



Full Company Report

Reason: Initiation of coverage

24 March 2021

Buy

Initiating Coverage

Share price: EUR 26.30

closing price as of 23/03/2021

Target price: EUR 35.00

Upside/Downside Potential 33.1%

Reuters/Bloomberg

UD.MI/UD.IM

Market capitalisation (EURm) 64

Current N° of shares (m) 2.4

Free float 18%

Daily avg. no. trad. sh./vol. 12 mth 1.69 12.97

Price high/low 12 mth (EUR) 26.50 15.40

Abs. perf.(%) 1/3/12 mth 16.9 35.2 71.9

Key financials (EUR) 12/19 12/20e 12/21e

Sales (m) 13.2 20.1 25.1

EBITDA (m) 4.6 6.3 7.4

EBITDA margin 35.1% 31.3% 29.4%

EBIT (m) 2.4 3.0 2.8

EBIT margin 18.5% 14.9% 11.0%

Net Profit (adj.)(m) 1.7 2.1 1.9

ROCE 20.3% 24.9% 14.7%

Net debt/(cash) (m) 1 (6) (3)

Net Debt Equity 0.1 -0.4 -0.2

Net Debt/EBITDA 0.1 -0.9 -0.4

Int. cover(EBITDA/Fin.int) 98.7 high high

EV/Sales 2.1 2.5

EV/EBITDA 6.7 8.4

EV/EBITDA (adj.) 6.7 8.4

EV/EBIT 14.1 22.5

P/E (adj.) 20.5 33.2

P/BV 3.2 3.8

OpFCF yield 4.7% -4.4%

Dividend yield 0.0% 0.0% 0.0%

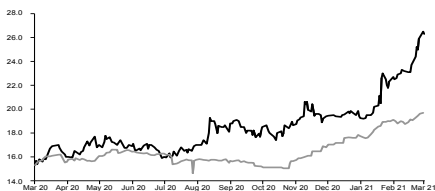
EPS (adj.) 0.85 0.95 0.79

BVPS 3.72 6.12 6.91

DPS 0.00 0.00 0.00

Shareholders

Uninvest 69%; Others 12%;



Source: FactSet

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Unique business model: pre-paid capex and first-mover advantage

Unidata is a telecom operator active essentially in Rome and Lazio region providing ultrabroadband connectivity to SMEs and residential customers through a proprietary fiber network. In 2020, network built and owned by Unidata is 1935Km. The company is also active in Data Centers and Cloud as well as in IoT technologies. Users as of 2020, were app. 9500 of which app. 20% business and 80% consumers. We estimate the company to rapidly expand its network over 2020-2024e through app. EUR 82m of capex by deploying connections to some 200k households. Parallely, through the JV Unifiber in which the company has a 30% stake, the company aims to reach further 100k consumers and 5000 businesses with a further EUR 40m capex. Most of the above investment should be pre-paid by its wholesale clients allowing it to remain constantly cash positive. The direct roll-out of the fiber network should allow the company to create a commercial first mover advantage on the connected units. Acquisitions might further improve the equity story.

- ✓ In the light of above capex plans and of the preliminary 2020 data released, we expect Group sales to rapidly expand over 2019/2024e with a 20% cagr in sales. By 2024e Fiber&Networking (FN – 80% of sales) is expected to expand to EUR 26.8m from EUR 10.9m in 2019 or 20% cagr. Datacenter&Cloud and Others&Smart Solutions should also contribute to the growth although the absolute figures are indeed smaller (20% of sales combined). By 2024e the company should reach a total of app. 28k clients from app. 7k with SMEs at app. 2.7k from app. 1.700k and consumers 25k from app. 5.4k. Proprietary cable network should reach app. 5500Km by 2024e from 1200Km in 2019. Over the same period, the JV Unifiber should expand sales from app. EUR 1m in 2021e, to app. EUR 4m in 2024e and EUR 7m by 2026e.
- ✓ EBITDA should expand from EUR 4.6m in 2019 or app. 35% on sales to almost EUR 12m in 2024e (21% cagr) and same EBITDA margin. The expansion should be driven essentially by FN growth. In 2020e we expect EBITDA margin to be around 31% due to the significant investments in personnel to support growth. 2021e should also be affected by a low margin contract. This should then be recovered through operational leverage in the following years. After D&A expanding to over EUR 7.6m from EUR 2.2m in 2019, which reflect a 15y rule of thumb depreciation on expected capex, nil financial charges due to the net cash position and taxes at 30% of pretax, we expect the company to reach a FY24e net profit of EUR3m from EUR1.7m in FY19. The company, despite app. EUR 82m of capex over 2020e-2024e, should remain always net cash positive thanks to the advances of its wholesale clients. Given the sheer size of the capex, FCF yield should not be material until 2024e but thereafter when capex should be maintenance only, we expect free cash flow yields in excess of 20%. Over 2022e-2024e JV UNIFIBER, should see EBITDA margins of app. 90% to EUR 3.6m in 2024e and to EUR 6.3m by 2026e. The higher profitability of the JV reflects the lighter G&A structure of the company.
- ✓ We value Unidata standalone, with a 2020e/2025e DCF using a WACC of 8.5%, Itg of 1% and exit tax rate of 30%: the rounded FV is of EUR 33 offering a 25% upside. To this we need adding the 30% pro-quota value of the Unifiber JV, which we also value with a similar DCF, which adds a further EUR 2 to the above or a total PT of EUR 35 (app. 33% upside). We initiate the coverage with a BUY Rating. **Main risks are a in a slower than expected fiber roll-out and higher than expected price deflation. The creation of single national network player might also represent a fiber roll-out slow-down risk.**



CONTENTS

Investment Case	3
Valuation suggests a PT of EUR 35 or 33% upside	9
APPENDIX 1: UNIDATA company profile excluding Unifiber	12
APPENDIX 2: The Unifiber JV	19
APPENDIX 3: Peers' company profiles: INTRED	20
APPENDIX 4: Potential value recognition from telco M&A, infrastructure and Cloud	21



Investment Case

Unidata is a telecom operator active essentially in Rome and Lazio region providing ultrabroadband connectivity to SMEs and residential customers through a proprietary fiber network. The company is also active in Data Centers and Cloud as well as in IoT technologies. The company started as a small SMEs connectivity supplier but at present has an increasing exposure to consumer connectivity with 2019 sales and EBITDA of EUR 13.2/4.6m respectively and app. 1200km of fiber network. Company's activities are essentially (see appendix for full company profile):

- Fiber & Netowrking (85% of sales): sales and/or rental of dark fiber, IRUs and conduits to wholesale player and sales of connectivity to 1685 SMEs and 5377 consumers clients
- Datacenter & Cloud (15% of sales): the sale of services to SMEs from the ownership of a 800smq datacentre
- Others&Smart solution (0% sales): this is the new division for the sales of IoT related technologies, currently immaterial in 2019 but set to become more relevant from 2020e.

Unidata leverages on the Ultra-Broadband Strategic Plan (BUL plan) launched by the Italian Economic Development Ministry aiming to develop an ultra-broadband network across the entire national territory to create a public telecommunications infrastructure consistent with the objectives of the European Digital Agenda. The plan launched in March 2015, aimed to reduce the existing infrastructure and market gap, through the creation of more favourable conditions for the integrated development of fixed and mobile telecommunications infrastructures. The first approach to reduce the gap was to define the market failure areas or so-called white areas present throughout the national territory. To be specific, the Italian Government has chosen to support, through nationals and EU funds allocated by the regions to the Ministry of Economic Development based on a State-Regions framework agreement. This is a "direct intervention" model, authorised by the European Commission under the State aid rules. The BUL plans is supporting wholesale only operator like Openfiber, but also other players in the creation of local fiber area networks. In fact, thanks to the agreement with a major wholesale operator, Unidata is developing a fiber network in Rome. In 2020, the network built and owned by Unidata expanded from the above 1200km to 1935Km.

The number of customers over 2016-2020 has increased from app. 5,000 to app. 9.500 of which we estimate app. 20% business and 80% consumers. As of 2019 Unidata's customer portfolio (as revenue values) is divided in: Business Customers 58.3%, Public Administration 16.7%, wholesale customers (other operators) 14.7%, and Residential Customers 10.3%.

We estimate the company to rapidly expand its network over 2020-2024e trough app EUR 82m of capex by deploying connections to some 200k households. Parallely, through the JV Unifiber in which the company has a 30% stake, the company aims to reach further 100k consumers and 5000 businesses with a further EUR 40m capex (EUR 3.35m the quota of Unidata). Most of the above investment should be pre-paid by its wholesale clients allowing Unidata to remain constantly cash positive. The direct roll-out of the fiber network should allow the company to create a commercial first mover advantage on the connected units.

Sales to grow 20% cagr over 19/24e: company set to remain more SMEs than consumers

In the light of the above capex plans and of the preliminary 2020 data released, we expect Group sales to rapidly expand over 2019/2024e with a 20% cagr in sales. By 2024e Fiber & Networking (FN – 80% of sales) is expected to expand to EUR 26.7m from EUR 10.9m in 2019 or 20% cagr. Datacenter&Cloud and Others&Smart Solutions should also contribute to the growth although the absolute figures are indeed smaller (20% of sales combined). By 2024e the company should reach a total of app. 28k clients from app. 7k with SMEs at app. 2.7k from 1.700k and consumers 25k from app. 5.4k. Proprietary cable network should reach app. 5500Km by 2024e from 1200Km in 2019. Within FN, we expect connectivity to remain the dominant component, although IRU&Wholesale should benefit from the network expansion. In connectivity we expect Business to remain by far the most relevant client category (app. 70% by 2025e from app. 85% in 2020e). FN Others in 2021e sales should include some EUR 2m sales from the execution of a cabling and monitoring contract in the industrial district of BARI. Our monthly ARPU estimates in FN connectivity consider the latest figure available released with the preliminary 2020 results of EUR 463 per Business and EUR 19 per Consumer. These compare with 2019 data of EUR 420/22 respectively. It is worth mentioning that throughout the year ARPU's numbers are volatile due to the initial "grace-free" months of promotion awarded to new clients. In projecting our ARPU until 2025e, we assume a yearly deflation of 2% in Business and 3% in Consumer.

Over the same period, the JV Unifiber should expand sales from app. EUR 1m in 2022e, to app. EUR 4m in 2024e and to EUR 7m by 2026e with revenues following the cabling of the JV target of 100k households and 5k businesses (see appendix for description) and which are the proceeds of the sale of its network to wholesale clients only. However, Unidata stand-alone on the business clients will also be a client of Unifiber. As such, we expect the two companies to have some intercompany to eliminate at sales but also at costs level. The latter should primarily be represented by management fees to recover some of the operating costs.

UNIDATA: Sales Breakdown and assumptions

Sales (Eurm)	2018a	2019a	%Ch.	2020e	%Ch.	2021e	%Ch.	2022e	%Ch.	2023e	%Ch.	2024e	%Ch.	2025e	%Ch.	Cagr 24e/19a
FO Connectivity	8.3	6.7	-19%	11.1	66%	12.5	12%	14.1	38%	15.8	27%	17.8	26%	19.0	20%	21%
IRU&wholesale	1.3	2.2	73%	3.0	38%	4.0	33%	5.0	67%	6.0	50%	7.0	40%	7.0	17%	26%
Others	0.0	2.0	na	2.0	0%	4.0	100%	2.0	0%	2.0	-50%	2.0	0%	2.0	0%	0%
Fiber & Networking	9.6	10.9	14%	16.1	48%	20.5	27%	21.1	3%	23.8	13%	26.8	12%	28.0	5%	20%
% Sales	85%	85%		83%		84%		82%		82%		82%		80%		
Datacenter& Cloud	1.7	1.9	14%	1.6	-15%	1.8	15%	2.1	15%	2.4	15%	2.8	15%	3.2	15%	8%
% Sales	15%	15%		8%		8%		8%		8%		9%		9%		
Others&Smart Solutions	0.0	0.1	nm	1.8	nm	2.1	15%	2.4	15%	2.7	15%	3.1	15%	3.6	15%	129%
% Sales	0%	0%		9%		8%		9%		9%		10%		10%		
TOTAL SALES	11.3	12.8	14%	19.5	52%	24.4	25%	25.6	5%	29.0	13%	32.7	13%	34.8	6%	21%

N. of Client	2018a	2019a	%Ch.	2020a	%Ch.	2021e	%Ch.	2022e	%Ch.	2023e	%Ch.	2024e	%Ch.	2025e	%Ch.	20/24e
Business	na	1685	na	1862	11%	2048	10%	2253	10%	2478	10%	2726	10%	2808	3%	10%
Consumers	na	5377	na	7603	41%	10644	40%	14902	40%	19372	30%	25184	30%	27199	8%	36%
Wholesale	na	13	na	13	0%	13	1%	13	1%	14	1%	14	1%	14	1%	1%
TOT. CLIENTS	na	7075	na	9478	34%	12706	34%	17168	35%	21864	27%	27924	28%	30021	8%	32%

Network (KM)	2018a	2019a	%Ch.	2020e	%Ch.	2021e	%Ch.	2022e	%Ch.	2023e	%Ch.	2024e	%Ch.	2025e	%Ch.
Proprietary Cables	nm	1200	na	1935	61%	2935	52%	3935	34%	4935	25%	5435	10%	5935	9%
IRU	nm	1050	na	1050	0%	1050	0%	1050	0%	1050	0%	1050	0%	1050	0%
Total Network	nm	2250	na	2985	33%	3985	34%	4985	25%	5985	20%	6485	8%	6985	8%

ARPU by Client (EUR)	2018a	2019a	%Ch.	2020e	%Ch.	2021e	%Ch.	2022e	%Ch.	2023e	%Ch.	2024e	%Ch.	2025e	%Ch.
ARPU Business	na	420	na	448	7%	439	-2%	430	-2%	422	-2%	413	-2%	405	-2%
ARPU Consumers	na	22	na	21	-6%	20	-3%	19	-3%	19	-3%	18	-3%	18	-3%

Source: Company Data and Banca Akros forecasts



We believe that the forecasts described above are supported by the following points:

- **Capex is front-ended.** The company is investing EUR 82m of capex in the 2020e-2024e period. However, this is mostly front-ended in the 2020e-2022e period. This should allow the company to rapidly expand the network in terms of Km of fiber.
- **First-mover advantage: 10%-15% share of connected households and 15% of connected Unifiber SMEs.** This is the most difficult projections but once the network is laid down and activated Unidata has clearly a first mover advantage towards other competitors. We believe that a target on the Unidata standalone connected buildings of app. 10%-15% of consumers and app. 15% of the prospective Unifiber business (app. 750 out of 5000 target) to become Unidata client is realistic and at some extent conservative. On the latter, as explained above, Unifiber is set to sell its business clients to Unidata and in our projection we de facto assume virtually no organic growth or a lower penetration on Unifiber prospective business connections.

UNIDATA: Estimates of Unifiber JV

Sales (Eurm)	2021e	2022e	2023e	%Ch.	2024e	%Ch.	2025e	%Ch.	2026e	%Ch.
IRU&wholesale	0.0	1.0	2.0		4.0		6.0		7.0	
TOTAL SALES	0.0	1.0	2.0	100%	4.0	100%	6.0	50%	7.0	17%
EBITDA	0.0	0.9	1.8	100%	3.6	100%	5.4	50%	6.3	17%
EBITDA Margin	90%	90%	90%		90%		90%		90%	
D&A	-0.7	-1.7	-2.7		-2.7		-2.7		-2.7	
EBITA	-0.7	-0.8	-0.9		0.9		2.7		3.6	
Fin. Charges	0.0	0.0	0.0		0.0		0.0		0.0	
Pretax	-0.7	-0.8	-0.9		0.9		2.7		3.6	
Taxes	0.2	0.2	0.2		-0.3		-0.8		-1.0	
Tax Rate	28%	28%	28%		28%		28%		28%	
Net Profit	-0.5	-0.6	-0.6		0.7		2.0		2.6	
UNIDATA share @30%	-0.1	-0.2	-0.2		0.2		0.6		0.8	

Source: Company Data and Banca Akros forecasts

EBITDA to almost triple by 2024e: operational leverage should allow for a 35% EBITDA margin.

EBITDA should expand from EUR 4.6m in 2019 or app. 35% on sales to almost EUR 12m in 2024e (21% cagr) and same EBITDA margin. The expansion should be driven essentially by FN growth. In 2020e we expect EBITDA margin to be around 31% due to the considerable investments in personnel to support growth. 2021e should also be affected by a low margin contract worth app. EUR 2m sales from the execution of a cabling and monitoring contract in the industrial district of BARI. This should then be recovered through operational leverage in the following years.

Over 2022e-2024e JV UNIFIBER, should see EBITDA margins of app. 90% to EUR 3.6m in 2024e and to EUR 6.3m by 2026e. The higher profitability of the JV reflects the lighter G&A structure of the company (see table above for Unifiber EBITDA).

Net profit should almost double despite the sharp increase in D&A. Company set to remain always cash neutral allowing for potential external growth.

Despite D&A expanding to over EUR 7.6m from EUR 2.2m in 2019, which reflect a 15y rule of thumb depreciation on expected capex, we expect the company to reach a FY24e net profit of EUR3m from EUR1.7m in FY19. In the light of the expected cash profile of the company, in our forecasts, we do not assume any financial costs while we apply a 30% overall statutory corporate tax rate.

In our numbers we are not assuming acquisitions, but we would expect UNIDATA to be currently scouting. Assuming a NFP target of 2x by 2024e, the company could invest with our current estimates almost EUR 25m which after D&A at 50% of EBITDA (or in line with UNIDATA app. 2020e intensity), financial charges and taxes, might add a further rounded 40% additional EPS.

UNIDATA: Key 2019-2024e P&L figures (EURm)

	2018a	2019a	%Ch.	2020a	%Ch.	2021e	%Ch.	2022e	%Ch.	2023e	%Ch.	2024e	%Ch.
VoP	11.5	13.2	14%	20.1	52%	25.1	25%	26.3	5%	29.8	13%	33.7	13%
COGS	(5.7)	(6.5)		(11.1)		(14.8)		(14.5)		(16.4)		(18.5)	
Added value	5.8	6.7		9.0		10.3		11.8		13.4		15.2	
% total sales	50.4%	51.1%		45.0%		40.9%		45.0%		45.0%		45.0%	
Labour costs	(2.0)	(2.1)		(2.8)		(2.9)		(3.0)		(3.2)		(3.3)	
EBITDA	3.8	4.6	21%	6.3	36%	7.4	17%	8.8	19%	10.2	16%	11.9	16%
EBITDA Margin	33.2%	35.1%		31.3%		29.4%		33.5%		34.3%		35.3%	
D&A	(1.5)	(2.2)	44%	(3.3)	50%	(4.6)	40%	(6.0)	29%	(7.0)	17%	(7.6)	10%
Provisions	0.0	0.0		0.0		0.0		0.0		0.0		0.0	
EBITA	2.3	2.4		3.0		2.8		2.8		3.3		4.2	
EBITA Margin	20.0%	18.5%		14.9%		11.0%		10.8%		11.0%		12.6%	
PPA	0.0	0.0		0.0		0.0		0.0		0.0		0.0	
EBIT	2.3	2.4	6%	3.0	23%	2.8	-8%	2.8	3%	3.3	15%	4.2	29%
Extr. Items	0.0	0.0		0.0		0.0		0.0		0.0		0.0	
Pre-tax profit	2.3	2.4	5%	3.0	25%	2.8	-8%	2.8	3%	3.3	15%	4.2	29%
Taxes	(0.7)	(0.7)	2%	(0.9)	30%	(0.8)	-8%	(0.9)	3%	(1.0)	15%	(1.3)	29%
Minorities	0.0	0.0		0.0		0.0		0.0		0.0		0.0	
Net profit	1.6	1.7	6%	2.1	23%	1.9	-8%	2.0	3%	2.3	15%	3.0	29%
Net Debt/(Cash)	1.1	0.6		(5.8)		(2.7)		(3.6)		(5.2)		(1.7)	

Source: Company Data, Banca Akros forecasts

UNIDATA: 2019-2020e Yearly and Interim, Sales and P&L figures (EURm)

Sales (Eurm)	2018a	1H19a	2H19a	2019a	%Ch.	1H20a	%Ch.	2H20e	%Ch.	2020e	%Ch.
FO Connectivity	8.3	3.4	3.3	6.7	-19%	4.8	39%	6.4	94%	11.1	66%
IRU&wholesale	1.3	0.8	1.4	2.2	73%	1.1	37%	1.9	39%	3.0	38%
Others	0.0	1.0	1.0	2.0	na	1.0	0%	1.0	0%	2.0	0%
Fiber & Networking	9.6	5.2	5.7	10.9	14%	6.8	31%	9.3	64%	16.1	48%
% Sales	85%	83%	87%	85%		79%		85%		83%	
Datacenter & Cloud	1.7	1.0	0.9	1.9	14%	0.8	-17%	0.8	-13%	1.6	-15%
% Sales	15%	16%	13%	15%		10%		7%		8%	
Others&Smart Solutions	0.0	0.0	0.0	0.1	nm	0.9	nm	0.9	nm	1.8	nm
% Sales	0%	0%	0%	0%		11%		8%		9%	
TOTAL SALES	11.3	6.3	6.6	12.8	14%	8.6	37%	10.9	66%	19.5	52%
N. of Client	2018a	1H19a	2H19a	2019a	%Ch.	1H20a	%Ch.	2H20a	%Ch.	2020a	%Ch.
Business	na	1587	1685	1685	na	1757	11%	1862	11%	1862	11%
Consumers	na	5007	5377	5377	na	6329	26%	7603	41%	7603	41%
Wholesale	na	13	13	13	na	13	0%	13	0%	13	0%
TOT. CLIENTS	na	6606	7075	7075	na	8099	23%	9478	34%	9478	34%
Network (KM)	2018a	1H19a	2H19a	2019a	%Ch.	1H20a	%Ch.	2H20e	%Ch.	2020e	%Ch.
Proprietary Cables	nm	nm	nm	1200	na	1590	na	1935	na	1935	61%
IRU	nm	nm	nm	1050	na	1050	na	1050	na	1050	0%
Total Network	nm	nm	nm	2250	na	2640	na	2985	na	2985	33%
ARPU by Client (EUR)	2018a	1H19a	2H19a	2019a	%Ch.	1H20a	%Ch.	2H20e	%Ch.	2020e	%Ch.
ARPU Business	na	na	na	420	na	512		437		448	7%
ARPU Consumers	na	na	na	22	na	22		20		21	-6%

Source: Company Data, Banca Akros forecasts

UNIDATA: 2019-2020e Yearly and Interim, P&L figures (EURm)

	2018a	1H19a	2H19a	2019a	%Ch.	1H20a	%Ch.	2H20e	%Ch.	2020e	%Ch.
Sales	11.3	6.3	6.6	12.8	14.0%	8.6	37%	10.9	66%	19.5	52%
Other revenues	0.3	0.1	0.3	0.4		0.1		0.4		0.6	
Value of Production	11.5	6.4	6.8	13.2	14.5%	8.8	37%	11.3	66%	20.1	52%
Cost of goods sold	(5.7)	(3.3)	(3.2)	(6.5)	13.0%	(4.8)	46%	(6.3)	97%	(11.1)	71%
Added value	5.8	3.1	3.6	6.7	15.9%	4.0	28%	5.1	40%	9.0	34%
% total sales	50.4%	48.7%	53.3%	51.1%		45.4%		44.7%		45.0%	
Labour costs	(2.0)	(1.0)	(1.1)	(2.1)	6.3%	(1.3)	32%	(1.4)	29%	(2.8)	30%
EBITDA	3.8	2.1	2.5	4.6	20.9%	2.6	26%	3.7	44%	6.3	36%
EBITDA Margin	33.2%	32.8%	37.3%	35.1%		30.1%		32.3%		31.3%	
Depreciation	(1.5)	(0.9)	(1.3)	(2.2)	43.6%	(1.4)	49%	(1.9)	50%	(3.3)	50%
Amortisation	0.0	0.0	0.0	0.0		0.0		0.0		0.0	
D&A	(1.5)	(0.9)	(1.3)	(2.2)	43.6%	(1.4)	49%	(1.9)	50%	(3.3)	50%
Provisions	0.0	0.0	0.0	0.0		0.0		0.0		0.0	
EBIT	2.3	1.2	1.3	2.4	6%	1.3	7%	1.7	38%	3.0	23%
EBIT margin	20.0%	18.5%	18.4%	18.5%		14.5%		15.3%		14.9%	
Associates	0.0	0.0	0.0	0.0		0.0		0.0		0.0	
Net Fin. Inc. (costs)	(0.0)	(0.0)	(0.0)	(0.0)		0.0	nm	0.0	nm	0.0	
Pre-tax profit	2.3	1.2	1.2	2.4	4.8%	1.3	8%	1.7	42%	3.0	25.4%
Taxes	(0.7)	(0.3)	(0.4)	(0.7)		(0.4)		(0.5)		(0.9)	
Tax rate	29.7%	0.0%	0.0%	28.9%		31.0%		29.2%		30.0%	
Minorities	0.0	0.0	0.0	0.0		0.0		0.0		0.0	
Net profit	1.6	0.8	0.9	1.7	6.1%	0.9	5%	1.2	41%	2.1	23.5%
Net margin	13.9%	13.0%	12.8%	12.9%		10.0%		10.8%		10.4%	

Source: Company Data, Banca Akros forecasts

UNIDATA: Track-record and prospective growth.

P&L (EURm)	2017	2018	2019	2020e	2021e	2022e	2023e	2024e	CAGR 19/24e
VoP	10.6	11.5	13.2	20.1	25.1	26.3	29.8	33.7	21%
EBITDA	3.2	3.8	4.6	6.3	7.4	8.8	10.2	11.9	21%
EBIT	1.8	2.3	2.4	3.0	2.8	2.8	3.3	4.2	12%
Pretax	1.8	2.3	2.4	3.0	2.8	2.8	3.3	4.2	12%
Net Profit (rpt)	1.2	1.6	1.7	2.1	1.9	2.0	2.3	3.0	12%
Net Profit (adj.)	1.2	1.6	1.7	2.1	1.9	2.0	2.3	3.0	12%
X SH.DATA (EUR)	2017	2018	2019	2020e	2021e	2022e	2023e	2024e	CAGR 19/24e
EPS (reported)	0.61	0.80	0.85	0.95	0.79	0.82	0.94	1.22	7%
EPS (adj.)	0.61	0.80	0.85	0.95	0.79	0.82	0.94	1.22	7%
CFPS	1.28	1.57	1.95	2.43	2.69	3.26	3.80	4.35	17%
BVPS	2.07	2.87	3.72	6.12	6.91	7.73	8.67	9.89	22%
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	na

Source: Company Data, Banca Akros forecasts

UNIDATA: Potential upside from acquisitions

EV/EBITDA multiple	7.5x	8.0x	8.5x
Outflow (NFP/EBITDA '24e target 2x)	25	25	25
Inc. EBITDA	3.4	3.2	3.0
D&A (ass. 50% EBITDA)	-1.7	-1.6	-1.5
EBIT	1.7	1.6	1.5
Fin. Charges (2%)	-0.5	-0.5	-0.5
Pretax	1.2	1.1	1.0
Taxes (28%)	-0.3	-0.3	-0.3
Net Profit	0.9	0.8	0.7
Inc. EPS on 2021e	44%	40%	37%

Source: Company Data, Banca Akros forecasts; Note: the analysis does not take into account the acquired EBITDA

Company to be net cash positive by 2024e.

The company, despite app. EUR 82m of capex over 2020e-2024e, should remain always net cash positive thanks to the advances of its wholesale clients. Given the sheer size of the capex (app. 61% of its sales of the period), until 2024e FCF yield should not be material but thereafter when capex should be maintenance only, we expect free cash flow yields in excess of 20%.

UNIDATA: Free Cash Flow and net debt evolution (EURm)

CASH FLOW	2017	2018	2019	2020e	2021e	2022e	2023e	2024e
Net pr. + Minor.	1.2	1.6	1.7	2.1	1.9	2.0	2.3	3.0
Non cash items	1.4	1.5	2.2	3.3	4.6	6.0	7.0	7.6
Cash Flow	2.6	3.1	3.9	5.4	6.6	8.0	9.3	10.6
Change in NWC	0.0	0.3	4.4	13.8	10.6	13.2	7.6	-2.6
Capex	-2.8	-4.3	-7.8	-17.0	-20.0	-20.0	-15.0	-10.0
Oper. FCF	-0.2	-0.8	0.6	2.2	-2.8	1.1	1.9	-2.0
Disp./(Acquis.)	0.0	0.0	0.0	-1.3	-0.3	-0.3	-0.3	-1.5
Dividends	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	-0.1	0.0	5.4	0.0	0.0	0.0	0.0
Chg. In Net Debt	-0.2	-0.9	0.5	6.4	-3.1	0.9	1.6	-3.5
Net Debt/(Cash)	.2	1.1	.6	-5.8	-2.7	-3.6	-5.2	-1.7
NFP/EBITDA	0.1	0.3	0.1	-0.9	-0.4	-0.4	-0.5	-0.1
OpFCF/Mkt. Cap.	na	na	na	5%	-4%	2%	3%	-3%

Source: Company Data, Banca Akros forecasts

Valuation suggests a PT of EUR 35 or 33% upside

Unidata has in our opinion a unique business model based on a pre-paid capex business model and a commercial first mover advantage. Moreover, we believe the company to have a visible and recurring revenue stream coming from ultra-broadband fiber to mainly corporate customers and now a growing basis of consumers one. In addition, also the IRU agreements provide excellent visibility of the top-line. The fact to have a proprietary optic fiber infrastructure is obviously a permanent competitive advantage and a barrier to entry for competitors.

In the light of the small UNIDATA size, there are likely only one comparable, Intred. As such we consider the DCF as the most practical tool available. We have used our estimates till 2024e and then extended them to 2025e to normalize the growth rate. We value Unidata standalone, with a 2021e/2025e DCF using a WACC of 8.5%, Itg of 1% and exit tax rate of 30%: the rounded FV is of EUR 33 offering a 25% upside. To this, we need adding the 30% pro-quota value of the Unifiber JV, which we also value with a similar DCF, which adds a further EUR 2 to the above or a total PT of EUR 35. Our standalone UNIDATA DCF seems supported by the EV/Sales, EV/EBITDA multiples of the only Italian small cap listed in the telecom sector, that of Intred mentioned above (see appendix for companies' description), and by recent M&A transactions at European level (see appendix). The higher EV/EBIT and PE multiples of Intred reflect the massive front-end capex plan being currently deployed by the company. In conclusion we believe the investment in UNIDATA offers a remarkably interesting risk/reward balance. We initiate the coverage with a BUY rating and PT of EUR 35 (33% upside).

Main risks are a in a slower than expected fiber roll-out and higher than expected price deflation. The creation of single national network player might also represent a fiber roll-out slow-down risk.

UNIDATA: Standalone DCF Valuation (EURm)

	2021	2022	2023	2024	2025	DCF Analysis (EURm)	FY2025
EBITA	2.8	2.8	3.3	4.2	5.0	Perpetual Growth Rate	1.0%
Taxes	-0.8	-0.9	-1.0	-1.3	-1.5	WACC	8.5%
Tax Rate	30%	30%	30%	30%	30%	Terminal Value	106.6
NOPLAT	1.9	2.0	2.3	3.0	3.5	Discounting Rate of Terminal Value	0.72
D&A	4.6	6.0	7.0	7.6	7.8	Discounted Terminal Value	76.9
Op. CF	6.6	8.0	9.3	10.6	11.3	Cumulated DFOCF	2.1
(Capex/Acquis.)	-20.3	-20.3	-15.3	-11.5	-2.0	Enterprise Value	79.0
Chg. In NWC	10.6	13.2	7.6	-2.6	-1.3	Net Cash/(Debt)	5.8
Free Oper. CF	-3.1	0.9	1.6	-3.5	7.9	Minorities, Others	0.0
						Retirement provisions	(0.6)
						Equity Value	84.1
WACC	8.5%	8.5%	8.5%	8.5%	8.5%	Out. N. of Shares ('000)	2.549
Discount rate	1.00	0.92	0.85	0.78	0.72	Value per share (€)	33.00
Disc. Free OCF	-3.1	0.8	1.4	-2.7	5.7	Price	26.30
Cumulated DFOCF	-3.1	-2.3	-0.9	-3.6	2.1	<i>Upside (downside)</i>	<i>25%</i>

Source: Company Data, Banca Akros forecasts

UNIDATA: Standalone DCF Sensitivity (EURm)

WACC	terminal growth rate						
	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%
7.00%	83	89	95	103	113	124	137
7.50%	78	83	89	96	104	113	124
8.00%	74	79	84	90	96	104	114
8.50%	70	74	79	84	90	97	105
9.00%	67	71	75	79	84	90	97
9.50%	64	67	71	75	80	85	91
10.00%	61	64	68	71	75	80	85
10.50%	59	62	65	68	72	76	80

Per share analysis (EUR)

WACC	terminal growth rate						
	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%
7.0%	32.5	34.8	37.5	40.5	44.2	48.5	53.9
7.5%	30.7	32.7	35.0	37.6	40.7	44.4	48.8
8.0%	29.1	30.8	32.8	35.2	37.8	40.9	44.6
8.5%	27.6	29.2	31.0	33.0	35.3	38.0	41.1
9.0%	26.3	27.7	29.3	31.1	33.1	35.5	38.2
9.5%	25.1	26.4	27.8	29.4	31.3	33.3	35.6
10.0%	24.1	25.2	26.5	28.0	29.6	31.4	33.4
10.5%	23.1	24.2	25.3	26.6	28.1	29.7	31.5

Implied upside from EUR

WACC	terminal growth rate						
	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%
7.0%	24%	32%	42%	54%	68%	85%	105%
7.5%	17%	24%	33%	43%	55%	69%	85%
8.0%	10%	17%	25%	34%	44%	56%	69%
8.5%	5%	11%	18%	25%	34%	44%	56%
9.0%	0%	5%	11%	18%	26%	35%	45%
9.5%	-4%	0%	6%	12%	19%	27%	35%
10.0%	-9%	-4%	1%	6%	12%	19%	27%
10.5%	-12%	-8%	-4%	1%	7%	13%	20%

Source: Banca Akros forecasts

UNIDATA: Unifiber JV DCF Valuation (EURm)

DCF UNIFIBER	2021	2022	2023	2024	2025	2026	DCF Analysis (EURm)	FY2025
EBITA	-0.7	-0.8	-0.9	0.9	2.7	3.6	Perpetual Growth Rate	1.0%
Taxes	0.2	0.2	0.2	-0.3	-0.8	-1.0	WACC	8.5%
Tax Rate	28%	28%	28%	28%	28%	28%	Terminal Value	37.2
NOPLAT	-0.5	-0.6	-0.6	0.7	2.0	2.6	Discounting Rate of Terminal Value	0.66
D&A	0.7	1.7	2.7	2.7	2.7	2.7	Discounted Terminal Value	24.8
Op. CF	0.2	1.1	2.0	3.3	4.6	5.3	Cumulated DFOCF	(7.7)
(Capex/Acquis.)	-10.0	-15.0	-15.0	-2.7	-2.7	-2.7	Enterprise Value	17.0
Chg. In NWC	0.0	10.0	15.0	0.1	0.1	0.1	Net Cash/(Debt)	0.0
Free Oper. CF	-9.8	-3.9	2.0	0.8	2.1	2.8	Others	0.0
							Equity Value @100%	17.0
							Equity Value @ 30%	5.1
							Out. N. of Shares ('000)	2.549
							Value per share (€)	2.00
							Price as of 24/03/21 (€)	26.30
							Upside (downside)	8%

Source: Company Data, Banca Akros forecasts

UNIDATA: Unifiber JV DCF Sensitivity (EURm)**Equity Value (EURm)**

WACC	terminal growth rate						
	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%
7.00%	5	6	6	7	8	9	10
7.50%	5	5	6	6	7	8	9
8.00%	4	5	5	6	6	7	8
8.50%	4	4	5	5	6	6	7
9.00%	3	4	4	5	5	6	6
9.50%	3	3	4	4	5	5	6
10.00%	3	3	4	4	4	5	5
10.50%	3	3	3	4	4	4	5

Per share analysis (EUR)

WACC	terminal growth rate						
	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%
7.0%	2.0	2.2	2.4	2.7	3.1	3.5	4.0
7.5%	1.8	2.0	2.2	2.5	2.8	3.1	3.5
8.0%	1.6	1.8	2.0	2.2	2.5	2.8	3.1
8.5%	1.5	1.6	1.8	2.0	2.2	2.5	2.8
9.0%	1.4	1.5	1.6	1.8	2.0	2.2	2.5
9.5%	1.2	1.4	1.5	1.7	1.8	2.0	2.3
10.0%	1.1	1.3	1.4	1.5	1.7	1.8	2.0
10.5%	1.0	1.2	1.3	1.4	1.5	1.7	1.9

Implied upside from EUR

WACC	terminal growth rate						
	-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%
7.0%	7%	8%	9%	10%	12%	13%	15%
7.5%	7%	8%	8%	9%	10%	12%	13%
8.0%	6%	7%	8%	8%	9%	11%	12%
8.5%	6%	6%	7%	8%	8%	9%	11%
9.0%	5%	6%	6%	7%	8%	9%	10%
9.5%	5%	5%	6%	6%	7%	8%	9%
10.0%	4%	5%	5%	6%	6%	7%	8%
10.5%	4%	4%	5%	5%	6%	6%	7%

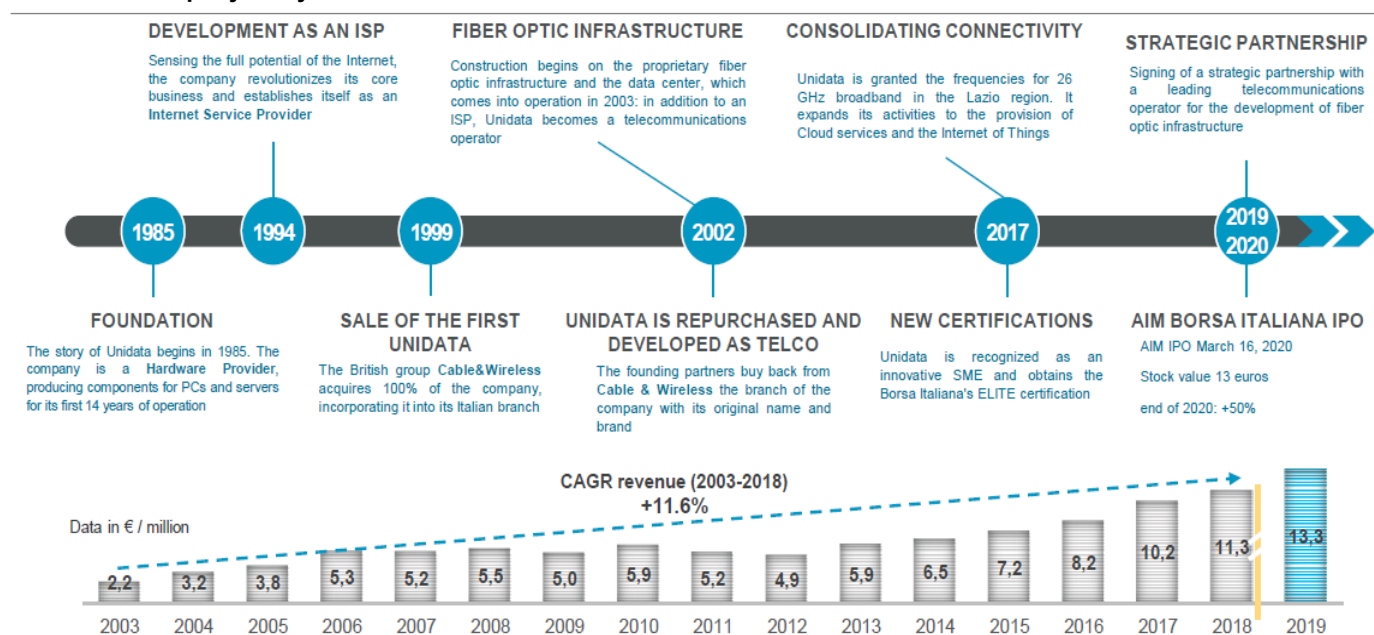
Source: Banca Akros forecasts

APPENDIX 1: UNIDATA company profile excluding Unifiber

Business: Unidata SpA, listed on AIM Italia in March 2020, is an Italian local provider of ultra-broadband connectivity services to corporate and residential customers. It is an operator with integrated communication and cloud computing services. Unidata can be considered among the first movers in the optic fiber (Fiber To The Home FTTH) and radio (Fixed Wireless Access - FWA) infrastructure in Rome. The company as of 2020 has overall 2,985km of FTTH optic fiber network covering Rome and province covering, we estimate, over 100,000 real estate units and over 8,500 customers, thanks to a staff of over 80 people.

Founded in 1985, Unidata initially focused on hardware and microelectronics, proposing in Italy the first personal computers and the first networks making intensive use of microprocessors. In the early 1990s its core business changed, and it became one of the first Italian Internet Service Providers. In 2004 it additionally became a telephone operator. In 2017 Unidata was awarded the licenses for the 26GHz frequency broadband in Lazio region. In the last few years, the company has also worked to meet the demand from residential users, offering up to 1000 Mbps of connectivity in areas that were poorly served or not served at all sources of high-speed broadband connections. On February 2020, the shareholders of Unidata resolved a capital increase of 700,000 ordinary shares aimed at listing the company on the Alternative Capital Market managed by Borsa Italiana (FTSE-AIM). The process that led the business to admission was concluded on 12 March 2020 to trading at the FTSE-AIM. 439,100 shares were subscribed during the placement phase at a unit value of EUR 13.0 for a value of EUR 5.7m.

UNIDATA: Company Storyline



Source: Unidata



The company operates through three business areas: 1) "Fiber & Networking", 2) "Cloud & Data Center" and 3) "IoT & Smart Solutions / Special Projects"

1) Fiber & Networking: The weight of the Fiber&Networking business area is also the most significant in terms of revenues (on total 2019 revenues was 85%).

Unidata manage a mostly proprietary fiber optic infrastructure that extends to the city of Rome and its province for 2985km of length. It allows the supply of FTTH connectivity. The line is made entirely by optical fiber, from the control unit to the final user, without copper parts. In the field of fiber optic network services, it maintains a series of wholesale relationships with other operators. Among the main customers with which Unidata has wholesale relationships in acquisition are: TIM, Fastweb, BT (British Telecom Italia), Open Fiber and Mclink. Instead the most important wholesale sales contracts have been signed with BT, Wind Tre, Cdlan, Mclink and Open Fiber.

The sale concerns fiber optic network resources that the company owns and which it also sells to other operators in "IRU" (Indefeasible Right of Use) or rental of one or more optical fiber pairs. The optical fiber IRU ordinarily has a duration of 10-15 years, with maintenance for the whole period made by Unidata. Most of this IRU's contract are based on the disposal of "dark fiber". The **dark fiber** is unequipped with the optoelectronic devices required for data transmission, but Unidata can accommodate its customers' optoelectronic equipment at its own sites (POP) distributed along the network (approximately 50). Unidata offers also **infrastructure ducts** or conduits where third parties can insert their own proprietary fiber.

Approximately 70% of the infrastructure managed by Unidata is owned by the company (1935Km), while the rest (1050km) is available indirectly through IRU agreements with other wholesale providers.

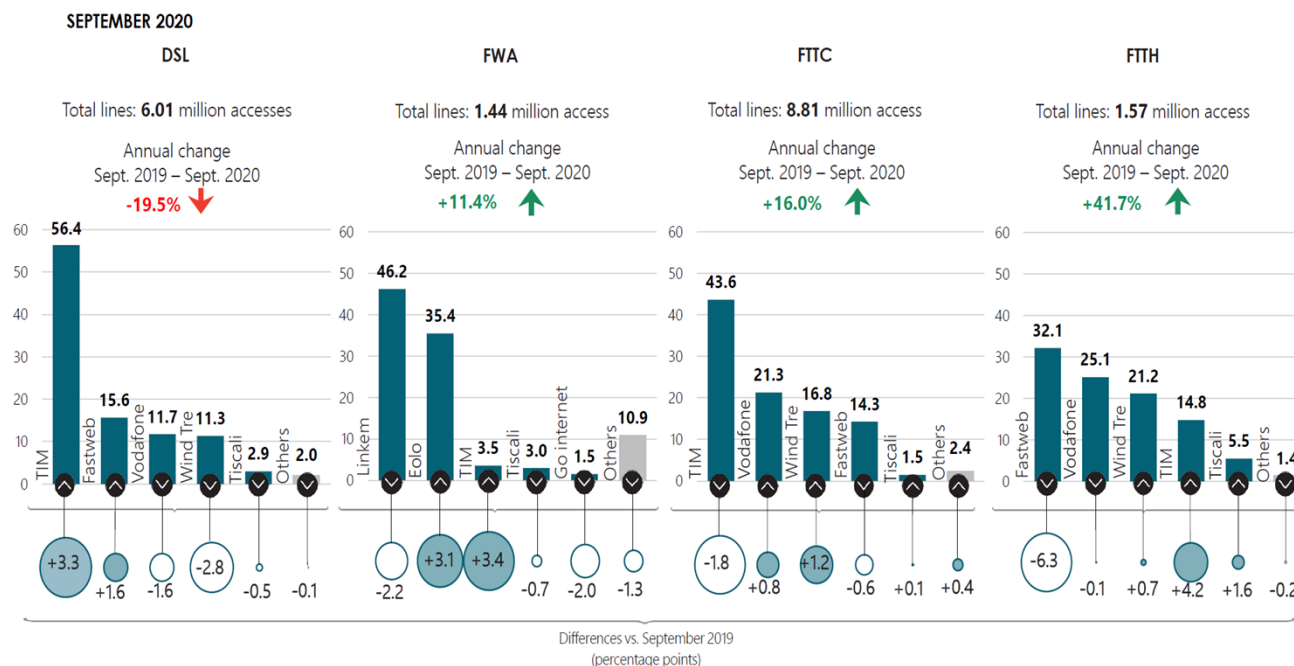
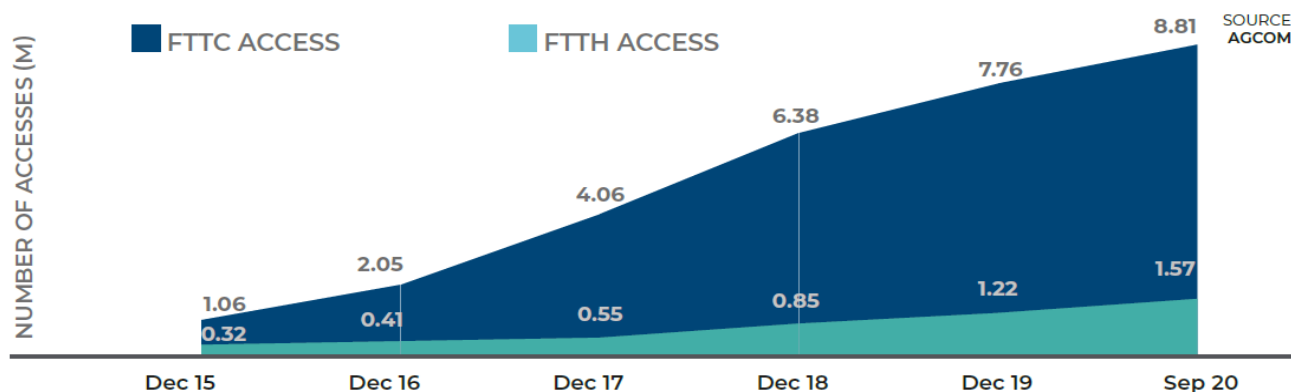
2) Datacenter & Cloud: Unidata in 2019 further expanded its offer into integrated communication and cloud computing services by doubling the size of its proprietary data center to 800smq from previously 400smq (current utilisation rate at 55% of potential capacity) used to offer Housing and Co-Location, Data Backup & Storage, Disaster Recovery services, IT Security Services. The Unidata Data Center was built in line with the conditions required by certification standards Rating 4 (formerly TIER IV) with additional characteristics to ensure infrastructure security and reliable continuity of service provision.

3) Others & Smart Solution: These include the new trends in the telco sector, and of the so-called fourth industrial revolution and solutions for industry 4.0, of which the Internet of Things (IoT) is the main engine. This focus has already resulted in the study and development of LoRa™ wireless transmission technology and the related LoRaWAN™ network standard.

The Italian market for telecom services

The telco sector in Italy and in the world has a strong strategic value, being linked to innovation and a driving force in terms of investments. The key competitive factors in the telco industry, especially within fiber networking, are prices, service performance and high level of CAPEX to build an extended proprietary network.

The telecommunications market in Italy is characterized by intense competition above all in Mobile and to a lower extend in fixed lines, featuring four major operators (TIM, Vodafone, Wind Tre, and Fastweb) with TIM being the overall market leader but with Fastweb the clear leader in the FTTH segment.

UNIDATA: BB and UBB* accesses/market shares by operators. Variation Sept. 19/Sept 20

UNIDATA: Growth of FTTC and FTTH connections


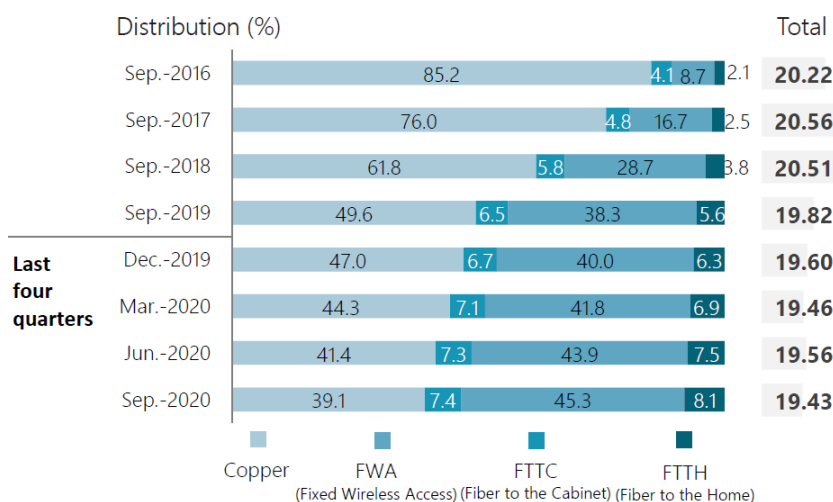
Source: Intred on AGCOM data

Referring to fixed lines and peers, Unidata is in direct competition with the major operators, but even if it is indeed smaller, is known in Rome in terms of seriousness and reliability. The transformations of the type of access, from FTTC (Fiber to the Cabinet) / VDSL / ADSL to FTTH (Fiber to the Home) where Unidata already boasts many years of experience, introduce the company in a highly advantageous position. This is primarily due to the prospective growth in the proprietary fiber optic network being made by Unidata in the city of Rome.

In the three-year period 2016-2018 the return to market growth of fixed network lines was guided by Fiber To The Cabinet, with a 2016-2018 CAGR of 380%. Since Covid-19 outbreak, network utilization and cloud services are under increasing request. For this reason, Unidata has documented a traffic growth and demand for upgrades to FTTH, crucial to avoid data overload. The FTTH market is attracting substantial investments on the long-term horizon, especially after COVID-19 lockdown, with businesses and families increasing their broadband appetite. 2020 was in fact the year of the definitive affirmation of the new generation of fiber optic access services (Fiber To The Home). The services offered using FTTC technology grew by 42% in the September 19-September 2020 period. Fiber access with FTTH technology has reached almost 1.6 million units' thanks in particular to the services offered

by Open Fiber and the migration processes towards FTTH solutions also promoted by TIM. In recent years (Sept. 2016 – Sept 2020), the weight of the FTTC and FTTH lines has risen from 10.8% to 53.4% of total contracts. FWA (Fixed Wireless) accesses are on top growing and at the end of September 2020 exceed 1.44 million lines.

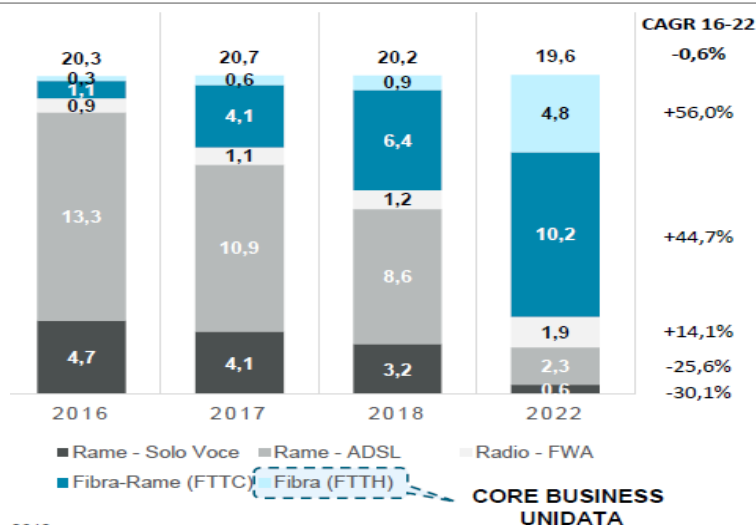
UNIDATA: Broadband penetration 2016-2020



Source: Unidata

FTTH will be the basis of the future development of the market with an expected CAGR 2018-2022 of 56%. Radio solutions (Fixed Wireless Access) will continue to play a complementary role in the most remote areas (CAGR 2018-22 of 14%). In the same period, substantial migration is expected from voice-only access to integrated Internet and voice access, as well as the further affirmation of triple play services thanks to the growing relevance of video streaming. The request for services to a large part of operators of telco and ICT service companies will have to be supported by investments on the fiber optic network necessary to meet the demand for data traffic. The evolution of the telco sector is confirming that the strategy of Unidata seems correct. The company is focusing its efforts on strengthening and extending the network in optical fiber, through structural integrations and technological innovation.

UNIDATA: Italian fixed lines telecon connection (mn accesses)

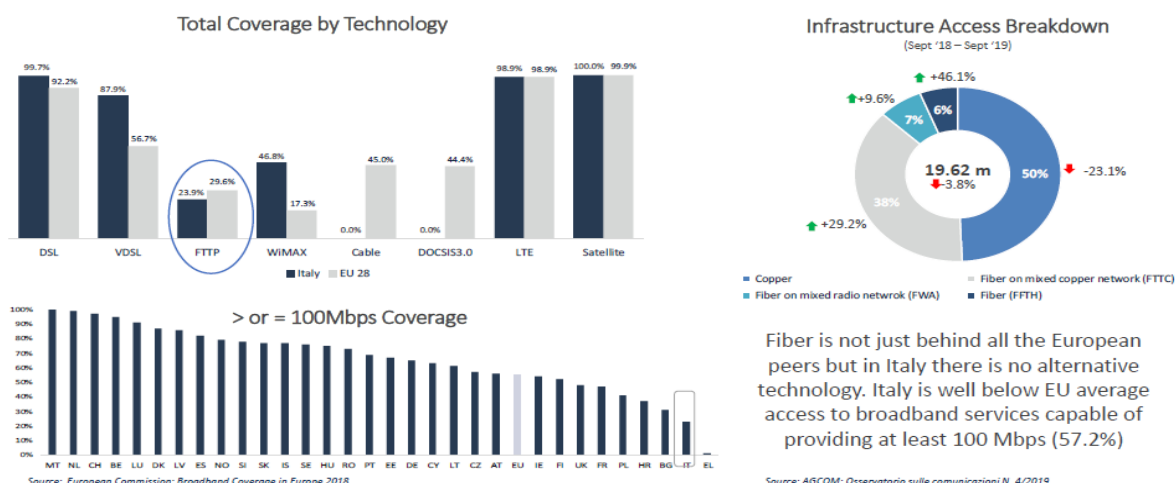


Source: Unidata

What is the situation in Italy? Underdeveloped fiber national infrastructure driving growth

In terms of broadband, the European 2015 Strategy and the European Digital Agenda set out the purposes that countries should have achieved by 2020: fast broadband coverage, greater than 30 Mbps for all European citizens by 2020; and ultra-fast broadband coverage, greater than 100 Mbps, for 50% of European citizens by 2020. Moreover, the European Commission has launched the "Gigabit Society" program, whose aim is to cover, by 2025, all homes in the UE with connections at least 100 Mbit/s and then reach 1 Gigabit for the most significant. The purpose is to get home using fiber, the only one that allows to go much beyond 100 mega. It is FTTH, which guarantees higher connection speeds than the FTTC, which takes the fiber up to about 300 meters from the home and then continues with copper. The percentage of the population in Italy that is reached by ultra-broadband access services with nominal connection speeds equal or higher 100 Mbps is well below the EU average of 57%. However, the national data are not reflected equivalently in the individual Italian regions. Stakeholders are now aware of the importance of building a reliable and robust fiber optic network, able to last for many years and to support future requests for digital capacity.

UNIDATA: Accesses to broadband in Italy well below EU average



Source: Retelit

UNIDATA: % broadband accesses by Italian macro-regions

Tabella 3.1.4 - Servizi a banda ultra-larga nelle province italiane (Italia = 100)

N. Indice	Popolazione			Famiglie		
	BB complet.	≥30 Mbit/s	≥100 Mbit/s	BB complet.	≥30 Mbit/s	≥100 Mbit/s
Nord-Ovest	111,7	108,5	110,6	105,9	102,9	104,9
Nord-Est	102,8	97,6	95,4	101,0	95,9	93,7
Centro	110,1	111,1	113,9	106,9	108,0	110,7
Sud	84,4	90,2	88,2	91,9	98,2	96,0
Isole	81,4	84,0	82,1	85,2	87,9	85,9
Italia = 100	100	100	100	100	100	100

Source: Unidata

The black, grey and white areas are a classification of the territory established by the European Commission to measure the level of private investment in ultra-broadband networks. Using the description mentioned above, the areas are defined as follows:

- black areas: presence in the next three years of at least two ultra-broadband networks of different operators;
- grey areas: presence in the next three years of a single ultra-broadband network;
- white areas: no private investment forecast for ultra-broadband in the next three years.

On the basis of the Ultra-broadband Plan, the Italian territory has been divided into four clusters, which include the Italian provinces according to their characteristics (presence of infrastructures, population density, and incidence of companies). This is useful for identifying the type and the costs of the intervention necessary to carry the optical fiber and spread the ultra-wide band. The definition of the intervention clusters was made starting from the analysis of the offer of infrastructures for ultra-broadband, already built or planned by private operators. For this reason, there are:

CLUSTER A - corresponds to the NGA (Next Generation Access) black areas according to Community guidelines' definition. Private operators are able to provide connection using ultra-fast networks over a three-year period, without any public contribution.

CLUSTER B - corresponds to the NGA grey, these are areas equipped with an infrastructure for ultra-broadband at 30 Mbps (megabits per second). In 2019 45% of the population and 65% of companies are concentrated in this cluster.

CLUSTER C - corresponds to the NGA white areas, or areas with market failure, equipped through a broadband infrastructure with a capacity of less than 30 Mbps.

CLUSTER D - corresponds to the NGA white areas according to the definition of the Guidelines, or areas with market failure, mainly rural, in which only direct public intervention can guarantee the residents a connectivity service exceeding 30 Mbps.

UNIDATA: Broadband accesses breakdown by speed

Tabella 3.1.3 - Accessi e ricavi broadband per classe di velocità (%)

	2018	2019	Diff. p.p.
Volumi medi annui			
< 30 Mbit/s	61,8	49,3	-12,5
≥ 30 e <100 Mbit/s	13,0	15,3	2,3
≥ 100 Mbit/s	25,2	35,4	10,2
Totale	100,0	100,0	
Ricavi			
< 30 Mbit/s	42,0	33,5	-8,5
≥ 30 e <100 Mbit/s	30,2	16,8	-13,5
≥ 100 Mbit/s	27,7	49,7	22,0
Totale	100,0	100,0	

Source: Unidata

“Ultra-broadband” means NGA (Next Generation Access) networks, which allow download speeds of over 30 Mbps. In the Italian context we are talking about FTTC, FTTH, or FWA networks on licensed frequencies. This classification of areas is a task that is delegated to Infratel, which is the company controlled by the Ministry of Economic Development. It has the aim of encouraging the improvement of internet access networks. Infratel periodically updates a mapping of the areas through specific public consultations.

When we talk about area, we do not mean the territory of a city. Each of them is divided into several areas, which roughly follow the concept of “locality” defined by ISTAT. The research defined 94,645 areas in Italy, out of about 8,000 municipalities. Each area is classified as black, grey or white by means of the consultations carried out annually by Infratel.

In 2015 to keep up with the minimum objectives set at European level, the strategic plan for Ultra Broadband was approved, with the aim of developing an ultra-broadband network all over the country. The national strategy for ultra-broadband (BUL plan) is the project launched with the intention of covering all the white areas of the country, covering about 25% of the people.

The three tenders were won by Open Fiber which, in addition to capitalize in the areas of Italy where there is already competition, is committed to creating the public ultra-broadband network in the white areas. Referring to Open Fiber project, which has set the target to cover over 270 cities by 2023 in Italy, several small-mid operators came up using their proprietary fiber network in regional areas. There are over 50 operators across Italy in partnership with Open Fiber, and each specialized in different locations and zones aiming to develop optical fiber network. The government has, de facto, entrusted Enel and in particular its telco arm Open Fiber, to achieve the objectives of the 2020 European Agenda.

Therefore, the fiber network market has still room for growth, especially within grey areas. These are those zones that are not reached yet by fiber providers, given the lower density of buildings but with high potential customer concentration for the presence of business areas and suburban centers. In order to reach these grey areas, investments into infrastructure are required to reach uncovered zones with fiber cables. Fiber networking operators must sustain high capital expenditure to penetrate grey and white areas and to expand customer portfolio. As a result, operators who have a large proprietary fiber network have a competitive advantage to reach customers directly or provide the infrastructure to other operators by IRU contracts.



APPENDIX 2: The Unifiber JV

In September 2020, Unidata signed a relevant agreement with Connecting Europe Broadband Fund (CEBF). The CEBF is an infrastructure fund focused on greenfield investments; it has several expansion projects in the broadband infrastructure sector throughout Europe, with EUR470m of committed capital and a target size of EUR500-600m.

CEBF involves the **Cassa Depositi e Prestiti**(Italy), **Caisse des Depots**(France), **KFW**(Bank aus Verantwortung -Germany), the **European Investment Bank**, the **European Commission** and other private institutional investors. It is managed by **Cube IM** (Cube Infrastructure Managers).

The project will be executed by a newco named Unifiber, which will invest into FTTH development for grey areas in the Lazio region. Unifiber will be a non-vertically integrated operator, creating solely the passive access network (primary and secondary) and selling in wholesale-only mode, i.e. only to operators, including Unidata itself. In this scenario, Unidata undertakes to acquire (in a pay-per-use mode) a share of the network built by Unifiber of variable size, based on the type of area and conditions. To this purpose, Unidata and Unifiber have signed a Management Service Agreement, pursuant to which Unidata will provide its services to Unifiber at market conditions and a Wholesale Agreement. According to the project, the JV would reach around 100,000 families and 5,000 companies for a total investment of EUR 40m in the coming years. Unidata, which owns 30% of the newco (but it has control of Unifiber and appoints the majority of the board of directors and the main managerial roles), will invest only EUR 3.5m but will be engaged for the execution, the development and maintenance of the fiber network. CEBF will monitor the process and assist Unifiber in the expansion. In fact, it will provide funding and the experience gained through other similar investments already made in Europe. The JV started at the end of 2020 and we expect to be delivering sales from 2022e.

The key financial highlights of the operation are:

- Unifiber will benefit from contributions by the two shareholders amounting to 18.5 million euros, of which 15 million is invested by CEBF and 3.5 million by Unidata, with **a total planned investment of 40 million euros** for the construction of the fiber optic network in the grey areas of the Lazio Region.
- At the closing date (which took place in December 2020) CEBF contributed app. EUR 2m as capital increase; Unidata EUR 1.25m
- Not before the first anniversary of the closing date, CEBF will contribute EUR 6.4m as capital reserve and EUR 0.4m not before the second anniversary.

APPENDIX 3: Peers' company profiles: INTRED

Intred is a telecommunication and internet provider with its own fiber network infrastructure. The company was founded in 1996 and provides broadband and ultrabroadband connectivity, RDSL connectivity, voice and hosting and housing IT solutions. The company has a strong presence in Lombardy, the richest region in Italy, in particular in the Brescia area with a market share of approximately 9%. The company claims a very fragmented customer base with a very low churn rate (4%), a recurring nature of its fees (96.5%) and a high revenues visibility (85% of anticipated invoices paid within 30 days). The company is managed by 80 employees. As of 2019 the extension of its fiber optics network is of 2900 Km with 32.5k data users and a capability of up to 80k users. CAGR sales growth over 2016-2019 was +22.6%.

EURm YE	FY 2017 31/12/2017	FY 2018 31/12/2018	FY 2019 31/12/2019	FY 2020 Est 31/12/2020	FY 2021 Est 31/12/2021	FY 2022 Est 31/12/2022	CAGR '19-'22e
Revenue	14.4	17.2	20.8	35.7	40.4	45.4	29.7%
EBITDA	5.7	6.8	8.6	13.3	15.9	18.5	28.8%
(%)	39.6%	39.6%	41.4%	37.1%	39.2%	40.6%	
EBIT	3.5	4.2	5.8	8.7	10.4	10.4	21.6%
(%)	24.5%	24.4%	27.6%	24.2%	25.6%	22.8%	
Net Profit	2.5	3.2	4.3	6.4	7.6	7.6	20.8%
Net debt	4.1	-6.6	-8.2	-2.1	-4.2	-4.2	
Net Debt/EBITDA	0.7	-1.0	-1.0	-0.2	-0.3	-0.2	

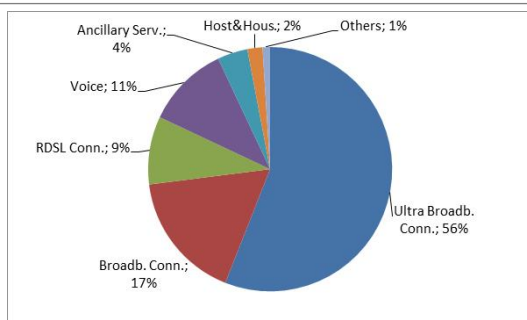
Source: Bloomberg

Unidata: Multiples vs. Intred

	Mkt. Cap (€m)	EV/SALES			EV/EBITDA			EV/EBIT			P/E (adj.)			NET DEBT/EBITDA		
		2021	2022	2023	2021	2022	2023	2021	2022	2023	2021	2022	2023	2021	2022	2023
Intred	227	5.5 x	4.8 x	4.1 x	14.1 x	11.9 x	9.8 x	21.6 x	17.8 x	14.6 x	29.9 x	25.0 x	NA	-0.3 x	-0.4 x	-0.5 x
Unidata	64	2.5 x	2.3 x	2.0 x	8.4 x	6.9 x	5.8 x	22.5 x	21.5 x	18.2 x	33.2 x	32.2 x	27.9 x	-0.4 x	-0.4 x	-0.5 x
Prem./(Disc.)		-55%	-52%	-51%	-40%	-42%	-41%	4%	21%	24%	11%	29%	na	nm	nm	nm

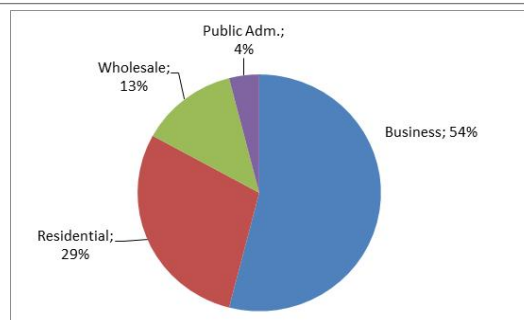
Source: Banca Akros Estimates, Bloomberg

Intred: sales by service



Source: Company data

Intred: sales by customer



Source: Company data

Intred: Share Price vs. AIM Index



Source: Refinitiv

APPENDIX 4: Potential value recognition from telco M&A, infrastructure and Cloud

The telecom sector has proved critical in the current pandemic, reigniting discussions on infrastructure and attracted renewed public interest for supports and funds. European telco consolidation continues, and the Italian market is still rather fragmented. Unidata could be both an active consolidator and/or a target in this scenario.

Ongoing market consolidation

Telco M&A continues in Europe with convergence, market repair and private equity deals. In the UK, **O2 and Virgin** have recently announced a GBP 31bn merger, creating a strong convergent competitor to BT and offering GBP 6.2bn of synergies. A few days later, the European General Court annulled the Commission's decision to block the proposed acquisition of O2 UK by Hutchison back in May 2016. While it does not change anything in the new agreed deal with Virgin, this historical pronouncement implies that new four-to-three operator deals in Europe are now much more likely to be announced.

In Spain, we note the delisting (Public Tender Offer announced last June) of the fourth-largest integrated operator **MasMovil** by the private equity funds KKR, Providence and Cinven. The deal, which implied a 20% premium on the undisturbed share price, valued the operator a total of EUR 5.3bn EV, implying 8.5x and 7.4x multiples on EBITDA 2020 and 2021 respectively. MasMovil is an integrated mobile (7.6m SIMs) and broadband (1.6m lines) operator mainly dedicated to the consumer market.

In Italy, we note the activism of the B2B telco operator **Irideos**, controlled by F2i, which in the past few years has aggregated six different operators focussed on business customers such as KPNQwest, Infracom, McLink, Big TLC, Enter and Clouditalia. Irideos controls 30,000km of fiber and 9 data centers, and generated around EUR 200m revenues in FY 2019 (of which 30% from cloud/data centers); its industrial plan, financed with EUR 150m fresh bank loans, points to EUR 260m sales in FY 2024 doubling the EBITDA from last year's level.

Focus on fiber infrastructure

The need for fast and reliable internet connection for both corporates and residential customers has been recently more evident than ever. In this context, fiber roll-out is being accelerated and the government support has been increasing. In this context, several infrastructure deals have taken place in Europe and discussions over network combination in Italy is accelerating. We note:

- A) **TIM has connected 7K incremental cabinets (FttC)** in March/May 2020 in white areas to connect 1.2m more families. The company is now discussing with the government to broaden its roll-out to further municipalities.
- B) **The government has proposed some EUR 2.6bn of public funding** including EUR 0.27bn already awarded connectivity for schools until 2024, EUR 1.15bn in vouchers (EUR 200 to 2,000 each) for families and firms to purchase /upgrade UBB in 2020/21, EUR 1.13bn to deploy fiber in industrial districts in "grey areas" (assignment via tender by year-end, roll-out 2021/23).
- C) **TIM is close to finalize the sale of up 37.5% of its secondary access network (FiberCop)** to KKR, for a total enterprise value of EUR 7.7bn of the asset.
- D) **At the same time, ENEL has finally decided to sell Macquarie a 40/50% stake in Open Fiber** (9.5m passed H/H), for up to EUR 2.65bn, implying a total EV of EUR 6.4bn excluding earn-outs.
- E) **In France**, all operators have set up dedicated fiber companies and we note the deal of Iliad with Infravia (51% of the asset, implied value EUR 0.6bn), Altice with Axa, Allianz and OMERS Infrastructure (49%, implied value EUR 3.6bn) and Bouygues telecom with Cellnex (new 49/51% JV to invest EUR 1bn to 2027 to connect towers and data centers). Orange was the last (January 2021) to announce the sale of 50% in a vehicle "Orange Concessions" which includes 4.5m connections in rural areas, for a total EV (100%) of EUR 2.675bn.



It appears the appetite for telecom infrastructure is growing and valuations are rich with implied EUR 400 to 1,200 per passed line. In the case of TIM, the reported ratio is around 8.6x the annual EBITDA of the secondary network.

The value of the cloud

Among the main digital enablers of the Italian ICT sector, **cloud services offer the most promising growth rates in excess of 20%** for both 2020 and 2021. The more traditional, infrastructure-based Data center services have grown low-single digit and have more modest perspectives going forward. As we anticipated in our business description, Unidata in 2019 doubled its offer into integrated communication and cloud computing services by doubling the size of its proprietary data center to 800sqm from 400sqm (current utilisation rate at 55% of potential capacity). This is used to offer Housing and Co-Location, Data Backup & Storage, Disaster Recovery services and IT Security Services. The Unidata Data Center was built in line with the conditions required by certification standards Rating 4 (formerly TIER IV) with additional characteristics to ensure infrastructure security and reliable continuity of service provision.

We note that even more than fiber network, **the market of data centers and cloud is hot on global basis and in Italy as well in terms of both new initiatives, partnerships and M&A.** We stress the recent strategic agreement between TIM and Google, where the former becomes the sole data center provider of the US search engine. TIM is looking to partially monetize this asset via dedicated capital increases for infra funds, and valuations range of some billion EUROS for a vehicle that should generate EUR 0.4bn EBITDA in FY 2024. Microsoft has announced USD 1.5bn investment for its new Milan data center hub. Consolidation is ongoing in the infrastructure segment with the US player Digital Realty announcing (October 2019) the acquisition of European operator Interxion in a USD 8.4bn deal. The underling multiples usually exceed 20x forward EBITDA in most of the stages of the cloud/data center value chain. We also mention the Italian, listed pure cloud player WIIT, which trades at around **20x EV/EBITDA (on FY 2020 pro-forma) multiples.** We argue that these ratios **could provide “aspirational” valuation for players** which combine connection, infrastructure and managed services to its business customers.

Unidata: Summary tables

PROFIT & LOSS (EURm)	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Sales	11.5	13.2	20.1	25.1	26.3	29.8
Cost of Sales & Operating Costs	-7.7	-8.6	-13.8	-17.7	-17.5	-19.6
Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	3.8	4.6	6.3	7.4	8.8	10.2
EBITDA (adj.)*	3.8	4.6	6.3	7.4	8.8	10.2
Depreciation	-1.5	-2.2	-3.3	-4.6	-6.0	-7.0
EBITA	2.3	2.4	3.0	2.8	2.8	3.3
EBITA (adj.)*	2.3	2.4	3.0	2.8	2.8	3.3
Amortisations and Write Downs	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	2.3	2.4	3.0	2.8	2.8	3.3
EBIT (adj.)*	2.3	2.4	3.0	2.8	2.8	3.3
Net Financial Interest	-0.0	-0.0	0.0	0.0	0.0	0.0
Other Financials	0.0	0.0	0.0	0.0	0.0	0.0
Associates	0.0	0.0	0.0	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
Earnings Before Tax (EBT)	2.3	2.4	3.0	2.8	2.8	3.3
Tax	-0.7	-0.7	-0.9	-0.8	-0.9	-1.0
<i>Tax rate</i>	<i>29.7%</i>	<i>28.9%</i>	<i>30.0%</i>	<i>30.0%</i>	<i>30.0%</i>	<i>30.0%</i>
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
Net Profit (reported)	1.6	1.7	2.1	1.9	2.0	2.3
Net Profit (adj.)	1.6	1.7	2.1	1.9	2.0	2.3
CASH FLOW (EURm)	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Cash Flow from Operations before change in NWC	3.1	3.9	5.4	6.6	8.0	9.3
Change in Net Working Capital	0.3	4.4	13.8	10.6	13.2	7.6
Cash Flow from Operations	3.5	8.3	19.2	17.2	21.1	16.9
Capex	-4.3	-7.8	-17.0	-20.0	-20.0	-15.0
Net Financial Investments	0.0	0.0	-1.3	-0.3	-0.3	-0.3
Free Cash Flow	-0.8	0.6	1.0	-3.1	0.9	1.6
Dividends	0.0	0.0	0.0	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	-0.1	-0.0	5.4	0.0	0.0	0.0
Change in Net Debt	-1	1	6	-3	1	2
NOPLAT	1.6	1.7	2.1	1.9	2.0	2.3
BALANCE SHEET & OTHER ITEMS (EURm)	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Net Tangible Assets	6.8	12.4	26.1	41.4	55.5	63.5
Net Intangible Assets (incl. Goodwill)	4.3	4.4	4.4	4.4	4.4	4.4
Net Financial Assets & Other	0.1	0.1	1.3	1.6	1.8	2.1
Total Fixed Assets	11.2	16.8	31.8	47.4	61.7	70.0
Inventories	1.3	1.4	2.2	2.7	2.8	3.2
Trade receivables	4.5	11.2	17.1	21.3	22.4	25.4
Other current assets	0.6	0.8	0.8	0.8	0.8	0.8
Cash (-)	-1.4	-1.8	-8.2	-5.8	-6.4	-7.5
Total Current Assets	7.8	15.2	28.2	30.6	32.3	36.8
Total Assets	19.0	32.1	60.0	78.0	94.0	107
Shareholders Equity	5.7	7.4	14.9	16.9	18.9	21.2
Minority	0.0	0.0	0.0	0.0	0.0	0.0
Total Equity	5.7	7.4	14.9	16.9	18.9	21.2
Long term interest bearing debt	1.8	1.1	1.1	1.5	1.3	1.1
Provisions	0.6	0.6	0.6	0.6	0.6	0.6
Other long term liabilities	0.0	0.0	0.0	0.0	0.0	0.0
Total Long Term Liabilities	2.4	1.8	1.8	2.1	2.0	1.7
Short term interest bearing debt	0.7	1.3	1.3	1.7	1.5	1.2
Trade payables	4.0	3.7	5.6	7.0	7.3	8.3
Other current liabilities	6.2	17.9	36.4	50.4	64.4	74.4
Total Current Liabilities	10.9	22.9	43.3	59.1	73.2	84.0
Total Liabilities and Shareholders' Equity	19.0	32.1	60.0	78.0	94.1	106.8
Net Capital Employed	7.4	8.6	9.8	14.8	15.9	16.6
Net Working Capital	-3.8	-8.2	-22.0	-32.6	-45.8	-53.4
GROWTH & MARGINS	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
<i>Sales growth</i>	<i>8.5%</i>	<i>14.5%</i>	<i>52.2%</i>	<i>24.9%</i>	<i>4.8%</i>	<i>13.4%</i>
EBITDA (adj.)* growth	21.3%	20.9%	35.8%	17.4%	19.2%	16.3%
<i>EBITA (adj.)* growth</i>	<i>27.3%</i>	<i>5.8%</i>	<i>23.0%</i>	<i>-8.0%</i>	<i>3.0%</i>	<i>15.4%</i>
<i>EBIT (adj.)* growth</i>	<i>29.9%</i>	<i>5.8%</i>	<i>23.0%</i>	<i>-8.0%</i>	<i>3.0%</i>	<i>15.4%</i>

Unidata: Summary tables

GROWTH & MARGINS	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Net Profit growth	32.2%	6.1%	23.5%	-8.0%	3.0%	15.4%
EPS adj. growth	32.2%	6.1%	11.2%	-16.2%	3.0%	15.4%
DPS adj. growth						
EBITDA (adj)* margin	33.2%	35.1%	31.3%	29.4%	33.5%	34.3%
EBITA (adj)* margin	20.0%	18.5%	14.9%	11.0%	10.8%	11.0%
EBIT (adj)* margin	20.0%	18.5%	14.9%	11.0%	10.8%	11.0%
RATIOS	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Net Debt/Equity	0.2	0.1	-0.4	-0.2	-0.2	-0.2
Net Debt/EBITDA	0.3	0.1	-0.9	-0.4	-0.4	-0.5
Interest cover (EBITDA/Fin.interest)	n.m.	98.7	high	high	high	high
Capex/D&A	279.0%	353.7%	515.2%	431.7%	335.2%	215.3%
Capex/Sales	37.0%	58.9%	84.5%	79.7%	76.0%	50.3%
NWC/Sales	-32.6%	-62.1%	-109.5%	-130.0%	-174.1%	-178.9%
ROE (average)	32.4%	25.8%	18.8%	12.1%	11.1%	11.5%
ROCE (adj.)	22.1%	20.3%	24.9%	14.7%	14.2%	15.9%
WACC	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
ROCE (adj.)/WACC	2.6	2.4	2.9	1.7	1.7	1.9
PER SHARE DATA (EUR)***	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Average diluted number of shares	2.0	2.0	2.4	2.4	2.4	2.4
EPS (reported)	0.80	0.85	0.95	0.79	0.82	0.94
EPS (adj.)	0.80	0.85	0.95	0.79	0.82	0.94
BVPS	2.87	3.72	6.12	6.91	7.73	8.67
DPS	0.00	0.00	0.00	0.00	0.00	0.00
VALUATION	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
EV/Sales			2.1	2.5	2.3	2.0
EV/EBITDA			6.7	8.4	6.9	5.8
EV/EBITDA (adj.)*			6.7	8.4	6.9	5.8
EV/EBITA			14.1	22.5	21.5	18.2
EV/EBITA (adj.)*			14.1	22.5	21.5	18.2
EV/EBIT			14.1	22.5	21.5	18.2
EV/EBIT (adj.)*			14.1	22.5	21.5	18.2
P/E (adj.)			20.5	33.2	32.2	27.9
P/BV			3.2	3.8	3.4	3.0
Total Yield Ratio		0.0%	0.0%	0.0%	0.0%	
EV/CE			5.0	4.7	4.4	4.1
OpFCF yield			4.7%	-4.4%	1.8%	2.9%
OpFCF/EV			5.3%	-4.6%	1.9%	3.1%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield (gross)		0.0%	0.0%	0.0%	0.0%	0.0%
EV AND MKT CAP (EURm)	12/2018	12/2019	12/2020e	12/2021e	12/2022e	12/2023e
Price** (EUR)			19.40	26.30	26.30	26.30
Outstanding number of shares for main stock	2.0	2.0	2.4	2.4	2.4	2.4
Total Market Cap			47.3	64.1	64.1	64.1
Gross Financial Debt (+)	2.5	2.4	2.4	3.1	2.8	2.3
Cash & Marketable Securities (-)	-1.4	-1.8	-8.2	-5.8	-6.4	-7.5
Net Financial Debt	1.1	0.6	-5.8	-2.7	-3.6	-5.2
Lease Liabilities (+)						
Net Debt	1.1	0.6	-5.8	-2.7	-3.6	-5.2
Other EV components	0.6	0.6	0.6	0.6	0.6	0.6
Enterprise Value (EV adj.)			42.2	62.1	61.2	59.6

Source: Company, Banca Akros estimates.

Notes

* Where EBITDA (adj.) or EBITA (adj.) = EBITDA (or EBITA) +/- Non Recurrent Expenses/Income and where EBIT (adj.) = EBIT +/- Non Recurrent Expenses/Income - PPA amortisation

**Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years

***EPS (adj.) diluted = Net Profit (adj.)/Avg DIL. Ord. (+ Ord. equivalent) Shs. EPS (reported) = Net Profit reported/Avg DIL. Ord. (+ Ord. equivalent) Shs.

Sector: Telecommunications/Mobile

Company Description: Unidata SpA, listed on AIM Italia in March 2020, is an Italian local provider of ultra-broadband connectivity services to corporate and residential customers. It is an operator with integrated communication and cloud computing services. Unidata can be considered among the first movers in the optic fiber (Fiber To The Home FTTH) and radio (Fixed Wireless Access - FWA) infrastructure in Rome. The company as of 9M20 has over 2,765 km of FTTH optic fiber network covering Rome and province, for more than 50,000 real estate units and over 8,000 customers, thanks to a staff of over 80 people.

European Coverage of the Members of ESN

Aerospace & Defense	Mem(*)	Electronic & Electrical Eq.	Mem(*)	Sergeferrari Group	CIC	Cattolica Assicurazioni	BAK
Avio	BAK	Rexel	CIC	Spie	CIC	Generali	BAK
Leonardo	BAK	Fin. Serv. Holdings	Mem(*)	General Retailers	Mem(*)	Mapfre	GVC
Alternative Energy	Mem(*)	Cir	BAK	Emova Group	IAC	Net Insurance	BAK
Encavis Ag	CIC	Corp. Financiera Alba	GVC	Fnac Darty	CIC	Unipolsai	BAK
Plc	BAK	Digital Magics	BAK	Inditex	GVC	Materials, Construction	Mem(*)
Siemens Gamesa Re	GVC	Eurazeo	CIC	Maisons Du Monde	CIC	Acs	GVC
Voltalia	CIC	Ffp	CIC	Ovs	BAK	Aena	GVC
Automobiles & Parts	Mem(*)	Gbl	CIC	Unieuro	BAK	Astm	BAK
Brembo	BAK	Rallye	CIC	Healthcare	Mem(*)	Atlantia	BAK
Faurecia	CIC	Tip Tamburi Investment Partners	BAK	Abionyx Pharma	CIC	Buzzi Unicem	BAK
Ferrari	BAK	Wendel	CIC	Amplifon	BAK	Capelli	CIC
Fiat Chrysler Automobiles	BAK	Fin. Serv. Industrials	Mem(*)	Atrys Health	GVC	Cementir	BAK
Gestamp	GVC	Abitare In	BAK	Crossject	CIC	Clerhp Estructuras	GVC
Indelb	BAK	Dovalue	BAK	Diasorin	BAK	Eiffage	CIC
Landi Renzo	BAK	Nexi	BAK	El.En.	BAK	Ezentis	GVC
Michelin	CIC	Tinexta	BAK	Fermentalg	CIC	Fcc	GVC
Piaggio	BAK	Financial Services Banks	Mem(*)	Fine Foods	BAK	Ferrovial	GVC
Plastic Omnium	CIC	Amundi	CIC	Genfit	CIC	Groupe Adp	CIC
Sogefi	BAK	Anima	BAK	Guerbet	CIC	Groupe Poujoulat	CIC
Stellantis	BAK	Azimut	BAK	Korian	CIC	Groupe Sipi S.A.	CIC
Valeo	CIC	Banca Generali	BAK	Oncodesign	CIC	Herige	CIC
Banks	Mem(*)	Banca Ifis	BAK	Orpea	CIC	Hexaom	CIC
Banca Mps	BAK	Banca Mediolanum	BAK	Recordati	BAK	Imerys	CIC
Banco Sabadell	GVC	Banca Sistema	BAK	Shedir Pharma	BAK	Kaufman & Broad	IAC
Banco Santander	GVC	Bff Bank	BAK	Theraclion	CIC	Lafargeholcim	CIC
Bankia	GVC	Fincobank	BAK	Vetoquinol	CIC	Maire Tecnimont	BAK
Bankinter	GVC	Poste Italiane	BAK	Household Goods	Mem(*)	Mota Engil	CBI
Bbva	GVC	Food & Beverage	Mem(*)	Abeo	CIC	Obrascon Huarte Lain	GVC
Bnp Paribas	CIC	Advini	CIC	De Longhi	BAK	Sacyr	GVC
Bper	BAK	Bonduelle	CIC	Fila	BAK	Saint Gobain	CIC
Caixabank	GVC	Campari	BAK	Groupe Seb	CIC	Salcef	BAK
Credem	BAK	Danone	CIC	Industrial Engineering	Mem(*)	Sonae Industria	CBI
Credit Agricole Sa	CIC	Ebro Foods	GVC	Biesse	BAK	Tarkett	CIC
Creval	BAK	Enervit	BAK	Caf	GVC	Thermador Groupe	CIC
Intesa Sanpaolo	BAK	Fleury Michon	CIC	Carraro	BAK	Vicat	CIC
Liberbank	GVC	Italian Wine Brands	BAK	Cnh Industrial	BAK	Vinci	CIC
Mediobanca	BAK	Lanson-Bcc	CIC	Danieli	BAK	Webuild	BAK
Natixis	CIC	Laurent Perrier	CIC	Datalogic	BAK	Media	Mem(*)
Rothschild & Co	CIC	Ldc	CIC	Exel Industries	CIC	Arnoldo Mondadori Editore	BAK
Societe Generale	CIC	Orsero	BAK	Fincantieri	BAK	Atresmedia	GVC
Unicredit	BAK	Pernod Ricard	CIC	Haulotte Group	CIC	Cairo Communication	BAK
Basic Resources	Mem(*)	Remy Cointreau	CIC	Interpump	BAK	Digital Bros	BAK
Acerinox	GVC	Tipiak	CIC	Manitou	CIC	Gl Events	CIC
Altri	CBI	Vidrala	GVC	Prima Industrie	BAK	Il Sole 24 Ore	BAK
Arcelormittal	GVC	Vilmorin	CIC	Prysmian	BAK	Ipsos	CIC
Corticeira Amorim	CBI	Viscofan	GVC	Saes	BAK	Jodecaux	CIC
Ence	GVC	Vranken Pommeroy Monopole	CIC	Talgo	GVC	Lagardere	CIC
Semapa	CBI	Food & Drug Retailers	Mem(*)	Zardoya Otis	GVC	M6-Metropole Television	CIC
The Navigator Company	CBI	Carrefour	CIC	Industrial Transportation	Mem(*)	Mediaset	BAK
Tubacex	GVC	Casino Guichard-Perrachon	CIC	Bollere	CIC	Mediaset Espana	GVC
Verallia	CIC	Jeronimo Martins	CBI	Clasquin	IAC	Nrj Group	CIC
Chemicals	Mem(*)	Marr	BAK	Ctt	CBI	Publicis	CIC
Air Liquide	CIC	Sonae	CBI	Insurance	Mem(*)	Rcs Mediagroup	BAK
Arkema	CIC	General Industrials	Mem(*)	Axa	CIC	Teleperformance	CIC
Plasticos Compuestos	GVC	Cembre	BAK	Catalana Occidente	GVC	Tf1	CIC



Ubisoft	CIC	Esi Group	CIC	Sodexo	CIC
Vivendi	CIC	Exprivia	BAK	Sonae Capital	CBI
Vogo	CIC	Gigas Hosting	GVC	Trigano	CIC
Oil & Gas Producers	Mem(*)	Gpi	BAK	Utilities	Mem(*)
Ecoslops	CIC	Indra Sistemas	GVC	A2A	BAK
Eni	BAK	Lleida.Net	GVC	Acciona	GVC
Galp Energia	CBI	Neurones	CIC	Acea	BAK
Gas Plus	BAK	Reply	BAK	Albioma	CIC
Maurel Et Prom	CIC	Sii	CIC	Audax	GVC
Repsol	GVC	Sopra Steria Group	CIC	Derichebourg	CIC
Total	CIC	Visiativ	CIC	Edp	CBI
Oil Services	Mem(*)	Support Services	Mem(*)	Edp Renováveis	CBI
Cgg	CIC	Applus	GVC	Enagas	GVC
Gtt	CIC	Bureau Veritas	CIC	Endesa	GVC
Rubis	CIC	Cellnex Telecom	GVC	Enel	BAK
Saipem	BAK	Enav	BAK	Erg	BAK
Technipfmc Plc	CIC	Fiera Milano	BAK	Falck Renewables	BAK
Tecnicas Reunidas	GVC	Global Dominion	GVC	Greenalia	GVC
Tenaris	BAK	Inwit	BAK	Hera	BAK
Vallourec	CIC	Openjobmetis	BAK	Holaluz	GVC
Personal Goods	Mem(*)	Prosegur	GVC	Iberdrola	GVC
Basinet	BAK	Prosegur Cash	GVC	Iren	BAK
Brunello Cucinelli	BAK	Rai Way	BAK	Italgas	BAK
Cellularline	BAK	Technology Hardware & Eq.	Mem(*)	Naturgy	GVC
Cie Fin. Richemont	CIC	Memscap	IAC	Red Electrica Corporacion	GVC
Geox	BAK	Osmosis	CIC	Ren	CBI
Hermes Intl.	CIC	Stmicroelectronics	BAK	Snam	BAK
Interparfums	CIC	Tier 1 Technology	GVC	Solaria	GVC
Kering	CIC	Telecommunications	Mem(*)	Terna	BAK
L'Oreal	CIC	Bouygues	CIC		
Lvmh	CIC	Euskaltel	GVC		
Moncler	BAK	Iliad	CIC		
Monnalisa	BAK	Nos	CBI		
Safilo	BAK	Orange	CIC		
Salvatore Ferragamo	BAK	Retelit	BAK		
Smcp	CIC	Telecom Italia	BAK		
Swatch Group	CIC	Telefonica	GVC		
Technogym	BAK	Tiscali	BAK		
Tod'S	BAK	Vodafone	BAK		
Real Estate	Mem(*)	Travel & Leisure	Mem(*)		
Igd	BAK	Accor	CIC		
Lar España	GVC	Autogrill	BAK		
Merlin Properties	GVC	Beneteau	CIC		
Quabit Immobiliaria	GVC	Codere	GVC		
Realia	GVC	Compagnie Des Alpes	CIC		
Software & Computer Ser.	Mem(*)	Edreams Odigeo	GVC		
Agile Content	GVC	Elior	CIC		
Akka Technologies	CIC	Europcar	CIC		
Alten	CIC	Fdj	CIC		
Amadeus	GVC	Groupe Partouche	IAC		
Atos	CIC	I Grandi Viaggi	BAK		
Axway Software	CIC	Ibersol	CBI		
Capgemini	CIC	Int. Airlines Group	GVC		
Cast	CIC	Melia Hotels International	GVC		
Catenon	GVC	Nh Hotel Group	GVC		
Ekinops	CIC	Pierre Et Vacances	CIC		

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as at 29 January 2021



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(**) excluding: strategists, macroeconomists, heads of research not covering specific stocks, credit analysts, technical analysts

Il presente documento è stato redatto da Andrea Bonfà e Andrea Devita (soci AIAF) che svolgono funzioni di analista presso Banca Akros SpA ("Banca Akros"), soggetto responsabile della produzione del documento stesso. **Esso è prodotto e distribuito dal giorno 24 March 2021, ore 11:03 italiane.**

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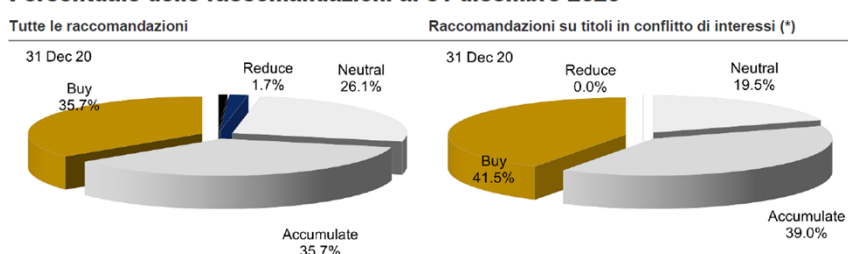
<http://www.bancaakros.it/menu-informativa/analisi-finanziaria-e-market-abuse.aspx>

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Percentuale delle raccomandazioni al 31 dicembre 2020



(*) Si informa che la percentuale degli emittenti in potenziale conflitto di interessi con Banca Akros è pari al 35.65% del totale degli emittenti oggetto di copertura

Recommendation history for UNIDATA

Date	Recommendation	Target price	Price at change date
24-Mar-21	Buy	35.00	26.30

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows Banca Akros continuing coverage of this stock; the current analyst may or may not have covered it over the entire period.

Current analyst: Andrea Bonfà (since 24/03/2021)



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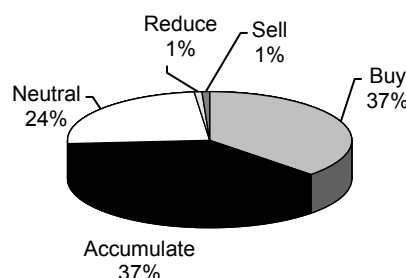
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- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12-month
- **Neutral:** the stock is expected to generate total return of **-5% to +5%** during the next 12-month
- **Reduce:** the stock is expected to generate total return of **-5% to -15%** during the next 12-month
- **Sell:** the stock is expected to generate total return **under -15%** during the next 12-month
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Note: a certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets.

Banca Akros Ratings Breakdown



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website [Link](#)

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