

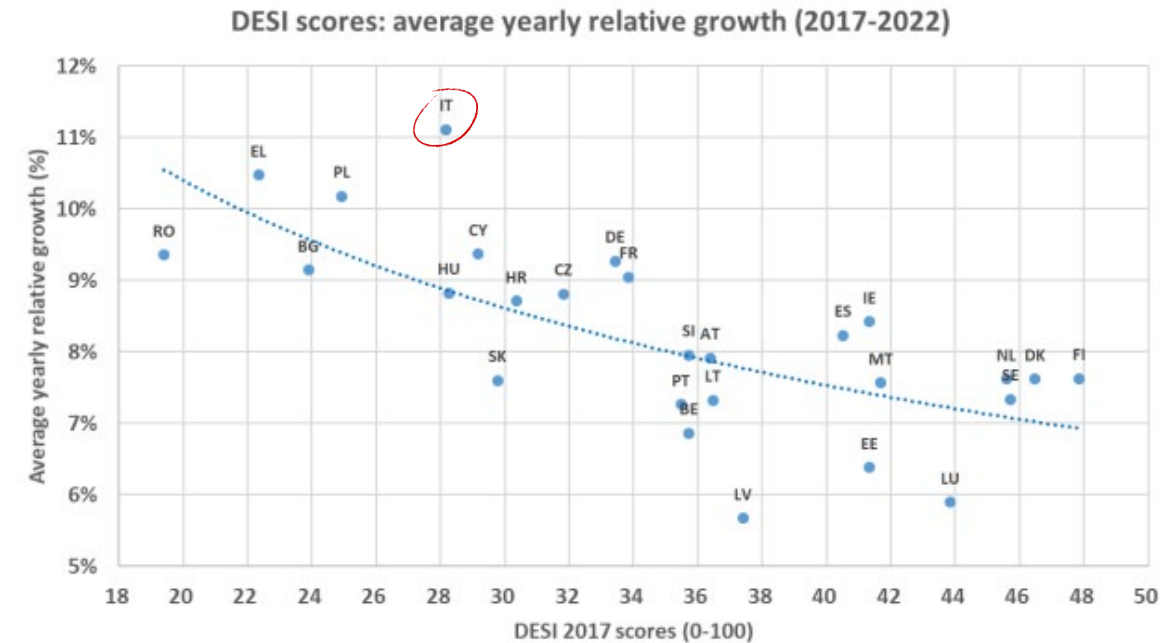
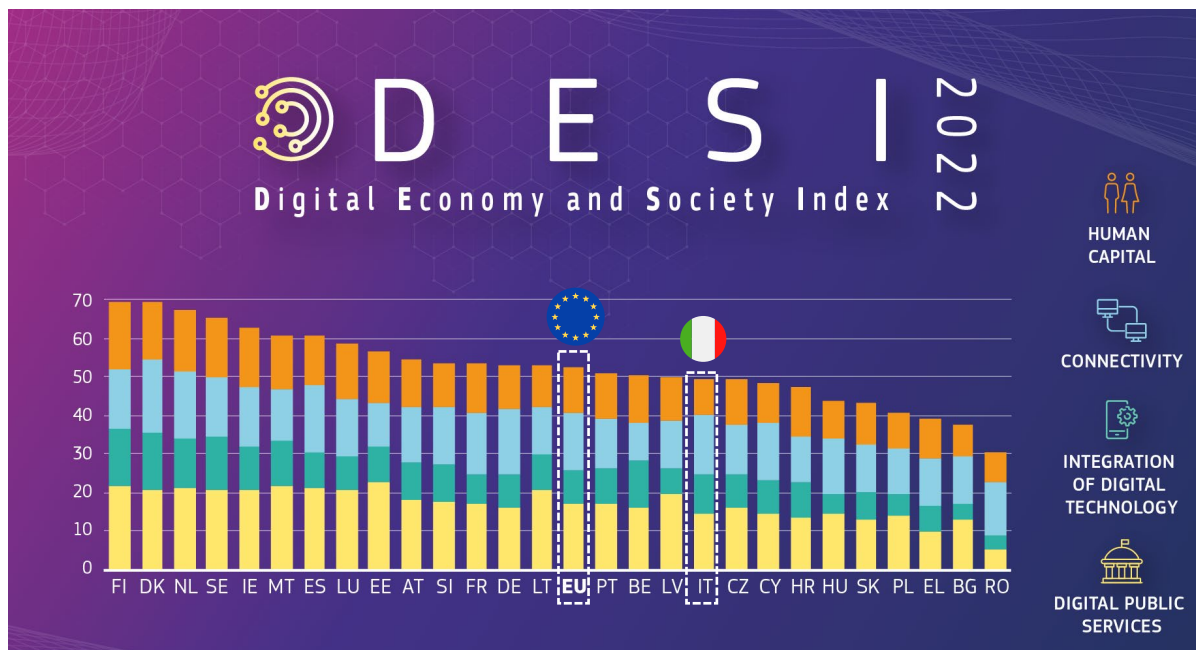
Market Projections 2023-2025

Information Technology Market in Italia 2023-2025

The Digitization Index of European Countries (DESI1) shows a condition of "digital underdevelopment" of Italy compared to the EU² average...

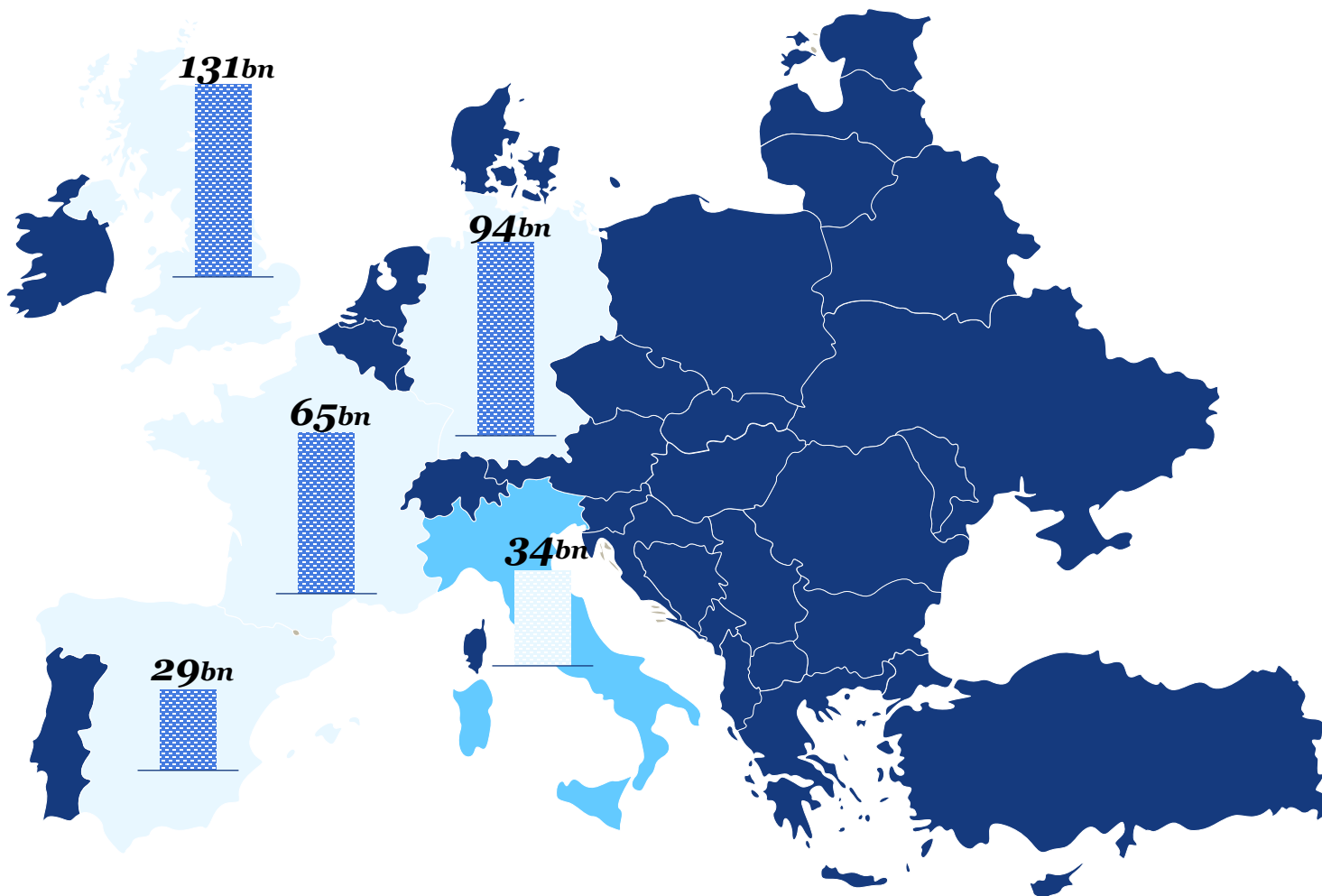
The DESI1 index, a unit of measurement used by the European Commission to monitor the level of Digitization of EU² countries, places Italy at the tail end of the distribution, with a significant gap-to-fill compared to the EU² average and toward direct peers like France and Germany

However, Italy shows a higher growth rate in its level of digitization than the EU² average, laying the groundwork for a path of catching up over the next few years and expectations of sustained growth

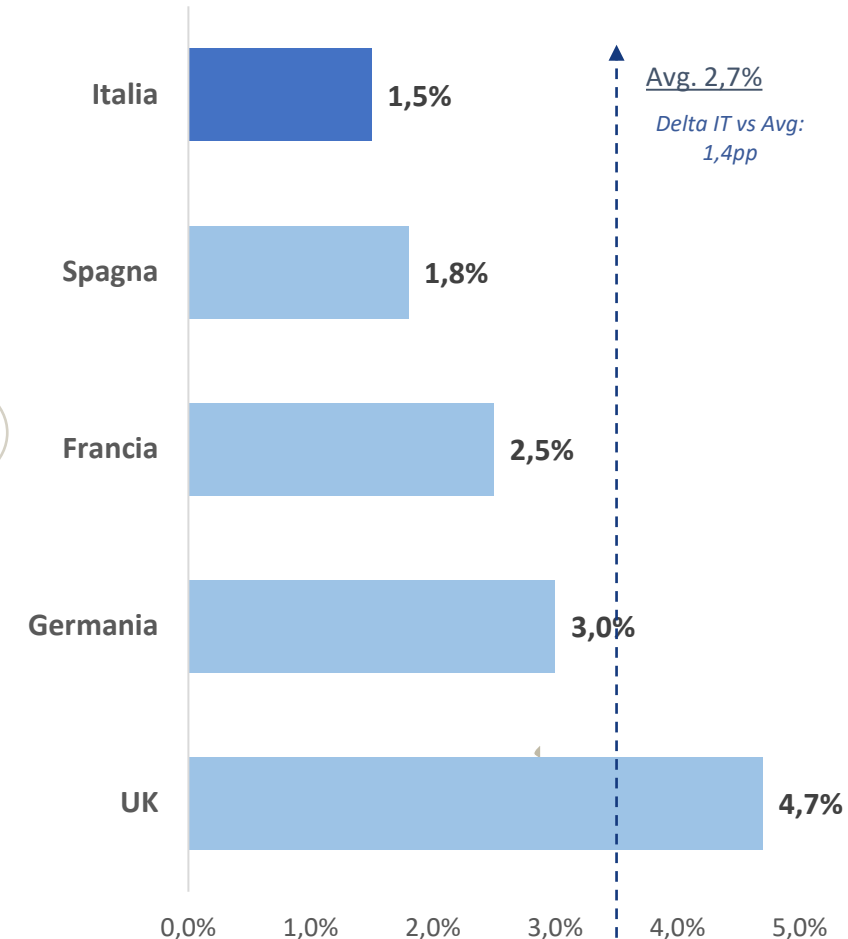


...also reflected by the size of the IT market, which is largely underdeveloped in Italy compared to major European peers, leading to high potential for prospective growth

Analysis of the IT market in major EU and UK countries, shows a significant GAP between Italy and its European peers, such as the UK, Germany and France (2021 data)

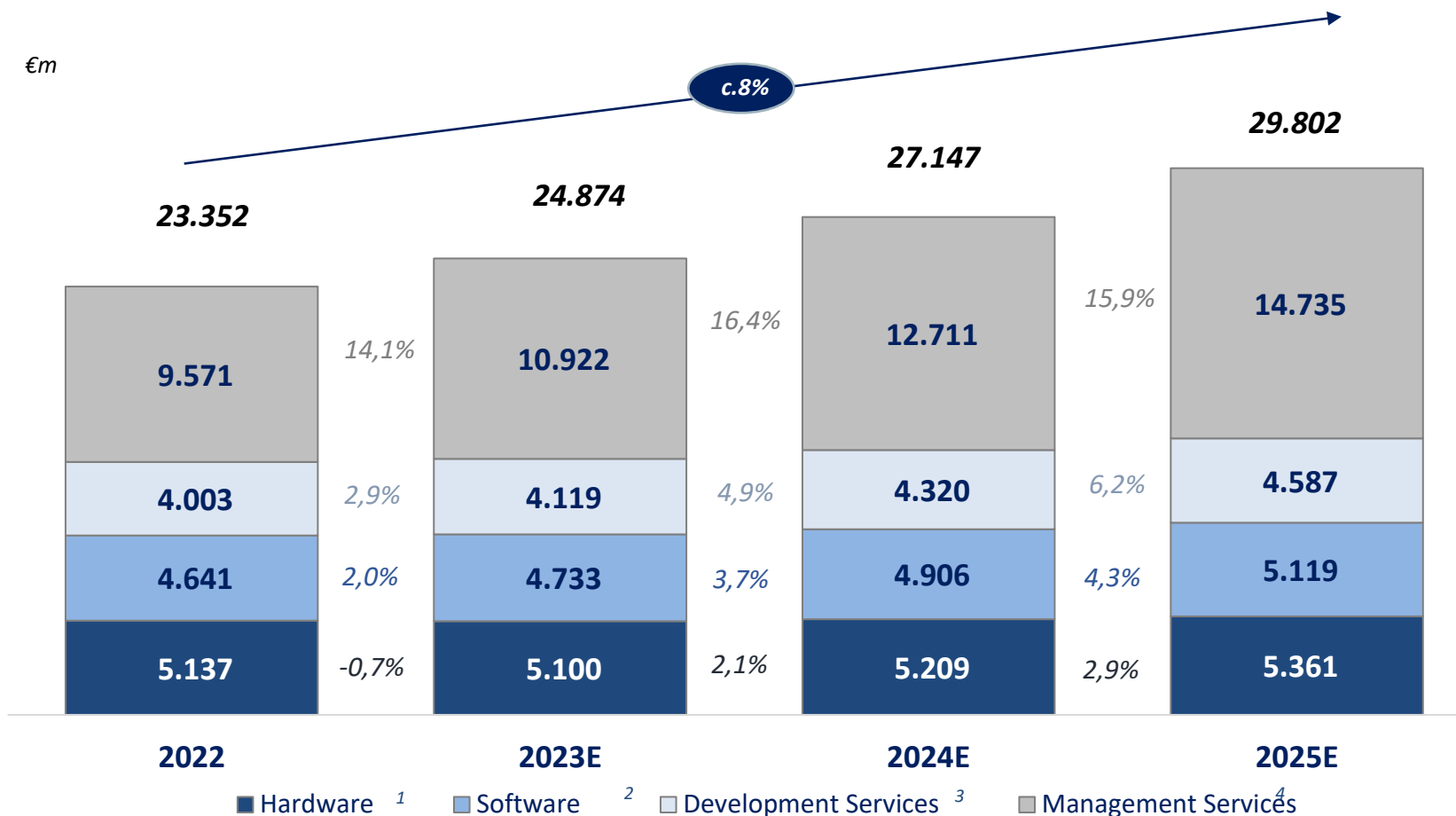


IT Market / GDP (2021 data)



Italy's IT Business market growth forecast over 2022-2025 projects a CAGR of c.8%, supported by recovery expectations vs. major European peers

Market size 2022-2025 by product/service macro-type:



1 - Mainframes; Servers; Storage; PCs and Tablets; Monitors; Printers and consumables; Networking; Security HW and Appliances; POS; Accessories and other HW

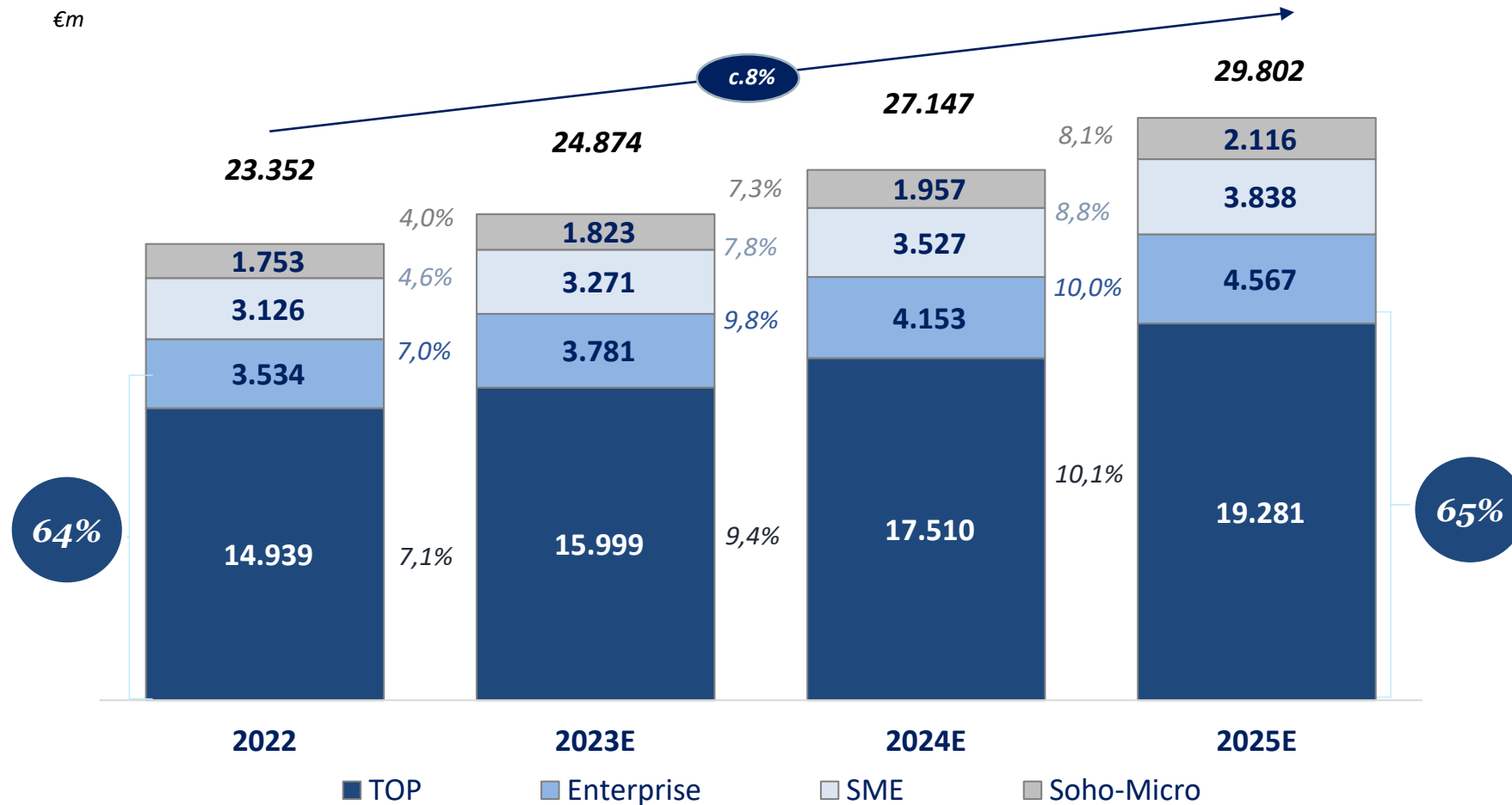
2- Operating systems; Infrastructure software; Productivity and CPM; Application software

3- Professional services custom SW development; Professional services SW maintenance; System Integration; Training; ICT consulting

4 - Data Processing; Information System Outsourcing; Document Management Outsourcing; Desktop and Fleet Management; Application Management; Cloud Computing (IaaS, PaaS, SaaS); Hosting; Housing & Colocation; Hardware Maintenance

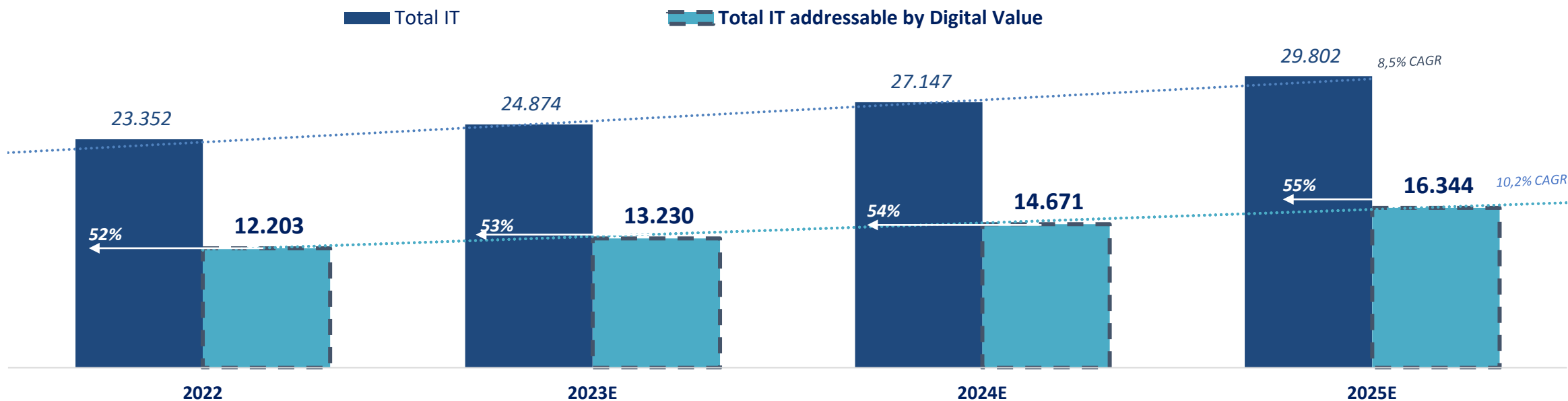
The incidence of TOP customers - Digital Value's target segment - is confirmed to be more than 60 percent of the total market over the entire 2022-2025 period

Market size by customer size segment:



Over the forecasted period, Digital Value's addressable market maintains a value of more than 50 percent of the total market, confirming a high potential for expansion

€m



Focus level of the offer (2022 – 2025): high Medium-high Medium Medium-low

Digital Value's addressable market is confirmed to be above 50% of the overall IT market over the entire 2022-2025 time horizon; the addressable market's growth rate, which is higher than the overall market average, confirms the progressive increased focus on customer value-added segments, which are characterized by higher growth rates



Hardware addressable market

- Server and systems
- PC and Workstation
- Printers
- Storage
- Router
- Network Devices
- Monitor
- Consumables
- Digital Signage - Hardware
- UCC



Software addressable market

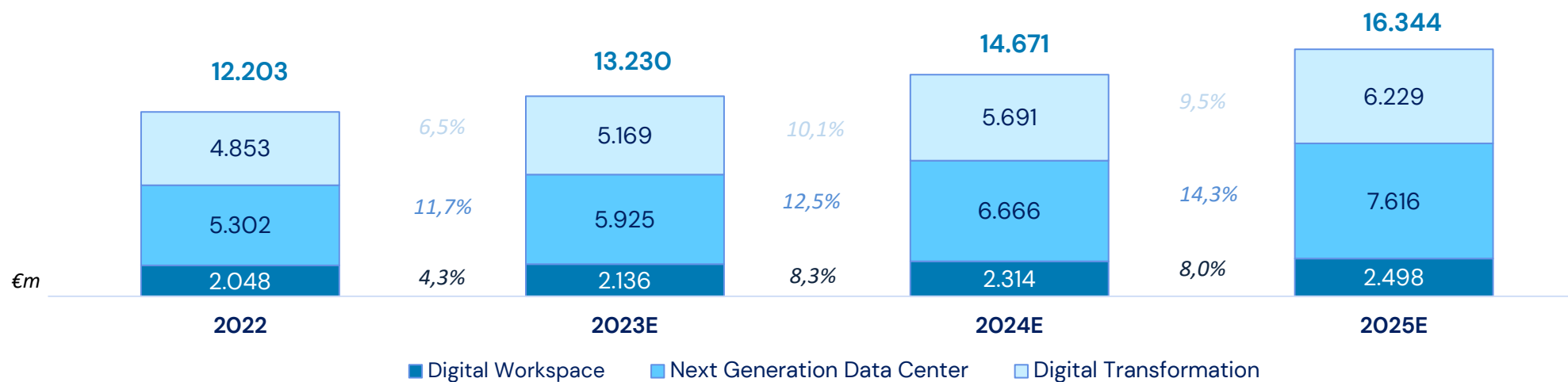
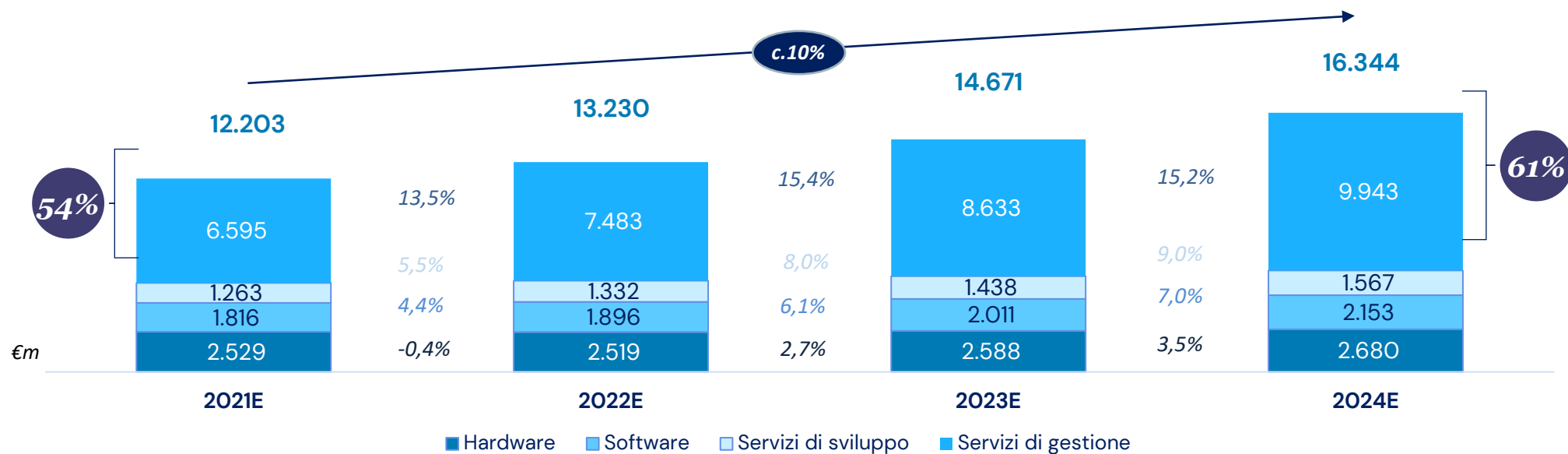
- System Software
- Infrastructural Software
- Productivity & Corporate Performance mgmt SW
- Digital Signage - Software
-



Managed Services addressable market

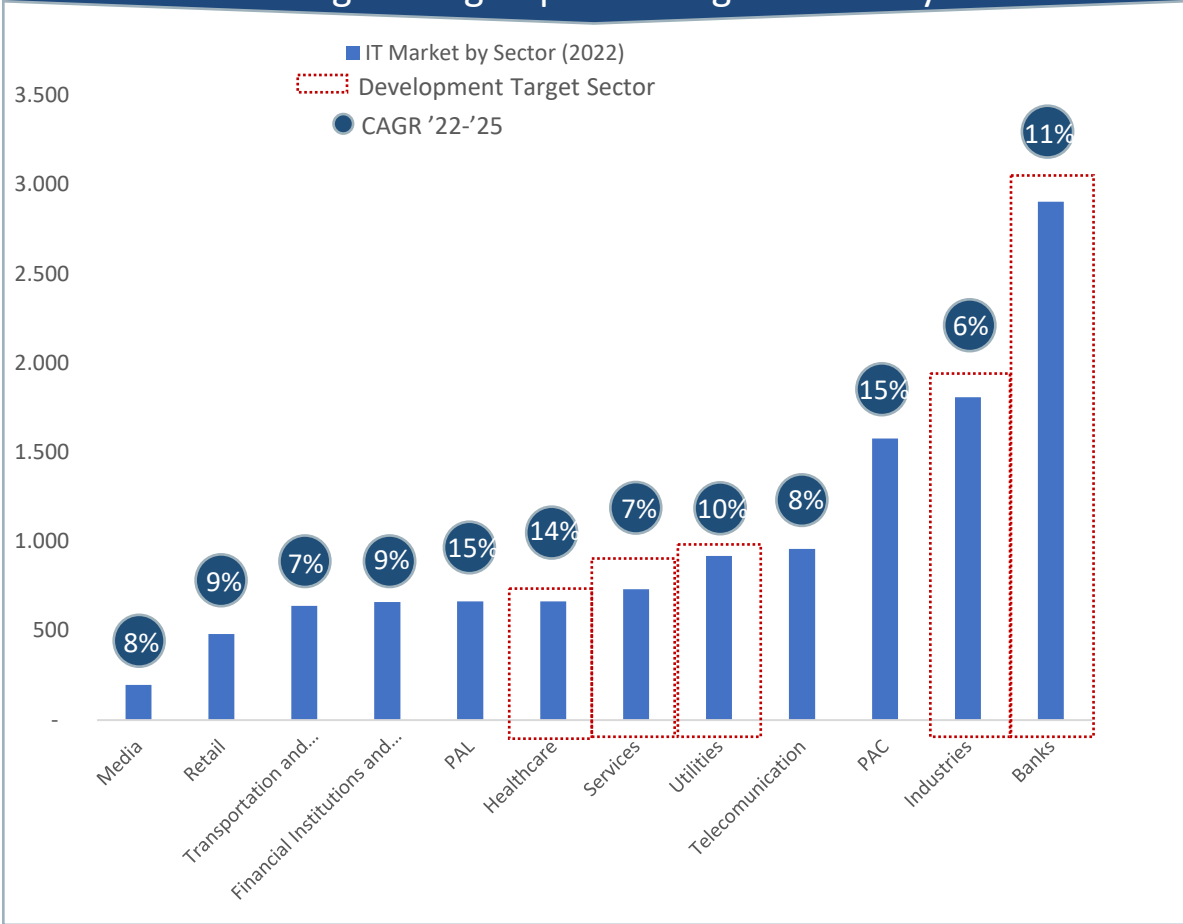
- Consulting
- Professional Services - Security
- Professional Services - DW and BI
- Professional services – ERP
- Systems Integration Infra.
- Hardware Maintenance
- IaaS, PaaS, SaaS
- Data Center Services
- DT Fleet Mgmt
- Managed print services
- Digital Signage

Addressable market by product macro-type and Line-of-Business (2022-2025)

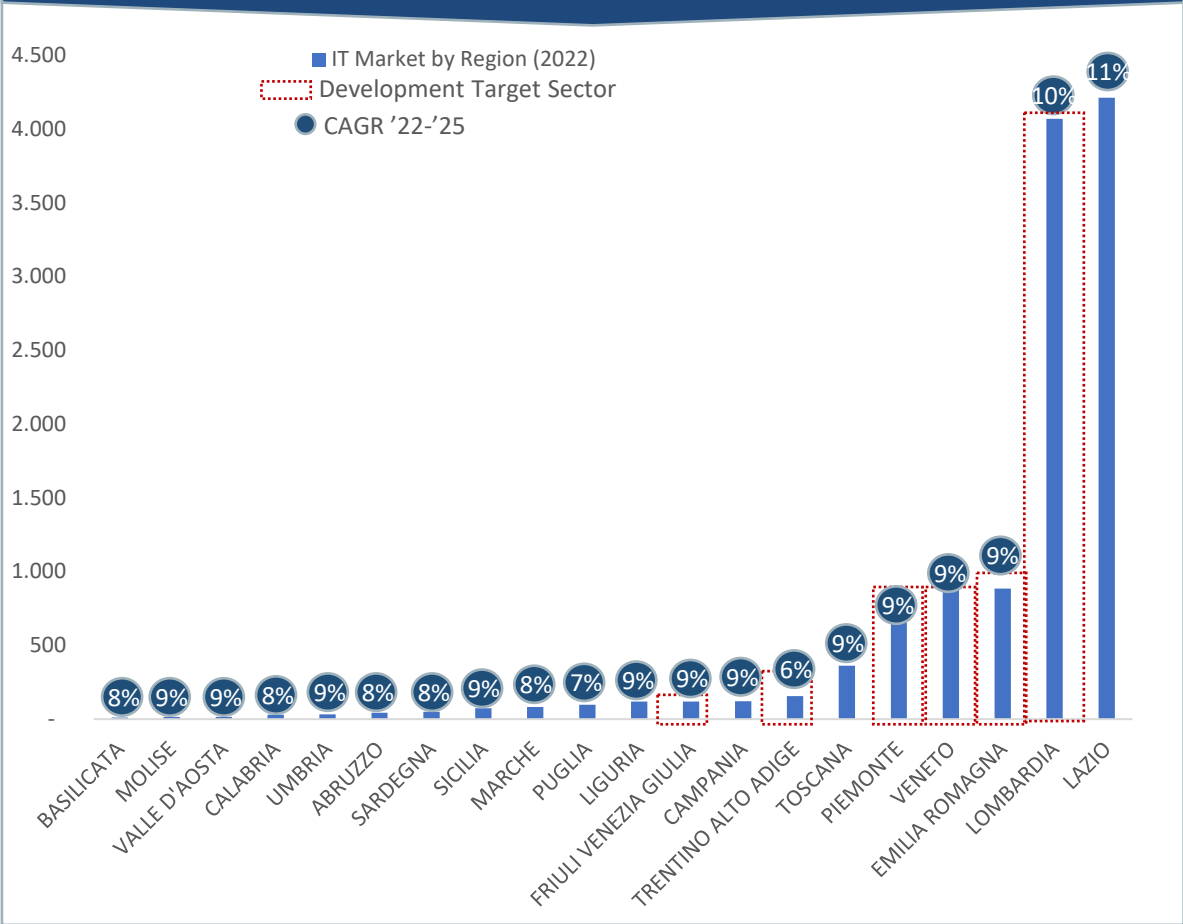


Addressable market by Business Sector and Geographic Area (FY2022 and CAGR 22-25)

In the forecasted period, Banks, Services and Utilities represent the main targets for development, in parallel with a strengthening of positioning on Industry...



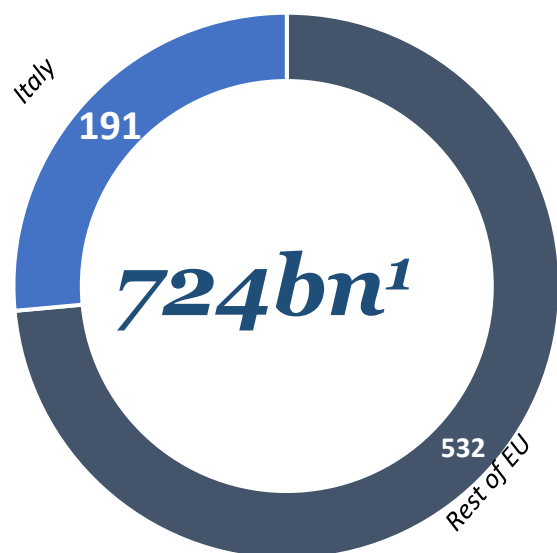
... while geographically, the main targets are expansion in the Northeast and North Central



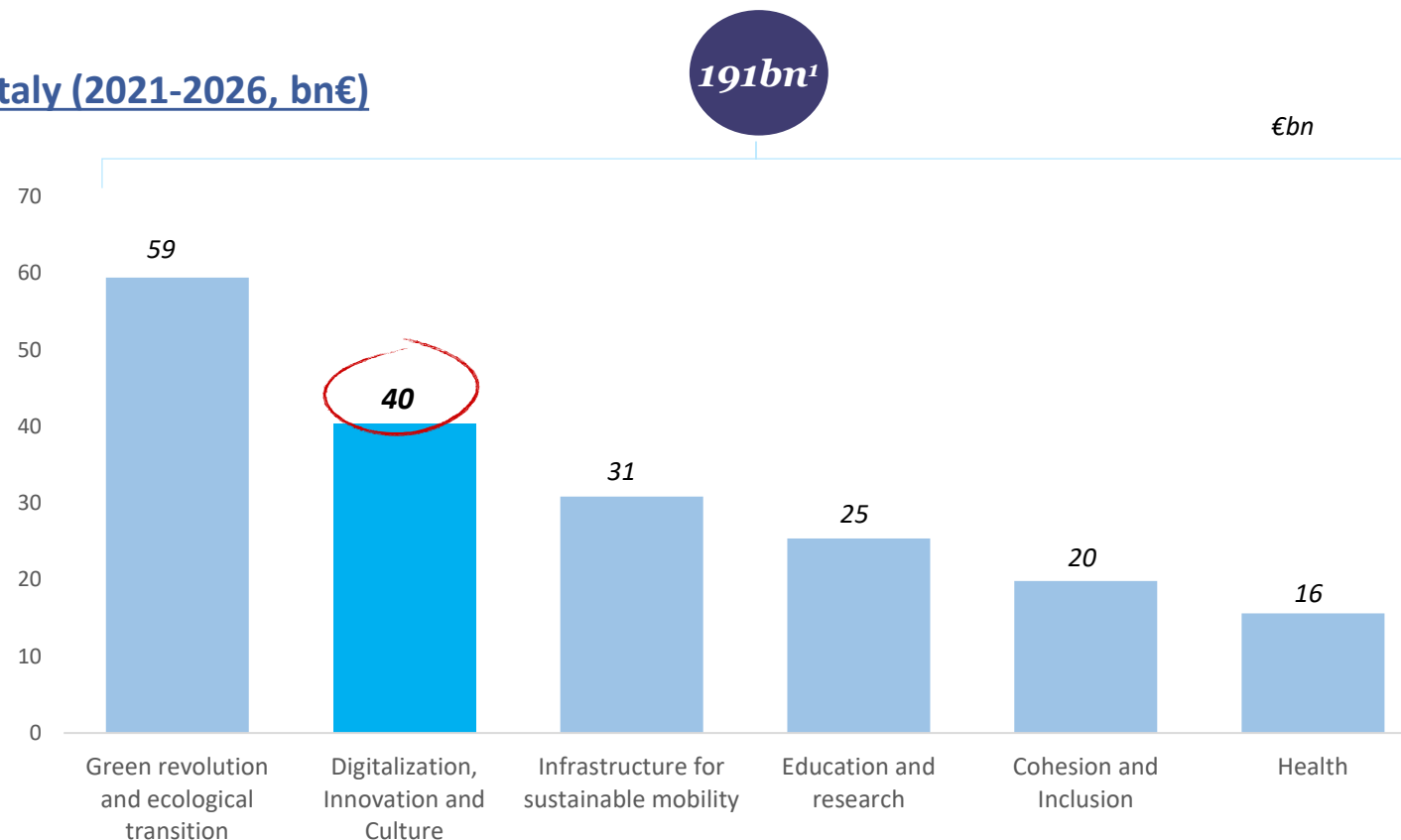
The NRP will play a key role in the prospective market scenario...

Consistent with the evidence of strong "digital underdevelopment"-as highlighted by the DESI report - Italy is the largest recipient of NextGeneration EU plan funds, with a national recovery and resilience plan of more than €191bn¹, where initiatives in the area of Digitization are the second largest initiative

NextGen Plan EU (2021-2026, bn€)



NRP Italy (2021-2026, bn€)



¹ – Cumulative investments over 2021-2026. Not including the supplementary fund;

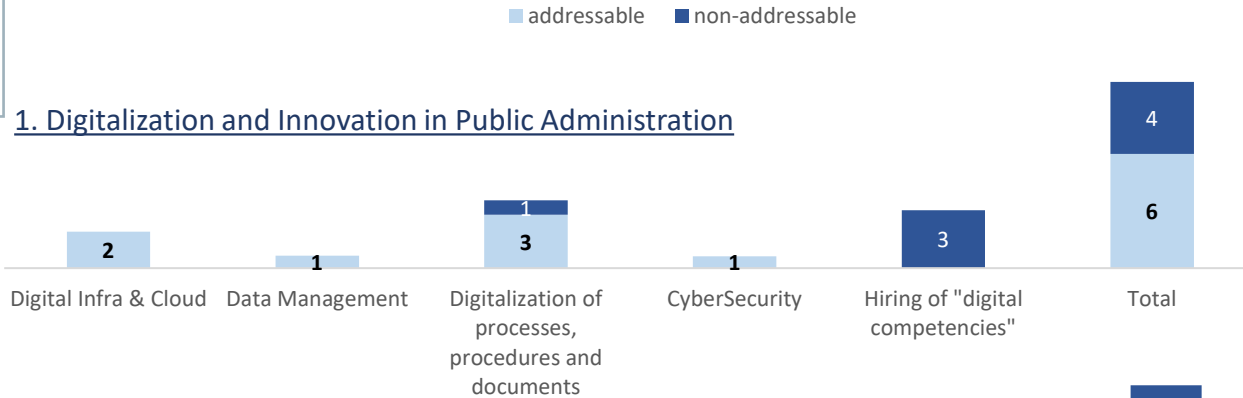
...configuring itself as an additional development opportunity with an addressable potential of c.14bn€.....

Pillar NRP: Digitalization, Innovation, Culture (2021-2026, bn€)

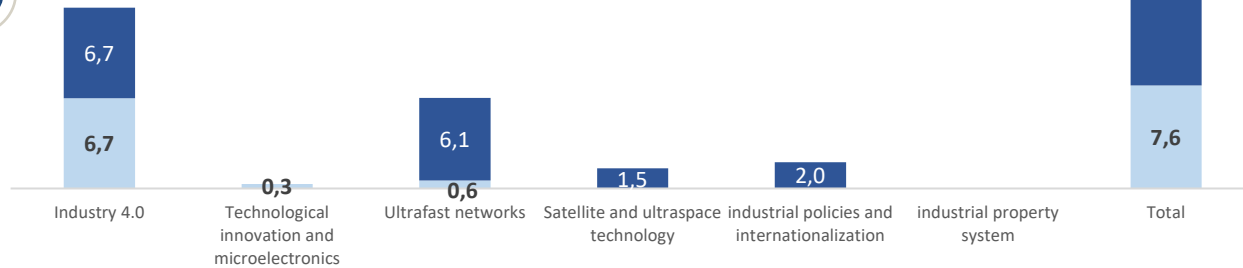
As of April 2022, more than 70% of the total resources remain to be allocated on the specific initiatives/reference players



Potential addressable² by Digital Value (2021-2026, bn€)



2. Digitalization, Innovation Industrial Sectors



3. Tourism and Culture



14bn²

1 – Cumulative investments over 2021-2026. Not Including Supplementary Fund; 2 - initiatives within the scope of Digital Value's competencies and portfolio of offerings.

Source: Governo.it/PNRR, MEF, company analysis

...according to Sirmi estimates, distributed in the market of interest DV

