

Press Release

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BIP Investment Partners
L U X E M B O U R G

utimaco[®]

PINOVA Capital and BIP Investment Partners acquire Utimaco Safeware AG in a buyout transaction

PINOVA Capital, an independent Munich-based private equity firm and BIP Investment Partners, a Luxembourg-based holding company, today announced the acquisition of Utimaco Safeware AG, a software and hardware security business, in a buyout transaction.

Together with members of the management team, PINOVA and BIP acquired Utimaco in September 2013 from Sophos, a UK based Software Security company. Utimaco will continue its development as an independent company led by its CEO Malte Pollmann and CFO Frank Nellissen. Management will be supported by a newly appointed advisory board. The advisory board will be joined by Katrin Wehr-Seiter, Managing Director at BIP, and by Joern Pelzer, Partner at PINOVA.

"We are very excited about our new investor base. The diligent work with Pinova and BIP has not only shown deep expertise but produced a great consensus about the opportunities ahead", comments Malte Pollmann, CEO Utimaco. "Today more than ever trust is a decisive currency in the Cybersecurity market and Utimaco is in an excellent position to accelerate its success further."

About PINOVA Capital

PINOVA Capital is an independent Private Equity firm focusing on high-growth Engineering and Services companies in German speaking Europe.

The fund invests equity between € 3 million and € 15 million, taking minority and majority positions in companies within a revenue bracket of € 5 million to € 75 million.

PINOVA Capital was founded by Marko Maschek, Martin Olbort and Joern Pelzer, who have longstanding experience in Private Equity, an entrepreneurial Mittelstand background and an international network.

PINOVA Fund I currently holds investments in eight companies (Hemoteq AG, INVENT Umwelttechnik AG, WENDT SIT GmbH & Co. KG, CLARUS Films GmbH and Norafin Industries GmbH, deconta GmbH, fabfab GmbH and Utimaco Safeware AG).



It is supported by the European Union through the "Competitiveness and Innovation Framework Programme" ("CIP").

About BIP Investment Partners S.A. (BIP)

BIP is a holding company, listed on the Luxembourg stock exchange, backed by family shareholders and selected institutional investors.

BIP invests in listed and privately owned entities operating mainly in Germany, in the Benelux and in France with a focus on mid-market businesses. BIP holds stakes in major businesses in the Luxembourg economy and neighbouring countries.

As part of its mission to support businesses to create long-term value, BIP seeks to encourage entrepreneurship by supporting innovative, high-potential projects.

The BIP share is a component of the LuxX, the index of the Luxembourg Bourse.

About UTIMACO

Utimaco Safeware AG is a worldwide supplier of professional Cybersecurity solutions based in Aachen, Germany. Since 1994 Utimaco has developed hardware-based high-security appliances (Hardware Security Modules) and compliance solutions for telecom provider regulation (Lawful Interception). Today Utimaco is a world-market leader in both segments. Customers and partners of Utimaco in all parts of the world trust the long-term proven reliability and investment protection, as well as the manifold certified IT-security standards. Utimaco stands for recognized product quality, user-friendly software, excellent support and trusted high-security, made in Germany.

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