



Pirkkala, 2023-07-31

Dear Customer,

The Alimak acquisition of Tractel/ Scanclimber has offered commercial synergies which the organization is now starting to execute on and is affecting market access and the way doing business with our distributor and trusted long-time partner Talhu Oy. As from August 23rd the Finnish Alimak organisation (marketing.scan@alimakgroup.com), located with the headquarter in Pirkkala, will start driving both new and after sales activities in Finland.

Until then, all ongoing activities from Talhu/ Alimak will be finalized jointly. Talhu will remain the first contact until finalization of each individual project. This applies to both construction lifts, industrial lifts and renovation/ upgrades.

Based on the long relationship of Talhu & Alimak, Talhu will remain sales and service representative for the Alimak Industrial Division and continue to provide market intelligence, resources and business opportunities in future.

Sincerely,



Stefan Kraft
NCEU Manager
Alimak Group Sweden AB



Kimmo Mattila
Managing Director
Talhu Oy Finland



Alimak Group AB (“Alimak Group”) has completed the acquisition of Tractel (“Tractel”). The acquisition accelerates Alimak Group’s profitable growth strategy and creates a highly profitable global provider of sustainable premium height solutions with an annual revenue of above BSEK 6.

Alimak Group will consolidate Tractel as of today November 21, and this will have an immediate positive impact on the EBITA margin. The integration of Tractel is expected to be EPS accretive from the full year 2024.

“I am excited to welcome Tractel and its highly skilled employees around the world to the Alimak Group. The acquisition of Tractel brings significant commercial synergies which we will now start to execute on. With full effect 2026, the total expected annual cash flow potential from commercial and cost synergies amounts to approximately MSEK 150, of which approximately MSEK 80 are estimated to be realized by 2024. Tractel has during the last 12 years delivered a resilient EBITDA-margin[7] above 22%, and we expect that the acquisition will create significant shareholder value over time. The integration work begins immediately including the launch of a new organisation effective today (see separate press release)”, says Ole Kristian Jødahl, CEO of Alimak Group.

“Alimak Group and Tractel have a lot in common. A long history, a large group of industrial, construction, rental, wind and distribution clients, a culture focused on delivering great customer value in a safe environment, and a global team to deliver this. Joining forces makes a lot of sense, and the Tractel team is looking forward to working with the Alimak Group team to deliver a smooth integration as well as the expected synergies, both top and bottom line”, says Philippe Gastineau, former CEO of Tractel and new Senior EVP for the Facade Access division and for the Height Safety & Productivity Solutions division.

The integration of Tractel into Alimak Group begins immediately. The acquisition adds a new vertical into Alimak Group, the Height Safety & Productivity Solutions division.

Tractel’s temporary access rack & pinion business – Scanclimber, a leading provider of mast climbing work platforms, will become part of the Construction division. This will expand the customer base and unlock significant cross selling opportunities through the broadened solutions portfolio.

Tractel’s permanent access organisation will become part of the Facade Access division. The acquisition brings the opportunity to establish a global market leading position in permanent access solutions through the expanded customer base and combined portfolio.

Although there will be no organisational changes for the Industrial and Wind divisions effective on closing, the work to start realizing growth opportunities will begin immediately.
