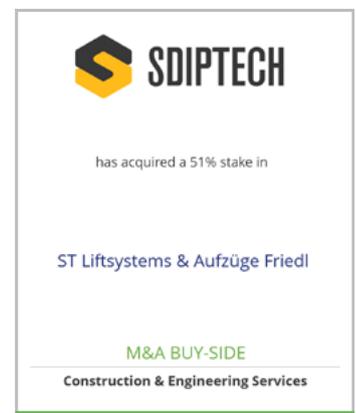


ACQUISITION OF TWO AUSTRIAN COMPANIES IN THE ELEVATOR SECTOR

Deal snapshot

- Sdiptech AB has acquired 51% of the Austrian elevator companies ST Liftsystems GmbH and Aufzüge Friedl GmbH.
- Sdiptech is a Swedish listed technology group focused on urban infrastructures. It provides deeply niched products and services in the modernization, new installation, and service and maintenance of hospitals, traffic systems, water supply systems and data centers.
- ST Liftsystems manufactures compactly designed elevators to fit in narrow spaces, with installment in both existing properties as well as in new buildings. Aufzüge Friedl is active in the installation and servicing of elevators in Vienna and nearby areas.



What our client said



Jakob Holm, CEO, Sdiptech AB, Sweden

“With the acquisition of ST Liftsystems, we get access to a very interesting product for our existing elevator operations in the Stockholm area in addition to the fact that we obviously see great potential for international sales to independent operators. With Aufzüge Friedl, we expand our elevator service business to Vienna, which, like Stockholm, is a fast-growing capital in line with our long-term strategy.”

Our role in the transaction

Oaklins' team in Sweden acted as the exclusive M&A advisor to the buyer in this transaction. Oaklins' Austrian team played a crucial role in identifying the target and introducing it to the buyer as well as acting as coordinator between the buyer and the seller based on their local expertise. This deal is another example of the seamless cooperation between Oaklins' member firms, demonstrating the organization's added value through its global execution capabilities, industry expertise and contacts.



Market trends and deal drivers

- The elevator industry provides critical functions for end customers, with recurring revenues across all urban areas. The general business model is based on long-term contracts and a very broad customer portfolio.
- The acquired companies are well positioned to capitalize on the positive urban development and GDP growth in the greater Vienna region as well as internationally.
- New products have the potential to innovate the elevator industry and become a disruptive technological innovation.

M&A valuation aspects

- Future earnings in the two companies are distributed according to a strategic model over the next five years.
- The option for the seller's remaining 49 percent stretches over ten years.
- Valuation aspects strongly considered historic development costs and the future market potential of a new product innovation, which has been launched in selected target markets.

Oaklins industry specialists



✉ **Adel Koubaa**, Managing Partner, Oaklins, Sweden

"We are glad to have contributed to an acquisition that will enable Sdiptech to offer a modern product which is well positioned for the growing demand for easily-installed elevators in new and renovated buildings."



✉ **Thomas Regitschnig**, Managing Partner, Oaklins, Austria

"This transaction will allow Sdiptech to expand their buy-side activities in both local Austrian and international markets. The knowledge and experience obtained during the course of the negotiations will allow Oaklins' teams in Sweden and Austria to have a much better understanding of the industry, providing a positive outlook for further transactions."

OAKLINS HAS CLOSED 130 DEALS IN CONSTRUCTION & ENGINEERING SERVICES IN THE LAST 5 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.