



Kongsberg PCS

Leading manufacturer of digital cutting systems targeting the lower volume segments of the packaging and signage display markets with headquarters in Ghent, Belgium, an assembly facility in Brno, Czech Republic, and a research and development site in Kongsberg, Norway.

- o In August 2021 Kongsberg acquired MultiCam, Inc. a U.S. manufacturer and distributor of Computer Numerical Control (“CNC”) cutting machines and digital finishing equipment



Investment Date:

April 1, 2021

Source:

Limited Auction Process

Deal Type:

Carve-Out

Headquarters:

Ghent, Belgium

TRANSACTION HIGHLIGHTS

Investment Merits

- o Complex carve-out transaction
- o Highly reputable brand: Recognized for the quality of its products and best-in-class services
- o Global presence: Through direct sales organization and channel partners
- o Proven and motivated management team
- o Organic growth potential: Within core and select untapped markets
- o M&A growth opportunities

Value Creation

- o Execute the complex carve-out expeditiously and stabilized activities within the first year of ownership
- o Increase commercial focus (maintenance, upgrade of installed base, optimization of go-to-market strategy, etc.)
- o Expand addressable market and product reach, realized with the MultiCam acquisition
- o Implement synergies between Kongsberg and MultiCam
- o Invest in innovation (new product platform, automated tool changer, IoT sensors, etc.)

Exit

- o Kongsberg was a division of Esko-Graphics, a division of US public co., Danaher Corporation
- o OpenGate sourced this opportunity through its continuous dialogue / longstanding relationship with the sell side advisor across its Benelux and French offices

Investment Status:

Exited

