



PRESS RELEASE

## THE UNIDATA BOARD OF DIRECTORS EXAMINES THE OPERATING RESULTS FOR THE FOURTH QUARTER OF 2020

- Turnover in strong growth (+43.6% YoY)
- Increase in customer numbers +34% YoY
- + 220 km of fiber, giving a total of 2,985 km
- Net Financial Position positive (cash) at 5.9 million euros

**Rome, February 10, 2021** – Unidata S.p.A., operator of Telecommunications, Cloud and IoT services, and listed on the AIM Italia market of the Italian Stock Exchange, announces that the Board of Directors, meeting today under the chairmanship of Renato Brunetti, has examined the operational data for the fourth quarter of 2020, prepared in accordance with Italian accounting principles (OIC).

### ***Summary of the figures for the fourth quarter 2020***

Unidata closes the fourth quarter of 2020 with revenues of approximately 7.2 million euros (up 43.6% compared to the same period of 2019, which showed revenues of 5 million euros). Turnover for the fourth quarter (revenue before accruals and deferrals) amounted to approximately 13.2 million euros, compared to approximately 11.4 million euros for the same period in 2019.

The increase in turnover and revenues pertaining to this period is generated mainly by the Fiber & Networking line of business.

The company reported a positive NFP at 31 December 2020 (cash) of 5.9 million euros, compared to approximately 8.3 million euros at 30 September 2020. It should be considered that the company's participation in Unifiber S.p.A. was confirmed during the three-month period in question, with the payment of 1.15 million euros into capital/reserves, alongside investment by the CEBF.

Q4 2020 shows an ARPU (*average revenue per user*) for business customers of approximately 463 euros, against approximately 410 euros in Q3 2020 and 565 euros in Q4 2019. This dilution is due to the increase in Micro Business customers; Macro Business customers maintain constant values both in terms of ARPU and churn rate.



For residential (retail) customers, the ARPU of Q4 2020 is approximately 19 euros, against 20 euros in Q3 2020 and 21 euros in Q4 2019. The reduction in ARPU in Q4 2020 is the result of a large-scale and effective customer acquisition policy, based on promotions including free or discounted first months, and confirmed by the increase in residential customers.

The fourth quarter of 2020 confirms a considerable increase in customers, compared to both the same period of the previous year (+34%) and the 3rd quarter of 2020 (+10.8%). The increase applies to both the main market segments. Specifically, the Business segment sees an increase of 10.5% on the same period of 2019 and 3.5% compared to the previous quarter, while the Retail segment increases by 41.4% on the same period of 2019 and 12.8% compared to Q3 2020. The Wholesale segment remains in line with all previous periods.

	Q4 2020	%	Q3 2020	%	Variation	Q4 2019	%	Variation
<b>Number of Customers</b>	9,478	100	8,551	100	10.8%	7,075	100	34.0%
<b>Business Customers</b>	1,862	19.6	1,799	21	3.5%	1,685	23.8	10.5%
<b>Retail Customers</b>	7,603	80.2	6,739	78.8	12.8%	5,377	76	41.4%
<b>Wholesale Customers</b>	13	0.1	13	0.2	0%	13	0.2	0%

Between September 30 and December 31, 2020, the fiber optic network was extended by 220 km of proprietary cables compared to the previous quarter, reaching a total extension of 2,985 km.

Please note that the data shared here are presented on the basis of OIC accounting principles; however, the financial statement as of 31 December 2020, to be prepared shortly, will be presented in accordance with IAS/IFRS accounting principles.

*"I can only express satisfaction with the results of the 4th quarter of 2020", declares Unidata President Renato Brunetti, "which mark a new milestone in the company's development in every aspect: turnover, customers and network expansion. We are working hard to implement our business plan within the scheduled timescales and with a focus on people, the environment and the technologies we have put in place, in order to further consolidate our market positioning".*



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

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*Unidata S.p.A. Telecommunications, Cloud and IoT operator. The company was founded in 1985 by 3 partners who remain in post. With a fiber-optic network of 3,000 km in continuous expansion, a wireless network and a proprietary data center, Unidata supplies 9,500 business, wholesale and residential 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.*