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## CapMan builds Nordic healthcare group - two substantial acquisitions in Sweden

Funds managed by CapMan and Plena AB have signed an agreement for the acquisition of two Swedish healthcare companies Selefa Trade AB and Förbandsmaterial AB. CapMan funds acquired Finnish Tamro MedLab Oy, which specialises in healthcare products and equipment as well as laboratory products, from Tamro Corporation in July this year. The execution of the new acquisitions requires the approval of competition authorities, and they are expected to be finalised by the end of November.

All three acquisitions have been made via the same holding company, which is owned by CapMan funds together with Plena AB and the management of the acquired companies. Selefa Trade AB and Förbandsmaterial AB will continue their operations as independent units and their personnel's employment will remain unchanged following the transactions. The group that is formed with the transactions is the market leader in the Nordic countries and it also has a substantial position in the Baltic states. The group's pro forma turnover is estimated at approx. EUR 200 million for 2006.

**Förbandsmaterial AB** is Sweden's leading wholesaler of healthcare products to local authorities and the private sector. The company has 46 employees and its turnover amounted to SEK 252 million in 2005.

**Selefa Trade AB** imports, markets and distributes particularly disposable hospital products in Sweden and other Nordic countries. The company's major customers are Sweden's regional centres, pharmacies and Nordic wholesalers. Selefa Trade employs 18 people, and the company's turnover was SEK 213 million in 2005.

**Tamro MedLab Oy** imports and markets healthcare products and equipment as well as laboratory products in four Nordic countries and the Baltic states. The company has 270 employees, and its turnover totalled EUR 133 million in 2005.

"This merger gives rise to a prominent Nordic group in healthcare products and equipment as well as laboratory products," states **Ari Tolppanen**, Chairman of CapMan's Board of Directors. "Förbandsmaterial AB and Selefa Trading AB have excellent management and long traditions, with a solid position particularly in Sweden. The companies complement our earlier acquisition Tamro MedLab Oy, which has a strong position especially in Finland and Denmark but a modest one in Sweden. I firmly believe that the bigger company size increases the competitiveness of the companies and benefits customers in both the public and private sectors in all Nordic countries and the Baltic states."

"The newly formed group is a strong player in a consolidating and constantly changing market, and its size brings us many synergies. Our aim is to be, with the competitive advantage of a larger entity, the best possible partner for all of our customers. We are also pleased and enthusiastic that Plena AB is an owner in the new entity," says Sara Sjöborg Wik, CEO of Plena AB.

The investment in the new healthcare sector group is made by CapMan Buyout VIII and CapMan Mezzanine IV funds, in which CapMan Plc is a substantial investor.

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### About the companies:

#### CapMan

CapMan is one of the leading private equity investors in the Nordic countries and manages Nordic buyout, mezzanine, technology, life science and real estate funds with approximately EUR 2.3 billion in total capital. Each investment area has a dedicated team and altogether CapMan employs around 100 people in Helsinki, Stockholm, Copenhagen and Oslo. Established in 1989, CapMan has strong experience as a fund manager and as a partner for investors and entrepreneurs. To date CapMan has made over 150 Nordic investments and over 90 exits. The current portfolio encompasses over 60 companies with an aggregate turnover of approx. EUR 2.3 billion and aggregate personnel of 17,000 people. The latest investments are made in Finnish Tamro MedLab Oy, Danish ScanJour A/S, Swedish MQ Sweden AB and Norwegian InfoCare ASA. The portfolio of CapMan's first private equity real estate fund consists of 22 commercial properties in the Helsinki metropolitan area. The B shares of CapMan Plc are listed on the Main List of the Helsinki Stock Exchange since 2001. [www.capman.com](http://www.capman.com)

#### Plena AB

Plena AB is an independent family-owned holding company founded in 1980. In addition to healthcare products, Plena and its subsidiaries have activities in building material solutions (glass and aluminium façades), workshop industry and food industry sectors. The Plena AB Group had net sales in 2005 of SEK 571 million and employed some 148 people. [www.plena.se](http://www.plena.se)