

# PATRIA - A TRUSTED STRATEGIC PARTNER

Patria



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**Patria**



- Patria Aviation, Patria's subsidiary Millog and co-owned Nammo are strategic partners of the Finnish Defence Forces in times of peace, crisis and war.
- Maintenance partnerships with Norwegian, Swedish etc. defence forces.
- Patria is also a supplier of defence systems (vehicles, mortars, C41STAR) and aerostructures to the global marketplace.
- International growth opportunities exist in all these segments.

# SINCE 1921

Patria



1921



1932



1943



1972



1979



1980

1984



1986



1986



1996



1999



1999



1999



2001



2001



2004



2006



2006

2008



2009



2010



2012



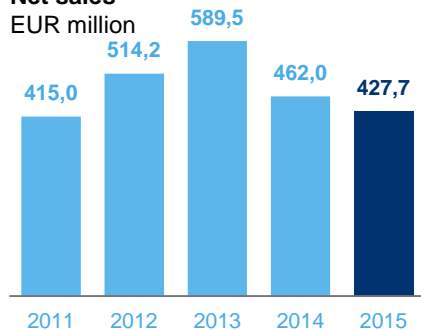
2013



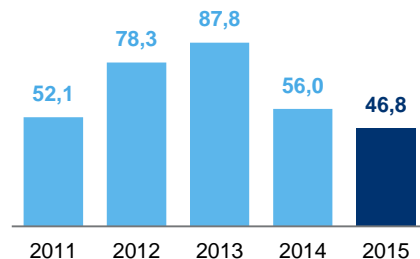
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# Key figures

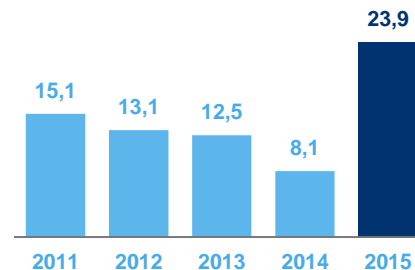
**Net sales\***  
EUR million



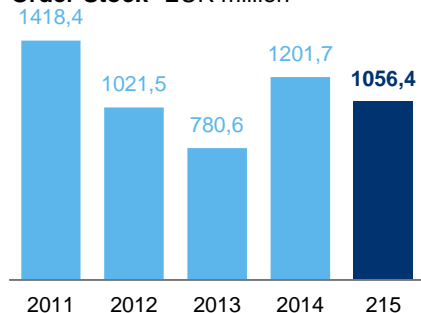
**Operating profit\*** EUR million



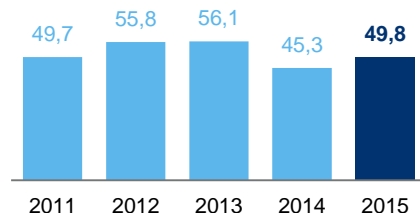
**Gross investments in fixed assets\***  
EUR million



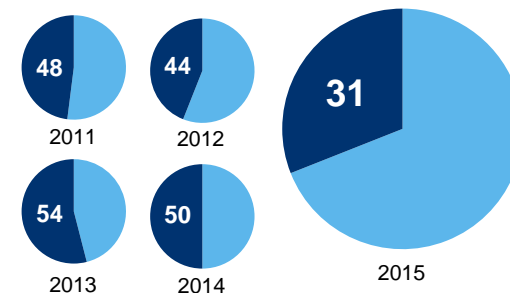
**Order Stock\*** EUR million



**Equity ratio\*** %



**Net sales outside Finland\*** %



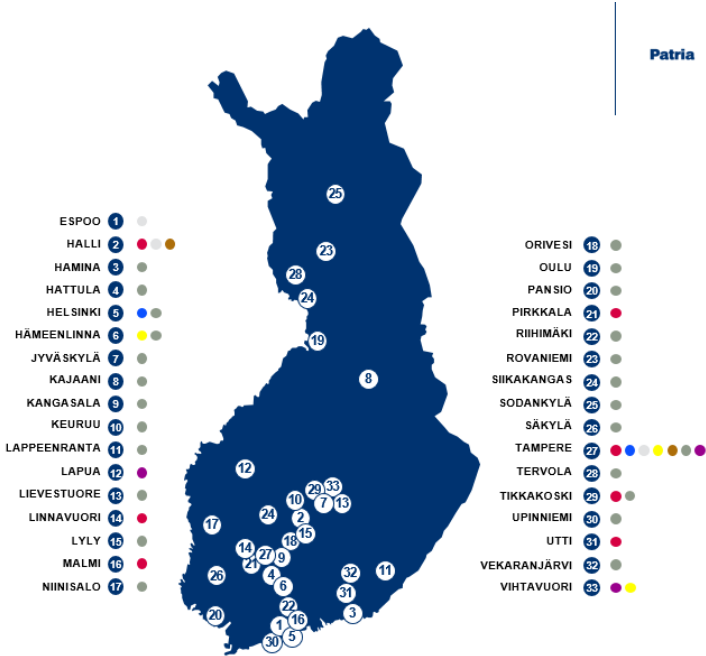
\* The years 2010–2013 pro forma due to the change of Nammo's consolidation method. From the year 2014 onwards, in Patria's financial statements, Nammo is consolidated using the equity method.

# MODERN MAINTENANCE AT OPERATOR SITES

Patria Aviation maintenance sites



Patria and Millog sites in Finland



# NEW OPPORTUNITIES IN MAINTENANCE OUTSOURCING INTERNATIONALLY AND FINNISH UPCOMING PROCUREMENTS

**Patria**



Norway, Sweden and other countries in Europe are evaluating possibilities for defence logistics partnering using the Finnish "Millog-model" for a strategic partnership.

Finland is replacing its F/A-18 combat aircraft in 2025-30 with up to a 10 B€ program and acquiring new corvettes for the Navy worth 1.2 B€. These facilitate also growth to related international markets eg. in Systems Integration and C4ISTAR areas.

# 8x8 VEHICLES AND MORTAR SYSTEMS WELL POSITIONED

**Patria**

**Patria AMV** is a high end 8x8 armored vehicle with amphibious capabilities.

Established market position in Eastern Europe.

In strong position to win Middle East and also high-end (Australia, UK) tenders.

Cost effective business model utilizing a network of capabilities in customer countries.

**Patria Nemo** is a unique turreted mortar system with superior performance compared with traditional floor mounted versions.

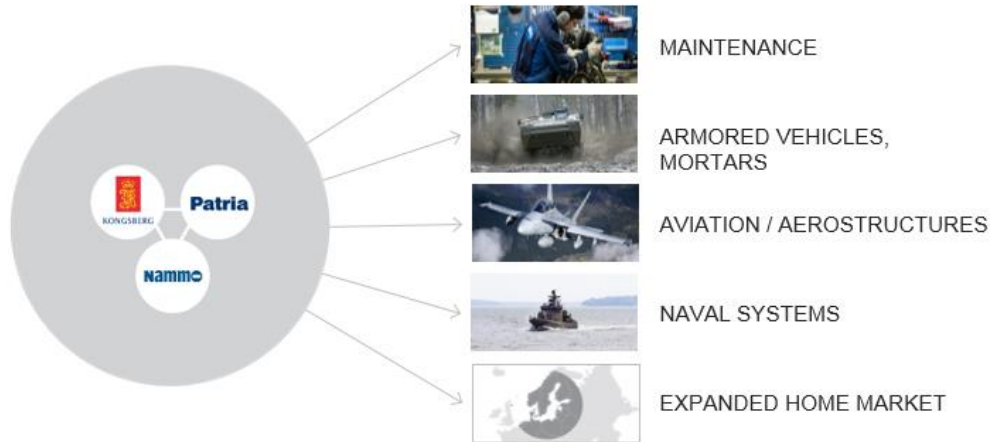
Product already in service in UAE and Finland (twin-barrel AMOS) and sold via the US Foreign Military Sales Program.

Fits a large variety of vehicles and vessels.



# KONGSBERG OWNERSHIP MEETING PATRIA'S EXPECTATIONS FOR GROWTH

**Patria**



- Keeping Patria's position in the Finnish Defence Forces key procurements.
- Adapting the Finnish Strategic Partnership concept to other countries in life-cycle support.
- Strengthening global Land Systems commercial reach.
- Growing Aerostructures.
- Developing competence in C4ISTAR, Naval Systems etc.



# RESPONSIBLE OPERATIONS FORM THE FOUNDATION

**Patria**

- Embedding ethical conduct throughout the organization.
- Zero tolerance towards bribery.
- Providing employees with continuous training.
- Developing processes in support of the Code of Conduct.
- No support to any political parties.
- Identifying, investigating and monitoring any violations of the Code of Conduct.



# THANK YOU!

**Patria**



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