

Avantus becomes Oaklins Sweden

NEWSLETTER | MARCH 2019

INTRODUCTION TO OAKLINS

2019 marks our 20th year of successfully executing M&A transactions on behalf of our clients. By Avantus becoming Oaklins Sweden, 2019 also marks the beginning of a new era. Oaklins is a world-leading and growing organization with a clear focus on sales and acquisitions in the mid-cap segment, present in 40 countries through 60 offices and over 800 M&A professionals in all major financial centers globally. Our company has been a member of the organization since 2003 (formerly M&A International), and we constantly strive to offer our customers a unique combination of the multinational organization's strength and specialization, and the smaller firm's flexibility and entrepreneurship.

Becoming Oaklins Sweden is the natural result of an ever-increasing collaboration with our international colleagues. Over the past three years, over 60% of our transactions have been cross-border, where either the buyer or seller has been identified and approached by our international colleagues.

On the buy-side, we primarily assist larger industrial players in carrying out strategically sound acquisitions outside the Nordic region. Our clients on the buy-side constitute well-renowned companies such as Midsona, Nolato and Sandvik.

When representing the sell-side, we mainly work with Swedish entrepreneurial mid-sized companies. By leveraging the local presence and market knowledge offered by Oaklins teams globally, we are able to create highly competitive processes to the benefit of our clients. Sector expertise is another concrete example of the value added by Oaklins – through our 15 industry teams and seamless cross-border work streams, we tap into the competence of industry experts in every single transaction.

“The Swedish team's experience from cross-border deals in the mid-market segment reflects Oaklins' clear focus on strong sector knowledge, our deep connections in local business communities, and our ability to deploy teams across regions and time zones for seamless execution of transactions. We are pleased to further leverage on the long-standing relationship with our Swedish colleagues to increase the value proposition for our clients through a truly global platform for M&A advisory.”

REED PHILLIPS

PRESIDENT, OAKLINS INTERNATIONAL



800 
professionals

60 
offices

40 
countries

5,000+ 
transactions

15 
sectors

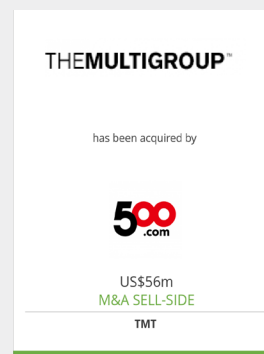
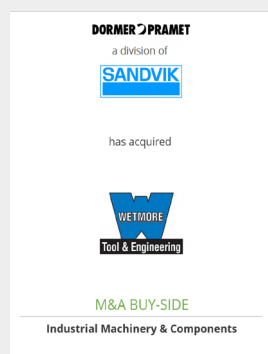
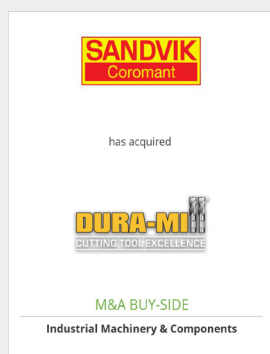


When on-the-ground presence **is key to success**

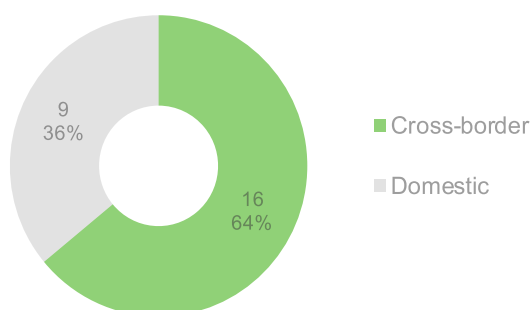
CROSS-BORDER CASE STUDIES

Oaklins advises Sandvik in multiple cross-border acquisitions

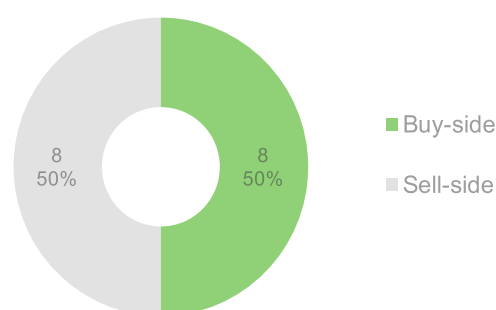
- Oaklins acted as financial advisor to Sandvik Machining Solution, Sandvik's largest business division, in the acquisitions of US-based Dura-Mill and Wetmore Tool & Engineering
- Dura-Mill, a family owned business located in New York state's "Tech Valley", manufactures solid carbide end mills for customers in the Aerospace, Automotive, Power Generation and Medical industries
- Wetmore Tool & Engineering based in California manufactures custom drills for Aerospace applications
- Oaklins' teams in Sweden and Cleveland advised Sandvik throughout both transactions – from screening and identifying possible acquisition targets, through analyses and evaluations until transaction completion. The close cross-border collaboration within Oaklins was a key success factor in meeting the demands and expectations of Sandvik and completing the respective transactions



Transactions by geography 2016-YTD 2019



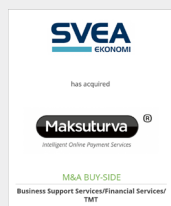
Cross-border deals by type 2016-YTD 2019





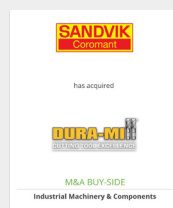
Deals 2018/2019

[Click the tombstones to read more](#)



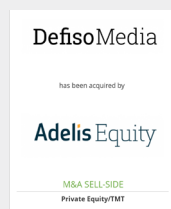
Svea Ekonomi acquires Maksuturva

Oaklins acted as financial advisor to Svea Ekonomi AB in the acquisition of Finland-based payment institution Maksuturva Group Oy.



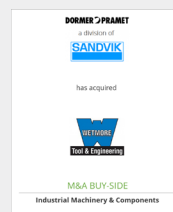
Sandvik acquires US-based Dura Mill

Oaklins acted as financial advisor to Sandvik in the acquisition of US-based solid carbide end mills manufacturer Dura-Mill



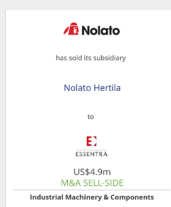
Defiso Media divested to Adelis Equity

Oaklins acted as financial advisor to digital media and search marketing company Defiso Media in the sale to Adelis Equity



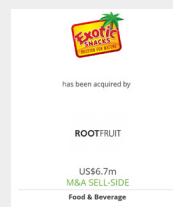
Sandvik acquires US-based Wetmore Tool & Engineering

Oaklins acted as financial advisor to Sandvik in the acquisition of US-based adaptive shank drill manufacturer Wetmore Tool & Engineering



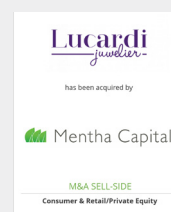
Nolato divests subsidiary to Essentra

Oaklins acted as financial advisor to Nolato AB in the divestment of subsidiary Nolato Hertila to UK-based Essentra plc



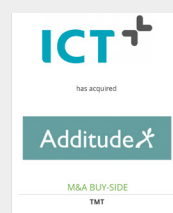
Exotic Snacks is divested to RootFruit

Oaklins acted as financial advisor to leading snack provider Exotic Snacks in the sale to Rootfruit Scandinavia



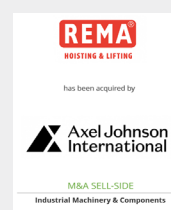
Lucardi is sold to Mentha Capital

Oaklins acted as financial advisor to Lucardi, a leading jewelry chain based in the Netherlands, in the sale to Dutch private equity firm Mentha Capital



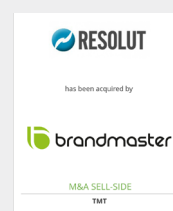
ICT acquires Attitude

Oaklins acted as financial advisor to publicly traded, Dutch IT-group ICT in the acquisition of Sweden-based IT-consultancy Attitude



Rema Holland B.V. acquired by Axel Johnson International AB

Oaklins' team in the Netherlands acted as exclusive M&A advisor to Rema. Oaklins' team in Sweden approached the buyer.



Resolut Marketing System acquired by Brandmaster

Oaklins acted as financial advisor to marketing technology firm Resolut in the divestment to Norwegian industry peer Brandmaster

We have the flexibility to ensure,
that local expertise reaches global potential



✉ **ADEL KOUBAA**
Managing Partner
Oaklins, Sweden
T: +46 70 791 38 16



✉ **SVEN-ÅKE LEWIN**
Partner
Oaklins, Sweden
T: +46 70 645 47 00



✉ **ANDERS INGLER**
Senior Partner
Oaklins, Sweden
T: +46 70 850 11 23



✉ **LARS GUSTAFSSON**
Senior Associate
Oaklins, Sweden
T: +46 72 553 29 19



✉ **NIKOLAOS KARABELAS**
Senior Associate
Oaklins, Sweden
T: +46 70 644 22 52

You give your company your all
As your M&A advisor we'll do the same