



PRESS RELEASE
December 2021

Europe's leading online retailer for windows and doors fenster.com becomes part of the IFN family

The Austrian IFN Holding AG acquires the majority shares of the Stuttgart-based company Neuffer Fenster + Türen GmbH and thus further expands its e-commerce division.

The relevance of online shopping has increased again during the Corona pandemic and has arrived in the window and door sector. In order to further expand its lead in this area, IFN Holding AG, based in Traun, is acquiring 74.2% of Neuffer Fenster + Türen GmbH, subject to customary closing conditions. The Stuttgart-based company, founded in 1872, is Europe's leading online retailer and offers windows, doors and sun protection through shops such as fensterversand.com, fenetre24.com or windows24.com.

"The acquisition of Europe's number one online window retailer is the next logical step in our growth strategy. We are strengthening our competence in alternative sales channels and digital consulting and are strategically expanding the growing business field of "e-commerce".

With the Danish Skanva Group, which is also exclusively active in the online business for windows and doors, we have set a first focus in Northern Europe and found a perfect complement in Central and Western Europe with Neuffer Fenster + Türen.

With our digital sales channels, we are addressing those target groups that we have not previously reached through the classic sales channel. We therefore see this channel as the perfect complement to the established and strong distribution partner network of the IFN Group," Christian Klinger, IFN co-owner and company spokesman, is enthusiastic.

"Furthermore, with access to digital technology, sales innovation and the agile start-up culture of Neuffer Fenster + Türen GmbH, the entire network will benefit in its digitalisation strategy."

The former window and door manufacturer Neuffer has been selling windows, doors and accessories exclusively via its online shops since 2005 and is pursuing a Europe-wide growth strategy. In 2019, Wirtschaftswoche awarded Neuffer the title of digital pioneer and best digitalised company in the construction industry. Today, Neuffer Fenster + Türen generates sales of around 30 million euros, primarily in its core markets of Germany and France, and employs around 60 people.



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Philipp Neuffer is the fifth generation to run the family business and is convinced: "The IFN network, which is geared towards the long term, offers us the ideal conditions for our future-oriented expansion strategy. With the combination of our long-standing e-commerce know-how and IFN's strategic competence along the entire value chain, I am certain that we have found the perfect answer to the enormous growth opportunities in our segment. Our common goal is to establish the world's strongest online player in the window and door segment."

The well-established Neuffer team and the proven structures will remain as a guarantee for success. "Of course, we will continue to rely on our proven supply partners in the future. We are thus continuing the positive development of recent years with our partners. At the same time, the expansion and internationalisation strategy of fensterversand.com is supported by the experience and industry expertise in the strong IFN network and growth is thus accelerated even further," Philipp Neuffer confirms.

About IFN:

The IFN group of companies sees itself as a network of strong companies for complete solutions around windows, doors, facades and sun protection. The brand group, consisting of the companies Internorm, Schlotterer, GIG and Topic - all headquartered in Austria, HSF headquartered in Slovakia, Kastrup and Skanva headquartered in Denmark and Skaala in Finland, offers special solutions for the intelligent building façade of the future. The IFN Group currently employs around 3,956 people and generated sales of 653 million euros in 2020.

About Neuffer Fenster + Türen GmbH:

Founded in 1872, the former window and door manufacturer Neuffer has been selling windows, doors and accessories exclusively via its online shops since 2005 and is pursuing a Europe-wide growth strategy. Wirtschaftswoche awarded Neuffer the title of digital pioneer and best digitalised company in the construction industry in 2019. Today, Neuffer Fenster + Türen generates sales of around 30 million euros, primarily in its core markets of Germany and France, and employs around 60 people. Further information at: www.neuffer.de

Pictures:

For IFN co-owner Christian Klinger, the acquisition of Germany's number one online window retailer is the next logical step in IFN's growth strategy.

Picture credits : IFN

"We are convinced that together with IFN we have created the perfect conditions for our Europe-wide growth strategy," says Philipp Neuffer, CEO of Neuffer Fenster + Türen GmbH.

Picture credits : Neuffer Fenster + Türen GmbH

Links:

www.neuffer.de

www.fenster.com



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