



PRESS RELEASE

**THE BOARD OF DIRECTORS OF UNIDATA EXAMINED
THE UPDATE OF THE BUSINESS PLAN WITH EXTENSION OF TARGETS TO 2026**

**THE 2026 PLAN FORECASTS A REMARKABLE, EFFICIENT AND INCREASINGLY SUSTAINABLE GROWTH,
AN IMPORTANT INNOVATION PROCESS,
WELL-BALANCED INVESTMENTS AND A SOLID FINANCIAL STRUCTURE**

*Growth driven by the Business, Wholesale and PA markets based on the three core-business pillars
with purchasing optimization and process automation,
further attention to environmental impact and the circular economy,
an innovation driven by Artificial Intelligence, smart grid, water, energy
and Investments in new networks and data centers*

ECONOMIC-FINANCIAL TARGETS AS OF 2026

- **Total Revenues:** between € 130 and € 140 million
- **EBITDA:** between € 37 and € 41 million
- **EBITDA margin:** between 28% and 29%
- **Total Capex:** equal to about € 56 million
- **Net Financial Debt:** equal to about € 23 million

Roma, 20 November 2023 – Unidata S.p.A. (UD.MI) (the “Company”), operator of telecommunications, cloud and IoT services, listed on Euronext Milan – STAR Segment, organized and managed by Borsa Italiana S.p.A., announces that the Board of Directors, meeting on today’s date under the chairmanship of Renato Brunetti, examined and approved the update of the Business Plan with the extension of targets to 2026.

Renato Brunetti, Chairman and CEO of Unidata commented: *“With the approval of the update of the 2024 - 2026 Business Plan, Unidata enters a new phase which, in continuity and evolution of its core areas of activity - Network, Cloud and IoT - takes the company towards the achievement of ambitious objectives that they point to the future and to the change and are fully included in the Global Mega Trends 2030, listed by Frost&Sullivan. Specifically, of the thirteen points indicated by Frost&Sullivan, Unidata wants to continue to focus on 6 main areas, where it is already active, such as AioT, cybersecurity, XaaS and Smart Cities. All this projects our company into the future and into an evolutionary phase, while maintaining a strong line of continuity with the past and with our business model and plan. In the new business plan, we also paid particular attention to R&D and to the investments that we intend to make in innovative sectors, such as AI starting from the application for the smart water grid and activities for energy communities, areas in which they are already specific projects are active in Italy and Europe. Finally, I would like to underline that in the ESG context we have defined the necessary priorities for all business areas and operations with the aim of*



improving our environmental and social impact and at the same time our business results. All this also through the adaptation of ESG reporting to the new EU CSRD, to the training and welfare policies implemented by our Company”.

BUSINESS STRATEGY

The **Unidata Group**, with the update of the **Industrial Plan** and the **extension of the targets to 2026**, in addition to confirming the consolidated business model based on the three core businesses – Network, Cloud and IoT - and the growth trend of recent years, wanted to intercept the changes underway as described by the Global Mega Trends¹ to 2030 by focusing on 6 key pillars: **i) Connectivity & Convergence; ii) Smart Cities, iii) Advanced Water Solutions, iv) Smart Infrastructure, v) Edge Computing, and vi) (XaaS) Everything-as-a-Service. Business development will be on a national scale** also thanks to a commercial development based on the techno-digital transformation of companies, private individuals and the Public Administration. Furthermore, Unidata’s objectives include the **implementation of complex projects** regarding Fibre, Cloud, Wi-Fi and IoT with **investments in strategic infrastructures** such as innovative networks (Fibre & IoT), advanced data centres and strategic connectivity for the Mediterranean.

In particular, the **2024-2026 Business Plan** provides:

- **growth** driven by the Business, Wholesale and Public Administration markets;
- **optimization** of purchases and automation of processes;
- greater **attention to the environmental impact** and the circular economy;
- **innovation driven by Artificial Intelligence**, smart grids, water, energy;
- **Investments** in new networks and data centres;
- Adaptation of **ESG reporting to the new EU CSRD** (focused on the fight against Greenwashing or ESG-washing) and to the ESRS.

ECONOMIC-FINANCIAL TARGETS AS OF 2026

- **Total Revenues:** between € 130 and € 140 million
- **EBITDA:** between € 37 and € 41 million
- **EBITDA margin:** between 28% and 29%
- **Total Capex:** equal to about € 56 million
- **Net Financial Debt:** equal to about € 23 million

MEETING WITH THE FINANCIAL COMMUNITY

The update of the Business Plan with the extension to 2026 will be presented to the financial community tomorrow Tuesday 21 November 2023 during a video conference at 10:00 AM CET (9:00 AM UK).

¹ Frost & Sullivan Research Global Mega Trends 2030



The Chairman of the Board of Directors and CEO, Renato Brunetti and the CFO and Investor Relations Officer, Roberto Giacometti will be present at the video conference.

To participate in the conference you must register at the following link:

https://us02web.zoom.us/meeting/register/tZUsdeChpz4iHdY_JtklagUMkd8gDfEUUb3D

It will also be possible to download the presentation by connecting to the website www.unidata.it.

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.

For further information:

UNIDATA S.p.A.

Roberto GIACOMETTI

CFO ed Investor Relations Officer

+39 329 2478696

r.giacometti@unidata.it

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

Stefania TREVISOL

+39 347 87 82 490

stefania.trevisol@cdr-communication.it

Specialist

INTERMONTE SIM SPA

Galleria de Cristoforis, 7/8, 20122 Milano

Tel +39 02 771151

Unidata S.p.A., a Telecommunications, Cloud and IoT Operator, was founded in 1985 by three partners still in the Company. With a fiber optic network of over 6,200 km in continuous expansion, a wireless network and a proprietary data center, it supplies about 22,000 business, wholesale and residential customers with ultra-broadband 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. The company is also active in the Internet of Things (IoT), with the development and supply of solutions for the home automation and Smart City market.

Unidata S.p.A. ISIN CODE: IT0005338840 (Reuters UD MI - Bloomberg UD IM) is listed on Euronext Milan – STAR segment of Borsa Italiana.