



FY2024 RESULTS

MARCH 20TH, 2025



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

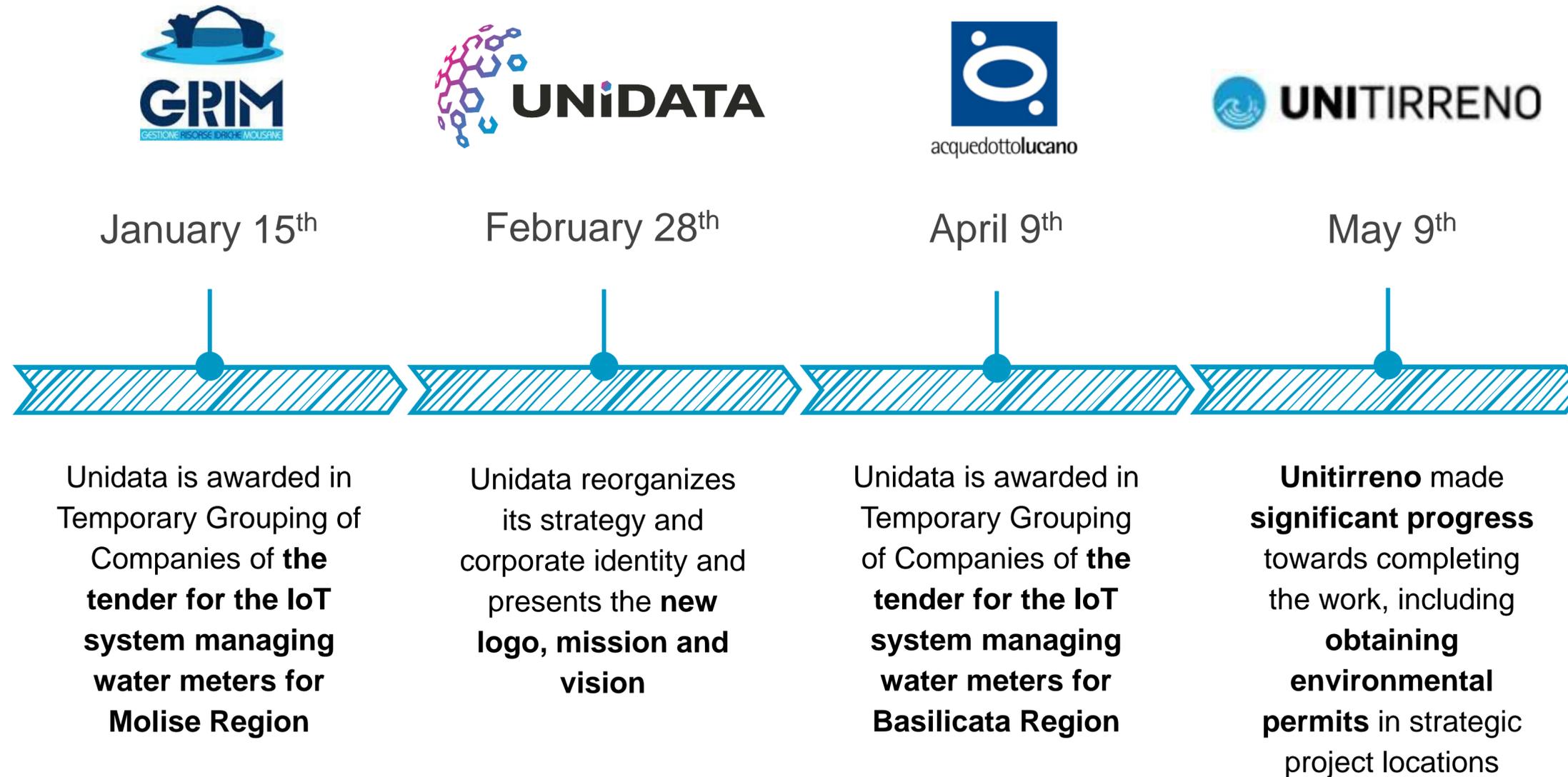
CFO & Investor Relations Officer

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.

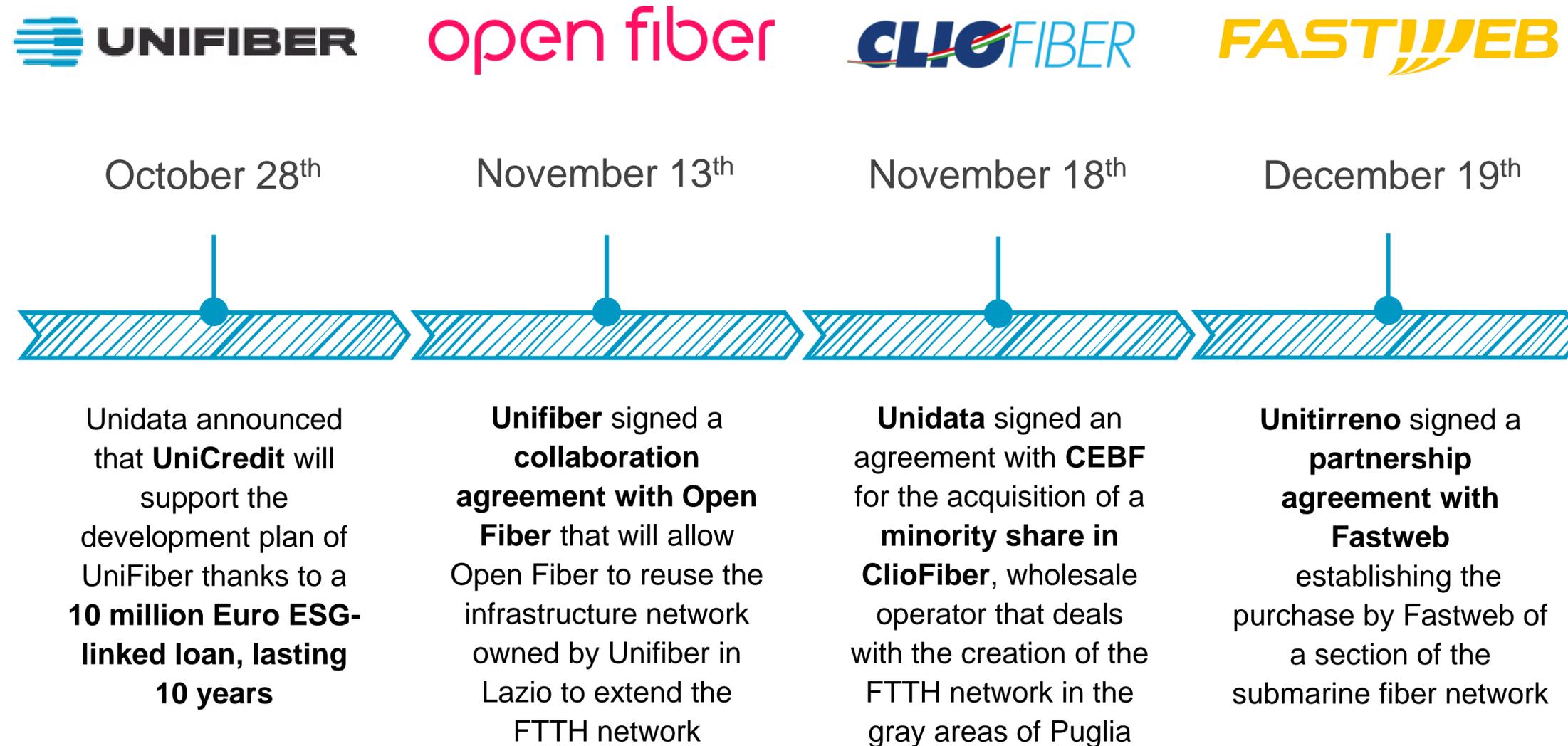
In 2019, he joined Unidata and followed the listing process on EGM, the extraordinary operations and the translisting on EXM - STAR Segment

ACHIEVEMENTS FY2024

MAIN ACHIEVEMENTS FY2024 (1/2)



MAIN ACHIEVEMENTS FY2024 (1/2)



KEY FINANCIALS

FINANCIAL HIGHLIGHTS UNIDATA GROUP FY 2024

101.3 M€

Revenues

+9%

(93.3 M€ in FY2023)¹

27.4 M€

Adjusted EBITDA

+12%

(24.4 M€ in FY2023)¹

43.8 M€

NFP

(47.9 M€ in FY 2023)

Adj. NFP 41.4 M€²

27,593

Direct Customers

+19% vs FY 2023

and **34,170 Active lines**

through resellers

7,600 km

Optical Fiber

+800 km

(6,800 in FY 2023)

14.5 M€

Total Investments

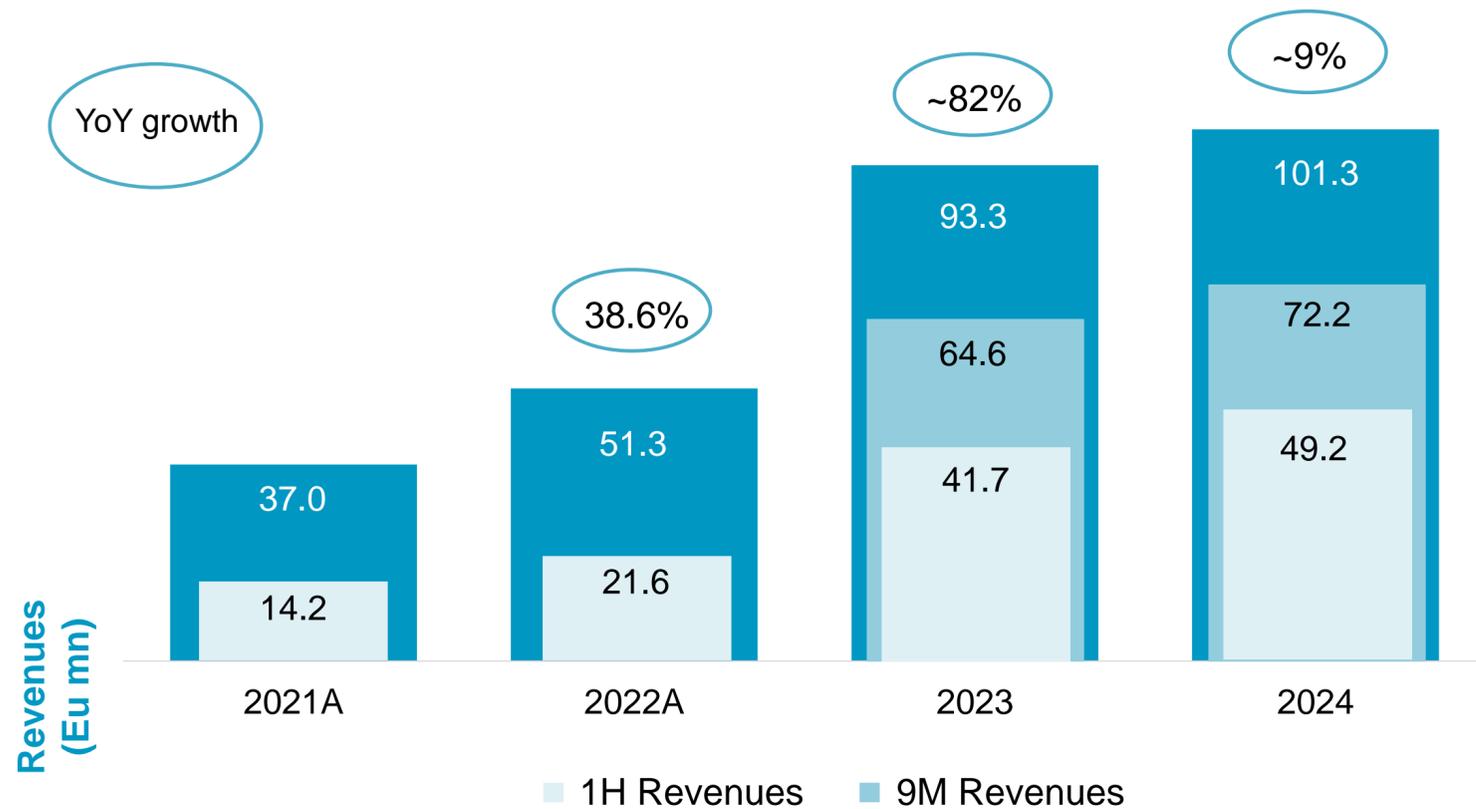
in tangible, intangible and
financial assets

476,399 households covered³

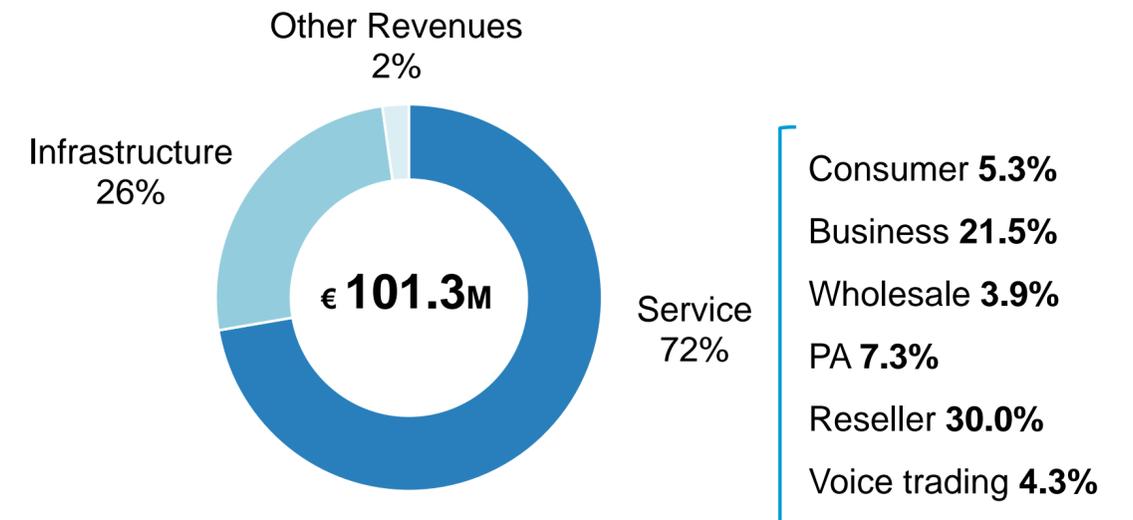
FINANCIAL HIGHLIGHTS – REVENUES & CUSTOMERS

Unidata Group's consolidated revenues strongly increased in FY2023, because of the inclusion of the acquired TWT Group in the perimeter, doubling the size of the Group.

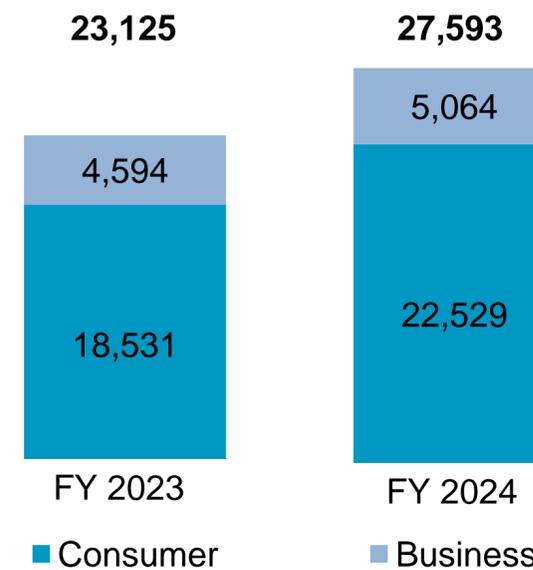
In FY2024, the Group recorded slightly increasing revenues confirming the inversion of the revenues mix with an increase in the percentage weight of Revenues with high added value.



Revenues FY2024 breakdown



Number of customers FY2024

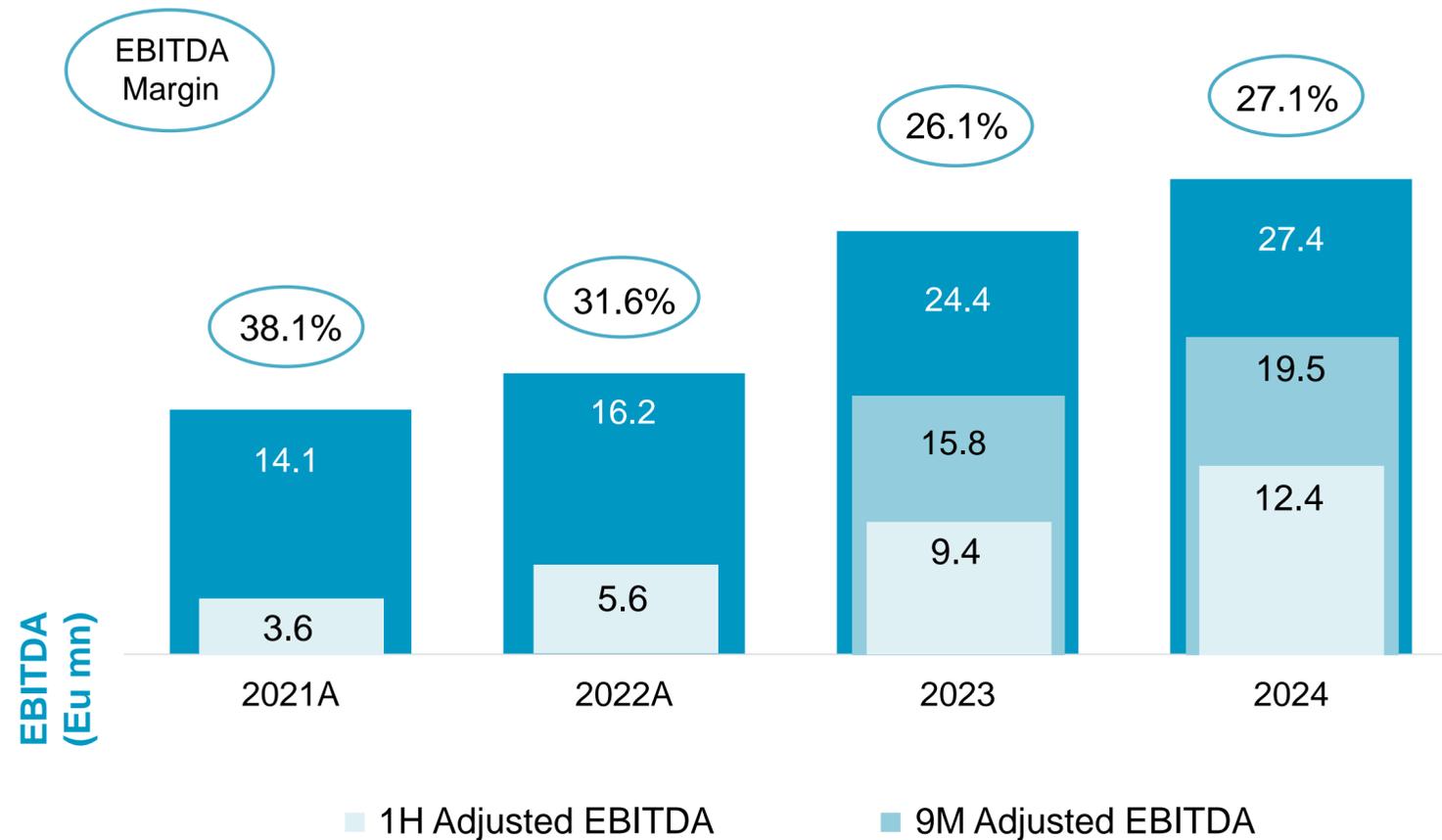


Direct Customer growth:
 Business (+10% YoY)
 Consumer (+22% YoY)

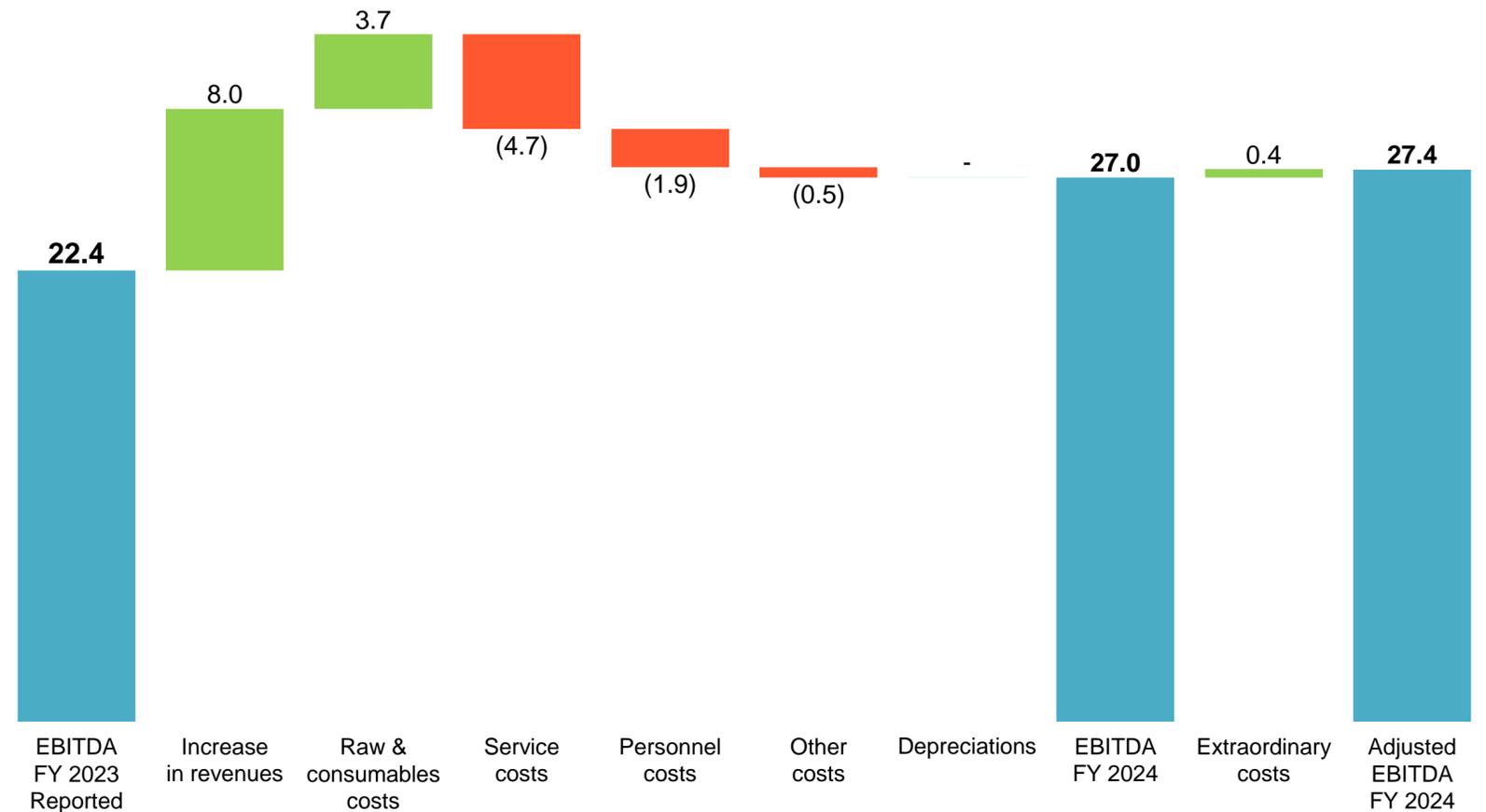
Active lines through resellers
34,170

FINANCIAL HIGHLIGHTS – EBITDA

Adjusted EBITDA & Margin



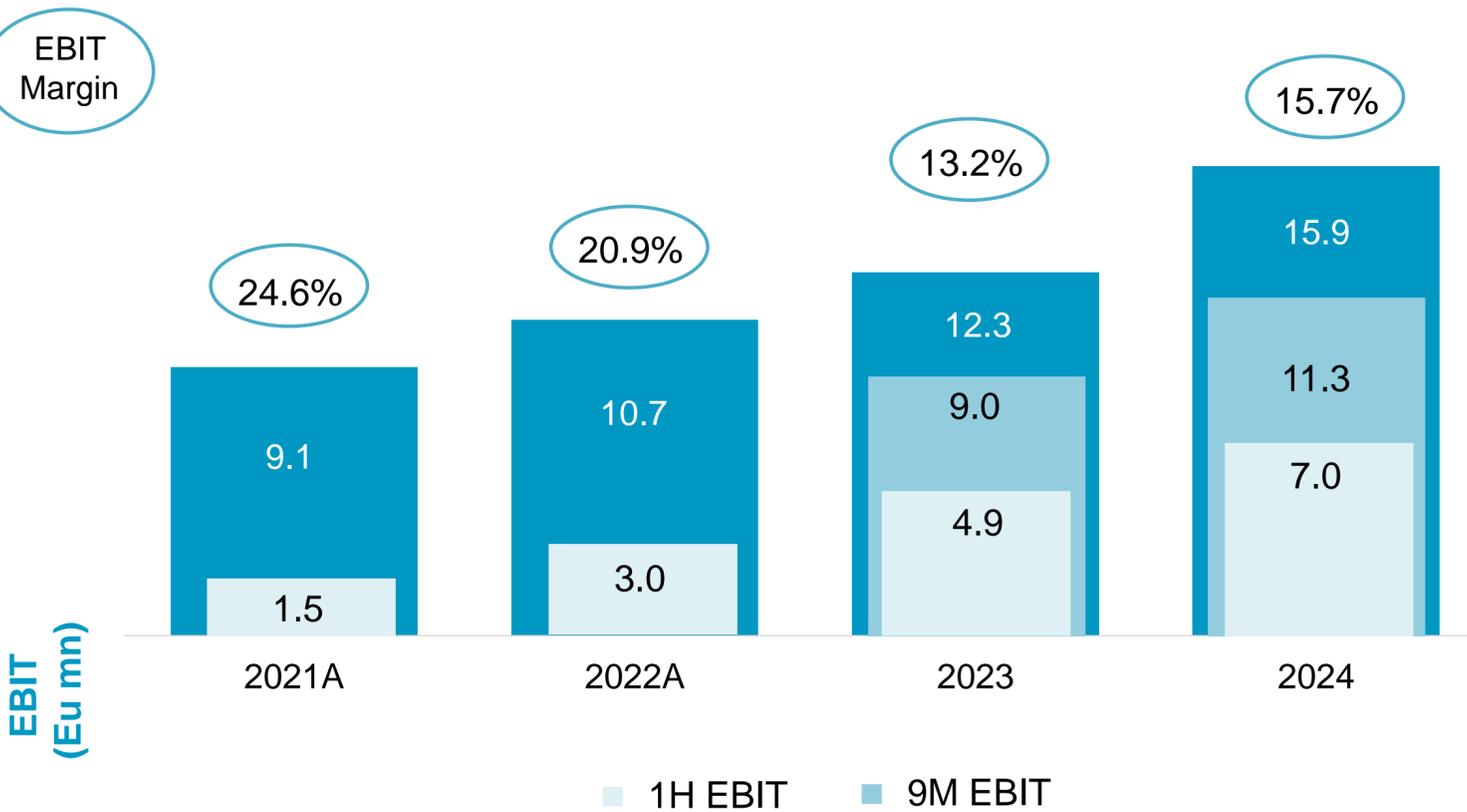
EBITDA Bridge



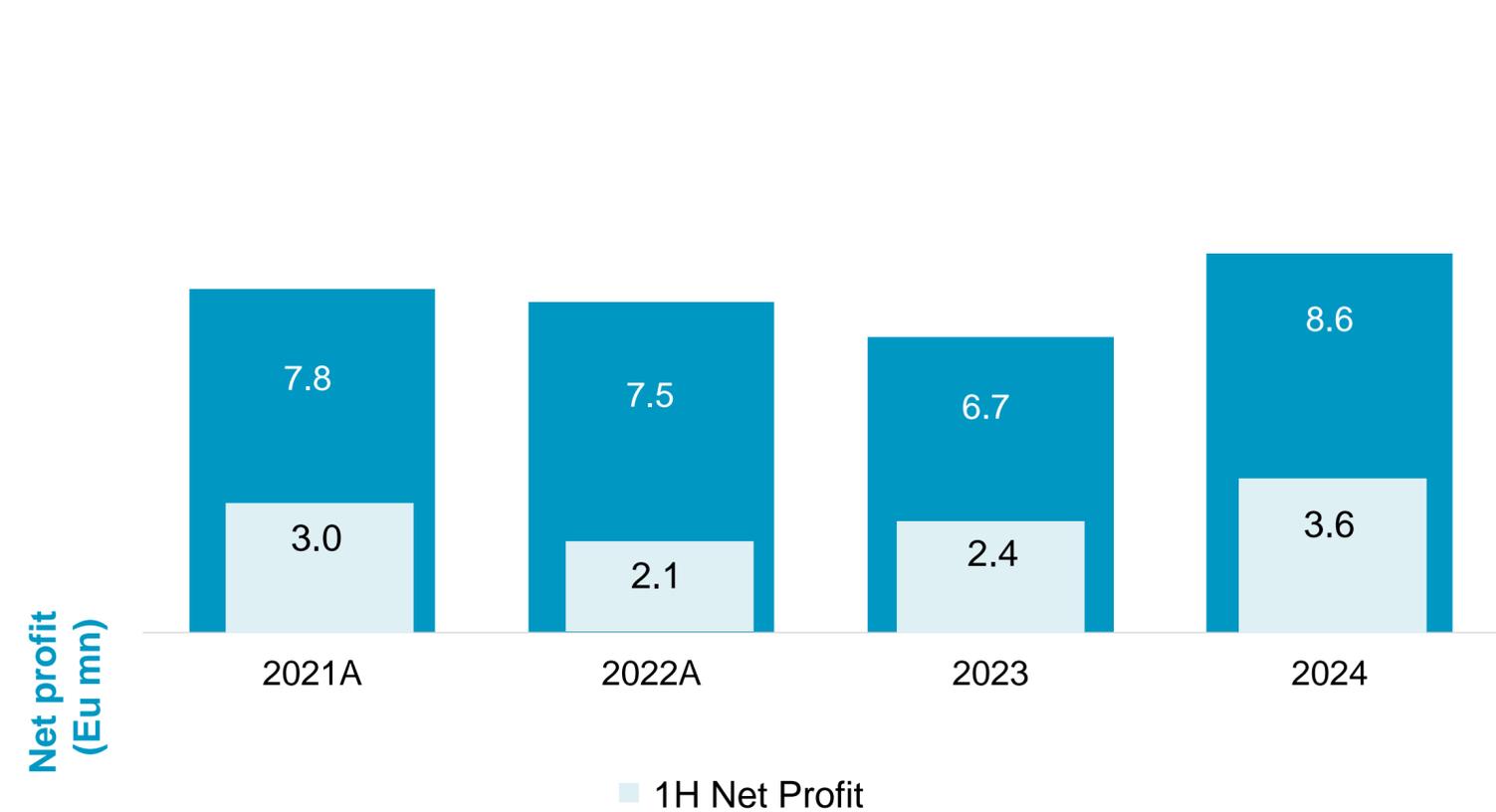
- The improvement in **EBITDA** is essentially linked to the increase in Revenues with high added value, the reduction in the Cost of Goods Sold linked to Infrastructure Revenues and the execution of important highly profitable projects that entered the Group's scope in the first quarter of 2024.

FINANCIAL HIGHLIGHTS – EBIT & NET PROFIT

EBIT & Margin

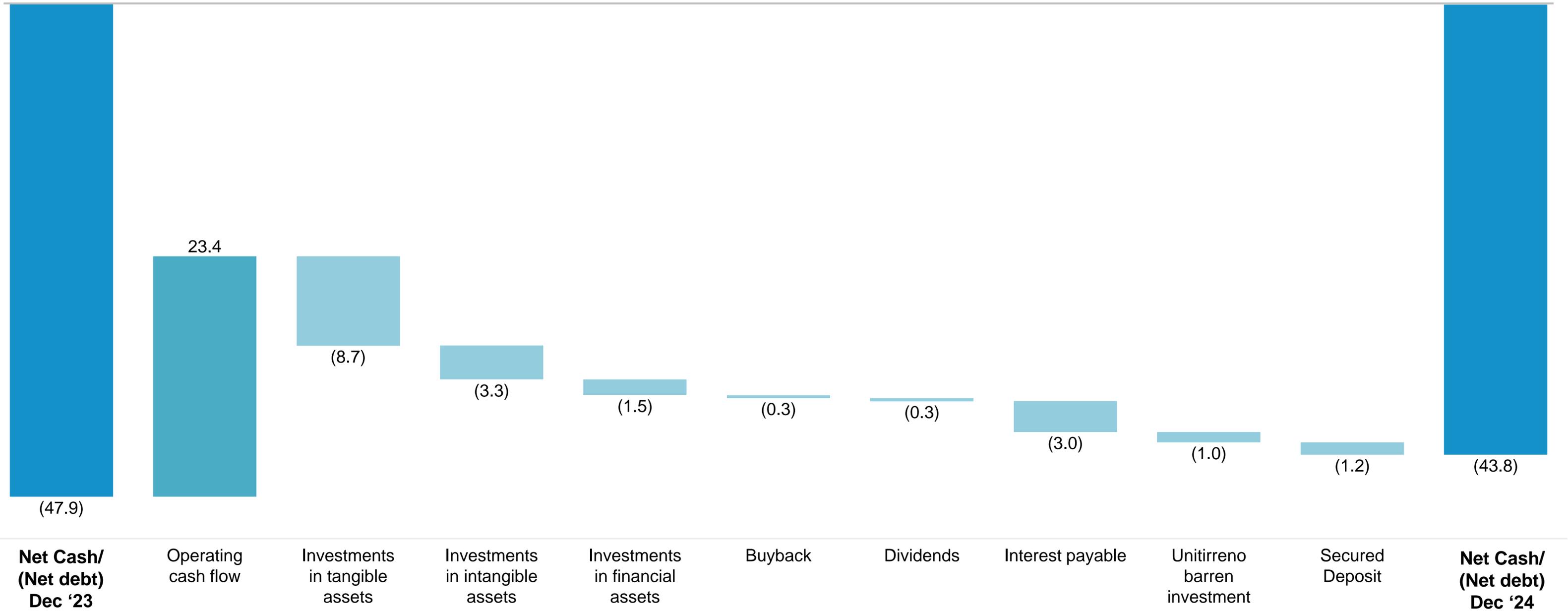


Net Profit



- In FY2024, Unidata recorded an **EBIT** of **€ 15.9 million** (+29% vs FY2023), with an EBIT Margin equal to 15.7%, and a Net Profit of € 8.6 million (+28% vs FY2023).
- **Highest Net Profit in Unidata track record, equal to € 8.6 million.**

NET FINANCIAL DEBT BRIDGE (ESMA)



BUSINESS PLAN

2025 - 2027

KEY POINTS OF THE STRATEGY

To be a strong player in a growing market using innovation as strategic driver

Growth with innovation

- 1 > 10 > 100 Gigabit & Wi-Fi 7
- Network as a Service Cloud based
- **Embedded Cybersecurity**
- **Cloud:** IaaS & SaaS, Storage, Private Cloud

Connectivity
Cloud & CyberSec

Artificial
Intelligence

A.I. technology is must

Operational efficiency and cost savings among the main benefits.
Unidata focuses on **process efficiency** and **internal and external solutions**

IoT &
Smart City

Infrastructure

Infrastructure Maker

The digital infrastructure is not finished.

- Unidata continues the construction of fiber networks, expands the network with Unifiber – further **>50 mln€ Investment** >3 years of activity; strategic agreement with Openfiber for sales on the Unifiber network
- **Unitirreno - 80 mln€ investment.** Unidata has acquired submarine fiber know-how, one of the few in Italy and Europe; Commitment to sales, operation and maintenance, ready for service in 2025

Datacenter

Datacenter Business grows in volume

- Current Edge Datacenters in Rome and Milan
- **Unicenter** - Rome Datacenter Colocation starts in 2025 with 13,000sqm up to 16MW **>2000 racks**
- Unidata will sell and manage Colocation and connectivity services

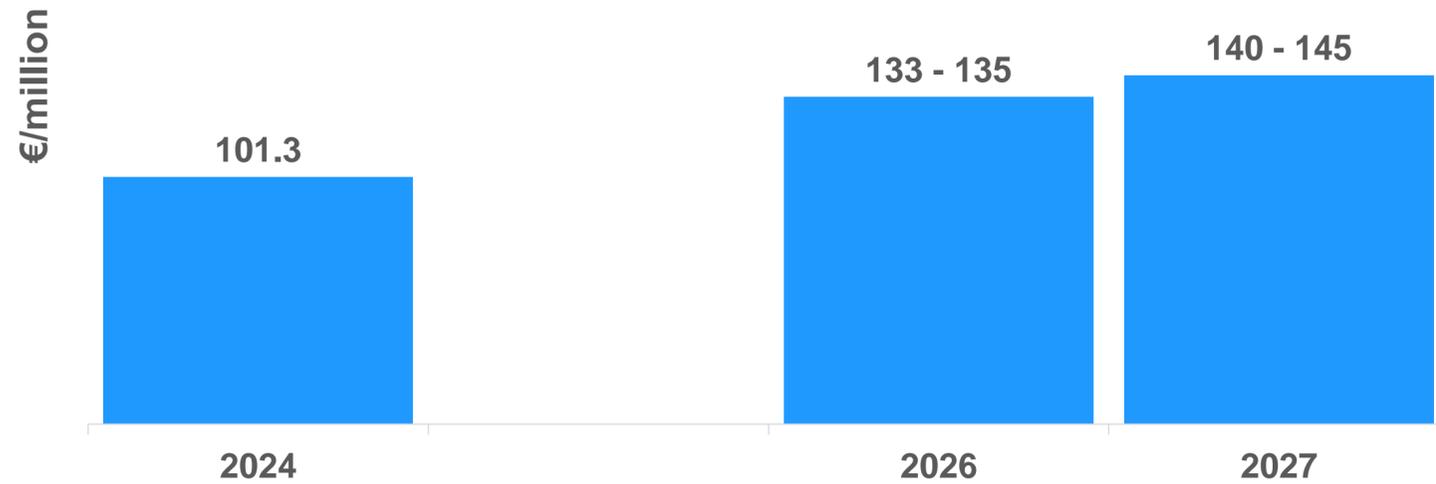
IoT & Network based Smart City & Smart Areas

- **LoraWan:** Smart metering killer IoT application
Unidata is the largest player in Italy
- **Roma5G:** Smart City & 5G Neutral Hosting – Unidata as operating Partner
- **PPP:** strategic tool, acquired Know-How
- **Strategic alliances** with major players in Italy

2027 FINANCIAL TARGET

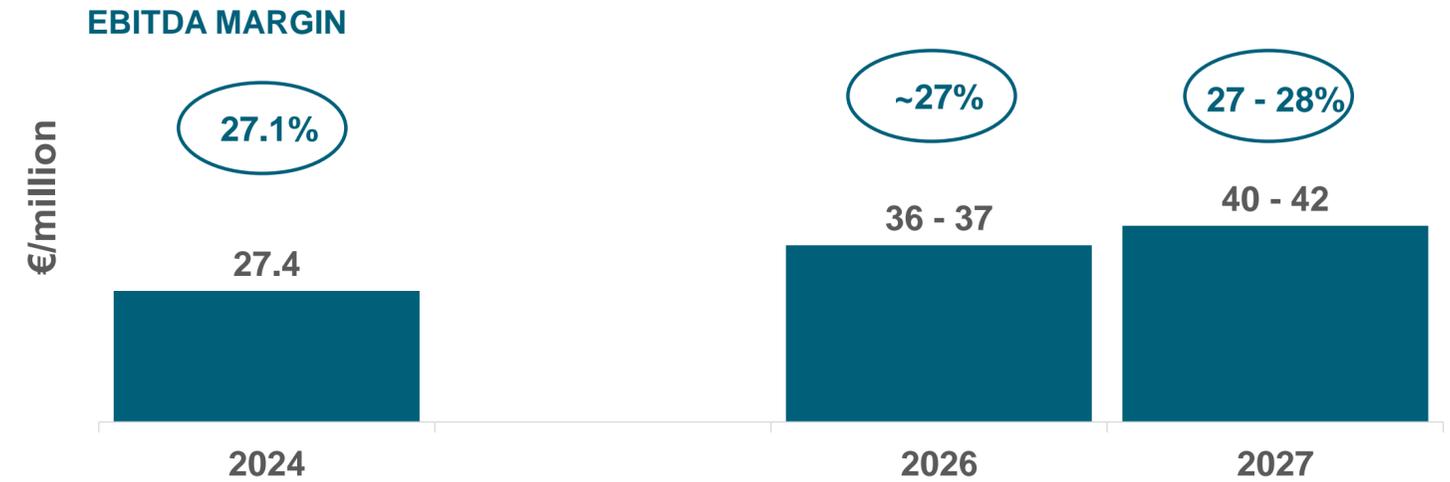
REVENUES

CAGR 2024-27 12%

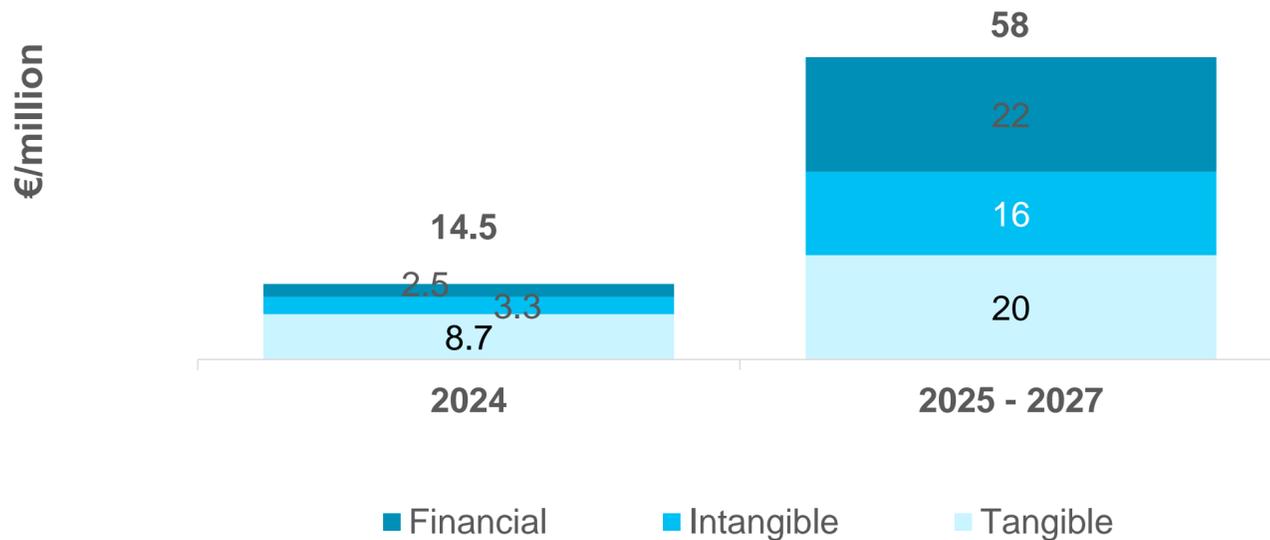


ADJUSTED EBITDA

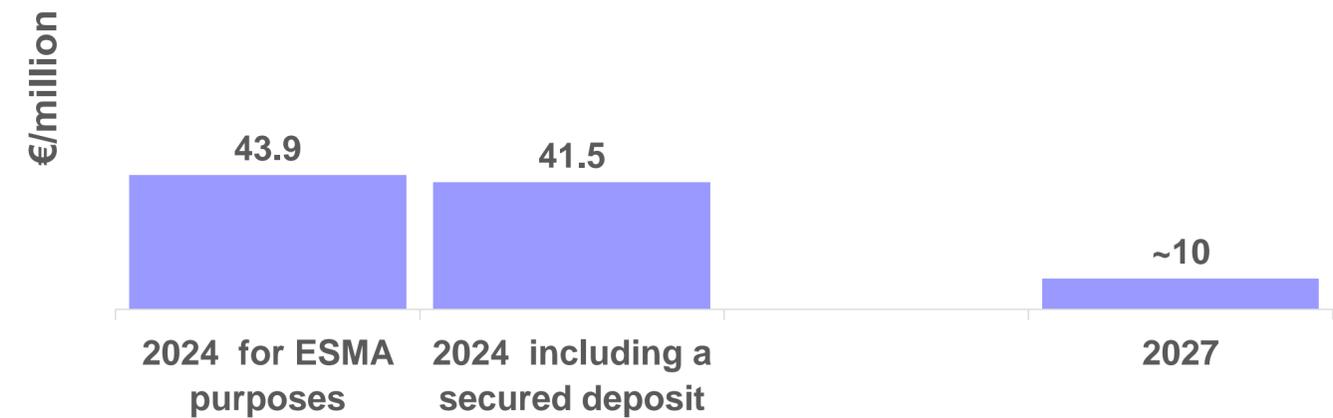
CAGR 2024-27 15%



CUMULATED CAPEX 2025-27

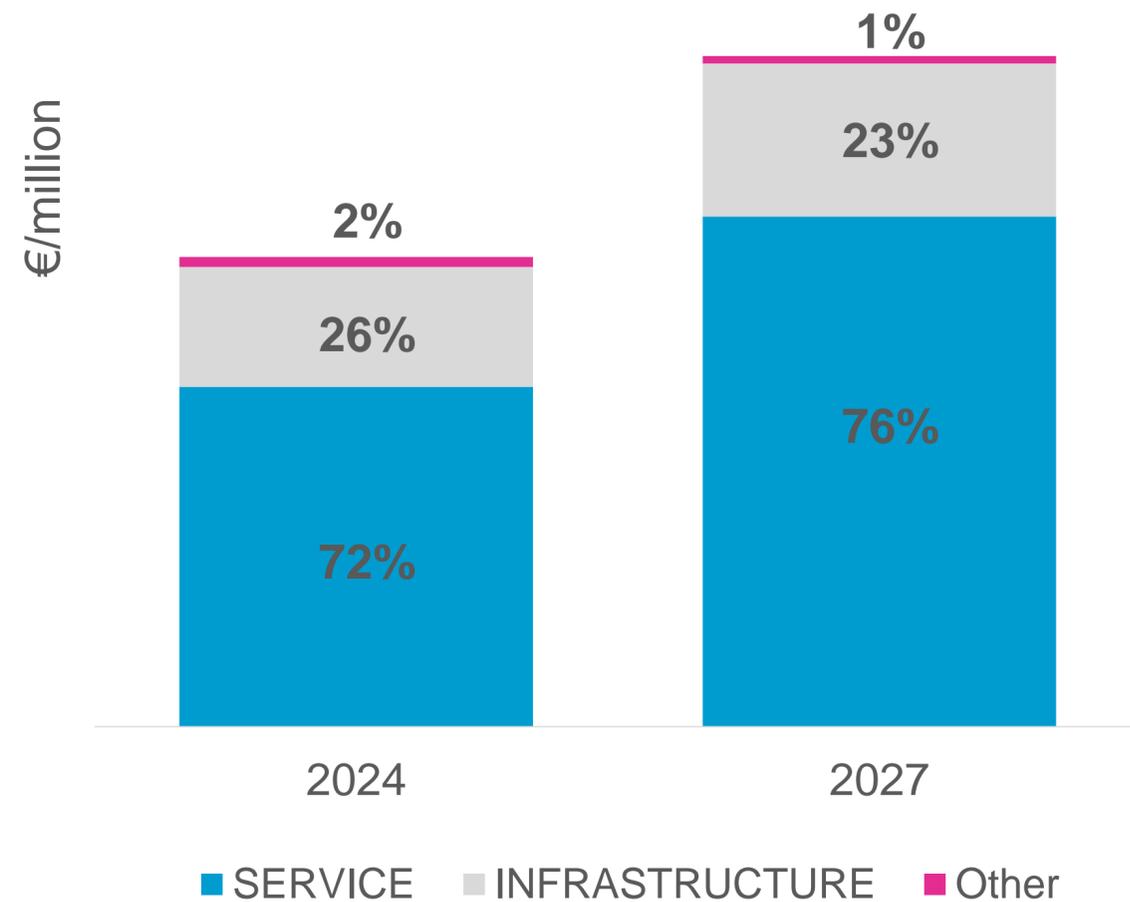


NET FINANCIAL DEBT

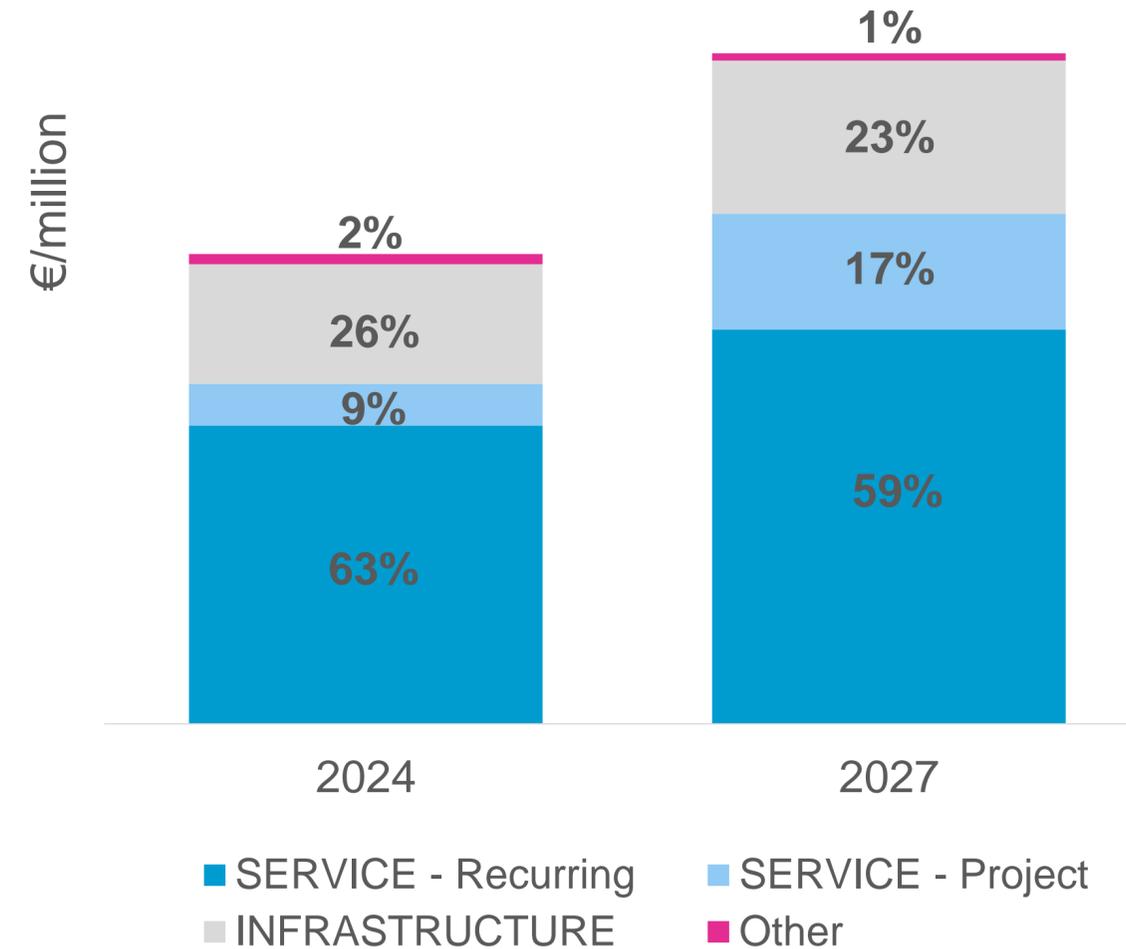


2027 REVENUES BREAKDOWN

REVENUES MIX by Business Line



REVENUES MIX by Type



Over time the Mix of contribution to Total Revenues changes in favour of a greater weight of Revenues deriving from the **SERVICE business line** (Fiber & Connectivity, Cloud, Datacenter & IoT)

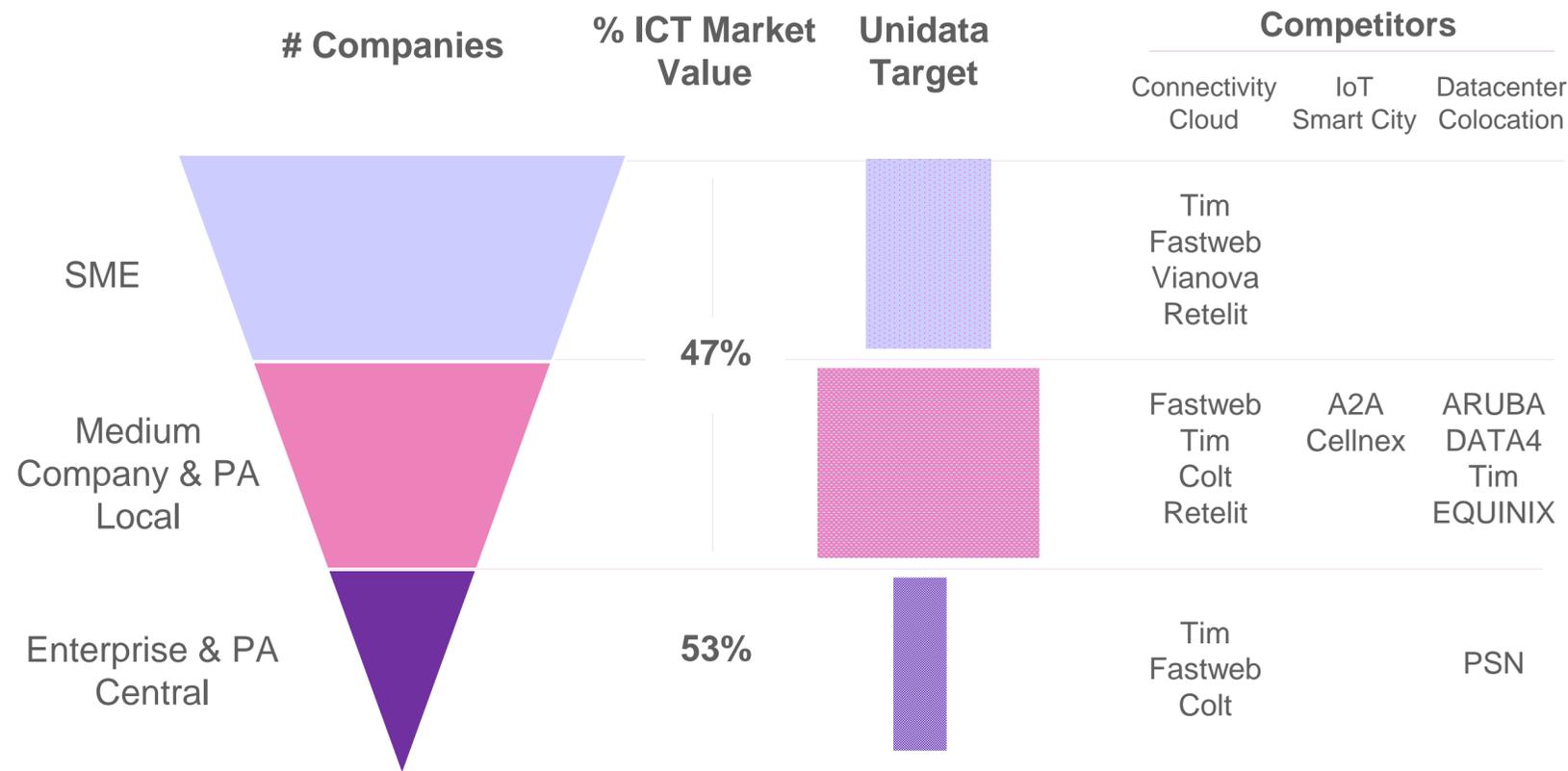
The basis of **recurring contracts** are the engine of growth together with large Fiber-IoT digital transformation projects

Q&A SESSION

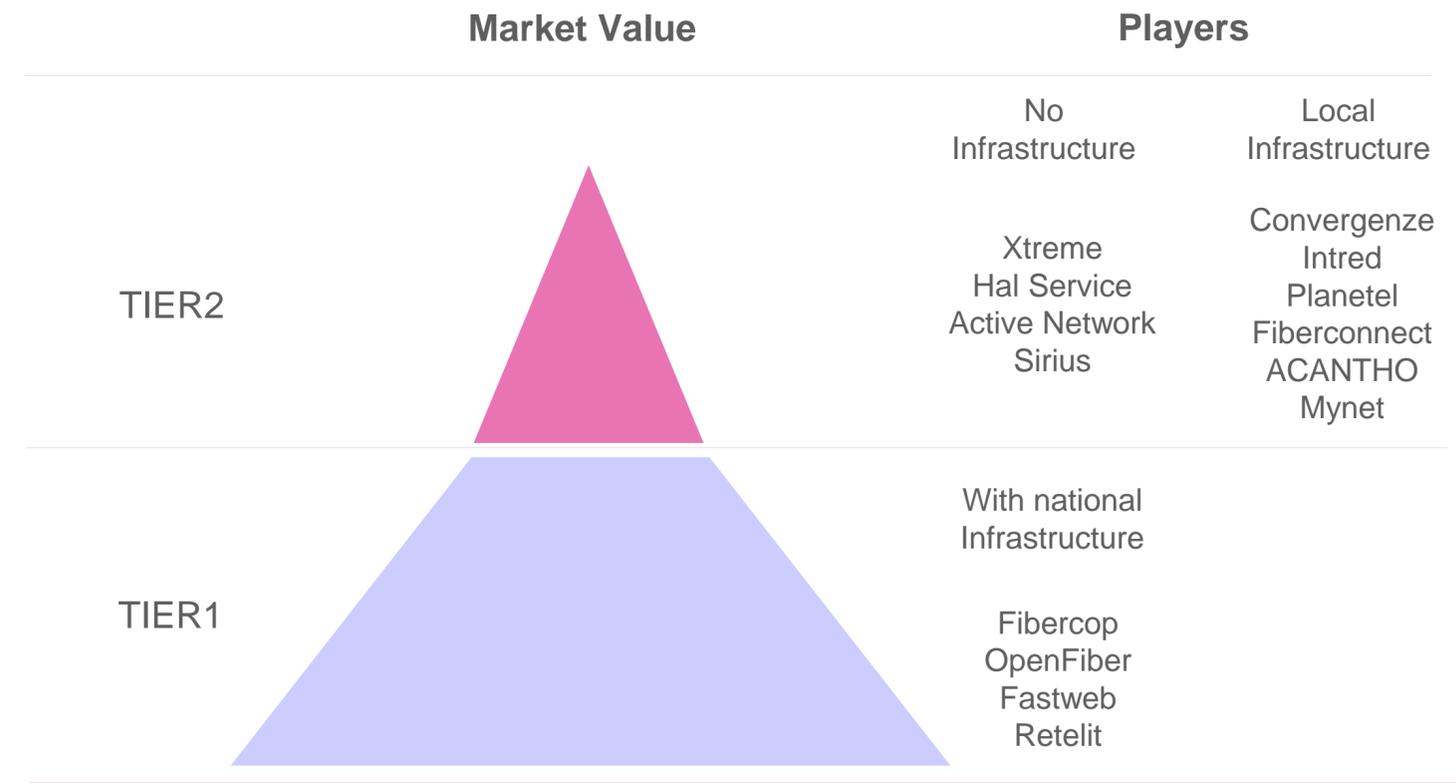
APPENDIX

TARGET & COMPETITORS

Target



Competitors



The growth is driven by the technological investments of large organizations (companies and PAs), which represent 53% of the ICT business market and which grow by +4.9%, weighing 22.5 billion euros. However, the market trend is also positive for SMEs. Specifically, investments by micro-enterprises grew by 2.2%, while those of small companies by 3.1%. Growth was higher for medium-sized companies (+3.9%).

CORPORATE GOVERNANCE & ORGANIZATION



BOARD OF DIRECTORS

 Renato Brunetti Chairman and CEO	 Marcello Vispi Vice Chairman	 Giampaolo Rossini Member	 Paolo Bianchi Member	 Barbara Ricciardi Independent Member
 Alessandra Bucci Independent Member	 Stefania Argentieri Piuma Independent Member	 Maurizio Tucci Member	 Luca Annibaletti Independent Member	

FINANCIAL REPORTING OFFICER

Roberto Giacometti
CFO & Investor Relations Officer

BOARD OF STATUTORY AUDITORS

Pierluigi Scibetta
Chairman of the BoSA

Antonia Coppola
Auditor

Luigi Rizzi
Auditor

Management

Chairman & CEO
Renato Brunetti

Vice Chairman
Marcello Vispi

Staff Functions

Internal Auditing
Sergio Beretta

Investor Relations
Roberto Giacometti

Public Affairs & Institutional Relations
Federico Bottura

Risk Management, Communication & ESG
Paolo Bianchi

Chief Financial and Legal Officer
Roberto Giacometti

Chief Human Resources & Organization Officer
Lorenzo Lombardi D'Aquino

Procurement & General Affairs
Roberto Monaldi

Line functions

Chief Commercial Officer
Roberto Forte

Chief Operating Officer
Giovanni De Nichilo

Chief Technical Officer
Giampaolo Rossini

Innovation, Research & Development
Patrizio Pisani



1) Equally owned by R. Brunetti, M. Vispi and C. Bianchi; 2) Entirely owned by M. Colli; 3) Including treasury shares.

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