

Car leasing and rental ERP software provider enters next growth phase following majority investment

DEAL FLASH | AUTOMOTIVE, PRIVATE EQUITY, TMT | JULY 2025

DEAL SNAPSHOT

CarWise and AutoDisk (together CarWise), leading providers of integrated front-, mid- and back-office ERP software for the leasing and car rental sector in the Benelux, have sold a majority stake to Main Capital Partners (Main), a prominent European software investor.

Founded in 1989 by brothers René and Roland Fabrie, CarWise was an early pioneer in automotive ERP. Around the same time, AutoDisk was launched by Alain Snel and Klaas Steenstra, focused on pricing and mobility budgeting. The two companies began collaborating in the 1990s and gradually merged their capabilities into a fully integrated, end-to-end modular platform for the entire leasing and rental value chain.

Today, over 370 organizations rely on CarWise to automate and streamline their operations. The software supports all core business functions, from quotation and lease pricing to mobility budgeting, contract and fleet management, invoicing and reporting, enabling clients to enhance efficiency, ensure regulatory compliance and accelerate strategic decision-making.

With a team of 65 professionals, a strong foundation in the Benelux and a growing European footprint, CarWise is entering a new phase of growth. Supported by Main, the company is well positioned to accelerate its European expansion, advance product innovation and elevate customer experience through next-generation digital solutions.

“Throughout the process, Oaklins proved to be a highly professional and committed partner. They provided strategic guidance from the start, identifying and engaging with a carefully selected group of potential buyers. Their structured approach and deep market knowledge were instrumental in ultimately securing a successful outcome.

As founder-owners, we truly valued their ability to safeguard the legacy of the business while maximizing shareholder value and creating a strong foundation for the next phase of growth.”

RENÉ FABRIE
CO-FOUNDER OF CARWISE
NETHERLANDS

OAKLINS WAS INSTRUMENTAL IN FACILITATING THIS DEAL

Oaklins' team in the Netherlands acted as the exclusive sell-side advisor to the shareholders of CarWise and AutoDisk, leveraging deep expertise in enterprise software and mobility technology. As part of the process, Oaklins' debt advisory team structured a triple-track stapled financing, enhancing optionality and execution certainty. This underscores Oaklins' strength as a full-service corporate finance house, combining M&A and debt advisory to maximize client value.



MARKET TRENDS & DEAL DRIVERS

The European car leasing and rental market is rapidly evolving, driven by trends such as usership over ownership, rising vehicle prices, EV adoption and flexible mobility demand. These shifts are redefining how transportation is accessed and monetized.

Technology is a key enabler. As legacy players face inefficiencies, the sector is adopting smart, automated solutions that provide real-time insights, effective residual value management, regulatory compliance and seamless customer experiences. These capabilities are essential in today's dynamic environment.

With fleet sizes growing and the market facing increased consolidation, demand for scalable SaaS platforms is rising. The Dutch market stands out as a mature innovation-led hub that is already pioneering usage-based leasing models. As this shift accelerates, the need for smart solutions continues to increase. This creates strong opportunities for strategic and financial buyers seeking exposure to a high-growth technology-driven segment.

M&A VALUATION ASPECTS

The valuation of vertical SaaS companies is primarily driven by technological leadership, the level of recurring revenue and overall financial performance.

Companies that leverage modular, scalable platforms and continuously innovate to stay ahead of market needs are well positioned to command premium multiples. Their ability to implement without heavy customization enhances speed, standardization and operational efficiency, all valued by investors.

A high share of recurring revenue is a key valuation driver. Businesses built on subscription-based models, characterized by low churn, strong net revenue retention and long-term customer relationships, are viewed as highly resilient and defensible.

Sustainable growth and profitability are equally important. Companies combining strong revenue expansion with robust EBITDA margins are considered capital-efficient and scalable. As a result, top-performing vertical SaaS platforms often achieve EV/EBITDA multiples in the mid-to-high double-digit range.

TALK TO OUR ADVISORS



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“It has been a privilege to support the founders and management team of CarWise and AutoDisk in this strategic milestone. Our priority was to ensure maximum optionality for the shareholders, empowering them to make informed decisions. We are proud to have facilitated the partnership with Main Capital Partners, a growth-oriented investor fully aligned with the group's strategic vision, entrepreneurial DNA and culture. This transaction highlights our expertise in enterprise software and private equity and reflects Oaklins' commitment to guiding founder-led businesses through transformative moments with clarity and care.”

MARTIJN DE WIN
DIRECTOR, OAKLINS NETHERLANDS

OAKLINS HAS CLOSED 210 DEALS IN AUTOMOTIVE, 1,517 DEALS IN PRIVATE EQUITY AND 1,305 DEALS IN TMT

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of 850+ financial advisory professionals in 40 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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