

Venaria Reale, 20th May 2019

VIASAT GROUP ACQUIRES A STAKE IN COGEMA

All-Italian Expertise and Capability to guarantee competitiveness and expansion in the global market of electronics production.

Viasat Group S.p.A., one of the leading operators in Italy and Europe in the provision of satellite and IoT infotelematics solutions and services for the security and protection of people, vehicles and goods, has acquired through its subsidiary **VEM Solutions S.p.A. 15% of the share capital of Cogema S.r.l.**, an electronics manufacturing company based in Merone (Co).

VEM Solutions was born from the merger of the long-established **Elem S.p.A.**, founded in 1974 in Turin **by the President, Mr. Domenico Petrone**, and **Vem Solutions S.r.l.**, both of which are completely controlled by the holding company, Viasat Group. The company specializes in the production of electronic systems for the ICT, industrial, telecommunications and defense markets. In the following decades, Elem committed itself to designing and producing, for the automotive industry, telematics solutions **that make use of satellite localization technologies**. Our ability to design and develop hardware, firmware and software for cutting-edge technological solutions in the field of electronic systems and satellite telematics has allowed us to secure **a strategic positioning in the Internet of Things (IoT), Big Data Analytics and Business Intelligence markets**. The partnership with Cogema expands **the industrial capabilities of the Group**, which now has **two production plants in Italy (Venaria Reale and Merone), one in Bulgaria with 150 employees, one in Tunisia with over 220 employees and one in China with 120 employees** plus a purchase center, which takes our supply chain to the next level with regard to the research and development of new areas for the purchase of electronic components. In other words, an advanced electronic manufacturing hub that maintains governance and strong roots in our country.

“We are very proud of and pleased with this operation,” **explains Domenico Petrone, President of Viasat Group**. “We still believe that it is possible to design and manufacture electronics technology in Italy, as our 45-year long industrial history demonstrates. In this sense, we do not just wish to focus on high-end electronics production, but also to take full advantage of the synergies with our production facilities in Bulgaria, Tunisia and China in order to compete on a large volume basis. We now want to bring to the market a more extensive joint proposal with a portfolio of distinctive skills, capable of supporting technological and commercial development, also thanks to the financial strength of the Viasat Group”.

Over the years Cogema has diversified its manufacturing structure, creating a new production line in Plovdiv, Bulgaria and starting a strategic partnership with an important electronics manufacturing company in Tunisia, both certified UNI EN ISO 9001-2000. This was followed by the establishment of a production unit in China. The Italian plant in Merone (CO) houses the commercial and planning operating structure, as well as an advanced technological production core such as the Siemens shielded chamber, which can be used to carry out measurements and pre-analyses, and which can improve and optimise the behaviour of modules and devices in terms of Electromagnetic Compatibility, verifying the ability of a device or system to function correctly (according to specifications) in its own operating electromagnetic environment, without being influenced or influenced by other devices or systems.

“At Cogema, we are delighted to have finalized this important agreement,” **says Fabio Moneta, CEO of Cogema**. “This technological and strategic partnership brings a great contribution in terms of know-how and experience and complements the strengths that have always characterized Cogema: great flexibility and focus on the customers, as well as an ability to listen and understand their needs and identify the most suitable solutions for each specific situation. The synergy between Vem Solutions and Cogema will surely facilitate the achievement of new and even more important goals, which will allow us to compete on the global market with great determination and enthusiasm.”

The consulting firm **Nash Advisory** supported the management of Viasat Group in the process of acquiring the stake.

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Viasat Group S.p.A.



About Viasat Group (www.viasatgroup.it)

Viasat Group is an European group specializing in designing, manufacturing and distributing telematics and IOT (Internet of Things) products and services for insurance telematics, fleet management and the Big Data industry. Since 2014, Viasat Group has stepped up its growth to become one of the most solid economic groups in our country and is now present, through its subsidiaries and distributors, in over 50 countries in Europe, Africa, the Middle East and Latin America. The Group is a point of reference in the European market and offers its services worldwide with offices in 11 countries, a workforce of over 700 employees as of 31 December 2018 and an extensive research, development and innovation activity.

About Cogema (www.cogema.it)

Cogema is well aware of the strategic role of research in the sector which is centered in Italy, where highly qualified engineers and technicians work together with a clear strategy of expansion into the scientific information network. For Cogema, quality is not only an objective, but a permanent commitment to research, as well as to the services and products it offers to its customers. As proof of this, all the plants in Italy, Bulgaria, Tunisia and China have been rigorously certified in accordance with UNI EN ISO 9001-2000.

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