CASE STUDY

WE GET THE DEAL DONE

Norvestor acquired Smartvatten

INDUSTRIALS

THE DETAILS:

FEBRUARY 2021

FINLAND | NORWAY

Norvestor acquired a majority stake in Smartvatten

Translink Corporate Finance advised Norvestor on the acquisition of a majority stake in Nordic water technology company, Smartvatten.

TRANSACTION ANNOUNCEMENT:

Translink Corporate Finance advised Smartvatten (Envera Oy) on the sale of a majority stake to Norvestor on behalf of their existing shareholders, including Taaleri Circular Economy Fund, the management, and employees.

Smartvatten is a hardware-enabled SaaS (Software as a Service) company providing its customers with a complete solution for real-time monitoring and reporting of water consumption in buildings.

Norvestor is a Norwegian private equity firm which for more than 25 years has partnered with Nordic businesses.

KEY TAKEOUTS:

The deal and management teams created a detailed SaaS operating and financial model to support the project and to determine the business plan.

We acted as the exclusive financial adviser to the Sellers in a comprehensive sales process which included preparation of sales material, global dialogue with potential buyers, a competitive bidding process, and coordinating the extensive due diligence process and contract negotiations.

SUMMARY:

Norvestor, a Norwegian private equity fund, acquired a majority stake in Smartvatten to strengthen the company's position in its existing markets and accelerate its international expansion.

Translink contacted a broad universe of global SaaS and proptech investors to find the right partner for the company to support its future growth.

"An M&A transaction is always a long and arduous process. Chemistry between individuals is essential and everyday activities must be efficient. With the experience of several transactions, I can warmly recommend Translink. They are real professionals as financial advisors, and therefore understand the business and people extremely well. When you want the best, choose Translink!"

– Matti Nevala, COO at Smartvatten