

## Press Release - 4 January 2022

### **Ergon acquires Satlink from Artá Capital and Founder Mr. Faustino Velasco. Artá Capital and Mr. Velasco will reinvest alongside Ergon.**

Today, Ergon Capital Partners V SCSp (“Ergon”), Artá Capital and Mr. Faustino Velasco announced the acquisition by Ergon of a majority stake in Satlink (or the “Company”), a global leader in the development of technological solutions for the maritime sector, focusing on sustainable management of ocean resources.

Headquartered in Madrid (Spain) and founded in 1992 by Faustino Velasco, Satlink is a global leader in the development of technological solutions for the maritime sector, focusing on sustainable management of ocean resources. Leveraging on its innovative and proprietary data-analytics technologies, the Company develops comprehensive solutions for the overall maritime sector to increase efficiency and reduce environmental footprint. Furthermore, Satlink has a wide array of satellite-based solutions focused on improving fishing control and traceability.

In May 2017 Artá Capital acquired a majority stake alongside Founder and Chairman Mr. Velasco, aiming on further growing, internationalizing and diversifying the Company. Since then, relying on its unique R&D capabilities, Satlink has reached global leadership in technologies for sustainable fishing of tropical tuna and has built a specific stronghold in Asia, the world’s key market for such specie. Under the tenure of Artá Capital, the Company has grown EBITDA by more than 125%.

In terms of innovation milestones, in the last years Satlink has developed high-capacity satellite-based devices, proprietary data-analytics software directing navigation routes and “Seatube”, an onshore system that allows to certify fishing activity remotely by applying artificial intelligence technology.

The Company will continue to be led by Founder and Chairman Faustino Velasco, who commented on the transaction: *“We are thrilled to start this new phase alongside Ergon and will continue to focus on our success factors to-date: relentless innovation, uncompromised quality and continued technology-driven increase of ocean sustainability. We are profoundly grateful for Artá Capital’s continued support over the last five years, which contributed to the Company’s further professionalization, international expansion and build-up strategy. We have grown the Company profitably and, more importantly, increased client satisfaction.”*

Pablo Álvarez Couso, Managing Director at Ergon Capital Advisors Spain, remarked that *“Satlink is a fantastic project that we have been following for years. The Company has built, through quality and innovation, unquestionable leadership in the critical space of oceans sustainability, where there is still ample room for development. We are excited to join the project and look forward to partnering with Faustino and his excellent management team and further contributing to the Company’s success with our network and experience. We fully acknowledge the value created by Artá Capital since 2017 and are therefore glad that they continue as shareholders alongside Ergon in this new phase.”*

Ramón Carné, Managing Partner of Artá Capital, added that *“it has been a privilege to have contributed to the Company’s development over the last five years and to have supported the excellent team led by Faustino in its vision towards increased sustainability in the maritime sector. In the last years Satlink has further internationalized and has successfully acquired three*

*complementary add-ons that have enhanced the Company's strategic positioning. We are excited to have Ergon join the project as this will surely reinforce Satlink's capacity to continue delivering its ambitious development plan."*

PJT Partners and AZ Capital acted as financial advisors to the sellers and Ergon, respectively.

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For more information, please contact:

**Ergon**

John Mansvelt  
+32 (2) 213 60 90  
jm@ergoncapital.com

**Artá Capital**

+34 91 781 7882  
contacto@artacapital.com

**About Satlink**

Satlink, founded in 1992 by Faustino Velasco, is a global leader in the development of technological solutions for the maritime sector. Satlink's solutions are designed to optimize the decision-making process of the maritime industry and their regulators, allowing for a more efficient and sustainable management of ocean resources. The Company offers a wide range of end-to-end solutions including, among others, devices for sustainable tuna fishing, electronic monitoring, Vessel Monitoring Systems, satellite connectivity and oceanography software. Headquartered in Madrid, Satlink employs over 100 people and has its main production center in Vitoria (Spain) and direct commercial and logistic presence in major maritime hotspots such as Korea, Taiwan, Panama, United States and Ecuador, among others.

For more information on Satlink visit [satlink.es](http://satlink.es).

**About Ergon**

Ergon is a mid-market investment company with over €2.0 billion of assets under management from select European institutional investors and families. Ergon is a disciplined and discreet value investor, which provides "patient and friendly capital" to entrepreneurs and managers, who need capital, industrial know-how or technological solutions to accelerate the development of their companies. Ergon makes equity investments in leading companies with a sustainable competitive position in attractive niche markets located in the Benelux, France, Germany, Iberia and Italy. Ergon is advised by Ergon Capital Advisors which has offices in Brussels, Paris, Munich, Madrid and Milan. Since its inception in 2005, over successive investment programs, Ergon has raised over €3.0 billion, invested in 33 companies (of which 11 in the Benelux, 9 in Italy, 4 in France, 5 in Germany and 4 in Spain) and completed 81 add-on acquisitions for a total aggregate transaction value of over €5.0 billion. Ergon's current portfolio consists of 19 companies across its target sectors.

For more information on Ergon visit [ergoncapital.com](http://ergoncapital.com).

**About Artá Capital**

Artá Capital is an experienced private equity investor with a reputation as a trusted partner for family-owned businesses and focus on the Iberian mid-market. Since its creation, Artá has been one of the most active investors in Iberia with 16 investments, 35 add-ons investments from its portfolio companies and 10 divestments. The firm is currently investing from its second €400m fund. Satlink is the fund's third divestment following the sale of the Portuguese Gascan in February 2019 and Alvinesa in April 2021. Other current investments from the fund include Monbake, FDB, Preving, Alvic and Nuadi.

For more information on Artá Capital visit [artacapital.com](http://artacapital.com).