

## UNIDATA

Sector: Tech

### Positive FY22 results; all set for the *translisting* to STAR

The full set of FY22 results were positive and broadly in line with preliminary figures disclosed in January (EBITDA +7% higher due to auditing effect). We believe that additional expected synergies from the TWT deal may arise from the update of the new business plan during 2023. We think that the intention to grow in proprietary infrastructure network, also outside Lazio, is a strong tailwind factor that allows to better exploit the rich TWT's customer base spread across Italy. The new capital injections should support the infrastructure projects and has lifted the free float for the upcoming transition to STAR segment. This should trigger an increase in visibility and trading volumes. Our new estimates factor in the change in the Unidata's capital mix after the Eu15.1mn capital increase (from previous Eu50mn). Other estimates are broadly unchanged. Unidata is currently trading at a 23E EV/EBITDA of 5.7x or at severe discount of 45% vs Intred. We confirm our BUY rating. Our mark-to-market DCF model and SOP delivers a Target Price of Eu66 from Eu72/share (70% upside).

- FY22 sales were in line with preliminary figure, EBITDA slightly above. DPS of Eu0.1.** Unidata reported the full set of FY22 results on the back of preliminary figures released last January. FY22 top line came in at Eu51.3mn (+40% yoy) and broadly in line with preliminary figure (Eu51.8mn). EBITDA stood at Eu16.2mn (+15% yoy) with 31.6% margin (from Eu14.1mn/38.1% margin) and 7% better than preliminary due to auditing effect. The yoy compressed profitability is due to the strong increase in infrastructure development activity (services doubled to Eu22.2mn) with a lower associated profitability compared to other business units. EBIT increased by +18% yoy to Eu10.7mn (20.9% margin) with adj. net income of Eu7.5mn, up from 2021 of Eu6mn and +16% better than our estimate. Net debt at YE22 was Eu8.5mn (vs. Eu5.8mn in 9M22), mainly due to the payment of a deposit for the TWT acquisition of Eu2.8mn. In connectivity business, the number of consumers had a remarkable increase (+35% yoy), in line with Unidata's strategy to further penetrate the retail market. Business and Wholesale increased by 8% yoy, topping total customers to 17,187 units. Km of fiber infrastructure advanced in the last quarter, in line with historical trend, reaching more than 5,450km (+240km added in 4Q22). The BoD proposed the distribution of a DPS of Eu0.1, in line with last year.
- Fresh capital to support project's roll-out and the *translisting* to STAR.** The capital increase of Eu15.1mn (made at Eu42 ps) together with new debt of 40mn strengthen the financial profile of Unidata after the TWT deal (finalized last Feb.) and in view of Unifiber/Unicenter/Unitirreno projects. During the ccall, the mgmt. highlighted that a new updated BP, which factors-in full-set of synergies from TWT deal, should be unveiled during the year. Investments into proprietary fiber infrastructure outside Lazio is also on the cards to better exploit the rich portfolio of customers of TWT in Italy (33k units). After the capital increase reserved to TWT's co-founder Michela Colli for Eu8mn, Unidata reached the free float of 38.79% (including treasury shares), eligible for the *translisting* to the STAR segment expected to be completed in the coming months.
- Update of capital mix.** Our new estimates factor in the capital increase of Eu15.1mn (from Eu50mn previous) and the new debt of Eu40mn. Other figures are broadly unchanged. All in all, revenues should grow to Eu131.4mn in 2025E, (+36.8% CAGR 22-25E, of which +13% organic) with EBITDA of Eu35.9mn (+30.2% CAGR 22-25E). Our net debt position for FY25E lands in the region of Eu30.5mn. We believe that despite the increase in the level of debt, Unidata has still margin of maneuver (FY23/25E net debt/EBITDA of 1.4/0.8x).
- BUY reiterated, TP to 66/share (from 72).** We confirm our BUY rating. Our mark-to-market DCF model and SOP (based on 2024 figures) deliver a Target Price of Eu66 from Eu72/share (70% upside). Unidata is currently trading at a 23E EV/EBITDA of 5.7x or at severe discount of 45% vs Intred. We believe that the TWT merger, the two transformational projects and the plan to *translist* to the STAR segment from EGM should trigger an increase in visibility and trading volumes.

## BUY

Unchanged

### TP 66.0

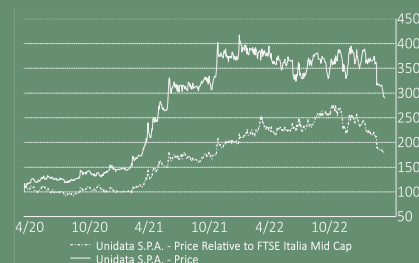
From 72.0

Target price upside 70%

Change in EPS est.	FY23E	FY24E
	14%	17%

Ticker (BBG, Reut)	UD IM	UD MI
Share price Ord. (Eu)		38.8
N. of Ord. shares (mn)		3.1
Total N. of shares (mn)		3.1
Market cap (Eu mn)		120
Total Market Cap (Eu mn)		120
Free Float Ord. (%)		31%
Free Float Ord. (Eu mn)		38
Daily AVG liquidity Ord. (Eu k)		66

	1M	3M	12M
Absolute Perf.	-21.3%	-20.5%	-23.7%
Rel.to FTSEMIDCap	-17.7%	-26.6%	-26.2%
52 weeks range		39.2	52.8



	FY22A	FY23E	FY24E
Sales	51	105	117
EBITDA	16.2	28.5	31.9
Net profit	7.5	14.5	15.7
EPS adj.	3.000	5.159	5.076
DPS - Ord.	0.100	0.100	0.100
EV/EBITDA	7.9x	5.7x	6.1x
P/E adj.	16.6x	8.3x	9.1x
Dividend yield	0.2%	0.3%	0.3%
FCF yield	nm	10.6%	7.0%
Net debt/(Net cash)	8.5	39.4	39.2
Net debt/EBITDA	0.5x	1.4x	1.2x

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## Key Data (IFRS)

P&L account (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Total Revenues	37.0	51.3	104.9	117.2	131.4
Gross margin	na	na	na	na	na
EBITDA reported	14.1	16.2	28.5	31.9	35.9
D&A	(5.0)	(5.5)	(6.9)	(8.4)	(8.7)
EBIT reported	9.1	10.7	21.6	23.5	27.2
Net financial charges	(0.3)	(0.1)	(1.4)	(1.7)	(0.6)
Associates	0.0	0.0	0.0	0.0	0.0
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit	8.8	10.7	20.2	21.8	26.6
Taxes	(1.0)	(3.1)	(5.6)	(6.1)	(7.4)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	7.8	7.5	14.5	15.7	19.2
<b>EBITDA adjusted</b>	<b>14.1</b>	<b>16.2</b>	<b>28.5</b>	<b>31.9</b>	<b>35.9</b>
<b>EBIT adjusted</b>	<b>9.1</b>	<b>10.7</b>	<b>21.6</b>	<b>23.5</b>	<b>27.2</b>
<b>Net profit adjusted</b>	<b>6.0</b>	<b>7.5</b>	<b>14.5</b>	<b>15.7</b>	<b>19.2</b>

Margins (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Gross margin	nm	nm	nm	nm	nm
EBITDA margin (adj)	38.1%	31.6%	27.2%	27.2%	27.3%
EBIT margin (adj)	24.6%	20.9%	20.6%	20.1%	20.7%
Pre-tax margin	23.8%	20.7%	19.2%	18.6%	20.3%
Net profit margin (adj)	16.3%	14.6%	13.8%	13.4%	14.6%

Growth rates (%)	FY21A	FY22A	FY23E	FY24E	FY25E
Sales	57.9%	38.8%	104.2%	11.8%	12.0%
EBITDA	63.4%	15.2%	75.6%	11.9%	12.4%
EBITDA adjusted	63.4%	15.2%	75.6%	11.9%	12.4%
EBIT	86.1%	17.8%	101.2%	9.0%	15.6%
EBIT adjusted	86.1%	17.8%	101.2%	9.0%	15.6%
Pre-tax	84.4%	20.8%	89.2%	8.0%	22.2%
Net profit	131.2%	-4.3%	93.4%	8.0%	22.2%
Net profit adjusted	78.2%	24.2%	93.4%	8.0%	22.2%

Per share data	FY21A	FY22A	FY23E	FY24E	FY25E
Shares	2.465	2.538	3.088	3.088	3.088
N. of shares AVG	2.465	2.501	2.813	3.088	3.088
N. of shares diluted AVG	2.465	2.501	2.813	3.088	3.088
<b>EPS</b>	<b>3.182</b>	<b>3.000</b>	<b>5.159</b>	<b>5.076</b>	<b>6.203</b>
<b>EPS adjusted</b>	<b>2.452</b>	<b>3.000</b>	<b>5.159</b>	<b>5.076</b>	<b>6.203</b>
<b>DPS - Ord.</b>	<b>0.100</b>	<b>0.100</b>	<b>0.100</b>	<b>0.100</b>	<b>0.100</b>
DPS - Sav.	0.000	0.000	0.000	0.000	0.000
BVPS	11.780	14.760	26.412	29.036	35.139

Enterprise value (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Share price Ord. (Eu)	37.5	49.1	38.8	38.8	38.8
Market cap	92.5	124.6	119.8	142.9	142.9
Net debt/(Net cash)	2.2	8.5	39.4	39.2	30.5
Adjustments	(10.8)	(4.6)	3.5	13.7	19.3
Enterprise value	83.9	128.4	162.7	195.8	192.7

Cash flow (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
EBITDA adjusted	14.1	16.2	28.5	31.9	35.9
Net financial charges	(0.3)	(0.1)	(1.4)	(1.7)	(0.6)
Cash taxes	(1.0)	(0.1)	(5.6)	(6.1)	(7.4)
Ch. in Working Capital	(4.7)	(6.3)	4.5	(0.4)	0.3
Other operating items	0.5	(3.0)	0.3	(0.7)	0.4
<b>Operating cash flow</b>	<b>8.6</b>	<b>6.8</b>	<b>26.3</b>	<b>23.0</b>	<b>28.6</b>
Capex	(13.9)	(11.2)	(13.6)	(13.0)	(13.5)
<b>FCF</b>	<b>(5.3)</b>	<b>(4.4)</b>	<b>12.7</b>	<b>10.0</b>	<b>15.1</b>
Disposals/Acquisitions	0.0	0.0	(58.0)	0.0	0.0
Changes in Equity	0.0	0.4	23.1	0.0	0.0
Others	(0.2)	(2.1)	(8.5)	(9.5)	(6.0)
Dividends	(0.2)	(0.2)	(0.3)	(0.3)	(0.3)
<b>Ch. in NFP</b>	<b>(5.7)</b>	<b>(6.3)</b>	<b>(30.9)</b>	<b>0.2</b>	<b>8.7</b>

Ratios (%)	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Capex/Sales</b>	<b>37.6%</b>	<b>21.7%</b>	<b>13.0%</b>	<b>11.1%</b>	<b>10.3%</b>
Capex/D&A	2.8x	2.0x	2.0x	1.5x	1.6x
FCF/EBITDA	-37.5%	-26.9%	44.5%	31.3%	42.0%
FCF/Net profit	-67.3%	nm	87.4%	63.7%	78.6%
<b>Dividend pay-out</b>	<b>3.1%</b>	<b>3.3%</b>	<b>2.1%</b>	<b>2.0%</b>	<b>1.6%</b>

Balance sheet (Eu mn)	FY21A	FY22A	FY23E	FY24E	FY25E
Working capital	(1.3)	1.1	(3.4)	(3.0)	(3.3)
Fixed assets	44.6	55.7	128.8	142.9	153.7
Provisions & others	(12.0)	(11.4)	(11.8)	(11.1)	(11.4)
<b>Net capital employed</b>	<b>31.3</b>	<b>45.4</b>	<b>113.7</b>	<b>128.9</b>	<b>139.0</b>
<b>Net debt/(Net cash)</b>	<b>2.2</b>	<b>8.5</b>	<b>39.4</b>	<b>39.2</b>	<b>30.5</b>
Equity	29.0	36.9	74.3	89.7	108.5
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY21A	FY22A	FY23E	FY24E	FY25E
<b>Working capital/Sales</b>	<b>-3.6%</b>	<b>2.2%</b>	<b>-3.2%</b>	<b>-2.5%</b>	<b>-2.5%</b>
<b>Net debt/Equity</b>	<b>7.7%</b>	<b>23.0%</b>	<b>53.0%</b>	<b>43.8%</b>	<b>28.1%</b>
<b>Net debt/EBITDA</b>	<b>0.2x</b>	<b>0.5x</b>	<b>1.4x</b>	<b>1.2x</b>	<b>0.8x</b>

Valuation	FY21A	FY22A	FY23E	FY24E	FY25E
<b>EV/CE</b>	<b>1.9x</b>	<b>2.3x</b>	<b>1.3x</b>	<b>1.4x</b>	<b>1.3x</b>
P/BV	3.2x	3.4x	1.6x	1.6x	1.3x
EV/Sales	2.3x	2.5x	1.6x	1.7x	1.5x
EV/EBITDA	6.0x	7.9x	5.7x	6.1x	5.4x
<b>EV/EBITDA adjusted</b>	<b>6.0x</b>	<b>7.9x</b>	<b>5.7x</b>	<b>6.1x</b>	<b>5.4x</b>
EV/EBIT	9.2x	12.0x	7.5x	8.3x	7.1x
<b>EV/EBIT adjusted</b>	<b>9.2x</b>	<b>12.0x</b>	<b>7.5x</b>	<b>8.3x</b>	<b>7.1x</b>
P/E	11.8x	16.6x	8.3x	9.1x	7.5x
<b>P/E adjusted</b>	<b>15.3x</b>	<b>16.6x</b>	<b>8.3x</b>	<b>9.1x</b>	<b>7.5x</b>
ROCE pre-tax	23.4%	21.4%	23.7%	17.7%	18.7%
<b>ROE</b>	<b>20.8%</b>	<b>20.3%</b>	<b>19.5%</b>	<b>17.5%</b>	<b>17.7%</b>
EV/FCF	nm	nm	12.8x	19.6x	12.8x
<b>FCF yield</b>	<b>nm</b>	<b>nm</b>	<b>10.6%</b>	<b>7.0%</b>	<b>10.5%</b>
<b>Dividend yield</b>	<b>0.3%</b>	<b>0.2%</b>	<b>0.3%</b>	<b>0.3%</b>	<b>0.3%</b>

### Share price performance

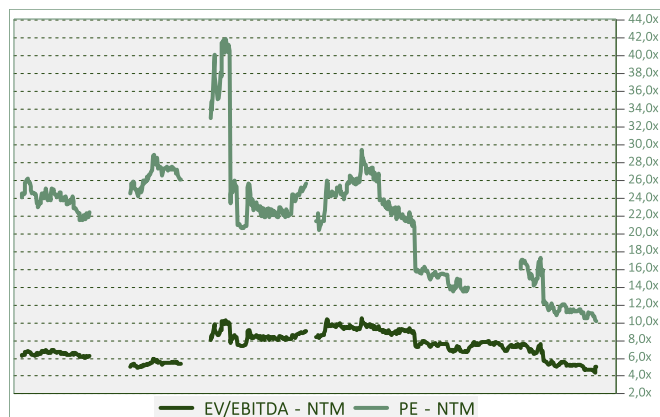
Strong performance from IPO (>+200%)...



Source: Factsset

### Valuation

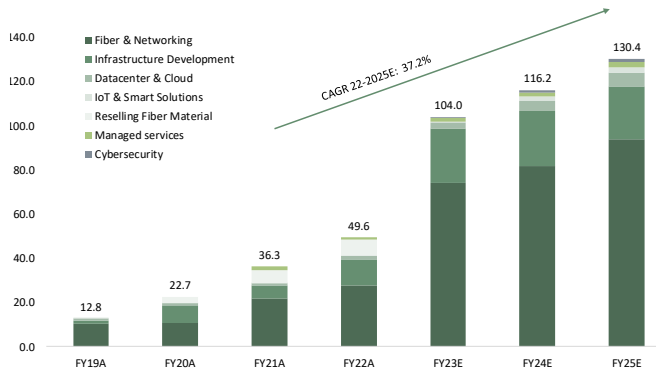
....with EV/EBITDA multiple close to all-time lows



## Key Charts

### Revenue trend (FY19-FY25E)

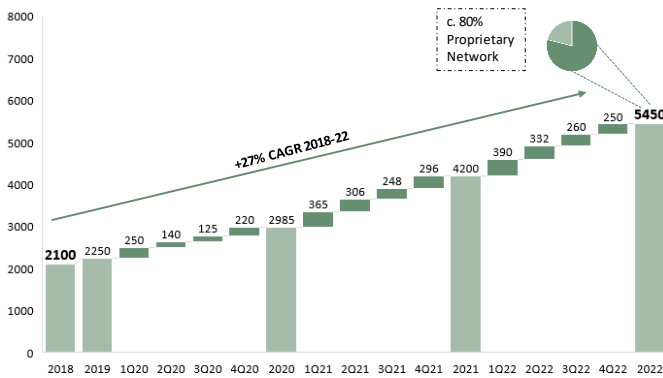
Strong revenues CAGR 2021-25E (+37.2%; +13% organic)



Source: Company data

### Evolution of fiber network (FY18-FY22A)

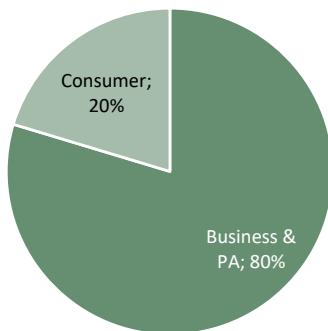
Fiber network extension advanced at fast pace (+27% CAGR 18-22)



Source: Company data

### ARPU breakdown by type of client (% , FY22A)

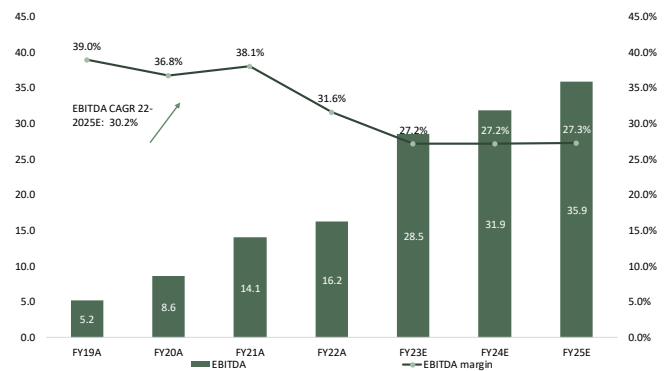
Business & PA represent the largest share of Unidata clients as value (ARPU\*# clients)



Source: Company data

### EBITDA and EBITDA margin (FY19A-FY25E)

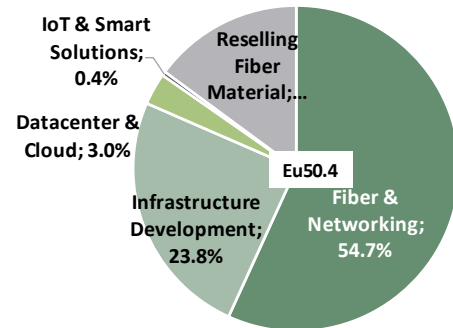
Our FY25E EBITDA points to Eu35.9mn/27.3% margin



Source: Company data

### Revenue breakdown by business (FY22A)

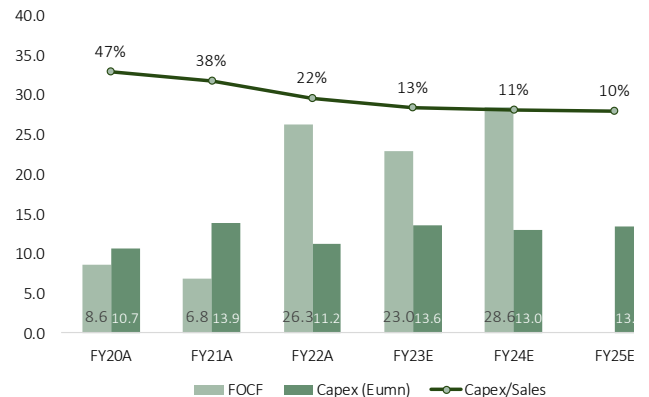
Connectivity weighs the majority on FY22 sales



Source: Company data

### Capex plan (FY20A-FY25E)

Average Capex/sales >10% and fully financed due to sound FOCF generation



Source: Company data

## Profile

<b>Background</b>	Established in 1985 as hardware provider, Unidata has built its roots in the ICT sector, becoming one of the first movers in the optic fiber (FTTH) and radio (FWA) connectivity in Rome. The company exploits its growing network of proprietary fiber with wholesale, corporates, PA (>70% of FY21 connectivity sales) and residential clients. Unidata is also managing a proprietary datacenter of 800sqm (3% of FY21 sales). The group has delivered a strong growth of its fiber network (>5,400km; CAGR 18-22 27%; c. 80% owned), also thanks to strategic partnerships (with OF and CEBF) in infrastructure development business (48% of FY21 sales). Two new ventures/partnerships have been announced: Unicenter (minority stake; a green datacenter TIER IV of 20,000sqm in Fiumicino) and Unitirreno (majority stake; a submarine fiber cable system of 890km, connecting Sicily to Genoa through Fiumicino).
<b>Positioning</b>	Unidata has a wide proprietary network of fiber (we estimate a coverage of c. 50% of buildings in the entire province of Rome). Unidata enjoys a differentiated positioning among Italian listed local fiber operators, thanks to a combination of: 1) Stronger focus on corporate clients; 2) Diversification of the proprietary infrastructure (fiber, datacenter and forthcoming submarine cable); 3) Partnerships with the newcomers in infrastructure development (turning threats into opportunities). Unidata has size, margins and ROCE comparable to those of Intred and above Planetel and Convergenze.
<b>Growth</b>	Unidata has experienced a remarkable revenue growth (67% CAGR 19-21), chiefly propelled by the infrastructure development business (>200% CAGR 19-21). As such, the group has delivered a strong growth of its fiber network (34% CAGR 19-22) and of its loyal and recurrent client base (29% CAGR 19-22). EBITDA margin has been historically above 35% on sales. The infrastructure development business is expected to grow due to renewal of Unifiber project (doubling investments to reach 200k buildings and 8k corporates). Unidata should experience a net sales expansion mainly thanks to the fiber & networking division through exploitation of the infrastructure and growth in value-added services (Cloud and IoT). The company has also proved to grow inorganically through its first acquisition of an Italian ICT/TLC player (TWT) announced in Nov 2022. The merger is transformational in terms of size (EU38.7mn revenues of B2B segment in FY21) and strategic relevance, as it would add new regions (chiefly North Italy), new clients (+33k clients), new infrastructure and a nationwide commercial network.
<b>Strategy</b>	Unidata should extend and exploit its proprietary infrastructure, also with the addition of value-added services. While the proprietary fiber network should continue to grow (also through the partnerships with Open Fiber and CEBF) with potential to reach new regions (Puglia), the group should add consumer and Soho clients to its traditional focus on business, PA and wholesale clients. In addition, value added services should be added to the offer. Upselling of value-added services to fiber connectivity clients (poorly exploited so far) should be a competitive hedge. In addition, M&A could play an important role to accelerate the process. The company intends to further diversify its infrastructure through JV the submarine cable system and a large green datacenter. To support these transformational projects and add further M&A firepower, Unidata has increased its market float (now at 31.34%) with the intention to move to the STAR segment of Euronext Milan in 2023.

### Strengths

Pioneer in fiber networking in Rome and province  
Proprietary Datacenter  
Infrastructure development capabilities

### Opportunities

Exploitation of the spare capacity of the existing infrastructure  
Upselling of value-added services to existing and new clients  
Diversification and extension of the proprietary infrastructure

### Weaknesses

Exposure to a low margin non-recurrent infrastructure development business  
Relatively low revenues per km of the existing fiber network  
Short M&A track record

### Threats

Negative implications of the potential TIM/OF merger  
Increasing competitive pressure in Rome  
Uncertainty around the IRR generated with the new ventures

### Key shareholders

Uninvest Srl - 55.04%  
Upperhand Srl - 6.17%  
Market (incl. treasury shares) - 38.79%

### Management

Renato Brunetti - Chairman & CEO  
Roberto Giacometti - CFO

### Next events

Shareholding meeting: 18/04/23  
1Q23 KPI: 09/05/23  
2Q23 KPI: 26/07/23  
1H23 results: 12/09/23  
3Q23 KPI: 14/11/23

## FY22 results

### FY22 results

FY22 sales was in line with preliminary figure, EBITDA slightly above (+7%)

Eu mn				Alantra		Alantra				
	2H21A	2H22A	YoY%	2H22E	A vs E	FY21PF	FY22A	YoY%	FY22E	A vs E
<b>Total Revenues</b>	22.8	29.8	31%	30.2	-1%	37.0	51.3	39%	51.8	-1%
<b>EBITDA Adjusted</b>	10.4	10.6	2%	9.5	12%	14.1	16.2	15%	15.1	7%
<i>Ebitda Margin %</i>	45.8%	35.8%		45.8%		38.1%	31.6%		29.2%	
<b>EBIT Adjusted</b>	7.6	7.7	1%	6.6	17%	9.1	10.7	18%	9.6	12%
<i>Ebit Margin %</i>	33.2%	25.8%		33.2%		24.6%	20.9%		18.6%	
<b>Restated Net Profit</b>	3.1	5.4	77%	4.4	23%	6.0	7.5	24%	6.5	16%
<i>Net Profit Margin %</i>	13.4%	18.1%		21.3%		16.3%	14.6%		12.5%	
<b>NFP end of the period</b>	(2.2)	(8.5)		(3.0)		(2.2)	(8.5)		(3.0)	

Source: Alantra estimates

## Estimates

### Change in estimates

Our new estimates factor in the capital increase of Eu15.1mn (from previous Eu50mn). Other estimates were broadly unchanged.

(Eu mn)	NEW Estimates			% Change			OLD Estimates		
	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
Total Revenues	104.9	117.2	131.4	0.0%	0.0%	na	104.9	117.2	na
EBITDA Adjusted	28.5	31.9	35.9	0.0%	0.0%	na	28.5	31.9	na
EBIT Adjusted	21.6	23.5	27.2	-0.3%	1.1%	na	21.6	23.2	na
Pretax Profit	20.2	21.8	26.6	0.1%	2.2%	na	20.1	21.3	na
Net profit	14.5	15.7	19.2	0.1%	2.2%	na	14.5	15.3	na
Net profit restated	14.5	15.7	19.2	0.1%	2.2%	na	14.5	15.3	na
EPS	4.699	5.076	6.203	14.3%	16.7%	na	4.113	4.350	na
Net financial position	(39.4)	(39.2)	(30.5)	-31.5	-30.1	na	(7.9)	(9.1)	na

Source: Alantra estimates

# ALANTRA

Italian Equity Research

## Peers

### Trading multiples

The stock is trading at c. 53% discount EV/EBIT FY23 vs Intred

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
UNIDATA	ITALY	114	1.6 x	1.7 x	1.5 x	5.7 x	6.1 x	5.4 x	7.5 x	8.3 x	7.1 x	8.3 x	9.1 x	7.5 x
<b>Premium (discount) to Intred</b>			<b>-64%</b>	<b>-52%</b>	<b>-53%</b>	<b>-45%</b>	<b>-26%</b>	<b>-26%</b>	<b>-53%</b>	<b>-37%</b>	<b>-37%</b>	<b>-61%</b>	<b>-52%</b>	<b>-55%</b>
<b>Premium (discount) to Peers' Median</b>			<b>-27%</b>	<b>-5%</b>	<b>-26%</b>	<b>-16%</b>	<b>24%</b>	<b>3%</b>	<b>-57%</b>	<b>-29%</b>	<b>-37%</b>	<b>-63%</b>	<b>-44%</b>	<b>-41%</b>
Intred SpA	ITALY	209	4.3 x	3.5 x	3.1 x	10.3 x	8.3 x	7.3 x	16.0 x	13.1 x	11.2 x	21.4 x	19.1 x	16.5 x
Tessellis S.p.A.	ITALY	105	0.7 x	0.7 x	na	3.8 x	3.6 x	na	na	na	na	na	na	na
Planetel S.p.A.	ITALY	39	1.4 x	1.1 x	0.8 x	6.8 x	4.6 x	2.9 x	18.9 x	9.8 x	5.0 x	23.0 x	13.5 x	8.7 x
Convergenze SpA Societa Benefit	ITALY	19	nm	nm	nm	nm	5.3 x	5.2 x	nm	11.8 x	36.6 x	na	na	na
<b>PEERS Italian Connectivity</b>			<b>2.1 x</b>	<b>1.8 x</b>	<b>2.0 x</b>	<b>7.0 x</b>	<b>5.5 x</b>	<b>5.1 x</b>	<b>17.5 x</b>	<b>11.6 x</b>	<b>17.6 x</b>	<b>22.2 x</b>	<b>16.3 x</b>	<b>12.6 x</b>
<b>Median</b>			<b>1.4 x</b>	<b>1.1 x</b>	<b>2.0 x</b>	<b>6.8 x</b>	<b>4.9 x</b>	<b>5.2 x</b>	<b>17.5 x</b>	<b>11.8 x</b>	<b>11.2 x</b>	<b>22.2 x</b>	<b>16.3 x</b>	<b>12.6 x</b>

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E	FY23E	FY24E	FY25E
UNIDATA	ITALY	114	1.6 x	1.7 x	1.5 x	5.7 x	6.1 x	5.4 x	7.5 x	8.3 x	7.1 x	8.3 x	9.1 x	7.5 x
<b>Premium (discount) to Peers' Median</b>			<b>-27%</b>	<b>-15%</b>	<b>-20%</b>	<b>-32%</b>	<b>-25%</b>	<b>-36%</b>	<b>-54%</b>	<b>-46%</b>	<b>-51%</b>	<b>-56%</b>	<b>-59%</b>	<b>-65%</b>
United Internet AG	GERMANY	3,439	0.9 x	0.9 x	0.9 x	4.2 x	4.1 x	4.0 x	7.2 x	7.0 x	7.7 x	8.0 x	7.2 x	6.7 x
Cogent Communications Holdings Inc	UNITED STATES	2,784	6.5 x	6.1 x	5.7 x	16.3 x	15.0 x	13.6 x	31.9 x	27.9 x	20.2 x	nm	57.8 x	46.1 x
Chorus Limited	NEW ZEALAND	1,996	5.9 x	5.8 x	5.9 x	8.4 x	8.2 x	8.4 x	24.1 x	22.5 x	21.9 x	129.5 x	73.2 x	68.4 x
Bahnhof AB Class B	SWEDEN	283	2.1 x	2.0 x	1.8 x	13.1 x	12.2 x	11.4 x	16.5 x	15.4 x	14.4 x	23.7 x	22.4 x	21.2 x
Bredband2 i Skandinavien AB	SWEDEN	113	0.9 x	0.8 x	0.8 x	5.5 x	5.3 x	4.8 x	13.4 x	11.4 x	9.2 x	13.7 x	12.4 x	10.0 x
<b>PEERS International Connectivity</b>			<b>3.3 x</b>	<b>3.1 x</b>	<b>3.0 x</b>	<b>9.5 x</b>	<b>9.0 x</b>	<b>8.4 x</b>	<b>18.6 x</b>	<b>16.8 x</b>	<b>14.7 x</b>	<b>43.7 x</b>	<b>34.6 x</b>	<b>30.5 x</b>
<b>Median</b>			<b>2.1 x</b>	<b>2.0 x</b>	<b>1.8 x</b>	<b>8.4 x</b>	<b>8.2 x</b>	<b>8.4 x</b>	<b>16.5 x</b>	<b>15.4 x</b>	<b>14.4 x</b>	<b>18.7 x</b>	<b>22.4 x</b>	<b>21.2 x</b>

Source: Alantra estimates and Factset

### Financials

EBIT and net income margins similar to peers

Company	Country	Mkt Cap (Eu mn)	FY23E - FY25E average margins					CAGR FY22A - FY25E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	EPS
UNIDATA	ITALY	114	27.2%	20.4%	13.9%	11.4%	1.9%	36.8%	30.2%	36.3%	27.4%
<b>PEERS</b>			<b>39.3%</b>	<b>20.4%</b>	<b>10.8%</b>	<b>19.4%</b>	<b>179.0%</b>	<b>10.1%</b>	<b>12.6%</b>	<b>22.8%</b>	<b>37.5%</b>
<b>Median</b>			<b>41.5%</b>	<b>24.4%</b>	<b>7.6%</b>	<b>20.8%</b>	<b>58.9%</b>	<b>10.1%</b>	<b>11.5%</b>	<b>14.4%</b>	<b>12.4%</b>
Intred SpA	ITALY	209	42.3%	27.1%	19.8%	29.2%	10.4%	13.5%	13.7%	12.5%	12.4%
Tessellis S.p.A.	ITALY	105	na	na	na	na	na	na	na	na	na
Planetel S.p.A.	ITALY	39	24.4%	11.7%	8.0%	9.8%	0.0%	21.9%	32.2%	72.0%	63.4%
Convergenze SpA Societa Benefit	ITALY	19	na	na	na	na	na	na	na	na	na
<b>PEERS Italian Connectivity</b>			<b>33.3%</b>	<b>19.4%</b>	<b>13.9%</b>	<b>19.5%</b>	<b>5.2%</b>	<b>17.7%</b>	<b>23.0%</b>	<b>42.3%</b>	<b>37.9%</b>
<b>Median</b>			<b>33.3%</b>	<b>19.4%</b>	<b>13.9%</b>	<b>19.5%</b>	<b>5.2%</b>	<b>17.7%</b>	<b>23.0%</b>	<b>42.3%</b>	<b>37.9%</b>
United Internet AG	GERMANY	3,439	42.3%	27.1%	19.8%	29.2%	0.7%	13.5%	13.7%	12.5%	12.4%
Cogent Communications Holdings Inc	UNITED STATES	2,784	40.7%	23.4%	7.2%	12.4%	397.7%	6.7%	9.3%	21.6%	130.1%
Chorus Limited	NEW ZEALAND	1,996	70.1%	25.3%	4.3%	34.4%	557.6%	1.4%	1.5%	2.0%	0.9%
Bahnhof AB Class B	SWEDEN	283	na	na	na	na	na	na	na	na	na
Bredband2 i Skandinavien AB	SWEDEN	113	16.3%	7.8%	5.7%	1.1%	107.4%	3.8%	5.3%	16.2%	5.7%
<b>PEERS International Connectivity</b>			<b>42.3%</b>	<b>20.9%</b>	<b>9.3%</b>	<b>19.3%</b>	<b>265.8%</b>	<b>6.3%</b>	<b>7.4%</b>	<b>13.1%</b>	<b>37.3%</b>
<b>Median</b>			<b>41.5%</b>	<b>24.4%</b>	<b>6.5%</b>	<b>20.8%</b>	<b>252.6%</b>	<b>5.3%</b>	<b>7.3%</b>	<b>14.4%</b>	<b>9.1%</b>

Source: Alantra estimates and Factset

## Performance

Unidata market performance vs peers over the last 12 months was weak

Company	Country	Mkt Cap (Eu mn)	Performance					
			1M	3M	6M	1YR	3YR	5YR
UNIDATA	ITALY	114	-21.3%	-20.5%	-20.6%	-23.7%	na	na
PEERS			-6.6%	-2.6%	-2.8%	-15.2%	59.4%	67.7%
			-7.4%	-2.0%	-5.7%	-11.7%	51.8%	64.0%
Inired SpA	ITALY	209	-8.3%	-1.9%	-6.0%	-20.0%	114.3%	na
Tessellis S.p.A.	ITALY	105	-17.6%	-21.8%	-7.9%	-54.6%	-25.8%	-83.2%
Planetel S.p.A.	ITALY	39	-7.4%	-2.7%	-13.3%	-26.4%	na	na
Convergenze SpA Societa Benefit	ITALY	19	-0.4%	-2.0%	-5.7%	-11.7%	na	na
PEERS Italian Connectivity			-8.4%	-7.1%	-8.2%	-28.2%	44.2%	-83.2%
			-7.9%	-2.3%	-7.0%	-23.2%	44.2%	-83.2%
United Internet AG	GERMANY	3,439	-8.9%	-7.5%	-20.0%	-39.8%	-19.1%	-68.9%
Cogent Communications Holdings Inc	UNITED STATES	2,784	-7.1%	10.1%	16.5%	-1.8%	-24.1%	41.4%
Chorus Limited	NEW ZEALAND	1,996	-10.2%	-7.1%	1.4%	6.9%	20.6%	90.2%
Bahnhof AB Class B	SWEDEN	283	8.6%	9.3%	15.8%	27.9%	89.4%	64.0%
Bredband2 i Skandinavien AB	SWEDEN	113	-1.5%	-4.6%	-9.6%	-35.7%	17.5%	-5.7%
PEERS International Connectivity			-3.8%	0.0%	0.8%	-8.5%	16.9%	24.2%
			-7.1%	-4.6%	1.4%	-1.8%	17.5%	41.4%

Source: Alantra estimates and Factset

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