PRESS RELEASE

THE BOARD OF DIRECTORS APPROVED THE RESULTS OF THE UNIDATA GROUP AS OF 30 SEPTEMBER 2026

DOUBLE-DIGIT REVENUES GROWTH (+11%) AND EBITDA INCREASE (+2%) IN THE FIRST 9 MONTHS OF 2026: THE STRENGTHENING OF THE ORGANIZATIONAL AND INFRASTRUCTURAL STRUCTURE ANTICIPATES THE DEVELOPMENT PHASE AND LAYS THE FOUNDATIONS FOR FUTURE GROWTH

2026 GUIDANCE: ADJUSTED EBITDA, ADJUSTED EBITDA MARGIN AND NFD CONFIRMED IN LINE WITH THE COMMUNICATED RANGE

2027-2029 BUSINESS PLAN PRESENTED TO THE MARKET ON 23 NOVEMBER 2026 – AMENDMENT TO THE 2026 FINANCIAL CALENDAR

Main consolidated data of the Unidata Group

- **Total revenues**: € 81.1 million (€ 72.8 million in 9M 2025) **+11%** YoY
- **Recurring revenues**: € 53.1 million, equal to 65.5% of total revenues
- **EBITDA:** € 19.8 million (€ 19.3 million in 9M 2025) **+2%** YoY
- **EBITDA Margin**: 24.4% (26.5% in 9M 2025)
- **Adjusted EBITDA**: € 21.4 million (€ 21.9 million in 9M 2025)[1]
- **Adjusted EBITDA Margin**: 26.3% (30.1% in 9M 2025)[1]
- **Investments:** € 12.7 million (of which € 4.5 million in the UniCenter data center project)
- **Net Financial Debt:** € 43.5 million (€ 37.7 million as of 31 December 2025); Adjusted NFD: € 31.1 million
- **Number of customers**: 33,388 (+8% compared to 31 December 2025)
- **Km of optical fiber**: +400 km compared to 31 December 2025, reaching about 8,900 km

[1] Please note that the comparative figure for Adjusted EBITDA and Adjusted EBITDA Margin as of 30 September 2025, has been appropriately restated to take into account the elimination of intercompany profit accrued with respect to associated companies.

UNIDATA S.p.A.

Sede legale **Roma**
Viale A. G. Eiffel 100
00148 Roma (RM).
Tel. (+39) 06 4040 41

Milano
Viale E. Jenner 33
20159 Milano (MI)
Tel. (+39) 02 8908 91

Bari
Viale delle Dalie 5
70026 Modugno (BA)
Tel. (+39) 06 4040 41

unidata@pec.unidata.it
info@unidata.it
C.F./P.IVA 06187081002
Capitale Soc. €. 10.000.000 i.v.

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Roma, 3 November 2026 – 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 Renato Brunetti, examined and approved Unidata Group results as of 30 September 2026, prepared in accordance with IAS/IFRS International Accounting Standards.

Renato Brunetti, Chairman and CEO of Unidata, stated: *"In the first nine months of 2026, we recorded double-digit revenue growth (+11%), solid margins, and a financial structure that remains balanced. The Group continues to work on two fronts: on the one hand, business development, particularly in fiber, cloud, and IoT, and on the other, targeted investments in strategic infrastructure. In this context, the UniCenter project for the construction of a new TIER IV green data center in Rome continues, which represents a strategic step in our journey. In light of these initiatives, we are confident about the year-end results in terms of margins and net financial debt, with revenues still expected to grow compared to 2025, despite the postponement of one order to the first quarter of 2027, which will therefore contribute to next year's revenues. On November 23, we will present the new 2027-2029 Business Plan to the financial community, which will define the next steps in our growth and value creation journey".*

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CONSOLIDATED ECONOMIC AND FINANCIAL FIGURES AS OF 30 SEPTEMBER 2026

Total consolidated revenues, amounting to **€ 81.1 million**, showed double-digit growth (**+11%**) compared to the first nine months of 2025 (€ 72.8 million), with a revenue breakdown by business area that saw increases in both Service revenues (+4%) and Infrastructure revenues (+36%). The recurring component remains the cornerstone of the business model: € 53.1 million, equal to 65.5% of total revenues, confirming the visibility and quality of the Group's cash flows.

EBITDA amounted to **€ 19.8 million**, up **2%** compared to € 19.3 million in the first nine months of 2025, driven by the positive revenue trend, partially offset by the increase in service costs related to the growth in Consumer revenues and the different revenue mix, with a greater weighting of the Infrastructure component. The **EBITDA margin** stood at **24.4%** compared to 26.5% in the first nine months of 2025.

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Adjusted EBITDA amounted to **€ 21.4 million** compared to € 21.9 million[2] in the first nine months of 2025. Adjustments decreased from € 2.6 million to € 1.6 million: in 2026, they only concern the elimination of intercompany profits accrued from associates, accounted for using the equity method, as required by IAS 28, while in 2025 they also included non-recurring costs. **Adjusted EBITDA Margin** was **26.3%** compared to 30.1%[2] in the first nine months of 2025.

Operating Income (EBIT) amounted to **€ 10.4 million** compared to € 10.9 million in the first nine months of 2025, due to increased depreciation and amortization related to higher investments made to support growth. The **EBIT Margin** was **12.9%** (15.0% in the same period of 2025).

Total financial income and expenses recorded **expenses** of **€ 5.6 million**, an increase compared to expenses of € 3.2 million in the first nine months of 2025. The change reflects the elimination of € 1.8 million of the non-cash and non-recurring financial income recognized in 2025, in accordance with the requirements of IFRS 9 as part of the renegotiation of the € 50 million loan payable on 19 June 2025. The remaining change, equal to € 1.4 million, is primarily due to the higher negative result attributable to associates accounted for using the equity method (€ 3.0 million compared to € 1.5 million), attributable to the start-up phase of the Unifiber and Unitirreno infrastructure initiatives and consistent with the expected profile of their respective development plans. Net of these components, which have no monetary effects, net financial expenses remained essentially stable. It should also be noted that the average annual interest rate on existing loans is approximately 4.5%.

Earnings Before Tax (EBT) amounted to **€ 4.8 million** compared to € 8.5 million recorded in the first 9 months of 2025, due to the above-described effects, i.e. mainly non-monetary components (the absence of IFRS 9 income recognised in 2025 and the result of associates in the start-up phase).

During the first 9 months of 2026, **Investments** totalling **€ 12.7 million** were made, broken down into € 2.4 million in intangible fixed assets, € 5.8 million in tangible fixed assets, mainly related to the infrastructure area, and € 4.5 million in equity investments (UniCenter).

Net Financial Debt amounted to **€ 43.5 million**, compared to € 37.7 million as of 31 December 2025. The € 5.8 million change mainly reflects a € 4.5 million investment in the newly established subsidiary

[2] Please note that the comparative figure for Adjusted EBITDA and Adjusted EBITDA Margin as of 30 September 2025, has been appropriately restated to take into account the elimination of intercompany profit accrued with respect to associated companies.

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UniCenter S.p.A., € 8.2 million in tangible and intangible assets, and € 0.6 million in dividends distributed and the purchase of treasury shares, compared to cash flow from operating activities of € 8.7 million. Operating cash flow therefore fully covered organic investments for the period, while the increase in debt is primarily attributable to the strategic investment in UniCenter.

Adjusted Net Financial Debt, an alternative performance indicator calculated net of overdue trade receivables and invoices to be issued for € 5.1 million, mainly relating to projects for the Public Administration, and the change in contractual assets for € 7.3 million, relating to work performed and not yet invoiced, is equal to **€ 31.1 million**.

Net equity as of 30 September 2026 increased to € 89.9 million compared to € 86.7 million as of 31 December 2025.

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REVENUES BY BUSINESS AREA

Thousands of €	9M 2026	9M 2025	Variation	%
Consumer	5,011	4,462	549	12%
Business	43,492	43,199	293	1%
of which recurring	*40,893*	*39,406*	*1,487*	*4%*
of which project	*2,599*	*3,793*	*-1,194*	*-31%*
Wholesale	7,841	6,674	1,166	17%
of which recurring	*6,505*	*6,039*	*466*	*8%*
of which project	*1,336*	*635*	*701*	*110%*
Service Revenues	**56,344**	**54,335**	**2,009**	**4%**
Creation, Delivery & Assurance	22,272	16,013	6,259	39%
Materials trading	663	910	-247	-27%
Infrastructure Revenues	**22,935**	**16,923**	**6,012**	**36%**
Deferred income	836	915	-79	-9%
Other income	975	658	317	48%
Total	**81,090**	**72,832**	**8,258**	**11%**

To provide a more representative breakdown of revenues, the Company considered it appropriate to reclassify certain items compared with previous reporting periods, as further described below. Comparative period figures have been restated to ensure consistency and comparability.

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Service

The **Service revenue** line, which recorded **4% growth**, driven by Consumer (+12%), Wholesale (+17%) and the recurring Business & PA component (+4%), includes revenues from the **main business lines** (Fiber & Networking, Datacenter & Cloud and IoT & Smart Solutions), broken down by customer segment (Consumer, Business & PA and Wholesale).

Compared with the previous representation, the following reclassifications have been made:

- **Business & PA** now includes revenues from Public Administration, previously presented as a separate line item, as well as revenues from domestic Resellers, previously included under Reseller revenues;
- **Wholesale** now includes revenues from voice trading and voice network services, previously presented as a separate line item, as well as revenues from international Resellers and data carriers, previously included under Reseller revenues.

Infrastracture

The **Infrastructure revenue** line, which recorded a **36% increase**, mainly comprises revenues generated from the construction of telecommunications infrastructure, attributable to activities related to the **Unifiber project**.

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CUSTOMERS

The first nine months of 2026 confirm growth in **direct customers** (**+8%**) compared to 31 December 2025. Total direct customers as of 30 September 2026, in fact, amounted to no. **33,388**, compared to 31,022[3] as of 31 December 2025. The increase affects all major customer categories; in particular, the **Business** customer market recorded a **2%** increase, while the Consumer customer sector recorded a **9% increase**. The number of whitelabel lines activated through the partner network remains substantially stable compared to 31 December 2025, reaching **34,231 active lines** (of which 372 international) as of 30 September 2026.

[3] Please note that customer data has been restated and, for this reason, the number of customers as of 31 December 2025 is 31,022 instead of the 31,095 reported on 31 March 2026.

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The following table illustrates the calculation of Average Revenue Per User (ARPU) broken down by major customer categories and compared to the previous year's figure.

	9M 2026		FY 2025		% Change	
Type of customers	Number of Customers	ARPU	Number of Customers	ARPU	Number of Customers	ARPU
Consumer	28,074	21	25,798	21	9%	0%
Business	5,314	402	5,224	352	2%	14%
Total	**33,388**		**31,022**		**8%**	

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FIBER OPTIC INFRASTRUCTURE EXTENSION

During the first 9 months of 2026, the fiber optic network was extended by about 400 km using proprietary cables, reaching a total extension of approximately 8,900 km as of 30 September 2026.

Unidata's fiber optics in buildings provide coverage for approximately 596,000 residential and business Real Estate Units, including several industrial and business districts.

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SIGNIFICANT EVENTS THAT OCCURRED DURING THE FIRST NINE MONTHS OF 2026

On **27 January 2026**, Unidata announced the signing of a three-year commercial and strategic partnership agreement with Serdal Holding LLC, a company headquartered in Abu Dhabi, United Arab Emirates (UAE). The agreement represents a strategic step in Unidata's internationalization journey and allows the Group to enter the UAE market, one of the most dynamic economic environments globally, characterized by a strong commitment to the development of advanced digital infrastructure, smart services, cloud, the Internet of Things, and Artificial Intelligence.

On **23 March 2026**, Unidata announced that it had established UniCenter S.p.A. jointly with Azimut Libera Impresa SGR S.p.A., as the management company of the "Fondo Infrastrutture per la Crescita – ESG", for the creation of a green colocation TIER IV data center in Rome, with a capacity of approximately 30 MW for a total surface area of 13,000 sqm, with national and international customers and which will use energy from renewable sources.

On **2 July 2026**, Unidata announced its entry into the Intermonte Valore Italia Index, developed as part of the PMI2Change project promoted by Banca Generali in collaboration with Intermonte to promote 100 excellent SMEs listed on the Italian Stock Exchange.

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On **20 July 2026**, Unidata announced that it had been awarded a contract in a temporary consortium and had signed a contract for the assignment by Infratel Italia S.p.A. of the supply of ultra-broadband Internet connectivity services to the municipal offices in the regions affected by the 2016 earthquake (Abruzzo, Lazio, Marche, and Umbria), including the supply and installation of the access network and management and maintenance services.

During the first nine months of 2026, in execution of the existing Shareholders Meeting's authorization, the Company continued its share buyback program, amounting to € 291,000. As of 30 September 2026, the Company holds 782,646 treasury shares, for a total value of € 3,016,512.

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SIGNIFICANT EVENTS OCCURRED AFTER THE FIRST NINE MONTHS OF 2026

To date, no events of particular relevance have been highlighted at the operational level.

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FORESEEABLE EVOLUTION OF MANAGEMENT AND GUIDANCE 2026

For the remainder of the year, the Group plans to continue its ongoing growth and strategic evolution, consolidating its traditional businesses and progressively developing segments with higher technological content and added value. Ongoing initiatives and planned investments are aimed at further strengthening the Group's competitive position and creating the conditions for achieving the economic, operational, and strategic objectives set for the medium to long term.

In light of the above, the Board of Directors confirmed the 2026 guidance for Adjusted EBITDA, Adjusted EBITDA Margin, and Net Financial Debt (NFD), expected to be in line with the ranges disclosed to the market. Revenues, still expected to increase compared to the 2025 financial year (€ 109.5 million), have been revised down (-3/4%) compared to the previous guidance range solely due to the postponement to the first quarter of 2027, due to exogenous factors beyond the Company's control, of a contract whose revenues will therefore be recognized in the 2027 financial year:

- **Total revenues**: between € 110 and € 111 million (compared to the previous target of between € 114 and € 116 million);
- **Adjusted EBITDA**: between € 28 and € 29 million;
- **Adjusted EBITDA Margin**: equal to approximately 25%;
- **Net Financial Debt**: between € 37 million and € 39 million.

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The **new 2027-2029 Industrial Plan**, currently being prepared, **will be presented to the market on Monday, November 23, 2026**, in accordance with the company's financial calendar. It will define the strategic guidelines for strengthening the company's competitive positioning and creating sustainable value in the medium to long term.

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AMENDMENT TO THE 2026 FINANCIAL CALENDAR

The Company also announces, pursuant to art. 2.6.2 of the Regulations of Borsa Italiana S.p.A., a change to the calendar of corporate events for the 2026 financial year, updated on September 18, 2026.

The amendment, approved by the Board of Directors on today's date, concerns the postponement of the **Board of Directors for the review and approval of the 2027-2029 Business Plan** and the **Presentation of the 2027-2029 Business Plan to the financial community** from Thursday, November 19 to **Monday, November 23**.

The upcoming events in the 2026 financial calendar are therefore modified as follows:

DATE	EVENT
23 November 2026	Board of Directors for the review and approval of the 2027-2029 Business Plan
23 November 2026	Presentation of the 2027-2029 Business Plan to the financial community

Any changes to the above dates will be promptly communicated to the market by the Company.

The Financial Calendar is available on the Company's website at the following address: investors.unidata.it/investors/financial-calendar.

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The Manager in charge for preparing the corporate accounting documents of Unidata S.p.A., Mr. Roberto Giacometti, certifies, pursuant to art. 154-bis, paragraph 2, of Legislative Decree 58/98, that the accounting information contained in this press release corresponds to the documentary evidence, books, and accounting records.

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UNIDATA S.p.A.

Sede legale **Roma**
Viale A. G. Eiffel 100
00148 Roma (RM).
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Viale E. Jenner 33
20159 Milano (MI)
Tel. (+39) 02 8908 91

Bari
Viale delle Dalie 5
70026 Modugno (BA)
Tel. (+39) 06 4040 41

unidata@pec.unidata.it
info@unidata.it
C.F./P.IVA 06187081002
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i.v.

Finally, please note that the attached income statement and balance sheet represent reclassified statements and, as such, have not been audited by the auditors.

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This press release may contain forward-looking statements regarding future events and results of Unidata S.p.A., which are based on current expectations, estimates, and projections regarding the industry in which the Company operates, events, and management's current beliefs. These statements inherently involve risk and uncertainty because they depend on the occurrence of future events and a variety of factors, many of which are beyond Unidata's control, including global macroeconomic conditions, changes in business conditions, further deterioration of markets, the impact of competition, and political, economic, and regulatory developments in Italy.

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This press release is available on Borsa Italiana, on the "1info" storage mechanism (www.1info.it) and on the Company's website investors.unidata.it in the "Investors/Financial Press Releases" section.

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For further information:
UNIDATA S.p.A.
Roberto GIACOMETTI
CFO ed Investor Relations Officer
+39 329 2478696
roberto.giacometti@unidata.it

Investor Relations Advisor
CDR COMMUNICATION
Silvia DI ROSA
+39 335 78 64 209
silvia.dirosa@cdr-communication.it
Eleonora NICOLINI
+39 333 97 73 749
eleonora.nicolini@cdr-communication.it

Media Relations
CDR COMMUNICATION
Stefania TREVISOL
+39 347 87 82 490
stefania.trevisol@cdr-communication.it

Specialist
INTERMONTE SIM SPA
Galleria de Cristoforis, 7/8, 20122 Milano

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Tel +39 02 771151

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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 8,900 km in continuous expansion, a wireless network and a proprietary data center, the Unidata Group supplies over 33,300 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: IT0005573065 (Reuters UD MI - Bloomberg UD IM) is listed on Euronext Milan – STAR segment of Borsa Italiana.

Attachments:

- **Consolidated Financial situation as of 30 September 2026**
- **Consolidated Income statement as of 30 September 2026**
- **Consolidated Net Financial Debt as of 30 September 2026**
- **Consolidated Cash flow statement as of 30 September 2026**

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20159 Milano (MI)
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Bari
Viale delle Dalie 5
70026 Modugno (BA)
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C.F./P.IVA 06187081002
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CONSOLIDATED FINANCIAL SITUATION AS OF 30 SEPTEMBER 2026

Values in Euros	As of 30 September 2026	As of 31 December 2025
Intangible fixed assets	63,446,026	64,813,784
Tangible fixed assets	62,498,494	62,187,567
Financial fixed assets	12,879,535	12,961,301
Other non-current assets	5,023,826	5,156,562
TOTAL NON-CURRENT ASSETS	**143,847,881**	**145,119,214**
Inventories	11,070,222	2,604,518
Trade receivables	24,481,415	34,428,836
Other receivables	8,651,807	6,476,698
Cash and cash equivalents	12,532,919	25,090,916
TOTAL CURRENT ASSETS	**56,736,363**	**68,600,968**
TOTAL ASSETS	**200,584,244**	**213,720,182**
TOTAL NET EQUITY	**89,863,330**	**86,702,338**
Employees benefits	2,631,785	2,494,025
Non-current financial liabilities	50,913,169	55,157.797
Other non-current liabilities	13,644,085	14,637,207
TOTAL NON-CURRENT LIABILITIES	**67,189,039**	**72,289,029**
Trade payables	25,706,641	35,071,837
Current financial liabilities	6,378,154	7,937,933
Other current liabilities	11,447,079	11,719,045
TOTAL CURRENT LIABILITIES	**43,531,874**	**54,728,815**
TOTAL LIABILITIES	**200,584,244**	**213,720,182**

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Viale A. G. Eiffel 100
00148 Roma (RM).
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20159 Milano (MI)
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Bari
Viale delle Dalie 5
70026 Modugno (BA)
Tel. (+39) 06 4040 41

unidata@pec.unidata.it
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C.F./P.IVA 06187081002
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CONSOLIDATED INCOME STATEMENT AS OF 30 SEPTEMBER 2026

Values in Euros	As of 30 September 2026	As of 30 September 2025
TOTAL REVENUES	**81,089,728**	**72,832,034**
Total Costs	61,335,316	53,534,170
EBITDA	**19,754,412**	**19,297,864**
Adjusted EBITDA	**21,357,600**	**21,888,609**
Adjusted EBITDA Margin	***26.3%***	***30.1%***
Amortisation	9,310,374	8,386,570
EBIT	**10,444,038**	**10,911,294**
EBIT Margin	***12.9%***	***15.0%***
Total Financial Income and Charges	-5,636,270	-2,388,811
EARNINGS BEFORE TAXES	**4,807,768**	**8,522,483**

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CONSOLIDATED NET FINANCIAL POSITION AS OF 30 SEPTEMBER 2026

Values in Euros	30/09/2026	31/12/2025
Cash and cash equivalents	13,757,342	25,406,241
Current Financial Debt	6,378,154	7,937,933
Current Net Financial Debt	**-7,379,188**	**- 17,468,308**
Non-current financial debt	**50,913,169**	**55,157,797**
Total financial debt	**43,533,981**	**37,689,489**

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CONSOLIDATED CASH FLOW STATEMENT AS OF 30 SEPTEMBER 2026

Values in Euros	30/09/2026	30/09/2025
Cash Flow from operating activities (A)	8,708,192	13,298,164
Cash Flow from investing activities (B)	-12,720,942	-7,238,833
Cash Flow from financing activities (C)	-8,545,247	15,758,017
D Increase (decrease) in cash and cash equivalents (A+B+C)	-12,557,997	21,817,348
Cash and cash equivalents at the beginning of the period	25,090,916	4,850,488
Cash and cash equivalents at the end of the period	12,532,919	26,667,836

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