

ASTI Mobile Robotics, a European leader of the 4.0 industry, seals Investment deal with Keensight Capital to accelerate Growth Plan

ASTI Mobile Robotics is partnering with Keensight Capital, one of the leading players in Growth Buyout¹, to support the growth of the company. Through this agreement, Keensight Capital, as its strategic and financial partner, has entered in the company with a relevant minority stake.

ASTI Mobile Robotics, part of ASTI Technologies Group, provides automated intralogistics solutions for large manufacturers, that optimize productivity, streamlining production processes and cutting operational costs. The company notably specializes in the engineering of Automatic Guided Vehicles (AGVs).

The company serves blue-chip customers across a wide range of sectors including automotive, aerospace, food, e-commerce, pharmaceutical and cosmetics. The European AGV leader in terms of volume sold, ASTI benefits from one of the largest solutions portfolios and European installed base of automated vehicles.

Based in Burgos (Spain) and with offices in France, ASTI Mobile Robotics counts 218 employees, serving companies in 17 countries across the globe. The company has experienced a very strong growth with a CAGR of 53% since 2014, and benefiting from a significant international presence, with close to 75% of its revenues generated outside of Spain.

Driven by structural trends such as industrial automation and robotization, AGVs are one of the building blocks of the Industry 4.0 with a market size expected to grow at a double-digit pace over the next 5 years. Keensight Capital, through its extensive expertise in the IT sector, will support ASTI in the expansion of its activities internationally through organic growth as well as sizeable bolt-on acquisitions.

Verónica Pascual Boé, Chief Executive Officer of ASTI Mobile Robotics commented: *"We are pleased to welcome Keensight Capital as new shareholder. It was important for us to choose an international partner with a deep understanding of the HighTech market and the financial strength to support our growth ambitions. Both shareholders and partners, Keensight Capital and ASTI Technologies Group, share a strong vision of how the company can be developed over the next few years by extending our geographic reach, and further enhancing our proprietary technologies, our solutions and services."*

Jean-Michel Beghin, Managing Partner at Keensight Capital added: *"ASTI enjoys a leading position in the AGV segment, a high-growth market with sustainable drivers. The company benefits from an exceptional management team and a proven business model that has had a continuous track record of growth over a long period. We are very excited to support Verónica and her team in pursuing this successful path, through international expansion and targeted acquisition activity."*

¹ **Growth Buyout:** investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach adapted to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.

Keensight Capital

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For almost 20 years now, our team of seasoned professionals have leveraged their knowledge in investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €15 million to €250 million.

Drawing on our expertise in the sectors of Information Technology/Internet and Healthcare/Wellbeing, we identify the best investment opportunities in Europe and work closely with management teams to develop and achieve their strategic vision.

www.keensightcapital.com

ASTI Technologies Group

With more than 35 years of history, ASTI Mobile Robotics Group is part of ASTI Technologies Group.

Linked to High Technology and Digital Transformation, ASTI Technologies Group is involved in several areas of the industry 4.0, from lean and kaizen operational industrial consulting, through ASTI Consulting Services, to self-driving robotics companies for various applications like automatic floor cleaning, through ASTI Technologies Distribution, or automatic guided vehicles for intra-logistics & automation, through ASTI Mobile Robotics, along other investments in the UAV field.

Given the challenges, but also the opportunities, that the Digital Transformation era is bringing, the ASTI Talent & Tech Foundation works to promote STEM education & careers among the youngest. In this sense, The Foundation carries out programs like STEAM Talent Kids, STEM Talent Girl and ASTI Challenge.

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