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Deloitte Corporate Finance Sweden

Application: Financial Adviser to the Swedish Government
July 2018

Strong M&A offering

#1 local mid-market M&A adviser

- ✓ #1 local mid-market M&A adviser 2013-H1 2018
- ✓ Leading mid-market M&A adviser 2017
 - ✓ #3 – Europe
 - ✓ #2 – Worldwide

Global advisory platform

- ✓ Global platform supporting cross-border activity and industry intelligence
- ✓ An integrated network at a global level allowing us to advise clients on cross-border opportunities
- ✓ European and global industry specialists supporting national teams during advisory assignments

Numerous industry awards confirming client benefits

- ✓ Danish M&A advisor of the year 2016 by MergerMarket
- ✓ Voted "Best Financial Adviser", Partnerships Bulletin Awards 2015
- ✓ Deloitte ranked as the No. 1 Global Consulting organization 2015

Complementary M&A service offerings

- ✓ M&A Transaction Services (due diligence)
- ✓ M&A Tax
- ✓ Commercial DD
- ✓ Valuation & Risk Management
- ✓ Post Merger Integration

M&A financial adviser ranking 2013-H1 2018

Rank	Adviser	Number of deals	Value (EURm)
1	Deloitte	18	671
2	SEB	13	586
3	PwC	16	517
4	Handelsbanken Capital Markets	11	437
5	ABG Sundal Collier Holding ASA	11	390
6	KPMG	7	305
7	Danske Bank	6	269
8	EY	11	266
9	Nordea	4	253
10	Redeye AB	6	250

Source: MergerMarket
 Note: Private M&A in Sweden and Denmark, deal values between EUR 10m to EUR 100m (Jan, 2013 – Jun, 2018)

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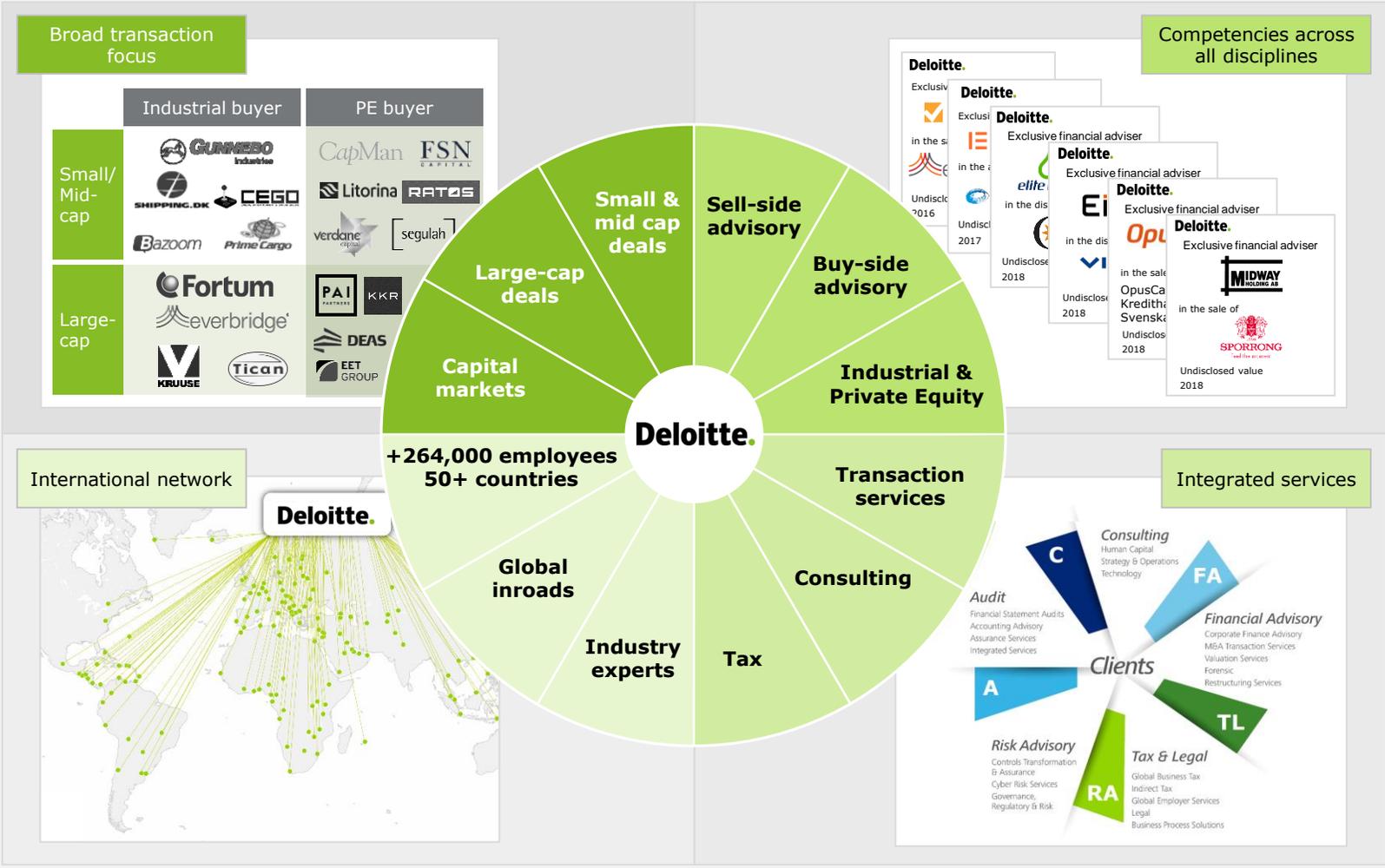
- #1 adviser in Small & Midcap transactions
- Global platform supporting cross-border activity
- European and global industry specialists supporting national teams during advisory assignments
- Deloitte holds the necessary permits for the services offered
- Deloitte is ISO 27001 certified

Complete offering within M&A services

We are an integrated part of the world's leading professional services organisation



One stop shop for M&A services



- Complete offering within M&A services including due diligence, Corporate Finance, valuation and post merger integration

- By choosing Deloitte Corporate Finance you are ensured a well-functioning professional setup based on a global network with access to global experts and local commitment

Eight global industry groups

Cross-border knowledge, intelligence and dedicated specialists



Industries	Consumer Business	Financial Services	Manufacturing	Real Estate
Sub-sectors	<ul style="list-style-type: none"> Retail, Wholesale & Distribution Consumer Products Textile Transportation and Logistics Travel and Leisure 	<ul style="list-style-type: none"> Banking and Securities Real Estate Insurance Investment Management 	<ul style="list-style-type: none"> Industrial products Sub-contractors Chemicals Forest, Paper and Packaging Automotive and Defence 	<ul style="list-style-type: none"> Real Estate investors Development companies Construction companies Hotels
Selected Deloitte reports				
Industries	Energy and Resources	Health Care	Public Sector	TMT
Sub-sectors	<ul style="list-style-type: none"> Mining Power Oil and Gas Shipping and Ports Water 	<ul style="list-style-type: none"> Life Sciences Pharmaceuticals Health Care Services 	<ul style="list-style-type: none"> Education State Regions Municipalities 	<ul style="list-style-type: none"> Technology Media Telecommunications
Selected Deloitte reports				

- Cross-border offering within eight global industry groups:
 - Consumer Business
 - Financial Services
 - Manufacturing
 - Real Estate
 - Energy & Resources
 - Health Care
 - Public Sector
 - TMT

Successful M&A execution often requires both end-to-end collaboration and local presence across multiple geographies

Exclusive financial adviser to

 In the acquisition of

 SEK 388m
 Pending
Deloitte.

Exclusive financial adviser to

 In the sale of

 Deal value undisclosed
 2018
Deloitte.

Exclusive financial adviser to

 In the disposal of

 Deal value undisclosed
 Pending
Deloitte.

Exclusive financial adviser to

 In the sale of
 OpusCapita Svenska
 Kredithanterarna and
 Svenska Fakturaköp
 Deal value undisclosed
 2018
Deloitte.

Exclusive financial adviser to

 In the acquisition of

 Deal value undisclosed
 2018
Deloitte.

Financial adviser to

 In the disposal to

 Deal value undisclosed
 2018
Deloitte.

Exclusive financial adviser to

 In the majority stake sale to

 Deal value undisclosed
 2018
Deloitte.

Exclusive financial adviser to

 In the majority stake sale to

 Deal value undisclosed
 2018
Deloitte.

Exclusive financial adviser to

 In the sale to

 Deal value undisclosed
 2018
Deloitte.

Financial adviser to

 In the merger with

 Deal value undisclosed
 2017
Deloitte.

Financial adviser to

 In the sale of Bollnäsfil to

 Deal value undisclosed
 2017
Deloitte.

Exclusive financial adviser to

 In the acquisition of

 Deal value undisclosed
 2017
Deloitte.

Exclusive financial adviser to

 In the majority stake sale to

 Deal value undisclosed
 2017
Deloitte.

Exclusive financial adviser to

 In the disposal to

 Deal value undisclosed
 2016
Deloitte.

Exclusive financial adviser to

 In the sale to

 Deal value undisclosed
 2016
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 Deal value undisclosed
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 Deal value undisclosed
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 Deal value undisclosed
 2016
Deloitte.

Exclusive financial adviser to

 In the sale to

 Deal value undisclosed
 2016
Deloitte.

Exclusive financial adviser to

 In the sale to

 Deal value undisclosed
 2015
Deloitte.

Financial adviser to

 In the acquisition of

 Deal value undisclosed
 2015
Deloitte.

Exclusive financial adviser to

 In the acquisition of

 DKK 400m
 2015
Deloitte.

Financial adviser to

 In the sale of certain parts of

 Deal value undisclosed
 2015
Deloitte.

Exclusive financial adviser to

 In the acquisition of

 Deal value undisclosed
 2015
Deloitte.

- The Nordic Deloitte Corporate Finance team serves prominent clients in the region and has successfully completed a range of transactions



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