

Analysar

6 September 2023

Buy

Recommendation unchanged

Share price: EUR **44.30**

closing price as of 05/09/2023

Target price: EUR **60.00**

Target Price unchanged

Upside/Downside Potential **35.4%**

Reuters/Bloomberg

UD.MI/UD.IM

Market capitalisation (EURm) **137**

Current N° of shares (m) 3

Free float **33%**

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

Daily avg. trad. vol. 12 mth (k) 16.41

Price high/low 12 months 52.80 / 37.40

Abs Perfs 1/3/12 mths (%) 10.75/7.26/-9.96

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 2.1 1.8

EV/EBITDA 8.0 8.0 6.8

EV/EBITDA (adj.) 8.0 8.0 6.8

EV/EBIT 12.0 11.2 9.4

P/E (adj.) 15.5 12.2 10.4

P/BV 3.2 2.2 1.8

OpFCF yield -0.7% -5.5% 2.5%

Dividend yield 0.2% 0.2% 0.2%

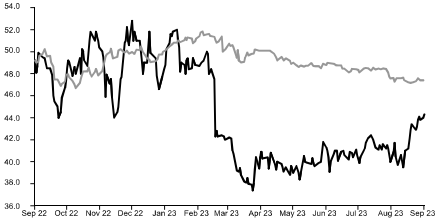
EPS (adj.) 3.01 3.62 4.27

BVPS 14.55 20.09 24.26

DPS 0.10 0.10 0.10

Shareholders

Uninvest 55%; Michela Colli 6%; Others 6%;



Source: FactSet

UNIDATA FTSE AIM Italia (Rebased)

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H123e results to include TWT for four months

The facts: The company is due to announce H123e results on Tuesday, September 12th, with cc scheduled the day after.

EURm	H122a	H123e	%Ch.
Fiber & Networking	4.0	4.5	13%
Wholesales	3.9	5.0	28%
Datacenter & Cloud	0.7	0.7	0%
IoT & Smart Solutions	0.0	0.1	nm
TOT. Services	8.6	10.3	20%
Infrastructure	7.0	8.5	21%
Managed Services	2.0	2.0	0%
Others/Materials	4.0	4.0	0%
UNIDATA Sales	21.6	24.8	15%
TWT	na	14.2	
TOTAL SALES	21.6	38.9	80%
EBITDA Unidata	5.6	6.0	7%
% Sales	25.9%	24.3%	
EBITDA TWT	na	2.3	
% Sales	nm	16.0%	
GROUP EBITDA	5.6	8.3	48%
EBITDA Margin	25.9%	21.2%	
D&A	(2.5)	(3.7)	43%
EBIT	3.0	4.6	52%
EBIT margin	14.1%	11.9%	
Net fin. Inc. (cost)	0.1	(1.4)	
Pre-tax profit	3.1	3.2	3%
Taxes	(1.0)	(1.1)	
Tax rate	32.7%	28.1%	
Net profit	2.1	2.2	2%
Net Debt/(Cash)	4.0	56.0	

Source: Company Data, Banca Akros forecasts

Our analysis: In H123e, the company will consolidate TWT, the recent transformational acquisition for fourth months (March-June) while Unidata standalone should continue its growth in sales, estimated at +15%. We expect Unidata core profitability to be somewhat subdued due to higher costs, mainly labour, to support prospective growth opportunities in due course.

Conclusion & Action: Rating and PT confirmed.

Disclaimer

This research has been prepared by Andrea Devita; Enrico Esposti; Gabriele Gambarova; Matteo Cuconato; Andrea Belloli; 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 06 September 2023 at 8:40 AM CET.

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Almawave-The Bank was acting as Global Coordinator and Joint Bookrunner of the pertinent IPO

Almawave-Banca Akros is a specialist or liquidity provider

Anima Holding-Banca Akros acted as Joint Bookrunner of the bond issuance (listed in Dublin) organized in April 2021

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

Banca Ifis-Banca Akros is acting as corporate broker

Banca Sistema-Banca Akros is acting as corporate broker

Banco Bpm-Banca Akros acted:

- 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), June 2023

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

Cembre-Banca Akros is a specialist or liquidity provider

Culti Milano-Banca Akros is a specialist or liquidity provider

DEA Capital-Banca Akros is acting as collecting intermediary for the public exchange offer organized in January and February 2023

Digital Bros-Banca Akros is a specialist or liquidity provider

Digital Magics- Banca Akros is acting as corporate broker

Digital Magics-Banca Akros is acting as Nomad

Digital Value- Banca Akros is acting as corporate broker

Eni-Banca Akros is acting as guarantor and placement agent of the bond issuance (sustainability-linked 2023/2028) organized in January 2023

Exprivia Banca Akros is acting as Financial Advisor and coordinator of the collection of acceptances for the PTO launched in May 2023 by Abaco Innovazione S.p.A.

Fila-Banca Akros is acting as corporate broker

Fine Foods and Pharmaceuticals-Banca Akros is a specialist or liquidity provider

Fine Foods and Pharmaceuticals-Banca Akros is acting as Nomad

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

First Capital-Banca Akros is acting as corporate broker

Gambero Rosso-Banca Akros is acting as Nomad

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Generalfinance-Banca Akros is acting as corporate broker

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

GPI-Banca Akros is a specialist or liquidity provider

Hera-Banca Akros acted as Other Bookrunner of the bond issuance organized in April 2023

I Grandi Viaggi-Banca Akros is a specialist or liquidity provider

Il Sole 24 Ore-Banca Akros is acting as corporate broker

IMD Banca Akros acted as Euronext Growth Advisor, Sole Global Coordinator, Sole Bookrunner and Specialist of the pertinent IPO organized in June and July 2023

IMD Banca Akros is a specialist or liquidity provider

Intesa Sanpaolo-Banca Akros acted as Co-Manager of the bond issuance organized in March 2022, September 2022, February 2023 and March 2023

Italian Wine Brands-Banca Akros is a specialist or liquidity provider

Landi Renzo-Banca Akros provided investment banking services to Landi Renzo on the occasion of the July 2022 capital increase

Landi Renzo - Banca Akros is acting as corporate broker

Lottomatica Group-Banca Akros acted as Joint Bookrunner of the pertinent IPO organized in April and May 2023

Orsero-Banca Akros is acting as corporate broker

Osai-Banca Akros is acting as corporate broker

PLC-Banca Akros is a specialist or liquidity provider

Prima Industrie- Banca Akros is acting as intermediary appointed to coordinate the collection of subscriptions for the public exchange offer organized in December 2022, January and February 2023.

QF Immobiliare Dinamico-Banca Akros is a specialist or liquidity provider (closed-end funds)

QF Mediolanum RE A-Banca Akros is a specialist or liquidity provider (closed-end funds)

QF Mediolanum RE B-Banca Akros is a specialist or liquidity provider (closed-end funds)

Revo Insurance-Banca Akros is acting as corporate broker

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-Banca Akros acted as a Joint Bookrunner of the senior unsecured guaranteed equity-linked bonds issuance organized in August and September 2023

Saipem-Banca 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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 Sicily by Car-Banca Akros is acting as Nomad
 Sicily by Car-Banca Akros is acting as Euronext Growth Advisor and Specialist for the listing of the shares on Euronext Growth Milan
 Sicily by Car-Banca Akros holds ordinary shares
 Spindox-Banca Akros is acting as corporate broker
 Tiscali-Banca Akros assisted Linkem and Linkem Retail as financial advisor issuing a fairness opinion on the Linkem Retail/Tiscali merger exchange ratio
 Unicredit-Banca Akros acted as Co-Lead Manager of the bond issuance organized in January 2022 (UniCredit EU 1.75b Snr Pref, ISIN XS2433141947)
 Unidata-Banca Akros is acting as corporate broker
 Unidata-Banca Akros was acting as intermediary for the share buyback programme organized in September 2021
 Webuild-Banca Akros acted as a CoManager of the issuance organized in January 2021 and January 2022.

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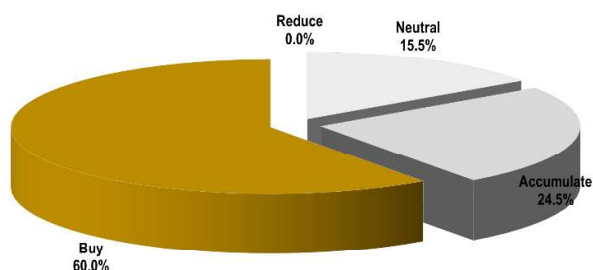
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Percentage of recommendations by the 30 June 2023

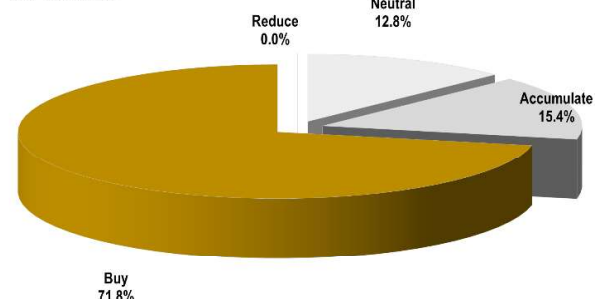
All recommendations

Recommendations on stocks under conflict of interest (*)

30 Jun 23



30 Jun 23



(*) Please note that the rate of issuers who are in potential conflict of interests with Banca Akros is equivalent to 35.45% of all issuers covered

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Furthermore, in specific cases and for a limited period of time, the analysts are allowed to rate the stocks as **Rating Suspended (RS)** or **Not Rated (NR)**, as explained below.

Meaning of each recommendation or rating:

- **Buy**: the stock is expected to generate total return of **over 15%** during the next 12 months
- **Accumulate**: the stock is expected to generate total return of **5% to 15%** during the next 12 months
- **Neutral**: the stock is expected to generate total return of **-5% to +5%** during the next 12 months
- **Reduce**: the stock is expected to generate total return of **-5% to -15%** during the next 12 months
- **Sell**: the stock is expected to generate total return **under -15%** during the next 12 months
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