

# Growth Summit, Helsinki

Dec 12<sup>th</sup>, 2019

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Buyout

*CapMan*



# CapMan Buyout in brief

## Examples of Portfolio companies & Exits

### Portfolio companies

**SOLERA**  
BEVERAGE GROUP  
*Smile for every moment*



**FORTACO**

**DEN**

**KÄMP**  
COLLECTION  
HOTELS



### Recent exits

**HARVIA**

**maint  
partner**

The Art of Service  
**INFOCARE**  
Information Technology Services

**ORAL**

**walki**

**N<sup>o</sup>A**

THE NORTH ALLIANCE

## What we look for in companies

Growth supported  
by strong cash flow



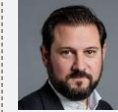
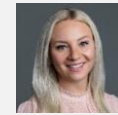
Niche market  
leaders



Winning culture



## The CapMan Buyout team



## Key figures

>600 MEUR

*Assets under management*

2.5x

*Average money back multiple*

# Value creation together with PE owner

## Factors positively impacting on valuation in buyouts

- 1 High relative profitability
- 2 Good cash conversion
- 3 Growth
- 4 Strategic position / position in value chain
- 5 High barriers to enter
- 6 Uniqueness
- 7 Diversified customer base
- 8 Stable, non-cyclical, low risk

## In which situations is there a benefit of a PE owner?

- 1 PE functions as a catalyst for growth, development and change
- 2 Experts in value creation
- 3 Help take next growth or development leap

## Good to understand

- 1 CapMan Buyout only invests in companies where growth or a development boost makes sense
- 2 Typical approach: Eat and keep the cake. Sell majority, but remain as significant minority shareholder. Risk sharing
- 3 We always exit at the end. Full tag along / drag along rights

# How is growth and value creation enabled in practice?

## Investment and 100 days program

- Comprehensive strategy work + mid-term review
- Ambitious target for next 4 to 5 years, broken down into enabling factors
- Maximizing qualitative perspective, keep organization lean and decision making fast
- Secure top-notch management
- Incentivize management
- Board composition based on needs of company

## Follow up and development

- Board meetings
- Troika meetings
- Focus on operational metrics
- Regular target follow-up, gap closing actions
- Fast decision making
- M&As and financing

## Exit

- Analysis of exit alternatives + regular dialogue
- Comprehensive exit preparations