

tinsa

www.tinsa.es/en

Property valuation
and advisory services

Acquired
August 2016

HQ
Spain
(with Latin American operations)

How we create value

Tinsa is a leading provider of property valuation, analysis and real estate advisory services. Established in 1985 and headquartered in Madrid, it operates in more than 25 countries worldwide including Argentina, Chile, Peru, Mexico, Colombia, the Netherlands and Portugal.

Cinven's Business Services and Iberian teams have worked closely to target growing, cash-generative companies that provide business-critical services embedded within their clients' existing businesses. As a perfect fit for this profile, Tinsa is an attractive opportunity for Cinven. Working with management, Cinven's strategy for Tinsa is to continue expanding the business internationally, implement operational improvements and lead the industry's professionalisation through accelerated investment in IT development.

Developments in 2017

Following Cinven's acquisition in August 2016, Tinsa continued to perform well in 2017. New regulations announced by the Bank of Spain in late 2016 increased appraisal requirements for bank-owned property portfolios, driving further volume growth for the business. Cinven and Tinsa's management are implementing further initiatives to increase the company's growth rate, including investing in Tinsa's technology and strengthening regional management.

In line with Cinven's strategy and support for the business, Tinsa has made five add-on acquisitions, three of which were completed during 2017. Tinsa is targeting a number of other add-on acquisitions to continue to expand geographically and extend its product range and technology capabilities.

Employees
850
(approximate)

