

## Analysar

15 November 2023

### Buy

Recommendation unchanged

Share price: EUR 37.40

closing price as of 14/11/2023

Target price: EUR 60.00

Target Price unchanged

Upside/Downside Potential 60.4%

Reuters/Bloomberg UD.MI/UD.IM

Market capitalisation (EURm) 116

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) 16.07

Price high/low 12 months 52.80 / 36.00

Abs Perfs 1/3/12 mths (%) -2.09/-7.88/-20.59

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 1.8 1.6

EV/EBITDA 8.0 7.1 6.1

EV/EBITDA (adj.) 8.0 7.1 6.1

EV/EBIT 12.0 10.0 8.4

P/E (adj.) 15.5 10.3 8.8

P/BV 3.2 1.9 1.5

OpFCF yield -0.7% -6.5% 3.0%

Dividend yield 0.3% 0.3% 0.3%

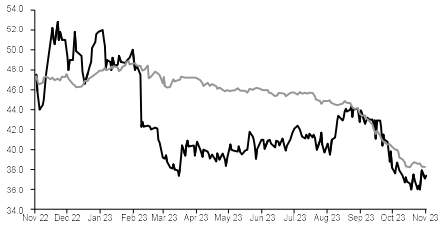
EPS (adj.) 3.01 3.62 4.27

BVPS 14.55 20.09 24.26

DPS 0.10 0.10 0.10

### Shareholders

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



Source: FactSet

UNIDATA FTSE AIM Italia (Rebased)

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## Q323 ok and guidance in line to better than expected

The facts: Unidata reported yesterday Q323/9M23 result for the first time.

EURm	Q322a	Q323a	%Ch.	9M22a	9M23a	%Ch.	Q422a	Q423e	%Ch.	2022a	2023e	%Ch.
UNIDATA Sales	11.1	11.7	5%	32.7	38.1	16%	18.6	20.0	7%	51.3	58.1	13%
Retail TWT	na	11.2		na	26.5		na	8.9		0.0	35.4	
TOTAL SALES	11.1	22.8	105%	32.7	64.6	97%	18.6	28.9	55%	51.3	93.5	82%
GROUP EBITDA adj.	2.4	6.3	163%	8.0	15.8	97%	8.2	8.5	3%	16.2	24.2	49%
EBITDA Margin	21.6%	27.8%		24.5%	24.4%		44.2%	29.3%		31.6%	25.9%	
Non-rec.	0.0	0.0		0.0	(0.8)		0.0	0.8		0.0	0.0	
EBITDA rpt	2.4	6.4		8.0	14.9	87%	8.2	9.3	13%	16.2	24.2	49%
EBITDA margin	21.6%	27.9%		24.5%	23.1%		44.2%	32.2%		31.6%	25.9%	
D&A	(1.6)	(2.2)	40%	(4.1)	(5.9)	44%	(1.4)	(1.0)	-28%	(5.5)	(6.9)	26%
EBIT	0.9	4.2		3.9	9.0	132%	6.8	8.3	21%	10.7	17.3	61%
EBIT margin	7.7%	18.3%		11.9%	14.0%		36.7%	28.7%		20.9%	18.5%	
Net Debt/(Cash)	na	51.7		na	51.7		9.8	56.1		9.8	56.1	

Source: Company Data, Banca Akros forecasts

**Our analysis:** Results seems solid with a strong growth in sales profitability. The guidance for FY2023e is now of sales reported (i.e. with TWT for 10 months) of EUR 90m and EBITDA reported of EUR 24m. Net debt is seen at EUR 46m by year end. Sales and EBITDA are bang in line with our estimates while net debt is better by some EUR 10m.

**Conclusion & Action:** We remind investors that the company will present the 2024-2026 BP on Tuesday, November 21<sup>st</sup>. We will update our assumptions accordingly. Meanwhile our current estimates seem ok. Rating and PT confirmed.

## Disclaimer

This research has been prepared by 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 15 November 2023 at 4:23 PM 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

Cattolica Assicurazione-Banca Akros acted as intermediary for the public exchange offer organized in October 2021 and for the sell out organized in July 2022

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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

Gas Plus-Banca Akros is a specialist or liquidity provider

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

Magis-Banca Akros is acting as corporate broker

Maire Tecnimont Banca Akros acted as di Joint Bookrunner of the Sustainability-Linked Unsecured bond organized in September 2023

Orsero-Banca Akros is acting as corporate broker

Osai-Banca Akros is acting as corporate broker

Piaggio-Banca Akros acted as Joint Bookrunner of the bond issuance organized in September 2023

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.

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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)

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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-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  
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 Sicily by Car-Banca Akros was 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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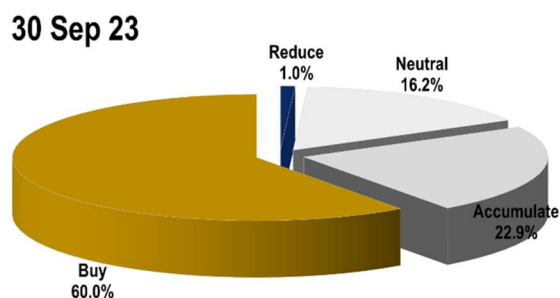
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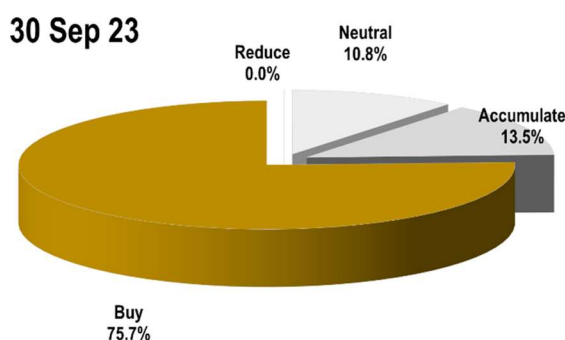
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## Percentage of recommendations by the 30 September 2023

All recommendations



Recommendations on stocks under conflict of interest (\*)



(\*) Please note that the rate of issuers who are in potential conflict of interests with Banca Akros is equivalent to 35.24% of all issuers covered

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The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: **Buy (B)**, **Accumulate (A)**, **Neutral (N)**, **Reduce (R)** and **Sell (S)**.

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.

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- **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
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