



PRESS RELEASE

APPROVAL OF OPERATING RESULTS TO 31 MARCH 2020

**Strong growth in revenue:
3.6 million euros Net Revenue, +34.6% YoY**

Approval of changes to the communications policy regarding the publication of financial data on a voluntary basis and its addition to the financial calendar

Rome, 14 May 2020.- Unidata S.p.A., a telecommunications company with a strong presence in Rome and the Lazio Region and listed on AIM Italia, reports that the Board of Directors, meeting on 13 May and chaired by Renato Brunetti, examined and approved a series of operating figures to 31 March 2020, and also discussed the change in the communications policy regarding voluntary publication and the unrevised three-monthly Economic/Financial/Operating figures.

To summarise, figures to 31 March 2020:

Unidata concludes the first quarter of 2020 with Net Revenue of 3.6 million euros, an increase of 34.6% on the same period of 2019. Of this, 85% is accounted for by Fibre & Networking, and 15% by Cloud & Data Centre services.

Invoices raised at 31 March 2020 amount to 5.4 million euros (against 2.7 million in 2019), due to the strong growth in the wholesale market, made possible by the company's considerable investment in fibre network infrastructure, some of which (approximately 53%) is leased permanently (on an IRU basis) to other (wholesale) operators. This will lead to an increase in apportioned revenue in subsequent fiscal years. Readers are reminded that the difference between invoices raised and net revenue is intrinsic to the company's field of operation, indeed part of the turnover is deferred for a period of 15 years, and only its apportioned share is ascribed to Net Revenue.

On 31 March 2020, the company shows an NFP which is clearly improving, moving from a negative position (debit) of 0.6 million euros on 31 December 2019 to a positive position (credit) of 4 million euros in the first quarter of 2020, net of funds gained by the IPO (if these are included, the NFP is positive, with a total of 9 million euros). Customer numbers have increased by approximately 7% (to 7,500), with ARPU (monthly revenue per user) stable at around 500 euros for the business market and up 3% for residential customers, at around 22.30 euros.



	1 st quarter 2020	%	1 st quarter 2019	%	Variation
Number of customers	7,544	100.0%	7,075	100.0%	6.6%
Number of business customers	1,724	22.9%	1,683	23.8%	2.4%
Number of residential customers	5,806	77.0%	5,379	76.0%	7.9%
Wholesale	14	0.2%	14	0.2%	0.0%

During the period in question, the fibre optic network has expanded with 250 km of proprietary cabling, reaching a total of 2,500 km, of which 1,450 km (58% of the infrastructure) is owned by the company and 1,050 km (42%) is permanently leased to other operators (IRU).

The company operates in a sector declared strategic for the country, and during the period affected by Covid-19 it ensured continuity of services while fully guaranteeing the safety of its employees and partners, as well as that of its customers. It also extended the opening hours of the help desk to 24/7; this will continue after the duration of the emergency.

"We're extremely pleased with the results of the 1st quarter of 2020", says Unidata president Renato Brunetti, "which indicate considerable growth compared with the same period in 2019, and we're happy to share these results with the market. They are the results of investment and strategic decisions taken in previous years, and confirm the quality of the strategies adopted and our determination to continue in the current direction".

The Unidata Board of Directors also discussed the extension of the 2020 financial calendar to include voluntary quarterly reporting of the following economic, financial and operating information: Turnover, Net Revenue, Net Financial Position, network size and number of customers.

Following approval of this, the 2020 financial calendar will therefore be as follows:

- 13 May 2020: Meeting of the Board of Directors to report on the unrevised figures relating to the Value of Production (and other items) to 31 March 2020;
- 30 July 2020: Meeting of the Board of Directors to report on the unrevised figures relating to results to 30 June 2020;
- 30 September 2020: Meeting of the Board of Directors for approval of the Six-monthly Financial Statement to 30 June 2020;
- 11 November 2020: Meeting of the Board of Directors to report on the unrevised results to 30 September 2020.

The market will be promptly informed of any further changes to the calendar.



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This press release is available at Borsa Italiana, on the "1 info" storage mechanism (www.1info.it) and in the Investors/Press Releases section of the company website www.unidata.it.

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Unidata S.p.A. Telecommunications company with a strong presence in Rome and the Lazio region. The company was founded in 1985 by three partners who remain in post. With a fibre-optic network of more than 2,250 km and constantly expanding, a wireless network and a proprietary data centre, it supplies over 6,500 business, wholesale and domestic customers with ultra-broadband connectivity services using FTTH (Fibre to the Home) network architecture, wireless connectivity, VoIP, cloud services and other dedicated solutions, with a high level of reliability and security. Other activities in the startup phase include the Internet of Things (IoT), with the development and provision of home automation and Smart City solutions.

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

News and information about the company are available at www.unidata.it.