

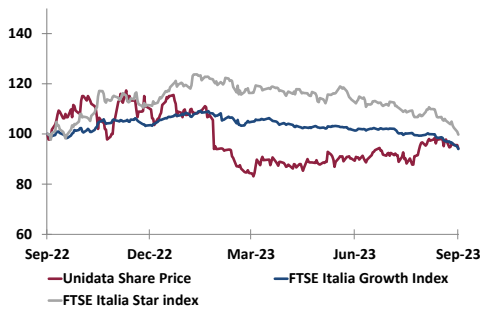


OUTPERFORM

Current Share Price (€): 42.40

Target Price (€): 66.00

Unidata - 1Y Performance



Source: S&P Capital IQ - Note: 26/09/2022=100

Company data

ISIN number	IT0005338840
Bloomberg code	UD IM
Reuters code	UD.IM
Industry	Telecommunication
Stock market	Euronext Star Milan
Share Price (€)	42.40
Date of Price	26/09/2023
Shares Outstanding (m)	3.1
Market Cap (€m)	131.0
Market Float (%)	38.8%
Daily Volume	250
Avg Daily Volume YTD	1,782
Target Price (€)	66.00
Upside (%)	56%
Recommendation	OUTPERFORM

Share price performance

	1M	3M	6M	1Y
Unidata - Absolute (%)	-3%	4%	8%	-6%
FTSE Italia Star (%)	-7%	-12%	-16%	0%
FTSE Italia SmallCap (%)	-4%	-4%	-15%	-4%
1Y Range H/L (€)			52.80	37.40
YTD Change (€) / %			-4.2	-9%

Source: S&P Capital IQ

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Ongoing doubling of revenues and new infrastructure projects

Trading update: drop at rights issue, then outperforming EGM and Star indexes

Unidata's share price LTM trend in 2023 H1 has been influenced by the TWT deal and the related finance raising by capital stock and financial debt increase. After seven months in line with Italia Growth index, share price floated with a 10% downward adjustment at new capital stock issue, a low in March at €37.40 per share, then recovering in the range of €39-44 per share. LTM cumulated 6% share drop faces Italia Growth index 6% down and Italia STAR index in line. In the last six months, Unidata shares at +8% overperformed both Italia Growth index (-11%) and Italia Star index (-16%).

Top-line 93% up, organic growth 22% YoY in H1 2023

H1 2023 consolidated revenues were €41.7m, +93% YoY (+21.7% Unidata stand-alone). Adjusted EBITDA at €9.4m, +68% YoY, net of €0.9m one-off expenses for TWT acquisition and translisting, 22.6% margin, with reported EBITDA of €8.6m vs H1 2022 €5.6m, 20.6% vs 25.9% on sales. EBIT was €4.9m, +59% YoY and net income stood at €2.4m, +15% YoY, 6% on revenues. Capex and financial investments totalled €15.5m, including €7.4m in fixed assets and €6.6m of equity investments in Unifiber and Unitirreno. In H1 2023 net financial debt was €49.6m from €9.6m in FY22, after the acquisition of TWT Group.

Continuity of rise in fiber infrastructure, customers and ARPU

In H1 2023, Unidata's fiber optic infrastructure increased by 450 km raising total coverage to 5,900 km. Direct customers up by 15% YoY to 20,956, of which B2C Unidata up by 17%. White label through TWT marked an 8% increase. ARPU change vs FY22: -9% B2C, +3% B2B Unidata and +8% B2B TWT.

Working on synergies, while IoT and tech projects take off

Group plan to redefine TWT business on higher profitability is ongoing, with synergies expected in H2 2023 and 2024. Management expects H2 Unidata top line higher than H1 and for TWT a linear trend; IoT services achieved over €15m backlog and the *Project* service line had a bold growth. 2024-26E updated guidelines are scheduled by the end of November. Stock split announced.

Target Price €66.00 per share and OUTPERFORM rating confirmed

We confirm revenue and profitability estimates and factor in higher financial debt recording a rise in capex and interest charges. The updated valuation confirms our target price at €66.00 per share, 56% upside on current share price, implying 2023E 2.4x EV/Revenues and 15.8x EV/EBIT, while Unidata is trading respectively at 1.8x and 10.6x, 28% and 42% discount to peers. We thus confirm the OUTPERFORM rating on the stock.

KEY FINANCIALS AND ESTIMATES

€m	2020	2021	2022	2023E	2024E	2025E
Revenues	23.4	37.0	51.3	105.1	117.8	133.0
YoY %	77.4%	57.9%	38.8%	104.7%	12.1%	12.9%
EBITDA	8.6	14.1	16.2	25.0	29.6	35.5
Margin	36.8%	38.1%	31.6%	23.8%	25.2%	26.7%
EBIT	4.9	9.1	10.7	15.3	17.1	21.5
Margin	20.9%	24.6%	20.9%	14.5%	14.5%	16.2%
Net Income (Loss)	3.4	7.8	7.5	7.9	9.5	13.1
Net (Debt) Cash	2.5	(2.2)	(9.6)	(48.9)	(48.3)	(36.4)
Equity	21.4	29.0	36.9	67.7	77.2	90.3

Source: Company data 2020-22A, EnVent Research 2023-25E.

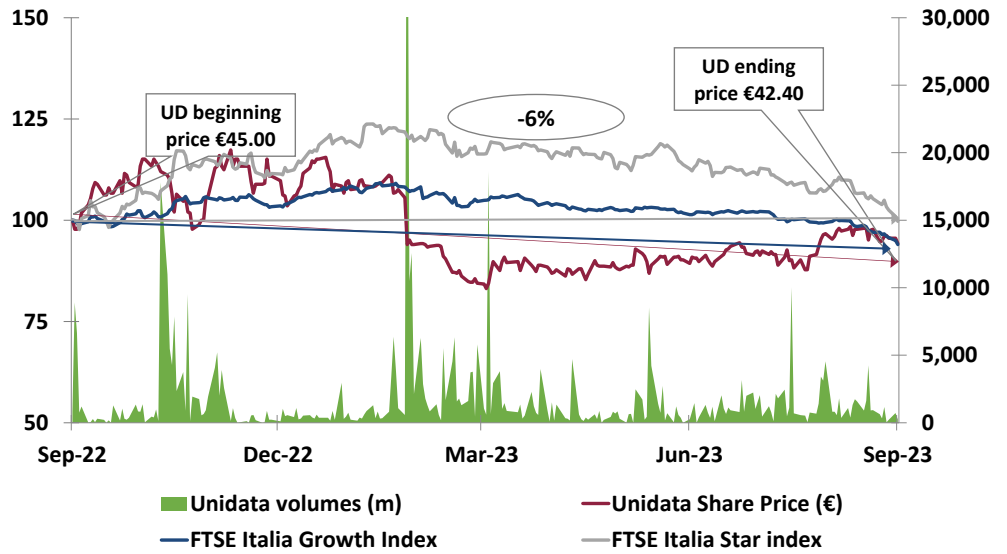
Market update

LTM Unidata trading price range
€37.40-52.80

LTM UD performance -6% as
Italia Growth Index (-6%) and
below Italia Star index (0%)

Last 6-months performance +8%,
10% overperforming both
indexes (-11% and -16%)

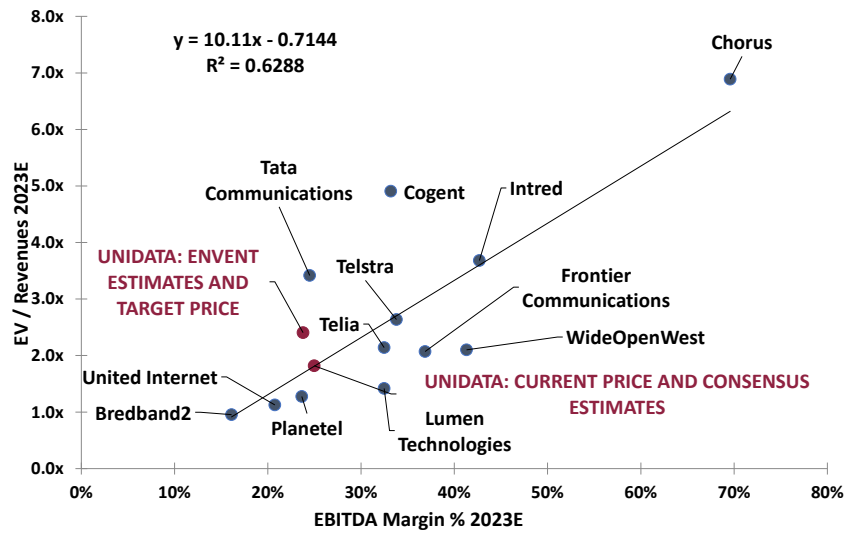
Unidata - 1Y share price performance and trading volumes



Source: EnVent Research on S&P Capital IQ - Note: 26/09/2022=100

Unidata position with updated
target price and estimates
consistent with market
EV/revenues vs EBITDA Margin
correlation

Peer group - Regression analysis and Unidata target positioning

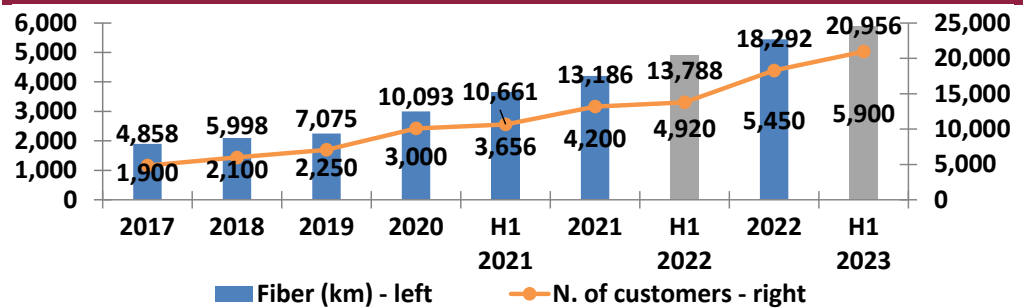


Source: EnVent Research on S&P Capital IQ, 26/09/2023

Investment case

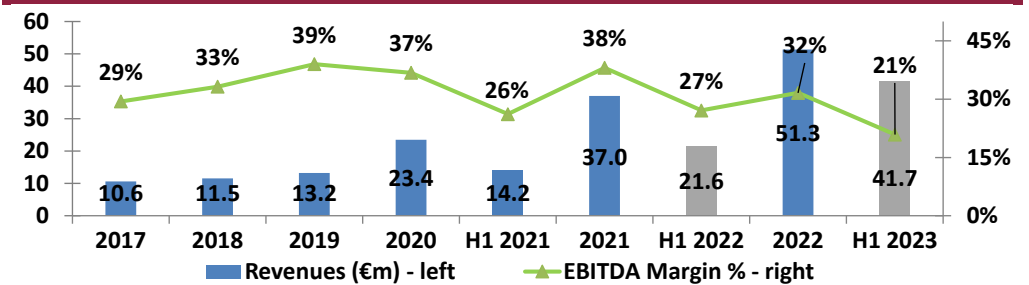
Unidata, listed on Euronext Star Milan since June 2023, translisting after Euronext Growth Milan 2020 IPO, is an Italian developer and provider of retail and wholesale ultra-broadband connectivity, ICT services and special projects to corporate and residential customers and public administrations. The infrastructure investment plan includes: further FTTH coverage with the key anchor customer Open Fiber; general contractor and co-investor of minority stakes in Unifiber (FTTH) and Unitirreno (submarine fiber optic); Tier IV green data center in Rome through Unicenter. By the H1 2023 TWT acquisition, Unidata is more than doubling its revenues with a nationwide coverage. Integrated communication and cloud computing services are provided through proprietary data centers. Service offer includes connectivity, VoIP, cloud, co-location hosting services, IoT services, Cyber Security.

FTTH fiber optic network and customers



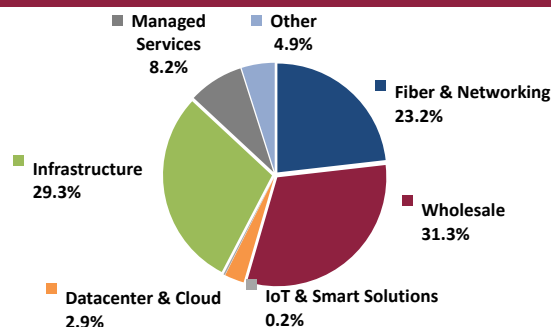
Source: Company data

Historical Revenues and EBITDA



Source: Company data - Note: 2017-18 ITA GAAP, since 2019 IAS compliant financials

2022 Revenues breakdown



Source: Company data

Industry and Company drivers

- Connectivity and convergence of new technologies (broadband, cloud, IoT and AI), uniform broadband technology and 5G's rollout, customers and service portfolio diversification
- Infrastructure investment track record, short payback period and funding by operating cash flow
- Substantial plan of mid-term co-investment on large infrastructure projects, a perspective of appealing asset-based value building and visibility of general contractor backlog
- Fiber infrastructure as a competitive advantage and a barrier to entry
- Proprietary 2 data centers with public, private and hybrid cloud, co-location for disaster recovery and hosting services

Challenges

- Competition and pressure on pricing by national and local competitors
- Churn rate
- TWT expected synergies and acquisition return
- Time to market and payback of infrastructure program

H1 2023 consolidated results

Profit and Loss

€m	H1 2022	2022	H1 2023
Total Revenues	21.6	51.3	41.7
YoY %	52.0%	38.8%	93.2%
Direct cost of sales	(5.2)	(7.9)	(13.7)
Personnel	(1.8)	(4.0)	(4.7)
Services	(8.4)	(22.2)	(13.7)
Other operating costs	(0.3)	(1.0)	(0.8)
Operating costs	(15.7)	(35.1)	(33.0)
EBITDA	5.9	16.2	8.7
Margin	27.1%	31.6%	20.9%
D&A	(2.8)	(5.5)	(3.9)
EBIT	3.0	10.7	4.9
Margin	14.1%	20.9%	11.6%
Interest	0.1	(0.1)	(1.3)
EBT	3.1	10.7	3.6
Margin	14.5%	0.0%	8.5%
Income taxes	(1.0)	(3.1)	(1.1)
Net Income (Loss)	2.1	7.5	2.4
Margin	9.7%	14.6%	5.8%

Balance Sheet

€m	H1 2022	2022	H1 2023
Inventory	2.6	4.2	4.2
Trade receivables	17.6	23.2	23.4
Trade payables	(15.9)	(16.5)	(22.9)
Trade Working Capital	4.3	10.9	4.8
Deferred income by IRU & others	(10.8)	0.0	0.0
Other assets (liabilities)	(5.5)	(15.5)	(14.7)
Net Working Capital	(12.0)	(4.6)	(10.0)
Intangible assets	9.5	9.7	12.0
Property, plant and equipment	36.3	39.0	52.8
Equity investments and financial assets	1.9	3.8	8.4
Non-current assets	47.6	52.4	124.5
Net Invested Capital	34.3	46.5	111.4
Net Debt (Cash)	4.0	9.6	49.6
Equity	30.3	36.9	61.7
Sources	34.3	46.5	111.4

Source: Company data - Note: H1 KPIs calculated on LTM economics

Cash Flow

€m	H1 2022	2022	H1 2023
EBIT	3.0	10.7	4.9
Current taxes	(1.0)	(3.1)	(1.1)
D&A	2.8	5.5	3.9
Provisions	0.2	0.2	1.9
Cash flow from P&L operations	5.1	13.3	9.5
Trade Working Capital	0.6	(6.0)	6.2
Deferred income by IRU & others	(0.5)	(11.3)	0.0
Other assets and liabilities	(0.1)	9.9	(0.8)
Capex	(5.3)	(11.2)	(19.9)
Cash flow after working capital and capex	(0.2)	(5.2)	(5.0)
Interest	0.1	(0.1)	(1.3)
IPO Proceeds/share capital increase	0.0	0.4	22.4
Net cash flow	(1.8)	(7.4)	(40.0)
Net (Debt) Cash - Beginning	(2.2)	(2.2)	(9.6)
Net (Debt) Cash - End	(4.0)	(9.6)	(49.6)
Change in Net (Debt) Cash	(1.8)	(7.4)	(40.0)

Source: Company data - Note: H1 KPIs calculated on LTM economics

Ratio analysis

KPIs	H1 2022	2022	H1 2023
ROE	14%	20%	8%
ROS (EBIT/Revenues)	28%	21%	23%
EBIT/Invested Capital	18%	23%	9%
DSO	64	111	168
DPO	122	117	142
DOI	21	30	37
TWC/Total Revenues	10%	21%	6%
Capex/Revenues	12%	22%	24%
Net Debt / EBITDA	0.3x	0.6x	2.8x
Net Debt / Equity	0.1x	0.3x	0.8x
Net Debt / (Net Debt+Equity)	0.1x	0.2x	0.4x
Cash flow from operations / EBITDA	86%	82%	109%
FCF / EBITDA	-4%	-32%	-58%
Earnings per Share, basic (€)	1.36	2.43	0.79

Business update: IoT achievements by awards for smart water network metering technology

Unidata IoT service line participates to tenders for implementation of smart metering systems in local management of water networks, with three tenders awarded in 2023 so far.

Metropolitan City of Palermo €2.7m

Metropolitan City of Palermo - Automatic Meters Management System - joint bid with other two companies under a temporary *Contract* association, where Unidata is the leading enterprise, project worth €2.7m for 36 months, tender funded in the NRRP framework.

Acqua Pubblica Sabina €9.5m

Acqua Pubblica Sabina - smart water meters management - public-private partnership, project financing format, worth €9.5m for 14 years.

Firenze - Prato - Pistoia €3.5m

Publiacqua (ACEA) for Firenze-Prato-Pistoia basin - smart connectivity metering service for the water management system - project worth more than €3.5m for 13 years, funded in the NRRP framework.

Estimates revision

We consider Unidata figures and performance in H1 2023 overall congruous with our year-end estimates. First half revenues, accounting for 40% of our FY23E, and operating profitability appear overall consistent with historical H1 Unidata performance, with H2 figures higher, driven by organic growth and year-end billings. Net financial debt - over €49m financing TWT deal - looks somewhat higher of our implied expectation, since including the equity investments in Unifiber and Unitirreno. Accordingly, while maintaining our revenue and profitability estimates, we factor in capex and assume higher interest charges in our cash flow projection.

Change in estimates

€m	Revised			Previous			Change		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Revenues	105.1	117.8	133.0	105.1	117.8	133.0	0%	0%	0%
EBITDA	25.0	29.6	35.5	25.0	29.6	35.5	0%	0%	0%
<i>Margin</i>	24%	25%	27%	24%	25%	27%			
EBIT	15.3	17.1	21.5	16.0	17.9	22.3	-5%	-5%	-4%
<i>Margin</i>	15%	14%	16%	15%	15%	17%			
Net Income	7.9	9.5	13.1	8.5	9.5	12.7	-8%	0%	3%
Net (Debt) Cash	(48.9)	(48.3)	(36.4)	(40.8)	(39.9)	(29.7)			
<i>Net Debt / EBITDA</i>	2.0x	1.6x	1.0x	1.6x	1.3x	0.8x			

Source: EnVent Research

Financial projections

Profit and Loss

€m	2020A	2021A	2022A	2023E	2024E	2025E
Total Revenues	23.4	37.0	51.3	105.1	117.8	133.0
<i>YoY %</i>	77.4%	57.9%	38.8%	104.7%	12.1%	12.9%
Direct cost of sales	(4.1)	(7.6)	(7.9)	(42.0)	(45.5)	(52.4)
Personnel	(2.9)	(3.4)	(4.0)	(9.8)	(10.4)	(11.1)
Services	(6.5)	(11.0)	(22.2)	(23.6)	(27.1)	(28.3)
Other operating costs	(1.3)	(0.9)	(1.0)	(4.8)	(5.2)	(5.8)
Operating charges	(14.8)	(22.9)	(35.1)	(80.1)	(88.1)	(97.5)
EBITDA	8.6	14.1	16.2	25.0	29.6	35.5
<i>Margin</i>	36.8%	38.1%	31.6%	23.8%	25.2%	26.7%
D&A	(3.7)	(5.0)	(5.5)	(9.7)	(12.6)	(14.0)
EBIT	4.9	9.1	10.7	15.3	17.1	21.5
<i>Margin</i>	20.9%	24.6%	20.9%	14.5%	14.5%	16.2%
Interest	(0.1)	(0.3)	(0.1)	(4.1)	(3.7)	(3.2)
EBT	4.8	8.8	10.7	11.2	13.4	18.3
<i>Margin</i>	20.4%	23.8%	20.7%	10.6%	11.4%	13.8%
Income taxes	(1.4)	(1.0)	(3.1)	(3.3)	(3.9)	(5.2)
Net Income	3.4	7.8	7.5	7.9	9.5	13.1
<i>Net Income Margin</i>	14.5%	21.2%	14.6%	7.5%	8.1%	9.8%

Source: Company data 2020-22A, EnVent Research 2023-25E - Note: from 2023E consolidated figures

Balance Sheet

€m	2020A	2021A	2022A	2023E	2024E	2025E
Inventory	1.0	2.1	4.2	4.8	5.8	6.1
Trade receivables	14.0	18.4	23.2	31.1	35.5	39.2
Trade payables	(8.6)	(15.5)	(16.5)	(25.9)	(26.8)	(28.7)
Trade Working Capital	6.4	4.9	10.9	10.1	14.5	16.6
Deferred income by IRU & others	(17.0)	(11.3)	0.0	0.0	0.0	0.0
Other assets (liabilities)	(4.9)	(5.6)	(15.5)	(14.2)	(16.5)	(18.0)
Net Working Capital	(15.5)	(12.0)	(4.6)	(4.1)	(2.0)	(1.4)
Intangible assets	8.1	9.9	9.7	8.7	7.4	6.0
Goodwill				49.6	46.2	42.8
Property, plant and equipment	26.0	33.1	39.0	54.4	60.0	64.3
Investments and financial assets	1.4	1.3	3.8	12.1	18.2	19.4
Non-current assets	35.5	44.3	52.4	124.7	131.7	132.5
Provisions	(1.1)	(1.1)	(1.3)	(4.0)	(4.2)	(4.4)
Net Invested Capital	19.0	31.3	46.5	116.6	125.5	126.7
Net Debt (Cash)	(2.5)	2.2	9.6	48.9	48.3	36.4
Equity	21.4	29.0	36.9	67.7	77.2	90.3
Sources	19.0	31.3	46.5	116.6	125.5	126.7

€6.6m financial assets in Unifiber and Unitirreno in H1 2023

€23m share capital increase and €40m acquisition financing in 2023E

Source: Company data 2020-22A, EnVent Research 2023-25E - Note: from 2023E consolidated figures

Cash Flow

€m	2020A	2021A	2022A	2023E	2024E	2025E
EBIT	4.9	9.1	10.7	15.3	17.1	21.5
Current taxes	(1.4)	(1.0)	(3.1)	(3.3)	(3.9)	(5.2)
D&A	3.7	5.0	5.5	9.7	12.6	14.0
Provisions	0.2	(0.0)	0.2	2.7	0.2	0.2
Cash flow from P&L operations	7.4	13.1	13.3	24.5	25.9	30.4
Trade Working Capital	2.5	1.4	(6.0)	0.8	(4.4)	(2.1)
Deferred income by IRU & others	2.2	(5.7)	(11.3)	0.0	0.0	0.0
Other assets and liabilities	0.8	0.7	9.9	(1.3)	2.3	1.5
Capex	(9.9)	(13.9)	(11.2)	(22.4)	(13.5)	(13.5)
Operating cash flow after working capital/capex	3.0	(4.3)	(5.2)	1.5	10.4	16.3
Interest	(0.1)	(0.3)	(0.1)	(4.1)	(3.7)	(3.2)
Net acquisition investment	(0.9)	0.1	(2.5)	(59.6)	(6.1)	(1.2)
Dividends and other net equity changes	0.0	(0.2)	0.0	(0.3)	0.0	0.0
Paid-in capital	0.0	0.0	0.4	23.1	0.0	0.0
Capex - IPO cost	(0.8)	0.0	0.0	0.0	0.0	0.0
IPO proceeds	5.7	0.0	0.0	0.0	0.0	0.0
Net cash flow	6.9	(4.7)	(7.4)	(39.3)	0.6	11.9
Net Debt (Beginning)	(4.5)	2.5	(2.2)	(9.6)	(48.9)	(48.3)
Net Debt (End)	2.5	(2.2)	(9.6)	(48.9)	(48.3)	(36.4)
Change in Net Debt (Cash)	6.9	(4.7)	(7.4)	(39.3)	0.6	11.9

Sustained capex program and equity investments.

Source: Company data 2020-22A, EnVent Research 2023-25E - Note: from 2023E consolidated figures

Ratio analysis

KPIs	2020A	2021A	2022A	2023E	2024E	2025E
ROE	16%	27%	20%	12%	12%	14%
ROS (EBIT/Revenues)	21%	25%	21%	15%	14%	16%
EBIT/Invested Capital	26%	29%	23%	13%	14%	17%
DSO	110	102	111	89	90	88
DPO	118	139	117	85	88	86
DOI	15	20	30	17	18	17
TWC/Total Revenues	27%	13%	21%	10%	12%	12%
Capex/Revenues	42%	38%	22%	21%	11%	10%
Net Debt / EBITDA	-0.3x	0.2x	0.6x	2.0x	1.6x	1.0x
Net Debt / Equity	-0.1x	0.1x	0.3x	0.7x	0.6x	0.4x
Cash flow from P&L operations / EBITDA	86%	93%	82%	98%	87%	86%
FCF / EBITDA	35%	-31%	-32%	6%	35%	46%
Earnings per Share, basic (€)	1.10	2.54	2.43	2.55	3.08	4.23

Source: Company data 2020-22A, EnVent Research 2023-25E - Note: from 2023E consolidated figures

Valuation

We have updated our DCF valuation and market multiples.

Discounted Cash Flows

Updated assumptions:

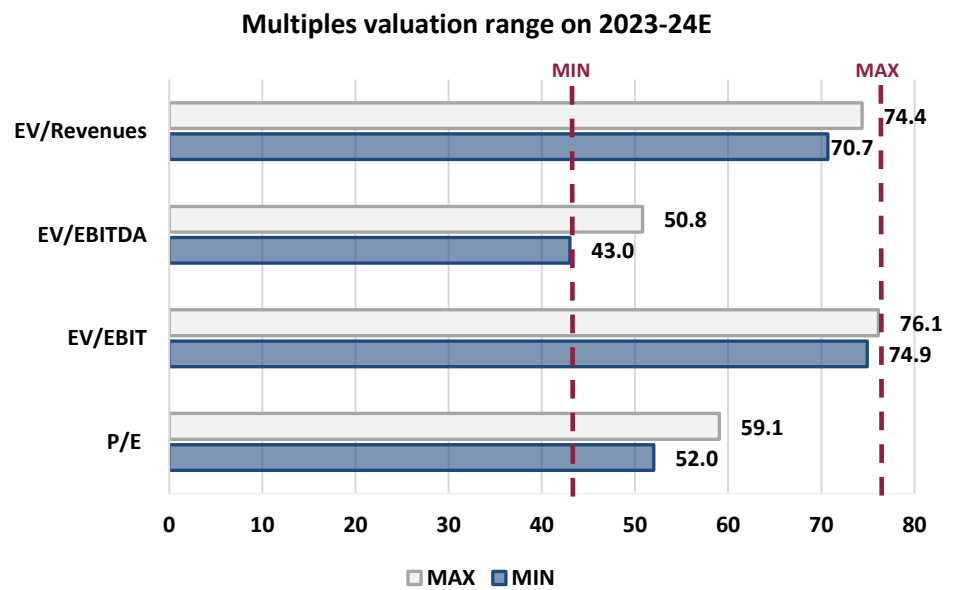
- Risk free rate: 3.7% (Italian 10-year government bonds interest rate – last 30 days average. Source: Bloomberg, September 2023)
- Market return: 12% (last 30 days average. Source: Bloomberg, September 2023)
- Market risk premium: 8.3%
- Beta: 0.9 (mean value of selected comparable companies. Source: Bloomberg 1 year, September 2023)
- Cost of equity: 11.1%
- Cost of debt: 6%
- Tax rate: 24% IRES
- 30% debt/(debt + equity) as target capital structure
- WACC calculated at 9.2%, according to above data
- Perpetual growth rate at 3%
- Terminal Value assumes a 30% EBITDA margin

DCF Valuation

€m	2023E	2024E	2025E	Perpetuity
Total revenues	105.1	117.8	133.0	137.0
EBITDA	25.0	29.6	35.5	41.1
<i>Margin</i>	23.8%	25.2%	26.7%	30.0%
EBIT	15.3	17.1	21.5	27.1
<i>Margin</i>	14.5%	14.5%	16.2%	19.8%
Taxes	(4.3)	(4.8)	(6.0)	(7.6)
NOPAT	11.0	12.3	15.5	19.5
D&A	9.7	12.6	14.0	14.0
Provisions	2.7	0.2	0.2	0.0
Cash flow from P&L operations	23.5	25.0	29.7	33.5
Trade Working Capital	0.8	(4.4)	(2.1)	(0.5)
Other assets and liabilities	(1.3)	2.3	1.5	0.0
Capex	(22.4)	(13.5)	(13.5)	(14.0)
Net acquisition investment	(59.6)	(6.1)	(1.2)	0.0
Yearly Unlevered Free Cash Flows	(59.1)	3.4	14.3	19.0
- H1 Unlevered Free Cash Flows	61.1			
Free Cash Flows to be discounted	2.0	3.4	14.3	19.0
WACC	9.2%			
Long-term growth (G)	3.0%			
Discounted Cash Flows	1.9	3.0	11.5	
Sum of Discounted Cash Flows	16.4			
Terminal Value				309.3
Discounted TV	248.4			
Enterprise Value	264.9			
Net Debt (Cash) as of 30/06/2023	48.9			
Equity Value	215.9			
Equity Value per share (€)	69.9			

Source: EnVent Research

Market multiples



Source: EnVent Research

Industry segmentation and multiples

Telco and infrastructure clusters:

- Infrastructure Telco, mostly with their own infrastructure
- Other Telco, with less material proprietary infrastructure
- Telco & datacenter/cloud, also datacenter and cloud services providers

We expect an increasing comparability in the medium/long run for the Telco & datacenter/cloud cluster. We have applied combined median multiples to our 2023-24E expected consolidated figures.

Company	EV/Revenues			EV/EBITDA			EV/EBIT			P/E		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Infrastructure Telco peers												
Telstra	2.6x	2.6x	2.5x	7.8x	7.5x	7.2x	18.3x	16.6x	15.5x	23.0x	20.8x	19.2x
Intred	3.7x	3.2x	2.9x	8.6x	7.5x	6.8x	15.8x	13.4x	11.9x	20.4x	17.5x	15.5x
Planetel	1.3x	1.1x	1.0x	5.4x	4.3x	3.7x	12.0x	7.8x	5.8x	n.a.	8.6x	6.4x
Chorus Limited	6.9x	6.7x	6.5x	9.9x	9.7x	9.3x	28.3x	27.2x	25.0x	neg	neg	61.5x
Tata Communications	3.4x	3.0x	2.7x	13.9x	13.6x	11.7x	28.0x	29.2x	22.7x	31.7x	35.5x	27.8x
Lumen Technologies	1.4x	1.5x	1.5x	4.4x	4.6x	4.6x	14.1x	15.8x	15.7x	4.4x	4.8x	3.9x
Average	3.2x	3.0x	2.9x	8.3x	7.9x	7.2x	19.4x	18.3x	16.1x	19.9x	17.4x	22.4x
Median	3.0x	2.8x	2.6x	8.2x	7.5x	7.0x	17.1x	16.2x	15.6x	21.7x	17.5x	17.4x
Other Telco peers												
United Internet	1.1x	1.1x	1.0x	5.4x	5.0x	4.7x	9.3x	8.6x	8.0x	9.6x	8.7x	7.0x
Bredband2	1.0x	0.9x	0.9x	5.9x	5.5x	5.3x	13.6x	11.2x	10.3x	15.8x	12.8x	11.1x
Cogent	4.9x	4.1x	3.8x	14.8x	12.8x	13.2x	neg	neg	neg	neg	n.m.	126.1x
Telia	2.1x	2.1x	2.1x	6.6x	6.4x	6.2x	18.4x	15.9x	14.8x	16.0x	12.5x	10.9x
WideOpenWest	2.1x	2.1x	2.1x	5.1x	4.8x	4.5x	neg	16.6x	14.1x	n.a.	n.a.	n.a.
Frontier Communications	2.1x	2.1x	2.0x	5.6x	5.4x	5.0x	19.4x	17.1x	16.0x	neg	neg	neg
Average	2.2x	2.1x	2.0x	7.2x	6.7x	6.5x	15.2x	13.9x	12.6x	13.8x	11.3x	38.8x
Median	2.1x	2.1x	2.0x	5.8x	5.5x	5.2x	16.0x	15.9x	14.1x	15.8x	12.5x	11.0x
Other Telco peers & datacenter/cloud peers												
Equinix	9.9x	9.0x	8.3x	21.8x	19.7x	17.7x	58.0x	49.5x	40.0x	75.5x	65.7x	54.5x
Digital Realty Trust	10.3x	9.7x	8.9x	21.1x	19.7x	17.8x	n.m.	60.5x	50.2x	n.m.	96.2x	51.8x
OVH Groupe	2.5x	2.1x	1.8x	6.8x	5.6x	4.6x	n.m.	53.0x	26.6x	neg	88.5x	39.4x
WiiT	4.4x	4.1x	3.9x	12.2x	10.7x	10.0x	21.7x	18.4x	16.6x	27.0x	21.1x	17.2x
Average	6.7x	6.2x	5.7x	15.5x	13.9x	12.5x	39.8x	45.4x	33.4x	51.2x	67.8x	40.7x
Median	7.1x	6.6x	6.1x	16.7x	15.2x	13.8x	39.8x	51.3x	33.3x	51.2x	77.1x	45.6x
Infrastructure Telco + Other Telco peers												
Average	2.7x	2.5x	2.4x	7.8x	7.3x	6.8x	17.7x	16.3x	14.5x	17.3x	15.1x	29.0x
Median	2.1x	2.1x	2.1x	6.3x	6.0x	5.8x	17.1x	15.9x	14.8x	16.0x	12.6x	13.3x
Full sample												
Average	3.7x	3.5x	3.3x	9.7x	8.9x	8.3x	21.4x	24.1x	19.5x	24.8x	32.7x	32.3x
Median	2.5x	2.4x	2.3x	7.3x	6.9x	6.5x	18.4x	16.6x	15.7x	20.4x	19.2x	18.2x
UNIDATA -Current price and Consensus Estimates												
	1.8x	1.5x	1.4x	7.3x	6.1x	5.1x	10.6x	8.8x	7.4x	13.3x	10.8x	8.6x
UNIDATA - EnVent Research Target Price and Updated Estimates												
	2.4x	2.1x	1.9x	10.1x	8.5x	7.1x	15.8x	14.1x	11.3x	24.3x	23.1x	16.9x

Source: EnVent Research on S&P Capital IQ, 26/09/2023

Multiples application

€m

	Unidata	Full sample median	EV	Net Cash (Debt)	Equity Value
2023E Revenues	105.1	2.5x	267.3	(48.9)	218.4
2024E Revenues	117.8	2.4x	278.7	(48.9)	229.8
2025E Revenues	133.0	2.3x	309.5	(48.9)	260.6
				Mean 2023-24E	224.1
				Equity Value per share, €	72.55
2023E EBITDA	25.0	7.3x	181.8	(48.9)	132.9
2024E EBITDA	29.6	6.9x	205.9	(48.9)	157.0
2025E EBITDA	35.5	6.5x	230.6	(48.9)	181.7
				Mean 2023-24E	144.9
				Equity Value per share, €	46.92
2023E EBIT	15.3	18.4x	280.3	(48.9)	231.4
2024E EBIT	17.1	16.6x	284.0	(48.9)	235.1
2025E EBIT	21.5	15.7x	338.1	(48.9)	289.2
				Mean 2023-24E	233.3
				Equity Value per share, €	75.53
2023E Net Income	7.9	20.4x			160.7
2024E Net Income	9.5	19.2x			182.4
2025E Net Income	13.1	18.2x			238.3
				Mean 2023-24E	171.5
				Equity Value per share, €	55.54
Average					193.5
Equity Value per share, €					62.6

Source: EnVent Research

Valuation rationale

Unidata commitment to invest in diverse infrastructures during 2023 is delivering and is improving the forward-looking Unidata business visibility as critical infrastructure developer and owner. We keep being confident that Unidata value will increasingly consist in its infrastructures, together with decreasing volatility and lower risk profile. The ongoing integration of TWT is expected to bring out further synergies, which could be disclosed among the next updated management guidelines.

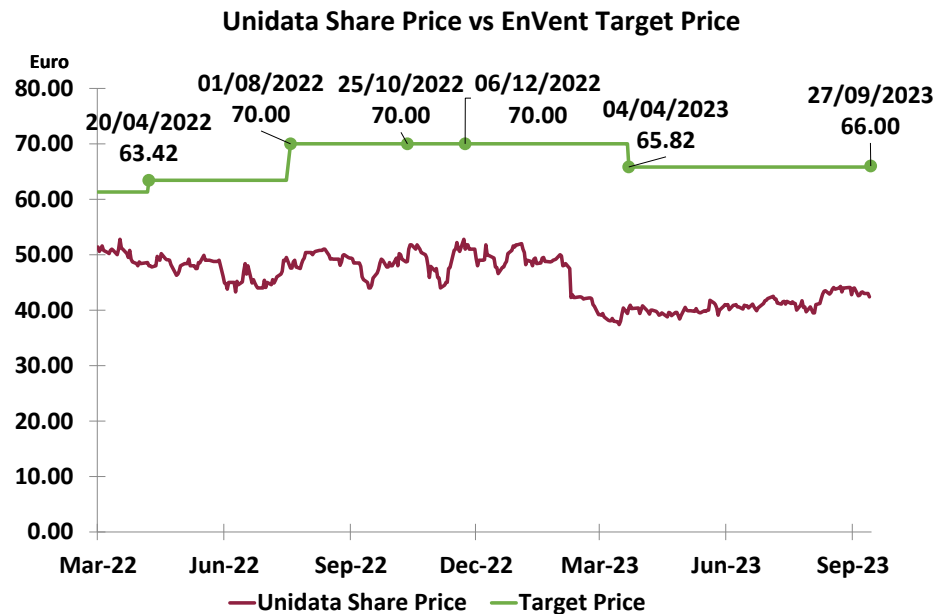
Target Price

We have carried on our valuation on DCF method, deeming it more suitable in view of multiples comparability and diversity issues. Our model leads Unidata stock price to €66.00 per share, consequently we maintain our previous €66 target price, implying a 56% upside potential on current stock price, and the OUTPERFORM rating.

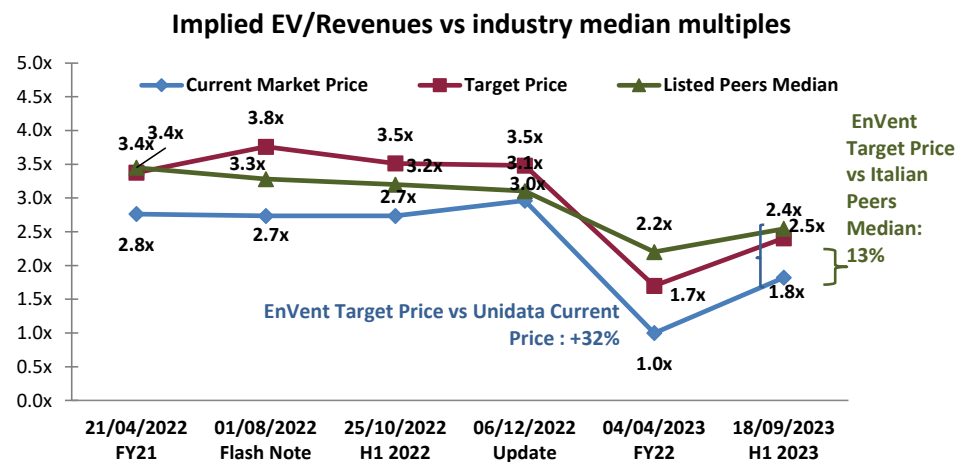
Please refer to important disclosures at the end of this report.

Unidata Price per Share	€
Target Price	66.00
Current Share Price (26/09/2023)	42.40
Premium (Discount)	56%

Source: EnVent Research



Source: EnVent Research on S&P Capital IQ, 27/09/2023



Source: EnVent Research on S&P Capital IQ, 27/09/2023

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NEUTRAL: stocks are expected to have a performance between -10% and +10% consistent with market or industry trend and appear less attractive than Outperform rated stocks;

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Date and time of Production: 26/09/2023 h. 7.00pm

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