

# M&A MARKET UPDATE Circular IT

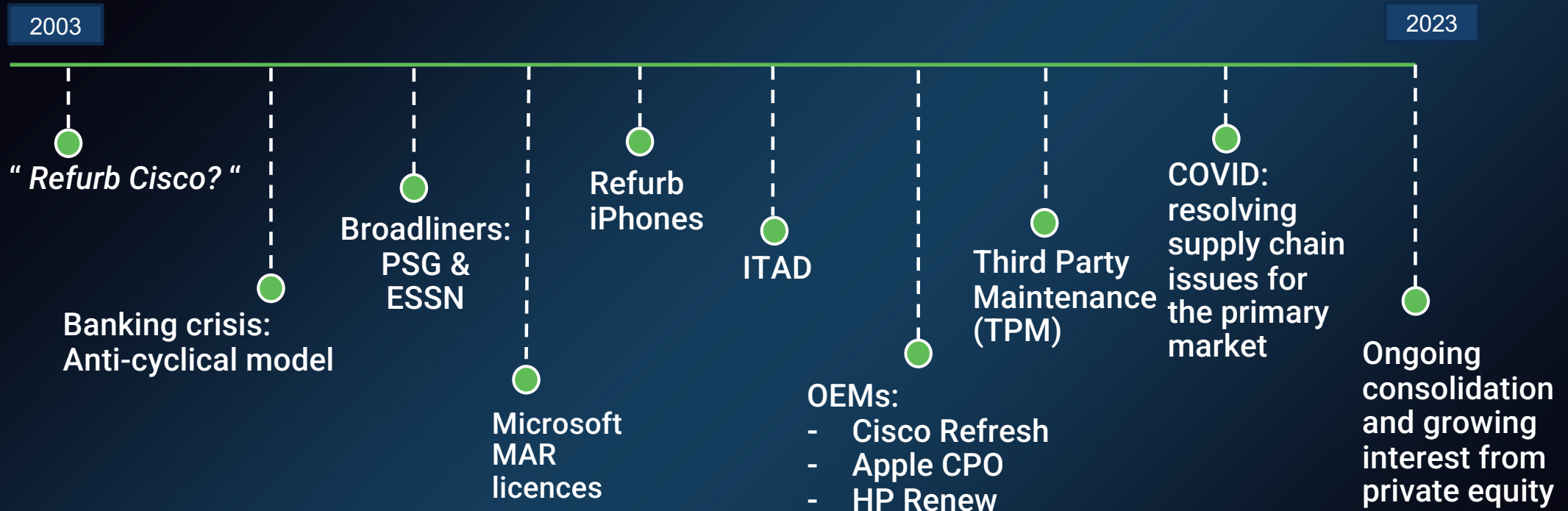


Stephan Derksen



Refurb = Business

# 20 years of Circular IT: maturing market

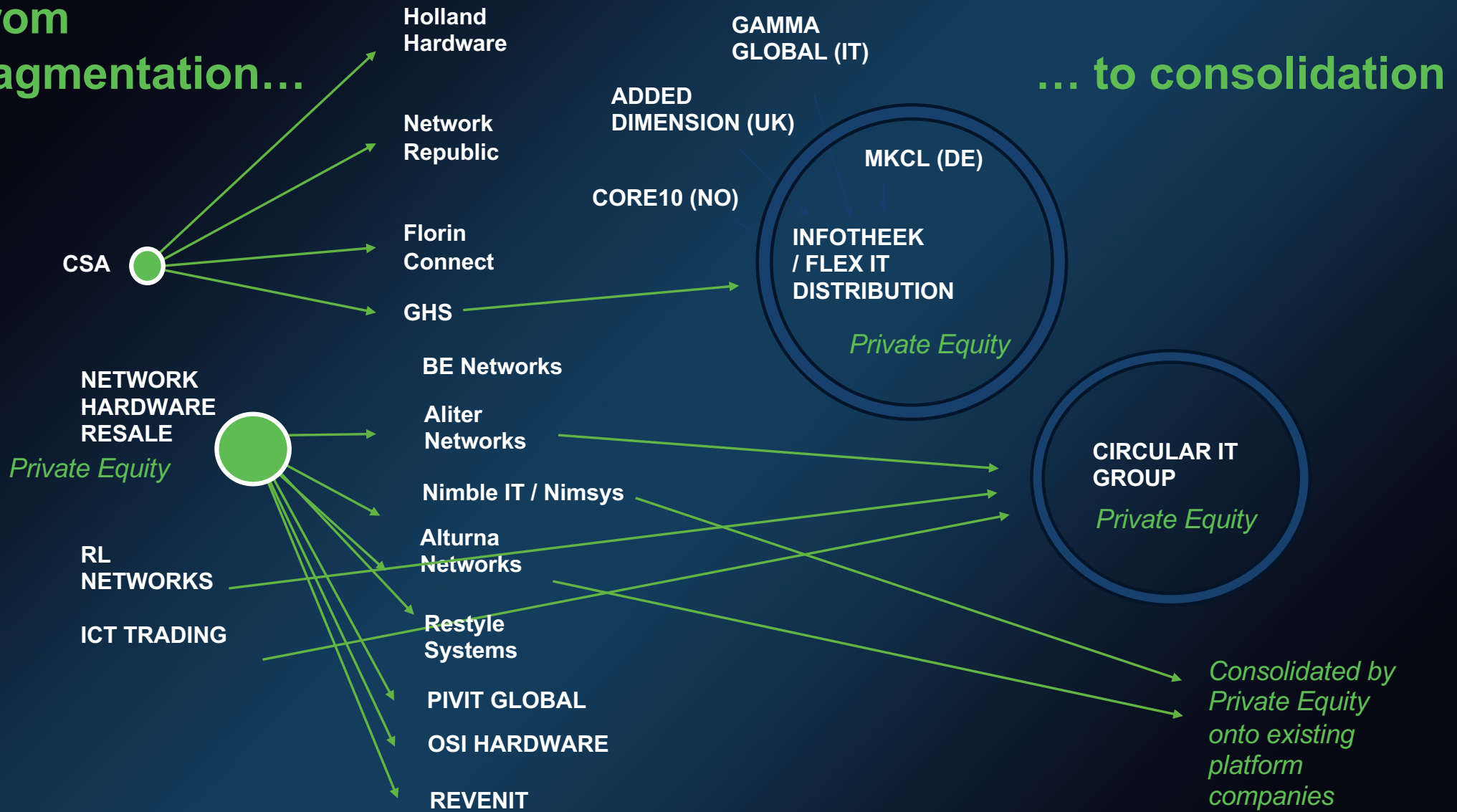


Moving from 'trading' and brokerage to a sustainable alternative for the primary market



# Private Equity interest in Circular IT

From  
fragmentation...



## Why is private equity interested in Circular IT?

- Large and growing market
- Sustainability as part of the business model
- Profitable business model
- Fragmented market -> growth opportunity
- Anti-cyclical
- Supporting legislation and regulation
- International expansion opportunities
- Business model optimization
- Opportunities for expansion, adding services and recurring revenue



# What does private equity bring to the table?

- Growth focus
- Driving sustainability
- Improving business model & profitability
- Governance & compliance
- De-risking / exit option for founders
- Providing capital for M&A, strategic investments and growth acceleration
- Strategic planning and execution

A satellite view of Earth from space, showing the curvature of the planet and the blue oceans. The text is overlaid on the image.

# M&A transactions

## 2022 - 2023



2009

**XLLNC:**  
Merger of  
Nicator &  
Printure

2015

**Vision Zero**  
IT AB

2018

- Timetech AS
- Supplies Team AB

2019

- Lin Education AB
- Replace Group OU

2020

Rebranding



2020

- Redeem  
Espagna SL

2021



**greentech**  
Part of M Foxway

2022



**GLOBAL RESALE**

2023



Return Rework Reuse

Norvestor



OCT 2023

**NORDIC CAPITAL**  
Norvestor



- 1 PSG & Networking trading
- 2 Networking hardware  
End-user focus
- 3 Circular DaaS  
Recurring revenue
- 4 IT Rent
- 5 Keyboard reprinting
- 6 Juniper hardware  
End-user focus
- 7 Device lifecycle management  
Belgium, Africa

## More deals..

### PE

### ACQUIRED

### MARKET

DEC 2022

TRILL IMPACT



Server, Storage

FEB 2023

active ownership  
**SDG Capital**  
sustainable growth



Networking hardware

APR 2023

TOWERBROOK



Telco equipment

SEP 2023

**Meridiam**  
for people and the planet

**Okamac**

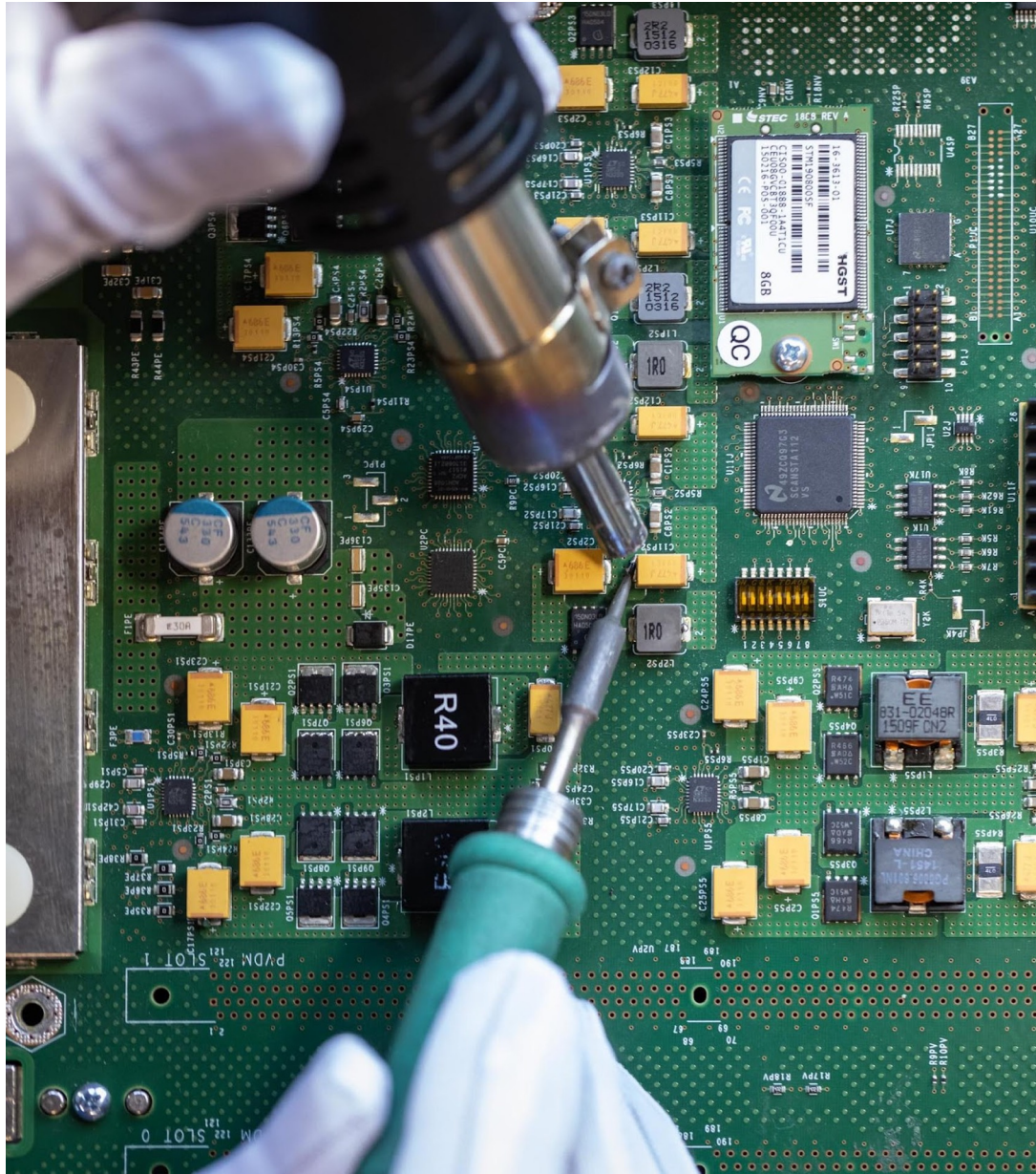
Apple products

## Expectations for M&A in 2024

- Sustainability is an important theme in the investment sector
- Continued consolidation with support from/driven by PE
- Decreased dealflow due to increased interest rates and geopolitical uncertainty
- Continued vertical integration and cross-industry M&A (e.g. Alchemy acquisition of NuMobile MVNO)
- US players looking at Europe

## Market Outlook

- Continued interest in sustainability and ESG
- Legislation and regulation supporting further adoption of circular IT hardware
- 10+% CAGR growth potential
- Market leaders' focus on additional services and cost leadership in order to differentiate from the competition
- Continued war for talent



**Circular IT =  
Sustainable  
Sustainability**

# Thank you for your interest

Please feel free to contact me at:

[stephan@derksos.com](mailto:stephan@derksos.com)



Stephan Derksen