



Sortera Skandinavian Holding

Creating a Nordic leader in environmentally conscious construction waste collection services

Country Sweden
Region Stockholm
Investor Norvestor Equity
For more info
 sortera.se/
 www.norvestor.com/

Norvestor has been an important partner in defining and supporting Sortera in executing our growth strategy and focusing on environmental solutions.

Henrik Westoo
 CEO, Sortera

When Norvestor Equity took a majority stake in Sortera Skandinavian Holding in 2012, the business provided waste collection and disposal services for construction and renovation sites in the greater Stockholm area. Over the next four years, Norvestor helped the business grow rapidly, opening operations in Uppsala, Gothenburg and Oslo, and growing to 95 employees across four offices and two sorting facilities.

Along with providing great customer services, the company focuses on reducing the environmental impact of the waste it collects by running environmentally friendly vehicles, recycling waste through sorting for re-use or conversion to new products or energy. With the business firmly in growth mode, Norvestor sold its stake to Summa Equity in 2016, under whose stewardship it has continued to thrive.

WHAT DID THE BUSINESS NEED?

Investment to expand the business beyond Stockholm
 Support for growth organically and through selected acquisitions
 Owner with experience in Nordic expansion

HOW DID PRIVATE EQUITY BACKING CREATE LASTING VALUE?

Supported SEK 40 million investment in new sorting facility and sales office in North Stockholm
 Assisted with two acquisitions, MELAB and Åkerisäcken, to boost company growth
 Implemented advanced ESG policies and procedures

WHAT OUTCOMES DID PRIVATE EQUITY INVESTMENT ACHIEVE?

Expanded into Gothenburg and Oslo
 Grew compound annual sales by over 29% and EBITDA by over 60% between 2012 and 2015
 Introduced new services, such as bins and hazardous waste collection
 Increased employee numbers from 45 to 95 over four years
 Established second sorting facility on the north side of Stockholm to expand geographical reach and reduce transportation of waste



29%
 compound annual
 sales growth
 2012-2015

50
 new jobs in 4
 years



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