

DPE set to come aboard INTERSCHALT

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- **German growth-investor DPE to become majority shareholder in INTERSCHALT**
- **Capital to be increased in order to continue growth strategy**
- **Current management to remain in office**

Munich/Schenefeld, Deutsche Private Equity GmbH (DPE) is set to become the new majority shareholder in INTERSCHALT maritime systems AG, the maritime software and services provider for navigation and communications equipment for ships as well as manufacturer of a Voyage Data Recorder, with retroactive effect from 12/31/2014. The shipping company Peter Döhle and Gärtner Consulting GmbH will remain the other shareholders of the company. Robert Gärtner will also continue at the helm of the company in his capacity as CEO together with the current management team. The acquisition of the majority shareholding will be accompanied by a capital increase by DPE in order for the company to make headway with its strategic priorities, with the key focus being on the further internationalization of business operations in the software solutions and services area.

"The growth financing from DPE means that we will really be able to go on the offensive. There is enormous market potential for smart software in times of increasing digitalization of the maritime sector. Our customers can improve the efficiency of their ships with our software solutions for fleet and cargo operations. New price models such as 'software as a service' should enable potential new customers to start using our products and services at a reasonable price. We are also planning digital process improvements in the area of maritime services to improve ship maintenance", says Robert Gärtner regarding the growth strategy. In 2014, INTERSCHALT generated revenues of over €40 million with around 250 employees. Its customers include prominent German charter shipping companies and the top 20 liner shipping companies in the world. The company intends to continue its international growth in particular by further developing innovative maritime software solutions such as vessel monitoring software "Bluetracker" (which helps shipping companies to analyze the performance of their fleets), the loading computer "MACS3" and the revolutionary container ship stowage planning software "StowMan[S]".

"The management team's entrepreneurial drive was inspiring"

"Shipping is a global growth market and is therefore one of our target markets. We are convinced that INTERSCHALT will be able to provide its customers with clear, tangible added value through its exceptional range of software products and its global service network and will enjoy a sustained period of growth", explains DPE partner Dr. Frank Müller. "The management team's entrepreneurial drive and clear vision regarding the investment impressed us. We are therefore thrilled that the entire top management team at INTERSCHALT stays on board and that we can set the growth course together", he says.

The transaction is still subject to the approval of the competent competition authorities.

About DPE Deutsche Private Equity

DPE Deutsche Private Equity GmbH (DPE) is an independent German private equity investment company investing in small and medium-sized enterprises (SMEs) in Germany, Austria and Switzerland. DPE was founded in 2007 in Munich by Volker Hichert and Marc Thiery and since then has successfully launched two funds, now managing total assets of over €600 million. Since 2007, DPE has acquired an interest in 36 companies, which on average have increased their turnover by 16% per annum. Furthermore, 1,885 new

jobs have been created within the DPE family of companies, which currently employs 5,733 staff. As an active partner, DPE helps companies to grow by providing them with the growth capital, experience, trust, respect and extensive support that only a family of companies like DPE can. DPE adopts a conservative approach to financing: the equity ratio of DPE participations is on average 73.7%.

For more information, please visit www.dpe.de

About INTERSCHALT maritime systems AG

INTERSCHALT maritime systems AG is a company founded in 1954 which specializes in maritime software and services for the shipping industry and generated a sales volume of over €40 million in 2014 with around 250 employees. Products and services cover a vessel's entire life cycle and value-added chain. INTERSCHALT produces highly efficient software solutions, provides extensive services both onshore and on board, offers training in its modern simulation and training center (MET) and develops systems such as the Voyage Data Recorder (black box) and alarm systems for safe ship operations. With its headquarters in Schenefeld near Hamburg and international branches in Europe, North America and Asia, INTERSCHALT has a truly global reach.

For more information, please visit www.interschalt.com

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