

Poul Sejr Nielsen Service A/S and Poul Sejr Nielsen EL A/S join InstallatørGruppen

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InstallatørGruppen has entered into an agreement to acquire the electrical and plumbing activities of the North Zealand technical contractor Poul Sejr Nielsen through the purchase of Poul Sejr Nielsen Service A/S and Poul Sejr Nielsen EL A/S from Poul Sejr Nielsen Holding ApS. The remaining parts of Poul Sejr Nielsen A/S are not included in the agreement.

Poul Sejr Nielsen was founded in 1956 and has over almost 70 years grown into one of the larger installation businesses in North Zealand and the Greater Copenhagen area. Poul Sejr Nielsen Service A/S and Poul Sejr Nielsen EL A/S have around 220 employees and deliver services and turnkey solutions within electrical and plumbing to private, public and business customers, including multi-year framework agreements. In 2025, Poul Sejr Nielsen Service and Poul Sejr Nielsen EL generated combined revenue of approximately DKK 230 million with an EBITA of approximately DKK 16 million.

With the acquisition, InstallatørGruppen strengthens its presence in North Zealand and the Greater Copenhagen area and adds a substantial service organisation to the Group, along with expertise within areas such as district heating, lighting and LED, and energy optimisation.

Poul Sejr Nielsen will continue as an independently run company under its current management, consisting of Michael Madsen, Jonas Bach and Mikkel Gulbæk, in line with InstallatørGruppen's decentralised partnership model.

Peter Frandsen, CEO of InstallatørGruppen in Denmark, says: "Poul Sejr Nielsen is a company that has built a strong reputation through decades of consistent quality and professional pride. We are gaining a well-run company with a strong organisation, skilled employees and considerable expertise within service, framework agreements and technical contracting alike. Poul Sejr Nielsen is therefore a very good fit for our decentralised model."

Michael Madsen, CEO and co-owner of Poul Sejr Nielsen, says: "Poul Sejr Nielsen has a history going back more than 70 years, and since 2011 we have built on a strong foundation and developed the company significantly. We have spent many years building something we believe in, and it was important for us to find a partner who sees the same. InstallatørGruppen gives us room to keep growing on our own terms, while preserving the culture and local drive that have been decisive for our development."

The transaction is conditional on approval by the competition authorities and, once approval is obtained, marks InstallatørGruppen's 44th acquisition in Denmark, bringing the Group's total number of companies in Denmark and Switzerland to 49.

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About InstallatørGruppen

InstallatørGruppen is a leading provider of multi-disciplinary technical installation services in Denmark and Switzerland. The Group comprises independent companies with a strong local presence and in-depth technical expertise. The companies within the Group offer solutions in the fields of plumbing, heating, ventilation/air conditioning, refrigeration and electrical systems, as well as in selected specialist areas such as sprinkler systems, energy optimisation, building automation, fibre-optic infrastructure and solar panel installations. The Group's aim is to be a preferred partner for its customers in implementing the energy transition. InstallatørGruppen is listed on Nasdaq Copenhagen.