



PRESS RELEASE

**THE BOARD OF DIRECTORS OF UNIDATA HAS EXAMINED THE MANAGEMENT DATA
OF THE FIRST QUARTER OF 2023****THE POSITIVE GROWTH TREND OF THE GROUP CONTINUES****REVENUES OF UNIDATA WITH A DOUBLE-DIGIT INCREASE (+27%)****CUSTOMERS OF THE GROUP INCREASED BY 23%****PROPRIETARY OPTICAL FIBER +245 KM FOR A TOTAL OF OVER 5,700 KM**

- **Revenues - Unidata:** € 11.5 million (€ 9.0 million in Q1 2022)¹, +27% YoY
- **Revenues - TWT Group**²: € 11.4 million (€ 14.1 million in Q1 2022), down due to the termination of low-margin Voice Trading contracts announced by Unidata in the process of acquisition
- **Group Net Financial Debt:** € 39.4 million (€ -4.4 million as of 31 December 2022)
- **Number of Customers of the Group:** +23% compared to Q1 2022, equal to 23,244
- **New optical fiber:** +245 Km in the quarter, for a total of more than 5,700 Km

Roma, 9 May 2023 – The Board of Directors of **Unidata S.p.A. (EGM: UD)**, operator of telecommunications, cloud and IoT services, listed on the Euronext Growth Milan market, organized and managed by Borsa Italiana S.p.A., examined the management data relating to the first quarter of 2023, which mark an increase in the main economic indicators.

MANAGEMENT DATA Q1 2023

Unidata closes the first quarter of 2023 with **Revenues of € 11.5 million**, up **27%** compared to € 9.0 million in the same period of 2022, in line with the expectations set out in the business plan.

In the first quarter, the **TWT Group** recorded **Revenues of € 11.4 million**, a decrease compared to € 14.1 million in the first quarter of 2022, due to the termination of low-margin Voice Trading contracts, an initiative implemented starting from 1st January 2023 by Unidata to focus on value services.

The **Group's Net Financial Debt** as of 31 March 2023, a balance sheet figure in which the TWT Group is consolidated, is equal to **€ 39.4 million**, compared to € -4.4 million (cash positive) as of 31 December 2022. This increase is mainly due to the debt to banks for the financing of the TWT Group acquisition by Unidata.

¹ Q1 2023 and Q1 2022 Revenues are represented both calculated with the same methodology, in line with the best practices of the STAR Segment regulated market.

² The data highlighted for the years 2023 and 2022 refer to the entire first quarter. The consolidation that will be carried out on the occasion of the 2023 half-year report will take into consideration the data of the TWT Group starting from 1 March 2023.



CUSTOMERS OF THE GROUP

The first quarter of 2023 records a significant growth in the number of Customers, which stands at 23,244, respectively +23% if compared with the same period of the previous year.

The growth concerns in particular the **Consumer** segment, which shows an increase of over 34% over the same period of 2022; while the **Business Customer** market, which includes Business, Microbusiness, PA and Wholesale customers, shows an increase of over 7% over the same period of 2022, with the number of Wholesale customers remaining stable.

Customers	Q1 2023	%	Q1 2022	%	Var. YoY
Total	23,244	100.00%	18,840	100.00%	+23.38%
Business*	8,161	35.11%	7,611	40.40%	+7.23%
Consumer	15,083	64.89%	11,229	59.60%	+34.32%

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

AVERAGE REVENUE PER USER (ARPU)

The first quarter of 2023 shows an average monthly ARPU for **Unidata's Business customers** of € 357 and for the **TWT Group's Business customers** of € 233. **Unidata's PA customers** record an average monthly ARPU of € 969. **Unidata's Consumer customers** recorded an average monthly ARPU of € 22.

FIBER OPTIC NETWORK EXTENSION

Lastly, the **optical fiber network** expanded during the first quarter of 2023 by a further **245 km** of proprietary cables (+390 km in Q1 2022), in line with forecasts in the business plan. With this increase, a total extension of **over 5,700 km** was reached (over 5,450 km as of 31 December 2022) located in Rome and in other areas of the Lazio Region. In the previous quarter, from 1 October 2022 to 31 December 2022, the growth was 240 km.

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 5,700 km in continuous expansion, a wireless network and a proprietary data center, provides over 23,200 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 are in field of 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.
