

Soft Telecom Acquisition and Capital Increase

Klecha & Co. acted as financial advisor to Vipera Plc on the acquisition of SoftTelecom

Milan, 27 July 2017

Vipera Plc, the cutting edge provider of mobile financial services and digital customer engagement solutions, is pleased to announce that it has exchanged contracts to acquire SoftTelecom Desarrollos I Mas D S.L. (“SoftTelecom”), and has received applications to subscribe a capital increase in Vipera.

Acquisition of SoftTelecom

Founded in 2005 and based in Madrid, SoftTelecom is a software solutions house, serving clients in the banking, payment service provider including real time payments and telecommunication fields with solutions primarily focused around payment technology and point of sale developments. The company has customers in Spain, the Netherlands and UK.

SoftTelecom, has a team composed of computer science graduates. SoftTelecom focuses on leading edge, open source technologies with current projects including PSD2 (Second Payments Services Directive) and blockchain developments.

SoftTelecom sits well with Vipera’s objective of continued product development, and in particular, of being a launchpad for expanding Group sales into the Spanish market with a local delivery capability in the Iberian region.

The Subscription

Banca Sella Holding S.p.A (“Sella Bank Group”) has subscribed for its own account to a capital increase in Vipera.

Sella Bank Group is a long-established Italian private bank based near Milan and is a pioneer in digital banking. It has a major market presence in the Italian e-commerce systems market and has been an early adopter of a range of new technologies. They have recently engaged Vipera in relation to some pilot projects and expressed a strong interest in Vipera’s product evolution strategy.

In addition, a senior manager of SoftTelecom will also subscribe to the capital increase.

Commenting on these transactions, Chief Executive Officer of Vipera, Marco Casartelli said: “Our acquisition of SoftTelecom allows us to strengthen the sales resource dedicated to the Spanish market and widen our product development in areas such as PSD2 and blockchain solutions. We are encouraged by SoftTelecom’s strong growth and look forward to integrating the business and welcoming the team to the wider Vipera group. The investment from Sella Bank Group is a welcome vote of confidence in our product route-map and the prospects for the future evolution of digital banking.

About Klecha & Co.

Based in Milan, London and New York Klecha & Co. is a private investment bank focused on technology and software. Klecha & Co. designs tailor-made financing, strategic and M&A solutions for corporate client and financial investors. For further information, please visit: www.klecha-co.com

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