



## PRESS RELEASE

**THE BOARD OF DIRECTORS OF UNIDATA EXAMINED SOME PRELIMINARY CONSOLIDATED DATA  
AS OF 31 DECEMBER 2023**

**EXCELLENT PERFORMANCE OF THE UNIDATA GROUP THANKS TO THE EFFECTIVE EXECUTION  
OF THE INTEGRATION OF TWT GROUP**

**Key reported<sup>1</sup> and management<sup>2</sup> preliminary data of Unidata Group (unaudited)**

- **Total reported revenues:** € 92.7 million (€ 51.3 million)<sup>3</sup> +80% YoY
- **Total management revenues:** € 100.8 million (€ 51.3 million) +96% YoY
- **Reported Adjusted EBITDA:** € 24.4 million (€ 16.2 million) +50% YoY; **Adjusted EBITDA Margin:** 26.3%
- **Management Adjusted EBITDA:** € 25.9 million (€ 16.2 million) +60% YoY; **Adjusted EBITDA Margin:** 25.7%
- **Total Investments:** € 26.4 million
- **Net Financial Debt for ESMA purposes:** € 47.9 million (€ 9.6 million)
- **Net Financial Debt<sup>4</sup>:** € 46.7 million

**Roma, 13 February 2024 – Unidata S.p.A. (UD.MI)**, operator of telecommunications, cloud and IoT services, listed on Euronext Milan – STAR Segment, organized and managed by Borsa Italiana S.p.A., announces that the Board of Directors, which met on today's date under the chairmanship of Renato Brunetti, examined some Consolidated Preliminary Data relating to the 2023 financial year, not yet subjected to audit.

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**KEY CONSOLIDATED PRELIMINARY DATA AS OF 31 DECEMBER 2023**

The **reported total consolidated revenues**, equal to **€ 92.7 million**, and the **total consolidated management revenues**, equal to **€ 100.8 million**, showed significant growth of 80% and 96% respectively compared to financial year 2022 (€ 51.3 million), even though this growth includes the renunciation, from the beginning of 2023, of € 17 million of revenues relating to low-margin activities of the incorporated TWT. Both the reported and management data show an increase compared to the forecast data already examined by the Board of Directors and communicated to the financial market on 14 November.

**Reported EBITDA**, equal to **€ 22.4 million**, and **management EBITDA**, equal to **€ 23.9 million**, increased respectively by approximately 38% and 47% compared to financial year 2022 (€ 16.2 million).

<sup>1</sup> The reported data includes the economic data of Unidata S.p.A. from 1 January 2023 to 31 December 2023 and the consolidation of the economic data of TWT Group (acquired on 28 February 2023) from 1 March 2023 to 31 December 2023.

<sup>2</sup> The management data includes the economic data of both Unidata S.p.A. and TWT Group from 1 January 2023 to 31 December 2023.

<sup>3</sup> The values in brackets refer to the economic data of Unidata S.p.A. alone as of 31 December 2022, therefore they do not take TWT Group into consideration.

<sup>4</sup> For the purposes of calculating the financial covenants in place.



The **reported Adjusted EBITDA**, calculated net of extraordinary costs relating to the extraordinary operations of Unidata Group carried out during 2023 equal to approximately € 2.0 million, is equal to about **€ 24.4 million** (+50% compared to 2022) with an **Adjusted EBITDA Margin of 26.3%**. As regards the **management Adjusted EBITDA** it is equal to **€ 25.9 million** (+60% compared to 2022) with an **Adjusted EBITDA Margin** equal to **25.7%**.

During 2023, **total investments** of approximately **€ 26.4 million** were made, financed largely by working capital and divided into approximately € 2.8 million in intangible assets, approximately € 14.3 million in tangible assets, mainly connected to infrastructure area, and approximately € 9.3 million in financial assets (shareholding in Unifiber S.p.A. and Unitirreno Holding S.p.A.).

The **Net Financial Debt** for ESMA purposes is equal to € 47.9 million compared to € 9.6 million as of 31 December 2022; the Net Financial Debt, for the purposes of calculating the financial covenants in place, is equal to **€ 46.7 million** and is in line with the forecast data previously communicated.

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This press release is available from Borsa Italiana, the "**1info**" storage mechanism ([www.1info.it](http://www.1info.it)) and the company's website [www.unidata.it](http://www.unidata.it) under Investors/Press Releases.

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*Unidata S.p.A., a Telecommunications, Cloud and IoT Operator, was founded in 1985 by three partners still in the Company. With a fiber optic network of over 6,200 km in continuous expansion, a wireless network and a proprietary data center, it supplies about 22,000 business, wholesale and residential customers with ultra-broadband 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. The company is also active in the Internet of Things (IoT), with the development and supply of solutions for the home automation and Smart City market.*

*Unidata S.p.A. ISIN CODE: IT0005573065 (Reuters UD MI - Bloomberg UD IM) is listed on Euronext Milan – STAR segment of Borsa Italiana.*