



Press release

Italy : VINCI Energies acquires the SAIV Group. Milan (IT), 3 July 2017 – VINCI Energies in Italy has reached an agreement to acquire all activities of SAIV, a group of companies specialized in Information and Communication Technology services and solutions. SAIV Group employs 160 people in Italy and Algeria, with revenue of € 35 million in 2016.

Thanks to this acquisition VINCI Energies is introducing its Axians brand, dedicated to ICT, in Italy. This expansion will allow to integrate new competences and address new market niches that can be shared and capitalized within the already existing VINCI Energies Axians network.

The SAIV Group is a family business that started its activity in 1977 in the Triveneto region. SAIV grew thanks to a good mix of organic and external growth. The latest acquisitions (Telcables Net and Teletronica) have allowed to furtherly develop the products and services portfolio to meet the requirements of the customers and to provide innovative solutions. The opening of a branch in Algeria was the drive for developing the North Africa's markets as well.

The company SAIV (historical channel) has strong expertise and positioning in certain market sectors like Hospitality, Industry and Local Public Authorities, while Teletronica has a strong Marine know-how (cruises ships) with a good position in this growing vertical market, where it started also to offer after-sales supplementary services to the shipowners.

Alessandro Bregolato, Chairman of the Board and Enrico Quaglio, Managing Director, explain that *“SAIV wants to become a one company solution for all its customers, being a reliable partner that, thanks to the dynamism of ideas, people and technology, is the sole point of contact for all aspects of the ICT area. Technology and related services changed quickly and significantly in the recent years and we at the SAIV Group continue to move along with it. The SAIV Group wants to be a leader in innovation and can offer high-quality services. By seeking affiliation with Axians, we can also share the respective competences to create added value and further opportunities for our employees and our customers”*.

Thomas Ernst, Chairman of the Board and Mario Capellari Managing Director of VINCI Energies Italy, adds: *“The arrival of the SAIV Group will allow Axians to start its development in the fourth European ICT market. The activities of SAIV are very similar to the Axians one and furthermore the development and the investment of SAIV in new segments like cybersecurity, IOT and Industry 4.0 are perfectly in line with our strategy to face the digital transformation”*



About VINCI Energies

In a world undergoing constant change, VINCI Energies focuses on connections, performance, energy efficiency and data to fast-track the rollout of new technologies and support two major changes: the digital transformation and the energy transition. With their strong regional roots and agile organisational structure, VINCI Energies' business units boost the reliability, safety and efficiency of energy, transport and communication infrastructure, factories and buildings.

2016: €10.2 billion revenue // 64,500 employees // 1,600 business units // 52 countries

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