

Press release
Paris, June 21st, 2022

Keensight Capital has invested in Lisam Systems to accelerate its development of compliance management software

Keensight Capital, one of the leading private equity managers dedicated to pan-European Growth Buyout¹ investments, has invested in Lisam Systems (the "Company"), a leading global provider of Environmental, Health & Safety (EH&S) compliance management software solutions and services, with a local presence in 20+ countries.

Headquartered in Belgium, Lisam Systems is a leading global provider of Environmental, Health & Safety (EH&S) compliance management software solutions and services, addressing more than 2,000 clients operating across various industries worldwide, including chemicals, detergents, paints and coatings, industrial and specialty gases, and fragrances.

Lisam offers a wide range of mission-critical software solutions, including notably a software suite to author, manage, and distribute GHS²-compliant Safety Data Sheets for chemicals in 55+ languages. In addition, the Company provides services including software installation and implementation, and application customization and regulatory advisory.

Lisam Systems currently employs over 230 people globally across 24 regional offices in 20+ countries across Europe, North and South America, Asia, and Oceania. The Company has grown at c.25% per annum over the past three years and is expected to generate c.€30 million of revenue in 2022 due to a highly recurring business model with c.70% of total revenues coming from SaaS software sales.

Keensight Capital will support Lisam Systems in its next stage of growth and its expansion strategy, thanks to its deep and long-term expertise in the Technology and Healthcare sectors. Keensight Capital will help the Company boost its organic growth by further developing its existing SaaS EH&S Risk & Compliance platform through R&D, and by assisting the Company in strengthening its commercial and marketing strategy. In addition, Keensight Capital will support the acceleration of Lisam's international expansion both organically and via acquisitions.

Michel Hemberg, CEO and Thierry Levintoff, CFO of Lisam Systems stated: *"From the moment we met Keensight Capital six years ago, we have been nurturing a close relationship. Their ability to build a collaborative environment and their strong level of understanding of the software industry and chemical regulations had us convinced that they were the right partner to pursue our growth story with."*

Gregory Agez, Partner at Keensight Capital, adds: *"We are delighted to work alongside Lisam's team. We believe the Company's strong track record in the fast-growing EH&S software market is key to its future success, and we will make sure to strengthen its leading position across various international markets. We will bring our proven expertise and quality insights to reinforce the Company's mission-critical offering to its clients, support them in their goal to be the go-to local expert in terms of chemical safety regulation on a global scale, and encourage them in further developing their already strong R&D and innovation capabilities."*

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

² **Globally Harmonized System** of Classification and Labelling of Chemicals or GHS

About Lisam Systems

<https://www.lisam.com/en-us/>

Founded in 1999, Lisam Systems is a global provider of Environmental, Health and Safety (EH&S) compliance management software solutions and services, operating worldwide. Since its creation, Lisam has been actively working at bringing innovative, affordable and timely solutions to solve the challenges faced by manufacturers, distributors and users of chemical products when dealing with the ever-changing regulatory standards. Today, thousands of actors in the chemical supply chain rely on Lisam's software and services to manage the authoring and distribution of all their safety documents, from safety data sheets and labels to safety instruction cards or exposure scenarios.

About Keensight Capital

www.keensightcapital.com

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €400 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. Keensight Capital's success has earned it a Gold Award from the Private Equity Exchange & Awards each year for the last five consecutive years, and in particular, the Best European Growth Private Equity Fund.

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