



## PRESS RELEASE

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### VIASAT GROUP ACQUIRES THE SPANISH COMPANY DETECTOR STRENGTHENING ITS PRESENCE IN SPAIN

The European telematics services Company Viasat Group announces today **the acquisition of 100% of the Spanish company Grupo Detector**, the largest Spanish player in the sector, strengthening its presence in a geographic market which is already guarding through the subsidiary **MobileFleet**.

"The Iberian area is a market of great interest to our Group - **says the President Domenico Petrone** - as our latest M&A operations has shown. Viasat Group, unlike most of its competitors, is strategically positioned on different declinations of services and products that the telematic technologies allow.

In Italy, where it all began and where the headquarter is located, we chairing the market from insurance telematics to fleet management, from BigData to IoT, from 24h operations center services for security, safety and assistance to smart cities solutions, from connected people to connected buildings. In other countries that preside directly with our subsidiary we are bringing all of these solutions, wherever absent, as well as growth through acquisitions. From this perspective, the acquisition of Detector in a country where we already have Mobile Fleet, two synergistic companies, specialized but complementary. "

Viasat Group is growing by adding just under 10 million in revenues to nearly 70 recorded in 2017, as well as about 50 professionals to the more than 650 counted in the Group, confirming its position as a worldwide Top Player.

**Javier Benjumea, who remained in the position of CEO of Grupo Detector, says:** "For Grupo Detector, the culmination of the acquisition, has been a tremendous milestone in the company's recent history. This deal, reinforces the international trajectory of the company and the business approach, for what we have been working towards, over the last few years. At the same time, generates enormous synergies with a powerful group like Viasat. This new phase that we are starting today, will let us strengthen our leading position in the Spanish market, as well as in other international projects in which we are already present".

The M&A transaction has been carried out by the consulting team of **NASH Advisory, GP Bullhound and EY**, as well as by the Altius law firms in Brussels, Garrigues and GA\_P (Gomez-Acebo & Pombo) in Madrid.

#### About Detector Group ([www.grupodetector.com](http://www.grupodetector.com))

Grupo Detector is a company located in Spain (Madrid) provider of telematics solutions with over 15 years of experience in mobility and safety market. Focused on providing innovation and efficiency to client and offering high added value services tailored to client's specific needs by developing their businesses, including a leader service in stolen vehicle recovery systems. Grupo Detector is made up of two interrelated trademarks offering different approaches and services: DETECTOR and ETECTIA.

#### About Viasat Group ([www.viasatgroup.it](http://www.viasatgroup.it))

Viasat Group is a European excellence in satellite security systems that integrate the most modern telematic technologies and IoT to ensure complete security for the vehicle and its occupants in anti-theft Security Systems, Insurance Telematics, Fleet Management and Big Data markets. Since 2014, the Group has grown to become one of the strongest economic company, showing off the presence in more than 50 countries across Europe, Africa, Middle East and South America. The Group manages, at international level, about 700.000 satellite vehicles, 7.6 million connected people (apps, wearable devices, workforce management), 400 cities connected with intelligent transport systems and 6.500 buildings, counting over 700 employees.

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