Oaklins

A Danish green footprint brought into a European context

DEAL FLASH | BUSINESS SUPPORT SERVICES | NOVEMBER 2020

DEAL SNAPSHOT

The founders and shareholders of OKNygaard have sold the company to idverde. With this transaction, Denmark's largest privately owned grounds maintenance and landscaping company will join forces with its largest European peer.

With more than 30 years of experience, OKNygaard is a leading provider of grounds maintenance and landscaping services. It was created in 2013 through a merger of two well-established landscaping companies, Bent Nygaard Anlæg and OK Grøn Anlæg. Since then, OKNygaard has effectively executed an ambitious growth strategy and now serves more than 90% of Danish municipalities. Other customers include private and public companies, housing associations, institutions and organizations, both local and nationwide. OKNygaard has approximately 550 employees operating from 11 different locations in Denmark, across Jutland, Zealand and Funen. In 2019, OKNygaard reported a turnover of approximately US$100 million.

idverde is Europe's largest provider of grounds maintenance and landscape construction services, with an annual turnover of US$825 million and 7,000 employees. The group operates in France, the UK, Netherlands and Denmark, and is owned by its management team alongside Core Equity Holdings, a Belgium-based private equity firm. This transaction represents a strategic milestone for idverde in its quest to be strongly positioned in Denmark.

"Our culture and hands-on operational approach was a good match with Oaklins, as they are pragmatic and down to earth. We appreciated their attention to detail and the way the process was managed, which prepared us well every step of the way."

HOLGER HANSEN
CFO AND OWNER
OKNYGAARD, DENMARK

OAKLINS' APPROACH DELIVERS **EXTRAORDINARY VALUE**

Oaklins' team in Denmark provided OKNygaard with strategic advisory services and tactics during a competitive process. The team in Belgium supported the transaction.

MARKET TRENDS & DEAL DRIVERS

The landscaping market is non-cyclical and has proven stability in challenging times. The market is driven by a variety of factors, such as population growth, urbanization, increased focus on an active lifestyle among the population and, ultimately, climate change. These factors are expected to drive significant additional growth going forward.

In the medium-term, recent challenges related to COVID-19 have caused some market participants to decelerate their growth plans in order to assess cash resources and risk appetite. However, opportunities still remain in the highly fragmented local/regional market, with a few large and several minor players.

M&A VALUATION ASPECTS

Financial details have not been disclosed. Transactions in this sector are typically based on EBITDA multiples of 7–8x, depending on size, profitability and synergy potential. This is indicative of the industry as a whole.

Attractive acquisitions in this space are primarily companies with strong management teams, multiple locations, a diverse product offering and an attractive customer portfolio.

TALK TO OUR ADVISORS

FLEMMING EGTVED

Partner
Denmark
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Flemming has more than 20 years of experience in domestic, regional and international transactions across a wide range of sectors. Most recently, he advised Grazper Technologies on its sale to Yokogawa Electric and Datacon Enterprise Solutions on its sale to Danoffice IT.

NICOLAI AUDON

Director
Denmark
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Nicolai has broad industry experience. Most recently, he has been involved in the sale of Grazper Technologies to Yokogawa Electric and the sale of the Danish visual effects company Ghost to Picture Shop.

"We are delighted to have advised OKNygaard throughout the process. This transaction fits right into Oaklins' core focus of helping ambitious entrepreneurs and evolving companies reach their full potential."

FLEMMING EGTVED
PARTNER, OAKLINS

OAKLINS HAS CLOSED 601 DEALS IN BUSINESS SUPPORT SERVICES

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.

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