

Press Release

04 February 2025 14:00:00 CET

Volati acquires Clever Etiketten GmbH in Germany

Volati has acquired all shares in Clever Etiketten GmbH (including its sister companies) – a leading provider of label solutions in Germany. The acquisition is an add-on acquisition for Ettiketto Group, marking its entry into the German market and establishing a platform for future growth in Central Europe. At the same time, the acquisition enables synergies and continued operational improvements. Clever generated revenues of approximately SEK 290 million in 2024.

Clever is a well-established German company with approximately 200 employees in Senftenberg. Ettiketto Group and Clever have a similar product portfolio and operations, creating good conditions for Ettiketto Group to further develop Clever through operational improvements and synergies. These measures, which involve certain costs, are expected to gradually take effect over the first two years. As a result, Clever's margin, which is currently significantly lower than that of Ettiketto Group, is expected to improve. The acquisition of Clever also establishes a strong foundation for future add-on acquisitions in Central Europe, where Ettiketto Group can leverage its proven ability to generate profitable growth through acquisitions. Following the acquisition, Ettiketto Group's annual revenue amounts to approximately SEK 1.2 billion.

"Ettiketto Group has acquired five companies between 2020 and 2024 and increased its revenue from approximately SEK 250 million to approximately SEK 900 million. Ettiketto Group has also significantly improved the margins of the acquired companies, creating conditions for strong organic profit growth in recent years. The acquisition of Clever provides an opportunity to continue this development in the Central European market," says Andreas Stenbäck, CEO of Volati.

"We are pleased to welcome Clever to Ettiketto Group. Clever is a well-established company with a strong position in the German market, one of the largest in Europe. Strategically, the company is a great fit for Ettiketto Group and shares our core values of high product quality, strong customer focus, and first-class service. This acquisition is an important step in our ambition to become a leading player in the label industry in Northern Europe," says Rikard Ahlin, CEO of Ettiketto Group.

Growth through acquisitions is a central part of Volati's strategy for creating long-term value growth. The ambition is to develop its businesses into larger and stronger platforms through organic growth, operational improvements, and strategic add-on acquisitions, both in the Nordic region and the rest of Europe. The acquisition of Clever is Volati's third add-on acquisition in the last twelve months, contributing approximately SEK 900 million in annual revenue.

The acquisition is financed through Volati's existing credit facilities, and the transfer of shares takes place immediately.

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About Volati

Volati is a Swedish industrial group with the vision to be Sweden's best owner of medium-sized companies. Through value-creating add-on acquisitions and long-term, sustainable company development, Volati has been delivering consistently strong profitable growth since the start in 2003. The Group consists of the business areas Salix Group, Ettiketto Group and Industry, with operations in 22 countries, about 2,100 employees and annual sales of approximately SEK 7.7 billion. Volati's ordinary shares and preference shares are listed on Nasdaq Stockholm. Further information is available at www.volati.se.