

ENERGIWATCH

Underleverandør i vindbranchen: "Vi vil ind i flere nye lande"

Den fynske underleverandør Resolux melder ud, at globalisering vil fylde mere i fremtiden. Den adm. direktør vil have selskabet ind på nye markeder i 2025.



Foto: Resolux / Pr

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Resolux skal ud på nye markeder, og der er to nye lande på menuen. Det slår Mads-Ole Astrupgaard fast efter knapt et år i direktørstolen.

"Jeg siger nok ikke for meget, hvis jeg siger, at vi forventer at gå ind i to nye lande i 2025," fortæller han til EnergiWatch.

Hvilke lande der er tale om, er han dog ikke parat til at løfte sløret for. I stedet lægger han vægt på, at Resolux det seneste år har haft et større fokus på globalisering. Direktøren forklarer, at det er en del af strategien for at nå milliardomsætningsmål.

"Jeg tror vi når målet, og hvis jeg er lidt provokerende, så tror jeg også, at vi når mere, da vi både vokser organisk og er på en opkøbsrejse," siger direktøren til EnergiWatch

Det præcise tal kan han dog ikke komme nærmere ind på, men han understreger, at Resolux har haft en god start på 2024. Den gode start på 2024 skal efter direktørens egen vurdering ende ud i en stigning på 20 pct. i omsætningen. Resolux vil dog ikke oplyse, hvad deres omsætningen er, men der står i regnskabet fra 2023, at bruttoresultat var lidt over 35 mio. kr.



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Udover at være tilstede i to nye lande vil direktøren samtidigt udvide kundeporteføljen. Det betyder, at Resolux skal have en bredere vifte af kunder også fra andre brancher end vind.

”Vi forventer, at kunder fra andre brancher end vind vil udgøre omkring 10 pct. af vores forretning til næste år”, siger Mads-Ole Astrupgaard.

I skrivende stund er denne andel af kunder ikke så højt ifølge direktøren, men det er en prioritet at sikre diversitet i porteføljen, siger han til EnergiWatch.

Resolux blev i 2021 opkøbt af amerikanske Gexpro Services. Går man højere op i hierarkiet, kan man se at Gexpro Services er ejet af kapitalfonden Luther King Capital Management. Sidste år sagde direktøren til EnergiWatch, at de godt kan mærke, at der er forskel i arbejdsgangen, om det amerikanske opkøb.

”Vi kan mærke, at vi skal være meget mere detaljeorienterede på vores forventninger for fremtiden. Det vi forventer, vi skal nå, bliver også et krav at nå,” siger Mads-Ole Astrupgaard.

www.resoluxgroup.com

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Subcontractor in the wind sector: "We expect to enter new countries"

The Danish subcontractor Resolux wants to enter new markets by 2025. Revenue milestone is also within reach, says the chief exec.



Photo: Resolux / Pr

Resolux is expanding into new markets, and two specific countries are top on the agenda, explains Mads-Ole Astrupgaard after almost a year as chief executive officer.

"I'm probably not saying too much if I say that we expect to enter two new countries in 2025," he tells EnergyWatch.

However, he is not prepared to reveal which countries these will be. He emphasizes instead that Resolux has had a greater focus on globalization in recent years as part of a strategy to reach the DKK billion revenue target.

"I think we'll reach the target, and if I'm a bit provocative, I also think we'll reach more, as we're growing organically and also active in acquisitions," the chief exec tells EnergyWatch.

However, he cannot elaborate on the exact figure, but he makes it clear that 2024 has got off to a good start for Resolux. According to the CEO's own assessment, this should result in a 20% increase in revenue in 2024. The company will not disclose its turnover, but the 2023 accounts state that gross profit was just over DKK 35m.



In addition to being present in two new countries, Astrupgaard also wants to expand the customer portfolio. This means that Resolux must have a wider range of customers from industries other than wind.

“We expect customers from industries other than wind to make up around 10% of our business next year,” says the chief exec.

He adds that this share of customers is currently not that high, but diversity in the portfolio is a priority, he tells EnergyWatch.

Resolux was acquired by US-based Gexpro Services in 2021. Gexpro Services is owned by the private equity fund Luther King Capital Management. Astrupgaard told EnergyWatch last year that the change of ownership has led to a different workflow.

“We can see that we need to be much more detail-oriented in our expectations for the future. What we expect to achieve will also be a requirement to achieve,” said Astrupgaard.

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