



PRESS RELEASE

**UNIDATA'S BOARD OF DIRECTORS ANALYZES THE MANAGEMENT DATA
OF THE THIRD QUARTER 2022**

IN THE THIRD QUARTER 2022 THE COMPANY'S POSITIVE GROWTH TREND COUNTINUES

ACCRUED REVENUES UP DOUBLE DIGIT (+71%), CUSTOMERS UP 26%, PROPRIETARY FIBER +260 KM

- **Accrued Revenues:** € 14.5 million (€ 8.5 million in Q3 2021), +71% YoY
- **Number of customers** +26% compared to Q3 2021, or 14,934
- **New fiber:** +260 km in the quarter, totalling more than 5,200 km

Rome, October 27, 2022 - The Board of Directors of Unidata S.p.A. (EGM: UD), an operator of Telecommunications, Cloud and IoT services, listed on the Euronext Growth Milan market of Borsa Italiana, reviewed the management figures for the third quarter of 2022, which show significant growth in key economic indicators.

Renato Brunetti, President and CEO of Unidata said: *"We end the third quarter of 2022 fully satisfied with the results achieved, which are in line with the performance of previous quarters and demonstrate Unidata's ability to meet the demands of our customers and partners with a state-of-the-art offering and infrastructure. The positive performance concerns first of all the accrued revenues, up 71% compared to the previous year, and is confirmed by the steady progress of the main KPIs, namely the number of customers, +26% compared to the previous year, and the extension of the coverage of our fiber optic infrastructure, the best technology available today, which now reaches a total extension of more than 5,200 km".*

Unidata closed the third quarter of 2022 with **Accrued Revenues** of € 14.5 million, up 71% from € 8.5 million in the same period of 2021, in line with the expectations set out in the business plan.

Net Financial Debt as of September 30, 2022 is equal to € 5.8 million, compared to € 2.2 million as of December 31, 2021, and € 4.0 million as of June 30, 2022. This increase is mainly due to the activities carried out for the development of the fiber infrastructure in the industrial areas of the ASI Bari Consortium and the implementation of the network for the investee Unifiber.



Customers

The third quarter of 2022 shows significant growth in the number of Customers, which stands at 14,934, respectively +26% when compared with the same period of the previous year and up +4.5% compared with the period ended June 30, 2022.

The growth is particularly in the **Consumer** segment, which shows an increase of 30% over the same period in 2021 and an increase of 5% compared to June 30, 2022; on the other hand, the **Business, Microbusiness** and **P.A.** Customer market shows an increase of 6% over the same period in 2021 and about 1% compared to June 30, 2022. The number of **Wholesale** customers remains stable.

Customers	Q3 2022	%	Q3 2021	%	Var. YoY	Q2 2022	%
Total	14,934	100%	11,865	100%	+26%	14,298	100%
Business	2,135	14.30%	2,021	17.03%	+6%	2,121	14.83%
Consumer	12,799	85.70%	9,844	82.97%	+30%	12,177	85.17%

**"Business" includes: Micro Business, Business, PA and Wholesale*

The third quarter of 2022 shows small changes in **ARPU (Average Revenue Per User)**. The average monthly ARPU for **Business** customers is € 511.13, up from € 492.88 in the second quarter of 2022 and from the third quarter of the previous year, when the value stood at € 466.04. The average monthly **Microbusiness** ARPU is € 72.62, broadly in line with the € 72.03 in Q2 2022 and the € 71.73 in Q3 2021.

The **Consumer** sector shows an increase in the average monthly ARPU of €23.15, which is slightly higher than the €22.68 in the second quarter of 2022 and lower than the €24.40 in the third quarter of 2021.

Finally, the **fiber optic network** expanded during Q3 2022 by an additional 260 km of proprietary cables (+248 km in Q3 2021), in line with the forecasts in the business plan and consistent with the period including August. With this increase, a total extension of more than 5,200 Km (3,904 Km as of September 30, 2021) located in Rome and other areas of the Lazio Region was reached. In the previous quarter, from March 1, 2022 to June 30, 2022, the growth had been 332 km.



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

For further information:

UNIDATA S.p.A.

Roberto GIACOMETTI
CFO ed Investor Relations Officer
+39 329 2478696
r.giacometti@unidata.it

Euronext Growth Advisor

EnVent Capital Markets Ltd
Londra, Berkeley Square 42, W1J54W
+39 06 896841
gdalessio@eventcapitalmarkets.uk

Investor Relations Advisor

CDR COMMUNICATION
Silvia DI ROSA
+39 335 78 64 209
silvia.dirosa@cdr-communication.it
Eleonora NICOLINI
+39 333 97 73 749
eleonora.nicolini@cdr-communication.it

Media Relations

CDR COMMUNICATION
Angelo BRUNELLO
+39 329 21 17 752
angelo.brunello@cdr-communication.it

Specialist

BANCA FINNAT EURAMERICA SPA
Palazzo Altieri, Piazza del Gesù 4906.699331

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 5,200 km in continuous expansion, a wireless network and a proprietary data center, provides over 14,900 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.