

Polaris and co-investors acquire Danica Pension Sverige

A consortium led by Polaris and Acatia, comprising Sampension and Unigestion, among others, has acquired Danica Pension Försäkringsaktiebolag (publ) ("Danica Pension Sverige") for a total consideration of approximately SEK 2.6 billion, corresponding to approximately DKK 1.9 billion (approximately EUR 255 million). Danica Pension Sverige was established in 1999, has around 60 employees and is the sixth largest life insurance company in Sweden with 150,000 retail customers and 15,000 corporate customers.

"We see attractive opportunities in the Swedish pension market and are convinced that Danica Pension Sverige is the company best positioned to benefit from these opportunities and continue its impressive growth and development in the coming years. Danica Pension Sverige has won significant market share in the past decade and created a unique IT platform, ensuring high efficiency and offering scalability to cover many more partners and customers under the new independent ownership," says Jan Dahlqvist, Partner at Polaris.

Danica Pension Sverige has delivered strong growth for a number of years and increased premium payments by 39% in 2017 to DKK 12.7 billion. The company has developed a highly efficient IT platform and focuses solely on the administration of pension plans, while asset management and distribution is managed by external partners. This focus has reduced administration costs significantly in recent years, and Danica Pension Sverige is today among the most efficient companies in the Swedish market. With the support of the new consortium of owners, the company will invest in winning further market share and continuing its strong growth trajectory.

"Danica Pension Sverige operates in an attractive sector based on a cost-effective platform and an attractive distribution setup through partners. Together with Polaris and the other co-investors, we have seen a great opportunity to invest in a company that generates both growth and earnings," says Hasse Jørgensen, CEO of co-investor Sampension.

In addition to Polaris and Sampension – which is Denmark's third-largest pension company – the consortium of owners consists of, among others, leading Swiss asset manager Unigestion and German private equity firm Acatia, which specializes in financial services.

"We look forward to further developing Danica Pension Sverige and contributing to the realization of the company's potential in collaboration with our co-investors, whom we have known for several years. We consider it a vote of confidence that our long-standing investors Sampension and Unigestion have entered the consortium with significant ownership stakes, and we are pleased to be able to draw on Acatia's unique insight when it comes to investments in European financial services," says Jan Johan Kühl, Managing Partner at Polaris.

While the new ownership structure will entail a name change for the company, there will be no alterations to existing cooperation agreements and customer relations, and the incumbent management team will remain in place. Danica Pension Sverige and Danske Bank will continue the existing distribution agreement for Swedish pension products.

"We are pleased to be able to further develop the company in collaboration with this strong group of owners. I am convinced that this will give the company the best platform to continue its current growth path, which will also contribute to better solutions for Danske Bank's customers and our other collaboration partners," says Claes Carlson, CEO at Danica Pension Sverige.

The transaction is conditional upon relevant authority approvals.

Additional information:

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About Danica Pension Sverige

Danica Pension Sverige is a Swedish insurance company under the Danske Bank group, offering full-service solutions within pension, capital pension and life insurance to retail and corporate customers in Sweden. Since 1999, the company has established a portfolio of 150,000 retail customers and 15,000 corporate customers as well as an IT platform, which ensures low administration costs. Danica Pension Sverige is independent of asset managers and focuses solely on providing attractive solutions to its customers.

About Polaris (www.polarisequity.dk)

Polaris is a Nordic private equity firm headquartered in Copenhagen, which invests in well-established medium sized companies in the Nordics. Since 1998, Polaris has raised 4 funds and obtained capital commitments of EUR 1.2bn. Polaris' focus is to invest in companies with growth and development potential. To date, Polaris has invested in 38 companies and completed more than 60 add-on investments. Polaris currently owns 13 companies with total revenue of EUR +1bn and 5,000 employees.

About Acathia (www.acathia.com/en)

Acathia specializes in investments in the European financial services sector. Since 2003, the management of Acathia has conducted investments in more than 20 financial services companies fully regulated by various European regulatory authorities including inter alia life insurers, non-life insurers, fund administrators, asset managers and bank and obtained all approvals within very short time frames. Acathia's management team possesses a unique combination of 15 years of private equity expertise plus senior management experience in financial services companies. All Acathia partners are approved board members of financial institutions.

About Sampension (www.sampension.dk)

Sampension is Denmark's third-largest pension provider, owned by some 300,000 customers, whose combined annual pension contributions amount to more than DKK 9 billion. Through some 300 employees, Sampension offers occupational and company pensions. Sampension's objective is to increase the value of its customers' pensions in a responsible way and contribute to a sustainable development. Sampension aims at generating high investment returns and low costs, and at providing a good customer experience, offering attractive products, efficient administrative services and ambitious advisory services.

About Unigestion (www.unigestion.com)

Unigestion is an independent, specialist asset manager providing innovative, tailored solutions for investors worldwide. Bespoke mandates account for 60% of the USD 24.8 billion in assets under management. Unigestion's core belief is that intelligent risk-taking is key to delivering smoother, more consistent returns over time. The company takes a multi-dimensional view, using a powerful combination of human insight with leading-edge technology to gain a deep understanding of risk, and this is the cornerstone of their investment approach across our four areas of expertise – equities, private equity, multi asset and liquid alternatives. Unigestion is privately owned, with a shareholder structure designed to ensure long-term stability and independence. With 237 employees from 30 different nationalities, the company has a global presence that extends across Europe, North America and Asia.

Danica Pension Sverige is the 9th investment of Unigestion Direct Opportunities, Unigestion's dedicated direct private equity fund focused on making investments in global mid-market companies underpinned by appealing long-term trends and in partnership with leading specialist teams.