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Align Looks to Increase Speed of ETC's Growth

August 2020



August 10, 2020 | Align Capital Partners ("ACP") has acquired **Electronic Transaction Consultants Corporation** ("ETC" or the "Company") from Italian parent company Atlantia SpA. Headquartered in Richardson, TX, ETC is an industry-leading software and services provider of electronic tolling technology and smart mobility solutions.

Founded in 1999, ETC serves electronic tolling agencies by providing back office and roadside services through its next-generation, modular software platform. The Company's proprietary software utilizes artificial intelligence ("AI") technology and big data to meet unique tolling and transportation needs at a lower cost to the customer.

"We are looking forward to working with a growth-oriented partner who wants to further invest in our

technology and innovative team to create a more robust Mobility-as-a-Service platform," said Bret Kidd, CEO of ETC. "As toll road miles are expected to grow significantly in the U.S. over the next five years, ETC's data capture and transportation processing technology is uniquely positioned to help state and local governments implement more efficient collection capabilities."

"ACP is proactively targeting the state and local government technology space, and ETC is an exciting growth opportunity in an attractive market. The Company serves some of the largest government tolling agencies in the U.S. and is well-capitalized and positioned to leverage its technology suite for new projects," said Rob Langley, ACP Managing Partner and Co-Founder.

Operating Partner Dave Perotti, Vice President Matt Iodice and Associate Hannah Dickey worked alongside Mr. Langley on the transaction. ETC represents ACP's fourth platform and 12th overall investment in 2020. ETC was advised on the transaction by JD Merit & Company, an affiliate of CDI Global and CDI Global Italy based in Milan. ACP received legal counsel from McGuireWoods LLP and Capstone Headwaters advised on the financing.

ACP Platform Investment Criteria

Less than \$15 million of
EBITDA

Actionable organic
growth and / or add-on
prospects

Recurring demand
products / services

Niche leadership,
differentiated and
defensible market
positions

30%+ gross | 15%+
EBITDA margins

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ABOUT ELECTRONIC TRANSACTION CONSULTANTS CORPORATION

As a leading U.S. software and services provider, ETC provides mission-critical solutions including electronic tolling, congestion management and urban mobility software, integrated multimodal back-office platforms, and interoperability hubs. For over two decades, ETC has delivered sophisticated solutions to many of the country's largest authorities and transformed the industry with first-of-its-kind technology advancements. ETC's solutions process over 2 billion transactions annually, incorporating the latest in open-source machine learning and data streaming technology, with predictive Big Data analytics to offer innovative architectures comprising of riteSuite products.

For more information, visit etcc.com.

ABOUT ALIGN CAPITAL PARTNERS

ACP is a growth-oriented private equity firm that partners with business owners and management teams to create shared success. ACP manages \$775 million in committed capital with investment teams in Cleveland and Dallas. ACP brings experience and resources to help lower-middle market companies accelerate their growth, to the benefit of management, employees and the firm's investors. ACP makes control investments in differentiated companies within the business services, technology, specialty manufacturing / distribution and healthcare sectors.

For more information, visit aligncp.com.

Check Out ETC on YouTube



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