

Press Release
April 26th, 2022

Sogelink, backed by Keensight Capital, acquires LOCATIQS following a successful growth partnership with Main Capital Partners, to create a new European leader in Construction Technology

Sogelink, a leading provider of software solutions for infrastructure, construction, and property management professionals, today announces that it has successfully completed the acquisition of the LOCATIQS Group to create a leading pan-European construction technology champion. This new structure will offer its clients a strong value-add proposition ranging from the first sketches of an asset right through to its full digital twin.

Keensight Capital, the majority shareholder of Sogelink and Main Capital Partners (“Main”), LOCATIQS’ majority shareholder and growth partner since 2017, have worked together with both management teams to make this acquisition possible. During the partnership with Main, revenues increased six-fold from €6 million to approximately €35 million, primarily attributed to an increased focus on productised recurring revenue streams.

Headquartered in Nieuwegein in the Netherlands, LOCATIQS was founded through the combination of Dutch software companies GOconnectIT and Geodan in 2021. It has since established itself as the Netherlands’ leading specialist in product software solutions and complementary consultancy in the geographic information systems (“GIS”) and field service management (“FSM”) markets.

LOCATIQS benefits from the highly skilled expertise of a team with over 250 professionals, working on innovative (software) solutions for collecting, analysing, combining and visualising (location intelligence) data for a safer, smarter and more sustainable world above and below ground. These solutions, for example, help to prevent excavation damage, with the efficient and safe rollout of fibre optic networks or the coordination of relocations during adjustments to motorways, but also with the optimum route in complex urban logistics or in determining the most effective sustainability option within a municipality. In addition, they also help with all the challenges that local authorities have in implementing the environmental legislation.

Following a successful buy-and-build strategy, supported and financed by Main, including the acquisitions of Geodan van den Berg (2018), Swiss Knife (2019), and Geodan (2020), LOCATIQS has become a market leading platform, with a mobile offering in each domestic market. It has also expanded its customer base across the Benelux, Germany, Switzerland and the UK.

Sogelink is the partner of choice for construction companies, network operators and public authorities in their digital journey. It brings innovative software solutions across the entire lifecycle of an asset. Sogelink has successfully combined organic growth with a proven ability to integrate teams with eight companies acquired over the last five years.

The combination of the two groups will create a European champion across multiple construction technology markets. The combined group is further materialising Sogelink’s strategy which aims to be the best-in-class, most innovative, European construction technology company, offering its clients a full suite of solutions. These range from cutting-edge design and engineering solutions for all network and civil infrastructure, a unique on-field application toolbox through to integrated solutions that leverage data location intelligence to solve complex spatial challenges.

While continuing to benefit from expansion through strong organic growth in its core geographies, the newly formed group will accelerate the international roll-out of its combined product offering across the entire construction value chain. The merger will also increase the financial capacity and combined expertise available to drive further innovation and selective acquisitions. With more than 650 employees across Europe, total revenues of more than €130 million and a double-digit organic growth trajectory, the partnership represents a high potential entrepreneurial project for the management teams.

Fatima Berral, CEO of Sogelink, commented: *“With the LOCATIQS’ team, we share the same passion and a common DNA. We focus on protecting the underground network infrastructure and on ensuring a safe and efficient construction process, while leveraging best-in-class innovations on geo-data intelligence. We also share a similar core customer base of construction companies, civil engineers, network operators and public authorities. Together, we will strengthen our presence among our key clients and create new growth opportunities both locally and internationally.”*

Matty van Leeuwen, and Edwin van Rooijen, Managing Directors at LOCATIQS added: *“We have found in Sogelink a natural partner to combine our expertise with and to pursue our growth potential while accelerating internationalisation beyond our existing home markets. Our clients will benefit from a reinforced value proposition*

through complementary and broader solutions across the construction value chain as well as through continuous technological development. We are very proud to be part of the same family and thank Main for its continued support and expertise over the recent years.”

Jean-Michel Beghin, Managing Partner of Keensight Capital, continued: “Sogelink is taking an exciting step forward with the acquisition of LOCATIQS. At Keensight Capital, we identify growth-driving opportunities for the companies we invest in and take pride in contributing to the consolidation of the market through the creation of real success stories.”

Arjan Hannink, Partner at Keensight Capital, added: “We are very proud to have supported this process and firmly believe Sogelink is heading in the right direction to establishing its position as a true international leader in the construction technology market.”

Pieter van Bodegraven, Managing Partner Benelux at Main, concluded: “We are very proud of this successful partnership. The company has rolled out an excellent product-suite with an increasingly growing international customer base causing our international revenues to increase by over 50% year-on-year. We feel confident that in Sogelink we have found a great partner to support LOCATIQS during its next phase of international growth.”

Notes to the Editor:

Sogelink

<https://www.sogelink.com>

Sogelink (born from the merger between Sogelink and Geodesial Group in 2021) is a pure software, cloud and mobile solutions provider for the construction sector and has driven the digitalization of its ecosystem over two decades. Sogelink aims to make construction simple for everyone and everywhere. They support every stakeholder (e.g. civil engineers, land surveyors, contractors, network owners, engineering design offices and public authorities) involved in the infrastructure, building sites and urban resource management ecosystems, offering an innovative and efficient approach to digital transition, building information and city information modelling. Sogelink is the undisputed leader of the Construction Tech market in France serving over 34,000 clients and 138,000 users ensuring continuity of data from field to office, across the entire value chain.

LOCATIQS

<https://www.goconnectit.nl/goconnectit/locatiqs>

LOCATIQS, established in 2021 as the combination of GOconnectIT and Geodan, provides GIS & FSM software products and services that help policymakers and operators navigate and comply with (legislative) spatial rules and challenges. LOCATIQS employs almost 250 people who together serve more than 1,800 customers across the Benelux, DACH and UK regions. Customers range from central and local governments to network operators, construction companies, and logistical providers.

Keensight Capital

www.keensightcapital.com

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital’s team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €400 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. Keensight Capital’s was recently recognised with the Gold Award for “Best European Growth Private Equity Fund” by the Private Equity Exchange & Awards (2021), for the fifth consecutive year.

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Main Capital Partner

<https://main.nl/>

Main Capital Partners (“Main”) is a leading software investor in the Benelux, DACH and the Nordics. Main has almost 20 years of experience in strengthening software companies and works closely together with management teams of its portfolio companies as a strategic partner, in order to realise sustainable growth and build excellent software groups. Main counts over 45 employees and has offices in The Hague, Stockholm and Düsseldorf. Since October 2021, Main has over EUR 2.2 billion of assets under management. Main has invested in more than 130 software companies to date. These companies have created jobs for approximately 4,000 employees.

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