



PRESS RELEASE

Safety21 acquires GeFiL SpA to establish the first Italian leader in the Smart Road and Smart City space

Thanks to this transaction, the company controlled by BU (Bregal Unternehmerkaptal) Funds further consolidates its leadership in the domestic market by creating a Group with a 2022 expected turnover of more than € 65 million

Milan, 6th September 2022 – **Safety21**, a leading Italian software provider in the Smart Road and Smart City space, controlled by investment fund **BU** (Bregal Unternehmerkaptal) **Funds** (“BU”), announced today that it has completed the acquisition from Kauri Group of **Ge.Fi.L S.p.A.**, an end-to-end provider of digital services for the Public Administration, mainly focused on Smart City, Smart Mobility and Collection services.

The first acquisition by Safety21 (a portfolio company of BU) aims to further consolidate its leadership in the domestic market. The transaction creates the largest Italian Group **operating in the Smart Mobility and Smart City verticals**, with more than **€65 million 2022 expected revenues**. The acquisition is in line with the growth strategy designed with the support of BU leveraging the unique features of Safety21’s technological platform and its innovative service offering for sustainable mobility to accelerate the evolution process towards the Smart City concept.

Thanks to this transaction, Safety21 becomes the reference partner for Local Authorities, Public Administration, and Institutions, able to offer solutions and services to digitalize, streamline, and accelerate processes to ensure road safety for its citizens. The growth strategy aims at consolidating Safety21’s presence in the domestic market thanks to its innovative solutions offering, with the goal of internationalize the group, exporting Safety21’s virtuous model abroad.

Gianluca Longo, CEO and founder of **Safety21** announced: *“We are pleased to welcome Ge.Fi.L, a company with more than twenty years of history and presence in the Public Administration, to the Safety21 Group. The acquisition and successful integration of Ge.Fi.L and its wholly owned subsidiaries MegAsp, Elfo, and Ne-t by Telerete Nordest will allow Safety21 to significantly expand its domestic and technological footprint. We are also honoured to welcome more than 100 highly specialized industry professionals to the Safety21 team”*.

“In view of Safety21’s significant expansion prospects in the domestic and the international markets”, CEO and founder of Kauri Holding Enrico Del Sole said: “our Group decided to reinvest a minority stake in the transaction, mindful of the uniqueness of this project within the domestic and international landscape thanks to its technological innovation and offering’s quality”.

Valentina Pippolo, Partner and Italy Country Head of **BU Italy**, added: *“We are extremely satisfied that Safety21 has completed this important investment. Adding a valuable player like Ge.Fi.L into the Group*



was part of the buy and build strategy devised with Gianluca Longo and Safety21 management team and further strengthens company's well-established position of largest Group in Italy within the Smart City space. Ge.Fi.L's acquisition will allow the Group to consolidate its presence alongside Public Administration and Institutions and to continue both the growth plan and the internationalisation of Safety21's virtuous model".

The transaction is subject to regulatory bodies' authorizations.

ADVISOR:

Safety21 was advised by *Alvarez & Marsal* for financial due diligence; *Essentia Advisory* as debt advisor; *Orrick, Herrington & Sutcliffe* for legal aspects; *BonelliErede* for the structuring; and *Gatti Pavesi Bianchi Ludovici* for tax due diligence.

Kauri Group was advised by *Gitti and Partners* for legal aspects related to Ge.Fi.L S.p.A. sale.

Safety21 S.p.A.

Safety21 is an Italian Smart Mobility company specialised in technological services for the improvement of road safety standards. Safety21 supplies public bodies and police forces – on its own and through Group companies – with scalable, innovative outsourcing services through its proprietary TITAN® IoT cloud platform, a highly innovative technology that allows full control of the management of the entire sanctioning and territorial control process.

www.safety21.it

BU (Bregal Unternehmerkapital)

Bregal Unternehmerkapital ("BU") invests in mid-sized companies across a wide range of sectors in Germany, Austria, Switzerland and Italy, with a focus on market leaders and "hidden champions" with strong management teams and outbreak potential. With "patient capital", entrepreneurial skills and a consolidated network, the BU team works closely with entrepreneurs to develop, internationalize, and digitise portfolio companies, helping them to generate sustainable value on a responsible basis.

As part of its comprehensive commitment to environmental, social, and governance practices, BU also supports existing portfolio companies with loans at attractive terms to finance sustainability investments provided by Bregal's dedicated EUR 40 million Sustainable Development Fund and, in 2020, with grants for charitable projects to contribute to portfolio companies' pandemic responses provided by Bregal's EUR 3 million COVID-19 relief fund. Furthermore, in 2021, BU committed to ambitious science-based climate targets for 2030 as part of its commitment to decarbonise its portfolio and achieve net zero.

In Italy, BU has successfully completed two transactions: in September 2021, acquired a majority stake in Safety21, a leading Italian software provider in the Smart Road e Smart City space; in May 2022, acquired a majority stake in Italgel, a global leader in the production of gelatine and collagen.

For more information, please visit www.bregal.it or follow us on [LinkedIn](https://www.linkedin.com/company/bregal)

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