



PRESS RELEASE

**UNIDATA'S BOARD OF DIRECTORS APPROVED
 THE DRAFT FINANCIAL STATEMENTS, THE CONSOLIDATED FINANCIAL STATEMENTS AND THE
 SUSTAINABILITY REPORT AS OF 31 DECEMBER 2024**

**ALL THE MAIN ECONOMIC AND FINANCIAL ITEMS CONTINUE TO GROW, CONFIRMING
 UNIDATA'S SOLID BUSINESS MODEL**

**MARGINALITY INCREASED YOY BECAUSE OF THE INVERSION OF THE REVENUES MIX,
 MORE FOCUSED ON SERVICES WITH HIGH ADDED VALUE**

**NET FINANCIAL DEBT IMPROVED YOY THANKS TO GOOD OPERATING
 CASH GENERATION**

CHANGE TO THE 2025 FINANCIAL CALENDAR

PROPOSED DIVIDEND: € 0.01 PER SHARE FOR A TOTAL OF € 302,584

Unidata Group's consolidated key figures

- **Total revenues:** € 101.3 million (€ 93.3 million in 2023)¹ **+9% YoY**
- **Adjusted EBITDA:** € 27.4 million (€ 24.4 million in 2023) **+12% YoY**
- **Adjusted EBITDA Margin:** 27.1% (26.1% in 2023) **+100 bps**
- **EBIT:** € 15.9 million (€ 12.3 million in 2023) **+29% YoY**
- **EBIT Margin:** 15.7% (13.2% in 2023) **+250 bps**
- **Net Profit:** € 8.6 million (€ 6.7 million in 2023) **+28% YoY**
- **Investments:** € 14.5 million
- **Net Financial Debt:** € 43.8 million (€ 47.9 million as of 31 December 2023)
- **Number of customers:** +19% compared to 31 December 2023
- **Km of optical fiber:** +800 km compared to 31 December 2023, reaching about 7,600 km

¹ The values in brackets refer to the reported economic data as of 31 December 2023, i.e. including in the consolidation the TWT Group for the for the 10 months of Unidata's competence.

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Roma, 20 March 2025 – Unidata S.p.A. (UD.MI), a telecommunications, cloud and IoT services operator, listed on the Euronext Milan market – STAR Segment, organised 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 Draft Financial Statements and the Consolidated Financial Statements, drawn up in accordance with the IAS/IFRS International Accounting Principles, and the Sustainability Report as of 31 December 2024.

Renato Brunetti, Chairman and CEO of Unidata, stated: *“The results achieved in the last year confirm the solidity of our business model and Unidata’s ability to generate value in a sustainable way. Revenues are in line with forecasts, with significant growth in the service area, benefiting the recurrence and stability of our turnover and an improvement in margins. The increased cash generation also led to a clear improvement in the net financial position, which allows us to look to the future with renewed confidence and determination. We are also particularly satisfied with the strengthening of our positioning in the IoT sector, where in 2025 we have already won three tenders, two in Toscana and one in Emilia-Romagna, further consolidating our role as leader in projects dedicated to the digitalization of water distribution networks and the efficiency of systems for the reduction of water losses. In parallel, in 2024, Unifiber and Unitirreno joint ventures continued to generate value, thanks to the signing of strategic agreements with relevant partners, a confirmation of the quality and national relevance of the two ongoing projects. During 2025, we intend to continue along the path undertaken, consolidating our activities and investments both in the service and IoT areas, and in the existing joint ventures”.*

MAIN CONSOLIDATED ECONOMIC AND FINANCIAL DATA AS OF 31 DECEMBER 2024

The main consolidated economic-financial results as of 31 December 2024 of the Unidata Group have been compared with the reported results as of 31 December 2023, i.e. including the TWT Group (acquired on 28 February 2023) from 1 March to 31 December 2023, for comparability with official data published in public registers.

Consolidated revenues, equal to **€ 101.3 million**, are up **(+9%)** compared to 2023 (€ 93.3 million), confirming the inversion of the revenues mix with an increase in the percentage weight of Revenues with high added value.

Adjusted EBITDA, calculated net of extraordinary costs of approximately € 0.4 million (€ 2.0 million in 2023), is approximately **€ 27.4 million (+12%** compared to € 24.4 million in 2023) with an **Adjusted EBITDA**

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Margin of **27.1%** (26.1% in 2023). This improvement 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.

Operating Result (EBIT), equal to **€ 15.9 million**, recorded an increase of **29%** compared to 2023 (€ 12.3 million) with an **EBIT Margin** of **15.7%** (13.2% in 2023).

Financial expenses amounted to € 3.1 million, in line with € 3.0 million in 2023.

The **Net profit** is equal to **€ 8.6 million**, up approximately **28%** compared to the result recorded in 2023 (€ 6.7 million).

During 2024, **Investments** were made for approximately **€ 14.5 million**, largely financed by working capital and divided into € 3.3 million in intangible assets, € 8.7 million in tangible assets, mainly connected to the infrastructure area, and approximately € 2.5 million in financial assets (shareholdings in Cliofiber S.r.l., Unifiber S.p.A. and Unitirreno Holding S.p.A.).

Net Financial Debt for ESMA purposes is equal to **€ 43.8 million**, down from € 47.9 million as of 31 December 2023, thanks to the good operating cash generation.

Net Financial Debt for the purposes of calculating the existing financial covenants, determined also considering the restricted deposit of € 2.4 million, is equal to **€ 41.4 million** compared to € 46.7 million as of 31 December 2023. The deposit was released and returned to the full availability of the Company in the first days of January 2025.

Net Equity as of 31 December 2024 is equal to **€ 73.0 million** compared to € 64.6 million as of 31 December 2023.

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REVENUES BY BUSINESS AREAS

Thousands of €	31/12/2024 (Consolidated)	31/12/2023 (Reported)	Change	%
Consumer	5,367	4,252	1,116	26%
Business	21,754	22,183	-429	-2%
<i>of which recurring</i>	21,612	18,372	3,240	18%
<i>of which project</i>	142	3,811	-3,669	-96%
Wholesale	3,938	1,636	2,302	141%
<i>of which recurring</i>	1,828	1,279	549	43%
<i>of which project</i>	2,110	357	1,753	491%
Public Administration	7,429	1,777	5,652	318%
<i>of which recurring</i>	703	647	56	9%
<i>of which project</i>	6,726	1,130	5,596	495%
Reseller	30,416	24,982	5,434	22%
Voice Trading and voice network	4,380	4,437	-57	-1%
Service Revenues	73,284	59,266	14,018	24%
Wholesale IFRS 16	6,564	12,858	-6,294	-49%
Unifiber	18,869	18,013	856	5%
Materials trading	375	1,413	-1,038	-73%
Infrastructure Revenues	25,808	32,284	-6,476	-20%
Deferred income	1,369	1,330	39	3%
Other income	846	390	456	117%
Total	101,307	93,271	8,036	9%

Service

The **Service revenues line**, which recorded an increase of **24%**, includes:

- revenues relating to the **main business lines** (Fiber & Networking, Datacenter & Cloud and IoT & Smart Solutions) divided by type of customer (Consumer, Business, Wholesale and PA);
- revenues relating to **direct and indirect sales through resellers** of the Group's services and to network and voice trading services.

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Infrastructure

The **Infrastructure revenues line**, which recorded a decrease of **20%**, includes:

- revenues relating to the **activity of granting I.R.U. (Indefeasible Right of Use) concession rights to other operators** on the fiber optic network infrastructure created by Unidata. This granting of rights was accounted for as a real transfer of the infrastructure, consistently with the provisions of the accounting standard IFRS 16;
- revenues for the construction of telecommunications infrastructures attributable to the works connected to the **Unifiber project**.

CUSTOMERS

2024 confirms a growth in **direct customers (+19%)** compared to the previous financial year. The total direct customers as of 31 December 2024 are in fact equal to no. **27,593**, compared to no. 23,125 as of 31 December 2023. The increase concerns all the main categories of customers; in particular, the **Business** customer market records an increase of **10%**, while the **Consumer** customer sector records an increase of **22%**. The number of whitelabel lines activated through the partner network records an increase of approximately 2% compared to 31 December 2023, reaching **34,170 active lines** as of 31 December 2024 (of which 315 international).

Below is an explanatory table of the calculation of ARPU (Average Revenue Per User) broken down by main customer categories and compared with the data from the previous financial year.

Type of customers	FY 2024		FY 2023		% Change	
	Number of Customers	ARPU	Number of Customers	ARPU	Number of Customers	ARPU
Consumer	22,529	21	18,531	22	22%	-5%
Business	5,064	396	4,594	370	10%	7%
Total	27,593		23,125		19%	

FIBER OPTIC INFRASTRUCTURE EXTENSION

During 2024, the fiber optic network was extended for approximately 800 km through the use of proprietary cables, reaching a total extension of approximately 7,600 km by 31 December 2024.

Unidata's optical fiber present in the buildings represent a coverage of approximately 480,000 residential and business Property Units, also in various industrial and office districts.

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SIGNIFICANT EVENTS OCCURRED DURING 2024

On **15 January 2024**, Unidata communicates that it has been awarded in Temporary Grouping of Companies and that it has signed the contract for the assignment by G.R.I.M. (Molisane Water Resources Management) of the contract for the “Interventions aimed at reducing losses in water distribution networks, including digitalisation and monitoring of the networks”.

On **9 April 2024**, Unidata communicates that it has been awarded in Temporary Grouping of Companies and that it has signed the contract for the assignment by Acquedotto Lucano S.p.A. of the supply contract for the implementation and management of an IoT smart water metering system for the Basilicata region.

On **9 May 2024**, Unidata communicates that Unitirreno Submarine Network S.p.A., JV with the Infrastructure for ESG growth fund managed by Azimut Libera Impresa SGR S.p.A., has made significant progress towards the completion of the work, including obtaining environmental authorizations in strategic locations of the project, crucial for establishing the main connection points within the submarine cable network, ensuring seamless integration and operation.

On **24 July 2024**, Unidata announces that Unitirreno Submarine Network S.p.A. signed an agreement with Sparkle, the first international services operator in Italy and among the first in the world, for the landing of its new submarine cable system in Sparkle's Genoa Landing Platform, a scalable infrastructure designed to guarantee submarine cables a key landing place in hand, resilient and safe on Europe's west coast.

On **2 August 2024**, Unidata announces that it has launched the treasury share purchase program in execution and according to the terms, conditions and purposes set out in the resolution of the Ordinary Shareholders' Meeting held on 10 May 2024.

On **28 October 2024**, Unidata announced that UniCredit will support the development plan of UNIFIBER - joint venture established by Unidata S.p.A. and CEBF - for the construction of the end-to-end FTTH (Fiber to the Home) fiber optic network in Lazio, thanks to a €10 million ESG-linked loan, lasting 10 years, divided into two loans of which one of €7.15 million guaranteed by SACE through “Garanzia Futuro”.

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On **13 November 2024**, Unidata announced that Open Fiber and UNIFIBER have entered into a collaboration agreement that will allow Open Fiber to reuse existing UNIFIBER-owned network infrastructures in Lazio to extend the FTTH network as part of the "Italia a 1 Giga" Plan, a public intervention plan of the Italian Strategy for Ultra-Broadband financed by NRRP funds. The partnership is aimed at accelerating the arrival of the ultra-fast network in the Region's territories, promoting timely interventions to reduce the digital divide and improve access to increasingly essential services guaranteed by the connection.

On **18 November 2024**, Unidata announced that it has signed an agreement with Connecting Europe Broadband Fund (CEBF) for the acquisition of a minority stake in ClioFiber, a wholesale operator that deals with the construction of the FTTH network in the grey areas of Puglia Region. Unidata purchased 11.05% of the share capital of ClioFiber from a local operator, for a consideration of € 625 thousand. ClioFiber will therefore be owned by Unidata for 11.05% and by CEBF for the remaining 88.95%. In the execution of the project, Unidata will support ClioFiber as an industrial partner in the construction of the FTTH network and in the development of the business.

On **19 December 2024**, Unidata announced that Unitirreno has signed a collaboration agreement with Fastweb for the submarine digital infrastructure of approximately 890 kilometers that will be built in the Tyrrhenian Sea and that will connect Mazara del Vallo with Genoa, with branches towards Roma and Olbia. The partnership includes the purchase by Fastweb of a section of the submarine fiber network, with the option to extend the purchase to additional strategic sections of the route in the near future. The participation of a major partner such as Fastweb underlines the importance of the project developed by Unitirreno and its key role in strengthening the country's connectivity infrastructure with the rest of Europe and the Mediterranean.

As of **31 December 2024**, Unidata holds 628,181 treasury shares, corresponding to 2.0338% of the share capital, following the execution of the buyback program.

SIGNIFICANT EVENTS OCCURRED AFTER THE END OF THE FINANCIAL YEAR

On **3 February 2025**, Unidata announces that the laying of the cable of Unitirreno strategic submarine infrastructure took place in Fiumicino. The digital infrastructure will connect Sicily (Mazara del Vallo) to Liguria (Genoa), passing through Roma-Fiumicino and Olbia, making these locations true strategic hubs in the heart of the Mediterranean.

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On **19 February 2025**, Unidata announced that Unitirreno has signed a financing agreement with Intesa Sanpaolo, also as Agent Bank, and Banco BPM for an amount of € 57 million and a duration of 4 years. The investment is intended for the construction of a submarine fiber optic infrastructure, which will connect Mazara del Vallo to Genoa, with a hub near Roma-Fiumicino and one in Olbia.

On **10 March 2025**, Unidata announces that it has been awarded three contracts by SorgeAqua S.r.l, ASA S.p.A. and the Municipality of Zeri for the assignment of the design, construction and management of remote reading networks based on LoRaWan® technology. These projects respond to the need to reduce losses in water distribution networks, digitize and monitor the networks themselves.

FORESEEABLE EVOLUTION OF MANAGEMENT

2024 was characterized by the consolidation of the Unidata Group after the merger with TWT Group and the achievement of good economic results. The forecasts for the current financial year are in line with the 2025-2027 Industrial Plan approved by the Company's Board of Directors on 17 December 2024 and, in particular, various initiatives and activities will be implemented in the coming months such as:

- the increase in customers in the Service area;
- the expansion of the investment in Unifiber for the creation of a fiber optic network in the gray areas of Lazio;
- the increase of the investment in the Unitirreno project for the creation of a submarine fiber system in the Tyrrhenian Sea;
- the extension of the work relating to some projects relating to the public tenders won in 2023 and 2024, with reference to Public Administration and IoT (Internet of Things) area, in addition to the possibility of awarding new tenders;
- the extension of the Rome 5G project.

MAIN ECONOMIC RESULTS OF THE PARENT COMPANY

The Separate Financial Statements of Unidata S.p.A. shows Total Revenues of € 104.3 million (+12% compared to € 93.0 million in 2023)², an Adjusted EBITDA of € 29.6 million (+23% compared to € 24.0

² The values in brackets refer to the reported economic data as of 31 December 2023, i.e. including in the consolidation the TWT Group for the 10 months of Unidata's competence.

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million in 2023) and a Net Profit of € 10.5 million compared to € 6.8 million in the previous financial year. It should be noted that the results of the Separate Financial Statements are higher than those of the Consolidated Financial Statements due to the consolidation of Unisabina.

ALLOCATION OF THE 2024 FINANCIAL YEAR RESULT

In light of the above, the Board of Directors proposes to allocate the operating profit of € 10,495,071 as follows:

- € 524,754 to increase the Legal Reserve;
- € 302,584 to be allocated as a dividend (€ 0.01 per share, excluding treasury shares);
- € 9,667,733 to be carried forward to the following financial year.

SUSTAINABILITY REPORT AND IMPACT REPORT

At today's meeting, the Board of Directors of Unidata, a Benefit Corporation, approved 2024 Non-Financial Statement and Impact Report, confirming the company's commitment to sustainable, responsible and innovative development. *"2024 has been a year of evolution and consolidation, in which we have translated our values into concrete actions: from the publication of our first Home-Work Travel Plan, to the growth of the company's hybrid and electric fleet (now at 67 percent), from the development of smart metering projects for the efficient management of water resources to collaboration with universities and institutions for sustainable innovation. We will continue to generate value for the territory, the environment and people, adapting our reporting documents in the perspective of the important regulatory changes that await us in this area, with specific reference to CSRD, whose principles we already adopt on a voluntary basis"*, said Paolo Bianchi, Unidata's ESG Manager.

OTHER RESOLUTIONS OF THE BOARD OF DIRECTORS

Approval of the Report on Corporate Governance and Ownership Structures for the 2024 financial year and the Report on the 2025 Remuneration Policy and Compensation Paid in 2024

The Board of Directors of the Company approved the Report on Corporate Governance and Ownership Structures for the 2024 financial year prepared by the Company pursuant to art. 123-bis of Legislative

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Decree no. 58 of 24 February 1998 (“TUF”) and in compliance with the provisions of the Corporate Governance Code.

The Board of Directors also approved the Report on the 2025 Remuneration Policy and Compensation Paid in 2024 pursuant to art. 123-ter of the TUF and art. 84-quater and Annex 3A, Scheme 7-bis of Consob Regulation no. 11971/1999 (“Issuers Regulation”), as well as in compliance with art. 5 of the Corporate Governance Code.

The above reports will be made available to the public, within the terms of the law, at the Company’s registered office, on the “1info” storage mechanism (www.1info.it) and on the company’s website www.unidata.it in the Investors/Governance/Shareholders’ Meeting section.

Verification of the independence requirements of the Directors

The Board of Directors has verified that the independence requirements pursuant to articles 147-ter paragraph 4 and 148, paragraph 3, of the TUF and Recommendation 6 of the Corporate Governance Code continue to be met by the independent directors Barbara Ricciardi, Alessandra Bucci, Stefania Argentieri Piuma and Luca Annibaletti.

Change to the 2025 financial calendar

The Board of Directors also approved a change to the 2025 financial calendar, announced on 20 January 2025. The change concerns the postponement from Tuesday, 6 May 2025 to Thursday, 8 May 2025 of the Ordinary Shareholders’ Meeting for the approval of the financial statements for the year ending 31 December 2024.

The Financial Calendar is therefore modified as follows:

DATE	EVENT
20 March 2025	Presentation to the financial community of the Economic and Financial results as of December 31 st , 2024
08 May 2025	Ordinary Shareholders’ Meeting to approve the financial statements for the financial year ended December 31 st , 2024
13 May 2025	Board of Directors to approve the Interim Management Report as of March 31 st , 2025

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11 September 2025	Board of Directors for the approval of the half-year financial report as of June 30 th , 2025
11 September 2025	Presentation to the financial community of the half-year results as of June 30 th , 2025
12 November 2025	Board of Directors for the approval of the Interim Management Report as of September 30 th , 2025
1 December 2025	Board of Directors to examine and approve the 2026-2028 Business Plan
1 December 2025	Presentation of the 2026-2028 Business Plan to the financial community

DEPOSIT OF DOCUMENTATION

The draft financial statements, the annual financial report including the draft annual financial statements and the reclassified financial statements, the management report, the report of the Board of Statutory Auditors, and the report of the Independent Auditors will be made available to the public within the terms of the law, at the Company's registered office, on the "1info" storage mechanism (www.1info.it), and on the company's website www.unidata.it in the Investors/Governance/Shareholders' Meeting section.

The Manager in charge of preparing the corporate accounting documents of Unidata S.p.A., Mr. Roberto Giacometti, certifies, pursuant to art. 154-bis, paragraph 2, of Legislative Decree 58/98 that the accounting information contained in this press release corresponds to the documentary findings, books and accounting records.

MEETING WITH THE FINANCIAL COMMUNITY

The results as of 31 December 2024 will be presented to the financial community tomorrow Thursday 20 March 2025 during a video conference at 4.00 pm (3.00 pm UK).

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.

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

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

Finally, it should be noted that the attached income statement and balance sheet represent reclassified schemes and as such are not subject to verification by the auditors.

This press release may contain forward-looking elements regarding future events and results of Unidata S.p.A. which are based on current expectations, estimates and projections about the industry in which the Company operates, on events and on the current opinions of management. These elements by their nature have a component of risk and uncertainty because they depend on the occurrence of future events and on a multiplicity of factors, many of which are outside the control of Unidata, including global macroeconomic conditions, changes in business conditions, further deterioration of markets, impact of competition, political, economic and regulatory developments in Italy.

This press release is available on Borsa Italiana, on the "1info" storage mechanism (www.1info.it) and on the Company's website www.unidata.it in the Investors/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 7,600 km in continuous expansion, a wireless network and a proprietary data center, the Unidata Group supplies over 27,500 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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C.F./P.IVA 06187081002

Capitale Soc. €. 10.000.000 i.v.



PRESS RELEASE

Attachments:

- **Consolidated Financial situation as of 31 December 2024**
- **Consolidated Income statement as of 31 December 2024**
- **Consolidated Net Financial Position as of 31 December 2024**
- **Consolidated Cash flow statement as of 31 December 2024**
- **Separate Financial situation as of 31 December 2024**
- **Separate Income statement as of 31 December 2024**
- **Separate Net Financial Position as of 31 December 2024**
- **Separate Cash flow statement as of 31 December 2024**

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CONSOLIDATED FINANCIAL SITUATION AS OF 31 DECEMBER 2024

<i>Eu</i>	As of 31 december 2024	As of 31 december 2023
Other intangible assets	16,353,969	17,363,168
Goodwill	37,525,268	37,525,268
Assets for rights of use	9,722,957	9,786,554
Property, plant and equipment	61,838,105	59,860,396
Shareholdings	9,090,967	9,359,603
Other non-current financial assets	6,659,515	4,420,329
Active derivative financial instruments	56,279	152,768
Other non-current receivables and assets	12,796	12,796
Active deferred taxes	1,284,102	507,727
TOTAL NON-CURRENT ASSETS	142,543,958	138,988,609
Inventories	2,544,088	3,443,714
Contractual activities	600,000	600,000
Trade receivables	27,775,612	20,411,086
Tax receivables	2,915,235	1,870,712
Other short-term assets	219,786	249,632
Other current receivables and assets	4,744,215	5,448,224
Cash and cash equivalents	4,850,488	12,913,286
TOTAL CURRENT ASSETS	43,649,424	44,936,654
TOTAL ASSETS	186,193,382	183,925,264
Share capital	10,000,000	10,000,000
Legal reserve	848,291	507,635
Extraordinary reserve	239,454	57,007
IAS19 TFR reserve	362,548	154,698
Quotation reserve	-132,725	-125,075
Treasury shares reserve	-2,662,233	-2,388,352
Other reserves	30,219,717	30,014,737
Retained earnings/losses	20,263,167	14,396,632
FTA reserve	5,298,320	5,298,320
Net profit (loss) for the period	8,554,061	6,693,127
TOTAL NET EQUITY	72,990,600	64,608,729
Employees benefits	2,684,194	2,782,992
Passive derivative financial instruments	1,264,589	1,363,583
Non-current financial loan	37,592,620	6,078,193
Other non-current liabilities	8,730,736	8,773,754
Passive deferred taxes	5,058,870	5,371,030
TOTAL NON-CURRENT LIABILITIES	55,331,009	24,369,552
Trade payables	28,606,719	23,874,569
Tax payables	5,345,176	3,316,034
Current financial payables	11,270,466	54,905,261
Other current liabilities	12,649,412	12,851,119
TOTAL CURRENT LIABILITIES	57,871,773	94,946,983
TOTAL LIABILITIES	186,193,382	183,925,264

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CONSOLIDATED INCOME STATEMENT AS OF 31 DECEMBER 2024

<i>Eu</i>	As of 31 december 2024	As of 31 december 2023 (reported)
Revenues	99,092,047	91,550,435
Other revenues	2,214,825	1,720,460
TOTAL REVENUES	101,306,872	93,270,895
Purchase of raw materials and consumables	5,132,668	8,846,605
Service costs	55,135,566	50,449,377
Other operating costs	1,747,209	1,262,114
Depreciation	41,663	35,388
TOTAL PRODUCTION COSTS	62,057,106	60,593,483
ADDED VALUE	39,249,766	32,677,411
Personnel costs	12,241,918	10,321,367
EBITDA	27,007,848	22,356,044
<i>EBITDA Margin</i>	<i>26,66%</i>	<i>23,97%</i>
Adjusted EBITDA	27,412,736	24,365,044
<i>Adjusted EBITDA Margin</i>	<i>27,06%</i>	<i>26,12%</i>
Amortisation	11,072,974	10,083,459
EBIT	15,934,874	12,272,585
Financial income	111,212	101,723
Financial charges	3,148,432	3,031,855
Income and charges from shareholdings valued at equity	541,338	119,325
TOTAL FINANCIAL INCOME AND CHARGES	-3,578,558	-3,049,457
PROFIT BEFORE TAXES	12,356,316	9,223,128
Income taxes	3,802,255	2,530,001
NET RESULT FOR THE YEAR	8,554,061	6,693,127

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CONSOLIDATED NET FINANCIAL DEBT AS OF 31 DECEMBER 2024

	31/12/2024	31/12/2023
A Cash	4,850,488	12,913,286
B Cash equivalents		
C Other current financial assets	219,786	199,632
D Liquidity (A + B + C)	5,070,274	13,112,918
E Current financial debt (including debt instruments, but excluding the current portion of non-current financial debt)	2,509,450	6,387,344
F Current portion of non-current financial debt	8,761,016	48,517,917
G Current Financial Debt (E + F)	11,270,466	54,905,261
H Current Net Financial Debt (G - D)	6,200,192	41,792,344
I Non-current financial debt (excluding current portion and debt instruments)	37,592,620	6,078,193
J Debt instruments		
K Trade payables and other non-current payables		
L Non-current financial debt (I + J+ K)	37,592,620	6,078,193
M Total financial debt (H + L)	43,792,812	47,870,537
Fixed deposit for loan	2,400,010	1,200,010
Financial debt for covenant	41,392,802	46,670,527

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CONSOLIDATED CASH FLOW STATEMENT AS OF 31 DECEMBER 2023

	31/12/2024	31/12/2023
A) Cash Flow from operating activities		
Profit (loss) of the period	8,554,061	6,693,127
Income tax expenses	3,802,255	2,530,001
Interest paid / (interest received)	3,037,220	3,049,457
(Capital gain) Capital loss from equity investments evaluated through the equity method	541,338	119,325
Other (Capital gain) Capital losses	-167,332	
Profit (loss) before income tax expenses, interest, dividends, capital gains and capital losses from transfer	15.767.542	12,391,910
<i>Adjustments for non-cash items</i>		
Fund reserve / (Release of funds)	905,032	582,003
Amortisation	11,072,975	10,083,459
Cash Flow before changes in net working capital	27.745.549	23,057,373
<i>Changes in net working capital</i>		
(Increase) Decrease in inventories and recovery rights for costumers' returns	899,626	106,812
(Increase) Decrease of trade receivables	-7,406,189	9,149,064
(Increase) Decrease in trade payables and liabilities for future refund to costumers	4,732,150	-2,521,186
Other changes in net working capital	1,170,376	-6,005,542
Cash Flow after changes in net working capital	27.141.512	23,786,520
<i>Other adjustments</i>		
(Income tax expenses)	-2,050,577	-2,530,001
Increase (Use) of funds	-1,139,804	1,367,461
Increase (Use) of liabilities for employments benefit	-528,686	-632,227
Cash Flow from operating activities (A)	23,422,445	21,991,753
B) Cash flows from investing activities		
(Investments)/Disinvestments in intangible fixed assets	-3,302,578	-3,562,062
(Investments)/Disinvestments in tangible fixed assets	-8,675,310	-13,955,649
(Investments)/Disinvestments in equity investments	-1,483,323	-5,997,380
Acquisition of TWT Group	0	-46,723,529
Other changes in flows from investing activities	-2,239,186	747,694
Cash flows from investing activities (B)	-15,700,396	-69,490,926
C) Cash flows from financing activities		
<i>Third party means</i>		
Increase (decrease) of short-term payables towards banks	-3,352,674	1,312,061
New loans	0	41,200,000
(Pay back of loans)	-7,924,493	-4,267,778
Interest collected/(paid)	-3,037,220	-3,049,457
Increase (decrease) in leasing loans	-843,201	-188,249
Other change from financing activities		1,363,584
<i>Own means</i>		
Dividends paid	-303,492	-306,126
Other changes in net equity	-323,766	11,831,885
Cash flows from financing activities (C)	-15,784,847	47,895,920
D) Increase (decrease) in cash and cash equivalents (A+B+C)	-8,062,798	396,747
Cash and cash equivalents as of Beginning of the Period	12,913,286	12,516,539
Cash and cash equivalents as of End of the Period	4,850,488	12,913,286

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SEPARATE FINANCIAL SITUATION AS OF 31 DECEMBER 2024

<i>Eu</i>	As of 31 december 2024	As of 31 december 2023
Other intangible assets	14,568,848	15,399,102
Goodwill	37,525,268	37,525,268
Assets for rights of use	13,833,393	14,410,795
Property, plant and equipment	51,706,539	49,774,216
Shareholdings	18,503,726	18,772,362
Other non-current financial assets	6,659,515	4,420,329
Active derivative financial instruments	56,279	152,768
Other non-current receivables and assets	12,796	12,796
Active deferred taxes	446,591	504,984
TOTAL NON-CURRENT ASSETS	143,312,955	140,972,621
Inventories	2,544,088	3,443,714
Contractual activities	600,000	600,000
Trade receivables	30,094,802	20,411,086
Tax receivables	2,830,078	1,852,144
Other short-term assets	1,487,472	2,052,597
Other current receivables and assets	4,549,221	5,464,956
Cash and cash equivalents	4,720,187	12,408,341
TOTAL CURRENT ASSETS	46,825,848	46,232,838
TOTAL ASSETS	190,138,803	187,205,460
Share capital	10,000,000	10,000,000
Legal reserve	848,291	507,635
Extraordinary reserve	57,007	57,007
IAS19 TFR reserve	329,592	135,112
Quotation reserve	-132,725	-125,075
Treasury shares reserve	-2,662,233	-2,388,352
Other reserves	30,219,717	30,014,737
Retained earnings/losses	20,565,546	14,396,632
FTA reserve	5,298,320	5,298,320
Net profit (loss) for the period	10,495,071	6,813,059
TOTAL NET EQUITY	75,018,586	64,709,075
Employees benefits	2,554,048	2,640,728
Passive derivative financial instruments	1,264,589	1,363,583
Non-current financial loan	41,323,416	10,274,495
Other non-current liabilities	7,575,829	8,773,754
Passive deferred taxes	3,766,690	4,091,813
TOTAL NON-CURRENT LIABILITIES	56,484,572	27,144,372
Trade payables	29,203,236	23,861,488
Tax payables	5,230,474	3,218,750
Current financial payables	11,735,972	55,355,095
Other current liabilities	12,465,963	12,916,680
TOTAL CURRENT LIABILITIES	58,635,645	95,352,012
TOTAL LIABILITIES	190,138,803	187,205,460

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SEPARATE INCOME STATEMENT AS OF 31 DECEMBER 2024

<i>Eu</i>	As of 31 december 2024	As of 31 december 2023 (pro forma)
Revenues	102,125,166	91,550,435
Other revenues	2,203,404	1,469,649
TOTAL REVENUES	104,328,570	93,020,083
Purchase of raw materials and consumables	5,293,590	8,846,605
Service costs	55,952,374	51,229,913
Other operating costs	1,639,402	1,177,482
Depreciation	41.663	35,388
TOTAL PRODUCTION COSTS	62,927,029	61,289,388
ADDED VALUE	41,401,541	31,730,695
Personnel costs	12,234,521	9,742,621
EBITDA	29,167,020	21,988,074
<i>EBITDA Margin</i>	<i>27,96%</i>	<i>23,64%</i>
Adjusted EBITDA	29,551,158	23,997,074
<i>Adjusted EBITDA Margin</i>	<i>28,33%</i>	<i>25,80%</i>
Amortisation	10,441,889	9,466,358
EBIT	18,725,131	12,521,716
Financial income	111,212	101,719
Financial charges	3,293,481	3,164,758
Income and charges from shareholdings valued at equity	541.338	119,325
TOTAL FINANCIAL INCOME AND CHARGES	-3,723,607	-3,182,364
PROFIT BEFORE TAXES	15,001,524	9,339,351
Income taxes	4,506,453	2,526,293
NET RESULT FOR THE YEAR	10,495,071	6,813,059

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SEPARATE NET FINANCIAL DEBT AS OF 31 DECEMBER 2024

	31/12/2024	31/12/2023
A Cash	4,720,187	12,408,341
B Cash equivalents		
C Other current financial assets	219,786	199,632
D Liquidity (A + B + C)	4,939,973	12,607,973
E Current financial debt (including debt instruments, but excluding the current portion of non-current financial debt)	1,303,479	6,837,178
F Current portion of non-current financial debt	8,761,016	48,517,917
G Current Financial Debt (E + F)	10,064,495	55,355,095
H Current Net Financial Debt (G - D)	5,124,522	42,747,122
I Non-current financial debt (excluding current portion and debt instruments)	41,323,416	10,274,495
J Debt instruments		
K Trade payables and other non-current payables		
L Non-current financial debt (I + J+ K)	41,323,416	10,274,495
M Total financial debt (H + L)	46,447,938	53,021,617

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SEPARATE CASH FLOW STATEMENT AS OF 31 DECEMBER 2024

	31/12/2024	31/12/2023
A) Cash Flow from operating activities		
Profit (loss) of the period	10,495,071	6,813,059
Income tax expenses	3,802,255	2,526,293
Interest paid / (interest received)	3,182,269	3,182,364
(Capital gain) Capital loss from equity investments evaluated through the equity method	541,338	119,325
Other (Capital gain) Capital losses	-167,332	
Profit (loss) before income tax expenses, interest, dividends, capital gains and capital losses from transfer	17.853.601	12,641,041
<i>Adjustments for non-cash items</i>		
Fund reserve / (Release of funds)	869,289	550,973
Amortisation	10,441,890	9,466,358
Cash Flow before changes in net working capital	29.164.781	22,658,372
<i>Changes in net working capital</i>		
(Increase) Decrease in inventories and recovery rights for costumers' returns	899,626	106,812
(Increase) Decrease of trade receivables	-9,725,379	9,149,064
(Increase) Decrease in trade payables and liabilities for future refund to costumers	5,341,748	-2,534,267
Other changes in net working capital	1,553,979	-8,097,250
Cash Flow after changes in net working capital	27.234.755	21,282,730
<i>Other adjustments</i>		
(Income tax expenses)	-1,882,791	-2,526,293
Increase (Use) of funds	-1,472,906	88,243
Increase (Use) of liabilities for employments benefit	-498,417	-504,191
Cash Flow from operating activities (A)	23,380,641	18,340,490
B) Cash flows from investing activities		
(Investments)/Disinvestments in intangible fixed assets	-2,739,422	-5,935,510
(Investments)/Disinvestments in tangible fixed assets	-8,227,134	-3,539,094
(Investments)/Disinvestments in equity investments	-1,483,323	-15,410,139
Acquisition of TWT Group	0	-46,723,529
Other changes in flows from investing activities	-2,239,186	750,437
Cash flows from investing activities (B)	-14,689,065	-70,857,836
C) Cash flows from financing activities		
<i>Third party means</i>		
Increase (decrease) of short-term payables towards banks	-3,352,674	5,958,196
New loans	0	41,200,000
(Pay back of loans)	-7,924,493	-4,267,778
Interest collected/(paid)	-3,182,269	-3,182,364
Increase (decrease) in leasing loans	-1,293,035	-188,249
Other change from financing activities		1,363,584
<i>Own means</i>		
Dividends paid	-303,492	-306,126
Other changes in net equity	-323,767	11,831,885
Cash flows from financing activities (C)	-16,379,730	52,409,148
D) Increase (decrease) in cash and cash equivalents (A+B+C)	-7,688,154	-108,197
Cash and cash equivalents as of Beginning of the Period	12,408,341	12,516,539
Cash and cash equivalents as of End of the Period	4,720,187	12,408,341

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