

Altor acquired BTI Studios

2017



BTI Studios: The local subtitling company that became a global localization powerhouse

“Stella EOC provided first class financial advice throughout the process and backed it all up by a very deep sector expertise and industry network and were instrumental in making the deal happen.”

Klas Johansson, Partner at Altor

Founded

1995

2016 revenue

c. €100m

Revenue CAGR L3Y

c. 25%

Employees

3,700+

Headquarters

Stockholm,
Sweden

A globally leading provider of subtitling, dubbing and access services

With 400 employees and over 3,700 freelancers across 21 offices in 17 countries across Europe, Asia and the US, BTI Studios is a leading provider of dubbing, subtitling, access services and media solutions in any language.

The Company has shown strong organic double-digit growth over the last 10 years with even higher growth in the most recent years, driven by general market growth (with international VoD platforms leading the way), BTI Studios' expansion into dubbing, and its geographical expansion into the US and Asia.

Key clients include VoD players such as Netflix, Amazon and Hulu, major film studios such as NBC Universal, Warner, Disney and Fox, and broadcasters such as SVT, Discovery and Turner.

Altor acquires BTI Studios to support the Company's long-term growth prospects

In July 2017, BTI Studios (owned by The Carlyle Group) announced that it had been acquired by Altor, a leading Nordic private equity investor.

The management team including CEO and founder Björn Lifvergren will partner with Altor as co-investors and drive BTI Studios' continued growth journey.

Over its holding period, Altor will continue to grow the company through both add-on acquisitions and organic initiatives and will also make significant investments in digital workflows, process and automation.

“We really look forward to working in close co-operation with the management team to continue on this growth journey. The company has a very exciting platform to build from, with a newly established position in the US and France and a clear plan to continue to expand in the largest European localization markets as well as in Asia, both organically and through M&A. BTI Studios provides value to its clients by smartly combining physical capabilities with technology. Going forward, we will invest heavily into digital workflows, process and automation to further push the bar for how technology can add more value to BTI Studios and its clients” said Klas Johansson, partner at Altor.

Stella EOC acted as sole financial advisor to the buyer.