

## **Södra Timber and Martinsons Trä new part-owners in Uni4 Marketing**

At year-end 2007, Södra Timber and Martinsons Trä became new part-owners in Uni4 Marketing, which sells Swedish solid-wood products in North Africa and the Middle East. Both companies are acquiring a minority interest in Uni4, in which SCA Timber and Holmen Timber are also owners.

Uni4 Marketing is the leading exporter of Swedish solid-wood products to Morocco, Algeria, Egypt, Jordan, Saudi Arabia and Yemen. All these markets are characterized by a young population and relatively favorable growth, particularly in the housing sector.

The markets in which Uni4 is active require specific expertise for sales, logistics, document handling and bank routines to be a profitable alternative for a Nordic producer of wood products. Moreover, the markets are an important complement to the owner companies' sales in their own main markets.

“Our goal in acquiring an interest in Uni4 Marketing is to gain access to a highly cost-efficient sales organization to the growing markets in North Africa and the Middle East,” says Peter Nilsson, President of Södra Timber and Kenneth Wallin, President of Martinsons Trä.

“Welcoming two new owners in Uni4 Marketing is greatly inspiring, particularly when it involves such well-managed companies with established reputations for quality,” says Carl-Henrik Sandström, President of Uni4 Marketing AB.

“As a result of the increased weight in the ownership structure, we can continue the already successful work with becoming a cost-efficient sales channel in terms of logistics and sales organization on markets historically characterized by high sales costs,” says Håkan Lindh, Board Chairman of Uni4 Marketing and President of Holmen Timber, in welcoming the new owners to the company.

Uni4 Marketing is expected to sell about 300-350.000 cubic meters on the markets in North Africa and the Middle East in 2008 and achieve sales of SEK 700-750 M during the year.

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