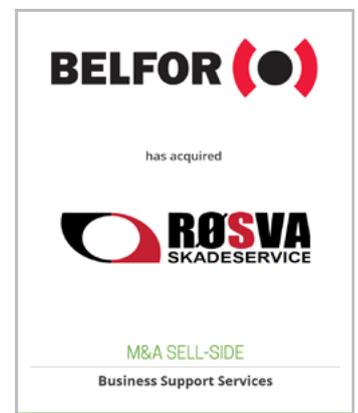


## EMERGENCY RESPONSE SERVICES ACQUISITION IN DENMARK

### Deal snapshot

- The shareholders of Røsva Skadeservice (Røsva) have sold the company to the global leader in disaster recovery, BELFOR Holdings Inc. (BELFOR).
- Røsva, a privately-owned company founded in 1978, is one of the major suppliers of restoration services in Denmark. It offers diverse damage control, restoration and emergency response services as well as dehumidification, indoor climate analysis and mold control. With its 21,000 m<sup>2</sup> location, 92 employees and a broad array of equipment, Røsva is the largest single-service facility in Denmark. Former owner Heidi Lyngholm will remain in the company as Managing Director.
- Headquartered in Michigan, USA, BELFOR is the global leader in disaster recovery and property restoration services, with over 7,000 employees worldwide and more than 300 offices in 27 countries. BELFOR emerged as the preferred buyer due to the strategic valuation they placed on the business and the benefits for Røsva's future growth from having the backing of the world's market-leading organization. The transaction offers BELFOR access to the Danish market and the opportunity to serve as a bridge for further market expansion in the Nordics.



### What our client said



**Heidi Lyngholm**, owner of Røsva Skadeservice, Denmark

"Oaklins established the perfect team and was involved far more than expected. They have profoundly engaged themselves in our culture, business and employees. If you asked them in their sleep, they would be able to name all the things that are important to Røsva – our dream has come true.

BELFOR provides us with access to a wide range of expertise, including major loss, electronics restoration and corrosion recovery services, as well as industry knowledge in wind power and shipbuilding. These new methods, capacities and technologies will ensure further strong growth in the Danish market. New training opportunities for our employees in Denmark and abroad will provide them with a new and exciting workplace.



## Our role in the transaction

- Oaklins' Danish team acted as the strategic and financial advisor to the private shareholders on the sale of Røsva Skadeservice to identify a potential partner capable of securing future growth and accelerating the development of the company.
- Oaklins' team in Germany introduced BELFOR and an international deal team was established to work throughout the project. This transaction is another example of the seamless cooperation between Oaklins' teams, demonstrating the organization's added value through its global execution capabilities, industry expertise and contacts.

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## Market trends and deal drivers

- At the moment, the market is consolidating at a fast pace, with high M&A activity in smaller companies.
- Market competitors in Scandinavia and Europe are primarily private equity owned with an appetite to drive this consolidation further before preparing for exit.
- Size and scale are important to ensure competitiveness in services and price.

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## M&A valuation aspects

- Emergency response services are a high-risk industry with low predictability, as it depends on extreme weather situations and natural disasters. Therefore, it has to rely on good facility operators.
- Earnout is a key factor of transaction structure to lower business and transaction risk.

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## Oaklins industry experts



✉ **Christian Leroy**, Partner, Oaklins, Denmark

Christian has more than 25 years of international M&A and corporate development experience, and has led more than 100 acquisitions, joint ventures and divestitures in more than 30 countries, ranging from small bolt-on acquisitions to multi-billion dollar transactions.



✉ **Jan P. Hatje**, Managing Partner, Oaklins, Germany

Jan has extensive expertise in the staffing sector. He brings more than ten years of M&A experience and has advised many local and international clients in several industries.

# OAKLINS HAS CLOSED 139 DEALS IN BUSINESS SUPPORT SERVICES IN THE LAST FIVE YEARS

Oaklins is the world's most experienced mid-market M&A advisor, with 700 professionals globally and dedicated industry teams in 40 countries worldwide. We have closed over 1,500 transactions in the past five years.