



PRESS RELEASE

**UNIDATA'S BOARD OF DIRECTORS APPROVED THE UPDATE OF THE GROUP'S BUSINESS PLAN WITH AN EXTENSION OF TARGETS TO 2028**

**THE PLAN INCLUDES SUSTAINABLE GROWTH WITH THE TRANSFORMATION OF THE GROUP INTO A TECH COMPANY, LEVERAGING THE HIGHEST VALUE-ADDED ACTIVITIES: CLOUD, SMART IOT, DATACENTER AND CYBERSECURITY**

**THE NEW PARADIGM WILL ALLOW THE GROUP TO FURTHER STRENGTHEN ITS COMPETITIVE POSITIONING, CREATING SUSTAINABLE VALUE IN THE MEDIUM-LONG TERM**

**Economic and financial targets for 2028**

- **Total revenues:** between € 138 and € 142 million
- **Adjusted EBITDA:** between € 33 and € 35 million
- **Adjusted EBITDA Margin:** approximately 24%
- **Cumulated Capex 2026–2028:** approximately € 67 million
- **Net Financial Debt:** between € 26 million and € 28 million

**Roma, 1 December 2025 – Unidata S.p.A. (UD.MI)** (the “Company”), 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 Mr. Renato Brunetti, examined and approved the update to the Group’s Business Plan, extending the targets to 2028.

**Renato Brunetti, Chairman and CEO of Unidata, stated:** *“The updated 2026–2028 Business Plan marks a key milestone in Unidata’s evolution, a plan that reflects the complexity of today’s market, characterized by aggregation processes and an unprecedented acceleration in demand for advanced digital services. Digital transformation is now the structural engine that ensures competitiveness for businesses and institutions. Ultra-high-capacity connectivity, cloud services, cybersecurity, and integrated ICT solutions are now essential assets for innovation more than ever. In this context, the postponement of the financial targets from 2027 to 2028 is a natural adjustment, aimed at supporting solid, sustainable growth consistent with the Group’s transformation into a TechCo. We are strengthening our business, and thanks to our expertise, we are able to analyze and understand how and where the market is evolving, promoting high-*

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*value-added services and also considering potential external growth. Our deep engineering expertise, combined with our excellence-oriented culture, are characteristics of our DNA that will allow us, also in the future, to confirm our role as a leading national partner, supporting companies on their digital growth journey with vision, quality, and reliability”.*

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## BUSINESS STRATEGY

The updated Unidata Group's 2026–2028 Business Plan represents an evolution of the previous Plan – which takes into account both the complexity of the target market and the need to complete, among other things, the Group's transformation from a pure connectivity provider to a Tech Company (TechCo) and the transition from a multi-local operator to a national player – and envisages a shift in economic and financial targets from 2027 to 2028.

In this market context, characterized by rapidly expanding demand for ultra-high-capacity connectivity, cloud services, cybersecurity, and integrated ICT solutions, Unidata positions itself as an integrated operator of high-value digital infrastructure and services, combining fiber optic connectivity, cloud, data centers, and security solutions in a convergent and scalable model. With significant engineering and infrastructure expertise, also thanks to the creation of major infrastructure joint ventures, and an innovation-oriented culture, Unidata positions itself as a benchmark for quality and operational excellence in the Italian telecommunications landscape.

The **2026–2028 Business Plan** therefore aims to achieve **four strategic objectives** to increase the Group's value:

1. Ensure **sustainable growth over time**, both organically and through M&A, creating value for stakeholders in the medium to long term and aligning with 18 areas within the United Nations "Sustainable Development Goals";
2. Transform the company into a **TechCo**, with a focus on the integration of digital technologies and on the B2B and B2B2B markets, thanks to **innovative 4C** (Communication, Connectivity, Cloud and Cybersecurity) **services**;
3. Leverage the **know-how** acquired in the design, engineering, implementation, and management of **innovative infrastructure projects** (best-in-class networks and data centers) to open a new growth trajectory;
4. Transform the Company's **offering and revenues mix**, in line with the market's shift toward high-value-added ICT services and the centrality of digital transformation processes, thanks to strategic financial management and people engagement and reskilling.

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The **assumptions** made in the 2026–2028 Business Plan are based on a consolidated business model, which will leverage the following areas of activity: **Communication, Connectivity, Cloud, Smart IoT, Datacenter, and Cybersecurity**. This new paradigm will allow the Group, with the completion of its transformation into TechCo, to further expand its service offering and thus strengthen its competitive positioning, creating sustainable value in the medium to long term.

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**ECONOMIC AND FINANCIAL TARGETS**

The 2026–2028 Business Plan includes the following economic and financial targets:

**Economic and financial targets for 2026**

- **Total revenues:** between € 114 million and € 116 million
- **Adjusted EBITDA:** between € 28 million and € 29 million
- **Adjusted EBITDA Margin:** approximately 25%
- **Net Financial Debt:** between € 37 million and € 39 million

**Economic and financial targets for 2027**

- **Total revenues:** between € 128 million and € 131 million
- **Adjusted EBITDA:** between € 30 million and € 32 million
- **Adjusted EBITDA Margin:** approximately 24%
- **Net Financial Debt:** between € 34 million and € 36 million

**Economic and financial targets for 2028**

- **Total revenues:** between € 138 million and € 142 million
- **Adjusted EBITDA:** between € 33 million and € 35 million
- **Adjusted EBITDA Margin:** approximately 24%
- **Cumulated Capex 2026–2028:** approximately € 67 million
- **Net Financial Debt:** between € 26 million and € 28 million

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This press release is available on Borsa Italiana, on the “Info” storage mechanism ([www.info.it](http://www.info.it)) and on the Company’s website [investors.unidata.it](http://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 8,150 km in continuous expansion, a wireless network and a proprietary data center, the Unidata Group supplies over 30,000 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: ITO005573065 (Reuters UD MI – Bloomberg UD IM) is listed on Euronext Milan – STAR segment of Borsa Italiana.*

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