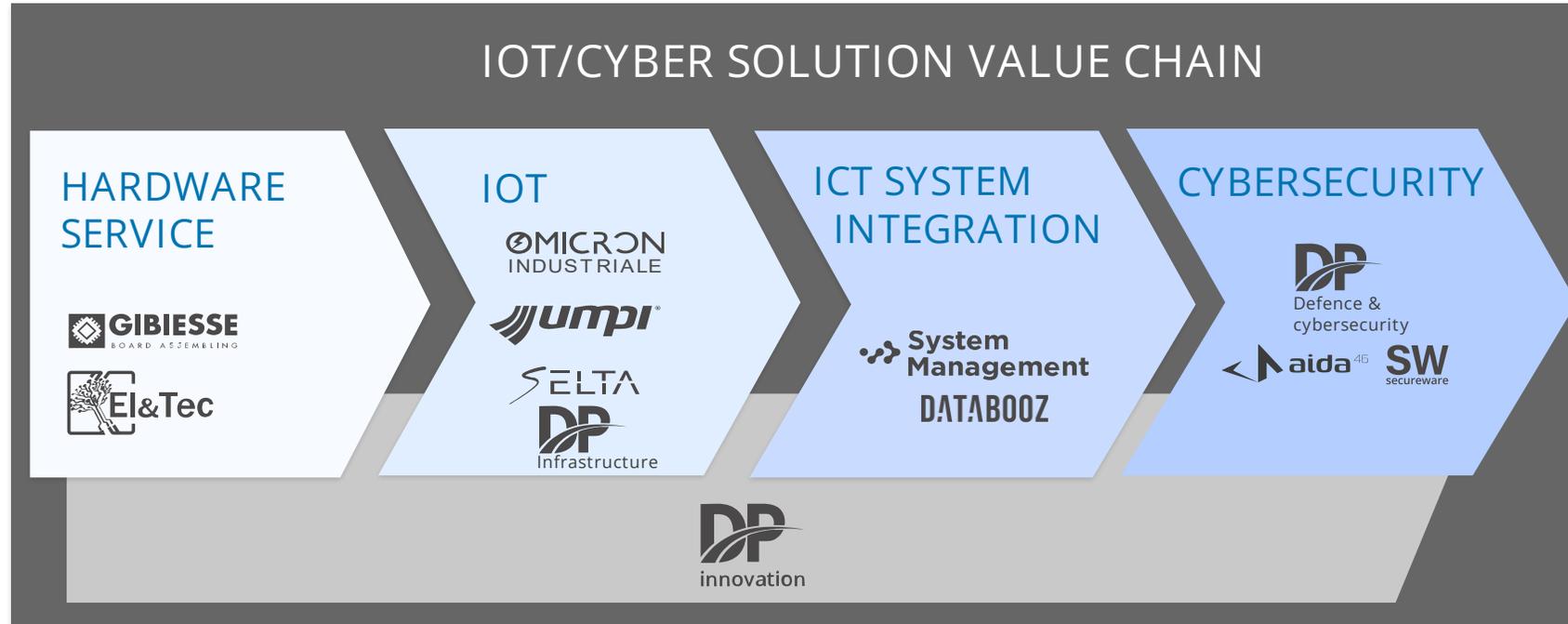
Strictly Confidential

Group's companies/BUs

To date, the Holding's composition sees the presence of ten market leaders recognized for their relative market niches :

☐ **GIBIESSE** BOARD ASSEMBLING / **El&Tec**   ☐ **ΩMICRON INDUSTRIALE**   ☐ **umpi**   ☐ **DP innovation**   ☐ **System Management / DATABOOZ**   ☐ **DP SELTA infrastructure**   ☐ **DP Defence & cybersecurity / aida secureware / SW**

Over the years, the companies of the Group have never stopped innovating and today, even more, they continue to do so with all-Italian competence, passion and creativity, at the service of the Country.

Group companies/BUs in the value chain of an IoT/Cyber solution

IOT/CYBER SOLUTION VALUE CHAIN

HARDWARE SERVICE
- GIBIESSE BOARD ASSEMBLING
- El&Tec

IOT
- OMICRON INDUSTRIALE
- UMPI
- SELTA
- DP Infrastructure

ICT SYSTEM INTEGRATION
- System Management
- DATABOOZ

CYBERSECURITY
- DP Defence & cybersecurity
- aida 46
- SW secureware

DP innovation

Infrastructure

IoT Products/technologies and Smart Grid

DigitalPlatforms is one of the world's leading interpreters of the digitalization of electricity grids and one of the main players in Europe for the implementation of Smart Grid projects. Particularly DP develops:

- mission critical systems for monitoring, remote control and business continuity of networks in the energy and transport sectors;

- automation and smart grid systems for the optimized management of electrical networks, from generation plants to transmission and distribution; electrical network protection systems;

- service telecommunications solution for energy and transport networks.

TLC & Cloud products/technologies

DP is one of the major Italian producers of platforms for UCC, the SmartWorking, Virtual IP-PBX solutions for public and private clouds and application suites for fixed-mobile convergence including mobile apps. The DP portfolio also includes TLC infrastructures equipment which, over the years, have supported the evolution of telecommunications networks and, still today, constitute one of the main enabling factors for their further evolution and transformation.
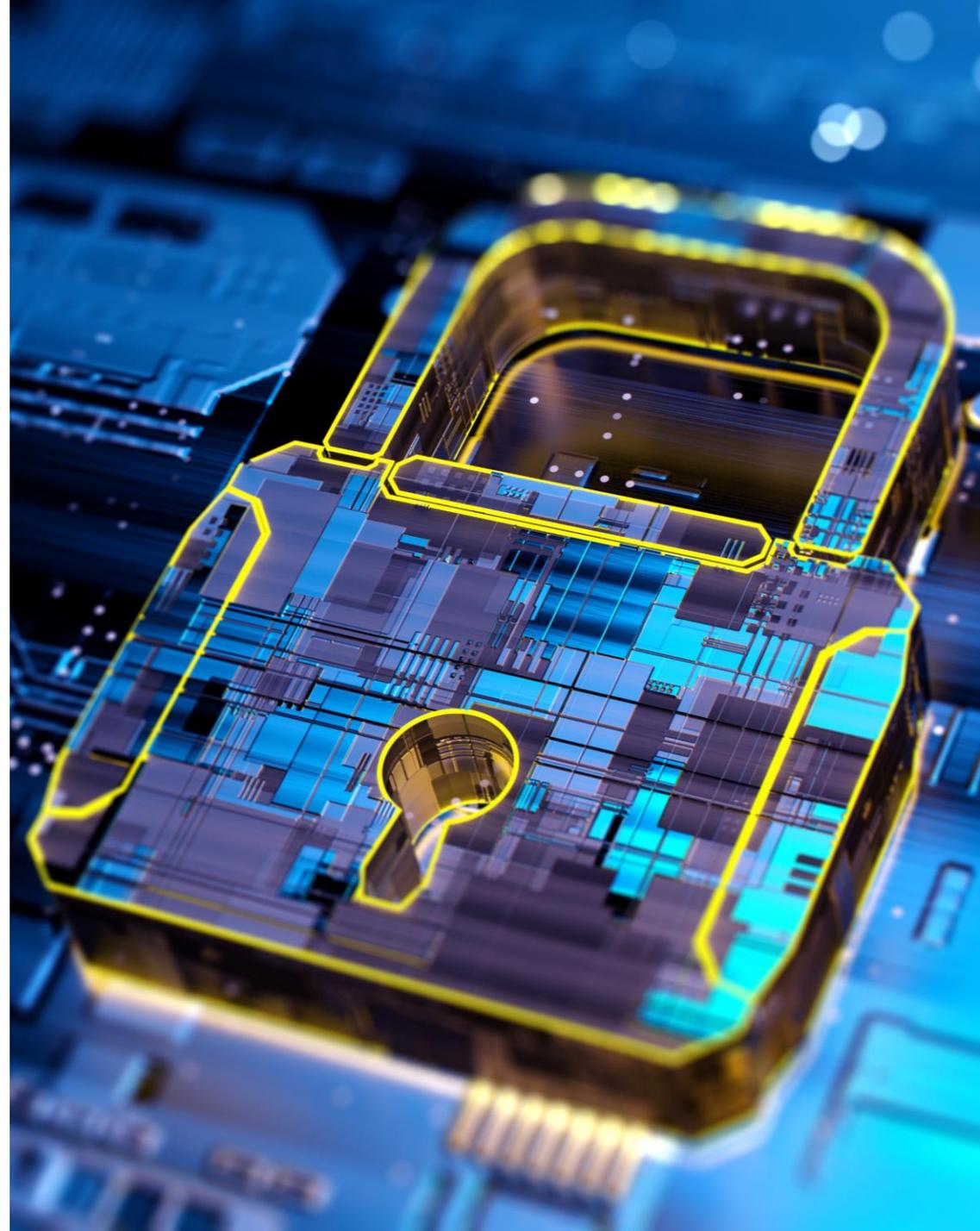
Strictly
Confidential

Cybersecurity

DigitalPlatforms designs and implements solutions for classified areas of Defense and Organization that manage critical infrastructures for which a high level of IT and OT security is required.

DP's activity in the sector concerns the consultancy and design of secure networks. In addition to cyber security, these activities include physical and environmental security and logical one based on managed services and consultancy. The DP team dedicated to Cyber Security conducts activities within the laboratories according to standards and protocols internationally recognized by the competent authorities.

The solutions:
- Cybersecurity for the protection of critical infrastructures CE.VA-LVS certification
- Tempest Systems
- Risk & Vulnerability Assesment, Impact analysis and Red Teaming
- Global Security Governance (technical and regulatory) Awareness
- Mail Security
- Security By Design
- IT-OT Integration
- Custom IOT and IOT CyberSec
- Supply chain Monitoring
- AI solutions
- Offensive/defensive security
- Military (PNRM) and Civil research projects
- Cyber Gaming

Strictly
Confidential

Smart City

In the cities of the future, it will be always more difficult to guarantee safety, manage mobility and, in general, be attentive to the quality of life and the needs of citizens. The pillars of smart cities are the infrastructures: wireless networks, transport networks, those for energy and for the environment (waste, water network, etc.). DP offers its customers the possibility of interconnecting these networks, obtaining efficiency and activating a series of targeted services.

SERVICES:
- Lighting management;
- Security and video surveillance;
- Smart road and parking;
- Electric vehicle charging;
- Proximity advertising;
- Environmental monitoring;
- Water resources monitoring;
- Public Green;
- ....

Strictly
Confidential

ICT platforms & digital services

Technological and digital innovation is the real protagonist of today's economic scenario. DP, through its expertise in Business Consulting, ICT Integration, Software Solution and Digital Experience Design, supports the digital evolution of business processes, designing and implementing specific solutions and imagining the future. Through its know-how, DP, thanks to its professionals, is able to create digital solutions and services to support the business of its Customers..

Strictly Confidential

Group business activities

GIBIESSE / El&Tec	OMICRON INDUSTRIALE	UMPI	DP innovation	System Management / DATABOOZ	DP SELTA infrastructure	DP defence & cybersecurity / aida / SW secureware
Design and production of electronic boards (for the electromedical, oil & gas, automotive, industrial automation sectors) in particular: • SMT boards with high component density and size starting from 01005 • CPU boards, Power boards, Memory boards, Backpanel boards, Single Boards, Custom boards	Power stations and switchboards production for three categories of companies: • Telecommunications operators • Energy distributors • Utility / Infrastructure Services	• Advanced remote control systems for public and street lighting, automation, IoT services for the city and the citizen; • Building automation systems, biometric systems and thermoscanners; • Specific solutions for complex infrastructures and large plants (railways, airports, tunnels, bridges, etc.).	R&D on order in particular: • New platforms development for the creation of open systems that can be integrated with new technologies; • Custom products development in the IoT / Domotics sectors.	• Business consulting and process integration; • ICT / IOT infrastructure; • Big Data Analytics and informative system; • SaaS services and User Experience.	• Automation and control systems for electricity and gas networks • Solutions for enterprise networking, cloud communication, smart working;	• Cybersecurity for the protection of critical infrastructures CE.VA-LVS certification • Tempest Systems • Security By Design • IT-OT Integration • AI solutions ....