



Four months after listing on the AIM market, Alkemy S.p.A. buys 70% of Nunatac, leading company in Big Data & Analytics

Alkemy S.p.A. signs an agreement for the acquisition of 70% of the share capital of Nunatac S.r.l., an Italian independent company specialized in data analysis, big data and predictive modelling for business. The acquisition of the remaining 30% of the share capital will be finalized within three years.

Milan, March 15th 2018 – **Alkemy S.p.A.** – leading company in the innovation of the business model of large and medium-sized companies and listed on the AIM Italia market of Borsa Italiana from December 5th 2017 (ticker: ALK) – **signed an agreement for the acquisition of 70% of Nunatac S.r.l., an Italian company specialized in data analysis, big data and predictive modelling for business** with a twenty-five years experience in advanced analytics projects for complex national and international organizational contexts, mainly in the sectors of banking and insurance, consumer credit, telco and utilities, broadcasting and publishing, automotive and GDO.

Nunatac was founded in 1994 by Guido Cuzzocrea and Alberto Saccardi in order to meet a new market demand: to combine a clear understanding of clients business needs with the ability to transform structured or unstructured available data into analytical processes that will integrate into company systems, producing measurable value.

Nunatac is a solid reality consisting of over 70 talents – data scientists and data engineers, certified by customers – and has a history of significant growth in a market that is worth over 1 billion Euros and grows at a rate of 15% to 20% per year.

*"This acquisition, which is in line with what was announced during the IPO phase, is part of our external growth strategy, and has the specific objective of integrating Nunatac's expertise in Big Data & Analytics into Alkemy's value chain. Such expertise is directly applicable to Alkemy's Transformational projects, in which we help companies evolving their business, integrating advisory, technology, communication and now analytics activities too", **comments Duccio Vitali, CEO of Alkemy S.p.A..***

The acquisition of Nunatac, in effect, enriches Alkemy's current offer and strengthens its position as reference point for the digital innovation of large and medium-sized companies. Digital customer intelligence, application of predictive models, use of innovative analytic methods and the ability to transform complex problems into simple solutions through analytics – all this will provide greater value and competitiveness to all of Alkemy's services,





from advisory to performance marketing projects, from ecommerce to data driven communication.

Transaction structure requires that Alkemy acquires 70% of Nunatac by April 2018 and – as for past extraordinary transactions carried out by Alkemy – completes the acquisition of the remaining 30% after the exercise of three-years put / call options.

The total value of the transaction (Equity Value) is approx. 7 million euros. The initial 70% will be purchased on the basis of a valuation of Nunatac of 6 times the 2017 adjusted¹ Ebitda. Payment will be carried out partly by cash and partly with Alkemy's shares through the use of the treasury stock that has been created after the approval of the Buyback Plan by the Board of Directors on February 19th 2018. The transferred shares will be subject to a 12-months lock-up period.

*"With our integration into Alkemy – **comment the founders of Nunatac Guido Cuzzocrea and Alberto Saccardi** – we plan to bring our specialized skills and our experience of over twenty years into a rapidly growing market that has a still largely unexpressed potential, especially through large Digital Transformation projects."*

*"The acquisition of Nunatac represents the first use of IPO proceeds and it is in line with Alkemy's external growth strategy: it is, in fact, an accretive operation, it provides a payback period of less than three years, integrates the existing offer and enriches the Group's entrepreneurial team. As with the other companies we have aggregated in the past, while remaining a separate legal entity, Nunatac's commercial operations and financial management will be fully integrated with those of the Group, leaving space to the founders' entrepreneurial ability in ordinary business management," **comments Alessandro Mattiacci, Vice President and Head of Corporate Development at Alkemy S.p.A.***

Alkemy was assisted in the transaction by Lawyer Mara Luisa Sartori of the law and tributary firm Cornelli Gabelli e Associati. Nunatac was assisted by Lawyer Nicoletta Cuomo of the law firm CMP & Associati, by Eng. Roberta Vercellotti of Vintage Capital S.r.l. and by Dr. Rodolfo Anghileri.

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Born in 2012 thanks to a group of entrepreneurs that had gained significant experience at leading international companies in the world of business consultancy and technological innovation, Alkemy S.p.A. works to improve the market position and competitiveness of large and medium-sized companies – innovating and transforming their business model according to the evolution of technology and consumer behaviour. The Company integrates skills and expertise in the areas of strategy, e-commerce, communication, performance and technology into its offer, and manages wide-ranging digital transformation projects that cover the entire value chain, from strategy to implementation.

¹ Non-recurring and/or extraordinary items are excluded



For further info

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