

Press Release

Acquisition of leading manufacturer of optical components

Silver Investment Partners acquires majority stake in Crystal

- **SIP expands portfolio with high-tech company in the field of crystal processing**
- **Long-term investor supports sustainable growth strategy with extensive expertise and capital**
- **Further development planned through expansion of international sales and product range**

Königstein/Berlin, June 22, 2021 – Silver Investment Partners (SIP) acquires a majority stake in Crystal GmbH (Crystal), a high-tech company in the field of crystal processing. Crystal manufactures optical components from artificial crystals that are used in the laser industry, medical technology and measurement or analysis technology. As a long-term investor, SIP will accompany the expansion of the strong market position and plans to develop new products and increase international sales together with Crystal. The previous main shareholder SHS Gesellschaft für Beteiligungen mbH & Co. Mittelstand KG (SHS) has exited its investment. The parties have agreed not to disclose the purchase price.

“In the 30 years since the company was founded, Crystal has developed dynamically and has been able to build long-term, trusting customer relationships. This strong position offers a wide range of development prospects. I am looking forward to the next chapter with Silver Investment Partners, in which we can benefit from the expertise of our new partner”, says Andreas Wenzel, CEO of Crystal.

“Crystal has grown strongly in recent years and is now one of the leading companies in the field of crystal processing. Its optics are applied in a wide range of industries and are used for example in respirators as well as in the manufacture of laser systems. For the further development of the company, we are convinced to have found the right partner for the management with Silver Investment Partners”, says Dr Bernhard Schirmers, Founder and Managing Partner of SHS.

Leading niche supplier of optical components

Crystal was founded in 1994 by CEO Andreas Wenzel and is based in Berlin. The company manufactures customized optical technologies from artificial crystals and other hard materials.

These are used in the laser industry, medical technology and in measurement or analysis technology. Crystal also manufactures crystalline substrates that are utilized in research and development.

Crystal has a broadly diversified customer base and supplies high-revenue industrial companies worldwide with a focus on the German market. Additionally, the company is an important supplier to the medical technology industry, such as in component manufacturing for respiratory equipment. Crystal is often a single-source supplier to its customers and thus has a strong position in a market niche.

“Crystal differentiates itself from competitors through years of experience and high-quality standards enabled by the use of advanced manufacturing technologies. With these capabilities, the company has a strong market position that prepares the ground for further long-term growth”, says Philipp Amereller, Managing Partner at SIP.

SIP plans further strategic development in partnership

SIP will support Crystal in its further development as an entrepreneurial partner. The expansion of international sales offers a wide range of growth prospects for the company. In addition, SIP plans to develop new products and services as well as to create further customized application possibilities. As an independent equity finance investor, it is important to SIP to support portfolio companies in their long-term growth in a sustainable manner. All portfolio companies benefit from the investor’s expertise and extensive network of experts.

SIP was advised on this transaction by Rödl & Partner (Financial) and King & Wood Mallesons (Legal and Tax).

About Crystal:

Crystal GmbH is an innovative Berlin-based company dedicated to advanced products and technologies with crystals and their applications. With sophisticated manufacturing technologies and comprehensive measurement and testing capabilities, the company has guaranteed a high-quality range of substrates/wafers for thin-film deposition and optical components for industrial measurement and laser technology for over thirty years. Customers are offered comprehensive advice and products tailored to their applications. A team of experienced physicists, engineers and skilled workers oversees the entire product life cycle from development to series production.

Please find further information at: <https://crystal-gmbh.com/>

About Silver Investment Partners

Silver Investment Partners is an independent equity finance investor for medium-sized companies in Germany, Austria and Switzerland. As an entrepreneurial, experienced and trusted partner, Silver Investment Partners engages in majority and minority interests in companies with revenues between 5 and 100 million euros, with a focus on companies with revenues between 10 and 50 million euros. The classic investment scenarios for medium-sized companies include succession situations, changes in shareholders, spin-offs of companies and growth financing. The investment strategy focuses on companies in the sectors of business services, industrial and manufacturing, software, consumer and trade, healthcare/medical, environmental and related industrial technologies with attractive growth and value-added potential. Please find further information at: www.silver-ip.com

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About SHS Gesellschaft für Beteiligungsmanagement mbH

“Building European Healthcare Champions” is the guiding principle of the Tübingen-based sector investor SHS. With this in mind, the investor specialising in healthcare investments finances and develops its portfolio companies. Since its foundation in 1993, the focus of its investments has been on expansion financing, shareholder changes and succession situations. In doing so, SHS takes both minority and majority stakes. Investors in SHS funds include pension funds, funds of funds, family offices, entrepreneurs, strategic investors and the SHS management team. The equity investment of the AIFM-registered company is up to EUR 20 million. Volumes exceeding this can be realised with a network of co-investors. In its investment decisions, SHS attaches great importance to the consideration of ethical aspects. The investment company is committed to the principle of Socially Responsible Investing (SRI) and is a member of UNPRI, an investor initiative launched by the UN-Environment Programme. Its members contractually agree to comply with ecological and social guidelines in their investments. SHS portfolio companies include, for example, Phenox GmbH from Bochum, which specialises in stroke treatment, the drug delivery expert Develco Pharma AG, which is based in Switzerland and Germany, and the Dutch growth company Salvia BioElectronics B.V., which uses minimally invasive neurostimulation to treat neurological diseases. SHS is currently investing from its fifth fund, which was launched in 2018. Please find further information at: <http://www.shs-capital.eu>