

# Digital Value

BRINGING THE FUTURE CLOSER

2024  
Company Profile

Digital Value is an Italian group established in 2018, born to aggregate capabilities and market position of some ICT players providing infrastructure solutions to enterprise and large private and public customers.

A dynamic and solid group of companies, constantly growing and evolving, with a team of over 7500 professionals across the Italian territory to optimize the coverage of the markets and focus on industries through vertical competence and solutions.

Digital Value today is listed on the Italian stock exchange since 2018 and on the **EURONEXT MILAN** market since May 2023 (one of the 60 companies of the **FTSE MIB Mid Cap** of Italian Market).

It is also part of **EURONEXT TECH LEADERS**.



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# Executive Summary

# Executive Summary

○ Digital Value Group is a leading IT operator in the Italian market, born to create an aggregating pole of excellences in the ICT field to serve Large & Top Enterprises customers.

○ Digital Value is listed on the stock exchange on the Euronext Milan. It is part of EURONEXT TECH LEADERS and is one of 60 shares of the FTSE MIB Mid Cap of “Borsa Italiana”.

○ The Group achieved a significant growth in the recent years, recording revenues of ~850mln€, CAGR 20,2% and an EBITDA of 90.5mln€ in 2023.

○ Over the years, the Group has been able to develop its expertise, becoming a market leader in Italy, a player able to provide value added solutions and services from Cloud to Cybersecurity.

○ Through the implementation of its development strategy, the Group aims to take over the positioning of digital infrastructure Service Provider of a key player for the Italian market and its customers along the entire IT value chain, leveraging on a portfolio of solutions and according to a managed service-based strategy.

○ Digital Value - within the scope of its own evolutionary path and in coherence with recent market trends and changes in the competitive environment - leverage its strategy along 4 The main lines:

1. **Further growth in its core business**, through greater development of the currently managed customer base in sub-areas/verticals. The European Commission has published a report on the impact of the Single Market on the environment.
2. **Strengthening its offer and positioning in higher value-added verticals**, either by introducing new technology partners, through the further growth on the vertical of architectural design and infrastructure managed services, primarily cloud and security. As an enabling factor, this initiative will also be supported by a new service model and go-through to market to increase market effectiveness and service level on end customers.
3. **Capitalization of any inorganic growth opportunities** that should be synergistic with geographical development ambitions, New target verticals/competencies and/or customer base.
4. **Optimisation of the financial structure** as a lever to support the business, continuing with the rigorous financial management that has always distinguished the Group.

○ The economic-financial of this path outlines an ambitious growth driven in particular by a significative development of the Lines of Business

## 2. Company Overview

# 2.1 Digital Value Group Structure



100%  
System integrator for  
Enterprise market



51%  
Networking & Collaboration  
Solutions



51%  
Cyber Security Services and  
Solutions



100%  
Design and development of  
business process automation



100%  
Application and system  
services



100%  
Benefit Company. Solutions and services for ICT  
Infrastructures for SMB and PA



78,8%  
SAP solutions competence  
center



\*\*\* Binding offer to acquire Italtel,  
historic multinational ICT group



100%  
Projects governance and managed services



70%  
Corporate broking & risk management



100%  
ICT Infrastructures solutions and services for  
PA and Enterprise Companies



80%

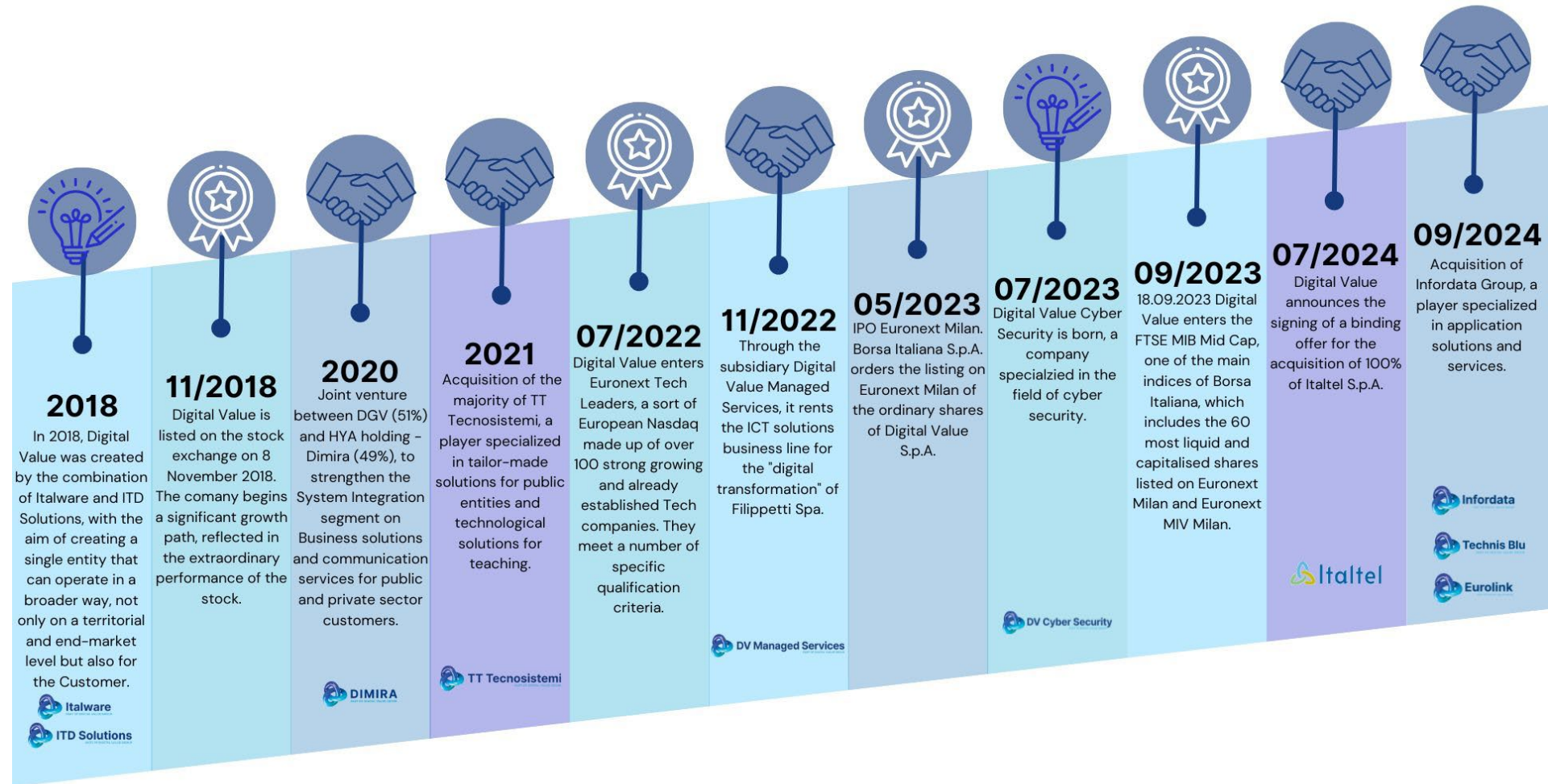
## 2.2 Digital Value Milestones



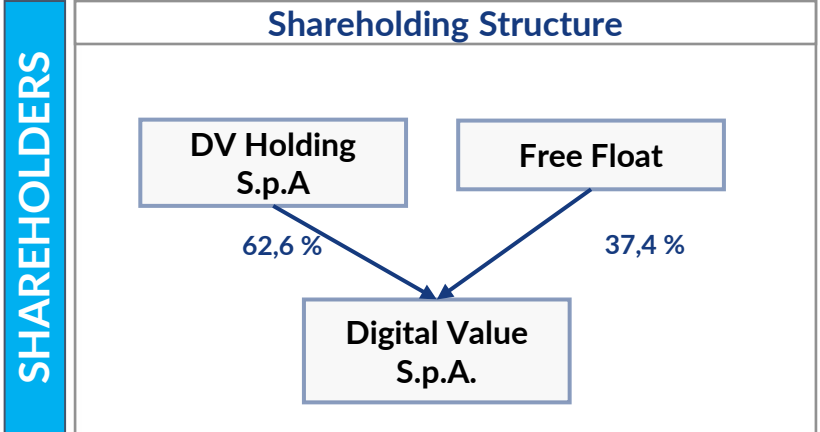
Italware, established in 1988 in Rome, is a leading Italian player and one of the most important players in providing ICT solutions to Public Administrations and large accounts in Italy.



ITD Solutions was founded in 1986 in Milan and is a leading player in the North of Italy with a focus on infrastructure and application development services.



# 2.3 Governance



**BOARD**

**Board of Directors**

 <b>Paolo Vantellini</b> <i>Chairman</i>	 <b>Riccardo Benedini</b> <i>CEO</i>
 <b>Maria Luisa Mosconi</b> <i>Lead Independent Director</i>	 <b>Marco Patuano</b> <i>Advisor</i>
 <b>Mario Vitale</b> <i>Independent Advisor</i>	 <b>Laura Capiello</b> <i>Independent Advisor</i>
	 <b>Mario Anaclerio</b> <i>Independent Advisor</i>

**COMMITTEES**

<p><b>Nomination &amp; Remuneration Committee</b></p> <p>Maria Grazia Filippini <i>Chairman</i></p> <p>Marco Patuano      Maria Luisa Mosconi</p>
<p><b>Control &amp; Risk Committee</b></p> <p>Maria Luisa Mosconi <i>Chairman</i></p> <p>Laura Capiello      Mario Anaclerio      Mario Vitale</p>
<p><b>Related Parties Committee</b></p> <p>Laura Capiello <i>Chairman</i></p> <p>Mario Vitale      Maria Luisa Mosconi</p>
<p><b>Sustainability Committee (ESG)</b></p> <p>Mario Vitale <i>Chairman</i></p> <p>Marco Patuano      Mario Anaclerio</p>
<p><b>Internal Audit</b></p> <p>Francesco Papaleo</p>
<p><b>CFO</b></p> <p>Alessandro Pasqualin</p>

**AUDITORS**

<p><b>Board of Statutory Auditors</b></p> <p>Sergio Marchese <i>Chairman</i></p> <p>Gianluca Succi      Lucia Calore</p>
<p><b>External Auditor</b></p> <p> BDO Italia S.p.A.</p>
<p><b>Organismo di Vigilanza (OdV)</b></p> <p>Alessia Egidi</p> <p>Michele Bencini      Agostino Scarano</p>

## 2.4 Our numbers

Digital Value promotes a path careful to transparency, inclusion and a dynamic evolution that allows you to innovate making your competitive advantages sustainable in the long term.

Revenues 2023

**M€ 847.4**

Growth YoY

**19.6%**

EDITDA Margin

**10.68%**

Net Financial Position

**M€ 23.9**

**+600**

**Certifications:** Complementarity of skills, professionalism, experience.

**+50**

**Technological alliances:** The strength of an ecosystem committed to value.



## 2.5 Commercial Offering



# Digital Value Business Model: Business Lines

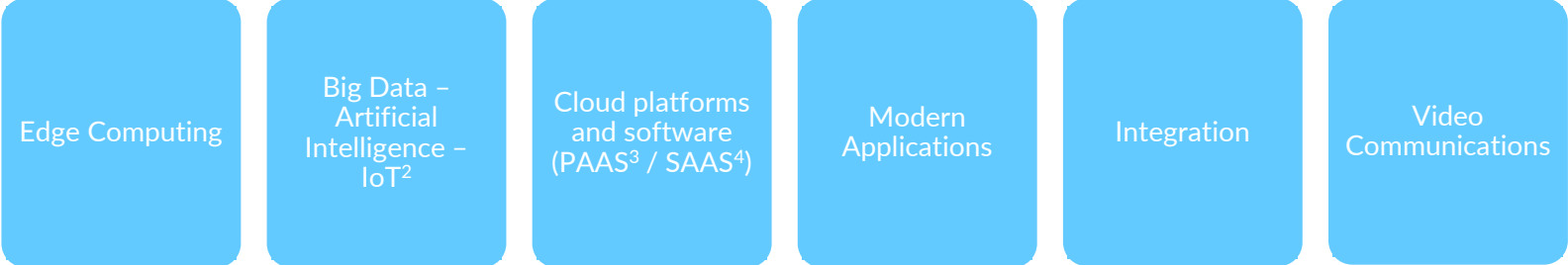
## Business Line

## Products and Services

DIGITAL BUSINESS TRANSFORMATION

The most intrinsic value component of our offering.

Systems for digital transformation of the business based on specific technologies (Big Data, iot, Artificial Intelligence) accompanied by a strong competence in the development of applications and integration of vertical solutions of leading vendors both on premise and in the cloud.



NEXT GENERATION DATA CENTERS

Enabling infrastructure for any project or IT solution that is prepared for new business needs.

Systems to process, store, transfer information and data, with advanced technologies and full control of data security and business continuity. Everything it needs to enable and support the path to the public cloud.



SMART WORKSPACE TRANSFORMATION

All workplace digitisation needs coverage, including products, services and infrastructure to provide E2E solutions in both project and outsourcing modes.











It is aimed at all public and private companies that need to organize their workforce, both in their offices and in remote locations or in smart/remote working.



1 – Infrastructure as a Service; 2 – internet of Things; 3- Platform as a service; 4 – SW as a service









# Digital Value has «TOP TIER» partnership with main Tech Player in the market and a deep knowledge of its products' offer

Partnership TIER:  Basic partnership  Top TIER partnership

									
Select Partner	Gold Partner	Titanium Partner	Platinum Partner	Expert Partner	Platinum Partner	Elite Partner	Platinum Partner	Elite Partner	Platinum Partner
									
									

# Digital Value has «TOP TIER» partnership with main Tech Player in the market and a deep knowledge of its products' offer

Partnership TIER:  Basic partnership  Top TIER partnership

Microsoft	NUTANIX	ORACLE	SAMSUNG	SAP	salesforce	teradata.	vmware®
Gold Partner	Cloud Champion	Open Member & CSP	Silver	Gold	Reseller	Select	Principal
							
							

# A wide and distinctive offer for the best Italian Large Corporate and Public Admin

Digital Value combines market knowledge and expertise specific to the main segments served. The customer base is well diversified and includes many of the best Italian Large Corporate and Public Admin.



Government & Defence



Telco & Media



Bank & Insurance



Manufacturing



Energy & Utilities








Transportation



Hospitality

# Some major customers

<b>LARGE PUBLIC ADMIN</b> Grandi Players istituzionali	<b>TELCO &amp; MEDIA</b> Aziende pubbliche e private nel settore telecomunicazioni e media	<b>INDUSTRY</b> Aziende private nel settore manifatturiero	<b>ENERGY, UTILITIES &amp; SERVICES</b> Aziende pubbliche e private nei settori energia, utilities e servizi	<b>FINANCE &amp; INSURANCE</b> Aziende pubbliche e private del settore finanziario
				

# Contact Us



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## Website

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**Valore digitale  
al tuo business**