DEAL OF THE MONTH

CLAIRFIELD DENMARK ACTED AS FINANCIAL ADVISOR TO THE OWNERS OF G. FUNDER IN ITS SALE TO LEMVIGH-MÜLLER

G. FUNDER

was sold to

LEMVIGH-MÜLLER

Advisor to the seller

MARCH 2017
The consumer group at Clairfield International was able to provide background information from a long and important track record including the recently closed sale of the UK company Harris, a brand-owner in painting tools and brushes, to Orkla Household in Norway. This shared expertise proved valuable in the pitch and preparing the case.

With the help of an international team in the Nordic region, Germany, Benelux, France, and Italy, a list of international buyers was identified and several were engaged in contact with potential buyers.

Even though the transaction finalized with a national buyer, Clairfield know-how in the consumer sector and exposure to international buyers was valuable in the information-gathering phase as well as in the completion of the deal, providing pricing tension in a competitive process.
CLAIRFIELD NORDIC M&A HAS A STRONG RECORD IN SELLING OWNER-MANAGED BUSINESSES

League tables for Nordics

<table>
<thead>
<tr>
<th>Financial advisor</th>
<th>2016 Rank</th>
<th>2015 Rank</th>
<th># of Deals</th>
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<tr>
<td>PricewaterhouseCoopers</td>
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<tr>
<td>BDO</td>
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<td>4</td>
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<tr>
<td>KPMG</td>
<td>3</td>
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<tr>
<td>Ernst &amp; Young LLP</td>
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<td>DNB ASA</td>
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Transactions closed by Clairfield’s consumer team

NORDICS

- **Nordic Sense** was sold to Aktieselskabet CBH (Private investor)
- **Pilgrim** was sold to **Brio** to **L’Oreal**
- **Proventus**

INTERNATIONAL PARTNERS

- **Harris** was sold to **Orkla**
- **Emozione** acquired **Smartbox Group**
- **Seafood Industry**
- **Consumer Goods**

Contact info

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