

Press Release

## **Innovery, Wise Equity portfolio company, acquires 100% of Obiettivo Technology**

Rome, 5th August 2020 – Wise Equity portfolio company, Innovery, leading system integrator in the Italian cybersecurity market, completed the acquisition of **100%** of the share capital of **Obiettivo Technology**, Italian boutique focused on cyber security strategic, governance and compliance advisory for large corporations and public administration.

**Pamela Pace** will keep serving as **Managing Director** of Obiettivo, that becoming part of Innovery, will have the chance to accelerate its development plan on domestic and international scale.

Through this transaction, Innovery is further strengthening its presence on the ICT market, consolidating its international positioning within the cyber security segment.

Following the transaction, Innovery could provide customers top management with strategic advisory services for the assessment, governance and definition of tailored resiliency models that as of today are almost exclusively delivered by the BigFour.

Obiettivo, on the other side, will benefit of the Innovery know how on defining and implementing technology solutions, thus allowing the Group to act as reference player in a very competitive market segment thanks to an innovative approach centered on the client.

**Paolo Gambarini**, Founding Partner at **Wise Equity**, who followed the transaction together with **Marco Mancuso**, Investment Manager, said: "*Innovery is rapidly consolidating its presence on the reference market, also by completing, in such difficult period, some strategic acquisitions that will allow the company to keep moving along its international development path.*"

**Gianvittorio Abate**, CEO of **Innovery**, said: "*Luckily the pandemic did not hit our business too hard and in a period when companies are more concerned on security as well as ICT topics, Innovery keeps following its strategy of consolidating the market and expanding in it through the acquisition of Obiettivo. With this transaction, the Group enlarges its competences thus strengthening its capability to be an effective enabler and accelerator of customers digital transformation journey, providing a much more comprehensive offer.*"

**Pamela Pace**, Managing Director at **Obiettivo**, said: "*We are extremely happy for this integration that allows both the companies to have a fruitful cooperation and to raise not only volumes but also the positioning in the highest market segments*".

### **Advisors:**

- Legal: Simmons & Simmons (Moira Gamba, Alessandro Bonazzi, Ida Montanaro).
- Financial and tax: Spada Partners (Guido Sazbon, Antonio Zecca, Bernardo Porcellini, Francesco De Buglio);

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**Innovery**

*Innovery (www.innovery.net), with offices located in Italy, Spain and Mexico, is an international System Integrator that offers extremely diversified services to its customers. It focuses on vertical tasks with high technological complexity and has a long history in cyber security along with other sectors and specializations in the ICT environment. Established in 2000 by Gianvittorio Abate, the company boasts to have customers in the most important industries, financial institutions, telecommunication operators, Public administrations offices, but also companies in the Gaming sectors as well as national and international services. In the last three years, the company's revenues have almost doubled, reaching a turnover above 36 M€ in 2019. The workforce more than doubled up to more than 330 employees.*

**Wise Equity**

*Wise Equity (www.wisesgr.com) specializes in managing closed-end Private Equity funds that invest in small and medium sized companies with a focus on Italy. The funds managed by Wise Equity typically invest through leveraged buyouts and development capital and target companies that are leaders in their niche markets. The two primary objectives are to increase a company's critical mass through "build-up" transactions in order to enhance competitiveness and profitability, and to foster international development. Wise Equity currently has three funds under management: (i) Wisequity III, with committed capital of over Euro 180 million and one investment remaining in its portfolio – NTC– after having completed disinvestments in Eidos Media, Kijan, Primat, Biolchim, Alpitour, Colcom Group and Controls; (ii) Wisequity IV, with committed capital of Euro 215 million, deployed 92% of its capital in eight companies: Corob, Imprima, Tapi, Tatuus Racing, Aleph, Trime, Innovery and Waycap; (iii) Wisequity V, which was raised in July 2019 with a capital commitment of Euro 260 million and currently has two portfolio companies: Fimotec and Vittoria.*

**Obiettivo Srl**

*Obiettivo Technology S.r.l. (www.obiettivo.it/) is an advisory company specialized in information & cyber security with more than ten years in the industry. Thanks to an innovative offer deriving from continuous R&D activities also with international partners, a tailored approach to the projects and a team made up by only senior security advisors, it is the reference partner for many among the top Italian organizations. Obiettivo value proposition is broad and encompasses risk analysis, compliance, processes analysis, organizational models, etc. With offices in Rome and Milan, it offers innovative solutions and provides top notch advisory services thanks to its team of certified professionals.*

**For further information**

*Close to Media*

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