

## **EcoIntense Announces €22 million Growth Capital Investment from One Peak Partners and Morgan Stanley Expansion Capital**

Berlin, May 22, 2017 – EcoIntense GmbH today announced the completion of a €22 million investment from private equity firm One Peak Partners and investment funds managed by Morgan Stanley Expansion Capital, the growth-focused private investment team within Morgan Stanley Investment Management. The funding will be primarily used to invest in the company’s international growth trajectory and product development.

EcoIntense is one of Europe’s leading software providers for health and safety, environmental management and sustainability solutions. The company’s SaaS platform EcoWebDesk helps businesses efficiently manage all processes and tasks relating to health, safety and environment (HSE) as well as sustainability, whilst also meeting legal compliance requirements.

Boasting an extensive portfolio of integrated specialist modules and functionalities, their intuitive software solutions are truly unique and are scalable across both large multinationals and mid-sized enterprises. EcoIntense currently employs more than 90 staff at its headquarters in Berlin and has additional offices in the German states of Bavaria and Lower Saxony, as well as in Austria and the United States.

As part of the investment, Berlin-based BBAF Business Angels Fondsgesellschaft and Swiss family office Wecken & Cie sold their respective shareholdings in the company to the new investors. “Selling our stake and exiting the company following a highly successful start-up phase marks one of our best exits in recent years,” states Frank Hölzle, CEO of Wecken & Cie.’s management company Care4 AG. “As an early stage investor, this came at exactly the right time for us, and we would like to express our gratitude for the success achieved. We continue to wish the new investors and their management team all the best as they embark on the next major step in EcoIntense’s growth path.”

Markus Kreßmann, Investment Director at High-Tech Gründerfonds (HTGF), comments: “We continue to hold a significant stake in EcoIntense as we are excited about the company’s strong growth potential going forward. Despite investing early on as a seed investor, we are looking to build very large, valuable companies.” He continues: “Securing these reputable investors highlights yet again the success the company has achieved in recent years. We will continue to provide active support via our extensive domestic and international network, especially through our contacts in the industrial sector.”

### **Press contact**

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The three founders – Markus Becker, Hardy Menzel and Sebastian Mönnich – will continue to run the company strategically and operationally in their roles as Managing Partners.

“This is one of the most important milestones in EcoIntense’s history,” explains founder and CEO Markus Becker. “With EcoWebDesk, we will continue to serve our market with a best-in-class product in the years ahead. EcoIntense will become Europe’s leading provider for optimizing and standardising HSE processes in combination with sustainability reporting requirements as part of a single software solution. We have known the One Peak and Morgan Stanley Expansion Capital teams for some time now and have jointly defined the parameters of the transaction. That’s why we are now excited about embarking on the next steps of our journey together.”

“We are looking forward to working with the EcoIntense founders as well as Morgan Stanley Expansion Capital and HTGF to leverage the positive market dynamics and further accelerate client adoption of HSE solutions across Europe. We are impressed by the company’s strong growth trajectory and its outstanding technology platform,” says David Klein, Managing Partner at One Peak Partners. “We will support EcoIntense’s international expansion strategy and build on the success the company has already achieved to create Europe’s market leader.”

“Morgan Stanley Expansion Capital is excited to enter into a long-term partnership with EcoIntense,” adds Robert Bassman, Managing Principal at Morgan Stanley Expansion Capital. “EcoWebDesk offers both enterprises and mid-sized companies a dynamic blend of workflow, a high degree of process optimization and an intuitive user interface. We look forward to supporting EcoIntense’s expansion both within their core markets as well as into new geographies.”

EcoIntense received legal advice from Gerhard Wacker (PwC Legal) as part of the transaction, while One Peak Partners and Morgan Stanley Expansion Capital worked with law firms Vogel Heerma Waitz and Cooley LLP. The parties have agreed to not disclose specific details of the transaction.

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### **About EcoIntense GmbH**

*EcoIntense develops and sells the SaaS product EcoWebDesk, a combined and flexible management system for occupational safety, environmental management and sustainability. It enables companies to align their data and targets with operational requirements and key indicators, environmental protection regulations and legal norms, as well as workplace safety and risk management requirements. EcoWebDesk is suitable for management systems according to ISO 14001, ISO 50001 and OHSAS 18001. The company is headquartered in Berlin, Germany. Further offices are located in Germany, Austria and the United States.*

### **About One Peak Partners**

*One Peak is a specialist private equity firm investing in growth stage technology and tech-enabled companies. We provide growth capital to exceptional entrepreneurs, with a view to transform innovative and rapidly growing businesses into lasting, category-defining industry leaders.*

### **About Morgan Stanley Expansion Capital**

*Morgan Stanley Expansion Capital is the growth-focused private investment team within Morgan Stanley Investment Management. Morgan Stanley Expansion Capital, a leading growth investment platform, targets growth equity and credit investments within technology, healthcare, consumer, digital media and other high growth sectors. For over three decades, Morgan Stanley Expansion Capital has successfully pursued growth investment opportunities and has completed investments in over 190 companies leveraging the global brand and network of Morgan Stanley.*

### **About High-Tech Gründerfonds**

*High-Tech Gründerfonds (HTGF) is Germany's most active seed stage investor. With EUR 576 million under management in two funds, we provide financing for young, innovative technology-driven startups and actively support them in implementing their business idea. We are active in a wide range of fields, including robotics, IoT, energy, medtech, biotech, chemicals and software. Investors in this public-private partnership include the German Federal Ministry of Economics and Energy, the KfW Banking Group, and 18 strategic corporate investors.*

### **About BBAF Business Angels Fonds**

*The BBAF is one of the most experienced Seed-Investors in Berlin. With Berliner and Brandenburger Investitionsbank as co-investors the BBAF is following niche strategies.*

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