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FAGERBERG & DELLBY - NEW SWEDISH BUY-OUT FUND FOCUSING ON FAMILY-OWNED BUSINESSES

Christina Fagerberg and Ulrika Dellby have founded a new buy-out fund focused on Swedish family-owned businesses. Fagerberg & Dellby has raised 300 MSEK to acquire and develop family-owned businesses facing a generation shift or in need of a new owner to speed up development.

A large number of Swedish family-owned businesses are facing a generation shift – as many as six out of ten companies will change ownership over the next decade. Fagerberg & Dellby aspires to be an attractive partner to family business entrepreneurs looking to sell well managed 200-600 MSEK companies with growth potential.

Christina Fagerberg and Ulrika Dellby have ample experience from acquiring and developing companies. Christina has spent her career with Industri Kapital and Goldman Sachs, and Ulrika was formerly a Partner at the Boston Consulting Group.

"There is need for a dedicated player focusing on family-owned businesses. Many family-owned businesses are facing a generation shift where the best solution is to sell the company to an owner outside of the family. However, for this transition to succeed the new owner must truly understand and respect the specificities of family-owned businesses and what need to be done to reduce dependence of family" says Christina Fagerberg.

Some 20 investors have entrusted Fagerberg & Dellby to invest more than 300 MSEK over the next few years. Among them are institutional investors such as the SEB Foundation and well known Swedish family-owned businesses like Bonnier (through Boninvest), Einar Mattsson and Hannells Industrier.

"We will bridge the transformation from well managed family-owned businesses to successful stand-alone companies. We provide necessary resources, competence as well as capital, and a relentless focus on profitable growth. We have a broad network of people with deep and broad experience of developing companies in general and family-owned business specifically" says Ulrika Dellby.

Fagerberg & Dellby has also taken the lead to create the Family Business Advisory Board comprising of successful family business entrepreneurs with collectively more than 200 years of experience from family-owned businesses. They act as a sounding board to Fagerberg & Dellby and will be involved in development of the portfolio companies. Members of the Family Business Advisory Board are, amongst others, Ulf Spendrup, Charlotte Bohman Almryd (former Fanérkompaniet), Lars Fredriksson (Intellecta) and Erik Nordquist (former Arvid Nordquist).

Fagerberg & Dellby's Investment Committee comprises Christian Salamon who previously managed the Swedish investment team at Industri Kapital, Eirik Winter (Citigroup), Matts Ekman (Ekman & Co, formerly Vattenfall and Electrolux), Mikael Lönn (former owner/CEO M&M Medical) and Monica Caneman (formerly SEB).

For more information and press photos:

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Fagerberg & Dellby - Short Summary

Fagerberg & Dellby acquires and develops 200-600 MSEK family-owned businesses facing a generation shift or in need of a new owner to speed up development. Our role is to bridge the transformation from well managed family-owned businesses to successful stand-alone companies. We provide necessary resources and focus on profitable growth.

Christina Fagerberg and Ulrika Dellby have complementary backgrounds from Industri Kapital, Goldman Sachs and The Boston Consulting Group with ample experience from acquiring and developing companies.

Our advisors -the Family Business Advisory Board - consist of successful family business entrepreneurs. They act as a sounding board to Fagerberg & Dellby and will be involved in development of the portfolio companies.

Our Investment Committee has a vast experience of transactions as well as development and management of businesses, including family-owned businesses.

Our investors are a group of family-owned businesses, individuals and institutional investors.

Fagerberg & Dellby strives to become the preferred partner of the family business entrepreneurs. Beyond being an attractive acquirer we also offer a potential membership in the Family Business Advisory Board, and an option to remain as minority investor and thereby taking part in the value created during our ownership period.

Fagerberg & Dellby - The People

Fagerberg & Dellby is founded by Christina Fagerberg and Ulrika Dellby. The founders have more than 25 years of complementing experience from leading finance-, private equity- and management consulting companies. Christina as well as Ulrika have degrees from the Stockholm School of Economics.

Christina Fagerberg spent six years in the Swedish investment team at Industri Kapital. Prior to that, she worked with mergers and acquisitions at Goldman Sachs in London. She has extensive experience from acquiring and developing companies from an ownership perspective and has served on the board of directors of e.g. Myresjöhus, Telefons, Multicom, and Teleadress.

Ulrika Dellby was formerly a Partner at The Boston Consulting Group where she spent more than 15 years advising management and boards of directors in questions of strategic development, change management and value creation. She has a broad experience from a range of different industries. During 2006-2007 she was the CEO of Brindfors Enterprise IG (now Brand Union). Ulrika has experience from board assignments for Via Travel and OSM Group.

The Family Business Advisory Board members are:

- Bo Johnson, former CEO and owner Autopark
- Cecilia Versteegh, owner and former CEO Bonver
- Charlotte Bohman Almryd, former CEO and owner Fanérkompaniet/Bohmans Fanérfabrik
- Erik Nordquist, former CEO and owner Arvid Nordquist
- Lars Fredriksson, main owner and former CEO Intellecta
- Mats Döring, former CEO and owner Cefar
- Patrik Hannell, owner and former CEO Hannells Industrier
- Per Hedman, CEO and owner Hedmans Partiaffär
- Ulf Spendrup, deputy CEO and former owner Spendrups Bryggerier

Fagerberg & Dellby's Investment Committee comprises Christian Salamon (formerly Industri Kapital/McKinsey), Eirik Winter (Citigroup), Matts Ekman (Ekman & Co, formerly Vattenfall and Electrolux), Mikael Lönn (former owner/CEO M&M Medical) and Monica Caneman (formerly SEB).

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