

Country Sweden
Region Vastsvrige
Investor Nordic Capital
For more info
www.permobil.com
www.nordiccapital.com

Permobil has been transformed over the past seven years from a family firm into an international market leader with the support of Nordic Capital

Jon Sintorn
 CEO, Permobil

Permobil

Transforming a Swedish family firm into a global market leader

When Nordic Capital acquired Permobil in 2006, the business was a family-owned specialist wheelchair manufacturer with international ambitions. Nordic Capital's investment approach was to build upon Permobil's reputation for innovation.

This included supporting investments in research & development to create new products and improve the company's supply chain. By 2013, when Nordic Capital sold Permobil, **the company's sales had doubled** and the business had become the world's leading manufacturer of powered wheelchairs.

WHAT DID THE BUSINESS NEED?

- Capital for international expansion
- Operational expertise to support expansion plans and increase productivity
- Finance for new product development

HOW DID PRIVATE EQUITY BACKING CREATE LASTING VALUE?

- Improved the supply chain to reduce delivery times
- Investments in new factories to increase production capacity
- Investments to improve product quality
- Boosted R&D capabilities to improve existing products and developed new ones
- Adopted best-in-class business and management practices

WHAT OUTCOMES DID PRIVATE EQUITY INVESTMENT ACHIEVE?

- Grew employee numbers from 470 to 700 during investment
- Reduced product delivery time from more than 30 days to eight days
- Increased global market share from 19% to 25%
- Increased revenues by 7% annually (2005-2012) and improved profitability
- Several industry awards received by Nordic Capital for the investment, including for operational excellence



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700
 employees, up
 from 470 over 7
 years

>2/3
 reduction in
 delivery times