

## **Polaris invests in Link Logistics**

Polaris has entered into an agreement with the owners of Link Logistics to acquire a majority shareholding in the company. Link Logistics is the leading Nordic logistics partner within express transport with global agreements with the largest courier transport suppliers. The company has more than 75 employees and terminals in Brøndby, Fredericia, Gothenburg and Stockholm, which will be supplemented by a new terminal in Aarhus in the first quarter of 2020.

Link Logistics' largest business areas comprise unique transport solutions within international express, and outsourcing solutions in the field of high-end BtB transport and e-commerce contribute to the company's increasing revenue and earnings as well. Since 2015, Link Logistics has generated an average annual growth rate of 9%, and 2019 revenue is expected to come to a level of DKK 250 million with an operating profit (EBITDA) of around DKK 23 million.

"Link Logistics has established a strong market position and generated solid growth rates based on a unique concept, which we want to contribute to introducing in interesting foreign markets in the coming years. Building on a sharp focus on customer service and the industry's leading IT platform, Link Logistics offers an optimum solution with one single point of contact, enabling customers to focus solely on their core business and avoid administration and significant investments in logistics and warehousing," says Henrik Bonnerup, Partner at Polaris.

The market for express shipments is growing at a rapid pace driven by global trends such as strong progress in e-commerce. A clear trend is emerging as customers across the world are demanding one single overview of prices and services through simple IT-based solutions. Link Logistics will accelerate growth based on the current Link concept through continued organic growth and a focus on acquisition opportunities across Europe, the US and Asia.

"We have established a strong platform with great opportunities to further develop the business in new markets, and we are very much looking forward to the partnership with Polaris, which will provide access to the capital and knowhow needed to scale and internationalize the company. At the same time, the constructive dialogue with Polaris has shown that we share a set of common values as well as the fundamental belief that service and proactivity towards customers and suppliers are absolutely crucial for ensuring success in our industry," says Anders Martens, CEO of Link Logistics.

Polaris invests in Link Logistics to contribute to accelerating growth, and the ownership change entails no changes to Link Logistics' management or organization just as existing cooperation agreements and customer relations remain unchanged.

"I am pleased to hand over the ownership of Link Logistics to a well-reputed and proper owner such as Polaris as well as the key persons who have, in cooperation with the employees, generated a unique and customer-centric business with bright future prospects. I am convinced that the positive development will continue and gain further momentum in the coming years," says Mette Tofte-Jepesen, board member and majority shareholder in Link Logistics.

In connection with the transaction, Link Logistics' management team and several key employees enter the ownership group as minority shareholders. The parties have agreed not to disclose the purchase price.

### **Further information**

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Anders Martens, CEO at Link Logistics, +45 21 29 85 02

**About Link Logistics** ([www.linklog.dk](http://www.linklog.dk))

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**About Polaris** ([www.polarisequity.dk](http://www.polarisequity.dk))

Polaris is a Nordic private equity firm headquartered in Copenhagen, which invests in well-established medium sized companies in the Nordics. Since 1998, Polaris has raised 4 funds and obtained capital commitments of EUR 1.2bn. Polaris' focus is to invest in companies with growth and development potential. To date, Polaris has invested in 41 companies and completed more than 70 add-on investments. Polaris currently owns 13 companies with total revenue of EUR +1bn and 5,000 employees.