

STELLA EOC

October 2019

# REPLACE ACQUIRED BY XLLNC





## IT LCM LEADER XLLNC ACQUIRES FOURTH COMPANY IN 18 MONTHS, AS IT ADDS ESTONIA-BASED REPLACE TO THE XLLNC FAMILY

### **Replace: helping customers maximise value of their used IT and mobility devices, fostering sustainable business models**

Replace operates out of Estonia and employs more than 250 people in Estonia and the Nordics. The company provides B2B End of Life (EOL) and value recovery services that enable recycling of used ICT and mobility devices, as well as offering white-labelled online retail solutions for used mobile phones and trade-in solutions.

Covering a wide range of product groups from mobile phones and tablets, to mobile broadband equipment and IT devices, Replace's full-service range is focused on helping clients comply with ESG standards, WEEE, and GDPR requirements, maximising the value of used ICT equipment for their customers.

Replace will refurbish 1 million ICT assets in 2019 (the majority of which is mobile phones), and these assets will be remarketed through a network of 300- 400 Value Added Resellers' into the European second-hand ICT markets.

### **Xllnc has acquired Replace, becoming the sustainable IT-leader in the Nordics**

A Nordic leader in sustainable IT services, Xllnc provides best-in-class ICT and Mobility Lifecycle Management (LCM), including EOL solutions, enabling large enterprises and public institutions to secure a circular economy for their ICT and mobility assets.

By acquiring Replace, Xllnc will be able to develop attractive new offerings to both their public and enterprise clients. This acquisition will allow Xllnc to be further integrated across the ICT Asset Management and ICT Asset Disposition value chain, offering its clients a one-stop-shop solution and becoming a key enabler in the circular economy by helping their customers to comply with ESG standards.

This acquisition is the fourth made by the company in the past 18 months, with Timetech and Supplies Team joining the Xllnc family in Summer 2018, followed by the acquisition of Lin Education earlier this year. Taking this latest acquisition into account, Xllnc plans to reach SEK 3.2bn in consolidated revenue for 2019.

*We are extremely pleased with this outcome; this is another successful partnership with Stella EOC which has proved to be instrumental in making the deal happen. Their extensive knowledge of the market and never-ending energy have been essential in ensuring a safe and quick execution of the transaction that will strengthen Xllnc's leading position in the ITAM/ITAD market even further.*

**Martin Backman, Group CEO at Xllnc**

Founded

2016

Revenues (2019)

EUR 70m

CAGR 16-18a

174%

Employees

250+

Tons of CO<sub>2</sub> Reduced  
Since Inception

c.300,000

Headquarters

Tartu,  
Estonia