

Deutsche Beteiligungs AG invests in Telio Group

CatCap advised Deutsche Beteiligungs AG on the investment in Telio



Frankfurt am Main, Hamburg – Deutsche Beteiligungs AG (DBAG) will invest alongside its advised DBAG Fund VI in the Telio Group (Telio), a telecommunications and software provider. DBAG und DBAG Fund VI will acquire the majority in Telio in a management buyout (MBO). The investment aims to support the company in its strong growth. Telio’s management, which is already invested in the company, will acquire additional interests as part of the transaction. The parties signed a purchase contract on Friday, thereby agreeing not to disclose the purchase price. The transaction is contingent on anti-trust approval and expected to be completed by the end of the year. The vendors include private investors in addition to Telio’s management.

Telio develops, installs and operates communications and media systems in prisons. The European leader in its field, Telio was founded in Hamburg in 1998 and has had subsidiaries in other European countries, including France, Belgium and the Netherlands, for ten years. Telio expects to generate revenues of almost 30 million euros in 2015. It employs a staff of about 100.

“These areas offer Telio solid growth opportunities,” said Torsten Grede, Spokesman of the Board of Management of Deutsche Beteiligungs AG, commenting on the signing.

“The company has many similarities with the two other telecommunication companies in our portfolio, and we intend to apply the experience gained there to our new investment.”

Oliver Drews, managing partner at Telio, also emphasised the company’s growth prospects: “Together with our new shareowner, we plan to tap further markets – in Europe and beyond.”

Telio is DBAG’s first new investment in its 2015/2016 financial year, which began on 1 October.

CatCap advised DBAG on the investment in Telio. Prior to this, CatCap was significantly involved in the implementation of Telio’s pan-European buy & build-strategy.

About Deutsche Beteiligungs AG

Deutsche Beteiligungs AG is a leading German private equity company. Since 1965 DBAG has been a preferred partner for equity funding of successful companies whose products and services have made them leaders in their markets. DBAG’s stock market listing and healthy capital structure ensure its independence. Total advised assets amount to approximately 1.1 billion euros. The investment team is broadly experienced across many sectors and economic cycles. For further information about DBAG, please visit www.dbag.de/home-en.

About Telio Group

Telio installs telephones and related systems that create a controlled environment allowing inmates to make calls from communal areas or directly from their cells. Telio’s product range includes devices providing other modes of communication, such as TVs, DVD players, radios and PCs with restricted Internet access. The company’s success has been based on investing in installations (cables, end devices) and offering software that controls telephone calls and handles the related billing. As a result, it takes on some of the responsibilities normally assigned to law enforcement officers, thereby simplifying workflows at correctional facilities. For further information about Telio, please visit www.tel.io.

About CatCap and Globalscope

CatCap and the international M&A network Globalscope offer integrated cross-border M&A consulting services for medium-sized transactions. CatCap – a partner led corporate finance firm – advises businesses and shareholders to realise their strategic objectives ensuring the highest level of quality. CatCap is based in Hamburg and Munich with 22 employees. Globalscope has 46 members in 39 countries with more than 500 professionals worldwide. For further information about CatCap and Globalscope, please visit www.catcap.com and www.globalscopepartners.com.

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