



# Hyva

Turning a European hydraulics manufacturer into global leader

**Country** Netherlands  
**Region** Zuid-Holland  
**Investor** 3i  
**For more info**  
[www.hyva.com](http://www.hyva.com)  
[www.3i.com](http://www.3i.com)

I would like to thank 3i for their continuous support for our successful entrepreneurial and global growth in transforming a European Dutch-based business into a truly global player with a market leading position in all the countries in which we operate

**Louwrens Dijkstra**  
CEO, Hyva

3i helped transform Dutch group Hyva into the leading supplier of specialist hydraulic cylinders to Brazil, China and India, where they are often used on trucks and hoists for large infrastructure projects. 3i invested in Hyva in 2004, when it was a leader in hydraulic cylinders and tipping equipment in Europe for construction, mining and environmental services. Following its investment, 3i strengthened the company's board and helped it become a truly international player. 3i supported the acquisition of Italian cranes business Amco Veba, aided with the development of a number of new product lines and led Hyva's entry into emerging markets, including Brazil, China and India. As a result, sales trebled over six years. Hyva was sold to a consortium of Asian investors in 2011, recognising its new geographic focus.

#### WHAT DID THE BUSINESS NEED?

- Capital for international expansion
- Strategic guidance
- Strengthening of board and senior leadership
- Global reach and experience

#### HOW DID PRIVATE EQUITY BACKING CREATE LASTING VALUE?

- Opened Hyva's first factory in China
- Provided capital for development in BRIC economies, enabling the construction of eight factories
- Built up manufacturing capacity in Europe and the Americas
- Enhanced R&D and sales and service infrastructure globally
- Extended product lines into cranes and double-acting cylinders through acquisitions

#### WHAT OUTCOMES DID PRIVATE EQUITY INVESTMENT ACHIEVE?

- Increased sales three-fold between 2004 and 2011 to €490m
- Transformed a European market leader into a clear global player
- Generated 73% of sales from emerging markets in 2010, up from 23% in 2004
- Established Hyva in more than 130 countries, with 35 subsidiaries and 11 production facilities
- Increased international footprint from 16 to 32 countries in Europe, Asia and the Americas
- Employed over 1,750 people globally when 3i exited, up from 600 in 2004



**3x**  
increase in sales  
from €147m to  
€490m

**16**  
new countries  
entered



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