



# 2019 YEAR OF DEVELOPEMENT

## ECOPRESS WASTE SYSTEMS/ NORWES METALL

During the years and especially last 5 years our production was developed and still is under following strategic plan of development both in technology as well as in product line. In any case as manufacturer our interest to be a reliable and efficient supplier of goods and services to any interested party in any end of the Earth. Present information is supposed to introduce **ECOPRESS Waste Systems OÜ** and **NORWES Metall AS**, to our Partners present and future and show our potential and sources for fruitful cooperation and possible partnership.

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## ECOPRESS WASTE SYSTEMS/ NORWES METALL

### HIGHLIGHTS

#### **One of the leading companies in the sector.**

The group is one of the leading companies in the Baltics that offers wide range of collection and transport containers and compaction presses, conveyor system solutions, including design, project management, manufacturing and assembly, sales and support services. The company's high-quality products and continuous improvement in their operational processes and workforce's professional skills have secured the company a strong position within the main target markets.

#### **Extensive access to clients**

The group has wide access to clients in the Baltics, Scandinavia and other countries in EU and CIF, which ensures up to date overview of the sector and direct approach for sales and offerings. They have a close cooperation with several leading international transport and machine retailers and waste management companies.

#### **Profound knowledge and experience in the sector**

The team has abundant knowledge in the industry and deep technological experience based on 30 years of successful activities in the sector. Strong in-house engineering competence allows to offer complex turn-key solutions for every particular customer.

#### **Flexible manufacturer with great potential**

During the years Norwes Metall manufactured a very wide variety of equipment and superstructures, steel constructions and mechanical parts in its factory situated in Port of Sillamae, Estonia.

## HISTORY OF GROUP

Group of Ecopress started its formation in 1992 with the establishment of production company Norwes Metall AS in Sillamäe, Estonia. The main activity of the company was production of different types of steel constructions and waste transportation equipment such as containers and compactors.



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## ECOPRESS WASTE SYSTEMS/ NORWES METALL

### GROUP IN SHORT

#### From idea to delivery.

Ecopress waste systems and Norwes Metall (hereinafter also "Ecopress") is one of the leading container, compactor, conveyor technology providers in the Baltic countries including design, project management, manufacturing, sourcing and assembly, maintenance and service.

Ecopress consist of two companies: ECOPRESS WASTE SYSTEMS OU is a trading company responsible for sales and service of customers, AS NORWES Metall is manufacturing company with its factory situated in Port of Sillamae, Estonia, each with their own specialization and know-how. The company's core competencies are in the waste management, collection and transportation of secondary materials, special vehicles and transport modules, terminal and stevedore sectors. Ecopress competitive advantage starts from their ability to design, manufacture and assemble complex technological solutions with later maintenance and service capabilities as well as the company's continuous improvement of operational processes, workforce's skills and advanced technologies. Focus on high quality is confirmed by certificates obtained, such as the ISO 9001:2019 to comply with the quality management system standard and ISO14001:2019 certificate to confirm companies compliance to environmental standards. Over the years, the company has managed to generate a profoundly strong client base in the Baltics and Scandinavia, establishing successful relations with high demanding customers. The company's workforce consists of 120 well trained, experienced and efficient specialists.

#### The statements.

	2019	2018	2017
Revenue	6 536 569	5 752 261	6 972 862
EBITDA	675 922	290 079	175 403
Net profit	353 693	51 804	7 098
Total Assets	3 510 290	2 953 135	2 833 838
Net debt	705 851	889 159	356 126
Equity	913 074	1 053 578	1 021 774

## HISTORY OF GROUP

In order to increase sales and enter the European market of waste management equipment there was made a decision to open an office in Tallinn, and in 2004 company Ecopress Waste Systems was established. At present Ecopress Waste Systems is responsible for sales and Norwes Metall remains the head of production. Over time production of Group became more diversified and besides containers and compactors company has started to produce lift-dumper systems, transfer-stations, front and rear loader compactors, sea containers.







## PRODUCT AREAS

**Subcontracting for industry**

**Subcontracting for waste management**

**Subcontracting for technological transportation**

**Welded steel constructions**

## PRODUCTS TYPES

- **Conveyors, bunkers and hoppers**
- **Compactors and press containers**
- **Swap bodies and freight containers**
- **Hooklift and waste containers**
- **Superstructures and equipment for special vehicles**
- **Steel structures for constructions**
- **Superstructures and equipment for special vehicles**
- **Tanks and barrels**
- **Equipment for chemical processing lines**



## GALLERY









## FACTORY OVERVIEW



A total of **12 000 m2** production facilities are located in free tax custom zone of Sillamae harbor, 185km from Tallinn and 20km from border with Russia. Any mean of transport is available by sea vessels, railway wagons or lorries. Port of Sillamae was grown rapidly last 10 years with great foreign investments from different countries and by 2019 was number one in Estonia in transit industry.

Factory premises consist of main production hall 10 000 m2 divided on several departments, two storage buildings, short blasting and painting hall 1000m2 and four floor administrative building with living facilities for foreign employees.

Manufacturing processes organized in a line and all prefabrications and assembly fulfilled in house without additional costs. Production is provided with following equipment and machinery:

- Press brakes Aliko 500T/6000mm, Durma 175T/3100mm, LVD 400T/3000mm, StrongLine, 150T/3000mm
- Shear Haco 3100, Amada 3100
- Plasma cutting Ajan PP260Combi 12000x2500mm
- Semi-automatic saw Amada 2 units, Pegas 1 unit
- Lathe machines, 3 units
- Milling machines, 3 units
- MIG/MAG/TIG welding machines, 50 units
- Manual plasma equipment, 3 units
- Welding tractors, 3 units

Production is equipped with inside electric hoists 2-5Tons, 13 units and forklifts 2T, 5T, 7T, 12T.

Surface treatment is applied in short blasting room 8x10m and top coat provided in a hall 11x90m equipped with gas heating and intensive ventilation.



## **ACTION**

We are interested in strategic partnership or investors to develop company and business. Any possible interests are welcomed to discuss.

### **Cooperation**

We can offer our production for any long or short term project.

### **Partnership**

We are ready to discuss partnership in the company if such interest appears and it will stay along with general strategy of development of the production.

### **Investment**

We are ready to offer annual interests for financial investor as well as shares in the company , all conditions to be discussed privately

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