INVESTING TO SOLVE GLOBAL CHALLENGES

Reynir Indahl, Managing Partner
MARCH 2019
SUMMA SUMMARUM

2016 ESTABLISHED
4.7 BN SEK FUND I

2 OFFICES
6.5 BN SEK FUND II (2019)

18 EMPLOYEES
12 DEALS
Stagnating financial growth in Western economies

Global warming affects daily life across the globe

Social inequalities cause unrest

An increasingly polarized political landscape

UNCERTAIN WORLD
CHALLENGES = OPPORTUNITIES

Global population growth
Resource scarcity
Technology disruption

Energy efficiency
Urbanisation / migration
Aging population
OUR THEMATIC INVESTMENT APPROACH

**RESOURCE EFFICIENCY**
- Waste & Recycling
- Aquaculture
- Infrastructure products & services

**CHANGING DEMOGRAPHICS**
- Health Care
- Elderly products/services
- Education & training

**TECH-ENABLED BUSINESS**
- Communication products & services
- Fintech
- Security & surveillance

**PROACTIVE SOURCING**

**OPPORTUNISTIC**
- Agritech
- Material technology
- Alternative energy storage
- Public services
- Migrant related services
- Vertical & Functional SaaS

**EXCLUDING**
- Excavation/Extraction
- Oil and gas
- Infrastructure
- Real estate
- High technology risk
### What We Have Done So Far

#### Resource Efficiency
- **Sortera**: Swedish building waste collection and sorting company
- **Milarex**: Salmon processing company
- **NG**: Provider of waste management and recycling services
- **[e]gain**: SaaS provider that reduces energy costs for customers in real estate
- **Lakers**: A Nordic group committed to waste water management issues

#### Changing Demographics
- **LinkedIn**: Contributor to the digitization of the Swedish school system
- **KHyTest**: Produces antibodies and antigens for the diagnostics industry
- **Logeo**: Advanced software for analyzing healthcare ROI

#### Tech-Enabled Business
- **Pagarro**: SaaS provider that helps automate business processes
- **Summa Digital**: Platform for big data and analytics services
- **Sw and Hw Solutions**: SaaS provider, simplifies compliance in chemicals management
- **Infobric**: SW and HW solutions for access control, asset monitoring and energy efficiency in the construction industry

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*Graphic representation of the above information.*
CREATING VALUE THROUGH ESG AND IMPACT: PE 4.0

HIGH PERFORMING ORGANISATION

LEVEL 4. High performing organization

LEVEL 3. Creating Shared Value

LEVEL 2. The newspaper test

LEVEL 1. License to operate

VALUE CREATION

4,0 ENHANCING VALUE

ETHICS

3,0 PROTECTING VALUE

COMPLIANCE

OUTPERFORMANCE FOR FIRMS WITH SUPERIOR ESG APPROACH

VW HISTORICAL SHARE PRICE
Summa Equity: Building Purpose-Driven Organizations

Harvard Business Review

History

Indahl grew up in Norway. In the late 80s, he moved to the US to study at the Wharton School of the University of Pennsylvania and then pursued an MBA at Harvard Business School, before he returned to the global consulting firm, McKinsey. Indahl went on to become the CEO of the technology company Grafix Photosys, where he managed the turnaround of the company at the Oslo Stock Exchange in 2003. After that, he joined Alter Equity Partners (AEP).

While at AEP, the financial crisis began. Indahl remembered, "In the fall of 2008, the financial crisis started. It came as a surprise to me. I did not see any strong analytical and intuitive person, and I did not feel that this was happening anywhere."

The Idea for Summa

Summa would focus on purpose-driven high-performance organizations. Indahl would use his experience in buyout deals and leveraged buyouts (LBOs) to form the Summa office in Stockholm. He would then have a set of proposals for his partners, recognizing that some would generate heated debate.

At the same time, Indahl was worried that in the absence of developing the "Via Summa," a uniform across partners and portfolio companies, set of principles, initiatives, and processes to create superior returns, the company would fall short. This led to its investors. Indahl entered the Summa office in Stockholm.
HOW CHALLENGES TURN INTO INVESTMENT OPPORTUNITIES
By 2030, the world population could reach 8.3bn people, which would require 35% more food. Worldwide, over 1.9bn adults are overweight and could benefit from a more nutritious diet with less livestock protein. Notably, livestock contributes 14.5% of all CO2 emissions, creating an opportunity to transform the way protein is produced, processed and consumed.

Source: World Bank, WHO, FAO
THE SOLUTION:

PROVIDING HEALTHY, AFFORDABLE MEAT ALTERNATIVES, WHILE REDUCING CO2 FOOTPRINT

15,235 TONNES OF EATABLE PRODUCT

87% SUSTAINABLY SOURCED SALMON

68% CONVERSION RATIO RAW MATERIALS TO EDIBLE PRODUCTS

2bn SEK REVENUE 2018
PRIVATE EQUITY DEVELOPMENT / SUMMA AMBITION

PE 3.0 Institutionalization

- More strategic focus
- Professionalized structure and processes
- Common operating procedures
- Broad but also specialised competences
- Strong central support for portfolio
- Define culture and values

PE 4.0 Purpose/mission driven

- Thematic and megatrend focus
- SDG – alignment to improve value creation
- ESG assessment to reduce risk
- Purpose driven, high performing organisational focus
INNOVATING TO SOLVE

OUR ENVIRONMENTAL
AND SOCIAL CHALLENGES

SUMMAEQUITY