

PRESS RELEASE

Klecha & Co. advises the Founders of Namirial on the sale of a majority stake to Ambienta SGR

- *Namirial is a leader in digital transaction management, a sustainability megatrend, which allows for significant savings of resources such as paper, water and energy*
- *Ambienta will enable Namirial to scale up growth, expanding its geographic reach and product portfolio*
- *Namirial founders Enrico Giacomelli and Claudio Gabellini will retain 30% of the company*

Milan/London/Paris, 8 May 2020 - Ambienta SGR SpA, Europe's largest sustainability-focused private equity investor, is pleased to announce the acquisition of Namirial SpA ("Namirial"), a leading provider of software that empowers businesses to digitalize their processes securely.

Digitalization is intrinsically linked to sustainability. By enabling businesses to digitalize, Namirial enables efficient remote working and transaction execution, reduces the use of paper and the need for traveling to in-person meetings, and helps businesses make a significant saving in the usage of paper, water, energy, and landfill, as well as reducing their CO₂ footprint.

Headquartered in Senigallia, Italy, Namirial provides a wide range of digital transaction management ("DTM") solutions – including customer identification, onboarding and authentication, e-signatures, long-term archiving, electronic registered delivery, e-invoicing, and document workflow solutions. Namirial also produces compliance related software solutions and services for accounting, HR, tax, building and construction, and cyber-defense. The company was founded in 2000 by Enrico Giacomelli and Claudio Gabellini, who will retain stakes of 25% and 5% respectively.

With 440 employees, offices in 5 countries and 120 international partners, Namirial serves over one million customers worldwide, including both large businesses and SMEs. The company enabled over one billion transactions in 2019 for which more than 500 million electronic signatures were generated. The company's revenues have reached €50 million in recent years, driven by its DTM business which grew at over 30% CAGR. The driver of this strong growth has been the successful conversion of businesses from models based on physical meetings to online engagements and non-attended self-service branches, covering all steps of an omnichannel customer journey.

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Ambienta will enable Namirial and its management team to scale-up the company's ambitious growth strategy by strengthening the firm's organization, further extending its international presence and enriching its products and services portfolio.

Enrico Giacomelli, CEO and Co-Founder of Namirial, said: "Almost thirty years ago, when the partnership with Claudio began, I would never have thought of achieving these goals. Our continuous investments in new products, new markets and employees, have allowed us to become a well-known company in international markets. Today's step is another leap forward that will enable us to grow further and faster in global markets."

Giancarlo Beraudo, Partner at Ambienta, commented: "Namirial fits perfectly into Ambienta's investment portfolio as its solutions help reduce businesses' environmental footprint and also tap into the trend towards more remote working and the digitalization of business processes. The way we all work is changing, and Namirial's services will help customers work remotely, eliminate paper, save hundreds of thousands of trees every year and reduce water consumption."

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Klecha & Co.

Klecha & Co. is a European private investment bank focused on technology, software, IT services, hardware and IoT.

Founded in 2009, Klecha & Co. is already active in Milan, London, Paris and New York. During its 10 years of activity, it carried out more than 50 merger and acquisition and capital raising transactions. Klecha & Co. offers to its clients a highly specialized assistance in each phase of the transactions, leveraging a strong competence in the field of investment banking and information technology.

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For further information on the bank and its expertise <http://www.klecha-co.com/>