

PRESS RELEASE
26th May 2015, SPAIN

BaltCap's portfolio company Runway closes acquisition of Infonordic Market Intelligence & Research



BaltCap is the leading independent private equity firm focusing on small and midmarket buyout and expansion capital investments in the Baltic States.

BaltCap has strong presence in all three Baltic countries with local offices and experienced team of 16 professionals.

Since 1995, BaltCap has been managing private equity and venture capital funds with total capital of over EUR 260 million and has made more than 60 investments.

BaltCap is a member of European Private Equity & Venture Capital Association (www.evca.eu), Estonian Private Equity and Venture Capital Association (www.estvca.ee), Latvian Venture Capital Association (www.lvca.lv) and Lithuanian Venture Capital Association (www.vca.lt).

BaltCap is a signatory of the United Nations Principles for Responsible Investment (UNPRI) since 2008.



Runway SIA, a leading BPO service provider with more than 600 employees on 9 branch offices in 6 European countries, announced that it has closed the acquisition of Infonordic Market Intelligence & Research SLU.

The CEO of Runway BPO Uldis Prieditis stated, "The acquisition of Infonordic Market Intelligence & Research will accelerate our growth in Outbound Contact center and Market research services and bring new services from more European locations to existing Runway and Infonordic clients."

The CEO of Infonordic Christian Cortez Campos added, "The deal is a great opportunity for employees to work in different destinations around Europe and we will be able to adapt better to requirements from our clients that want safe outsourcing services of high quality and at a low cost."

About Runway SIA

BaltCap acquired shareholding in Runway in 2011.

Runway is a multi-lingual and multi-tower provider of business process services to the Nordic and Western European customers. Having fully operational centers across the Baltics, Spain and Ukraine, Runway's mission is to assist its clients in achieving their sales, revenue and customer satisfaction goals.

The main services Runway is currently providing:

- Inbound Call Centre Services (Customer support using any kinds of media, Inbound Sales)
- Outbound Call Centre Services (Customer support, Telesales)
- Accounting & Finance services (bookkeeping, payrolls, ledgers & reports, revenue protection)
- Back Office Services (Data Collection and Processing, Digital Data Capture)
- Marketing Services (Market Analysis and Pricing, CRM)
- IT services (Developing of IT solutions and products – web portals and applications, IT support)

Runway offices are located in Latvia - (Riga), Estonia - (Tallinn & Tartu), Lithuania - (Vilnius & Kaunas), Spain (Malaga & Alicante), Ukraine (Kiev) and Norway (Moss)

Learn more about Runway on runwaybpo.com

About Infonordic

Infonordic is a company specialized in outsourcing of Market Research and Intelligence (MRI), Customer Relationship Management (CRM), Computer Assisted Telephone Interviewing (CATI) and Computer Assisted Web Interviewing (CAWI)

The Company is situated in Málaga and serves clients in the following sectors: Insurance, Credit information, IT, Rescue services, Market Research and Publishing etc.

Learn more about Infonordic on Infonordic.com

Further information:

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