

PPM Capital sells Upperpoint

PPM Capital is selling Upperpoint Distribution Limited (UDL), a CCTV distributor, to Close Brothers Private Equity (CBPE) for £128m in a secondary buyout transaction, subject to regulatory approval. CBPE is backing the incumbent management team, Alun John, CEO and Bill Lazarus, CFO.

UDL, which operates under the Norbain brand in the UK, specialises in supplying CCTV equipment covering both third-party

brands as well as its own brand Vista. The business, which generated revenues of £128m in its last financial year, employs around 350 personnel and has operations in the UK, Portugal and South Africa.

Norbain was acquired by way of a £43m public-to-private transaction, led by PPM Capital (then Ventures), in September 1999. Subsequently, in 2001, the business was demerged into its sepa-

rate distribution and manufacturing arms, becoming Upperpoint Distribution Limited and Upperpoint Manufacturing Limited. Upperpoint Manufacturing Limited was sold to its management team in October 2005.

Debt facilities are being provided by HSBC and the existing management team will be investing alongside CBPE.

PPM was advised by CSFB and Rothschild advised CBPE.

BioAlliance IPO

BioAlliance, a French biopharma company backed by a host of VCs, has floated on Euronext's Eurolist Paris. With a share price of €13.30, the IPO was priced in the middle of its indicative range of €12.40 to €14.20, raised €30m for the business and gave it a market capitalisation of €114m. The share offering was twice oversubscribed.

Capricorn Venture Partners and 3i led the first funding round for BioAlliance in 1999, which saw the company raise €2.7m. Two further rounds were closed in May 2000 and May 2003, which saw Auriga, FCJE, ING Belgium, Siparex, SPEF Ventures and Xange get on board. A total of €18.9m was raised from those two rounds. In May 2005, Capricorn Venture Partners participated in a pre-IPO bridge financing in which €6.3m was raised from the existing institutional shareholders and a few business angels.

ABN SELLS ITALIAN HOSPITAL GROUP

ABN AMRO Capital has sold its 15% interest in Humanitas, an Italian private hospital business, to existing shareholders Techint Group and Centrobanca.

The fund acquired its stake in July 2002 through ABN AMRO Ventures, from a consortium of investors, including Italian private equity firm 2i, Investimenti De Agostini and Gesep BV,

which acquired the 15% stake in 1999.

Over the last three-and-a-half years, Humanitas has doubled the size of its hospital space by adding 300 new beds and opening two casualty departments. Revenues have grown by a compound annual growth rate of 13.6% and EBITDA by a CAGR of 9.5%.

Founded in 1988, Humanitas

runs five private hospitals across Italy: Istituto Clinico Humanitas in Rozzano, Milan; Humanitas Gavazzeni in Bergamo; Cliniche Fornaca di Sessant e Cellini in Turin; and Centro Catanese di Oncologia in Catania. The group has a combined capacity of 1,157 beds and an occupation rate of 70%. The group employs 2,423 staff, two-thirds of whom are physicians and nurses.

Deutsche Beteiligungs exits SAF

Deutsche Beteiligungs AG and DBAG Fund IV have sold Otto Sauer Achsenfabrik (SAF), a German maker of axles and suspension systems for HGV trailers.

The business was acquired by the management team of SAF, SAF founder Ulrich Otto Sauer and Pamplona Capital Management for an undisclosed sum.

Deutsche Beteiligungs took a minority stake in SAF in 1997, when it was known as Sauer, and in the spring of 2004 took a majority holding, alongside co-investment fund DBAG Fund IV and SAF's management.

Since 1997, the company's revenue has grown from €120m to over €330m in 2005, an average annual growth rate of almost 14%.

Advent sells Star Foods

Advent International has sold its stake in Poland's second largest snack foods producer, Star Foods Sp.z o.o to PepsiCo Light NV for an undisclosed sum. Advent International first invested in Star Foods in 1996, when the founding Mitzalis family sold a substantial majority stake for US\$8m to a group of four private equity investors led by Advent International and Copernicus Capital Management. The investors assisted in building the management team.

Star Foods then refined its strategy, introducing a direct sales force, developing new products based on high-value potato crisps alongside its high-volume corn-based snacks, and selling a non-core division.

Advent International and Coper-

nicus later acquired the stakes held by the two other investors, European Convergence Partners and an undisclosed venture investor.

Advent International has invested in Central Europe since 1994 and closed its third fund for the region at €330m in April 2005.

Its investments include Brewery Holdings, a Romanian group built under Advent's ownership from a number of small Romanian breweries and acquired by BBAG; Czech & Slovak fuel card and fleet services company, CCS, and the Bulgaria Telecommunications Company (BTC).

Advent International's advisers on the sale were Clifford Chance (legal) and Boer & Croon Corporate finance BV.

Lehman Brothers and Ratos sells Tornet

Lehman Brothers Real Estate Partners (LBREP) and Ratos have agreed to sell their combined 82.4% holding in Tornet, a Swedish property company, to Fabege for SEK3.1bn (€331m). No return details have been disclosed for the two-year investment, which saw the company build up its portfolio in Stockholm, Gothenburg and Malmo.

The two private equity firms took Tornet private in a €543m deal in December 2003 through LRT Acquisition, a company owned by 60% by LBREP and 40% by Ratos. Ratos has revealed that it expects to make just under €85m from the divestment.