

Scaling digital workflows across Europe

Helping Signaturit and Namirial merge to deliver secure transactions in four international markets.

Our clients, the management team of Signaturit, run an all-in-one European platform that allows customers to sign, verify, archive and accelerate digital transactions. Signaturit was founded in 2013 in Spain and has been funded by PSG Equity since 2020.

PSG Equity introduced us to the management team to help guide them through a merger that would position the company as the leading digital transaction management (DTM) provider in Europe.

Signaturit would merge with Italian company Namirial, a transaction management software company renowned for its comprehensive suite of digital solutions. This includes e-signature workflows, onboarding and digital identity orchestration, digital trust technologies, and qualified electronic archiving for enterprises, SMEs and professionals. Namirial is backed by Bain Capital (March 2025).



WHAT HAPPENED

Our role was to guide the Signaturit management team through this complex cross-border transaction that involved Spain, France, Luxembourg and Italy, navigating different regulatory landscapes, approaches to equity structuring, and market norms, and to do so whilst ensuring they had market-leading management protections and local commercial knowledge... in just four weeks.

We quickly mobilised our cross-jurisdictional team to support Signaturit in executing the transaction. Our French, English, Luxembourg, and Spanish legal teams worked closely with them throughout the process and helped ensure clear communication. Local teams were on hand to guide them through the differences found between markets internationally.

We advised on best practices and successfully implemented a structure that protected management liability in line with market-leading standards and allowed them to reinvest in the post-acquisition business.

From initial engagement to signing took only four weeks, a remarkable pace for a cross-border private equity deal with this many jurisdictions and geographies. Due to tight timelines, all parties adopted a pragmatic approach, prioritising the core commercial goals. Management shareholders were heavily involved, and we efficiently coordinated their interests with the buyer.

THE OUTCOME

The combination of Namirial and Signaturit created a leading Pan-European DTM provider with a leading position across Italy, Spain, France, and Germany with over 1,400 employees and over 240,000 customers worldwide.

Our ability to deliver under pressure, provide trusted local insight, and maintain strong coordination across jurisdictions led to a successful outcome for PSG and its management team. The relationship with both the management team and PSG remains strong, and we look forward to continuing to support them as they grow their European platform.



The transaction was a real vote of confidence from both the Signaturit team and PSG itself. It was vital that we adopted a collaborative approach here given the involvement of so many parties.

Focusing on the key commercial priorities and protections ensured we were able to move quickly and seamlessly. It was also a testament to how well our European offices can work together. Having genuine, tier-1 PE expertise in London, Spain and France was absolutely key in delivering the deal.

Robbie Hay, Partner, Addleshaw Goddard

1,400+
COMBINED
EMPLOYEES
ACROSS EUROPE

2,400+
COMBINED
CUSTOMERS
ACROSS EUROPE

4 WEEKS
FROM INSTRUCTION
TO SIGNING

LEGAL SPECIALISTS
ACROSS **5**
JURISDICTIONS
SUPPORTING THE
MANAGEMENT TEAM