

## Press release

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### Perusa Fund acquires majority stake in leading Swedish ICT provider Dialect

**Guernsey/Munich/Stockholm, December 12, 2016** – Perusa Partners Fund 2, L.P. (“Perusa”, “the Fund”) has confirmed that the public offer made for Dialect AB (“Dialect”) by Perusa’s indirect subsidiary Aiag Holding AB has been accepted by more than 90% of the selling shareholders. The transaction will therefore proceed to settlement, with an expected closing before December 31, 2016.

Dialect supplies IT and telephony solutions to corporate customers, mainly in the SME segment. Dialect’s solutions ensure that all strands of communication come together, regardless of time, place and channel. In addition to integrated solutions and guidance, Dialect offers individual best-of-breed products and services. Services offered include mobile & fixed telephony, switchboard solutions, support and managed IT services as well as solutions for connected cars & vehicles.

Dialect was formed in 1995 as a common brand for individual independent local stores. Today, Dialect is a leading provider of IT and telephony solutions in Sweden. Including franchisees, Dialect has 550 employees, 45 business centers and had sales of above EUR 100 million / SEK 1 000 million in 2015. Dialect’s business centers are located from Malmö to Boden, with the head office located in Solna.

Dr Hanno Schmidt-Gothan, CEO of Munich-based Perusa GmbH, which advises the Fund, said *“Dialect has a clear leadership position in a niche market Perusa are very interested in. Throughout the deal process we have found strong alignment between the Fund’s core investment agenda and the development plans laid out by Dialect management”*.

*“Perusa are very happy to partner up with the management team of Dialect, based on the strong performance John Rydberg and his team have demonstrated, and there is high confidence in what can be achieved together in the coming years”* added Jonas Lundgren, responsible for Perusa GmbH’s newly opened Nordic office in Stockholm together with Dr Stephan Beller, Investment Director at Perusa GmbH.

John Rydberg, CEO of Dialect, said *“We are pleased to welcome Perusa as the new majority owner of Dialect and look forward to working together to take this company into the next phase of its development”*.

Perusa were advised by Advokatfirman Vinge (legal), Deloitte (financial and tax DD) and Implement Consulting (commercial DD) in this transaction.



Perusa Partners ([www.perusafund.gg](http://www.perusafund.gg)) is a leading investor with a focus on special situations and buy-and-build strategies in the mid-market.

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**Perusa GmbH**

Perusa GmbH is based in Munich and was set up in 2007. The team of personally, industrially, and financially independent entrepreneurs invests via “Perusa Partners Fund 1”, a fund raised in April 2008 and its successor fund “Perusa Partners Fund 2”, in medium-sized companies and specific business areas of organizations. EUR 350 million is available, provided by renowned institutional investors. Money can also be raised via co-investments as required. [www.perusa.de](http://www.perusa.de) and [www.perusafund.gg](http://www.perusafund.gg)