

How Nordic Capital Achieves Operational Efficiency with Gain.pro



Founded in 1989, Nordic Capital is a leading private equity firm recognized for its distinct sector approach and deep specialization in healthcare, technology & payments, financial services and services & industrial tech. With 10 offices across three continents, Nordic Capital excels in sourcing and investing in the most attractive sectors in Northern Europe and North America. Their mission is to build stronger, sustainable businesses through strategic partnerships, offering unparalleled sector knowledge, capital and experience. To date, they have raised 12 funds, managing €31 billion in assets and investing over €25 billion in 145 companies, establishing themselves as prominent players in the market.

Navigating the Challenge of Incomplete Data

As technology increasingly influences private equity, PEs are recognizing the necessity of leveraging high-quality and reliable datasets to carry out their work effectively. However, many still experience challenges in gaining the full financial picture for the companies within their target markets.

The team at Nordic Capital was looking for a platform that was able to provide all the information they needed in one place.

Key Selection Criteria

In their search for the ideal private market intelligence platform, Nordic Capital evaluated different platforms based on three key criteria:

- ✓ the availability of data
- ✓ the completeness of data
- ✓ an intuitive structure and organization

In order for the data platform to meet their criteria, Kevin Charymski, Investment Manager at Nordic Capital, noted, **“the platform must have good coverage on the companies in our sweet spots, all relevant information and data gathered and aggregated in one place and it be presented in an organized way.”**



“Aggregating data and information is our biggest challenge. Our job is based on a lot of facts and it can be difficult to get a concise opinion in a relatively swift manner.”

Kevin Charymski

Investment Manager at Nordic Capital

Evaluating Gain.pro Through a Trial

To evaluate Gain.pro, the investment team at Nordic Capital underwent a trial period where they could test out the platform, seeing if it was valuable for their specific use cases. **“I was a part of a two-week trial where our team could test out the platform. During this time, I was impressed by the coverage of companies in Germany. I remember thinking I wished I had had this tool back when I was an intern and would spend so much time manually researching companies. We immediately saw that with Gain.pro, you can really quickly identify whether the company is a relevant opportunity or not.”** - Kevin Charymski

By meeting all their selection criteria with excellence, Gain.pro was the obvious choice for Nordic Capital. After procuring the platform, they were able to implement it into their daily workflows almost instantaneously.

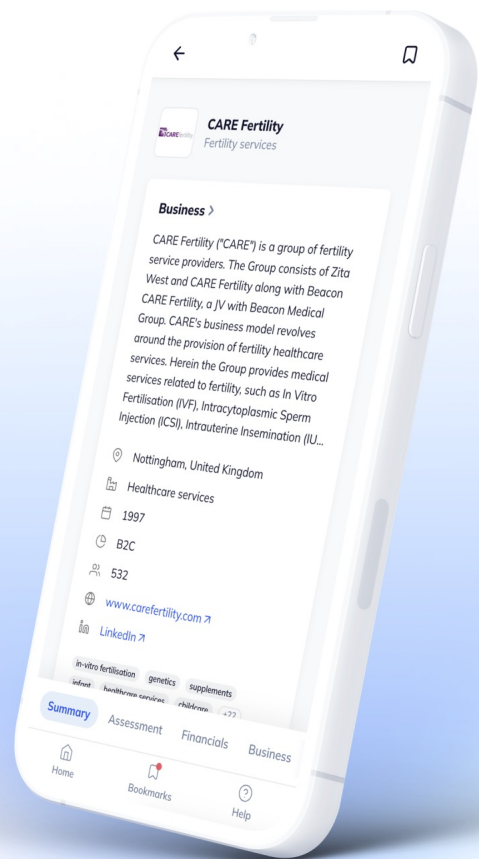
Efficient Private Company Research

One of the prime ways Nordic Capital uses Gain.pro is to conduct research on private companies.

“We leverage Gain.pro during our pre-deal phase when we identify potential targets and add-on opportunities. For example, when we get a new company name, instead of reading 5 or 10 articles about it, we’ll just open Gain.pro, type in the name and quickly get an initial grasp of it.”

Kevin Charymski

To conduct this research, the team at Nordic Capital reads our in-depth company profiles that are equipped with all the data and insights needed to effectively evaluate a company as a potential investment opportunity.



These profiles include:

- ✓ Cleaned financials
- ✓ Business descriptions
- ✓ Ownership details
- ✓ ESG ratings
- ✓ Similar companies
- ✓ And much more

Nordic Capital trusts in Gain.pro's data and insights for their research, saying, “the quality of the information and insights on Gain.pro is very good.” This can be attributed to our “high-tech high-touch” approach to curation where we blend the best of both technology and human expertise to deliver high quality information that’s always up-to-date.

With easy access to key information in organized company profiles, Nordic Capital is able to significantly streamline their initial research process. **“What I find so great about Gain.pro is that it also gathers a lot of qualitative information and provides it in a concise and structured way. This is something which is very valuable and what I would say differentiates Gain.pro from other platforms.”** - Kevin Charymski

Streamlined Deal Sourcing

Nordic Capital leverages Gain.pro in their deal sourcing process to find and research relevant investment opportunities within their sweet spots. On the platform, they can filter for the companies that matter to them most based on granular investment criteria, such as:

- ✓ Financials
- ✓ Business model
- ✓ Ownership type
- ✓ CEO age
- ✓ Similar companies
- ✓ Industry

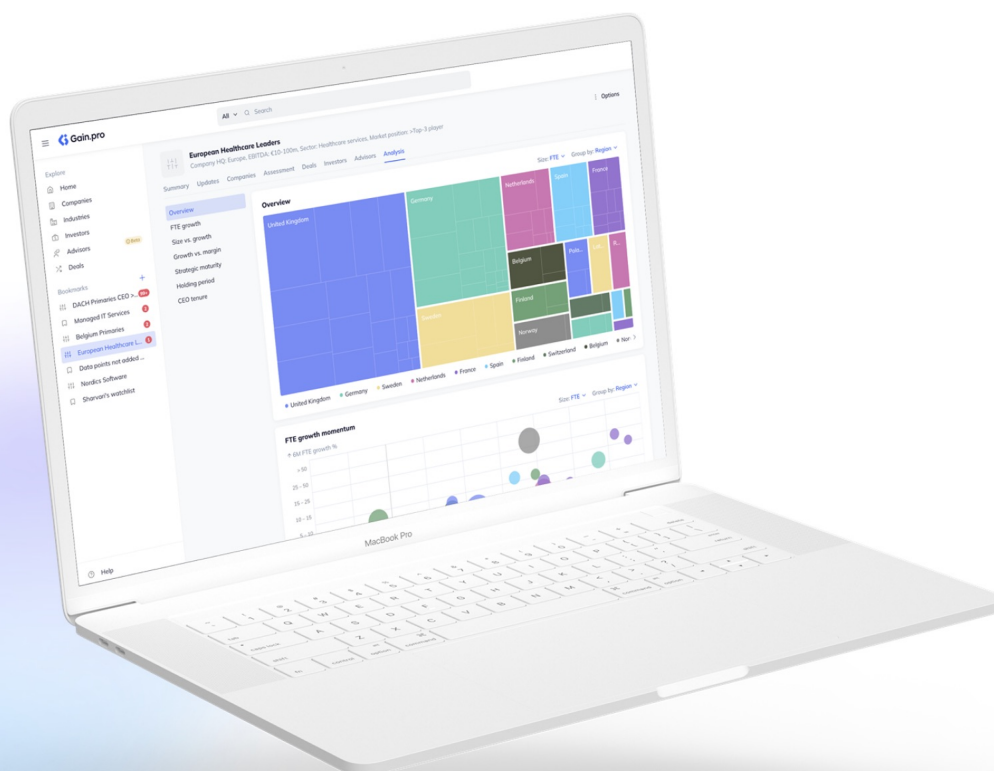
By using our filter system, they can now screen entire sectors instead of focusing on individual targets, which enhances their efficiency. This approach has also reduced their reliance on external advisors, as they now conduct most of their research in-house.

“With Gain.pro, our deal sourcing process has become more efficient. Instead of focusing on individual targets, we are now able to screen an entire sector in a swift manner. Although we use other platforms as well, I deem Gain.pro among the best, especially because of its strong coverage in Germany.”

Kevin Charymski

Organized Company Tracking

Nordic Capital leverages Gain.pro to effectively track and monitor target companies. Our Bookmarks allow the team to create either static or active lists that automatically update as new companies fall within their specified filter criteria. These Bookmarks provide the team with a structured way to store and organize their opportunities and insights.



"Gain.pro helps us give structure to our thoughts. Instead of having our notes scattered across different notebooks, Gain.pro allows us to select and track companies in one place. It's quite helpful compared to having your own Excel lists all over the place. I find this very valuable."

Kevin Charymski

Achieving Operational Efficiency with Gain.pro

Since procuring Gain.pro, Nordic Capital has experienced significant improvements in their operational efficiency and research capabilities. **"Because of Gain.pro, we've been able to create structure in our thoughts, save time and create overall team efficiency."** - Kevin Charymski

Nordic Capital's Ongoing Success

Since adopting Gain.pro, Nordic Capital has had continued success with the platform. Their dedicated customer success manager supports them by helping with any questions or queries as they arise.

"The customer support at Gain.pro is very good. The team is swift in answering, and they make customers feel valued, which is quite unique compared to other platforms. One Gain.pro's key differentiators and selling points is your excellent customer interaction. As we rely heavily on the platform, it's crucial that it works well and that we can find what we need quickly. When we face issues with other platforms and don't get a response, it can be frustrating. Personally, I haven't had any problems that Gain.pro couldn't solve. Gain.pro has a great team."

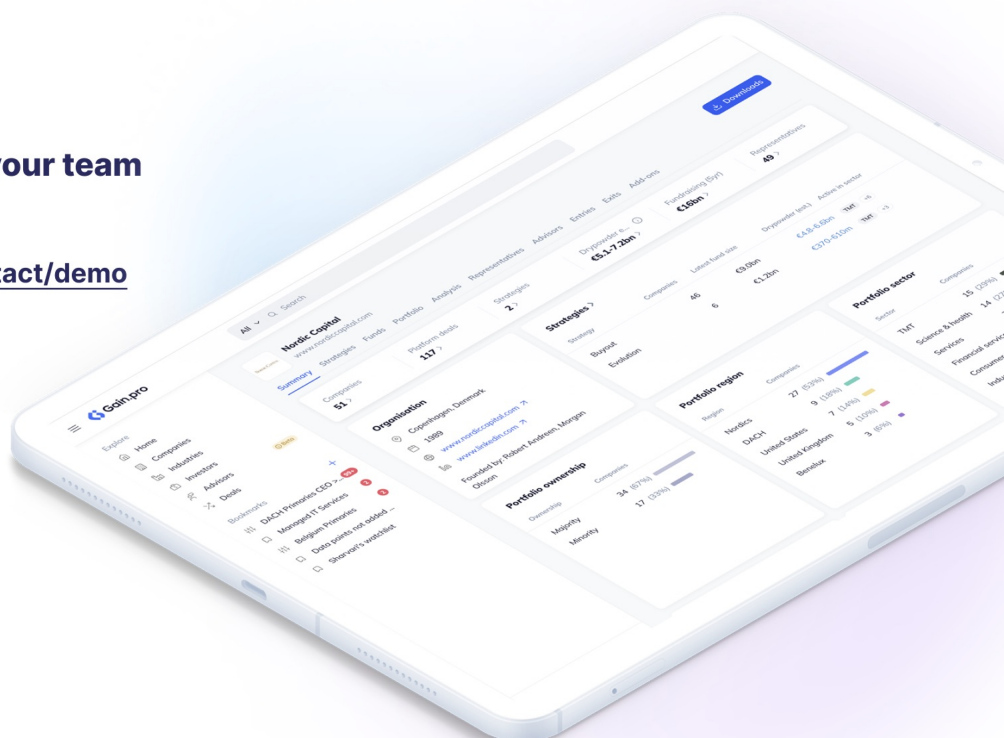
Kevin Charymski

Overall, our platform continues to be an invaluable tool for Nordic Capital. With unparalleled technology backed by a team of top talent, Gain.pro supports them in their mission to find, invest in and build stronger, sustainable businesses.

See what Gain.pro can do for your team

Request a demo using the link below

<https://www.gain.pro/company/contact/demo>





Find, understand and track
companies that matter to you