

## PRESS RELEASE

### **VAM Investments and Adon Capital: refined the acquisition of “Sicurezza e Ambiente”, leader company in Italy for the restoration of road safety and environmental conditions following car accidents**

VAM Investments, together with Adon Capital, will hold 60%, and the remaining 40% will remain to the current shareholders, among whom is the founding family.

Carlo di Biagio was appointed company President, Giovanni Scognamiglio was confirmed General Manager.

Milan, 15<sup>th</sup> October 2020 – Vam Investments, a private equity investment holding company, specialized in buyout and growth capital, led by Marco Piana, CEO, and shareholder, controlled by Francesco Trapani and participated by Tages, announces to have refined, together with Adon Capital, the acquisition of “Sicurezza e Ambiente” (SeA). SeA is an Italian company, founded in 2006 by Angelo Cacciotti, which was a first mover in the field of road safety and environmental restorations following car accidents. Soon after it became its market leader.

A holding company of Adon and Vam, controlled by the latter, will own 60% of SeA, while Cacciotti’s family will control the remaining 40%. The new adherents will support SeA growth path in a sector defined by a considerable development potential: every year in Italy, there are approximately 320,000 road accidents, and the safety market is growing by over 10% annually.

In 2019, SeA registered around € 18 million of revenues by doing approximately 33 thousand road interventions, thanks to a portfolio of over 2,300 concessions in Italy. Following constant growth in the five previous years, SeA managed to cover around 35% of the nationwide market, compared to the closest competitor, who controls just 1-3% of it. Amongst the noticeable cities served, stand out Milano, Torino, Napoli, Bari e Catania.

SeA operates through a extensive network of consolidated relationships with local authorities and the prominent insurance companies involved. The restoration of road operations and safety are based on certified protocols that guarantee the environmental sustainability and citizens’ safety of each intervention.

The current General Manager will reprise his operational role in SeA, while Carlo Di Biagio, will serve as President. Carlo Di Blagio joins the company after a long experience in top managerial position in companies such as Ducati and Fiorucci, where he held the role of CEO and Procter&Gamble where he operated as Chief Financial Officer (CFO) for Europe.

“We are the first in Italy to identify the necessity of offering this type of service in a structured manner – comments Giovanni Scognamiglio, General Manager of SeA – and thanks to a driven and professional team, we have gained the trust of several local institutions. We are certain that VAM and Adon will be the ideal partners to accompany us in our next phase of further development”.

Marco Piana, Vam Investments CEO, continues: “Today we have concluded a long-term strategic partnership with a healthy and innovative company, which proved able to reaching extraordinary results. The services provided by SeA contribute to the improvement of citizens’ road safety, and precisely for this reason, we are enthusiasts about supporting Giovanni Scognamiglio e Carlo Di Biagio in the realization of the 2024 industrial plan, with the ambition of extending the company’s activities nationwide.

**Advisor degli acquirenti:**

M&A Advisory: Banca Akros – Filippo Salvetti e Gianmarco Pellegrino  
 Financial DD: EY  
 Business DD: Oliver Wyman – Marco Santino  
 Legal: Grimaldi Studio Legale – Tiziana del Prete e Massimo Agostino

**Financing:**

Illimity Bank, Banco Popolare di Milano  
 Legal: Dentons – Alessandro Fosco Fagotto

**Sicurezza e Ambiente S.p.A.**

Founded in 2006 by Angelo Cacciotti, SeA provides the services of restoring road safety conditions and reintegrating the environmental matrices comprised in road accidents throughout the country. The restoration activity is carried out through operational intervention protocols, duly registered and covered by a patent exclusive right. The procedures for activating the post-accident services are extremely easy: the local authorities call the operational center of SeA, at the toll-free number 800.014.014; the operational logistics team arrives (within 30 minutes) on site and carries out all the necessary operation to restore the status quo ante and ensure the smooth and safe circulation.

<https://sicurezzaeambientespa.it/>

**VAM Investments Group spa**

**VAM is the private equity investment holding company led by Marco Piana, CEO and shareholder, controlled by chairman Francesco Trapani and participated by Tages, an international asset management company active in the alternative funds, infrastructure and, through its shareholders, in non-performing loans/NPL with Umberto Quadrino Chairman and Panfilo Tarantelli, CEO. VAM makes private equity investments alongside entrepreneurs and managers by bringing a mix of entrepreneurial, managerial and financial skills unique in the market. VAM invests alongside with a small number of high-profile Italian and international family offices gathered in the VAM Investments Club. [www.vaminvestments.com](http://www.vaminvestments.com)**

