

Analysar

4 April 2023

Buy

Recommendation unchanged

Share price: EUR 39.40

closing price as of 03/04/2023

Target price: EUR 60.00

from Target Price: EUR 65.00

Upside/Downside Potential 52.3%

Reuters/Bloomberg

UD.MI/UD.IM

Market capitalisation (EURm) 122

Current N° of shares (m) 3

Free float 19%

Daily avg. no. trad. sh. 12 mth (k) 2

Daily avg. trad. vol. 12 mth (k) 153.25

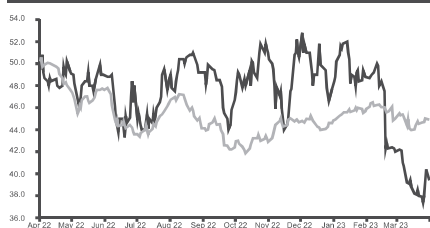
Price high/low 12 months 52.80 / 37.40

Abs Perfs 1/3/12 mths (%) -6.41/-17.57/-22.75

Key financials (EUR)	12/22	12/23e	12/24e
Sales (m)	51	93	116
EBITDA (m)	16	24	30
EBITDA margin	31.6%	25.9%	25.8%
EBIT (m)	11	17	22
EBIT margin	20.9%	18.5%	18.7%
Net Profit (adj.)(m)	8	10	13
ROCE	15.2%	18.1%	19.7%
Net debt/(cash) (m)	10	56	65
Net Debt/Equity	0.3	0.9	0.9
Debt/EBITDA	0.6	2.3	2.2
Int. cover(EBITDA/Fin. int)	239.0	8.4	10.3
EV/Sales	2.5	1.9	1.6
EV/EBITDA	8.0	7.4	6.3
EV/EBITDA (adj.)	8.0	7.4	6.3
EV/EBIT	12.0	10.3	8.7
P/E (adj.)	15.5	10.9	9.2
P/BV	3.2	2.0	1.6
OpFCF yield	-0.7%	-6.1%	2.8%
Dividend yield	0.3%	0.3%	0.3%
EPS (adj.)	3.01	3.62	4.27
BVPS	14.55	20.09	24.26
DPS	0.10	0.10	0.10

Shareholders

Uninvest 69%; Michela Colli 6%; Others 6%;



Source: FactSet

UNIDATA FTSE AIM Italia (Rebased)

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New Unidata taking shape: '22-25e +17% EBITDA agg. cagr

The facts: Unidata is changing shape with the transformational acquisition of TWT, the extension of the investment size of the Unifiber JV, the creation of a datacenter in Fiumicino-Rome (Unicenter JV), and the construction of a submarine cable between Sicily and Genova (Unitirreno JV). We are updating our forecasts on Unidata to reflect recent Unidata's 2022 results and BP updates, the IWT acquisition and recent capital increase. All in all, over 2022-2025e, we are aligned with the bottom part of the BP or a 11%/17% cagr at aggregate sales and EBITDA level respectively and we expect gearing declining to 1.8x by 2025e from 2.3x in 2023e.

Our analysis: The company has closed the acquisition of IWT in February 2023 and as such will consolidate the asset for ten months. The consideration was EUR 52.1m after having added the net potential liabilities and an equity component. TWT is a primary Italian TLC, connectivity and ICT services operator specialized in the B2B segment¹ which operates across all Italy with a strong presence in Northern regions thanks to a highly recognized brand and IT platform. The company reported, in 2022, EUR 58.7m, EUR 6.9m and EUR 10m of sales, EBITDA and net cash respectively. The Unifiber JV, where Unidata has a 30% stake, announced in September last year the doubling of the planned equity investments from EUR 18.5m to EUR 37m taking the total expected investments to EUR 90m. The doubling of the investment also implies the doubling of the households to be connected to 193k. From an accounting point of view, the above EUR 90m of investment, are all Unidata's past and prospective sales. The equity component investment for Unidata is of EUR 7m, or 18.9% of the total, percentage wise lower the above-mentioned stake. The situation of having a financial stake proportionally larger than the capex % portion, is a typical outcome for Unidata as it offers its expertise and management in complex projects in exchange of a higher stake in the JV. The Unicenter JV with Azimut, announced in late 2022, foresees the construction of a wholesale only datacenter with a power of 16MW and 3.200 rack capacity, for a total area of 20k sqms. The datacenter will be of level IV and will use mainly renewable energy sources. Unidata has a 25% stake in the project with total investments planned of EUR 57m of which Unidata's quota is of EUR 5.7% (10%) or lower than the stake owned in the JV. The project plans to initiate construction in 2023 and terminate in the first half of 2024. The Unitirreno JV, is another JV with Azimut and its purpose is to build a submarine cable of 890Km between Sicily (Mazara del Vallo) and Genoa with a junction point near Rome-Fiumicino and potentially Sardinia. Unidata's stake in the project is 33.3% while total investment planned is EUR 80m of which EUR 36m equity. Unidata investment will be between EUR 12-18m according to the final stake in the project or a 33% -50% stake.

Conclusion & Action: Our new 2023e/2024 EPS are upgraded by app. 10% after a 20% dilution from the recent capital increases while our new 2025e estimates are in the bottom part of the company's guidance. We now value Unidata looking at Intred multiples and we feel confident to apply the same 2024e/2025e EV/EBITDA which entail a PT of EUR 60 (app. 50% upside) from EUR 65. Rating BUY confirmed. **Main risks are execution risks in TWT integration and JV development.**

Disclaimer

This research has been prepared by Andrea Devita; Enrico Esposti; Gabriele Gambarova; Matteo Cuconato; Paola Saglietti; Luigi Tramontana; Francesco Sala; Andrea Bonfà; Gian Marco Gadini (members of AIAF); Marcello Renna (ordinary member of SIAT), who are financial analysts with Banca Akros SpA ("Banca Akros"), which is responsible for the preparation of the research.

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This research has been produced and is being distributed as of 04 April 2023 at 8:39 AM CET.

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Anima Holding-Banca Akros' parent group holds more than 3% or is a member of shareholders pacts

Atlantia-Banca Akros acted as intermediary for the public exchange offer organized in October and November 2022

Autostrade per l'Italia - Gruppo Atlantia-Banca Akros acted as Other Bookrunner of the bond issuance organized in January 2022

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- as Joint Bookrunner of the bond issuance organized in June 2021, January 2022 and November 2022

- as Joint Lead Manager of the bond issuance organized in July 2021 and January 2023

- as Other Bookrunner of the bond issuance organized in April 2022

- as Joint Bookrunner of the bond issuance organized in February and March 2022 (Issuer's Green, Social and Sustainability Bond Framework: Banco BPM EU750m 5Y Green Covered; ISIN IT0005489932)

Be Shaping the Future - Banca Akros was acting as intermediary for the public exchange offer organized in November and December 2022

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Digital Magics-Banca Akros is acting as Nomad

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Fine Foods and Pharmaceuticals-The Bank was acting as Sponsor in the MTA/Star transition process (12 luglio 2021)

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Generalfinance-Banca Akros supported Generalfinance in the placement of Class A3 Senior Notes in December 2022.

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Net Insurance-Banca Akros acted as Sponsor for the listing of the shares and warrants on Euronext STAR Milan in June 2022

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Saipem-Banca Akros was acting as intermediary for the share buyback programme organized in September 2021

Saipem-Banca Akros acted as a Joint Bookrunner of the capital increase organized in June 2022

Saipem-Banco BPM is among the lenders for the "Financial and Capital Strengthening Plan" announced in March 2022

Salcef-Banca Akros acted as Joint Global Coordinator e Joint Bookrunner of the Accelerated Bookbuilding organized in September and October 2021

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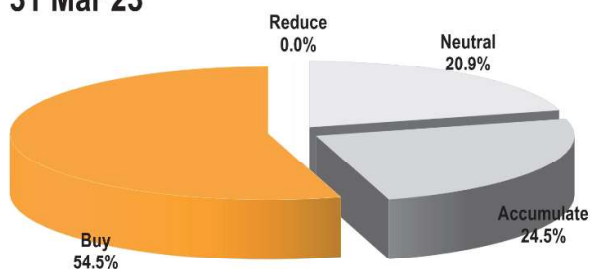
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Percentage of recommendations by the 31 March 2023

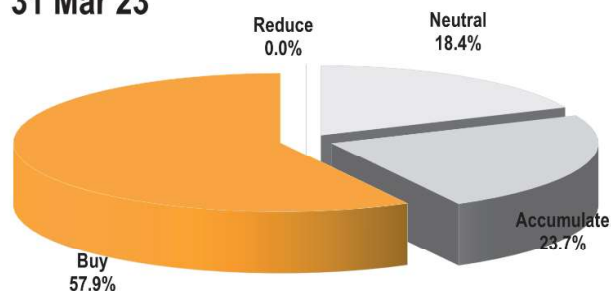
All recommendations

Recommendations on stocks under conflict of interest (*)

31 Mar 23



31 Mar 23



(*) Please note that the rate of issuers who are in potential conflict of interests with Banca Akros is equivalent to 34.55% of all issuers covered

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