

Milan/London/Paris/Munich, 1 February 2022

## Ambienta's platform company Namirial completes the acquisition of Evicertia

- Evicertia will enhance Namirial's product portfolio, increase the eIDAS qualified services available, and consolidate its position on the Iberian Peninsula and in Latin America
- Namirial almost doubling in revenues in 3 years, thanks to strong organic growth and international M&A strategy
- Ambienta completes its first acquisition in Spain

Ambienta SGR SpA ("Ambienta"), one of Europe's largest asset managers entirely focused on environmental sustainability, is pleased to announce that its platform company Namirial S.p.A. ("Namirial"), a leader in digital trust software and services, has completed the acquisition of Evicertia S.L. ("Evicertia"), Qualified Trust Service Provider headquartered in Madrid, Spain, serving customers in the public and private sector on the Iberian Peninsula and Latin America.

Evicertia, founded in 2010, provides digital trust services for certified communication, electronic certification, digital on-boarding and electronic signature for regulated industries like insurance, banking human resources and telecommunication as well as for the central and local government. Main use cases include customer onboarding for finance contracts and claims processing, signing and certified communication of employment contracts, signature and certified communication of all documents related to insurance operations (policies, claims, contract renewal etc.), signing of automotive finance contracts and certification of banking transaction logs.

Evicertia' capabilities are an ideal complement to Namirial Digital Trust Services. Namirial customers and channel partners will benefit from a multitude of synergies in certified communications: a major improvement to the Namirial capabilities is the addition of Qualified Electronic Registered Delivery Services. Thanks to Evicertia offices in Spain, Brazil, Costa Rica, Ecuador, Mexico and Peru, Namirial will also have a much stronger presence in the strategic markets on the Iberian Peninsula and in Latin America.

Evicertia, as per Namirial, has a positive environmental impact: its software and services allow the digital execution of transactions and the certified digital delivery of communications, avoiding printing bulky documents and with no need to travel to sign contracts or deliver certified communications.

Evicertia is the second international acquisition by Namirial since Ambienta acquired a majority stake in May 2020. In 2021, Namirial achieved over €70 million revenues, posting organic growth in excess of 20%, on the back of strong investments in management, organization, products, and go-to-market. The M&A strategy, aimed at further accelerating growth in international markets is proving to be effective. While Netheos allowed the entry into the French market and the strengthening of the digital on-boarding

Milan/London/Paris/Munich, 1 February 2022

solutions offered by Namirial, Evicertia makes a step change in Namirial's positioning in Spain and Latin America.

In the context of the investments in Netheos and Evicertia, Blackstone Credit has joined Ambienta to support the further expansion of Namirial. Blackstone brings to the project its financial capacity and flexibility, scale, and global reach, to be able to pursue an even more ambitious growth strategy.

**Massimiliano Pellegrini, CEO of Namirial** said: "Evicertia, our second acquisition within only three months, will provide Namirial with even stronger position in a rapidly growing market. Namirial customers have expressed strong interest in having more certified communications capabilities to support their processes also including cross-border transactions. Evicertia products and solutions will be integrated into Namirial product portfolio including eSignAnyWhere, Namirial's flagship digital transaction management platform, as well as continued to be distributed standalone."

**Jacobo van Leeuwen, Founder and CEO of Evicertia** said: "We are very excited to join Namirial. Our customers and partners will benefit from unparalleled capabilities as we combine our companies' industry-leading technologies. Evicertia products will also benefit from using Namirial's Qualified Certification Authority, enabling the use of remote signer identification for qualified electronic signature. Last, but not least, we highly appreciate the Namirial corporate strategy, focused on sustainable long-term growth and stakeholder value." He added: "Evicertia maintains the continuity of all its products and services as before. The entire management team will stay on board as shareholders of the group and contacts to professionals in support, research and development, sales and marketing will remain the same."

**Giancarlo Beraudo, Partner at Ambienta**, said "Evicertia is the first acquisition in the history of Ambienta in Spain, and marks a further step in the international expansion journey of Namirial. We are very happy to welcome the management of Evicertia into the shareholding of Namirial and we are sure we will benefit from their energy and their experience in the digital trust market". Giancarlo added "the deal with Blackstone, on one hand, proves the credibility of Namirial in the market and, on the other hand, will make the company even stronger and more ambitious while pursuing its growth objectives."

----- ENDS -----

#### **About Ambienta**

Ambienta is a European environmental sustainability investor across private and public markets. Operating out of Milan, London, Paris, and Munich, Ambienta manages over €1.5 billion in assets with a focus on investing in private and public companies driven by environmental megatrends and whose products or services improve Resource Efficiency or Pollution Control. In private equity Ambienta has completed 47 investments to date and in public equity markets, Ambienta has pioneered the world's first

Milan/London/Paris/Munich, 1 February 2022

absolute return fund entirely focused on environmental sustainability and manages a full suite of sustainable products ranging from low risk multi asset fund to equity long only.

To learn more, visit [www.ambientasgr.com](http://www.ambientasgr.com)

**Media contacts**

Tancredi Group

[ambienta@tancredigroup.com](mailto:ambienta@tancredigroup.com)

+44 203 434 2330

**About Namirial**

Namirial supports customers in their digital transformation journey by providing solutions for trusted digital transaction management. Namirial digital trust services encompass solutions for customer onboarding, agreement automation, signature workflow orchestration, identification, multi-factor authentication, electronic signature, electronic registered delivery, long-term archive and electronic invoice. Namirial is certified as a qualified trust service provider under EU Regulation 910/2014 eIDAS, accelerating digitization of private sector and public administration. Together with its international network of over 120 partners, Namirial is serving over one million customers worldwide. The company was founded in 2000 in Senigallia, Italy. Namirial is operating today in 22 locations in seven countries, employing 550 people, processing several millions of transactions every day.

To learn more, visit [www.namirial.com](http://www.namirial.com), follow Namirial on Twitter, LinkedIn and Facebook, contact Namirial to schedule a demo or claim a free trial of Namirial eSignature solution eSignAnyWhere.

**Media contacts**

Jörg Lenz

Head of MarCom Namirial

[j.lenz@namirial.com](mailto:j.lenz@namirial.com)

+49-174-2409299