



Press release  
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## Dinex enters new partnership to realise growth potential

***Dinex has entered into a partnership with 3C GROUP A/S. The new, strong partnership will support Dinex' growth ambitions and double the turnover to two billion Danish kroner in 2020.***

The Funen company Dinex expects a significant growth in the coming years, and now Dinex has found the partner, who will join the journey towards fulfilling the large growth potential. Therefore, Dinex has entered into a partnership with 3C GROUPS, which among other things, owns 3C RETAIL, VÆRSGO, Nørgård Mikkelsen, Hesehus and Odense Sport & Event.

3C GROUPS' CEO and owner, Niels Thorborg, and Torben Dinesen, CEO and owner of Dinex, have known each other for many years, and Niels Thorborg has followed the development of the Funen company, which is the global cleantech supplier of emission systems for diesel and gas engines for trucks and construction equipment.

"It has been important for me to attract an investor and partner, who believes just as much in Dinex as I do - and 3C GROUPS and Niels Thorborg do. Great interest was shown from several other investors, but we have found a partner that shares our ambitions and visions for the future. At the same time, I look forward to cooperating with Niels, who I respect, and who will be a strong sparring partner in the further work to achieve our growth potential," Torben Dinesen says.



Picture: Torben Dinesen & Niels Thorborg

In the new partnership, the Dinex ownership will be evenly split between the two companies, and the two company owners agree on the direction and the terms of the partnership. One part of the agreement is a capital injected to the company which will help to achieve the expected growth.

"We both see an attractive potential for growth and with this common focus, it was easy to agree on a strong foundation for our future cooperation. Dinex has seen an extremely good development during which the board of directors and the management in just three years have managed to triple the company's EBITDA. This is really strong work by both the management team and employees," Niels Thorborg says.



**Growth potential must be met**

In recent years, Dinex has succeeded in a strong development which is primarily driven by the company's presence in Europe, Russia, China and the United States. In 2017, the company reached a turnover of more than one billion.

"The improvement is a result of the changes we made years ago when we upgraded our organisation, closed two factories in Denmark and Germany, respectively, and increased our sales with improved profitability," Torben Dinesen says, and adds that the growth is also supported by the company's plans to expand on both the spare parts market and the OEM market.

At the same time, Dinex has already started the strategy plan "Fuel for the Future" which up to 2020 includes system sales to global and regional manufacturers such as Volvo, Caterpillar, Kamaz in Russia and Dongfeng in China as well as an increase in component sales in both Europe and the United States.

"We are really starting to penetrate the American spare parts market where the market share of diesel particulate filters and diesel oxidation catalytic converters must be increased to ten percent towards 2020. In addition, we have recently started up the series production for our major Chinese customer Dongfeng, who holds 20 percent of the Chinese truck market. Therefore, we expect a sale that is approximately 200-300 million higher in 2018 and that we at the same time meet our turnover targets towards 2020," Torben Dinesen says.

The direction for the future is in place and the two partners agree on both objectives and measures.

"I have followed Dinex' great development throughout many years and have high praise and respect for the work that has been created. Dinex has developed a strong strategy for the future, and the company has a unique system concept and technologies which are demanded by OEM and spare parts customers around the world. There is a lot of potential and I am convinced that Dinex can continue the strong development. That is a journey I want to join," Niels Thorborg says.

The partnership will enter into force on 1 April 2018.

**For further information, please contact:**

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**Key figures:**

Million DKK	2015	2016	2017 (estimate)
Turnover	810.9	913.6	1039
EBITDA (operating result)	39.9	82	148
Result before tax	0	6.2	53



**Facts about Dinex:**

Dinex develops and produces exhaust and emission technology solutions for OEM suppliers of trucks and construction machinery throughout the world as well as spare parts and exhaust systems for subsequent installation on heavy vehicles.

Dinex was founded in 1982. Today, Dinex has a global production setup with eight factories in the United States, China, Russia and Europe. The group employs approximately 1300 employees in 17 companies.

Read more at [www.dinex.dk](http://www.dinex.dk)

**Dinex Group's map of the world with factories and sales companies:**

