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Press release

TAILORMADE LOGISTICS GETS A NEW SHAREHOLDER

KeBeK Private Equity is selling its majority stake in Tailormade Logistics to Malo Ventures. Founder and CEO Bert Vandecaveye will remain on board as a shareholder. The transaction marks the end of an intensive and fruitful collaboration in which Tailormade Logistics has achieved strong growth and international expansion.

Tailormade Logistics is a full-service logistics provider headquartered in Ghent. The company offers tailor-made logistics solutions to customers in various sectors and has 32 logistics hubs in Belgium, France, the Netherlands, Luxembourg, Italy, and Bulgaria. Following KeBeK Private Equity's investment in 2017, TML's turnover grew from €35 million to €180 million.

Gert Van Huffel, Managing Partner at KeBeK, explains: *"We are extremely proud of the progress Tailormade Logistics has made and would like to thank Bert and his team for their trust and close cooperation. We are confident about the future of the company under its new shareholder."*

Bert Vandecaveye, CEO of Tailormade Logistics: *"KeBeK not only supported us financially, but also actively contributed ideas on strategy, governance, operational optimization, and consolidation. Thanks to their pragmatic approach, we were able to move faster and realize our ambitions. We are now delighted to have Malo Ventures as our new long-term partner and to work with them to continue growing our business in a sustainable way in the coming years."*

Malo Ventures is the company of Pieter Balcaen and Kelly De Dijcker, experienced entrepreneurs with extensive expertise in transport and logistics. They look forward to working with Bert Vandecaveye to further shape TML's growth strategy.

Pieter Balcaen, CEO of Malo Ventures: *“We strongly believe in TML's growth potential, thanks to its strategic location, extensive logistics capabilities, and strong partnerships with its customers. Together with Bert, we want to further develop the company into a benchmark in the logistics sector.”*

The sellers were assisted in this transaction by Lincoln International (financial advisor), KPMG (vendor due diligence) and Baker & McKenzie (legal advisor). The buyer was assisted by LDS Advisory (financial advisor) and Eubelius (legal advisor).

Gabriel Englebert, Managing Director at Lincoln International, commented: *“This acquisition highlights TML's excellent market position and operational excellence. We are proud to have advised KeBeK Private Equity and TML's CEO Bert Vandecasteele and his team on this successful transaction.”*

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More information about the parties:

About Tailormade Logistics (TML)

Tailormade Logistics is a full-service logistics provider headquartered in Ghent. The company offers tailor-made logistics solutions to customers in various sectors and has 32 logistics hubs in Belgium, France, and beyond. With a workforce of approximately 1,125 employees spread across eight countries, TML manages an impressive storage capacity of 450,000 square meters. Its modern fleet comprises 870 trailers, 430 trucks and vans, and 620 containers.

About KeBeK Private Equity (KeBeK)

KeBeK is an independent Belgian investment fund that invests in solid, medium-sized companies with identifiable potential for further value creation. KeBeK actively supports the management teams of its portfolio companies in implementing their jointly determined business strategies. KeBeK usually acquires controlling interests, but does not play an operational role. The fund is managed by four partners who have been working together for many years and have a proven track record in the private equity sector. KeBeK's resources are provided by recognized institutional investors, family offices, and successful entrepreneurs.

About Malo Ventures

Malo Ventures, the family holding company of Kelly De Dijcker and Pieter Balcaen, focuses on investments in the logistics sector and real estate. With their extensive experience in entrepreneurship and sector insights, they want to leverage their expertise and use it for sustainable growth. Malo Ventures combines a long-term vision with a professional approach to create value for partners and projects.

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