



COMUNICATO STAMPA

BoD APPROVES 2022-2024 INDUSTRIAL PLAN

The Board of Directors of Unidata S.p.A. - a company listed in the Euronext Growth Milan segment - today approved the business plan for the three-year period 2022-2024.

The three-year strategic plan confirms the growth trend and the evolution towards a sustainable model according to ESG principles. Investments and actions are planned for the technological and environmental transition according to the UN 2030 Agenda for Sustainable Development.

Economic and Financial Highlights:

- **Total adjusted revenues at the end of 2024 between €56.5 and €70.5 million**
- **Adjusted EBITDA Margin expected to 2024 between approximately €18.3 and €21.4 million**
- **EBITDA Margin between 32.3% and 30.3%;**
- **Total industrial investments (2021-2024) of 52 million euros**

Evidenziare Industriali:

- ***Sviluppo trainato dalla crescita organica;***
- ***M&A e partnership a sostegno della crescita***
- ***Reinvestimento in azienda della maggior parte degli utili***
- ***Grande attenzione alla sostenibilità secondo i principi ESG***

Rome, 29 November 2020 - Unidata S.p.A., operator of telecommunications, Cloud and IoT services, listed on Euronext Growth Milan, announces that the Board of Directors, which met today, approved the 2022-2024 Business Plan, which reflects a renewed commitment to development and growth, with the evolution towards a model increasingly consistent with the principles of sustainability and environmental protection, technological evolution and social cohesion. The strategies of industrial and commercial strengthening have been designed on sustainable business models, addressing the opportunities arising from innovation and digital and promoting the creation of value for its stakeholders.

The three-year strategic plan starts from the excellent results achieved in terms of turnover (turnover for the first nine months of 2021, equal to 24.5 million euros, is up 36.8% compared to the same period of 2020), profitability and number of customers, and is set in a context of strong development of the domestic market, also encouraged by the availability of the PNRR.

Summary economic and financial data:

Expected adjusted revenues at the end of fiscal year 2024 are expected to be in the range of EUR 56.5 to 70.5 million with adjusted EBITDA in the range of approximately EUR 18.3 to 21.4 million. Expected adjusted revenue as of 12/31/21 is approximately EUR 31 million, up 32% from 12/31/2020.



The adjusted EBITDA Margin at the end of 2024 is expected to be between 32.3% and 30.3% (compared to 36.5% expected at 12/31/21) while the Net Financial Position is expected to be positive with a value between approximately €2.9 and approximately €4 million.

Most of the profits from the company's activities will be reinvested in the company's business.

Operating costs are expected to be stable and mainly driven by variable costs directly related to production and sales, which amount to approximately 65% of total revenues and labor (semi-variable) to support the expected growth of the business.

Total industrial investments, for the period 2021-2024, amount to approximately 52 million euros with a CAGR of 3.73%.

All business areas of Unidata and the Infrastructure activities of Unifiber (a company created in 2020 with the European fund CEBF, of which Unidata owns 30% and has control) will contribute to the growth in profitability. In particular, Unifiber will invest about 53 million euros to reach 120,000 real estate units with an estimated turnover (in 10 years) of about 56 million euros.

In detail the indications for the individual business areas of Unidata:

Fiber and Networking

Estimated turnover between 26 and 30 million euros (compared to a forecast value at 31/12/21 of approximately 14 million euros) with customers between 30,000 and 40,000.

Cloud & Datacenter

In a market with a potential of about 50 million euros, Unidata expects to achieve, at the end of 2024, a turnover between 4 and 6 million euros (compared to about 1.5 million expected at 31/12/21) with a Target EBITDA between 1.5 and 2.3 million euros.

IoT Solutions

Unidata estimates revenues of between €2 million and €3 million at the end of 2024, compared to the €0.1 million projected at 12/31/21.

Consulting Services

Estimated revenue of between €2 million and €4 million at the end of 2024 with 100 customers (expected revenue of €2 million as of 12/31/21).

Cybersecurity

Cybersecurity represents a new business area in which Unidata has developed its own offer that it plans to start promoting on the market from 2022. Unidata expects a turnover at the end of 2024 between about 1 and 2 million euros with a target EBITDA between 0.5 and 0.8 million euros and a commitment, when fully operational, of new resources between 5 and 10 employees.



Infrastructure activities

Unidata, together with the company Unifiber, is actively contributing to the development of the fiber optic network infrastructure mainly in Rome and Lazio.

The objective is to reach between 250,000 and 350,000 residential and industrial units in the period 2022-2025 with a turnover, at the end of 2024, between 20 and 25 million euros and an expected profitability (EBITDA) between 2.6 and 3.5 million euros. The expected turnover as of 12/31/21 is approximately 20 million euros.

ESG Factors:

ESG (Environmental, Social, Governance) factors become a strategic factor for Unidata's growth and are an integral part of Unidata's Business Plan and development strategies to meet the challenges of sustainability by setting the Company new targets in terms of emissions reduction through the use of renewable energy, energy efficiency, sustainable infrastructure development, skills development and resource enhancement. Since January 2021, the Company has been implementing its sustainability system and for the three-year period 2022-2024 Unidata has identified 8 goals among the 17 indicated by the United Nations for the 2030 Agenda for Sustainable Development, to which Unidata is committing.

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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.

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This press release contains forward-looking statements regarding the future events and results of Unidata S.p.A. that are based on current expectations, estimates and projections as to the industry in which the Company operates, on events and on management's current views. Such elements have by their nature 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 beyond the control of Unidata S.p.A, including global macroeconomic conditions, changes in business conditions, further deterioration of markets, impact of competition, political, economic and regulatory developments in Italy.

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CONFERENCE CALL

On November 30, 2021, Unidata will hold two video conference calls (in English and Italian) with the financial community, during which the Company's 2022-2024 business plan will be discussed with domestic and international investors.



You can follow the video conference call by connecting to one of the following links:

1. English Speaking Unidata Video Conference Call at 16:00

Join: <https://polytemshir-it.zoom.us/j/85010328370?pwd=QW8xdDBvaFZLaXQzSTduQVR6d1RtZz09>

Meeting ID: 85010328370

Password: 3!KeUNKTt!

or by dialing one of the following telephone numbers: +39 0694806488 Italy (toll) +39 0200667245 Italy (toll) +39 02124128823 Italy (toll)

2. Italian Speaking Unidata Video Conference Call at 5:15 p.m.

Join <https://polytemshir-it.zoom.us/j/89992425918?pwd=eEs5Zys4aIVYVCs0YnRBS2xheWtxdz09>

Meeting ID: 89992425918

Password: IrU!Uqd3bK

or by dialing one of the following telephone numbers: +39 0200667245 Italy (toll) +39 02124128823 Italy (toll) +39 0694806488 Italy (toll)

Unidata will also present the business plan on December 1, 2021 in Milan during the investor conference Mid and Small in Milan 2021 organized by Virgilio Lab, at the headquarters of the Italian Stock Exchange, where it will meet the financial community.

For further information:

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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 3,904 km in continuous expansion, a wireless network and a proprietary data center, provides over 11,900 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 Euronext Growth Milan Market of Borsa Italiana.