



# BECOME PART OF SOMETHING BIGGER

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Join Lesjofors

**LESJÖFORS**  
SPRINGS & PRESSINGS

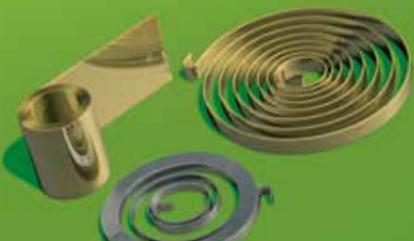
Are you looking to sell your company?

Are you looking to take your business further?

Do you want to explore and expand into new markets?

Do you want to invest in new infrastructure, facilities and machinery but are limited by the investment funding and support structure behind you?

Join us and secure your ambitions



## WHO ARE WE?

We are Lesjofors, your global partner. A company that is dedicated to investing in, growing, supporting and developing spring manufacturers.

Lesjofors, is one of the oldest, most respected and experienced suppliers of springs, wire and strip components in the world. Established in 1675, with spring manufacture commencing in 1852, multi-sector businesses, across the globe, rely on our products.

Beijer Alma, a listed company, is the parent company behind the Lesjofors group.

**BEIJER • ALMA**

We are looking for opportunities to acquire spring manufacturers, inviting them to join our growing group of companies, strengthening Lesjofors as a global spring manufacturer.

We have 28 factories across Europe, America and Asia and we are looking to acquire more to extend our capabilities and geographic reach.

We would like to complement the group with additional niche products and skills which, when combined with our existing strengths, will generate additional synergies to the group and to the acquired companies.

## WHAT WE CAN DO FOR YOU

Our extensive network, dedicated resources, commitment, market insights and collective experience has repeatedly proven to be a competitive advantage to the companies we support.

We have a decentralised structure, allowing you to continue to be responsible for your business but offering you access to our entire global range, expertise and production. Knowledge sharing is key to our strength.

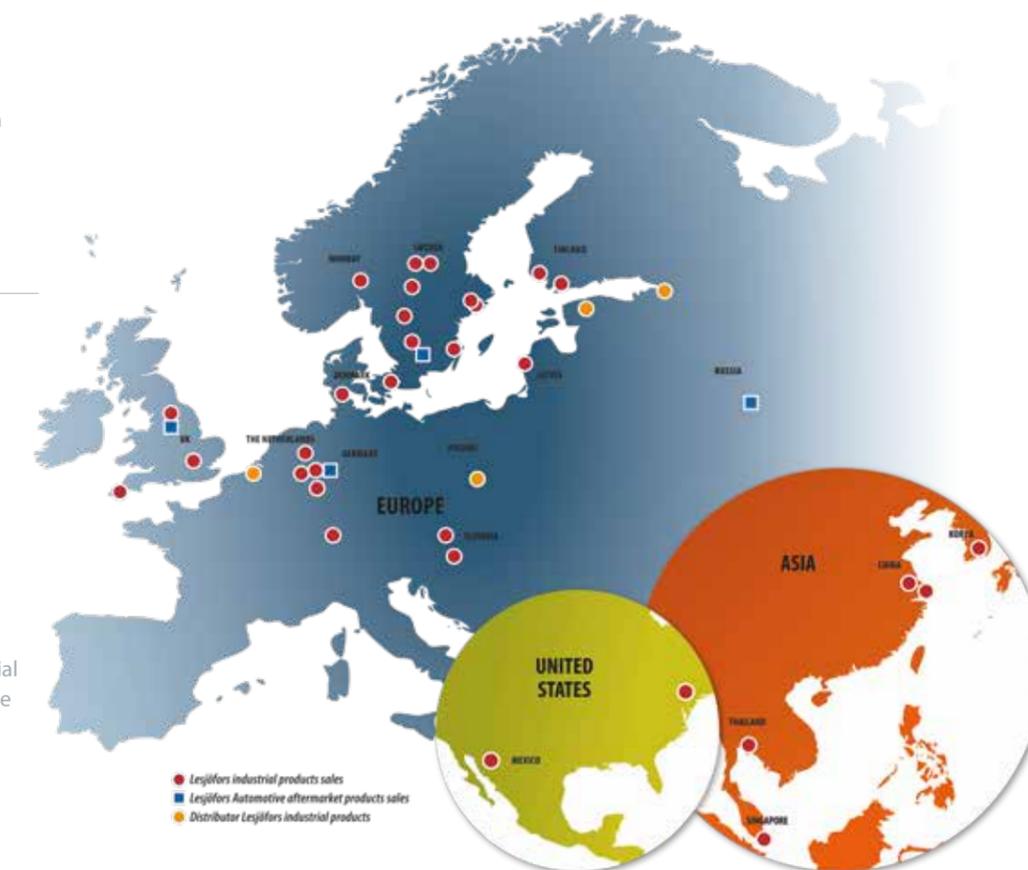
Our teams are motivated, entrepreneurial and highly technical across production and sales, maximising potential across your business.

We are big investors in advanced technologies, market leaders in the industry, and invest in the best machinery to optimise your results.

We believe that collaboration is key to successful, long-term relationships optimising the potential for commercial and operational synergies and because of this, year on year, we have posted exceptional results.

### FAST FACTS

**28 factories**  
**Established in 1675**  
**Turnover of €250m**

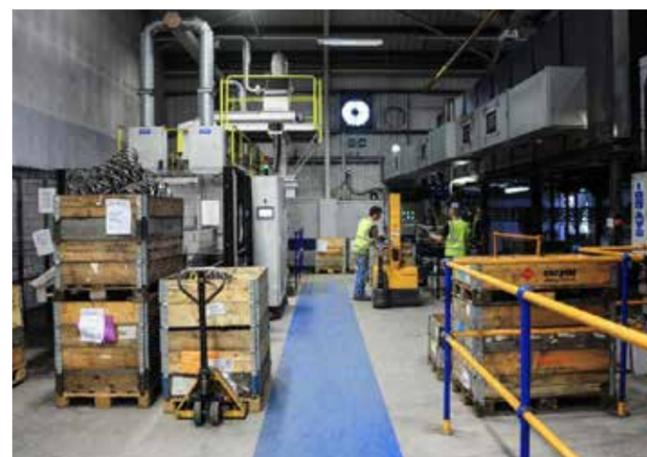




/ European Springs & Pressings, Redruth Factory



/ Michael Gibbs, Managing Director,  
European Springs & Pressings, Cornwall, UK



See for yourself...

## EUROPEAN SPRINGS & PRESSINGS

CORNWALL, UK

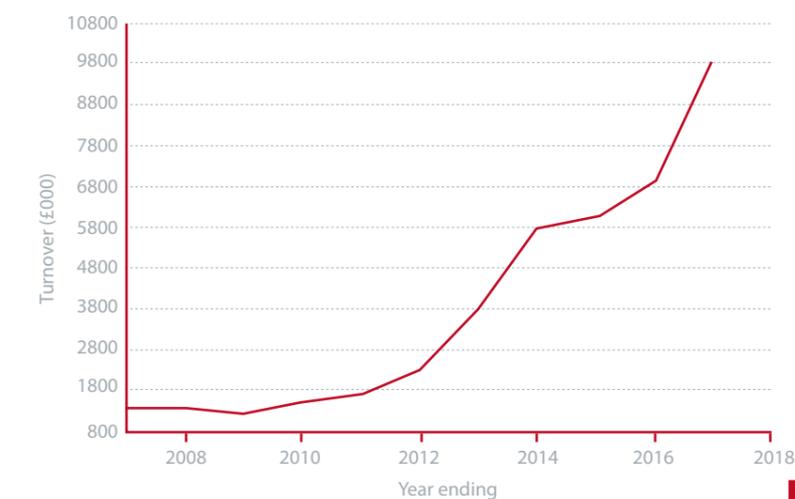
**EUROPEAN**  
SPRINGS & PRESSINGS

ESP Cornwall specialises in springs and wire forms from 0.5mm to 26mm wire diameter, covering the automotive and industrial sectors. Over the last decade they have grown from a 1000m<sup>2</sup> site to 4000m<sup>2</sup>.

Michael Gibbs, Managing Director of European Springs & Pressings in Cornwall, UK says: "I joined European Springs & Pressings in 2001 and since our purchase by Lesjofors in 2007, the company has grown and developed exponentially. Lesjofors has invested over £5m in our Cornwall site, turnover has increased by over 700% and we've doubled our number of employees.

We've relocated and expanded the site and purchased a second factory. Our order book continues to multiply and we're now one of the biggest spring companies in the UK."

Growth since acquisition in 2007



“ Lesjofors offers a business culture and investment system that supports, enthuses and delivers results. ”

Michael Gibbs, Managing Director, European Springs & Pressings in Cornwall, UK

FAST FACT

**700% increase  
in turnover since  
joining Lesjofors**



/ Velleuer GMBH & Co KG, Germany Factory



/ Frank Jahn, Managing Director,  
Velleuer GMBH & Co KG, Germany



See for yourself...

## VELLEUER GMBH & CO. KG

VERLBERT, GERMANY



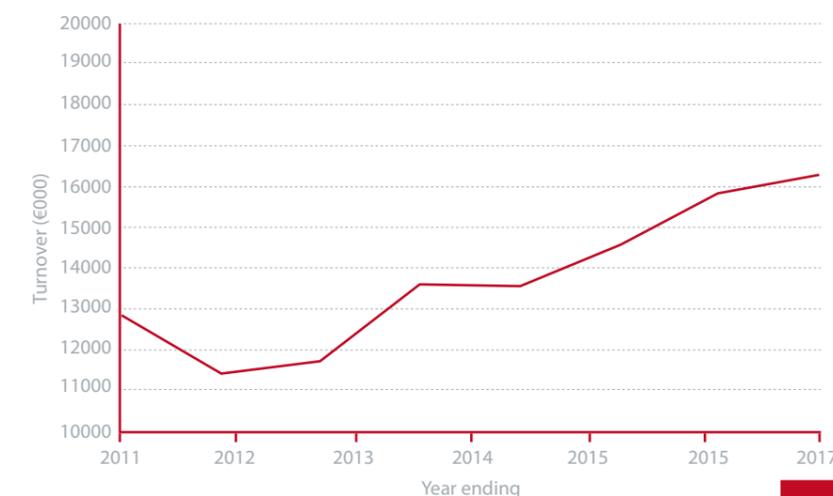
Established over 100 years ago, Velleuer's heritage was acquired by Lesjofors in 2011. Since then, Lesjofors has continuously invested, enhancing the technologies and expertise at Velleuer. The €6.4m invested, to date, has increased efficiencies and grown sales by 25%.

Velleuer is now one of the most profitable spring companies in Germany.

Velleuer's knowledgeable team, facilities and infrastructure, offer development and prototyping services, toolmaking, spring production up to 4mm wire diameter, parts cleaning, quality assurances and automation, all supporting a range of industry sectors including agriculture, automotive and electronics.

Frank Jahn, Managing Director concludes "Joining Lesjofors has allowed us to become part of a dynamic group that thinks and acts globally."

Growth since acquisition in 2011



“ Since becoming part of Lesjofors we have combined the flexibility and skills of our medium sized company with the business-minded, world-wide service of an international business. ”

Frank Jahn, Managing Director

#### FAST FACT

The €6.4m invested since the Lesjofors acquisition, to date, has grown sales by 25%.



Lesjöfors Springs America, Pennsylvania Factory



Brandy Davies, CEO,  
Lesjöfors Springs America, Pennsylvania, USA



See for yourself...

## LESJÖFORS SPRINGS AMERICA

PENNSYLVANIA, USA AND NOGALES, MEXICO

**LESJÖFORS**  
SPRINGS & PRESSINGS

Lesjöfors Springs America (LSA) is an industry leader in the design and manufacture of custom engineered flat mechanical springs and spring assemblies, specialising in constant force, constant torque, hair and power springs and reels. LSA was originally established in 1926 in New York, by Sandvik Materials Technology, moved to Pennsylvania in 1971 and expanded to two sites in 1989, through the strategic addition of the Nogales, Mexico operation. Lesjöfors acquired the Mexico and USA sites in 2015.

Brandy Davies, CEO of LSA says: "Over the decades, it was a struggle to support global growth initiatives, world class production capabilities and design services, when competing for investment dollars with the previous owners core business. Since the Lesjöfors purchase, we have received significant investment in our business, expanded our product offering, been able to capitalise on synergies through the Lesjöfors group and gained instant support from their global sales team – supporting growth initiatives in Europe and Asia."

### Core achievements since the Lesjöfors acquisition



The USA site has relocated to a brand new, state of the art facility, increasing production and office space by 50%

Technical bench strengths have advanced by 150% with specific expansions in the product and process engineering teams.

40% ▲

In Mexico, staff numbers have increased by 40% with the addition of toolmakers, quality & production personnel.

Production between the two sites has been rationalised, maximising profit and service to customers.

\$2.5M invested in infrastructure, including two new automated production lines which has led to an expansion of product offering, an increase in capacity and a reduction in production costs

Expanded production with a new partnership in Latvia, supporting global growth targets in Europe and Asia.

**" Lesjöfors investment has strongly positioned us to realise our future growth initiatives."**

Brandy Davies, CEO, Lesjöfors Springs America

### FAST FACT

**\$2.5m invested in infrastructure, including two new automated production lines**



/ John While Group, Singapore Factory



/ Roy Loh, Managing Director, John While Group, Singapore



See for yourself...

# JOHN WHILE GROUP

## SINGAPORE

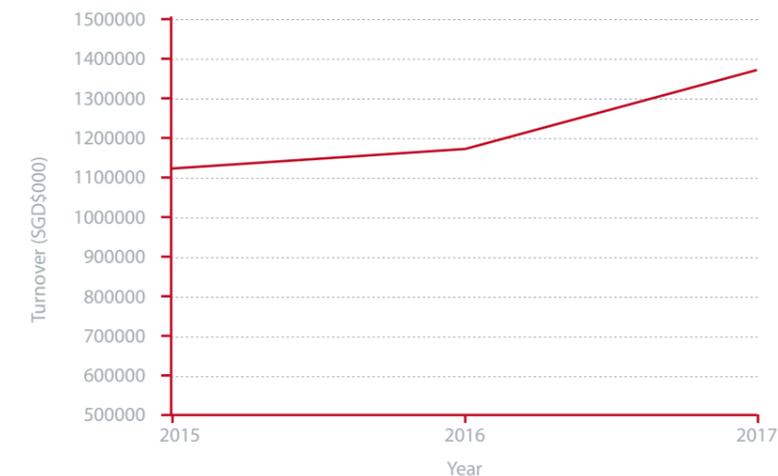
Acquired by Lesjofors in 2016, the John While Group (JWG) purchase enhanced Lesjofors access to the fast-growing Asian market and expanded market reach for JWG in to the northern hemisphere.

Roy Loh, Managing Director says: "Our purchase elevated us from a stand-alone SME to be part of a public listed company, with a group of companies specialising in our field of expertise.

Since 2016, our market dynamics have changed. We've experienced a reduction in competition, new territories have opened up, we've acquired a pool of ready customers, expanded the customer base for cross-selling, developed new sales opportunities by marketing complementary products and services, and due to the access to new markets, have saved a considerable amount of time, and money, developing our growth strategy."

JWG is the one-stop-shop for springs across the automotive, computer, data storage, electronics, medical and telecommunication sectors. Their specialisms in small and micro-sized springs complement the Lesjofors group portfolio.

Growth since acquisition in 2016



**“ Access to technical support and bench-marking through Lesjofors has been invaluable to the ongoing development of JWG in the global arena ”**

Roy Loh, Managing Director, John While Group, Singapore

**FAST FACT**

**With subsidiaries in Shanghai and Thailand, growth across a number of areas have increased by up to 30% since 2016.**



/ Lesjöfors Springs Slovakia, Myjava Factory



/ Jan Macuha, Managing Director, Lesjöfors Springs Slovakia, Myjava, Slovakia



See for yourself...

# LESJÖFORS SPRINGS SLOVAKIA

## MYJAVA, SLOVAKIA

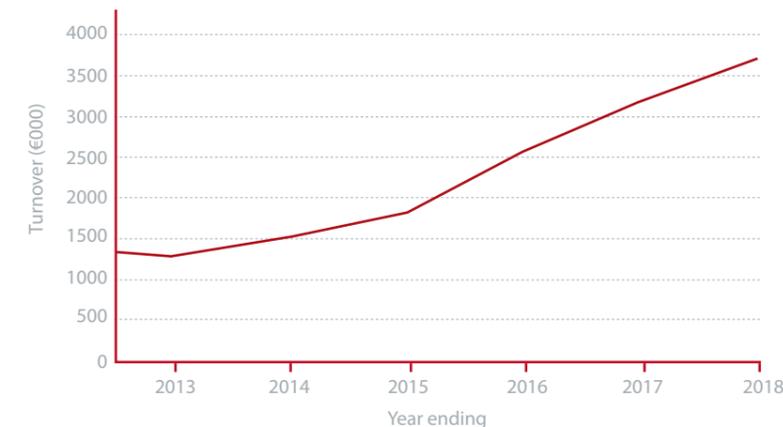


Purchased by Lesjöfors in 2013, Lesjöfors Springs Slovakia has achieved extraordinary success since its acquisition.

Over €6m has been invested by the Lesjöfors group and in the past five years, the site has expanded from 600m<sup>2</sup> to 2700m<sup>2</sup>. Employee numbers have doubled and turnover continues to increase year on year.

Specialising in technical springs and wire forms from 0.1mm to 2.6mm wire diameter, covering the automotive, industrial and medical sectors, Lesjöfors Springs Slovakia has an exceptionally advanced level of technology due to high levels of investment in new CNC technologies.

Growth since acquisition in 2013



**//** Thanks to the support of Lesjöfors, we have become one of the biggest spring companies in Slovakia and the sole supplier of products for a number of international organisations. **//**

Jan Macuha, Managing Director, Lesjöfors Springs Slovakia

FAST FACT

**Factory growth of 350% since joining Lesjöfors**

## WANT TO JOIN US?

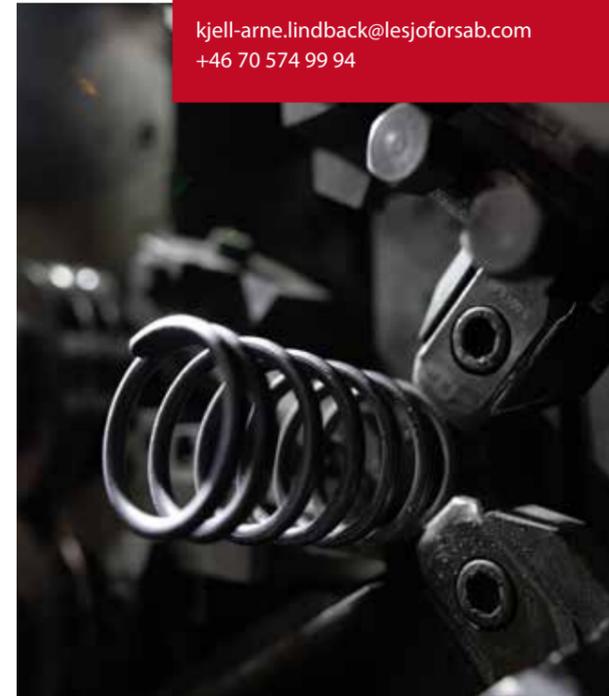
We are a dominant, global, friendly force who like working with brilliant people to achieve excellent results.

- / Are you a respected manufacturer with recognised technical expertise that wants to go further?
- / Would you like high exposure to existing and emerging markets?
- / Do you have a high percentage of customised or engineered products that could benefit from investment in skills and new technical equipment?
- / Is there a niche in your market that hasn't yet been optimised due to lack of funding?
- / Have you an experienced management team that are driven to achieve more?
- / Are you excited by innovation and successful new product development?
- / Do you want to develop your strong relationships with your key account customers?

## BECOME A PART OF SOMETHING BIGGER

If you want to optimise the potential of your business, please get in touch with Kjell-Arne Lindback, Lesjofors MD & Group CEO

kjell-arne.lindback@lesjoforsab.com  
+46 70 574 99 94



“ Lesjofors has gained a lot of experience whilst acquiring and adding new companies to the group. We fully value people and the business culture developed within each organisation and we recognise this makes every company unique. Decentralisation, with local management at its core, is a fundamental part of our business strategy.

Our main focus is to offer every company the opportunity to learn from each other, utilising the vast expertise within the group. We know that our extensive product range and access to new markets strengthens all our new, and existing companies, under the Lesjofors umbrella.

We are constantly expanding our operation, with 100% focus on springs and pressings. Adding new companies, within our dedicated sector, is an important part of our growth strategy.

Join us. We look forward to hearing from you. ”

Ola Tengroth, Lesjofors MD & Group CEO

# LESJÖFORS

SPRINGS & PRESSINGS

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