

**FORTACO**



**THIS IS FORTACO**

# THIS IS FORTACO

Fortaco is the leading strategic partner in Europe to the heavy off-highway equipment and marine industries providing premium offerings, like zero emission solutions and technology, vehicle cabins, steel fabrications, and assemblies.

We have operations in multiple European and Asian Business Sites and Technology Hubs supporting our global customers.

Our way of working originates from the Toyota lean approach. We provide premium performance for quality and delivery accuracy according to promises.

## Fortaco Values

Respect • Simplicity • Speed

**We benchmark ourselves** to the automotive industry and standards to secure maximized value add for our customers as a true Tier 0.5 partner.

**We have a large portfolio** of global customers in different industry segments.

**We have a solid track record** in high flexibility ensuring robust earnings and cashflow.

**We know the market**, and we have long-standing relations with our customers.

**We have highly performing** leaders and people.



# FORTACO – THE STRATEGIC PARTNER

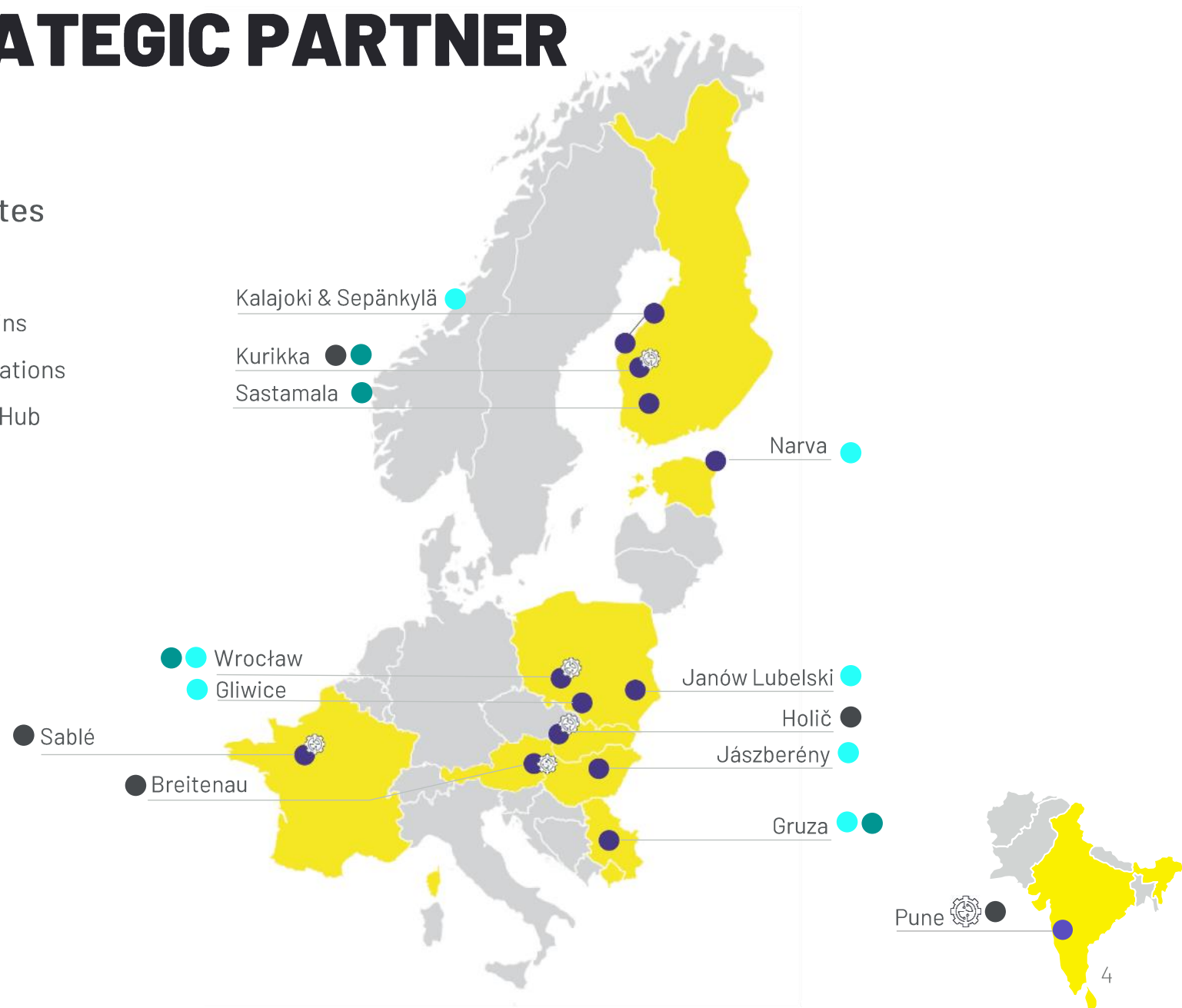
## Highlights

475+	M€	net sales
3-4	%	annual capex of net sales
70 000+	tons	large steel buyer
3300+	people	our team
75+	robots	at factories
50+		CNC-centres at factories























































































## Business Sites

- Assembly
- Vehicle Cabins
- Steel Fabrications
- ⚙ Technology Hub

Fortaco is a strategic, full life-cycle, Tier 0.5 partner for the OEMs in the off-highway equipment and marine industries.



# FORTACO INDUSTRIES AND CUSTOMERS

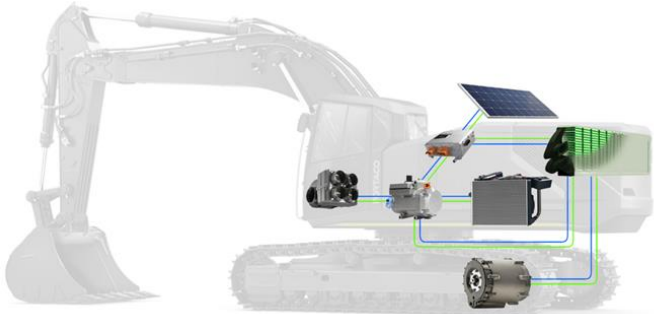
Agriculture	Airport Equipment	Construction	Container Handling	Defence	Forestry	Material Handling	Marine, Energy Offshore	Mining
          	   	                 	   	  	    	         	        	      
			Other Industries					Municipal
			     					    
				Recycling				
				  				
					Sports			
								



# **ZERO EMISSION SOLUTIONS AND TECHNOLOGY**

# ZERO EMISSION SOLUTIONS - FOCUS AREAS

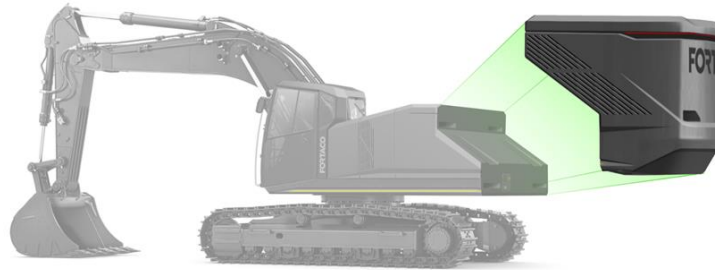
## Integrated Thermal Management



Relation to existing business:

Extension of existing vehicle cabin business. Still a big stretch in terms of out-of-cabin system integration and software development.

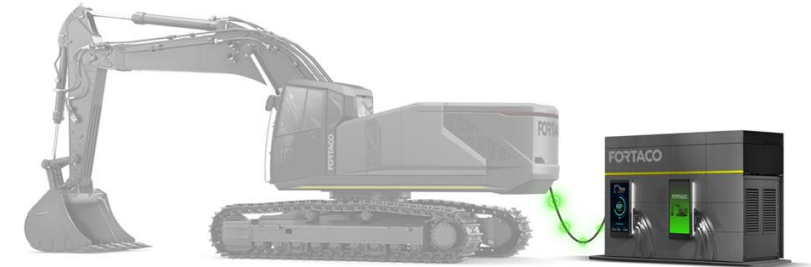
## Battery Packs, Weldments, Assemblies



Relation to existing business:

Extension of existing Steel Fabrication and Assembly business.

## Charging Solutions

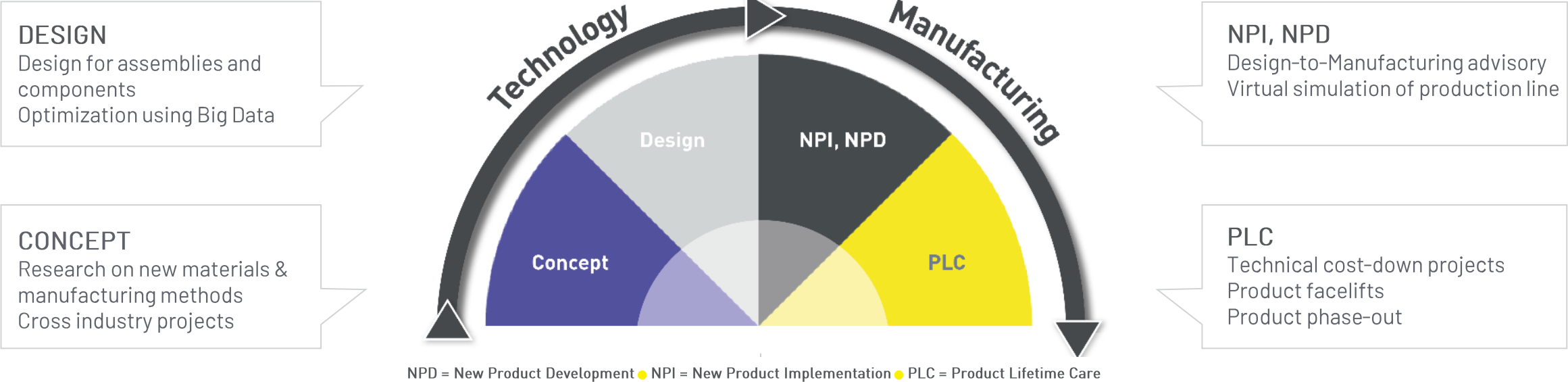


Relation to existing business:

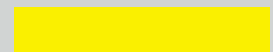
None. Completely new area for Fortaco. Fortaco is well positioned as brand-agnostic Tier 0.5 partner.

# TECHNOLOGY

Expertise on design-to-manufacturing







# OUR OFFERING

# ASSEMBLIES, VEHICLE CABINS, STEEL FABRICATIONS



## Assemblies

- Complete vehicle assemblies and module assemblies.
- Tailor-made supply chain solutions, and alternative sourcing and outsourcing solutions for assembly operations.
- Lifetime service and aftersales service for spare parts.



## Vehicle Cabins

- Completely assembled plug & play cabins and high-volume operator cabins.
- Serial manufacturing with flexible cabin content.
- Cabin Technology, including complete project handling. Product development and new product implementation services with design concepts, engineered solutions, industrialization, and customized manufacturing services.

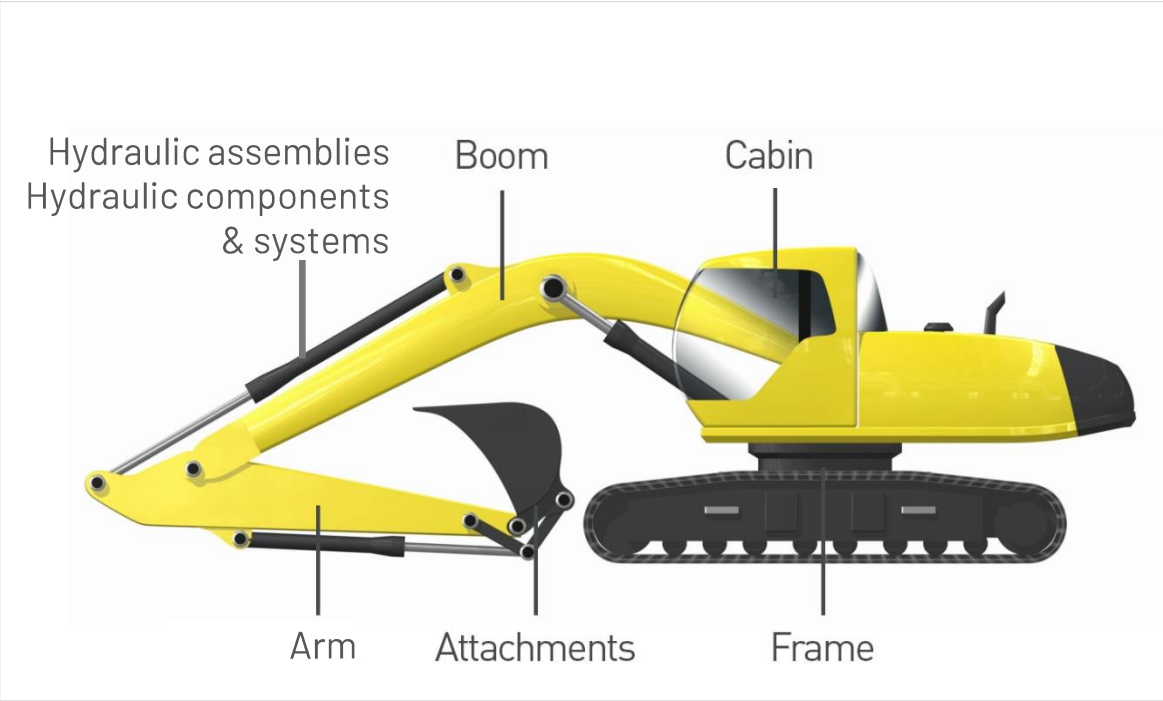


## Steel Fabrications

- Manufacturing of steel components, complete frames or other types of structures.
- In-house pre-fabrication, welding, machining, surface treatment, pre-assembly, project management, quality and testing.
- Surface preparation and corrosion protection by various technologies: E-coating, wet painting, powder painting, thermal spray processing.

# SCOPE OF ITEMS

Scope of items, excavator as an example



Scope of manufacturing





# **BUSINESS SITE GLIWICE SUPPORTS FORTACO'S GROWTH**

# STEEL FABRICATION EXPANSION

## Business Site Gliwice – significant capacity extension

- Fortaco offers expanded footprint for our Steel Fabrication and Vehicle Cabin operations, and additional efficiency based on a high degree of automation and strong operational excellence.
- With the state-of-the-art technologies for steel plate processing, product specialization, and process know-how, we meet the current and future customers' requirements.
- Greenfield investment consists of a covered production area of 34.000 m<sup>2</sup> and new, best-in-class equipment.
- Construction work has started in H1-2023 and operations will start H2-2024.
- New factory offers work for 250 new employees.





# **VEHICLE CABIN OFFERING**



# EXTENDED CABIN OFFERING

- Through the premium brands and international capabilities, we provide vehicle cabin technology and manufacturing for the off-highway equipment industry.
- Our combined cabin offering range from the completely assembled plug & play vehicle cabins and high-volume operator cabins to the agriculture applications.
- We are one of the leading, most experienced and reliable operator cabin manufacturers in Europe and India with more than 60 years of track-record.
- We deliver vehicle cabins to the US market since many years.
- Our vehicle cabin operations locate in Breitenau am Steinfeld/Austria, Holic/Slovakia, Kurikka/Finland, Pune/India, and Sablé-sur-Sarthe/France.
- Combined net sales is more than 200 EUR.

**IBUSARID**

**FORTACO**

**Mauser**CABS

**TATA** AUTOCOMP



# **TEAM OF PROFESSIONALS**



# PEOPLE

We have extensive focus on people and leadership.

## Fortaco identity

- Fortaco brand
- Employee engagement
- Organization culture
- Diversity
- Stability

## Work environment

- Safety
- Flexibility
- Lean thinking
- Work organization
- Management System



# KEY ACCOUNT AND CUSTOMER MANAGEMENT

## Key Account

Important multi-site client managed centrally

## Local Account

Important local client with local responsibility

## Development Account

Client with high future potential



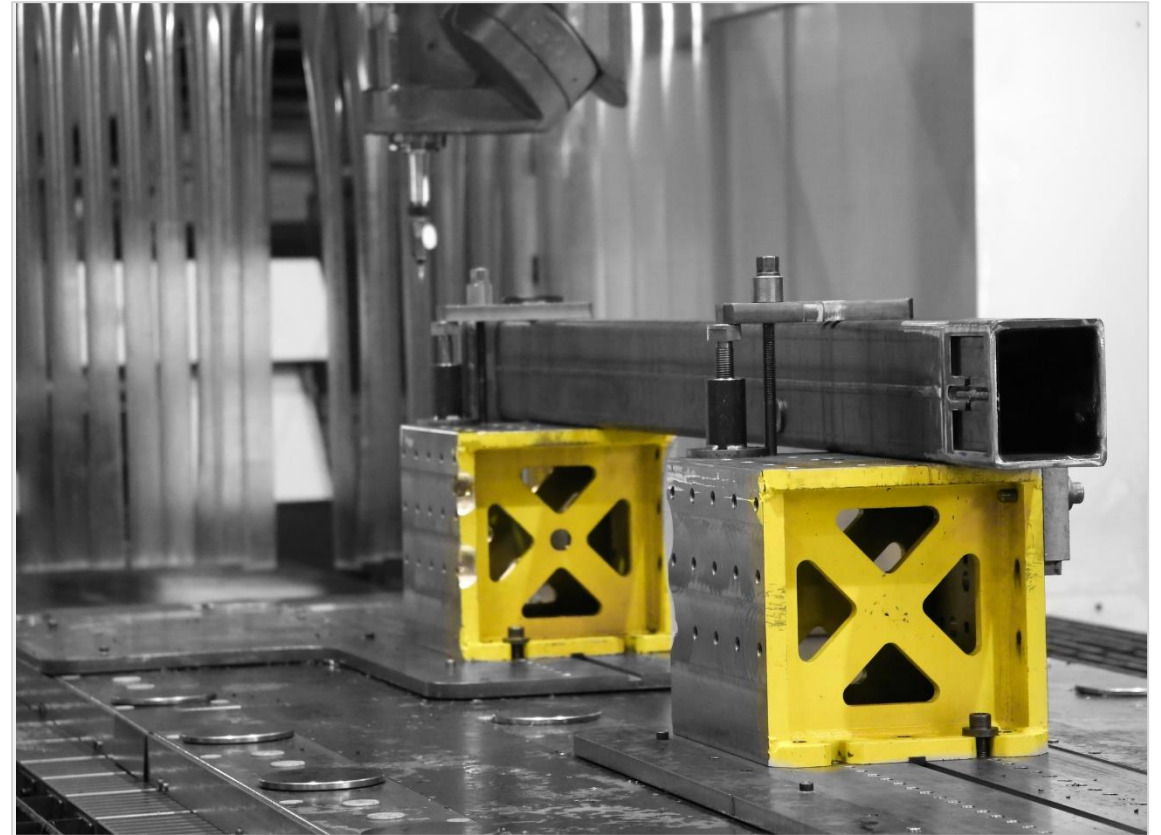
# PRODUCTION – MASTER OF FLEXIBILITY

**Total productivity** is not only about efficiency, which means doing things right, it is also about effectiveness and doing right things. Being efficient and doing right things require flexibility.

**MoF is a strategic cornerstone** for our success. We combine a deep understanding of customer needs and flexibility requirements. We align our resources, develop skills and processes to meet these requirements in the most efficient and effective way.

**MoF is about understanding** the built-in conflict between efficiency and flexibility, and being able to price our products according to the positive value that delivered flexibility brings to our customers.

**MoF is a wide range of positive outcomes**, like improved delivery accuracy and efficiency, also lower inventory. Possibilities for improvement are endless.



# WE MAKE TOMORROW SAFER AND BETTER

## Fortaco People

- High performing
- Respect oriented
- Motivated
- Healthy employees

## Operations Development

- Outstanding safety
- Quality
- Health
- Environment
- Productivity
- Speed

## Processes

- Efficient
- Connected
- Simplified
- Guiding everything we do

Leadership training by Toyota Way





# SOURCING – HIGHLY COMPETENT PROFESSIONALS

Zero defect • Supplier Quality function monitors and develops suppliers to reinforce and maintain zero defect mindset.

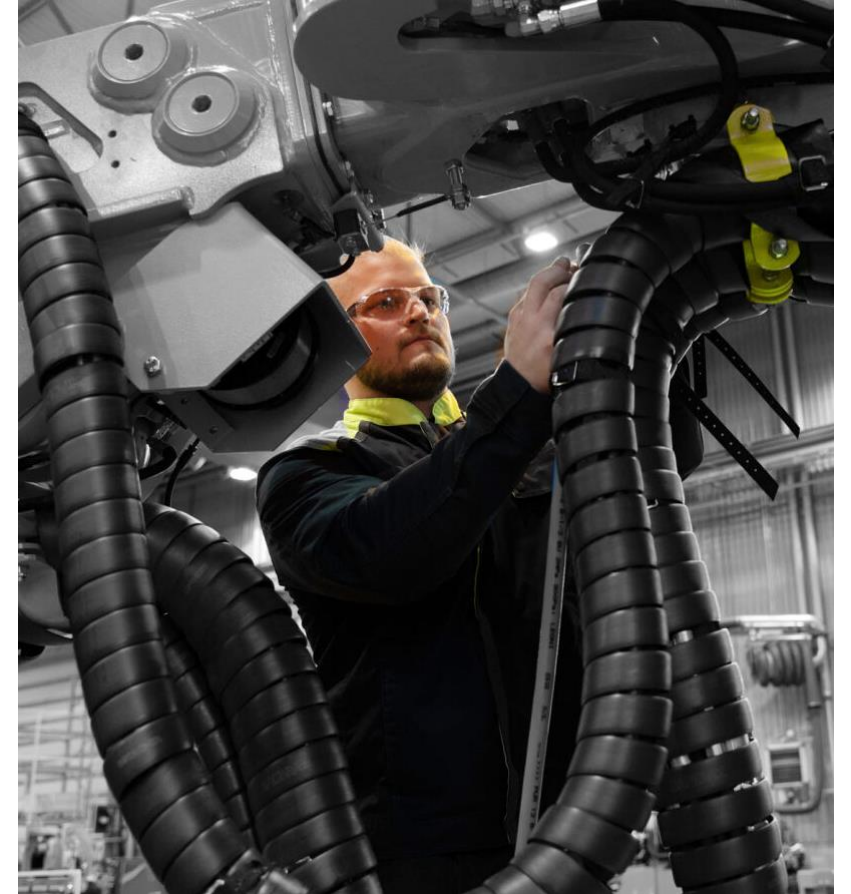
Just-in-time deliveries • Proactive supplier base secures JIT deliveries.

Improved cost • Suppliers deliver year-on-year cost improvements.

Best cost country footprint • Consolidated supplier base with BCC footprint and maximum leverage for Fortaco Group.

Sourcing professionals • Excellent sourcing function with highly competent professionals, processes and tools.

Supplier Handbook • Defines minimum requirements, which apply to all our direct material suppliers globally.



# QHSE – POLICY STATEMENT

Fortaco is a **unique** manufacturing company operating in the heavy equipment market. We aim to be the most professional and reliable partner in our industry with total commitment to safety, quality and operational excellence.

**Our reputation** is our greatest asset. It is founded on our values and embodied in our Code of Conduct.

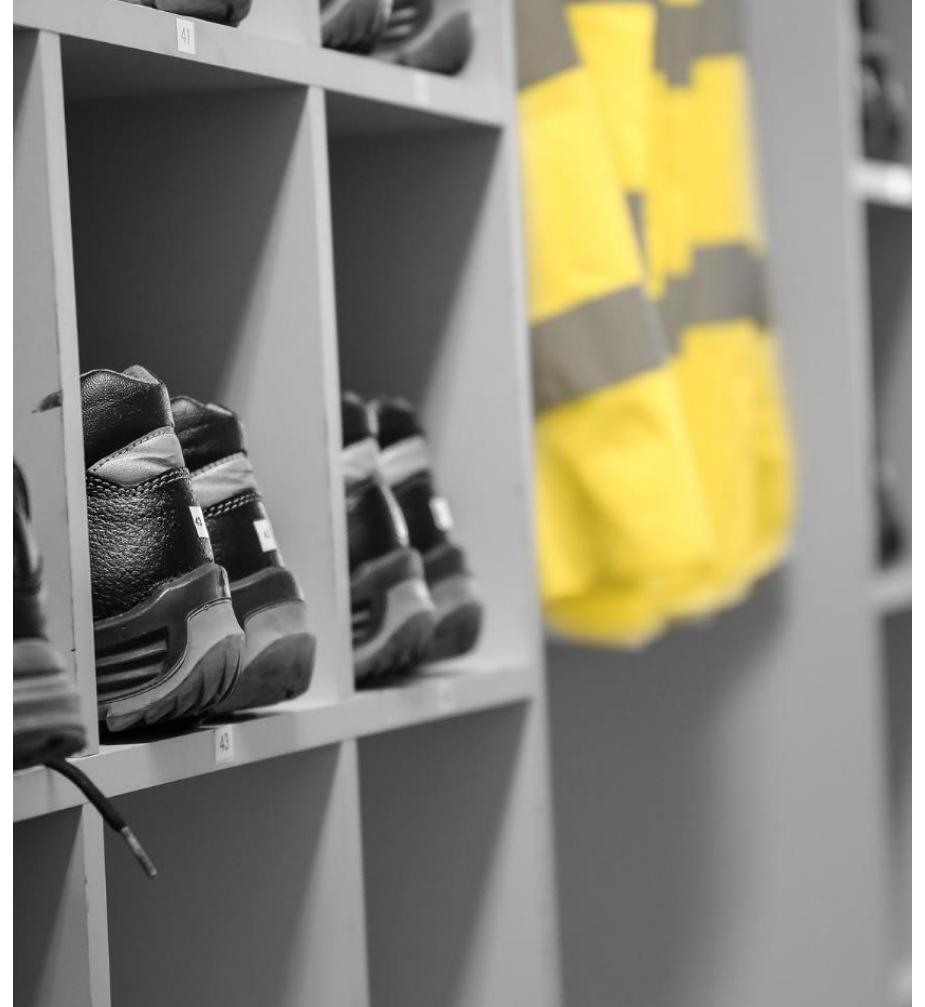
**We are striving for a safe**, injury free work environment, where everyone is committed and actively driving risk reduction and zero accidents.

**Our goal is to exceed** our customers' expectations for quality, deliver reliable and defect free products and improve continuously.

**We aim to be in harmony** with our environment, we are always improving our resource efficiency and achieving full compliance with the legal requirements and regulations.

**We expect all our employees to live our values** and take responsibility for their contribution to achieve quality, health, safety and environment ambitions.

*Approved by Fortaco Group Leadership Team, April 2015*



# FINANCIAL TARGETS

Fortaco has defined financial targets, we are investing in technology and automation.

Our target is to afford continuous development of people, equipment and technologies.

## Group targets

Over the cycle

> 7% Group EBITA

> 20% Group ROCE

## Lean and smart

Group Functions support businesses with value adding services.



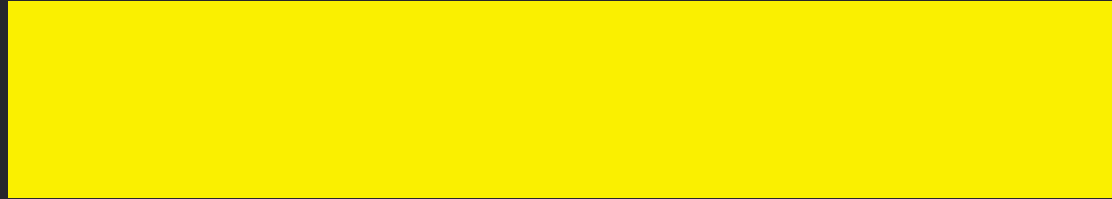
# SENIOR LEADERSHIP TEAM

Group Leadership	Business Site		Group Functions
<p><b>Lars Hellberg</b> President &amp; CEO</p> <p><b>Kimmo Raunio</b> Senior Executive Vice President &amp; CFO</p> <p><b>Agnieszka Koziara</b> Senior Vice President People &amp; HR</p> <p><b>Mikael Persson</b> Senior Vice President Customer &amp; Business Development</p> <p><b>Krzysztof Michel</b> Senior Vice President Sourcing &amp; IT</p> <p><b>Rafal Sornek</b> Senior Vice President Zero Emission Solutions</p>	<p><b>Jaroslav Szytow</b> General Manager Gliwice Steel Fabrication</p> <p><b>Ivona Poletan</b> Interim Managing Director Gruza Assembly &amp; Steel Fabrication</p> <p><b>Juraj Prachár</b> Managing Director Holic Cabins</p> <p><b>Mariusz Majdanik</b> General Manager Janów Lubelski Steel Fabrication</p> <p><b>Uwe Sträter</b> Managing Director Jaszbereny Steel Fabrication</p> <p><b>Jyri Paavola</b> General Manager Kalajoki Steel Fabrication</p>	<p><b>Tom Store</b> Interim General Manager Kurikka Cabins</p> <p><b>Markku Pulliainen</b> General Manager Sastamala Assembly</p> <p><b>Larissa Shabunova</b> Managing Director Narva Steel Fabrication</p> <p><b>Jean-Guy Cocaïgn</b> Managing Director Sablé Cabins</p> <p><b>Martin Mauser</b> Managing Director Breitenau Cabins</p> <p><b>Adam Czerwicz</b> General Manager Wrocław Steel Fabrication</p>	<p><b>Reporting to CEO</b></p> <p><b>Tuula Kivelä</b> Director, Brand Communication &amp; Marketing</p> <p><b>Andrzej Wrona</b> Director Operations Development</p> <p><b>Reporting to Zero Emission Solutions</b></p> <p><b>Zych Zbigniew</b>, Director Manufacturing Technology</p> <p><b>Reporting to Sourcing &amp; IT</b></p> <p><b>Piotr Galiński</b> IT Director</p> <p><b>Reporting to CFO</b></p> <p><b>Lauri Anttilainen</b> Director, Vehicle Cabin Business Control &amp; Group Finance Transformation</p> <p><b>Andras Csizmazia</b> Director, QHSE</p> <p><b>Joanna Lesicka</b> Director, Business Control Steel Fabrication, Sourcing &amp; Group Finance</p> <p><b>Henrik Toni</b> Group Business Controller Assembly Business Control</p>

*"The longer the distance between top and bottom is in a company the more bureaucracy is required and the less customer driven business management is."*



**TRUST IN TOMORROW**



This is Fortaco  
November 2023

[fortacogroup.com](https://fortacogroup.com)