



REVERSE ROADSHOW TP ICAP MIDCAP

JUNE 25TH, 2025

COMPANY OVERVIEW

COMPANY OVERVIEW

VALUE PROPOSITION

Unidata is a **Fiber Company**, leader in Telecommunications, Cloud & IoT



Fiber & Networking

PA



Cloud & Datacenter

Business



IoT & Smart Solutions

Wholesale



Consumers



KEY OPERATIONAL DATA



7,800 km
optical fiber laid¹



about **484,000**
houses covered¹



2 Datacenter
TIER IV
800 sqm and 650 sqm



over **28,600**
direct customers¹



34,225 Active lines
through resellers¹



210
Employees

HISTORY



1985

Foundation



2020

Listing on **Euronext Growth Milan** of Borsa Italiana



2023

Acquisition of TWT Group



2023

Listing on **Euronext STAR Milan** of Borsa Italiana

CORPORATE GOVERNANCE & ORGANIZATION



BOARD OF DIRECTORS

 Renato Brunetti Chairman and CEO	 Marcello Vispi Vice Chairman	 Giampaolo Rossini Member	 Paolo Bianchi Member	 Barbara Ricciardi Independent Member
 Alessandra Bucci Independent Member	 Stefania Argentieri Piuma Independent Member	 Maurizio Tucci Member	 Luca Annibaletti Independent Member	

FINANCIAL REPORTING OFFICER


Roberto Giacometti
CFO & Investor Relations Officer

BOARD OF STATUTORY AUDITORS


Pierluigi Scibetta
Chairman of the BoSA


Antonia Coppola
Auditor


Luigi Rizzi
Auditor

Management

Chairman & CEO
Renato Brunetti

Vice Chairman
Marcello Vispi

Staff Functions

Internal Auditing
Sergio Beretta

Investor Relations
Roberto Giacometti

Public Affairs & Institutional Relations
Federico Bottura

Risk Management, Communication & ESG
Paolo Bianchi

Chief Financial and Legal Officer
Roberto Giacometti

Chief Human Resources & Organization Officer
Lorenzo Lombardi D'Aquino

Procurement & General Affairs
Roberto Monaldi

Line functions

Chief Commercial Officer
Roberto Forte

Chief Operating Officer
Giovanni De Nichilo

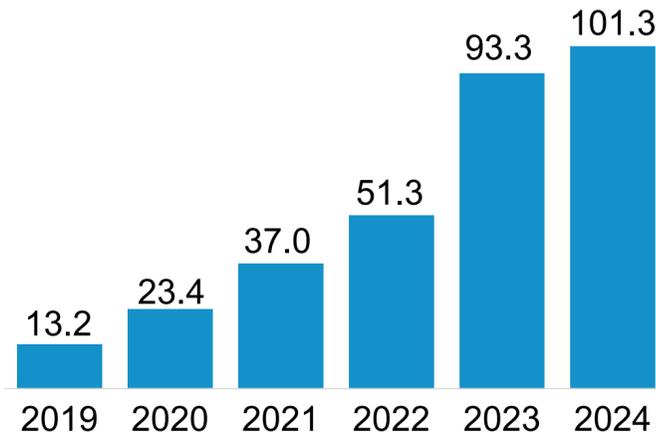
Chief Technical Officer
Giampaolo Rossini

Innovation, Research & Development
Patrizio Pisani

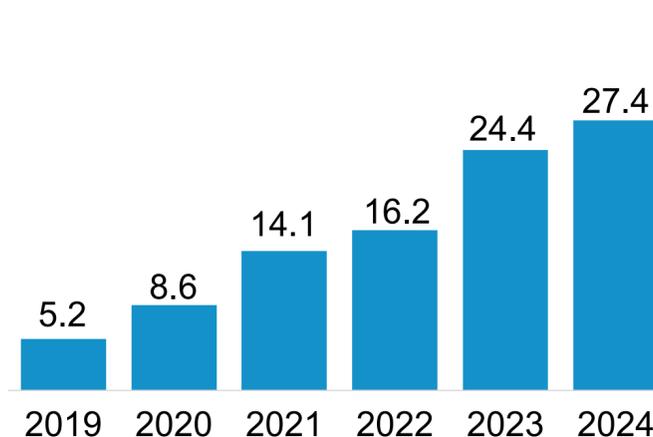
FINANCIAL OVERVIEW & IoT AWARDED TENDERS

FINANCIAL TRACK RECORD

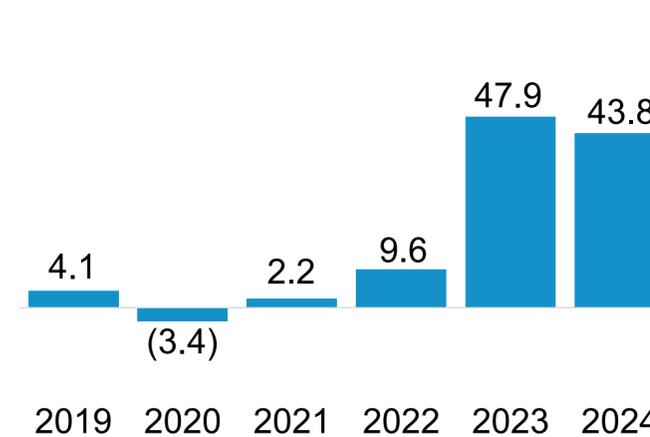
REVENUES



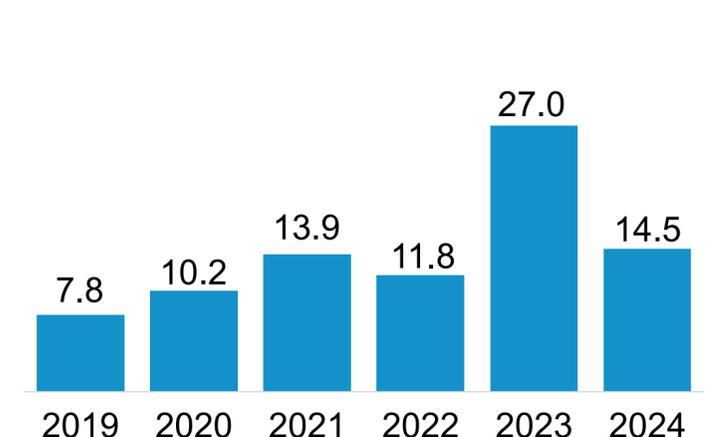
ADJUSTED EBITDA



NET FINANCIAL DEBT



INVESTMENTS

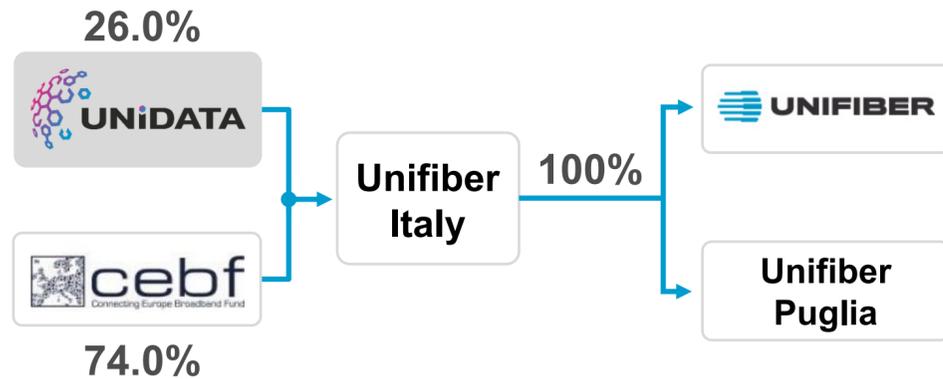


IoT & SMART METERING: AWARDED TENDERS



20 MILLION OF TOTAL ORDER VALUE, ABOUT 17 MILLION IN BACKLOG

JOINT VENTURES

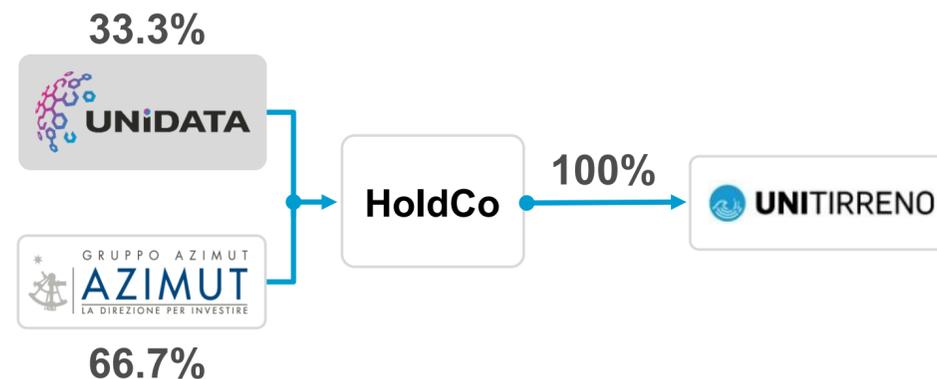


OBJECTIVES

- Roll-out of the **FTTH access network** in "grey areas" located in the **Lazio region**.
- Reach **193,000 homes** and **8,000 businesses** within the reporting period.
- Unifiber owns the passive FTTH network.

THE ROLE OF UNIDATA

- Design, construction and maintenance of the fiber network.
- Development of the FTTH network in the Lazio area.
- Sale of the network to wholesale operators.



OBJECTIVES

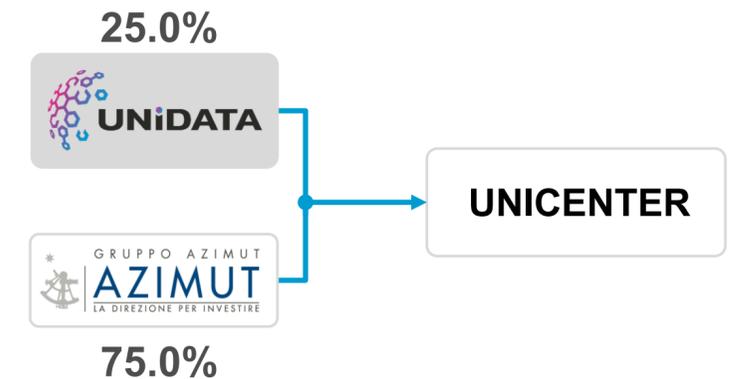
- Development of **submarine cable infrastructure** in the Tyrrhenian Sea of about **900 km** from Mazara del Vallo to Genoa.
- Creation of **infrastructure links** in **Europe** and **Africa** (the shortest and most reliable path to Northern Europe).

THE ROLE OF UNIDATA

- Operational Management through Cable Landing Station, Network Operation Centers & Security Operation Centers.
- Sale of services to national customers.



(project expected to start by the end of 2025)



OBJECTIVES

- Construction of a **green and neutral Tier IV Data Center** of about **20 MW** and **3,200 racks** of capacity for a total area of **20,000 sqm**.

THE ROLE OF UNIDATA

- Data Center design and construction support.
- Operational management of UniCenter.
- Provide its services to UniCenter at market prices to enable them to be sold to other B2B operators.

BUSINESS PLAN

2025 - 2027

KEY POINTS OF THE STRATEGY

To be a strong player in a growing market using innovation as strategic driver

Growth with innovation

- 1 > 10 > 100 Gigabit & Wi-Fi 7 Network as a Service Cloud based - **Embedded Cybersecurity**
- **Cloud:** IaaS & SaaS, Storage, Private Cloud

Connectivity
Cloud & CyberSec

Artificial
Intelligence

A.I. technology is must

Operational efficiency and cost savings among the main benefits. Unidata focuses on **process efficiency** and **internal and external solutions**

IoT &
Smart City

Infrastructure

IoT & Network based Smart City & Smart Areas

- **LoraWan:** Smart metering killer IoT application Unidata is the largest player in Italy
- **Roma5G:** Smart City & 5G Neutral Hosting – Unidata as operating Partner
- **PPP:** strategic tool, acquired Know-How
- **Strategic alliances** with major players in Italy

Datacenter

Datacenter Business grows in volume

- Current Edge Datacenters in Rome and Milan
- **Unicenter** - Rome Datacenter Colocation starts in 2025 with 13,000sqm up to 16MW **>2000 racks**
- Unidata will sell and manage Colocation and connectivity services

Infrastructure Maker

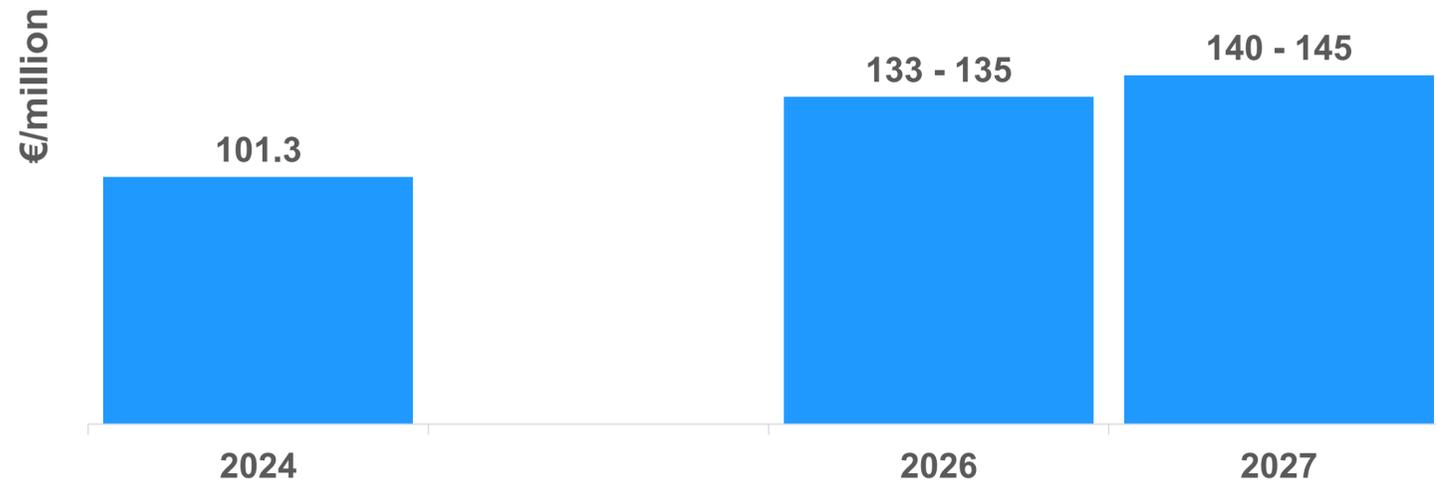
The digital infrastructure is not finished.

- Unidata continues the construction of fiber networks, expands the network with Unifiber –further **>50 mln€ Investment** >3 years of activity; strategic agreement with Openfiber for sales on the Unifiber network
- **Unitirreno - 80 mln€ investment.** Unidata acquired submarine fiber know-how, one of the few in Italy and Europe; Commitment to sales, operation and maintenance, ready for service in 2025

2027 FINANCIAL TARGET

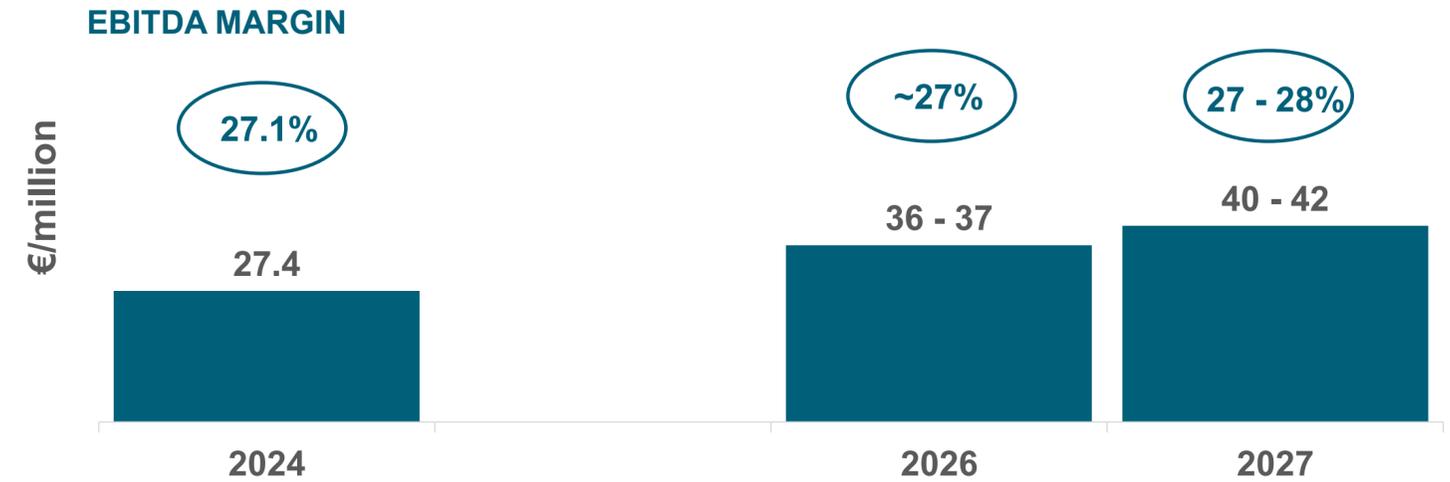
REVENUES

CAGR 2024-27 12%

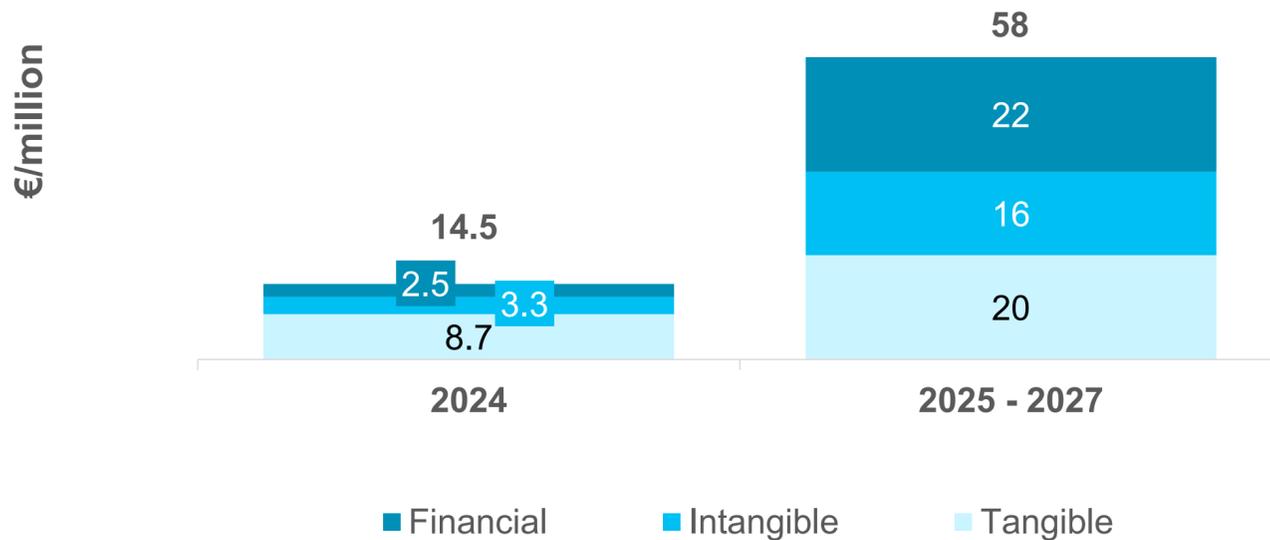


ADJUSTED EBITDA

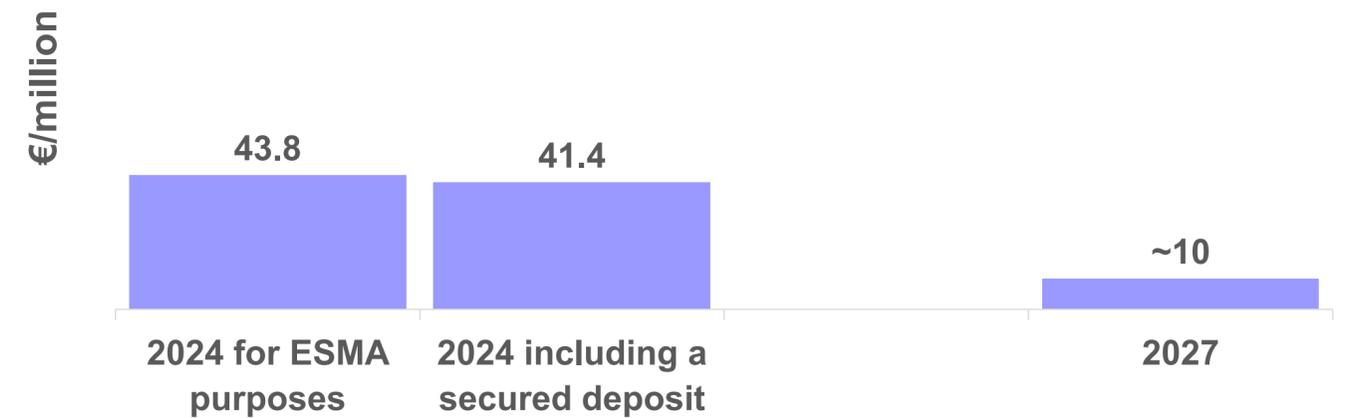
CAGR 2024-27 14%



CUMULATED CAPEX 2025-27

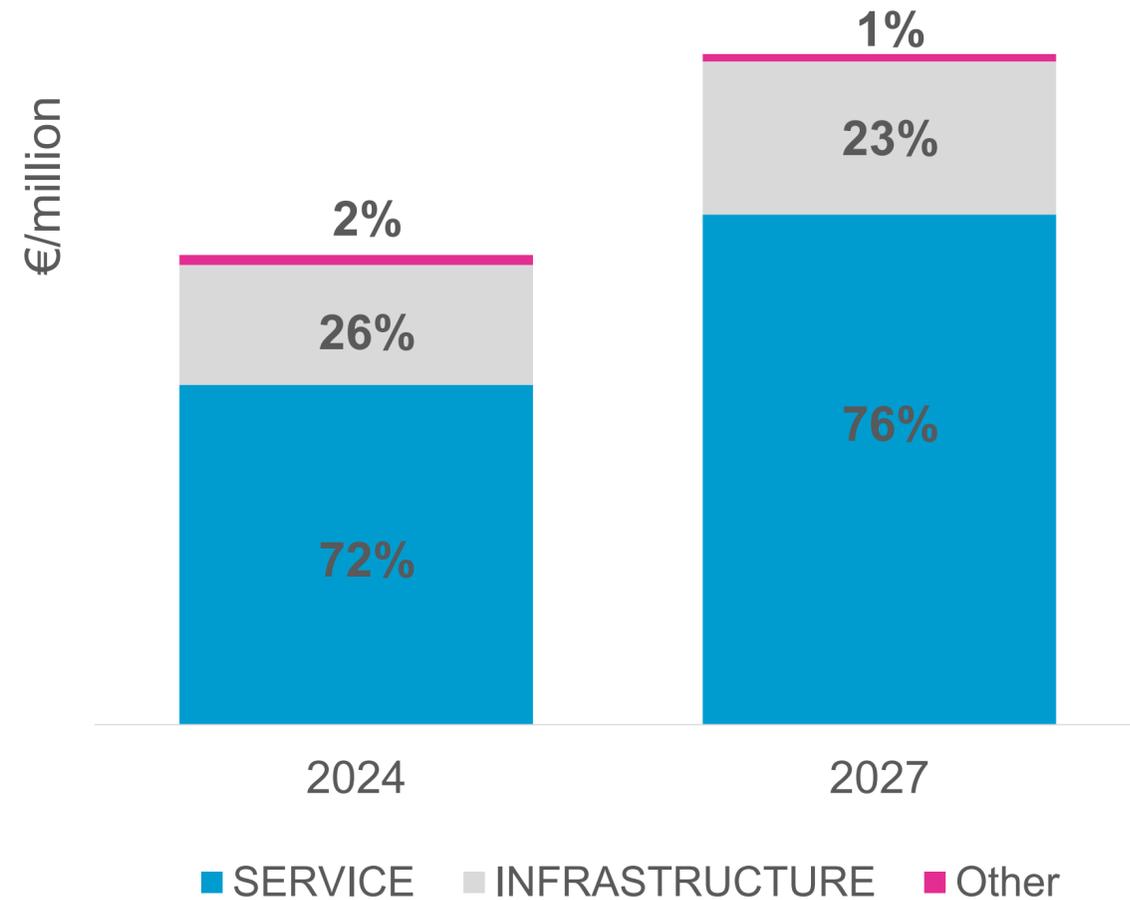


NET FINANCIAL DEBT

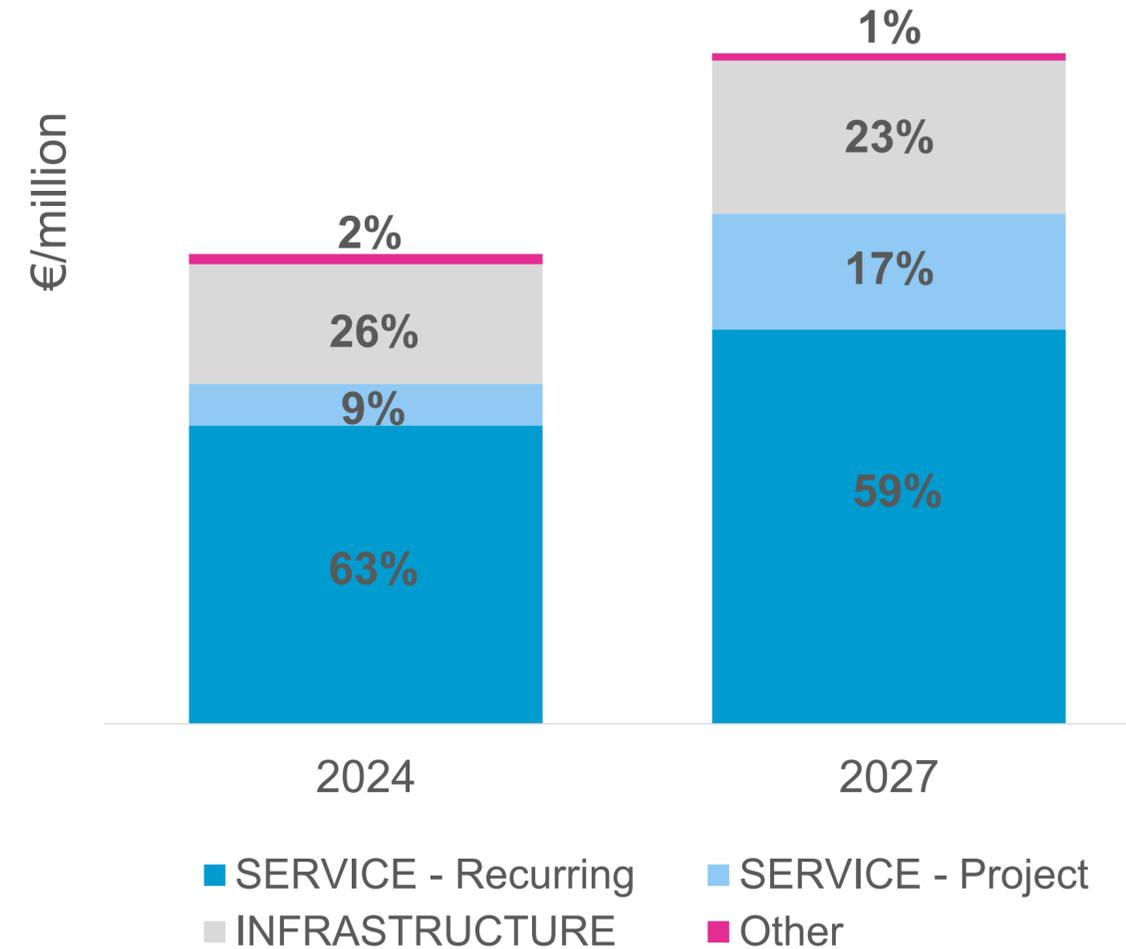


2027 REVENUES BREAKDOWN

REVENUES MIX by Business Line



REVENUES MIX by Type



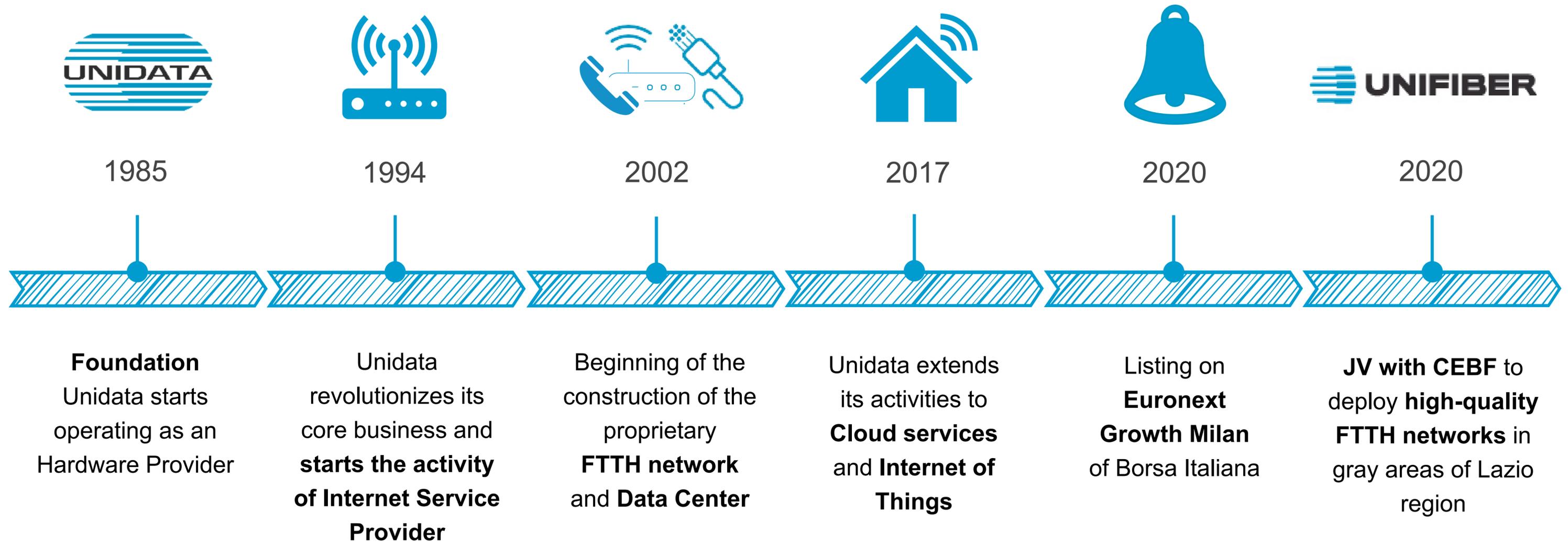
Over time the Mix of contribution to Total Revenues changes in favour of a greater weight of Revenues deriving from the **SERVICE business line** (Fiber & Connectivity, Cloud, Datacenter & IoT)

The basis of **recurring contracts** are the engine of growth together with large Fiber-IoT digital transformation projects

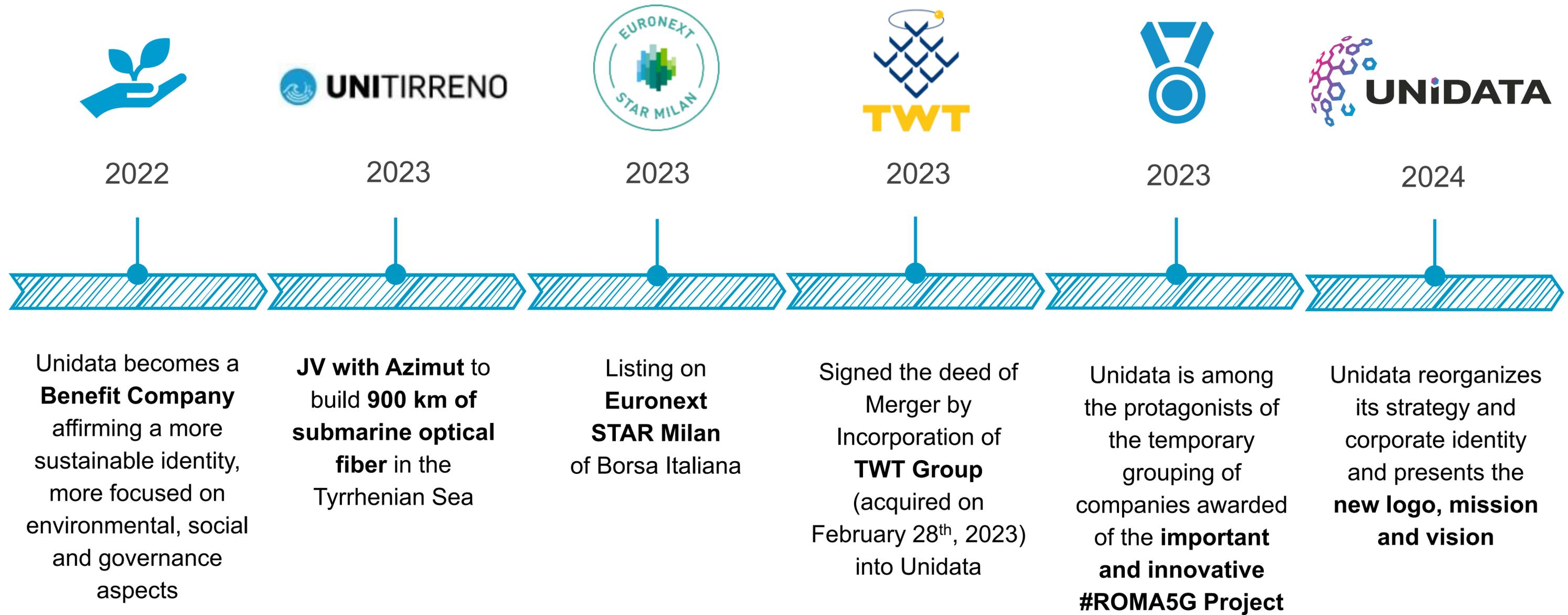
Q&A SESSION

APPENDIX

HISTORY



HISTORY



FIBER & NETWORKING

Unidata Fiber Network infrastructure is concentrated in the most important cities of Lazio Region, where Unidata offers **complete coverage of the territory with Gigafiber**: direct FTTH (Fiber to the Home) connectivity (100% Fiber optic).



Fiber infrastructure construction: Unidata builds the fiber optic network for **Unidata** and **Unifiber** in some key areas, as in the gray areas of Lazio, Puglia, Molise regions.

**ABOUT 7,800 KM OF INFRASTRUCTURE
OVER 500,000 KM OF FIBER OPTIC**



**10GB CONNECTIVITY IN ROME
AND LAZIO REGION**



484,000 HOUSING UNITS CONNECTED



CLOUD & DATA CENTER

The Unidata Group owns 2 Data Centers (Rome and Milan) built in line with the conditions required by **certification standards Rating 4** (formerly TIER IV) with additional features to ensure the highest level of infrastructure security and reliable continuity of service provision.

The Data Center in Rome occupies a surface area of **800 square meters** and the one in Milan of **650 square meters**.

NEUTRAL COLOCATION – MULTI CARRIER



CLOUD SERVICES (IAAS, SAAS AND PAAS)



NETWORK SECURITY - MANAGED SERVICES
DISASTER RECOVERY



IoT & SMART SOLUTIONS

LoRa™ is the new **wireless technology** to support IoT solutions

-  **wide communication range** (several Km) to reach devices
-  **high penetration** to reach any object wherever it is installed
-  **low power consumption** (many years with a single battery)
-  **open standard** to create private public collaborative network
-  **worldwide adopted** with the largest marketplace

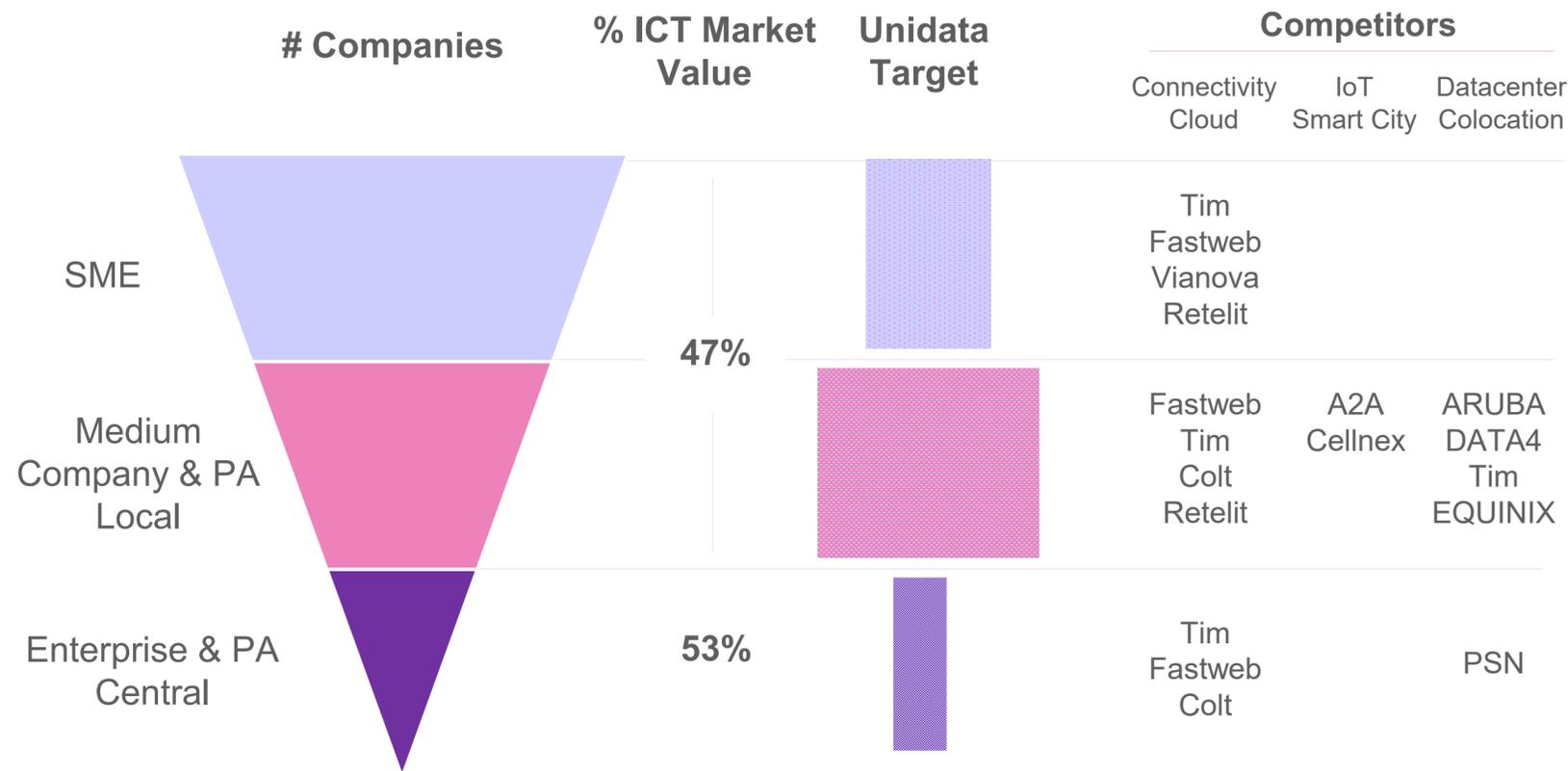
MARKET DRIVERS

-  **Massive Smart Metering**
-  **Smart City**
-  **Smart Grid for Water, Gas and Electricity**
-  **Smart Agriculture**

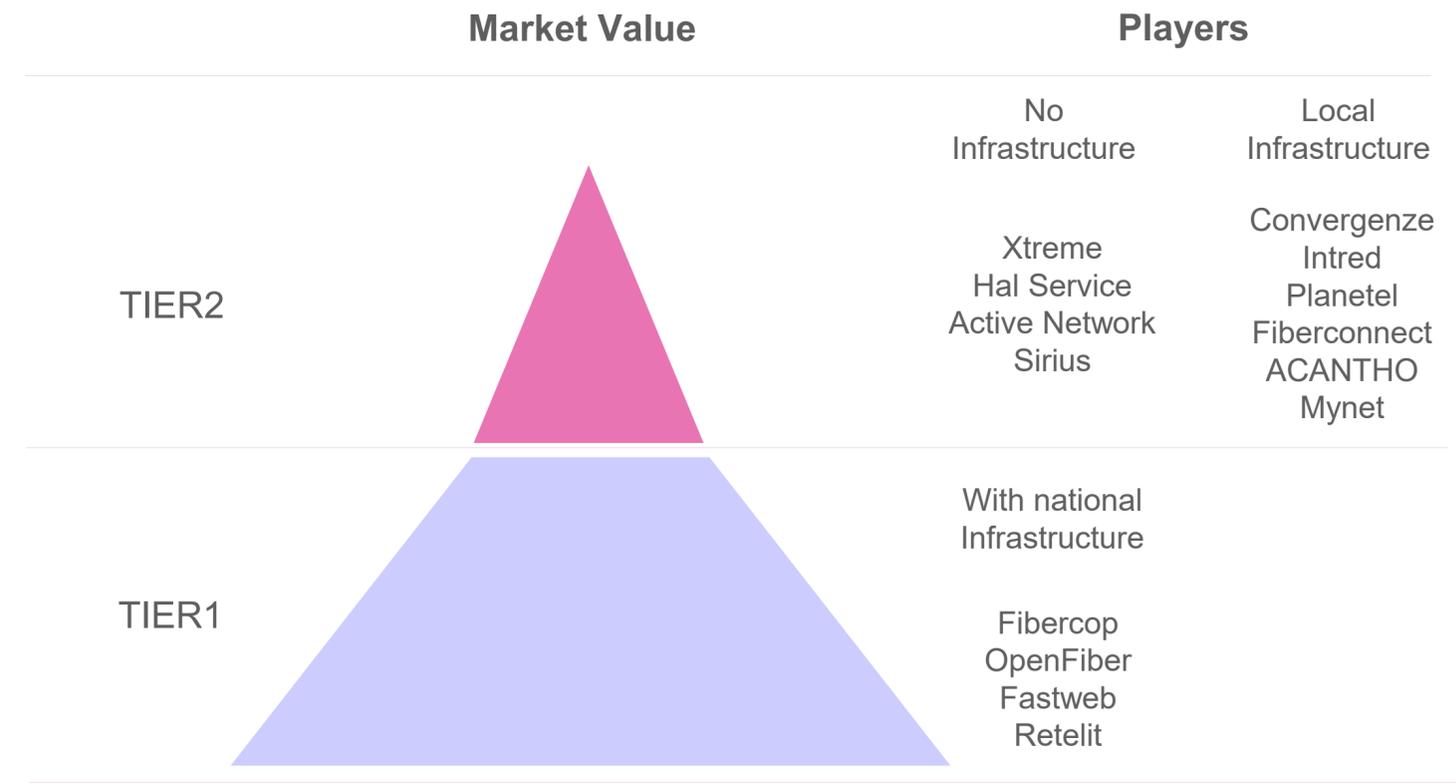


TARGET & COMPETITORS

Target



Competitors



The growth is driven by the technological investments of large organizations (companies and PAs), which represent 53% of the ICT business market and which grow by +4.9%, weighing 22.5 billion euros. However, the market trend is also positive for SMEs. Specifically, investments by micro-enterprises grew by 2.2%, while those of small companies by 3.1%. Growth was higher for medium-sized companies (+3.9%).

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