

Oaklins

# Digital signing across borders to maximize value and efficiency

DEAL NEWS | PRIVATE EQUITY | TMT

**ESIGNATUR HAS BEEN ACQUIRED BY SCRIVE, A PORTFOLIO COMPANY OF VITRUVIAN PARTNERS. ESIGNATUR AND SCRIVE BOTH SPECIALISE IN DIGITAL SIGNING SOLUTIONS, WITH STRONG GEOGRAPHICAL AND SECTOR COMPLEMENTARITY.**

esignatur benefits from a strong market position and provides Scrive with unique access into the Danish market, where esignatur's trusted brand is widely considered synonymous with digital signing. esignatur is the clear market leader within the property segment, and the solutions are also widely used within the accounting market, HR-departments

of large corporations, retailers and law firms.

The user-friendly Software as a service (SaaS) solutions allow customers to digitally sign documents, optimise data distribution and workflow procedures with a high degree of security, e.g. by mass signing large amounts of orders with one login. esignatur has more than 1,300 customers with its Danish base and an increasing focus on international markets, currently with users in more than 10 countries.

Established in 2010 and headquartered in Stockholm, Sweden, Scrive has customers in more than 40 countries and

employs more than 150 people.

Scrive has developed a robust and flexible infrastructure for transforming businesses by improving data quality and customer experience through electronic signature and digital identity automation.

Since June 2020, Scrive has been majority owned by Vitruvian Partners. Vitruvian Partners is a leading international growth investor and has in the Nordics supported success cases such as Just Eat, EasyPark and Trustpilot.

## Deal team

Oaklins was engaged by the owners of esignatur as the exclusive financial advisor in this transaction.



“We could never have done this on our own. Oaklins displayed a deep understanding of the SaaS way of thinking and amazing international reach.”

**AIMAN RAFII, CEO – ESIGNATUR**

# Decades of experience behind the success of these deals

**e signatur**  
has been acquired by  
**SCRIVE.**  
a portfolio company of  
**VITRUVIAN PARTNERS**  
M&A SELL-SIDE  
Private Equity/TMT

**CIM.AS**  
has been acquired by  
**XANO**  
M&A SELL-SIDE  
Private Equity/TMT

**LeadCloud**  
has been acquired by  
**JUURI PARTNERS**  
M&A SELL-SIDE  
Private Equity/TMT

**esmiley**  
has been acquired by  
**VIA equity**  
M&A SELL-SIDE  
Private Equity/TMT

**GRAZPER**  
has been acquired by  
**YOKOGAWA**  
M&A SELL-SIDE  
TMT

**total specific solutions**  
has acquired  
**FDC**  
from  
**Gjensidige** **danmark** **Bupa**  
M&A BUY-SIDE  
TMT

“Oaklins has driven a fast-paced process that has ended in a tremendous result – esignatur is now ready to embark on its next growth adventure together with Scrive.”

**LARS HENRIK THORLUND NIELSEN, CFO**  
– ESIGNATUR

## Deep local roots, global commitment

Our extensive record of both domestic and cross-border M&A deals in the mid-market stretches over many critical industries. Whether you want to acquire or sell a business, our collaborative approach can help bridge your ambitions with world-class opportunities.



✉ **DANIEL SAND**  
Managing Partner  
+45 30 27 76 67  
d.sand@dk.oaklins.com



✉ **NICOLAI AUDON**  
Director  
+45 24 45 33 75  
n.audon@dk.oaklins.com



✉ **MIKKEL ULSTRUP**  
Senior Associate  
+45 20 64 67 09  
m.ulstrup@dk.oaklins.com

## OAKLINS HAS CLOSED 1,107 TRANSACTIONS IN TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

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 worldwide. We have closed 1,700 transactions in the past five years.

© 2021 Oaklins. All rights reserved.  
Oaklins is the collective trade name of independent member firms affiliated with Oaklins International Inc. For details of the nature of affiliation, please refer to [www.oaklins.com/legal](http://www.oaklins.com/legal).