



MID&SMALL IN PARIS

MARCH 17TH, 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 international companies.

In September 2019, he joined Unidata and has guided the Company's development, handling all major operations since its listing on the EGM market in 2020.

UNIDATA AT A GLANCE

UNIDATA AT A GLANCE (1/2)

Unidata is a telecommunications operator, leader in **optical Fiber, Cloud & IoT**, offering a wide range of services to a broad customer base in Italy.

Services



Fiber & Networking



Cloud & Datacenter



IoT & Smart Solutions

Customer Base



Business



Public Administration



Wholesale



Residential



Joint Ventures



UNIDATA AT A GLANCE (2/2)

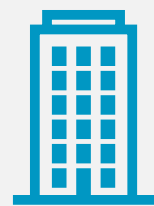
Key operational data



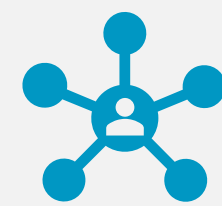
~ 8,150 km
of proprietary fiber
infrastructure¹



2 Data Centers
800 sqm and
650 sqm



~ 508,000
residential and business
properties connected¹



~ 34,300
active lines through
resellers¹



over 30,000
direct customers¹

FY2025 Preliminary Results

109.4 M€
Revenues
+8% YoY

29.4 M€
Adj. EBITDA
+3% YoY

26.9%
Adj. EBITDA
Margin

14.1 M€
Investments

37.7 M€
NFP

Shareholders' structure

55.04%
UNINVEST²

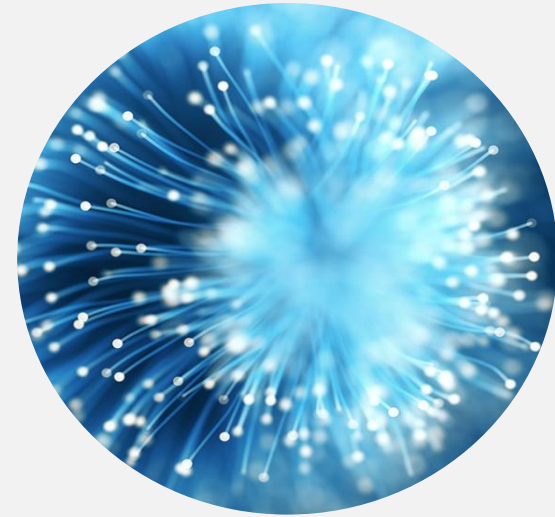


2.54%
TREASURY SHARES



42.42%
MARKET

COMPANY'S OFFERING



FIBER & NETWORKING

- **Internet and voice services** for business, wholesale, PA and residential customers with FTTH connectivity (100% optical fiber)
- **Fiber network construction:** Unidata builds the optical fiber network for Unifiber in the gray areas of Lazio and Puglia regions

About 8,150 km of proprietary fiber infrastructure, over 500,000 km of optical fiber



CLOUD & DATACENTER

- **Cloud Services** (IAAS, SAAS & PAAS)
- **Neutral Colocation** (Multi Carrier)
- **Network Security** – Managed Services
- **Disaster Recovery**

2 proprietary Data Centers:

800 sqm TIER IV Data Center in Roma

650 sqm TIER III Data Center in Milan



IoT & SMART SOLUTIONS

- **Development and implementation of IoT Solutions**, especially in the smart water metering area

UniWAN: the LoRaWAN® network created by Unidata based on LoRa™, a **wireless technology** adopted at worldwide level

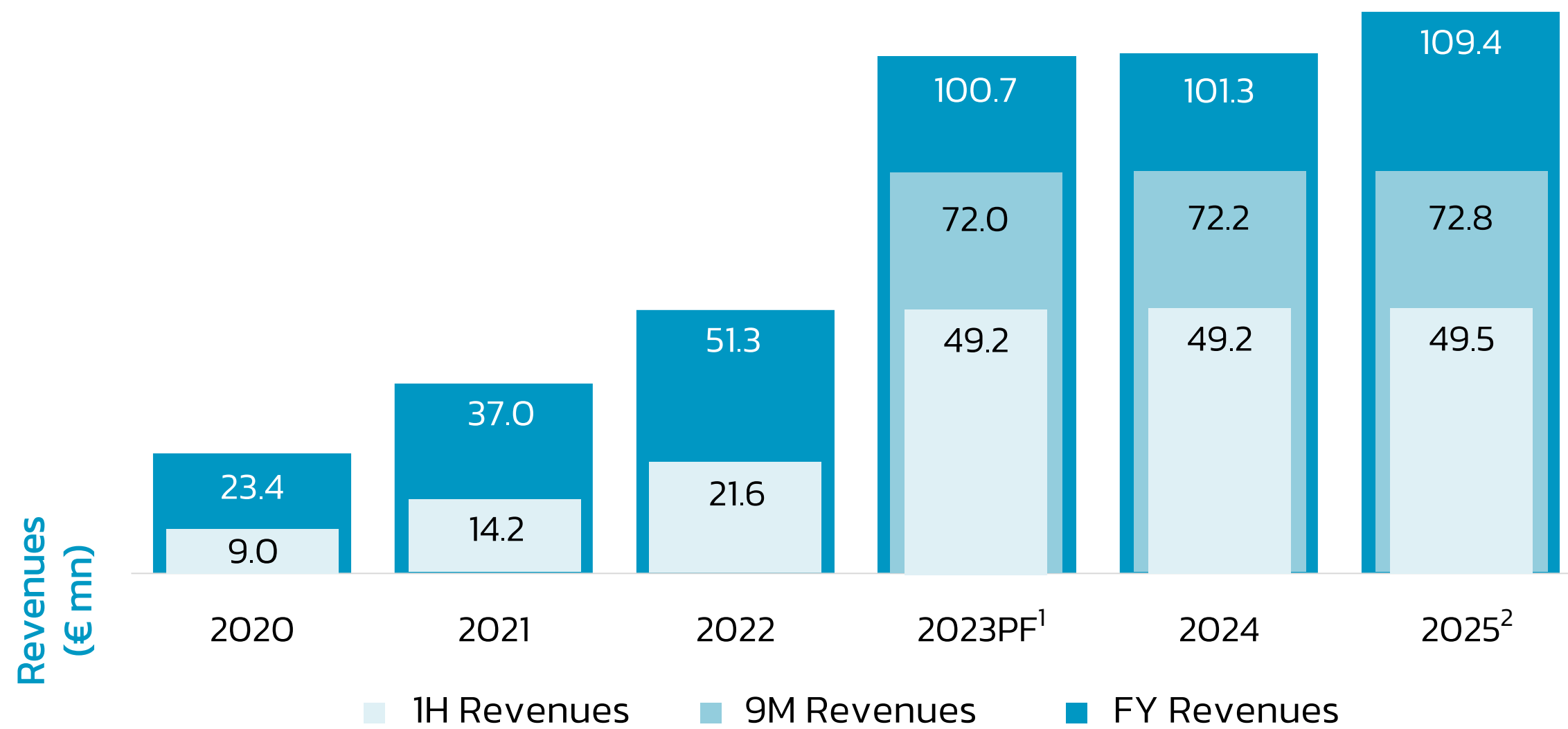
8 awarded tenders in the area of smart water metering for a total order value of € 20 million

KEY FINANCIALS

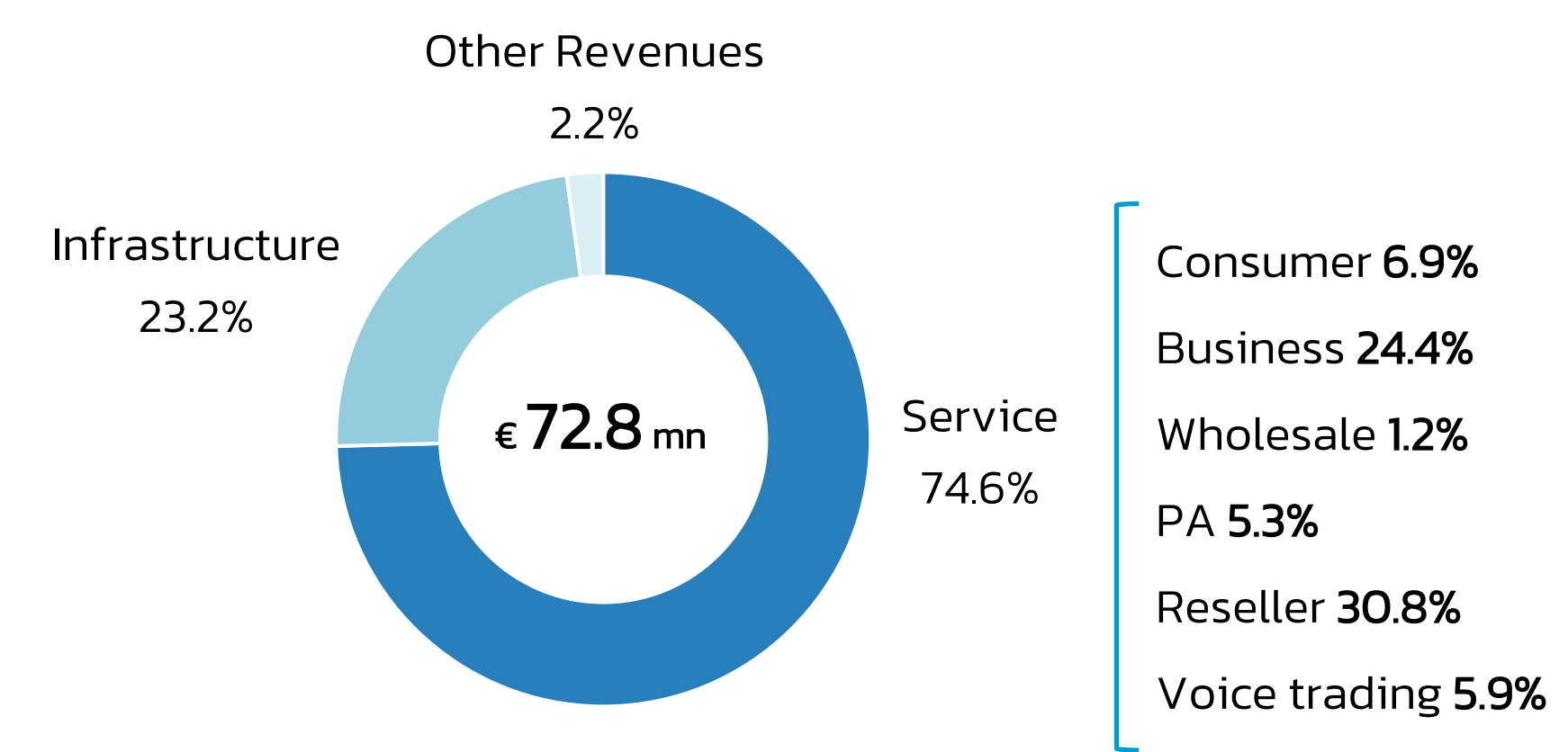
FINANCIAL HIGHLIGHTS – REVENUES & CUSTOMERS

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

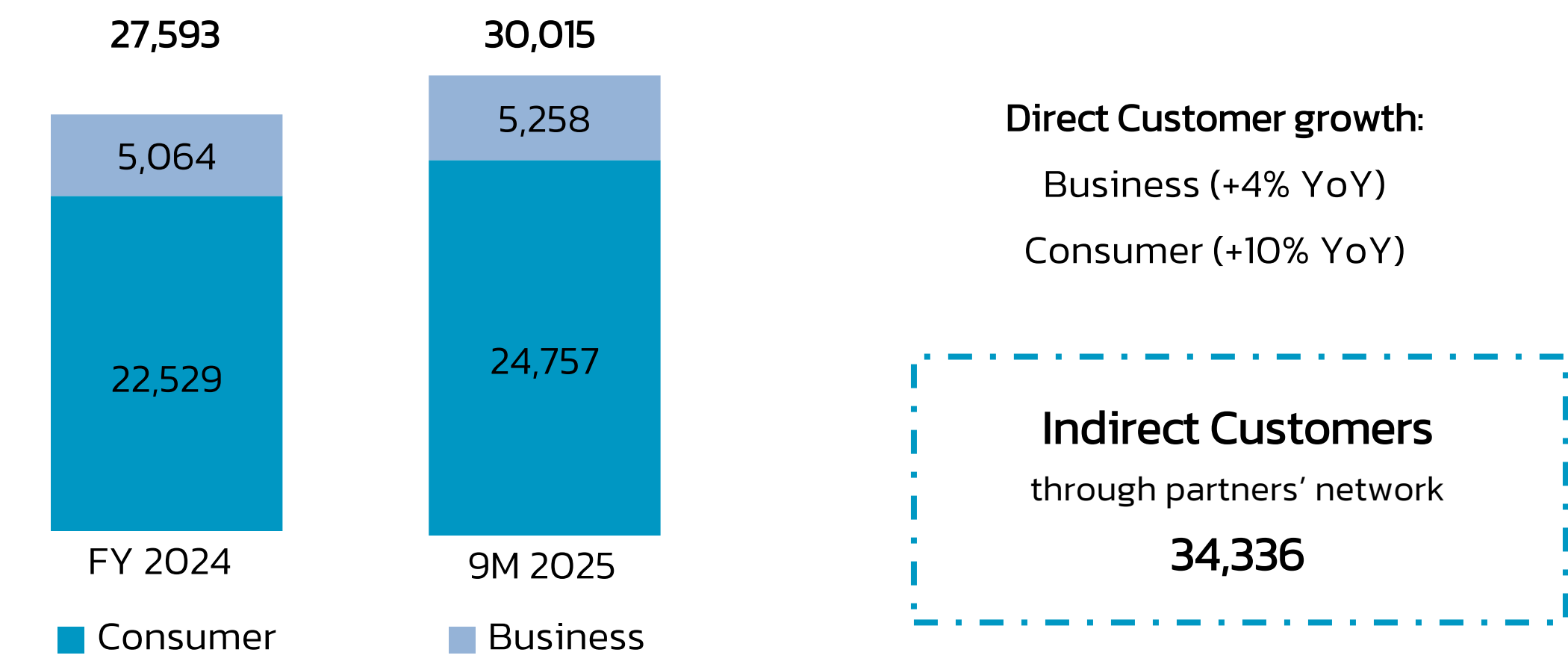
Service Revenues recorded a stable trend, while Infrastructure Revenues recorded an increase YoY (+4%).



Revenues breakdown 9M 2025



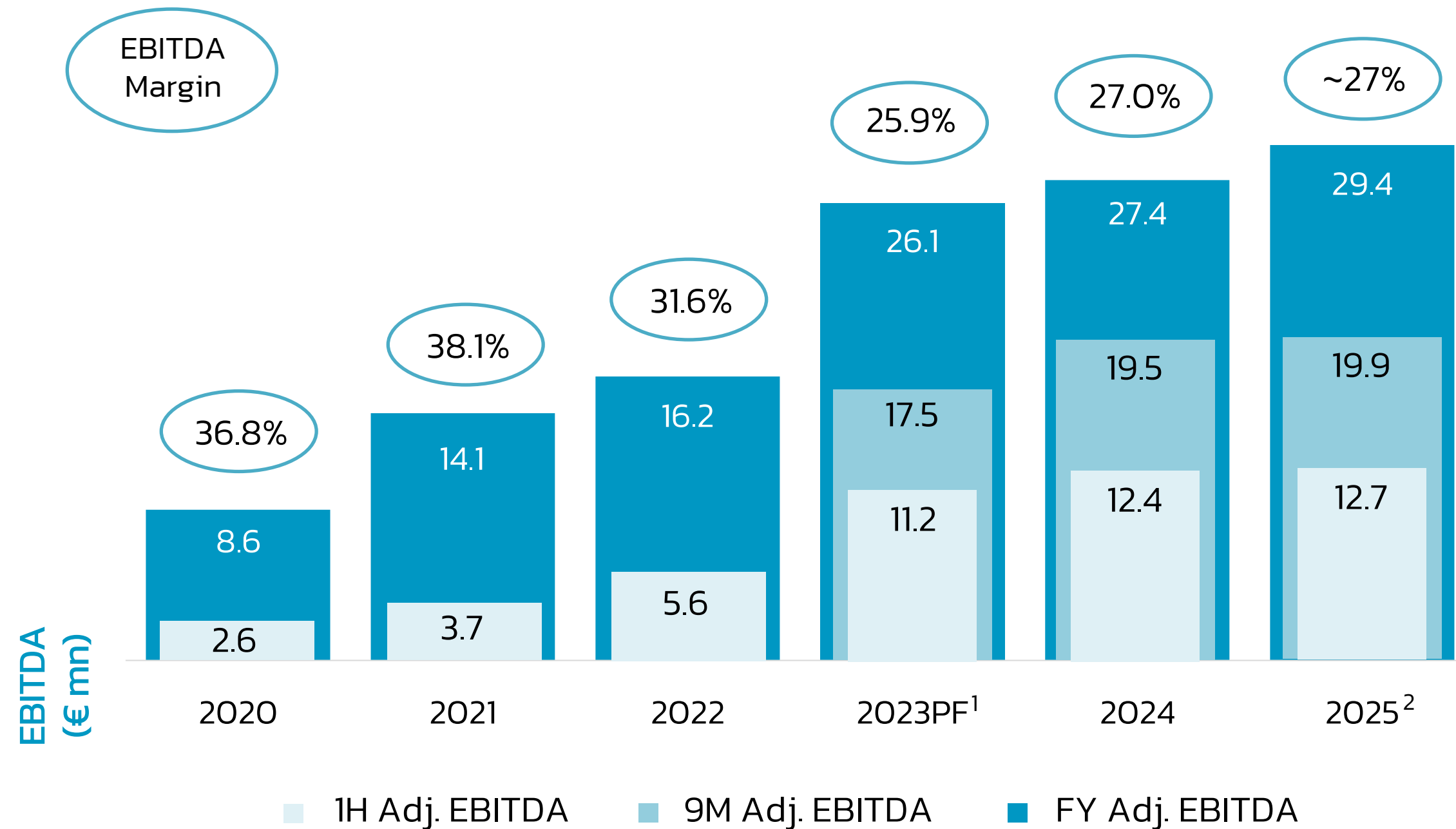
Number of customers 9M 2025



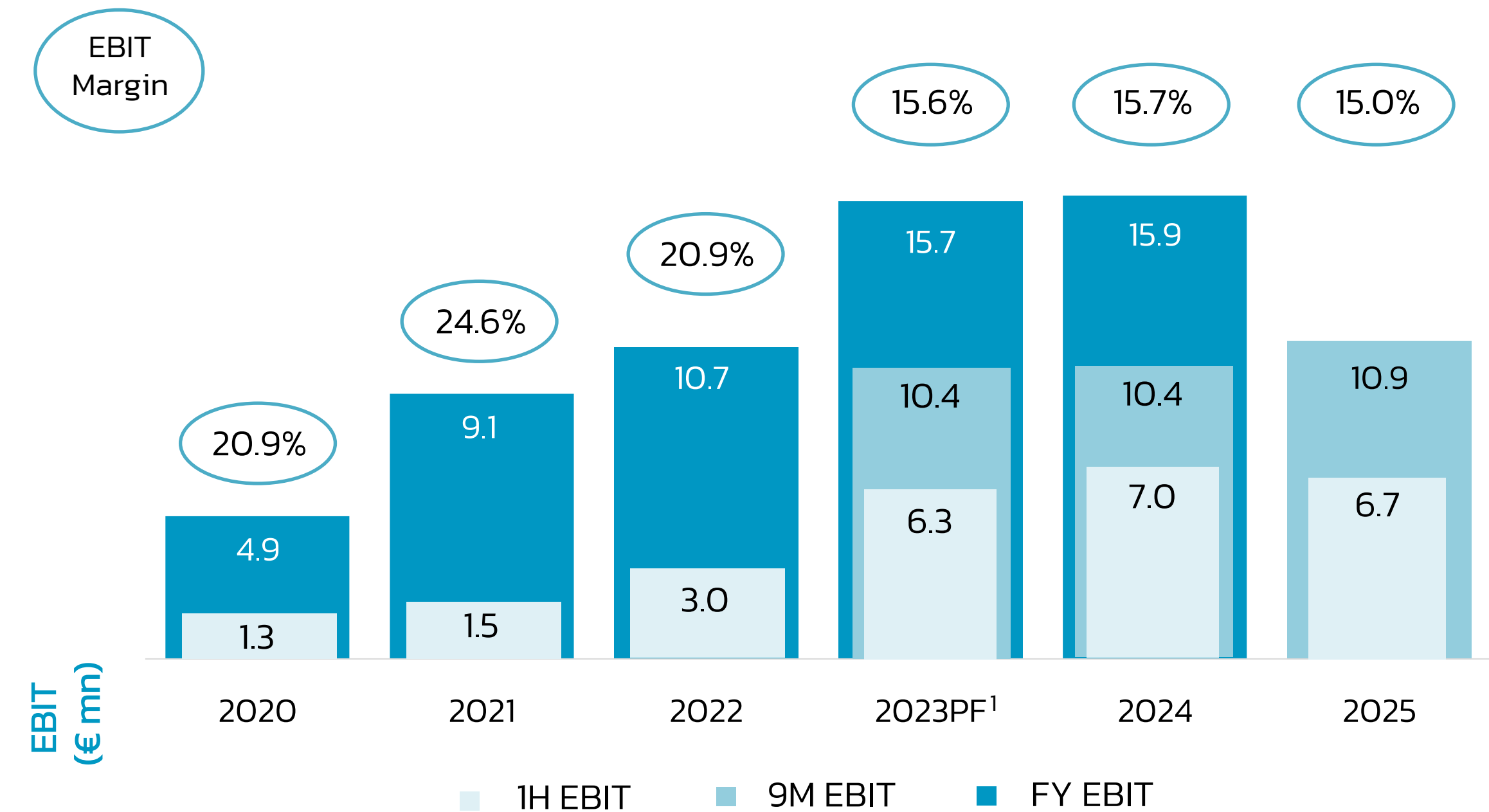
1. The values as of 31 December 2023 refer to the pro-forma economic data as of 31 December 2023, i.e. including the TWT Group in the consolidation for the entire period.
 2. FY 2025 Revenues are a Preliminary result, published on February 11th.

FINANCIAL HIGHLIGHTS – EBITDA & EBIT

Adjusted EBITDA & Margin



EBIT & Margin

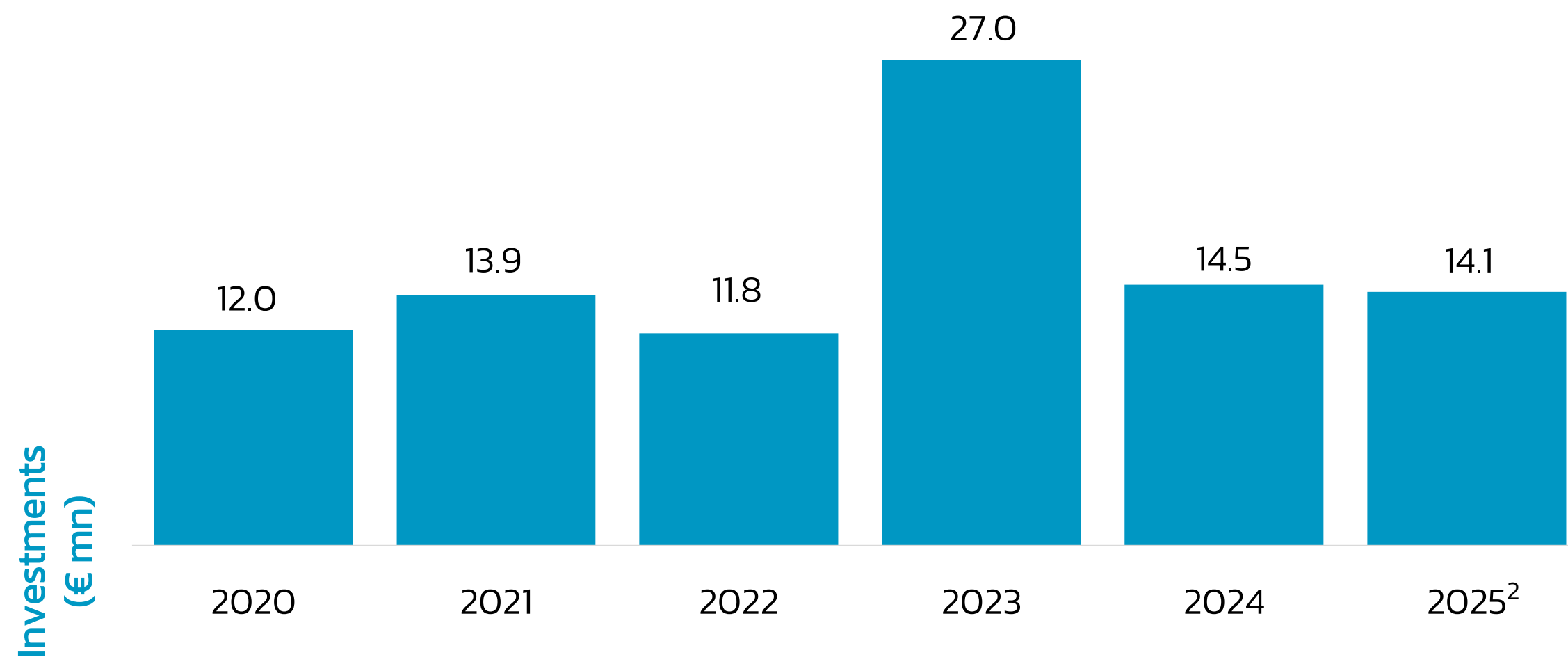


- The **improvement in EBITDA** is essentially linked to the reduction in the Cost of Goods Sold and other operating costs, despite an increase in service costs due to the increase in costs relating to Consumer customers because of the growth in corresponding revenues.
- Slightly lower EBIT compared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

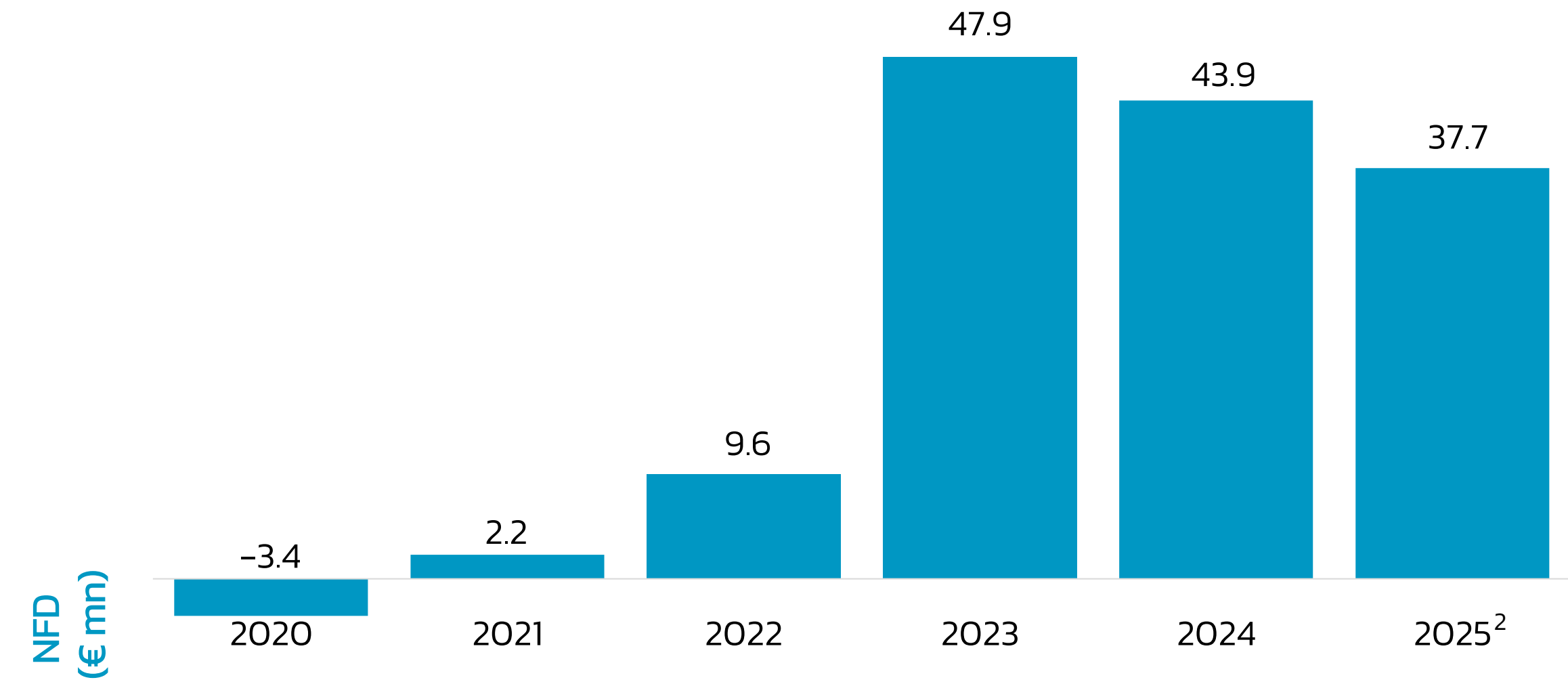
FINANCIAL HIGHLIGHTS – INVESTMENTS & NET FINANCIAL DEBT

Investments

TOTAL INVESTMENTS 2020 – 2025: € 93 million¹



Net Financial Debt

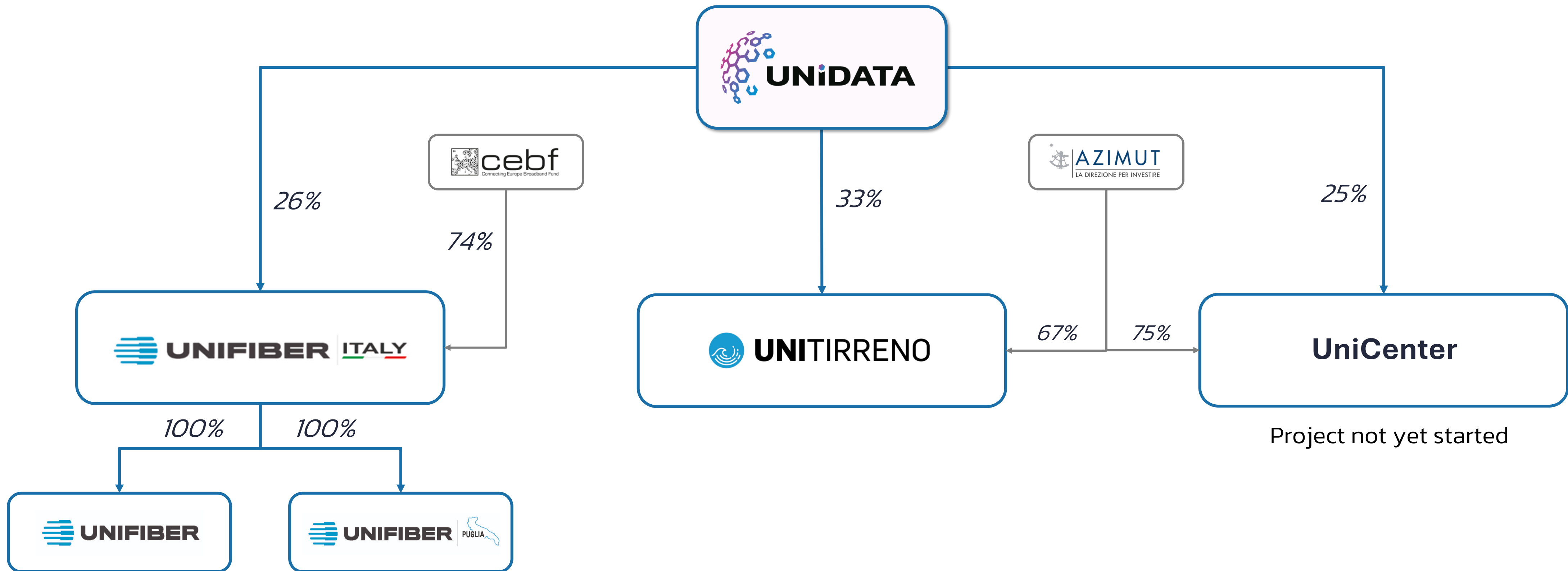


- 2025 Total Investments of approximately € 14.1 million have been **largely financed by working capital**.
- The **improvement in the Net Financial Debt** is essentially linked to the good generation of operating cash, the release of € 2.4 million deposit in January and the recognition of non-cash financial income of € 1.9 million, in line with the requirements of IFRS 9 as part of the renegotiation of the € 50 million loan payable on 19 June 2025.

JOINT VENTURES & INTERNATIONAL EXPANSION

THE 3 JOINT VENTURES

Unidata worked on **3 Joint Ventures** together with primary financial partners to **develop key infrastructure assets in Italy**: fiber network (Unifiber), submarine cable (Unitirreno) and datacenter (Unicenter). In the 3 JVs, Unidata acts as an **industrial partner**, gaining a portion of equity for free thanks to its know-how.



UNIFIBER ITALY: JV WITH CEBF¹ SINCE 2020

Objectives

- Roll-out of the FTTH access network in the “gray areas” of Lazio and Puglia regions
- Unifiber owns the passive FTTH network

The role of Unidata

- Design, construction and maintenance of the fiber network
- Make the fiber network ready to service for customers
- Sale of the network to wholesale operators

Financial structure of the project

	Investment	% of Investment	% Shareholders	% of Total Investment
Unidata	€ 8.0 mn	~ 21.0%	26.0%	
CEBF	€ 30.0 mn	~ 79.0%	74.0%	
Equity	€ 38.0 mn	100%	100%	43%
External & Self Financing	€ 50.0 mn			57%
Total Investment	€ 88.0 mn			100%

As of 30 September 2025, Unidata already paid € 8.0 million out of its total equity investment.



UNITIRRENO: JV WITH AZIMUT¹ SINCE 2022

Objectives

- Development of **submarine cable infrastructure of 900 km in the Tyrrhenian Sea**
- **The project is operational since November 2025**

The role of Unidata

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

Financial structure of the project

	Investment	% Shareholders	% of Total Investment
Unidata	€ 12-18 mn	~ 33-50%	
Azimut	€ 18-24 mn	~ 50-67%	
Equity	€ 36.0 mn	100%	45%
External & Self Financing	€ 44.0 mn		55%
Total Investment	€ 80.0 mn		100%

As of 30 September 2025, Unidata already paid € 7.6 million out of its total equity investment.



FUTURE PROJECT WITH AZIMUT¹: AGREEMENT TO ESTABLISH THE JV UNICENTER

Objectives

- Construction of a **green and neutral Tier IV Data Center** of about **20 MW** and **3,200 racks of capacity** (total area **20,000 sqm**) with **renewable energy sources usage**

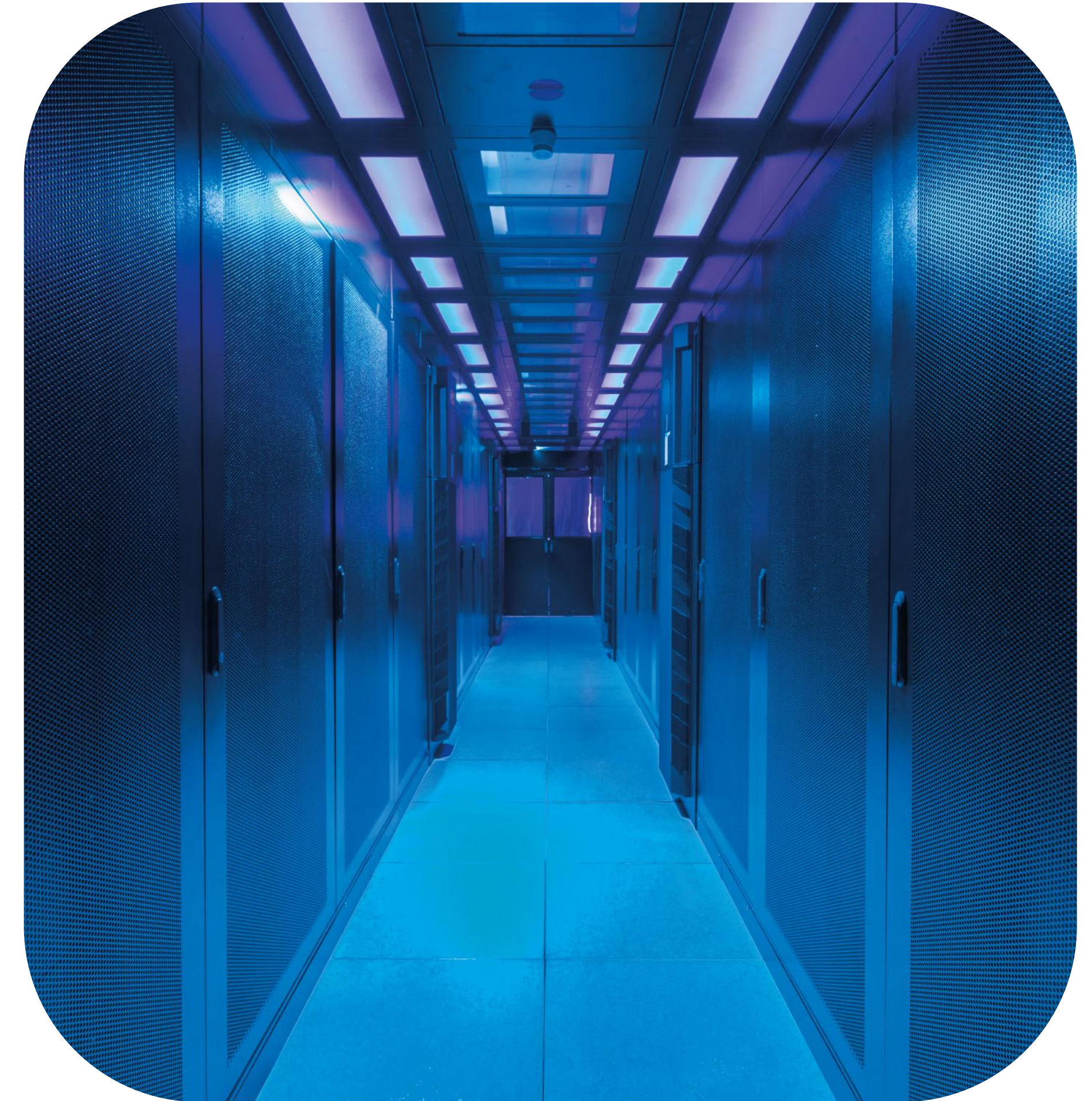
The role of Unidata

- Support in the **design and construction** of the data center
- **Operational management**
- **Sale of services to other B2B operators** at market prices

Financial structure of the project

	Investment	% of Investment	% Shareholders	% of Total Investment
Unidata	€ 5.7 mn	~ 10.0%	25.0%	
Azimut	€ 51.3 mn	~ 90.0%	75.0%	
Equity	€ 57.0 mn	100%	100%	100%
External & Self Financing	-			-
Total Investment	€ 57.0 mn			100%

As of 30 September 2025, the shareholders have not paid any amount of the total equity investment because the **project has not yet started**.



INTERNATIONAL EXPANSION: STRATEGIC PARTNERSHIP WITH SERDAL HOLDING IN 2026



Unidata launches its **international expansion**, thanks to a **three-year commercial and strategic partnership agreement** with Serdal Holding LLC.



Serdal Holding is a company based in Abu Dhabi (UAE), that promotes and develops business ventures in key sectors in the UAE and internationally, leveraging a consolidated network of institutional and industrial relationships.



The agreement represents a **strategic step in Unidata's internationalization process** and allows the Group to **enter the UAE market**, one of the most dynamic economic environments in the world.



The partnership is aimed at **exploring business opportunities in the local market** since **Serdal Holding** will support Unidata in developing its business in the UAE, **facilitating market access** and contributing to the **promotion and marketing of the Group's services**.



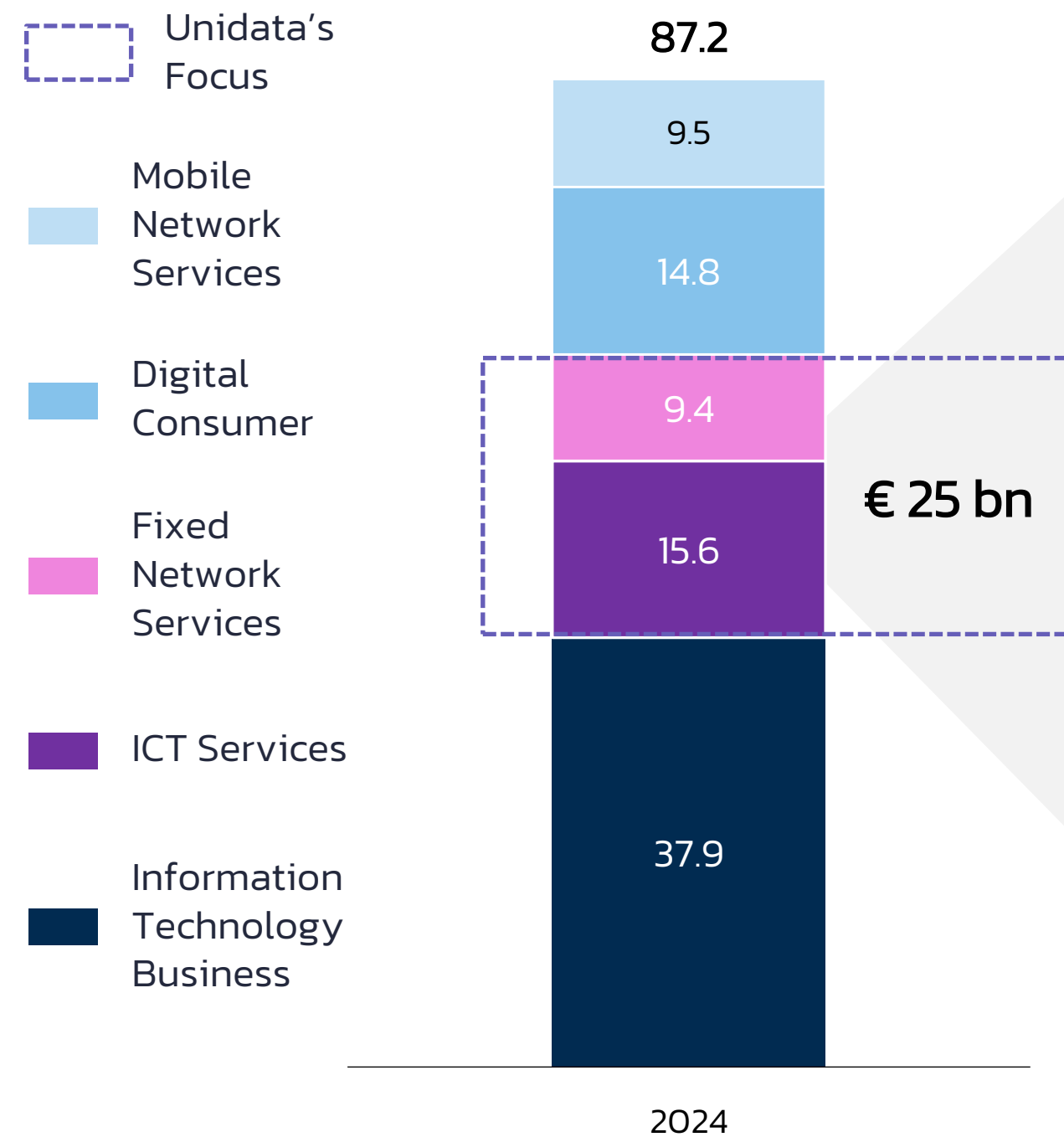
€ 6 billion

Estimated UAE market size in 2027¹

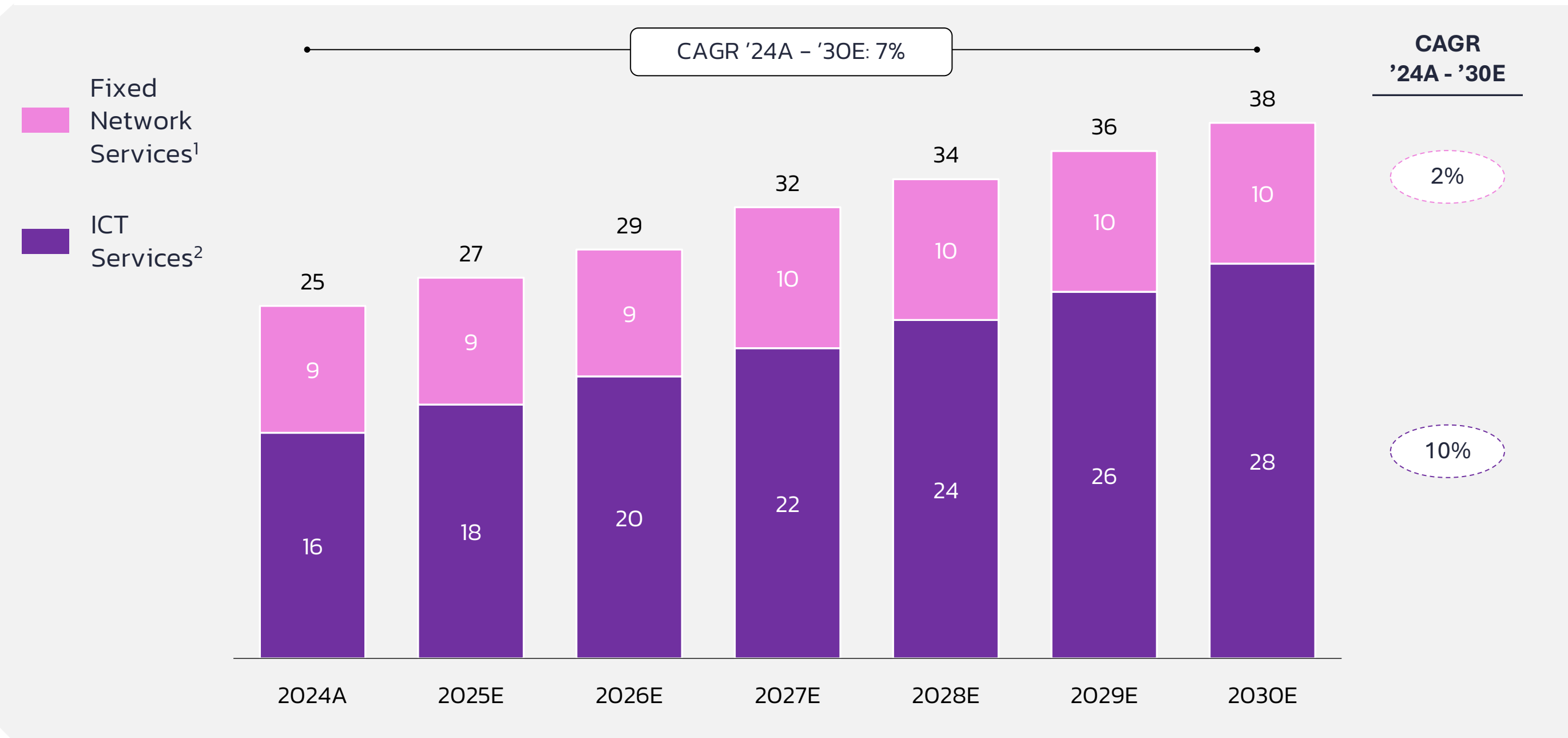
UNIDATA'S FUTURE

UNIDATA'S CORE ADDRESSABLE MARKET

Italian digital market at a glance



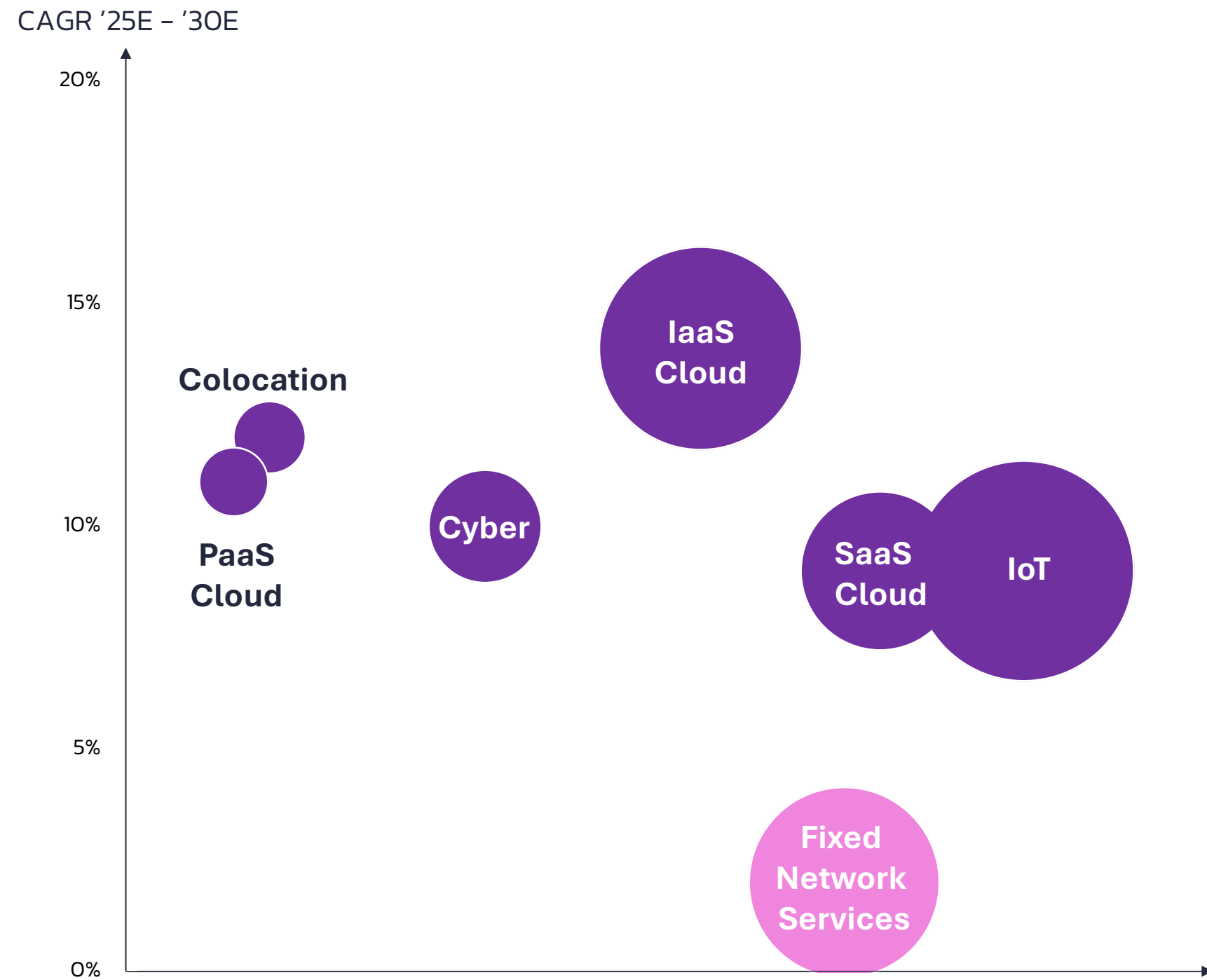
Unidata's Addressable Market Growth



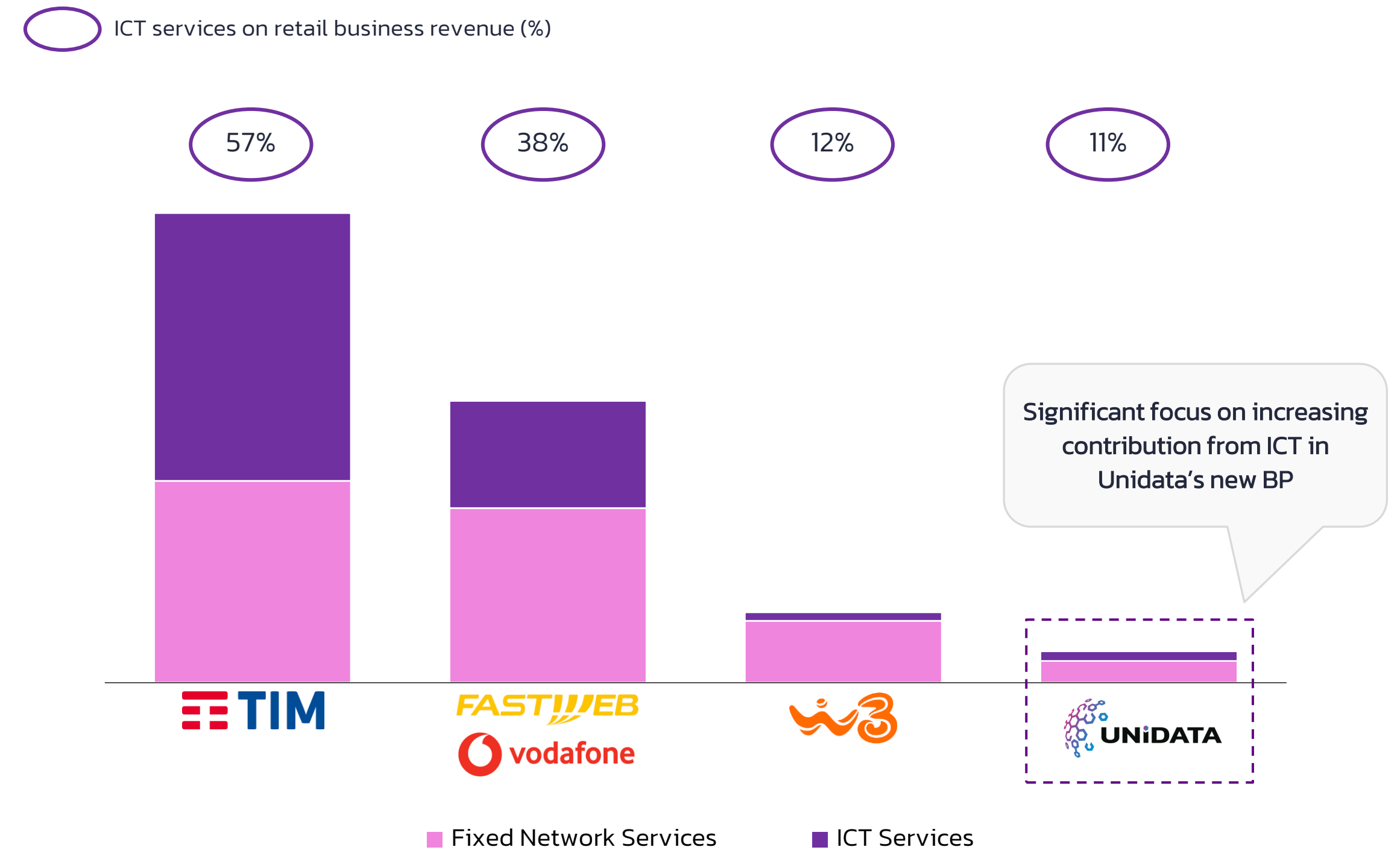
The **Italian digital market** is estimated at around **€ 87 bn** in 2024, with the **portion directly addressable by Unidata's offering** representing **about 29%** of the total value (€ 25bn)

Unidata's addressable market is expected to grow from € 25bn in 2024 to **€ 38bn** in 2030, with a **double-digit growth** envisaged for **ICT Services** mitigated by the **resilient expansion** of the **mature fixed network services market** on the back of the continued technological shift from copper to fiber

KEY DRIVERS OF GROWTH DRIVING SHIFT IN TELCO'S BUSINESS MODELS



Double-digit growth envisaged for infrastructure services (IaaS and Colocation) fueled by AI and Cloud driven demand cycle coupled with sustained growth for Cybersecurity and IoT services



Significant focus on increasing contribution from ICT in Unidata's new BP

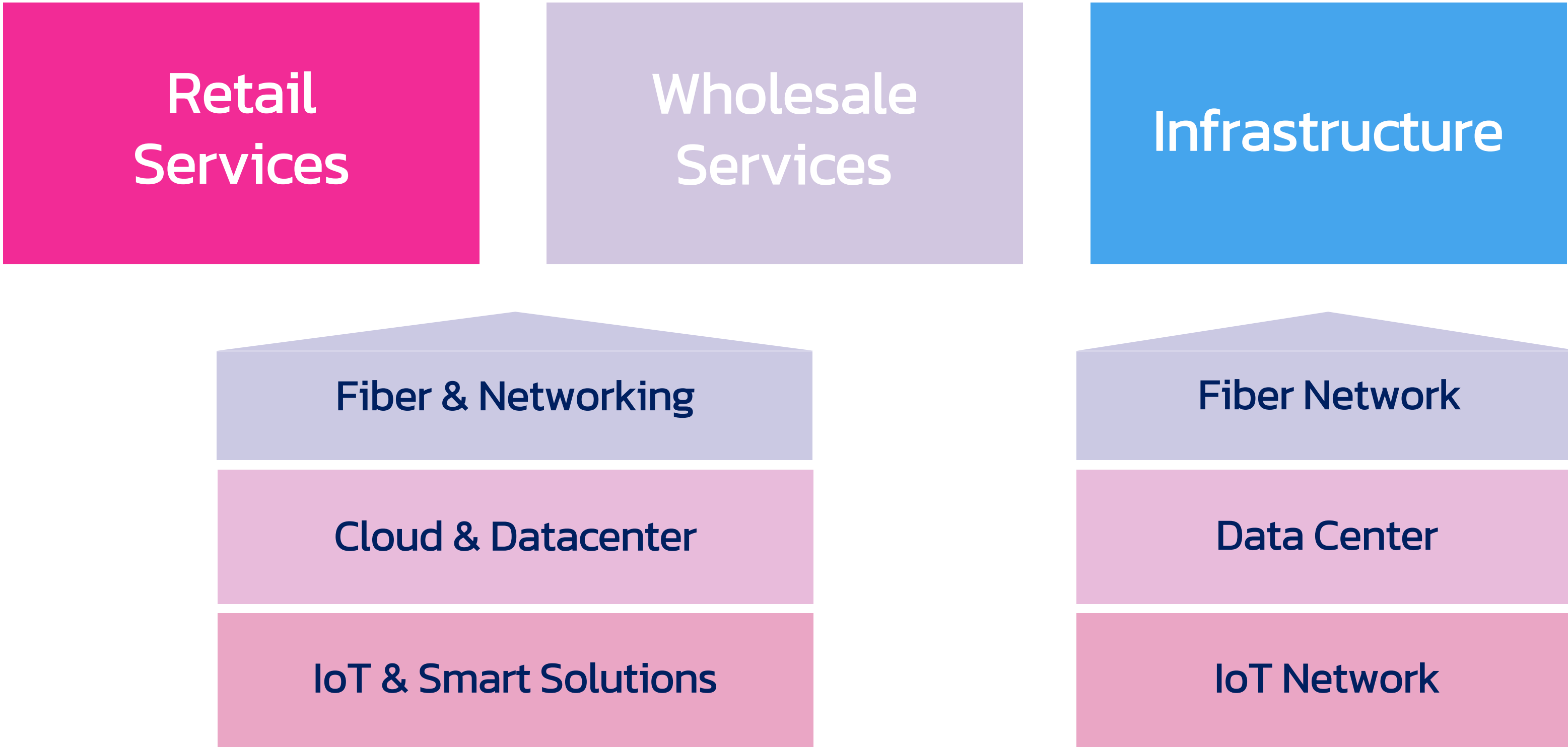
Main Italian national operators are refocusing their business models from core B2B connectivity to cloud and infrastructure services offering to fulfill significant market demand

BUSINESS PLAN 2026 – 2028: STRATEGIC GOALS

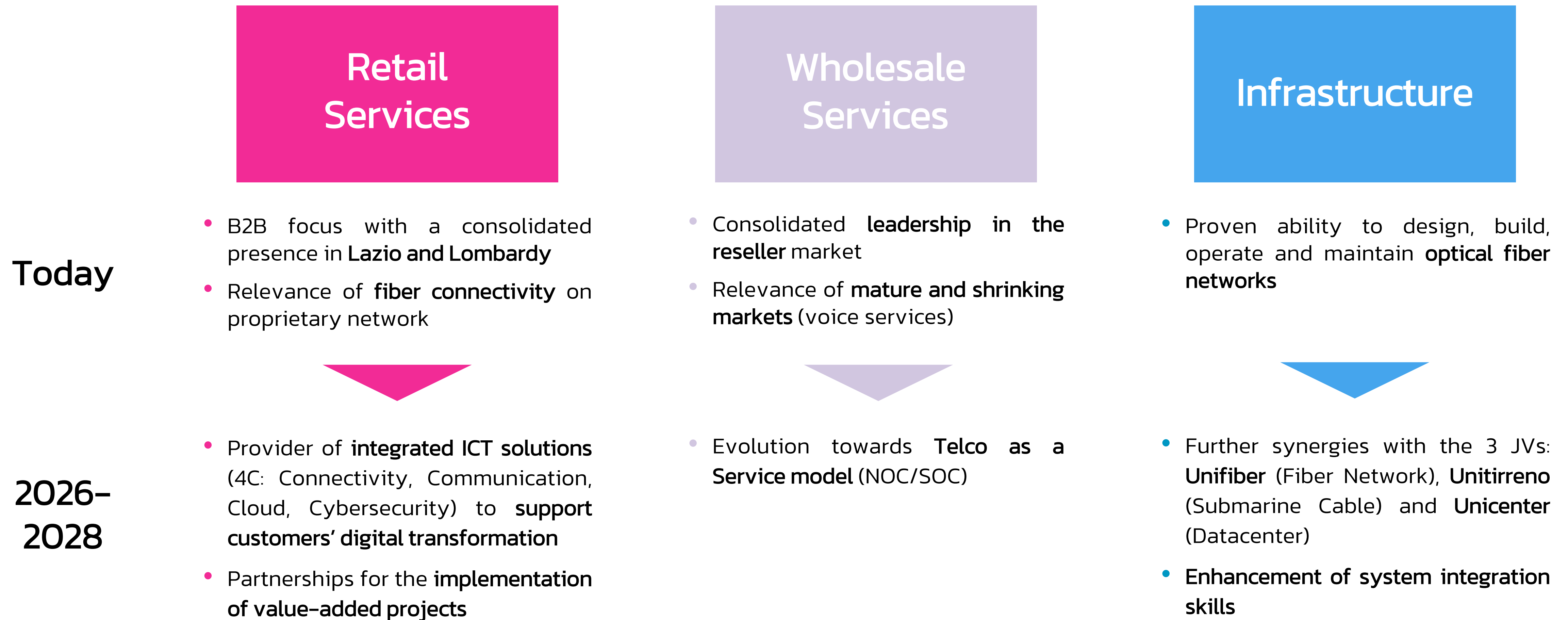
- 1 Pursue sustainable long-term growth**
Both organically and through M&A, creating value for stakeholders in the medium to long term
- 2 Transform the company into a TechCo**
Focus on the integration of digital technologies and on the B2B and B2B2B markets
- 3 Leverage the know-how of infrastructure projects**
New growth trajectory thanks to the know-how gained in innovative infrastructure projects
- 4 Transform the Company's offering and revenues mix**
In line with market evolution towards high value-added ICT services and the centrality of digital transformation processes

UNIDATA'S PLAYING FIELD

3 Markets

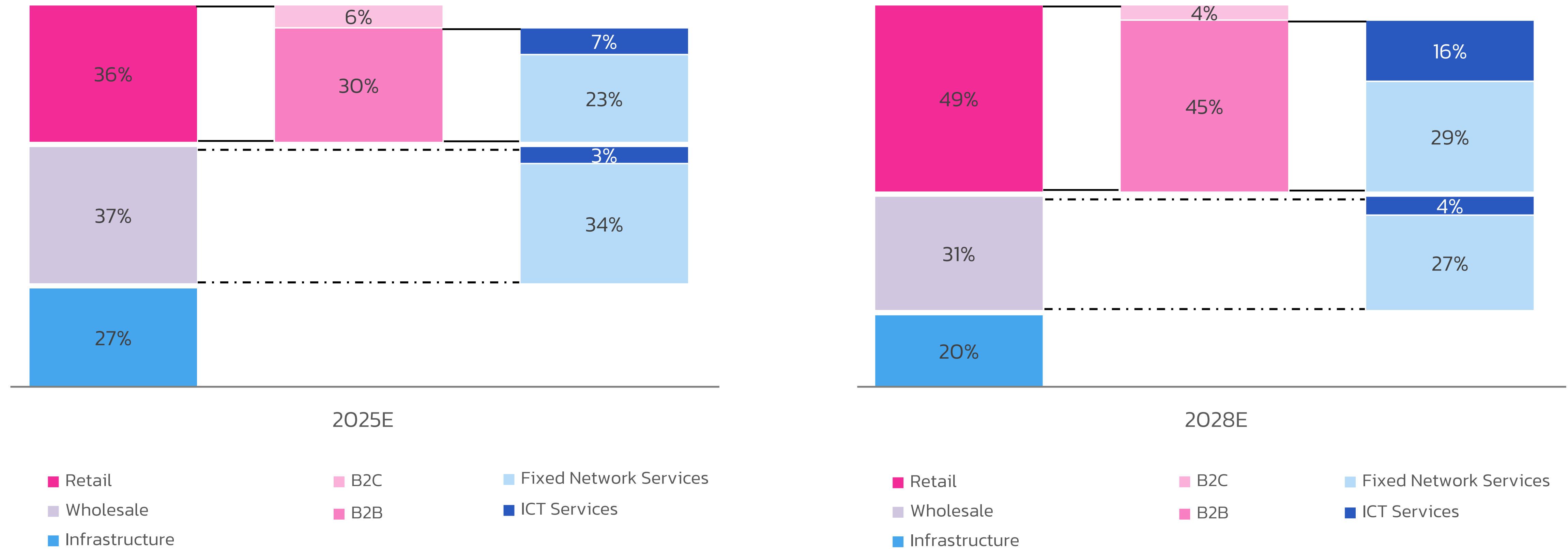


THE EVOLUTION OF UNIDATA'S POSITIONING – From TelCO to TechCO



REVENUES MIX 2025E – 2028E

The weight of **Retail segment** is expected to record a solid growth over time (+13%), with a strong increase in ICT Services, along with a lower contribution of **Wholesale and Infrastructure segments** to the overall revenues.

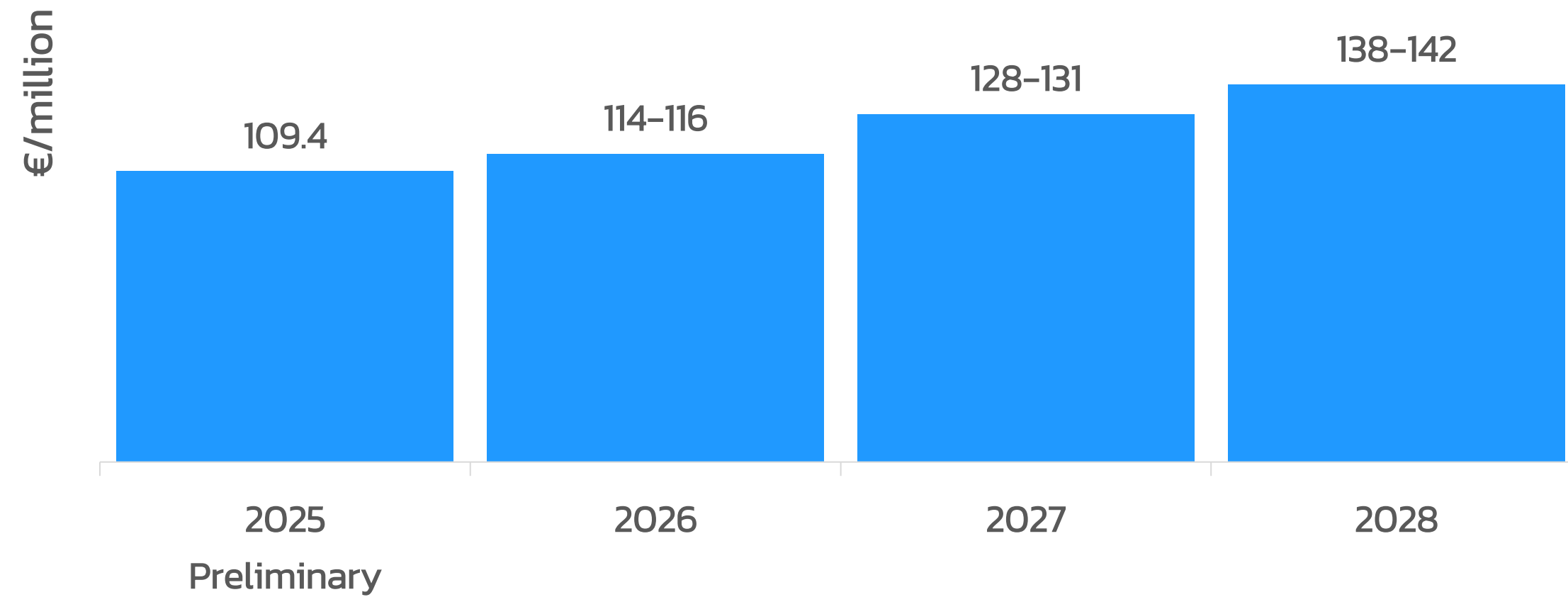


1) Fixed Network Services include voice and data services
 2) ICT Services include Cloud computing, IoT Services, Cyber Security and Data center/Colocation

2028 FINANCIAL TARGETS

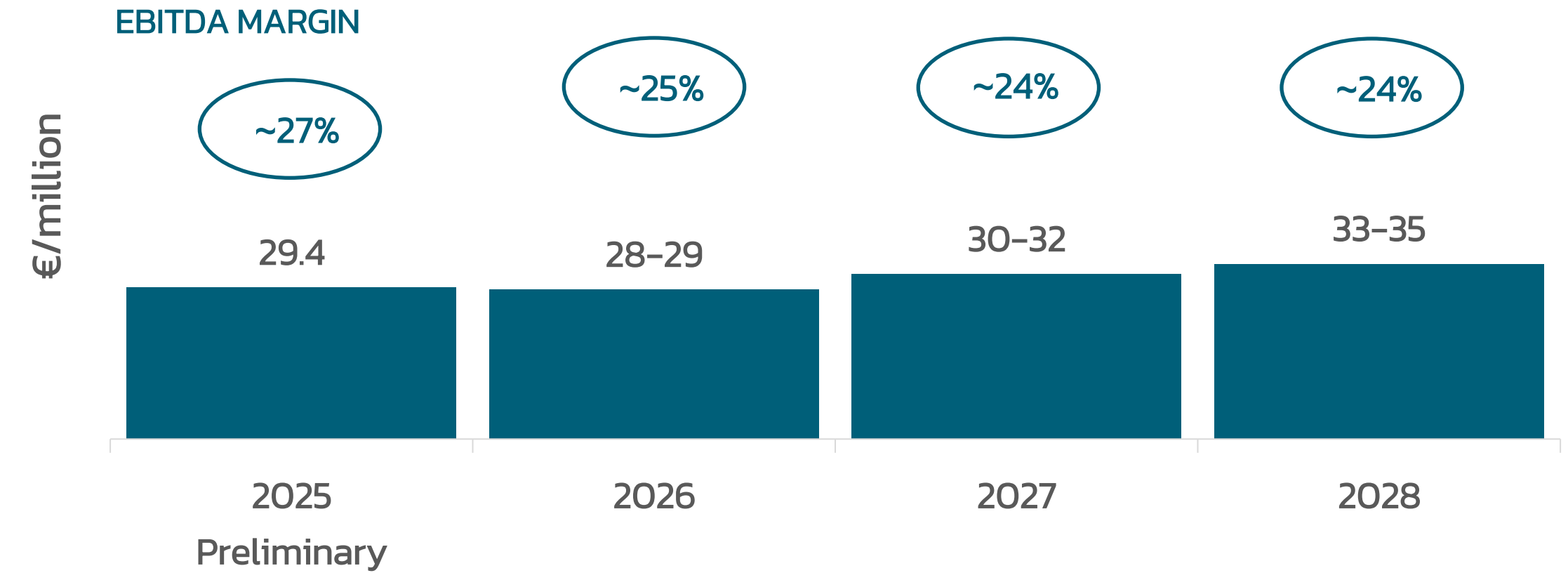
REVENUES

CAGR 2025E-28 **9%**

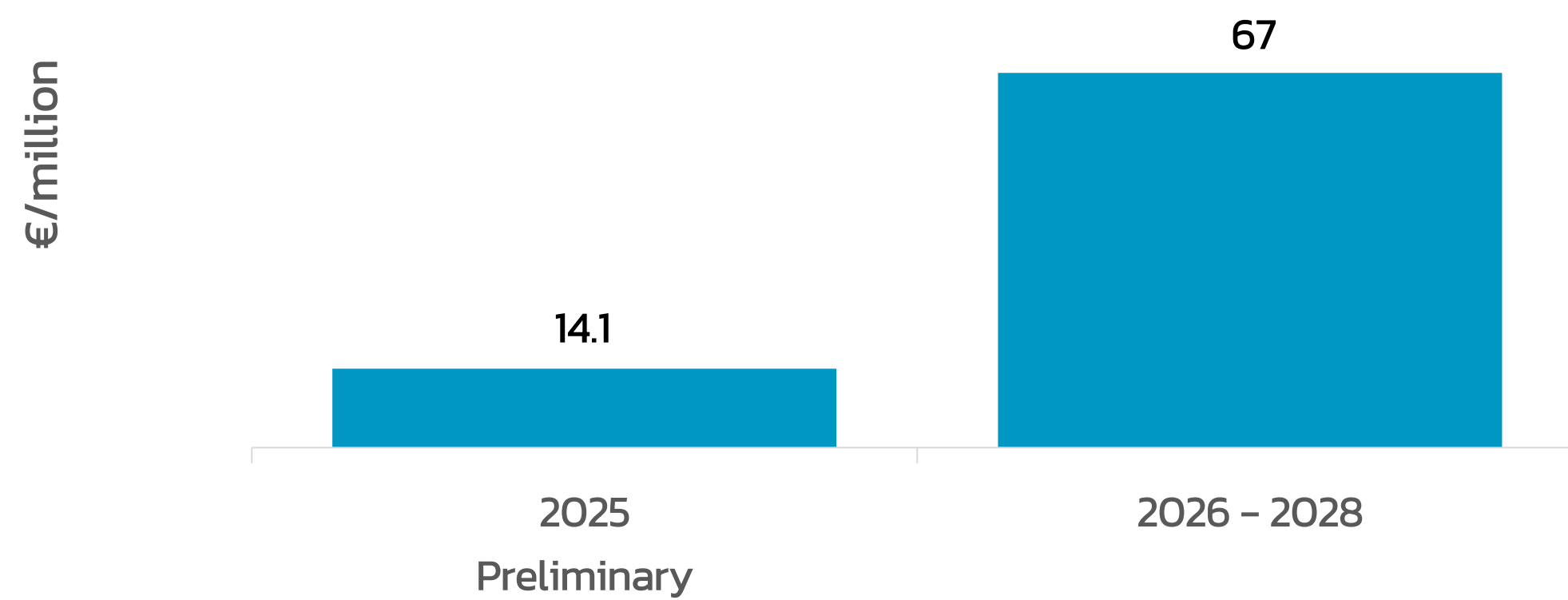


ADJUSTED EBITDA

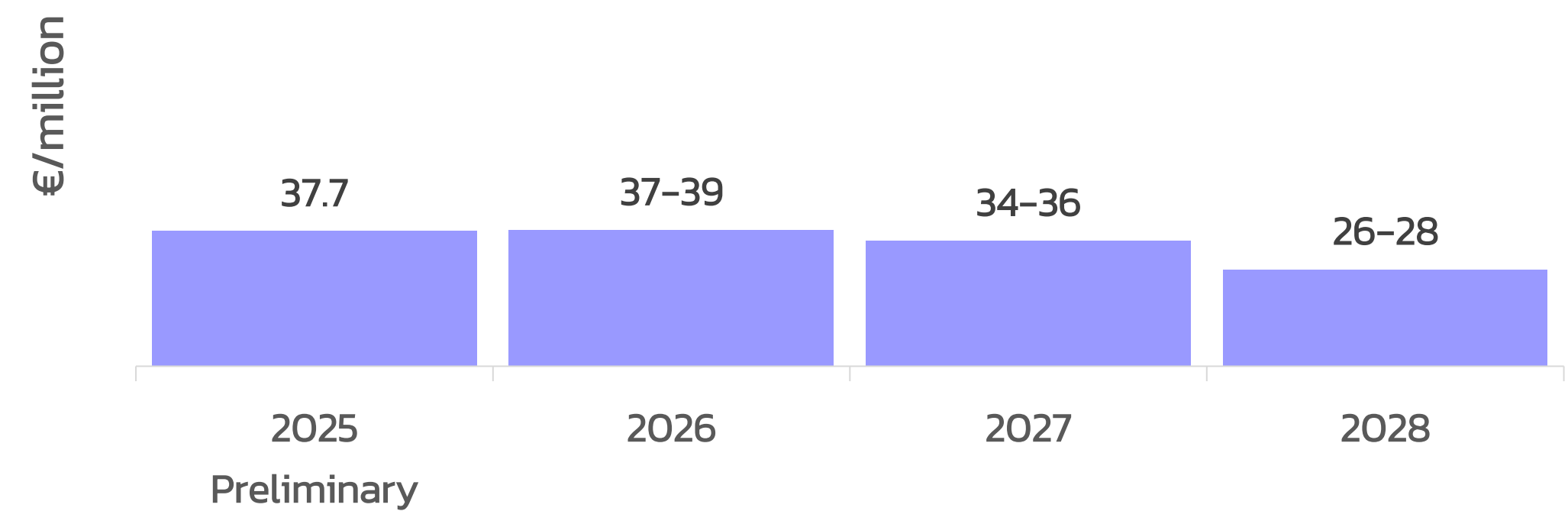
CAGR 2025E-28 **5%**



CUMULATED CAPEX 2026-28



NET FINANCIAL DEBT



APPENDIX

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

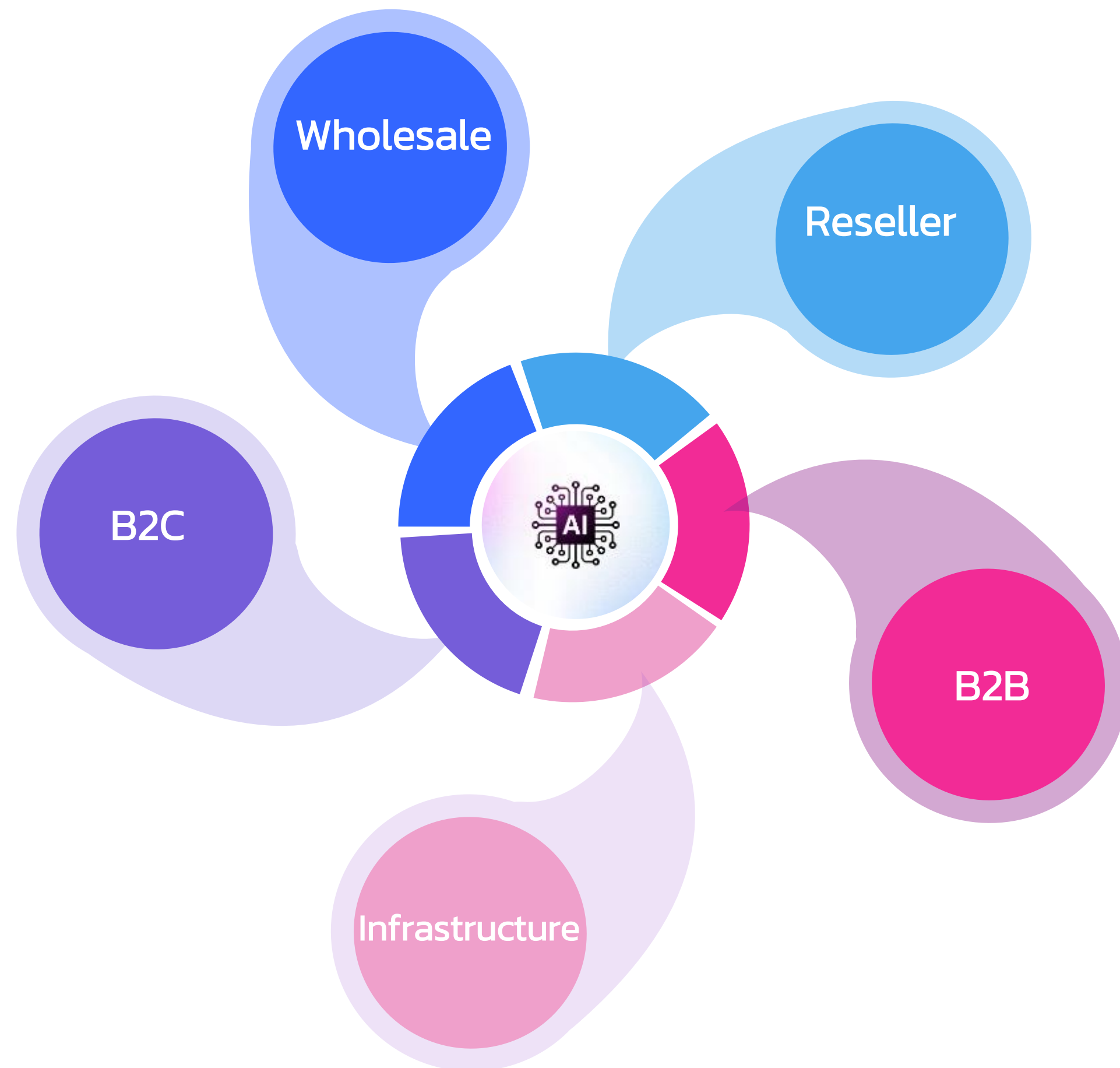
Chief Operating Officer
Giovanni De Nichilo

Chief Technical Officer
Giampaolo Rossini

Innovation, Research & Development
Patrizio Pisani

«DIGITAL HUB» OMNICHANNEL SERVICE PLATFORM

UniHub



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**.

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**



Tender for **Firenze-Prato-Pistoia Metropolitan Area**

Total value of the tender equal to over **3.5 million Euros** for a duration of **13 years**



Tender for **Molise region**

Total value of the tender equal to over **3.0 million Euros** for a duration of **2 years**



acquedottolucano

Award for **Basilicata region**

Total value of the tender equal to **0.6 million Euros** for a duration of **2 years**



Award for **Emilia Romagna region**

Assignment equal to **0.3 million Euros**



AZIENDA SERVIZI AMBIENTALI SPA

Award for **Toscana region**

Assignment equal to **0.3 million Euros**



Award for **Toscana region**

Assignment equal to **0.4 million Euros**

€ 20 MILLION OF TOTAL ORDER VALUE, ABOUT € 17 MILLION IN BACKLOG

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CONTACTS

Unidata S.p.A.

ROBERTO GIACOMETTI
CFO & Investor Relations Officer

+39 329 2478696
r.giacometti@unidata.it

CDR Communication S.r.l.
Investor Relations Consultant

SILVIA DI ROSA
+39 335 7864209
silvia.dirosa@cdr-communication.it

ELEONORA NICOLINI
+39 333 9773749
eleonora.nicolini@cdr-communication.it

