



PRESS RELEASE

**THE BOARD OF DIRECTORS OF UNIDATA
EXAMINES MANAGEMENT DATA FOR THE SECOND QUARTER OF 2021**

- **Revenues up to 8.45 million euros (+53.9% YoY)**
- **Growth in the number of customers to 11,212 (+38.4% YoY)**
- **+306 km of new fiber in 2Q-2021 for a total of 3,656 km**
- **Positive Net Financial Position of 1.39 million euros**

Rome, 29 July 2021 – Unidata S.p.A., operator of Telecommunications, Cloud and IoT services, listed on the AIM Italia market of the Italian Stock Exchange, announces that the Board of Directors met today under the chairmanship of Renato Brunetti, and examined the management data for the second quarter of 2021, prepared in accordance with IAS/IFRS International Accounting Standards, restating the comparative data as of June 30, 2020 according to the same principles as required by IFRS 1.

In summary, second quarter 2021 data

Unidata closes Q2 2021 with Turnover of approximately €8.45 million (up 53.9% compared to €5.49 million in the same period of 2020). The aggregate Q1 and Q2 2021 Turnover is €16.03 million, compared to €8.63 million in the first half of 2020 (+85.7%).

The increase in 2Q-2021 Revenue is primarily attributable to the Fiber & Networking component.

The NFP as of June 30, 2021 is cash positive by 1.39 million euros compared to 3.83 million euros as of March 31, 2021 and compared to 3.42 million compared to December 31, 2020. The change, compared to the two previous periods, is mainly due to the investments made which amounted to approximately 2 million euros for each of the two quarters.

The second quarter of 2021 shows small changes in Arpu due to market price adjustment factors. In particular, in the business sector, the Arpu was equal to euro 511, slightly decreasing compared to both 1Q-2021 (euro 523) and 2Q-2020 (euro 518). The Micro Business sector reports an Arpu of 72 euros compared to 73 euros in 1Q-2021, an increase compared to the same period in 2020 (69 euros). The retail sector (residential customers) reports an Arpu at June 30, 2021 of 23 euros (25 euros in 1Q-2021 and 24 euros in 2Q-2020).

The slight change in the value of Arpu was largely offset by the performance of the customer base, which in the second quarter of 2021 showed strong progress compared with both the same period of the previous year (+38.4%) and the first quarter of 2021 (+7%).

The increase over 2Q-2020 applies to both the **Business Customer** market, which is up 11.8% (up 4% over 1Q 2021) and the **Retail Customer** sector, which is up 45.9% (up 7.7% over 1Q 2021).

UNIDATA	2Q 2021	%	1Q 2021	%	Var.	2Q 2020	%	Var.
Revenues (million of euros)	8,45	-	7,58	-	11,5%	5,49	-	53,9%
Costumer number	11.212	100,0%	10.477	100,0%	7,0%	8.099	100,0%	38,4%
Business customer number ¹	1.978	17,6%	1.902	18,2%	4,0%	1.770	21,9%	11,8%
Retail customer number	9.234	82,4%	8.575	81,8%	7,7%	6.329	78,1%	45,9%

In the second quarter of 2021, the fiber optic network was expanded by 306 km of proprietary cables, reaching a total extension of 3,656 km (2,640 km at June 30, 2020). owners, reaching a total extension of 3,656 km (2,640 km at June 30, 2020). In the first half of 2021, the fiber infrastructure extended 671 km.

Renato Brunetti, President of Unidata: *"The figures for Q2 2021 show an important growth in Unidata's revenues and confirm the development trend that passes through the expansion of the fiber network, which has reached new milestones with the consequent increase in the number of customers, and the improvement of the competitive position.*

The progress of the health situation occurred in the quarter and the resumption of working activities have increased the demand for connectivity services, a sign that the address, even in a post-pandemic condition of normalization, is that of a greater impulse to digitization.

With this in mind, the company's focus continues to be investment in infrastructure and the development of cloud, datacenter and IOT solutions to deliver high-quality competitive services with a focus on sustainability."

Please note that the figures contained in this press release have not been audited.

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This press release is available at 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.

¹⁾ The Number of **Business Customers** includes 12 Wholesale Customers for 1Q-2021, 12 Customers for 2Q-2021 and 13 Customers for 2Q-2020.



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Unidata S.p.A. Telecommunications, Cloud and IoT Operator. The company was founded in 1985 by 3 partners still in the company. With a fiber optic network of 3,656 km in continuous expansion, a wireless network and a proprietary data center, provides over 11,200 business, wholesale and residential customers with ultra-wideband 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. Other activities in the operational start-up phase concern the Internet of Things (IoT), with the development and supply of solutions for the home automation market and Smart City.

Unidata S.p.A. ISIN CODE: IT0005338840 (Reuters UD MI - Bloomberg UD IM) is listed on the AIM Italia Market of the Italian Stock Exchange.