

Added Value to Our Customers



KOMAS
BETTER TOGETHER

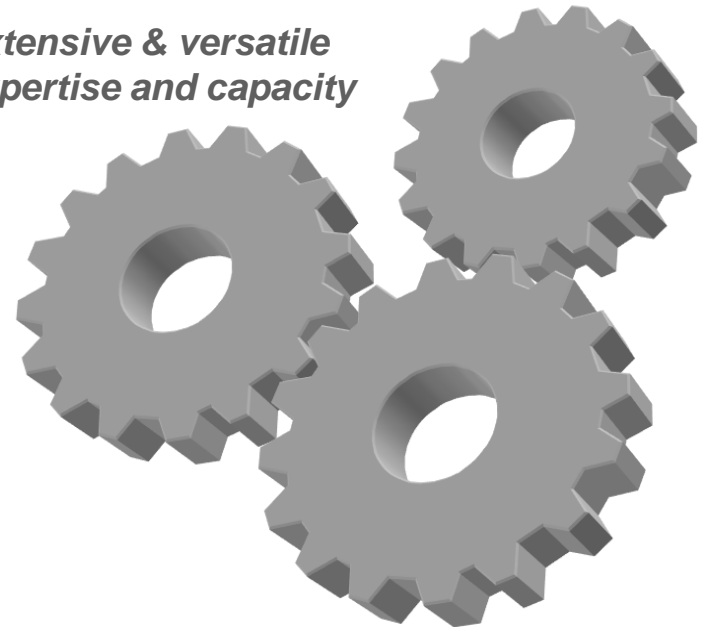
KOMAS OVERVIEW

Komas in brief

- Systems supplier for engineering industry, offering mechanical engineering components and complete turnkey solutions
- Global clientele in energy, power transmission, materials handling, mechanical engineering and defence industries
- Net sales of EUR 124m in 2011
- Personnel 1,500 in 3 countries
- Strategic alignment to Central and Eastern Europe
- Principally owned by funds managed by CapMan Plc

Integrating services into the customer's own value chain

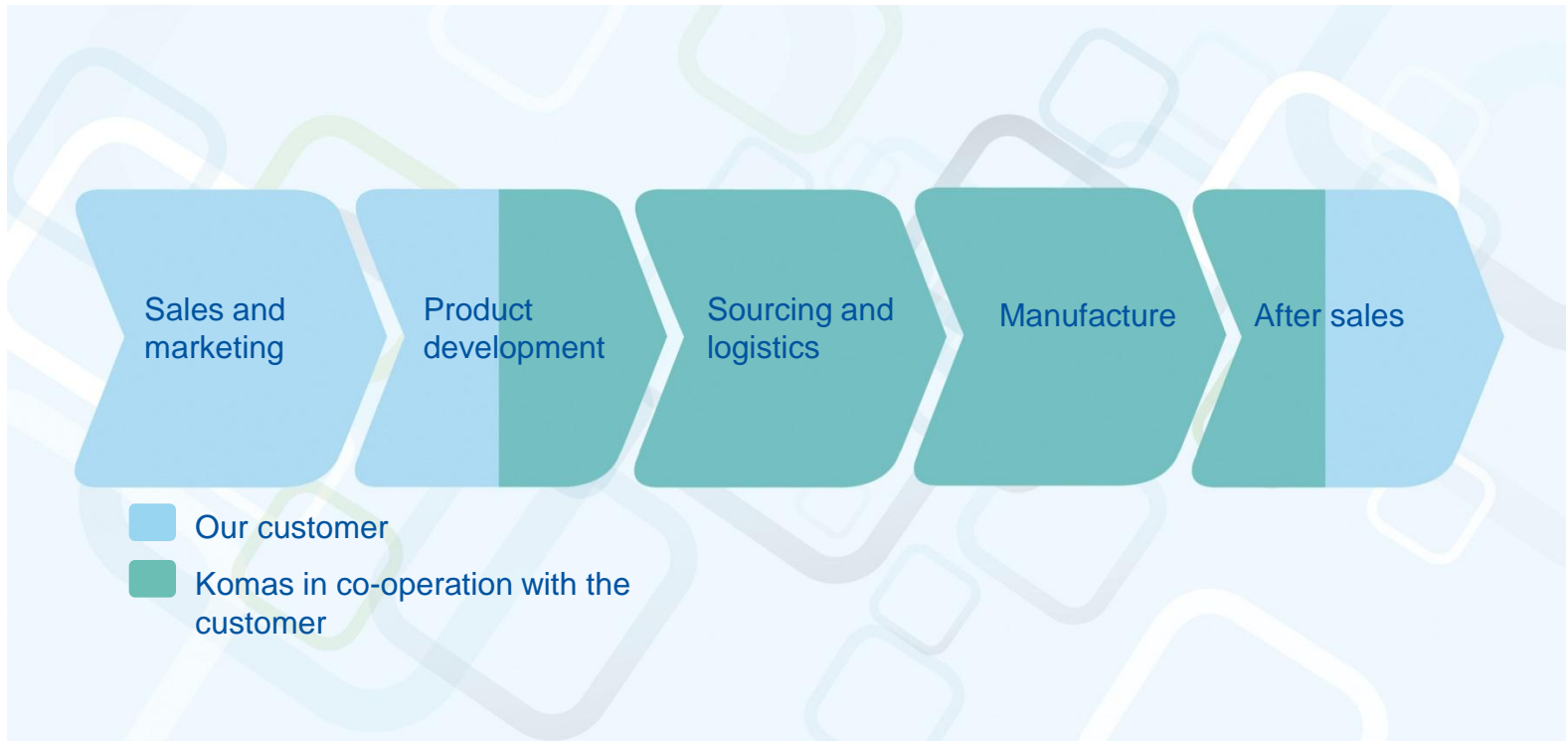
Extensive & versatile expertise and capacity



Internationally – together with the customer

KOMAS OVERVIEW

Komas as part of the customer's value chain



We are involved in our customers' projects from the beginning to the end or on a smaller scale according to their needs.

KOMAS OVERVIEW

Diverse international offering to customers

Finland (8 sites)

- Component production & assembly for military, mining, power transmission, manufacturing, energy, mobile and agriculture equipments
- 2012B sales: EUR 112 million
- 680 employees
- 65,000 m² of production space

Estonia

- Welded, machined, surface treated and assembled components and devices for material handling equipments
- 2012B sales of EUR 33.3 million
- 378 employees
- 18,900 m² of production space

Poland

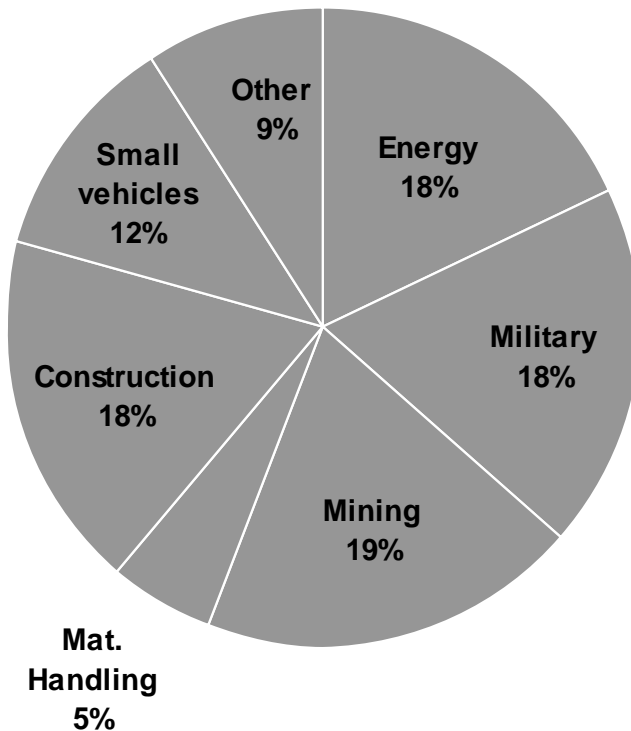
- Welded, machined and surface treated components for material handling, mining, mobile equipments
- 2012B sales of EUR 19.5 million
- 410 employees
- 18,000 m² of production space



KOMAS OVERVIEW

Customer offering is diverse business areas

Sales per business area



- Strategic business areas are well balanced
- Focus to serve existing core customers mostly present in the identified business areas
- Targeting new customers with the ability to generate more than EUR 10 million of annual sales

KOMAS OVERVIEW

Our core customers



KOMAS OVERVIEW

Final assemblies

- Final assemblies of versatile vehicles, machinery and equipment
- In turnkey deliveries, our offering includes sourcing, part manufacturing, assembly, testing and final inspections
- Production sites: Sastamala and Karjaa



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Sub assemblies

- Sub assemblies of vehicles, machinery and equipment
- In turnkey deliveries, sourcing, material acquisitions, steel part manufacture, assembly, testing and final inspections
- Production sites: Sastamala, Parkano, Jyväskylä, Narva (Estonia) and Janów Lubelski (Poland).



KOMAS OVERVIEW

Hydraulics and Power Units

- Hydraulics
 - Hydraulics Systems
 - Hydraulics Pipes
 - Hydraulics Modules
 - Sub assemblies
 - Production site: Jyväskylä
- Power Units
 - Complete Power Units
 - Frames, fuel & hydraulic tanks, protective covers, exhaust pipes, control centres, maintenance and engine brackets
 - Design services, material logistics, sub assemblies and final assemblies.
 - Production site: Parkano



KOMAS OVERVIEW

Welded components and structures

- Welded components for vehicles, machinery and equipment.
- Our core expertise is processing special materials, such as wear-resistant and armored steel
- Flame, laser and plasma cutting and further processing of steel plates.
- Production sites: Narva, Janów Lubelski, Kuopio, Sastamala, Leppävesi



KOMAS OVERVIEW

Machining – machined components

- Machining from small parts to large structures
- Technical capabilities
 - Shaft machining
 - Vertical lathing
 - Manufacturing of medium-heavy forged products
- Production sites: Sastamala, Seinäjoki, Härmä, Kurikka, Jyväskylä, Narva, Janów Lubelski

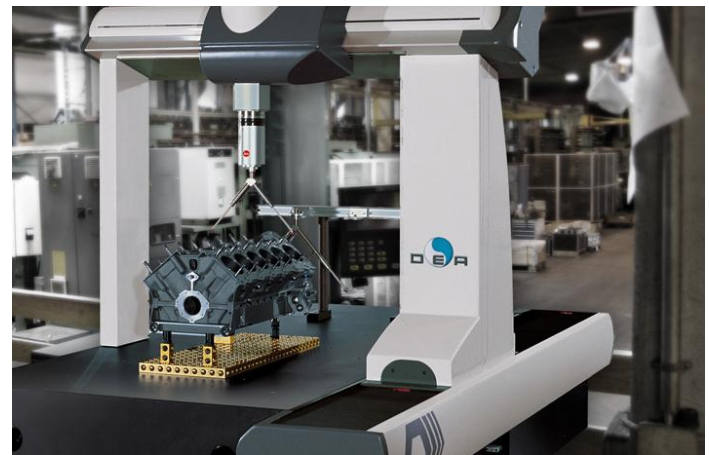


KOMAS OVERVIEW

Other services

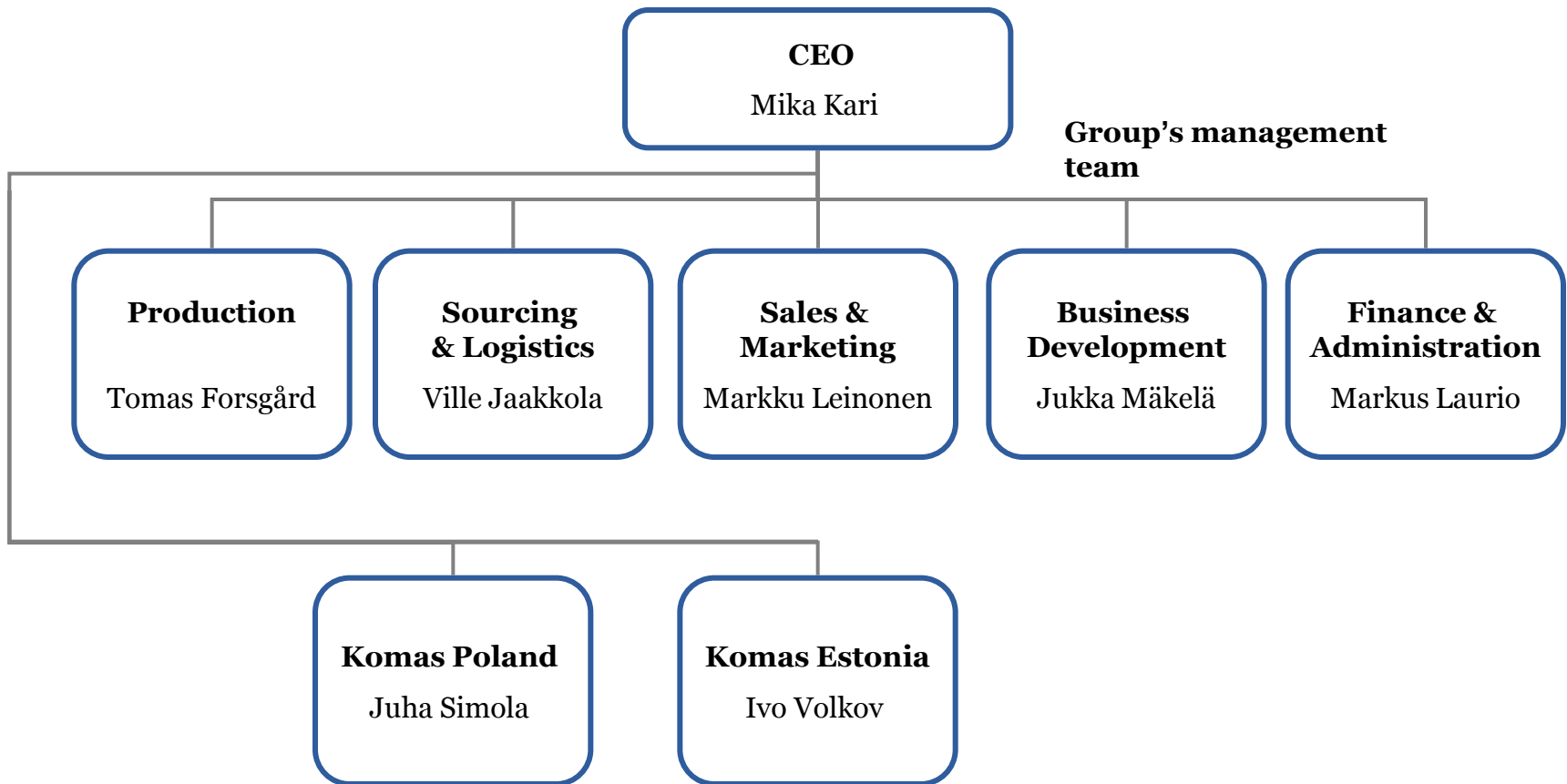
In co-operation with the customer as part of the comprehensive service offering;

- Engineering services
- Spare part and logistics services
- Production process development
- Testing and quality assurance



KOMAS OVERVIEW

Extended Management Team



Thank you



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