



K. Gunnar Bjorklund
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Mr. Bjorklund is a co-founding Partner of Sverica International and is based in the San Francisco office. He is responsible for Sverica's investments in Accuvant, PsPrint, iCoat Company, Prospect Education, PROEM, and Delphon Industries, all of which he serves as an active board member. Mr. Bjorklund previously co-managed Accudocs, a leading billing service provider and Sverica pre-fund portfolio company.

Prior to co-founding Sverica International, Mr. Bjorklund served as Director, Strategic Planning for American Express Company and was also a consultant with McKinsey & Company. He has been a consultant or advisor to the executives of several American corporations and a large European telecommunications company, focusing on strategic development, management, and operations issues. He serves on the board of Ross Stores (NASDAQ: ROST).

A native of Sweden, Mr. Bjorklund holds a BA degree in Economics from the Stockholm School of Economics. As a Fulbright Scholar, Mr. Bjorklund earned his MBA degree at the Graduate School of Business at Stanford University. He is married, has three children, and lives in San Francisco.



David Finley
Partner
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Prior to joining Sverica International, Mr. Finley served as a senior manager at The Parthenon Group, a strategy consulting firm, where he provided advisory services to private equity, mid-market and Fortune 1000 clients. His assignments at Parthenon included acquisition target due diligence, operational improvement, pricing studies, customer segmentation, and business unit growth strategies across a wide variety of industries.

Prior to joining Parthenon, Mr. Finley worked for Bain & Company as a consultant. Between Bain and Parthenon, he conducted a business turnaround as President of a manufacturing company in the custom wood products industry.

Mr. Finley graduated with distinction from the U.S. Naval Academy with a BS in Mechanical Engineering. He served as a pilot in the Navy. As an officer aboard the USS Roosevelt, he led a team of six aircraft mechanics and later served as a squadron maintenance division officer, responsible for six officers and over eighty enlisted technicians.

Mr. Finley transitioned from the Navy by attending the Amos Tuck School at Dartmouth College where he earned his MBA with distinction. He lives in the Massachusetts North Shore with his wife and three children.



Alessandro L. Mina
Partner
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Mr. Mina is a co-founding Partner of Sverica International and is based in the Boston office. He currently serves on several portfolio company boards including Ackerman Security Systems, Center Rock Inc., Creative Catalog Concepts, iCoat Company, Oasis and Prospect Education. Mr. Mina also serves on the board of the Swedish School of Boston. He was previously President and CEO of Cameraworld.com, one of Sverica's pre-fund portfolio companies.

In earlier careers, Mr. Mina worked in the public and private sectors in a number of industries, including technology (United Nations Computing Centre and Storage Technology), banking (Citibank, Goldman Sachs & Co. and VISA) and telecommunications (consultant for a large European company).

A native of Italy and Sweden, Mr. Mina earned his BSc degree in Computer Engineering from Imperial College at the University of London and his MBA degree at the Graduate School of Business at Stanford University. He lives in Boston with his wife and two children.



Frank M. Young
Partner
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Mr. Young is a Partner in Sverica's San Francisco office. He officially joined Sverica in January 2007, but has worked closely with the team since 2003 as the CEO of PsPrint, LLC, a Sverica portfolio company.

During Mr. Young's tenure at PsPrint, revenues were quadrupled and the original projections for growth were revised and significantly increased. Mr. Young continues to serve as Chairman of the PsPrint board and is responsible for this investment.

Prior to partnering with Sverica on PsPrint, Mr. Young worked in San Francisco with another middle market private equity firm called Alpine Investors and in the Mergers & Acquisitions Group at Robertson Stephens.

Mr. Young relocated to the Bay Area in 2000 after spending most of his life in the southeast. Born and raised in Alabama, Mr. Young received an MBA from the Fuqua School of Business at Duke University and a BA from Wake Forest University. Mr. Young has also received the designation Chartered Financial Analyst from the Association of Investment Management and Research / CFA Institute. He lives with his wife and daughter in San Francisco.



John McLane
Principal
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Mr. McLane is a Principal in Sverica's San Francisco office where he plays a leadership role in executing new investment transactions, portfolio company operations, and deal sourcing.

Prior to joining Sverica's San Francisco office in March 2008, Mr. McLane was an Engagement Manager at McKinsey & Company, a management consulting firm, active in the Private Equity, Consumer/Retail, and Organization practices.

Before McKinsey, he worked as an operations and general manager at Christie's auction house and at PaintingsDirect.com, focused on using technology to drive improvements in the customer experience and business performance.

Mr. McLane studied Economics at Universite Paris IX Dauphine and Art History at Carleton College. He completed an MBA at the Wharton School and an MA in International and Latin American Studies at the Lauder Institute.



Jordan Richards
Principal
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Mr. Richards is a Principal in Sverica's San Francisco office. He joined Sverica in early 2009 and holds firm wide responsibility for Sverica's deal origination and sourcing efforts.

Mr. Richards has over ten years of private equity, public equity and investment banking experience at JP Morgan Partners, Citadel Investment Group, Pequot Capital Management and Donaldson, Lufkin & Jenrette. Over the course of his career, Mr. Richards has invested in many different businesses and industries including business services, software, general industrial and manufacturing, technology media and telecom, retail and alternative energy.

A native of the northeast, Mr. Richards earned his BA in Government from Dartmouth College and his MBA from the Amos Tuck School of Business at Dartmouth College. He currently lives in San Francisco.



Geoff Lewis
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Mr. Lewis is a Senior Associate in the Boston office. At Sverica Mr. Lewis focuses on sourcing and evaluating new investment opportunities, industry research and portfolio company projects.

He was previously with Downer & Company, a boutique international investment banking firm based in Boston, MA. At Downer & Company, Mr. Lewis participated in both buy-side and sell-side programs across multiple industry sectors including automotive, food & nutrition, distribution and business services. Prior to that, he was with United Mergers & Acquisitions in Salt Lake City, UT.

Mr. Lewis is a cum laude graduate of the David Eccles School of Business at the University of Utah, where he earned an undergraduate degree in finance. He currently lives in the Charlestown Navy Yard.



Gregg Osenkowski
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Mr. Osenkowski is a Senior Associate in the Boston office. He joined Sverica in 2006 and focuses on sourcing new investments, transaction execution, and portfolio company operations.

He was previously with Greenwich Strategy, LLC, a boutique strategy consulting firm in Providence, RI. At Greenwich Strategy, Mr. Osenkowski conducted due diligence for private equity transactions and consulted to firms in the manufacturing, business services, and technology industries. Prior to that, he was with the economic consulting firm Axiom Valuation Solutions.

Mr. Osenkowski is a summa cum laude graduate of Northeastern University, where he earned a dual degree in finance and economics. He also holds a graduate degree in economics from New York University. He lives in southeastern Massachusetts with his wife and son.



Bob Aspell
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Mr. Aspell is an Associate in the San Francisco office. At Sverica he focuses on sourcing and evaluating new investment opportunities, industry research and portfolio company projects.

He was previously at Bain & Company, a global business and strategy consulting firm, based in Boston, MA. He worked in Bain's Private Equity Group performing both due diligence and portfolio work, and also worked on general strategy projects, focusing on Financial Services, IT, and Consumer Goods.

A Boston native, Mr. Aspell earned a BS in Computer Science and Engineering at the Massachusetts Institute of Technology. He currently lives in San Francisco.



Ken Cheung
Associate
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Mr. Cheung is an associate in the San Francisco office. He focuses on the sourcing and assessment of investment opportunities, transaction execution, and portfolio company support.

He was previously with Behrman Capital, a private equity firm based in New York City. At Behrman Capital, his investment experience spanned multiple industries including defense, healthcare, and contract manufacturing. Prior to that, Mr. Cheung was at Lehman Brothers, where he provided mergers and acquisitions advisory services to companies in the technology sector.

Mr. Cheung earned his undergraduate degree in economics at Harvard University. He currently lives in San Francisco.



Yin Li
Associate
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Ms. Li is an associate in the San Francisco office. She is focused on evaluating and executing new investment transactions, as well as supporting portfolio operations and deal sourcing.

Previously she was at Kurt Salmon Associates' Private Equity Practice, a strategic consulting firm based in Atlanta, Georgia. At Kurt Salmon, her client engagements focused on due diligence of private equity transactions and optimizing performance of portfolio companies. Her engagements spanned a wide range of retail related industries including leading apparel retailers, restaurants, consumer packaged goods, and retailer services. Prior to Kurt Salmon, Ms. Li was at Cambridge Associates, where she consulted to top institutional investors on various aspects of their investment strategy.

Ms. Li earned her undergraduate degree in Economics and International Relations at Stanford University. She lives in the Barbary Coast neighborhood of San Francisco.



Martin S. Steber
Retired Partner
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Along with Gunnar Bjorklund and Sandro Mina, Mr. Steber co-founded Sverica in early 1993. During his early tenure, Mr. Steber was CEO of two pre-fund investments in Birmingham, Alabama, Automatic Detection Systems Inc, an electronic security company, and Accudocs, a billing services company. Both of these entities were eventually sold to larger industry leaders. Later, Mr. Steber was actively involved in sourcing Sverica's (since divested) Gainshare Media investment, Ackerman Security Systems in Georgia, and PROEM in Arizona/Colorado.

Mr. Steber continues to represent Sverica on the board of Ackerman, a leading electronic security company in Atlanta. Mr. Steber is a Limited Partner in all of Sverica's funds.

A native of Canada, Mr. Steber earned his BSc degree in Engineering from Imperial College at the University of London and his MBA degree from the Graduate School of Business at Stanford University. Mr. Steber retired from Sverica in 2007 to relocate to Europe. He lives in Geneva with his wife and three children.



Nick Babchuk
Retired Partner
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Growing up in Southern California, Nick Babchuk developed a love for music, playing various instruments in band, teaching himself drums, and attempting to learn classical guitar. Along the way he discovered that even more than playing musical instruments, he enjoyed buying and selling them.

While earning his undergraduate degree at California State University at Northridge, Mr. Babchuk co-founded with Bryan McCann the Instrumental Music Company, a multi-outlet musical instrument retailer which continues successful operations today. Mr. Babchuk later decided to go to business school and sold his share in the Instrumental Music Company, enabling him to pay the tuition and expenses for an MBA at Stanford University.

Upon leaving Stanford, Mr. Babchuk joined Apple Computer in its consumer marketing group. At heart a serial entrepreneur, Mr. Babchuk left Apple and joined Gunnar Bjorklund in a partnership to make private equity investments. Mr. Babchuk and Mr. Bjorklund later joined Martin Steber and Alessandro Mina to form the private equity firm Sverica International.

Mr. Babchuk retired from Sverica International to start yet another company, Sheet Music Plus, which is now the world's largest e-commerce seller of music in print. Bringing his career full circle, Mr. Babchuk sold a large minority stake in Sheet Music Plus to Sverica International. Mr. Babchuk currently serves Sheet Music Plus as Chairman and also sits on the board of PSPrint, a Sverica International portfolio company.



Chris Wolf
Chief Financial and Administrative Officer
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Mr. Wolf works out of Sverica's Boston office. In addition to assuming responsibility for Sverica's finance and administration, he assists the Partners in addressing portfolio company financial accounting and organization issues.

Prior to joining Sverica, Mr. Wolf held a similar position at Cambridgelight Partners, a venture capital firm investing in seed-stage technology companies. Previously, he was Senior Vice President Finance, Treasurer and Secretary of Swank, Inc., then a \$160 million NASDAQ manufacturer and distributor of fashion accessories. In an earlier career, Mr. Wolf was an audit partner in PricewaterhouseCoopers LLP serving middle-market clients in the consumer products, technology, financial services and healthcare industries.

Raised in the midwest, Mr. Wolf moved to Boston after earning a BBA in Accounting from the University of Notre Dame. He is a Certified Public Accountant and lives in Lexington with his wife. They have three children.



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Melanie Fiore
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Melanie Fiore is the Operations Manager for Sverica and is located in the Boston office. She distributes all limited partner communication and administers human resources aspects for Sverica.

Ms. Fiore's background is in trade show and conference operations, which she ran for two major events for Sverica's first portfolio company, Gainshare Media. The Super Floral Show, a trade show with over 300 floral exhibitors and the Administrative Professionals Conference, attended by approximately 2,000 administrative and executive assistants, were the premier events in their industries.

A long-time New England resident, Ms. Fiore earned an undergraduate degree in hotel, restaurant and travel administration from the University of Massachusetts Amherst. She lives in the Boston area with her husband and son.



Nathalie Allen
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Mrs. Allen is the executive assistant and office manager for the San Francisco office. She controls executive scheduling and provides direct support to the executive team, as well as general office support to ensure day-to-day operations run smoothly.

Previously she was at Credit Suisse in San Francisco, CA. At Credit Suisse, Mrs. Allen provided support to M&A executives. Prior to that, she was with Paul A. Violich, Inc., providing executive and general office support.