






STAF A Industrier AS



The Group

| | |
|--|--|
| Founded: | 1985 |
| Ownership: | 100% Private ownership (Norway) |
| No of Employees: | ~ 360 |
| Turnover (2016 consolidated) : | ~ 34 M € |
| Target Turnover 2019 : | > 47,4 M € |
| Offices and factories in three countries: |    |

Content

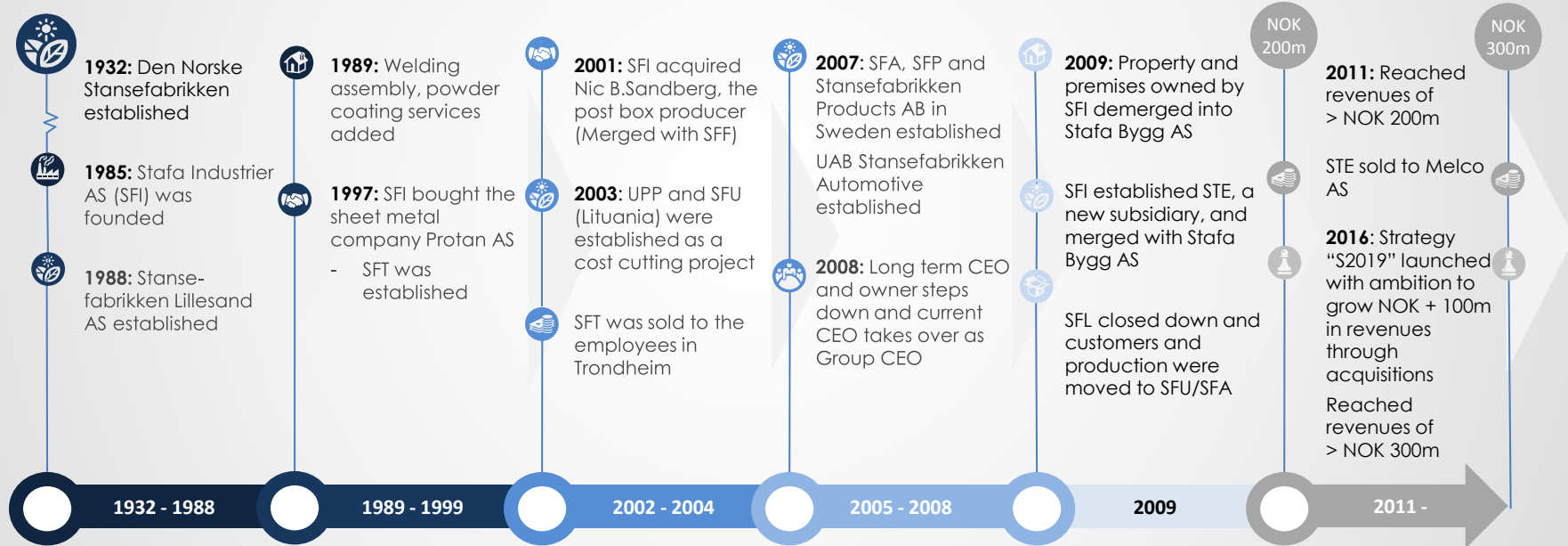


1. History
2. The Group/organisation
3. Main Group Companies
 - Company & products
 - Customers & references
4. Competence & technologies
5. Future strategy

The Group

Has since 1985 established a NOK 306m revenue generating company with more than 370 employees

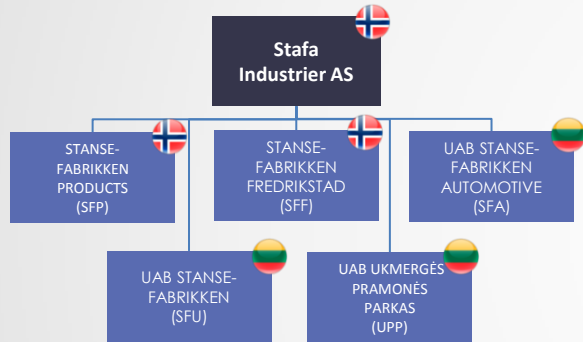
Organizational development



The Group

A leading provider of thin sheet metal services in Norway supported by a strong and experienced management

Legal entities and Management



**John Harald
Megaard**
CMO



Jon R Westby
CEO



**Olav
Jegtvolden**
CFO

- Well developed and robust group of companies consisting of five subsidiaries and Stafa Industrier AS as the parent company

- Experienced management team with significant product and market knowledge

Presence and financial development

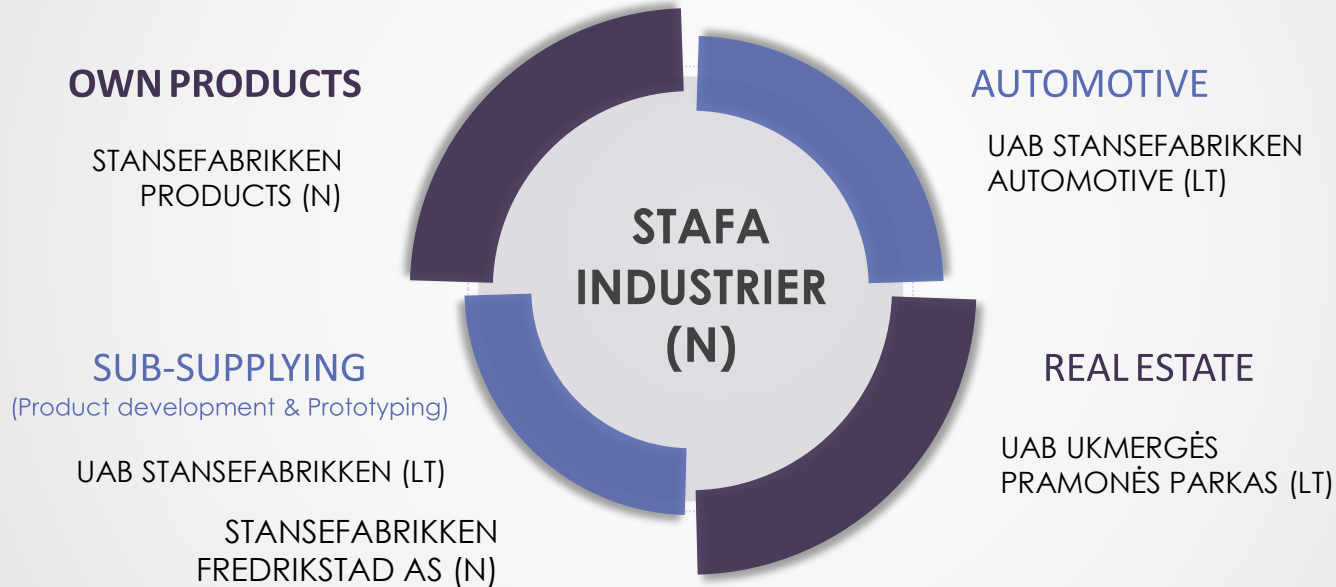


- 360 employees located in Norway, Sweden and Lithuania, a good geographical localization for the market

- Solid and healthy company with strong revenue development and robust EBITDA margins with an equity ratio of >50%

The Group

STAFÄ INDUSTRIER IS OPERATING
in four business areas:



The Group

Strategically organized into in four business areas reducing company risk through diversification

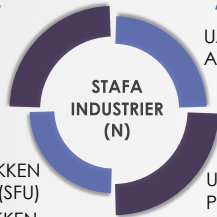
Business areas

OWN PRODUCTS

STANSEFABRIKKEN
PRODUCTS (SFP)

SUB-SUPPLYING

UAB STANSEFABRIKKEN
(SFU)
STANSEFABRIKKEN
FREDRIKSTAD AS (SFF)



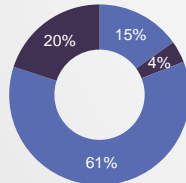
AUTOMOTIVE

UAB STANSEFABRIKKEN
AUTOMOTIVE (SFA)

REAL ESTATE

UAB UKMERGĖS
PRAMONĖS PARKAS
(UPP)

Revenue mix, 2016E



- Automotive
- Real estate
- Sub supplying
- Own products

OWN PRODUCTS



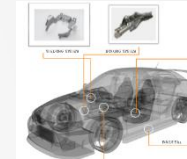
- The leading supplier of postboxes and fuse cabinets for residential properties and commercial buildings in Norway
- Have agencies on fire and safety products utilizing existing customer channels

SUB-SUPPLYING



- Years of experience as a sub-supplier of various sheet metal products to multiple different industries

AUTOMOTIVE



- Mass producer of stamped car parts from sheet metal for the European automotive sector

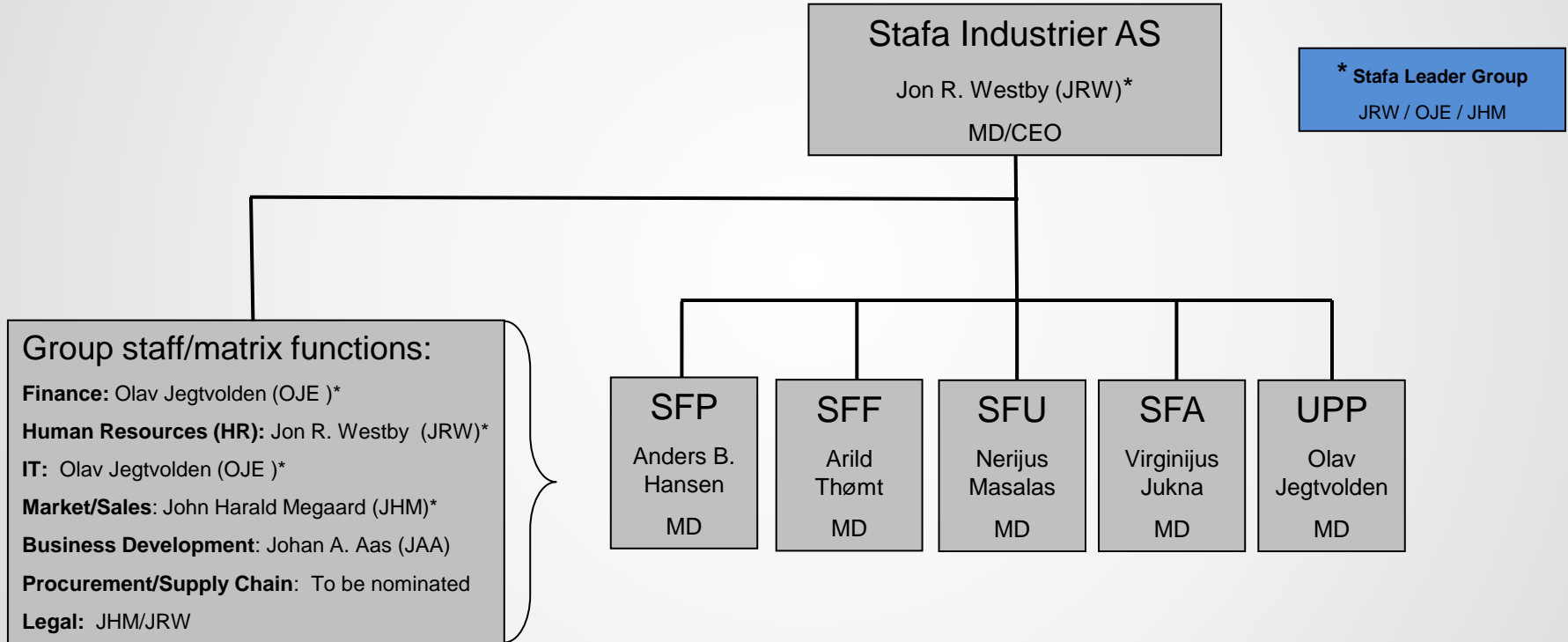
REAL ESTATE



- A modern industrial park in the middle of Lithuania

The Group

Organization



products – markets – customers



GROUP COMPANIES

Main products

- Electrical cabinets
- Post-boxes
- Shop fittings
- A/V product parts
- Cabinets and boxes for IT products
- Ramps & Trailers
- Automotive components
- Chassis and brackets
- Refrigerator parts
- Medical equipment
- Archive shelves

In addition – we can offer
complete assemble of your
products with all electrical parts.

GROUP COMPANIES

Working closely with national and international reputable customers within multiple industries

Own Products

- Long relationship with market leading Norwegian contractors, locksmiths and electrical wholesalers

Product types and example of customers

Electro and Safety

Wholesalers

onninen

ahlsell

BRODRENE DAHL

Energy companies

OEM

Post boxes

Housing association

Contractors

E-retail

Locksmiths

Sub - supplying

- Multiple large international recognized and reputable customers within many industries

Automation, Outdoor cabinets

ABB

B&O

AV/TV manufacturer, TV frames

CENIKA

Power industry, electrical cabinets

Water heaters, distribution cabinets

Hoiax
SYSTEMS

Aerospace designs, engine parts

GKN GKN AEROSPACE

Automotive

- Strong presence as a sub-contractor within the automotive industry in Europe

Trailers, brackets



BE-GE

Seat frames

Car Steering systems

NSK

LINDE + WIEMANN

Structural parts, brackets

Pedal system



GKN GKN AEROSPACE

Section blades

Strong brand name through several decades of high quality deliveries

GROUP COMPANIES

Stansefabrikken Automotive UAB

Stansefabrikken Automotive UAB (SFA) mass produces punched car parts from sheet metal for the European automotive sector.

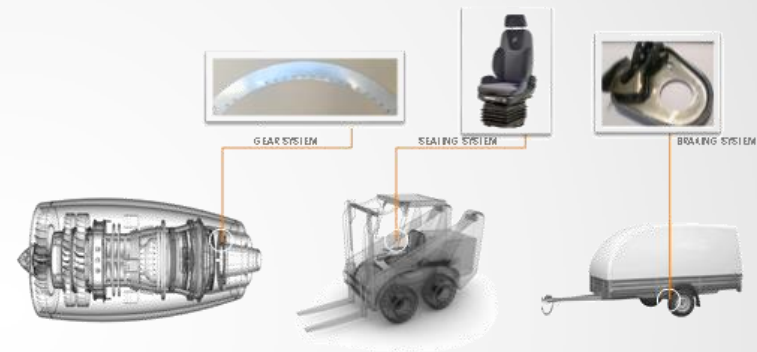
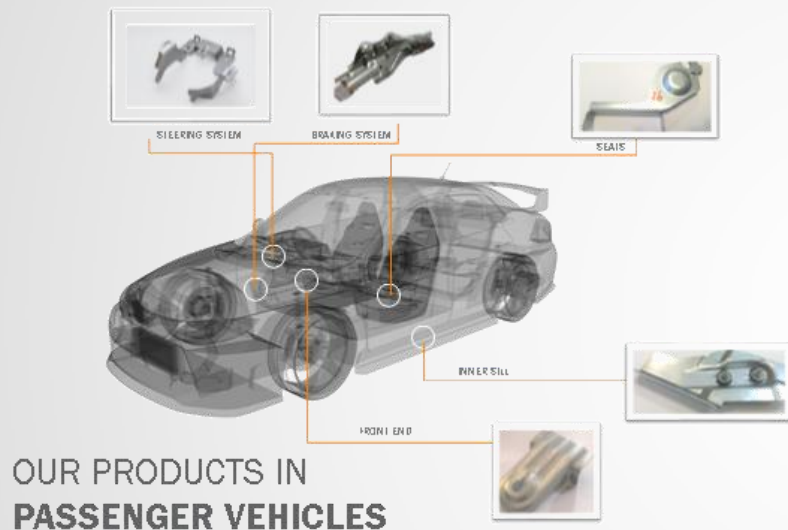
The main production consists of progressive stamping with automatic feeding from coils and robotic welding. Company also handle manual press work in eccentric presses, degreasing and other added-value services.

Company conforms with ISO 9001, ISO 14001 and ISO/TS 16949 certification. In production, we work with the 0 PPM principle.



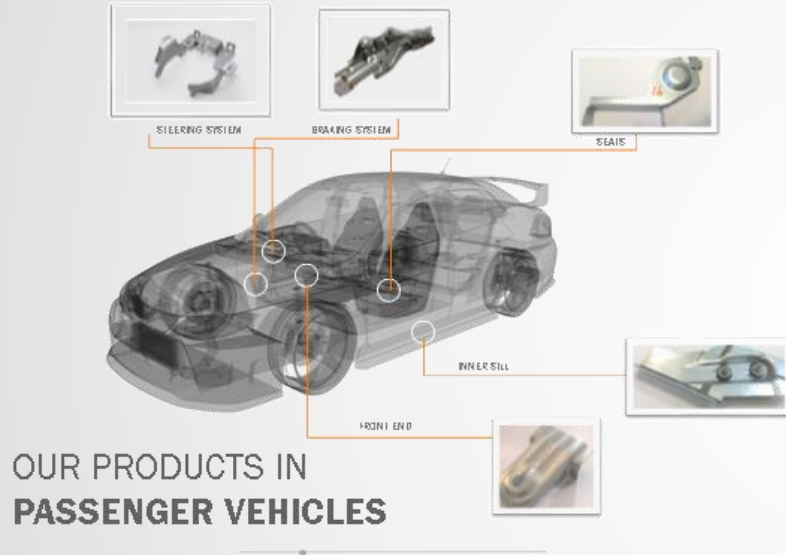
GROUP COMPANIES

SFA: Main products



GROUP COMPANIES

SFA: Customers



Customers of SFA are mostly in the industrial automotive industry. SFA is a Tier 2 supplier, meaning a sub-supplier to Tier 1 companies delivering solutions to the automotive industry.

The product complexity is from moderate to high, with high requirements of quality, stable manufacturing processes, where a combination of price and quality is critical for success.

GROUP COMPANIES

Stansefabrikken Fredrikstad AS

Stansefabrikken Fredrikstad AS focus is on product development, prototyping and small batch production. Company have very flexible machinery adaptable to different kinds of production.

Factory in Fredrikstad, Norway is fully equipped with CNC punching, CNC bending and welding.

Company can produce samples and prototypes as well as offering a quick turnaround. In a collaboration with the Stansefabrikken UAB factory in Lithuania, company can do mass production or arrange storage in Norway.



GROUP COMPANIES

Stansefabrikken UAB

Stansefabrikken UAB (SFU) is a company situated in Lithuania with years of experience as a sub-supplier of various sheet metal products.

Company is recognized as a highly competent and reliable partner. Working closely with customers creates the best possible solutions for cost-effective production.

Company can produce almost all kinds of sheet metal products including off- the-shelf products made to specifications in small/medium batches or high-volume production.

Stansefabrikken UAB has earned ISO 9001 and ISO 14001 certification.



GROUP COMPANIES

Stansefabrikken Products AS

Stansefabrikken Products AS (SFP) is the leading supplier of postboxes and fuse cabinets for residential properties and commercial buildings in Norway.

Company creates products that meet customers needs for quality as well as design and functionality. The focus is always on durability, rapid delivery and competitive prices.

Product groups:

- Fuse cabinets
- Postboxes
- Fire & Safety products



GROUP COMPANIES

Ukmergės Pramonės parkas UAB

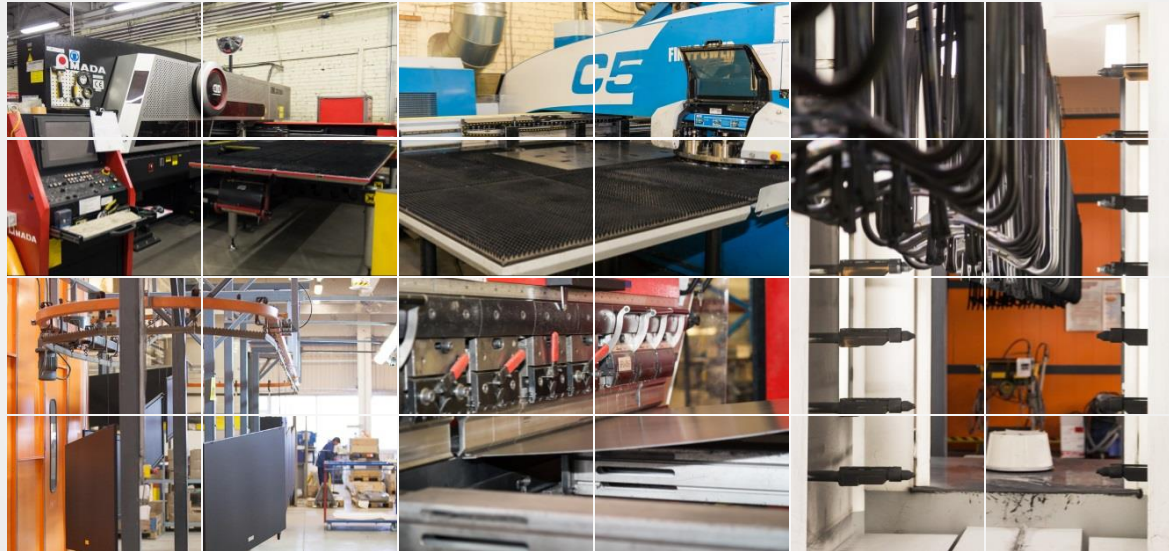
Ukmergės Pramonės Parkas , UAB (UPP) is modern industrial park in the middle of Lithuania. This park has a well-developed infrastructure for modern manufacturing and offers the opportunity to create synergy between the companies operating here.

Our core business is developing and administering the spaces for rent as well as providing consulting and marketing, sourcing, recruitment services and engineering solutions.

9,9 ha of land with possibility to expand.
22 000 sqm. of production and office area developed to suit client's need.



COMPETENCE & TECHNOLOGIES



COMPETENCE & TECHNOLOGIES

Technologies

- CNC fiber laser / punching / cutting
- CNC bending
- Stamping
- Welding : robot & manual
- Powder coating
- Assembling : mechanical and electrical

COMPETENCE & TECHNOLOGIES

Certification

Stafa Industrier group companies operates according to **ISO 9001** and **ISO 14001**.
Stansefabrikken Automotive received the automotive standard **ISO/TS-16949** in 2014.



COMPETENCE & TECHNOLOGIES

Quality

Being a sub-supplier for many years, we recognize that **quality and prompt delivery are a priority at all times**. As our customer, rest assured that we know this and always want to fulfill our promises to you.

Our quality-control process is a primary concern. Our management's commitment to continually offer improvement programs and training has created a well-educated and motivated staff along with a growing number of satisfied customers. It's essential for us to maintain an open and direct dialogue with our customers about the quality levels that they desire.



COMPETENCE & TECHNOLOGIES

LEAN Method

We use LEAN methodology to optimize our processes.

This lets us guarantee better customer service, optimize our material stock, improve the manufacturing process and individual lines of equipment transmittance. Our factory has a compact layout. This way we can ensure necessary components of the manufacturing process are delivered promptly.



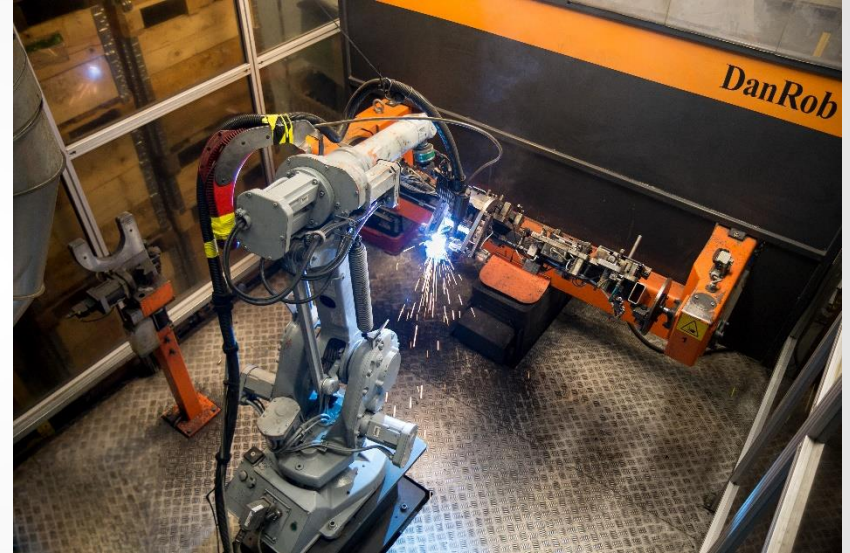
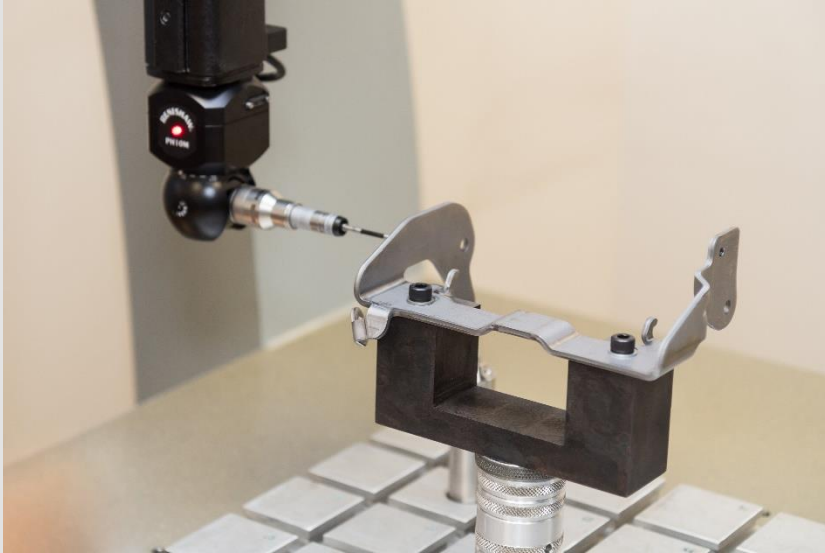
COMPANY IN PICTURES



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