

Milan/London/Paris/Munich, 12<sup>th</sup> September 2023

## Ambienta's platform company Namirial partners with RGI and acquires Unimatica

- Under the partnership, Namirial's Digital Trust Services will be integrated and offered to RGI's customers
- Namirial has also acquired Unimatica from RGI Group
- Unimatica is a provider of software and services that enable digital transactions, reaching more than 5,000 local government entities, insurance companies and other businesses

**Ambienta SGR SpA** ("Ambienta"), one of Europe's leading and 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 partnered with **RGI S.p.A.** ("RGI"), a European insurtech leader backed by CVC, to integrate Namirial's Digital Trust Services into the group offering. As part of the partnership, Namirial has acquired **Unimatica – RGI S.p.A.** ("Unimatica"), a provider of software solutions to manage digital transactions for local government entities, financial services and other corporates.

Headquartered in Bologna (Italy), Unimatica boasts more than 20 years of experience in providing software and services that enable digital transactions, serving in particular public authorities and customers in regulated industries (e.g. banking, insurance). Unimatica, which today employs 86 people, can count on a deep network of partnerships and serves more than 5,000 customers, both directly and indirectly.

The transaction, which will consolidate and strengthen Namirial's existing customer base, comes together with a wider strategic effort between Namirial and RGI. The partnership will enable Namirial to reap several synergies opportunities, including by extending and complementing its offering with payment solutions, winning additional market share (in particular with public administrations) and further consolidating its positioning.

Unimatica is the fifth acquisition carried out by Ambienta and Namirial as part of a consolidation strategy in digital trust software and services. Ambienta first acquired Namirial in May 2020, recognizing the importance of the digitalisation megatrend in, among others, reducing the need for paper documentation and travel needs, and its corresponding positive impact on the environment. All bolt-on acquisitions helped achieve impressive results: Nethéos (November 2021) allowed the entry into the French market and strengthened the offering of digital onboarding solutions; Evicertia (January 2022) contributed to



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expand the footprint in Spain and Latin America and Namirial's offer of certified communication products; Bit4ID (April 2022) further boosted the tech capabilities of Namirial as well as its international presence, also in some key emerging markets; Agenzia Trotta (September 2022) boosted Namirial's offering in highly-specialised professional segments. On the back of Namirial strong organic growth - supported by a successful M&A campaign - the platform is now exceeding €130 million revenues, has more than 800 employees and offices in 12 countries. In 2022 alone, Namirial's products saved 16,936 tons of materials, 1,090,104 m3 of water, 13,166 tons of oil equivalent of energy, 8,520 m3 of landfill and helped reduce 41,532 tons of CO2 emissions.

**Max Pellegrini, CEO of Namirial, commented:** "I am delighted to welcome Unimatica in Namirial: the unique expertise of its team and its products offering tailored solutions for highly regulated industries such as the public administration will undoubtedly enrich our knowledge, market access and product offering. I am also glad to start a partnership with RGI: their significant experience in the insurance market, coupled with our deep products offering, will allow us to reach more and more customers in a variety of segments and accelerating the digital transformation of the insurance market".

**Giancarlo Beraudo, Private Equity Partner at Ambienta, commented:** "The partnership with RGI and the acquisition of Unimatica are further proof of Ambienta's capabilities and focus in supporting its platforms with value-accretive acquisitions. Our ambition remains to position Namirial as a global leader in digital transaction management and digital trust services, a goal that we continue to pursue both organically and via M&A".

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#### **About Ambienta**

Ambienta is a European environmental sustainability investor across private equity, public markets and private credit. Operating out of Milan, London, Paris and Munich, Ambienta manages over €3.0 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 66 investments to date. In public equity markets, Ambienta has pioneered one of the world's largest absolute return funds entirely focused on environmental sustainability and manages a full suite of sustainable products ranging from low-risk multi-asset funds to equity long-only. Ambienta has also recently established a private credit strategy with the same environmental sustainability focus as the other asset classes. [www.ambientasgr.com](http://www.ambientasgr.com)

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