



**PONSSE**



**OSU FOR 2016**



A logger's best friend  
[www.ponsse.com](http://www.ponsse.com)

# Vieremä, 1957



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## Ponsse factory

- 500 Ponsse employees
- Factory area 2,7 ha

## Business park

- ab. 200 employees
- Factory area, total 1,5 ha

## Supplier network

- 90 % in Finland, 60 % of the value of the components
- Real time follow-up of the Ponsse order stock
- Need for the high flexibility

# Ponsse Plc



- Ponsse is concentrating on sales, service, manufacturing and technology related to cut-to-length forest machines
- Main markets: Finland, Sweden, Russia, Germany, France, North and Latin America
- Established 1970
- Employing globally > 1 349 people
- Research and Development 3 % from total turnover
- Turnover 390,8 MEUR, operational cash flow 37.5 MEUR (2014)

## Our Strengths

- Clear ownership, strong values and clear focus and direction
- Technology and knowhow in our own hands
- All machines manufactured in Vieremä and electronics in Seinäjoki
- The capability to change our products and operational business concepts based on the feedback and needs from our customers

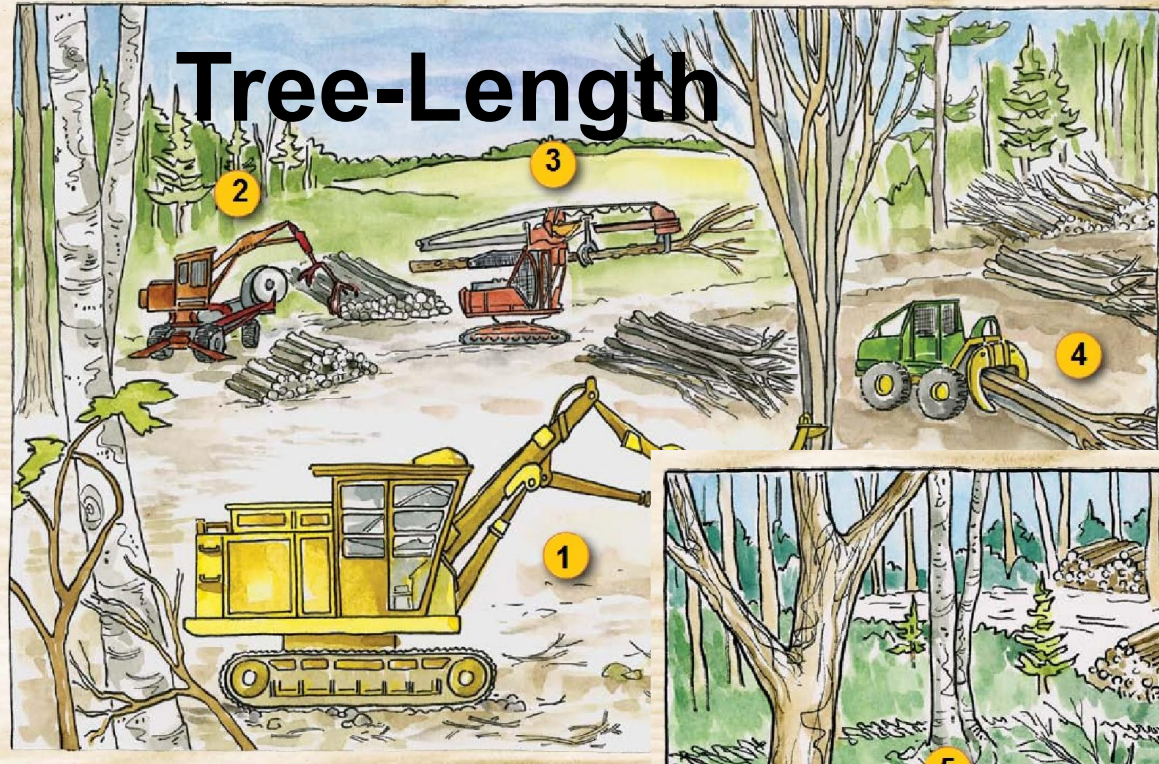
**75 %**  
of the machines are exported (2014)

**1 349**  
Ponsse employees globally

**46 %**  
of the R&D engineers are designing information systems

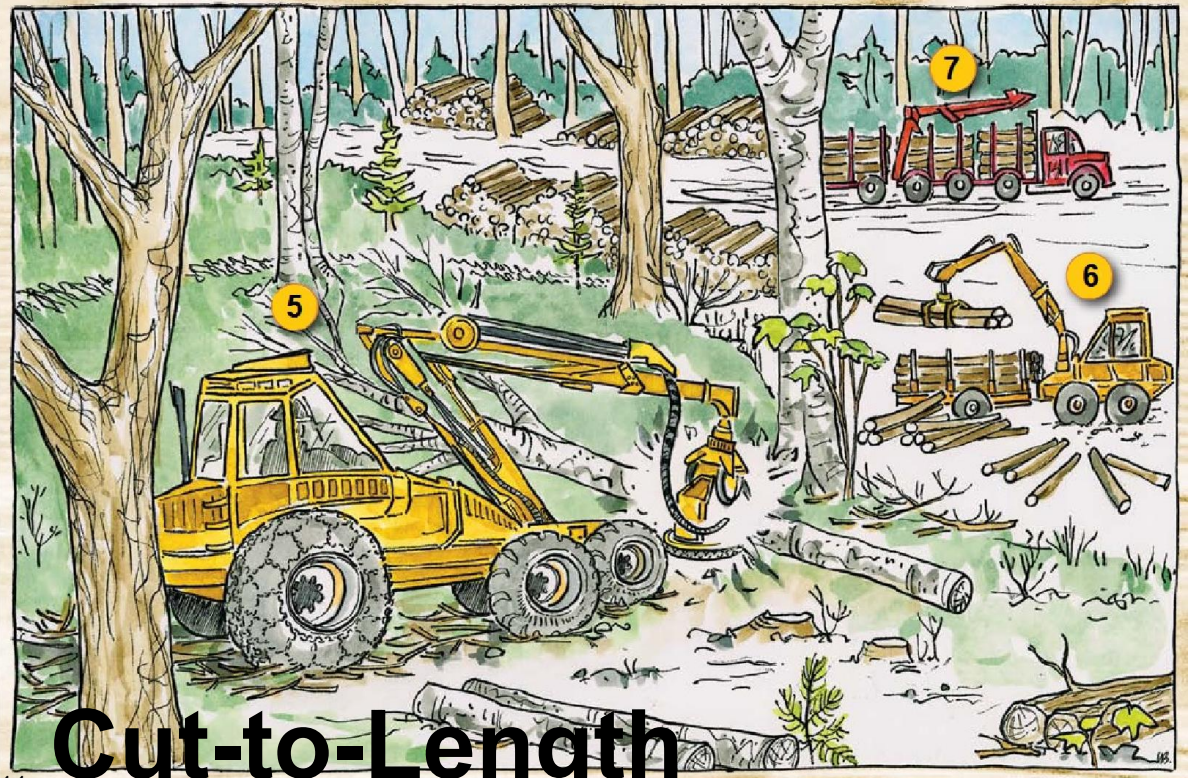
**20 %**  
Share of the service business in turnover

# Tree-Length



- 5. Harvester
- 6. Forwarder
- 7. Logging Truck

- 1. Faller-Buncher
- 2. Slasher
- 3. Delimber
- 4. Grapple Skidder



# Cut-to-Length

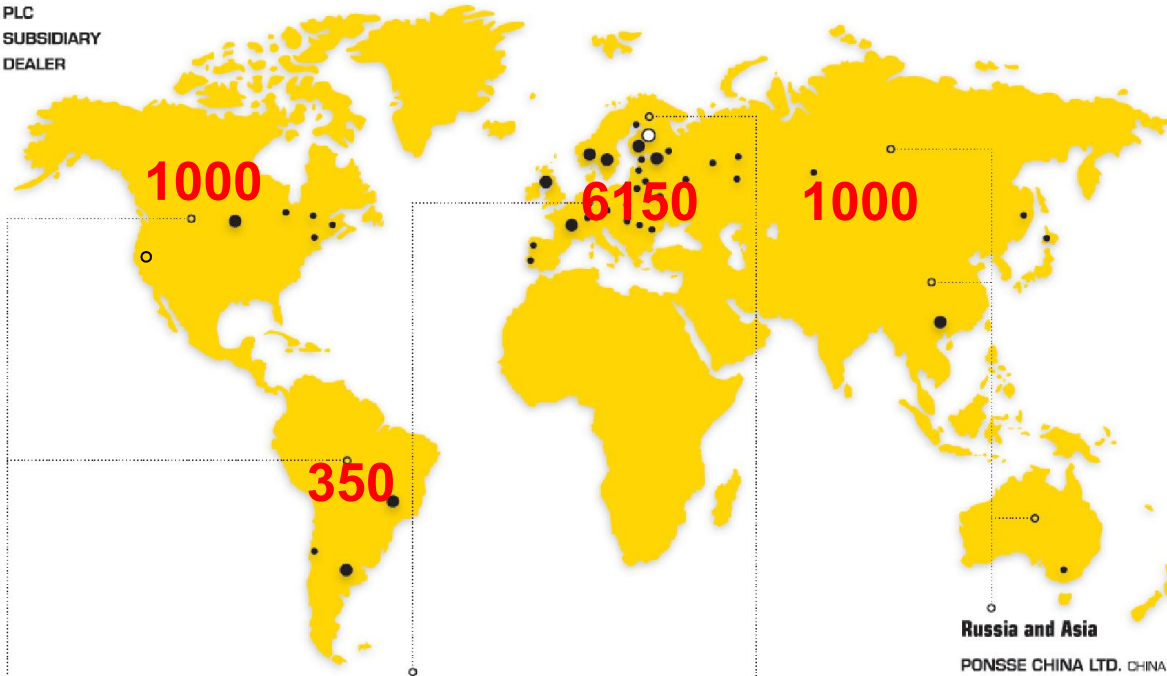
Source: Logging Methods for Wisconsin Woodlands, 2011





# Ponsse globally

- PONSSE PLC
- PONSSE SUBSIDIARY
- PONSSE DEALER



### 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
- READYQUIP SALES AND SERVICE LTD. CANADA
- FC-VENTAS Y SERVICIOS LTDA CHILE
- TIMBER FOREST BRAZIL

### Central and Southern Europe

- PONSSE S.A.S. FRANCE
- PONSSE UK LTD. UNITED KINGDOM
- ASCENDUM MAQUINÁS PORTUGAL
- FOREST POWER KFT. HUNGARY
- KRENEK FOREST SERVICE S.R.O. CZECH REPUBLIC
- PML POLAND POLAND
- TOIMIL CARCIA S.L. SPAIN
- WAHLERS FORSTTECHNIK GMBH GERMANY
- FOREST POWER - SC. IF CONST S.R.L. ROMANIA
- FLEXIM SPOL. S R.O. SLOVAKIA

### Northern Europe

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

### Russia and Asia

- PONSSE CHINA LTD. CHINA
- OOO PONSSE RUSSIA
- OOO DORMASHIMPORTVOSTOK RUSSIA
- OOO LESPROMSERVIS RUSSIA
- OOO KOSTROMA-SERVIS-PONSSE RUSSIA
- OOO REMTECHNICA RUSSIA
- OOO PKF GIDROSERVIS RUSSIA
- OOO NORD WEST-KOM RUSSIA
- OOO PARTS SERVIS RUSSIA
- ODO VOLOGDASCAN RUSSIA
- ODO ZEPPELIN RUSSLAND RUSSIA
- ODO UDARNIK BELARUS
- SHINGU SHOKO, LTD JAPAN
- RANDALLS EQUIPMENT COMPANY AUSTRALIA

8 500  
active machines

> 150 service centers

>500 service professionals

6 Full Service Agreements

10 subsidiaries

30 dealers

75 % of the machines are exported

22,1%

20,2%

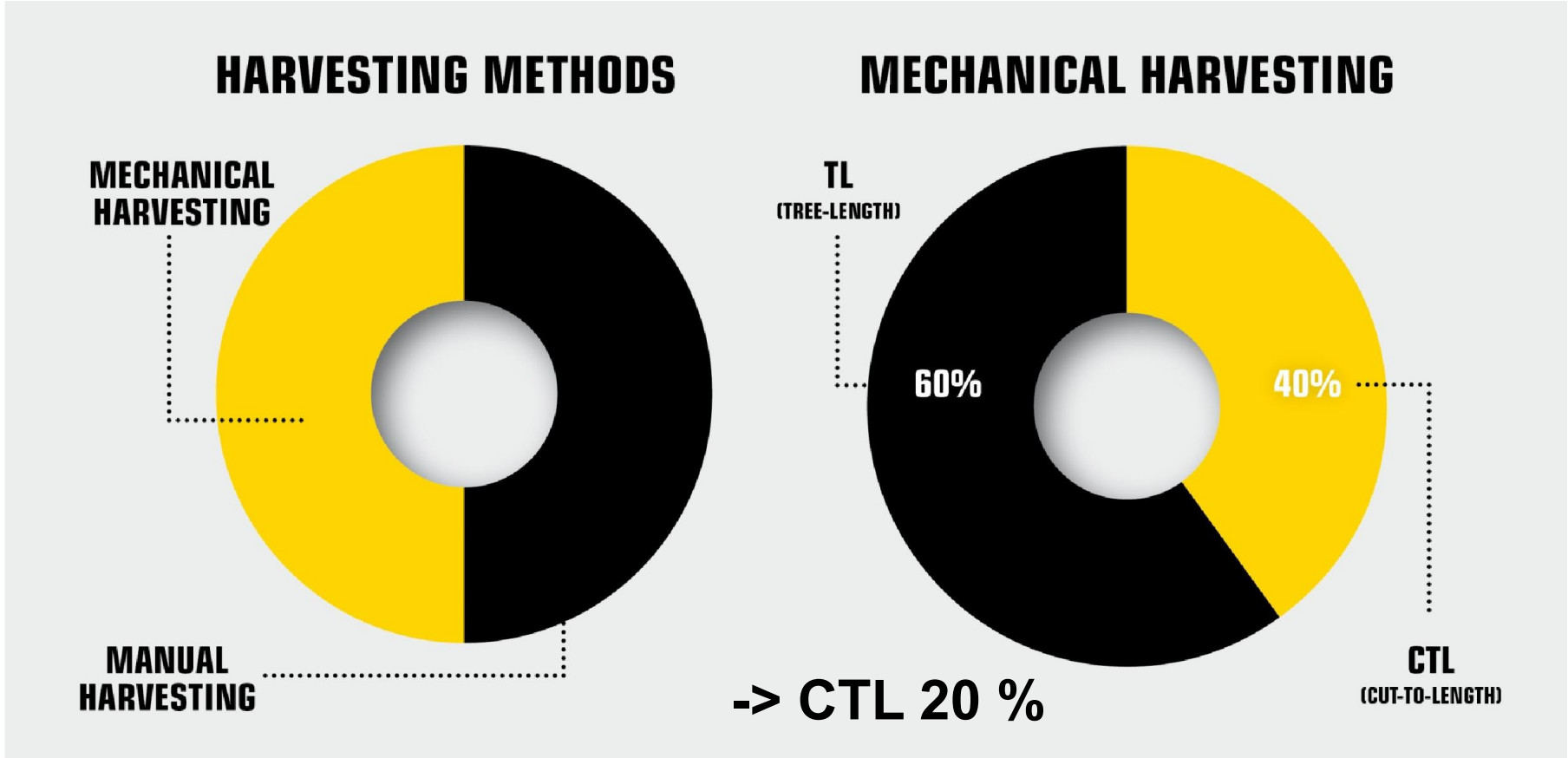
41,2%

16,4%

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# Wood harvesting through the world



# Why CTL in Northern Europe

- Limited amount of timber – scarce resource
- High stumpage price compared to US/Kanada/Russia
- Long tradition of CTL – we started with horses in the beginning of 1900
- Saw mills were adapted to CTL from very beginning





# Information flow

Customers' demands



Mills



Land owners

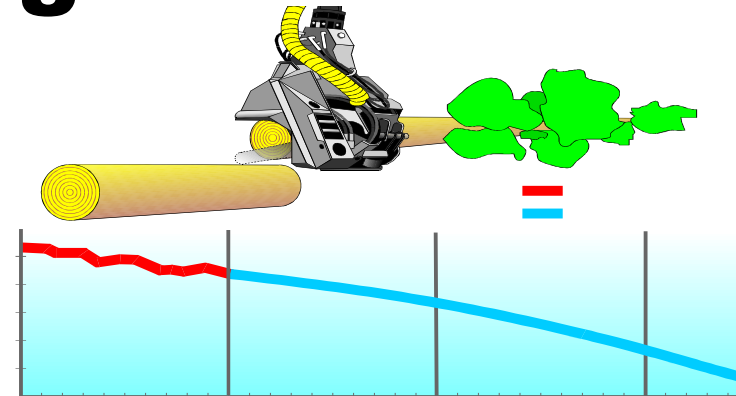
Purchasing etc.

Contractors



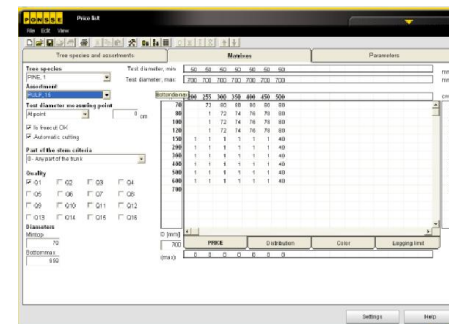
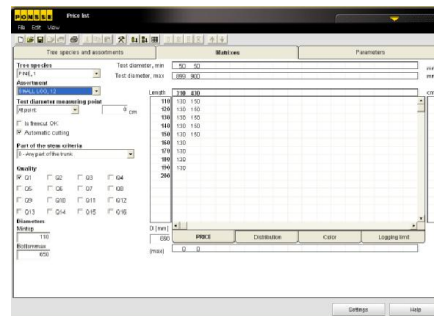
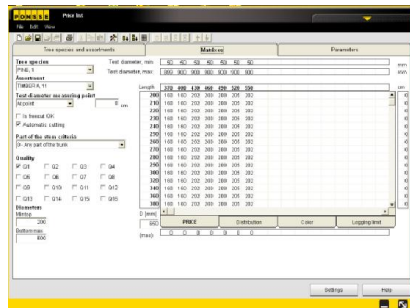
# Automated Bucking

Stem curve



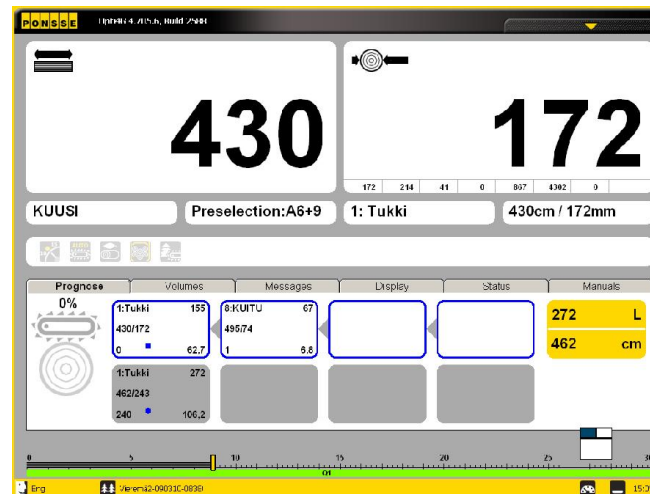
Values of the assortments to be cut  
 - Ordered & allowed dimensions  
 Pine: sawlog                      Pine: pole

Pine: pulpwood



# Why automated bucking

1. Increase the quality and value of the round wood for mill
2. Harvesting more efficient
3. Work of operator easier
4. Increase productivity



**New things to think about?!**

## Ponsse Steel

[https://www.youtube.com/watch?v=yEwtypdH\\_s8](https://www.youtube.com/watch?v=yEwtypdH_s8)



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# HCT (High Capacity Transport)



UPM Finland  
94 tons

Södra Skog Sweden  
74 tons chip trucks  
Emissions - 13%  
Costs -10%

Forest service FiN  
104 tons  
75 tons payload

# With PONSSE Full Service

A LOGGING COMPANY

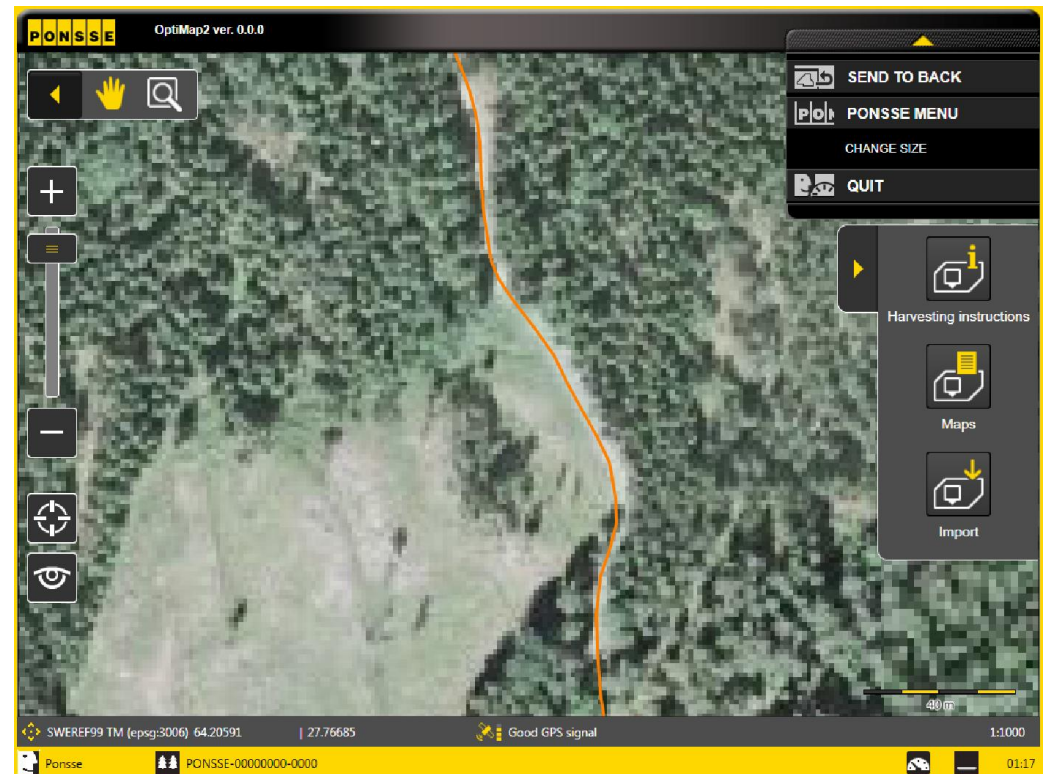
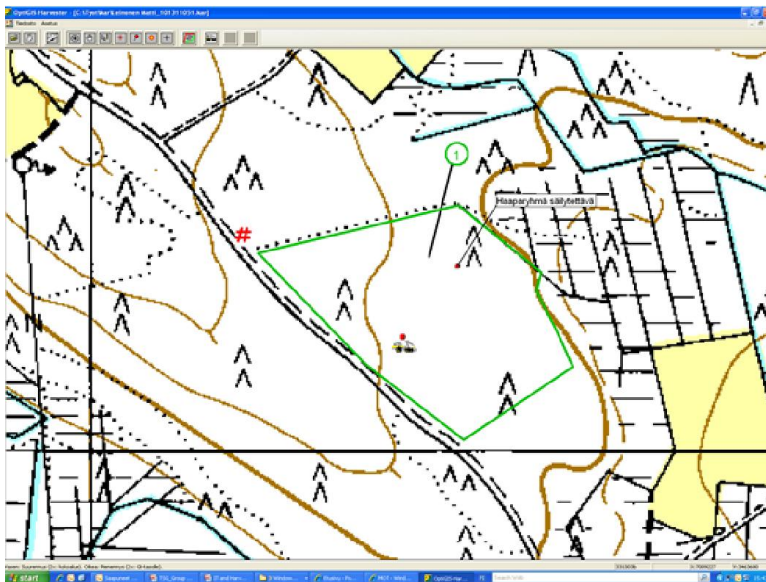


PONSSE FULL SERVICE



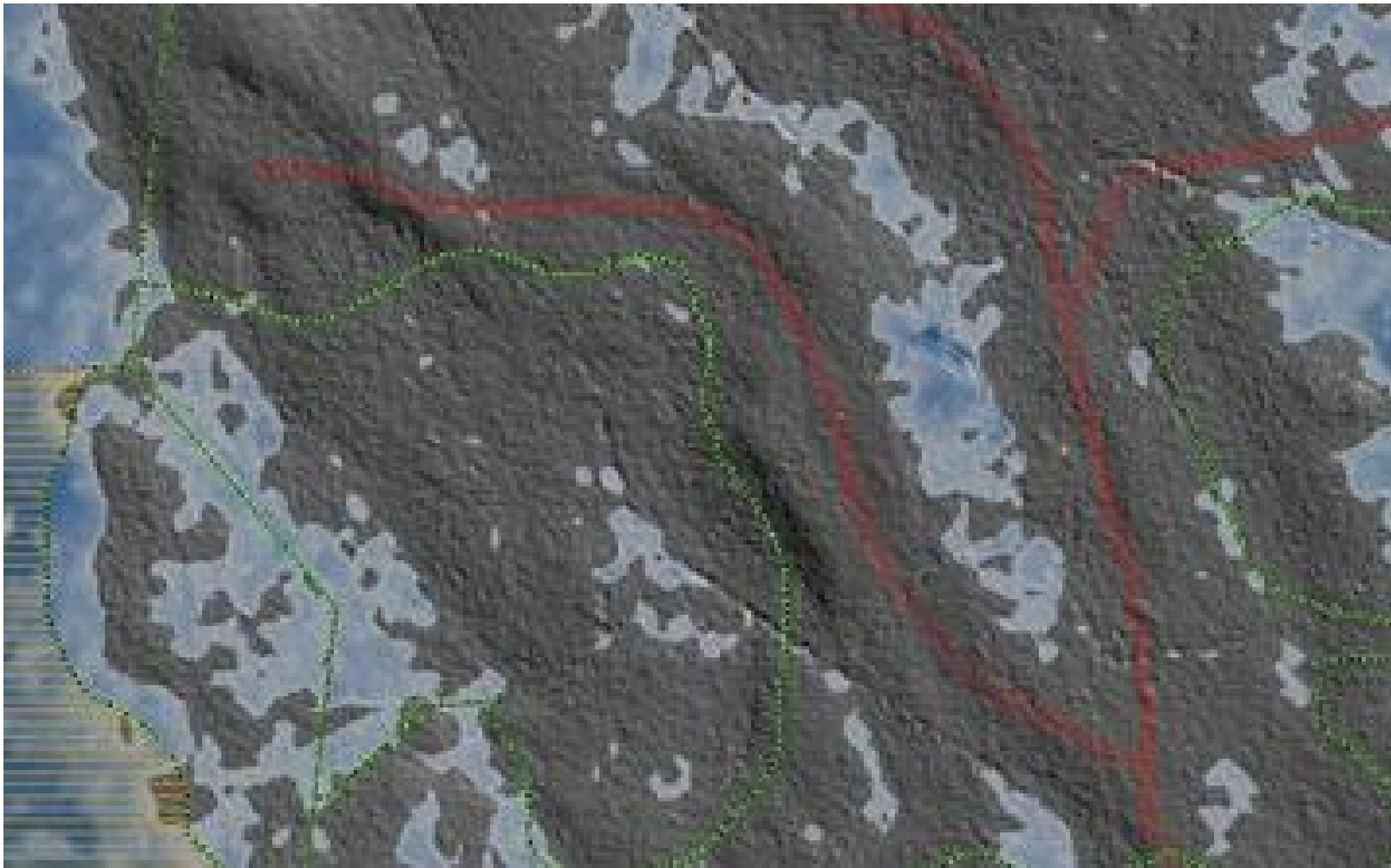
# Harvesting instructions

- All harvesting instructions of the active work area are opened when the button is clicked
- Pdf type instructions are searched and showed from each map package imported to the active work area





# Water content in soil - Sveaskog





# NORTHERN EUROPE

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# CENTRAL AND SOUTHERN EUROPE

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**RUSSIA**



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# NORTH AMERICA

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# LATIN AMERICA

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**ASIA**



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