

EQUITY RESEARCH

UNIDATA S.P.A
NEWS

BUY
TP 6.0€
Up/Downside: 102%

Unidata aggiorna il suo piano fino al 2027.

Gli obiettivi del gruppo per il 2027 sono i seguenti: ricavi compresi tra €140m e €145m, EBITDA compreso tra €40m e €42m, una margine EBITDA di circa il 28%, investimenti cumulativi (Capex) di circa €57m e un indebitamento netto di circa €10m.

Il Consiglio di Amministrazione di Unidata ha esaminato oggi l'aggiornamento del piano industriale, con obiettivi previsti fino al 2027 in continuità con il piano precedente. Questo aggiornamento ha l'obiettivo di consolidare la strategia di crescita sostenibile dell'azienda, sfruttando il suo posizionamento su mercati ad alta valore aggiunto come il cloud, i data center, le smart cities e l'Internet delle cose (IoT).

Il piano 2025-2027 conferma il modello economico di Unidata, basato su tre principali aree di attività: rete, cloud e IoT. A queste fondamenta si aggiungono obiettivi chiave legati sia alla crescita che all'efficienza interna. In particolare, la connettività è identificata come un elemento cruciale per lo sviluppo di servizi a maggiore valore aggiunto. Tra questi figurano i data center, il cloud, l'IoT e le smart cities, che si posizionano come i principali motori di crescita nei mercati in espansione. Inoltre, l'adozione dell'intelligenza artificiale costituisce uno strumento strategico per migliorare l'efficienza operativa interna dell'azienda.

Entro il 2027, il gruppo Unidata punta a realizzare ricavi compresi tra €140m e €145m, con un EBITDA stimato tra €40m e €42m, corrispondente a un margine EBITDA di circa il 28%. Gli investimenti cumulativi (Capex) dovrebbero raggiungere circa €57m, mentre l'indebitamento netto è previsto intorno ai €10m.

Ad oggi, le nostre stime sono perfettamente allineate con la topline, superiori di 80 punti base per quanto riguarda la margine EBITDA e leggermente più prudenti per quanto riguarda gli investimenti in Capex.

Rimaniamo positivi su Unidata, che riteniamo particolarmente sottovalutata. Attualmente, si negozia con un multiplo EV/EBIT di circa 6x rispetto alla nostra stima per il 2025, il livello più basso degli ultimi tre anni. TP €6.

Key data

Price (€)	3.0
Industry	Telecommunications
Ticker	UD-IT
Shares Out (m)	30.887
Market Cap (m €)	91.7
Average trading volumes (k shares / day)	0.240
Next event	FY 2024 - tbc
Source:	FactSet

Ownership (%)

Uninvest S.r.l.	55.0
Upperhand S.r.l.	6.2
Free float	38.8
Source:	TPICAP Midcap estimates

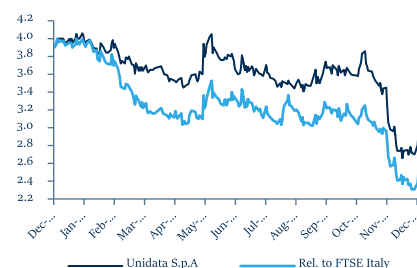
EPS (€)

	12/24e	12/25e	12/26e
Estimates	0.39	0.48	0.54
Change vs previous estimates (%)	0.00	0.00	0.00

Source: TPICAP Midcap estimates

Performance (%)

	1D	1M	YTD
Price Perf	0.7	-0.3	-24.6
Rel FTSE Italy	1.1	-1.6	-35.6



Source: FactSet

TP ICAP Midcap Estimates	12/23	12/24e	12/25e	12/26e	Valuation Ratio	12/24e	12/25e	12/26e
Sales (m €)	93.3	103.9	122.9	132.4	EV/Sales	1.3	1.1	1.0
Current Op Inc (m €)	12.3	19.2	23.2	25.3	EV/EBITDA	5.0	4.1	3.4
Current op. Margin (%)	13.2	18.5	18.9	19.1	EV/EBIT	7.3	6.0	5.0
EPS (€)	0.22	0.39	0.48	0.54	PE	7.6	6.2	5.5
DPS (€)	0.01	0.01	0.01	0.01	Source:	TPICAP Midcap		
Yield (%)	0.4	0.3	0.3	0.4				
FCF (m €)	1.4	-0.8	1.4	12.5				

Consensus FactSet - Analysts:5	12/24e	12/25e	12/26e
Sales	111.8	123.4	133.8
EBIT	17.8	21.7	25.4
Net income	10.6	13.6	16.6

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FINANCIAL DATA

Income Statement	12/21	12/22	12/23	12/24e	12/25e	12/26e
Sales	37.0	51.3	93.3	103.9	122.9	132.4
Changes (%)	57.9	38.8	81.6	11.4	18.2	7.8
Gross profit	17.5	20.3	32.7	37.0	44.5	48.9
% of Sales	47.2	39.5	35.0	35.6	36.2	36.9
EBITDA	14.1	16.2	22.4	28.2	34.0	37.6
% of Sales	38.1	31.6	24.0	27.1	27.7	28.4
Current operating profit	9.1	10.7	12.3	19.2	23.2	25.3
% of Sales	24.6	20.9	13.2	18.5	18.9	19.1
Non-recurring items	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	9.1	10.7	12.3	19.2	23.2	25.3
Net financial result	-0.3	-0.1	-3.0	-2.4	-2.6	-2.0
Income Tax	-1.0	-3.1	-2.5	-4.7	-5.8	-6.5
Net profit, group share	7.8	7.5	6.7	12.1	14.9	16.8
EPS	3.20	2.96	0.22	0.39	0.48	0.54
Financial Statement	12/21	12/22	12/23	12/24e	12/25e	12/26e
Goodwill	0.0	0.0	37.5	37.5	37.5	37.5
Tangible and intangible assets	33.7	39.4	77.2	84.0	91.5	96.3
Right of Use	9.3	9.3	9.8	8.6	7.4	6.2
Financial assets	1.1	3.5	9.4	9.4	9.4	9.4
Working capital	-1.3	1.1	-8.9	-1.6	5.5	6.2
Other Assets	0.4	3.6	5.1	5.1	5.1	5.1
Assets	43.2	56.9	130.1	143.0	156.5	160.8
Shareholders equity group	29.0	36.9	64.6	76.3	90.9	107.4
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
LT & ST provisions and others	0.0	0.0	0.0	0.0	0.0	0.0
Net debt	2.2	8.6	47.2	48.4	47.2	35.0
Other liabilities	12.0	11.4	18.3	18.3	18.3	18.3
Liabilities	43.2	56.9	130.1	143.0	156.5	160.8
Net debt excl. IFRS 16	-3.1	3.8	42.4	47.0	45.9	33.7
Gearing net	0.1	0.2	0.7	0.6	0.5	0.3
Leverage	0.2	0.5	2.1	1.7	1.4	0.9
Cash flow statement	12/21	12/22	12/23	12/24e	12/25e	12/26e
CF after elimination of net borrowing costs and taxes	13.3	13.1	18.2	21.1	25.7	29.1
Δ WCR	-4.7	-6.3	0.7	-7.3	-7.1	-0.7
Operating cash flow	8.6	6.8	18.9	13.8	18.6	28.4
Net capex	-13.9	-11.2	-17.5	-14.6	-17.2	-15.9
FCF	-5.3	-4.4	1.4	-0.8	1.4	12.5
Acquisitions/Disposals of subsidiaries	0.0	0.0	-46.7	0.0	0.0	0.0
Other investments	0.0	-2.1	-5.2	0.0	0.0	0.0
Change in borrowings	1.1	11.1	36.9	-3.5	0.0	0.0
Dividends paid	0.0	-0.2	-0.3	-0.4	-0.2	-0.3
Repayment of leasing debt	1.6	-0.6	-0.2	0.0	0.0	0.0
Equity Transaction	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.3	0.4	14.5	0.0	0.0	0.0
Change in net cash over the year	-2.9	4.2	0.4	-4.7	1.2	12.2
ROA (%)	10.0%	7.4%	3.6%	6.0%	6.7%	6.9%
ROE (%)	27.0%	20.3%	10.4%	15.9%	16.4%	15.6%
ROCE (%)	25.6%	23.7%	10.0%	14.4%	11.6%	12.2%

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Methodology

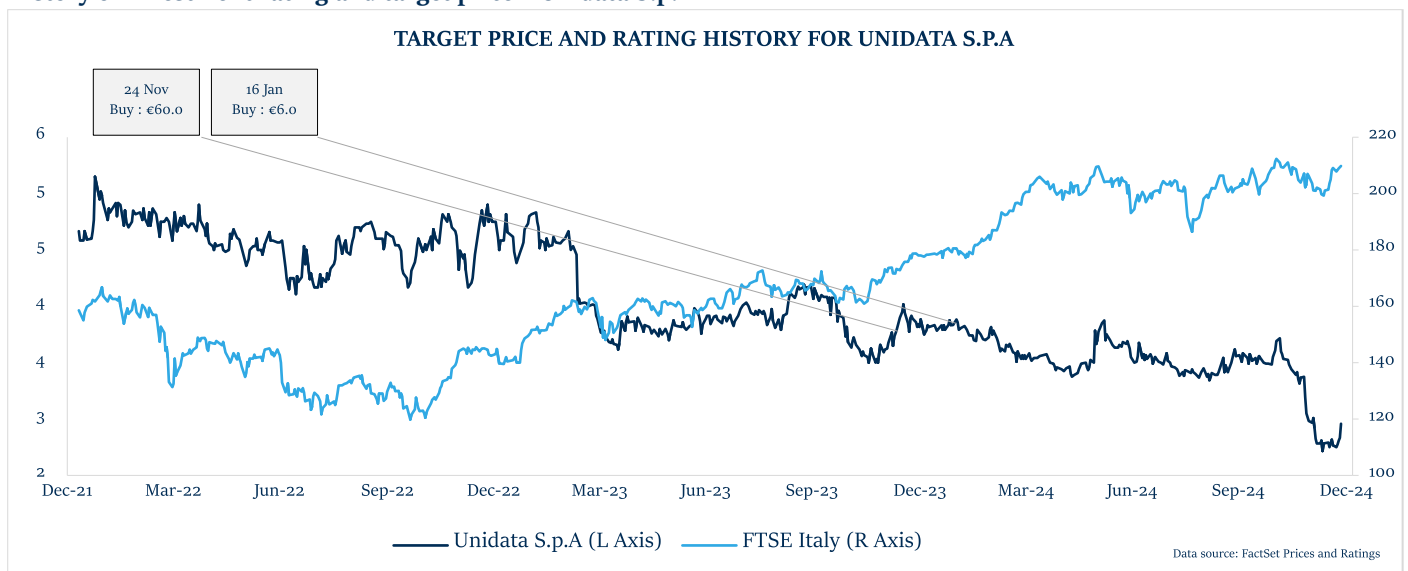
This Report may mention evaluation methods defined as follows:

1. DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
2. Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
3. Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
4. Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
5. Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

Conflict of Interests between TP ICAP Midcap and the Issuer

G. Midcap and the Issuer have agreed to the provision by the former to the latter of a service for the production and distribution of the investment recommendation on the said Issuer: Unidata S.p.A

History of investment rating and target price – Unidata S.p.A



Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	80%	64%
Hold	14%	70%
Sell	4%	33%
Under review	2%	100%

Midcap employs a rating system based on the following:

Buy: Expected to outperform the markets by 10% or more over a 6 to 12 months horizon.

Hold: expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.

Sell: Stock is expected underperform the markets by 10% or more over a 6 to 12 months horizon.

The history of ratings and target prices for the Issuers covered in this report are available on request at <https://researchtpicap.midcapp.com/en/disclaimer>.

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