

PRESS ANNOUNCEMENT

## **IMCap invests in Fixed Wireless Technology specialists etn**

- **Technology investor IMCap signs capital increase for ETN Group**
- **Growth financing for the planned expansion of the regional Fixed Wireless technology (FWT) broadband provider**

**Meppen, October 8, 2020.** etn, a regional full-service broadband infrastructure provider in the Weser-Ems region, is accelerating its growth. With the new shareholder IMCap on board, the company will expand its own broadband infrastructure faster than planned. etn will invest significantly in its radio network and tower infrastructure in the Weser-Ems region over the next five years. This technology enables etn to deliver reliable, competitive and cost-efficient broadband connections to medium-sized companies and private individuals.

The broadband atlas of the Federal Ministry of Transport and Digital Infrastructure ([Breitbandatlas des Bundesministeriums für Verkehr und digitale Infrastruktur](#)) clearly shows that still today many rural regions are excluded from the roll-out of fiber-optic and mobile 5G networks for economic reasons.

etn offers high-quality business communication, infrastructure services and broadband internet for business and private customers in the previously underserved areas of the Weser-Ems region. To achieve this etn relies primarily on fixed wireless radio technology and operates its own tower and network infrastructure.

"We have grown very successfully in recent years with our regional approach," explains Managing Director Andreas Schröder, who founded etn about 10 years ago. "With the support of our new shareholder IMCap, who does not only bring capital but also valuable know-how, we are now taking the next step in our expansion."

### **Fixed Wireless Technology is the New Fiber - especially in rural regions**

"Fixed Wireless radio is and has long been competitive with fiber optic offers, both technologically and in terms of price. With our transmission technology, we are able to offer and guarantee our customers 20 Gbit / sec. in point-to-point and up to 2 Gbit / sec. point-to-multi-point operations," explains Sebastian Hoogland, Co-Managing Director of etn and responsible for technology.

“Especially in rural areas, our broadband connections provide the prerequisites for the use of cloud applications and other digital offers.”

Jens Weiss, partner at IMCap explains: "At a time when Corona is confronting us all with challenging market conditions, our investment focus on must-have software and technology business models is proving to be the right one. We identify and scale 'hidden technology champions'. Investing in etn therefore fits our investment profile perfectly."

The contract parties agreed to keep further details of the transaction confidential.

### **About etn**

ETN Group (etn) based in Meppen and Düsseldorf specializes in high-quality, cost-efficient fixed wireless communication solutions, infrastructure services and broadband internet for medium-sized companies and private customers in the Weser-Ems region. The company relies primarily on fixed wireless radio technology and operates its own proprietary tower and network infrastructure, which is continuously being expanded.

[www.etn.group](http://www.etn.group)

### **About IMCap**

IMCap GmbH, based in Düsseldorf, is a specialized investment company that invests in small and medium-sized software and technology companies with strong management teams, clear technology differentiation and sustainable growth prospects. The IMCap team has many years of operational management experience in technology companies and proven technology expertise - the foundation for being able to spot 'Hidden Technology Champions' and assessing risks and opportunities in this segment. IMCap sees itself as an active partner who supports its portfolio companies both financially and with operational know-how to scale their business models. This systematically transforms 'hidden champions' into leading, established technology companies.

[www.imcap-partners.com](http://www.imcap-partners.com)