
**An entrepreneurial
world where people
make the difference**

Indutrade in brief

Indutrade is an international technology and industrial business group that today consists of over 200 companies in some 30 countries, mainly in Europe. In a decentralised way, we aim to provide sustainable profitable growth by developing and acquiring successful companies managed by passionate entrepreneurs.



Value based culture



Entrepreneurship

We have a strong entrepreneurial spirit and are passionate about the business. We are also determinedly committed to continuously driving, developing and improving the business.



Decentralisation

We are a decentralised organisation with a strong local presence. We believe that the best decisions are made locally, by those who are closest to the customer.



Long-term perspective

We focus on profitability and our definition of success is achieving sustainable profitability and growth that benefits individuals, companies and society at large.

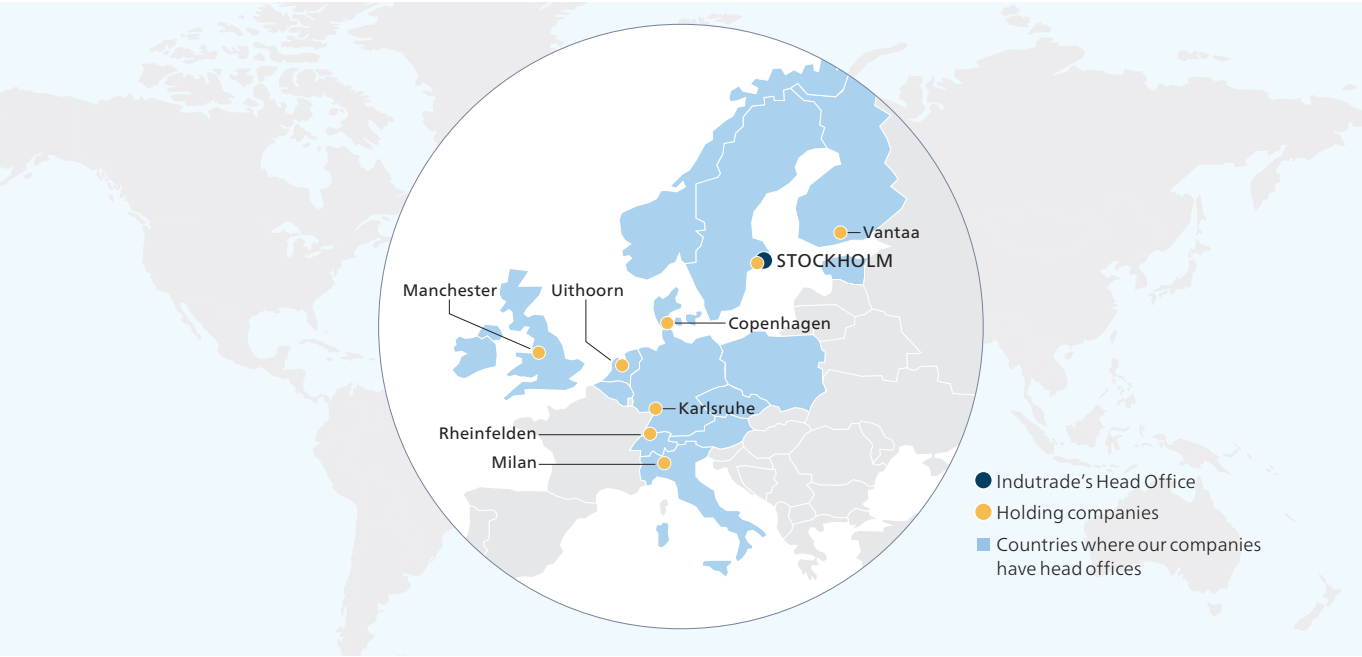


People-centric

For us, people are most important of all – our employees are the key to the Group's future success. We strive to derive the greatest value and benefits from our talented employees by sharing and spreading best practice throughout the Group.






The individual companies at the core of Indutrade

Since its inception in 1978, Indutrade's philosophy has been to run a decentralised organisation, in which operational responsibility for the business, earnings and cash flow is delegated to each of the companies within the Group. Our companies are primarily based in Western Europe, but sell their products and services worldwide.



Our five business areas

The Indutrade Group is divided into five international Business Areas. The Business Areas have clear strategic focus on different business sectors and technologies.

Industrial & Engineering	Infrastructure & Construction	Life Science	Process, Energy & Water	Technology & Systems Solutions
				
Net sales 2024	Net sales 2024	Net sales 2024	Net sales 2024	Net sales 2024
702 MEUR 24% share of total sales	452 MEUR 15% share of total sales	668 MEUR 23% share of total sales	677 MEUR 23% share of total sales	435 MEUR 15% share of total sales
~65 companies	~40 companies	~35 companies	~45 companies	~30 companies

Our companies

We acquire both technical trading companies that prioritise product ranges with market-leading products from the best suppliers, and companies with their own products and brands. What they all have in common is that they are successful and well-managed, with a defined market and distinct customer offering. They are run by entrepreneurs who are passionate about their business concept, who want to further develop their company and who share our values on sustainable entrepreneurship.

COMPANIES WITH TRADING BRANDS

57%

of Indutrade's sales



COMPANIES WITH PROPRIETARY BRANDS

43%

of Indutrade's sales



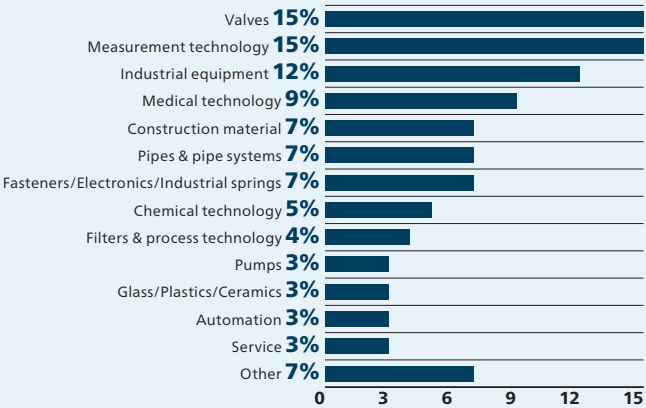
Indutrade in numbers

What we do

We develop and acquire technology and industrial companies that are characterised by high competence and an ability to build enduring, close relationships with customers and suppliers.

Our companies offer sustainable solutions that enhance our own, and our customers', competitiveness. They manufacture, develop, and sell components, systems, and services with a high technology content.

Net sales per product area



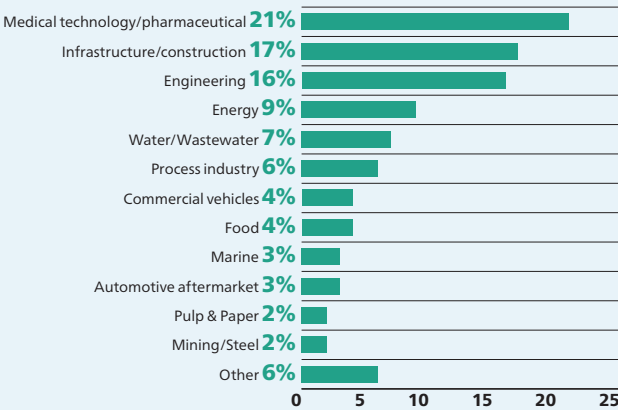
For whom

Customers can be found in a wide range of industries, including infrastructure and construction, medical technology and pharmaceutical, engineering, energy, water/wastewater and food.

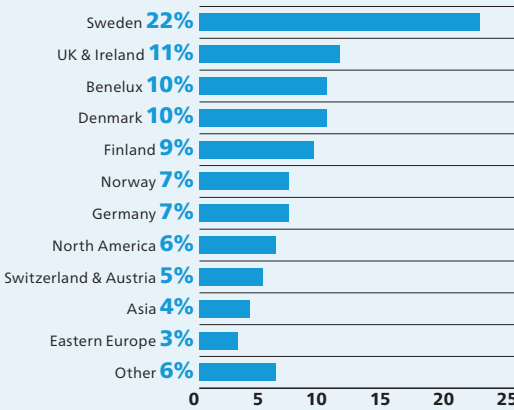
Where

Indutrade comprises approximately 200 companies offering services in more than 30 countries on six continents.

Net sales per customer segment

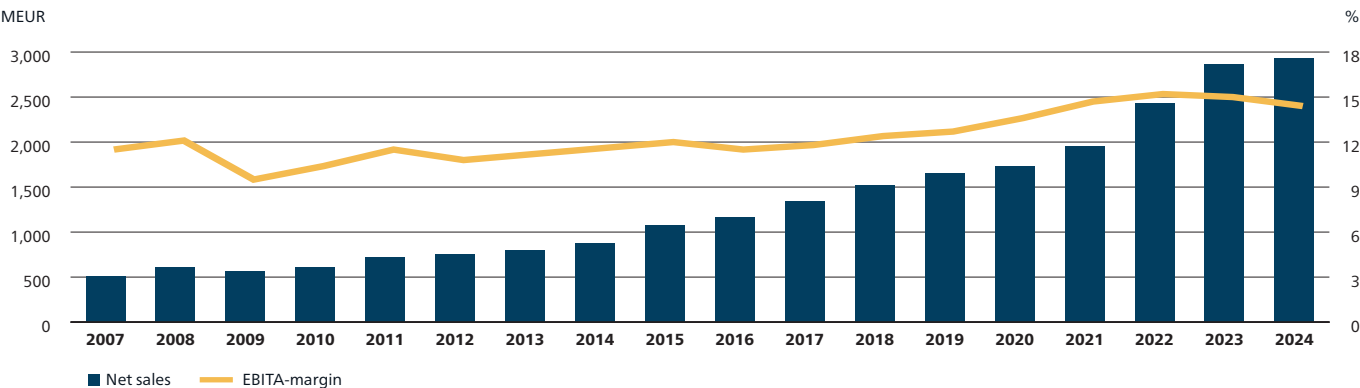


Net sales per market¹⁾



1) Based on customers' domicile.

Sustainable, profitable growth



What we offer

Indutrade is a long-term, stable owner that is engaged in, and takes responsibility for, the development of our companies. When we acquire a company, it is never with the intention to exit or divest. We exercise active ownership primarily through the Boards of Directors of our subsidiaries with the aim of developing them, generating sustainable value growth and contributing to society.

Business as usual

Our highly decentralised organisation enables companies to make own decisions, thereby giving them freedom and flexibility. The best business decisions are made when there is close contact with customers based on their specific needs and processes.

Professional Board

We appoint an engaged Board that supports the management team and serves as a sounding board. Our cumulative expertise, experience and structure creates the prerequisites for continued growth in the companies.

Expertise

We support our subsidiaries by providing industrial and technical expertise and assisting with business development, financing and management by objectives. We also offer support with such things as competence development, digitalisation and sustainability.

Financial strength

The Group's financial strength creates stability and facilitates further expansion of our companies. As a stable owner, we take responsibility for the longevity of our companies.

Knowledge-sharing and networks

We share experiences, knowledge and best practice through network meetings, training courses and our digital communications platform, Indutrade Portal. Many challenges and solutions are relevant to most companies. We therefore promote knowledge-sharing and informal networking so that we can exchange ideas and experiences.

Developing competence and leadership

In a decentralised organisation, people are key. We are very careful to ensure that we have the right MD, management team and Board of Directors at each company. We offer tailored training via Indutrade Academy in order to continuously develop our key talents.

Hear it from our entrepreneurs



JOAKIM DOCK
Business Segment Leader

"One of my main goals in the boardroom is to create a positive, open atmosphere."



Scan the QR-code to read the full interview.



ULRIKA GREGORSSON
MD, GALindberg Chemtech AB

"I appreciate the freedom and the stability that the Group provides."



Scan the QR-code to read the full interview.



JÉRÔME CHABLOZ
MD, Avintos AG

"Through Indutrade, we have been able to build a network of people in a very short time period, something which otherwise would have taken several years or wouldn't even have been possible."



Scan the QR-code to read the full interview.

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ENTREPRENEURS**



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