

Electrical Engineering

Market trends, Financial
operations, and Valuations in
the Dutch Market

M&A insight I 2025



M&A insight

The electrical engineering sector continues to grow in an environment that is very favourable to mergers and acquisitions



Marleen Vermeer

Partner

“The fundamental strength of the electrical engineering sector remains evident, propelled by the accelerating push for energy efficiency, the growing adoption of renewable energy sources, and the emergence of innovative technologies”

M&A activity has been particularly dynamic for several years, stimulated by the consolidation of the sector, changes in the business (intelligent buildings, high-performance energy solutions, etc.), multi-technical maintenance and the emergence of new needs (electric vehicles, renewable energies, data networks, and data centers)

KEY POINTS:

- The Dutch electrical engineering market has demonstrated resilient and steady growth, even through the challenges of the COVID-19 pandemic. With an average growth rate of 3-5% this sector has continued to thrive, showcasing its stability and adaptability in an evolving economic landscape
- This upward trend is especially evident in sectors such as renewable energy projects, data centres, electric vehicles (EVs), and the deployment of smart grid technologies
- Energy reduction issues, driven by new regulatory and incentive measures, have profoundly affected the industry. New uses of electricity require higher value-added solutions aimed at optimizing energy production, distribution and consumption (digital management, digitalized industrial maintenance, intelligent solutions for buildings, renewable energies, etc.)
- The Dutch electrical engineering market is highly fragmented (17,000 companies +) external growth operations are motivated by the consolidation of market positions, development in new geographies (acquisitions of Vinci Energies or Spie in the Netherlands, Belgium, France, Germany) or new businesses.
- Supported by demand from industrial players and investment funds, the market is particularly acquisitive and in some market segments is leading to great valuations in the sector

12
BN€

MARKET SIZE

Dominated by the subsidiaries of major construction groups, the electrical installation market in the Netherlands is estimated at c.12 billion euros

3-5%

GROWTH

The electrical installation market, which is structurally growing by 3-5% per year, is entering a favourable cycle, boosted by major infrastructure works, the search for energy efficiency and the impact of new technologies



SPECIALIZATION

Players that develop activities with higher added value such as low-voltage power and multi-technical maintenance record better results



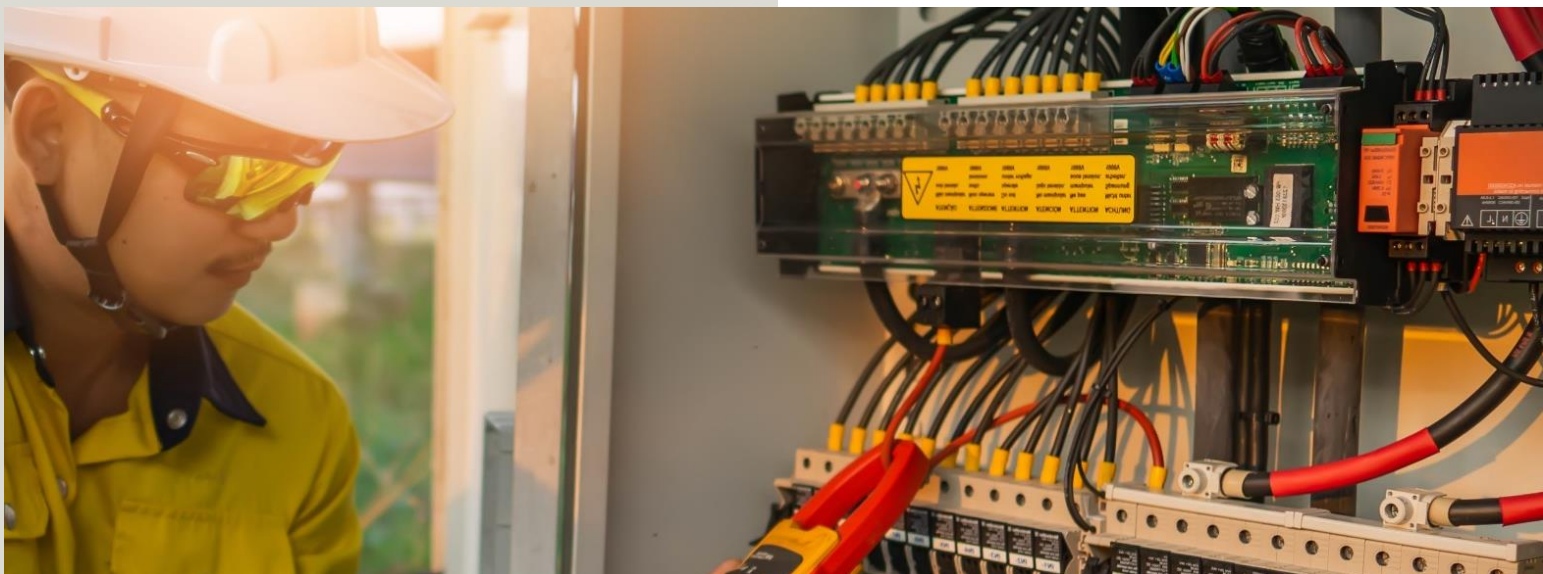
CONSOLIDATION

A fragmented and competitive market in which the main players stand out for their ability to strengthen themselves through external growth

Key facts

VALUATION PERSPECTIVE

The international leaders, diversified and presenting a high level of technical uniqueness, are valued at nearly 10x their EBITDA. Conversely, more local structures specializing in a particular business are valued at around 7-8x. Between the two, valuations vary greatly depending on the players, particularly in terms of business positioning, the quality of management and organization, growth potential, financial performance and geographical presence



The main opportunities for electrical engineers



Manage big data storage



Valorise the data from the IoT



Attracting, recruiting and developing good teams



Reducing environmental impacts



Reducing energy bills



Integrating renewable energies



High M&A intensity and rising valuations

The M&A market is very active and competitive for Electrical and HVAC engineering players, enabling the major leaders in the sector and intermediate players to strengthen their market share, acquire new expertise and penetrate new geographies

The valuation of SMEs in the electrical engineering sector depends on the positioning of the company, its size and its attractiveness to industrial buyers and investment funds

What are the objectives for external growth?

1

Consolidation

Consolidate market shares and create synergies (customers, teams, structures, etc.)

2

New skills

Accessing new skills or re-skilling these new jobs. Following the example of Spie SA, which has diversified into the offshore wind energy sector

3

New geographies

Strategies for regional expansion and/or networking of the national territory for intermediary players, internationalization for leaders (notably numerous acquisitions of Vinci Energies or Spie in Europe)

What key criteria are the valuation based on?

1

Size

The difference in EBITDA multiples between small and medium-sized companies is usually around 2 to 4 points

2

Positioning

- Bonus for companies with higher growth and more added value: smart building, safety/security, automation, etc.
- Bonus for maintenance and recurring work compared to new work
- Less interest of the sector's actors in housing or sub-contracting for general contractors

3











































Attractivity

Positioning in large metropolises vs. rural areas, expertise, reputation, customer loyalty, customer dependency, organization and talent, etc.

National leaders are valued at nearly 10x their EBITDA where mid-market local enterprises are valued at roughly 7-8x

Transactions & multiples

Observed valuations of selected transactions in Electrical Engineering market, shows an average of 8.3x and a median of 7.9x EBITDA multiples

| Date | Target | Country | Activity Description | Buyer | Country | Buyer Segment | TEV / EBITDA |
|---------|---|---|---|---|---|----------------|--------------|
| Oct. 24 |  |  | Concentric offers engineering products with a focus on electrical products and mechanical products |  |  | Private Equity | |
| Jul. 24 |  |  | Cupertino Electric provides electrical installation, engineering, energy, renewable energy solar plants, commercial projects, and data centres |  |  | Strategic | |
| Jun. 24 |  |  | Permotech S.R.L. specializes in innovative technology and engineering solutions for industrial applications, especially in solar |  |  | Strategic | |
| Jun. 24 |  |  | Leading engineering and construction company providing electrical and mechanical services across various sectors in the UK |  |  | Private Equity | |
| Jun. 24 |  |  | Van Den Pol operates as an electrical engineering company with a focus on solar energy |  |  | Strategic | |
| Sep. 23 |  |  | Réseaux Environnement specializes in providing environmental solutions and services for sustainable infrastructure development |  |  | Strategic | |
| Apr. 23 |  |  | Specializes in engineering and consulting services, focusing on electrical solutions and project management |  |  | Strategic | |
| Oct. 22 |  |  | They offer construction and engineering solutions for electrical infrastructure and renewable energy projects |  |  | Strategic | |
| Nov. 21 |  |  | They provides electrical infrastructure services, including power distribution and telecom, with a focus on safety and reliability |  |  | Strategic | |
| Oct. 21 |  |  | Van den Akker Electric Engineering is specialised in the development of integrated industrial automation. |  |  | Strategic | |
| Dec. 20 |  |  | The Goldfield Corporation provides electrical infrastructure construction and maintenance services for utility and industrial clients in the U.S |  |  | Private Equity | |
| Jan. 19 |  |  | Serma Group specializes in electronic systems engineering, embedded systems development, and industrial process consulting, mainly serving France |  |  | Private Equity | |
| Nov. 18 |  |  | R Dunham Ltd offers electrical, mechanical, and building services primarily to local authorities and housing associations in the UK |  |  | Strategic | |
| Average | | | | | | | 8.3x |
| Median | | | | | | | 7.9x |

Selected recent transactions advised by Investec




Ingenieursburo Ulelake
sold to
zonneveld ingenieurs
A portfolio company of
CONVENT CAPITAL
THE CIRCULAR INVESTORS

Structural & Electrical
Engineering




abenex
sold its stake in
GROUPE ADF
through a LBO
sponsored by
andera
SOCIÉTÉ GÉNÉRALE
SIPAREX

Engineering & maintenance
services



FAUCHÉ
MBO backed by
emz

Electrical engineering




Alleray
Groupe
MBO sponsored by
BNP PARIBAS
DÉVELOPPEMENT

Electrical engineering




Coolworld
sold to and MBO by
Gimv

HVAC & Climatic
rental & engineering




ECORUS
HOME
sold to
SCHEYBEECK

Solar deployment provider
for housing corporations




naxicap
sold to
FAUCHÉ
through an LBO
supported by
PARQUEST
CAPITAL

Electrical Engineering




GROUPE Gorgé
sold
CIMLEC
INDUSTRIES
to
SPIE

Electrical Engineering
/Automation



seven2
sold its stake in
SYLPA
through a MBO backed by
andera

Electrical engineering



FAUCHÉ
sold
FAUCHÉ
ENERGIE
to
novakamp
more than a camp

Electrical engineering



SYSCOM PROREP
LBO sponsored by
initiative & finance
SIPAREX
Groupe

Electronics value-added
supplier and integrator



QZULIS
capital
sold
ceme
to
seven2

Electrical & HVAC
engineering

Contact us



Marleen Vermeer

Partner

+31 6 42 75 07 14

marleen.vermeer@investec.com



Thibault Laroche-Joubert

Partner

+33 6 69 15 55 69

thibault.laroche-joubert@investec.com



Ervin Schellenberg

Managing Partner

+49 611 205 4815

ervin.schellenberg@investec.com



Edward Thomas

Managing Director

+44 (0)79 1244 0536

edward.thomas@investec.com



Thomas Ellenberger

Managing Partner

+41 44 575 28 25

thomas.ellenberger@capitalmind.com

Investec's Investment Banking group assists entrepreneurs & founders, family businesses, private equity and corporates in selling, buying and financing businesses at best terms. Our 300+ strong investment bankers team invests significant time in several sectors.

Investec (dual listed on the London, FTSE-250 and Johannesburg Stock Exchanges) is an international banking and wealth management group in Europe, the United States, Southern Africa and Asia-Pacific.

www.investec.com/advisory



