

## Architecture, Engineering & Construction Software M&A

### GHZ Partners Ltd

88 Wood Street • London • EC2V 7RS  
Phone: +44 203 608 8258 • Mobile: +44 7765 220 323

Warburgstrasse 50 • 20354 Hamburg  
Phone: +49 40 32533 987 • Mobile: +49 15234 228 741

[www.ghzpartners.com](http://www.ghzpartners.com)

# Architecture, Engineering & Construction Software M&A:

Jan 2020 – Sep 2020



Announced: August 13, 2020



## BPC & AMBIENT INNOVATION ACQUIRES WIRBAUEN.DIGITAL

- Founded in 2019 Wirbauen.digital GmbH develops platform solution for the construction industry.
- The platform provides services, such as invoice control, project overview, project coordination, documentation and archiving, project planning, and information on project progress. Wirbauen.digital GmbH serves general contractors, architects, craftsmen, and builders.
- Ambient Innovation: GmbH engages in development of websites, software, and applications. BPC is involved in manufacturing office products made of plastic film.

Announced : August 10, 2020



## VC FUNDING FOR INREAL TECHNOLOGIES

- Founded in 2011, Inreal Technologies is a Karlsruhe, Germany and New York-based software developer of 3D simulations for the real estate industry. It employs more than 50 people.
- SIGMA Innovations and Bitstone capital are venture capital firms.

Transaction Value: €2.55 million

Announced July 21, 2020



## VC FUNDING FOR ReINVENT INNOVATION GMBH

- ReINVENT innovation GmbH, based in Munich, develops software solutions for construction and real estate management.
- The software is used to control construction and real estate projects and connects all those involved in the project on one platform. (Communication, collaboration and data exchange in the cloud. The company employs around 25 people.
- Alstin Capital, High-Tech Grunderfonds and Bayern Capital are venture capital firms.

Announced: June 9, 2020



## SEMA ACQUIRES WGSYSTEM

- Founded in 2010, Wgsystem offers contact and address management, calculation tools, accounting, material management, document management and exchange, reporting and mobile work force management as part of its ERP/CRM software suite for the construction industry.
- SEMA GmbH develops timber construction software. The company is backed by VIA Equity and LEA Partners.

Announced: June 8, 2020



## SPRENGNETTER AND BITSTONE CAPITAL INVEST IN SAAS STARTUP PLAN4

- Founded in 2018, PLAN4 is a software company based out of Freiburg, Germany.
- The company offers a SaaS solution named building check for the mobile condition assessment of existing properties.
- Sprengnetter GmbH is engaged in providing real estate services like real estate inspections, market value indications, and market value appraisals. Bitstone Capital is a venture capital firm.

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Announced : June 8, 2020

## DIE MOBILIAR TAKES OVER BUILDIGO CRAFTSMAN PLATFORM



### Buildigo.

- Founded in 2017 in French-speaking Switzerland, the start-up Buildigo offers a web platform created to facilitate the search for trusted and quality local craftsmen. The platform also offers the feature to call for tenders so that companies available and interested in carrying out work can offer their services.
- Mobiliar is the oldest private insurance company in Switzerland with 1.7 million customers and around 5000 employees.

Announced : June 8, 2020

## VC FUNDING FOR ALASCO



Transaction Value: €7.5 million

- Founded in 2018, Alasco provides a digital financial management solution for construction and real estate projects.
- With its SaaS solution, Alasco supports project managers and project developers in the financial management of projects: by automating work processes and making all financial data available in a central information source.
- HV Holtzbrinck Ventures, Picus Capital, Global Founders Capital and Anyon Holding are venture capital firms.

Announced: April 22, 2020

## VC FUNDING FOR SCHÜTTFLIX



Transaction Value: €14 million

- Founded in 2018 in Gütersloh, Germany, Schüttflix provides construction material delivery services through its application. It offers sand, crushed rock, and gravel. It connects suppliers, customers, and truckers through the application.
- Speedinvest and HV Holtzbrinck Ventures are venture capital firms

Announced: April 02, 2020

## EDB INVESTMENTS ACQUIRES SCREENING EAGLE



Transaction Value: €52.03 million

- Founded in 2019 in Schwerzenbach, Switzerland, Screening Eagle Technologies AG develops a cloud-based technology platform that connects sensors, software, and data for intelligent inspection of assets and infrastructure.
- EDB Investments Pte Ltd is a private equity and venture capital arm of Singapore Economic Development Board.

Announced : March 6, 2020

## BATTERY VENTURES ACQUIRES SANDER + PARTNER



- Founded in 1991 in Goch, Germany, Sander + Partner GmbH (Winworker) develops business management software which supports users with the workforce management, time tracking, material management, resource planning, quota preparation, controlling and cash management for the construction industry.
- Battery Ventures is a private equity and venture capital investment firm

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**Announced : March 4, 2020**

## VC FUNDING FOR PLAN RADAR



Transaction Value: €30 million

- Founded in 2013 in Vienna, Austria, PlanRadar GmbH develops a documentation and defect management application for construction industry. The company's tool engages in construction documentation and defect management in real estate projects.
- Insight Venture Management, e.ventures, Aws Fondsmangement, Berliner Volksbank Ventures and Cavalry Ventures are venture capital firms.

**Announced : February 13, 2020**

## SCHNEIDER ELECTRIC ACQUIRES RIB SOFTWARE



Transaction Value: €1,321 million

- Founded in 1961 in Stuttgart, Germany, RIB Software SE creates, develops, and sells software solutions for the construction enterprises and projects across various industries worldwide. It offers a CAD software for highway, earthwork, and sewer construction, an e-tendering platform that provides e-business and e-tendering solutions for construction and supply services and an integrated software for structural designing of building and ground engineering.
- Schneider Electric is a European multinational company providing energy and automation digital solutions for efficiency and sustainability.

**Announced : February 04, 2020**

## LEA PARTNERS ACQUIRES ENSCAPE



- Founded in 2013 in Karlsruhe, Germany, Enscape GmbH is a leading provider of real-time 3D rendering and visualization technology to the Architecture, Engineering and Construction (AEC) industry. The company's product adds virtual reality and real-time rendering capabilities to Autodesk Revit and Trimble SketchUp.
- LEA Partners GmbH is a private equity and venture capital firm.

**Announced : January 31, 2020**

## VC FUNDING FOR CAPMO



Transaction Value: €5 million

- Founded in 2018 in Munich, Germany Capmo develops software solutions for construction industry.
- The software can be used take and add photos, manage projects, create digital construction plans, create reports and blueprints, and communicate with colleagues.
- UVC Partners, HW Capital GmbH and Capnamic Ventures are venture capital firms.

**Announced : January 30, 2020**

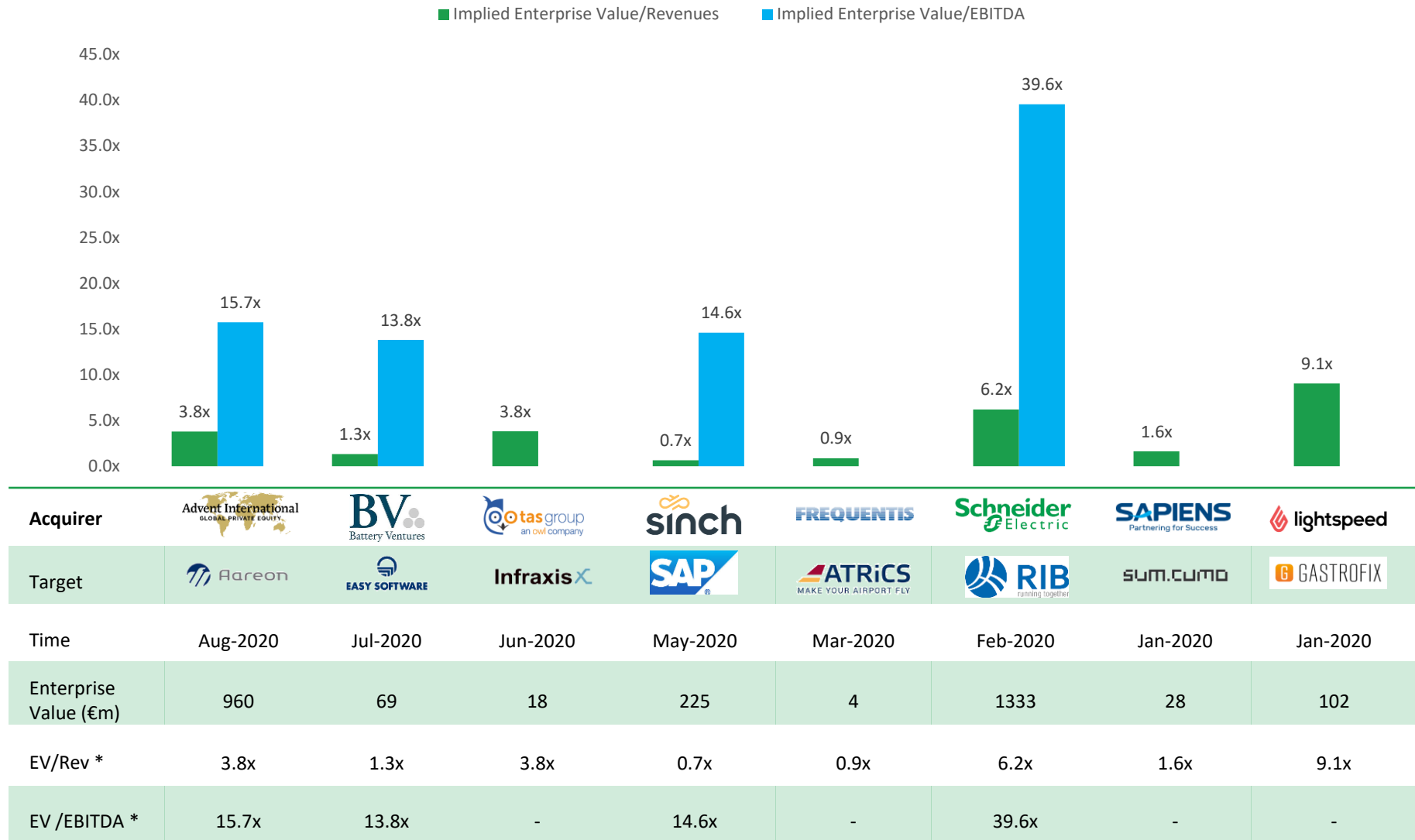
## INSIGHT PARTNERS LEADS VC FUNDING OF SIMSCALE



Transaction Value: €27 million

- Founded in 2012 in Munich, Germany, SimScale provides computational fluid dynamics (CFD) and finite element analysis (FEA) simulation via the cloud, eliminating the hurdles that often accompany traditional, on-premises simulation tools.
- The round was led by Insight partners, a venture capital and private equity firm.
- Existing investors Earlybird, Union Square Ventures, June Fund, Vito Ventures, Bayern Kapital, and High-Tech Gründerfonds participated in the round.

# Recent DACH enterprise software M&A – transaction multiples



\*Revenue and EBITDA are based on LTM values

## Erfahrung im Technologiesektor



### **Dr. Gunnar Plagge**

Director

[gunnar.plagge@ghzpartners.com](mailto:gunnar.plagge@ghzpartners.com)

Phone: +49 40 32533 987

Mobile: +49 15234 228 741

Phone: +44 203 608 8258

Mobile: +44 7765 220 323

Dr. Gunnar Plagge verfügt über fast 20 Jahre Erfahrung mit Technologie Investments und Beratungsprozessen. Aufbauend auf ersten Erfahrungen bei einer deutschen Corporate Finance Firma sowie im M&A Team von Lehman Brothers in London, arbeitete Gunnar mehrere Jahre als Equity Portfolio Manager bei Mercury Asset Management/Merrill Lynch Investment Managers (heute Blackrock) mit einem Fokus auf den sich etablierenden europäischen Technologiesektor, unter anderem als IPO Investor in Firmen wie ARM, Infineon, Software AG oder Autonomy.

Während der Tätigkeit im europäischen Technologie Equity Research befasste er sich mit Enterprise Software, IT Services und dem Halbleitersektor, zuletzt als Leiter des europäischen Technologieteams von Citigroup in London. Im Rahmen des Institutional-Investor Rankings, wurde Gunnar über mehrere Jahre als einer der Top-5 Experten im europäischen Technologiesektor ausgezeichnet. Zwischen 2005 und 2007 war Gunnar Plagge erfolgreich als Gründer einer Internet-und Telekommunikationsfirma in Brasilien tätig.

Anschließend an das Studium der Wirtschaftswissenschaften in Deutschland und den USA, promovierte Gunnar in Finanzwissenschaften mit einer empirischen Studie zur Legitimation von Unternehmenswerten in mittelständischen M&A Transaktionen. Gunnar spricht fließend Deutsch, Englisch und Portugiesisch.

# Vorstellung von GHz Partners

- GHz Partner ('Gigahertz') ist eine unabhängige M&A und Corporate Finance Beratungsfirma mit Sitz in London und Hamburg
- Die Partner haben ausgeprägte Fachkompetenz und umfangreiche Erfahrungen bei der Durchführung von Transaktionen im Team, als auch im Rahmen ihrer vorherigen Tätigkeit bei führenden Finanz- und Technologieunternehmen
- Die Firma ist im Besitz der ursprünglichen Gründungsmitglieder und wird von diesen geführt, wobei die Unternehmensausrichtung im Technologiesektor liegt
- In groben Zügen umfassen unsere Dienstleistungen:
  - M&A Beratung
  - Private Placement Kapitalbeschaffung
  - Strategische und Kapital- Investitionen /Allokationsberatung für Vorstände von Technologieunternehmen
- Als unabhängige Unternehmensberatung, die auf ihre Reputation im Technologiesektor vertraut, ist die richtige Beratung unserer Mandaten immer das oberste Ziel

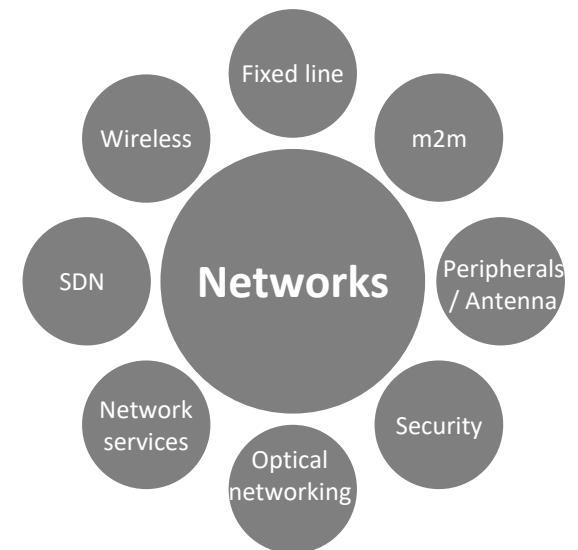
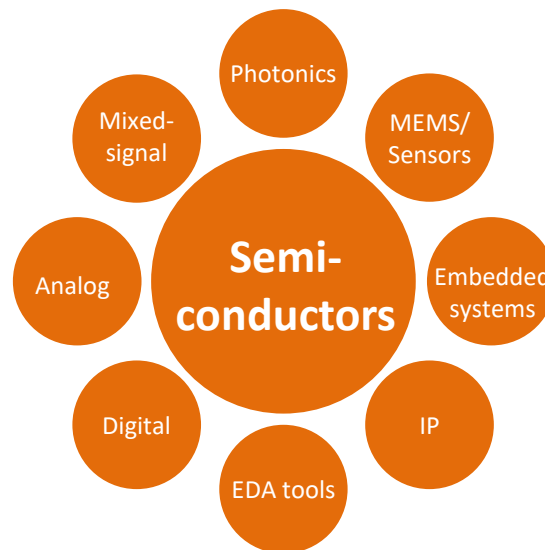
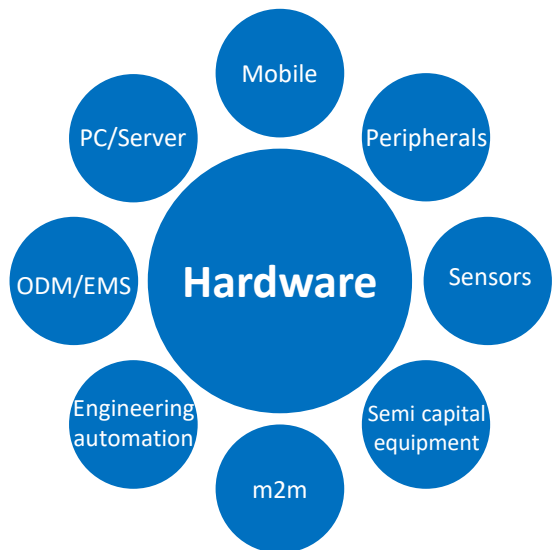
## Hauptbetätigungsfelder

M&A Transaktion und Rule 3 Beratung  
Finanzierung und Kapitaleinwerbung  
Verkauf von unternehmenseigenen Vermögenswerten  
Strategische Analyse  
Bewertung  
Kapitalallokation und Optimierung

## Branchenspezialisten

Software (insbesondere SaaS)  
IT Dienstleistungen  
Internet & E-Commerce  
Finanztechnologie  
Traditionell geführtes & Cloud Hosting (darunter IaaS and PaaS)  
Hardware & Halbleiter  
Mobile  
Datacenter & Colocation Dienstleistungen

# Unser Sektorfokus





# Recent transactions

Adviser to  
  
 On its acquisition of  
  
   
 March 2016

*Acquisition of software for aerospace engineering*

Adviser to  
  
 In joint venture with  
  
   
 September 2016

*Joint venture between project management software providers*

Adviser to  
  
 On its sale to  
  
   
 December 2016

*Divestiture of project collaboration software business to private equity*

Adviser to  
  
 On its acquisition by  
  
   
 December 2016

*Sale of ERP software business*

Adviser to  
  
 On its acquisition of  
  
   
 October 2017

*Acquisition of retail ecommerce/personalisation software*

Adviser to  
  
 On its sale to  
  
   
 July 2019

*Sale of MES software business*

# Disclaimer



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