

## Press Release

### INTERSCHALT reaches agreement on takeover of Müller+Blanck

- **Merger improves position in the global stowage planning and loading computer sector**
- **Customers benefit from the optimized product range and innovation boost**

Schenefeld, December 8, 2015: INTERSCHALT maritime systems AG, the provider of maritime software for cargo and fleet management, and Müller+Blanck Software GmbH, announce the conclusion of a memorandum of understanding for the acquisition of Müller+Blanck. The merger will create the world's leading provider in the area of stowage planning software and loading computers for container ships.

INTERSCHALT currently has a combined market share of 25 percent with its stowage planning software StowMan and the advanced development StowMan<sup>[S]</sup>, introduced to the market in 2014. With the loading computer Seacos MACS3, INTERSCHALT has an approximately 65 percent share of the container ship segment and is the undisputed global market leader.

Müller+Blanck developed the stowage planning software "CAPSTAN" as well as the onboard interface "OBI" in the mid-1990s, which are used by the liner shipping companies Hapag-Lloyd and Hamburg Süd among others.

With the acquisition of Müller+Blanck, INTERSCHALT increases its market share in the stowage planning segment to 33 per cent, in terms of the number of vessels equipped, and consolidates its market leadership in the segment for loading computers for container ships.

"This transaction marks a further milestone in our transformation process, the aim of which is to further develop the maritime software business into a strong platform for growth," emphasized Robert Gärtner, CEO of INTERSCHALT in explaining the decision. "For our stowage planning segment, the acquisition is a fitting addition which we want to use to offer our customers an improved product range, based on the best both systems have to offer. This fusion enables us to ensure stable growth and profitability."

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Holger Blanck, CEO of Müller+Blanck states: "We are pleased to join forces with INTERSCHALT, a company that – with the new stowage planning software StowMan<sup>®</sup> – has impressively proven its innovative capability. We are convinced that because of the merger we will be able to offer a boost in innovation to our customers and new prospects to our employees."

It is planned that Müller+Blanck will initially continue to operate as an autonomous GmbH, under the direction of Holger Blanck, at the Schenefeld site. Jost Müller will act as the Technical Head of the Software unit. Torben Mons, who is currently responsible for the INTERSCHALT Software unit, will be additionally appointed as the co-CEO of Müller+Blanck.

Both parties have agreed not to disclose the acquisition price.

#### **About INTERSCHALT**

INTERSCHALT maritime systems AG, the provider of maritime software and NavCom services as well as manufacturer of VDR systems, stands for innovative solutions for efficient and safe shipping. Products and services cover a vessel's entire life cycle and value-added chain. INTERSCHALT produces highly efficient software solutions, provides extensive services both onshore and on board, offers training in its modern simulation and training center and develops systems such as the Voyage Data Recorder and alarm systems. With a strong foothold in the industry and close connections with ship managers, INTERSCHALT has its finger firmly on the pulse and is determined to make the shipping industry safer and work both on board and onshore easier and more efficient. With its headquarters in Schenefeld near Hamburg and four international branches with approximately 250 employees in Europe, North America and Asia, INTERSCHALT has a truly global reach.

#### **About Müller+Blank**

Müller+Blanck Software GmbH develops and sells the container stowage program CAPSTAN as well as the onboard interface OBI. Since the mid-1990s, the customer base includes Hapag-Lloyd and Hamburg Süd. At the site in Norderstedt (near Hamburg), the owner-managed company employs 13 people.

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