



PRESS RELEASE

**THE BoD OF UNIDATA  
EXAMINES THE MANAGEMENT DATA FOR Q4 2021  
AND THE FULL YEAR 2021 PRELIMINARY RESULTS**

**Economic and management data Q4 2021**

- Turnover of 20.40 million euros (+57% YoY)
- Customer growth +32% YoY;
- +335 km of fiber for a total of 4,239 km;
- NFP of -2.02 million euros;

**Preliminary 2021 Full Year (unaudited)**

- Revenues approx. €37 million (+90% YoY);
- Ebitda approx. 13.75 million euros (+60% YoY);

**Rome, February 09, 2022** - Unidata S.p.A., operator of Telecommunications, Cloud and IoT services, listed on Euronext Growth Milan of Borsa Italiana, announces that the Board of Directors met today under the chairmanship of Renato Brunetti, and examined the management data for the fourth quarter of 2021 and the preliminary figures for the year 2021, still subject to legal audit.

**At a glance, the data for the fourth quarter 2021**

Unidata closes the fourth quarter of 2021 with an accrued turnover of approximately €20.40 million (an increase of €7.38 million, +57%, compared to the same period in 2020 when turnover was €13 million).

As at 31 December 2021, the Company reports a negative cash NFP of approximately EUR 2 million, against a negative cash NFP of approximately EUR 1.14 million as at 30 September 2021. The difference reflects processing carried out on behalf of the investee Unifiber S.p.A., which will be collected at the beginning of 2022.

The value of the NFP as at December 31, 2021 improved by more than EUR 1 million compared to the forecast communicated during the presentation of the Business Plan (equal to EUR -3.18 million).

The fourth quarter of 2021 shows small changes in **Arpu** (Average Revenue Per User). The average monthly Arpu for Business customers is 513 euros and shows positive growth compared to 466 euros



in the third quarter of 2021 and also compared to the fourth quarter of 2020, when the value stood at 504 euros.

The Consumer Arpu is 23 euros, down slightly from 24.40 euros in Q3 2021 and 25 euros in Q4 2020. The Micro Business sector also records a slight decrease in the average monthly Arpu (70.6 euros at Q4 2021) compared to Q3 2021 (equal to 71.73 euros) and Q4 2020 (71.10 euros). Conversely, the Wholesale sector records an increase reaching 2,912 euros in Q4 2021, compared to 2,725 in Q3 2021 and 2,589 in Q4 2020.

The fourth quarter of 2021 again showed strong customer base growth of approximately 32% YoY and 5.5% over September 30, 2021.

The growth relates to all market segments, Business (which also includes a dozen Wholesale Customers) and Consumer, which show growth of 2% and 6% respectively compared to the third quarter of 2020, and 9% and 37% compared to December 31, 2020.

Customers	Q4 2021	%	Q4 2020	%	Var. YoY	Q3 2021	%	Var. Q4/Q3
<b>Total</b>	12.513	100%	9.478	100%	+32%	11.865	100%	5,46%
<b>Business + Wholesale</b>	2.060	16,46%	1.875	19,78%	+9%	2.021	17%	2%
<b>Consumer</b>	10.453	83,54%	7603	80,22%	+37%	9.844	83%	6,2%

In Q4 2021, the fiber network expanded by +335 km of proprietary cables compared to +248 km in the previous quarter (Q3 2021). As of today, the fiber network therefore reaches a total extension of 4,239 km with an increase of 8.6% compared to the 3,904 km reached in Q3 2021. The previous increase was 6.78% compared to 3,656 Km at June 30, 2021. In addition to this, during Q4 2021 Unidata built an additional 125 Km of fiber network on behalf of its investee Unifiber S.p.A., demonstrating the company's growing capacity in fiber infrastructure activities as well.

### **Preliminary balance as at 31 December 2021**

In addition to the usual economic-management data for the quarters, on this occasion the Board of Directors was also able to examine a preview of the preliminary data (unaudited) 2021. From the prospectus it emerges that the forecast for the closure of the financial year 2021 confirms the positive figure already communicated at the time of the presentation of the business plan, with revenues of approximately 37 million euros and EBITDA of approximately 13.75 million euros. The revenue figure deduced from the 2021 closing forecast derives from the application of International Accounting Standards IAS/IFRS and therefore differs from the mere sum of the turnover produced in the four quarters of the same year. Unidata will undertake to offer pre-closing estimates also on the occasion of



the communication of the Q2 economic-management data, the next opportunity will therefore be for the data of the second quarter of 2022 fixed in the financial calendar at July 27.

**Renato Brunetti, President of Unidata:** *"The economic-management data for Q4 are very positive and those, even more significant, of the preliminary 2021 results fully reflect the forecasts made when the 2022-2024 business plan was presented. The strong development of the TLC market, also encouraged by the PNRR, are all factors that allow us to look to the future with serenity and concrete growth prospects. What has emerged from the data confirms a happy period culminating with the commendation to Unidata by the White House for the connectivity and security service during the G20 in Rome".*

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

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*Unidata S.p.A. Telecommunications, Cloud and IoT Operator. The Company was founded in 1985 by 3 partners still in the Company. With a fiber optic network of 4,239 km in continuous expansion, a wireless network and a proprietary data center, provides over 12,500 business, wholesale and residential customers with ultra-wideband 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. Other activities in the operational start-up phase concern the Internet of Things (IoT), with the development and supply of solutions for the home automation market and Smart City.*

*Unidata S.p.A. ISIN CODE: IT0005338840 (Reuters UD MI - Bloomberg UD IM) is listed on the Euronext Growth Milan Italia Market of the Italian Stock Exchange.*