



INFRAVIA



COPENHAGEN OPTIMIZATION

**PRESS RELEASE – DECEMBER 3<sup>rd</sup>, 2024**

## **InfraVia enters into a purchase agreement for the acquisition of a majority stake in Copenhagen Optimization ApS**

Paris, December 3<sup>rd</sup>, 2024 – InfraVia Capital Partners (“InfraVia”), a leading independent private equity firm, is pleased to announce that it has entered into a purchase agreement to acquire a majority stake in Copenhagen Optimization ApS (the Company) through its growth equity fund InfraVia Growth Fund 1. Copenhagen Optimization develops and sells to airports worldwide a software-as-a-service platform aimed at optimizing their passenger and baggage operations from check-in to boarding.

The Company was founded in 2014 as an airport operations consultancy by Kasper Hounsgaard and Anders Dohn. It then rapidly transitioned to an innovative and disruptive airport operations management software provider, recognized by major airports worldwide for its superior solutions, best-in-class support, and strong value perception. The Company has grown quickly (c. 50% 2019-23 CAGR) and very efficiently since then, and now addresses more than 40 airports globally with renowned customers such as London Heathrow (UK), Singapore Changi (Singapore) and JFK Terminal 4 (USA), and more than 50% of 2023 ARR<sup>1</sup> generated outside of Europe.

Copenhagen Optimization’s product – Better Airport – is composed of 9 modules and allows its clients to accurately forecast passenger and baggage traffic within their premises and consequently optimize their operations across several different functional areas such as check-in, baggage sorting, security scanning, or boarding gates. Through more efficient staffing and equipment allocation, airport operations teams can optimize revenues (by allowing passengers to spend more time in retail areas, or by slotting in more flights in a given terminal) and decrease cost base, leading to a direct and traceable return on investment. The product’s value has been demonstrated time and again in the past as the Company has never lost a client and has notably continued to grow over 2020 and 2021 while the Covid crisis put aerial traffic to a halt.

This transaction will see InfraVia acquire a majority stake in Copenhagen Optimization aimed notably at accelerating commercial development; under the continued leadership of Co-CEOs Anders Dohn and Kasper Hounsgaard, Copenhagen Optimization will remain committed to its vision and core values. The transaction remains subject to customary regulatory approval in Denmark and is expected to close early 2025.

*“It has been of paramount importance for us to find a long-term partner which fits us well from a cultural perspective. We felt the cultural fit with InfraVia from our first meetings and this was strengthened throughout the due diligence process. With InfraVia, we get a partner who can help us avoid the pitfalls of scaling while still maintaining autonomy to grow Copenhagen Optimization successfully.”* Anders Dohn, Co-CEO of Copenhagen Optimization, commented

*“This milestone reflects the hard work and dedication of our talented team who have been instrumental in building a world-class product. We have always been committed to providing our clients with unmatched value through our Better Airport platform – a key reason for getting to where we are today. InfraVia’s investment and partnership are a testament to the strength of our product and team. With their support, we are excited to further accelerate our impact and reach in the global airport industry.”* Kasper Hounsgaard, Co-CEO of Copenhagen Optimization, added

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<sup>1</sup> Annual Recurring Revenues



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« Our investment in Copenhagen Optimization perfectly embodies our growth strategy while leveraging on our longstanding success in infrastructure. We are extremely happy to partner with Kasper, Anders, and their team for the next phase of growth and will leverage our full capabilities to help them grow their footprint to a multiple of the current one. » Nicolas Slim, partner at InfraVia commented

« We were very impressed with the team's granular knowledge of airport operations, and how they have built such a broad and ROI-driven product over a comparatively short timeframe. We fully subscribe to the team's vision of integrated airport operations and are very much looking forward to supporting the upcoming acceleration. » Romain Favrelle, Director at InfraVia added

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## ABOUT INFRAVIA CAPITAL PARTNERS

Founded in 2008, InfraVia is a leading independent private equity firm, specialized in real assets - infrastructure, critical metals, real estate - and technology investments.

InfraVia is a conviction-driven investor focusing on resilient businesses partnering with management teams, entrepreneurs, or industrials to develop their businesses and drive long-term value creation through active hands-on asset management.

Headquartered in Paris, InfraVia has a 100+ strong team and is 100% partner-owned. InfraVia manages EUR 15 billion of capital\* and has invested in 50+ companies across Europe. [www.infraviacapital.com](http://www.infraviacapital.com)

\*Total amount of capital raised

## ABOUT COPENHAGEN OPTIMIZATION

A global software-as-a-service platform with a passion for making airport operations simple and efficient. The software solution Better Airport® is a cloud-based solution that uses data and a combination of AI and advanced mathematical algorithms to bring clarity and confidence to plans, data, and complex decision-making, empowering airports to better predict, operate, and optimize. Better Airport is currently deployed and live in operations in more than 40 medium and large airports globally, spanning across USA, Canada, Europe, Asia, and now also Australia.