

PRESS RELEASE

FIRST EXIT FOR ABC CAPITAL WITH METRIKA TECH FUND: QINET'S SALE YIELDS OVER 5 TIMES INVESTMENT

Success for the sell-out of the investment in the cybersecurity company held by Metrika Tech Fund. The sale achieved an excellent return: IRR of about 100% and equity multiplied by 5.3 times.

Milan, October 19th 2023 – [ABC Capital Partners](#), an advisory company co-founded by promoters **Dario Albarello**, **Francesco Baroncelli** and **Alessandro Cozzi**, announces that it has finalised the sale of its stake in **cybersecurity company Qinet SpA** as the exclusive advisor to the Metrika Tech Fund.

With this transaction, the Metrika Tech Fund realises its first divestment a little more than two years after its launch, putting in an extraordinary return that generates a performance of about **100% in terms of IRR** and about **5.3 times the invested capital**, having valued the investee **44 million euros** in terms of Enterprise Value.

"We are extremely pleased with the value produced for investors by the Fund's first exit. This successful transaction, completed in just over 2 years, confirms the soundness of our investment model, which synergistically integrates financial and industrial expertise especially for the 'Digital Enabler' market. Our commitment goes beyond simple financial investment, embracing a strongly entrepreneurial vision and industrial approach. Our strategy aims to accelerate the development of distinctive small technology companies through the promotion of organic growth and aggregation with complementary companies. All to create industrial groups capable of establishing themselves as leading players in their respective fields. The work done with Qinet not only fills us with pride, but is tangible proof that our path is proceeding as planned. Now we will continue to work on the further development of the companies in our portfolio and on some investment dossiers in the cybersecurity field that could be finalised by the end of the year," **Dario Albarello and Francesco Baroncelli**, Co-Founders of ABC Capital Partners, comment.

ABC Capital Partners supported Metrika Tech Fund in both the investment in Qinet SpA at the end of 2020 and in those in Upgrade Srl and Upgrade SA that occurred as add-on operations in early 2022. Finally, in June 2023, it promoted and managed the sale of the Qinet Group to Impresoft Group SpA - an investee of Clessidra Private Equity SGR - the signing of which had been announced and realised in June 2023.

Metrika Tech is a private equity fund participated by private investors of primary standing in the Italian business environment, with a particular focus in information technology and high finance. Its

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specialisation is mainly focused on majority deals in the Italian small and mid-market, with an interest in excellent technology companies with revenues indicatively between €5 million and €50 million. The Metrika Tech Fund closed its fundraising at the end of 2022, **reaching a hard cap of 50 million euros**, with which it intends to finalise a limited number of transactions, so that it can decline an investment model with a strong industrial approach on investee companies, especially with a buy and build view.

To date, the other portfolio companies are **Abissi Srl**, a company operating in the so-called *red team* cybersecurity sector, and **Advice Group SpA**, a leading player in the Italian *martech* market.

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ABC Capital Partners (www.abc-capitalpartners.com) is an advisory company that combines financial and industrial expertise especially for the "Digital Enabler" market. Its main services are: analysis of sectors of interest, identification of investment target companies, monitoring and value creation on portfolio companies, and support in enhancement strategies.

ABC Capital Partners is the exclusive advisory company of Metrika Tech Fund.

The company was founded in late 2020 by **Dario Albarello, Francesco Baroncelli and Alessandro Cozzi**, managers and entrepreneurs with 20 years of expertise both entrepreneurial in the Tech world and professional in Private Equity.

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