

Press release Calendar Week 15/I

Expansion in the Finnish market by acquiring a majority stake in Koukkupaja Oy and Felox Finland Oy

Rameder is pushing ahead with its internationalisation strategy

Having realized the third add-on within the last 6 months leading to over 320,000 towbars delivered to customers and an annual turnover of more than EUR 80 million, **Rameder** is by far the European market leader in retrofitting towbars and electrical sets. With the acquisition of a majority stake in **Koukkupaja** Oy (operating a network of towbar fitting centers) and **Felox** Finland Oy (former distributor of towbars), this leadership position will now be further expanded in Northern Europe after the recent acquisition of the Swedish market leader "Dragkrokslagret".

"Since 2016 we have been successfully growing our Finnish business with rameder.fi and continue to see further growth potential. By partnering with **Koukkupaja** we have now acquired a majority stake in the Finnish market leader that fits nearly all its sold tow bars through a network of fitting centers in Finland. We are very happy that the founders who have successfully developed the business for decades, remain actively on board as shareholders", says the management Stefan Bertelshofer and Dirk Schoeler of **Rameder**.

The acquisition of **Koukkupaja** and **Felox** is the second acquisition following the partnership in Sweden with the market leader "Dragkrokslagret" carried out by **Rameder** this year under its partner FSN Capital. Before, in October 2018, **Rameder** had acquired the Czech market leader ELSA GROUP s.r.o. and in December 2016 the French market leader France Attelage.

"Together with FSN Capital we will continue working on our international expansion strategy including M&A activities in attractive markets", the **Rameder** management adds.

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