



PRESS RELEASE

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## **BM Silo future-proofs the company with new investment**

**BM Silo continues generational change with social investor. New director becomes co-owner, and the Tvis company is aiming to gain even more hold in the global market.**

Den Sociale Kapitalfond Invest has acquired a 44 percent stake in BM Silo, who offers silos and transportation equipment for storing and transporting dry materials to customers worldwide. This is part of a smooth generational change.

From the factory in Tvis, the company has developed a modular system for silos in galvanized and stainless steel, which enables a combination of tailor-made solutions and efficient production for customers in the food sector and the plastics industry. BM Silo thus helps to ensure longer shelf life and better utilization of natural resources such as grain and coffee.

### **Future-proofing commercially and socially**

Lisbeth Barnbæk Nielsen, who took over as CEO of the company in October 2021, will also step in as new co-owner, while Dorte Zacho Martinsen, who has previously been CEO and most recently Chairman of the Board, resigns from the ownership group. Claus Martinsen, development director of the company, will continue as majority owner. At the same time, investor Mogens Rüdiger joins as the new Chairman of the Board.

With the sale, Claus Martinsen wants to continue the smooth generational change in the company in a way that future-proofs BM Silo both commercially and in relation to the values that the company has been driven by for many years:

“It is important to me that BM Silo can continue its development as a good and strong company, anchored here in the local area but with an increasing number of international customers. In the autumn, we brought in Lisbeth Barnbæk Nielsen as the new CEO, which I am incredibly happy about.”

“In addition, we have been in dialogue with Den Sociale Kapitalfond Invest team and got to know them as competent, proper, and with a good understanding of our business. For me, it is a great team that will now help taking BM Silo on the next part of the journey,” Claus Martinsen says.



### **Ambitious partner with good values**

Den Sociale Kapitalfond Invest is a private equity fund that invests exclusively in small and medium-sized enterprises with a focus on growth, positive social impact in the local area, and high company value.

"Over the past year, I have come to know Den Sociale Kapitalfond Invest as an ambitious partner with strong values that will ensure the social and sustainable work that we are already working with. At the very end, we get a professional partner to further develop BM Silo. Personally, I see it as an incredibly exciting opportunity to become a co-owner in the new setup and continue to lead the company," CEO Lisbeth Barnbæk Nielsen says.

When it comes to social responsibility, Lars Jannick Johansen, Managing Partner at Den Sociale Kapitalfond Invest, sees BM Silo as one of the leading companies among SMEs in Denmark.

"At the same time, BM Silo's products make a positive difference in the world, among other things by contributing to increased resource utilization and less waste of raw material, not least in the food sector. This, combined with efficient production, means that despite turbulence in the market, we currently see a good potential going forward for BM Silo as a Danish *impact* company in a global market."

### **Standard-bearer for social responsibility**

BM Silo was established in 1965 and has been owned by the Martinsen family for over 50 years and is known for its great social responsibility, which includes and upskills young, marginalized people. The company has, among other things, won the CSR People Prize in 2021 and has been repeatedly highlighted for its work with social responsibility and positive impact on, among other things, the UN's Sustainable Development Goals.

It is a job that Dorte Zacho Martinsen has been in charge of – first as CEO for 11 years and in recent years as chairman and co-owner:

"I became CEO during the financial crisis, and together with the employees we turned the company into a still well-run export company with a focus on optimization, automation, digitization and training of employees with a special focus on helping vulnerable young people enter the labor market. A turn-around that has meant that we have kept production 100% in Denmark and focused on the SDGs as a natural lever for new export markets.



These very values together with the interest in CSR through corporate governance has resulted in me meeting Den Sociale Kapitalfond Invest on several occasions, and therefore I am also incredibly proud that they are now part of BM Silo's continued growth journey, so that I can confidently continue my own journey as an self-employed SME360° consultant."

In the process, BM Silo ApS has been advised by DAHL Advokatpartnerselskab and PwC, while Den Sociale Kapitalfond Invest has cooperated with Accura and EY.

The parties agree not to disclose the transaction price.

**Facts:**

**About BM Silo ApS**

BM Silo offers silos and transport equipment for storing and transporting dry materials to customers all over the world.

The company has developed a modular system for silos in galvanized and stainless steel, which enables a combination of tailor-made solutions and efficient production for customers in the food sector and the plastics industry. BM Silo thus helps to ensure longer shelf life and better utilization of natural resources such as grain and coffee.

From the factory in Tvis, silos and equipment are produced according to a just-in-time principle and shipped to customers all over the world in a compact kit with easy installation based on language-neutral manuals and low shipping costs.

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BM Silo has a gross profit of around DKK 22 million annually and has approx. 36 employees (FTE).

**About Den Sociale Kapitalfond Invest**

Den Sociale Kapitalfond Invest is Denmark's first private equity fund with a focus on achieving both economic returns and social impact. The fund is an investment partner for small and medium-sized enterprises in industry, services and trade, as it helps to fulfil the potential for growth, positive social footprint in society and high corporate value.

The investors behind are, among others, Den Europæiske Investeringsfond, Vækstfonden, TryghedsGruppen, Novo Nordisk Fonden, Ferd, Færchfonden, Hempel Fonden, Sparekassen Sjælland-Fyn, Østifterne, and Færch og Døtre. The fund originates from Den Sociale Kapitalfond, which - since 2011 - has collaborated with more than one hundred socially responsible companies on investments and business development.



#### Yderligere information

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