



PRESS RELEASE

THE UNIDATA BOARD OF DIRECTORS EXAMINES THE OPERATING RESULTS OF THE THIRD QUARTER OF 2020

- Revenue growing strongly (+38.8% YoY)
- Net Financial Position positive (cash) at 8.3 million euros
- Number of customers increases by 24.2% YoY
- Increase of 125 km of fiber optics to a total of 2,765 km

Rome, 11 November 2020 - Unidata S.p.A., a Telecommunications, Cloud and IoT service provider listed in the AIM Italia section of the Italian Stock Exchange, reports that the Board of Directors in its meeting today chaired by Renato Brunetti, examined the operating results for the third quarter of 2020, drafted in accordance with Italian accounting principles.

In summary, the figures for the third quarter of 2020 are as follows

Unidata concludes the third quarter of 2020 with revenue for the period of approximately 4.1 million euros (an increase of 38.8% on the same period in 2019, which was 2.9 million). Turnover in the third quarter (revenue before accruals and deferrals) is approximately 6.6 million euros, compared with around 5.4 million in the same period in 2019.

The increase in Turnover and Revenue for the period is primarily attributable to the Fiber & Networking division.

To 30 September 2020 the company reports a positive (cash) NFP of 8.3 million euros (of which 5.4 million is due to IPO funding) compared with 9.6 million euros at 30 June 2020.

The third quarter of 2020 shows an ARPU essentially in line with the previous quarter and the 2019 value; specifically, the ARPU for business customers is approximately 410 euros, compared with around 420 euros in Q2 of 2020 and 425 euros in Q3 of 2019, while the ARPU for residential (retail) customers in Q3 of 2020 is approximately 20 euros, against 21 euros in Q2 of 2020 and Q3 of 2019.



The third quarter of 2020 also shows a considerable increase in customers, up 24.2% on the same period of the previous year and 20.9% compared with the period ending 31 December 2019. This increase applies to nearly all market segments; specifically Business customers increased by 9.2% on the same period in 2019 and 6.8% compared with the period ending 31 December 2019, while Retail customers showed an increase of 29.0% on the same period in 2019 and 25.3% compared with the period ending 31 December 2019. The Wholesale segment shows a decrease compared to the third quarter of 2019, and remains in line with the period to 31 December 2019.

	Q3 2020	%	Q3 2019	%	VARIATION	31 DEC 2019	%	VARIATION
Total Customers	8,551	100%	6,887	100%	24.2%	7,075	100%	20.9%
Business Customers	1,799	21%	1,647	23.9%	9.2%	1,685	23.8%	6.8%
Retail Customers	6,739	78.8%	5,225	75.9%	29%	5,377	76%	25.3%
Wholesale Customers	13	0.2%	15	0.2%	(13.3) %	13	0.2%	0%

Between 30 June and 30 September 2020, the fiber optic network expanded by 125 km of proprietary cabling, reaching a total of 2,765 km.

Unidata president Renato Brunetti: *"Our growth continues strongly in the third quarter of a year marked by serious uncertainty and a general slowdown of the economy. Unidata's strategic vision, its continuous investment in new technologies and its widespread presence in the region have allowed the company to respond promptly to market demand and the Covid-19 crisis, and to this end we are working tirelessly to provide new connections for businesses and private individuals, along with increasingly innovative products and services. The results we have achieved, thanks to the hard work of all involved, are extremely gratifying and allow us to face the future with increased confidence and peace of mind".*

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

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UNIDATA S.p.A. is 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 more than 2,700 km and constantly expanding, a wireless network and a proprietary data center, it supplies over 8,500 business, wholesale and domestic 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); listed on the AIM Italia section of the Italian Stock Exchange.

News and information about the company are available at www.unidata.it.