

Press release

QUNDIS gains Hamburg group of companies as new investor

Hamburg, 26 April 2017: The Hamburg group of companies surrounding Kalorimeta AG & Co. KG (KALO) pushes the Digital Transformation further and acquires the Erfurt metering device specialist QUNDIS GmbH from HgCapital.

Jointly with KFQ Beteiligungs GmbH, the group of companies acquires the metering device manufacturer QUNDIS and its subsidiary, SMARVIS. The investment of the group, which also includes KALORIMETA AG & Co. KG, paves the way for a new strong player in the field of the climate-smart control of real estates. Today, QUNDIS devices are already installed in more than 6 million dwellings; the metering device specialist is represented in 30 countries around the world.

Participation probably completed at the end of May – existing investor HgCapital remains

The transfer of shares should be completed until the end of May. QUNDIS GmbH will thus become a part of the Hamburg group of companies, which includes, in addition to KALO, KeepFocus Europa GmbH & Co. KG, a data platform specialist for energy data, as well as IKW Service GmbH, a full-service provider for operating cost accounts, and the participation in the leading smart meter gateway company, Powerplus Communications AG (PPC). The group of companies first acquires all shares of the previous investor, HgCapital. However, the London company hopes to gain benefits from the new ownership structure as well, and thus reinvests, by return, a part of the purchase price back into the group of companies. The corporate structure and the Erfurt location will not be changed. QUNDIS GmbH and its subsidiary, SMARVIS GmbH, remain independent.

Strong growth of the past years continues

“I am very pleased that we have succeeded in finding a suitable partner for the future”, says Dieter Berndt, head of the QUNDIS management: “By joining forces with other experts now, we will continue the QUNDIS success story in the future.” Between 2014 and 2016, QUNDIS increased the turnover from EUR 60 million to now EUR 90 million; the company is highly profitable. The most essential driver is the innovation speed of the Erfurt company: QUNDIS has now applied for a total of 55 patents. The company achieves nearly 95 percent of its turnover with products that have only been developed in the past two years. The vast expertise, paired with a complete product range for the housing industry and with experience in 30 countries around the world, makes QUNDIS so valuable for the new investor.

New strong partner of the housing industry in the field of climate-smart control of real estates

The Hamburg group of companies continues to drive the Digital Transformation with this acquisition. After the strategic participation in Powerplus Communications AG (PPC) and the acquisition of KeepFocus, this is the next step to become the leading partner for the customers. "The goal is to be even better able to meet the customer needs for state-of-the-art radio device infrastructure, data security, data sovereignty and flexibility. Jointly, we are now able, based on an independent data platform, to offer all services, from assembly over state-of-the-art equipment and radio technology up to intelligent analysis and billing systems individually or as a full-service", says Andreas Göppel, board member in the group of companies.

Due to the merger, the group of companies positions itself to be one of the most dynamic market players of the housing industry. It will set new standards in the future and become the leading partner of the customers for the climate-smart control of real estates.

The Hamburg group of companies was advised by Greentech Capital Advisors, Corvel and PwC.

Press photos for download (source: KALORIMETA AG & Co. KG, QUNDIS GmbH):
Andreas Göppel, Board Member KALORIMETA AG & Co. KG (JPG: 1.1 MB)
Dieter Berndt, CEO of QUNDIS GmbH (JPG: 1.0 MB) QUNDIS headquarters in Erfurt (JPG: 4.4 MB),

About QUNDIS

In Germany, QUNDIS GmbH is among the country's most successful suppliers of devices and systems for the metering and billing of heat and water consumption. The company manufactures in Erfurt, amongst others, heat cost allocators, heat meters and water meters labelled "Made in Germany". Its customer base includes metering services, OEM partners and the housing industry. Innovation is a central component of the QUNDIS corporate philosophy, which was confirmed at Germany's 2016 SME Summit when the company was awarded the TOP 100 Prize "Innovator of the Year". The QUNDIS systems for remote meter reading, which also include smoke alarms, are used in more than 6 million dwellings in more than 30 countries.

You can find more information at www.QUNDIS.de

About KALO and KeepFocus

The group of companies surrounding KALORIMETA AG & CO. KG (KALO) and KeepFocus Europa GmbH & Co. KG offers network infrastructure for metering services, analysis and billing solutions and climate-smart applications in the real estate industry. The innovative offer includes the consumption data collection and analysis as well as the integrated billing of heating and operating costs in the housing industry and in trade. The group of companies strongly relies on digital energy data management via central data platforms, which are independent from applications. The further services include the testing of drinking water for Legionella, the legally compliant smoke alarm system, the maintenance of facilities for controlled domestic ventilation as well as the assumption of the entire debit-side and credit-side payment management of the customers, including dunning process and debt collection. To increase transparency, energy efficiency and safety, KALO and KeepFocus use more than 10 million of their own metering devices and smoke alarms and prepare quick and legally compliant billings for 1.6 million dwellings. Availability and quality are ensured by 1,500 office staff members and field representatives on a daily basis.

You can find more information at www.kalo.de and www.keepfocus.dk

About HgCapital

HgCapital is a sector-specific private equity investor, supporting management teams to develop and grow market leaders. The Hg Capital sector teams focus on narrowly defined, attractive investment topics to identify such companies who have the long-term potential to grow faster than their market and successively gain market shares. HgCapital invests in the fields of TMT, Services and Industrials across Western Europe. Based in London and Munich, HgCapital currently manages just under £9 billion for some of the world's leading institutional and private investors.

You can find further details at www.hgcapital.com

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