



## FAGERHULT

## DEAL FACTS

Date	November 2005
Type of Transaction	Acquisition
Sector	Lighting
Deal Value	Up to €31 million
Global M&A Partners	Livingstone Guarantee "LG" (UK) and Arctos Mergers & Acquisitions "Arctos" (Sweden)

## THE TRANSACTION

**Whitecroft Lighting**, a UK-based company which designs, manufactures and markets lighting products for commercial, retail and public sector buildings, was acquired by Swedish listed company, AB Fagerhult ("Fagerhult") from its Dutch private equity backers, H2 Equity Partners in a transaction valuing Whitecroft at up to €31 million.

Whitecroft's strong partnerships with major strategic customers in the commercial, healthcare, education, retail and clean area sectors made it an attractive target for Fagerhult, which is currently looking for further suitable acquisition targets in key European markets.

- Fagerhult hired Arctos, and its Global M&A partner LG, to identify and manage acquisitions of suitable targets across Europe.
- LG identified Whitecroft Lighting as an ideal target, led the negotiations and project managed the transaction.

## THE COMPANY

Founded in 1997, Fagerhult is the market-leader in the Nordic Countries and is seeking to rapidly expand outside its core Scandinavian markets. The company develops, manufactures and markets indoor lighting systems for public premises such as offices, schools and hospitals and operates in Sweden, Norway, Denmark, Finland, Netherlands, Germany and the UK. The Fagerhult Group, which includes Ateljé Lyktan, Belid and LampGustaf, has sales of €167 million and 1,200 employees. **Per Borgvall, CEO of Fagerhult, comments:** *“The Global M&A team provided a tremendous level of value and hands-on support for this transaction – essential, since we could not be ‘on the ground’ in the UK at all times.”*

## GLOBAL M&amp;A

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Website

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## CONTACT

Global M&A Partners  
Contacts  
Telephone  
Email  
Website

UK: **Livingstone Guarantee LLP**  
Daniel Domberger, Deal Leader  
+44 20 7484 4700  
daniel.domberger@livguarantee.com  
[www.livguarantee.com](http://www.livguarantee.com)

Sweden: **Arctos Mergers & Acquisitions AB**  
Jonas Graff-Lonnevig, Partner  
+46 8 545 321 51  
jonas@arctos.se  
[www.arctos.se](http://www.arctos.se)

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