



EUROPEAN MIDCAP EVENT FRANKFURT

FEBRUARY 5TH, 2026

TODAY'S SPEAKER



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

UNIDATA AT A GLANCE

UNIDATA AT A GLANCE

VALUE PROPOSITION

Unidata is a Fiber Company, leader in Telecommunications, Cloud & IoT



Fiber &
Networking



Cloud &
Datacenter



IoT & Smart
Solutions

PA



Business



Wholesale



Consumers



KEY OPERATIONAL DATA



8,150 km
optical fiber
laid¹



about 508,000
houses covered¹



over 30,000
direct customers¹



34,336 Active lines
through resellers¹



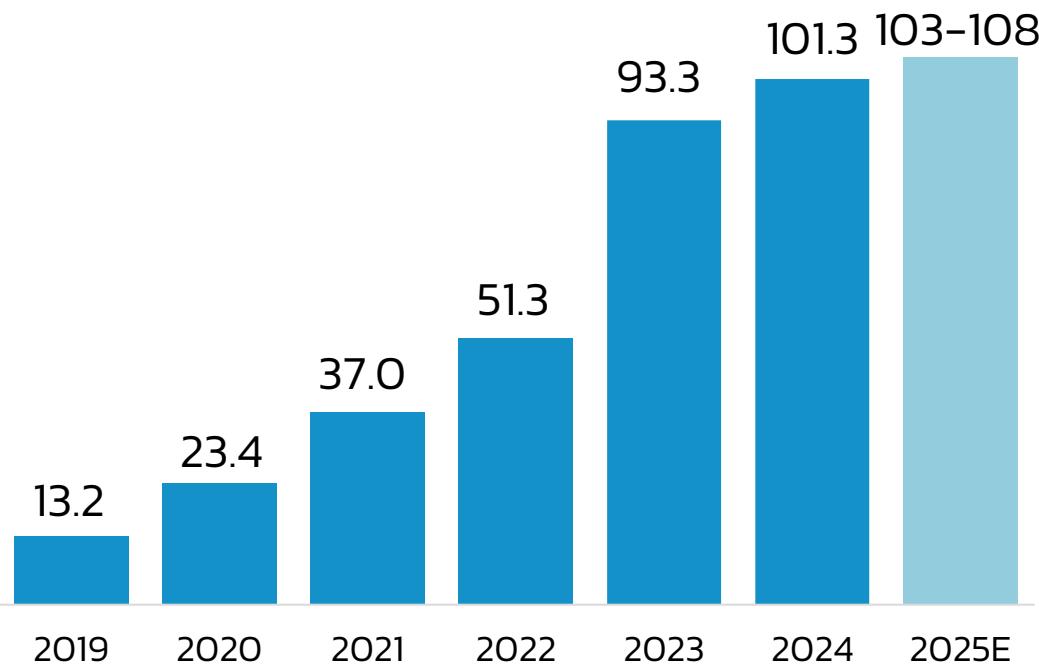
2 Datacenter
800 sqm and 650 sqm



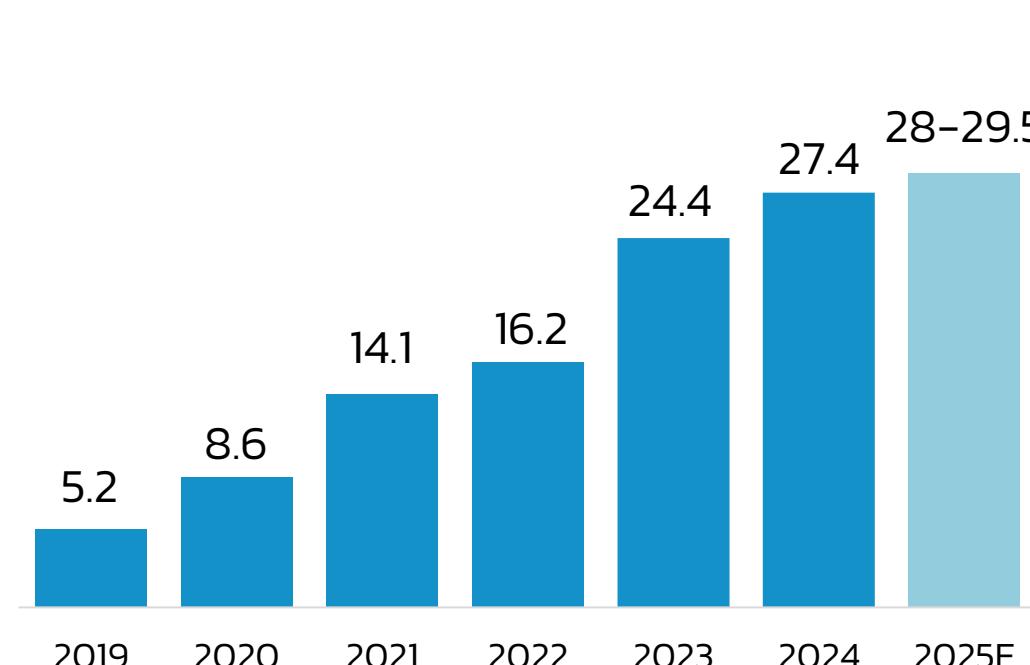
210
Employees

FINANCIAL TRACK RECORD

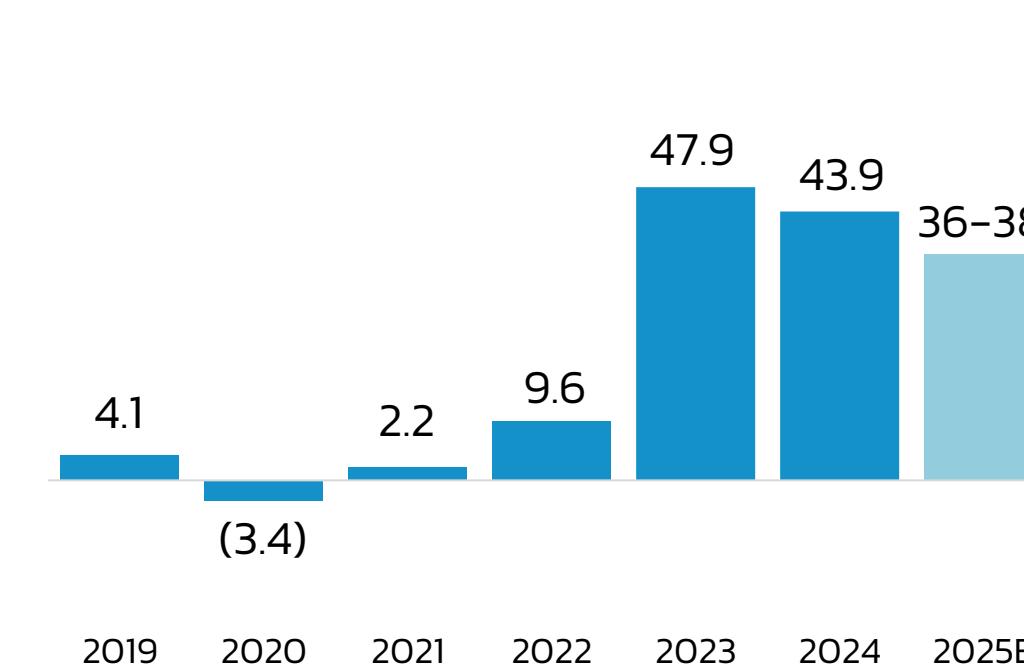
REVENUES



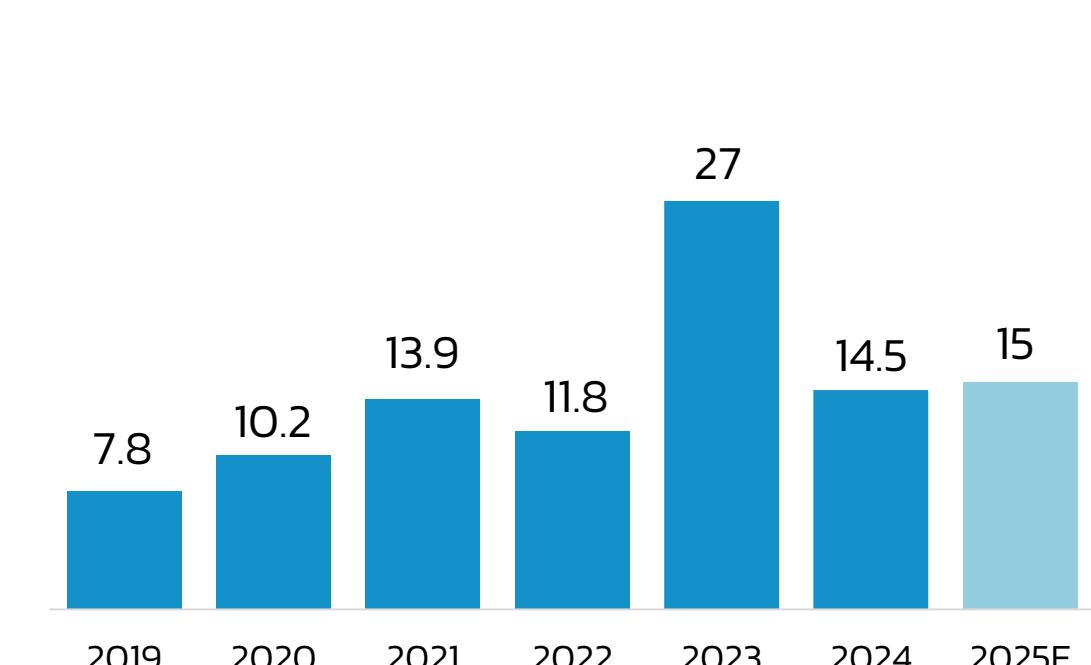
ADJUSTED EBITDA



NET FINANCIAL DEBT



INVESTMENTS



IoT & SMART METERING: AWARDED TENDERS



Tender for the **Metropolitan City of Palermo**

Total value of the tender equal to **2.7 million Euros**, for a period of **3 years**



Award in PPP for **Acqua Pubblica Sabina**

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



Award 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 **Molise region**

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



Award for **Basilicata region**

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



Award for **Emilia Romagna region**

Assignment equal to **0.3 million Euros**



Award for **Toscana region**

Assignment equal to **0.3 million Euros**



Award for **Toscana region**

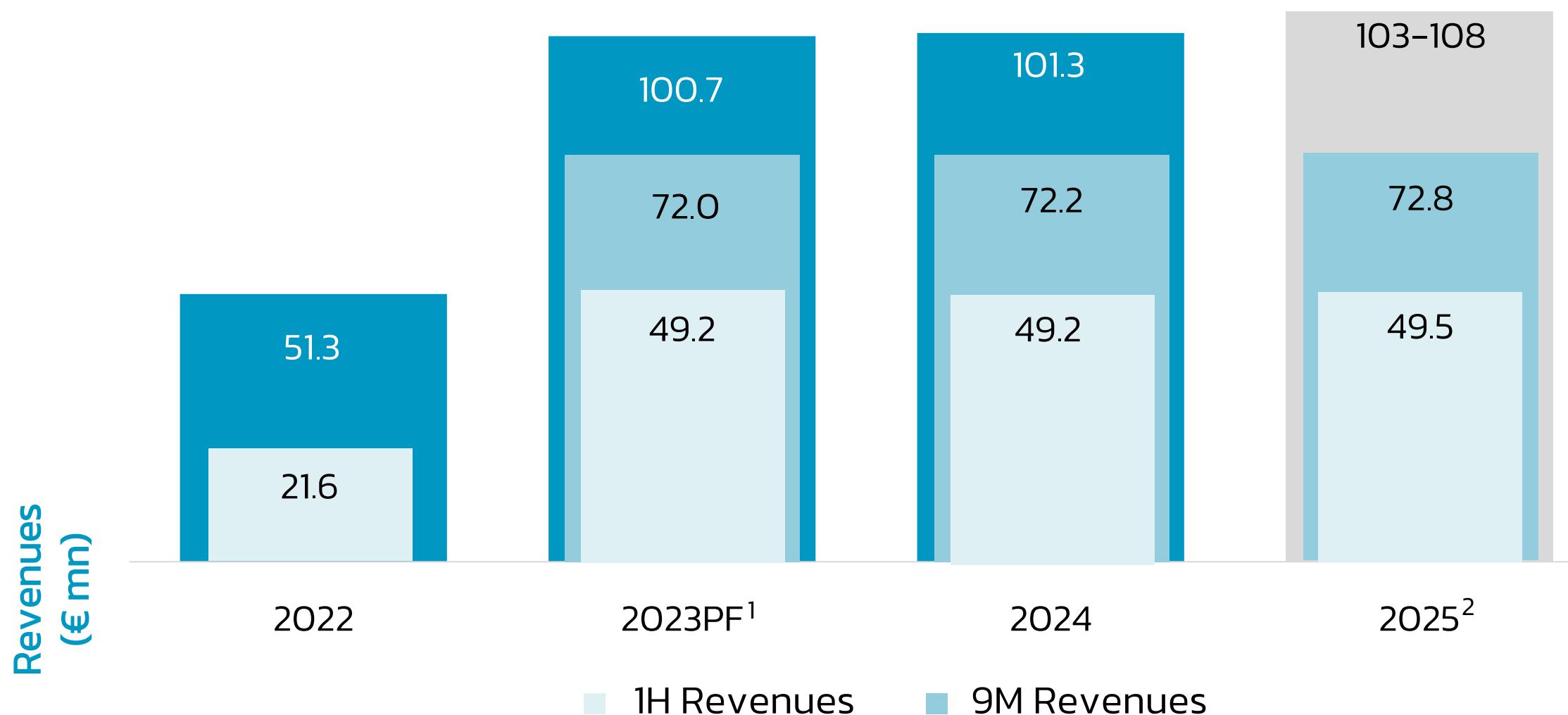
Assignment equal to **0.4 million Euros**

KEY FINANCIALS 9M 2025

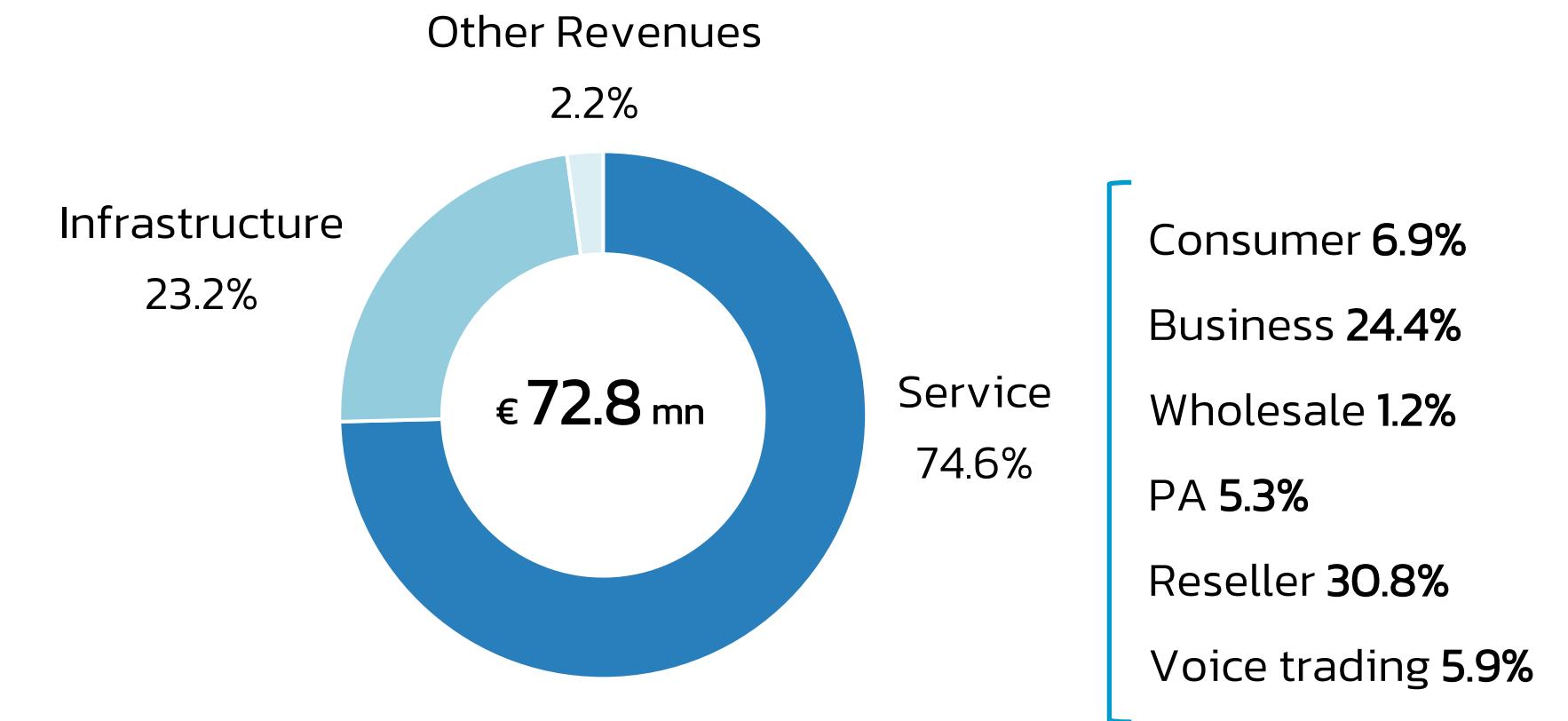
FINANCIAL HIGHLIGHTS – REVENUES & CUSTOMERS

Unidata Group's consolidated revenues slightly increased in 9M 2025 in comparison with 9M 2024, confirming the revenues breakdown by business area.

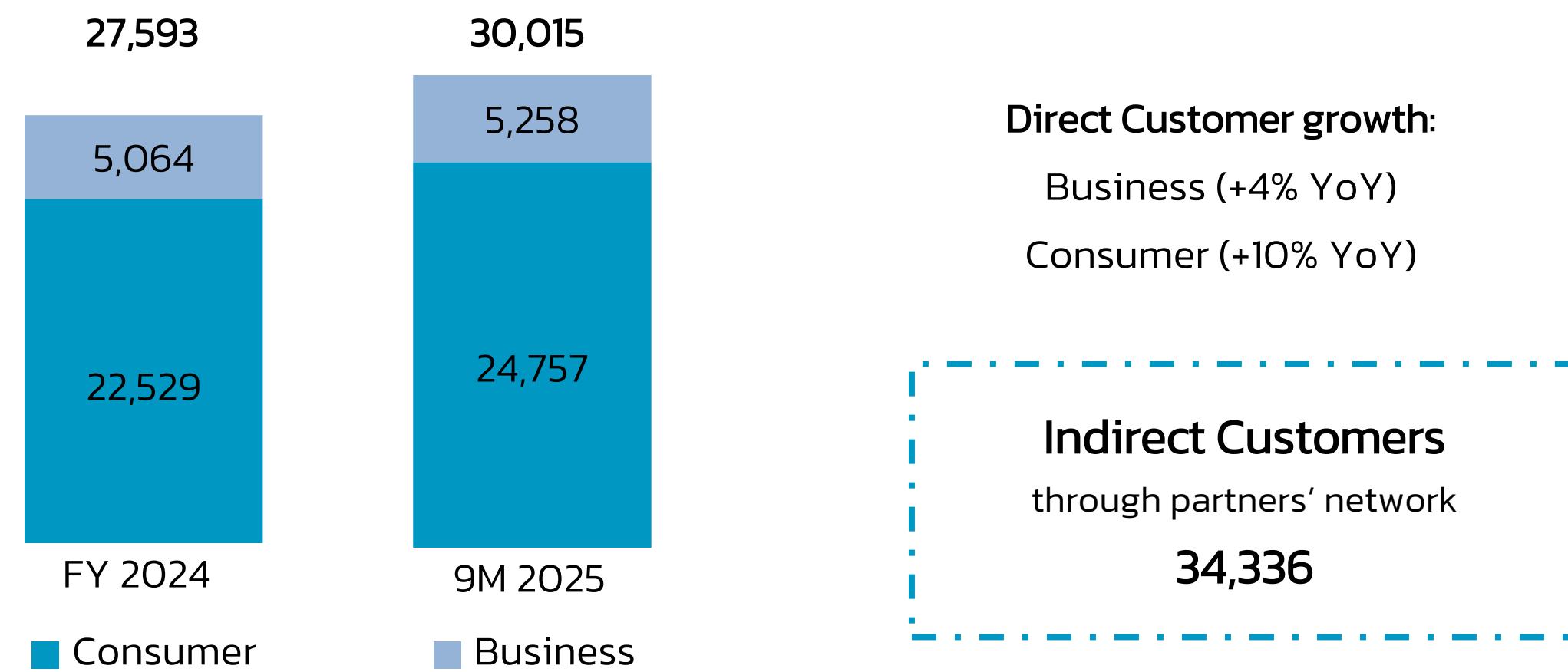
Service Revenues recorded a stable trend, while **Infrastructure Revenues** recorded an increase YoY (+4%).



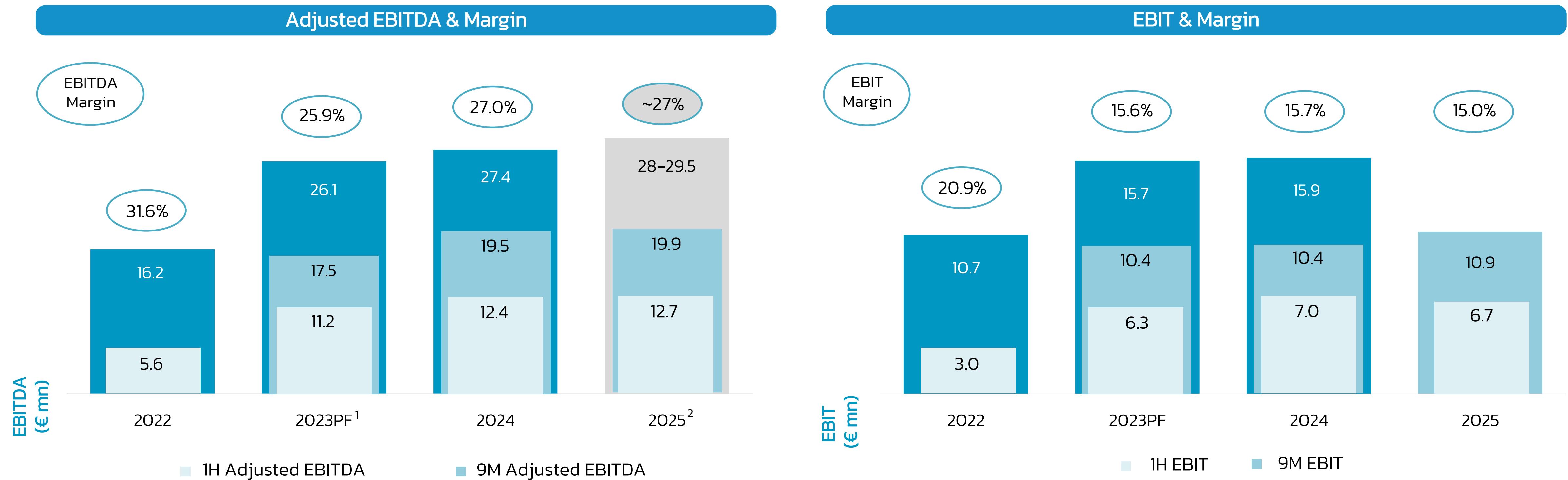
Revenues breakdown 9M 2025



Number of customers 9M 2025



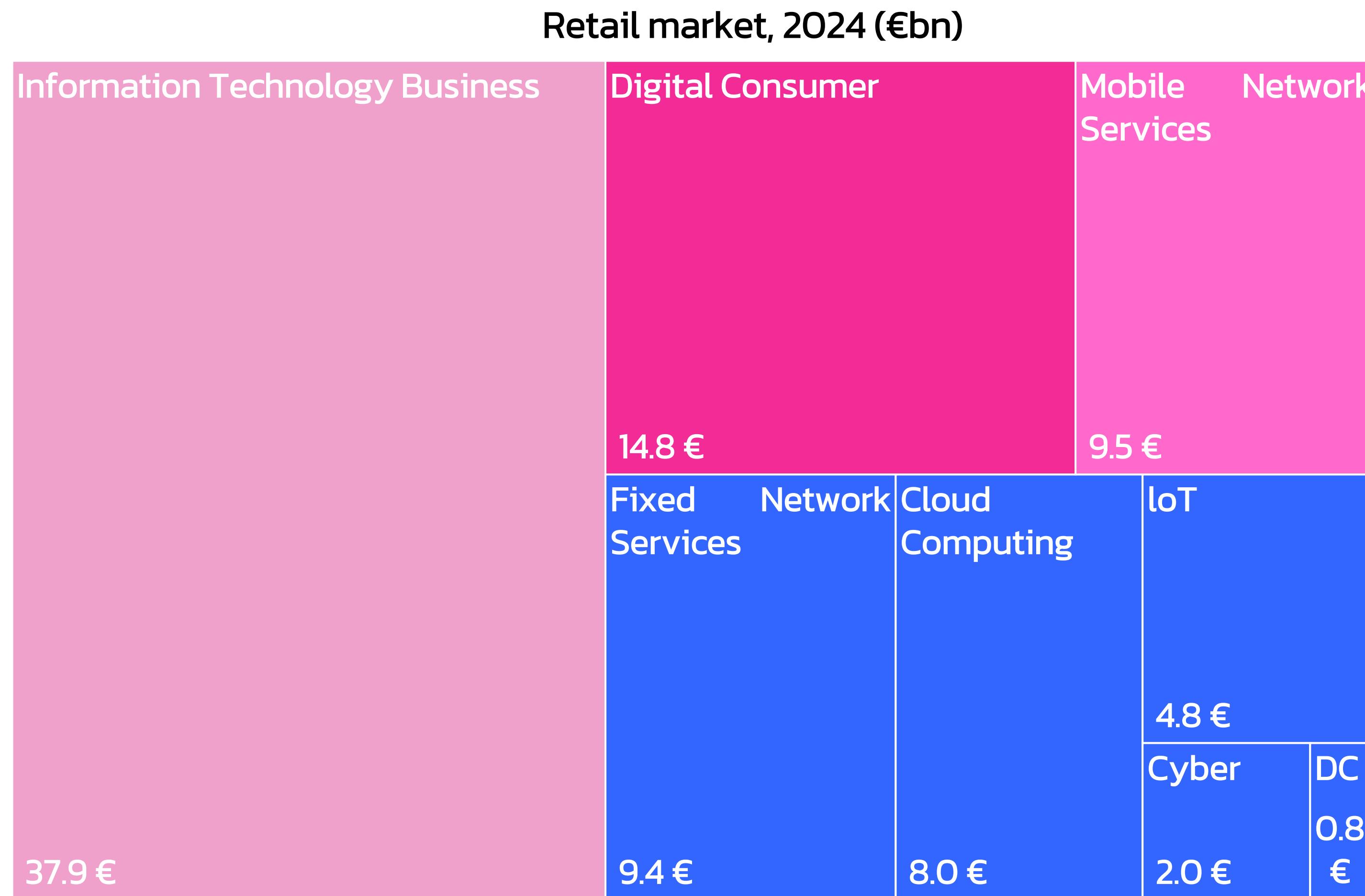
FINANCIAL HIGHLIGHTS – EBITDA & EBIT



- The **improvement in EBITDA** is essentially linked to the reduction in the Cost of Goods Sold and other operating costs, despite an increase in service costs due to the increase in costs relating to Consumer customers because of the growth in corresponding revenues.
- Slightly lower EBIT compared to the first 9M 2024 (€ 11.3 million) due to an increase in amortisation linked to the higher investments made.

BUSINESS PLAN 2026-2028

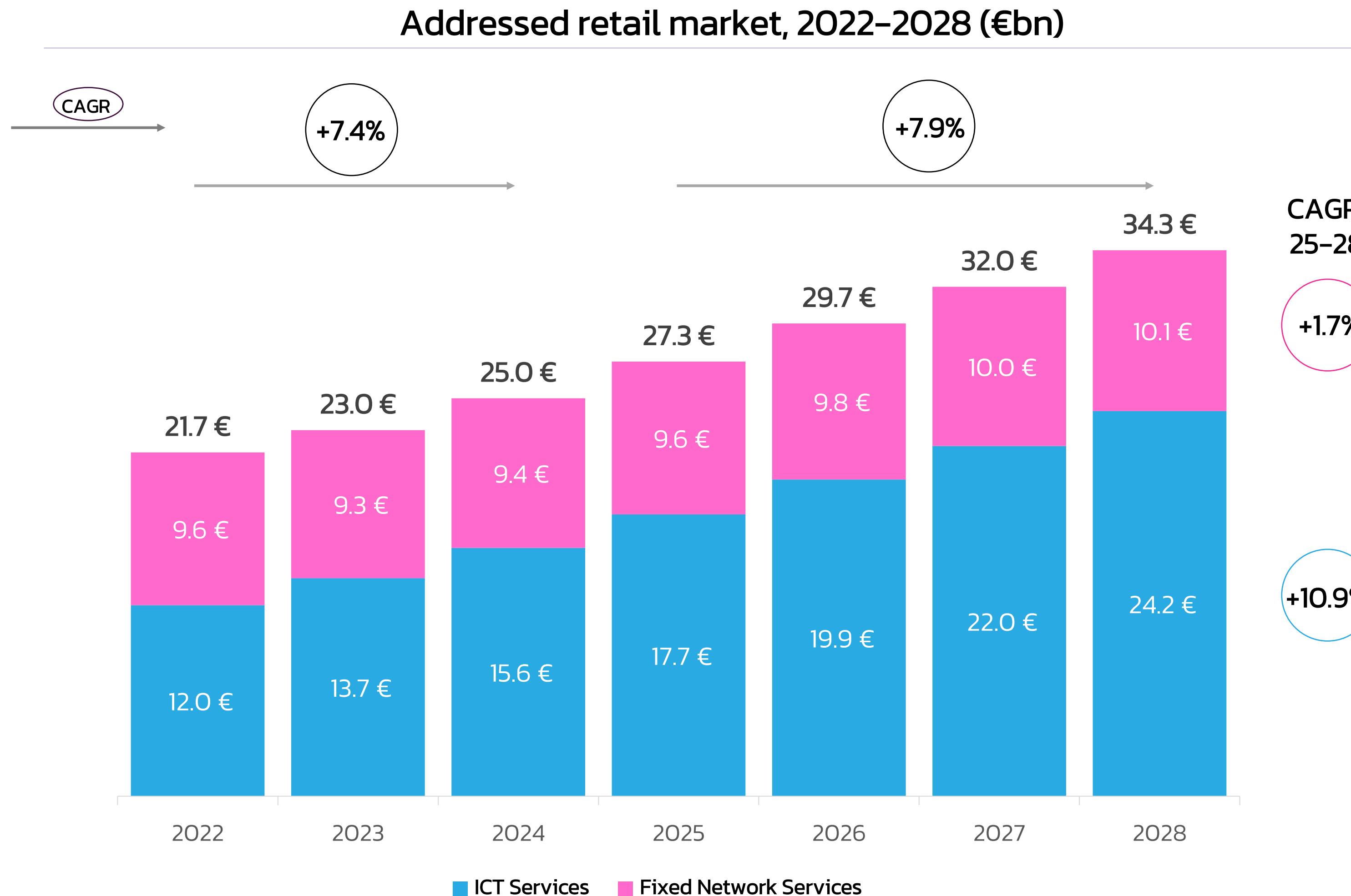
THE DIGITAL MARKET IN ITALY



Addressed market 25.0 €bn

- In 2024, the value of the digital market was over 87 €bn.
- The market addressed by Unidata represents 29% of this value (25.0 €bn).
- **Fixed Network Services** include voice and data services and amount to 9.4 €bn, of which 3.7 €bn refer to the business market.
- **ICT services**, amounting to 15.6 €bn, include Cloud Computing, Datacenter, Cybersecurity and IoT services and solutions.

FIXED NETWORK AND ICT SERVICES



Driving role of ICT

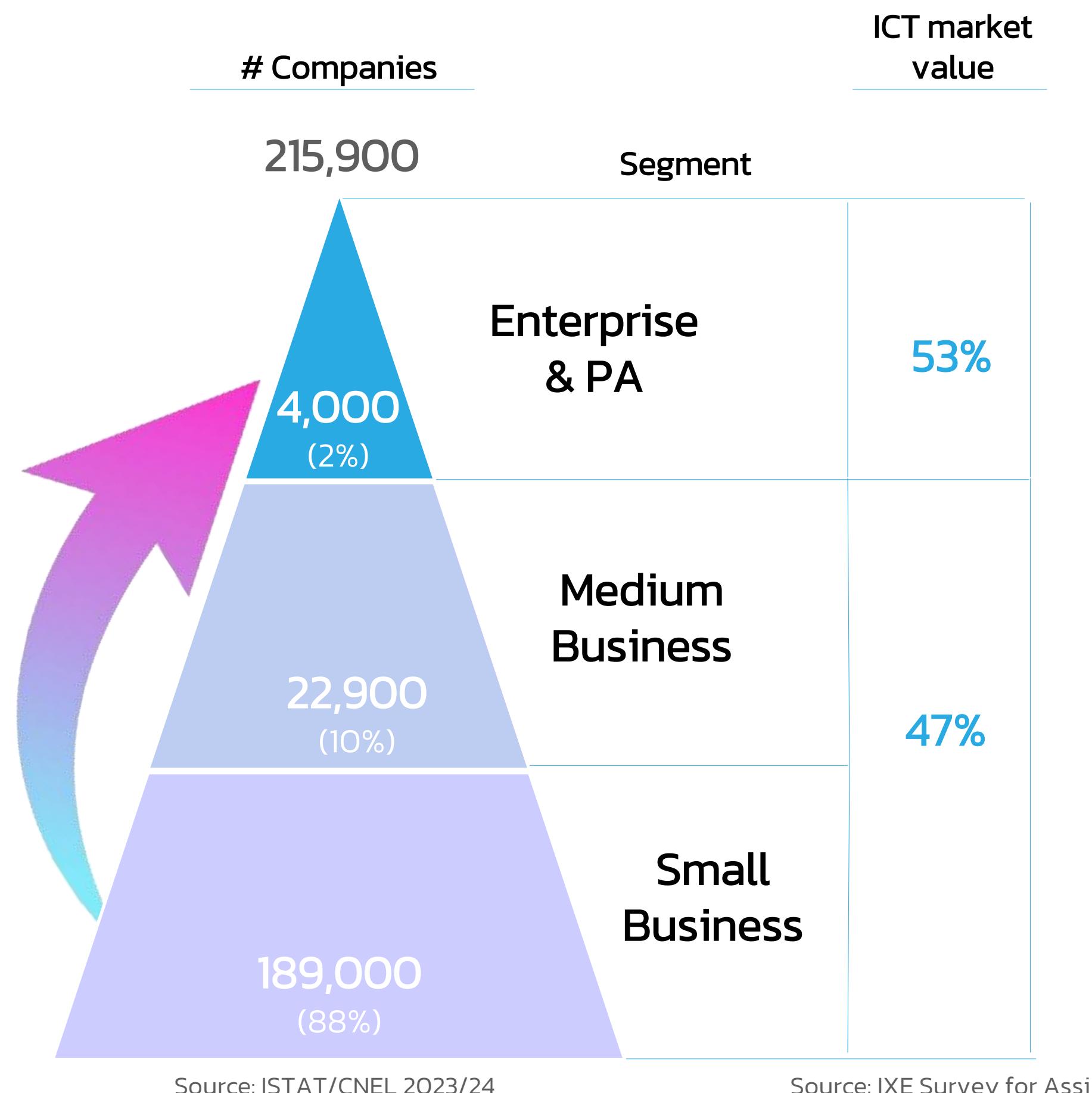
- The targeted retail market will grow from 25.0 €bn in 2025 to 34.3 €bn in 2028 (CAGR +7.9%).
- Growth will continue to be **driven by ICT services (CAGR +10.9%)**.
- The dynamics of **fixed network services** will remain limited (CAGR +1.7%) and focused on ultrabroadband connectivity.

UNIDATA'S PLAYING FIELD

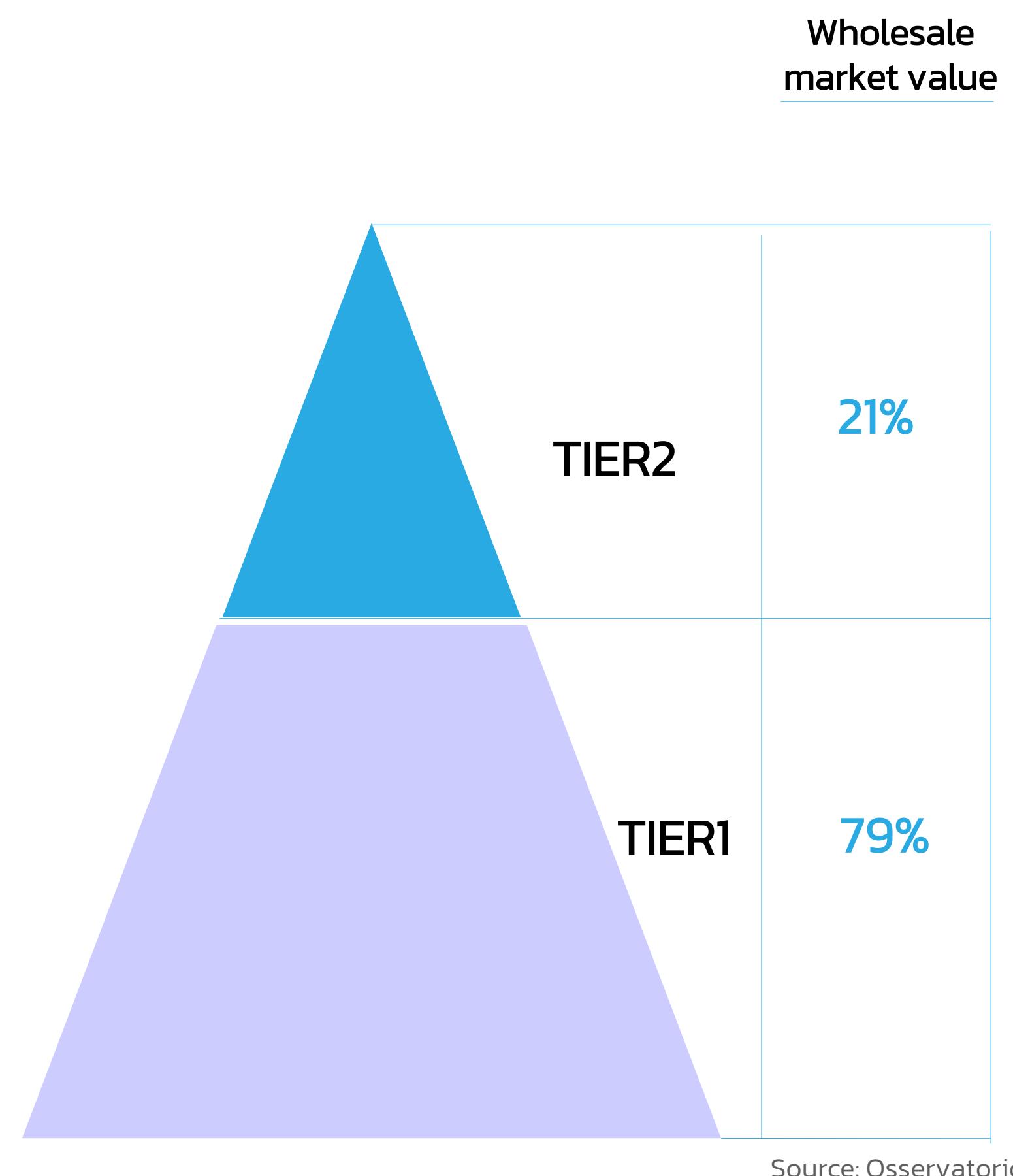


TARGET & COMPETITORS

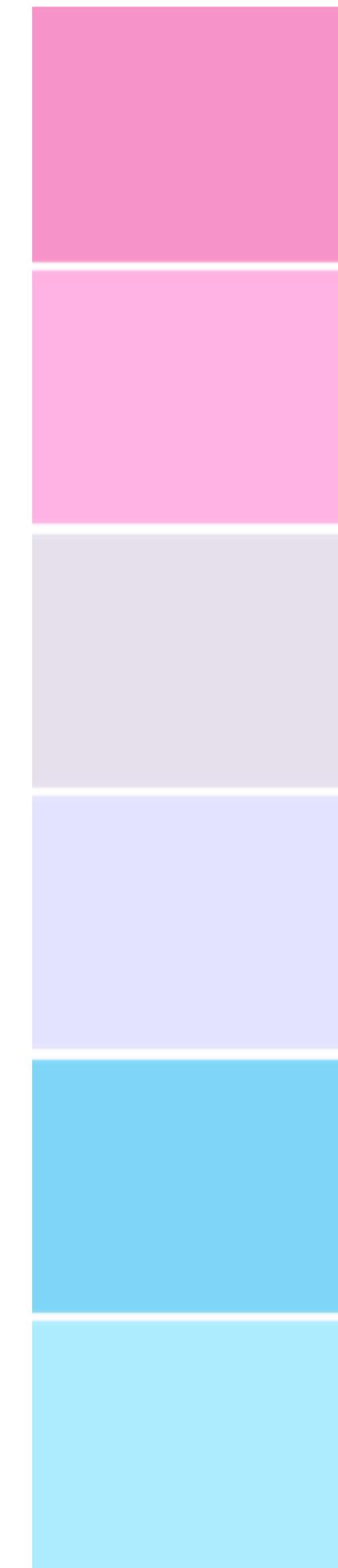
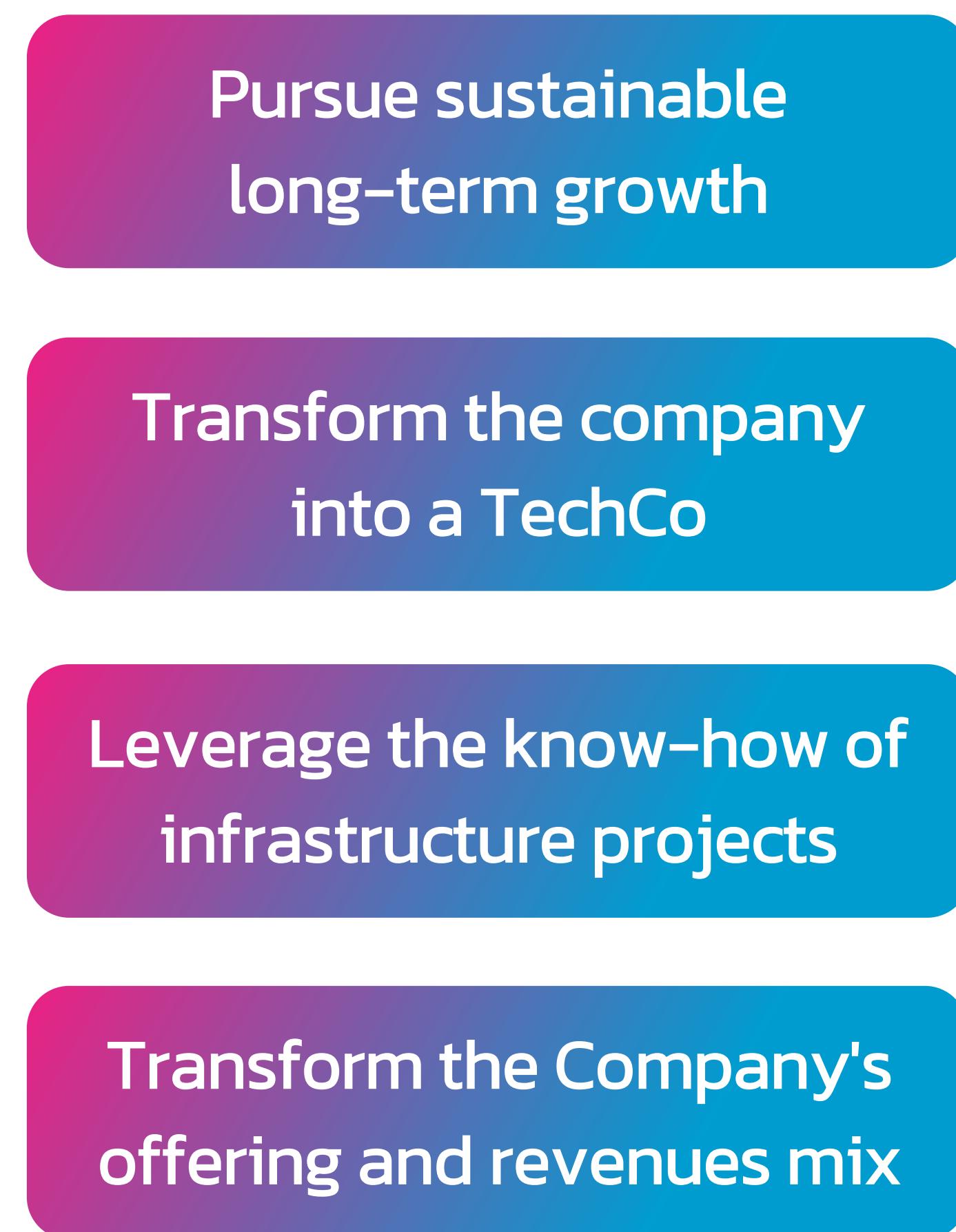
Retail



Wholesale

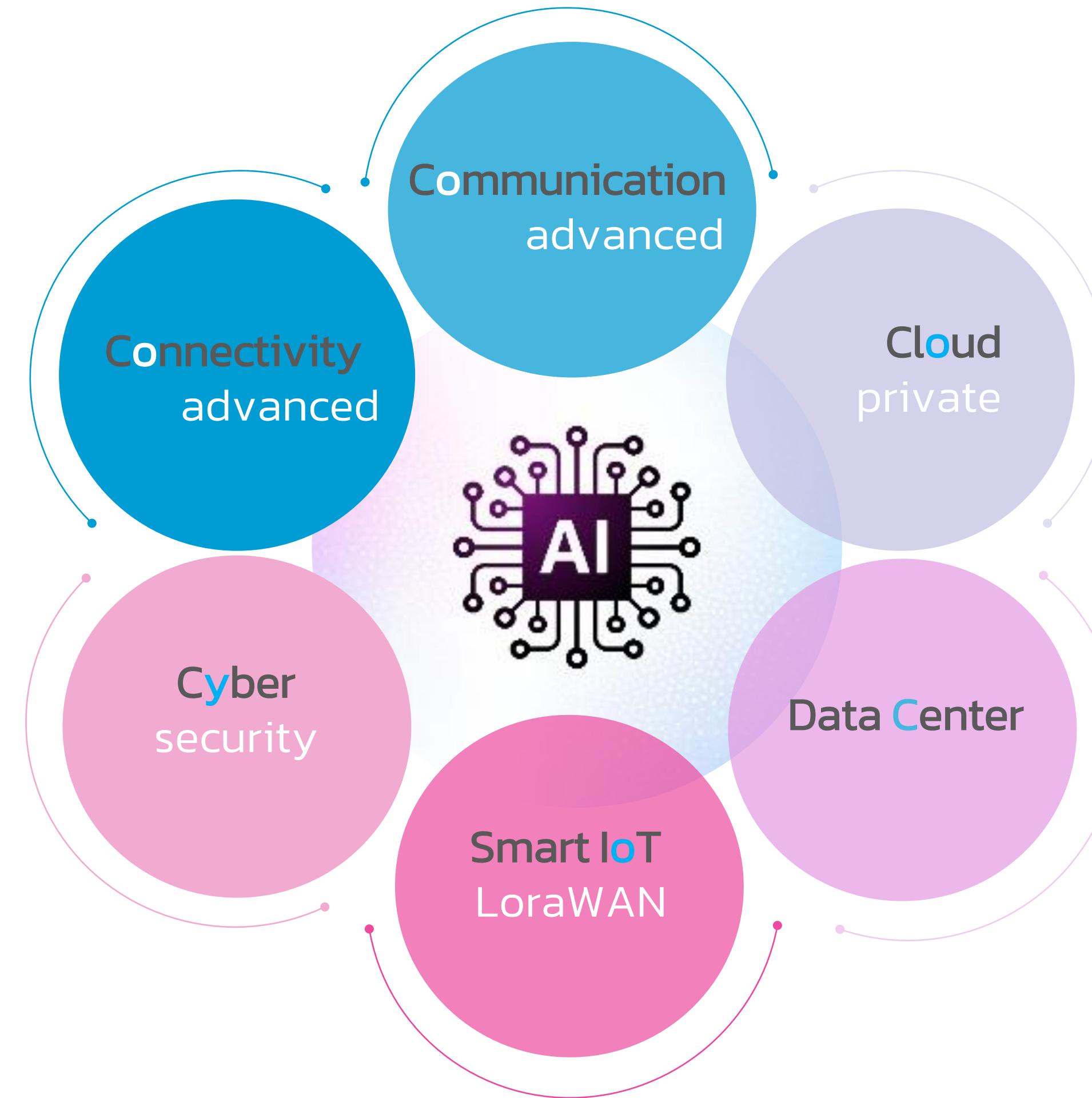


STRATEGIC GOALS AND GUIDELINES

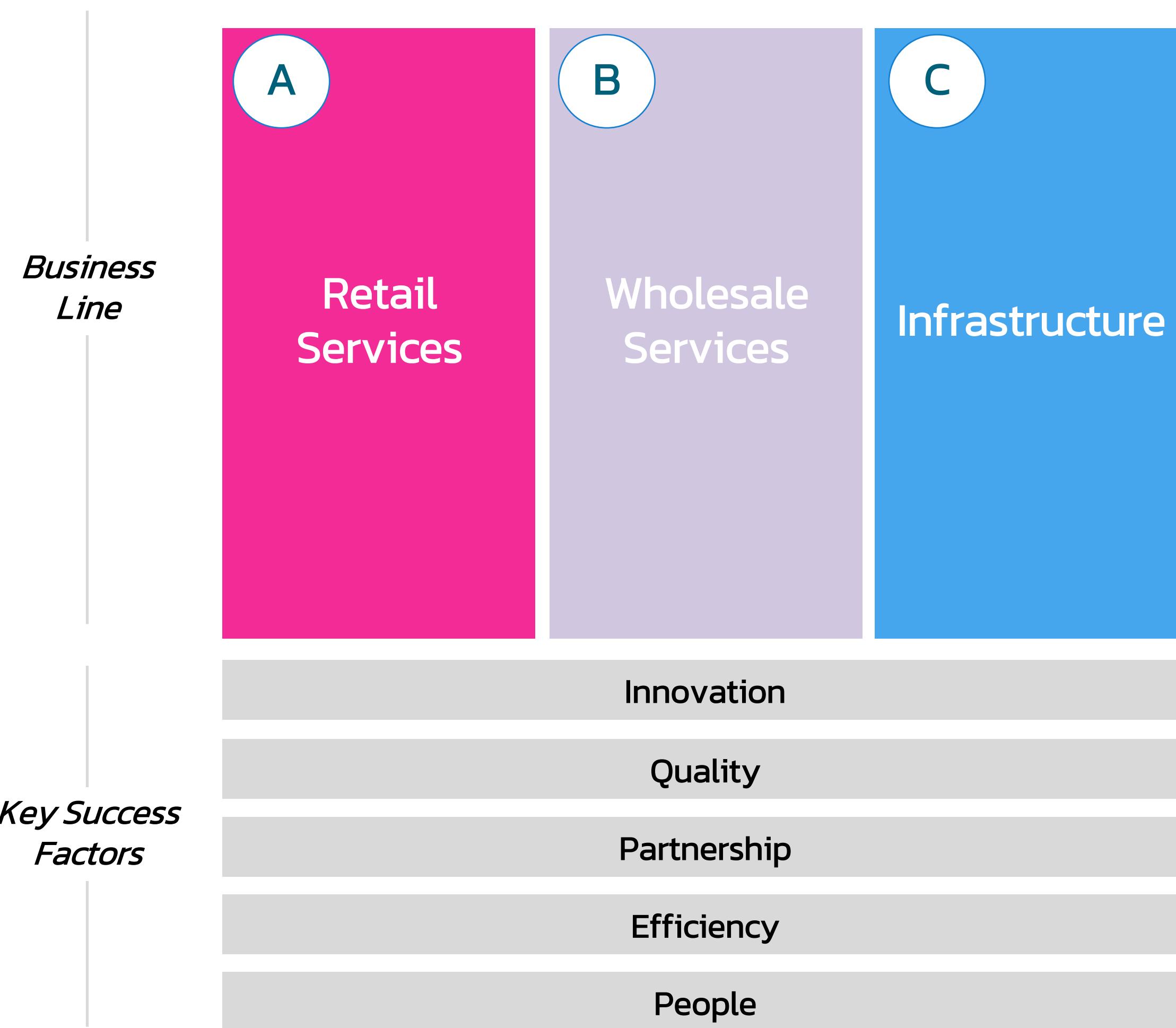


UNIDATA'S FUTURE

From TelCO to TechCO



THE EVOLUTION OF UNIDATA'S POSITIONING



Evolution 2026-2028



Retail Services

- B2B focus with a consolidated presence in **Lazio and Lombardy**
- Relevance of **fiber connectivity** on your own network



Wholesale Services

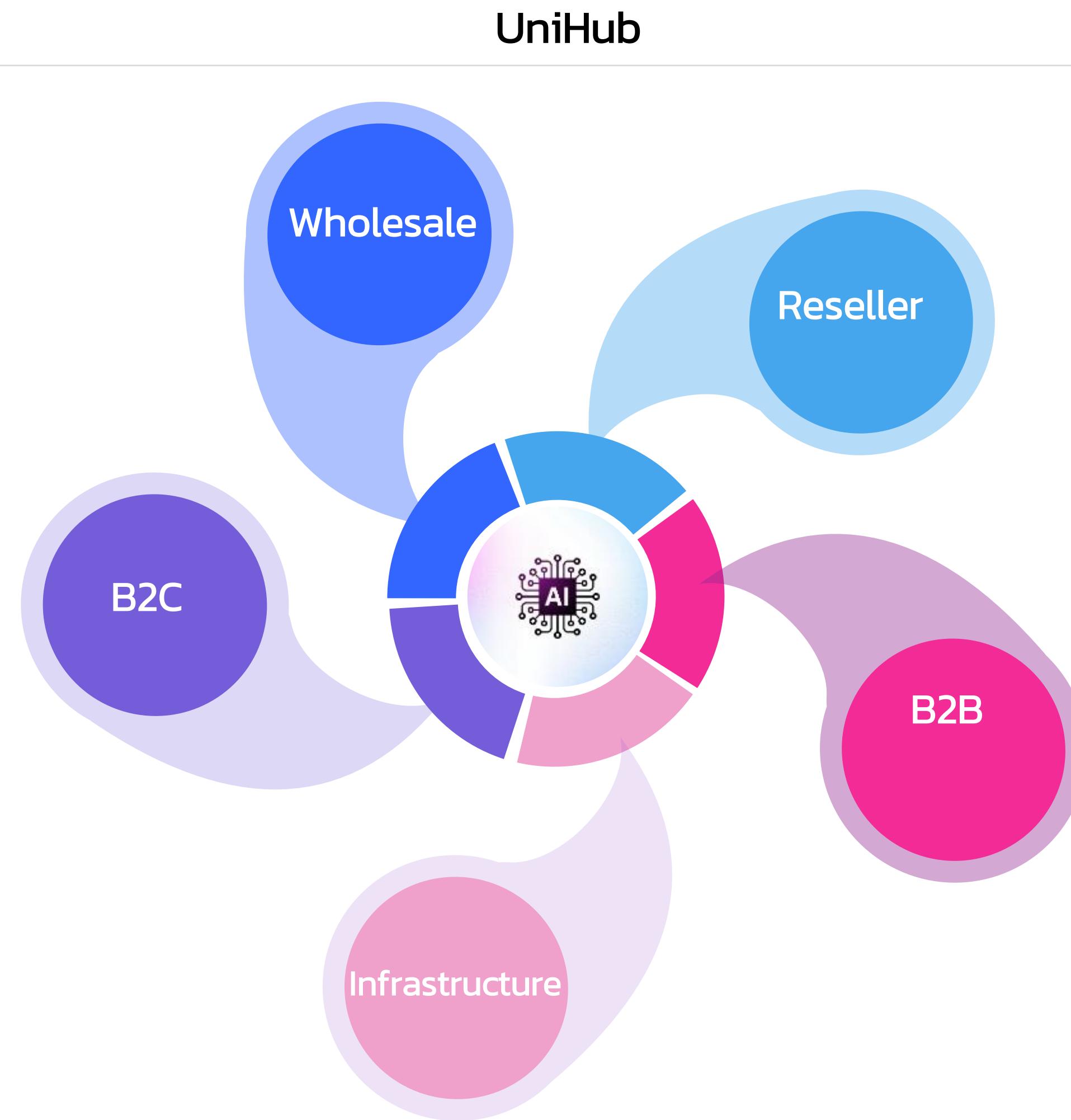
- Consolidated leadership in the **reseller market**
- Relevance of **mature and shrinking markets** (voice)



Infrastructure

- Proven ability to design, build, operate and maintain fiber optic networks
- Development of synergies with **Unifiber** (Fiber), **UniCenter** (DataCenter) and **Unitirreno** (Submarine Cable)
- Enhancement of **system integration** skills

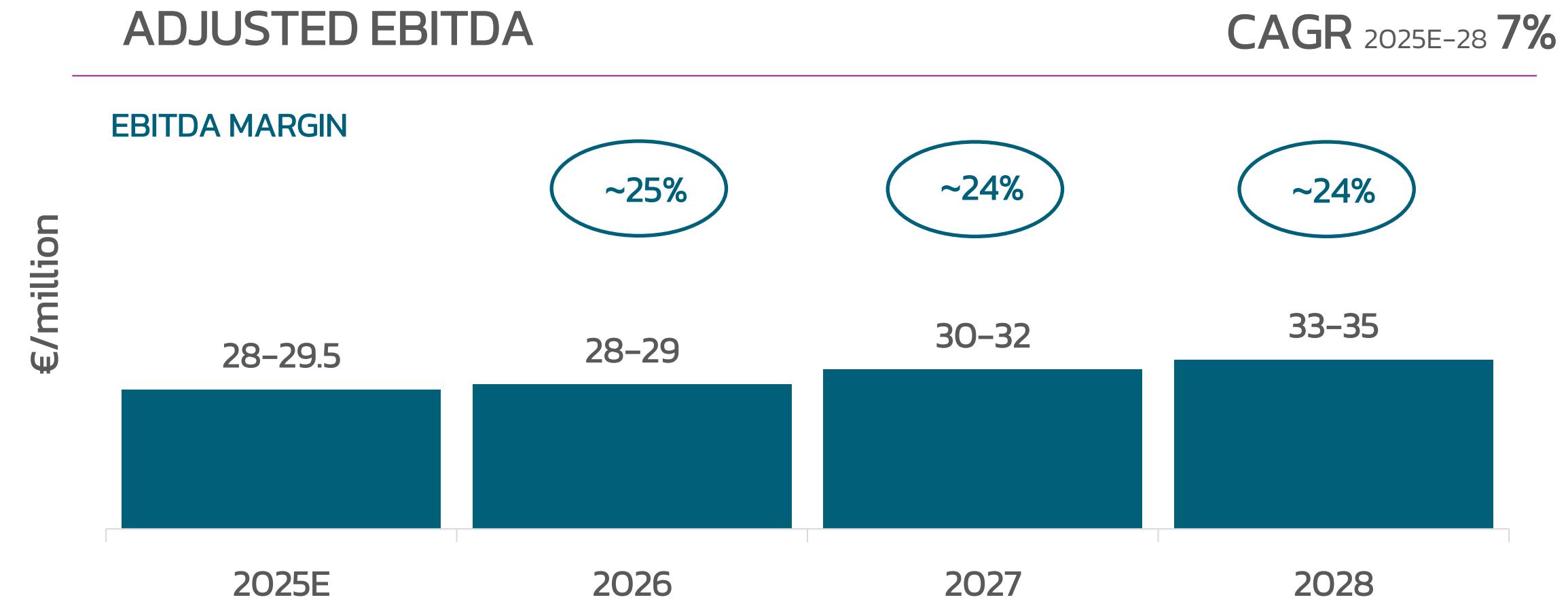
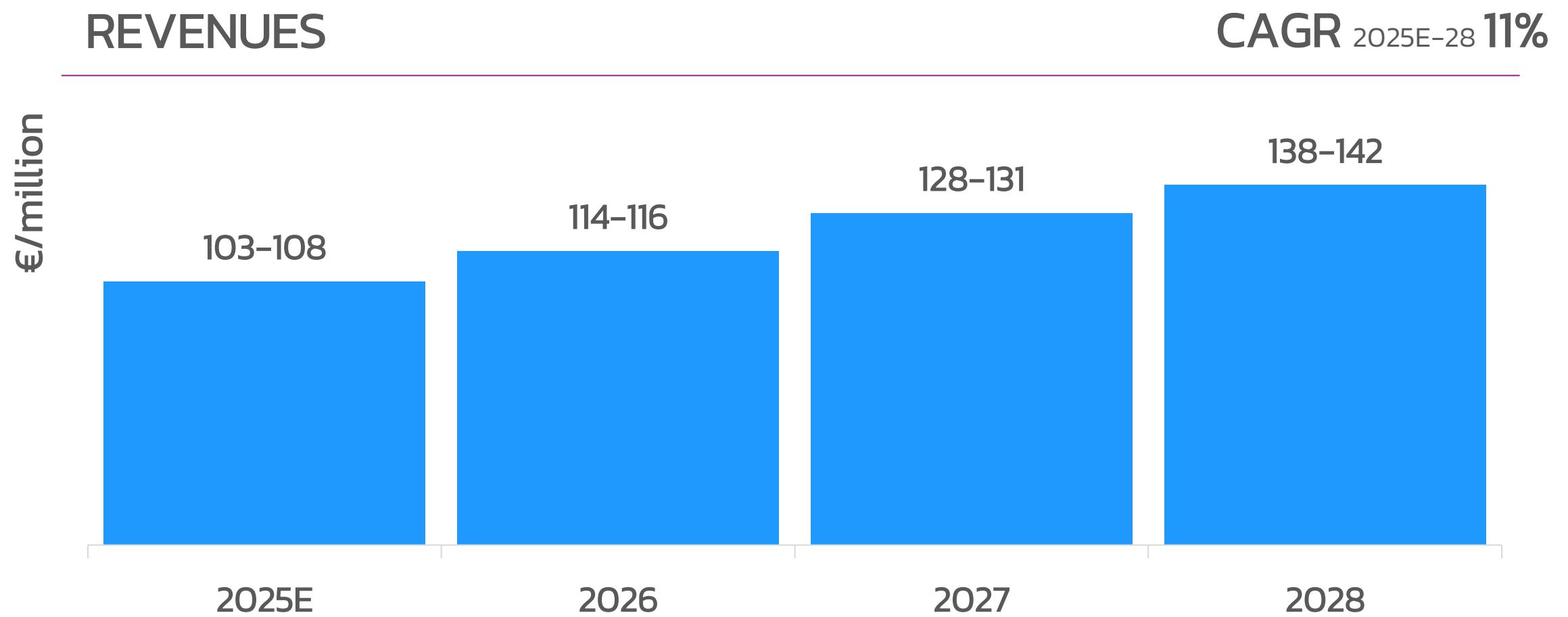
«DIGITAL HUB» OMNICHANNEL SERVICE PLATFORM



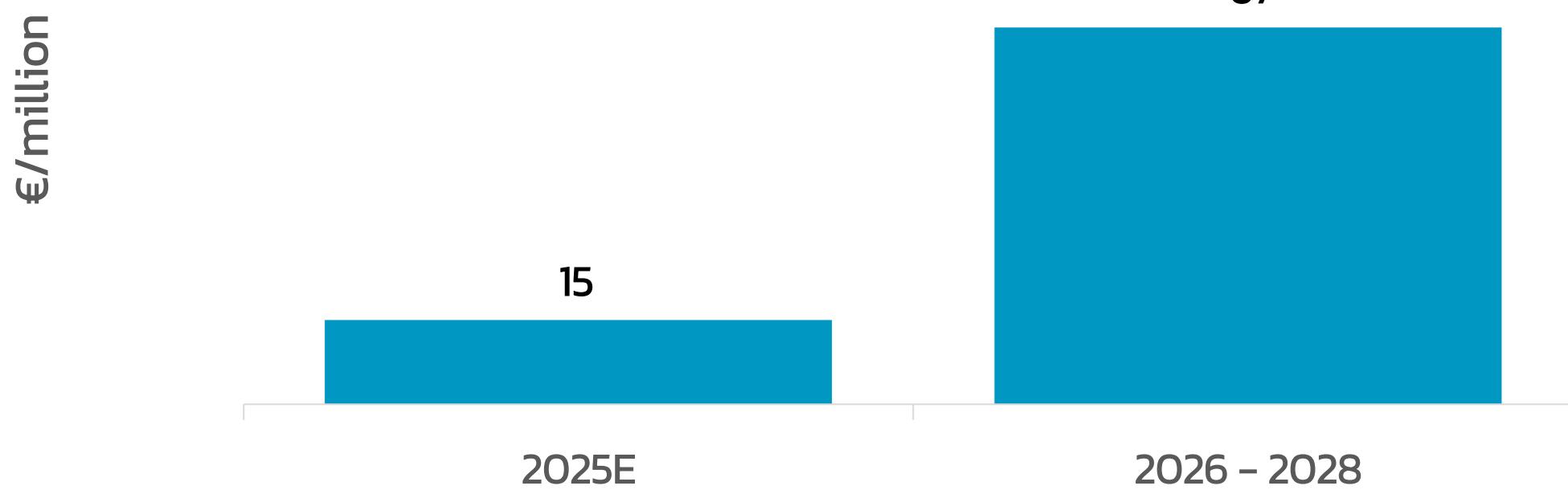
UNIDATA Digital Hub

- The development of a **common platform** for all sales channels is a key element.
- Overcome the fragmentation of internal platforms and integrate it all into a **single CRM**.
- **Artificial Intelligence** is a distinctive element for the optimization of:
 - **Analytics generation**
 - **Sales Process Analysis (Business Process Flow)**
- **UniHub** will allow access to services through a common marketplace in:
 - **“Push” Channels** – Salesforce, Business Partner, Reseller
 - **“Pull” Channels** – digital funnel (Telco, Cloud, Cyber, ...)
- **HostBill**, as an **“all-in-one billing, automation and client management”** solution, it is an enabling factor for the development of a true marketplace common to all channels, capable of offering a **seamless eCommerce experience**.

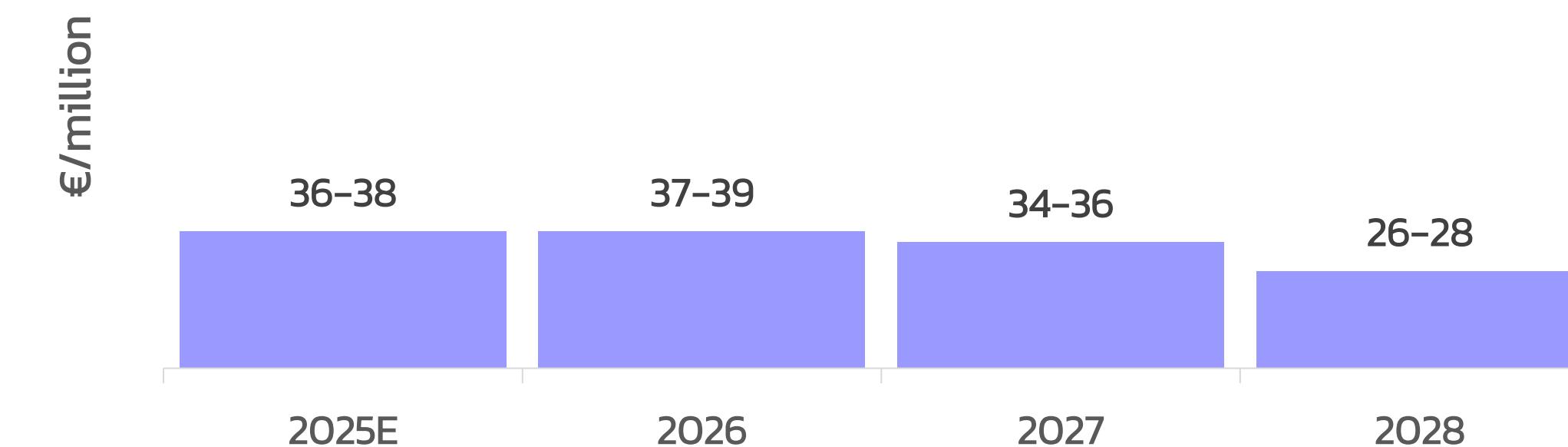
2028 FINANCIAL TARGETS



CUMULATED CAPEX 2026-28



NET FINANCIAL DEBT



JOINT VENTURES

JOINT VENTURES (1/2)

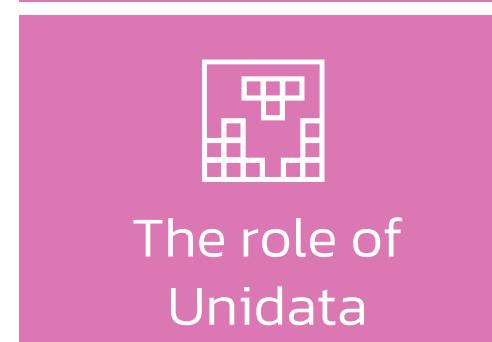
UNIFIBER



Project structure



Objectives



The role of UniDATA



Financial structure of the project

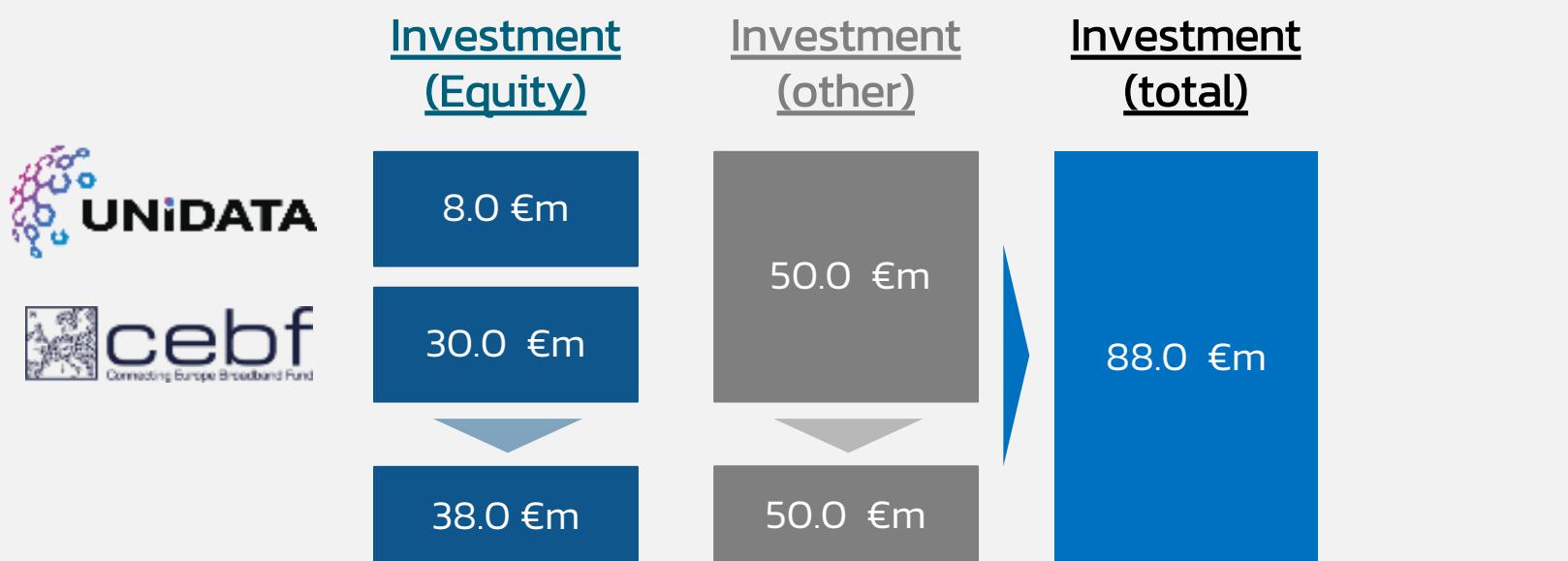


KPIs



- Roll-out of the FTTH access network in "gray areas" located in the **Lazio and Puglia regions**.
- Unifiber owns the **passive FTTH network**.

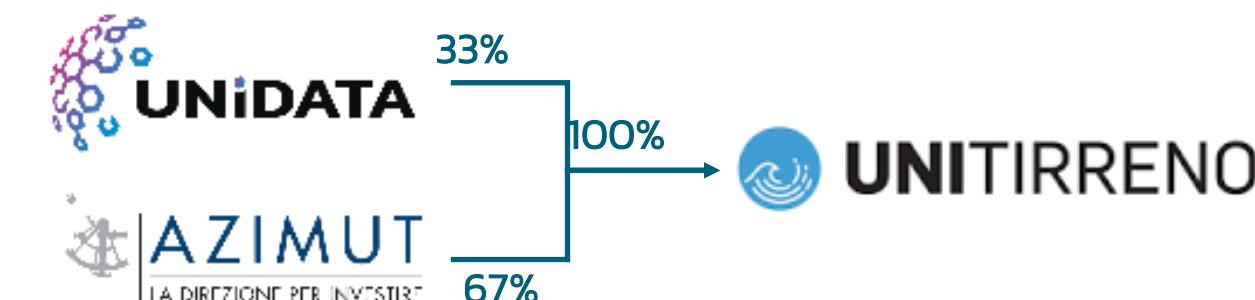
- Design, construction and maintenance of the fiber network.
- Development of the **FTTH fiber network** in the Lazio area.
- Sale of the network to **wholesale operators**.



IRR: ~ 11.2%

Multiple (*comparable*): 18 - 20x EV/EBITDA

UNITIRRENO



- Development of **submarine cable infrastructure in the Tyrrhenian Sea** (from Mazara del Vallo, Olbia, Rome and Genoa).
- The project is officially operational from November 2025
- Development of infrastructure **links in Europe and Africa**.

- **Operational Management** through Cable Landing Station, Network & Security Operation Centers.
- **Sale of services to domestic customers**.

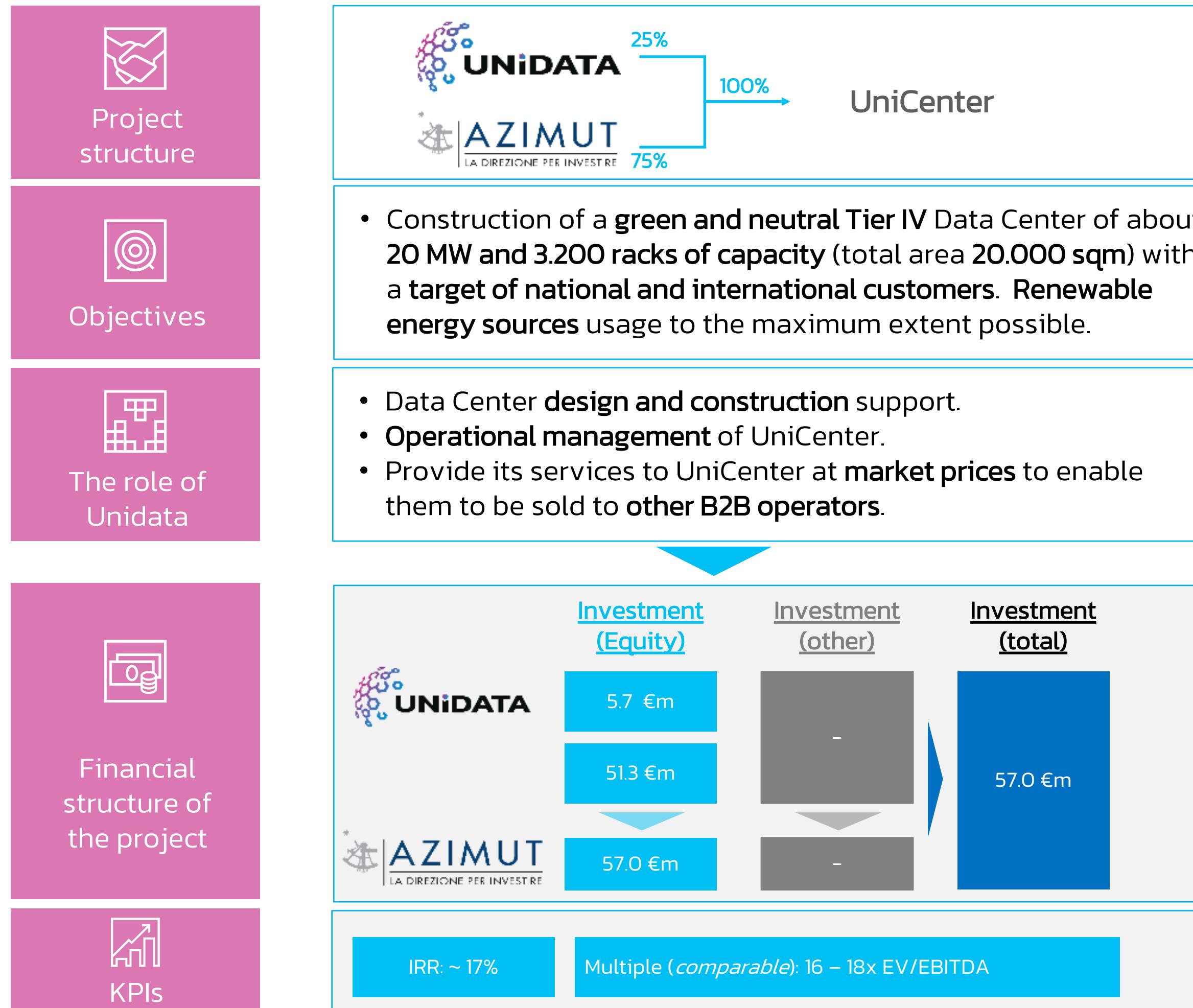


IRR: ~ 10.7%

Multiple (*comparable*): 12 - 13x EV/EBITDA

JOINT VENTURES (2/2)

UNICENTER (2026-2028)



ESG

ESG: 3 STRATEGIC OBJECTIVES AND 19 SPECIFIC OBJECTIVES

1

Promoting the right to connection for all people as a lever for social inclusion

2

Promote employee and employee satisfaction

3

Implement a progressive evolution of its business and operating model towards a zero-emission economy

4

1. UI in gray areas
2. 100% fiber
3. Cloud computing
4. Smart metering

6

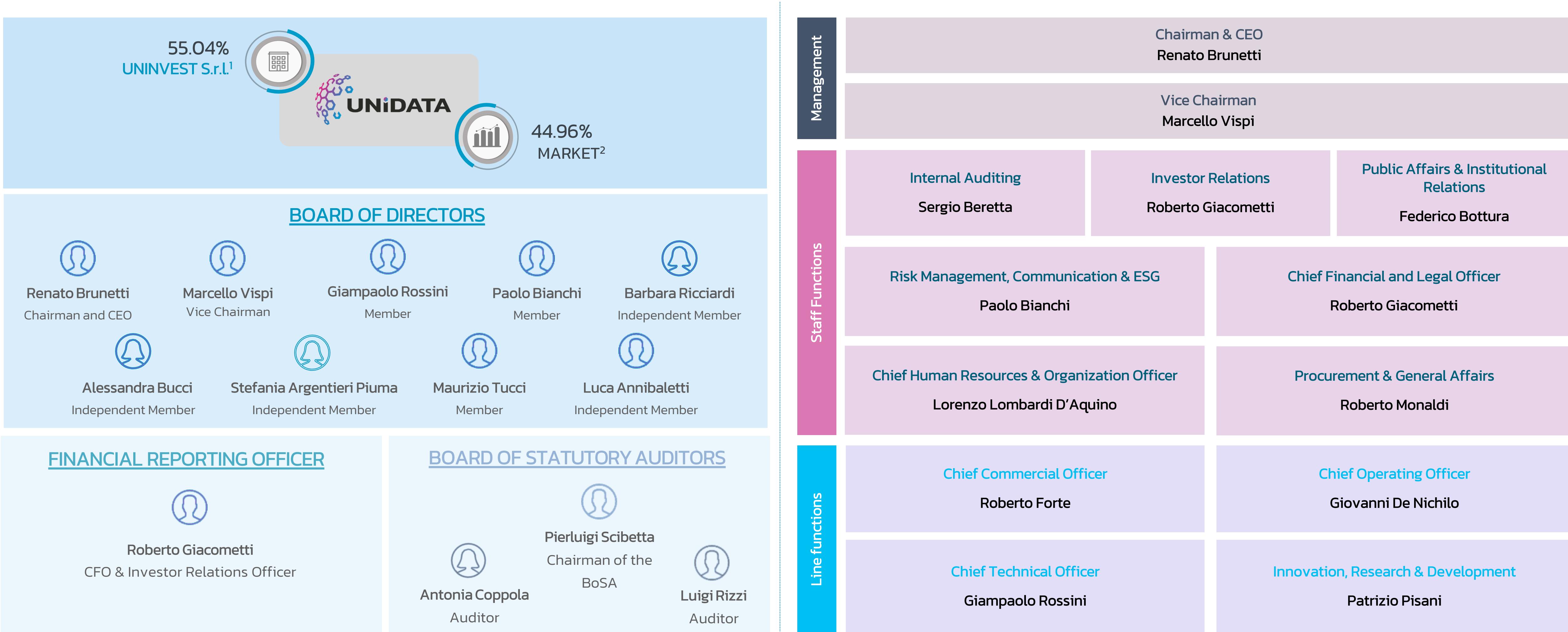
5. Assessment and Skills
6. Training
7. Corporate Climate
8. Mobility Management
9. ESG Incentives
10. Gender Equality

9

11. Vehicle fleet
12. Consumption reduction
13. PSCL
14. Monitoring
15. Renewables
16. Photovoltaic
17. CRM
18. Paper use
19. Supplier selection

APPENDIX

CORPORATE GOVERNANCE & ORGANIZATION



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