

Press release

Entry into the UK market: Equistone portfolio company BUKO Traffic & Safety acquires Road Traffic Solutions Limited

Amsterdam / Munich, 07 March 2024 - BUKO Traffic & Safety ("BUKO"), a leading provider of outsourced traffic and safety management solutions in the Netherlands, has acquired a majority stake in Road Traffic Solutions Limited ("RTS"), a UK-based temporary traffic and event management solutions specialist. The acquisition marks BUKO's first step outside the Netherlands and represents a targeted expansion into a new high-growth market. RTS is sold by its Chairman and shareholder Ben Dexter, with the existing RTS management team continuing to run the day-to-day operations going forward. The parties have agreed not to disclose details of the transaction.

Headquartered in Barendrecht, the Netherlands, BUKO Traffic & Safety employs c. 400 people and successfully oversees several thousand projects annually. A leading provider of outsourced traffic and safety management solutions in its home market of the Netherlands, the company consists of the two business units BUKO Infraproject and BUKO Waakt. Founded in 1991, BUKO Infraproject specialises in temporary traffic management solutions. With its comprehensive portfolio of services – from design, planning, approval, deployment and collection, as well as onsite management of road signage and safety equipment required for roadworks – BUKO Infraproject primarily serves contractors and public authorities, active in utility-related and urban/rural roadworks. BUKO Waakt provides temporary remote security solutions with a focus on camera surveillance, intrusion detection systems and access control systems, which are used principally on construction sites.

Since funds advised by Equistone acquired a majority stake in BUKO in February 2023, the company has pursued a growth strategy focused on building its presence in its home market and targeted expansion into neighbouring countries supported by strong market dynamics. The acquisition of RTS represents a key milestone for this strategy and provides BUKO with an important foothold in the attractive UK market and a basis for further growth.

Headquartered in Scunthorpe, with six further depots throughout the UK, including a strong presence around Greater London, RTS specialises in temporary traffic and event management solutions. Through its Traffic Management division, RTS offers solutions for planned and emergency road works. The Total Event Solutions division provides security services for various events in the UK, including sporting events, festivals and ceremonies organised by the British monarchy, including the King's Coronation and the Jubilee, amongst others. In addition, RTS offer site management solutions, including CCTV, via its Total Solutions and Tech divisions. RTS' clients include utility companies, construction companies, event organisers and local authorities.

"In recent years, RTS has developed into a leading provider of traffic and event management solutions in the UK and, together with BUKO, we see many opportunities to continue this growth path", explains Richard Green, Managing Director at RTS. Ben Dexter, owner and Chairman of RTS, adds: "With BUKO, RTS becomes part of a strong, reputable group with a shared culture and similar business values revolving around safety, compliance and good employers. With BUKO, RTS has a partner at their side with whom they can continue to grow."

Robert Emmerich, CEO of BUKO, explains: "RTS stands out due to its exceptional standards for service, reliability and safety, values which align with our own high standards. There is a lot of best practice to be shared between each other. We are excited about our partnership with RTS and our expansion into the attractive UK market."

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"BUKO has built up a leading position with long-standing, trusted relationships in its home market of the Netherlands. With a strong partner like RTS, this acquisition represents the first step towards replicating this exceptional track record in the UK market and expanding the company via a targeted buy-and-build strategy," says Hubert van Wolfswinkel, Partner in Equistone's Amsterdam office.

The Equistone team includes Hubert van Wolfswinkel, Tanja Berg and Josh Aalbers. BUKO was advised on the transaction by PwC (Financial & Tax), Clifford Chance (Legal) and Roland Berger (Commercial). RTS was advised on the transaction by Clearwater International (M&A), Gateley (Legal) and RSM (Financial & Tax).

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About Equistone Partners Europe

Equistone Partners Europe is one of the most active European investment firms with a team of more than 40 investment professionals operating from seven offices in the Netherlands, Germany, Switzerland, France and the UK. The Equistone funds primarily invest in established mid-sized businesses with favourable market positions, above-average growth potential and enterprise values of between EUR 50 and 500 million. Since the company's formation, equity has been invested in more than 180 transactions. Its portfolio currently comprises around 50 businesses across Europe, among them six in the Benelux. Equistone is currently investing its sixth fund, which held a final closing at its EUR 2.8 billion hard cap in March 2018. In addition, the "Equistone Reinvestment Fund" was recently raised from which it is possible to reinvest in minority positions after sales of portfolio companies from the main funds.

Further information can be found at www.equistonepe.com.

About BUKO Infrsupport

<https://www.bukoinfrsupport.com/>

About BUKO Waakt

<https://www.bukowaakt.nl/>

About Road Traffic Solution Limited

<https://roadtrafficsolutions.com/>

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