

Vivonio Furniture takes over KA Interiør

Munich, 20/06/2018. The Munich-based furniture holding Vivonio Furniture GmbH acquires the Danish sliding door manufacturer KA Interiør. With this acquisition, Vivonio expands its portfolio of custom built-in cabinets and strengthens its European market position in this segment.

KA Interiør started as a small sliding door workshop in Grindsted, Denmark, in 1991. Today, the company has about 100 employees and has grown to become the largest private label producer of sliding door cabinets in Scandinavia. Their main sales market is Denmark, followed by Norway and Sweden, and the key sales channels are kitchen retail, DIY warehouses and real estate development projects. The company offers its customers a wide range of surfaces, accessories and interior design options - made to the measure for the available space and the respective trade. KA Interiør takes special pride in always keeping its product developments up to date with current trends.

"With the support of the former owner, DKA Capital, we had a very successful development in the past couple of years and we are happy to have found in the Munich-based furniture holding Vivonio and its majority shareholder Equistone new, reliable partners," says Allan Meyer, CEO at KA Interiør.

"The market for built-in cabinets and walk-in closets is on a tremendous rise. In acquiring KA Interiør, Vivonio secures further market shares in this niche segment. Together with Noteborn, acquired in March 2017, we are now one of the largest providers in the Benelux countries and Scandinavia," explains Elmar Duffner, CEO of the Vivonio Furniture Group.

Besides KA Interiør and Noteborn, the office furniture manufacturers fm Büromöbel and Leuwico, the specialist in production and sale of flat-pack furniture MAJA Möbel, and the leading manufacturer of bedroom furniture Staud are also part of Vivonio Furniture GmbH.

The majority shareholders at Vivonio are funds controlled by the European equity capital investor Equistone Partners. A minority stake is held by the management itself and by investment funds advised by Orlando Management AG. Michael H. Bork, senior partner and a member of the board at Equistone commented on this most recent acquisition: "With this newest buy-in, Vivonio is in line with its strategy of acquiring successful companies specialised in their respective segments. Vivonio Furniture GmbH has been following this strategy, which also considers systematic investments in companies that do not have a private label known to the final customer, with great success since our takeover in 2012. This makes us an ideal partner in furniture retail. The group sales have more than doubled since the takeover and we purposely invest the operative result in capacity expansion and improving our corporate processes."

The parties to the contract have agreed to maintain silence regarding the purchase price.

Vivonio press contact:

Ulrike Woiwode +49 89 121 1225-10

ulrike.woiwode@vivonio.com

Shortcut:

Vivonio Furniture GmbH expands its portfolio of custom built-in cabinets by acquiring Denmark-based KA Interiør S/A and strengthens its presence on the Scandinavian furniture market. The Danish company is one of the largest private label manufacturers of sliding door cabinets in Scandinavia. Together with the Dutch subsidiary Noteborn B.V., acquired in 2017, the furniture holding company from Munich continues to consolidate its leadership in Northern and Central Europe.

Photographs:



Vivonio_KA_AllanMeyer



Vivonio_KA_Firmensitz_Grindsted (company premises)



Vivonio_KA_Schranksystem
(cabinet system)



Vivonio_KA_Schranksystem_Holz
(cabinet system wood)



Vivonio_KA_Schranksystem_Glas
(cabinet system glass)