

Press release, March 1, 2019

Nordic Capital builds on its strong track record within technology with the acquisition of Conscia, a leading provider of complex security and networking solutions

- ***Conscia will continue its fast-growing expansion in Europe with the support of Nordic Capital as a new owner***
- ***Nordic Capital will invest to further strengthen Conscia's market leading position and service offerings***

Nordic Capital Fund IX (“Nordic Capital”) today announced the signing of the acquisition of Conscia, one of the leading security and networking infrastructure specialists in Northern Europe. In close partnership with the management team, Nordic Capital will support Conscia’s continued expansion and invest to further strengthen the Conscia’s market leading position and service offering.

Founded in Brøndby, Denmark in 2003, Conscia is one of the leading players in the Northern European IT infrastructure space within complex infrastructure solutions and managed services. Conscia builds and services some of Europe’s most complex IT security and networking infrastructures, and notably is recognised as one of the strongest integrators of Cisco solutions. Customers include some of the largest organisations within financial services, healthcare, and public sector organisations. Conscia has offices in Denmark, Norway, Sweden, the Netherlands and Slovenia.

Since inception, Conscia has grown rapidly through targeted acquisitions, double digit organic growth, and successful strategy execution. The company has projected revenues of approx. DKK 2.0 bn (EUR 270 mn) for 2019 and over 500 employees. Conscia has received several partnership awards over the years, to include *Cisco North Customer Experience Partner of the Year 2018*. Conscia has today more than 200 technical consultants. In addition, it has developed a unique asset management software solution called Conscia Network Services (CNS).

“Nordic Capital is one of the most prominent and experienced investors in the Nordic Tech sector with a long and proven track record of growing businesses. They are therefore the perfect partner to support Conscia’s continued international expansion strategy, which will be anchored around our deep technical expertise, a unique customer platform, ‘CNS’, and our ‘customers first’ approach. We look forward to take our ambitions to the next level,” says Claus Thorsgaard CEO, Conscia Holding.

“Nordic Capital is excited to partner with Conscia’s management team as the business continues its transformation into a true European champion. With the newly signed acquisition of NIL in Slovenia, Conscia has added a Security Operation Centre, which in combination with the strong Conscia culture and quality of people offer a great starting point to become a leading European provider of complex and secure network infrastructures with an increasing focus on managed services,” says Fredrik Näslund, Partner at the Advisor to the Nordic Capital Funds.

This acquisition is the eighth investment by Nordic Capital’s latest fund, Nordic Capital Fund IX with EUR 4.3 billion in committed capital, and builds on Nordic Capital’s recognised expertise and

outstanding track record in the Tech sector. Nordic Capital has made eleven Technology and Payment platform investments and more than 40 add-ons since 2001.

Conscia is being acquired from Aexcel, and management. The management team will re-invest, continuing as minority owners together with Nordic Capital as majority owner.

The parties have agreed to not disclose any financial details. The transaction is subject to customary regulatory approvals.

Media contacts:

Nordic Capital

Katarina Janerud, Communications Manager
Advisor to the Nordic Capital Funds
Tel: +46 8 440 50 50
e-mail: katarina.janerud@nordiccapital.com

Conscia

Dorthe Dahlin Irvold, Director of Communications
Tel: +45 2042 9611
e-mail: di@conscia.dk

About Conscia:

Conscia is a leading European provider of secure, reliable IT infrastructure based on solutions from Cisco supplemented with other category vendors with DKK ~2.0B in revenue. Conscia strive to be the best partner for customers mission critical IT infrastructure throughout the entire lifecycle. And supports this through deep insight gathered in a unique customer platform, 'CNS', which is the basis for industry-leading customer experience and satisfaction. At the same time Conscia has the ambition to be the most attractive and admired place to work for talented IT infrastructure specialists with deep technical expertise. The current Network of Knowledge is 500+ employees spread across 5 countries (Denmark, Sweden, Norway, The Netherlands, and Slovenia). For further information about Conscia, please visit www.conscia.com

About Nordic Capital

Nordic Capital is a leading private equity investor in the Nordic region with a resolute commitment to creating stronger, sustainable businesses through operational improvement and transformative growth. Nordic Capital focuses on selected regions and sectors where it has deep experience and a proven track record. Core sectors are Healthcare, Technology & Payments, Financial Services, Industrial Goods & Services and Consumer & Retail, and key regions are the Nordics, Northern Europe, and globally for Healthcare. Since inception in 1989, Nordic Capital has invested EUR 13 billion in over 100 investments. The most recent fund is Nordic Capital Fund IX with EUR 4.3 billion in committed capital, principally provided by international institutional investors such as pension funds. The Nordic Capital Funds and vehicles are based in Jersey and are advised by advisory entities, which are based in Sweden, Denmark, Finland, Norway, Germany and the UK. For further information about Nordic Capital, please visit www.nordiccapital.com