



PRESS RELEASE

TECNIKABEL ACQUIRES EIS WIRE & CABLE, EXPANDING ITS PRESENCE IN THE USA WITHIN THE INDUSTRIAL AUTOMATION AND DEFENCE SECTORS

The Teknikabel group accelerates its international growth strategy by strengthening its presence in high-value-added market segments in the United States.

TURIN, SOUTH HADLEY, APRIL 9TH 2026 – Teknikabel, an international leader in the design and manufacture of specialty cables, connection systems and cable assemblies, announces the acquisition of South Hadley, Massachusetts-based (U.S.) EIS Wire & Cable ("EIS"), a company specialising in the design, manufacturing and sale of specialty cables.

The transaction represents a key strategic step for Teknikabel, which thereby strengthens its presence in the U.S. market and further consolidates its position in the specialty cables segment for both defence electronics and industrial automation. Leveraging the 2024 partnership between Andera Partners, Equiter, and the Garaffi family, the acquisition is consistent with the group's growth strategy of broadening its technological and industrial reach.

Founded in 1910, EIS is deeply rooted in the industrial fabric of Massachusetts and generates revenue exceeding \$40 million. EIS operates across two main segments: defence electronics, in which EIS manufactures critical components utilized by leading prime contractors of underwater detection devices used by the United States Navy and the international community of U.S. allies, such as Europe, Canada and Australia, and factory automation, serving a client base predominantly composed of global players. The company is ISO 9001:2015 certified and boasts over 700 UL and/or CSA product certifications.

EIS and the Teknikabel group are highly complementary from both a technological and commercial perspective. EIS possesses well-established know-how in the specialty cables segment, a distinctive position in the industrial automation and defence markets, and a stable, high-quality client base. Concurrently, EIS will be able to drive growth in the U.S. market as well as globally by leveraging Teknikabel's international commercial platform, extensive R&D and high-value-added product development capabilities, and the group's industrial strength. Teknikabel will retain the EIS brand, together with all current management and employees, as well as the production facility in Massachusetts. With the integration of EIS, Teknikabel strengthens its ability to serve its clients on a global scale through a single technological and industrial platform covering the supply of specialty cables, cable assemblies, and high-value-added connectors across North America, Europe and Asia.



The transaction provides for the acquisition of a majority stake by Teknikabel, in partnership with EIS's current management team, led by its President, Nicholas Mocerì, who will collectively retain a significant minority stake in EIS.

The transaction was carried out with the support of SIMEST (CDP Group), which contributed c.45% of the acquisition through its own resources and the subsidized intervention of Fund 394 – Venture Capital and Participatory Investments Section – managed in partnership with the Ministry of Foreign Affairs and International Cooperation, structured to support the partner over the medium to long term and to foster the development of the transaction.

Comments

"The acquisition of EIS marks an important milestone in the history of the Teknikabel group: we are entering the North American market with full force, bringing with us the group's industrial excellence in specialty cables. EIS shares our core values of technical quality, customisation and customer service. Together, we will accelerate EIS's growth and unlock new commercial opportunities," commented Matteo Marini, CEO of the Teknikabel group.

"The decision to join the Teknikabel group was the result of careful and thorough consideration, as EIS' shareholders were not seeking a sale of the company. What convinced us was the strength of Teknikabel's industrial platform and the long-term entrepreneurial vision that Teknikabel brings: values that we believe are fully aligned with the culture and identity of our company. We look forward to this new chapter with confidence, trusting that the partnership with Teknikabel will provide us with the resources and expertise to continue growing in the North American market, while preserving the quality and service that have always defined EIS," stated Nicholas Mocerì, President of EIS Wire & Cable.

"This transaction once again demonstrates Teknikabel's ability to grow through external acquisitions, pursuing an ambitious project with a strong industrial rationale. Strengthening our presence in the US market represents a key strategic growth driver for the group, fully in line with our vision of building a global champion in the specialty cables sector," added Francesco Gonzaga, Partner at Andera Partners.

"We are pleased to announce the acquisition of U.S.-based EIS by Teknikabel. This transaction enhances the product portfolio through the integration of high-performance proprietary technologies across key sectors, including automation and defence. At the same time, it accelerates geographic expansion into the United States, establishing a direct manufacturing presence in the North American market" commented Igor Calcio Gaudino, CIO of Equiter S.p.A.



Banks and advisors

The acquisition was financed with the support of the group's existing banking pool. Teknikabel was advised by Dresner Partners, with the support of Ethica – partner in Mergers Alliance, as M&A advisor, by McDermott Will & Schulte as legal advisor for due diligence and contractual matters, by PwC for financial and tax due diligence, by Langan for EHS due diligence, by AON and Howden for insurance due diligence, and by Pirola Corporate Finance as debt advisor. The banking pool is advised by Chiomenti as legal advisor. EIS was advised by Moses Ryan Ltd as legal advisor and was supported by its longstanding banking partner M&T Bank.

TECNIKABEL

Founded in 1978 in Volpiano (TO), Teknikabel is a global leader in the specialty cables, connection systems and harnesses sector. With revenue exceeding €140 million and a manufacturing presence across Europe, North America and Asia, as well as commercial operations in the Middle East and South-East Asia, the group serves critical industries including rail, industrial automation and robotics, aerospace and defence, oil & gas, and telecommunications. The group is recognised for its ability to develop customised, high-technology solutions.

Further information: <https://www.tecnikabel.com/>

EIS WIRE & CABLE

Based in South Hadley, Massachusetts, EIS Wire & Cable specialises in the design and manufacture of specialty cables for high-tech applications. EIS serves customers in the industrial automation, defence electronics, aerospace, communications, medical and electronics sectors. The company operates according to Lean Manufacturing methods and systems and is recognised for the quality of its bespoke solutions, its rigorous testing process for every product, and a customer-focused approach that ensures reliability and on-time delivery. EIS is ISO 9001:2015 certified and holds over 700 UL and/or CSA product certifications.

Further information: <https://www.eiswire.com/>

Press contacts

Andera Partners

Ferdinando de Bellis - f.debellis@barabino.it - +39 339 1872266

Agota Dozsa – a.dozsa@barabino.it - +39 338 7424061

Equiter S.p.A.

Tatiana Zarik – tatiana.zarik@equiterspa.com - +39 349 335 2103