



Press release

Frankfurt/Main, December 14, 2020

NAXICAP PARTNERS TO ACQUIRE GUNTERMANN & DRUNCK

Naxicap Partners today announces that it has reached an agreement with Borromin Capital Management to acquire Guntermann & Drunck (G&D) Holding GmbH (G&D) alongside the management team.

This is Naxicap's third standalone investment in Germany since opening a designated Frankfurt office in 2018. G&D is a leading technology provider of high-performance KVM (Keyboard, Video, Mouse) solutions used in mission-critical applications. The Company was founded in 1985 and has been led by Roland Ollek and Nils Strauch since Borromin's buyout from the founders in 2016. Naxicap Partners will acquire a majority stake in G&D, with the management team reinvesting alongside.

Based in Siegen, Germany, G&D employs over 100 people in Germany and the US. The company distributes its products through specialized system integrators, value-added distributors or directly to the end-customer. G&D is valued for its reliable and durable premium quality products, its superior compression technology and its best in class KVM-over-IP solutions. Backed by the increasing demand for high-end KVM solutions and Borromin's subsequent professionalization of internal structures, G&D was able to significantly increase profitability over the last three years. The Company generated revenues of approximately EUR 28 million in 2019.

In 2016, G&D opened a subsidiary in Burbank, California to increase its international brand awareness. Naxicap will support G&D's ongoing US expansion and will furthermore help the group to expand its footprint in complementary verticals.

The transaction represents the third investment from Naxicap Partners in Germany after its investments in Lautsprecher Teufel and alwitra. The investment is another milestone for the German office as Naxicap plans to increase its footprint in the DACH region.



Peter Pergovacz, Managing Partner of Naxicap Partners in Germany commented: "We look forward to working together with Roland Ollek and Nils Strauch throughout the next phase of G&D's growth. We were impressed by the company's development under Borromin and see significant future growth potential for G&D in the years to come. With our track record in supporting business growth, we look forward to similar success with G&D."

About Naxicap Partners:

As one of the top private equity firms in France, **Naxicap Partners** – an affiliate of Natixis Investment Managers* – has €3.5 billion in assets under management. As a committed, responsible investor, Naxicap Partners builds solid, constructive partnerships with entrepreneurs so that their projects can succeed. The firm has 39 investment professionals spread across five offices in Paris, Lyon, Toulouse, Nantes and Frankfurt.

The investment company has been active in Germany since 2016. Since the opening of the Frankfurt office in 2018, the investment activities in German-speaking countries have been coordinated from there.

For more information, visit www.naxicap.fr/en

About Natixis Investment Managers*:

Natixis Investment Managers serves financial professionals with more insightful ways to construct portfolios. Powered by the expertise of more than 20 specialized investment managers globally, we apply Active Thinking® to deliver proactive solutions that help clients pursue better outcomes in all markets. Natixis Investment Managers ranks among the world's largest asset management firms¹ with more than \$1 trillion assets under management² (€906.0 billion).

Headquartered in Paris and Boston, Natixis Investment Managers is a subsidiary of Natixis. Listed on the Paris Stock Exchange, Natixis is a subsidiary of BPCE, the second-largest banking group in France. Natixis Investment Managers' affiliated investment management firms include AEW; Alliance Entreprendre; AlphaSimplex Group; DNCA Investments; Dorval Asset Management; Flexstone Partners; Gateway Investment Advisers; H2O Asset Management; Harris Associates; Investors Mutual Limited; Loomis, Sayles & Company; Mirova; MV Credit; Naxicap Partners; Ossiam; Ostrum Asset Management; Seeyond; Seventure Partners; Thematics Asset Management; Vauban Infrastructure Partners; Vaughan Nelson Investment Management; Vega Investment Managers;⁴ and WCM Investment Management. Additionally, investment solutions are offered through Natixis Investment Managers Solutions, and Natixis Advisors offers other investment services through its AIA and MPA division. Not all offerings available in all jurisdictions. For additional information, please visit Natixis Investment Managers' website at im.natixis.com

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Natixis Investment Managers' distribution and service groups include Natixis Distribution, L.P., a limited purpose broker-dealer and the distributor of various U.S. registered investment companies for which advisory services are provided by affiliated firms of Natixis Investment Managers, Natixis Investment Managers S.A. (Luxembourg), Natixis Investment Managers International (France), and their affiliated distribution and service entities in Europe and Asia.

¹ Cerulli Quantitative Update: Global Markets 2020 ranked Natixis Investment Managers as the 17th largest asset manager in the world based on assets under management as of December 31, 2019.

² Assets under management ("AUM") as of June 30, 2020 is \$1,017.7 billion. AUM, as reported, may include notional assets, assets serviced, gross assets, assets of minority-owned affiliated entities and other types of non-regulatory AUM managed or serviced by firms affiliated with Natixis Investment Managers.

³ A brand of DNCA Finance.

⁴ A wholly-owned subsidiary of Natixis Wealth Management.

About Guntermann & Drunck:

Guntermann & Drunck (G&D) is a leading international provider of high-performance KVM solutions for a wide range of industries. The solutions enable pixel-perfect, secure and real-time video signal transmission over long distances for mission-critical applications. G&D's modular technology offering comprises "classical-digital" KVM and KVM-over-IP solutions.

The company is active for more than 35 years and based in Siegen, Germany.

For more information, visit www.gdsys.de

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