



Oaklins



# A professional link in the search for a flexible and skilled workforce

DEAL NEWS | BUSINESS SUPPORT SERVICES

## **HARTMANN'S, A LEADING HR SERVICE PROVIDER IN DENMARK, HAS BEEN ACQUIRED BY ACTIEF GROUP.**

The partnership with Hartmann's enables Actief Group to enter the Danish market and add a strong complementary company with a solid client base to its activities. Hartmann's and Actief have a similar strategy which is focused on a local-for-local approach, thereby providing high value services to its clients.

Hartmann's, founded in 1996, is a Danish HR service provider headquartered in Ballerup (near Copenhagen) providing

end-to-end HR services to both private and public clients. The company covers the full circle: from temporary workers and recruitment to outplacement and advisory services within the working environment.

Actief Group, founded in 1988 in Lummen (Belgium), is one of the largest independent staffing companies in Western Europe. Actief delivers a professional link between supply and demand on the labor market and offers companies an optimal and flexible service in their search for personnel.

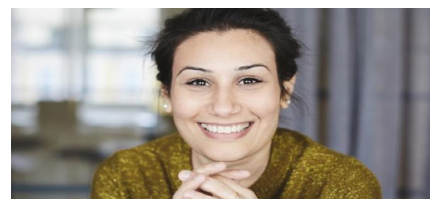
With the acquisition of Hartmann's, Actief Group now operates through five

Western European countries; Belgium, the Netherlands, Germany, Austria and Denmark with more than 230 branches in total. In 2022 sales are expected to reach EUR 800 million. Actief Group is backed by Gilde Equity Management.

With this acquisition Actief Group follows its growth strategy of the past couple of years, focused on achieving above market organic growth complemented with strategic add-on acquisitions.

### **Deal team**

Oaklins was engaged by the owners of Hartmann's as strategic and financial advisor in this transaction.



“As a founding partner of Hartmann's 25 years ago it was very important for me to find the right new owner. Oaklins demonstrated a strong understanding of our industry with relevant relationships to leading international staffing companies including Actief, and I am pleased that Hartmann's will continue as a platform for further expansion in Denmark as part of a strong group.”

**RONNY SAUL, CO-FOUNDER & OWNER – HARTMANN'S**

# Decades of experience behind the success of these deals

**HARTMANN'S:**  
has been acquired by  
**ACTIEF GROUP**  
a portfolio company of  
*Gilde*  
EQUITY MANAGEMENT  
M&A SELL-SIDE  
Business Support Services

**SJORRING**  
a portfolio company of  
Dansk Ejerkapital  
has been acquired by  
**TERRA TECH**  
a portfolio company of  
**SoLiX**  
M&A SELL-SIDE  
Industrial Machinery & Components / Private Equity

**FREMCO**  
has been acquired by  
*storskogen*  
M&A SELL-SIDE  
Industrial Machinery & Components

**HELIOS**  
has been acquired by  
**total specific solutions**  
VERTICAL MARKET SOFTWARE  
M&A SELL-SIDE  
TMT

**BWSC**  
has sold its Boiler Supply business to  
**Berkes**  
M&A SELL-SIDE  
Construction & Engineering Services

**OKNygaard**  
has been acquired by  
*idverde*  
M&A SELL-SIDE  
Business Support Services/Construction & Engineering Services

“We felt a strong connection with Actief right from the start and we believe there is an excellent fit with the Actief philosophy and DNA. We are therefore thrilled to join the Actief family and further build our Danish operations together.”

**ANNE-METTE RAVN,**  
CEO & OWNER  
– HARTMANN'S

## 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.



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## OAKLINS HAS CLOSED 667 TRANSACTIONS IN BUSINESS SUPPORT SERVICES

Oaklins is a global team of 850+ financial advisory professionals in 45 countries providing M&A, growth equity, ECM, debt advisory and corporate finance services to support entrepreneurs, corporates and investors in reaching their goals.

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