

Press release

WISE EQUITY ACQUIRES A MAJORITY INTEREST IN WANHO, THE LEADING U.S. SUPPLIER OF PASSIVE COMPONENTS AND ACCESSORIES FOR THE CELLULAR AND MICROWAVE TELCO INDUSTRY

The acquisition falls into Wise Equity’s investment strategy along with its portfolio company Fimotec to create a global, leading manufacturer and provider of telecom infrastructure components for wireless applications

Milan, 13 November 2023 – Founded in 2004 in Cheshire, CT, WANHO (the “Company”) designs steel and plastic **passive components** for **mobile telecommunication** towers and sells universal, white label products to Cable and Steel OEMs. WANHO’s product offering includes brackets, fasteners, clips, grounding kits and other **mission-critical hardware** supporting the build out of **large macro** and **small cell site infrastructure**.

The deal is expected to generate substantial value in part due to the **high complementarity** of the Fimo and WANHO businesses – both in terms of commercial strategy and geographic coverage – and will allow the combined Group to be the **undisputed leader** in the **niche telecommunication component and accessories market**, with c. €100 million revenues, 90%+ of which is generated outside Italy.

WANHO CEO, David Elliott, will continue to lead the Company after closing of the transaction.

The investment transaction was led by Stefano Ghetti, Partner at Wise Equity, and investment managers, Paolo Zucchi and Antonella D’Amicis.

Stefano Ghetti, Wise Equity Senior Partner, said: *“We are very happy to welcome WANHO, a clear leader in the U.S. market for mobile telecom infrastructure components. We are investing again in the mobile telecom infrastructure market because we are convinced that this sector is a key driver for the development of the future digital society. We already had a leading position in Europe for this market with Fimo, and now, with WANHO, we cover another area of strategic importance. The primary objective of our strategy is to pursue investment opportunities for niche leaders with potential for expansion, and this is exactly the case with WANHO”.*

Luca Tamberi, Fimo Group CEO, said: *“I am very happy to welcome the WANHO management team and organization. They have created an undisputed leadership position in North America, and now, with both Fimo in Europe and WANHO in the U.S., we will be able to better serve customers through a wider product offering resulting from the combination of the line cards, resulting by far in the widest offer worldwide”.*

Dave Elliott, CEO of WANHO, said: *“I am thrilled to begin this new journey with the Company’s new shareholders. We share the same vision and values with them, and this is the perfect partnership to continue to serve our customers in the best way possible – with additional energy and additional*

products to be built through the cooperation of Fimo's engineers alongside WANHO's deep manufacturing roots".

Advisors to Fi.Mo.Tec:

- Legal: Benesch (Megan Mehalko, Antony G. Rossi, Amanda Wyatt, Richard Tracanna) and Simmons & Simmons Italy (Andrea Accornero, Alessandro Bonazzi)
- Financial and tax due diligences: PWC (Giovanni Tinuper, Melchiorre Sorrentino, Kevin Muller)
- Environmental: ERM

Financing:

- Banks: Banco BPM also acting as agent bank (Federico Born, Giulia Giabbani), Crédit Agricole
- Advisors to the Banks: Dentons
- Advisors to Fi.Mo.Tec: Simmons & Simmons (Davide D'Affronto, Francesco Burla)

Advisors to WANHO:

- M&A: Lincoln International (Brian Goodwin, Bobby Reifman, Doug Paulus, Max Holden)
- Legal & Tax: Gibson Dunn & Crutcher (Saeed Muzumdar, Phillip Sanders)

WANHO

With nearly four decades of experience, WANHO is a global leader in manufacturing and end-to-end sourcing solutions for many of the world's highest-profile companies. Combining in-house manufacturing expertise and an extensive product portfolio with an international sourcing and fulfilment network, WANHO provides businesses in nearly every industry with solutions to reduce operating costs and offer more value to customers.

FIMO Group

With over 80 years of history and experience, FIMO Group is a world leader in the manufacture and sale of telecom products and accessories. With a strong geographical presence in France and abroad, the Group has one of the largest product portfolios on the market. FIMO products, dedicated to all types of installations, are fully supported by continuous investments in R&D (a portfolio of more than 5,000 products), technological innovation (4,000 patented products and solutions), manufacturing process optimization and execution excellence. The technical and ethical foundations of FIMO Group are a perfect alliance of human values and a modern managerial vision. These strong values and the commitment to quality are the foundations of our internal and customer relations.

Wise Equity SGR

Wise Equity SGR is a company active in the management of closed-end investment funds investing in small and medium-sized companies with a focus on Italy. The funds managed by Wise Equity typically carry out Leveraged Buy Out and development capital operations dedicated to companies that have leading positions in their niche with two main objectives: to increase critical mass, also through 'build-up' operations, to improve the competitiveness and marginality of the companies, and to foster their international development. Wise Equity currently has three funds under management:

Wisequity IV with subscribed capital of €215 million and about 92 percent of capital deployed on four investments: Corob, Imprima, Innovery, and Waycap;

Wisequity V launched in July 2019 with an allocation of €260 million, partially deployed on six investments: Fimotec, Vittoria, Selle Royal, Special Flanges, Almac, OneTag and NTC;

Wisequity VI launched in May 2023 with a total commitment of €400 million



For further information

Press Office – Wise Equity

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