



Press release from ÅF

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New strategic initiatives at ÅF

As a result of the acquisitions of Epsilon and of Advansia in Norway, ÅF has initiated a strategic review of operations that will lead to the following changes designed to create an even stronger and even clearer ÅF offer to current and potential clients:

- **Organisational change.** The Technology Division will be a market leader in the Nordic region in the fields of R&D and IT, while the Industry Division will lead the market in process and production development. To draw a clearer dividing line between the two divisions' respective operations, a small number of units will be transferred (organisationally) between these divisions with effect from 1 July. Operations generating revenues of approximately SEK 220 million a year will be transferred from Technology to Industry, while operations generating approximately SEK 55 million will be transferred from Industry to Technology.
- **Key Account Management.** ÅF is making a strategic investment in Key Account Management (KAM) for the Group. Viktor Svensson is appointed Executive Vice President, Sales & Market Communications, with a seat in the Group Management team. His task will be to coordinate sales for a number of ÅF's major clients. Viktor takes up this new position on 1 September.
- **Full integration of the ÅF Partner Network.** Following the acquisition of Epsilon, ÅF has access to the Nordic region's largest network of independent partners and technical specialists. The network currently comprises some 16,000 consultants. The Partner Network has been integrated into the Technology Division, but will now also be integrated into ÅF's other divisions. This is expected to create opportunities for new business and growth. Christer Carmevik, the manager responsible for the Partner Network, also has a seat in Group Management.

Corporate Information

ÅF AB

The ÅF Group is a leader in technical consulting, with expertise founded on more than a century of experience. We offer highly qualified services and solutions for industrial processes, infrastructure projects and the development of products and IT systems. The ÅF Group currently has 7,000 employees. Our base is in Europe, but our business and our clients are found all over the world.