

# Capillar Advisory's Expression of Interest to Act as Financial Advisor to the Swedish Government

Capillar Advisory AB hereby announces its interest in offering financial advisory and transaction services to Regeringskansliet.

Capillar Advisory specializes in providing tailored advisory services in private mergers and acquisitions with a particular focus on Nordic cross-border transactions. The advisory business covers a broad range of industry sectors, including Business Services, Consumer Goods & Retail, Industrial product services, Financial product services and TMT. The Company serves its clients in privately held and publicly listed companies from offices in Stockholm, Helsinki and Oslo.

Company Details		Contact Persons	
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## Service Offering

### Mergers & Acquisitions

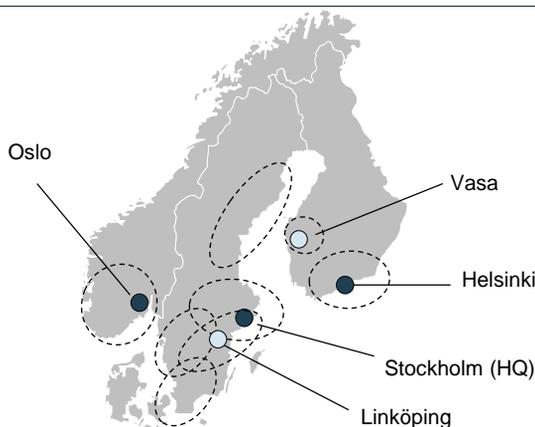
Capillar Advisory advises its clients on a wide range of transactions, including buy-side, sell-side, mergers, and other special situations with a focus on cross-border transactions

Capillar Advisory's team of highly experienced and engaged professionals deliver tailored M&A processes according to client's specific needs. The M&A team combines extensive industry experience and vast network, maximizing value for its customers.

Sell-Side	Buy-Side	Mergers
Acting for target companies or selling shareholders, Capillar Advisory provides its clients with sell-side advisory combining in-depth industry knowledge and invaluable insights from its professionals. Capillar Advisory offer full-spectrum sell-side advisory services, including structured sales, divestments, and spin-offs.	Capillar Advisory has a strong track record of successful buy-side advisory assignments in relation to acquisitions and buy-outs. The extensive network enables the Company to identify the best-suited parties to a transaction.	Given the extensive experience of its professionals, Capillar Advisory is a trusted partner for merger transactions. Capillar Advisory offers strategic merger advisory services to its clients in both privately held and publicly listed companies.
Cross-Border	Carve-Outs	Special Situations
Capillar Advisory offers its clients innovative, tailor-made solutions for complex transactional needs, including cross-border M&A. Capillar Advisory's extensive network and international presence enables Capillar Advisory to offer its clients comprehensive cross-border advisory with a global reach.	Having the right resources at hand is essential for a successful carve-out. Capillar Advisory's experienced professionals offer strategic advice and tactical know-how for companies in relation to divestitures and sales of business units and/or divisions	As a trusted adviser, Capillar Advisory's role involves not only advising clients on conventional transactions, but also on a wide array of special situations, where unconflicted advice is required

## Geographical Presence

- Capillar Advisory has a complete Nordic coverage including offices in Stockholm, Oslo, Helsinki, Linköping and Vasa
- Partners located in Norway, Sweden and Finland
- Team of 15+ professionals
- Established network of senior advisors, focusing on building pipeline and generating deal opportunities



- Country offices
- Satellite offices
- Senior Advisor network

## Recent Transactions

### Adelis Equity

2018

Capillar Advisory advised Adelis Equity Partners Fund II in the acquisition of Presto Brandsäkerhet

### APTUM

2018

Capillar Advisory acted as advisor to the owners of Aptum Holding AB in their divestment to Presto Brandsäkerhet



2018

Capillar Advisory acted as advisor to Altor Equity partners in the acquisition of Bokoredo AB



2018

Capillar Advisory advised the owners of Duell Bike Center regarding the divestment of shares to Sponsor Capital



2018

Capillar Advisory advised FSN Capital V regarding the acquisition of Dicom



2018

Capillar Advisory advised Capital V regarding the acquisition of Zetup IT



2018

Capillar Advisory advised FSN Capital V regarding the acquisition of the Office IT Partner Group (20 independent private companies)

### Triton

2018

Capillar Advisory advised Triton in the acquisition of Mark & Energibygarna I Göteborg AB



2018

Capillar Advisory acted as advisor to Lantbrukarnas Riksförbund in the divestment of LRF Konsult AB to Altor Fund IV



2018

Capillar Advisory advised Adolfsen Group in the acquisition of Frösunda Group from HG Group



2018

Capillar Advisory advised Accent Equity 2008 regarding the divestment of Luftkontroll Energy I Örebro AB to Airteam A/S



2018

Capillar Advisory advised the shareholders regarding the divestment of Thor Shipping & Transport AB to Accent Equity



2017

Capillar Advisory advised Triton in the acquisition of Akeab from Priveq Investment Fund IV

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2017

Capillar Advisory advised Saldab IT AB's shareholders regarding the divestment of Saldab IT AB to Dustin Group

**Confidential Transaction**

2017

Corporate advisory assignment with a deal value of 45 MEUR

Capillar Advisory has significant experience with investment firms as well as privately owned companies in the Nordics

## Swedish M&A Advisory League Table 18 (Including 140 advisors)

Capillar Advisory was ranked number 7 of 140 financial advisors in Sweden during 2018 in terms of number of public deals performed (See table on the right).

Capillar Advisory is the only boutique investment bank among the top 10 ranked on the list. In comparison to other boutique firms, Capillar has an entrepreneurial spirit and seeks to find local entrepreneurs to create excellent deals.

Rank	House	Value (EUR M)	Number of Deals
1	PwC	3,049	38
2	EY	1,057	24
3	SEB	16,212	23
4	Carnegie Investment Bank AB	4,290	14
5	Deloitte	3,193	14
6	Global M&A Partners	130	13
7	Capillar Advisory	850	12
8	Nordea	9,377	11
9	Lazard	4,210	11
10	DNB Markets	2,110	10
11	Citi	6,176	9
12	Rothschild & Co	6,108	9
13	ABG Sundal Collier Holding ASA	810	9
14	Goldman Sachs & Co. LLC	9,998	8
15	Handelsbanken Capital Markets	3,073	8

Source: Mergermarket

Capillar has significant and relevant experiences and skills to act as a financial advisor to the Swedish Government as well as having all necessary licenses and permits to provide the mentioned financial advisory