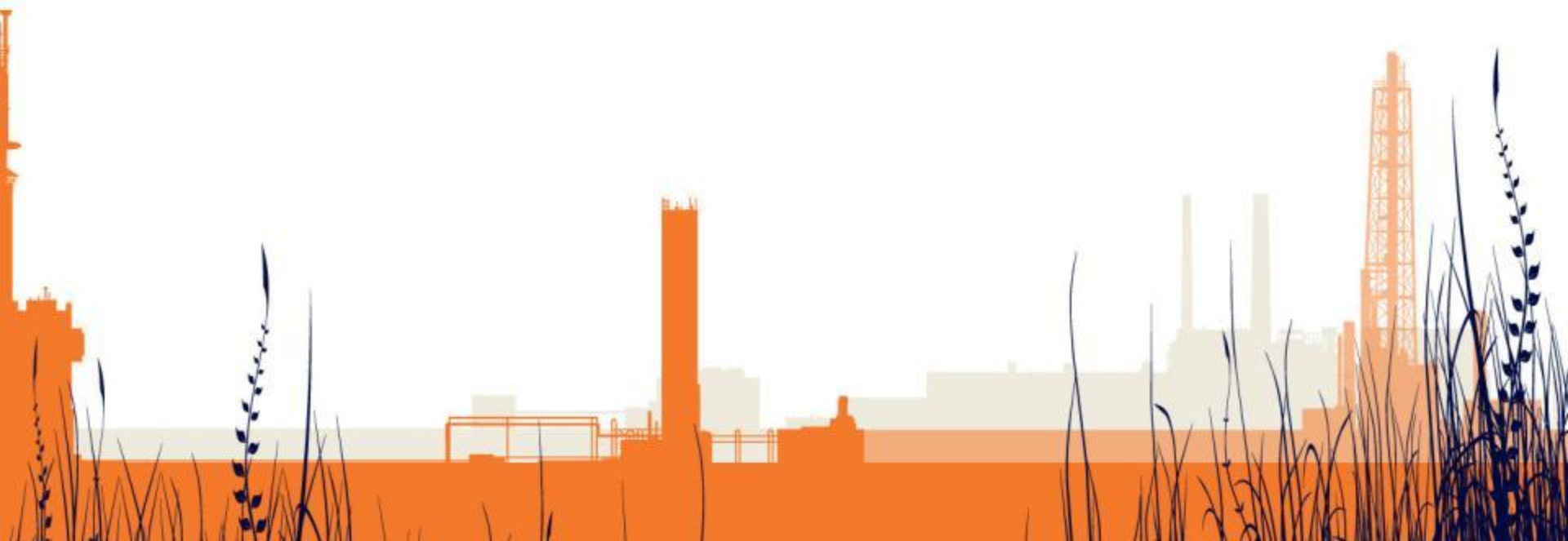




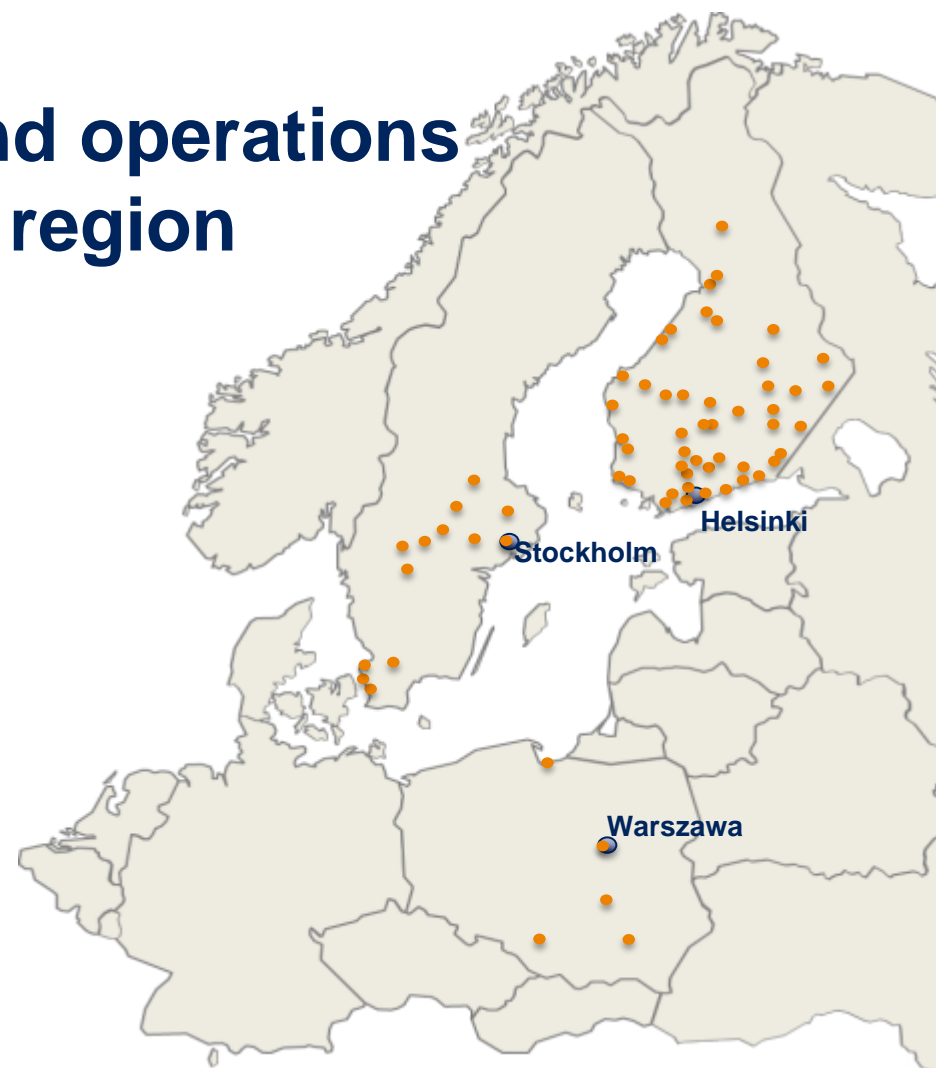
# Maintpartner Group presentation

2012



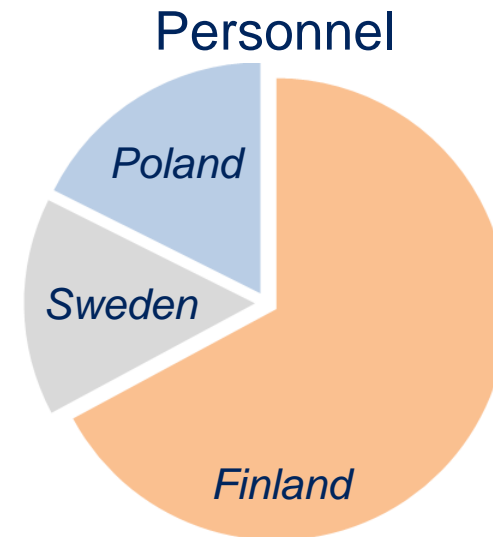
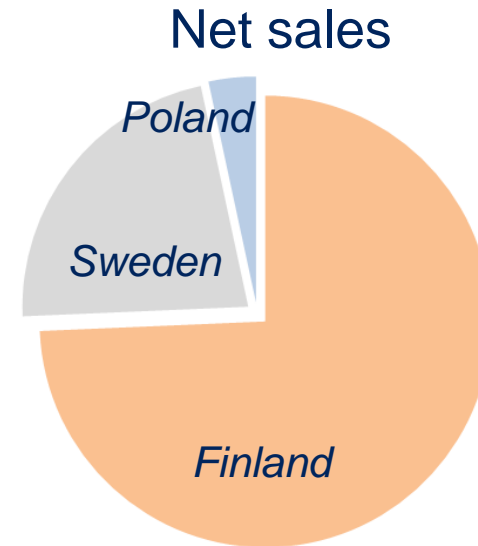
# Industrial maintenance and operations services in the Baltic Sea region

- Experts in maintaining availability of production in industry and public sector technical processes
- Strategic focus areas: growth, profitability, internationality and development
- Ambition to be the new role model in the industry - the leading technical service company in the Baltic Sea region

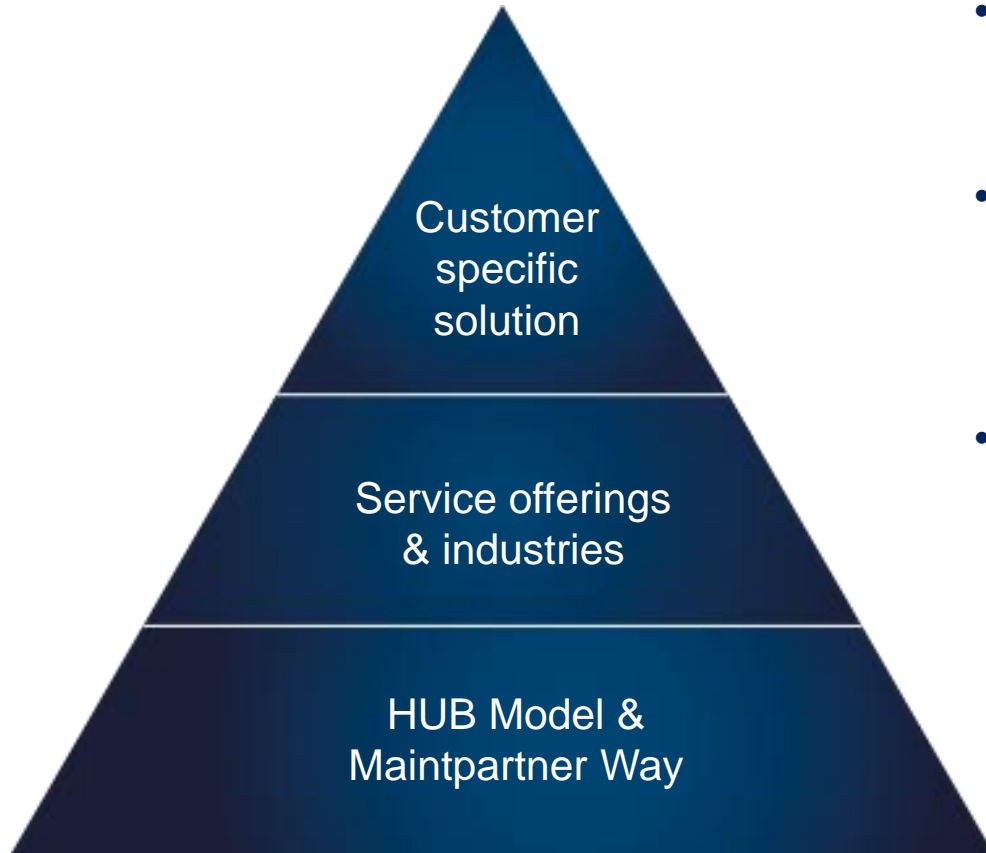


# About Maintpartner

- Geographical presence
  - Operations in Finland, Sweden and Poland
  - Group Headquarters in Espoo, Finland
- Key figures 2011
  - Net sales, 147 M€
  - EBITA, continuing operations 3,0 M€
  - Number of personnel 1750
- Ownership
  - Equity investor CapMan 76%
  - Operative management 24%
- History
  - Established 2006
  - Prior a unit under Fortum Service
  - Experience in industrial maintenance dates back to 1980s



# Maintpartner concept



- Tailored industrial service solutions with true reliability and master class change execution
- Maintaining availability of production processes, helping customers to focus on their core business
- Services delivered from flexible and cost-efficient regional HUBs, followed by clear measurements and constant improvement

# Maintpartner services

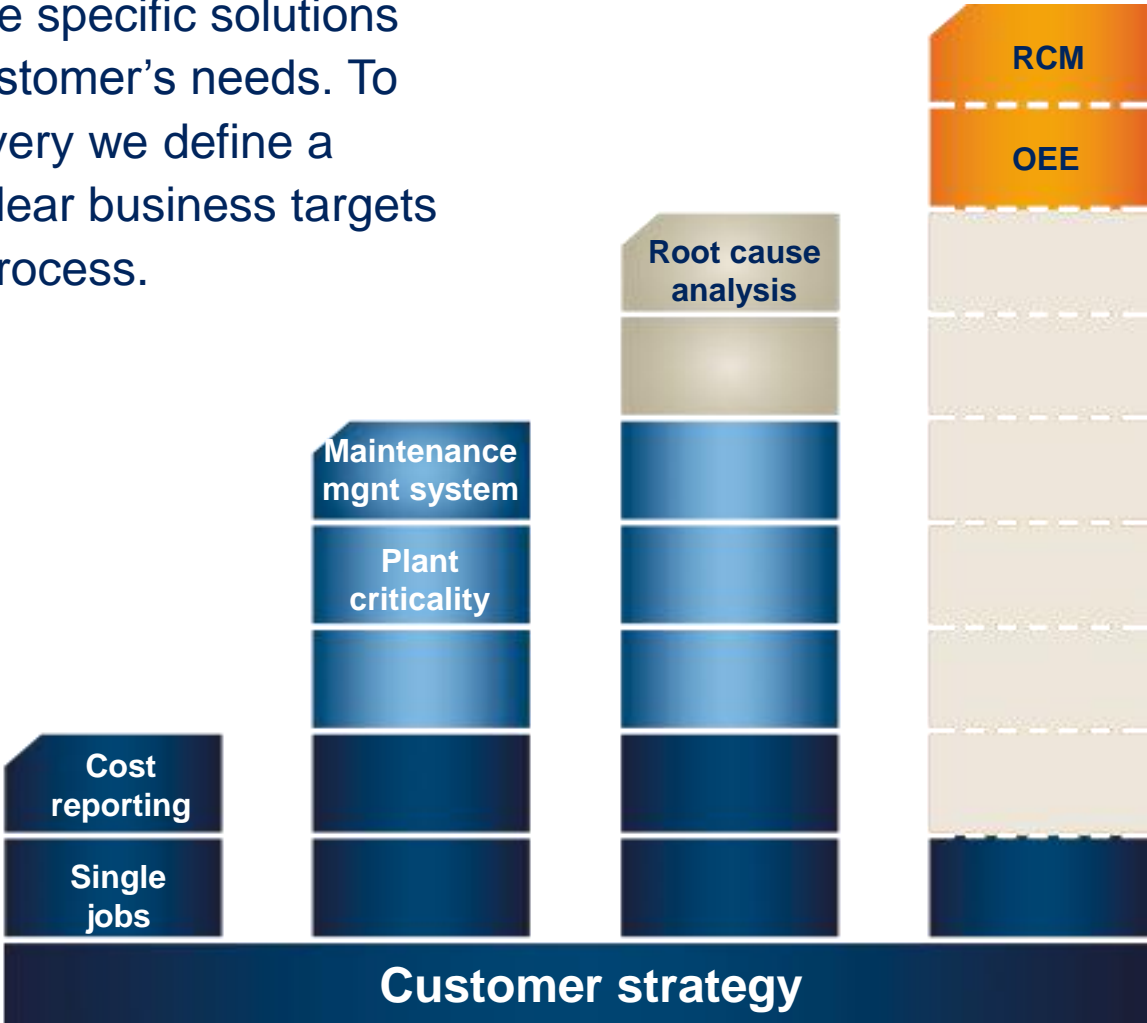
- Maintenance and operation
  - Comprehensive maintenance and operation solutions
  - Outsourcing contracts
  - Partial outsourcing contracts
  - Other daily maintenance and operation services
- Expert services
  - Expert services and projects
  - One-off maintenance and repair jobs as well as statutory maintenance and inspection work
- Change and improve
  - Changes in ways of working
  - Technical changes and improvements

Service from people near to you!



# Customer specific solutions

We build the site specific solutions according to customer's needs. To ensure the delivery we define a roadmap with clear business targets and follow-up process.



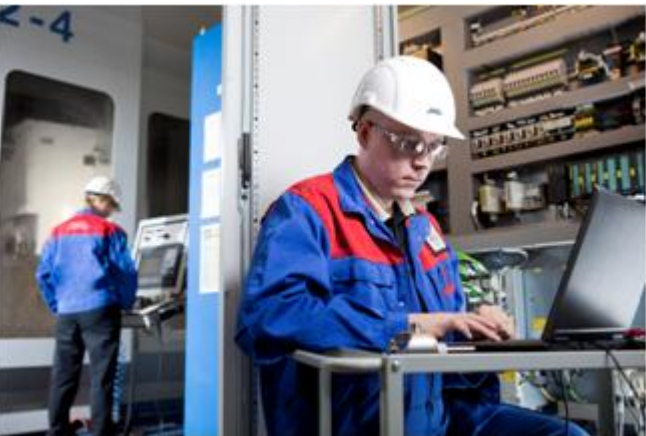
# Experience and best practices from a variety of industries



Metal  
Manufacturing



Food  
Forest



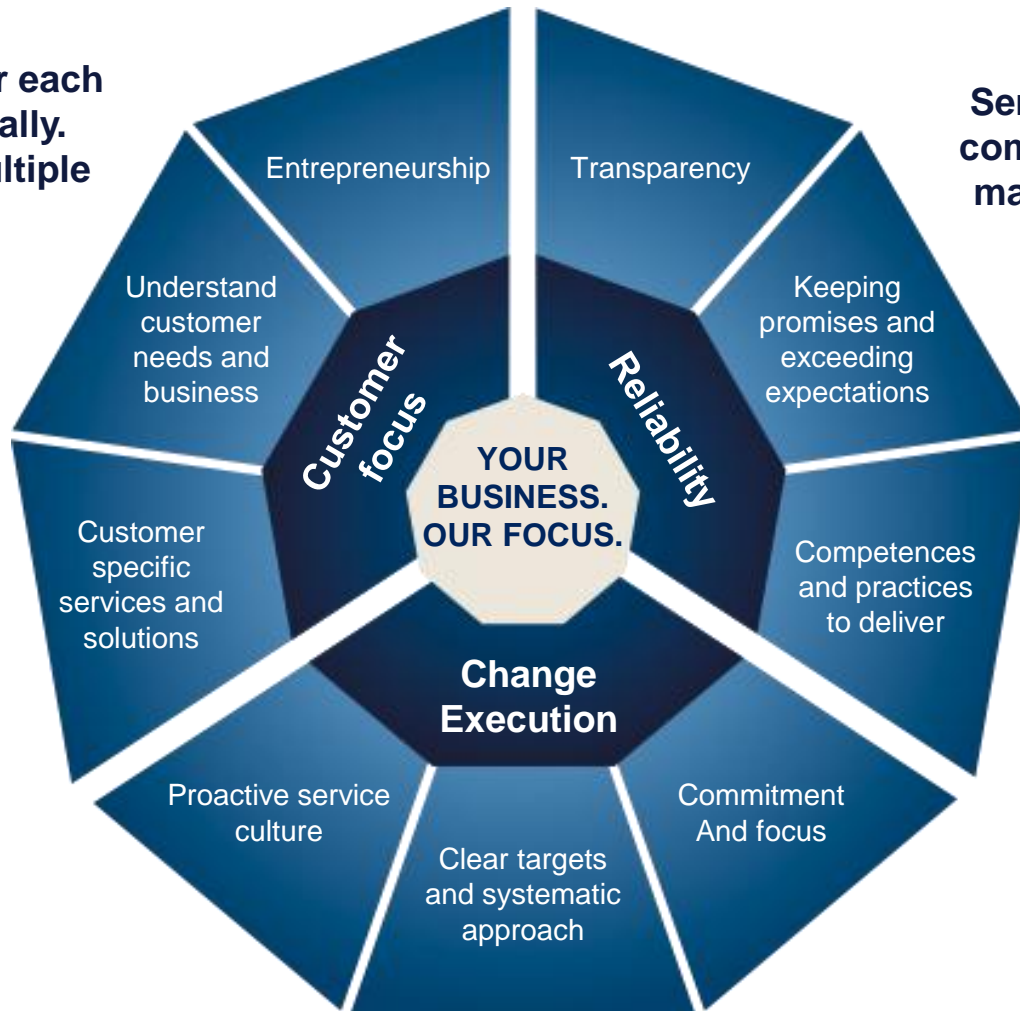
Chemical  
Defense

Energy  
Public

# Maintpartner's service cornerstones

Service solutions for each customer individually.  
Resources from multiple locations.

Service industry is about competencies and service management processes.



Supporting and guiding people to empower them.

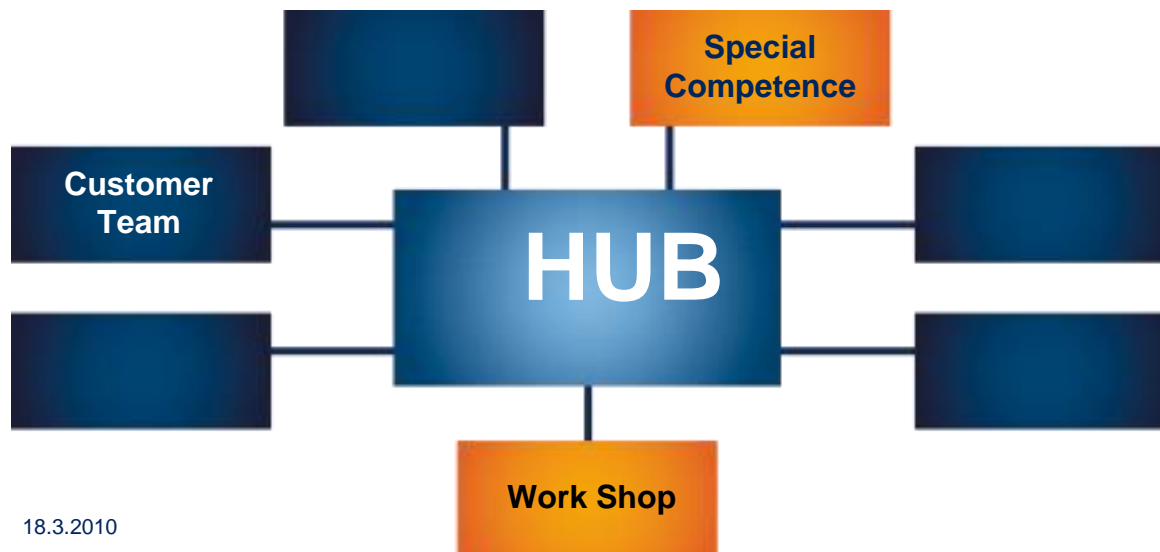
# Maintpartner Way

- Always close to customers
- Maintpartner Way is our framework to conduct business, uniquely built up for managing industrial service business
- Maintpartner Way ensures the added value to customers and profitable growth to us
- Same framework applied everywhere adjusted according to customer needs
- Maintpartner Way has been certified according to ISO 9001 quality, OHSAS 18001 health and safety, and ISO 14001 environmental management standards



# Maintpartner HUB model

- Customer teams
  - Teams integrated in the customer's sites or specialized for expert service products
  - Service minded and skilled “entrepreneurs” providing services together with material management solutions
  - Professional supervision with efficient processes and tools
- HUB centers
  - Resources and competences optimized and flexible according to customer needs - excellence and economies of scale and scope Maintpartner wide through the HUBs
  - Service management ensuring the realization of customer value and improvement plans



# Group management



Tuomo Rönkkö  
Group CEO



Johan Westermarck  
Finland



Peter Revay  
Sweden



Jouko Latvakangas  
Poland



Tero Jussila  
Group CFO



Tommi Kajasoja  
Business Development  
& Expert Services



Laura Kauppinen  
Corporate Development



Harri Hassel  
M&A



**maint  
partner**

**YOUR BUSINESS. OUR FOCUS.**

