



CDI Global Advises Sale of Transportation Tech Company
Align Capital Partners acquire ETC from Italian parent company Atlantia SpA

For Immediate Release

Seattle, USA, Milan, Italy (October 7, 2020) – JD Merit, an American affiliate of CDI Global, along with CDI Global Italy have successfully advised Electronic Transaction Consultants Corporation (ETC) during their acquisition by Align Capital Partners from their Italian parent company Atlantia SpA.

Founded in Texas in 1999, ETC is a technology solutions provider that utilizes artificial intelligence (AI) and big data to meet the needs of the tolling and transportation industries. As the amount of toll roads is expected to grow in the United States over the next five years, ETC is well positioned to provide solutions that improve toll-collection efficiency, data capture, and transaction processing. With Align Capital, there is opportunity to expand their customer base to additional urban mobility markets.

Joe Durnford, Chairman of JD Merit, commented, “We were thrilled to facilitate the divestiture of ETC from Atlantia to create significant shareholder liquidity, while simultaneously positioning ETC for growth with a committed capital partner. JD Merit, together with our partners at CDI Global Italy, managed a robust process that garnered interest from both strategic and financial buyers. After analyzing dozens of offers, Atlantia selected Align Capital due to ACP’s creative approach to completing the purchase in the midst of global travel restrictions, uncertain credit markets, and complex industry dynamics.”

“We were excited to find a growth-oriented company to invest in the innovative toll collection technology ETC has created,” said Cesare Tocchio, Managing Partner at CDI Global Italy and one of the lead advisors to ETC. “With Align Capital targeting the American state and local government technology space, the company was a good fit to further expand ETC into new and adjacent markets.”

JD Merit served as the principal advisor to ETC throughout the process, working in tandem with CDI Global Italy’s Cesare Tocchio and Massimiliano Morpurgo. CDI Global specializes in cross-border transactions, providing local expertise and industry specialization from their extensive network of global offices.

About CDI Global

CDI Global offers financial advisory services focusing on middle-market transactions. The firm specializes in international company search for mergers and acquisitions, divestitures and joint ventures, buy-side and sell-side representation, and due diligence advisory services. They have over 1,600 transactions completed in the past 35+ years covering more than 25 industries. CDI Global was founded in Europe in 1973, and is now based in Chicago, Illinois with nearly 50 additional offices in Asia, Europe, North America, Oceania, and South America. They are known for the quality of their international personnel, industry focus, trademark interview process, and in-depth business development expertise. For more information visit <https://www.cdiglobal.com>.

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