

## Press release

### Datum

September 1, 2021

## Knowit acquires management consultants Capacent

**Knowit AB (publ) is acquiring the subsidiaries of Capacent that conduct operations in management consulting<sup>1</sup>. Capacent complements Knowit's offer with services mainly in finance, pricing strategy, and operating capital optimization, and will become part of Knowit's business area Insight. Knowit Insight's operations in management consulting will grow by around 50 employees and will, following the acquisition, gain a stronger position in Sweden and Finland, with around 400 consultants.**

The demand for digitalization is strong in the long term, both as a result of altered client behaviors and because of new technological developments and innovations that make it possible to develop smarter and more sustainable solutions. Knowit Insight is a business area within Knowit with management consultants that help companies and organizations develop and succeed by realizing the full potential of digitalization. Knowit Insight supports its clients specifically in areas like transformation management, strategy, new business models, and with high competence in cybersecurity.

"We are pleased to welcome new colleagues from Capacent to Knowit Insight. We look forward to becoming an even more important partner to our clients together. By combining Capacent's senior competence and strong market position in management consulting with Knowit's expertise and passion for digitalization, our client offer will become even more relevant – from strategy to execution," says Carin Strindmark, Head of Knowit Insight.

Capacent is a market leader in operating capital optimization on the Swedish and Finnish market and is also well-positioned in pricing and with consultancy services aimed at the financial departments of larger and mid-sized companies. Through the merger, Knowit Insight will also gain a stronger platform for its management consultancy offer on the Finnish market.

The current CEO of Capacent, Edvard Björkenheim, will become part of the executive team of Knowit Insight.

"We see that our clients are asking for more cross-operative projects and solutions that involve a greater degree of digitalization. Therefore, it feels like a natural step to become part of a larger context at Knowit. We have a history of delivering enduring changes to our clients and bring with us a work method where we cooperate very closely with our clients. Capacent and Knowit complement each other well and share a decentralized business culture and vision of creating value for both clients and employees. We look forward to becoming part of Knowit, which has a strong brand and is on an exciting growth journey," says Edvard Björkenheim, CEO of Capacent.

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<sup>1</sup> The subsidiaries included in the acquisition are Capacent X AB, Capacent Finance AB, Capacent Consulting AB, and Capacent OY.

The acquisition is planned to be finalized in late September/early October and the operations in Capacent will gradually be integrated under the brand Knowit.

### Financial information

- The enterprise value totals SEK 155 million.
- A potential additional consideration of at most SEK 30 million can be paid out during the second quarter of 2022. The additional consideration is conditional upon the EBIT level for 2021 in the acquired subsidiaries.

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### For more information, please contact

Carin Strindmark, Head of Knowit Insight, +46 (0)70 366 67 17 or [carin.strindmark@knowit.se](mailto:carin.strindmark@knowit.se)

Marie Björklund, CFO Knowit, +46(0)70 144 98 02 or [marie.bjorklund@knowit.se](mailto:marie.bjorklund@knowit.se)

Christina Johansson, CCO Knowit AB, +46 (0)70 542 17 34 or [christina.johansson@knowit.se](mailto:christina.johansson@knowit.se)

Edvard Björkenheim, CEO Capacent, +46 (0)76 001 58 01 or [edvard.bjorkenheim@capacent.se](mailto:edvard.bjorkenheim@capacent.se)

### About Knowit

We are digitalization consultants and a Nordic powerhouse for the digital business models of the future. Our vision is to create a sustainable and humane society through digitalization and innovation. Knowit supports its clients in the digital transformation and stands out among other consultancy firms through its decentralized organization and agile work methods in client assignments. The operations are divided into four business areas – Solutions, Experience, Connectivity, and Insight – which offer services in bespoke system development, digital customer experiences, the internet of things, cloud, cybersecurity, and management consultancy. Competences from several business areas are often combined in client projects.

Knowit was founded in 1990 and, following the acquisition of Cybercom on July 1, 2021, has around 3,800 employees, mainly in the Nordic countries, but also in Poland and Germany. The merger with Cybercom has created new opportunities to take on larger and more complex assignments, primarily within the industry, tech, and telecom sectors. In addition, an even stronger platform is created, from which we offer digital solutions to the sustainability challenges of society. Knowit AB (publ) has been listed on the stock market since 1997 and is currently listed on Nasdaq OMX Stockholm Mid Cap. For more information on Knowit, please visit [knowit.eu](http://knowit.eu).

### About Capacent

Capacent is a Nordic consultancy firm that drives change with the aim of improving companies' competitiveness and ability to creating lasting value. With a broad service offer in management consulting, executive search, interim management and leadership and change management, Capacent currently has a strong position on the Nordic market. The company has around 70 employees in Sweden and Finland. The company is listed on Nasdaq First North Growth Market. Read more on the website [capacent.se](http://capacent.se).