

FUTURE FOR TY

Our 400th issue gives us reason to reflect on the past – but also consider the future. Here are the dealmakers we believe will be writing the next chapter in private equity's story.

AMANDA GOOD HGCAPITAL

After two years at HgCapital, Amanda Good was promoted to partner in 2016. She leads the firm's operations innovation team and sits on its operating and realisation committees.

Good works with HgCapital's chief executives and their management teams, innovating strategies and operations.

After starting her career at Bain & Company, Good moved to HgCapital in 2014. It was in her role as partner at the management consulting firm that would lead her to a working relationship with her future employer. She took up her first position with Bain & Company's Atlanta office, later joining its San Francisco/Silicon Valley base before moving to the firm's Europe operations in 2008.

During her time at Bain & Company, Good specialised in technology clients and private equity sponsors.

There is no doubt Good has ambition to continue both her own growth trajectory and that of the firm. Speaking to *Real Deals* last year, she indicated she would like to continue to take on leadership roles at HgCapital, with the goal of helping it to become "the best mid-market private equity firm to work for in Europe".



BETH HOUGHTON PALATINE PRIVATE EQUITY

Beth Houghton was the first non-partner to join Palatine Private Equity in 2007. She was promoted to investment director in 2012 and then to partner three years later. One of her main contributions to the firm has been the design and implementation of an ESG programme that has received six awards over recent years.

Houghton's ESG efforts at Palatine have evolved into an impact investment strategy, which she now leads with the support of fellow partner Zoe Clements. Last month Palatine held a final close of its maiden impact fund at a £100m (€110.2m) hard cap, £25m above target, becoming the first traditional UK mid-market house to move into the impact investment arena. The firm is keen to raise larger impact funds in the future if things go well with the first, so it's likely we'll be hearing about Houghton for some time to come.



KAIDO VESKE LIVONIA PARTNERS

After gaining a BSc in economics from The Wharton School, an MBA from INSEAD and working at LVH Capital, Kaido Veske co-founded Baltic lower mid-market firm Livonia Partners – all before the age of 30.

Livonia has already completed four deals and one bolt-on acquisition after closing its first fund at €70m in 2015. The firm has deployed capital in Estonia, Lithuania, Latvia and Finland.

Speaking to *Real Deals* when the fund closed Veske said: "Our ambitions are to raise bigger funds and also to expand our investment area. Eastern Europe is still very underpenetrated, and we will also consider taking the business to Scandinavia, though the market there is more competitive."

SIMON ROWAN DUNEDIN

It is not common for private equity dealmakers to receive awards from the Queen, but earlier this year Simon Rowan (pictured left) became one of the privileged few after helping Dunedin's former portfolio company Blackrock achieve outstanding growth in overseas earnings relative to its business size and sector. Other successful deals in which he has participated include the exit of WPFL to German trade buyer KMW, which delivered a 2.4x return.

Rowan joined Dunedin as an analyst in 2008, was promoted to investment director in 2012 and then to partner last year. Previously, he worked at HSBC where he spent time in a number of departments, including its trading, funds of funds and private equity teams.

Outside of work Rowan enjoys most sports including golf and rugby, in which he represented Scotland at all age grade levels. He has also completed a number of physical challenges for charity including the Clyde Stride Ultra-Marathon and Tough Mudder.





Padusinski has an impressive list of deals to his name including Allegro, the largest ever Polish buyout



PAWEŁ PADUSINSKI MID EUROPA PARTNERS

After ten years at Mid Europa Partners, Paweł Padusiński was made partner in 2015. Just two months later, the European mid-market private equity house announced he would take up the position of Warsaw office co-head.

Padusiński has an impressive list of deals to his name, and currently sits on the board at Allegro. Mid Europa took a stake in the online retailer alongside Cinven and Permira last year, the biggest Polish private equity buyout ever with the deal totaling \$3.25bn (€2.74bn).

He has previously sat on the board of directors for convenience store chain Zabka Polska, imaging diagnostics company Diagnostyka, laboratory diagnostics company Alpha Medical, private out-patient healthcare business Lux Med Group, surface preparation and finishing equipment company Norican Group and mobile operator Bite.

Before joining Mid Europa, Padusiński was a senior associate at PwC in its corporate finance department.

ANNA SWEETING AND MONTSE SUAREZ VAULTIER7

Aged 32, Anna Sweeting (pictured above left) already has 12 years of experience in the consumer and capital markets. She has been chief executive officer of luxury brand Linley, where she oversaw record profits and the sale of a majority shareholding, and also served as a chief financial officer at hedge fund Arunvill Capital.

Meanwhile, Montse Suarez (above right), 38, worked as an investment banker at Morgan Stanley and later joined the private equity division of Arcapita. She was most recently an investment director at B&B Investment Partners, a specialist private equity fund launched by Alliance Boots in 2013.

Now they are co-founders and managing partners of Vaultier7, a UK-based firm focused on the beauty, personal care, health and wellness, and lifestyle sectors. The new venture has received backing from Puig, the third-generation fashion and fragrance empire that owns brands such as Ricci, Gaultier, Rabanne and Carolina Herrera, and is understood to be nearing a £65m close of its first fund. Together they head one of the few female-led private equity firms in Europe and are about to close their first deal.

LORENZO MARTÍNEZ DE ALBORNOZ, GUILLERMO CASTELLANOS, IGNACIO OLASCOAGA AND MARTÍN RODRÍGUEZ-FRAILE GPF CAPITAL

The friendship of the four founding partners of Spanish lower mid-market firm GPF Capital began at a school in Madrid. The latter three studied business administration at CUNEF University and would go on to work in the mergers and acquisitions and private equity departments of various investment banks in London, including Goldman Sachs and Morgan Stanley, while they shared a flat.

With an average age of just 31, the quartet launched their own private equity firm in 2015. Within just six months the vehicle was oversubscribed, reaching a final close of €103.9m. Fast forward two years and GPF has deployed around 90 per cent of the fund and completed its first exit. In July they sold information and telecommunication company Acuntia to trade buyer VINCI Energies after an 18-month hold, generating a solid 3x return and an IRR of 80 per cent.

Thanks to these achievements, GPF was the first Spanish private equity firm to gain the SuperReturn International Emerging Manager award.

Unsurprisingly, strong interest from dozens of institutional investors wanting to commit to their second fund followed. In July they opened discussions with existing LPs about the possibility of raising a new vehicle and the vast majority of them decided to reinvest, in some cases doubling or even tripling their commitments. As a result, in just one week GPF's €150m second fund was significantly oversubscribed.

The four friends will now continue with the same investment strategy but will target more deals over a longer investment period.



PHILIP SHAPIRO AND DAVID MENTON SYNOVA CAPITAL

When Philip Shapiro (left) co-founded UK lower mid-market firm Synova Capital in 2007 he had just three years of experience in private equity. His Oxford friend David Menton was only 29 when he left his job to set up the UK mid-market buyout firm.

A decade later, Synova has raised three funds, the latest of which closed on its £250m hardcap less than three months after launch and just two years after Synova closed its predecessor fund in 2013 on £110m.

A number of successful exits have helped the pair to gain a solid reputation in the industry. Last year they sold Kinapse, a company providing regulatory and compliance outsourcing services to the pharmaceuticals industry, to HgCapital. The deal generated a 16.1x multiple on total investment and an IRR of 126 per cent.

Real Deals expects Synova to remain a hotbed for young talent as it is one of the few private equity firms that recruits investments executives straight from university.



AVITAL LOBEL GROVEPOINT

In 2010 Avital Lobel joined senior Investec colleagues Bradley Fried and Leon Blitz in their plans to set up a new private equity house called Grovepoint Capital. The firm grew beyond being a traditional mid-market buyout investor, which it originally intended to be, to add investment management and alternative credit divisions.

Lobel now leads Grovepoint's principal investments team which looks for investments of a significant scale, focusing on transformational opportunities where the firm can be part of the controlling group.

A qualified chartered accountant, Lobel joined Investec in 2005 working in its private equity and investment banking division.

During his time at Grovepoint, he has served as board member of RG Industries, an investment partnership with Rubicon Partners, Israeli microalgae producer Algatelligence, and sports nutrition company Grenade, which Grovepoint sold to Lion Capital for £72m.

JUERGEN PINKER BLACKSTONE

Blackstone managing director Juergen Pinker joined the firm from Strategic Value Partners in 2011 where he specialised in European distressed situations.

Pinker has worked on Blackstone's investments in Armacell, the flexible foam product manufacturer which Blackstone invested in alongside Kirkbi, and cigarette filter business Acetow, which Blackstone bought last year.

He has also been involved in the firm's investment in Dutch trust company operator Intertrust, and its acquisitions of fiduciary manager ATC and fund administrator Elian.

Pinker worked on Blackstone's investment into German classifieds business Scout24 alongside Hellman & Friedmann, both of which later sold their shares in the company when it listed in 2015 with a valuation of €3.2bn.

Before his time at Strategic Value Partners, Pinker was an associate director at The Carlyle Group. He has an MA degree in economics and business from WHU-Otto Beisheim School of Management.

EMMA WATFORD BRIDGEPOINT

Described as a "rock star" by one adviser, Emma Watford is the only female partner at Bridgepoint Capital. She heads up the firm's business services team and is a member of its financial services sector team.

Watford worked on the exit of wealth management firm Quilter Cheviot to FTSE 100 investment and savings group Old Mutual in a deal worth £585m. Bridgepoint more than tripled its money on the deal and made an IRR of 55 per cent.

She was also involved in the exit of Pets at Home to KKR in a £955m tertiary buyout, whereby Bridgepoint received a return of eight times its original equity investment. Watford currently sits on the boards of Zenith and Hobbycraft.

She joined Bridgepoint Capital in 2009 from Candover Partners, having begun her career as an M&A analyst at Morgan Stanley.



PHILIP EDMANS, INFLEXION PRIVATE EQUITY

Philip Edmans is a part of a team that has enjoyed remarkably pronounced and consistent success over the past few years. Realised investments that Edmans has worked on include fines recovery business Marston and CTC Aviation, which tripled the firm's money. Somewhat unusually in today's often stratified private equity industry, Edmans is also involved in fundraising. Inflexion credits him with playing a role in its raising last year of both a £250m (£280.4m) enterprise fund and an add-on of around the same value to its 2014 buyout fund.

Edmans began his career by qualifying as an accountant in PwC's corporate finance team and then moved to corporate advisory firm Gleacher Shacklock before joining Inflexion. Edmans also deserves praise for time he spent working at the Clinton Foundation's malaria control team, where he used his financial and commercial skills to help reduce the price of malaria treatment in a number of sub-Saharan African countries by 95 per cent.

RICHARD BOOTH INFLEXION PRIVATE EQUITY

A new joiner at Inflexion, Richard Booth started at the firm's London office in April after ten years at Candover and Arle Capital Partners. He focuses on originating, evaluating and executing investments.

Notably at his previous shop, Booth co-led the buyout of films and substrate maker for polymer banknotes, Innovia Group. He also co-led its subsequent C\$1.13bn (£810m) sale to CCL Industries at the end of last year, as well as the Italian IPO of fitness gym supplier Technogym.

Booth began his career at LEK Consulting where he spent four years advising on corporate strategy and offering due diligence support, working across its London, Milan and Melbourne offices.

CHRISTIAN HAMILTON TENZING PRIVATE EQUITY

Christian Hamilton (right) began his career at DB eVentures, Deutsche Bank's strategic venture capital technology investment arm which was later folded into DB Capital Partners.

He made his first career change in 2003, joining Inflexion upon the close of its first buyout fund. He spent 13 years at the mid-market private equity firm, leading a number of investments including Inflexion's record return of 14x for Aspen Pumps and its 7.7x return for Reward Gateway.

In 2016, Hamilton moved on from Inflexion, co-founding lower mid-market private equity firm Tenzing alongside Guy Gillon and Rob Jones. Tenzing looks to invest between £5m to £20m in SMEs across all sectors.

In January Tenzing closed its first fund at £200m, an increase on its original target of £150m, with commitments from investors in the UK, Europe and North America.



DAVID WELLS CVC CAPITAL PARTNERS

London-based CVC director David Wells has been with the firm for eight years, joining from OC&C where he focused on the consumer and media practices.

Wells worked on CVC's investment in UK specialty warranty provider Domestic & General which it acquired in 2013 from Advent for £750m. He also worked on the acquisition of Sky Bet in 2015. Valued at £800m, the online bookmaker has delivered a fourfold increase in revenues over five years.

Wells graduated from Cambridge in 2005 with an MA in economics and management.

TIM GALICO CVC CAPITAL PARTNERS

After working as a consultant at Bain & Company, Tim Galico made the switch to private equity, taking up a role at CVC Capital Partners in 2005.

Having been promoted to managing director in 2008, Galico spent his first nine years at CVC sourcing, executing and monitoring investments before moving onto its strategic opportunities investment team.

He's been involved in a number of investments for CVC, including Formula One, which the firm sold on to Liberty Media for \$8bn last year; garden equipment company Hozelock; theme parks operator Merlin Entertainments; roadside assistance provider RAC; and health club operator Virgin Active, which CVC exited in 2015 to South African investor Brait in a £1.3bn deal.

GEMMA WRIGHT CVC CAPITAL PARTNERS

Gemma Wright joined CVC in 2013 from UK mid-market private equity house Duke Street. She began her career at OC&C, balancing the day job with her role as a sailor on the on the British sailing team's development squad.

A woman of many talents, Wright was involved in Duke Street's investments in Sandpiper Channel Islands, Wagamama and LM Funerals before joining CVC.

Wright holds a degree from the University of Cambridge.

JAMES GUNTON EXPONENT PRIVATE EQUITY

James Gunton has spent almost eight years at Exponent Private Equity, joining from 3i in 2010 where he was an analyst.

Now a director after a promotion last year, Gunton has been involved on a number of deals including Fintrax and Big Bus Tours.

He works particularly closely with graduate advice and recruitment service Group GTI which the private equity house invested £32.5m into in 2006; UK aircraft partner distributor Pattonair which was acquired in 2011 for £140m; whisky producer Loch Lomond; and BBI Group which was bought in 2015 for £105m.

One adviser notes that Gunton has done three deals in quick successions over the past few months.

Gunton has an MA in maths and astrophysics from the University of Cambridge. He began his career as an investment analyst at EFG Bank.



Gemma Wright began her career at OC&C, balancing the day job with her role as a sailor on the British sailing team's development squad

SUSIE STANFORD LIVINGBRIDGE

Retail and consumer investment specialist Susie Stanford (below) joined Livingbridge earlier this year. She brings the firm considerable expertise, having previously been part of the Lewis Trust Group, the investment vehicle of the founders of fashion retailer River Island.

During her time at Lewis she worked with the likes of high-end womenswear brand Mint Velvet and maternity clothes retailer Evereve. She also served on the board of AIM-listed cinema operator Everyman Media Group.

Stanford has gained a broad range of experience throughout her career. Prior to Lewis she spent two years at Sapinda, a special situations investor in Europe, Asia and Africa, and began her career with six years as an equity derivatives trader at Goldman Sachs, rising to the position of vice president.



ANDERS MEYERHOFF APAX PARTNERS

London-based Anders Meyerhoff has spent the last seven years at Apax Partners where he is a principal. He joined from Oak Hill Capital Management where he focused on investment opportunities in the healthcare industry. He brought his experience working in the private equity firm's New York and San Francisco offices to London in his new role.

Most recently, Meyerhoff worked on Apax's acquisition of surface treatment provider Safetykleen Europe from Warburg Pincus, making Apax its fourth private equity backer, and now sits on the company's board.

Meyerhoff has also sat on the boards of Belgian chemicals company Azelis, which Apax acquired from 3i in 2015, and software R&D services company GlobalLogic, in which Apax sold its 96 per cent stake to Canada Pension Plan Investment Board earlier this year.

Before Oak Hill Capital, Meyerhoff worked in Bank of America's leveraged finance group.

ALEX LESLIE CINVEN

Having joined Cinven in 2006, Alex Leslie has been quick to stand out in such a sizeable organisation. Notable deals he has been involved in include pharmaceuticals group AMCo, which was sold to Concordia Healthcare for £2.3bn, and Synlab, a veterinary laboratory business that Cinven bought from BC Partners in 2015. Leslie now leads Cinven's activities in the US and was promoted to partner last year. He is also a member of its healthcare sector team.

Leslie started his career in the investment banking division at Morgan Stanley in London and holds an MA in history from the University of Edinburgh.

SUPRAJ RAJAGOPALAN CINVEN

Supraj Rajagopalan joined Cinven 13 years ago following a stint at The Boston Consulting Group, where he began his career, focusing on financial services and healthcare sectors.

Rajagopalan was made partner in 2011 and now heads up Cinven's healthcare sector team and the business services sector team. He has worked on a number of deals for the firm, including Ahlsell, AMCo, Bioclinica, CeramTec, Medpace, Phadia, Sebia and Spire Healthcare.

Most recently he worked on the €4.1bn acquisition of German drug maker Stada, which has seen Cinven invest alongside Bain Capital.

THOMAS RAILHAC CINVEN

Thomas Railhac was made partner at Cinven this year, working as a member of its TMT sector team and its regional team for France. His promotion came after his work on Cinven's \$3.25bn acquisition of Allegro alongside Permira and Mid Europa Partners.

Railhac has also been involved in Cinven's investments in Host Europe Group, which it sold on to trade rival GoDaddy last year in a \$1.8bn deal; cable operator Numericable Group; and multinational telecommunications company Ufinet.

Prior to joining Cinven, Railhac spent four years working as an associate in Goldman Sachs' private equity division, and began his career as an intern in JPMorgan's investment banking team.

SEBASTIEN MAZELLA DI BOSCO RHÔNE CAPITAL

Sebastien Mazella di Bosco has spent 12 years at Rhône Group where he is a partner. He joined the private equity firm from Lazard in France where he began as an intern and later became an analyst focusing on M&A.

Mazella di Bosco has been involved in Rhône's acquisitions into Malta-based private aircraft company VistaJet, which the US buyout firm took a minority stake in earlier this year in a \$200m deal, and is understood to have been involved in residential swimming pool equipment provider Zodiac.

He studied at the Sorbonne and international business school HEC Paris.

SUNAINA SINHA CEBILE CAPITAL

Sunaina Sinha is founder of placement agent and secondaries adviser Cebile Capital, which has worked with firms including Avista Capital Partners, Explorer Investments and Fosun.

As an engineering graduate who moved into private equity, Sinha is well used to operating in male-dominated environments and has become one of the most outspoken voices on women breaking the glass ceiling in the industry.

Sinha is also an angel investor at fitness boutique Barrecore and payments firm Imagine Curve, a business adviser to the Stanford Institute for Innovation in Developing Economies, and sits on the London committee of Human Rights Watch.

Despite all of these professional responsibilities, Sinha still has time to enjoy a good glass of wine and is a certified sommelier.



PAUL LANDSMAN LIVINGBRIDGE

During his ten years in private equity, Paul Landsman has built up a track record in the complex leisure sector.

He started his career in corporate finance knowledge base at Deloitte and Cavendish before joining LGV, where he was involved in the firm's investment in Amber Taverns. It was sold by LGV in 2014 for £80m (€90.2m).

At his next home in LDC's London team, Landsman worked with Iglu.com, a travel company that had thrived by bringing digitalisation to the ski and cruise markets, but still had progress to make. "It's really helped challenge our thinking" founder Richard Downs of LDC's involvement in his business, now one of the biggest operators in its sector in the UK.

Landsman made the move to Livingbridge earlier this year.



An engineering graduate who moved into private equity, Sunaina Sinha is used to operating in male-dominated environments and has become one of the most outspoken voices on women breaking the glass ceiling in the industry



TOM KEEN LYCEUM CAPITAL

Somewhat unusually for a would-be private equity dealmaker, Tom Keen studied music at university. He went on to work in the music industry before deciding to develop his commercial skills further with a degree in management studies at the University of Cambridge's Judge Business School.

This was followed by a move to management consultancy CIL where Keen built his investment skills, working on due diligence projects for private equity firms. After nearly four years, he took up an opportunity to join mid-market mainstay Lyceum Capital.

At Lyceum Keen focuses on carrying out its proven buy-and-build strategy, both platform investments and bolt-ons, including enterprise mobility software company TotalMobile. His work was recognised earlier this year with a promotion to manager.



GEORGE MOSS **ECI PARTNERS**

George Moss heads up ECI Partners' consumer sector team.

Before joining the mid-market firm in 2008, Moss was at Rothschild, working his way up from intern to senior associate within five years. He was based in the firm's corporate finance department.

Moss's current portfolio includes Evans Cycles, Encore Tickets (at both of which he holds a board seat) and Great Rail Journeys.

He was previously heavily involved in ECI's investments in Dublin-based car rental distribution company CarTrawler, which was sold to BC Partners and Insight Ventures in 2014 for a 6x return; corporate travel management company Reed & McKay, which ECI exited in 2016 for a 3.4x return; and health and safety, HR and employment law support business Citation, from which ECI gained a 5.4x return after its sale to HgCapital last year.

CAROLINE DENT **ECI PARTNERS**

Caroline Dent began her career at Mercer, now part of Oliver Wyman. She then joined KPMG's transaction services team, where she worked on due diligence and M&A strategy before taking up a secondment at ECI Partners. During this time the buyout firm was clearly impressed with her performance and brought her on board permanently.

During her eight years at ECI, Dent has been involved in a wide range of investments, two of which have been successfully realised: software provider Fourth and online car rental platform CarTrawler. The latter gave the firm a 6x money return, then its largest-ever exit.

Dent also cites her role in the establishment of a post-investment portfolio team at ECI as one of the achievements she is most proud of. With operational improvement being one of the most significant spurs for private equity value creation of recent years, her assessment seems a shrewd one.

ELEANOR BLAGBROUGH **ECI PARTNERS**

Eleanor Blagbrough started her career at McKinsey, where over the course of nine years she advised a range of retail, financial services and healthcare businesses.

Highlights from this period include spells in then-prime minister Tony Blair's healthcare team and at a top New York hospital. She also gained an MBA with distinction from Harvard Business School.

Eight years ago Blagbrough joined ECI Partners. Deals she has worked on include Auction Technology Group and corporate digital services provider Investis, both in the firm's current portfolio.

Arguably her standout success at ECI has been her involvement in the firm's investment in professional advice and compliance business Citation, sold to HgCapital last year for a very healthy 5.4x return.

BENOIT BROCH **LIVINGBRIDGE**

"Fast-casual" dining has been one of the most popular areas for private equity investment over the past decade, and this is where Livingbridge's Benoit Broch has made his mark.

During his decade at the firm he has worked on investments in companies including French restaurant group Bistrot Pierre, café and caterer Rhubarb, and Vietnamese chain Pho. He has also become something of a guru on investment in the sector, offering advice to restaurants looking for funding, and talking about the sector on CNBC.

Broch has also got his teeth into the firm's quirky biscuit brand Thomas J. Fudge's and vending machine business Kafevend which, though lacking fine dining glamour or street food cool, gave the firm a tasty 2.5x money return on its sale last year.

He has branched out into other areas as diverse as medical care with Create Fertility, and PR with sponsored content creators TVC.

OLIVER BEVAN **DUNEDIN**

Oliver Bevan joined Dunedin in 2007. He is responsible for sourcing and transacting deals across the UK and focuses on oil and gas, and financial services. Bevan worked on the buyouts of FRA, Kingsbridge, Alpha, EV Offshore, Premier Hytemp, CitySprint, U-POL and Hawksford; and the exit of Practice Plan.

He graduated from Oxford with a BA in modern history. Next, he joined Booz Allen & Hamilton as a strategy consultant, working on projects in the UK and elsewhere in Europe. He went on to work at the financial services practice of EDS Business Consulting before joining the group strategy and M&A team of Lloyds TSB.

Bevan is a keen cyclist, skier and scuba diver. He is also learning to speak Russian. He has represented Malaysia at Rugby 10s, and once appeared in a West End musical.

JOEL DAVIDKIN **NC ADVISORY**

Joel Davidkin joined NC Advisory Oy, the Finnish adviser to the Nordic Capital Funds, in 2012 as an investment manager. He was promoted to director in 2016.

He is based in Finland and focuses primarily on the healthcare, retail and consumer sectors. Davidkin has been influential in some major acquisition projects, as well as in planning and launching some of Nordic Capital's flagship deals over the last 12 months, including the listing of ConvaTec on the London Stock Exchange (the largest European healthcare IPO in more than 20 years) and the industry-shifting combination of Lindorff and Intrum Justitia.

GPs and advisers say that despite his age, Davidkin is often considered one of the most senior people in the room.

DANIEL BERGLUND **NC ADVISORY**

Daniel Berglund has established himself as a key member of the Nordic Capital technology and payments team. Soon after joining NC Advisory, adviser to Nordic Capital funds, he became a significant contributor to the team with his work on portfolio companies such as electronic payments provider Point and Itiviti, a capital markets technology provider.

He was also an instrumental player in the creation of global payment processing company Bambora in 2014 and its subsequent €1.5bn exit this summer in what was one of the largest technology deals in Europe this year.

Market insiders comment on Berglund's strong negotiation skills, his forward thinking, and his ability to read people and situations well.