



Finelcomp Oy is acquired by Juuri Partners Oy and Finelcomp CEO Esa Kivi

Deal Highlights

- Finnish listed (Nasdaq Helsinki) investment company Sievi Capital Plc and a minority owner sold 100% of the shares in Finelcomp to a private equity fund managed by Juuri Partners and to the company's management.
- Finelcomp develops and manufactures enclosures and fastening solutions for electrical and telecommunication systems.
- The company is the Finnish market leader with 50% market share and has a strong foothold in other Nordic countries. Employing 80 staff, it has a turnover of €16 million.
- Under Sievi's 3.5 year ownership period, Finelcomp managed to grow sales, increase production efficiency and profitability, execute a business succession plan, as well as launch an internationalization process.

INDUSTRIALS 

JUURI
PARTNERS
A private equity fund managed by
Juuri Partners Oy and Esa Kivi

FINLAND
Acquired 100%

 Sievi Capital
FINELCOMP[®]
Sievi Capital Oyj owned
Finelcomp Oy
FINLAND

IMAP
ADVISED ON SALE OF COMPANY

Market Outlook

- Finelcomp operates in a Nordic niche market, offering a comprehensive selection of low voltage applications to manufacturers and the industry.
- The positive market trends driving an increase in demand for electrical enclosures are: urbanization, increased standards of living, new construction, renovation and rebuilding trends, digitalization and the developing economy.

Valuation Summary

- The company's EBITDA was €2.9 million and the debt free enterprise value of the transaction was €13.4 million, including the customary purchase price mechanism at the completion of the transaction.

IMAP Approach

- IMAP Finland utilized its extensive industrial and private equity expertise in search of electrical enclosure market players and interested private equity groups in the Nordic market.
- There was a lot of investor interest due to excellent growth and the profitability profile of the company. After a structured M&A process the private equity company Juuri Partners together with management was chosen as the most preferred investor.
- IMAP Finland advised Sievi Capital throughout the sale process.

Client Comment

Esa Kivi, CEO, Finelcomp:

“The joint ownership with Juuri Partners is an excellent solution. The company gets strategic support from Juuri Partners for the development of the business. We will continue to focus on product quality, reliability of deliveries and smooth co-operation with our vendors and partners. Our target is to continue growing in the future, especially in the export markets.”

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IMAP has closed 65 transactions in the Industrials sector since 2015

<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP ADVISED ON PURCHASE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired</p> <p>IMAP ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP ADVISED ON SALE OF COMPANY</p>
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IMAP is an International Mergers and Acquisitions Partnership with more than 350 M&A advisors and a presence in 39 countries. IMAP has closed over 2,100 transactions valued at \$90 billion in the last 10 years and is consistently ranked among the world's top ten M&A advisors for mid-market transactions (Thomson Reuters). IMAP advises primarily mid-sized companies and their shareholders on sales and acquisitions on a global scale, providing clients with entrepreneurial, unbiased advice and successfully helping them achieve their objectives.