



PONSSE

Ponsse

-Tømmer & Marked 14.2.2019-





Ponsse today

- Ponsse Plc is a **forest machine company** concentrating on sales, service, manufacturing and technology related to forest machines
- Main markets Finland, Sweden, Russia, Germany, France, North and Latin America
- 12 subsidiaries and over 30 dealers



1 692

Ponsse Ponsse professionals globally

612 MEUR

Turnover 2018

20 %

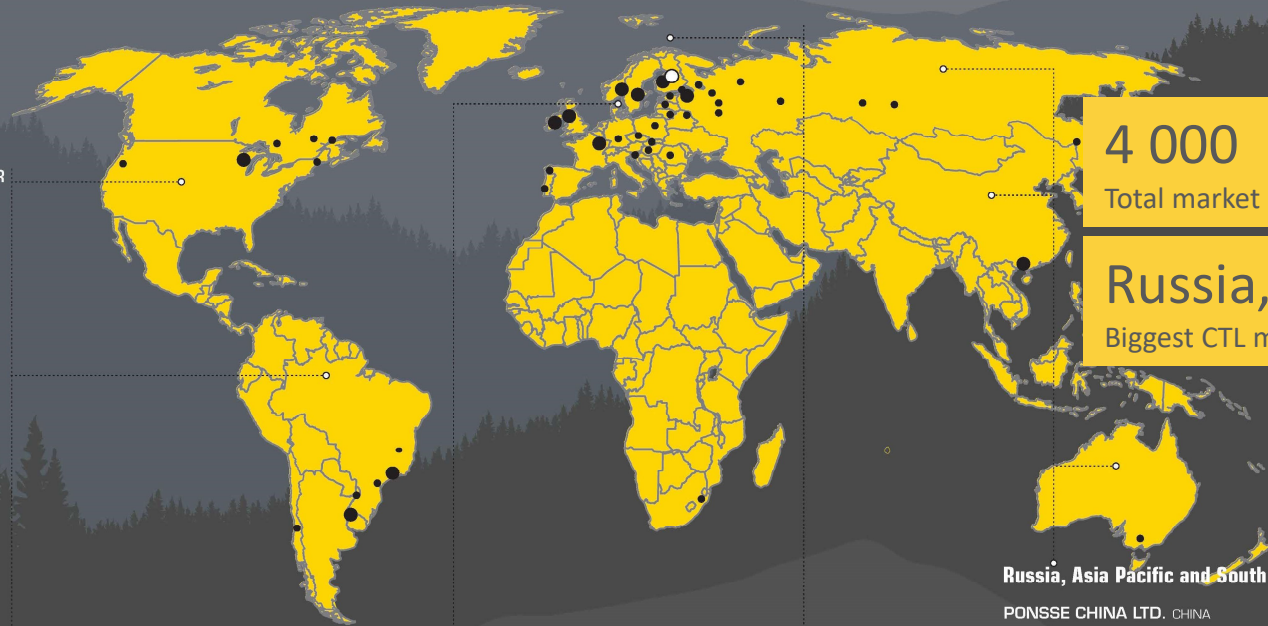
Service business from turnover

46 %

From R&D people working in automation

PONSSE GLOBAL NETWORK

- PONSSE PLC
- PONSSE
- SUBSIDIARY
- PONSSE DEALER



4 000
Total market 2018

Russia, Sweden, Finland
Biggest CTL markets

North and South America

- PONSSE LATIN AMERICA LTDA BRAZIL
- PONSSE NORTH AMERICA, INC. USA
- PONSSE URUGUAY S.A. URUGUAY
- A.L.P.A. EQUIPMENT LTD. CANADA
- CHADWICK-BAROSS, INC. USA
- HYDROMECH INC. CANADA
- MAQUINARIAS GEIER ARGENTINA
- READYQUIP SALES AND SERVICE LTD. CANADA
- FC-VENTAS Y SERVICIOS LTDA CHILE
- TIMBER FOREST BRAZIL
- SOTREQ SA BRAZIL

Central and Southern Europe

- PONSSÉ S.A.S. FRANCE
- PONSSE UK LTD. UNITED KINGDOM
- PONSSE MACHINES IRELAND LTD IRELAND
- ASCENDUM MAQUINÁS PORTUGAL
- FOREST POWER KFT. HUNGARY
- KRENEK FOREST SERVICE S.R.O. CZECH REPUBLIC
- PML POLAND POLAND
- HNOS. TOIMIL GARCÍA, S.L. SPAIN
- WAHLERS FORSTTECHNIK GMBH GERMANY
- FOREST POWER - SC. IF CONST S.R.L. ROMANIA
- FLEXIM SPOL. S R.O. SLOVAKIA
- TRISA D.O.O. SLOVENIA

Northern Europe

- PONSSE PLC FINLAND
- EPEC OY FINLAND
- PONSSE AB SWEDEN
- PONSSE AS NORWAY
- KONEKESKO EESTI AS. ESTONIA
- SIA KONEKESKO LATVIJA LATVIA
- UAB KONEKESKO LIETUVA LITHUANIA

Russia, Asia Pacific and South Africa

- PONSSE CHINA LTD. CHINA
- 000 PONSSE RUSSIA
- 000 DORMASHIMPORT VOSTOK RUSSIA
- 000 KOSTROMA-SERVIS-PONSSE RUSSIA
- 000 LESPROMSERVIS RUSSIA
- 000 NORD WEST-KOM RUSSIA
- 000 PARTS SERVIS RUSSIA
- 000 PKF HIDROSERVIS RUSSIA
- 000 REMTECHNICA RUSSIA
- 000 VOLOGDASCAN RUSSIA
- 000 ZEPPELIN RUSSLAND RUSSIA
- ODO UDARNIK BELARUS
- GREEN PROJECTS SOUTH AFRICA
- SHINGU SHOKO, LTD JAPAN
- RANDALLS EQUIPMENT COMPANY AUSTRALIA

CHANGES IN PONSSE'S BUSINESS ENVIRONMENT

Megatrends

- Technology is changing everything
- Sustainability crisis now

Source: Sitra 2016



Business trends

- Saw milling industry growing 3,2 % per year
- Pulp mill industry growing 1,3 % per year
- Northern hemisphere enabling the growth for softwood based products
- Southern hemisphere enabling the growth for hardwood based products

Source: Pöyry, Global sawn wood market, 2017, World pulp production outlook, 2018



Products and services (optimized ownership):

- Harvesters
- Forwarders
- Harvester heads
- Information systems
- Services as a total solution



- Technology trends
 - Autonomous Vehicles (AV)
 - Electrification
 - Digitalization and digital services
 - Sustainable Forestry







The **best forest machines** in the world since 1970

PONSSE

A LOGGER'S BEST FRIEND

