



LE ECCELLENZE DEL MADE IN ITALY

OCTOBER 1ST, 2025



TODAY'S SPEAKER



Roberto Giacometti

CFO & Investor Relations Officer

Expert in Administration, Finance, Planning and Control. He held the position of General Manager in several Italian and foreign companies and was Director of the National Secretariat of Agesci.

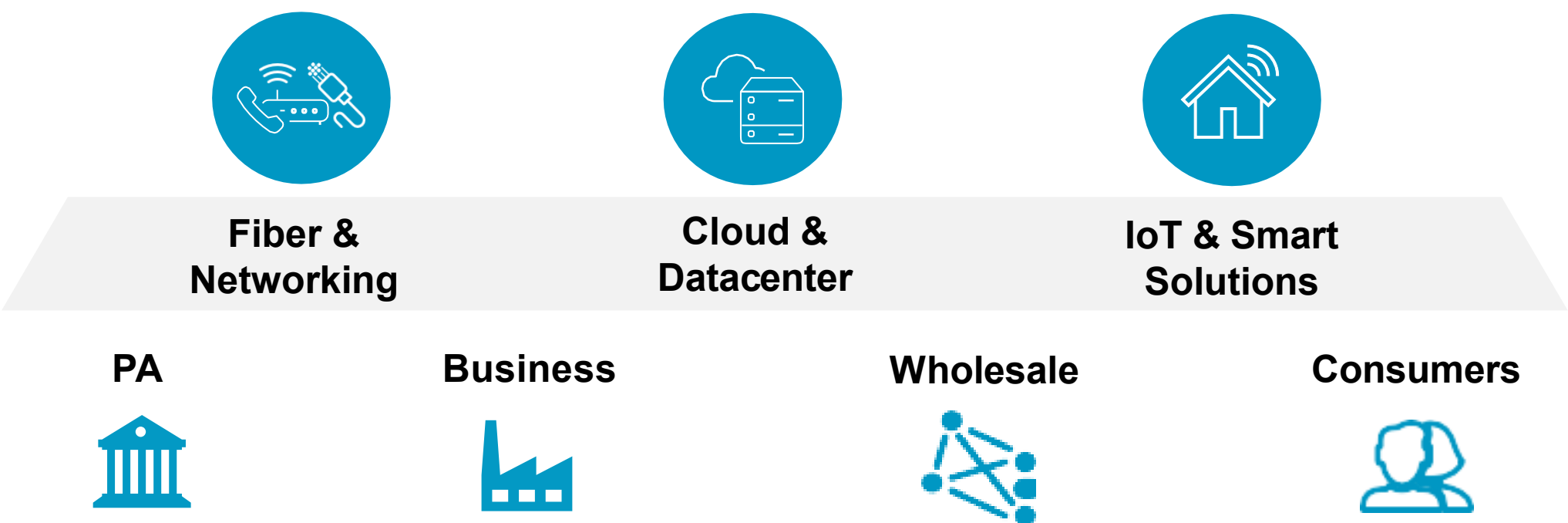
In 2019, he joined Unidata and followed the listing process on EGM, the extraordinary operations and the translisting on EXM - STAR Segment

COMPANY OVERVIEW

COMPANY OVERVIEW

VALUE PROPOSITION

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

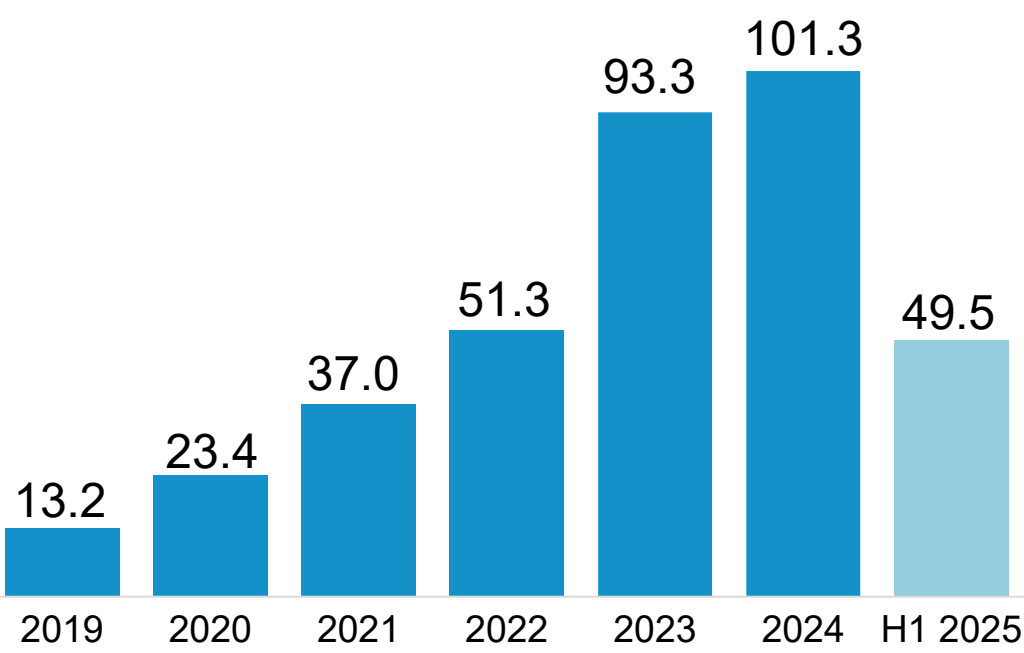


KEY OPERATIONAL DATA

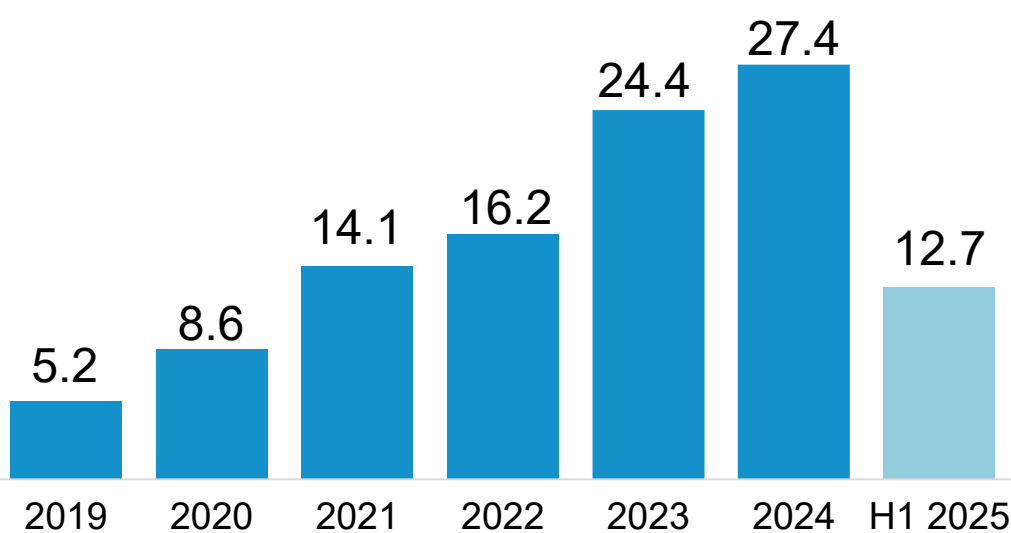
 7,920 km optical fiber laid ¹	 about 492,000 houses covered ¹	 2 Datacenter 800 sqm and 650 sqm
 over 29,300 direct customers ¹	 34,285 Active lines through resellers ¹	 210 Employees

FINANCIAL TRACK RECORD

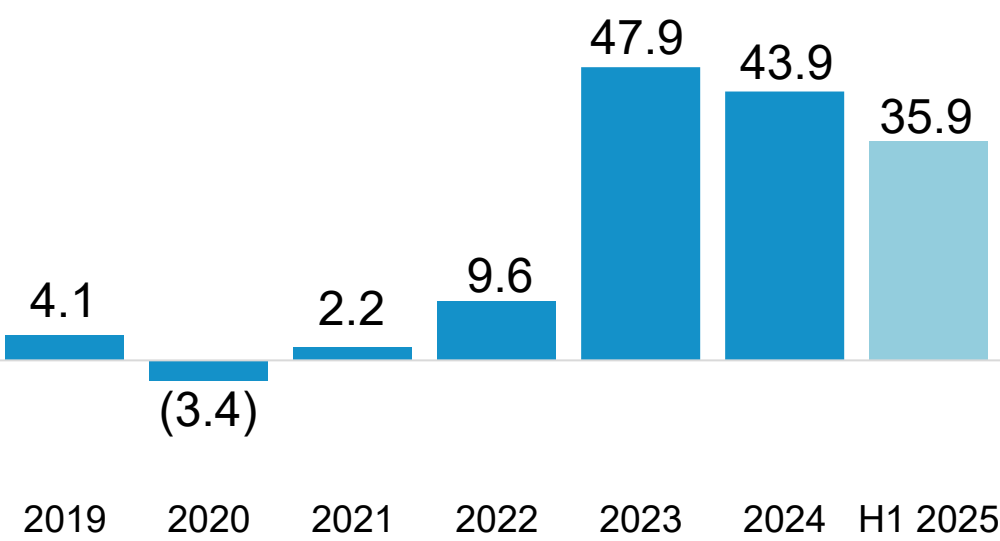
REVENUES



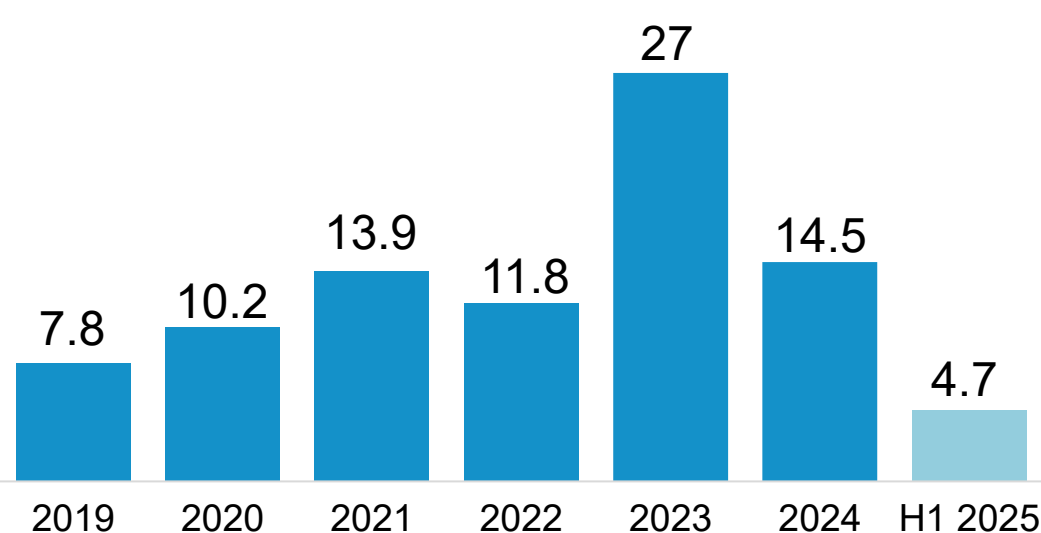
ADJUSTED EBITDA



NET FINANCIAL DEBT



INVESTMENTS



COMPANY'S OFFERING

FIBER & NETWORKING

- **Internet and voice services** for business, wholesale, PA and retail customers with FTTH connectivity (100% Fiber optic).
- **Fiber infrastructure construction:** Unidata builds the fiber optic network for Unifiber in some key areas, as in the gray areas of Lazio and Puglia regions.

About 7,920 km of infrastructure, over 500,000 km of fiber optic

10GB connectivity in Rome and Lazio region

CLOUD & DATACENTER

2 owned Data Centers (Roma TIER IV and Milano TIER III). The Data Center in Roma covers a surface area of **800 sqm** and the one in Milano of **650 sqm**.

Several services:

- 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

IoT & SMART METERING: AWARDED TENDERS



Tender for the **Metropolitan City of Palermo**

Total value of the tender equal to **2.7 million Euros**, for a period of **3 years**



Award in **PPP for Acqua Pubblica Sabina**

Assignment through project financing equal to **9.5 million Euros** for a duration of **14 years**



Award in **Firenze-Prato-Pistoia Metropolitan Area**

Assignment through project financing equal to over **3.5 million Euros** for a duration of **13 years**



Award in **Molise region**

Assignment through project financing equal to over **3.0 million Euros** for a duration of **2 years**



acquedottolucano

Award for **Basilicata region**

Assignment through project financing equal to **0.6 million Euros** for a duration of **2 years**



Award for **Emilia Romagna region**

Assignment equal to **0.3 million Euros**



AZIENDA SERVIZI AMBIENTALI SP.A

Award for **Toscana region**

Assignment equal to **0.3 million Euros**



Award for **Toscana region**

Assignment equal to **0.4 million Euros**

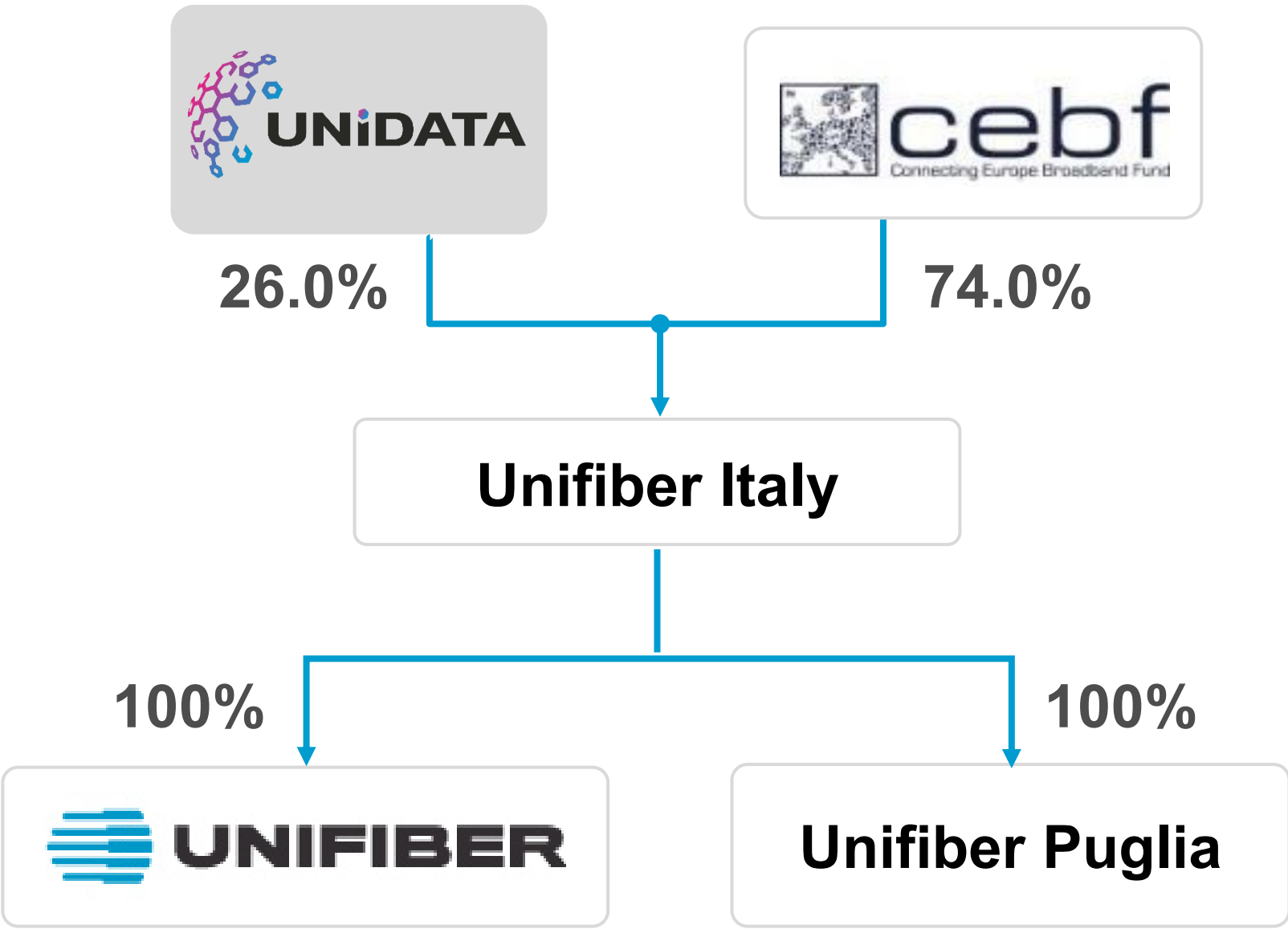
20 MILLION OF TOTAL ORDER VALUE, ABOUT 17 MILLION IN BACKLOG

MAIN PROJECTS & ACHIEVEMENTS

UNIFIBER ITALY (JV WITH CEBF)



Unifiber is a joint venture created with the **Connecting Europe Broadband Fund (CEBF)**¹ with shareholdings in Unifiber Italy, whose objective is to **develop a FTTH access network** in “gray areas”, localized in Lazio and Puglia regions.



INDUSTRIAL ROLE OF UNiDATA



Design, construction and maintenance of the fiber network



Make the fiber network ready to service for customers



Sale to wholesale operators

1) CEBF (Connecting Europe Broadband Fund) is a fund sponsored by Cassa Depositi e Prestiti (IT), Caisse des Dépôts et Consignations (FR), KFW (DE), European Investment Bank, European Commission and other investors.

FINANCIAL STRUCTURE OF THE PROJECT



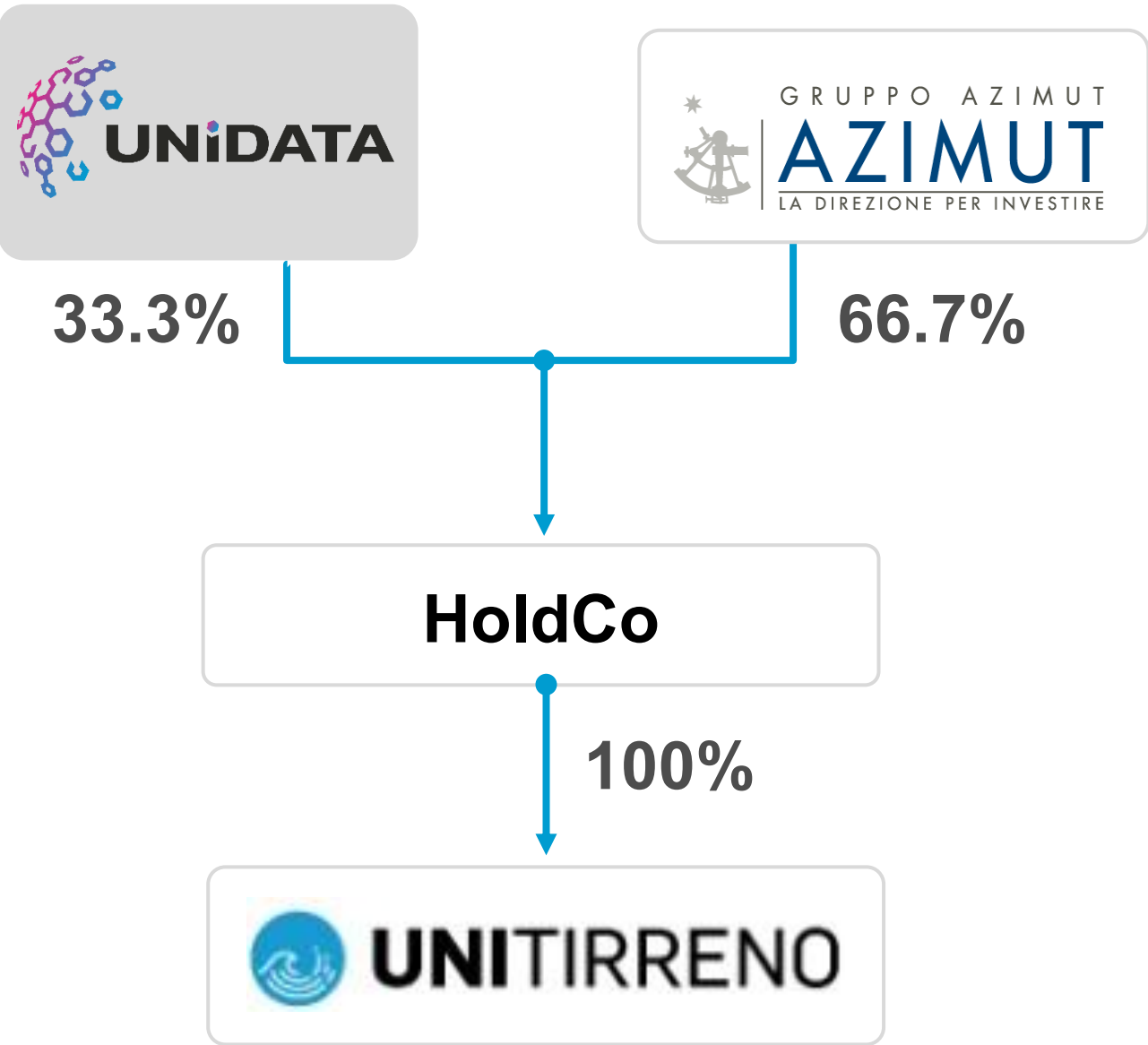
	Investment	% of Investment	% Shareholders	% of Total Investment
Unidata	€ 7.0 mn	~ 19.0%	26.0%	
CEBF	€ 30.0 mn	~ 81.0%	74.0%	
Equity	€ 37.0 mn	100%	100%	41.0%
External and Self Financing	€ 53.0 mn			59.0%
Total Investment 2021 - 2025	€ 90.0 mn			100%

As of 30 June 2025, Unidata already paid € 6.9 million out of its total equity investment.
Unidata has obtained free equity thanks to its role as industrial partner.


UNITIRRENO (JV WITH AZIMUT)




Unitirreno is a joint venture with *Azimut - Fondo Infrastrutture per la Crescita ESG*¹ with the objective to create a **submarine cable system in the Tyrrhenian Sea** of about **900 km** from Mazara del Vallo to Genova, with a junction point near Roma-Fiumicino and one in Sardegna region.



INDUSTRIAL ROLE OF UNiDATA

**Operational management:**

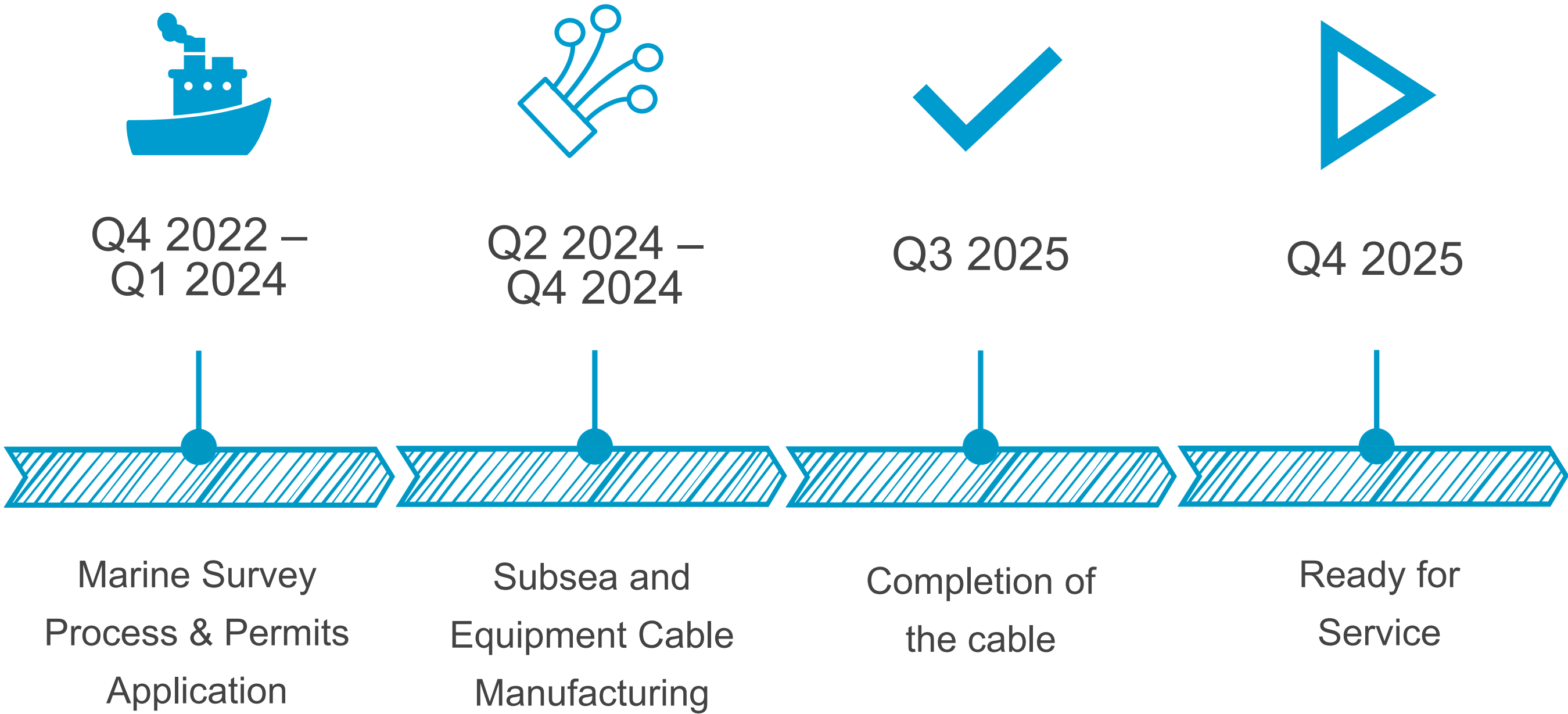
- *Cable landing station*
- *Network Operations Center*
- *Security Operations Center*

**Sale to domestic customers**



1) Fondo Infrastrutture per la crescita – ESG is a fund established and managed by Azimut Libera Impresa, invests in social infrastructures in order to generate a positive and sustainable growth of the economy, environment and society with an ESG approach

THE SHORTEST AND MOST RELIABLE PATH TO NORTHERN EUROPE



KEY INDUSTRIAL PARTNERS



Marine Deployment



System vendor

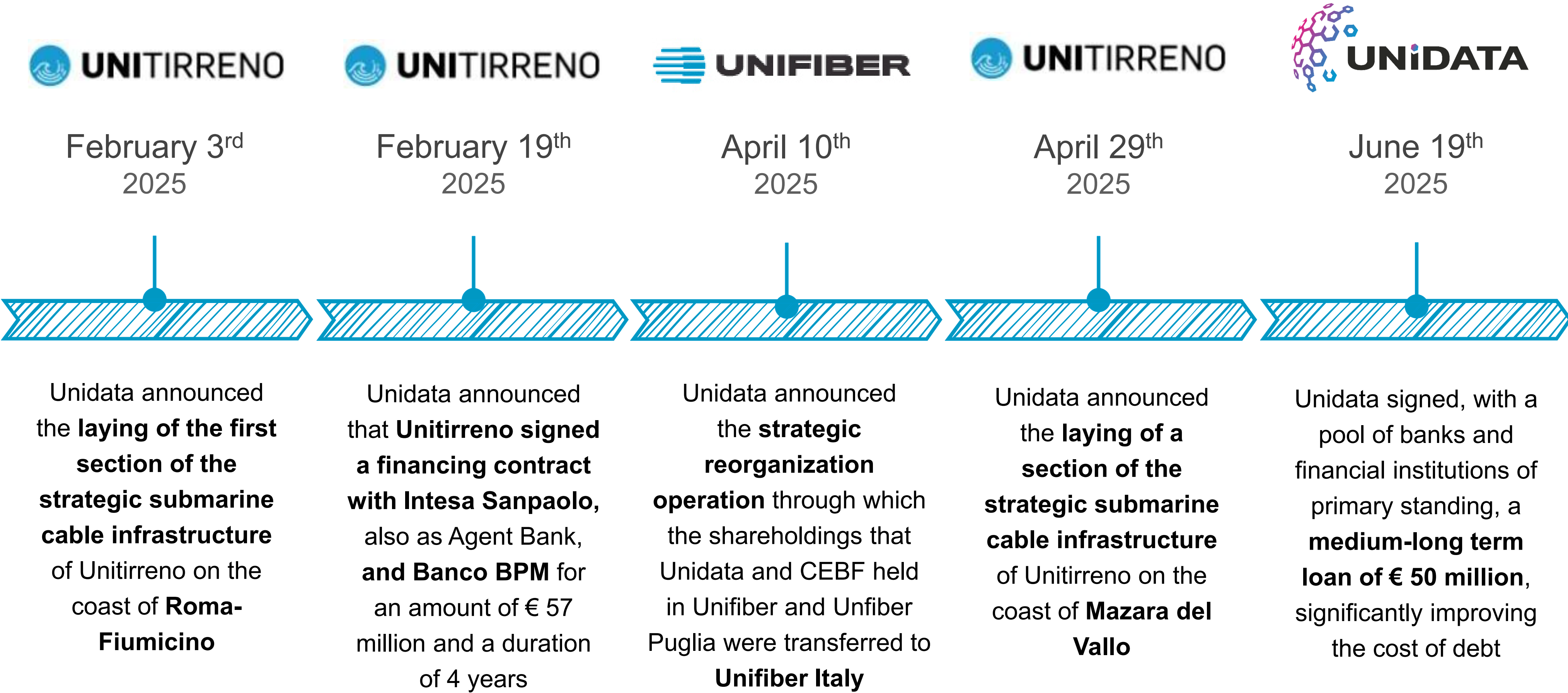
FINANCIAL STRUCTURE OF THE PROJECT



	Investment	% of Equity	% of Total Investment
Unidata	€ 12.0 - 18.0 mn	~ 33.3 - 51.0%	
Azimut	€ 18.0 - 24.0 mn	~ 49.0 - 67.7%	
Equity	€ 36.0 mn	100%	45.0%
External and Self Financing	€ 44.0 mn		55.0%
Total Investment 2022 - 2025	€ 80.0 mn		100%

As of 30 June 2025, Unidata already paid € 7.6 million out of its total equity investment.
Unidata equity investment could be up to € 18 million, due to an option to increase its participation to own a majority stake.

MAIN ACHIEVEMENTS H1 2025



KEY FINANCIALS

FINANCIAL HIGHLIGHTS UNIDATA GROUP H1 2025

49.5 M€

Revenues
in line YoY
(49.2 M€ in H1 2024)

12.7 M€

Adjusted EBITDA
+2%
(12.4 M€ in H1 2024)

35.9 M€

NFD
(43.8 M€ as of
31 December 2024)

29,317

Direct Customers
+6% vs FY 2024
and **34,285** Active lines
through resellers

7,920 km

Optical Fiber
+320 km
(7,600 in FY 2024)¹
492,570 households covered

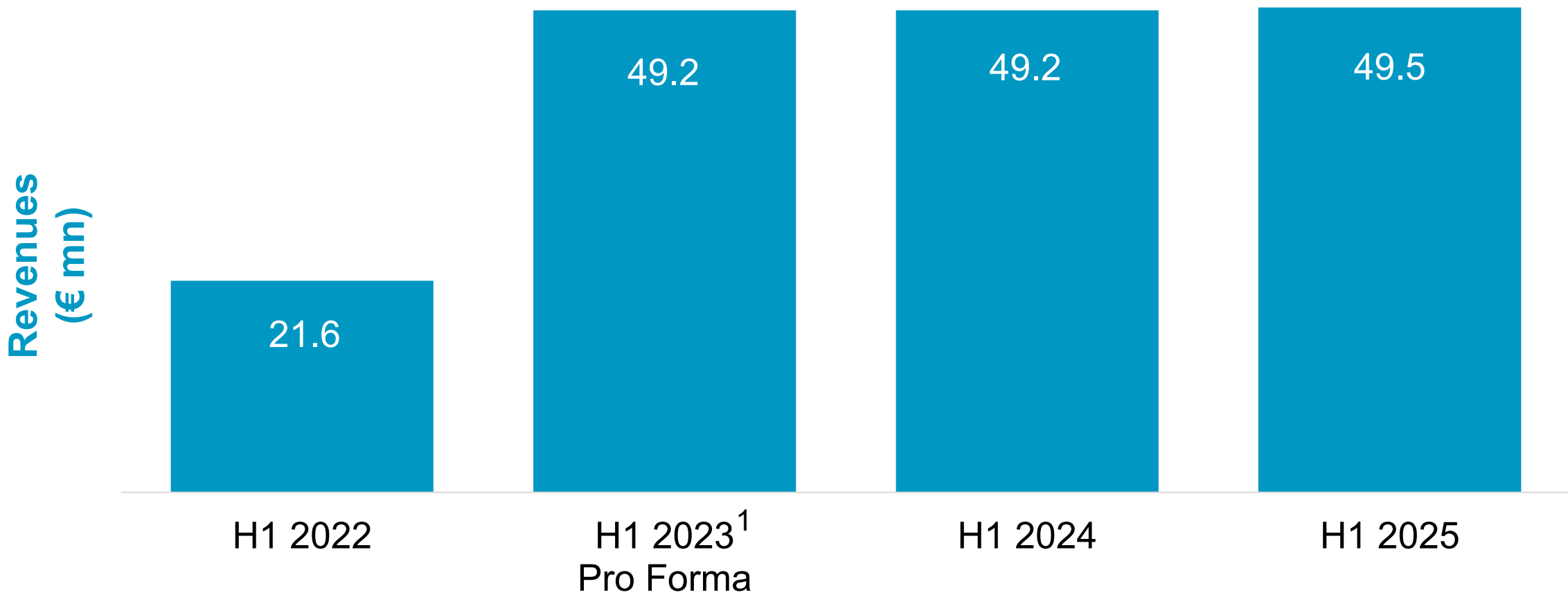
4.7 M€

Total Investments
in tangible, intangible and
financial assets

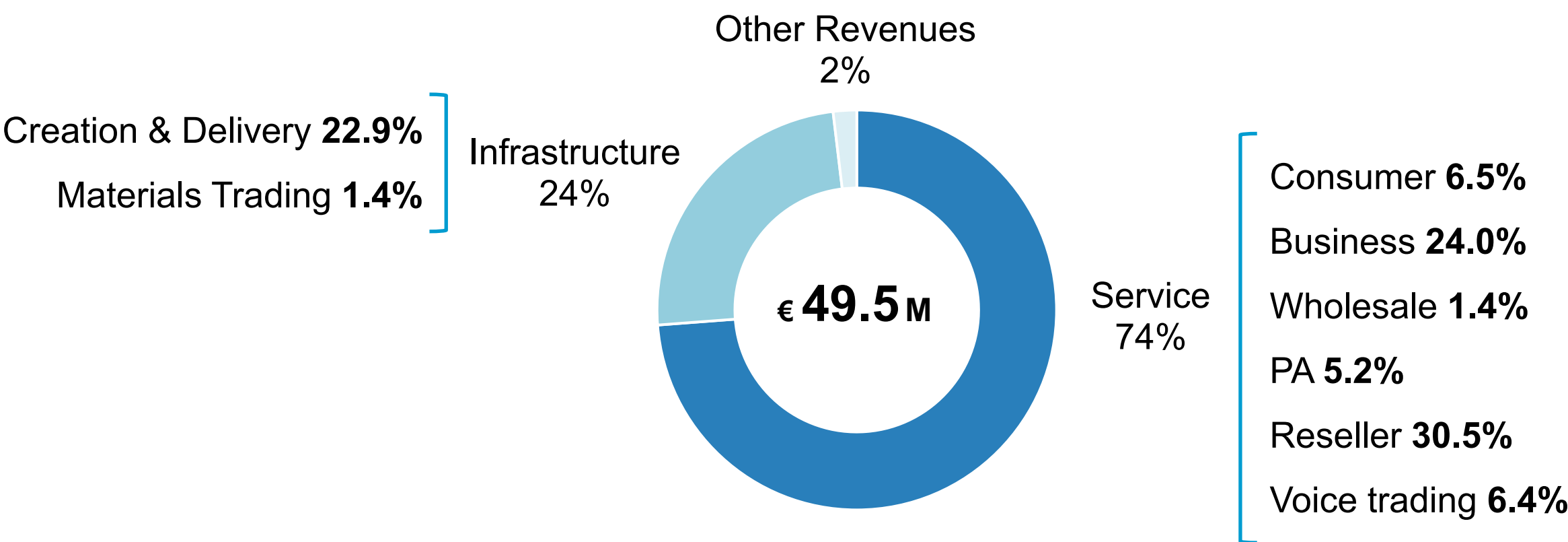
FINANCIAL HIGHLIGHTS - REVENUES & CUSTOMERS

Unidata Group's consolidated revenues are in line with H1 2024, confirming the inversion of the revenues mix with an increase in the percentage weight of Service Revenues.

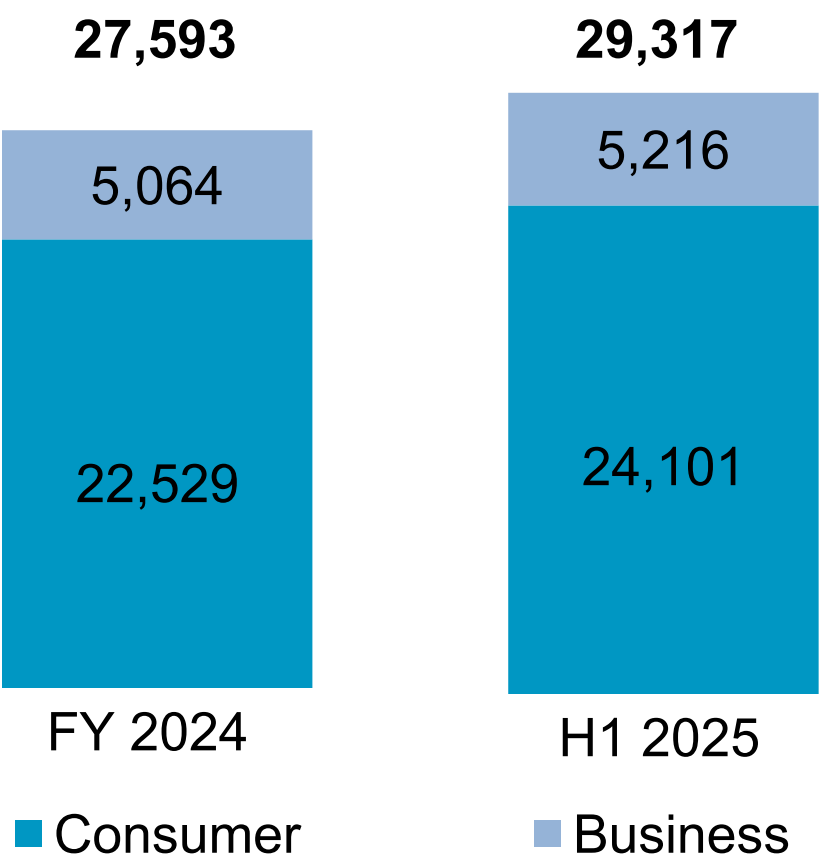
Service Revenues recorded an increase (+2%), thanks to a good growth in revenues from consumers, while **Infrastructure Revenues** recorded a slight decrease YoY (-4%).



Revenues H1 2025 breakdown



Number of customers H1 2025



Direct Customer growth:
Business (+3% YoY)
Consumer (+7% YoY)

Active lines through resellers
34,285

1) Pro forma data refer to the pro-forma economic data as of 30 June 2023, i.e. including the TWT Group in the consolidation for the entire period.

UNIDATA GROUP - CUSTOMERS H1 2025

29,317

Unidata Group Consumer and Business Customers



34,285

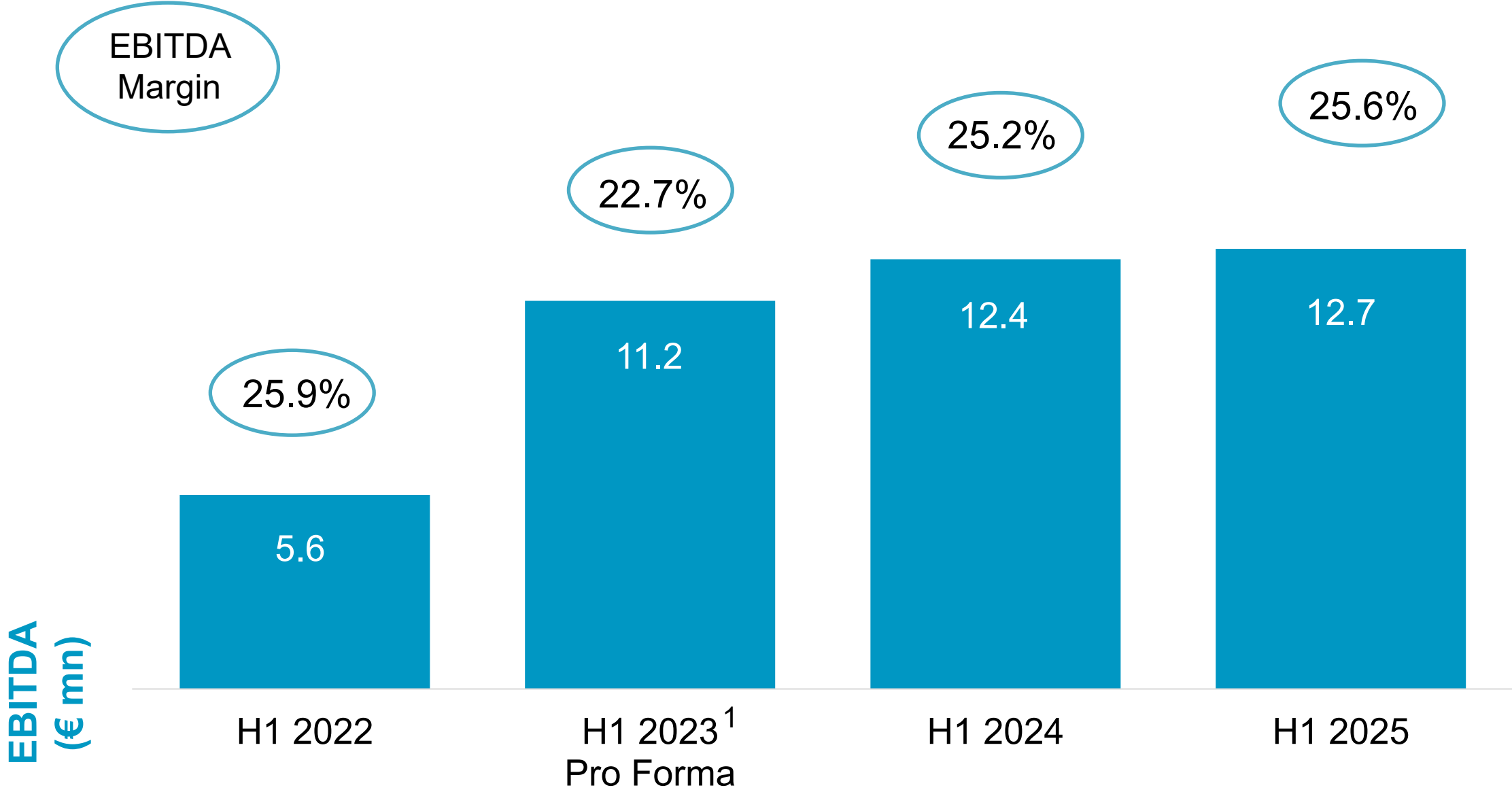
Active lines at national level through a network of about 370 partners



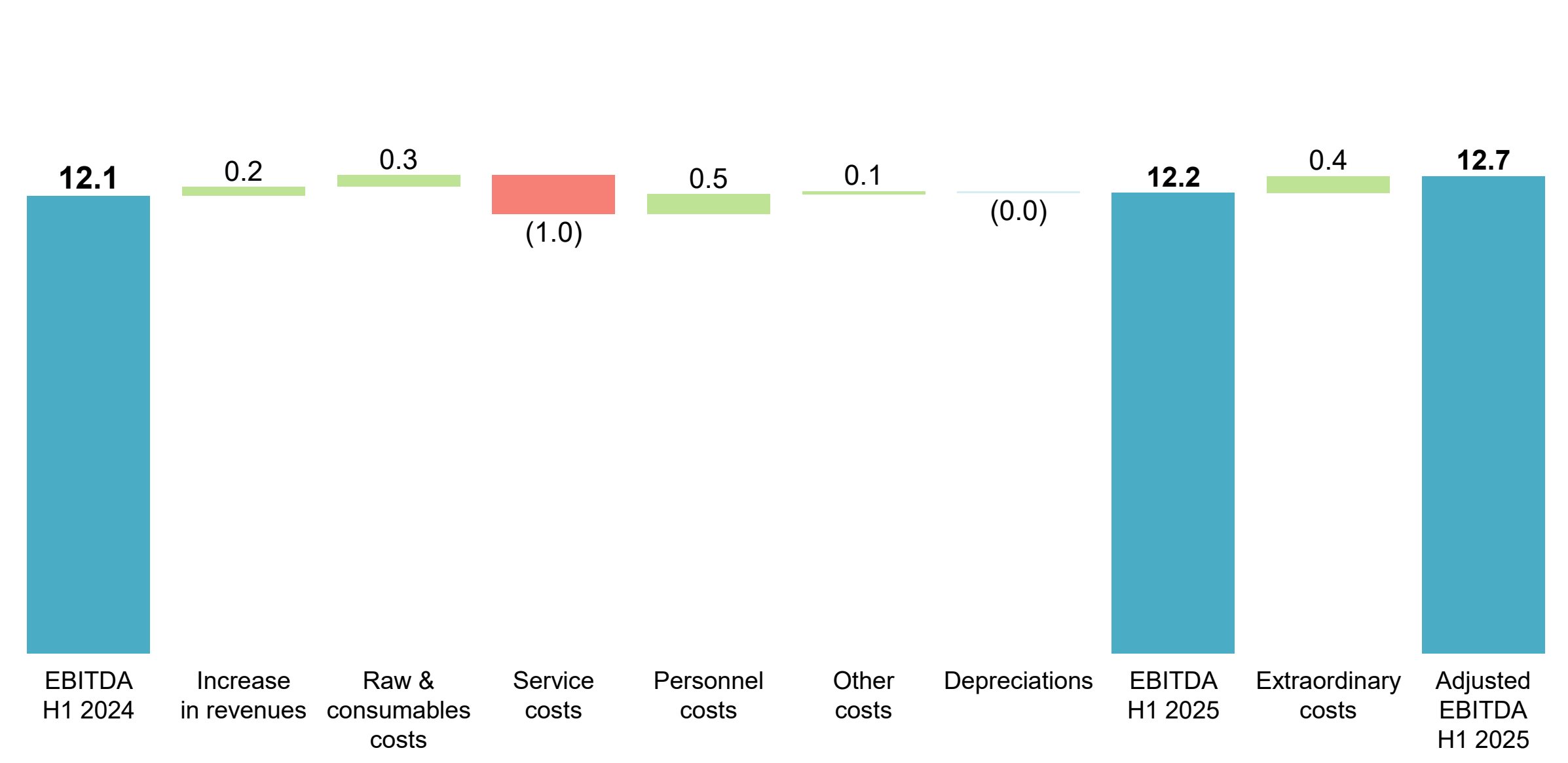
63,602

FINANCIAL HIGHLIGHTS - EBITDA

Adjusted EBITDA & Margin

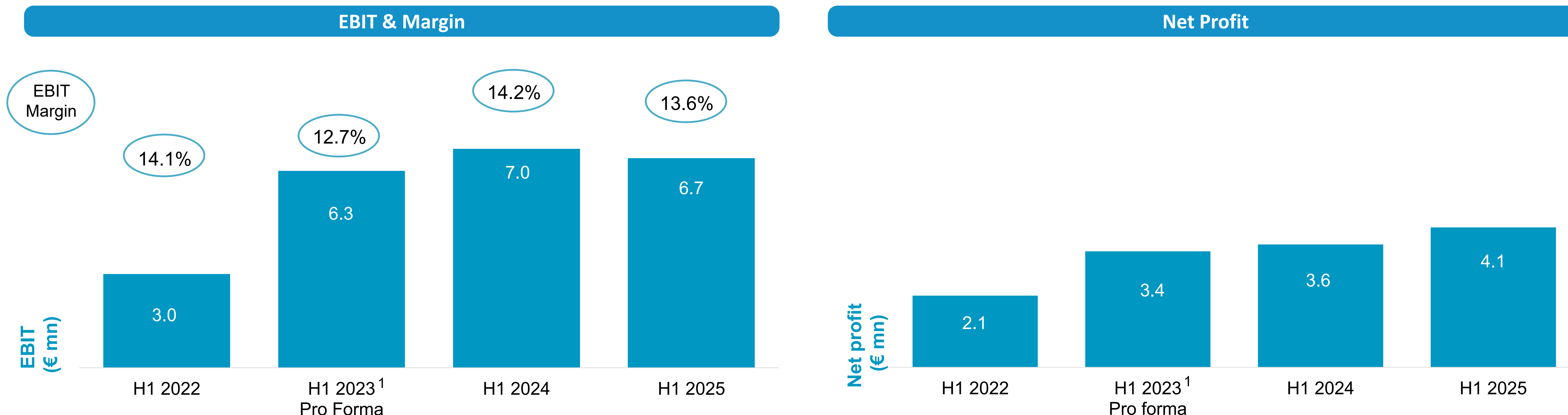


EBITDA Bridge



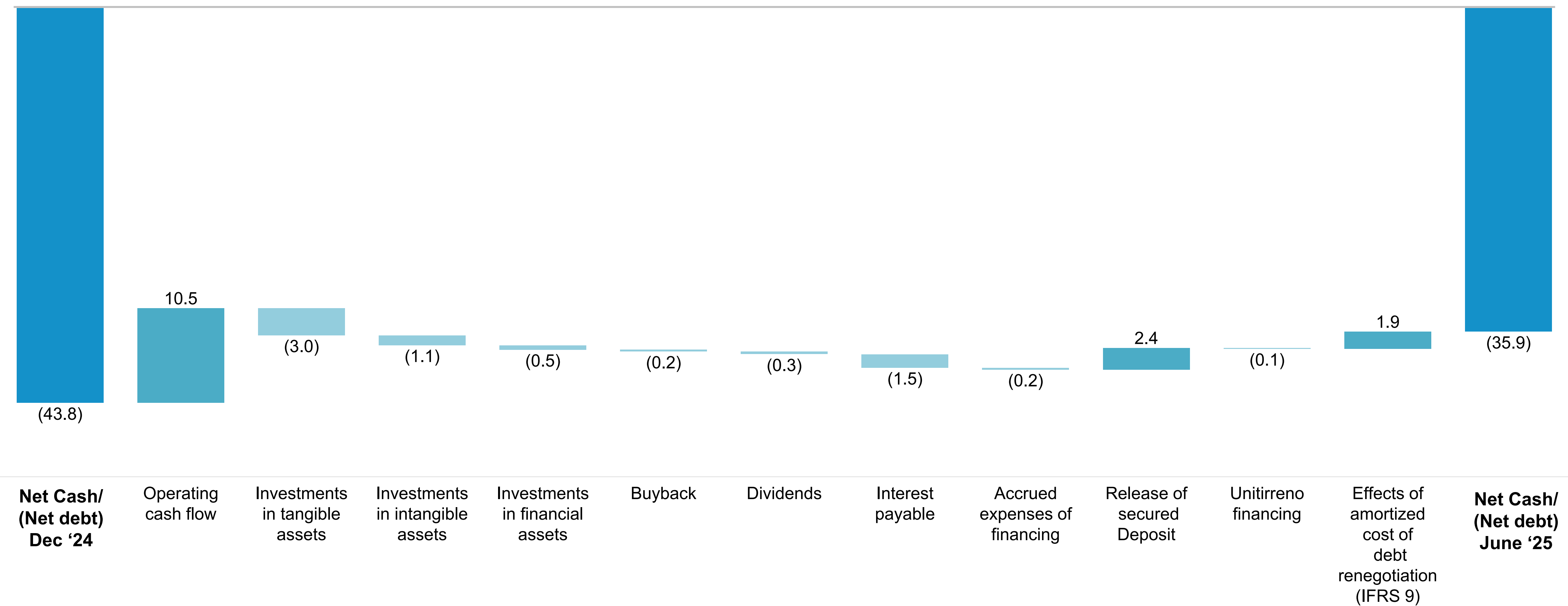
- The improvement in **EBITDA** is essentially linked to the increase in Revenues with high added value, the reduction in the Cost of Goods Sold linked to lower Infrastructure Revenues, despite an increase in Service costs due to the increase in costs relating to Consumer customers as a result of the growth in corresponding revenues.
- **Adjusted EBITDA**, equal to **€ 12.7 million**, is calculated net of € 0.4 Million of extraordinary costs

FINANCIAL HIGHLIGHTS - EBIT & NET PROFIT



- **EBIT**, equal to **€ 6.7 million**, recorded a slight decrease compared to the first half of 2024 (€ 7.0 million) due to an increase in depreciation and amortization linked to higher investments.
- **Financial expenses** (net of respective income), equal to **€ 0.9 million**, recorded a decrease of 49.8%, mainly due to the recognition of a non-monetary financial income, equal to € 1.9 million, in line with the requirements of IAS IFRS 9 as part of the renegotiation of the € 50 million loan which took place on 19 June 2025.

NET FINANCIAL DEBT BRIDGE



OUTLOOK FY 2025

Revenues

103 - 108 M€

Adjusted EBITDA

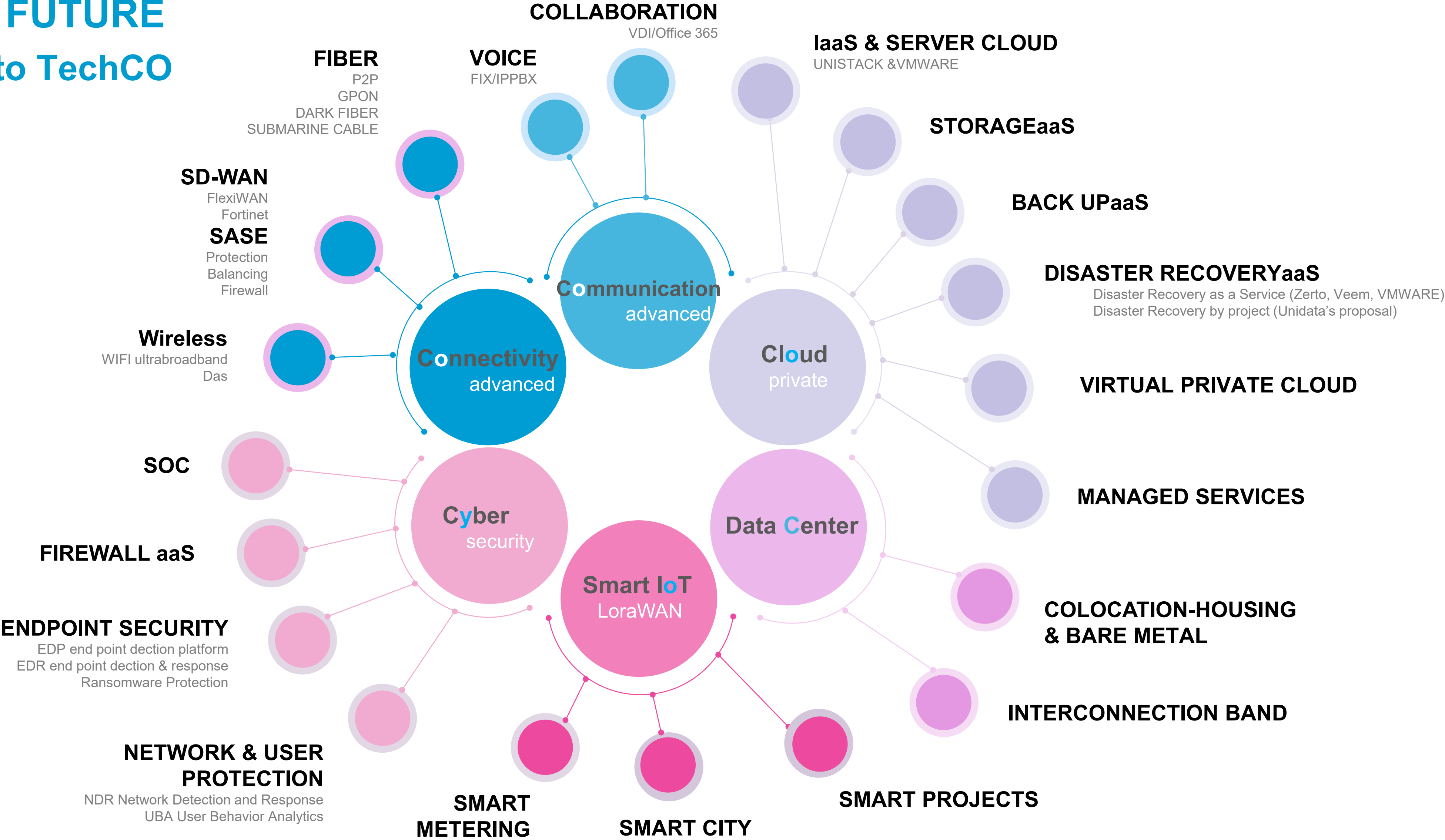
28 - 29.5 M€

Net Financial Debt

36 - 38 M€

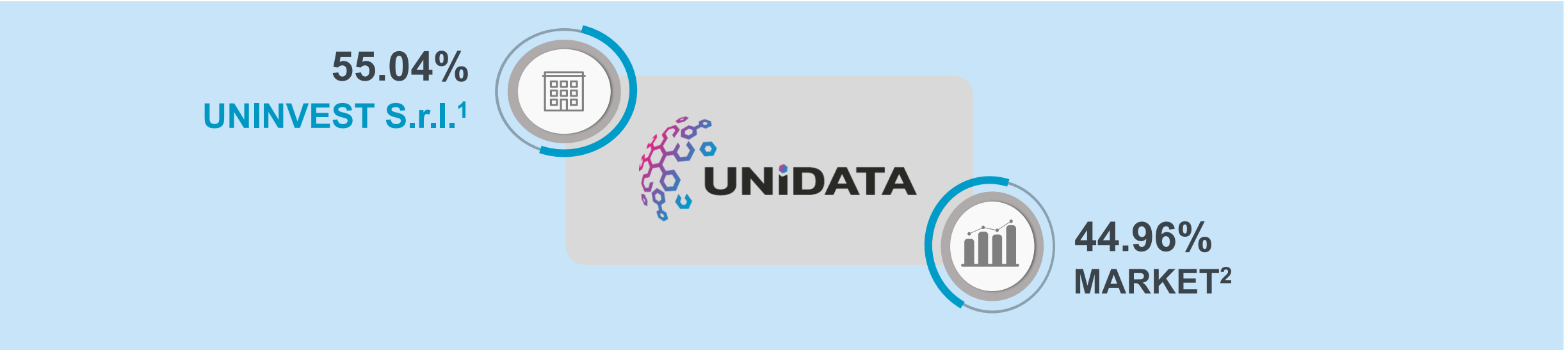
UNIDATA'S FUTURE

From TelCO to TechCO






APPENDIX

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

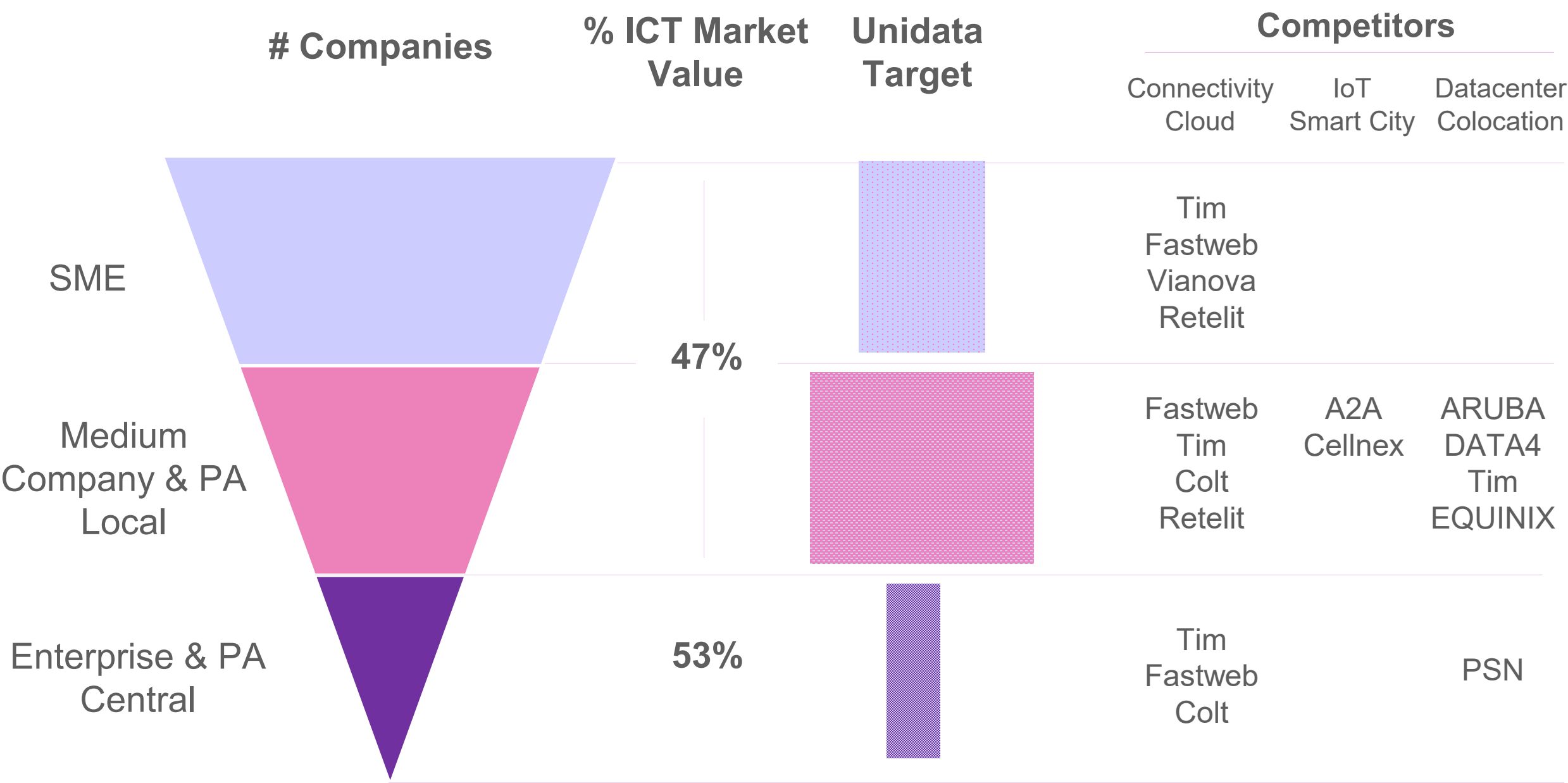
BOARD OF STATUTORY AUDITORS		
 Antonia Coppola Auditor	 Pierluigi Scibetta Chairman of the BoSA	 Luigi Rizzi Auditor

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
	Chief Commercial Officer Roberto Forte		Chief Operating Officer Giovanni De Nichilo
Line functions	Chief Technical Officer Giampaolo Rossini		Innovation, Research & Development Patrizio Pisani

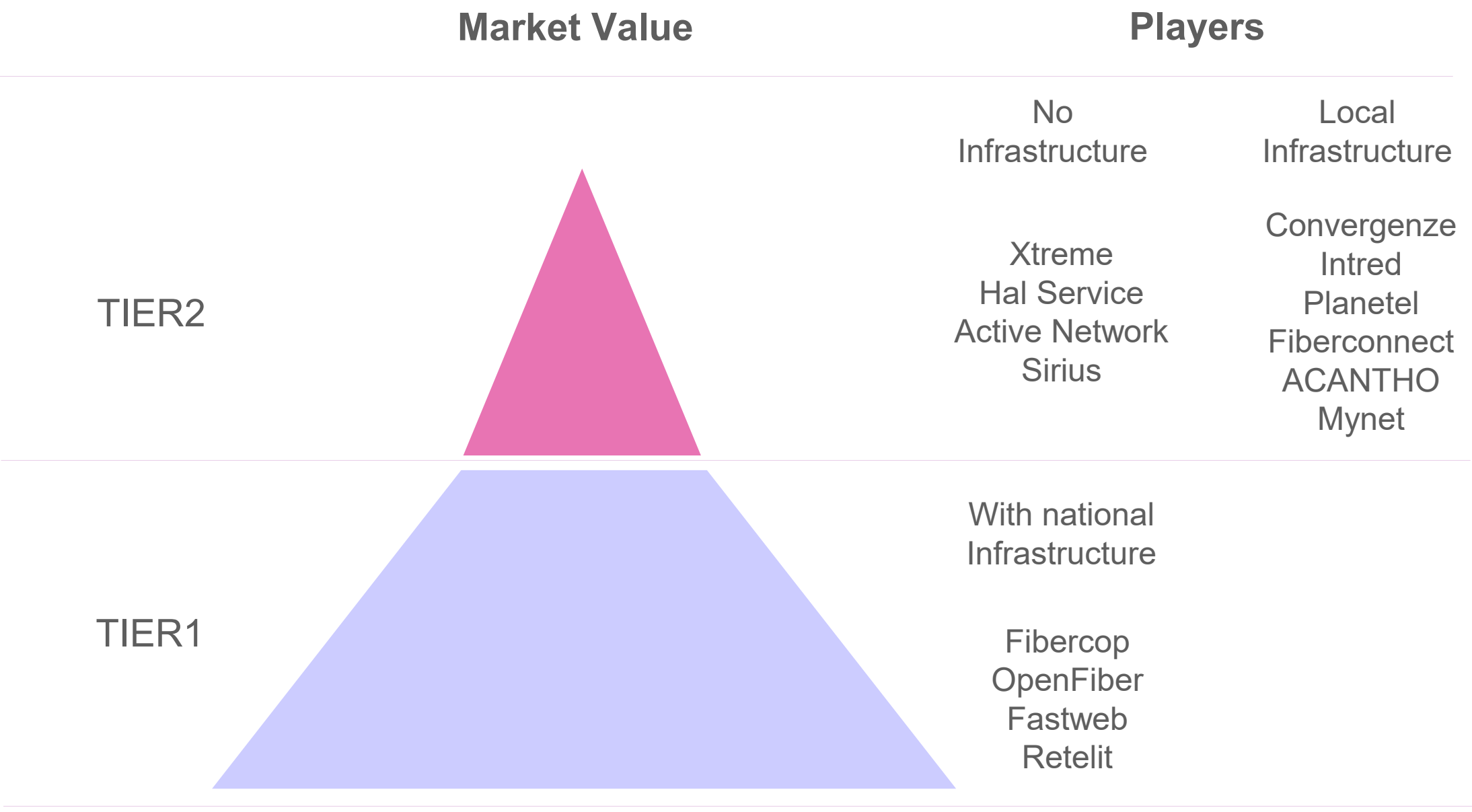
1) Equally owned by R. Brunetti, M. Vispi and C. Bianchi; 2) Including treasury shares.

TARGET & COMPETITORS

Target



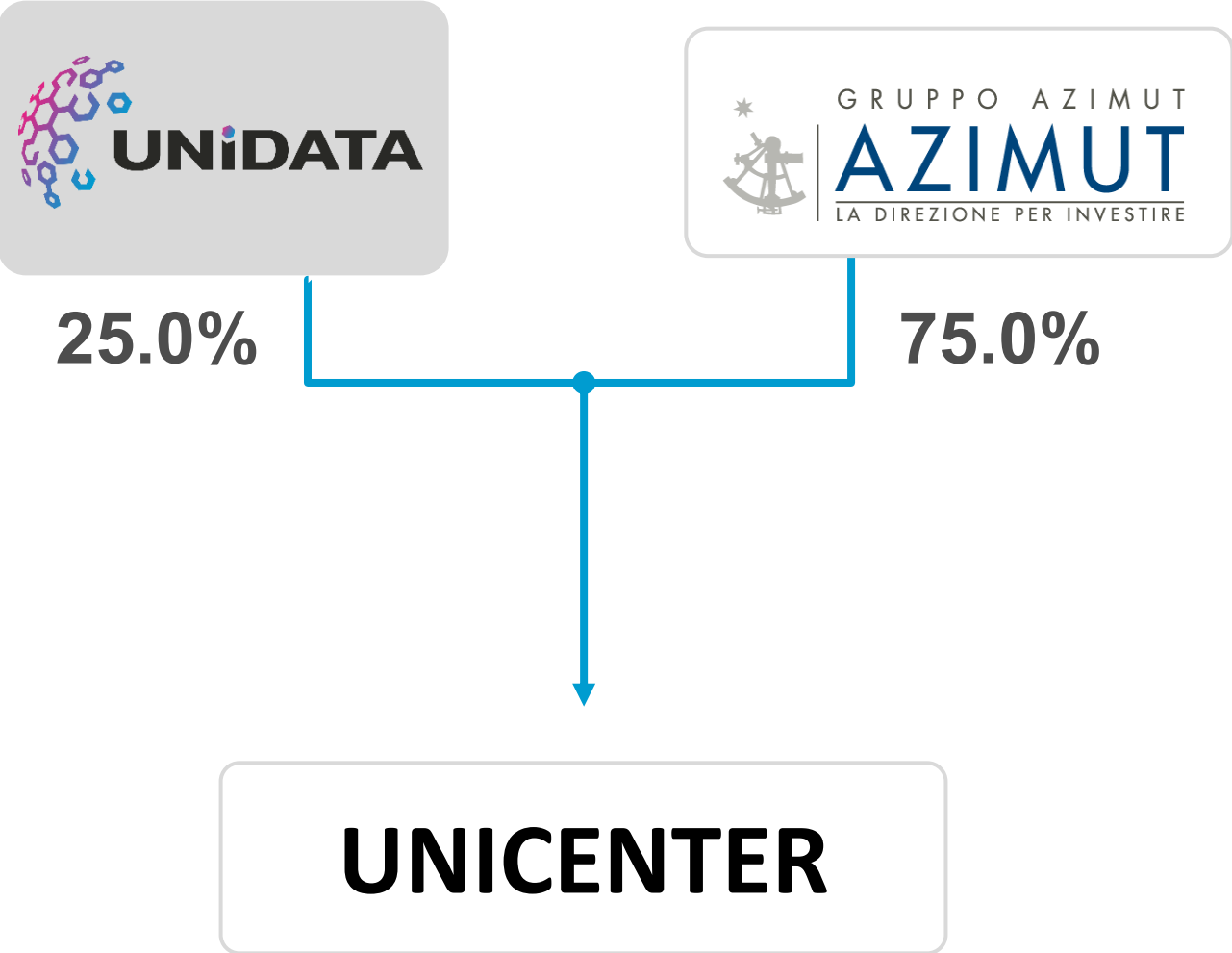
Competitors




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%).


UNICENTER (JV WITH AZIMUT)


Unidata signed an investment agreement with *Azimut - Fondo Infrastrutture per la Crescita ESG*¹ to create a joint venture, named Unicenter, whose objective is to build a **green and neutral Tier IV datacenter** in Rome about **20 MW** and **3,200 rack capacity** for a total area of **20,000 sqm**.



INDUSTRIAL ROLE OF UNIDATA

**Support in the design and construction of the data center**

**Operational management**

**Sale to B2B and wholesale**

1) Fondo Infrastrutture per la crescita – ESG is a fund established and managed by Azimut Libera Impresa, invests in social infrastructures in order to generate a positive and sustainable growth of the economy, environment and society with an ESG approach

FINANCIAL STRUCTURE OF THE PROJECT

	Investment	% of Investment	% Shareholders
Unidata	€ 5.7 mn	10.0%	25.0%
Azimut	€ 51.3 mn	90.0%	75.0%
Equity	Eu 57.0 mn	100%	100%

As of 30 June 2025, Unidata has not paid any amount of its total equity investment because the project has not yet started.

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