

Gladsaxe 17 February 2004

## **Danske Traelast unites purchase for the entire Nordic region and increases focus on growth**

In line with its strategy 2002+ the Danske Traelast Group now increases efforts in its two key areas "purchasing" and "business development".

### **STRONG NORDIC FOCUS**

The Danske Traelast Group is re-organising its purchasing structure to focus on increasing negotiations at Nordic level. The resulting newly established "Group Sourcing department" will be responsible for a new "lead buyer" system. The current divisional purchasing managers will maintain their present responsibility, but will additionally be responsible for a specific group of products/suppliers each - within the Danske Traelast Group framework.

The objective is to ensure the Group the best possible purchasing conditions and the best possible price for its customers, as well as to become an even more attractive partner for the Group's suppliers. The re-organisation is a natural next step in line with the last five years' development, where purchasing has been moved from the stores to central divisional departments.

Group Vice President, mr. Ole Mikael Jensen, aged 34, who until now has been responsible for the Group's Investor Relations, Communications and Business Development, is appointed Manager of Group Sourcing. At the same time he takes seat in the Group Management Committee. Ole Mikael Jensen will be responsible for the Group's yearly purchasing volume amounting to more that DKK 10 billion.

### **INCREASED FOCUS ON BUSINESS DEVELOPMENT**

During the last couple of years the Danske Traelast Group has focused on increasing efficiency and has closed down non-profitable activities. Focus now changes to more growth-oriented initiatives, and consequently Danske Traelast strengthens its Business Development department.

Group Vice President, mr. Joergen Wenshoej, aged 47, is appointed Group Vice President of Business Development being responsible for analysis, investigative activities and operations in new geographical areas. As before, Business Development will focus on the Nordic countries and the Baltic Rim area.

Joergen Wenshoej continues as Group VP of the Wholesale division which has increased efficiency remarkably during his managing period. Joergen Wenshoej's current Group Purchasing responsibility is transferred to the new Group Sourcing department. Joergen Wenshoej remains in the Group Management Committee.

For further information please contact President and CEO, mr. Steen Weirsoee on telephone +45 39 55 97 00.

**ABOUT DANSKE TRÆLAST**

The Danske Trælast Group is the largest distributor of building materials in the Nordic region. The Group employs approximately 7,000 people and from our more than 225 outlets we focus on sales and distribution to a wide spectrum of customers: from international contractors, professional builders and consumers through the timber consuming industry to retailers of building materials. Activities are organised in three sectors: Builders' merchants, DIY stores and wholesale. The annual turnover is DKK 15 million.

Danske Trælast was delisted from the Copenhagen Stock Exchange in July 2003 when a number of funds under the administration of the British CVC Capital Partners took over the Group.