

**FORTACO**



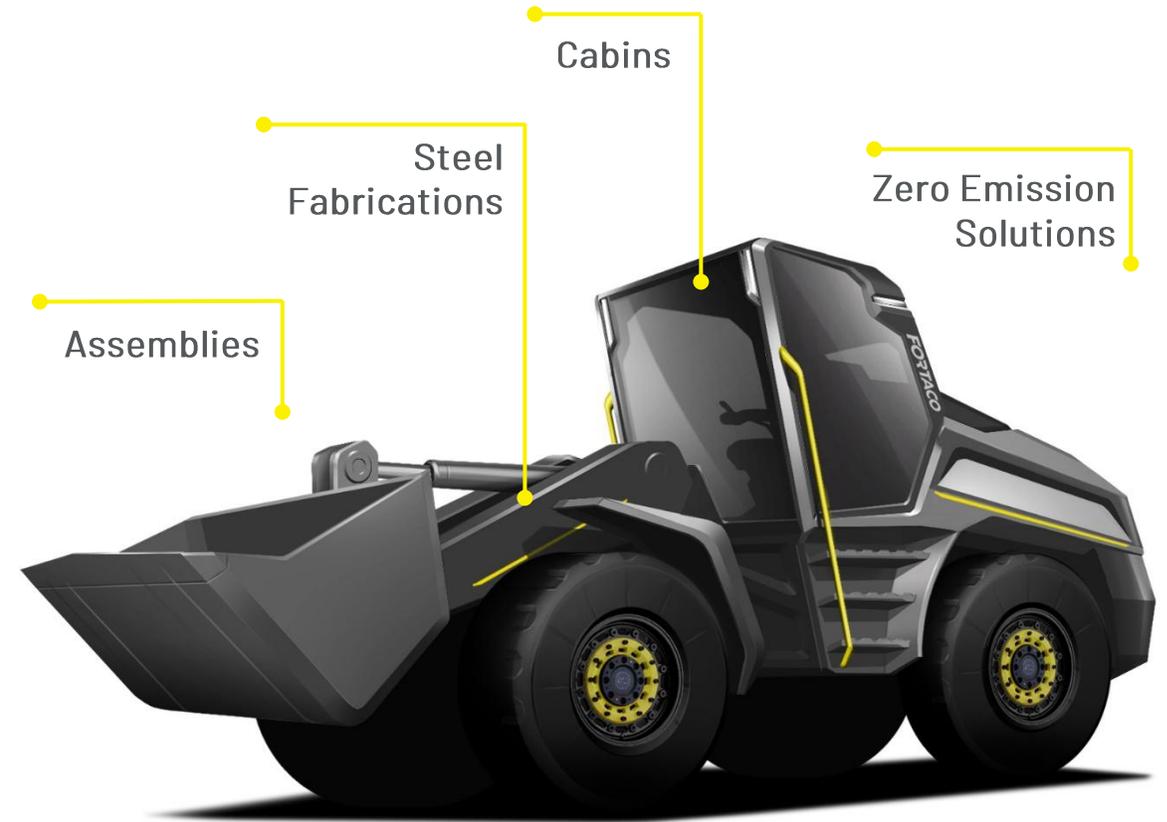
**THIS IS FORTACO**

# WE MAKE OFF-HIGHWAY MACHINES PERFORM

Fortaco is the leading full-solution provider for OEMs in the off-highway machine industries. Pioneering the design and production of assemblies, cabins, steel fabrications, and zero emission solutions, we offer cutting-edge technology for enhanced productivity. We empower off-highway machines to use fossil-free steel and our customers to optimize their operations and move towards a greener future.

Collaborating with industry-leading OEMs, we specialize in full lifecycle solutions from research and technology to the design and production of their components and machines. Our innovative technologies extend to lightweight design, ensuring efficiency without compromising on durability and functionality.

We have operations in multiple business sites across the globe which enable flexible and reliable support for our customers.



# THE STRATEGIC PARTNER

## THIS IS FORTACO

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

We have a large portfolio of more than 60 industry-leading customers in different industry segments.

We are committed to reshaping the industry towards net-zero emissions.

Safety, quality, and delivery accuracy are our top priorities.

We have a solid track record in high flexibility, ensuring robust earnings and cash flow.

We have highly performing leaders and employees.

## HIGHLIGHTS 2024

330+	M€	net sales <sup>1)</sup>
3-4	%	capex of net sales annually
80,000+		tons of steel annually
80+		robots
50+		CNC-centres
2,400+		employees

1) Excluding divested businesses: Jaszbereny and Kalajoki & Sepänkylä businesses were divested during 2024

## FORTACO VALUES

Respect • Simplicity • Speed

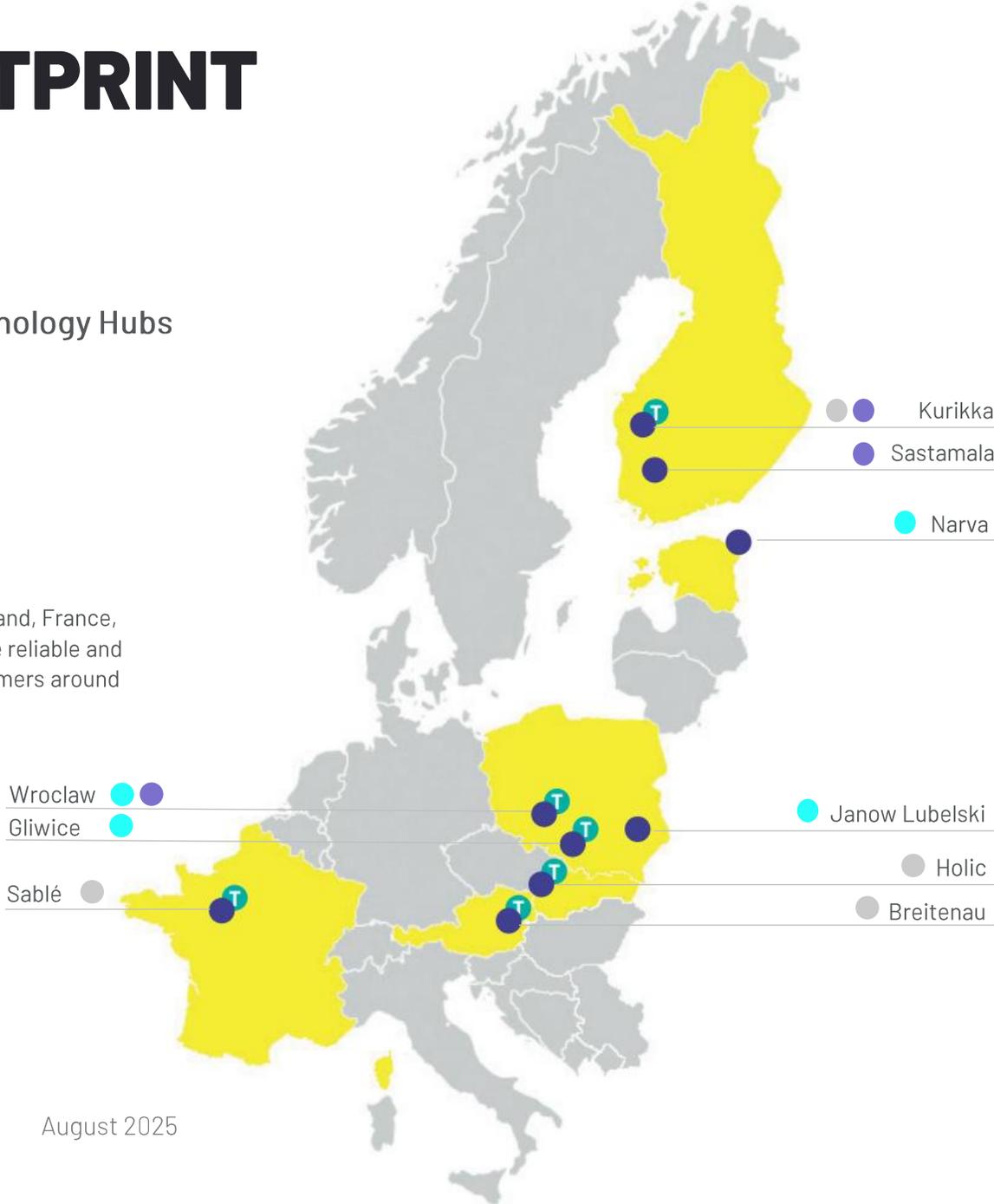
The Fortaco Values guide our mindset and attitudes and provide a common framework for the behaviours we expect from all our people.

# OUR FOOTPRINT

## Business Sites & Technology Hubs

- Assemblies
- Cabins
- Steel Fabrications
- T Technology Hub

Technology Hubs in Austria, Finland, France, India, Poland, and Slovakia ensure reliable and flexible service for Fortaco customers around the globe.



Fortaco and TATA AutoComp started a business relationship years ago with an agreement to manufacture safety cabins for the Indian and Asian markets.

Cabin manufacturing is made by TATA AutoComp, and it is based on Fortaco's cabin design and manufacturing technology.



# WE WORK WITH LEADING OEMs ACROSS INDUSTRIES

**aebi**  
a brand of acke schmidt

**BOBARD**

**Bobcat**  
**CLAAS**

**GAMT**  
EQUIPMENT LEASING

**JOHN DEERE**  
**MANITOU**

**PRECICULTURE**

**RIGI TRAC**

**SAUERBÜRGER**  
TRACTORS AND REARTRACTORS

**WACKER NEUSON**

**Bobcat**

**DYNAPAC**  
FAYAT GROUP

**BROKK**

**HAMM**

**HITACHI**

**HYUNDAI**  
DOOSAN INFRACORE

**KAISER**

**Kubota**

**LIEBHERR**

**Mecalac**

**MANITOU**

**POTAIN**

**SANDVIK**

**VOLVO**

**WACKER NEUSON**

**WIRTGEN**

**YANMAR**

**CAMBLIFT**

**HIAB**

**HYSTER-YALE**  
MATERIALS HANDLING

**Kalmar**

**KONECRANES**  
Lifting Businesses

**sfPORTEQ**

**TERBERG**

**BAE SYSTEMS**

**HIAB**

**Patria**

**EcoLog**  
Forestry of tomorrow

**HIAB**

**JOHN DEERE**

**KOMATSU**

**KONRAD**

**LOGSET**

**PENZ CRANE**

**TW**  
LogStacker

**HIAB**

**HYSTER-YALE**  
MATERIALS HANDLING

**JUNGHEINRICH**  
Machines. Ideas. Solutions.

**Kalmar**

**KONECRANES**  
Lifting Businesses

**LIEBHERR**

**Linde**

**MANITOU**

**MANTSINEN**

**PALFINGER**

**STILL**

**TEREX**

**TEREX**

**TAYLOR**  
MACHINE WORKS

**TERBERG**

**CATERPILLAR**

**Epiroc**

**KOMATSU**

**normet**

**SANDVIK**

**VOLVO**

**aebi**  
a brand of acke schmidt

**AMAZONE**

**Kubota**

**WILLE**

**ABB**

**Club Car**

**Goldhofer**

**LIDAN**

**MAFI**  
TRANSPORT-SYSTEME GMBH

**MAGGREGOR**

**OSHKOSH**  
AEROTECH

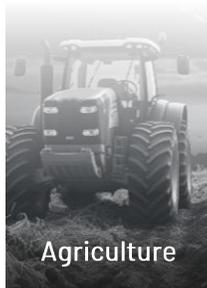
**TLD**

**COMPANY**  
**VESTERGAARD**

**HIAB**

**MANTSINEN**

**PALFINGER**



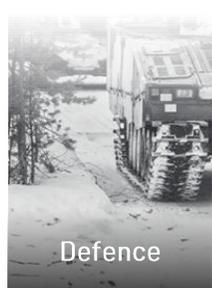
Agriculture



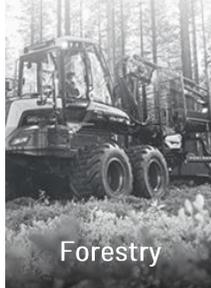
Construction



Container Handling



Defence



Forestry



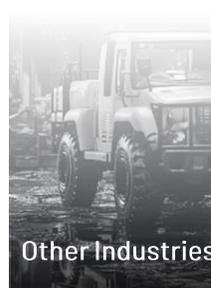
Material Handling



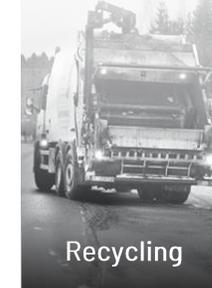
Mining



Municipal



Other Industries



Recycling



# **FORTACO OFFERING**

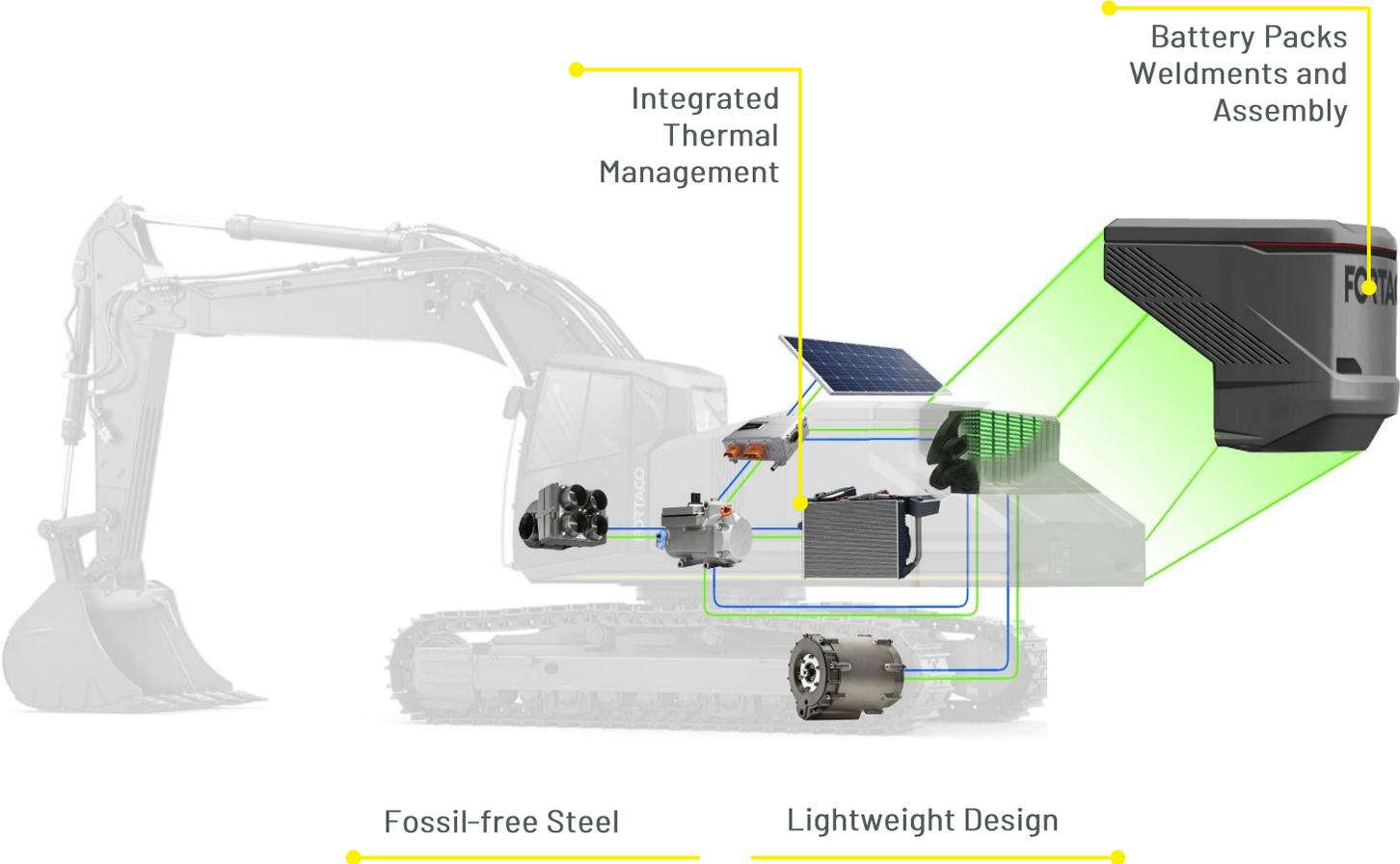
# FORTACO TECHNOLOGY & ZERO EMISSIONS

We support our customers' journey to net-zero emissions

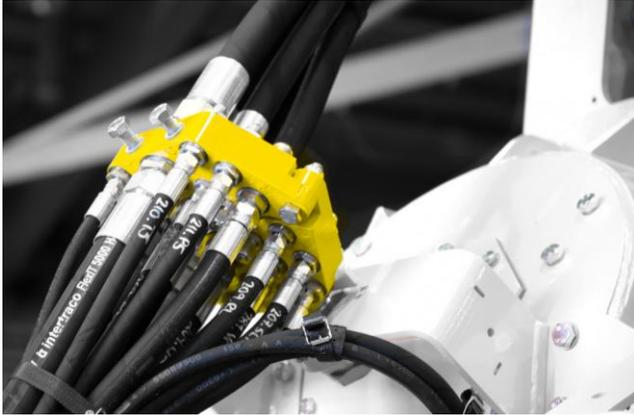
Fortaco aims to be a circular economy enabler in 2030.

We want to transform Fortaco into a net-zero emissions company and provide innovative solutions to support our customers on their path to net zero.

This requires us to both extend and develop new business offerings and develop capabilities to move from a component manufacturer towards a system integrator.



# ASSEMBLIES, CABINS, STEEL FABRICATIONS



## Assemblies

Reducing complexity in the customer value chain

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



## Vehicle Cabins

One-stop-shop for cabin design & manufacturing

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



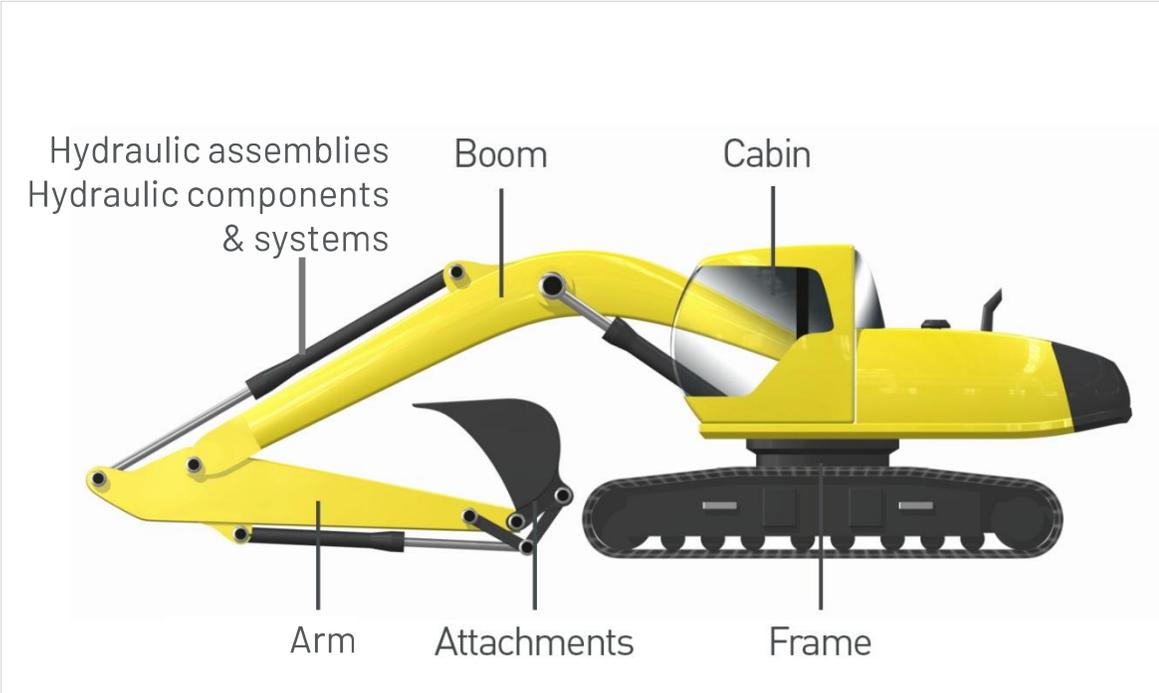
## Steel Fabrications

Smartest steel fabrication in Europe

- Manufacturing of steel components, complete frames, or other types of structures.
- In-house pre-fabrication, welding, machining, surface treatment, pre-assembly, project management, quality control 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



# ASSEMBLY - REDUCING COMPLEXITY IN CUSTOMER VALUE CHAIN

We support our customers to focus on the most vital parts of their operations by handling partly or completely their manufacturing processes.

We simplify complexity in the supply chain by mitigating swings in demand, working with capacity constraints, reducing time-to-market, reducing fixed costs and tied capital, and thus allowing customers to focus on their core business.

## Fortaco's assembly offering

- Complete Vehicle Assemblies
- Module Assemblies
- Cabin Assemblies



# CABINS DESIGNED FOR COMFORT AND EFFICIENCY

Our premium brands, Buisard - Fortaco - MauserCABS - Tata AutoComp\*) offer high-quality vehicle cabins and technology development to the off-highway equipment OEMs worldwide.

Combined cabin offering range from the completely assembled plug & play vehicle cabins and high-volume operator cabins to the agriculture applications.

With more than 80 years of experience in safety cabins, we are one of the leading, most experienced, and reliable operator cabin manufacturers in Europe and India.

We produce 50,000 safety cabins annually.

\*)Operations in partnership with Tata AutoComp



**BUISARD** **FORTACO** **MauserCABS** **TATA AUTOCOMP**

# STEEL FABRICATIONS FOR SUPERIOR PERFORMANCE

We are the largest manufacturer of steel fabricated components in Europe. Our four modern factories are located in Narva, Estonia and Gliwice, Janow Lubelski, and Wroclaw in Poland.

Engineering expertise, combined with the state-of-the-art technology, enables us to provide steel fabrications, which not only meet but exceed the highest standards of durability and performance.

Through close collaboration with our customers, we focus on their specific requirements, which allows us to tailor solutions that exceed their expectations and deliver unparalleled results.

Our highest priority is to deliver top-quality products on time.





# DEFENSE OFFERING

# FORTACO - TECHNOLOGY AND SYSTEM SUPPLIER FOR DEFENSE SECTOR

Fortaco's DefenseTech team develops complex and high-tech solutions

- Fortaco's defense products are deployed throughout the world by OEMs we currently serve from our business sites in Europe.
- For defense clients, we apply full-systems expertise gained in the private sector to meet the rigorous defense-sector requirements of safety, quality, supply management, and security compliance, including separate production lines, restricted access, and visitor vetting.
- We apply efficiency, knowledge, and proven experience in production of innovative defense vehicles, and we are capable of producing complete small and large welded steel structures, chassis, frames, and bodies.
- We serve defense contractors at several business sites in the European Union and give support on industrial cooperation requirements.
- Roughly 10% of Fortaco's turnover comes from the defense segment.

# WE OFFER THE WHOLE INTEGRATED SOLUTION BEOWULF AS AN EXAMPLE

## Beowulf - Amphibious Vehicle

Beowulf is articulated dual-body, amphibious vehicle with well-proven technology that is designed to provide total operational support where other vehicles cannot.

The vehicle is an integrated solution, combining cabin hardware and customer-specific applications, including control systems.

The front and rear cabins are designed and developed by our DefenseTech team based on the customer's needs. Fortaco is responsible for meeting the stringent performance requirements in extreme weather conditions, mobility in water, compliance with air transportation regulations and many others.

Beowulf cabins are manufactured and assembled in Kurikka Business Site, Finland. We have dedicated manufacturing facilities from welding to final assembly for this specific product due to special security requirements.



# VARIETY OF APPLICATIONS FOR DEFENSE SECTOR

## Module Assemblies

In 2006, as part of industrial cooperation between Patria and the Polish Ministry of Defense for the armoured vehicle 680 AMV, Fortaco's Business Site Janow Lubelski in Poland established a restricted production area according to NATO standards for the manufacturing of suspension frames, including welding, painting, and module assembly of the brake system, gearbox and wheel hubs for the suspension frame.

Business Site Janow Lubelski continues to manufacture the welded and painted suspension frames.

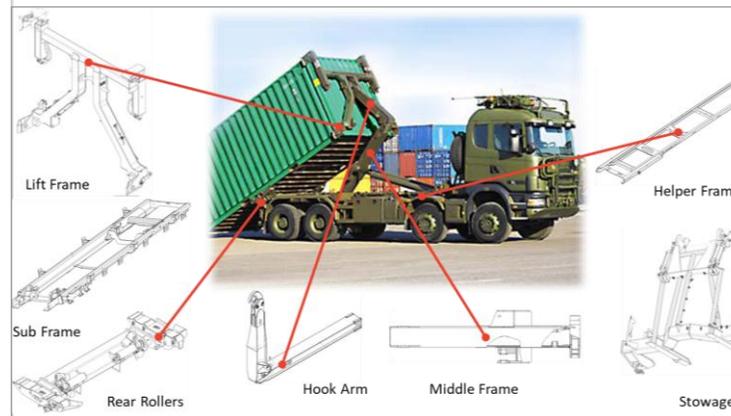


## Steel Fabrications

Fortaco's Steel Fabrication business sites deliver high-performance steel fabricated components from armoured component structures to complex sub-assemblies. Components are manufactured to meet rigorous demands and standards within the defense industry.

Our internal processes of cutting, welding, machining and painting ensure complete control over quality and delivery.

We produce complete small and large welded steel structures, chassis, frames, and bodies.



## Cabins

Unlike the traditional cabin business, Fortaco offers the whole integrated solution, combining cabin hardware and customer-specific applications, including control systems.

Cabin technology includes complete project handling; product development and design concepts, engineered solutions, and customized manufacturing services.

We have dedicated manufacturing facilities for defense products from welding to final assembly.



# NATO AQAP 2110 -CERTIFICATE

Business Site Kurikka meets the requirements of Nato AQAP-2110 certificate, NATO's quality standard for suppliers in the defense sector.

This certification is awarded when processes, products, and quality meet the highest international requirements for military use.

With AQAP-2110, we are strengthening our position as a reliable first-choice partner for demanding projects in the defense segment, where safety, quality and processes are crucial.





# FORTACO BUSINESS SITES

# ASSEMBLY BUSINESS SITES

Fortaco is a big player with a lot of competence

## Kurikka, Finland

2,500 m<sup>2</sup> assembly area

30 people

Mechanical, electrical, hydraulic assemblies with testing – field testing in real environment and conditions.



## Sastamala, Finland

8,000 m<sup>2</sup> assembly area

120 people

Full- and semi-assemblies, including mechanical, electrical, and hydraulic assemblies and testing. Test driving on the own off-road test track of 1 km.



## Wroclaw, Poland

1,000 m<sup>2</sup> assembly area

10 people

Mechanical, electrical, hydraulic assemblies with testing. Assembly operations started in 2021, and the assembly product portfolio is continuously growing.



# CABIN BUSINESS SITES

Premium Quality is our commitment

## Breitenau, Austria

25,000 m<sup>2</sup> production area

230 employees

Mid- and high-volume cabins, semi-assembled plug & play cabins

Product and process design, FEA calculation, welding tools development, tube cutting, sheet metal cutting & bending, injection moulding & locking systems, cataphoresis + painting.



## Holic, Slovakia

14,000 m<sup>2</sup> production area

130 people

Plug & play cabins, high-volume cabins

Product and process design, cataphoresis + painting.



## Kurikka, Finland

22,900 m<sup>2</sup> production area

450 people

Plug & play cabins

Product and process design, cataphoresis + painting by E-coating.



## Sablé, France

25,000 m<sup>2</sup> production area

350 people

Medium to high-volume cabins

Product design, process design and tooling. Profile cutting and bending, sheet metal cutting and bending, cataphoresis + painting, final assembly.



# STEEL FABRICATION BUSINESS SITES

Demanding products for superior durability

## Gliwice, Poland

34,000 m<sup>2</sup> production area  
130 people

Cutting, bending, machining and zero emission technology products. State-of-the art technologies for steel plate processing.



## Janow Lubelski, Poland

18,000 m<sup>2</sup> production area  
320 people

Serial production with welding, machining, surface treatment and painting up to 8 tons.



## Narva, Estonia

43,500 m<sup>2</sup> production area  
500 people

Wide range of steel components with demanding quality requirements up to 5-ton products. Specialized in high strength steel welding.



## Wroclaw, Poland

23,100 m<sup>2</sup> production area  
500 people

Welding, machining, and painting of high-quality steel components. Serial products up to 12 tons, and project products up to 25 tons.





# FACTORY EXPANSIONS

# GREENFIELD FACTORY IN GLIWICE

The greenfield factory was inaugurated on October 1, 2024. Production area is 34,000 m<sup>2</sup>.

Factory brings pioneering solutions to the off-highway equipment industry with state-of-the-art technologies for steel plate processing, process know-how, and product specialization.

Ramp-up for serial production is proceeding to reach full production capacity by the end of 2025.

The plant will eventually process 40,000 tons of steel annually.

When ramp-up is complete, we will employ up to 250 people.



# INNOVATION COMES FROM EVERYWHERE IN GLIWICE

Innovations reach all basic functions like material handling, cutting, bending, kitting, and shipping.

Steel processing equipment consists of high-tech machines of fibre laser-, plasma-, and oxygen cutting, press bend up to 12 meters length, and CNC machines.

AI and digital tools are used, and 3D scanners are employed for a very fast Production Part Approval Process (PPAP).

30% of the 34,000 m<sup>2</sup> hall is dedicated to welding technologies to manufacture thin steel plate components for Fortaco's Zero Emission solutions.



# NEW ASSEMBLY HALL IN HOLIC

The factory extension was finalized in July 2024.

An additional 4,000 m<sup>2</sup> of floor space accommodates assembly operation activities for the vehicle cabin manufacturing process.

Modern technologies secure efficient and safe working environment for employees.

This strategic investment significantly increases our production capacity and supports our long-term growth plans.



# HOLIC MULTI-CABIN WELDING LINE

A brand-new multi-cabin welding line provides final welding for various cabin types for the off-highway industry. It consists of two robotic welding stations, an automated conveyor system, manual tack welding, and final welding cells.

A future plan includes expanding a modular line with robotic grinding and an integrated in-process frame geometry inspection.

Takt-based operations and operator-friendly line equipment enhance productivity and reduce lead time.

Annual production volume is estimated to be 8,000 – 12,000 cabins, depending on cabin complexity.



# BUSINESS SITE NARVA IS GROWING

New facility brings 8,000 m<sup>2</sup> additional floor space for Narva Business Site operations, in addition to the current 35,000 m<sup>2</sup> located in the Narva city center – with a total land area of approximately 100,000 m<sup>2</sup>.

The new extension was inaugurated on May 15, 2025.

The new machinery park includes very progressive prefabrication and welding machines, four welding robot stations equipped with cameras for quality tracking, big double spindle CNC machine, shot blasting and painting chambers as well as quality control equipment.

The new factory offers jobs to app. 70 people (in addition to existing 420 employees).



# NEW WELDING HALL IN BREITENAU

In Business Site Breitenau, a new factory hall expansion of ~2,400 m<sup>2</sup> provides modern welding capacity.

The new hall accommodates

- 16 manual welding stations
- 2 welding robots
- 2 overhead travelling cranes
- 5 slewing cranes.

Under the same roof is also a grinding hall with 5 grinding stations, incl. extraction and lifting platforms.



# NEW FRAME WELDING ROBOT

Welding robot Cloos Qirox in Breitenau

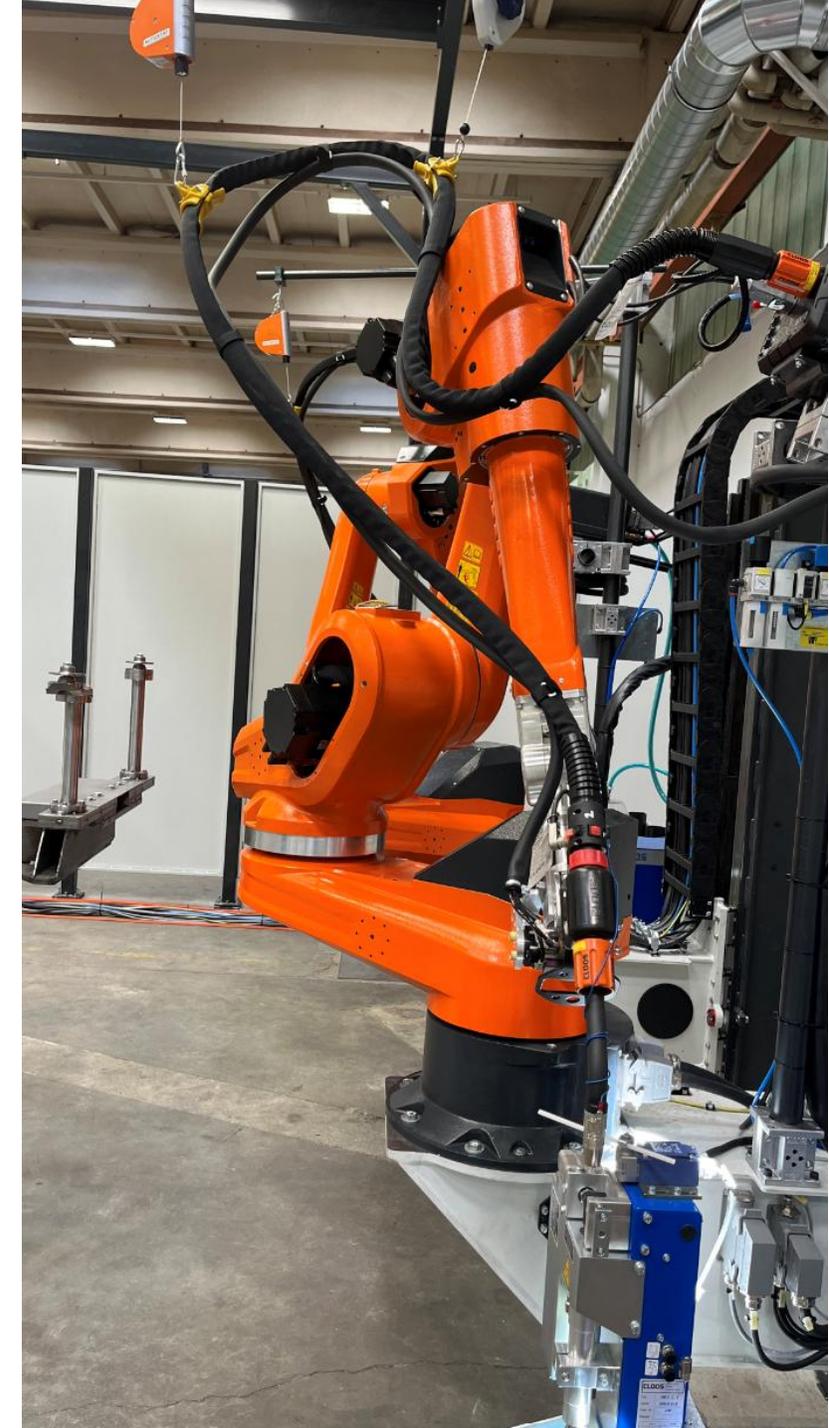
Type: compact CS60

Year of manufacture: 2025

Electrical power: 70 kVA ~ 56 kW

- Two 7-axis robots with double L-manipulator (setup time during welding time)
- Both robots on external Z-axis with 1,500 mm stroke
- Laser sensor for weld seams
- Flexible for cabins up to a sphere size of 2,400 mm diameter
- Capacity up to 7,000 cabins per year

Cabins are manually tacked and fixed to the clamping device on the L-manipulator and welding finished with two robots.





**PROFESSIONAL PEOPLE**

# PEOPLE ARE OUR ASSET

**Fortaco's identity** is created through Fortaco Brand | Employee Engagement | Organization Culture | Diversity | Stability

**Professional people** are our asset, and we support our employee's growth.

**We value** team building and highly-engaged people.

**We aim at premium performance** that is developed together, by each Fortaco employee.

**Safety** is number one priority for all of us.

At Fortaco, we Make tomorrow Safer and Better.





# FORTACO SOURCING

# SOURCING – 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 that apply to all our direct material suppliers globally.





**SUSTAINABILITY**

# IMPROVED SUSTAINABILITY THROUGHOUT VALUE CHAIN

We are not only compliant with the current regulation but also work with customers, suppliers, and partners to improve our impact on people and the planet throughout the value chain.

We have set targets and implemented initiatives on a broad scale of topics to ensure progress on all pillars of ESG.

We are

Making off-highway machines perform for industries and our planet

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## ENVIRONMENT

- **Climate change & biodiversity** – Minimizing CO2 emissions and eventually driving for carbon neutrality in line with the Paris Agreement.
- **Product design & circular economy** – Design of products for material, energy and carbon efficiency as well as quality, safety, and air quality.
- **Actions** – Fortaco’s Climate Program, Zero Emission Solutions, green steel projects, minimizing pollution, waste management, renewable energy, protect ecosystems and biodiversity.

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## SOCIAL

- **Own workforce** – Strive for employee wellbeing, a safe and injury-free work environment where everyone is committed to and active in driving risk reduction and zero accidents.
- **Value chain workers and communities** – Respect for human rights in own operations and in the value chain and preventing human rights abuse.
- **Actions** – Health and safety of employees and workers in the value chain, diversity and equality, training and development, human rights, and consideration of economic, social, and cultural rights.

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## GOVERNANCE

- **Business conduct** – Maintain the highest legal and ethical standards, respect and value all our stakeholders in line with the Fortaco Code of Conduct.
- **Sustainable supply chain** – Managing and improving environmental and social performance and ethical business practices throughout a supply chain, through purchase category and country-specific risk approach.
- **Actions** – Integration of sustainability, business ethics, compensation models, board and leadership diversity, bribery and corruption prevention, transparency, and the ESG management of suppliers.



# SENIOR LEADERSHIP TEAM

# SENIOR LEADERSHIP TEAM

## Group Leadership

**Mika Mahlberg**  
President & CEO

**Kimmo Raunio**  
Senior Executive Vice President  
& CFO

**Agnieszka Koziara**  
Senior Vice President  
People & HR

**Rafal Sornek**  
Senior Vice President  
Technology & Zero Emissions

**Gustav Svärd**  
Senior Vice President  
Sourcing & IT

**Michael Volz**  
Senior Vice President  
Sales & Marketing

## Business Sites

**Karol Svaty**  
General Manager  
Gliwice Steel Fabrication

**Juraj Prachár**  
General Manager, Managing Director  
Holic Cabins

**Mariusz Majdanik**  
General Manager  
Janów Lubelski Steel Fabrication

**Arto Aro**  
General Manager, Managing Director  
Kurikka Assembly & Cabins

**Markku Pulliainen**  
General Manager  
Sastamala Assembly

**Larissa Shabunova**  
General Manager, Managing Director  
Narva Steel Fabrication

**Nicolas Roussel**  
General Manager, Managing Director  
Sablé Cabins

**Jörg Schröder**  
General Manager, Managing Director  
Breitenau Cabins

**Adam Czerwiec**  
General Manager  
Wroclaw Assembly & Steel Fabrication

## Group Functions

**Jean-Guy Cocaign**  
Vice President  
Cabin Business Development

**Tuula Kivelä**  
Director, Brand Communication  
& Marketing

**Zych Zbigniew**  
Director, Manufacturing  
Technology

**Piotr Galiński**  
IT Director

**Andras Csizmazia**  
Director, QHSE

**Lauri Anttilainen**  
Director, Business Control Cabins  
and Technology & Zero Emissions

**Joanna Lesicka**  
Director, Business Control Steel  
Fabrications, Sourcing and Group Finance

**Henrik Toni**  
Director, Group Business Control  
and Business Control Assembly

**Teemu Hovi**  
Legal Director, Fortaco Group

**Cecilia Mickos**  
Director, Group Sustainability

*"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."*



**Fortaco is a strategic partner to the off-highway machine OEMs, offering a complete global footprint with the ambition to follow our customers going global.**

**TRUST IN TOMORROW**



This is Fortaco  
August 2025

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