

VIA equity acquires a majority stake in Decision Focus

- *VIA equity is to acquire the majority of the shares in Decision Focus Partner Holding ApS (Decision Focus), alongside the existing management team.*
- *Decision Focus provides an easily configurable and cloud-based governance, risk, and compliance (GRC) software platform that simplifies planning, tracking and documentation tasks across all risk areas.*
- *The company caters towards large global enterprises with among others IBM and Arch Insurance as customers and has more than 70,000 users on its platform with excellent customer satisfaction.*
- *Decision Focus has delivered in excess of 40% growth each of the last 3 years, fueled by its clear product vision, strong talent and ongoing megatrends of increased compliance and regulation.*
- *VIA equity aims to accelerate Decision Focus' growth by strengthening the continuous development of the GRC platform, build new partnerships and invest further in the company's sales and marketing efforts.*

The existing shareholders of Decision Focus have decided to further accelerate the growth of Decision Focus, with VIA equity joining as new majority shareholder. As part of the transaction the management team of Decision Focus will invest alongside VIA equity.

Decision Focus, founded in 2005, with offices in Denmark and United Kingdom offers an easy-to-use software platform that transforms the way enterprises handle audit, governance, risk, and compliance work. The platform delivers a no-code approach with out-of-the-box modules covering multiple GRC areas. Growing government intervention, a more complex regulatory environment and high need for documentation in areas such as ESG/CSR/IT-security drives the highly growing GRC software market.

Customers include large enterprises required to comply with complex regulations such as the insurance underwriter's regulation (Lloyds) and International Organization for Standardization (ISO). The company serves enterprises across all industries including TotalEnergies, Novo Nordisk and Liberty Mutual Insurance with best-in-class customer satisfaction. Now the company looks forward to its next phase of growth.

"We are thrilled to have found the perfect partner to further accelerate our growth. This was an easy partnership to enter – VIA equity quickly proved to understand not only our product and market but also our team culture and the motivation to build second-to-none GRC products. We have made a lot of big bets the last 3 years, and our growth moving forward will greatly benefit from VIA equity's B2B software knowledge as well as focus on international expansion. We are looking forward to having VIA equity as co-pilots in the coming years.", says Jon Tollerup, CEO at Decision Focus.



“We are very excited about our partnership with the Decision Focus management team. We have been very impressed by the user-friendly and easily configurable GRC platform supported by strong talent and impressive customer testimonials. We look forward to executing on the large potential and accelerate Decision Focus’ growth trajectory.”, says Peter Thorlund Haahr, Partner at VIA equity.

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About Decision Focus

Headquartered in Denmark, Decision Focus is a GRC solution provider delivering a SaaS platform for medium to large enterprises. The GRC solution is delivered on a no-code, modular platform, enabling a one-stop-shop for most audit, risk, compliance, and governance business needs. In addition to a strong track record in the financial services industry, Decision Focus client base includes pharma, big tech, and energy customers all characterized by high regulation and demanding risk management. Decision Focus has an international footprint with more than 95% of the revenue originating from international enterprises.

About VIA equity

VIA equity is a leading Northern European private equity firm with a successful history of building and transforming companies into leading national and international actors. VIA equity A/S manages four funds, where the most recent one alone has EUR 175m in allocated capital from established international investors. VIA equity invests in successful companies within software and IT-services. For further information, please visit www.viaequity.com.