PRESS RELEASE

UNIDATA'S BOARD OF DIRECTORS APPROVED THE EXTENSION OF THE GROUP'S BUSINESS PLAN TO 2029

MORE ICT SERVICES, MORE B2B, MORE TERRITORIES: THE GROUP CONTINUES ITS TRANSFORMATION INTO A TECH COMPANY

FROM DATA CENTER TO AI, UNIDATA BUILDS THE DIGITAL THAT MAKES CITIES AND BUSINESSES GROW

The new Data Center, the fiber optic network, the UniHub platform and end-to-end digitalization with AI: infrastructure and innovation at the service of the territories, with people at the center of the transformation

Economic and financial targets for 2029

- **Total revenues:** between € 142 million and € 145 million
- **Adjusted EBITDA**: between € 36 million and € 38 million
- **Adjusted EBITDA Margin**: approximately 26%
- **Cumulated Capex 2027-2029:** approximately € 58 million
- **Net Financial Debt:** between € 18 million and € 20 million

Roma, 23 November 2026 – Unidata S.p.A. (UD.MI) (the "**Company**"), a telecommunication, cloud and IoT services operator, listed on the Euronext Milan market – STAR Segment, organized 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 the extension of the Group's Business Plan to 2029.

Renato Brunetti, Chairman and CEO of Unidata, stated: *"With this Plan, we are choosing to concentrate resources where value is created: more ICT, more B2B, more territories. The integrated 4C offering and the UniHub platform allow us to bring scalable digital services to businesses and cities, replicating our presence model beyond Lazio and Lombardy. We do this by combining ambition and financial discipline: we are investing in best-in-class infrastructure, starting with the new UniCenter Data Center, with a selective and return-oriented approach, while maintaining the flexibility to seize growth and innovation opportunities. But the Group's transformation depends above all on its people: the Plan*

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invests in skilling and reskilling in ICT skills, in end-to-end digitalization, and in artificial intelligence, for a more efficient company that is ever closer to customer needs".

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BUSINESS STRATEGY

The extension of the Unidata Group's Business Plan, with a new time horizon of 2029, validates the strategy already undertaken, which sees the Group's transformation from a pure connectivity provider to a Tech Company (TechCo) and the transition from a multi-local operator to a national player, confirming the previously communicated targets for the 2027 and 2028 financial years.

In a market characterized by high demand for ultra-high-capacity connectivity, cloud services, cybersecurity, and integrated ICT solutions, Unidata is establishing itself as an integrated operator of high-value digital infrastructure and services, capable of combining fiber optic connectivity, cloud, data centers, and security solutions within a convergent and scalable model. Thanks to its solid engineering and infrastructure expertise, consolidated through the establishment of major infrastructure joint ventures, and a culture strongly oriented towards innovation, Unidata represents a benchmark for quality and operational excellence in the Italian telecommunications sector.

The **2027-2029 Business Plan** confirms the **strategic objectives**, supporting the Group's value creation:

1. **Growth: more ICT, more B2B, more territories**
   The Plan focuses resources on the B2B segment and on public and private IoT and Smart Cities projects, including through public-private partnerships. At the same time, the company continues to evolve its service mix toward ICT. Growth will be accompanied by geographic expansion beyond Lazio and Lombardy, with the goal of replicating the model of commercial presence and integrated offering in new areas.

2. **Innovative services: the integrated 4C offering and the UniHub platform**
   The Group will strengthen its ICT portfolio and partnerships with integrated solutions based on four pillars: Connectivity, Communication, Cloud, and Cybersecurity. In terms of vertical innovation, the Plan envisions new IoT applications for Smart Cities and the development of the UniHub platform, designed to enable scalable digital services for cities and businesses.

3. **Best-in-class infrastructure: new Data Center and fiber optics**
   The Plan calls for the construction of the new UniCenter Data Center, accompanied by measures to ensure the resilience of the Group's existing data centers in Rome and Milan. The development of the fiber optic network will follow a selective and return-oriented approach: customer-driven, in partnership with Unifiber, with priority given to gray areas and industrial districts.

4. **Digital processes and AI: operational efficiency**
   With the completion of end-to-end process digitalization (Full Digital E2E) and the widespread use of artificial intelligence, Unidata aims to strengthen efficiency and service quality. The plan includes the decommissioning of non-strategic services and processes, which are expected to deliver efficiency gains.

5. **People: skills for transformation**
   People are the Plan's enabler. The plan includes skilling and reskilling programs for ICT and system integration skills, initiatives to strengthen the Group's attractiveness and the retention of digital talent, and the consolidation of its corporate identity as a key element of cohesion and recognition.

6. **Sustainability: ESG priorities in the three-year period**
   In the three-year period 2027–2029, Unidata aims to extend ESG assessments to a growing number of business activities and aspects, evolving from monitoring and control to measurable optimization of sustainability performance. Energy efficiency, sustainable mobility, supplier responsibility, and service resilience are combined with a strong focus on human capital, with investments in people's skills, well-being, and growth. This journey will be evidenced by annual, voluntary reporting in accordance with the ESRS standards established by the CSRD, making progress transparent and measurable.

7. **Strategic financial management**
   The Plan envisages consolidating the Group's resources and financial resilience, while maintaining the flexibility needed to embrace extraordinary transactions to support growth and innovation, while adhering to financial discipline and value creation criteria.

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ECONOMIC AND FINANCIAL TARGETS

The 2027-2029 Business Plan, in continuity with the 2026 Guidance (updated on 3 November 2026) and confirming the targets for the 2027 and 2028 financial years (communicated on 1 December 2025), provides economic and financial targets for 2029 with sustainable and consistent growth.

The following are the economic and financial targets for the three-year period:

Economic and financial targets for 2027

- **Total revenues**: between € 128 million and € 131 million
- **Adjusted EBITDA:** between € 30 million and € 32 million

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- **Adjusted EBITDA Margin:** approximately 24%
- **Net Financial Debt:** between € 34 million and € 36 million

Economic and financial targets for 2028

- **Total revenues**: between € 138 million and € 142 million
- **Adjusted EBITDA:** between € 33 million and € 35 million
- **Adjusted EBITDA Margin:** approximately 24%
- **Net Financial Debt:** between € 26 million and € 28 million

Economic and financial targets for 2029

- **Total revenues:** between € 142 million and € 145 million
- **Adjusted EBITDA**: between € 36 million and € 38 million
- **Adjusted EBITDA Margin**: approximately 26%
- **Cumulated Capex 2027-2029:** approximately € 58 million
- **Net Financial Debt:** between € 18 million and € 20 million

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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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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.