

## New Managing Partner

Last year in November, the 20th anniversary of our company and creation of Genesis Growth Equity Fund (GGEF) were the main topics in my opening words. Today, the main task is to present the crucial HR and management change that took place in our organisation at the beginning of March 2020.

This significant step was motivated by the pace of acquisition activities within Genesis Private Equity Fund III (GPEF III) and the assumed upcoming realization of the last two investments from Genesis Private Equity Fund II (GPEF II) allowing to launch preparations for setting up of Genesis Private Equity Fund IV (GPEF IV).

In order to ensure further successful development of Genesis Capital private equity funds, I decided to hand over the managerial responsibility for leading the company to Ondřej Vičar who thus became the Managing Partner of Genesis Capital Equity.

Transferring of managerial competences and functions towards Ondřej took place gradually and in an atmosphere of mutual agreement, with the aim to ensure continuity and stability of the company's management and to allow Ondřej to present the team under his leadership to potential investors into GPEF IV.

I am convinced that with Ondřej Vičar, I chose the best possible successor who will lead the company towards future successes and also ensure a positive outlook for all involved in the Genesis Capital group.

I am not leaving the company; I moved to the position of Chairman and remain in the position of Chairman of Investment Funds GPEF II and GPEF III. My future participation will also involve activities related to creation of the GPEF IV Fund as well as advisory and representation activities.



Jan Tauber, Chairman

To conclude, I have to add that this change in the top management position occurred just before the coronavirus pandemic took hold. The response of the Genesis team to this unprecedented crisis and the way how the team has been able to cope with it only confirms that I handed over the management and control of the company to the right and competent person.



Ondřej Vičar, Managing Partner

As the scope of our activities continues to increase permanently, the new role means in particular a huge re-

sponsibility, and of course also a big task in the light of the current developments and risks. I am ready to do everything in my power in order not to betray the confidence entrusted.

When speaking about visions for future development, it is clearly an advantage that we have launched numerous improvement initiatives in the past years that should help to support the growth we are achieving so far. Thus, there are numerous activities that only require natural continuation of their implementation. Besides that, it seems to me that after all the efforts of the 20 years (and at the beginning it was really starting from zero, not just with our company but within the whole sector in the entire region), Genesis Capital has developed into an ideal platform for future well thought-through expansion.

According to my opinion, further growth can be achieved by a combination of systemisation – rendering the existing activities more transparent and implementing rules and procedures to save time and energy on routine things and standard activities and to cumulate the created know-how, and additions of new ideas and impulses. On the top of the “obligatory” growth in the volume of managed assets hand in hand with a sensitive expansion of the regional coverage, a very selective and gradual incorporation of adjacent investment activities going beyond the borders of the private equity field shall also be investigated. Long-term growth of experience within our talented investment team is the core element of the whole development process as in our business, we can easily claim with a slight exaggeration that you are never experienced enough that it would suffice.

## Other personnel changes

Besides the change in the position of the Managing Partner of Genesis Capital Equity some changes have also taken place in other positions. Martin Viliš, until now Senior Investment Director, has become a new, already fifth partner in the company. Tatiana Balkovicová has been promoted to the position of Senior Investment Director. Tomáš Sýkora, until now Senior Investment Analyst, has become Investment Manager. Adam Ruta has been promoted to the position of Senior Investment Analyst.



Martin Viliš



Tatiana Balkovicová



Tomáš Sýkora



Adam Ruta

## Genesis acquired the largest Czech call centre, Conectart, from KKCG Group

Conectart, which now operates call centres in eight Czech towns and cities, employing over a thousand operators, is becoming part of the portfolio of Genesis Private Equity Fund III (GPEF III) from the Genesis Capital group. The transaction documentation was signed on 14 May, the closing of the transaction is expected in summer, and it is subject to approval by the Office for the Protection of Competition.

Over eight years, its original owner, KKCG Group, has developed Conectart into the largest provider of Business Process Outsourcing services in the Czech Republic. In recent months, Conectart also announced its expansion abroad. “Last January we acquired new clients on the Slovak market, where we feel there is a huge potential. The current pandemic situation also works in our favour. We have verified in practice that we are also able to work in extreme conditions without quality fluctuations or staff shortages. We are ready to grow. We express our gratitude for the great job done by KKCG Group, and we also very much look forward to working with Genesis Capital,” explains Petr Studnička, Conectart CEO.

Expanding to other markets in the Central European region is the domain of the private equity funds in the Genesis Capital group. “We have been helping Czech companies with a strong growth potential for more than 20 years. Conectart fits perfectly into our technology portfolio, to which we have begun to pay greater attention in recent years. They come from an innovative field with a high added value. In addition, in the Central and Eastern European region this market is not competitively saturated,” says Martin Viliš, a partner of Genesis Capital Equity.



Conectart Call Centre

For more than ten years, Conectart has been providing comprehensive call centre services to Czech and international customers. Its portfolio includes a number of major companies such as Samsung, Vodafone, MND, Česká spořitelna, AmRest and SAKZAmobil. Conectart was formed through a merger of two companies, Informační linka and Direct Communication. In 2017 it acquired another call centre, Quality Brands. The merger of these two companies has resulted in the largest provider of Business Process Outsourcing services in the Czech Republic, currently employing over a thousand people. More information at [www.conectart.cz](http://www.conectart.cz).

## Genesis and ESPIRA joined V4C in Summa Linguae Technologies

A fund from the Genesis Capital group and ESPIRA Investments have acquired, in addition to the V4C fund, an interest in Summa Linguae Technologies, a Warsaw-based New Connect listed multilingual data processing and management company.

Piotr Misztal, a partner at V4C and Chairman of Summa Linguae's Supervisory Board, commented: “We are pleased to welcome Genesis and ESPIRA as indirect shareholders of Summa Linguae, because we believe that they will contribute to its further development and create an even stronger capital base to assist the company in meeting its ambitious growth plans. Together, the three companies are bringing an added depth of expertise, experience, and capital, which the company will use to build on its development in 2019.”

“We are actively seeking investments beyond our Czech base and Summa Linguae's international perspectives and strong management team offered us a good opportunity to invest in a leader in the multilingual data management space. With the increasing internationalisation and digitalisation of business, Summa Linguae is well positioned to capture both trends,” said Tatiana Balkovicová, Senior Investment Director at Genesis Capital Equity.

Summa Linguae Technologies ([www.summalinguae.com](http://www.summalinguae.com)), listed on the New Connect market of the Warsaw Stock Exchange, is a leading Polish provider of technology-enabled language-related services for B2B clients. Headquartered in Cracow, Summa Linguae has a global footprint having completed acquisitions in India and Sweden in and, following V4C's investment, two recent acquisitions in Canada and the US.

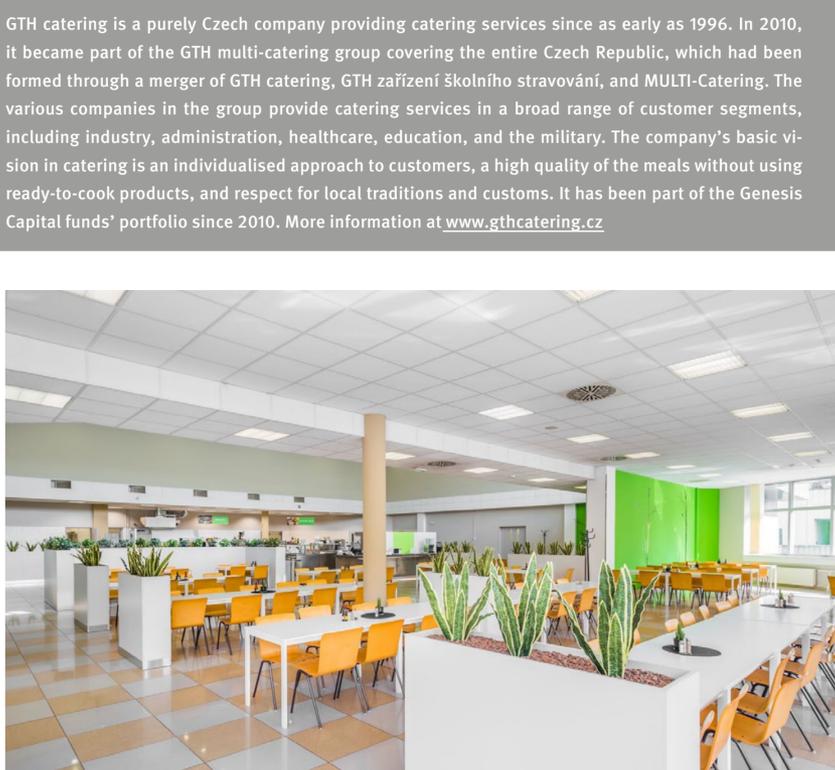
## GTH catering took over Sodexo in Slovakia

GTH catering, part of the Genesis Capital funds' portfolio and one of the biggest providers of catering services in the Czech Republic, has acquired the 100% equity stake in the Slovak subsidiary of Sodexo, a global provider of integrated facility management services. It has thereby entered the Slovak market, where it plans to leverage its experience and mutual synergies to create a strong Czech-Slovak player in the catering industry and use the opportunity to expand its service portfolio to include facility management services.

“The acquisition of Slovak Sodexo opens a similar opportunity for us as the one in the case of Czech GTH catering ten years ago. An opportunity to create a strong, customer-focused, modern, and flexible provider of catering and facility management services combining the traditional and the latest approaches to service provision, in particular catering services,” Daria Choděrová, CEO of GTH catering, commented on the Sodexo acquisition.

Sodexo has been providing catering and facility management services on the Slovak market since 1997. Over more than 22 years of its operation, Sodexo has grown into one of the key players in the sector in Slovakia. The company currently provides comprehensive on-site services at more than 30 operating sites. In line with the Sodexo group's global strategy and the shareholders' decision, the parent company has decided to exit from certain Central European countries.

GTH catering is a purely Czech company providing catering services since as early as 1996. In 2010, it became part of the GTH multi-catering group covering the entire Czech Republic, which had been formed through a merger of GTH catering, GTH zařízení školního stravování, and MULTI-Catering. The various companies in the group provide catering services in a broad range of customer segments, including industry, administration, healthcare, education, and the military. The company's basic vision in catering is an individualised approach to customers, a high quality of the meals without using ready-to-cook items and respected for local traditions and customs. It has been part of the Genesis Capital funds' portfolio since 2010. More information at [www.gthcatering.cz](http://www.gthcatering.cz)



GTH catering is one of the biggest providers of catering services in the Czech Republic.

## Genesis Capital's new website

Last year, Genesis Capital celebrated its 20th anniversary, and on that occasion expanded its range of operations into a new investment segment. Besides the line of private equity funds, called Genesis Capital Private Equity Funds, it launched a line of growth equity funds called Genesis Capital Growth Equity Funds and focused on investments in smaller companies with a significant growth potential. In connection with this change, a new corporate identity has also been created, and the Genesis Capital group has now completed this process of rebranding by launching its redesigned website.



**Private equity**  
Fondy se orientují na investice do malých a středních podniků v České republice, na Slovensku, v Maďarsku a Rakousku.

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**Growth equity**  
Fondy zaměřené na investice do menších a středně velkých společností v České republice a na Slovensku s výrazným potenciálem růstu.

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