



Press Release

UK Family Office Performs a Capital Increase in fabfab GmbH and Buys Shares from PINOVA Capital

Hamburg / Munich / London, October 15, 2015 - To back further growth of fabfab GmbH, a UK family office with relevant textile background invests EUR 7.5 million of equity. PINOVA Capital achieves a partial exit, but remains involved as a significant shareholder. The investment will mainly be used for expansion of the e-commerce platform, direct imports of fabrics - particularly organic material - and logistics. In addition, the company considers market entries into countries which are currently not served.

fabfab GmbH is the leading B2C e-tailer in Europe around the theme "World of Fabrics" with websites in 12 countries, serving more than 800,000 customers from the central warehouse in Schenefeld near Hamburg. The company was founded in 2003 by the Haack brothers.

In Germany fabfab is known as www.stoffe.de. The company offers more than 14,000 fabrics and 25,000 accessories, such as zippers, buttons, thread or sewing patterns. With Tula-Cotton, Tula-Style and Tula-Kids fabfab has established its own brand of high quality products. As of recently, organic fabrics have been offered. Within this segment, fabfab wants to significantly expand its offer. Due to its leading market position the company quadrupled revenues over the last 3 years.

Niels Nüssler, CEO of fabfab, explains: "Thanks to the investment of the UK-Family Office, we will expand our market presence in Europe and successfully strengthen our position. Through the entrepreneurial partnership with PINOVA Capital, we were able to sustainably establish fabfab in the market."



"PINOVA was initial investor in fabfab. The company has professionalized itself in the recent years and has shown rapid growth. In every respect a success story," says Marko Maschek, co-founder and partner at PINOVA.

About fabfab

fabfab is Europe's leading e-commerce company for textile bulk goods and accessories. In Germany, fabfab is known under the brand of its website www.stoffe.de. The product spectrum of fabfab includes over 10,000 fabrics for clothing, decoration and furniture and is complemented by a wide range of sewing accessories, such as patterns, zippers, buttons, yarns and sewing literature. In addition, the customers can purchase oddments of the current stoffe.de product range at high discounts. In case oddments of a specific fabric are available, this is indicated directly in the product view. The company also provides a wide range of background information on over 1,000 textile technical terms in its fabrics lexicon "stofflexikon.com". Since 2014, the online shops of fabfab GmbH have been offering wool and wool accessories. In the categories "baby wool", "wool socks", "knitting" and "wool accessories" products within the theme knitting are offered.

www.fabfab.net

About PINOVA

PINOVA Capital is an independent Private Equity firm specialising in equity financing of high-growth, innovative SMEs in the German-speaking countries with turnovers of between € 10 million and € 75 million and an equity capital requirement of between € 5 million and € 20 million.

PINOVA Capital was founded by Marko Maschek, Martin Olbort and Joern Pelzer, who combine their many years of private equity experience with a medium-sized corporate background and international network.

PINOVA Fund I currently holds interests in ten companies (BrandMaker GmbH, CLARUS Films GmbH, deconta GmbH, fabfab GmbH, Human Solutions GmbH, INVENT Umwelttechnik AG, Norafin GmbH, RADEMACHER GERÄTE-ELEKTRONIK GmbH, Utimaco GmbH and WENDT SIT GmbH).



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www.pinovacapital.com



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