



GENII company presentation

The perfect home for hidden champions

Agenda

- **Who we are**
- Group strategy
- Success stories at GENII
- Management team



Who we are

- ✓ Europe's dedicated partner for mission-critical B2B software companies
- ✓ Backing niche software businesses that drive European industry
- ✓ Combining long-term capital with operational excellence and entrepreneurial expertise

Core markets

DACH • Benelux • Scandinavia • France • Italy • UK

Our portfolio

Mission-critical software
Embedded in core operations

Vertical specialisation
Focused on defined sectors

Loyal customer base
High retention, recurring revenue

European mid-market
Serving SMEs and public sector institutions



~3,000
Employees



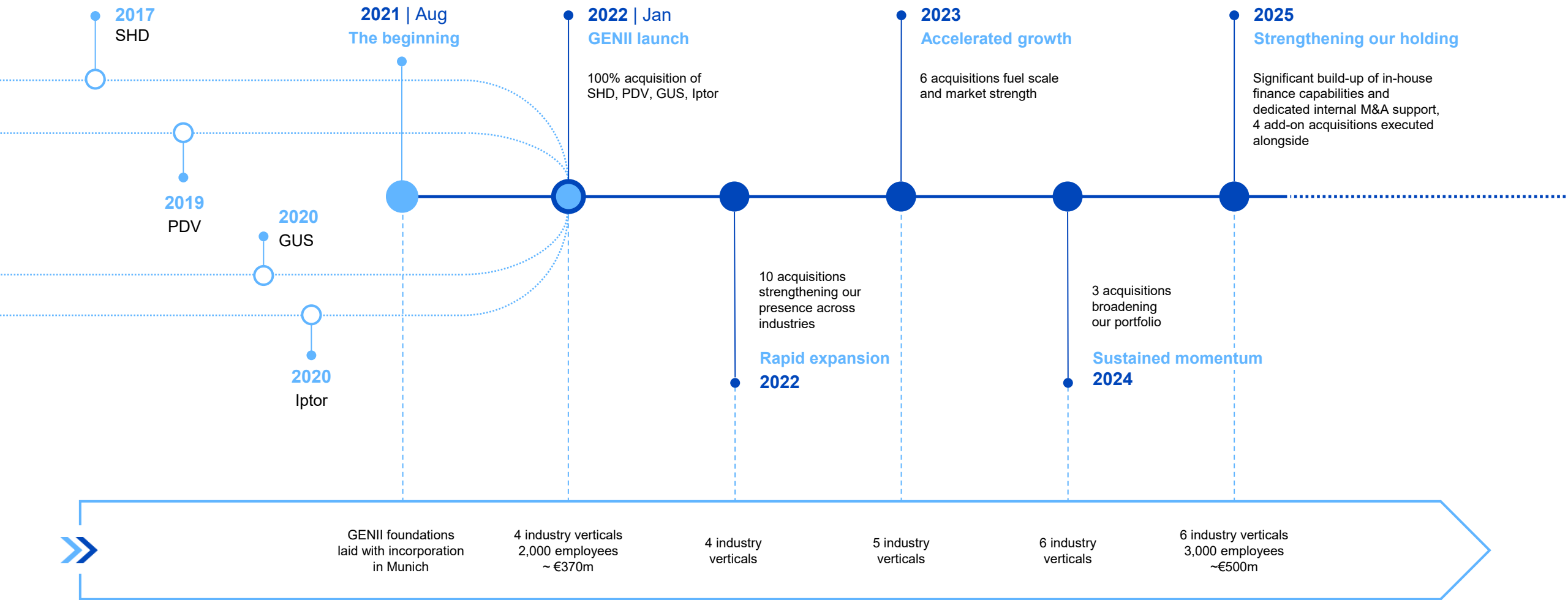
25+
Portfolio Companies



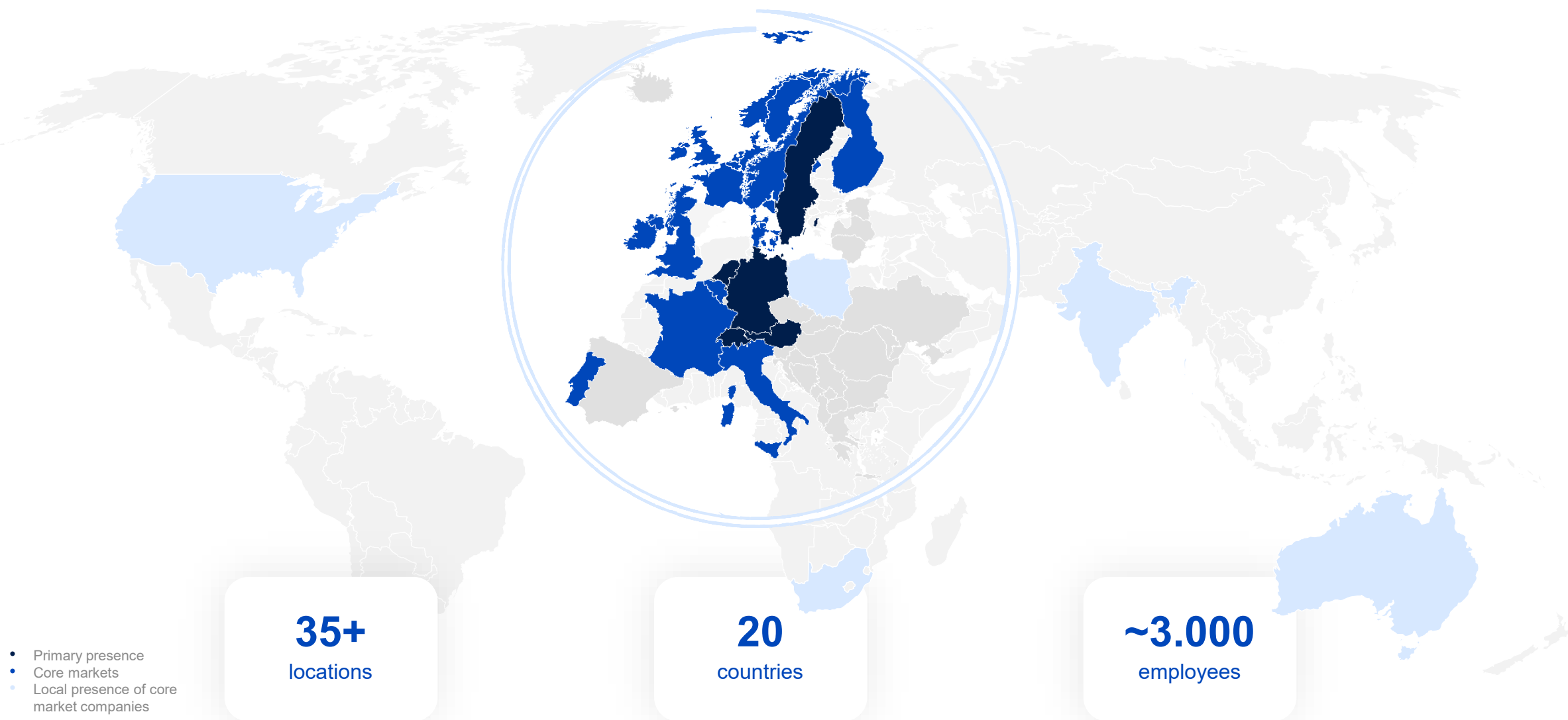
~€500m
Revenue



Our journey



From DACH roots to a growing pan-European player



Trusted software solutions across key industries

Industrial

Software for discrete, process-oriented and specialised manufacturing companies – from food, chemicals and pharma to wood processing.

Laboratories

Software for laboratories, hospitals and outpatient care – from routine analytics and clinical tests to research.

Retail

ERP solutions for stationary retail, webshops and marketplaces, as well as planning and visualisation software for kitchen and furniture retail.

Distribution

Software for optimising global supply chains and cross-company processes in wholesale, pharma and publishing.

Automotive Aftermarket

Digital solutions for workshop, claims and residual value management of passenger and commercial vehicles – from valuations to process automation.

Public Services

Digital solutions for federal, state and local government to simplify administrative processes, improve citizen services and manage public infrastructure such as local transport.

Horizontal Solutions

Cross-industry software solutions for seamless, automated and efficient omnichannel customer communication – across all channels and platforms.

A diverse portfolio of hidden software champions

Industrial



TimberTec

isah
business software

PLANAT ERP

camos.

compart

Laboratories

Clinical

LABL:ONS

inlog
advanced healthcare software

Non-Clinical

LIVO
Technologies

iVention
Lab Automation

Retail

SHD

Valk Solutions
Empowering retail

Distribution

iptor

Automotive Aftermarket

WERBAS **KSR**

winvalue

Public Services

PDV.red

PDV.blue

NEXIGA

Jarosch & Haas

Configure-Price-Quote

Omnichannel Communication



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Our vision

We strive to become a leading financial holding for vertical software in Europe – where hidden champions reach their full potential.

Mission

We acquire and grow vertical B2B software businesses – deploying capital, expertise and group capabilities where they create the most impact.

How we create value

✓ Financial holding

- Acquire & manage software portfolio
- Allocate capital for highest returns
- Drive profitability & Rule of 40
- Continuously evaluate synergies

✓ Active leverage

- Identify highest-impact levers
- Deploy group capabilities selectively
- Scale what works across the portfolio
- Constantly re-evaluate & adapt

Where we set the lever



AI & automation



Cybersecurity



Finance



M&A expertise



Sales



People
management

We are long-term partners for hidden champions

What hidden champions mean for us

- ✓// Founder- or family-led companies with decades of experience
- ✓// Mission-critical software with high added value
- ✓// High expertise in specialised markets and applications
- ✓// Stable, resilient business models with a loyal customer base

Our promise to founders

- ✓// We bring capital, expertise and strategic strength – and share both opportunities and risks
- ✓// We preserve the entrepreneurial spirit, culture and identity that made each company successful
- ✓// We think and act long-term – as committed partners, not short-term investors



Our investment process is fast, pragmatic, transparent and efficient – designed to ensure stability and continuity for your team and your customers



Our framework for value creation

✓ Technology Transition & Cloud

We actively support our companies in your transition to the cloud – from strategy to implementation – so that technology becomes a driver of growth.

✓ Infrastructure & IT Security

We support our companies in building future-proof IT structures and modern security concepts, creating the foundation for secure operations.

✓ New Markets & Acquisitions

Our companies benefit from comprehensive M&A expertise and exclusive access to a pan-european network of first-class clients.

✓ AI & Innovation

We enable our companies to deploy AI responsibly, set strategic guidelines and ensure that the focus remains on genuine added value.

✓ Sales & Scaling

We strengthen and scale go-to-market models and systematically convert licence sales into subscription models that ensure stable, recurring revenues.

✓ IP Protection

We make innovation secure – with protection models that safeguard every product regardless of the sales model.



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Quick facts



- Provider of omnichannel retail software solutions in Netherlands
- Cloud-based ASPOS platform empowering store, e-commerce and order management
- Resilient business model with strong recurring revenue, loyal customer base and multi-vertical expansion potential

Leadership position



- Largest omnichannel POS software provider for retailers in Netherlands
- 35,000+ users
- >250 million transactions managed p.a.
- Retailers powered by Valk significantly outperform market growth

How GENII helped



- Acquisition of two smaller competitors with full end customer migration to ASPOS platform
- Pricing optimisation
- Entry into new retail micro-verticals



With ASPOS, we have a modern platform that is not only fast but also fits in well with our complex processes.

Wholesaler for technical equipment



SHD covering the full Home & Living value chain

GENII //

Quick facts



- The only end-to-end IT provider for the furniture & kitchen industry
- Comprehensive tech suite – ERP, planning, visualisation, omnichannel, finance & HR – with full-service IT support
- Scalable platform with high consolidation potential, strong recurring revenues and loyal customers

Leadership position



- Market leader with 40+ years of experience
- 100,000+ users
- 75% of the Top 30 German-speaking furniture retailers
- Every second kitchen in Germany is planned with SHD

How GENII helped



- c. 40% Revenue growth since investment in 2017
- Development into a group operating across Europe with a harmonised product portfolio



I have seen and tested almost every comparable product in the furniture industry. Your products and the combination of your products are by far the best on the furniture market.

Kitchen Planning Studio



LABLIONS - the future of digital laboratory solutions

GENII //

Quick facts



- One of the leading providers of digital laboratory platforms in the DACH region
- Integrated ecosystem for digital laboratory processes, including clinical chemistry, microbiology, pathology and veterinary laboratories

Leadership position



- 100+ years of experience
- Bringing together the decades of expertise of the MELOS, MDN, AB+M and Dorner brands
- 20,000+ users

How GENII helped



- Expansion to become the largest full-service LIS provider in the DACH region
- Integration of 4 specialised solutions



As a high-throughput laboratory, we depend on fast, reliable order processing – and that's exactly what we get.

Laboratory Group



TimberTec – #1 timber industry software ecosystem

GENII //

Quick facts



- Europe's leading software ecosystem for the timber industry
- Full industry solution: sawmills, timber industry and mass timber production
- ERP, production planning, logistics plus leading cloud and data capabilities for industrial applications

Leadership position



- 200+ customers worldwide
- ~90% of the 20 largest European softwood producers
- >70% of all sawn timber in Europe is produced with the help of TimberTec

How GENII helped



- From German market leader to European player with unified force with acquisition of DataPolarna
- Successful succession planning



TimberTec has not only the technical expertise, but also the local market knowledge and resources to continue to be our long-term, reliable ERP partner.

Specialist Timber Construction



Quick facts



- Leading enterprise content management (ECM) software provider for Germany's public sector
- Proven VIS suite enables digital records, workflows, AI integration, NoCode solutions and cloud connectivity across all government levels
- Full-service model (development, implementation, operation and support)

Leadership position



- Serving ~250,000 users for over 35 years
- Trusted by 4 state justice authorities, 3 state police authorities and 7 federal states, delivering stable growth in a highly regulated, expanding market

How GENII helped



- Strategic growth through 3 acquisitions since 2019
- Strengthening market position and creating consolidation opportunities in a fragmented ECM market with high entry barriers



VIS NoCode is a tool that enables us to independently transform suitable workflows into automated processes. This contributes significantly to the future viability of our administration.

Municipal Social Association



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Dr. Friedrich Neumeyer
Group CEO

- ✓ Since May 2025 Group CEO
- ✓ Previously Synchron (CEO), proALPHA (CEO), SAP, Software AG, McKinsey
- ✓ Nuclear Physics at the Technical University of Darmstadt



Dr. Johannes Burtscher
Group CFO

- ✓ Since October 2024 Group CFO
- ✓ Previously Novem (CFO), Rodenstock (CFO), Zumtobel
- ✓ Business Administration at the University of St.Gallen (HSG)



Patrick Hofmann
Head of Group M&A

- ✓ Since February 2026 Head of Group M&A
- ✓ Previously Bregal, AFINUM, Vestar Capital Partners, Goldman Sachs, Deutsche Bank
- ✓ Business Administration at the University of St.Gallen (HSG)





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