



CHAPTERS
GROUP

CHAPTERS Group AG
Company Presentation

Building the home for mission-critical digital solutions



What?

- Building the home for **mission-critical businesses**
- Essential products ensuring **critical operations** (e.g., digital solutions for public transport, fire departments, utilities, telecom infrastructure or banking)
- The **focus** is on **enabling entrepreneurial talents** and empowering **decentralized** platforms with significant **autonomy**



Why?

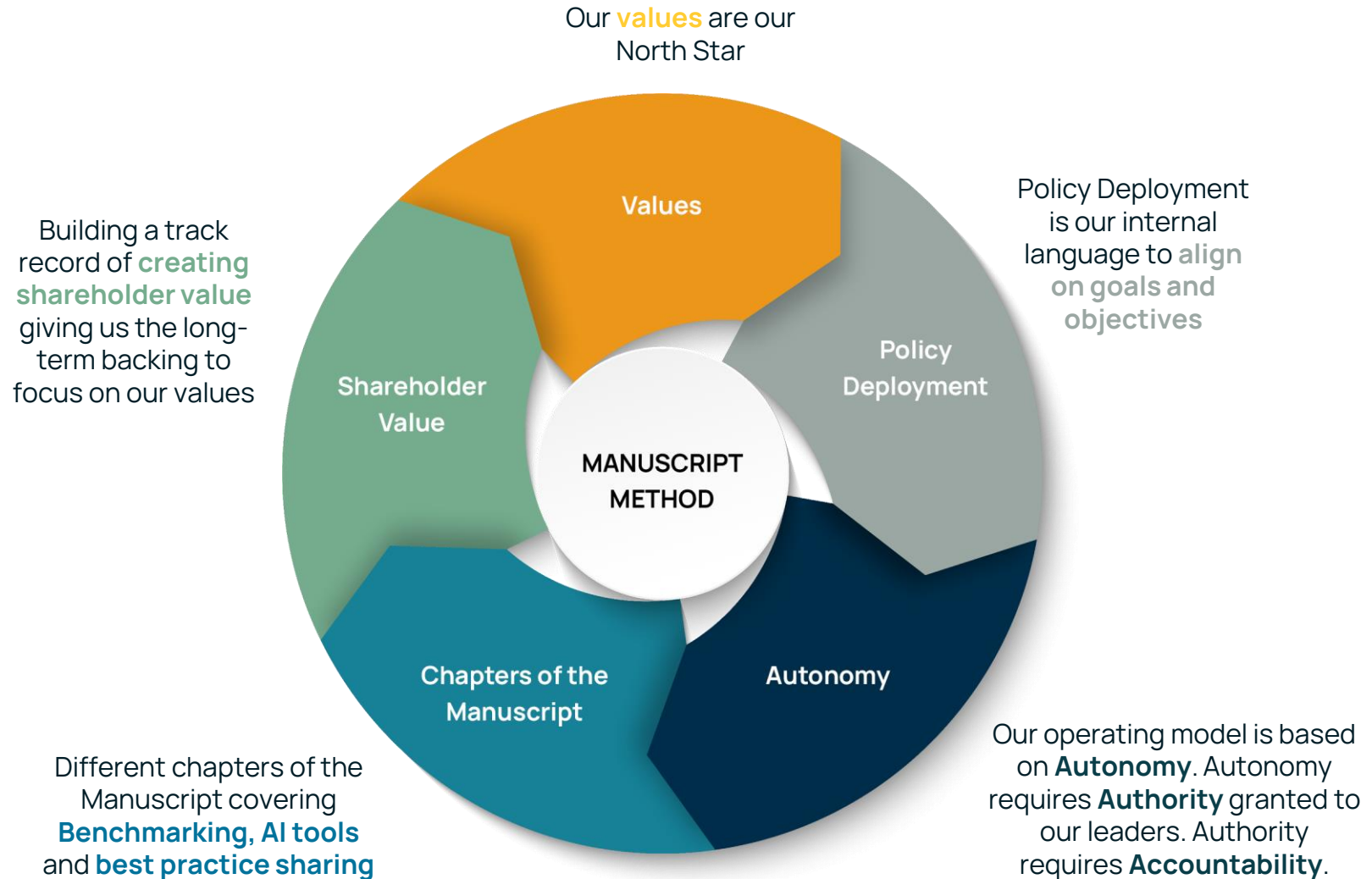
- **We think in decades:** Our permanent capital base distinguishes us from short-term and purely financially driven investors
- **We grow together:** We attract the best talents by offering co-ownership and the opportunity to build equity
- **We serve the edge:** We succeed by empowering the teams closest to the customer

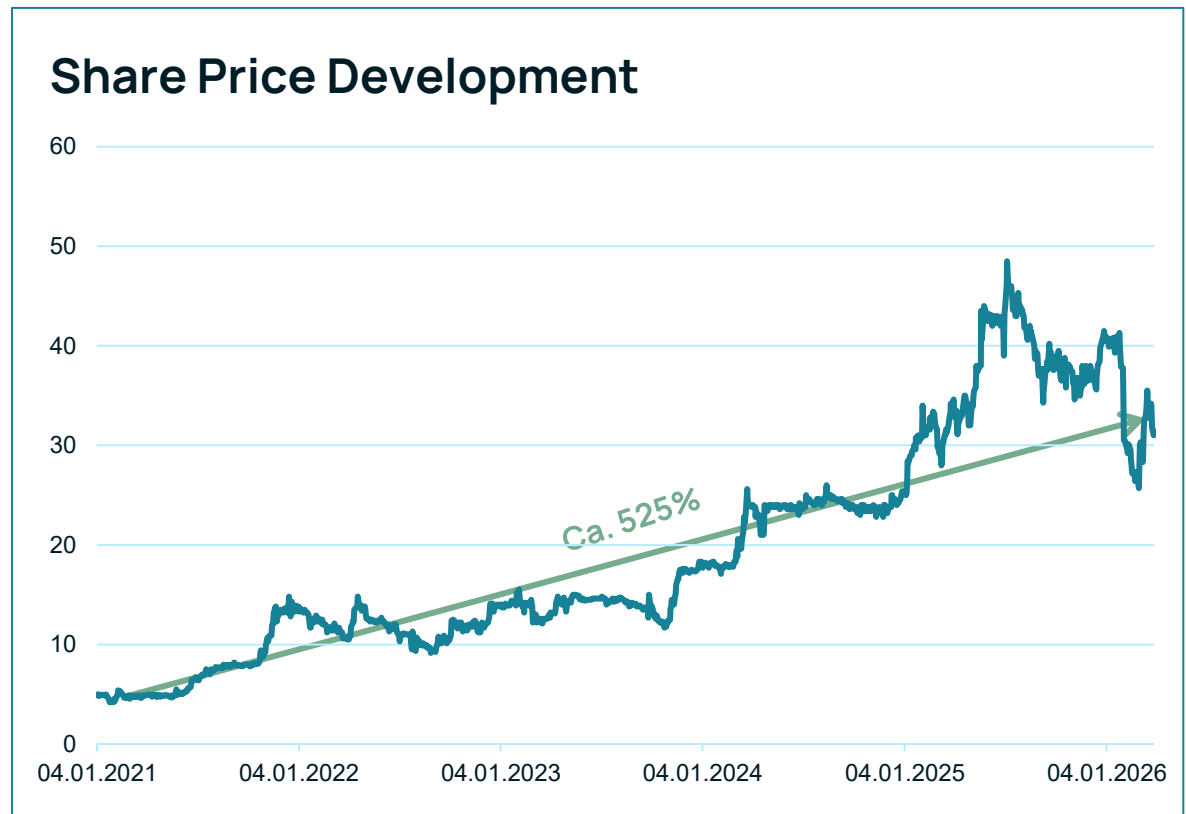


How?

- CHAPTERS empowers **decentralized platforms** by granting decision-making **authority**
- Measure **performance** and share **best practices** across the group
- Growth is achieved by acquiring businesses at **favorable valuations**, scaling them through **organic growth** and M&A, and ensuring that **leadership alignment** supports each platform's **success**

Built on 25y+ of successful operating history, CHAPTERS is now a leading player in mission critical digital solutions

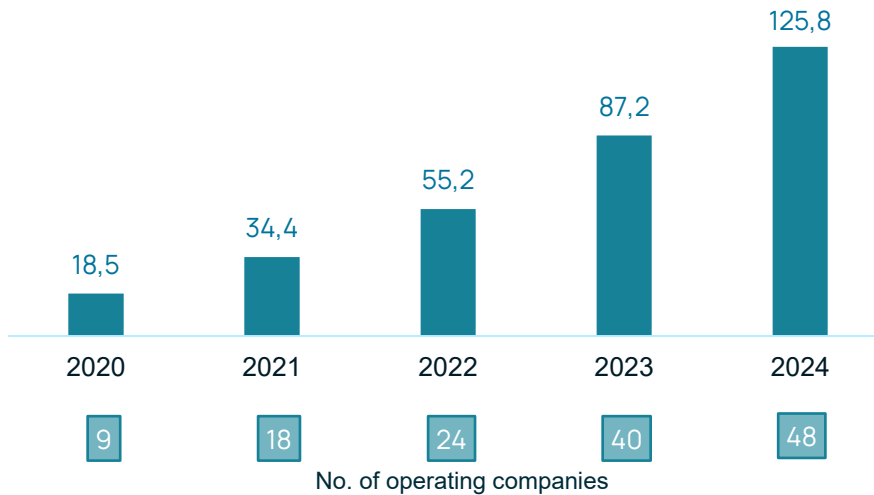




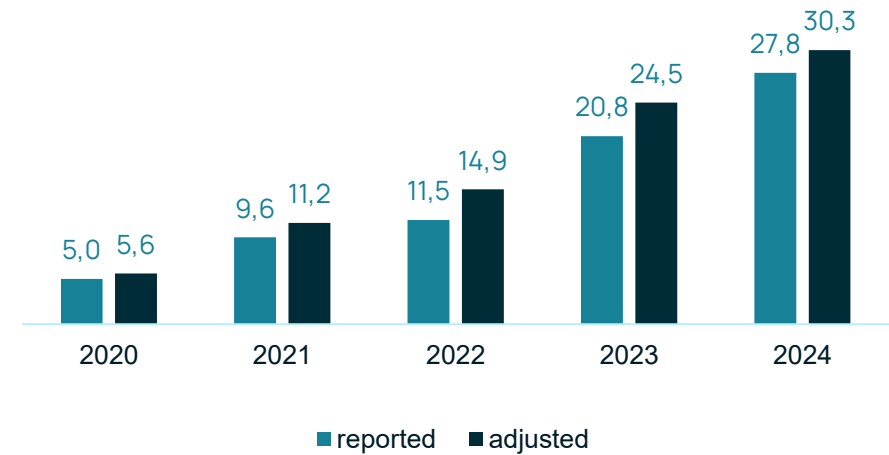
*The percentage change was calculated based on the share prices on January 4, 2021 (4.96 €/share) and March, 30, 2026 (31.0 €/share).

CHAPTERS: A success story driven by growth

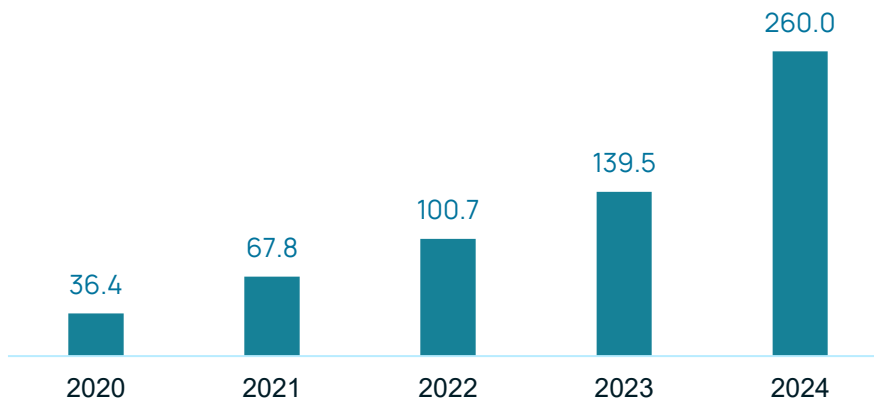
Revenue in EUR MM



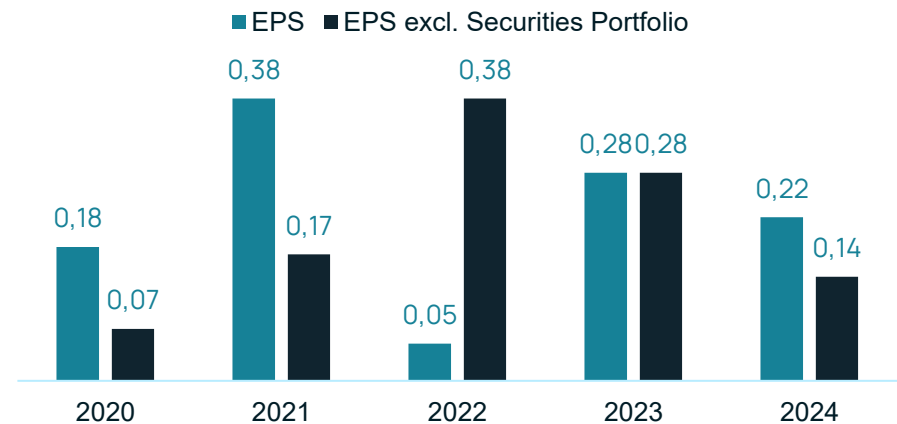
EBITDA in EUR MM



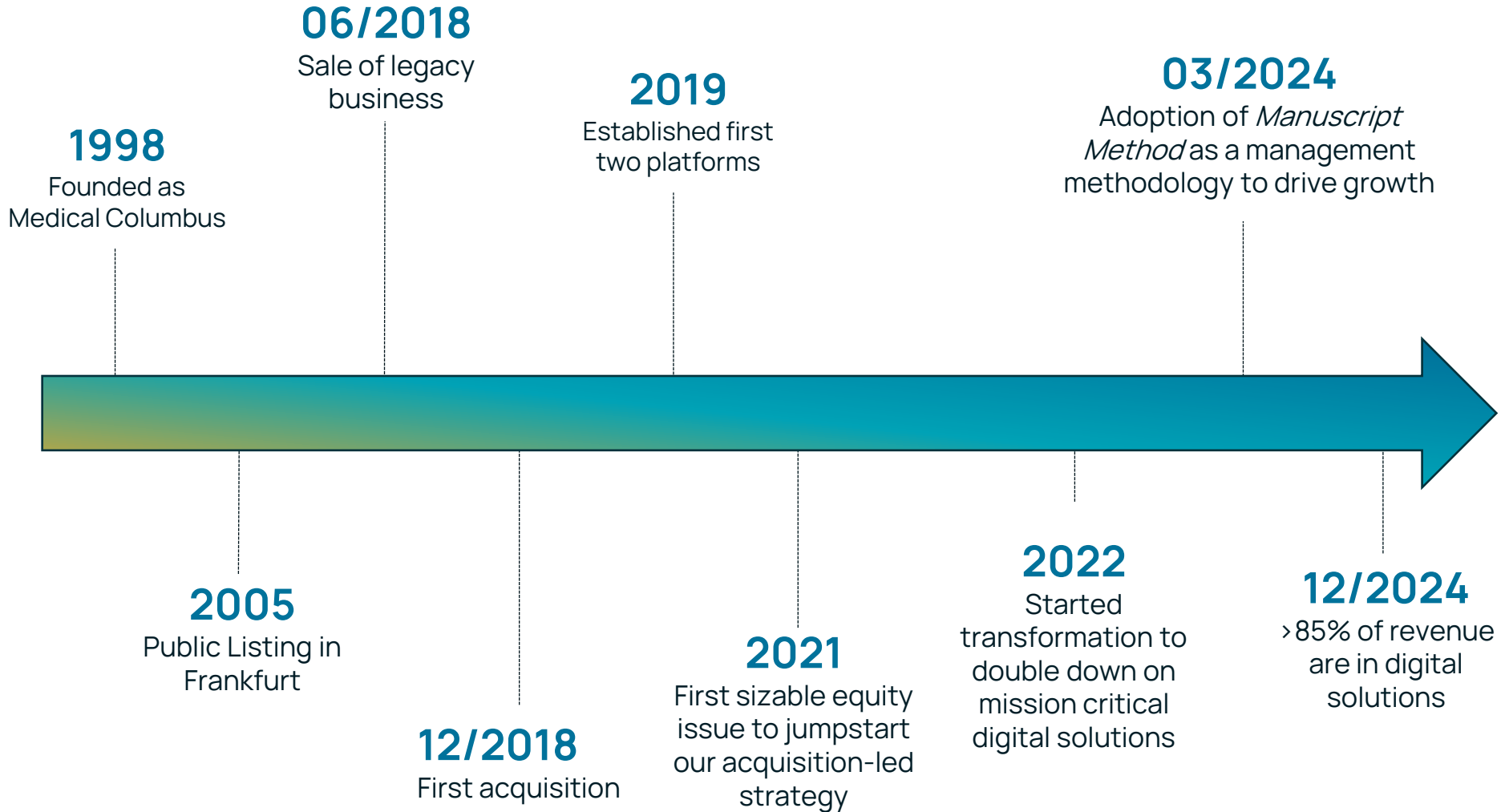
Invested capital in EUR MM



EPS



Built on 25y+ of successful operating history, CHAPTERS is now a leading player in mission critical digital solutions



1998

Founded as
Medical Columbus

06/2018

Sale of legacy
business

2019

Established first
two platforms

03/2024

Adoption of *Manuscript
Method* as a management
methodology to drive growth

2005

Public Listing in
Frankfurt

12/2018

First acquisition

2021

First sizable equity
issue to jumpstart
our acquisition-led
strategy

2022

Started
transformation to
double down on
mission critical
digital solutions

12/2024

>85% of revenue
are in digital
solutions

- Our **values** are our North Star
- We remain a **committed, long-term** partner to your business after the transaction
- We **provide effective tools** – such as the Manuscript Method – to drive sustainable, **long-term success together**
- As a decentralized group, **decision-making power** and **entrepreneurial autonomy** remain in your hands
- Join a network of like-minded entrepreneurs who share knowledge, experience, and support – **without losing independence**



We're not here to take over. We're here to build together with you.

CHAPTERS: Three segments driving customer value in mission critical digital solutions

Public Sector



Delivering **top-tier software** and **digitalization** expertise across all levels of the **public sector**.

Enterprise



Fostering **software solutions** that support enterprises in **optimizing** their business processes and driving more value for their customers.

Financial Technologies



Using Fintiba as a nucleus to **drive financial technology solutions** around payments and transactions.





Part of the group since April 2023

Utilities Systems s.r.o., based in Prague and with a subsidiary in Slovakia, develops and distributes customer information systems for the water and energy industry. In addition to the majority of water supply companies in the Czech Republic, its customers include private electricity and gas suppliers in the Czech Republic, Poland and Slovakia. The product and customer portfolio is supplemented by a solution for public broadcasting companies in the Czech Republic and Slovakia.



Part of the group since June 2024

GBS Europe GmbH is a leading provider of email and collaboration security solutions with nearly 30 years of experience in data protection, productivity and compliance. With locations in Europe and North America, it helps its 2000+ customers and 2+ million end users to communicate and collaborate securely and compliantly in the digital world with flexible, easy-to-use and powerful solutions. The next generation cybersecurity solutions include protection for Microsoft 365, Exchange and HCL Domino, including malware protection, encryption, data loss prevention, workflow management and compliance.



JOBST NET

Part of the group since August 2023

The Glasfaser Direkt Group with its subsidiaries Jobst-NET GmbH and Eifel-Net GmbH became part of the Group in August 2023. The Group companies provide internet and telecommunications services for private and commercial customers, which are primarily sold in Euskirchen, Amberg and other areas of Bavaria.



Part of the group since February 2023

In September 2023, Solarys Informatik GmbH and blaulichtSMS GmbH, both based in Austria, merged with each other. With syBOS, the company offers a software solution for managing fire departments as well as mountain, water and cave rescues. The modular software covers all relevant processes from personnel, vehicle, material and equipment management to remuneration and finance. The blaulichtSMS alerting app offers an additional alerting solution for fire departments, rescue services and emergency organizations such as the THW to maximize their operational reach. Its customers include numerous fire departments and control centers in Austria and Germany.



Part of the group since October 2024

Xplain AG is a leading manufacturer of standard software solutions for all application areas and fields within the so-called area of "Homeland Security". The company, based in Switzerland and Spain, helps its customers in the area of homeland and civil security. Customers include police forces or organizations with police tasks of all sizes; border control, migration, employment or economic offices and the entire area of justice and law enforcement, such as the juvenile and public prosecutor's office, courts or law enforcement agencies. Private security organizations are also part of the customer group.



Part of the group since January 2023

Condition-Integrierte Softwarelösungen GmbH develops and distributes software for hunting, fishing and firearms license management in Germany. Its more than 500 long-standing customers are the authorities responsible for administration.



Part of the group since November 2023

Littera Software und Consulting GmbH offers a comprehensive software solution for archive, library and literature management. The company offers its customers a modern cloud solution for managing all relevant business processes in the sector. As the market leader in Austria and additionally positioned in the fragmented German market, the company counts more than 1,700 libraries and schools in Germany and Austria among its customers.



Part of the group since September 2022

ingenia Glasfaser GmbH is a regional internet and telephone provider in Hohenloher-Land, where it supplies private and business customers with high-performance fiber-optic internet. Founded in September 2022, the company commenced operations in 2023.



Part of the group since December 2019

SWH Softwarehaus Heider GmbH develops and distributes a software solution specially tailored to the requirements of school administrations. In addition to timetable planning and the management of student data, the range of services also includes the management of school fees, which is particularly relevant for private institutions and German schools abroad. Customers include renowned private educational institutions in Germany and German schools abroad.



Part of the group since December 2022

Software und Beratung Meinhard GmbH develops and operates a complete system for the administration and billing of daycare centers and kindergartens. It also offers a supplementary parent portal. The company's customers primarily include municipal and local authority providers of daycare centers and kindergartens.



Part of the group since December 2020

OPAS Software GmbH is the global market leader for orchestra management software and can look back on more than 25 years of experience in this niche. The software solution from OPAS has been specially adapted to the needs of orchestra management and includes functionalities for the management of e.g. music libraries, program planning as well as travel and logistics planning. More than 250 orchestras worldwide (from Australia to China and Europe to the USA) use the software solution, which is available in 15 languages.



Part of the group since December 2023

With the products Tau-Office and Tau-Cloud, rocom GmbH offers comprehensive administration software for social and municipal institutions. The company has been established in this field for more than 25 years and the solution is specially tailored to the specific requirements of users. Its more than 150 customers include numerous cities and municipalities as well as social associations such as Caritas and Diakonie.



Part of the group since August 2021

carrierwerke GmbH offers a modern and comprehensive service concept for broadband networks for municipal utilities, local authorities and other network owners. The basis for this is the production and provision of white-label services for Internet, telephony and television. On request, carrierwerke can also operate its customers' entire broadband network and connect the customer network to supra-regional connection routes and Internet hubs. Since entering the market in October 2021, carrierwerke has agreed a cooperation with DB Broadband, among others, and acquired its first municipal utilities as customers.



Part of the group since November 2021

Interactive Network Communications GmbH offers individual technical solutions for commercial customers. In addition to fiber optic Internet products for major customers, these also include solutions in the cyber security environment and the operation of e-mail and data storage in secure environments. The company's product portfolio and technical equipment complement the services offered by carrierwerke GmbH within the CarMa Group.



Part of the group since November 2024

Filmwerte GmbH is the market leader in digital film services for public libraries. Filmwerte provides the technology for its own video-on-demand (VoD) platform and curates the range of films and series. To this end, Filmwerte licenses content from around 250 licensors for use by libraries. Since 2017, they have been operating the curated film portal filmfriend with around 2,500 films and 140 series. The service is available in Germany, Austria, Switzerland, Liechtenstein, Belgium and Luxembourg and recently expanded to the USA and Canada under myfilmfriend. Over 800 libraries are currently connected and their members use filmfriend via the website, app or the portal of the respective library.



Part of the group since April 2024

Founded in 2000 by the Mgant family, Majelis Software SAS specializes in the development of software solutions for the efficient management of persons under legal guardianship. With user-friendly tools, the company supports professional caregivers, association caregivers, individual caregivers (MJPM), employees of institutions and family caregivers in their daily work - from bookkeeping to legally required reports, generating over + €600,000 in revenue per year.



Part of the group since January 2024

CSWin SAS is a French software company based in Plérin (Brittany) that has been developing specialized solutions for legal assistance since 1994. Its main products include TWin, DatHeur and @rchi_GED, which provide professional guardians, MJPMs and institutions with comprehensive management of protection measures, digitized documents and financial data. The software solutions are platform-independent and can be used via the Internet. In addition, CSWIN offers hosting services and certified training to ensure the efficient use of its products.



Part of the group since November 2024

DIVERA GmbH enables the forward-looking planning of personnel availability for emergency organizations such as the fire department, rescue services, police and aid organizations. Bottlenecks are identified at an early stage, deployments are coordinated efficiently and only available personnel are alerted. With over 250,000 daily users in Germany and neighboring countries, the system has established itself as Software-as-a-Service (SaaS) in emergency and personnel management. Companies also use DIVERA 24/7 for personnel planning, order scheduling and crisis management. Interfaces enable easy integration into existing infrastructures such as security control centers and access control systems.



Part of the group since June 2025

Linear Service GmbH, based in Berlin, has been developing software solutions for clubs, associations, political parties and educational institutions for over 30 years. Its core product includes modules such as club member, donations and seminar management as well as a full financial accounting & billing system. Customers such as the Deutsches Rotes Kreuz and educational institutions use the solution to organize courses, training and events. In addition to the software, Linear also offers consulting, training and support.



Part of the group since July 2025

Interconsult SAS, based in La Penne-sur-Huveaune close to Marseille, has been developing software solutions for social and médico-social institutions throughout France since 1983. The company offers a complete software suite, focused on the traceability of care, communication between stakeholders, and the administrative management of the institutions. With over 1,000 installations, Interconsult is one of the leading providers in the sector. Its customers include social institutions, care facilities and associations. Training, support and regular updates complete the range of services.



Part of the group since March 2025

PEAK Mobility GmbH, based in Berlin, was formed in 2025 from the merger of PSI Transcom GmbH and Verkehrsautomatisierung Berlin GmbH, combining over 40 years of experience in control technology and software for public transport. The company develops and operates modular hardware and software solutions for real-time operations control, depot and eBus charging management, personnel planning, ticketing, and passenger information. Its integrated systems support transport companies and authorities in improving operational efficiency, punctuality, and service quality, with a focus on digitalization and sustainable mobility in Europe.



Part of the group since October 2025

UniSoft GmbH, based in Roth near Nuremberg, has been developing specialist software for the public health service since 1993. The all-in-one solution supports health authorities in all areas of responsibility, including infection control, hygiene, social medicine, and prevention. Through continuous development and close cooperation with users, UniSoft is now one of the leading providers in the German healthcare sector and supports customers with complementary consulting and training services on their path to a future-oriented digitization strategy. The majority of all installations have now been in use for over 20 years.



Part of the group since August 2025

Somentec GmbH has been developing specialized billing and ERP software for energy and water suppliers, grid providers, measuring point operator, area network operators, municipal utilities and contracting companies since 1994. With the XAP product line, the company offers solutions for billing, market communication, CRM, contract and receivables management and business intelligence - flexibly deployable as on-premise or SaaS. Somentec also supports its customers with consulting, implementation and hosting. Over 100 energy companies already rely on the provider's solutions.

»»CYBERSENSE

Part of the group since June 2025

Cybersense GmbH, based in Dortmund, offers specialized cybersecurity solutions for attack detection using deception technology. The agentless software detects ransomware, insider threats, and APTs in real-time, without false alarms - both in the cloud and on-premises. The products alert when IT security systems have been breached before damage occurs and uncover blind spots that classic solutions have. Cybersense products target critical infrastructure, government, and the energy, healthcare, and finance sectors.



Part of the group since December 2024

Since 1992, Technocarte SAS has specialized in the development and provision of administrative software for local authorities, particularly in the areas of child, youth and early childhood care. The software includes tools for appointment and document management, digital records management and automated time recording. More than 10 major cities and hundreds of municipalities of all sizes in France use the fully web-based solutions to manage their citizen services.



Part of the group since February 2026

icomedias GmbH is an Austrian software provider developing enterprise solutions for business-critical public sector processes across the DACH region for +30 years. Designed for highly regulated environments, its technologies support public administration, public safety and police, critical infrastructure, and healthcare in enabling secure, paperless, digital workflows. A platform for structured, mobile, end-to-end digital forms, it powers central digital government services such as the Onlinewache, the primary online interface between citizens and police authorities in Germany, used across 15 federal states. The offering is complemented by on-premises AI modules for high-security environments, improving data quality and automation while ensuring sensitive data remains within the customer's infrastructure.



Part of the group since March 2026

D2L Informatique is a French software company that has developed Silao, a digital platform for social services organizations. The solution is SEGUR certified and provides a comprehensive "User File" management system covering administrative, educational and health related data. The aim is to digitize administrative processes and facilitate collaboration within teams. The cloud-based software enables secure and structured management of social services. Its customers primarily include child protection centers (90%) but also disability support homes, and social reintegration organizations.

Case Study: Strengthening cyber resilience in the CHAPTERS ecosystem



GBS Europa GmbH is a leading provider of email and collaboration security solutions, offering nearly 30 years of expertise in protecting sensitive data and ensuring regulatory compliance. As part of the CHAPTERS portfolio, GBS plays a critical role in enhancing the cyber resilience of both our group companies and their end customers. It's easy-to-deploy, market-leading email security solutions – already trusted by over 2,000 clients and 2 million users – are already being rolled out across CHAPTERS portfolio companies, such as Littera and PSI Transcom, to strengthen their cybersecurity posture. In addition, CHAPTERS companies are empowered to offer GBS solutions to their own customer bases, unlocking new value streams and reinforcing our ecosystem-wide focus on digital trust.



GBS's clear strategic focus on the public sector – an environment where cybersecurity is both mandatory and mission-critical – positions it as a natural and highly synergistic fit within CHAPTERS. Many of our portfolio companies operate in this space, and GBS's solutions address their stringent security requirements with proven, German-engineered technology. This shared focus creates significant group wide potential for efficiency gains, both through harmonized cyber security standards and through reduced integration and operational costs.



To further extend this competitive advantage, CHAPTERS is actively pursuing targeted acquisitions in the cybersecurity domain. By expanding our capabilities in this high-growth sector, we strengthen our ability to offer end-to-end security solutions tailored to public-sector needs and deeply embedded across our portfolio to reinforce our commitment to safeguarding critical infrastructure in the public sector.



Part of the group since September 2024

3GWIN SAS develops specialized POS software for telecommunications providers and retailers with functions such as warehouse management, invoicing and back-office automation. As a certified solution, it offers more security than many self-certified competitors. In France, 60% of customers are SFR franchise partners, as 3GWIN is the only software to offer real-time interfaces to SFR. The remaining 40% are independent dealers. By integrating supplier catalogs such as Big-Ben (accessories) and insurance contracts, 3GWIN is a comprehensive industry solution.



Part of the group since August 2024

Equinoxe SAS offers software for operational marketing that enables flexible, personalized campaigns without IT support. The "Analyze" module organizes business data and analyses customer behavior. Equinoxe is a market leader in the management of donor databases in particular and is used by almost all major French charities. Based in Paris, the company serves over 100 clients in the charity, automotive, data trading and press sectors.



Part of the group since September 2024

HUP GmbH, headquartered in Braunschweig, is a leading provider of high-quality software solutions for publishers, news portals and anyone who publishes news. The modular solutions include sales software, logistics software, editorial and content management systems and online portals. The range is supplemented by software for advertising and newspaper production and payroll accounting. With a unique portfolio of customized solutions for the entire publishing logistics, HUP supports over 249 customers in the publication, marketing and distribution of +34 million newspapers per week. Haiberg GmbH was acquired as an add-on in August 2025 and strengthens HUP's modern front end and more with its publishing expertise.



Part of the group since May 2022

With "IMKE", Voigt Software und Beratung AG has been offering a fully integrated industry solution for property developers since 2010 (Sales launch: 2013), which covers all processes from project development and construction management to distribution and sales as a device-independent cloud solution. Voigt Software und Beratung AG's product portfolio is complemented by products that offer industry-specific solutions for the liquefied natural gas trade.



Part of the group since June 2022

With its "easy" software, WAREHaus GmbH offers highly specialized software for ancillary and heating cost billing for private landlords and property managers. With a broad customer base, the company optimally complements Software24.com GmbH, which has been part of the Ookam Group since April 2021 and offers WIN-Casa, a software solution for property managers of all sizes.



Part of the group since June 2023

MWM Software & Beratung GmbH offers specialized software solutions for the construction industry, including for measurement, quantity surveying and construction invoicing. Its more than 900 customers include project developers and general contractors as well as numerous medium-sized construction companies and craftsmen.



finfo

Part of the group since May 2025

Finfox Software and Technology AG, based in Zurich, is a leading WealthTech company providing a digital platform for hybrid wealth management to banks, advisors, and their clients in Switzerland, Liechtenstein, and other international markets. By combining operational efficiency, personalized client journeys, and adherence to regulatory requirements (e.g., FIDLEG and MiFID), Finfox is a trusted partner to private banks, savings banks, and Swiss cantonal banks in driving the digital transformation of wealth management.



Part of the group since June 2024

BG Informatique SAS develops customized software and offers its own accounting and payroll tools. 57% of revenue comes from recurring maintenance and hosting fees, mostly for customized software solutions. In addition, BG Info provides software development resources for third-party companies.



Part of the group since December 2019

gripware datentechnik GmbH develops and distributes software solutions to support the ideal construction process. Its core products are software for project and construction time planning, including optional safety and health coordination functionality, and a solution for construction documentation/defect management. Depending on requirements, gripware solutions can be purchased annually in packages with different functionalities (e.g., supplementary resource planning). Its more than 2,500 customers mainly include architecture and engineering firms, but also construction companies, public authorities, and local authorities.



Part of the group since August 2019

Parity Software GmbH is an ERP software provider specializing in the SME sector. The company develops and distributes its own software solution that covers all standard enterprise resource planning functionalities such as sales, purchasing, warehousing, CRM, financial accounting, etc. Its main customers are small and medium-sized commercial and industrial companies throughout Germany.



Part of the group since January 2024

CSB Bruns & Börjes GmbH has been offering software solutions for the motorcycle, bicycle, motorized equipment and outdoor trade for over 30 years. The core of all products is a merchandise management system that includes all the classic functionalities of merchandise management, including an integrated cash register, GoBD-compliant cash book, TSE connection, a digital workshop, connection to vehicle portals with calculation options and the pre-accounting of sales revenue as well as sales evaluations. The system can be expanded to include an online store, an interface to eBay and a CSB app. This market leader's product is currently used by 750+ dealers in three countries.



Part of the group since April 2021

With "WIN-CASA", Software24.com GmbH offers a highly specialized industry solution for property management companies of all sizes. In addition to standard solutions for managers of rental apartments or condominium owners' associations, the range is extended by numerous additional modules, e.g. for device management or the creation of individualized reports. The more than 2,000 customers are predominantly smaller, regional property management companies throughout Germany.



Part of the group since September 2021

Corporate Montage Europe GmbH is a long-standing partner of the software providers ELO Digital Office, one of the leading enterprise content management software solutions, and Bentley, a US provider of CAD software in the design sector. The range is supplemented by software solutions developed in-house, particularly at the interface between CAD software and ECM software, in order to offer customers a comprehensive and customized solution.



Part of the group since December 2021

The core product of elKom solutions GmbH is a software solution for group consolidation that maps the standard functions of group accounting and evaluation in accordance with all common accounting standards. The product portfolio is supplemented by a solution for corporate and group planning as well as a business intelligence solution for analysis, reporting and controlling. Customers include large corporations as well as smaller medium-sized companies.



Part of the group since December 2020

With its highly specialized software solution, BleTec Software GmbH offers a modular software solution with a focus on the core operating processes of sheet metal processing companies. The customer focus is on small and medium-sized companies. The company has continuously acquired new customers over the last few years and, with more than 150 companies, its customer base is now broadly based.

DATEX

Part of the group since April 2021

DATEX Software GmbH offers one of the leading complete business management solutions for property developers and project developers. The modular software covers all relevant processes in the industry, from project administration, defect management and reporting to financial accounting. The more than 600 customers, some of whom have been using the software for more than 25 years, include smaller property developers as well as larger real estate developers - mostly for projects in Germany's metropolitan areas.



Part of the group since August 2023

GAIN Software GmbH develops and distributes product data management software with comprehensive interfaces to common CAD and ERP systems. The modular system is specially tailored to the needs of small and medium-sized companies in the manufacturing industry. The more than 140 customers come from various sectors with a focus on mechanical and plant engineering.



Part of the group since March 2023

Teamware GmbH offers a Microsoft Teams-based SaaS solution for digital project and construction files. Founded in 2020, the company has grown strongly in recent years and is an ideal addition to CHAPTERS other holdings in the construction and real estate software sector.



Part of the group since January 2024

GI Informatique SAS is an IT services company established in 1992 with a focus on management, accounting and payroll solutions. The versatile team of developers, trainers and hotliners enables the software to be flexibly adapted to companies of all sizes and sectors - from accounting offices and catering businesses to retailers such as Carrefour and Système U. With the main modules Winlogic (accounting), Wingip (payroll) and Wingifact (invoicing), GI Informatique is today one of the leading software providers for independent retailers in the Système U network with around 1,500 points of sale.



Part of the group since September 2023

KeyLogic GmbH offers modular software in the field of Computer Aided Facility Management (CAFM). In addition to space and contract management, the product includes numerous other features, e.g. for security and occupational health and safety, cleaning management and energy controlling. Customers include public sector real estate owners as well as commercial building operators and companies from Germany, Luxembourg and Switzerland.



Part of the group since May 2021

With "NC Hops", direkt cnc-systeme GmbH offers one of the leading machine- and manufacturer-independent CAD/CAM software solutions for the wood, plastics and aluminum processing industries. The modular software covers the entire production process, from design and construction to work planning and production, and can be individually adapted to specific customer requirements using numerous add-on modules.



Part of the group since January 2025

Inedee, based in Colombes (Paris region), is one of the French market leaders for cloud-based ERP systems for communication agencies and marketing companies. The software provides an end-to-end solution from commercial management over project management to finance and accounting. With over 200 agencies and more than 5 000 users relying on it daily, Inedee emphasizes personalized implementation and ongoing support to ensure rapid adoption and alignment with agency-specific needs.



Part of the group since March 2025

ProLogic Computer GmbH, based in Rottendorf, is one of the market leaders for industry software in window and door manufacturing since 1985. Its solutions cover all areas from quotation and design to paperless manufacturing and automated parts ordering. Together with NC-HOPS, the entire process chain in window and door manufacturing is covered. Customers are manufacturing companies and dealers in windows and doors who value efficient planning, configuration and process optimization.



Part of the group since April 2025

Simmeth System GmbH, headquartered in Burghausen, has been a B2B software provider for supply chain management since 2002, focusing on purchasing and supplier management across the entire supplier lifecycle. The core product is a modular information and communication platform for purchasing, risk management and reporting. More than 90 national and international SME and corporate customers - from sectors such as energy supply, logistics, healthcare and machinery production - use the solution to optimize supplier processes, compliance and efficiency.



Part of the group since July 2025

Adflow Systems GmbH has been a trusted provider of digital workflow solutions in the publishing industry for over 20 years. Their software serves as a central hub for media companies – handling everything from ad booking and editing to seamless publishing in both print and online. Deeply integrated into publishing ecosystems, Adflow ensures efficiency, quality control, and streamlined media production processes.



Part of the group since October 2025

Lang Finanzsoftware GmbH, an Austrian company headquartered in Freistadt, is a specialist in IT solutions for the real estate and financial sectors. The company supports its clients in managing cash flows transparently and efficiently digitizing financial processes. Over the years, Lang has become a trusted partner for organizations in housing, real estate, banking, consulting, and the public sector, with a strong reputation in the non-profit housing and real estate industries.

Case Study: gripware's Journey to SaaS: Driving Growth Through a Scalable Pricing Model



When gripware became the third VMS company to join CHAPTERS, it was a historic moment - not just for the company, but for the broader vision of unified growth and innovation in the VMS space. At the time of joining, gripware had a team of five employees. Today, that number has grown to 10 reflecting a thoughtful approach to scaling and a focus on building capabilities to support customers more effectively.



But headcount growth is just one part of the story. Since integrating with CHAPTERS, gripware has increased its revenue and profitability up to 20% per year. This change is part of an ongoing effort to align more closely with customer needs and provide greater flexibility in how gripware solutions are accessed and supported.



Most recently, gripware initiated a strategic transformation: shifting from a traditional license-and-maintenance model to a modern, subscription-based SaaS approach. This evolution goes beyond a change in revenue mechanics; it represents a deliberate, customer-centric repositioning. By adopting SaaS, gripware is aligning its business model with growing market expectations for flexibility, seamless scalability, and continuous product enhancement. This also means that the previous on-premise offering will be successively supplemented with meaningful cloud services. The move enables more predictable revenue streams while delivering ongoing value to customers through faster innovation cycles, simplified onboarding, and a lower total cost of ownership. gripware's journey is a clear example of how joining CHAPTERS can unlock growth, innovation, and long-term resilience. The story so far is one of measured, sustainable growth, grounded in teamwork, customer trust, and a willingness to evolve thoughtfully as needs change.



Part of the group since May 2021

Founded in 2016, Fintiba GmbH has established itself as one of the leading providers of support for international students and young professionals in Germany. Based in Frankfurt, Fintiba enables visa applicants to open the blocked account required for the visa process online from abroad. The company also offers support with insurance and rental guarantees. Since its foundation, Fintiba has accompanied over 300,000 international students on their way to Germany.



Part of the group since December 2024

Coracle GmbH is a German FinTech company that has been offering digital solutions for international students for over seven years. It offers a fully digital blocked account with no monthly fees that is recognized by German embassies. In addition, the PRIME package also includes health and travel insurance to facilitate the visa application process. Every year, Coracle supports over 15,000 students worldwide with their start in Germany.



Part of the group since May 2025

Expatrio GmbH is a digital platform for international students, professionals and expats moving to Germany. With services such as a blocked account, health insurance and a German bank account, Expatrio offers a comprehensive all-in-one "value package". The platform also provides support with visa requirements and study choices to make the start in Germany easier. Expatrio has already supported over 200,000 users since 2017.

Case Study: How a mission-critical digital platform is tackling skills shortages and boosting German exports



Chapters is focused on acquiring and developing mission-critical digital platforms - those that serve as essential infrastructure in tightly regulated or high-trust environments. Fintiba and Coracle fits this profile precisely: as one of the leading providers of blocked accounts and related services for international students in Germany, it plays a central role in the student onboarding journey. The company has built a strong reputation in a niche market that is defensible, growing, and under-digitized.



With the foundation of Frankfurt International Bank (FIB), founded by Chapters, Fintiba and other shareholders, the group has added a licensed banking layer to its operations. This significantly enhances the economic model in different core areas as cost optimization: In house blocked accounts reduce reliance on third-party banks and allow for direct monetization of deposits. FIB enables rapid deployment of tailored financial products. With its planned expanded offering, the organization aims to further strengthen its position while improving access for international talent to the German education and job market - contributing to efforts to address the country's ongoing skills shortages. At the same time, small-ticket export financing solutions from FIB are helping to boost German exports. Together, these initiatives play a role in tackling two of the most pressing challenges facing the German economy.



Further future success factors within Fintiba's core business are favorable fee structures, consolidated compliance, and automated processing. FIB is not a standalone play, but a strategic enabler while improving conditions for students while strengthening the profitability and defensibility of the Fintiba ecosystem. International students represent a high-LTV, low-default segment with increasing demand for tailored financial products. By owning multiple points along the student journey, the group unlocks significant cross-selling potential e.g. Insurance products, loans, Savings and investment tools or post study financial services (e.g., relocation accounts, pensions, asset management).



Part of the group since January 2019

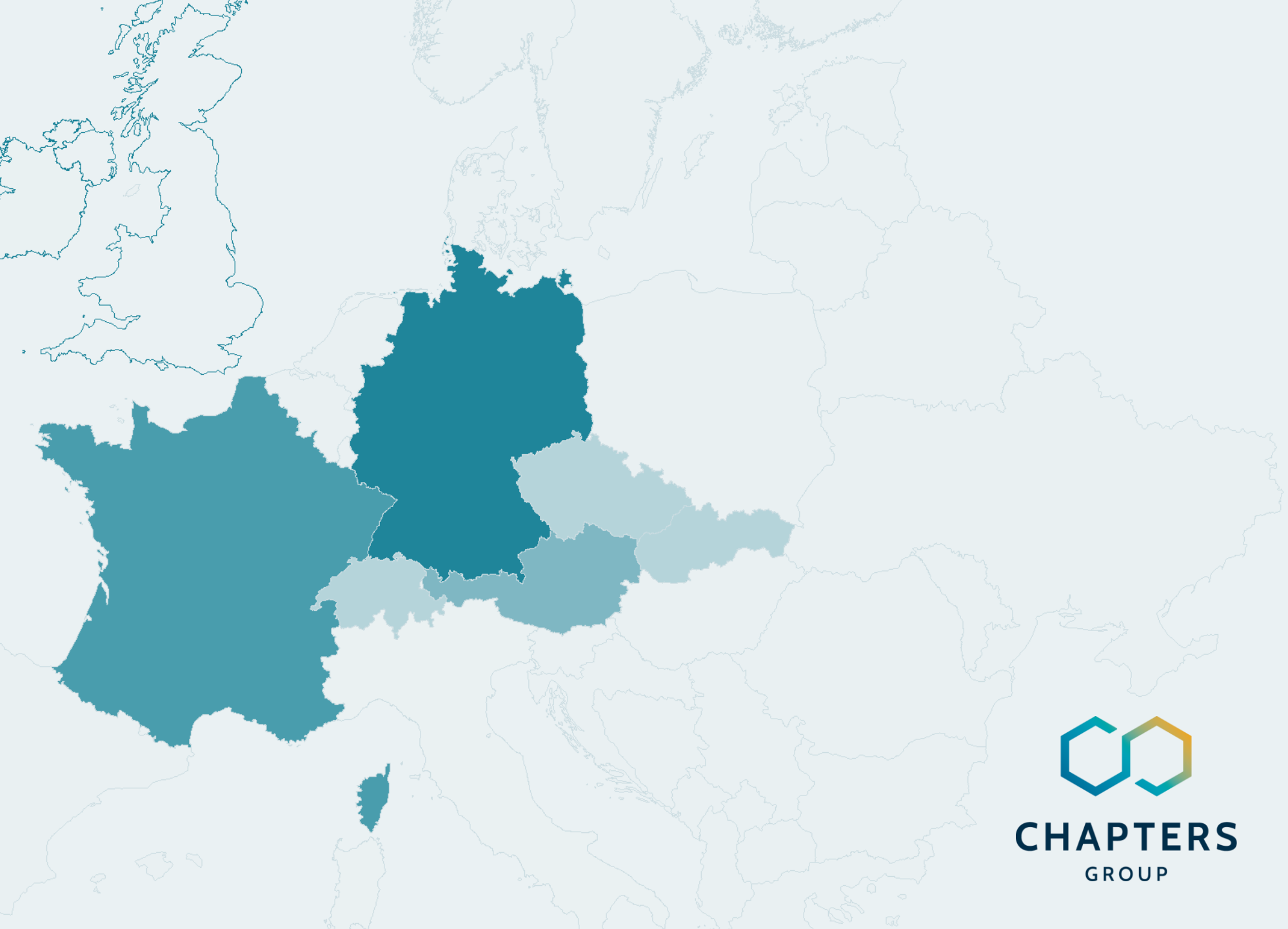
E-M-C-direct GmbH & Co KG is a developer and wholesaler of cable protection products with a focus on photovoltaic solutions for ground-mounted and roof installations. The company serves large B2B customers in the DACH region as well as the mechanical engineering and commercial vehicle construction sectors. Since 2021, TOOLOVA has been expanding its range to include crimping and cutting tools. E-M-C-direct also offers construction site logistics, services and private label solutions for its customers.



Part of the group since August 2020

Kältehelden GmbH is a master company for refrigeration and air conditioning technology based in Hamburg. The company offers consulting, planning, new construction and maintenance with a 24-hour emergency service. In addition to refrigeration and air conditioning solutions, the range of services also includes air purification. The focus is on a comprehensive service approach that serves customers throughout Germany. For further expansion, we support the founder in setting up a modern refrigeration/air conditioning technology group.

Building the home for mission-critical digital solutions



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