



DTU Innovation Pilot 2026



Sandie
Lars-Erik



BAD- & TOILETVOGN



MANDSKABSGVOGN



MILJØVOGN



BEBOELSESVOGN



MULTIVOGNE



KØKKENVOGN



VINTERSIKRING



TANKLØSNING



Karlsvognen A/S

- For 25 years, Karlsvognen A/S has specialized in renting out sheds and light trailers to both companies and individuals throughout the country. The range includes everything from bath and toilet trailers to residential trailers.
- Until November 1, 2022, Karlsvognen A/S was a family-owned company. Since then, ownership has changed hands, and now belongs to the Swedish investment group Rebellion AB.
- Despite this acquisition, our local roots remain unchanged. It is still the same strong team that is responsible for the operation of Karlsvognen A/S, and who work every day to deliver the quality and service that we are known for.

Home country:
Denmark

CVR number:
38698818

Company type:
Public limited liability
company

Industry code:
773910

Founded:
2000

Balance sheet
total 2025:
24.8 MDKK

Turnover 2026:
+50 MDKK

Number of
employees
44



Business Model of Karlsvognen A/S

Karlsvognen's business model is built on four strong pillars, which together support a profitable and sustainable business throughout the entire lifecycle of our wagons:

- **Rental of Wagons and other Equipment**
 - We rent mobile wagons and related equipment to a broad customer base, meeting market demand while generating attractive and recurring rental margins.
- **Delivery, Installation and Service**
 - We provide delivery, installation, connection and related service work at customer sites. These activities represent an important part of our customer offering and generate attractive additional margins.
- **Procurement and Professional Maintenance**
 - We purchase high-quality wagons and maintain them professionally throughout their operational lifetime. This ensures high reliability during the rental period while preserving a strong resale value.
- **Sale of used wagons to be phased out**
 - At the end of their rental lifecycle, we sell used wagons with the objective of maximising the return on disposal. Where commercially attractive, we seek to sell wagons outside Denmark, thereby reducing the risk of sold wagons subsequently competing with our own rental fleet.

Together, these four pillars enable Karlsvognen to generate value throughout the entire lifecycle of each wagon – from acquisition and rental income to service revenue and ultimately resale.



“LEJ LET”

Our Customers

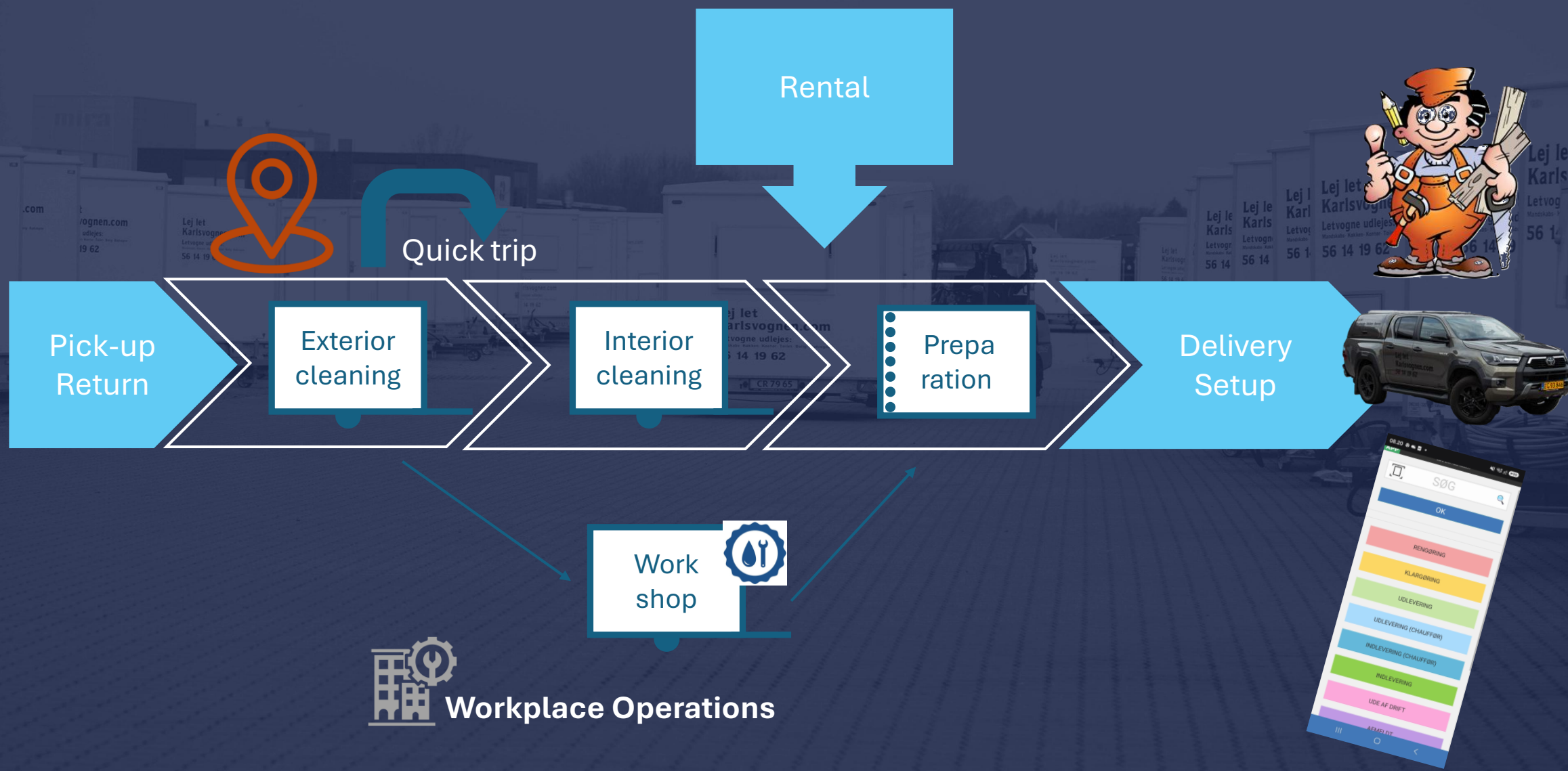
- We serve a broad range of customers. Our largest customer segments are within the construction and engineering sectors, ranging from major contractors to smaller trades and construction businesses.
- In addition, we serve customers within damage restoration services, insurance companies, the events industry and the private market.

Code of Conduct

- At Karlsvognen A/S, our customers' needs are at the heart of everything we do.
- We are solution-oriented specialists with many years of industry experience - no assignment is too large or too small.
- We manage delivery, installation and connection of electricity, water and sewerage with a high level of care and professionalism.
- Our customers value the reliability and confidence they experience when renting mobile wagons and other equipment from us.
- To minimise faults and deficiencies, we have developed a robust and efficient service and safety programme.
- Through our IT solutions, including **KarlsApp**, we ensure a consistent and documented process, enabling our wagons to meet our high standards for cleaning and preparation at all times. Our wagons are delivered 100% ready for use and at the agreed time.
- We never compromise on cleaning, preparation, quality or delivery performance. It should always be safe, reliable and straightforward to be a customer of Karlsvognen.

Det skal være LET at være medarbejder og kunde

(It should be EASY to be an employee and a customer)



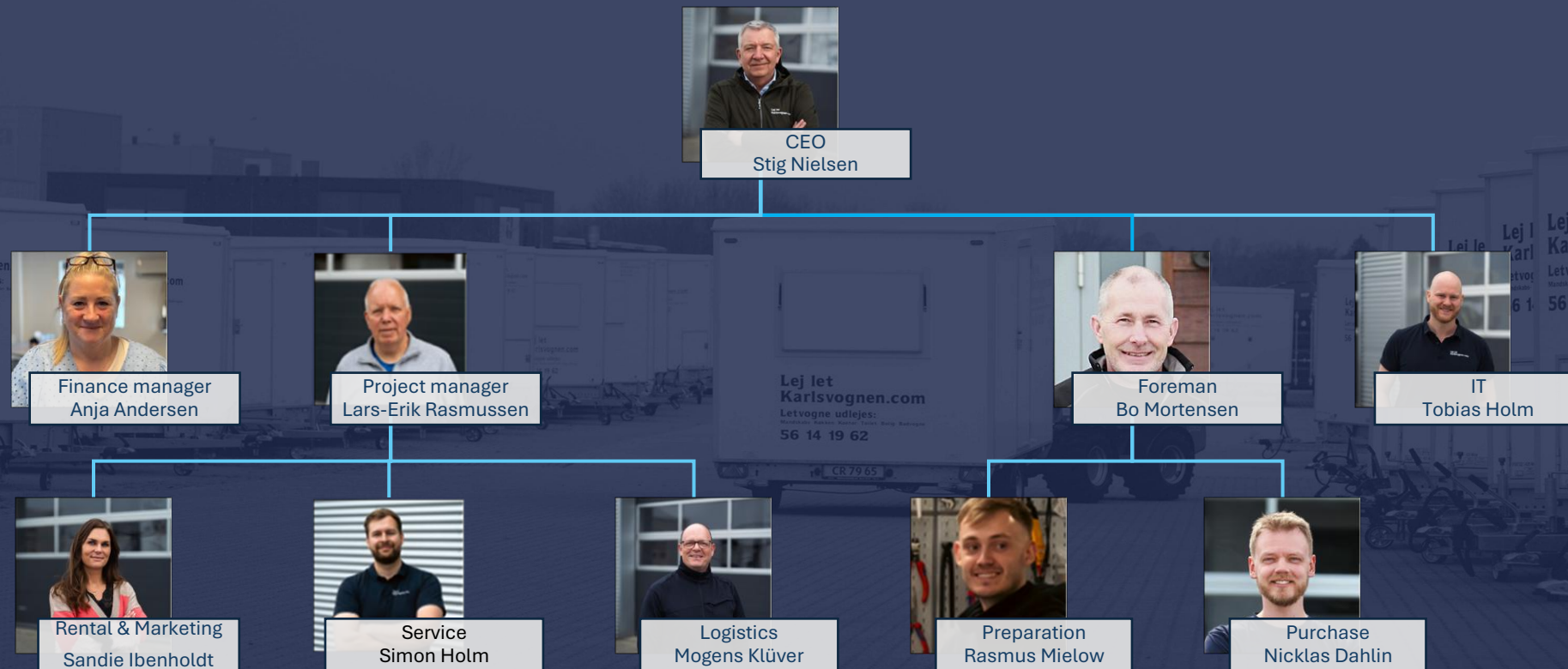


How long is a rental?

- From weekend rental to several years
- a rental contract is made for 30 days, which is automatically renewed - until the customer cancels.
- Karlsvognen then has 3 days to pick it up
- Then we have to clean and prepare the cart for the next rental.
- On average, a wagon is rented out for 9 months per year - which is divided into 3 rental periods.



Organization chart Karlsvognen A/S



LEJ LST KARLSVOGNET

INDUSTRIOVERENSKOMST
Industriarbejdere i virksomheder af industri- og håndværksmæssig karakter

**FUNKTION/ERLIGNING
ANSÆTTETTESKONTRAKT**

Medarbejderhåndbog
for medarbejdere hos Karlsvoget A/S

QR Code

New contracts that comply with the collective agreement:

- For all hourly employees
- For all salaried employees

Employee handbook updated and significantly expanded, e.g. with sections on:

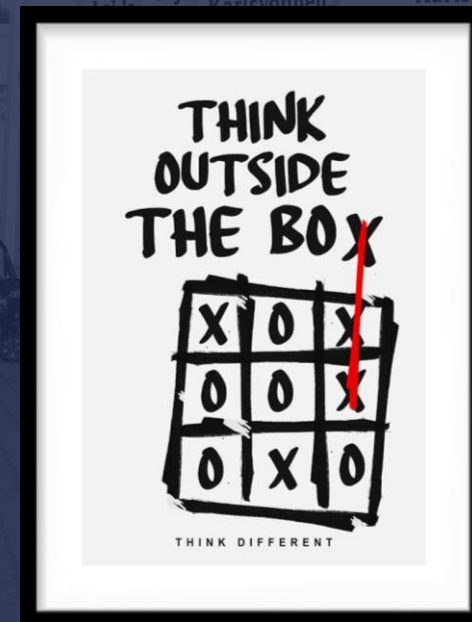
- Work and residence permit
- Employee development interview (MUS)
- Policy for prevention and handling of sexual harassment
- Data protection and use of personal data
- Policy for gifts and entertainment.
- Working environment and safety

Employee handbook online



DTU Innovation Pilot 2026

”How can the exterior cleaning process be made easier and more environmentally friendly while preserving the fiberglass gelcoat?”

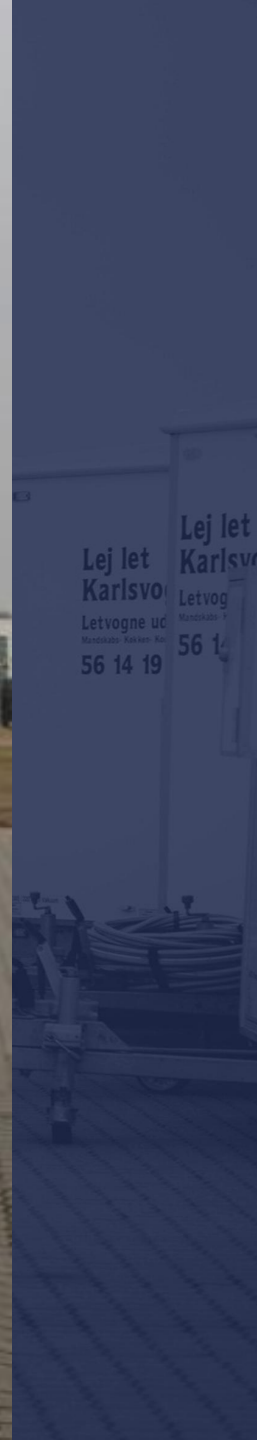


LEJ LET

KARLSVOGNGNEN.COM



**This is what the units
often look like when
they return**



LEJ LET

KARLSVOGNNEN.COM



but sometimes
closer to this.....



LEJ LET

KARLSVOGNE.N.COM



And other times
closer to this.....



Lej let
Karlsvog
Letvog
56 14 19



We currently offer customers the option to purchase an anti-graffiti subscription.....

- When the wagon are placed at the customer's place.
- The supplier (Hydro Clean) drives out to the wagons, and sprays it with a sugary anti-graffiti layer.
- Any graffiti is removed at the customer's place or upon return.





After graffiti cleaning, the units must be polished!



- After 3-4 times of graffiti cleaning, the units gelcoat is destroyed!

Why fiberglass is used over wood or steel?

- **Moisture and rot resistance:** Fiberglass does not rot or mold, even if condensation or spilled water hits the walls.
- **Low weight:** The combination of fiberglass and foam core makes the wagons so light that most can be towed by a regular passenger car (with a B- or B+ driving license).
- **Ease of repair:** Damage to the fiberglass surface can be easily filled and sanded with regular polyester and fiberglass putty.





After fiberglass repairs, we have problems getting the wagons to look nice/new again.



For a period of time, we were tasked with cleaning and preparing of STARKS environmental wagons, but the/their solution was both expensive and cumbersome.

and it is prohibited to advertise for others on vehicles on public roads



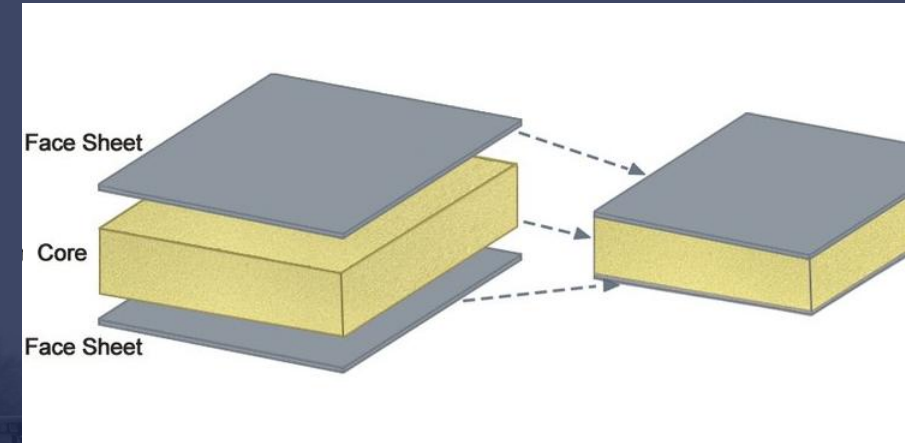


Both Scanvogn and Easy Wagon produce light trailers built from sandwich panels, where fiberglass forms the outer and inner protective layer around an insulating foam core.

The structure provides a light, strong and moisture-resistant construction without thermal bridges.

The three layers of the sandwich panel:

- **External cladding (External fiberglass):** A solid, carbon dioxide and UV-resistant glass fiber reinforced polyester (GRP). The surface is smooth, impact-resistant and seamless, which prevents water from penetrating the structure.
- **Insulation core (XPS/EPS):** A thick layer of either XPS (extruded polystyrene) or EPS (expanded polystyrene). The foam provides high insulation and does not absorb moisture if the outer layer is damaged.
- **Inner lining (Inner fiberglass):** Also a layer of fiberglass that ensures a durable, easy-to-clean and hygienic surface that can withstand high-pressure cleaning and disinfectants (especially important in toilet and living trailers).





The outer layer of fiberglass sandwich panels is a gelcoat.

- **Protection against UV radiation and weathering:** Raw fiberglass (polyester and fiberglass mats) degrades and yellows over time if exposed to the sun's UV rays. UV stabilizers are added to the gelcoat, which prevent the walls from cracking or becoming brittle.
- **Moisture barrier (Prevents osmosis):** Although fiberglass itself is water-repellent, the gelcoat is the dense layer that prevents moisture and water from penetrating to the fiberglass reinforcement itself. This eliminates the risk of "fiberglass disease" (osmosis) and protects the insulation core in the sandwich panel.
- **Smooth-cut and easy-to-clean surface:** Without gelcoat, the surface would be rough with visible fiber structures. The gelcoat gives Scανvogn and Easy Wagon panels a completely smooth, glossy surface, which makes it easy to wash off dirt, graffiti and mud on the construction site.
- **Coloring and finish:** The color (most often white on light vehicles) is integrated into the gelcoat layer itself. This means that minor scratches do not reveal a different color underneath, as the color is not just painted on, but forms part of the thickness of the material.

Gelcoat and topcoat are not exactly the same, even though they are made from the same type of base material (polyester). The difference lies in the addition of wax (paraffin) and how they cure.

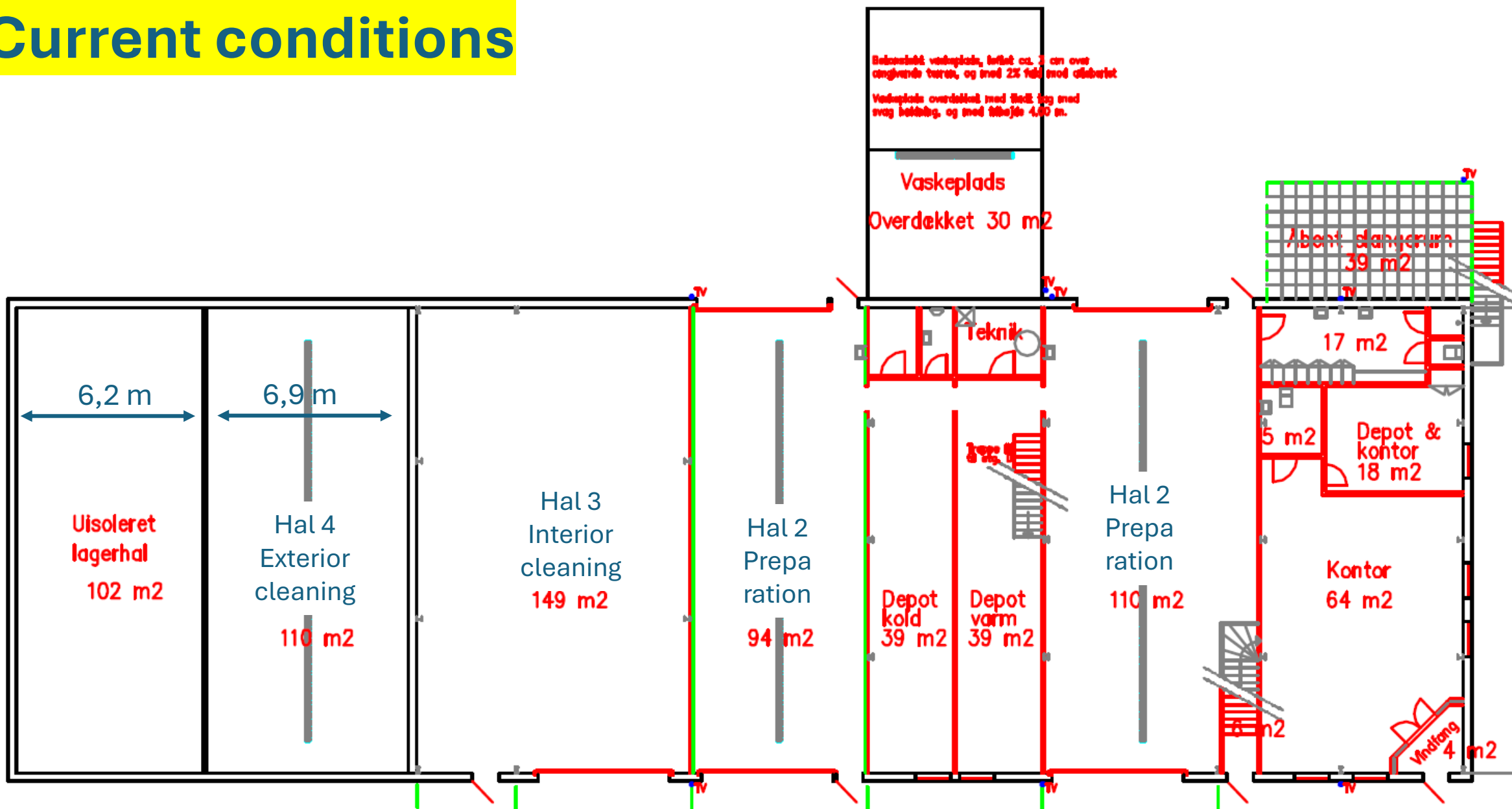
Exterior cleaning is a challenge!

- Is physically demanding!
- Danger of aerosol particles in the respiratory tract!
- Graffiti requires special treatment!
- How to preserve gelcoat?





Current conditions



Budget 2027 idea?

Wagon wash with biological water recycling system and anti-graffiti treatment

Benefits

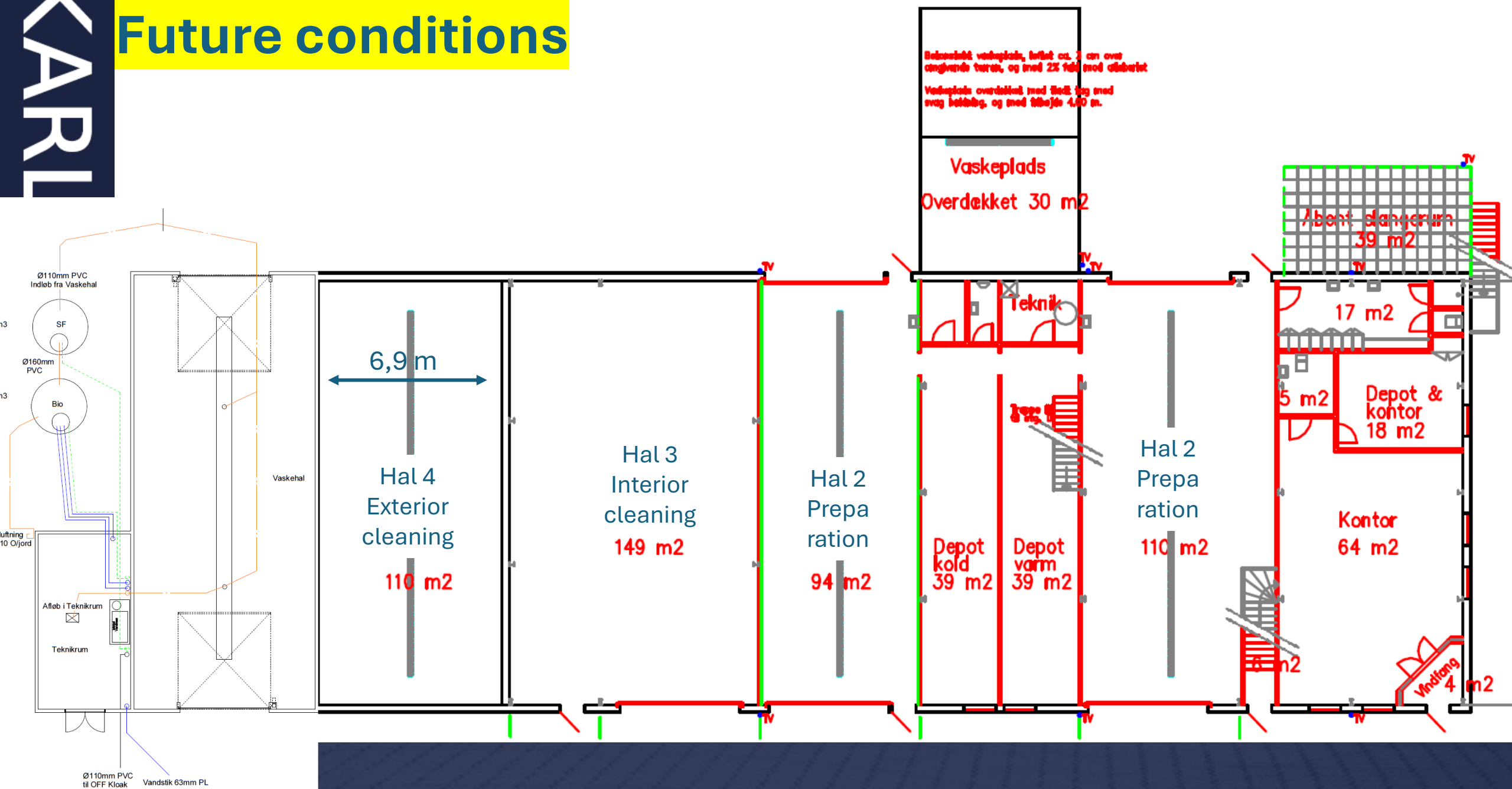
- Faster washing of wagon
- Faster preparation for customers
- 75% water savings
- Avoids problems with particles in the air
- Better working environment
- Anti-graffiti treatment
 - Can be sold as an additional service to customers
 - This also makes cleaning easier after the rental period

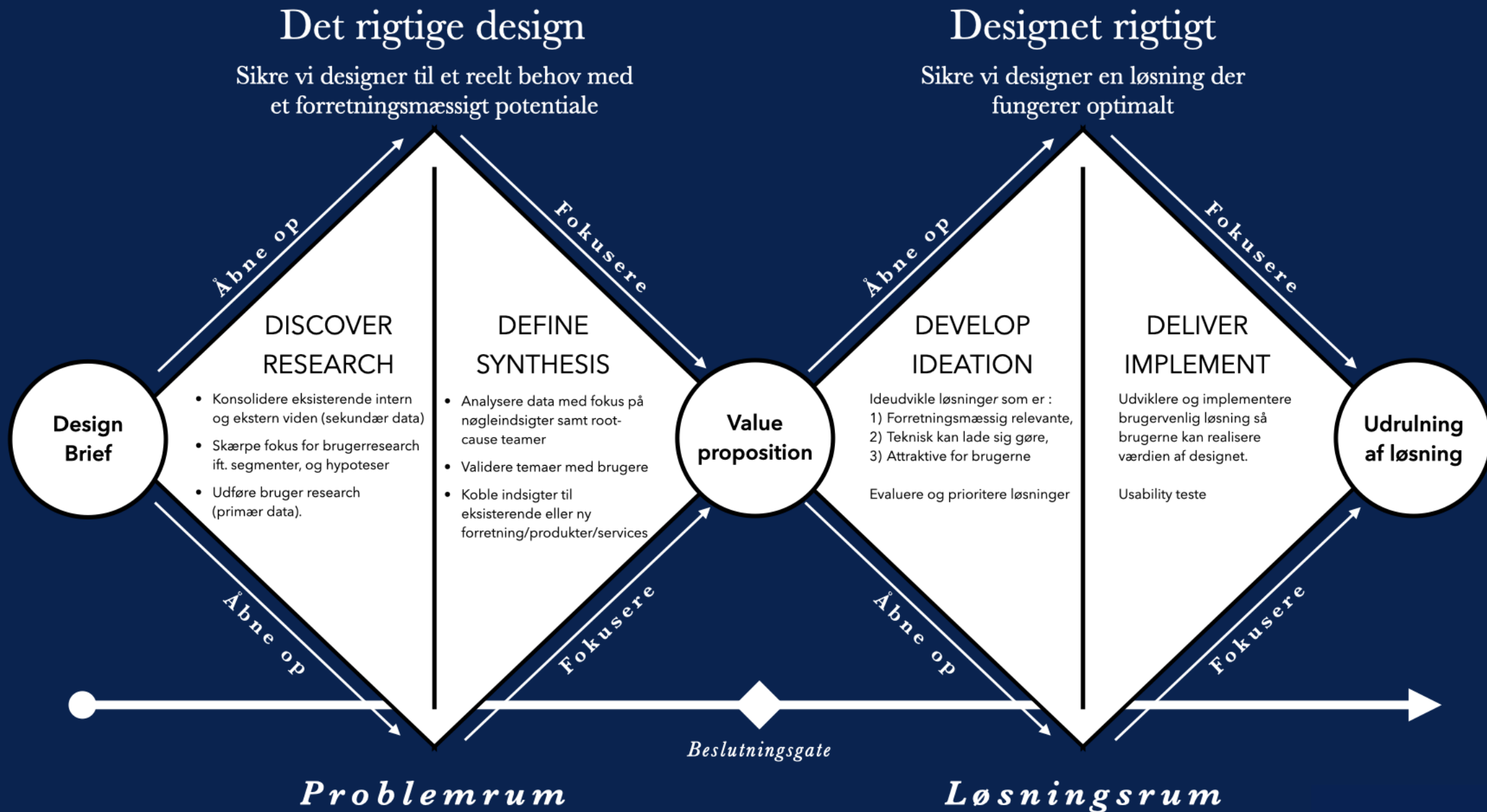
Economy

- Min. annual salary savings: DKK +650.000
- Sales of anti-graffiti: DKK +100.000
- Purchase price: estimated DKK 1.500.000 (700+300+500)
- Annual operation & consumption: DKK 90.000



Future conditions





Our best/first idea so far is to buy an ISTOBAL washing machine, but is it the right solution?

ISTOBAL
washing

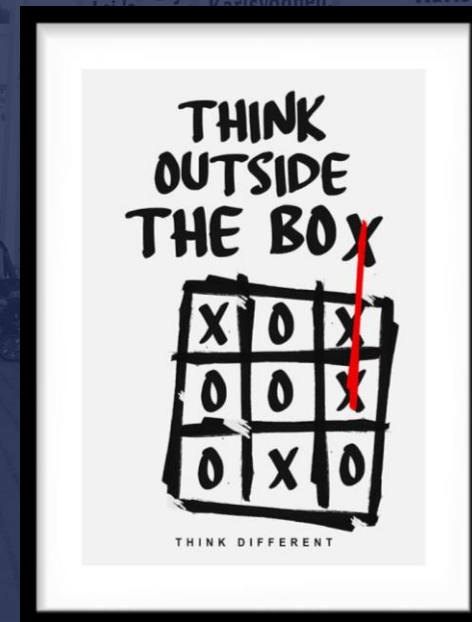
Workshop





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”How can the exterior cleaning process be made easier and more environmentally friendly while preserving the fiberglass gelcoat?”





Let's Innovate Together!

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- **Digital materials for case:**

<https://karlsvognen365.sharepoint.com/:f:/r/sites/Karlsvognen/Delte%20dokumenter/DTU%20-%20innovation%20Pilot/Innovationpilot%202026/Karlsvognen%20-%20IP26?d=w1cc5ac1d59bc4cff9fb35967aa408dd7&csf=1&web=1&e=2sVlyr>



Questions ?



When are you coming to visit Karlsvognen?

