



H1 2024 RESULTS

SEPTEMBER 11TH, 2024

TODAY'S SPEAKERS



Renato Brunetti

Chairman & CEO

Expert in IT systems and software projects.

In 1985, he founded Unidata together with two partners, guiding the company towards its new core business, sensing the potential offered by the Internet.

President of the NaMeX Consortium and of Unifiber S.p.A. and CEO of Unitirreno S.p.A..



Roberto Giacometti

CFO & Investor Relations Officer

Expert in Administration, Finance, Planning and Control. He held the position of General Manager in several Italian and foreign companies and was Director of the National Secretariat of Agesci.

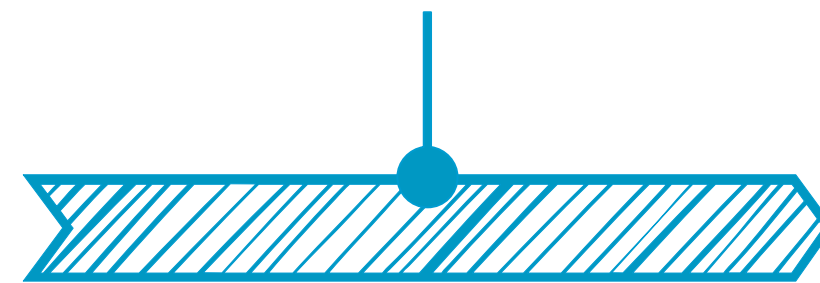
In 2019, he joined Unidata and followed the listing process on EGM, the extraordinary operations and the translisting on EXM - STAR Segment

ACHIEVEMENTS H1 2024

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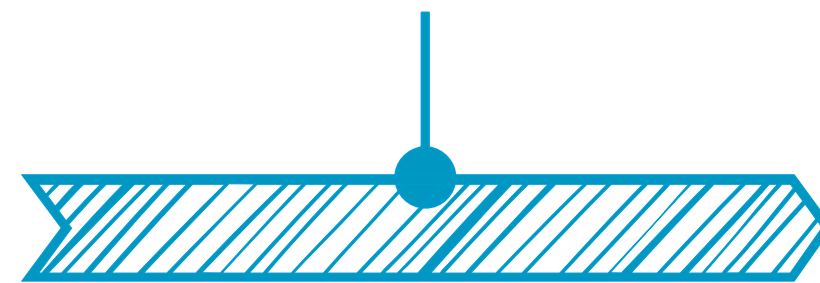
January 15th



Unidata is awarded in Temporary Grouping of Companies of **the tender for the IoT system managing water meters for Molise Region**



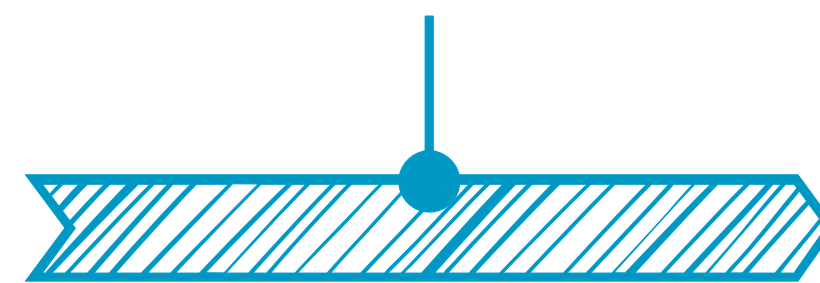
February 28th



Unidata presents the **new logo**



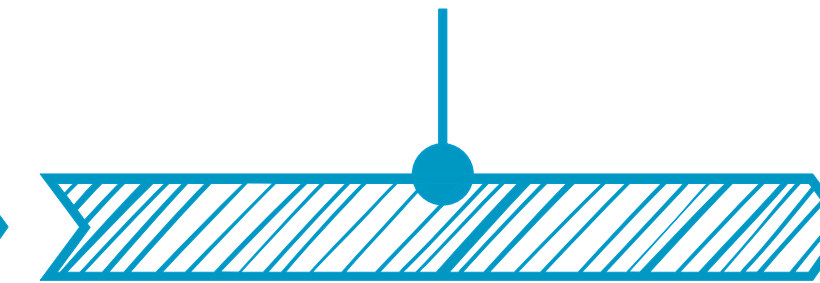
April 9th



Unidata is awarded in Temporary Grouping of Companies of **the tender for the IoT system managing water meters for Basilicata Region**



May 9th



Unitirreno made **significant progress** towards completing the work, including **obtaining environmental permits** in strategic project locations

KEY FINANCIALS

H1 2024

FINANCIAL HIGHLIGHTS UNIDATA GROUP H1 2024

49.2 M€

Revenues

In line with H1 2023

(49.2 M€ in H1 2023)¹

12.4 M€

Adjusted EBITDA

+11%

(11.2 M€ in H1 2023)¹

48.5 M€

NFP

(47.9 M€ in FY 2023)

Adj. NFP 46.1 M€²

25,528

Direct Customers

+10% vs FY 2023

and **33,996 Active lines**

through resellers

7,250 km

Optical Fiber

+450 km

(6,800 in FY 2023)

462,000 house covered³

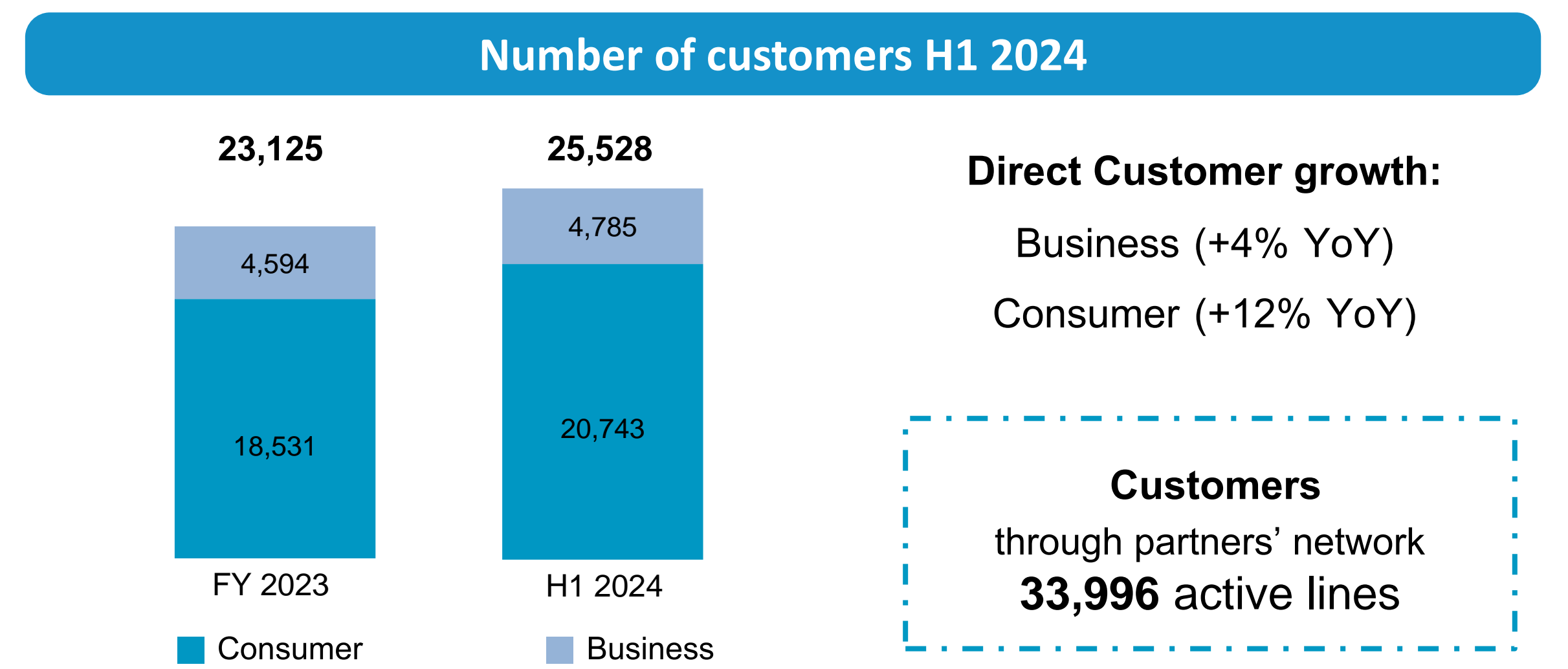
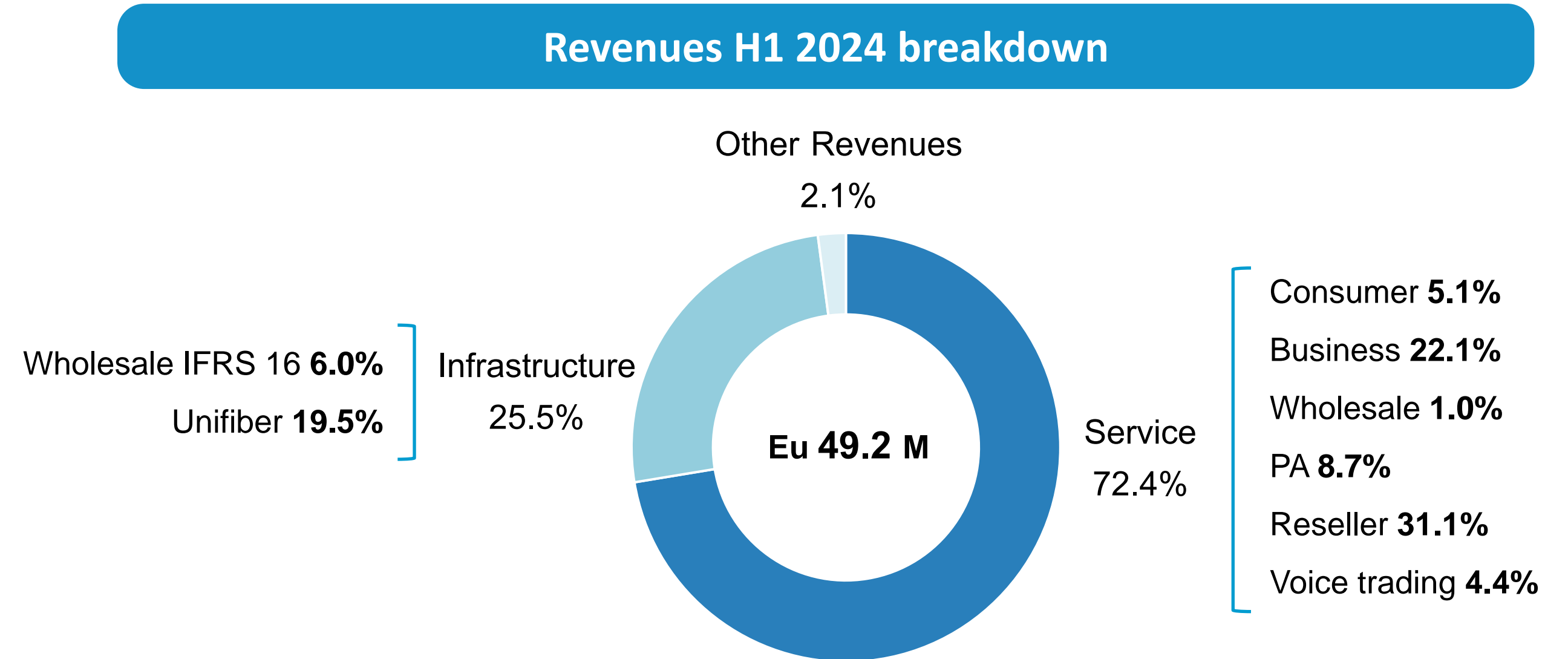
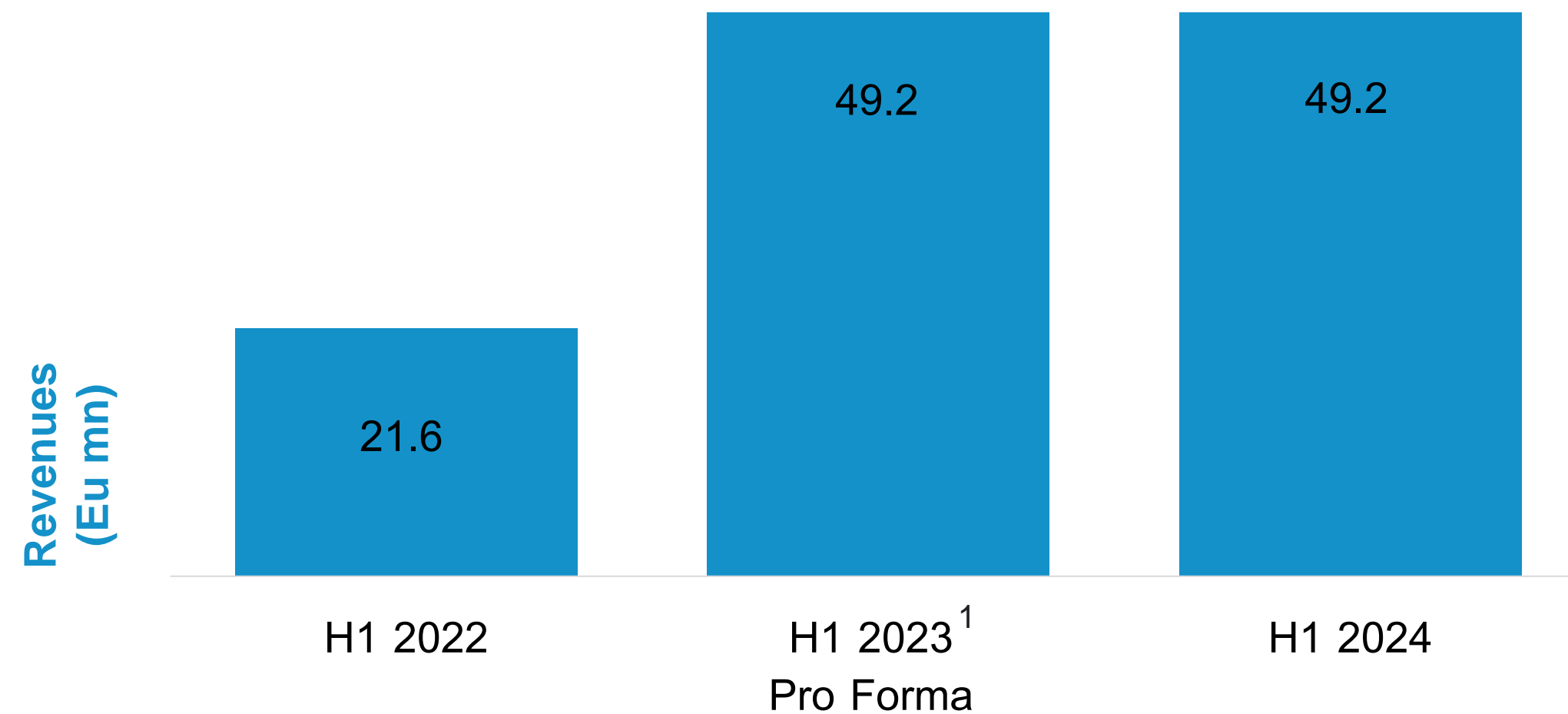
6.3 M€

Total Investments

in tangible, intangible and
financial assets

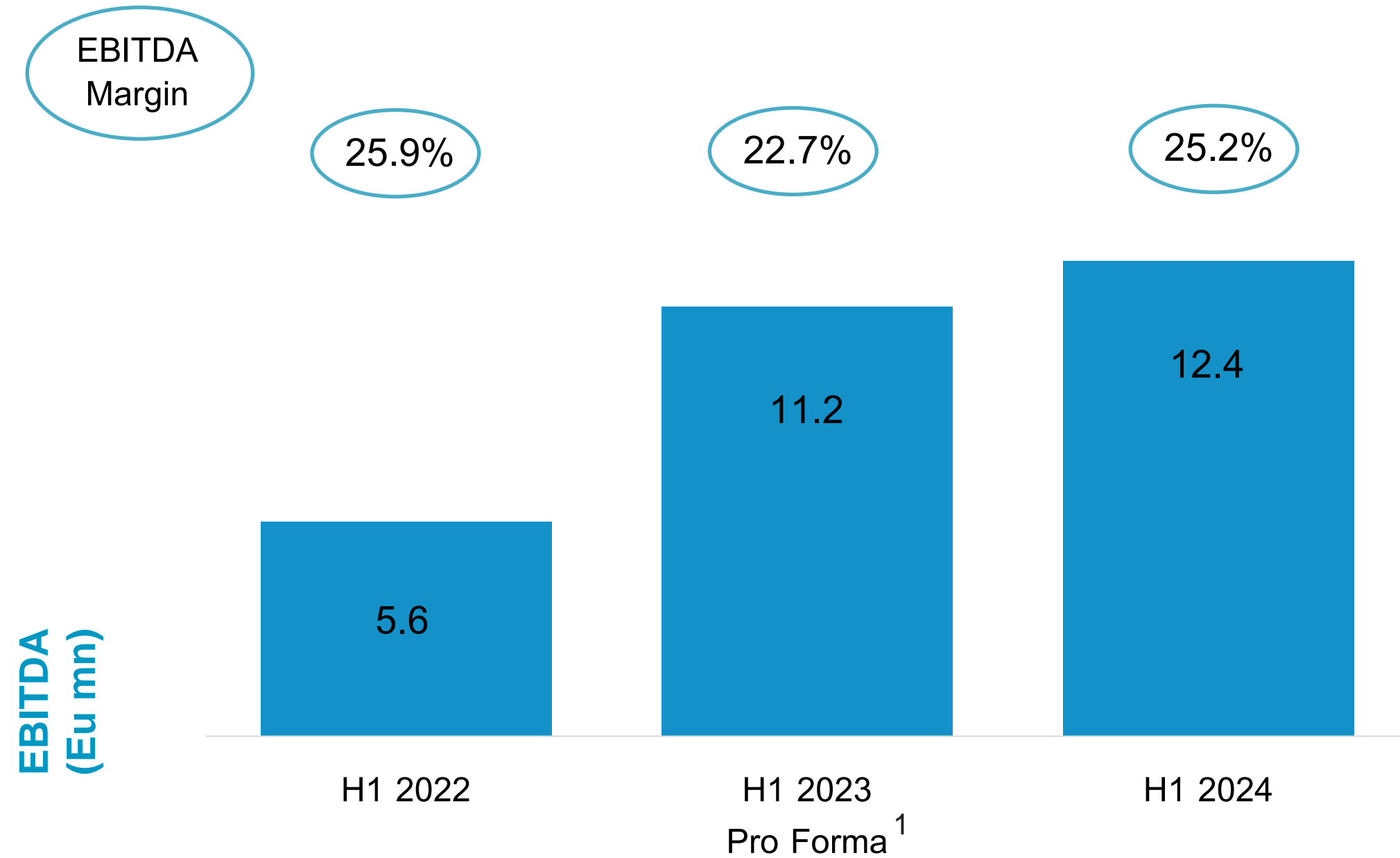
UNIDATA GROUP REVENUES

- **Consolidated revenues** are in line with H1 2023, confirming the inversion of the revenues mix with an increase in the percentage weight of Service Revenues and the divestment of Voice Trading.

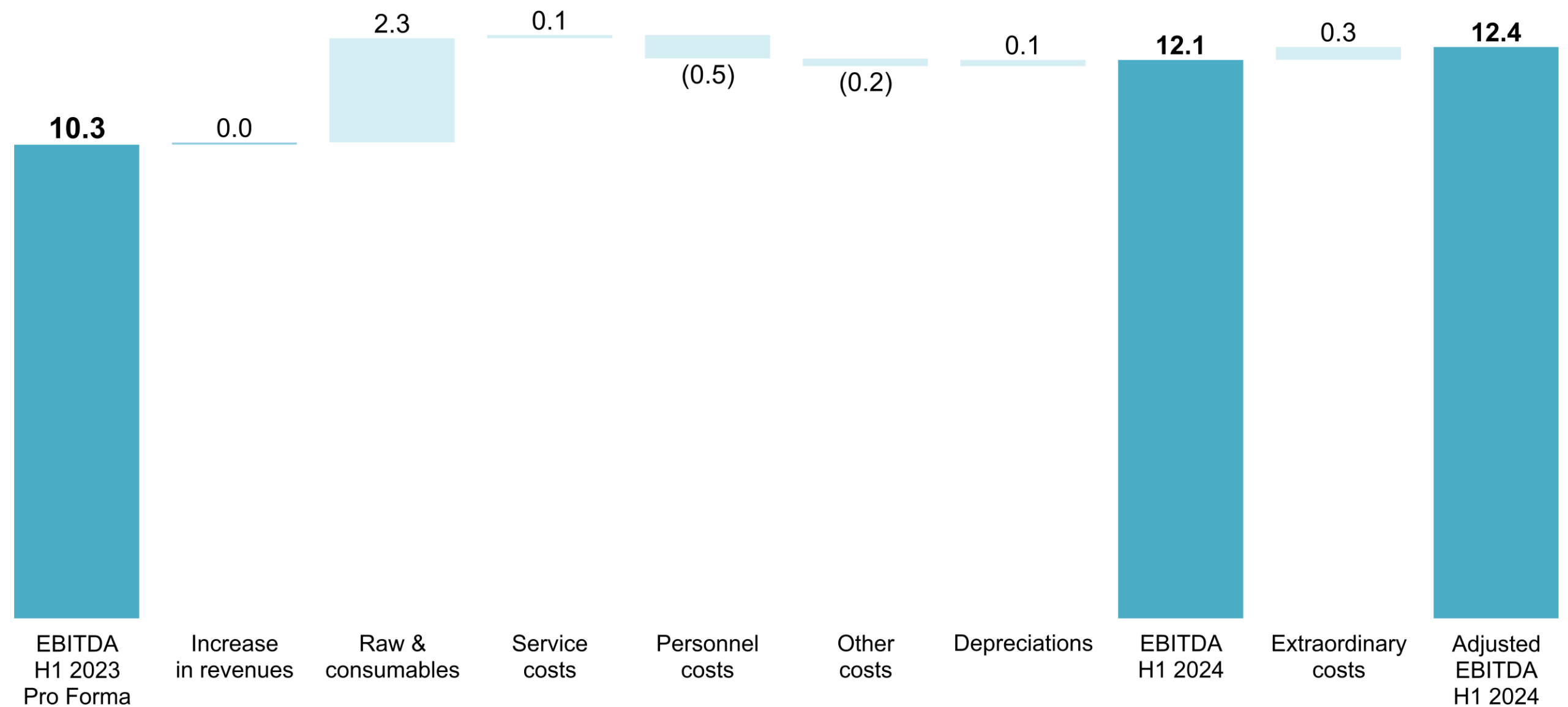


PROFIT&LOSS: EBITDA

Adjusted EBITDA & Margin



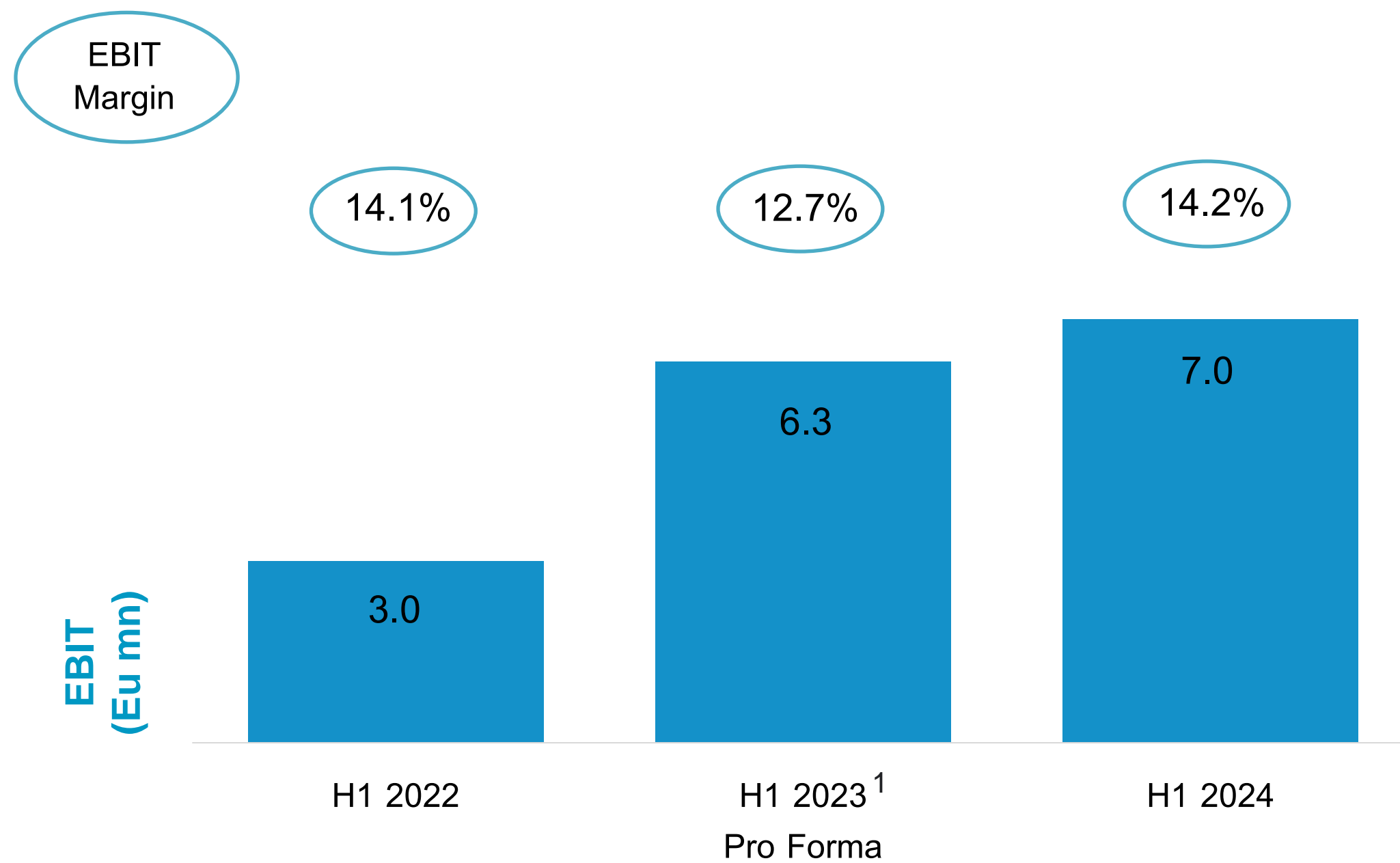
EBITDA Bridge



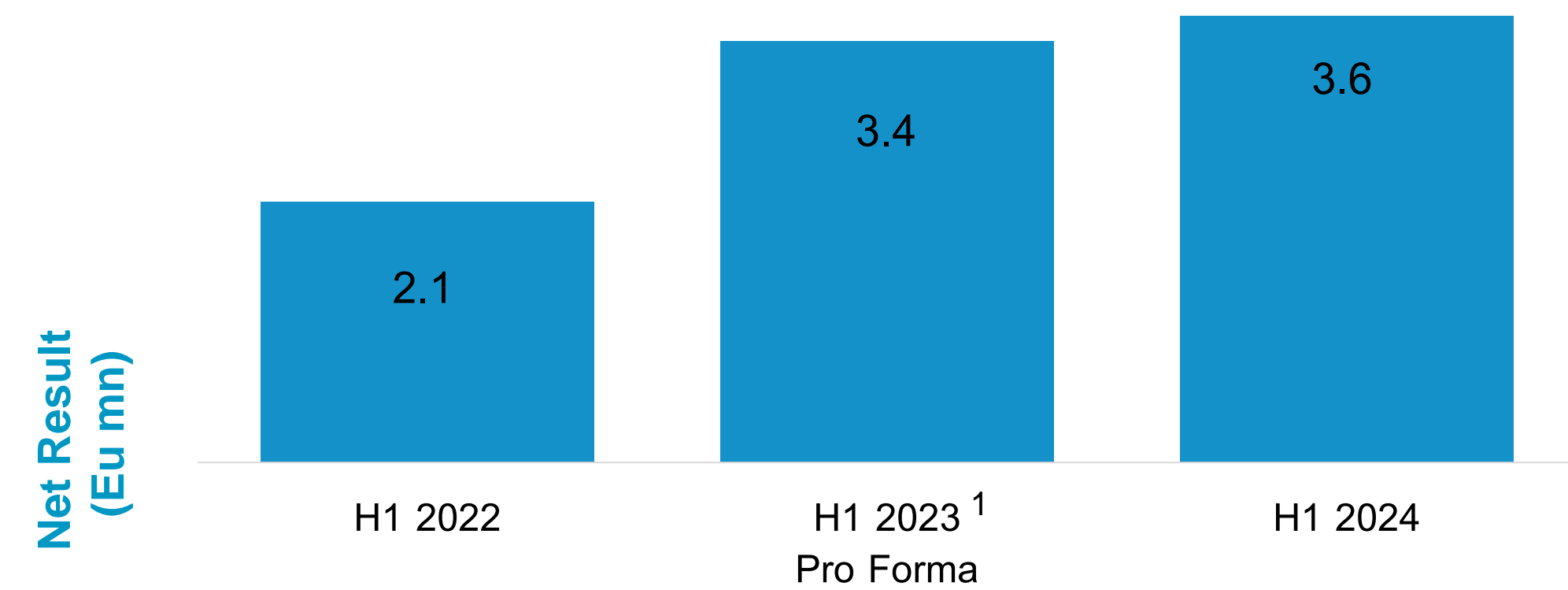
- The improvement in EBITDA in H1 2024 is essentially linked to the execution of important highly profitable projects which entered the group perimeter in the first quarter of 2024
- **Adjusted EBITDA**, equal to **€ 12.4 million**, is calculated net of € 0.3 Million of extraordinary costs

PROFIT&LOSS: EBIT & NET RESULT

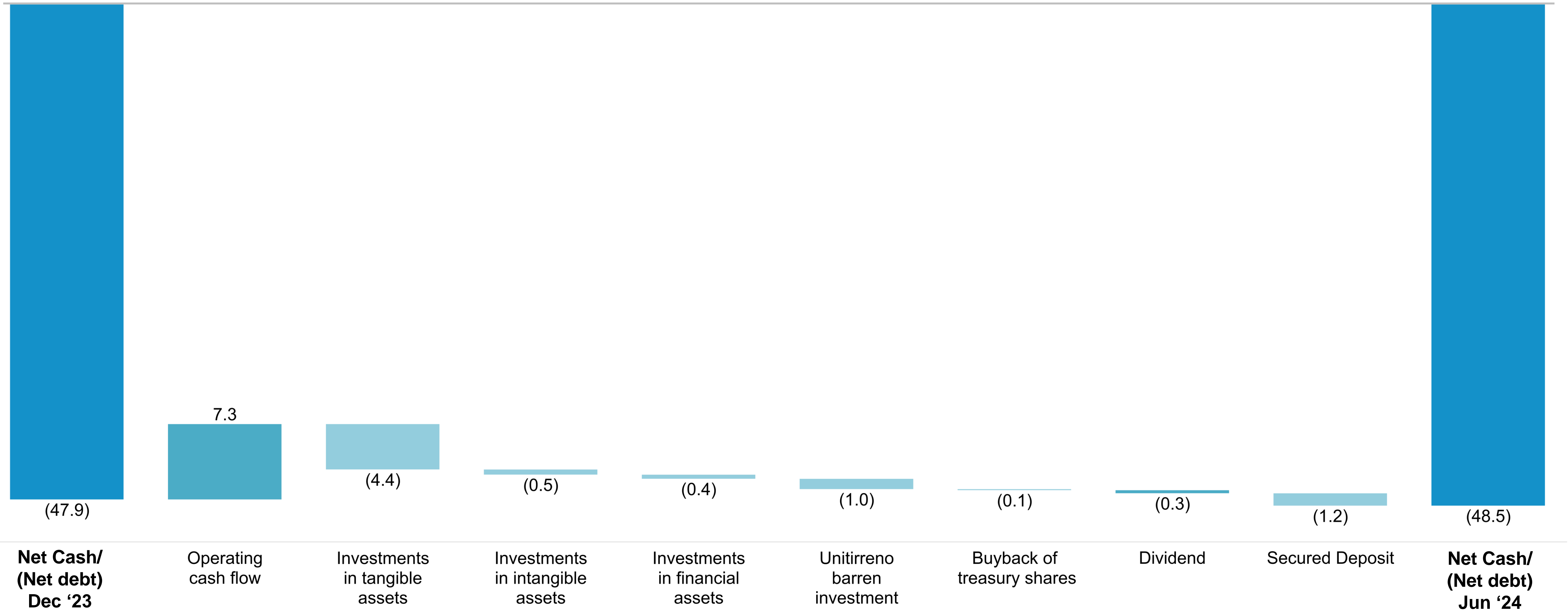
EBIT & Margin



Net Result



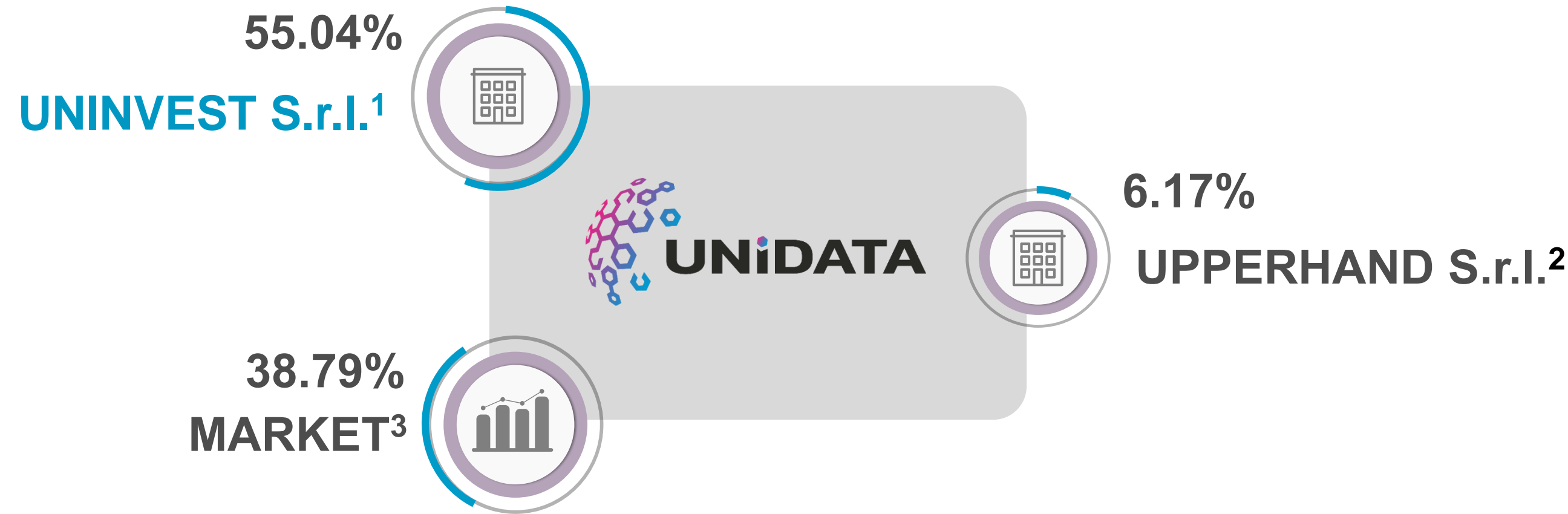
NET FINANCIAL POSITION BRIDGE



Q&A SESSION

APPENDIX

SHAREHOLDERS AND GOVERNANCE



FINANCIAL REPORTING OFFICER



Roberto Giacometti
CFO & Investor Relations Officer

BOARD OF DIRECTORS



Renato Brunetti
Chairman and CEO



Marcello Vispi
Vice-Chairman



Giampaolo Rossini
CTO



Paolo Bianchi
Member



Barbara Ricciardi
Independent Member



Alessandra Bucci
Independent Member



Stefania Argentieri Piuma
Independent Member



Maurizio Tucci
Member



Luca Annibaletti
Independent Member

BOARD OF STATUTORY AUDITORS



Pierluigi Scibetta
Chairman of the BoSA



Antonia Coppola
Auditor



Luigi Rizzi
Auditor

AUDITOR



IoT & SMART METERING: AWARDED TENDERS



Award in **Temporary Grouping of Companies**, with the role of Mandatory.

Tender for the implementation of the **Automatic Meter Management System** of the **Metropolitan City of Palermo**

Total value of the tender, part of NRRP funds, equal to **2.7 million Euros**, for a period of **36 months**



Award in **PPP** of the concession for the **implementation and management of the smart metering IoT system** for **Acqua Pubblica Sabina**

Assignment through project financing equal to **9.5 million Euros** for a duration of **14 years**



Award of the contract for the **Connectivity service for the meters of the integrated water service users**, for drinking water use, in **Firenze-Prato-Pistoia Metropolitan Area**

Assignment through project financing equal to over **3.5 million Euros** for a duration of **13 years**



Award in **Temporary Grouping of Companies** of the concession for the **implementation and management of the smart metering IoT system** for **Molise region**

Assignment through project financing equal to over **3.0 million Euros** for a duration of **2 years**



Award in **Temporary Grouping of Companies** of the concession for the **design and implementation of the remote reading network based on LoRaWan® technology** for **Basilicata region**

Assignment through project financing equal to **0.6 million Euros** for a duration of **2 years**

OVER 19 MILLION EUROS IN IoT TENDERS FROM THE BEGINNING OF 2023

UNIDATA GROUP - CUSTOMERS H1 2024

25,528

Unidata Group Consumer and Business Customers



33,996

Active lines at national level through a network of about 370 partners



59,524

STRATEGY - THE INDUSTRIAL PATH

«the 5 Focus»
for UNIDATA

Connectivity &
Convergence

Smart
Cities

Advanced Water
Solutions

Smart
Infrastructure

Edge
Computing

BUSINESS DEVELOPMENT
on NATIONAL SCALE



Commercial **development**
based on **techno-digital**
transformation of companies,
private individuals and Public
Administration



Implementation of Complex
Fiber-Cloud-WiFi-IoT Projects

INVESTMENTS in
STRATEGIC INFRASTRUCTURES



Innovative Networks
Fiber & IoT



Advanced Data Center

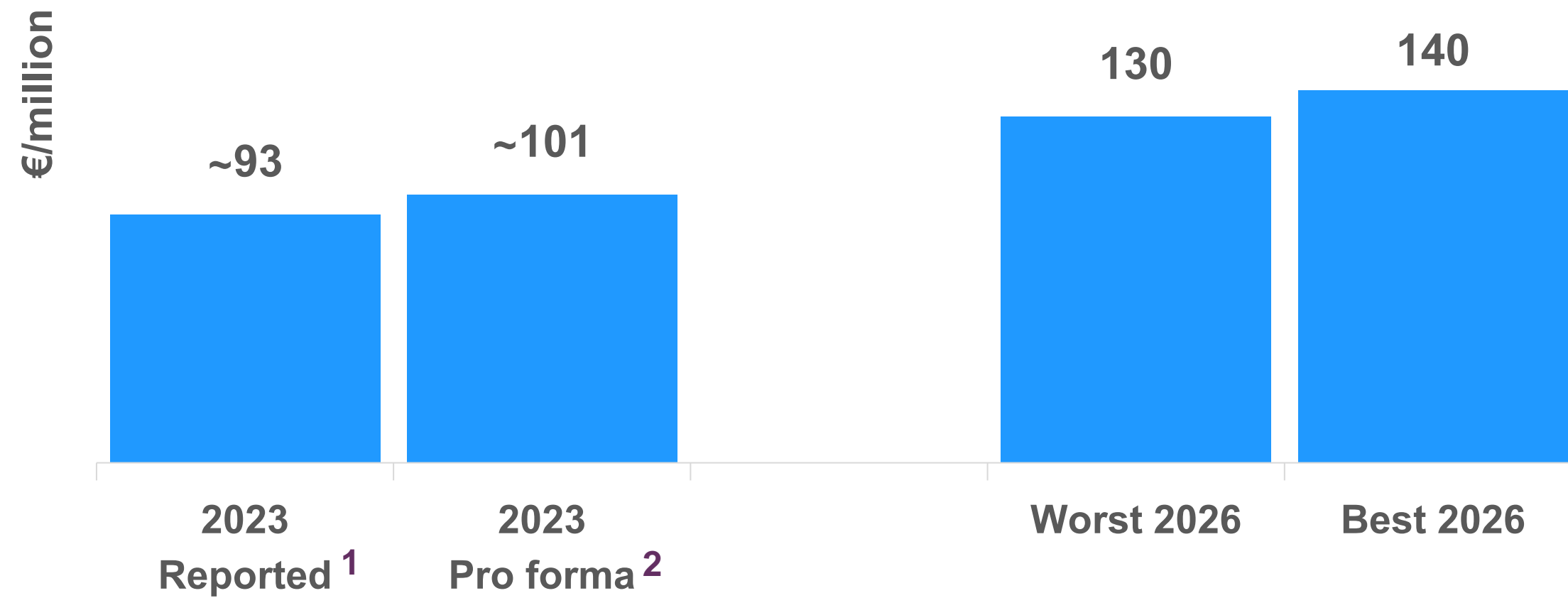


Strategic **connectivity** for
the **Mediterranean**

2026 FINANCIAL TARGET

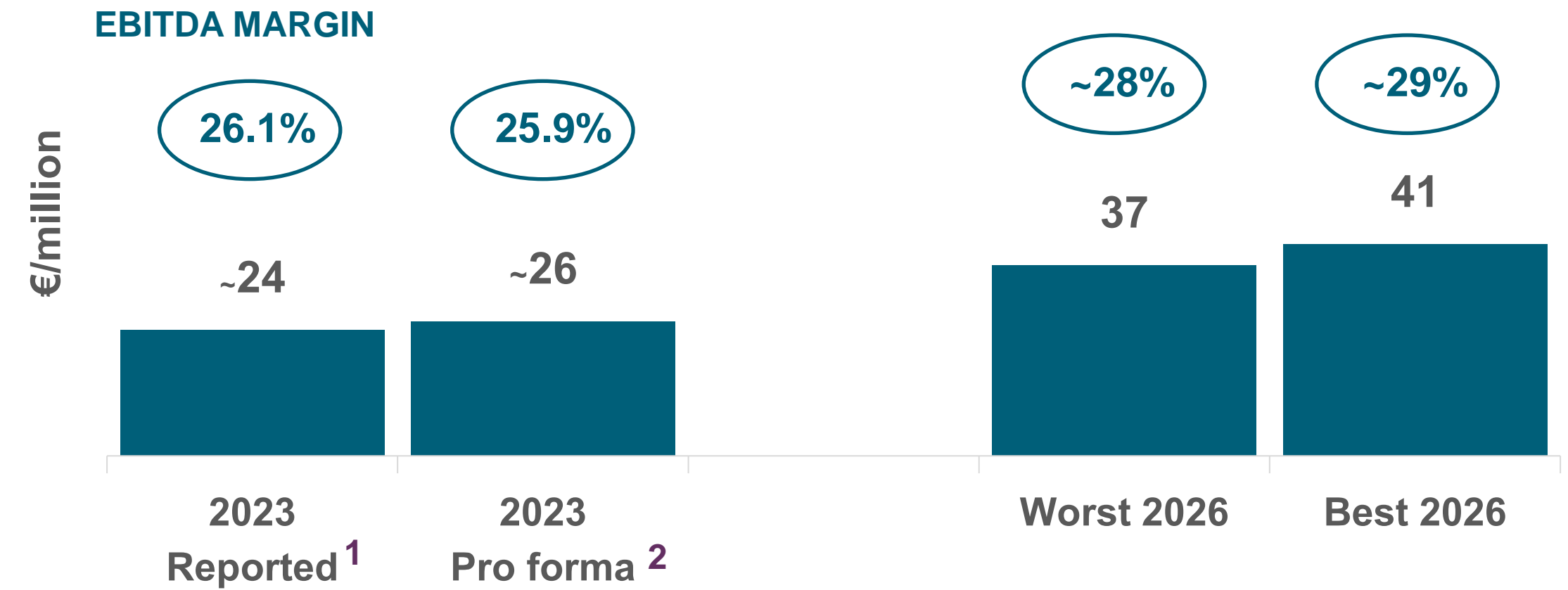
REVENUES

CAGR 2024-26 10%

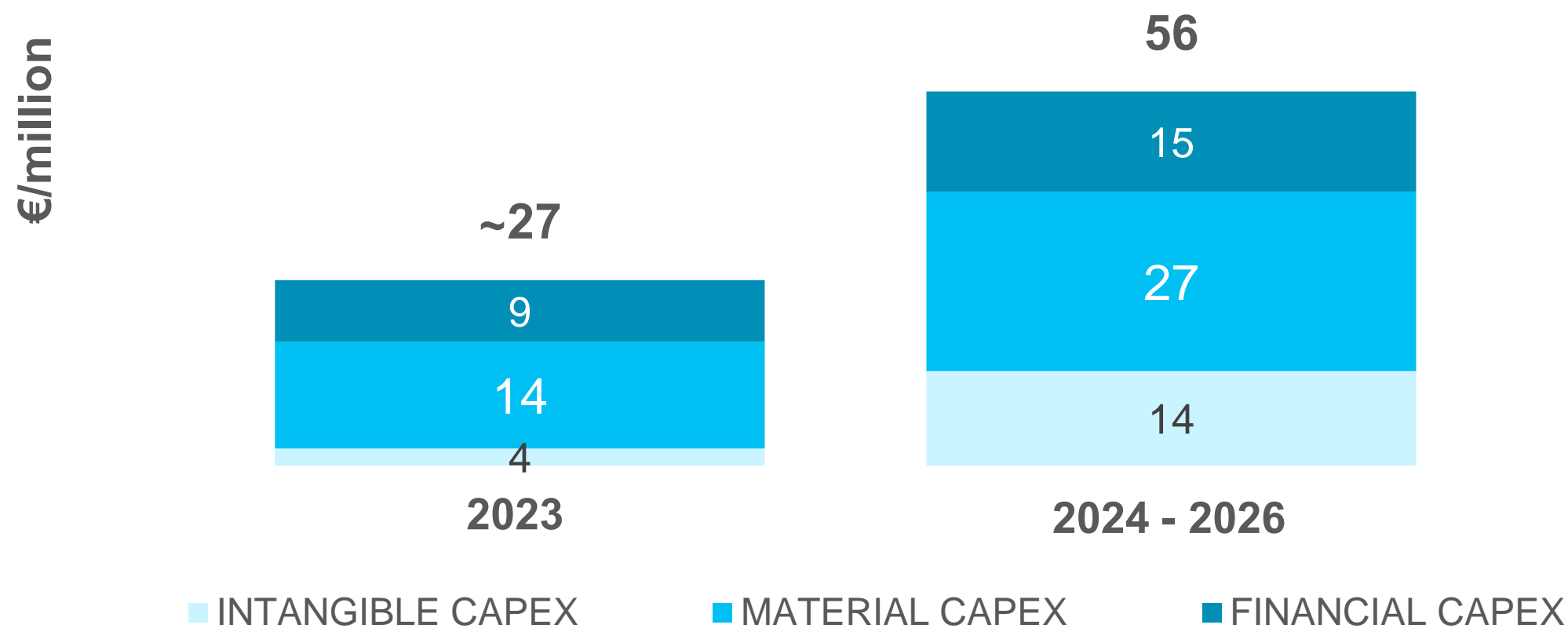


ADJUSTED EBITDA

CAGR 2024-26 14%

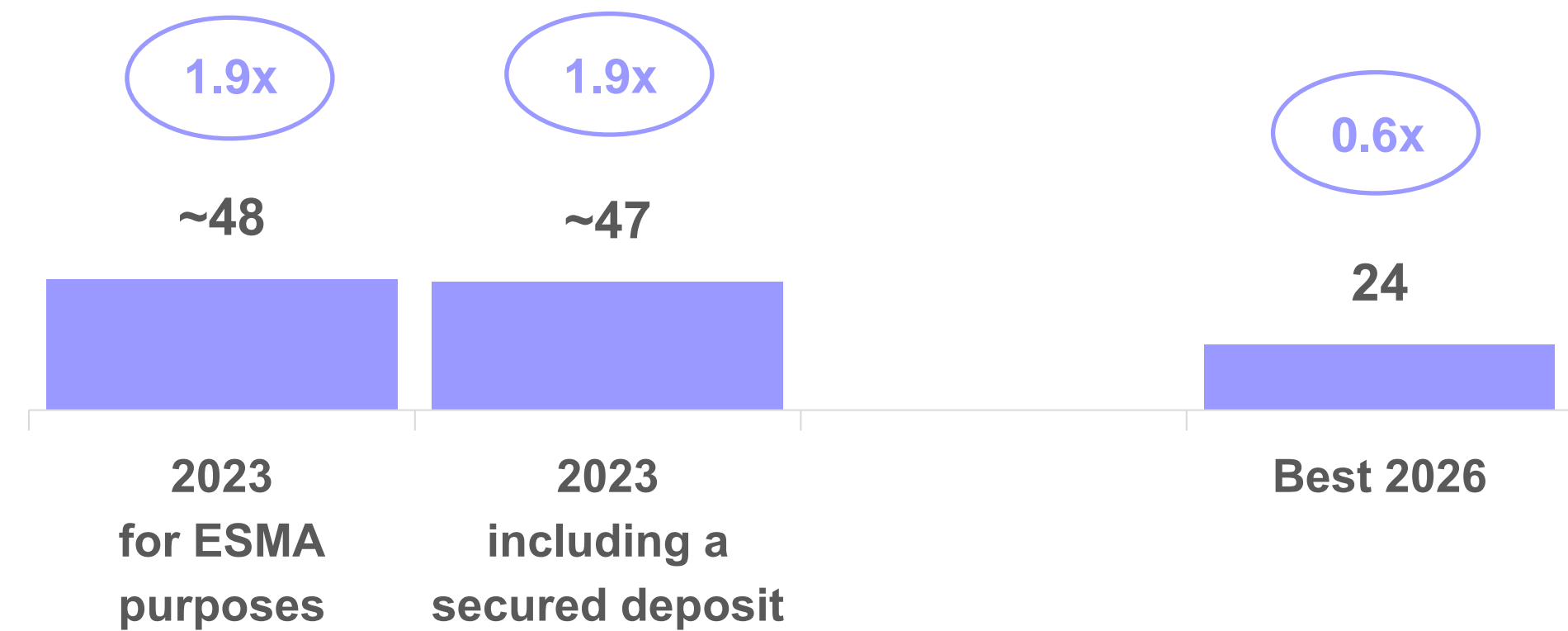


CUMULATED CAPEX 2024-26



NET FINANCIAL DEBT

LEVERAGE RATIO

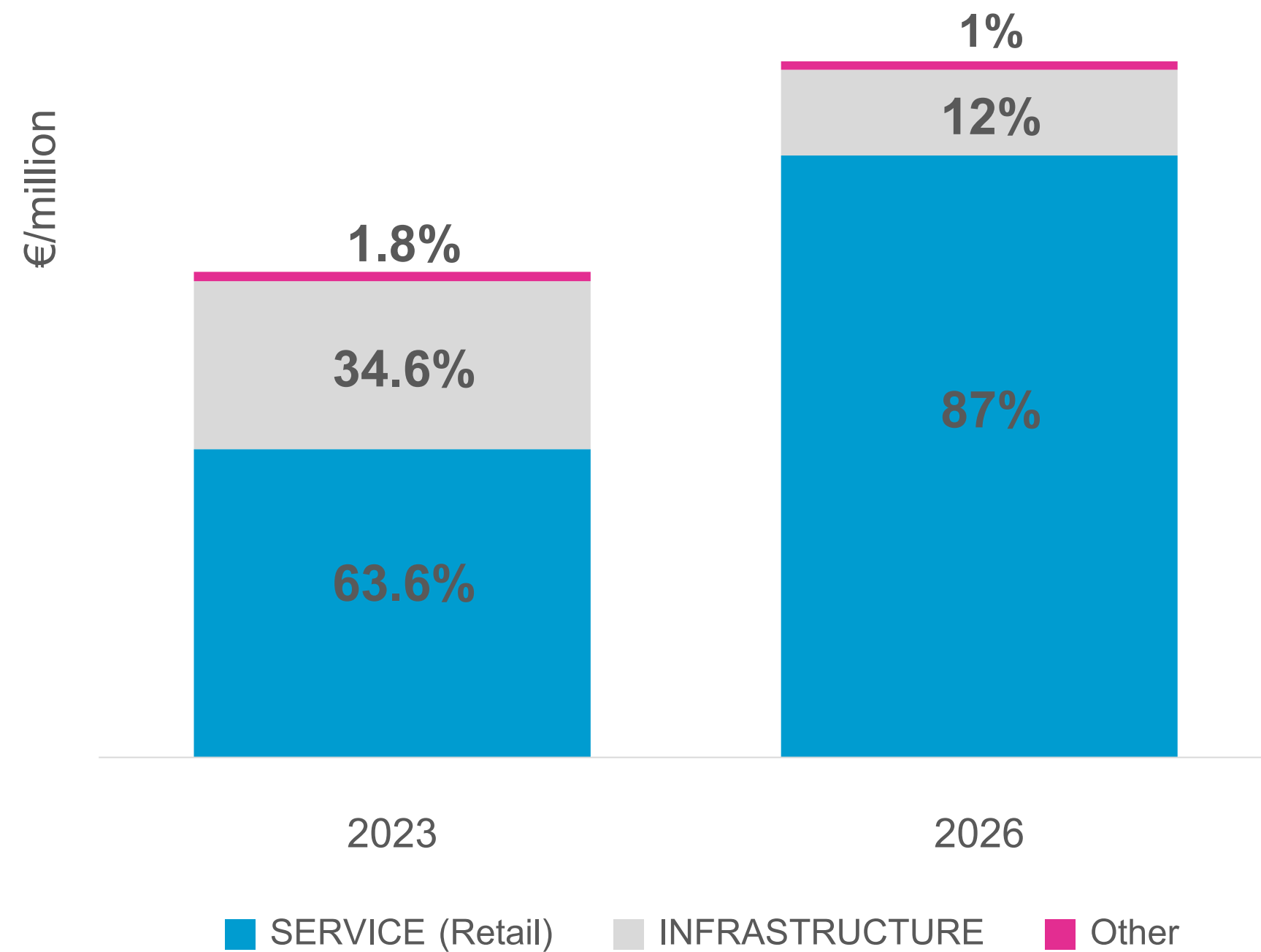


1) Reported Data include 12 months of Unidata and 10 months of TWT Group; 2) Management Data include 12 months of both Unidata and TWT Group.

2026 REVENUES BREAKDOWN

REVENUES MIX by Business Line

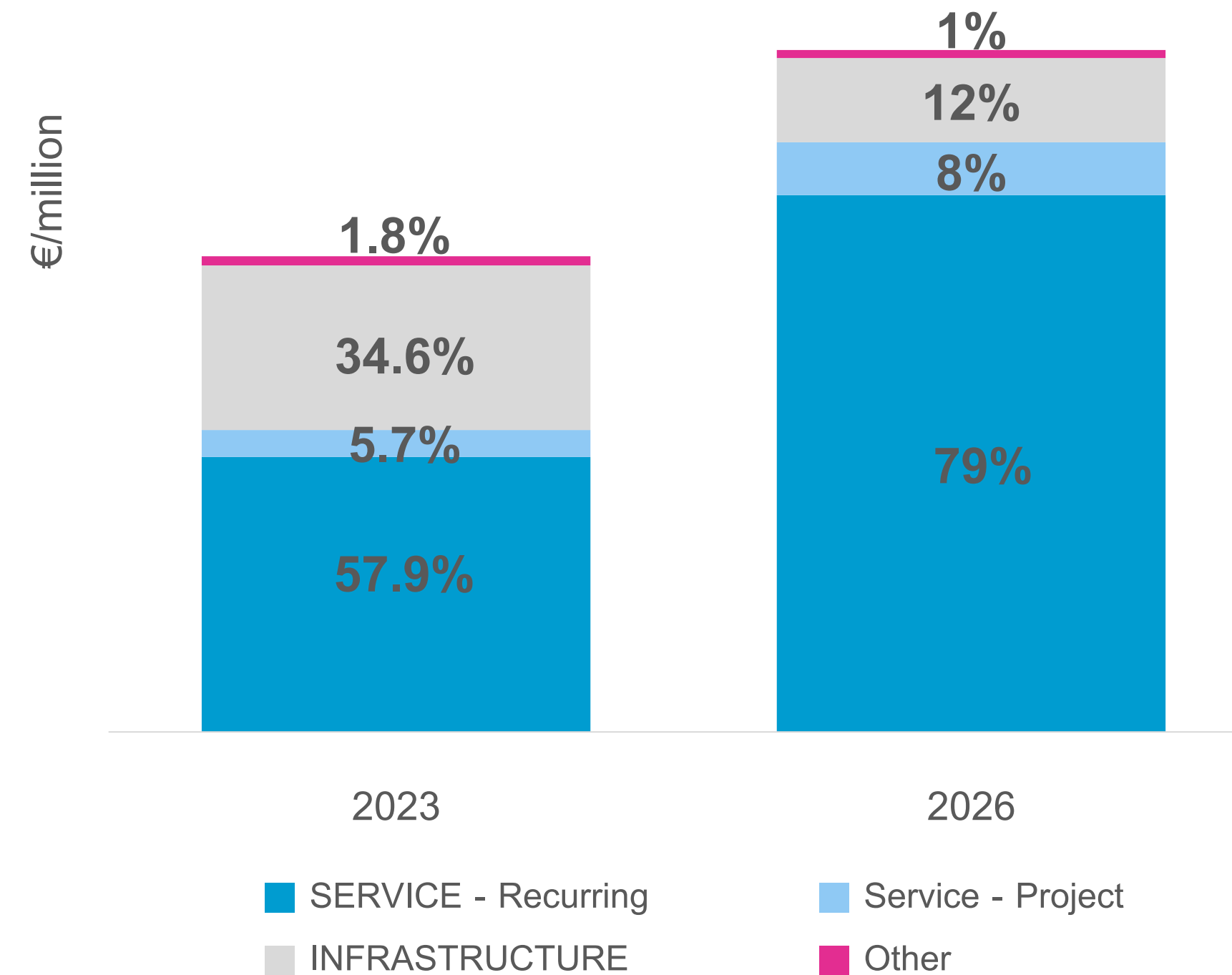
CAGR SERVICE (Retail) 2024-2026 - 25%



Over time the Mix of contribution to Total Revenues changes in favour of a greater weight of Revenues deriving from the **SERVICE (Retail) business line** (Business, Consumer, Wholesale, Reseller, Public Administration)

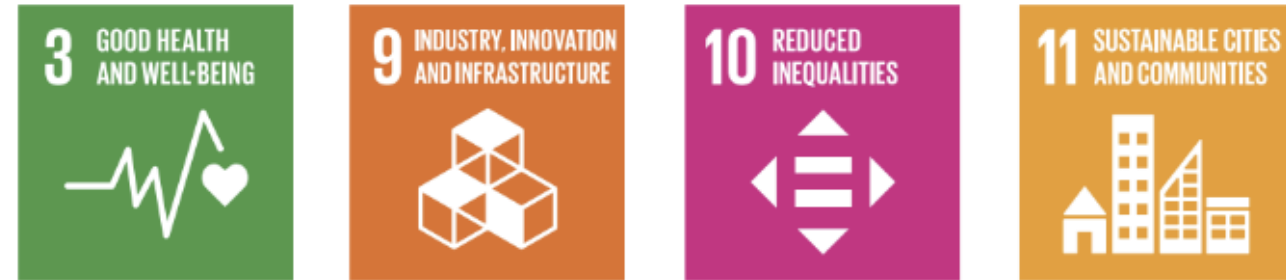
REVENUES MIX by Type

CAGR SERVICE (Retail) Recurring 2024-26 - 25%



The basis of **recurring contracts** are the engine of growth together with large Fiber-IoT digital transformation projects

ESG GOALS 2024 - 2026



Fiber in gray and black areas

- New HU OF **+21k**
- New HU UF **+64k**

Roma 5G

- **100** squares connected by WIFI
 - **1525** Small Cells

Unitirreno

- **890km** from Mazara del Vallo to Genova with connections at Roma – Fiumicino and Olbia



Personal development

- employment increase **215+** units
- Women from **28%** to **32%** of the total
 - increase of the under **30**

Training

- **+46%** of total training hours
- Assessment **90+%** of staff

Welfare

- **+10%** monetary incentive
- **+29%** of smart working days

Evaluation

- company climate measurement
- periodic performance assessment



Savings enabled by IoT metering projects

- 80M m3 of water
- 60GWh of energy

-10% data center consumption

Direct self-production 4+%

95+% energy used from renewables

Mobility manager and contribution to the Sustainable Urban Mobility Plan

12% reduction in the average CO2 emissions by the car fleet

CLOSING REMARKS

G rowth	+10% Revenues CAGR 2024-2026
E fficiency	+14% EBITDA CAGR 2024-2026
C apex	€ 56 M Total Investments 2024-2026
S oundness	0.6x Leverage Ratio 2026
I nnovation	2/3 projects 2024-2026
S ustainability	95+% Renewable Energy 2024-2026

Growth driven by Business, Wholesale and Public Administration markets

Purchasing optimization, process automation, improvement of technical and commercial contracts

Artificial Intelligence, smart grid, water, energy, environmental sustainability, climate change

Better attention to environmental impact and circular economy

Investments in new networks and data centers

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CONTACTS

Unidata S.p.A.

ROBERTO GIACOMETTI
CFO & Investor Relations Officer

+39 329 2478696
r.giacometti@unidata.it

CDR Communication S.r.l.
Investor Relations Consultant

SILVIA DI ROSA
+39 335 7864209
silvia.dirosa@cdr-communication.it

ELEONORA NICOLINI
+39 333 9773749
eleonora.nicolini@cdr-communication.it

