

Press Release

## Take private of a leading digitalization enabler: Bregal Unternehmerkapital enters into a binding agreement to acquire Relatech

**Zug / Munich / Milan, June 20, 2024 - Funds advised by Bregal Unternehmerkapital ("BU") execute a binding agreement aimed at acquiring a majority stake in Relatech S.p.A. ("Relatech" or "Company"), a leading B2B partner for digital transformation whose shares are listed on the Euronext Milan Growth. The acquisition is subject to customary closing conditions and regulatory approvals. Upon closing of the acquisition, a mandatory tender offer on the remaining shares of Relatech will be launched aimed at the delisting of the Company from the Euronext Growth Milan. The management will reinvest in the Company.**

Based in Italy, Relatech is a leading provider of digital enabler solutions operating in the fast-growing Digital Transformation, Industrial Automation and Cybersecurity markets. The Company supports customers in achieving their goals and redesigning their business models by providing innovative digital services and solutions leveraging key technologies, including Artificial Intelligence, Cloud, IoT, Cybersecurity, and Big Data. Relatech employs ~700 employees and serves a long list of Italian and International blue-chip customers in diversified end markets.

Relatech is the second platform investment of the new Bregal Unternehmerkapital IV fund, which closed in May 2024 at a record amount of €2.65 billion. In terms of fund volume and the number of partnerships with "hidden champions", BU is one of the largest mid-cap investors in the DACH region and has also been active in Italy since 2021. BU has in-depth experience in working with growth-oriented business services and software companies. Together with Relatech, the aim is now to drive organic and inorganic growth. The focus will include new cross-selling initiatives, the increased expansion of cyber security offerings in the wake of new regulatory requirements for the industry as well as possible strategic acquisitions and process optimizations.

*"Since our founding in 2001, Relatech has undergone a remarkable journey, and we are thrilled to announce the partnership with BU as a stepping stone in the Company's continued success. With the support of BU, we look forward to accelerating growth organically and via acquisitions, extending our international reach and strengthening our position as customers' partner of choice for digital innovation, thereby leading the Digital Renaissance. We look forward to the exciting opportunities that lie ahead and are confident that this new phase will bring unparalleled benefits to all our stakeholders",* said Pasquale Lambardi, Founder, Shareholder, Chairman and Chief Executive Officer of Relatech.

Valentina Pippolo, Partner and Country Head of BU Italy, added, *"We are excited to partner with Pasquale Lambardi and Relatech's management team to support its development through both organic and inorganic initiatives. The Company is a champion in digital innovation, as demonstrated by its growth over the past years. We intend to accelerate Relatech's growth, both in Italy and abroad,*

*strengthening its proposition to help customers become more competitive through digital solutions that boost efficiencies within their organizations.”*

BU is assisted by Mediobanca, as financial advisor, Chiomenti, as legal advisor, A&M, as accounting advisor, Essentia, as debt advisor, Legance, as structuring advisor Deloitte, as tax advisor and Code & Co. as technology advisor.

### **About Bregal Unternehmerkapital**

Bregal Unternehmerkapital (“BU”) is a leading investment firm with offices in Zug, Munich, and Milan. With €7.0bn in capital raised to date, BU is the largest mid-cap investor headquartered in the DACH region. The funds advised by BU invest in mid-sized companies based in Germany, Switzerland, Italy, and Austria. With the mission to be the partner of choice for entrepreneurs and family-owned businesses, BU seeks to partner with market leaders and “hidden champions” with strong management teams and outbreak potential. Since its founding in 2015, the funds advised by BU have invested in over 100 companies with more than 27,000 employees. Thereby, more than 7,700 jobs have been created. BU supports entrepreneurs and families as a strategic partner to develop, internationalize, and digitize their businesses, while helping them generate sustainable value on a responsible basis with the next generation in mind. For more information, please visit <https://www.bregal.ch/> or follow us on [LinkedIn](#).

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