



COMUNICATO STAMPA

UNIDATA'S BOARD OF DIRECTORS EXAMINED THE PRELIMINARY FINAL DATA OF THE FOURTH QUARTER 2022 AND THE PRELIMINARY FULL YEAR 2022

IN THE FOURTH QUARTER 2022, ACCRUED REVENUES UP DOUBLE DIGIT (+35%), CUSTOMERS UP 29%, PROPRIETARY FIBER +240 KM

PRELIMINARY FY 2022 FINAL DATA CONFIRM FY 2022 FORECAST DATA ALREADY COMMUNICATED TO THE MARKET

Management Data Q4 2022

- **Accrued Revenues:** € 27.5 million (€ 20.4 million in Q4 2021), +35% YoY
- **Number of Customers:** +29% vs Q4 2021, equal to 16,164
- **New Fiber:** +240 Km in the quarter, for a total of more than 5,450 Km

Preliminary FY 2022 (unaudited)

- **Revenues:** € 51.8 million (€ 37.0 million in FY 2021), +40% YoY
- **EBITDA:** € 15.1 million (€ 14.1 million in FY 2021), +7% YoY
- **EBITDA Margin:** 29% (38% in FY2021)

Rome, 30 January 2023 – The Board of Directors of **Unidata S.p.A. (EGM: UD)**, active in the field of Telecommunications, Cloud and IoT services, listed on the Euronext Growth Milan market of Borsa Italiana, examined the preliminary final data relating to the fourth quarter of 2022 and the preliminary final data for the financial year 2022, not yet subjected to the statutory audit, which confirm the forecast data for the financial year 2022, already examined by the Board of Directors and communicated to the financial community on November 25, 2022.

MANAGEMENT DATA Q4 2022

Unidata closed the fourth quarter of 2022 with **Accrued Revenues** of € 27.5 million, up 35% from € 20.4 million in the same period of 2021, in line with the expectations set out in the business plan.

Net Financial Debt as of December 31, 2022, is equal to € 8.9 million, compared to € 5.8 million as of September 30, 2022. This increase is mainly due to the payment of the deposit on the price for the acquisition of TWT equal to € 2.8 million.



Customers

The fourth quarter of 2022 shows a significant growth in the number of Customers, which stands at 16,164, respectively +29% when compared with the same period of the previous year and up +8% compared with the period ended September 30, 2022.

The growth is particularly in the **Consumer** segment, which shows an increase of 34% over the same period in 2021 and an increase of 9% compared to September 30, 2022; on the other hand, the **Business**, **Microbusiness** and **PA** Customer market shows an increase of 6% over the same period in 2021 and about 2% compared to September 30, 2022. The number of **Wholesale** customers remains stable.

Customers	Q4 2022	%	Q4 2021	%	Var. YoY
Total	16,164	100.00%	12,513	100.00%	+29.00%
Business	2,176	13.46%	2,060	16.46%	+5.60%
Consumer	13,988	86.54%	10,453	83.54%	+33.82%

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

The fourth quarter of 2022 shows small changes in **ARPU (Average Revenue Per User)**. The average monthly ARPU for **Business** customers is equal to € 500, decreasing from € 511 in the third quarter of 2022 and in comparison with the fourth quarter of the previous year, when the value stood at € 513. The average monthly ARPU for **Microbusiness** is € 80, up from € 73 in Q3 2022 and from € 71 in Q4 2021.

The **Consumer** sector shows a decrease in the average monthly ARPU, equal to €22, which is slightly lower than the €23 in the third quarter of 2022 and in the fourth quarter of 2021.

Finally, the **fiber optic network** expanded during Q4 2022 by an additional 240 km of proprietary cables (+335 km in Q4 2021), in line with the forecasts in the business plan. With this increase, a total extension of more than 5,450 Km (more than 4,200 Km as of December 30, 2021) located in Rome and in other areas of the Lazio Region was reached. In the previous quarter, from July 1, 2022 to September 30, 2022, the growth had been 260 km.

PRELIMINARY FY 2022

Furthermore, on today's date, the Board of Directors examined the preliminary economic-financial data FY2022 (unaudited), which confirm the forecast data already examined by the Board of Directors and communicated to the financial market on November 25, 2022.

Revenues amount to €51.8 million with a significant growth of 40% compared to FY2021 and an EBITDA of €15.1 million (+7% vs FY2021), with an EBITDA Margin of 29%.

The revenue figure taken from the forecast for the 2022 financial statements derives from the application of the IAS/IFRS International Accounting Standards and therefore it differs from the mere sum of the turnover produced in the four quarters of the same year.



This press release is available from Borsa Italiana, the "1info" storage mechanism (www.1info.it) and the company's website www.unidata.it under Investors/Press Releases.

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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 over 5,450 km in continuous expansion, a wireless network and a proprietary data center, provides over 16,000 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.
