



PRESS RELEASE

**THE BOARD OF DIRECTORS OF UNIDATA EXAMINED
 THE UPDATE OF THE BUSINESS PLAN WITH EXTENSION OF THE TARGET TO 2027**

THE TARGETS, IN CONTINUITY WITH THE PREVIOUS PLAN, ENVISAGE SUSTAINABLE GROWTH THANKS TO POSITIONING ON MARKETS WITH HIGHER ADDED VALUE, SUCH AS CLOUD & DATA CENTER, SMART CITY AND IOT, AND A STRONG INDUSTRIAL SYNERGY WITH THE JVs, WHILE REMAINING FOCUSED ON SERVICES RELATED TO FIBER AND CONNECTIVITY, WITH A FOCUS ON THE BUSINESS, WHOLESALE AND PUBLIC ADMINISTRATION MARKETS

ECONOMIC-FINANCIAL TARGETS OF 2027

- **Total revenues:** between € 140 and € 145 million
- **EBITDA:** between € 40 e € 42 million
- **EBITDA margin:** equal to about 28%
- **Cumulated capex:** equal to about € 57 million
- **Net Financial Debt:** equal to about € 10 million

Roma, 17 December 2024 – Unidata S.p.A. (UD.MI), 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, which met on today's date under the chairmanship of Renato Brunetti, examined and approved the update of the Business Plan with the extension of the targets to 2027.

Renato Brunetti, Chairman and CEO of Unidata, declared: *"After a year of transition, linked to the completed integration of internal processes and which saw a slight slowdown in growth, compared to the excellent growth performances of previous years, the update of the 2025 - 2027 Business Plan, made in continuity and evolution of its traditional areas of activity, aims to significantly accelerate growth with the achievement of ambitious objectives. Specifically, Unidata intends to continue to focus on some main areas with high added value in expanding markets, where it is already active, such as Datacenters, Cybersecurity,*

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IoT and Smart Cities. Unidata wants to be an excellence in the digital ecosystem to accompany customers in the future of communication, facilitating the adoption and management of competitive innovations”.

INDUSTRIAL STRATEGY

2024 has been a year of transition, characterized by the streamlining of the structure, which led to a complete integration of the processes within the Group and consequently a slight slowdown in growth compared to the trend of previous years, which highlighted a double-digit increase. In this context, Unidata has updated the Business Plan by extending the targets to 2027, in continuity with the previous Plan.

In addition to confirming the consolidated business model based on the 3 main areas of activity - Fiber Network, Cloud and IoT -, the key points of the 2025 - 2027 Plan are linked to growth and internal efficiency. Connectivity will be an "enabler" for the creation of higher value-added services: Datacenter, Cloud, IoT, and Smart City, which will be the main growth drivers in expanding markets. A.I. will be one of the tools to increase the operational efficiency within the company.

The assumptions of 2025 - 2027 Business Plan include:

- **Data centers as a large volume business.** Together with the current Edge Datacenters based in Rome and Milan, the Unicenter project should start very soon with a Colocation Datacenter in Rome of 13,000 sqm up to 16MW >2,500 cabinets. Unidata will also have an industrial role in the project as it will sell and manage colocation and connectivity services;
- **Cloud** as an enabling technology for innovation;
- **Cybersecurity** as services integrated with the traditional offer, increasingly strategic;
- **IoT & Network bases Smart Cities & Smart Areas**, thanks to LoraWan technology. Unidata wants to become the largest player in Italy in Smart metering, killer IoT applications;
- **5G** where Unidata is a Partner of Roma5G, the first example of Smart City & 5G Neutral Hosting;
- **The PPP will be a strategic tool** where Unidata has acquired know-how and alliances with the major players in Italy;

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- **The digital infrastructure** where Unidata continues the creation of fiber networks, expanding the network with Unifiber in the 3 years of activity; and with the strategic sales agreement, with Openfiber, on the Unifiber network;
- **The Unitirreno Project** where Unidata acquired know-how in submarine fibres, among the few in Italy and Europe; and with a commitment to sales, management and maintenance, ready for service from **2025**.

ECONOMIC-FINANCIAL TARGETS

The 2025 - 2027 Plan provides, in continuity with the previous plan, the **economic targets for 2026** with **total revenues** between **€ 133 million and € 135 million** and with an **EBITDA margin** of **approximately 27%**.

Economic-financial Targets of 2027

- **Total revenues:** between € 140 and € 145 million;
- **EBITDA:** between € 40 e € 42 million;
- **EBITDA margin:** equal to about 28%;
- **Cumulated capex:** equal to about € 57 million, with an almost linear distribution over the years of the plan;
- **Net Financial Debt:** equal to about € 10 million.

MEETING WITH THE FINANCIAL COMMUNITY

The update of the Business Plan with the extension to 2027 will be presented to the financial community today Tuesday 17 December 2024 during a video conference at 3.00 PM CET (2.00 PM UK).

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

For information regarding participation in the video conference, please contact eleonora.nicolini@cdr-communication.it.

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

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

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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 about 7,400 km in continuous expansion, a wireless network and a proprietary data center, the Unidata Group supplies over 26,400 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: IT0005573065 (Reuters UD MI - Bloomberg UD IM) is listed on Euronext Milan – STAR segment of Borsa Italiana.

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