

A yellow Ponsse skidder is shown in a dense forest, processing a large log. The machine's hydraulic arm is extended, and a saw blade is cutting through the log, creating a spray of wood chips. The forest floor is covered in green undergrowth, and tall, thin trees surround the machine. The scene is lit with natural light, highlighting the machine's lights and the texture of the wood.

# Development of Ponsse in Russia 04.04.2017

***“We do what we promise.  
Machine users are the best experts, so we  
always listen to them.”***

Ponsse – following the path outlined by Einari Vidgrén since 1970.



# The factory in Vierema since 1970





## Ponsse factory

- 500 Ponsse employees
- Factory area, total 3,7 ha

## Business park

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

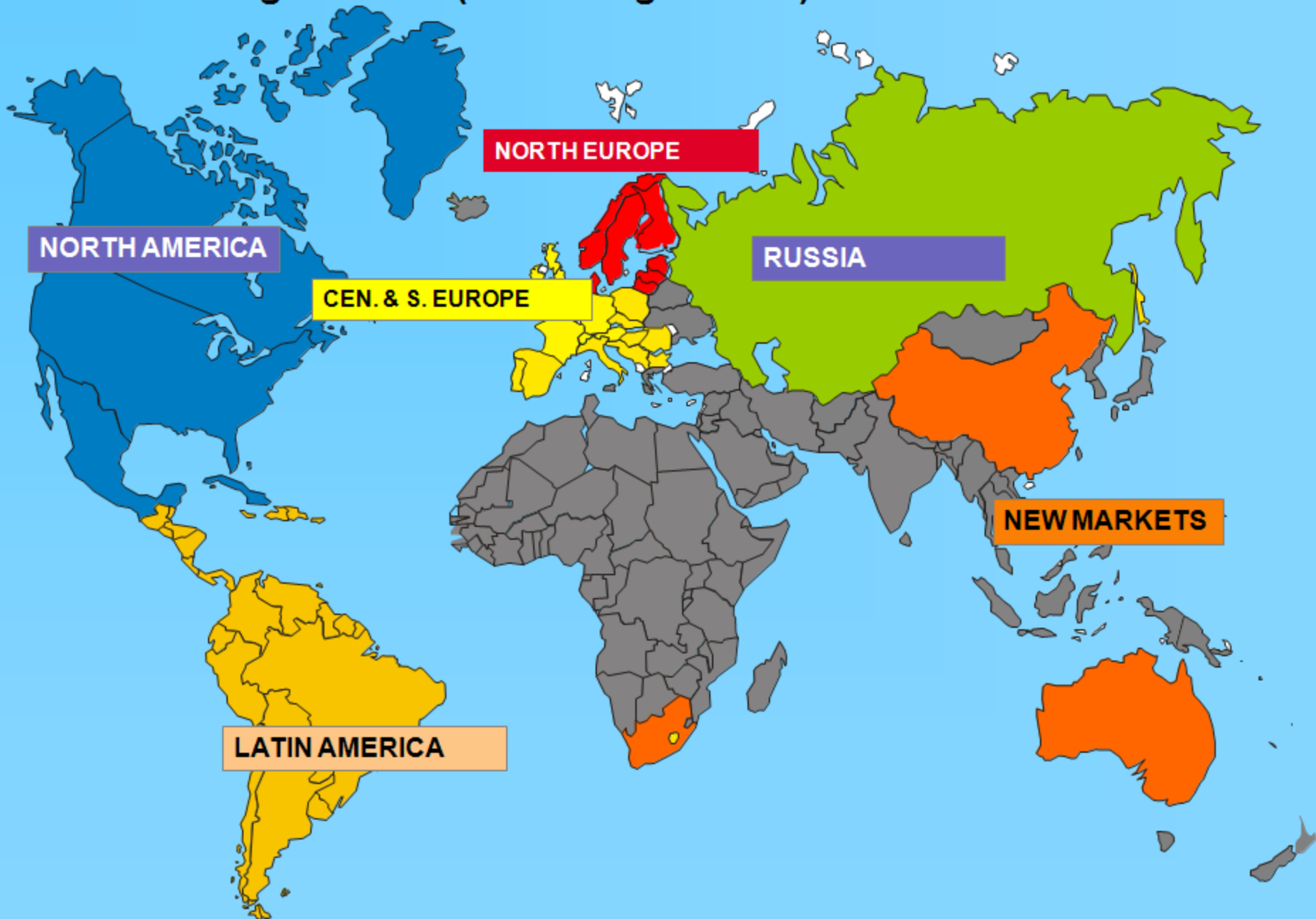
## Supplier network

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

”Business park near the factory”

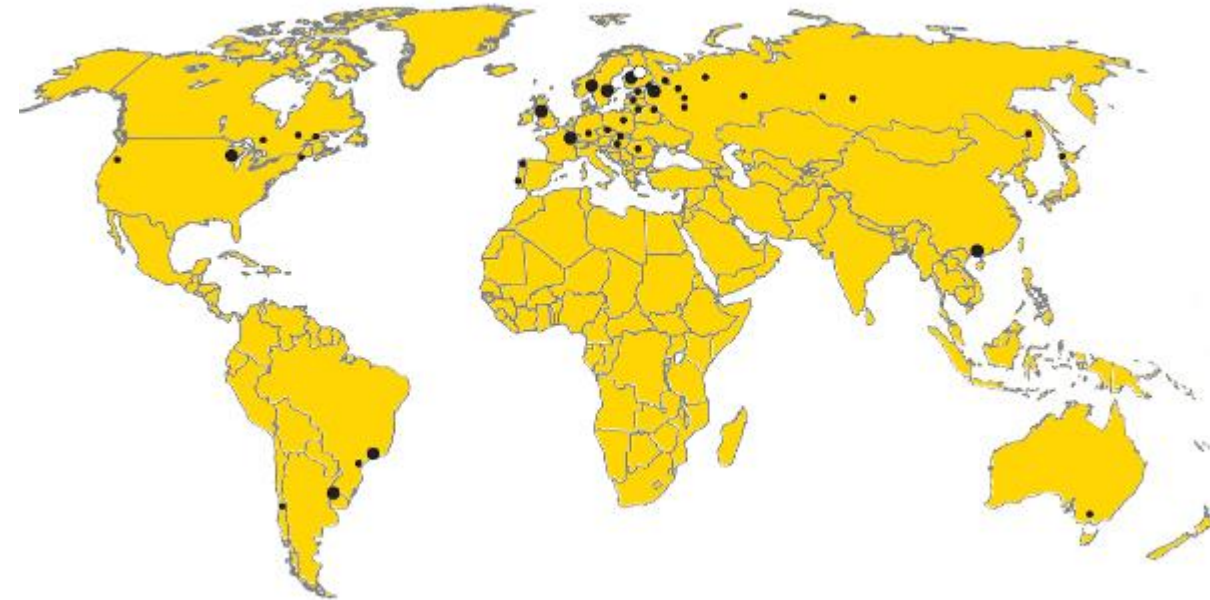


# Global organization (six strategic areas)





## Ponsse Network



## Russia and Belarus

- LLC Ponsse
- LLC Dormashimport
- LLC Kostroma-Service-Ponsse
- LLC Lespromservice
- LLC Parts Service
- LLC PKF Gidroservice
- LLC Remtehnika
- ODO Udarnik, Belarus
- LLC Nord-West Kom
- LLC VologdaSkan
- LLC Zeppelin Rusland

**The share of our operations is 15% of  
the total work of Ponsse**

# Ponsse in Russia since 2005





# LLC Ponsse presence in Russia

Saint Petersburg-2005

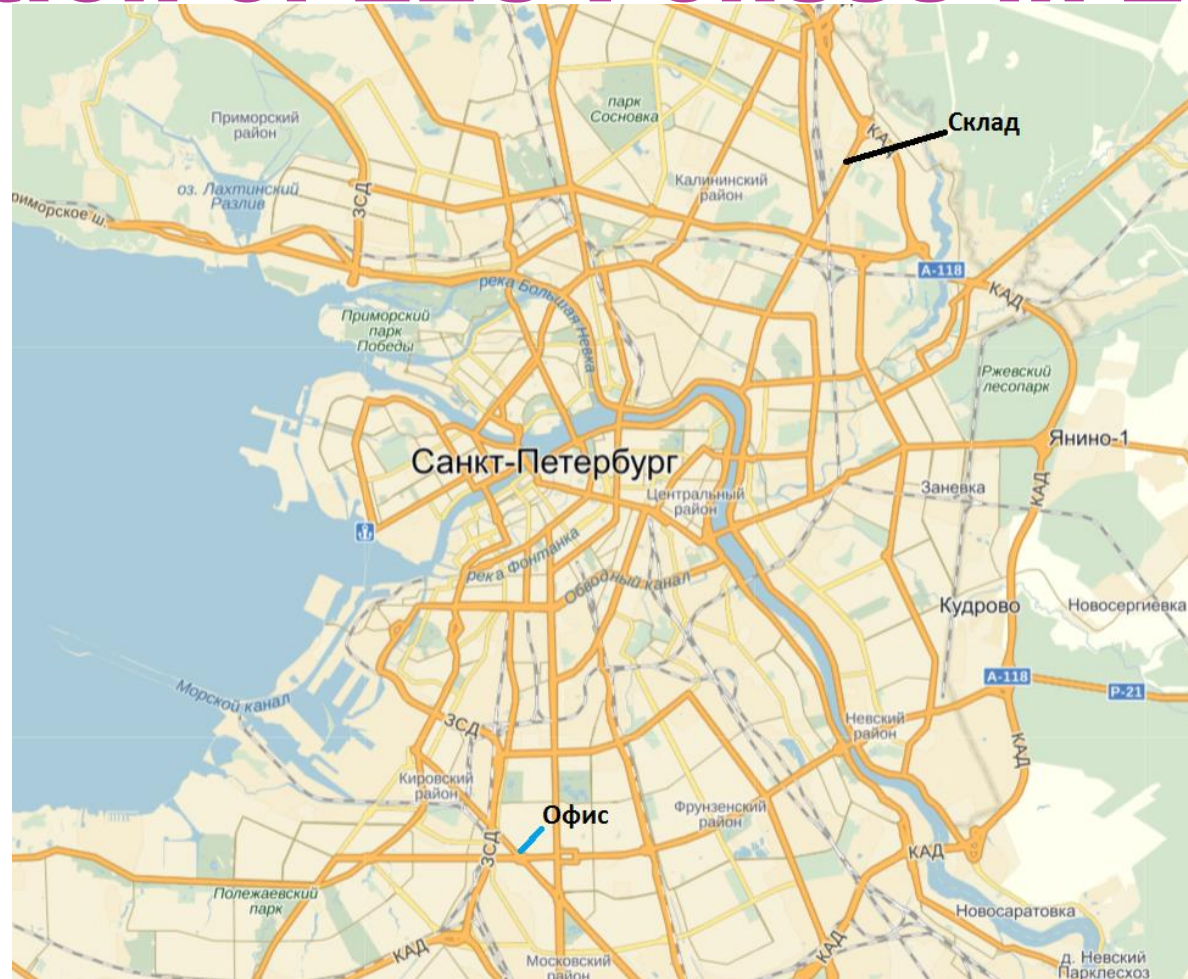
Pitkyaranta-2007

Tomsk-2011

Tihvin-2015

Segezha-2016

# Location of LLC Ponsse in 2005



# Warehouses of LLC Ponsse



June 2005

September 2005

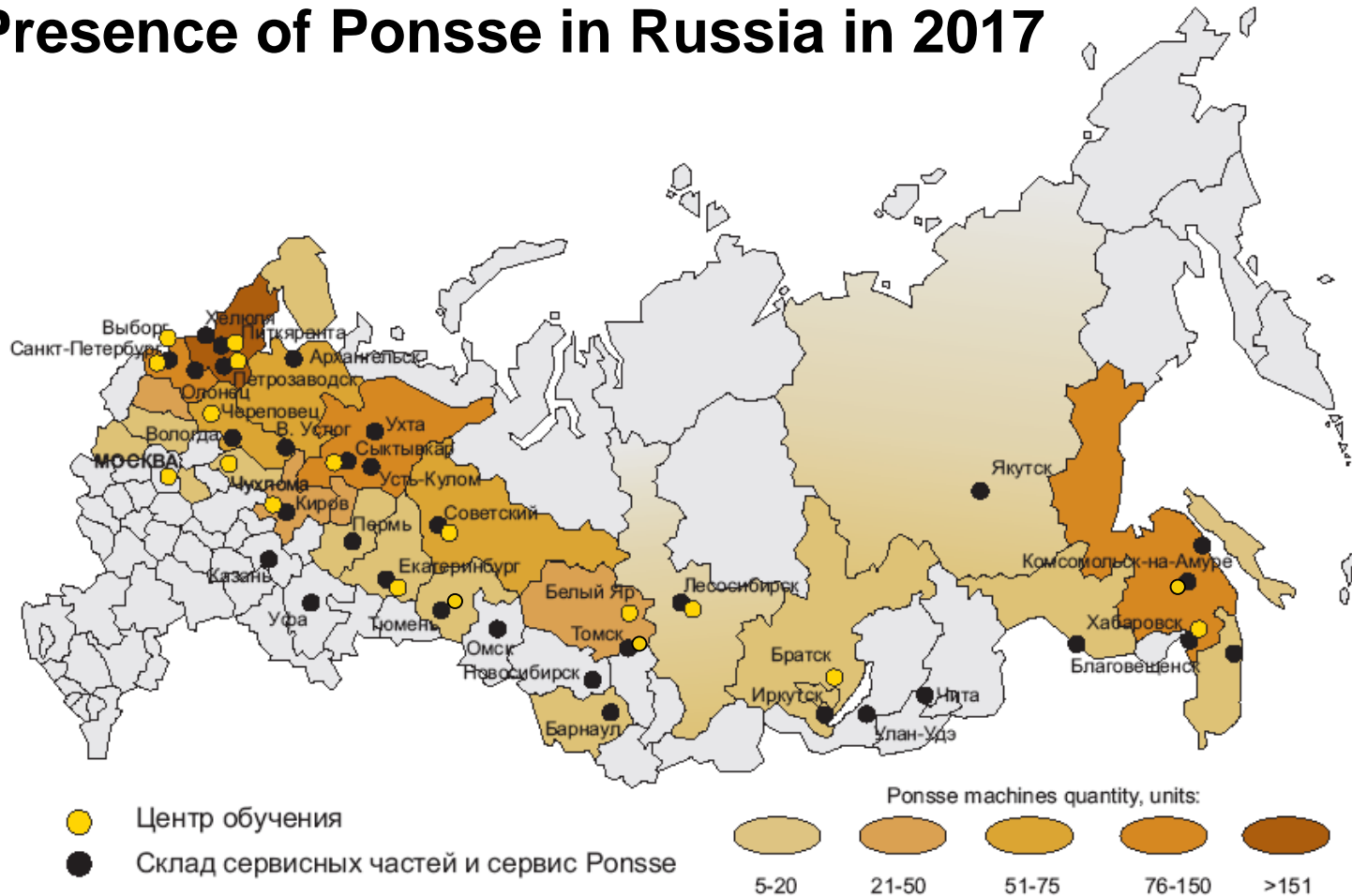


January 2006

# Presence of Ponsse in Russia in 2005



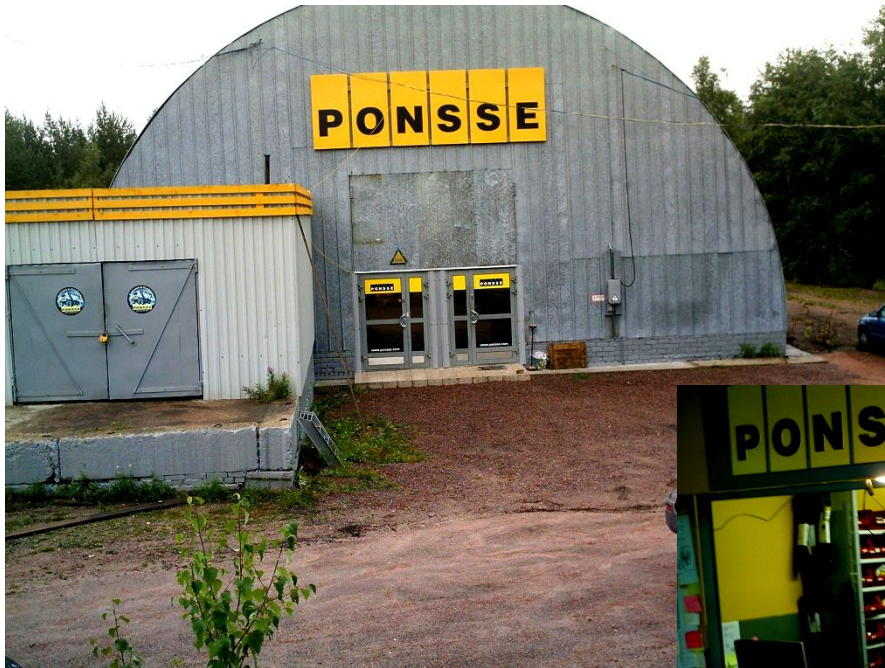
# Presence of Ponsse in Russia in 2017



# Education centers in Russia and Belorussia



# The branch of LLC Ponsse in Pitkyaranta in 2007 (Karelia)



# New building in Pitkyaranta in 2013





The education center in Pitkyaranta



# LLC Ponsse in 2010 (Gorelovo)



# Saint Petersburg 2010-2015



# Feature increasing of LLC Ponsse



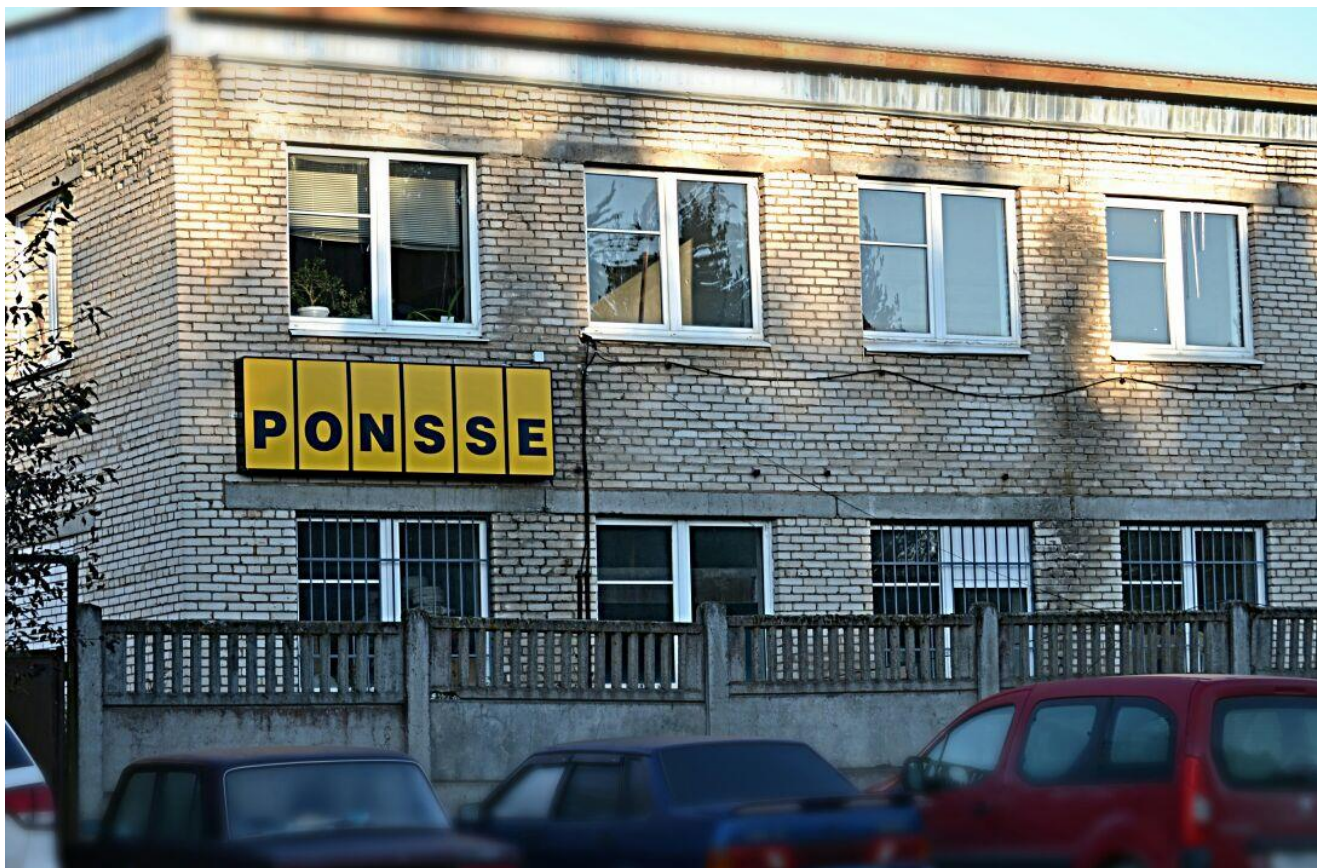
# Service center in Tomsk



A logger's best friend

[www.ponsse.com](http://www.ponsse.com)

# Service center in Tihvin








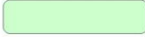
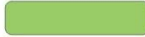



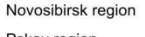


# Service center Segezha (Karelia)



**Ponsse dealers network in Russia and Belarus**



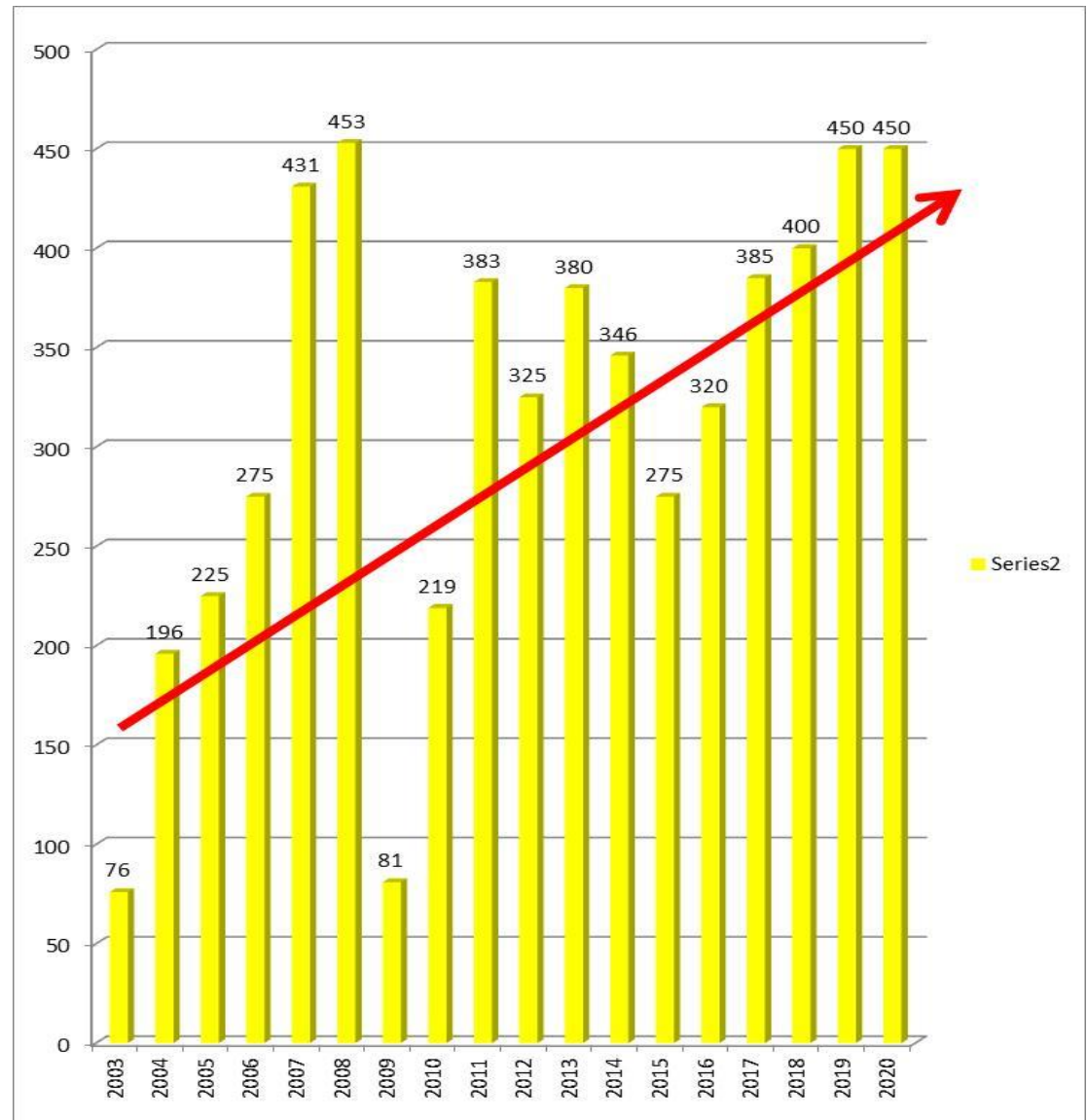
<p> <b>OOO "Ponsse"</b> St. Petersburg &amp; Leningrad region Karelia Republic Tomsk region</p> <p> <b>OOO "Zeppelin Russland"</b> Vologda region Arkhangelsk region Novgorod region Tver region Moscow region Smolensk region</p>	<p> <b>OOO "Kostroma-Service-Ponsse"</b> Kostroma region Yaroslavl region (non-exclusive) Ivanovo region (non-exclusive)</p> <p> <b>OOO "Lespromservis"</b> Kirov region Komi Republic</p> <p> <b>OOO "Vologdascan"</b> Vologda region</p>	<p> <b>OOO "PKF "Gidroservis"</b> Perm region Udmurtia</p> <p> <b>OOO "Nord-West Kom"</b> Murmansk region Karelia Republic</p> <p> <b>OOO "Parts Service"</b> Khanty-Mansi Autonomous Okrug</p>	<p> <b>OOO "Remtechnica"</b> Khakassia Republic Krasnoyarsk territory</p> <p> <b>ODO "Udarnik"</b> Minsk region Vitebsk region Gomel region Grodno region in Ukraine with a non-exclusive basis</p>	<p> <b>OOO "MEGA Machinery"</b> Bashkiria Tatarstan Chuvashia Mari El Ulyanovsk region Rostov region Ryazan region Kemerovo region Omsk region</p>	<p> <b>OOO "Dormashimport"</b> Irkutsk region Khabarovsk Krai Sakha Yakutia Republic</p>	<p> Novosibirsk region Pskov region Sverdlovsk region Nizhny Novgorod region</p>
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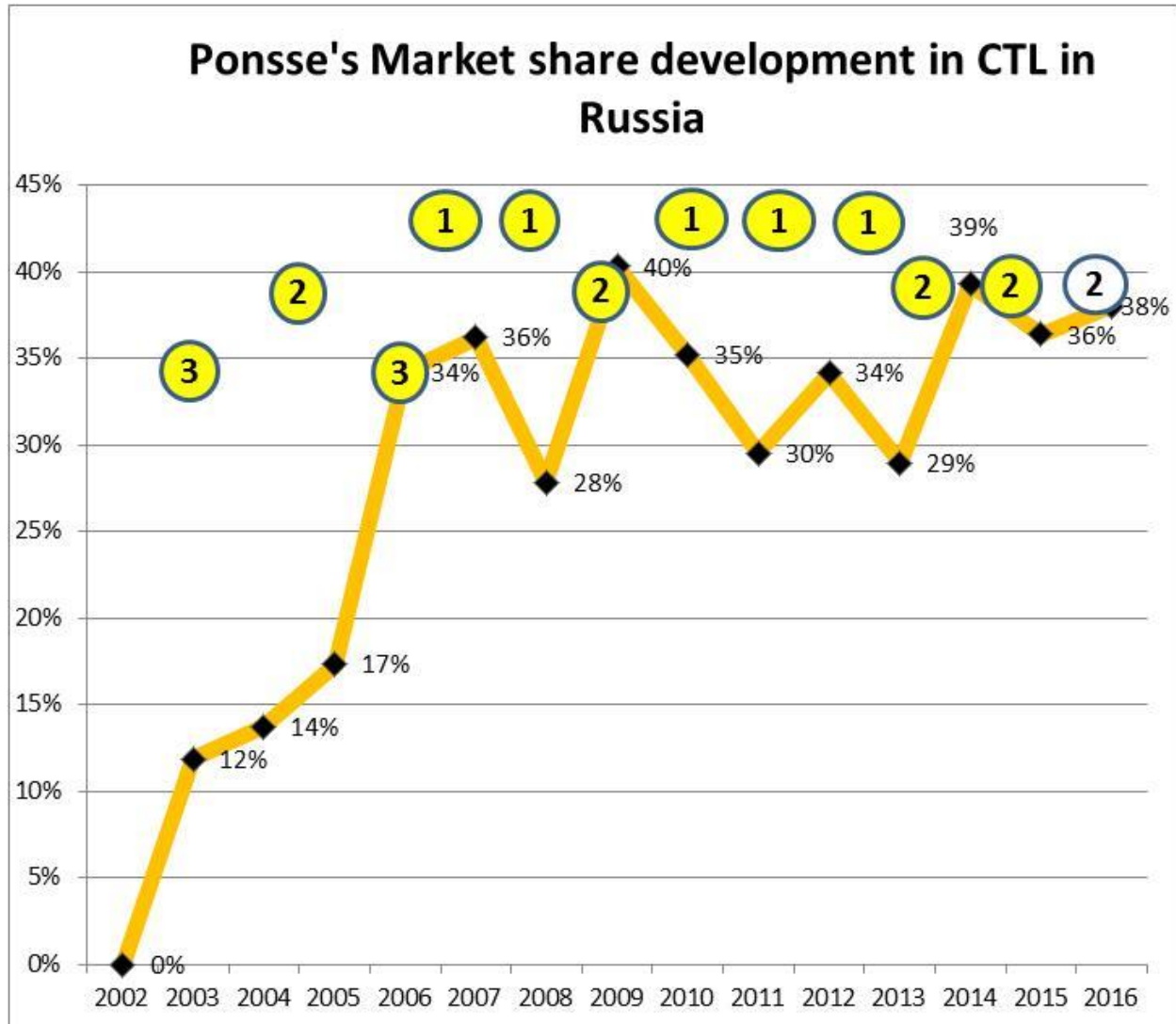


# PONSSE market shares by regions (About 1300 working Ponsse machines in Russia)



## Annual sales volumes and evaluation of sales of assortment machines in Russia





## **Ponsse named Family Business of the Year 2017**

**Ponsse has won the Peter Fazer Award, the annual recognition awarded by the Finnish Family Firms Association. The award, named after the association's founding member, was handed to Ponsse representatives today in Helsinki.**



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

# Advantages of Ponsse

**PONSSE**



**Reliable partner**



**Team of professional**



**Versatility**



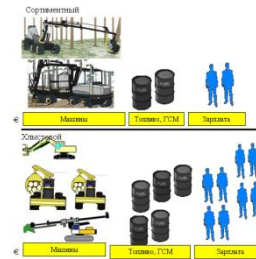
**Solutions for logging only**



**High quality standards**



**Quality**



**Effective investments**



**System of trainings**

A logger's best friend

[www.ponsse.com](http://www.ponsse.com)

**Thank You for Your attention!**  
**Спасибо за Ваше внимание!**  
**[www.ponsse.com](http://www.ponsse.com)**

