

Klecha & Co. alongside Spaggiari, Ambienta's platform company, in the acquisition of La Fabbrica

- *La Fabbrica is an Italian company specializing in the creation of educational pathways for schools promoted by companies and conveyed through digital platforms; it will expand the Spaggiari Group's ability to offer digital solutions that increasingly facilitate dialogue among education stakeholders: schools, students, families and businesses.*
- *For Klecha & Co. this is the 6th transaction in EdTech, a high-potential sector estimated to be worth \$400 billion globally by 2025.*

Milan, London, Paris, Madrid, July 24, 2024 - **Klecha & Co.**, an independent pan-European investment bank specializing in the tech sector, acted as financial advisor to **Gruppo Spaggiari Parma** ("Spaggiari") in its acquisition of **La Fabbrica S.r.l.** ("La Fabbrica").

Spaggiari, founded in 1926, headquartered in Parma and controlled by **Ambienta SGR S.p.A.** ("Ambienta") - one of Europe's largest asset managers entirely focused on environmental sustainability - is a leader in the development of software solutions and services for the dematerialization and digitization of school activities.

La Fabbrica, founded in 1984 and based in Milan, promotes the digitization of education by minimizing the use of paper materials through corporate-promoted educational pathways for primary and secondary schools and conveyed through digital platforms. It counts on teams of more than 50 experts in digital content and software development, direct access to more than 50 B2B clients and an international reach, having implemented projects in France, Spain, Portugal, Belgium and Greece.

The acquisition announced today enables Spaggiari to integrate knowledge and experience in the development and delivery of high-quality educational content into its offerings in partnership with leading Italian and multinational companies. Furthermore, Spaggiari will continue on the path of creating a unique platform of software, content and services to support school dematerialization and digitization. Based on Ambienta's proprietary methodology for calculating environmental impact (Environmental Impact Analysis), it is estimated that **this acquisition will help save an additional 32 tons of materials per year, equivalent to the weight of about 70,000 books.**

Italy is leading the way in the dematerialization and digitization of schools, with a 15% reduction in paper use in educational institutions over the past 10 years (equivalent to 25 thousand tons of paper, a reduction that is equivalent to the annual circulation of Italy's leading newspaper). Spaggiari has been a key contributor to this reduction thanks to its now market-leading software suite for the digitization of school activities that enables the dematerialization and digitization of the ecosystem of primary and secondary schools through the reduction of paper use for school administrative processes, teaching materials and school records.

Fabiola Pellegrini, Co-Founder and Partner of **Klecha & Co.** commented: *“Education Technology is the fastest growing segment of education and is estimated to be worth over \$400 billion globally by 2025. It is a high-potential sector with Italian excellences such as Spaggiari and investors of the caliber of Ambianta: we are therefore happy to have contributed to this transaction- the sixth by Klecha & Co. in the Edtech sector- that will be able to help further accelerate the dematerialization and digitization of the Italian school ecosystem.”*

Klecha & Co.

Klecha & Co. is an independent pan-European investment bank specializing in tech, including the software, IT services, hardware and IoT sectors. Founded in Milan in 2009, Klecha & Co. complements its Italian headquarters with offices in London, Paris, Madrid and New York. During its 15 years, it has completed more than 100 M&A and capital raising transactions in the tech sector, more than one-third of them cross-border, for more than 7 billion in transacted Enterprise Value. Klecha & Co. offers highly specialized assistance to its clients by combining its experience in mergers and acquisitions with a deep understanding of the dynamics of the tech sector. Thanks to this unique business model, it supports companies at every stage of transactions, from the definition of their development strategy to post-M&A integration.

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