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## Press release

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### ***Polaris acquires a majority stake in Skånska Byggvaror AB***

Skånska Byggvaror dates back to 1965 and has since then developed a unique business model with focus on own-branded products for the do-it-yourself segment. The company has consistently grown profitably, despite the recent years of financial turmoil, and in 2011 recorded a turnover of SEK 430m.

The company is headquartered in Helsingborg, Sweden, and offers direct delivery to all of Sweden's homeowners. Throughout the years the company has advanced from being a traditional mail order company to a modern e-commerce company.

Up to today more than 1 million customers have purchased products at Skånska Byggvaror and therefore Skånska Byggvaror's products such as conservatories, doors or Wardrobes have become an integrated part of a regular Swedish home.

*Peter Ankerst from Polaris explains the rationale for the investment:*

– Through developing the existing business concept further by expanding product offerings, the number of showrooms and geographical expansion, we see a considerable growth potential for the company going forward. The business plan includes an internationalization of Skånska Byggvaror combined with increased visibility in Sweden.

*The current owner Anders Blomkvist looks forward to having Polaris as a partner:*

– Today it is time for Skånska Byggvaror to take the next step and utilize the considerable growth opportunities that our business model offers. Polaris shares this vision and has a clear understanding of how this company functions today and should develop going forward. The strategic competences and financial strength of Polaris provide an excellent foundation for future growth.

Management and the organization in general will continue their solid work and together with Polaris focus on the realization of the business plan.

*Peter Ankerst sums up his impression of Skånska Byggvaror:*

– The Blomkvist Family and the company staff have developed Skånska Byggvaror in the best way possible and thus the company is an excellent example of a well-driven Swedish family-owned business. With a continuous and profitable growth since its inception, Skånska Byggvaror is exactly the type of company that Polaris looks for.

For more information, please contact Peter Ankerst (Polaris Private Equity) +46 70 130 28 30 and Anders Blomkvist (Skånska Byggvaror AB) +46 70 814 66 88.

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**About Polaris**

Polaris Private Equity is a Swedish-Danish private equity fund investing in small and medium-sized businesses in Denmark and Sweden. Polaris has been granted a number of awards, including the SVCA Fundraising of the Year 2010 and the DVCA Private Equity House of the Year 2010.

Investments are focused on companies with strong growth potential and SEK 250-2,000m in turnover. Up to today, Polaris has invested in 23 companies, sold 11 of them with good returns, and made 40 add-on acquisitions to its existing portfolio companies.

[www.polarisequity.dk](http://www.polarisequity.dk)

**About Skånska Byggvaror**

Skånska Byggvaror was founded 1965 by Börje Blomkvist, father of the current CEO Anders Blomkvist. The company has 100 employees divided amongst headquarter in Helsingborg, showroom in Helsingborg, assembly site in Bjuv and warehouse in Ängeholm. The product offering consists of conservatories, wardrobes, windows, doors, bath & spa, awnings, green houses, garage doors and filing cabinets. Own design- and product development, alongside a modern production facility in Bjuv, enable short lead times for launching new products that are high quality but low priced.

[www.skanskabyggvaror.se](http://www.skanskabyggvaror.se)

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