



PRESS RELEASE

**THE BOARD OF DIRECTORS OF UNIDATA
EXAMINES THE MANAGEMENT DATA FOR THE FIRST QUARTER OF 2021**

- Strong growth in turnover (+38% YoY)
- Positive Net Financial Position of 3.8 million euros
- Growth in the number of customers +39% YoY
- +365 km of new fiber in 1Q 2021 for a total of 3,350 km

Rome, April 30, 2021 - Unidata S.p.A., operator of Telecommunications, Cloud and IoT services, listed on the AIM Italia market of the Italian Stock Exchange, announces that the Board of Directors met today under the chairmanship of Renato Brunetti, examined the management data for the first quarter of 2021, prepared in accordance with IAS/IFRS International Accounting Standards and for this reason restated the comparative data as of March 31, 2020 in accordance with the same principles as provided by IFRS 1.

In summary, the figures for the first quarter of 2021

Unidata closes the first quarter of 2021 with Revenue of approximately €7.6 million (up 38% compared to €5.5 million in the same period of 2020). First quarter Turnover (Revenues before accruals) was approximately €7.3 million, compared to approximately €5.4 million in the same period in 2020 (+36.5%).

The increase in Revenue and Revenue attributable to Q1 2021, are mainly attributable to the Fibre & Networking component.

NFP as of March 31, 2021 is cash positive at €3.8 million compared to €3.4 million as of December 31, 2020.

In 1Q 2021, there is an Arpu of the business segment of €524, up from both December 31, 2020 (€504) and 1Q 2020 (€475). The Micro Business sector reports an Arpu at Q1 2021 of 73 euros, also up compared to December 31, 2020 (71 euros) and slightly down compared to the same period of 2020 (76 euros).

The retail sector (residential customers) shows an ARPU at March 31, 2021 of 25 euros, substantially in line with previous periods.

The first quarter of 2021 shows a strong growth in the number of Customers (+38.9%) compared to the same period of the previous year and an increase of +10.5% compared to the period ended December 31, 2020.

The growth particularly concerns the Business & Wholesale Customer market, which shows an increase of 9.3% over the same period of 2020 and 1.5% compared to December 31, 2020; while



the Retail Customer sector shows an increase of 47.7% over the same period of 2020 and an increase of 12.8% compared to December 31, 2020.

	Q1 2021	%	Q4 2020	%	Var.	Q1 2020	%	Var.
Customers	10.477	100%	9.478	100%	10,5%	7.544	100%	38,9%
Business	1.902	18%	1.875	20%	1,44%	1.740	23%	9,3%
Retail	8.575	82%	7.603	80%	12,8%	5.804	77%	47,7%

The fiber optic network was expanded, from January 1, 2021 to March 31, 2021, by an additional 365 km of proprietary optic fiber infrastructure, reaching a total extension of 3,350 km (2,500 km as of March 31, 2020). In the previous quarter, from October 1, 2020 to December 31, 2020, the growth was +220 km.

Renato Brunetti, Chairman of Unidata: *"The first quarter of 2021 also shows strong progress compared to the same period last year, both in terms of turnover and in terms of the number of customers, confirming the organic growth path that the company has been pursuing for some time with targeted investments in technology and infrastructure. The emergency phase caused by the pandemic seems to be coming to an end, bringing with it the normalization of activities and the awareness that all this has changed the world of business, education, and the economy in general, giving a strong impetus to the path of digitalization. In this new furrow of modernity, Unidata is ready to contribute to technological development with quality solutions and services."*



Please note that the audit of the draft financial statements as at December 31, 2020, has not yet been completed and that the auditors' report will therefore be made available within the statutory deadlines. Lastly, please note that the attached income statement and balance sheet represent reclassified statements and as such are not subject to audit.

This press release is available from Borsa Italiana, on the "1info" storage mechanism (www.1info.it) and on the company's website www.unidata.it in the Investors/Press releases section

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Unidata S.p.A. Telecommunications, Cloud and IoT operator. The company was founded in 1985 by three partners who remain in post. With a fiber-optic network of 3,000 km in continuous expansion, a wireless network and a proprietary data center, Unidata supplies 10,500 business, wholesale and residential customers with ultra-broadband connectivity services using FTTH (Fiber to the Home) network architecture, wireless connectivity, VoIP, cloud services and other dedicated solutions, with a high level of reliability and security. Other activities in the startup phase include the Internet of Things (IoT), with the development and provision of home automation and Smart City solutions.

Unidata S.p.A. ISIN CODE: IT0005338840 (Reuters UD MI - Bloomberg UD IM) is listed on the AIM Italia section of the Italian Stock Exchange.