



2022 ISO CONTAINER MODULES

FACTORY OVERVIEW AND SERVICES

Over many years and especially the last 5 years our production has been developing and in both technology and product range. Our vision is to be a reliable and efficient supplier of goods and services to any interested party in the world. With this presentation we would like to introduce NORWES Metall AS to our existing and potential Partners and to show our capacity and sources for fruitful cooperation and possible partnership.

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HIGHLIGHTS

One of the leading companies in the sector.

For number of years being one of the leading companies in the Baltics that offers a wide range of collection and transport containers, recycling equipment, conveyor transport 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. We have close cooperation with several leading international transport and machine retailers and waste management companies.

Profound knowledge and experience in the sector

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

Flexible manufacturer with great potential

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

HISTORY OF COMPANY

Production 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 equipment for processing industry nearby. Within the years company launched different other steel constructions, conveyer lines, bunkers, tanks, as well as transport and modular containers, waste and transportation equipment and compactors.

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BUSINESS IN SHORT

From idea to delivery.

Norwes Metall AS is one of the long term and efficient steel structures and metal processing providers in the Baltic countries including design, project management, manufacturing, sourcing and assembly, maintenance and service.

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. NORWES competitive advantage starts from the 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 company's 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.

| | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Revenue | 9 499 467 | 6 865 245 | 5 419 548 | 6 435 571 | 5 752 261 | 6 972 862 |
| Ebitda | 1 082 308 | 535 922 | 340 695 | 663 205 | 290 079 | 175 403 |
| Gross Profit margin | 9,7% | 5,4% | 3,3% | 6,7% | 2,0% | 0,6% |

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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 liftdumper systems, transfer-stations, front and rear loader compactors, sea containers.

WELDING AND ASSEMBLY/PAINING AND INSTALLATION WORKS



ISO FREIGHT CONTAINERS 10FEET/20FEET/40FEET



ISO FREIGHT CONTAINERS WITH SIDE DOORS 10FEET/20FEET/40FEET



ISO FREIGHT SWAP BODY WITH SIDE AND BACK DOORS 45FEET



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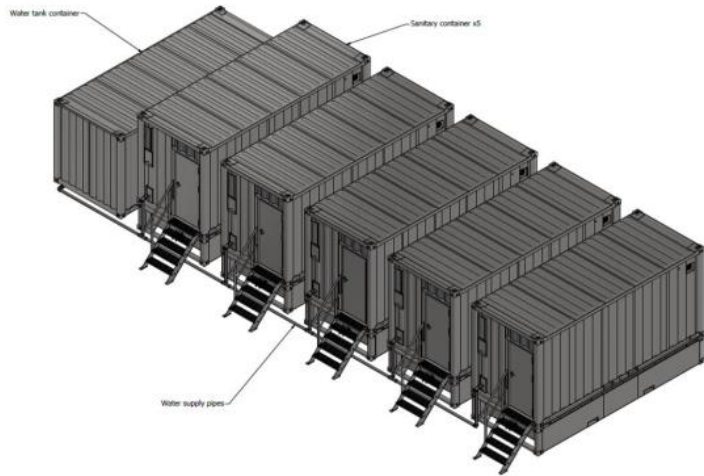
CSC APPROVED SANITARY CONTAINERS WITH SEWAGE TANKS



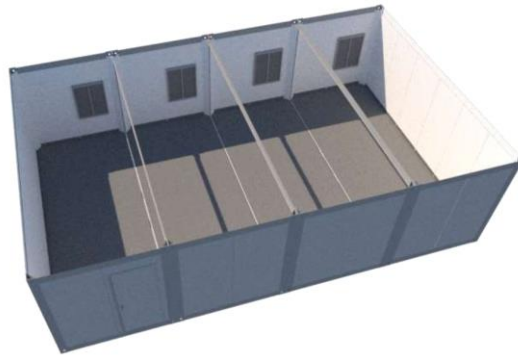
CSC APPROVED DANGEROUS GOODS CONTAINERS



SANITARY CONTAINERS VS WATER TANK



MEDICAL MODULE OF 4 OFFICE CONTAINERS



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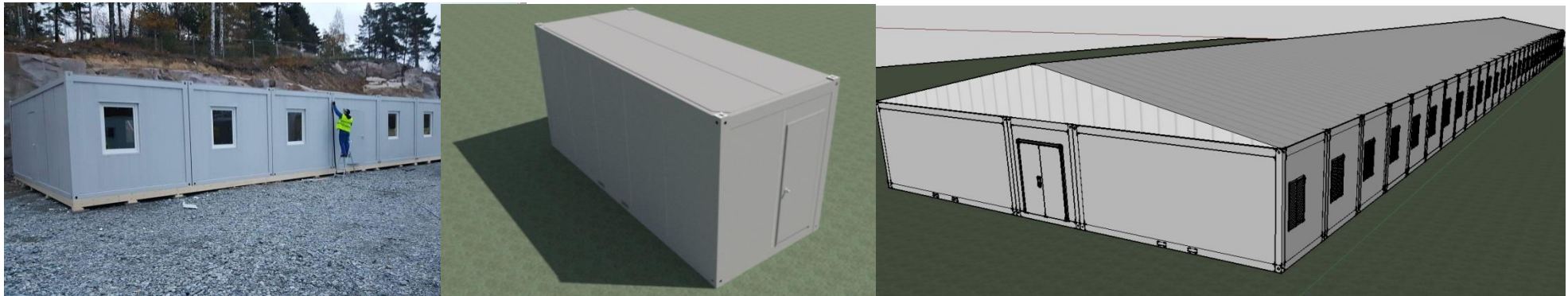
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WEAPONS MODULE OF 6 MILITARY CONTAINERS



LIVING MODULE CAMP OF FLAT PACK OR FOLDABLE CONTAINERS



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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.



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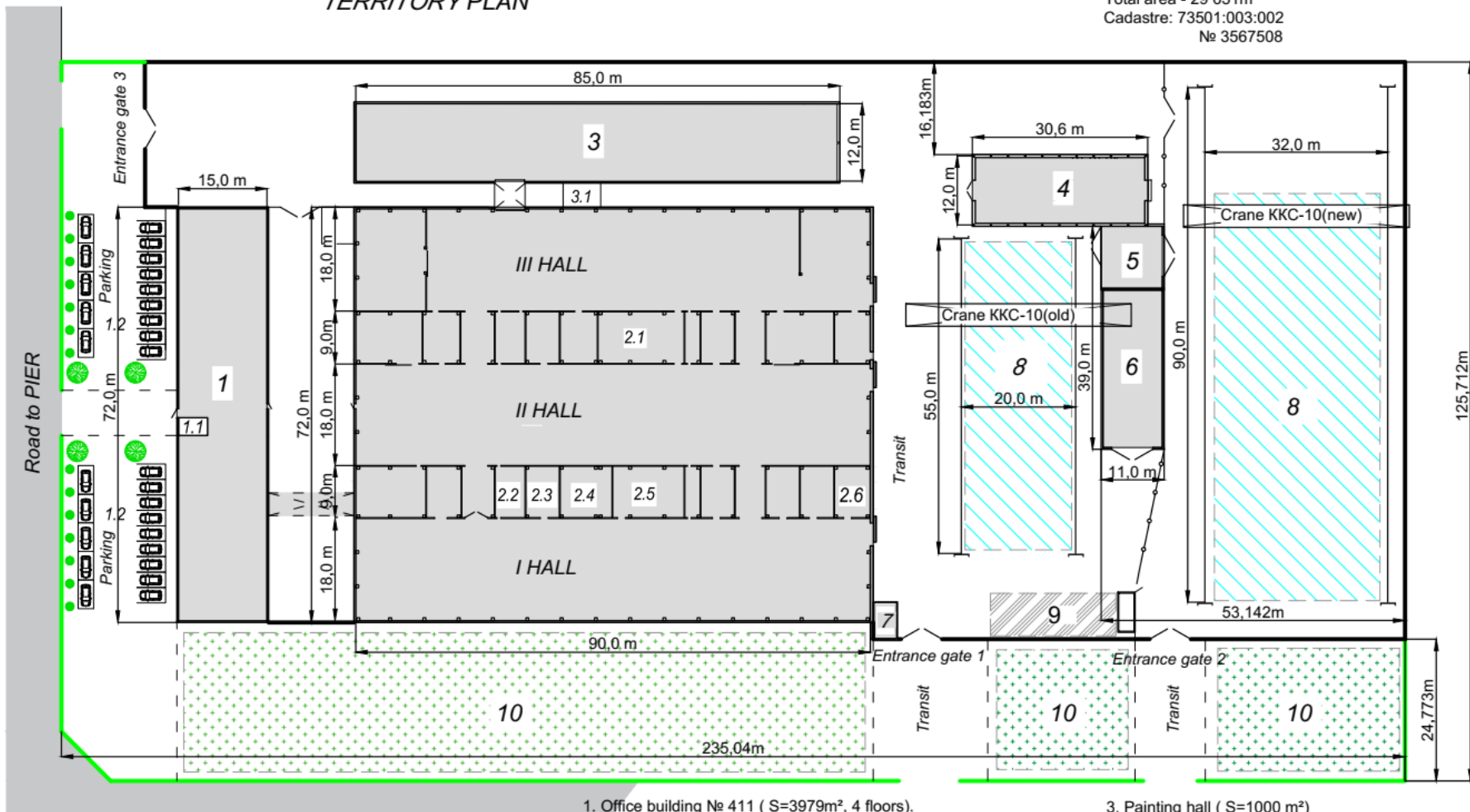
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FACTORY LAYOUT

AS NORWES METALL (reg. №10402337)
TERRITORY PLAN

TÖÖSTUSE 5, SILLAMÄE

Total area - 29 631m²
Cadastre: 73501:003:002
№ 3567508



1. Office building № 411 (S=3979m², 4 floors).
 - 1.1 Control cabin №1
 - 1.2 Parking
2. Manufacture building № 412 (S_{total}=8369,2m², H=11,5 m)
 - 2.1. Materials and paint warehouse
 - 2.2. WC
 - 2.3. Managers room
 - 2.4. Tools warehouse
 - 2.5. Components and spare parts warehouse
 - 2.6. Fuel and lubricants storage room

3. Painting hall (S=1000 m²)
 - 3.1 Gas Heater
4. Warehouse 1 (S=476,7m²)
5. Intermediate warehouse
6. Warehouse 2 (S=285,2m²)
7. Control cabin №2
8. Open air storage
9. Storage area of parts
10. Open storage of ready products

Customer Problem:

Reasonable and stable quality performance and proper support in door to door delivery with competitive prices and good stock supply.

Products/Services:

We offer widest range of steel products, equipment and project management solutions in most required activity sectors as green energy and recycling, civil and military modular technologies and machinery construction.

Target Market:

Scandinavian and EC countries are common markets for our products as well as UK, Iceland and other.

Customers:

Steel construction and engineering companies, dealers and distributors of every specified product, civil and defense resources departments, transport and logistics participants, recycling and green energy companies.

Sales/Marketing Strategy:

We cooperate and supply professionals in certain product groups market with guaranteed discount based on massive sales. Normally it supports resellers and attracts corporate customers to get quality products at reasonable rates.

Business model:

Contract based production and sales of waste transportation and management equipment.

Contacts:

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