

## Keensight Capital invests in Vision-Box, global leader in Automated Border Control systems

Keensight Capital, a leading player in European Growth Private Equity<sup>1</sup>, today announces its investment in Vision-Box, global leader in Automated Border Control (ABC) and electronic identity solutions.

Created in 2001, Vision-Box designs, develops and assembles biometric-based systems, which allow for a greater fluidity of border control processes in airports throughout the world. The company's product portfolio includes ABC solutions, such as its flagship automated gates solution, and identity management products, such as its live biometric capture units. These two business lines rely on a unique know-how in both hardware and software design.

The company has grown substantially over the past few years, and has to date deployed its ABC solutions across 60 international airports and sold more than 3,000 identity management solutions worldwide. Headquartered in Lisbon and with offices located in each major continent across the world, Vision-Box has reached a dominant market share within border control.

Thanks to its proven experience in growing innovative companies, Keensight Capital intends to partner with the management of Vision-Box, who will remain shareholders, in order to help the company undertake the next stage of its growth by optimising its structure and operations and enabling commercial rollout on a global level.

For Jean-Michel Beghin, Managing Partner at Keensight Capital:

*"We are delighted to be able to support Vision-Box's impressive growth story going forward by leveraging our expertise in helping companies develop internationally. Vision-Box has talented and seasoned managers, and extremely promising fundamentals which will underpin its growth in the coming years. Given the projected rise in airline traffic and in a context of increasingly stringent safety requirements at borders in recent years, demand for solutions such as those offered by Vision-Box, which facilitate the continuous flow of passengers throughout airports while maintaining high security standards, will remain high. Currently the undisputed market leader in border control systems and identity management, Vision-Box today begins a new phase of its development aimed at consolidating its position on a global level and winning further contracts in strategic markets."*

Bento Correia, Co-Founder and Group Chairman of Vision-Box, states:

*"As a renowned investor specialized in technology sectors, Keensight Capital is the ideal partner to help us pursue our business growth in the coming years. We look forward to working closely with the investment team in order to implement our key business ambitions, focused on deploying our 'Happy Flow' solutions for airport productivity and improved passenger experience on a worldwide basis."*

Miguel Leitmann, Co-Founder and Group CEO of Vision-Box, comments:

*"As we prepare to embark upon a new stage of our growth, we are delighted to welcome a new strategic investor such as Keensight Capital with the international scope necessary to match our global presence. With our combined expertise applied to a high-quality product and service range, we intend to capitalize on sustained demand for greater security and on the ongoing automation of processes in order to become a global leader in passenger flow management solutions through biometrics."*

---

<sup>1</sup> *Growth Private Equity*: investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach adapted to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.



\* \* \*

### **About Keensight Capital**

Keensight Capital is a leading European Growth Private Equity firm managing funds backed by European institutional investors. Keensight Capital targets first-class international projects to finance organic growth or build-up strategies, or to cash out existing shareholders. Specific sectors of interest include Media/Internet, Information Technology, Healthcare, and Services. In each of these sectors, our team provides insights and expertise through its entrepreneurial and operational background and its access to a worldwide network built over the past 15 years.

[www.keensightcapital.com](http://www.keensightcapital.com)

### **Press contacts**

Citigate Dewe Rogerson

Aliénor Miens - [alienor.miens@citigate.fr](mailto:alienor.miens@citigate.fr) - +33 (0)1 53 32 84 77

Dominic Riding - [dominic.riding@citigate.fr](mailto:dominic.riding@citigate.fr) - +33 (0)1 53 32 84 74