



PRESS RELEASE

THE BOARD OF DIRECTORS OF UNIDATA EXAMINES THE MANAGEMENT FIGURES FOR THE THIRD QUARTER OF 2021

- Revenues of 8.49 million euros (+23.6% YoY)**
- Growth in the number of customers +38.8% YoY**
- +248 km of fiber for a total of 3,904 km**
- NFP of -1.13 million euros**

Rome, October 28, 2021 - Unidata S.p.A., operator of Telecommunications, Cloud and IoT services, listed on Euronext Growth Milan, announces that the Board of Directors met today under the chairmanship of Renato Brunetti, and examined the management data for the third quarter of 2021, prepared in accordance with IAS/IFRS International Accounting Standards.

In sintesi, i dati del terzo trimestre 2021

Unidata closes the third quarter of 2021 with a turnover of approximately 8.49 million euros (up 23.6% compared to the same period of 2020 in which it showed a turnover of 6.87 million euros). Aggregate Q1, Q2 and Q3 2021 Revenues amounted to €24.5 million, compared to €17.9 million in the same period of 2020 (with a YoY increase of 36.8%).

The Company reports a NFP of approximately 1.13 million euros as of September 30, 2021, compared with a cash positive NFP of approximately 1.39 million euros as of June 30, 2021. The cash absorption, as in the previous two quarters, is due to investments in new network infrastructures. In particular, in the third quarter of 2021 worksites were simultaneously opened on seven new areas, in addition to the three existing ones, which are still in progress.

The third quarter of 2021 shows small changes in **ARPU (Average Revenue Per Users)** due to natural factors of adjustment to market prices and in any case abundantly offset by the increase in the customer base. In particular, the average monthly ARPU for Business customers is 466 euros compared to 498 euros in the third quarter of 2020 and 511 euros at June 30, 2021. The Consumer sector shows an ARPU of 24.4 euros compared to 25.5 euros in the corresponding period of 2020 but shows growth compared to 23.5 euros at June 30, 2020. The Micro Business sector also shows a slight decrease in average monthly ARPU (71.7 euros) compared to the third quarter of 2020 (equal to 77 euros); while the Wholesale sector shows an increase of 20.3% compared to the same period of 2020.

Q3 2021 again showed strong customer base growth of approximately 39% YoY and +25.2% compared to December 31, 2020.

The growth applies to all market segments, Business (which also includes Wholesale Customers), and Consumer, which show growth of 11.5% and 46.1% respectively compared to Q3 2020, and 7.8% and 29.5% compared to December 31, 2020.

| Customers | 3° trim. 2021 | % | 3° trim. 2020 | % | Var. | 31 Dic. 2020 | % | Var. |
|-----------|------------------|-------|------------------|-------|-------|-----------------|-------|-------|
| Business | 2.021 | 17,0% | 1.812 | 21,2% | 11,5% | 1.875 | 19,8% | 7,8% |
| Consumer | 9.844 | 83,0% | 6.739 | 78,8% | 46,1% | 7.603 | 80,2% | 29,5% |
| Total | 11.865 | 100% | 8.551 | 100% | 38,8% | 9.478 | 100% | 25,2% |

In the third quarter of 2021, the fiber optic network expanded by 248 km of proprietary cables compared to +306 km in the previous quarter. The slight decrease in the quarter is due to the cyclical nature of the period considered, especially with reference to the month of August 2021. As of today, the fiber network reaches a total extension of 3,904 Km with an increase of 6.78% compared to 3,656 Km as of June 30, 2021 and 41.2% YoY.

Renato Brunetti, President of Unidata: "We are resolutely pursuing our business plan which foresees a strong increase in the production of our proprietary network, thus accelerating and expanding our range of action and related services and we are pleased with the results obtained with the commitment of our entire structure. The financial market seems to have understood our approach and our stock is reflecting investors' appreciation very positively. We are therefore pleased to share these periodic results with our shareholders."

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



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Unidata S.p.A. Telecommunications, Cloud and IoT Operator. The company was founded in 1985 by 3 partners still in the company. With a fiber optic network of 3,904 km in continuous expansion, a wireless network and a proprietary data center, provides over 11,900 business, wholesale and residential customers with ultra-wideband connectivity services with FTTH (Fiber to the Home) network architectures, wireless connectivity, VoIP services, cloud services and other dedicated solutions, with a high level of reliability and security. Other activities in the operational start-up phase concern the Internet of Things (IoT), with the development and supply of solutions for the home automation market and Smart City.

Unidata S.p.A. ISIN CODE: IT0005338840 (Reuters UD MI - Bloomberg UD IM) is listed on the Euronext Growth Milan Market of Borsa Italiana.