

ECI Partners invests in CSL

CSL operates in the fast-growing critical connectivity market, offering market-leading technology and superior service levels

London, 3rd August: ECI Partners, the leading growth-focused mid-market private equity firm, has invested in the international critical communications service provider, CSL. The investment will support CSL to further enhance its offering to its customer base, investing in product innovation and ensuring the high-quality service levels it is known for as it expands.

CSL are market leaders in providing M2M and IoT connectivity solutions in the Fire, Security and Telehealth sectors. It has invested significantly in its core Fire & Security customer base over the last 24 years, with the latest DualCom Pro range providing simple and reliable alarm signalling for domestic, commercial and retail premises. The CSL Health range enables wireless telecare services for vulnerable residents.

The apps and portals used by customers offer real-time visibility, status updates and remote maintenance, with expert support teams available 24/7. CSL services over 1 million M2M/IoT devices and monitors 4 billion events through its platforms each month across the UK, Sweden, the Netherlands, Spain and Ireland.

CSL has grown both organically and through acquisition, having made four acquisitions since it was backed by ICONIQ Capital, Norland Capital and RIT Capital Partners in 2016.

ECI's previous investments in the IoT and connectivity space include Wireless Logic, Send for Help and Arkessa.

Edward Heale, CEO, CSL said: "We are delighted to be partnering with ECI, they know and understand our business and the sector in which we operate. This partnership will allow us to continue to invest in innovation and bring our secure, reliable and hassle-free critical connectivity solutions to a wider audience. We look forward to building on the investment

of the last four years and will continue to expand into new international markets and enhance our product solutions for our customers.”

Paul McCreadie, Partner at ECI, said: “We have followed this business for several years and we are excited by the opportunity that CSL has in the IoT and M2M market to further strengthen its market-leading position both organically and through M&A. As an experienced IoT investor, we’re delighted to partner with Ed and the team to help CSL achieve its growth ambitions and look forward to supporting them over the next stage of its journey.”

About CSL

CSL Group are market leaders for secure connectivity solutions in the Fire, Security and Telecare sectors. CSL partners with Mobile Network Operators worldwide, providing complete end-to-end connectivity services for mission-critical M2M/IoT applications. The CSL platform handles over 4 billion events each month backed-up with 24/7 managed support services to ensure maximum availability, reliability and customer service. CSL is the trusted connectivity choice for over a million M2M/IoT devices throughout Europe.

About ECI

ECI is a leading private equity investor, investing in growing businesses valued up to £250m. It has over 40 years of experience, collaborating with management teams to build successful global businesses. With an unrivalled track record of over 110 realisations, ECI focuses on technological and market disruption as well as long-term structural trends in the TMT, business & financial services, and consumer sectors. Investing as either a majority or a minority investor, ECI is currently investing its eleventh buyout fund and manages approximately £1.7 billion on behalf of our institutional investors. ECI’s previous investments in the IoT and connectivity space include Wireless Logic, Send for Help and Arkessa.

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