

# PE interest in the global TIC sector fuels M&A activity

SPOT ON | TESTING, INSPECTION & CERTIFICATION | NOVEMBER 2022

“What we see in these uncertain times is that private equity investors are seeking non-cyclical businesses with high levels of recurring revenues. Therefore, we expect that private equity activity in the TIC sector will continue to be strong.”

**ARJEN KOSTELIJK**  
TIC SPECIALIST, OAKLINS

## MARKET SUMMARY

### State of play

We look at the current status of the global TIC sector — what’s going on with M&A activity and valuation levels, and consider the key role of digitalization.

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## M&A ACTIVITY

### Recent transactions

Numerous transactions were completed in the global TIC sector between June and October 2022 — find out which companies were involved.

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## CASE STUDY

### In the spotlight

CAG Groep has been acquired by SOCOTEC Group — Oaklins acted as the exclusive sell-side advisor.

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# Market trends

Although M&A activity in general is slowing down, the deal flow in the global TIC sector remains strong, fueled by interest from private equity.

The combination of increasing inflation rates, interest rates and energy prices makes it challenging to attract suitable financing packages, as (alternative) lenders are acting with extreme caution and selectivity. However, due to the regulatory and recurring nature of TIC services, the sector is considered a robust industry. Even in uncertain times, the TIC sector remains very popular among (alternative) lenders and private equity. As of October, the LTM M&A activity of private equity investors in the global TIC sector had increased and approximately 72% of all TIC deals involve private equity on the buy-side.

Although the global TIC sector remains strong in terms of M&A activity, the valuation levels of listed TIC companies have decreased since the beginning of 2022. This decrease is primarily driven by macroeconomic uncertainty and rising interest rates, and is highly correlated with global financial markets.

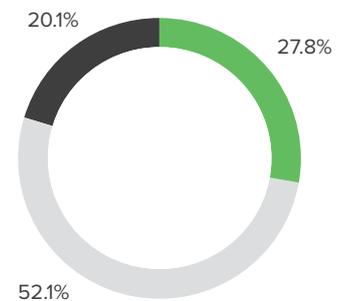
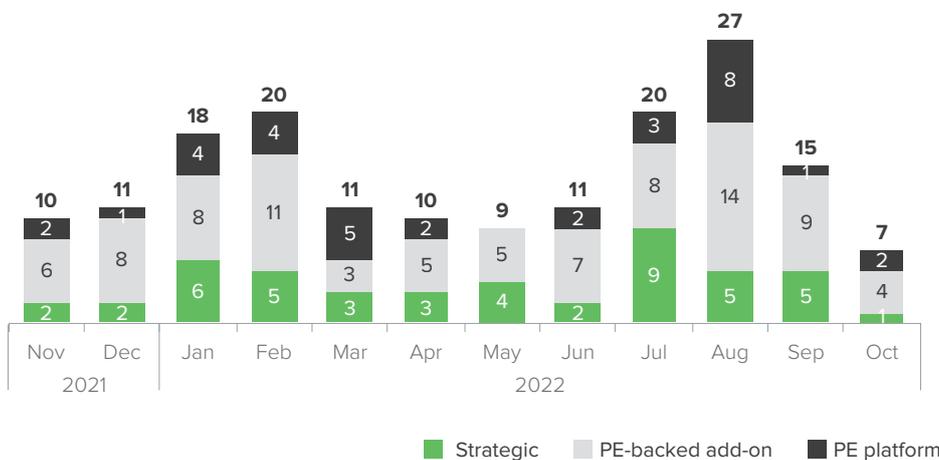
As is happening in many other areas, digitalization is becoming increasingly important in the TIC sector. Private equity firms in the Netherlands are leveraging the digitalization trend through platform acquisitions in the fragmented and fast-growing market for software and security testing services. Three examples of acquisitions driven by this trend are: the recent acquisition of Salves, a Netherlands-based provider of software testing services for electronic health record software, by Avedon Capital Partners; the acquisition of Risklane, a Netherlands-based provider of security testing and consultancy services, by H2 Equity Partners; and the acquisition of PTWEE, a Netherlands-based provider of software testing services for enterprise software solutions, by Green Park Investment Partners.

As well as private equity firms, large consolidators also continue to be active in the M&A market. A great example is SOCOTEC, which, after its recent acquisitions of Inpijn Blokpoel, a Netherlands-based provider of geotechnical, geophysical and environmental services for the infrastructure and construction industries, and Hanselman Groep, a Netherlands-based provider of

risk analysis, value taxation, risk management and measurement services for the construction and transport industries, recently acquired CAG Groep, a Netherlands-based provider of testing, inspection and certification services focusing on water safety, energy optimization and building safety. More information regarding this transaction can be found in our case study below.

In addition, another noteworthy transaction is the acquisition of a majority stake in Phenna Group, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, by Oakley Capital. In parallel, Oakley Capital has also acquired Construction Testing Solutions, a UK-based provider of on-site and laboratory construction testing, inspection and certification services focusing on commercial buildings, residential buildings, railways, roadways, tunnels and airports. Together with Oakley Capital, Phenna Group aims to become a leading global TIC player.

Monthly number of deals in the TIC sector split by buyer type, in LTM to October 2022



Source: Oaklins analysis

# Overview of relevant transactions

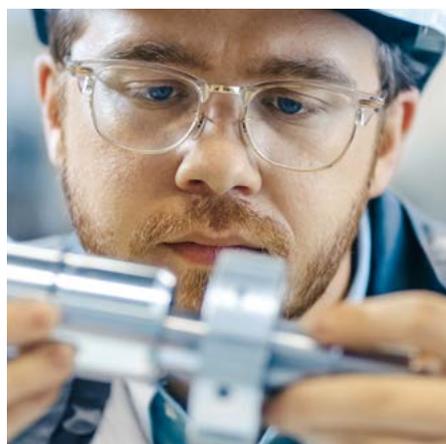
## Overview of relevant transactions between June and October 2022

### 1. FOOD AND ENVIRONMENTAL

- In September 2022, **Tentamus Group**, a Germany-based provider of laboratory testing services for the food, pharmaceutical and cosmetics industries, acquired **Microlab**, an Israel-based provider of laboratory testing services for the agricultural and cosmetics industries, for an undisclosed amount
- In September 2022, **Montrose Environmental**, a US-based provider of testing, remediation and consultancy services for the power generation, chemical manufacturing, oil and gas, and real estate development industries, acquired **AirKinetics**, a US-based provider of emission testing services, for an undisclosed amount
- In August 2022, **Eurofins Scientific**, a Luxembourg-based provider of testing, inspection and certification services for the food, environmental and pharmaceutical industries, acquired **QSAI Analysis and Research Center**, a Japan-based provider of pesticide, veterinary drug, foreign object and sensory testing services for the food, wholesale and retail industries, for an undisclosed amount
- In August 2022, **Cotecna Inspection**, a Switzerland-based provider of testing, inspection, trade security and certification services for a wide range of industries, acquired **Agronomica Lab**, a Brazil-based provider of phytosanitary diagnosis analysis, analysis of biological control products for agronomic use and seed testing services, for an undisclosed amount
- In August 2022, **Construction Testing Solutions**, a UK-based provider of on-site and laboratory construction testing, inspection and certification services focusing on commercial buildings, residential buildings, railways, roadways, tunnels and airports, acquired **In Situ Site Investigation**, a UK-based provider of cone penetration testing techniques and ground investigation services, for an undisclosed amount
- In August 2022, **Eurofins Scientific**, a Luxembourg-based provider of testing, inspection and certification services for the food, environmental and pharmaceutical industries, acquired **Analisis Biologicos Biotalde**, a Spain-based provider of quality assurance and consultancy services focusing on food, water and the environment, for an undisclosed amount
- In August 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **Complete Laboratory Solutions**, an Ireland-based provider of microbiological, chemical and molecular testing services for the pharmaceutical, medical device, food and environmental industries, for an undisclosed amount
- In July 2022, **NVM Private Equity**, a UK-based private equity firm, acquired **YorkTest Laboratories**, a UK-based provider of food intolerance and allergy testing services, for a consideration of US\$12 million
- In July 2022, **Eurofins Scientific**, a Luxembourg-based provider of testing, inspection and certification services for the food, environmental and pharmaceutical industries, acquired **Laboratorios Munuera**, a Spain-based provider of laboratory testing, inspection and technical consultancy services for the water, environmental and food safety industries, for a consideration of US\$6 million
- In July 2022, **Applus Services**, a Spain-based provider of testing, inspection, certification, engineering and consultancy services for a wide range of industries, acquired **K2 Ingenieria**, a Colombia-based provider of environmental consultancy and monitoring services, for an undisclosed amount
- In July 2022, **Alliance Technical Group**, a US-based provider of source testing, emissions monitoring and analytical services, acquired **CK Environmental**, a US-based provider of environmental consultancy services focusing on air quality sampling, analyzing and reporting for smokestack emissions, for an undisclosed amount
- In June 2022, **Normec Group**, a Netherlands-based provider of testing, inspection and certification services for the food, life safety and environmental industries, acquired **QC One**, a Netherlands-based provider of product quality information registration, distribution and analytical services for the food industry, for an undisclosed amount
- In June 2022, **Eurofins Scientific**, a Luxembourg-based provider of testing, inspection and certification services for the food, environmental and pharmaceutical industries, acquired **Ajal for Laboratories**, a Saudi Arabia-based provider of laboratory testing services for the food, tobacco and pharmaceutical industries, for an undisclosed amount

## 2. BUILDING, INDUSTRIAL AND PRODUCTS

- In October 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **Jinning**, an Australia-based provider of laboratory and analytical services for the geochemistry and hard rock mining industries, for an undisclosed amount
- In October 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **North Australian Labs**, an Australia-based provider of grade control, resource definition, mill process sample and exploration sample services for the gold and base metal mining industry, for an undisclosed amount
- In October 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **AURUM Laboratories**, an Australia-based provider of laboratory services for the geochemical and mining industries, for an undisclosed amount
- In October 2022, **Avedon Capital Partners**, a Netherlands-based private equity firm, acquired **Salves**, a Netherlands-based provider of software testing services for electronic health record software, for an undisclosed amount
- In October 2022, **SOCOTEC Group**, a France-based provider of testing, inspection and certification services related to the building, real estate, infrastructure and industrial sectors, acquired **Sestosensor**, an Italy-based provider of monitoring and control services for the construction and infrastructure industries, for an undisclosed amount
- In October 2022, **KKR**, a US-based private equity firm, acquired **NetSPI**, a US-based provider of enterprise security testing and attack surface management services, for a consideration of US\$415 million
- In September 2022, **QESTIT**, a France-based provider of quality assurance, software testing, consultancy and outsourcing services for a wide range of industries, acquired **ADDQ Consulting**, a Sweden-based provider of quality assurance and software testing services for a wide range of industries, for an undisclosed amount
- In September 2022, **Element Materials Technology Group**, a UK-based provider of material testing, product qualification testing, failure analysis and consultancy services, acquired **National Technical Systems**, a US-based provider of testing, inspection and certification services for the civil aviation, space, defense, nuclear, telecommunications, industrial, electronics, medical and automotive industries, for an undisclosed amount
- In September 2022, **Stirling Square Capital Partners**, a UK-based private equity firm, acquired **Eurofins Digital Testing UK**, a UK-based provider of quality assurance, technical analysis and digital content testing services for the motion picture and television industries, for a consideration of US\$213 million
- In September 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **Simtec Materials Testing**, a UK-based provider of testing services for the civil engineering industry, for an undisclosed amount
- In September 2022, **Bureau Veritas**, a France-based provider of testing, inspection and certification services for a wide range of industries, acquired **C.A.P. Government**, a US-based provider of operational management, plan review, inspection and code enforcement services for the construction and infrastructure industries, for an undisclosed amount
- In September 2022, **SOCOTEC Group**, a France-based provider of testing, inspection and certification services related to the building, real estate, infrastructure and industrial sectors, acquired **IMG**, an Italy-based provider of complex monitoring services for the geotechnical and structural industries, for an undisclosed amount
- In September 2022, **SGS**, a Switzerland-based provider of audit, testing, certification, quality assurance, technical consultancy and training services for a wide range of industries, acquired **Penumbra Security**, a US-based provider of information security conformance testing and regulatory compliance testing services, for an undisclosed amount



- In September 2022, **SAFEbuilt**, a US-based provider of plan review, urban design, inspection, fire prevention and certification services for the construction industry, acquired **TX BBG Consulting**, a US-based provider of building code inspections, virtual inspections, plan reviews and consultancy services for the construction industry, for an undisclosed amount
- In September 2022, **Endeavor Fire Protection**, a US-based provider of fire protection and life safety system design, installation, inspection, maintenance and monitoring services, acquired **Allegiant Fire Protection**, a US-based provider of fire protection system design, installation, inspection, maintenance and monitoring services, for an undisclosed amount
- In August 2022, **Normec Group**, a Netherlands-based provider of testing, inspection and certification services for the food, life, safety and environmental industries, acquired **Hhpberlin**, a Germany-based provider of fire protection system design, engineering and inspection services, for an undisclosed amount
- In August 2022, **Trescal**, a France-based provider of calibration, repair and asset management services for the aerospace and defense, automotive, energy, life sciences, semiconductor and telecommunications industries, acquired **IKM Laboratorium**, a Norway-based provider of calibration, rental and certification services for the offshore, energy, maritime, public sector and food industries, for an undisclosed amount
- In August 2022, **H2 Equity Partners**, a Netherlands-based private equity firm, acquired **Risklane**, a Netherlands-based provider of security testing and consultancy services, for an undisclosed amount
- In August 2022, **SOCOTEC Group**, a France-based provider of testing, inspection and certification services related to the building, real estate and infrastructure industries, acquired **Ascaudit**, a France-based provider of building inspection and construction design services, for an undisclosed amount
- In August 2022, **Oakley Capital**, a UK-based private equity firm, acquired **Construction Testing Solutions**, a UK-based provider of on-site and laboratory construction testing, inspection and certification services focusing on commercial buildings, residential buildings, railways, roadways, tunnels and airports, for an undisclosed amount
- In August 2022, **Oakley Capital**, a UK-based private equity firm, acquired a majority stake in **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries. The transaction values Phenna Group at over US\$1 billion
- In August 2022, **Norva 24**, a Norway-based provider of inspection, maintenance and control services for the underground infrastructure maintenance industry, acquired **Jutzy Haustechnik und Service**, a Germany-based provider of inspection, maintenance and control services for the underground infrastructure maintenance industry, for an undisclosed amount
- In August 2022, **Modjeski and Masters**, a US-based provider of bridge design, inspection and rehabilitation services, acquired **Flanders Engineering Group**, a US-based provider of bridge balancing, design, inspection and construction integration and coordination services, for an undisclosed amount
- In August 2022, **Sansidor**, a Netherlands-based provider of testing, inspection and certification services for a wide range of industries, acquired **Keuring Service Nederland**, a Netherlands-based provider of electrical testing and inspection services focusing on electrical installations, solar panels and tools, for an undisclosed amount
- In August 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **XtraTec**, a UK-based provider of material testing services for the civil engineering and construction industries, for an undisclosed amount
- In August 2022, **Green Park Investment Partners**, a Belgium-based private equity firm, acquired **PTWEE**, a Netherlands-based provider of software testing services for enterprise software solutions, for an undisclosed amount
- In August 2022, **Sansidor**, a Netherlands-based provider of testing, inspection and certification services for a wide range of industries, acquired **Gevotec**, a Netherlands-based provider of technical inspection services focusing on safe and sustainable buildings, for an undisclosed amount
- In August 2022, **ARCXIS**, a US-based provider of inspection, engineering, quality assurance and risk management services focusing on residential buildings, acquired **Jacksonville Building Science**, a US-based provider of energy optimization, HVAC design and HVAC performance testing services focusing on residential buildings, for an undisclosed amount
- In August 2022, **FPE Capital**, a UK-based private equity firm, acquired **Global App Testing**, a UK-based provider of crowd testing and quality assurance services, for an undisclosed amount
- In August 2022, **Alliance Technical Group**, a US-based provider of source testing, emissions monitoring and analytical services, acquired **EcoTest Energy Services**, a US-based provider of stack testing, leak detection and repair, compliance and mechanical services for the energy industry, for an undisclosed amount
- In August 2022, **RESA Power**, a US-based provider of engineering, testing and maintenance services focusing on electrical power systems, acquired **Advanced Electrical Services**, a Canada-based provider of electrical testing and engineering services focusing on high-voltage electrical systems, for an undisclosed amount
- In August 2022, **SAM Companies**, a US-based provider of geospatial and inspection services for the utility, transportation and broader infrastructure industries, acquired **Linewise Aerial**, a Canada-based provider of aerial inspection and

- mapping services for the utility industry, for an undisclosed amount
- In August 2022, **QualiTest Group**, a US-based provider of software testing and quality assurance services, acquired **ZenQ**, an India-based provider of software testing and quality assurance services, for an undisclosed amount
  - In August 2022, **Phenna Group**, a UK-based provider of testing, inspection, certification and compliance services for a wide range of industries, acquired **XAIS Asset Management**, a UK-based provider of asset management and testing services for the infrastructure industry, for an undisclosed amount
  - In August 2022, **SOCOTEC Group**, a France-based provider of testing, inspection and certification services related to the building, real estate and infrastructure industries, acquired **CAG Groep**, a Netherlands-based provider of testing, inspection and certification services focusing on water safety, energy optimization and building safety, for an undisclosed amount
  - In July 2022, **Intertek Group**, a UK-based provider of testing, inspection and certification services for a wide range of industries, acquired **Clean Energy Associates**, a US-based provider of quality assurance, technical services, supply chain traceability and engineering support for the solar energy and energy storage industries, for an undisclosed amount
  - In July 2022, **Bureau Veritas**, a France-based provider of testing, inspection and certification services for a wide range of industries, acquired **AMSFashion**, a Spain-based provider of sustainability, quality assurance and conformity services for the fashion industry, for an undisclosed amount
  - In July 2022, **Barrier Companies**, a US-based provider of fire code compliance and life safety services, acquired **Fire Door Solutions**, a US-based provider of fire and life safety compliance services focusing on the healthcare facility market, for an undisclosed amount
  - In July 2022, **Barrier Companies**, a US-based provider of fire code compliance and life safety services, acquired **United Fire Door Inspection**, a US-based provider of fire door inspection services, for an undisclosed amount
  - In July 2022, **Computest Services**, a Netherlands-based provider of software performance, security and functional testing services, acquired **CloseSure Nederland**, a Netherlands-based provider of software and internet application testing services, for an undisclosed amount
  - In July 2022, **H2 Equity Partners**, a Netherlands-based private equity firm, acquired **Motive Offshore Group**, a UK-based provider of rental, inspection and certification services for the offshore energy infrastructure industry, for an undisclosed amount
  - In July 2022, **Element Materials Technology Group**, a UK-based provider of material testing, product qualification testing, failure analysis and consultancy services, acquired **Trialon Corporation**, a US-based provider of testing and validation services for the automotive and other manufacturing industries, for an undisclosed amount
  - In July 2022, **SGS**, a Switzerland-based provider of audit, testing, certification, quality assurance, technical consultancy and training services for a wide range of industries, acquired **proderm**, a Germany-based provider of advanced clinical testing solutions for cosmetics, and personal care and medical products, for an undisclosed amount
  - In July 2022, **Universal Engineering Sciences**, a US-based provider of engineering and construction consultancy services focusing on geotechnical engineering, construction materials testing and building code compliance, acquired **Speedie and Associates**, a US-based provider of engineering consultancy services focusing on geotechnical engineering, and construction materials testing and inspection, for an undisclosed amount
  - In July 2022, **SGS**, a Switzerland-based provider of audit, testing, certification, quality assurance, technical consultancy and training services for a wide range of industries, acquired **Silver State Analytical Laboratories**, a US-based provider of research and development services for the physical, engineering and life sciences industries, for an undisclosed amount
  - In July 2022, **SCF Partners**, a US-based private equity firm, acquired **T.D. Williamson**, a US-based provider of intervention, isolation, inspection and pigging products and services for the pipeline industry, for an undisclosed amount
  - In July 2022, **Charterhouse Capital Partners**, a UK-based private equity firm, acquired **Amtivo**, a UK-based provider of accredited certification, training and technology-enabled services focusing on energy, environment, health and safety, for an undisclosed amount
  - In June 2022, **The Citation Group**, a UK-based provider of compliance and quality assurance services for the care, manufacturing, engineering and construction industries, acquired **Mitigate Cyber**, a UK-based provider of cyber security testing, certification and training services, for an undisclosed amount
  - In June 2022, **Normec Group**, a Netherlands-based provider of testing, inspection and certification services for the food, life safety and environmental industries, acquired **Verifavia**, a France-based provider of environmental accredited verification, certification and audit services for the aviation and maritime industries, for an undisclosed amount

### 3. HEALTHCARE

- In October 2022, **Medscan Group**, a Russia-based provider of medical diagnostics services, acquired **KDL Group**, a Russia-based provider of medical laboratory services, for an undisclosed amount
- In September 2022, **Bureau Veritas**, a France-based provider of testing, inspection and certification services for a wide range of industries, acquired **Galbraith Laboratories**, a US-based provider of analytical laboratory testing services for the healthcare, chemical, cosmetics, environmental and manufacturing industries, for an undisclosed amount

- In September 2022, **GBA Group**, a Germany-based provider of laboratory testing and consultancy services for the environmental, food, consumer goods and pharmaceutical industries, acquired **KaLy-Cell**, a France-based provider of contract research services for the healthcare, food additive and agrochemical industries, for an undisclosed amount
- In September 2022, **Tentamus Group**, a Germany-based provider of laboratory analytical services for the food, pharmaceutical and cosmetics industries, acquired **HWI Regulatory Services**, a Netherlands-based provider of laboratory analytical, quality assurance and drug development services for the pharmaceutical and biotech industries, for an undisclosed amount
- In August 2022, **Sofina**, a Belgium-based private equity firm, acquired **MedGenome Labs**, an India-based provider of molecular genetic diagnostic testing services, for a consideration of US\$50 million
- In August 2022, **SSI Diagnostica**, a Denmark-based developer and producer of in vitro diagnostic products for microbiological laboratories, acquired **TechLab**, a US-based provider of rapid infectious disease testing services for gastrointestinal and enteric diseases, for an undisclosed amount
- In August 2022, **PNC Riverarch Capital**, a US-based private equity firm, acquired **Medical Technology Associates**, a US-based provider of testing, inspection, certification and maintenance services for the medical gas and controlled environment industries, for an undisclosed amount
- In July 2022, **GBA Group**, a Germany-based provider of laboratory testing and consultancy services for the environmental, food, consumer goods and pharmaceutical industries, acquired **Medical Device Services**, a Germany-based provider of laboratory analysis, qualification and evaluation services focusing on medical devices, for an undisclosed amount
- In July 2022, **Ellab**, a Denmark-based provider of validation, monitoring and calibration solutions and services for the life science and food manufacturing industries, acquired **Causa**, a Netherlands-based provider of disinfection and sterilization equipment qualification and validation services for the healthcare, pharmaceutical and food industries, for an undisclosed amount
- In July 2022, **Groupe Inovie**, a France-based provider of medical diagnostic services, acquired **Bioclinic**, a France-based provider of biomedical testing and laboratory services, for an undisclosed amount
- In July 2022, **Normec Group**, a Netherlands-based provider of testing, inspection and certification services for the food, life safety and environmental industries, acquired **Advipro**, a Belgium-based provider of engineering and consultancy services focusing on good practice quality guidelines and regulations for the life sciences industry, for an undisclosed amount
- In June 2022, **Unilabs**, a Switzerland-based provider of laboratory medicine and radiology diagnostics services, acquired **Centro Diagnostico Scanner**, a Spain-based provider of diagnostic imaging services, for an undisclosed amount
- In June 2022, **Levine Leichtman Capital Partners**, a US-based private equity firm, acquired **Technical Safety Services**, a US-based provider of testing, inspection, certification and calibration services for the pharmaceutical, biotech and healthcare industries, for an undisclosed amount
- In June 2022, **Ellab**, a Denmark-based provider of validation, monitoring and calibration solutions and services for the life science and food manufacturing industries, acquired **Project Support**, a Denmark-based provider of rental, validation, calibration and consultancy services for the pharmaceutical and biotech industries, for an undisclosed amount
- In June 2022, **Trescal**, a France-based provider of calibration, repair, qualification and validation services for a wide range of industries, acquired **Electronica Industrial de Alverca**, a Portugal-based provider of calibration and qualification services for the life science and food industries, for an undisclosed amount
- In June 2022, **Trescal**, a France-based provider of calibration, repair, qualification and validation services for a wide range of industries, acquired **CRT Cleanroom Technology**, a Germany-based provider of cleanroom qualification, measurement and calibration services for the pharmaceutical and biopharmaceutical industries, for an undisclosed amount
- In June 2022, **BioExpert International**, a Canada-based provider of regulatory compliance and consultancy services for the pharmaceutical and biotech industries, acquired **Laboval**, a Canada-based provider of laboratory testing services for the pharmaceutical and healthcare industries, for an undisclosed amount
- In June 2022, **Kensington Capital Partners**, a Canada-based private equity firm, acquired **Resolute Health Corporation**, a Canada-based provider of testing and treatment services focusing on snoring and sleep apnea, for an undisclosed amount



# Case study

## CAG Groep has been acquired by SOCOTEC Group



CAG Groep (CAG), the Dutch market leader in testing, inspection and certification (TIC) services for the water safety, energy optimization and building safety industries, has been acquired by SOCOTEC Group (SOCOTEC). By joining forces, CAG and SOCOTEC will be able to further expand on CAG's strategy and vision towards safe and sustainable buildings. SOCOTEC has acquired the majority shareholding of Gate Invest, the investment fund of the Vermaat family, which hereby finalizes its investment in CAG.

Founded in 1997, CAG is uniquely positioned as the clear market leader in water-related TIC services with the largest number of focused advisors and inspectors in the Netherlands. The recent acquisitions of Het Inspectiehuis, WAN and Invent emphasize the company's

buy-and-build platform in the strongly growing energy optimization and building safety markets in which CAG is one of the largest players.

Accompanying companies for 70 years, SOCOTEC has built its reputation as an independent trusted third party in the fields of risk management, compliance, safety, health and environment in the building, real estate, infrastructure and industry sectors. As a guarantor of the integrity, sustainability and performance of built assets, SOCOTEC is developing a range of services in testing, inspection and certification related to construction, infrastructure and industrial facilities. Its expertise enables the company to support its private and public sector clients throughout the life cycle of their buildings and equipment in order to strengthen their sustainability.

Coen Piccardt Brouwer, shareholder and CEO of CAG Groep, said: "We are delighted to announce that CAG has been acquired by SOCOTEC, as the company is set to accelerate growth by capitalizing on increasing market demand due to upcoming legislation. The services that we offer already exist at SOCOTEC in other geographies. We will therefore be able to benefit from a broader network and more knowledge, which offers many opportunities for our clients and employees.

In addition, the positioning of the other group's subsidiaries in the Netherlands is complementary to our own, and opens up new possibilities for our clients and for us. Together with SOCOTEC we will continue to fulfil our mission: a safe, healthy and sustainable working and living environment for all."

Oaklins' team in the Netherlands acted as the exclusive sell-side advisor to the shareholders of CAG, supported by Oaklins' team in Belgium. This transaction emphasizes our strong commitment to sustainability and our track record in TIC transactions, and highlights the power of Oaklins International.

A graphic illustrating the acquisition. At the top is the 'gate+' logo in green. Below it, the text 'has sold' is centered. Then the 'CAG GROEP' logo in blue, followed by 'to' and the 'SOCOTEC' logo in blue. At the bottom, the text 'M&amp;A SELL-SIDE' is centered in green, and 'Business Support Services/Private Equity' is centered in black. The entire graphic is enclosed in a thin black border with a green bar at the bottom.

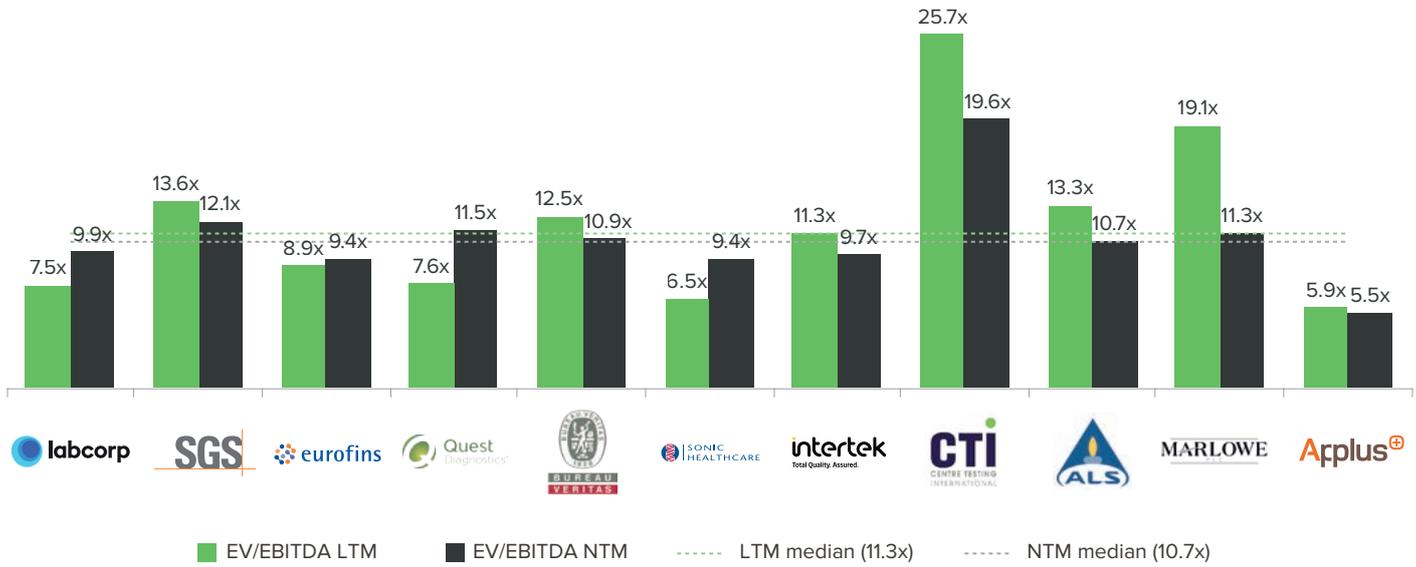
"We are proud to have found an international strategic partner for CAG, which will not only allow the company to continue its growth but also provides a safe home for the organization and its people. Together with the management team, we have significantly grown the business over the last five years, both organically as well as through four add-on acquisitions. This exit is the first one for Gate and shows why we started in the first place: to support entrepreneurs, management teams and organizations towards their next growth phase."

**PAUL VERMAAT**

FOUNDER OF GATE INVEST AND MAJORITY SHAREHOLDER OF CAG GROEP

# Market multiples and valuation trends

## CURRENT TRADING MULTIPLES (EV/EBITDA) OF LISTED TIC COMPANIES



Source: CapitalIQ, as at 31 October 2022

## HISTORICAL VALUATIONS IN LTM TO OCTOBER 2022 (EV/EBITDA NTM)



Source: CapitalIQ, as at 31 October 2022

# Deep local roots, global commitment

Oaklins brings you opportunities from across the world and we meet you with our expertise wherever you are

## OAKLINS OFFERS A COMPREHENSIVE RANGE OF SERVICES

- M&A advisory (buy- and sell-side)
- Growth equity and equity capital markets advisory
- Debt advisory
- Corporate finance services

Testing, Inspection & Certification (TIC) is one of our focus areas. Combining comprehensive sector knowledge with global execution has led Oaklins to become one of the most experienced M&A advisors in the TIC sector, with a large network of relevant market players worldwide. This results in the best possible merger, acquisition and divestment opportunities for TIC companies.

If mergers, acquisitions, or divestitures of businesses or business units are part of your strategy, we would welcome the opportunity to exchange ideas with you.



✉ **ARJEN KOSTELIJK**

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Arjen leads Oaklins' testing, inspection & certification (TIC) team and is a partner at Oaklins Netherlands. He has advised multiple clients in the TIC sector, including the sales of Kalsbeek and Advipro to Normec, Xendo Drug Development to QPS, Omegan, Insite Security and the asbestos division of Sansidor to Eurofins, KOAC-NPC and Shield Group to Kiwa and CAG Groep to Gate Invest and subsequently to Socotec. He has also established high-level contacts with market consolidators, such as Bureau Veritas, SGS, Eurofins, Normec, Applus and Kiwa.

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