



## VIASAT GROUP: SUSTAINABILITY AS A KEY DEVELOPMENT FACTOR

By Domenico Petrone  
President of Viasat Group

Understanding the expectations and needs of each person who interacts with the Group, mediating the requests of each category through a continuous listening and dialogue process, is the prerequisite in order to grow harmoniously and in full respect of the needs of each stakeholder. In this sense, the Viasat Group Social Report, published for the first time in 2007 and created as a tool for communicating the responsible management of the company, has proved to be, year after year, an ideal way to increase the ability to generate value while respecting sustainability balance (economic, social, environmental, ethical) as well as the legitimate expectations of those directly or indirectly involved in the projects or activities of the Group. The nature of Corporate Social Responsibility has changed rapidly in recent years. World legislators have enacted legislation and made recommendations on social and environmental issues, pushing companies towards a more responsible line of action. Many organizations have changed their approach, adopting a new method of doing business which is more and more focused on sustainability, disseminating periodic information about their attitude towards environmental, social and governance issues. It is no coincidence that sustainability reporting has become even more important since companies that are truly sensitive to the subject have shown they can gain a real competitive advantage over others who have chosen to ignore these factors. For the Viasat Group, being sustainable means operating with farsightedness and balance, avoiding excesses, short-term speculation and excessively risky choices. In a world where, until a few years ago, adventurous behavior was often rewarded, the Group has always acted with a view to the future, while at the same time keeping solid roots in the past. Today, this behavior has been rewarded by above-average results. The economic-financial crisis, but also, and perhaps above all, the ethical crisis of recent years has finally exposed those who, in the name of an exasperated tension to create value at all costs, were willing to take drastic, unscrupulous, short-term decisions. In this scenario, being sustainable means having at heart all the stakeholders who interact with the Group in various ways and from whom we have seen a growing appreciation for the quality, credibility and transparency of our industrial project.

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### Roundup

## CONQUERING THE WASTE SECTOR

Interview with **Luca Moretti**, Vice President of Anthea, and **Gianni Barzaghi**, CEO of Datamove

In recent years we have witnessed, first in Europe and then in Italy, the growth in volume of produced waste and the growing complexity of its management. The efforts towards greater awareness and "best practices" are no longer episodic: we are starting to see system experiences, many of which have in common the adoption of punctual tariffing.

"The basic principle is rather simple: 'the polluter pays' or better still, everyone pays according to how much waste s/he produces," explains **Luca Moretti, Vice President of Anthea - a Viasat Group company that specializes in providing solutions for the integrated management of environmental services.** "The adoption of this measure in Italy (June 2017), establishes the criteria for the punctual tariffing of urban and similar waste (Environment Min. Decr., April 2017), which refers to the 2008/98/EC European Directive. The application of punctual tariffing determines a radical change with regard to processes, also from a managerial standpoint: responsibility does not only concern costs but also revenues, with an additional need to pay a much greater degree of attention to the customers/end users. Finally, we are witnessing the introduction of concepts such as customer care and the quality of the services provided, which can be tangibly measured in terms of KPI (Key Performance Index)".

Today, a key topic is the IoT (Internet of Things), a network of devices and sensors equipped with software and services, which can exchange data with other objects or connected operating centers, allowing companies that deal with urban hygiene services to increase their efficiency while reducing costs, thus promoting an effective model of green economy.

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## NEWS FROM THE COMPANY

### Helian at the National Urban Safety Convention

Helian S.r.l., a Viasat Group company, took part in the 37th edition of "Le giornate di Polizia Locale e Sicurezza Urbana" (Local Police and Urban Safety Days), which took place in Riccione from 20 to 22 September. In addition to the solutions that make up the Helian suite (Street Control, Street Parking and C3 - Centrale di Controllo e Comando, Control and Command Center), a new project was presented: Street Truck, born from the integration between Street Control and the solution Tachigrafo Semplice created by Teamind Solution (another Viasat Group company). The event was an opportunity for training, discussion and debate for the many operators present, and ended with the launch of the 'Saving Lives' project, a collaboration with ANIA Foundation the aim of which is to effectively lower the risk of accidents and combat the lack of insurance coverage and vehicle inspection in Italy.

### Viasat Group and Vem Solutions get a new look: online the new websites.

Completely renewed in its graphic aspect, the new Viasat Group website takes up and enhances brand identity, maintaining an institutional and technological approach at the same time. The structural restyling has been carried out in order to make the information related to the business areas covered by the Group, the area dedicated to Corporate Communication and the Press Area more accessible and practical. The Vem Solutions website, on the other hand, becomes a networked space in which to talk about the Group companies' expertise in the design, development and production of telematics devices, intelligent sensors equipped with IoT technologies, telematics platforms and services for the B2B/B2C world as well as apps for smartphones and tablets.

### Sherlock at Interbike, the US trade fair dedicated to 2-wheelers

Sherlock, a Viasat Group company, was present at Interbike, the largest global trade fair dedicated to bicycles, held in the United States (Reno-Tahoe - 18/20 September). The event, created in 1982, brought together manufacturers, dealers and media in the sector, gathering over 1,200 brands related to the world of cycling and more than 20,000 participants. At the Italian pavilion, promoted by the Agenzia italiana per il Commercio (Italian Trade Agency), the Sherlock Bike solution was presented, followed by the launch of a new device that will enrich our products portfolio.

### A new name and logo for the Polish subsidiary Cma Monitoring

Cma Monitoring, the Polish subsidiary of the Viasat Group, has changed its brand identity and its name into Viasat Monitoring. This is an important change not only for the local market, but also as an expression of the company's path of integration and harmonisation within an international Group such as Viasat, which is made up of local excellence. Today Viasat Monitoring has become a modern company, able to respond flexibly to the needs of its customers and their expectations with new solutions and innovative skills.

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### Conquering the Waste Sector

In this sense, it would be sufficient to equip each container with a sensor, capable of transmitting data such as its position and percentage of filling. This would allow us to draw a geolocalized map of an area, complete with all the bins and their percentage of filling. Similarly, citizens would be able to monitor and verify the service level of waste collection in their neighborhood by using a mobile application that puts all the useful information at their disposal. This is not science fiction, but technology that is already used in various fields and on a daily basis.

"Today, the collection of urban waste from our homes and cities is organized according to models that, in many cases, do not provide for this type of technology, which is currently available on the market" explains Gianni Barzagli, CEO of Datamove - a Viasat Group company offering a multi-channel software platform that simplifies the monitoring and certification of services and activities carried out by companies that deal with waste collection and, more generally, urban hygiene services. "All this makes the processes less efficient and, in general, the organizational management of the activities more burdensome in terms of resource

commitment, thus generating a greater economic impact in terms of savings and efficiency."

This strategic vision also includes the **new WMS - Waste Management Solutions suite, which Viasat group will present at the next edition of Ecomondo in Rimini, the event of reference for green and circular economy in the Euro-Mediterranean area (6-9 November 2018)**. It is a comprehensive solution that combines three technological expertises of excellence: those of Viasat, Anthea and Datamove. The aim is to provide companies with a complete and reliable suite for the management of the entire waste management service chain: from the planning of environmental services to waste management and punctual tariffing. We want to provide our customers with high-performance solutions, advanced services and ongoing support to respond to the companies' constant need to change and evolve, maximizing efficiency and competitiveness. Viasat, Anthea and Datamove, all companies of the Viasat Group, can face the complexity of implementing highly technological solutions for the world of environmental hygiene services, providing you with a single partner, a single contact person, a single manager to help you face the challenges of technological evolution in the age of the Internet of Things as efficiently as possible.

The graphic features the 'WMS' logo in large blue letters, with 'Waste Management Solutions' written below it in a smaller blue font. To the right of the text is a green leaf-like icon with a blue bar chart inside. The background shows a city skyline at night with glowing lights and a laptop in the foreground. On the laptop screen, there is a cloud icon containing a blue truck and a green recycling symbol. At the bottom of the graphic, there are three logos: 'ANTHEA a Viasat Group Company', 'DATAMOVE a Viasat Group Company', and the 'VIASAT First in Safety, Security and Services' logo.

## HIGHLIGHT

### SATELLITE TELEMATICS FOR A MORE AND MORE SUSTAINABLE "MISSION"

By Marco Petrone

Vice President and Corporate Development Director of Viasat Group

A few years ago, we have begun a journey through the "4.0 road transport industry", to discover the management model that will guide freight transport and logistics companies through an increasingly competitive but also safer, more legal, more sustainable global market. Telematics is already playing a strategic role with regard to this issue. They are called Fleet Management Systems: IT tools that make possible the automatic and intelligent management of freight transport vehicles. Thanks to them, as I explained in a recent interview for Business Class Magazine, the staff of a logistics company can know the position of their trucks wherever they are, the miles they have traveled, the fuel they have consumed, the pollution they have produced, the time they have left before they can deliver the transported goods, which roads they should travel in order to avoid adverse traffic and weather conditions, whether the goods are being stolen and where to recover them, whether drivers have complied with sleep breaks and speed limits provided for by the law, and much more. All of this with a simple click on their computer. The GPS modules - integrated in special on-board computers installed on the vehicles - can therefore extract a variety of information and build numerous packages to optimize the "journey". Current data, however, tell us that even today, 25% of the heavy transport vehicles circulating in Italy (20% in Europe), are still traveling empty. This means that one truck out of four that we can see on motorways is not carrying anything. This happens because, on the one hand, the manual loading and unloading logics have not allowed to find a more practical solution, and on the other because the operators are not interconnected with each other via a telematics system. Therefore, FMS technologies could potentially reduce road congestion by 25% given the same amount of transported goods, while at the same time reducing travel times, the risk of accidents, the number of road accidents, as well as pollution and any related diseases. Industry analysts have estimated that by the end of 2015, 5.3 million of these systems were operational in the old continent alone, for a penetration rate of 12.6%. These numbers should grow to 7.9 million by the end of the current year, for a penetration rate of 18.4%. They have also estimated that, by the end of 2021, one heavy transport vehicle out of three will be equipped with satellite technology and made active from a satellite telematics standpoint.

## VIASAT AND INAZ: FLEET MANAGEMENT SERVICES INTEGRATED WITH HUMAN RESOURCES MANAGEMENT

Viasat and Inaz have launched iFMS, the integrated solution for the comprehensive management of fleets and human resources. It is a technological solution designed to support companies in reducing operating costs and constantly improving their service levels. In particular, thanks to the installation of a modern Viasat Black Box, iFMS allows the management of the monitoring and analysis processes while supporting operational and administrative functions: geo-referenced localization of vehicles (via the Viasat Fleet Web Console application); 24/7 support from the Viasat Operations Center; monitoring of costs, consumption, contracts and deadlines for each individual vehicle via the Car Fleet Management web application. All this will allow a more efficient organization, achieved by optimizing and planning travel activities in the best possible way, promoting a constant and direct dialogue with personnel on the move and enabling Fleet Managers to do their work optimally, in maximum economy and safety, which in turn translates into a significant reduction in operating costs. In addition, the integration with Inaz applications allows you to manage payroll processing and attendance checks automatically and efficiently.

*Today, those companies that have personnel on the move need advanced systems to help them automatically manage the fleet and resources deployed on the territory. This is our response: a combined offer that allows companies to entrust the operational management of their fleets to two experienced partners such as Viasat Fleet and Inaz, which will take care of everything for them. The client will only have to evaluate the final result.*

**Alessandro Peron, CEO of Teamind Solution, the Viasat Group company that promoted the partnership.**

*"The partnership between Viasat and Inaz marks the birth of a complete and powerful tool for the management of company car fleets, conceived starting from the needs of people. The multi-level integration with HR management tools simplifies and automates numerous processes, reduces waste and inefficiencies and provides monitoring and analysis tools that support operational and administrative functions".*  
**Linda Gilli, President and CEO of Inaz.**



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## KNOW MORE, DO MORE, BE MORE. HERE IS THE ANNUAL REPORT FOR 2017



By Massimo Getto, Vice President and Chief Financial Officer of Viasat Group

Over the years, the Annual Report has become a valuable analysis tool for us, allowing us to verify our progress and, above all, to plan our future strategies. In this sense, our primary and indispensable objective must be dimensional growth as the most significant factor in mitigating business risk and strengthening competitive-

ness. Our growth must be sustainable, forward-looking and balanced without compromising our flexibility and ability to adapt to a constantly evolving competitive environment. We should always remember that, in the coming years, the issue of execution speed and the rapid and timely satisfaction of the needs of our customers will be crucial for our success. These aspects will be the cornerstones upon which our credibility will be based. This point of view is essential to understand our transition to a leaner, faster organizational model, aimed at making the Group's talents stand out and connecting them through a reliable and targeted information exchange network. The objective is to only convey information that is really needed, without background noise and quickly, so as to increase our effectiveness when it comes to executing plans. The world is moving in this direction, through the blockchain technology that allows a fast transfer of information and data with a systemic solidity which was previously unthinkable, protecting the confidentiality and inalterability of data. What is more, more than seven hundred employees offer us their talent every day to create solutions that are unparalleled in the market, turning data into opportunities for the success of Viasat clients around the world. Gathering data, storing it, turning it into information for the benefit of our customers, respecting and protecting its confidentiality: all of these are distinctive and differential traits for us. The road we have traveled has been full of satisfaction so far. It has made us solid and strong in view of the path that lies ahead of us, which we will have to follow, day after day, with enthusiasm and preparation to achieve the widely shared goal of making the Viasat Group a global player in the IoT and Big Data Analytics sectors.

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## ENTER VIASAT'S NEW ACQUISITIONS

### THE SPANISH COMPANY DETECTOR AND THE PORTUGUESE COMPANY TRACKIT CONSULTING JOIN THE GROUP

Viasat Group announces two major acquisitions to strengthen its leadership when it comes to designing, manufacturing and distributing telematics products and services and IoT (Internet of Things) for the insurance and management of fleets, for waste management and for Big Data industries. It is now present, through its subsidiaries and distributors in over 50 countries in Europe, Africa, the Middle East and Latin America. We are talking about the Spanish company Detector (100% acquired) and the Portuguese company TRACKiT Consulting (60% acquired), which in fact strengthen Viasat Group's position even further in the Iberian Peninsula, a geographical market in which it was already present through its subsidiary Mobile Fleet. Detector is a Group based in Spain (Madrid), a provider of security and telematics solutions with over 15 years of experience in the mobility and security market. Innovative services, designed to meet the needs of its customers, as well as an important expertise with regard to solutions and systems for recovering stolen vehicles are the main elements of its portfolio. TRACKiT Consulting is a Portuguese company (Setubal) with over 10 years of experience with regard to consulting solutions and services for fleet management. Its strong focus on the actual needs of customers make it a privileged partner, able to offer specific solutions for: Localization, Safety, Cold Chain Transport, Tachographs and Ecodrive. The Iberian Peninsula has historically been a market of great interest for the Group, as demonstrated by these two latest M&A operations. Unlike most of its competitors, Viasat is strategically positioned on the different types of services and products that telematics technologies allow. In Italy, where everything began and where it is headquartered, Viasat is present in every market segment, from insurance telematics to fleet management, from Big Data to IoT, from 24/7 operations center services in the field of security, safety and assistance to smart city solutions, from connected people to connected buildings. The Group is bringing its solutions to all the countries in which it is present through its subsidiaries. Thus, Viasat Group continues its plan of external growth, carrying out these two last M&A operations in Europe. In addition to the organic growth of the customer base with regard to its traditional services and on new segments of the vast IoT and Big Data sector, this has enabled Viasat to record numbers worthy of a Top Player. The Group manages, at international level, about 700.000 satellite vehicles, 7.6 million connected people (apps, wearable devices, workforce management), 400 cities connected with intelligent transport systems and 6.500 buildings, counting over 700 employees.

