



UNIDATA – Key Figures						
<b>Profit &amp; Loss (Eu mn)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
Sales	13	23	37	52	112	124
EBITDA	5	9	14	15	25	29
EBIT	2	5	9	10	17	20
Financial Income (charges)	-0	-0	-0	-0	-4	-3
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	2	5	9	10	14	17
Taxes	-1	-1	-1	-3	-4	-5
Tax rate	28.8%	29.3%	11.1%	30.0%	30.0%	29.0%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	1	3	8	7	10	12
EBITDA Adj	5	9	14	15	25	29
EBIT Adj	2	5	9	10	17	20
Net Profit Adj	1	3	8	7	10	12
<b>Per Share Data (Eu)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
Total Shares Outstanding (mn) - Average	2	2	2	3	3	3
Total Shares Outstanding (mn) - Year End	2	2	3	3	3	3
EPS f.d	0.700	1.370	3.182	2.681	3.807	4.894
EPS Adj f.d	0.700	1.370	3.182	2.681	3.807	4.894
BVPS f.d	6.165	8.748	11.779	13.788	17.496	22.200
Dividend per Share ORD	0.000	0.000	0.100	0.100	0.190	0.245
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	0.0%	0.0%	3.1%	3.7%	5.0%	5.0%
<b>Cash Flow (Eu mn)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
Gross Cash Flow	4	7	13	12	17	21
Change in NWC	4	6	-4	0	1	0
Capital Expenditure	-8	-11	-14	-14	-14	-17
Other Cash Items	0	-1	-0	0	0	0
Free Cash Flow (FCF)	1	1	-5	-2	4	5
Acquisitions, Divestments & Other Items	0	0	0	0	-50	0
Dividends	0	0	0	-0	-0	-0
Equity Financing/Buy-back	0	6	-0	1	0	0
Change in Net Financial Position	-3	8	-6	-1	-46	4
<b>Balance Sheet (Eu mn)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
Total Fixed Assets	27	35	44	53	110	118
Net Working Capital	4	-2	-1	-2	-3	-3
Long term Liabilities	-15	-15	-12	-12	-12	-12
Net Capital Employed	16	18	31	40	95	102
Net Cash (Debt)	-4	3	-2	-3	-49	-45
Group Equity	12	21	29	35	44	56
Minorities	0	0	0	0	0	0
Net Equity	12	21	29	35	44	56
<b>Enterprise Value (Eu mn)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
Average Mkt Cap		43	93	128	128	128
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	-4	3	-2	-3	-49	-45
Enterprise Value		39	95	132	178	173
<b>Ratios (%)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
EBITDA Adj Margin	38.5%	36.7%	38.1%	29.0%	22.5%	23.6%
EBIT Adj Margin	15.8%	20.8%	24.6%	19.3%	15.6%	16.5%
Gearing - Debt/Equity	33.3%	-15.9%	7.7%	9.8%	111.1%	79.7%
Interest Cover on EBIT	17.1	44.7	32.1	33.4	4.8	6.9
Net Debt/EBITDA Adj	0.8	-0.4	0.2	0.2	2.0	1.5
ROACE*	18.0%	28.2%	36.9%	28.2%	25.9%	20.7%
ROE*	15.5%	19.9%	31.1%	21.3%	24.3%	24.7%
EV/CE		2.3	3.9	3.7	2.6	1.8
EV/Sales		1.7	2.6	2.5	1.6	1.4
EV/EBITDA Adj		4.6	6.7	8.8	7.0	5.9
EV/EBIT Adj		8.1	10.4	13.2	10.2	8.5
Free Cash Flow Yield	0.5%	0.6%	-4.1%	-1.2%	3.4%	3.8%
<b>Growth Rates (%)</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022E</b>	<b>2023E</b>	<b>2024E</b>
Sales	14.4%	77.2%	58.1%	40.0%	116.7%	10.4%
EBITDA Adj	32.5%	69.0%	64.1%	6.6%	68.1%	15.8%
EBIT Adj	-9.4%	132.7%	87.4%	10.1%	74.2%	17.2%
Net Profit Adj	-12.6%	139.7%	133.7%	-13.2%	42.0%	28.6%
EPS Adj	-12.6%	95.7%	132.3%	-15.7%	42.0%	28.6%
DPS			nm	0.0%	90.3%	28.6%

\*Excluding extraordinary items

Source: Intermonte SIM estimates







## Change to Estimates

**On FY23-25, our new estimates lead to a mid-to-high teen increase in EPS.** The new FY22 target leads to a 12% increase in the top line (at €51.8mn), offset by lower profitability (c.29%) with no change in absolute EBITDA (still at c.€15mn) while we assume lower D&A (c.€5.0mn). As for YE22 net debt, we are factoring in a €1.2mn cash-in from the exercise of the last tranche of UD warrants in November, leading to c.294k additional shares (at a strike price of €16.9).

### Unidata – Change in Estimates

Eu mn	'21A	New Estimates				Old Estimates				New vs Old			
		'22E	'23E	'24E	25E	'22E	'23E	'24E	25E	'22E	'23E	'24E	25E
Services	14.5	13.7	17.0	23.2	30.4								
Fiber Infra.	13.6	28.6	38.2	34.9	33.2								
Other revs.	7.2	5.9	4.6	4.0	1.5								
Managed Servs.	1.6	3.6	6.0	9.0	10.0								
<b>VoP (standalone)</b>	<b>37.0</b>	<b>51.8</b>	<b>65.8</b>	<b>71.1</b>	<b>75.1</b>	<b>46.1</b>	<b>56.5</b>	<b>72.1</b>	<b>87.8</b>	<b>12%</b>	<b>17%</b>	<b>-1%</b>	<b>-14%</b>
TWT revenues	-	-	46.4	52.8	56.4								
<b>VoP (combined)</b>	<b>37.0</b>	<b>51.8</b>	<b>112.3</b>	<b>124.0</b>	<b>131.5</b>	<b>46.1</b>	<b>56.5</b>	<b>72.1</b>	<b>87.8</b>	<b>12%</b>	<b>99%</b>	<b>72%</b>	<b>50%</b>
YoY growth	59.9%	40.0%	116.7%	10.4%	6.1%	24.5%	22.6%	27.7%	21.7%				
<b>EBITDA</b>	<b>14.1</b>	<b>15.0</b>	<b>25.3</b>	<b>29.3</b>	<b>34.6</b>	<b>14.9</b>	<b>18.2</b>	<b>22.7</b>	<b>27.5</b>	<b>1%</b>	<b>39%</b>	<b>29%</b>	<b>26%</b>
YoY growth	64.1%	6.6%	68.1%	15.8%	18.2%	5.6%	22.3%	24.6%	21.5%				
as % of VoP	38.1%	29.0%	22.5%	23.6%	26.3%	32.3%	32.2%	31.4%	31.4%				
D&A	(5.0)	(5.0)	(7.8)	(8.8)	(10.6)	(6.8)	(6.7)	(7.1)	(8.6)				
<b>EBIT</b>	<b>9.1</b>	<b>10.0</b>	<b>17.5</b>	<b>20.5</b>	<b>24.0</b>	<b>8.1</b>	<b>11.5</b>	<b>15.6</b>	<b>18.9</b>	<b>24%</b>	<b>51%</b>	<b>31%</b>	<b>27%</b>
as % of VoP	24.6%	19.3%	15.6%	16.5%	18.3%	17.6%	20.4%	21.6%	21.6%				
<b>PBT</b>	<b>8.8</b>	<b>9.7</b>	<b>13.8</b>	<b>17.5</b>	<b>21.3</b>	<b>8.0</b>	<b>11.4</b>	<b>15.4</b>	<b>18.7</b>	<b>21%</b>	<b>21%</b>	<b>14%</b>	<b>14%</b>
as % of VoP	23.8%	18.8%	12.3%	14.1%	16.2%	17%	20%	21%	21%				
<b>Net income</b>	<b>7.8</b>	<b>6.8</b>	<b>9.7</b>	<b>12.4</b>	<b>15.1</b>	<b>5.8</b>	<b>8.2</b>	<b>11.1</b>	<b>13.6</b>	<b>18%</b>	<b>18%</b>	<b>12%</b>	<b>11%</b>
as % of VoP	21.2%	13.1%	8.6%	10.0%	11.5%	13%	14%	15%	15%				
<b>EPS (€)</b>	<b>€ 3.18</b>	<b>€ 2.68</b>	<b>€ 3.81</b>	<b>€ 4.89</b>	<b>€ 5.97</b>	<b>€ 2.26</b>	<b>€ 3.21</b>	<b>€ 4.35</b>	<b>€ 5.33</b>	<b>18%</b>	<b>18%</b>	<b>13%</b>	<b>12%</b>
DPS (€)	€ 0.10	€ 0.10	€ 0.19	€ 0.24	€ 0.30	€ 0.10	€ 0.16	€ 0.22	€ 0.27				
payout	3%	4%	5%	5%	5%	4%	5%	5%	5%				
CapEx	(13.9)	(13.9)	(14.4)	(16.6)	(18.1)	(13.9)	(14.4)	(16.6)	(18.1)	0%	0%	0%	0%
as % of VoP	37.6%	26.8%	12.8%	13.4%	13.8%	30.1%	25.5%	23.1%	20.6%				
<b>Net Debt</b>	<b>2.2</b>	<b>3.4</b>	<b>49.3</b>	<b>44.9</b>	<b>42.3</b>	<b>3.6</b>	<b>4.4</b>	<b>4.6</b>	<b>2.5</b>				
ND/EBITDA	0.2x	0.2x	2.0x	1.5x	1.2x	0.2x	0.2x	0.2x	0.1x				

Source: Intermonte SIM (E), Company Data (A)



## Valuation Multiples

The stock is currently trading at c.10-11x EV/EBIT '23E (in our view, this is a more meaningful metric to capture D&A associated with different investment profiles), which we believe represents an attractive entry point (Italian peers trading at c.14x).

### Peer Multiple Valuation

Company	Currency	Price	Mkt. Cap (Eu mn)	Abs. Perf. (%)				EV/Sales (x)			EV/EBITDA (x)			EV/EBIT (x)			Adj. PE (x)			Div. Yield (%)		
				1m	3m	6m	Ytd	'22E	'23E	'24E	'22E	'23E	'24E	'22E	'23E	'24E	'22E	'23E	'24E	'22E	'23E	'24E
Unidata (@mkt price, our est.)	EUR	52.8	134	5%	7%	8%	-5%	2.7	1.6	1.4	9.2	7.3	6.1	13.7	10.5	8.7	19.7	13.9	10.8	0.2%	0.4%	0.5%
Unidata (@mkt price, cons.)	EUR	52.8	134	5%	7%	8%	-5%	2.7	2.4	1.9	8.4	7.9	6.2	13.8	11.9	8.8	20.6	16.8	12.3	0.2%	0.2%	0.3%
Unidata(@ TP, our est.)	EUR	78	198	5%	7%	8%	-5%	3.9	2.2	2.0	13.4	9.8	8.3	20.1	14.2	11.9	29.1	20.5	16.0	0.1%	0.2%	0.3%
Intrted SpA	EUR	12.70	201	0%	-13%	-20%	-33%	4.4	3.8	3.2	10.4	8.8	7.6	16.3	14.1	12.1	21.4	19.0	16.4	0.5%	0.5%	0.6%
Planetel Sp.A.	EUR	6.00	41	-1%	-13%	-17%	-37%	1.4	1.0	0.8	6.6	4.4	2.7	17.1	8.8	4.6	20.3	12.7	8.3	0.0%	0.0%	0.0%
Convergenze SpA	EUR	2.50	19	-4%	-4%	-3%	-19%	1.0	0.9	0.8	12.9	6.4	5.3	85.9	14.1	11.8	n.m	n.m	n.m	0.0%	0.0%	0.0%
<b>Italian Regional FTTH players - Median</b>								<b>1.4</b>	<b>1.0</b>	<b>0.8</b>	<b>10.4</b>	<b>6.4</b>	<b>5.3</b>	<b>17.1</b>	<b>14.1</b>	<b>11.8</b>	<b>20.8</b>	<b>15.8</b>	<b>12.3</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>
United Internet AG	EUR	20.20	3,919	5%	-8%	-34%	-42%	1.0	1.0	0.9	4.6	4.5	4.2	7.6	7.7	7.1	8.7	8.8	8.1	2.6%	2.6%	2.6%
Cogent Communications Holdings Inc	USD	57.87	2,639	7%	8%	-4%	-21%	6.0	5.8	4.9	15.5	14.8	12.7	31.0	29.2	25.4	85.8	66.0	45.3	6.1%	6.8%	6.9%
Chorus Limited	NZD	8.11	2,178	4%	3%	12%	14%	6.1	6.2	6.2	8.8	9.0	9.0	24.1	24.9	23.4	58.5	55.1	44.7	4.3%	5.2%	5.9%
WideOpenWest, Inc.	USD	9.84	819	-5%	-44%	-55%	-54%	2.2	2.3	2.3	5.6	5.5	5.1	38.0	21.1	21.1	46.7	22.8	30.1	0.0%	0.0%	0.0%
Bredband2 i Skandinavien AB	SEK	1.42	125	-4%	1%	-33%	-34%	1.0	1.0	0.9	6.4	6.1	5.9	16.3	14.2	12.1	13.1	12.1	10.9	7.0%	7.0%	14.1%
<b>Intl. Regional FTTH players - Median</b>								<b>4.1</b>	<b>4.0</b>	<b>3.6</b>	<b>7.6</b>	<b>7.5</b>	<b>7.4</b>	<b>27.6</b>	<b>23.0</b>	<b>22.2</b>	<b>52.6</b>	<b>38.9</b>	<b>37.4</b>	<b>5.2%</b>	<b>6.0%</b>	<b>6.4%</b>
Equinix, Inc.	USD	684.27	60,148	12%	8%	1%	-19%	10.5	9.7	9.0	22.6	20.9	19.2	63.4	56.5	46.8	86.3	76.4	64.6	1.8%	2.0%	2.1%
Digital Realty Trust, Inc.	USD	109.16	29,813	13%	-8%	-19%	-38%	10.1	9.5	9.1	19.1	18.5	17.5	71.0	59.5	51.2	75.9	84.5	67.0	4.4%	4.6%	4.8%
OVH Groupe SAS	EUR	14.10	2,686	6%	15%	-24%	-45%	4.1	3.7	3.2	10.9	9.6	8.2	163.1	89.1	53.2	535.4	238.0	88.7	0.0%	0.0%	0.0%
WIIT SpA	EUR	18.6	521	21%	5%	-11%	-48%	5.9	5.2	4.7	17.3	14.6	12.6	37.4	28.4	23.0	40.2	29.9	24.2	1.5%	1.8%	2.0%
<b>Intl. Datacenter Co-locators - Median</b>								<b>8.0</b>	<b>7.4</b>	<b>6.8</b>	<b>18.2</b>	<b>16.5</b>	<b>15.1</b>	<b>67.2</b>	<b>58.0</b>	<b>49.0</b>	<b>81.1</b>	<b>80.4</b>	<b>65.8</b>	<b>1.7%</b>	<b>1.9%</b>	<b>2.1%</b>
Lumen Technologies, Inc.	USD	5.20	5,110	-12%	-47%	-55%	-59%	1.4	1.7	1.8	3.7	4.7	4.8	6.8	11.9	12.6	3.2	6.5	6.7	14.4%	1.8%	0.8%
Tata Communications Limited	INR	1294.55	4,376	2%	5%	38%	-10%	2.5	2.2	2.0	10.0	8.8	7.8	19.4	16.4	14.4	22.0	20.3	18.2	1.5%	1.7%	2.0%
<b>Intl. Long-Distance Carriers - Median</b>								<b>2.0</b>	<b>2.0</b>	<b>1.9</b>	<b>6.9</b>	<b>6.7</b>	<b>6.3</b>	<b>13.1</b>	<b>14.1</b>	<b>13.5</b>	<b>12.6</b>	<b>13.4</b>	<b>12.5</b>	<b>7.9%</b>	<b>1.8%</b>	<b>1.4%</b>
<b>Average Selected Peers</b>								<b>3.1</b>	<b>3.0</b>	<b>2.7</b>	<b>9.0</b>	<b>7.1</b>	<b>6.9</b>	<b>22.4</b>	<b>18.6</b>	<b>17.9</b>	<b>36.7</b>	<b>27.4</b>	<b>24.9</b>	<b>3.4%</b>	<b>1.8%</b>	<b>1.7%</b>

Source: Intermonte SIM (E), FactSet (C)



## Unidata in Brief

### Company description

With a track record of 37 years in the ITC sector, **Unidata (UD)** is today an ultrafast broadband, Cloud and IoT provider for business/government/residential clientele in Lazio region. The company has an advanced FTTH network, covering over 5,200km and connecting 250k properties. Since 2018 UD has invested over €50mn to build and expand the network, strengthening its presence in the Rome area, Italy's main market with growing demand for ultrafast broadband services from the public sector, households and SME. UD shares have been listed on Euronext Growth Milan since March 2020.

### Strengths/Opportunities

- Attractive risk-return profile with scalable business model
- Cutting edge fibre network in strategic locations
- TWT value creation and expansion in Northern Italy
- Connectivity boost from NRRP plan
- Italy FTTH market still seriously under-penetrated
- Greater financial flexibility from smart co-investment model

### Unidata – Key Initiatives to reshape business profile



Source: Company presentation

### Unidata – 2023-25 Business Plan Targets

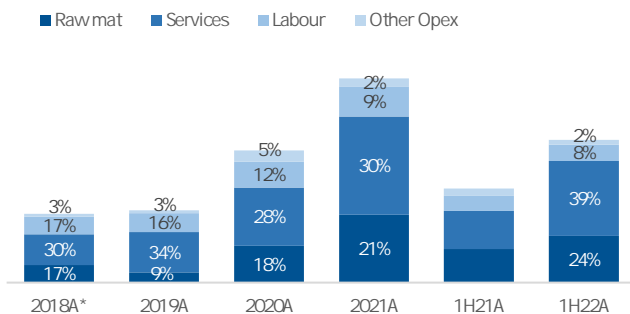
	UNIDATA				UNIDATA + TWT		
	2021A	2022F	2025W	2025B	2022F Agg.	2025W	2025B
Revenues	-€ 37mn	-€ 51.8mn	-€ 72mn	-€ 75mn	-€ 110.7mn	-€ 128mn	-€ 134mn
CAGR 22-25 (%)			-12%	-13%		-5%	-7%
EBITDA	-€ 14mn	-€ 15.1mn	-€ 23mn	-€ 25mn	-€ 22.1mn	-€ 34mn	-€ 36mn
CAGR 22-25 (%)			-15%	-18%		-15%	-18%
EBITDA margin (%)	-38%	-29%	-32%	-33%	-20%	-26%	-27%

2024E adj. revenue and EBITDA expected to be substantially in line with targets communicated in Nov-2021

Indicative combined entity's targets incl. acquisition financing, synergies and voice trading optimization

Source: Company presentation

### Unidata – OpEx Breakdown 2018-1H22 (% of VoP)



Source: Company data (\*ITA GAAP)

### Management

**CEO:** Renato Brunetti  
**Chairman:** Renato Brunetti  
**CFO:** Roberto Giacometti  
**Next BoD renewal:** end of 2023  
**BoD independent members:** 2/7  
**Women on board:** 2/7

### Shareholders

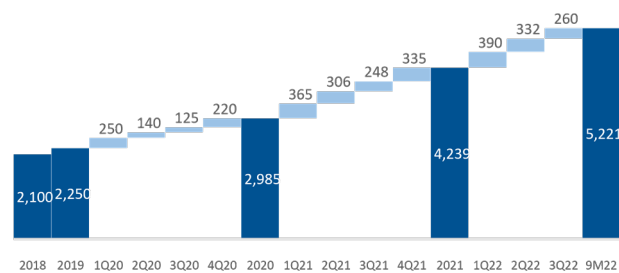
Uninvest S.r.l. *	68.98%
R. Brunetti	2.43%
C. Bianchi	2.43%
M. Vispi	2.44%
G. Rossini	2.04%
Market	21.68%

\*Equally owned by the shareholders R. Brunetti, M. Vispi and C. Bianchi.

### Weaknesses/Threats

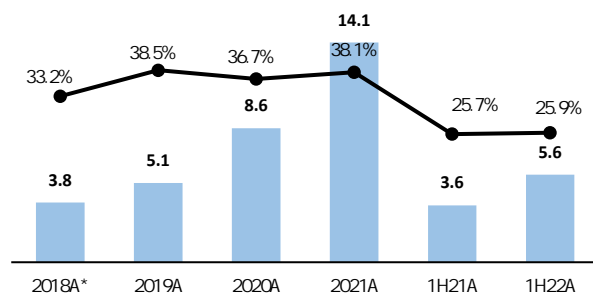
- Overreliance on highly-experienced key manager
- SMEs typically more heavily penalised during economic downturns
- Fierce competition in the Telco segment with pricing pressure
- Customers and churn rate may fluctuate and cause volatility
- Keeping up with business growth may require additional investment

### Unidata – Network Length (km)



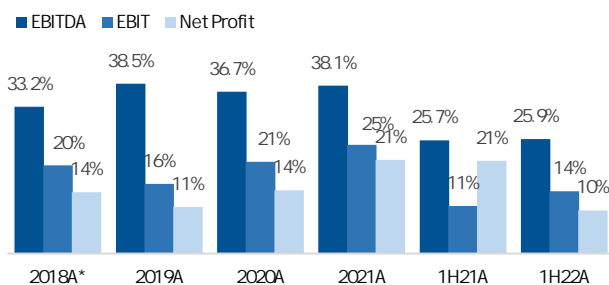
Source: Company data

### Unidata – EBITDA Trend 2018-1H22 (Eu mn, % on VoP)



Source: Company data (\*ITA GAAP)

### Unidata - EBITDA, EBIT and Net Income as % of VoP



Source: Intermonte SIM (E), Company Data (A)

<b>DETAILS ON STOCKS RECOMMENDATION</b>			
<b>Stock NAME</b>	<b>UNIDATA</b>		
Current Recomm:	BUY	Previous Recomm:	BUY
Current Target (Eu):	78.00	Previous Target (Eu):	65.00
Current Price (Eu):	50.60	Previous Price (Eu):	48.80
Date of report:	06/12/2022	Date of last report:	26/10/2022