Oakley Capital invests in Italian management and IT consulting firm JBMC

Oakley Capital, a leading pan-European, mid-market private equity investor, is pleased to announce that Oakley Capital Origin II has agreed to acquire a majority stake in Join Business Management Consulting (“JBMC”), a fast-growing, Italian management and IT consultancy firm focused on the Financial Services sector.

Founded in 2013 by Giovanni Brandani and Leonardo Fenizi, and headquartered in Siena, JBMC delivers operational improvement, IT project management, digital transformation, data and other tech-enabled projects for leading banks, insurance firms and payment companies in Italy.

Thanks to its deep specialisation in financial services, strong track-record in managing complex projects, and distinctive company culture, JBMC has achieved rapid growth alongside high levels of customer satisfaction and retention. Over the past five years, the company has grown revenue at a compound annual growth rate of over 20%, outpacing the broader market.

JBMC operates in a c.€5 billion consulting and IT services market that is benefitting from a digitisation wave as Italy catches up with higher EU average investment in IT modernisation and development.

This growth is particularly strong within the Financial Services sector as more companies move away from legacy systems, driving demand for digital transition specialists such as JBMC.

Oakley sourced the deal through its origination network after closely tracking the consulting and IT services markets in Europe over several years. Oakley will support Giovanni and the rest of JBMC’s management team to accelerate growth by investing in new business origination and capability development, while also leveraging its expertise in buy-and-build to support future M&A, particularly in the data, AI and risk & compliance verticals.

Oakley Capital Partner and Co-Founder Peter Dubens said: Giovanni is a proven, successful entrepreneur with a talent for building a highly effective team that is delivering strong growth in an attractive market. We look forward to helping JBMC take full advantage of the accelerating digitisation in Italy’s Financial Services industry.

JBMC Founder and CEO Giovanni Brandani said: We were impressed by Oakley’s strong track record in IT and tech, having helped multiple businesses accelerate their organic growth as well as successfully execute M&A. As a founder-led business, we were also looking for the right partner that would complement our unique culture and ethos. We look forward to working with the Oakley team to help JBMC realise its full potential.