

1. Company Business

Unified Data Tech Solutions Ltd is a system integration company incorporated in 2010. It provides comprehensive IT solutions including data center infrastructure, virtualization, cybersecurity, cloud deployment, secure application delivery, and more. Their offerings cater to BFSI, manufacturing, pharma, IT/ITES sectors. Services include:

- **Data Center Infrastructure**
- **Network and Cybersecurity Solutions**
- **Virtualization & Private Cloud**
- **Backup and Disaster Recovery**
- **Technology Advisory & System Integration**
- **Operational and Managed IT Services**

The company partners with OEMs such as IBM, Dell, and Fortinet and boasts over 310 employee certifications. It is ISO 9001:2015 and ISO 27001:2013 certified.

2. Industry Analysis

Unified Data operates in the Indian IT system integration and services industry, which is experiencing strong tailwinds due to:

- India's push for data localization and digital transformation
- Adoption of cloud, AI, and 5G technology
- Growth in BFSI, healthcare, and telecom sectors
- Government-led initiatives such as IndiaAI, Smart Cities, and digital payments

The sector is expected to grow steadily, driven by enterprise IT modernization and cybersecurity demand.

3. Company Financials (₹ in Crores)

Particulars	Feb 28, 2025	March 31, 2024	March 31, 2023	March 31, 2022
Revenue from Operations	194.58	260.37	110.48	93.30
EBITDA	33.16	27.86	12.46	11.14
EBITDA Margins	17.05%	10.70%	11.29%	11.95%
PAT	31.68	25.12	10.40	9.70
PAT Margins	16.28%	9.65%	9.41%	10.41%
ROCE	43.66%	52.55%	35.82%	46.07%
CFOA	21.76	9.79	23.36	2.80

4. Comparison with Peers

Companies	Revenue	EBITDA Margins	PAT Margins	D/E Ratio	MCap	P/E
Unified Data-Tech Solutions (FY 2024)	260.37 Cr.	10.70%	9.65%	0.00	548.45 Cr.	21.83*
Dynacons Systems & Solutions (TTM)	1,218 Cr.	8%	5.66%	0.35	1,498 Cr.	21.90
Orient Technologies (TTM)	840 Cr.	8%	5.95%	0.02	1,475 Cr.	29.30
Silver Touch Technologies (TTM)	292 Cr.	14%	7.53%	0.33	997 Cr.	44.90

*Forward PE is 15.87 on the basis of FY 25 PAT.

5. IPO Details with Pre and Post Promoter Holdings

- Issue Size: 52.92 lakh equity shares (OFS)
- IPO Date: May 22, 2025 to May 26, 2025
- Type: 100% Offer for Sale (no fresh issue)
- Promoter Selling Shareholder: Hiren Rajendra Mehta
- Pre-IPO Promoter Holding: 86.73%
- Post-IPO Promoter Holding: 60.39%
- Listing Platform: BSE SME

6. Objects of the Issue

- Pure Offer for Sale – no fresh funds to the company
- Promoter to receive entire proceeds

The company will not receive any proceeds from the IPO.

7. Pros and Cons

✓ Pros:

- Strong financial metrics with high RoCE and PAT margins
- Asset-light model with zero debt
- Diversified offerings in high-demand IT sectors
- Certified team and marquee OEM partnerships

✗ Cons:

- Entire issue is Offer for Sale – no capital infusion
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8. Conclusion

Unified Data Tech Solutions Ltd presents itself as a high-margin, zero-debt tech systems integrator with strong growth and operational efficiency. The consistent improvement in profitability and return ratios sets it apart from peers. However,

the 100% OFS structure means no new capital is infused into the company for growth.

Investor View: Ideal for those seeking SME exposure in the IT integration space with a focus on return metrics over scale. Long-term sustainability will depend on execution capabilities and continued diversification.