



# The right partners to preserve our ecosystem

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## DEAL SNAPSHOT

**Through a highly competitive process, Keensight Capital, one of Europe's leading growth buy-out firms, has become the majority shareholder of Sogelink SAS.**

Founded in 2000, Sogelink designs, develops and markets software and software as a service (SaaS) solutions designed to simplify and optimize complex business processes in the building site, infrastructure and property management industries. With its unique collaborative platform, Sogelink stands out as a pioneer and the undisputed leader in its market in France. It is also the number one provider of topographic software. Over the past 20 years, Sogelink and its 180 employees have built up a diverse and loyal base of 18,000 clients, representing more than 80,000 users. In 2018, Sogelink generated revenues of US\$42 million and has recorded top-line annual growth of 20% over the last 10 years. Its robust business model ensures increasingly recurrent revenues and a high level of profitability.

Keensight Capital is committed to supporting entrepreneurs as they implement their growth strategies. Drawing on its expertise in the IT sector, the firm identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision.

“We are pleased to have selected Oaklins to support us in our search for the right partner. The team perfectly understood our solutions and our ecosystem.

We worked as a team and Oaklins' efficiency allowed us to carry out a process that met our expectations while preserving the company's daily performance. We are convinced that Keensight's support and extensive expertise will be a tremendous asset as we pursue our development in France and abroad.”

**FATIMA BERRAL**  
CEO  
SOGELINK SAS, FRANCE

## OAKLINS FOUND THE BEST PARTNER TO EXPAND THE BUSINESS

Oaklins' team in France assisted Sogelink and its shareholders throughout this highly competitive sale process. The team approached investment funds and companies around the world and structured the most attractive transaction for its client.



## MARKET TRENDS & DEAL DRIVERS

The French building and public works market is large (over US\$240 billion) and fragmented (536,000 players). It brings together heterogeneous and interdependent parties in a highly intricate ecosystem. Moreover, there are numerous risks in this area, such as human and safety, environmental, compliance, and asset preservation.

The sector is accelerating its digitization but still suffers from low quality and inefficiencies that cost the industry up to US\$65 billion per year.

Thereupon, the development of software platforms can only be exponential and will support growth in the coming years.

## M&A VALUATION ASPECTS

The valuation of the transaction remains confidential but exceeded the shareholders' initial expectations.

In addition to the ability to generate growth and profitable margins, the quality of the management team and an innovation-driven DNA had a strong influence on the valuation.

Transactions in the sector are currently based on EBITDA multiples of 12–20x.

## TALK TO OUR ADVISOR

✉ **ÉRIC FÉLIX-FAURE**

Founder & Managing Partner  
France  
T: +33 1 43 12 32 12

Éric is a managing partner and founder of Oaklins France. With over 20 years of senior M&A experience, he has closed more than 50 deals. Éric has particular expertise in TMT and private equity. Notable transactions he has recently advised on include the acquisition of 99 Group by Andera Partners, the sales of Cylande to Cegid and of AvenAo Industrie to Prodways Group, and Groupe JVS' stakeholders' sale of their participations to Apax and BPIfrance.



“Leader or first mover in each of its markets, Sogelink’s position is unique. We were very impressed by Fatima Berral and her team. In a highly competitive process at an extremely fast pace, they were able to interest a number of leading global investors. With Keensight Capital, Sogelink has the intelligence and the financial resources to replicate its success in new verticals and to extend its model internationally.”

**ÉRIC FÉLIX-FAURE**  
FOUNDER & MANAGING PARTNER  
OAKLINS, FRANCE

## OAKLINS HAS CLOSED 1,007 DEALS IN TMT

Oaklins is the world’s most experienced mid-market M&A advisor, with over 850 professionals globally and dedicated industry teams in more than 45 countries. We have closed 1,700 transactions in the past five years.

# Oaklins

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