



PRESS RELEASE

Safety21, 29 million millions to push the M&A: first target achieved

A transaction of 29 million euros was completed by Safety21 for the growth of the Group, through an acquisition plan of national and international companies, aimed at the internalization of core rings of the end-to-end service-chain offered to the market, of which Multiservizi marks the first step.

Milan, June 4th 2019 - Safety21 SpA, Italian scale-up among the leaders in enforcement violation and road safety market, managed by the founder Gianluca Longo, the HAT investment fund, the professional investor Laurent Asscher and of entrepreneur's family office Germano Fanelli, announces to have completed the acquisition of 100% of the capital of Multiservizi S.r.l. company.

After an initial phase of internal growth, characterized by the success of the proprietary cloud platform TITAN[®] and by innovative infrastructural proposition models for Public Administration through Project Financing, Safety21 begins a path of acquisitions in the national and international field, aimed at the internalization of core rings of the chain of services offered by the Group.

Multiservizi Srl, which includes in its perimeter the operational branch of Tecnotraffico S.r.l. acquired during 2018, is based in Orvieto and is the leading company in Italy in the outsourcing management of road traffic penalties to foreign vehicles and relative recovery of uncollected credits.

Safety21 Group closed the 2018 financial year with a pro-forma consolidated result of approximately 25 Mln/Euro of revenues with an Ebitda margin of 28%.

"We are very satisfied with the acquisition of Multiservizi, which represents a jewel in terms of process optimization. Thanks to thirty-years of experience in the sector - declared Gianluca Longo, founder and Group CEO of Safety21 – Multiservizi will bring to us a strong management team and know-how for the development of specific vertical applications on our IoT TITAN[®] cloud platform, as well as a customer portfolio of over 300 Italian local authorities, including the main Metropolitan Cities".

"Today, for Safety21, is opening a new phase characterized by growth by external lines - declared Ignazio Castiglioni, Managing Director of HAT - We are sure that with this operation, the first of a series of target companies to be acquired already identified, the foundations have been laid for building one of the most interesting players in the field of road safety and enforcement violation outsourcing".

"UBI Banca is particularly pleased contributing financing the growth of Safety21, a strategic operator in the road safety sector and a leading company in Italy, with a high level of technological innovation", declared Marco Mandelli, Head of Corporate & Investment Banking Division of Ubi Banca.



During last May, Safety21 concluded a capital increase of 14 million euros fully subscribed by the current shareholding structure, capital that is added to the 6,5 million euros already subscribed in recent rounds. The increase is flanked by a senior loan of 15 million euros obtained from a pool of banks formed by UBI Banca (head of the pool) and Banco BPM. A basket of resources worth 29 million euros entirely destined to the acquisition of target companies already identified in the national and international reference market.

The capital increase operation was concluded with the legal support of Orrick with a team composed of partner Attilio Mazzilli, of counsel Alessandro Vittoria and Sarah Lo Piparo, and by LMS Studio Legale with a team composed of professionals Giovanni Gomez Paloma, Giulio Gambini Pierleoni and Fiorenza Fortunato.

For the financing transaction, the financial advisor Ethica Mittel assisted the Company with a team consisting of Giovanni Grandini and Luca Troisi and legal advisor Orrick with the partner Marina Balzano. The banking pool was assisted by Legance – Avvocati Associati with a team composed of the partner Guido Iannoni Sebastianini and the senior associate Andrea Mazzola.

Safety21 was assisted in the acquisition of Multiservizi S.r.l. by the law firm Orrick and the advisor Deloitte with the team of Sandro Rizzo's partner, while the sellers were assisted by lawyer Lorenzo Tysserand.

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Safety21 S.p.A.

Safety21 is the Italian technology services company for improving road safety standards, which offers scalable and innovative outsourcing services to public entities and police forces, both on its own and through Group companies, through the proprietary cloud platform IoT TITAN®: highly innovative technology that allows full control of the management of the entire sanctioning process through an end-to-end offer that goes from IoT management for the detection of infringements, passing through all administrative procedures to the enforced collection of inaccurate credits.

The Group, founded in 2011 and participated by institutional and international investors, today includes - in addition to Safety21 S.p.A. - the companies ServiceNet21 S.r.l., A21 Riscossioni S.r.l., Consel S.r.l. and Multiservizi S.r.l. Its headquarters is in Rome, while the operating offices are in Milan, Turin, Orvieto, La Spezia and Varese.

www.safety21.it

HAT Sicaf - HAT Group

The HAT group is a leading independent manager in Italy in the alternative investment market. Controlled by managing partners Nino Attanasio and Ignazio Castiglioni, the Group promotes and administrates four investment funds reserved for qualified investors for a target value of over 320 million euros, working with dedicated teams and two investment strategies: Private Equity and Infrastructure. HAT Sicaf is the Group's Private Equity fund dedicated to Italian SMEs to promote and encourage the growth process of companies in the portfolio also for external lines, favouring the creation of companies characterized by a more significant dimension, able to strengthen their competitiveness at national and international level. HAT Sicaf counts - among its primary investors - Italian entrepreneurs and Italian Investment Fund.

www.hat.it

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