



INFORMATION FROM THE BTL GROUP

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Press release

Wilson Group expands in Holland

Wilson Group, the Air and Sea Division of the Swedish Transport and Logistics company BTL AB, has acquired Multifreight International BV, Holland.

Multifreight is based at Schiphol-Amsterdam. The company was founded in 1990 by Michel Loots and two partners and since then the company has successfully expanded the business primarily in the airfreight and logistics sector. In 1997 an ocean freight department was opened in Rotterdam.

Multifreight has 23 employees who in 1997 produced a turnover of NLG 21 million at good profitability. The company is well recognised as a quality service provider. The clients range from major computer companies to shipping lines and garments importers. The main markets for Multifreight are USA and Asia.

Michel Loots who has lately been the sole shareholder and Managing Director will become Airfreight Director Benelux reporting to the Benelux Director of Wilson Group, Tycho van Heusden.

"The acquisition provides a perfect strategic fit for the Wilson Group since we have been lacking a real presence in the forcefully expanding Dutch airfreight market. We are very pleased to welcome Michel Loots and his team of highly competent staff to the Wilson Group. The deal also manifests the dedication of Wilson Group to expand through strategic acquisitions", says Henrik von Sydow, CEO of Wilson Group.

"I believe in the globalisation of the economy and our industry and I have seen the need for Multifreight to become part of a strong international group to provide long term logistic solutions for our clients. Wilson provides a very good opportunity for us since there are only marginal overlaps operationally and true synergies from the business flow", says Michel Loots.

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The Wilson Group is part of the BTL Group, which is one of the largest transport and logistics groups in Europe and the market leader in the Nordic region. The Group also has extensive activities in Asia, Australia, New Zealand and the USA. The Wilson Group runs air- and seafreight operations in a global network covering 15 countries. Net sales in 1997 totalled SEK 3.9 billion. The Wilson Group has 1,500 employees.