

Financial News – Scalae of Sweden

Scalae is a fairly unique company offering complete product development from the idea to the profitable end product. The line-up includes for example a next generation of auto gas dispensers for E.ON and an electric bicycle for the Shanghai World Expo.

The company is headquartered near Lund, in southern Sweden with a foreign subsidiary in Copenhagen. International projects have been already conducted in France, Switzerland, Denmark and Norway. Scalae received 2008, 2009 and 2010 the Gasell-Award of the Swedish newspaper Dagens Industri rewarding the fastest growing companies.

Scalae has currently 42 employees with 36 of them involved in product development. More than 400 projects were completed since the establishment of the company in 2003. As of September 2010, the turnover has reached 41 million SEK (45% more than the year before) with a yield of no less than 4%. The forecast for the first half year of 2011 is lower but still above average with an expected growth of 10%.

According to Anders Cederberg owner & CEO (the co-owner and Marketing Director being Peter Arndt), the company views the future „with very good confidence“. Mr. Cederberg emphasizes that the particular attention given to end-customer needs, the permanent improvement of innovation processes, as well as the setting of ambitious goals are the keys for success on this market. The company has successfully passed ISO 9001 and ISO 13485 certification.

Mr. Cederberg said to mergermarket that the company seeks at the moment some consolidation before considering new exciting businesses. Therefore Scalae doesn't plan actively any acquisition, though Mr. Cederberg said that acquisitions might always become an option if a valuable business opportunity arises.

While there is no plan to sell the company at the moment, Mr. Cederberg revealed that the privately owned Scalae has been approached by a prospective buyer. He said that he and the co-owner are very happy with the actual situation of ownership, but that a sale might be consider at a later stage if highly interesting conditions can be offered.