

GOODSTORIES

KWH LOGISTICS MAGAZINE FOR CUSTOMERS AND STAKEHOLDERS 2 | 2022



COLLABORATE FOR SOLUTIONS

JOINT INVESTMENTS IMPROVE PERFORMANCE

INSPIRED BY FATHER TO BECOME A SHIP SURVEYOR

JOB SAFETY IS A MATTER OF ATTITUDE

Dear readers,

We live in a time when nothing is as it used to be. Every industry sector and business across the board, around the world has been more or less affected by major supply chain disruptions in recent years. The Covid pandemic and its consequences such as component shortages or disruptions in international and national supply chains affect the entire global economy. With the crisis in Ukraine and sanctions against the Russian Federation, fuel and energy prices are now skyrocketing. The growing geopolitical tensions, jittery financial markets and increasing economic uncertainty mean that supply, both globally and locally, is uncertain. The question is, how do we navigate our way out of this endless chaos to continue driving sustainable growth? The answer is simply through a relentless focus on resilience across the entire supply chain.

We will need to focus on building much more agile and resilient supply chains, as large swings in supply, demand and costs look set to become the new normal. We should get used to working with several different scenarios at once – high, low, optimistic, pessimistic – and plan accordingly. Supply chains must be able to handle disruptions, regardless of when and where they occur. Increased transparency, risk identification and crisis management give companies the chance to face rapid changes and at the same time develop. In addition, planning for different scenarios and carrying out risk analyzes means that we can prevent disruptions and unexpected problems.

Visibility is needed in our global supply flows to ensure the resilience and agility needed to minimize the impact of the increased volatility.

Within KWH Logistics, we have constantly strengthened our performance in good cooperation with both customers and partners and we strive to produce optimized and resilient logistics solutions. Today, we have a large range of services, know-how and networks that make it possible to offer long-term and sustainable solutions as well as the best conditions for large and small companies.

I wish to thank you all for good cooperation, mutual trust and strong partnership!

Joakim Laxåback
Head of division, CEO
KWH Logistics



Photo: Tommi Paasisalo

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FLASH NEWS

STEVENA - 40 YEARS OF PORT OPERATIONS

Stevena Oy, the number one port operator in southwestern Finland, celebrates its 40th anniversary this year. Stevena, founded in Naantali in 1982, the company has grown significantly over the years and the operating field has been established in four ports, Naantali, Hanko, Turku and Uusikaupunki. The transition to KWH Logistics in 1997 brought stability to the operations and created a growth base for developing from a small bulk operator to one of the most significant ro-ro operators in Finland. The anniversary was celebrated with work, but the staff had time to celebrate a small-scale celebration in the Turku archipelago in September.

Photo: KWH Logistics



TOWARDS BROADER LOGISTICS SERVICE PACKAGES

KWH Logistics has intensified the cooperation between the companies in the business group considerably in recent years. In sales and customer care, CRM has already been adopted as a common tool, but other daily operating methods have still been company-specific. Sales coaching specialist GetSales organizes KWH Logistics' sales intensive and effective five-week Sales Boost '22 coaching. The goals of the coaching were to create a common Sales Book and, above all, to improve the ability to offer all customers more comprehensive logistics packages.

Photo: KWH Logistics



SAFETY THROUGH COOPERATION - PORT OCCUPATIONAL SAFETY WEEK 2022

The Association of Finnish Ports and the Association of Port Operators have organised a joint Occupational Safety Day for Finnish ports at the beginning of October since 2017. For the first time, it had been extended to an entire Occupational Safety Week. Events, trainings, exercises and occupational safety tours related to the theme were also held at KWH Logistics' locations. The events of the Occupational Safety Week were attended by staff from companies and ports, including top management. The port is a common workplace for everyone working there, and the implementation of occupational safety requires everyone's participation, from the managing director to the summer worker.

Photo: KWH Logistics





Rauanheimo handles imported wood of UPM and Stora Enso in Mussalo

RAUANHEIMO HANDLES IMPORTED WOOD IN MUSSALO

The rapidly changing world situation in recent times has brought companies the need to find new routes for the flow of raw materials to Finland. One such is the significant increase in the amount of imported wood transported by sea from the Baltic Sea region by the Finnish forest industry to replace wood brought by the Russian railway. The port of HaminaKotka is a very important transit port for these flows. Rauanheimo has brought a new routing option to forest industry customers by opening a new terminal in Mussalo, especially for the needs of customers using rail transport.

The port of Mussalo is very suitable for wood handling in terms of infrastructure. The port has a Jämskä pier dedicated to wood handling, plenty of field storage space and a loading track that enables the loading of an entire train at once. In Mussalo Rauanheimo has equipment that is excellently suited for processing imported wood, from efficient port

cranes to wood processing field machines of various sizes. The entire fleet is equipped with loading scales.

Rauanheimo is an excellent partner for the forest industry in handling imported timber traffic, because by combining stevedoring, forwarding, and storage services as well as sea and land transport, the company enables efficient logistics chains that improve the customer's competitiveness. Rauanheimo, together with its sister company Adolf Lahti, manages Mussalo's operation and acts as a coordinator between different stakeholders.

- I am very satisfied with the launch of our new opening in Mussalo. We have shown that we can react quickly and efficiently to changes and serve the Finnish industry in the turmoil of world trade. We have contracts for wood processing with several customers and I believe that the quantities will develop significantly, says **Tero Kosonen**.

Rauanheimo

Rauanheimo is a leading port operator with long experience and strong investment ability. Rauanheimo's strengths include a competent, motivated, and service-minded staff and fast and efficient ship unloading, which is supported by investments in modern and efficient equipment. In 2021, the company handled a record amount of 11.7 million tonnes.

More information: Tero Kosonen, CEO, Rauanheimo
Tel. +358 40 862 0292, tero.kosonen@rauanheimo.com

ADOLF LAHTI INVESTS IN THE PROCESSING OF RAW WOOD

Oy Adolf Lahti Yxpila Ab is a true wood processing professional. Even today, Adolf Lahti processes raw wood in ports, factories and terminals in several locations, from Kotka to Jakobstad all over Finland. As the forest industry concentrates more wood supply in Finland, the use of raw wood railway terminals is also increasing. From the beginning of 2023, Adolf Lahti will load train wagons in a total of eight raw wood terminals across Finland. These railway terminals will process more than four million solid cubic metres of roundwood annually. Naturally, the significant growth of operations also requires large investments in machinery that takes into account the reliability



Photo: Adolf Lahti

and environmental friendliness of operations. The new operating points are also a major source of employment; About twenty new machine operators will be needed for the work.

SOLAR ENERGY FOR STEVENA REAL ESTATE

In August, Stevena ordered solar panels on the roof for the property management in Hanko. Hanko is a great location for a solar power plant, as there is plenty of sunshine.

The power of the solar power plant is 26.28 kWp and the estimated annual production is 23,000 KWh. Co2 emissions will be reduced by a total of 3.1 tons per year, which means more than 90 tons during the thirty-year life cycle of the plant. Most of the energy from solar energy is utilised in an energy-efficient geothermal heating system that keeps Stevena's Hanko properties warm.



Photo: Stevena

In addition, the energy from the solar power plant is enough to charge the electric hybrid bus.

HEAVY-DUTY LIFTING POWER FOR BLOMBERG

Blomberg Stevedoring has acquired a new heavyduty harbour crane for the Vaskiluoto harbour in Vaasa. The Liebherr LHM 600 crane has a lifting capacity of 208 tonnes, which makes it one of the largest harbor cranes in Finland. Together with Blomberg's another crane, even larger loads can be lifted in tandem lifts. In Vaasa, Blomberg handles a lot of wind power components, various projects and mechanical engineering products, so there will certainly be a lot of work for the brand new crane in the future.



Photo: Roman Chopyk



WE CANNOT DO WITHOUT
LOGISTICS.



Esko Aho



In a panel discussion moderated by **Baba Lybeck**, Kokkola Port CEO **Torbjörn Witting** (left), Central Chamber of Commerce's leading expert **Päivi Wood**, VR Transpoint's director **Eljas Koistinen**, SSAB Europe Oy's logistics manager **Heikki Hellsten**, Finnlines' deputy CEO **Thomas Doepel** and University of Turku professor **Lauri Ojala** discussed how logistics experts can influence the next stage of development in the field.

Photos: Anne Yrjänä

COLLABORATE FOR SOLUTIONS

IN THE FACE OF MAJOR CHALLENGES, PARTNERSHIP IS MORE IMPORTANT THAN EVER.

KWH Logistics celebrated its 140th anniversary on October 5, 2022, at Clarion Hotel Helsinki. The event with two hundred invited guests was a success. There were partners and other stakeholders as well as valuable speakers, such as keynote speakers **Risto E.J. Penttilä** and **Esko Aho**. The event also featured a panel discussion, which discussed the effects of the rapidly changing world situation on logistics. The corona pandemic, Russia's war of aggression against Ukraine, sanctions and border closures, as well as the energy crisis and staff shortages have again and again put the industry in front of huge challenges. Finland's insularity and northern conditions do not make the situation any easier. Transport routes have changed radically, the freight market has seen significant price increases, and renewable energy must be put into use quickly. At the same time, however, it is vital that logistics work without interruption.

Business group manager **Joakim Laxåback** emphasized in his opening speech that Finland, as a remote, small country, cannot do it alone - it is important to enable foreign trade in the future as well.

- Cooperation is needed in this game, said Laxåback. A good partnership is a natural way of working. Especially when the situation becomes more and more unstable.

Risto E. J. Penttilä - The Good, the Bad and the Ugly

CEO of Nordic West Office and Doctor of Philosophy Risto E.J. Penttilä discussed global scenarios in his speech. No one knows what will happen tomorrow, but visions of the future help in preparation. Penttilä presented three of them; the Good, the Bad and the Ugly. In the most optimistic option, the current situation is brought under control. In the middle one, Russia will continue its attacks and we will face the biggest energy crisis since the 70s - we will already be at zero growth next year. The ugly scenario progresses even worse when, for example, more attacks are made on critical infrastructure. Penttilä reminds that no scenario will come true exactly as it is but envisioning them helps predict the future.

- When the world is messed up, instead of thinking outside the box, you have to create boxes and take control of the future by thinking systematically, states Penttilä. It is difficult to influence the whole, but you can be prepared. Difficulties can also be turned into profit, as KWH Logistics has been doing for 140 years.



Risto E. J. Penttilä

Esko Aho - technological developments and geopolitical tensions

Esko Aho emphasized in his speech that geopolitical factors affect everything. The great boom of globalization is over, and with the Russian war of aggression in Ukraine, the pandemic, the financial crisis, and the tensions between the US and China, we have woken up to another reality. However, the situation is not unique. Every decade has had its crises, and when conditions change, they change quickly.

- In the spring of 1991, I would not have been able to predict that within a year the Finno-Soviet Treaty would have been buried, EC membership applied for, and 64 Hornets bought, says Aho.

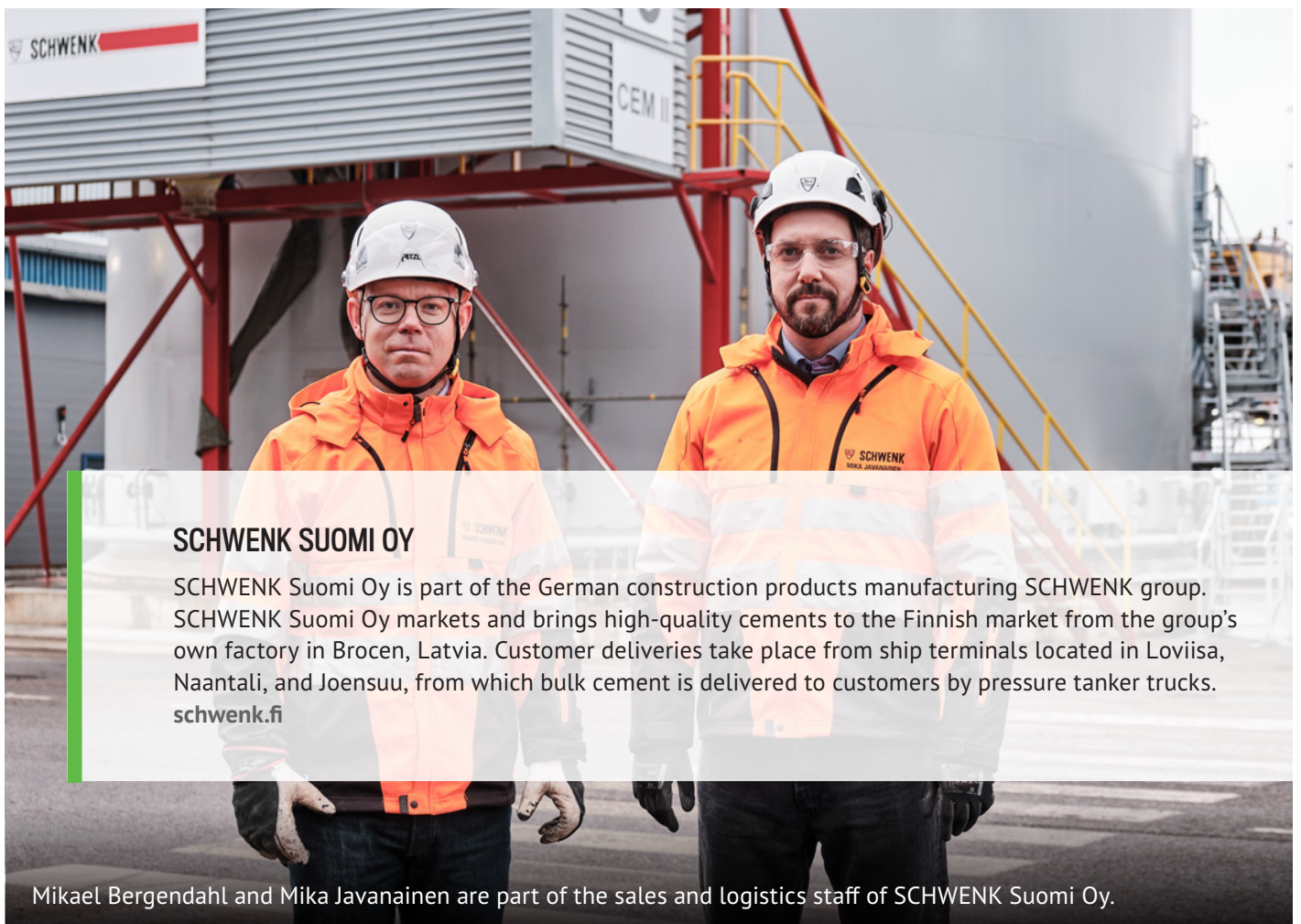
According to Aho, we are also more dependent on each other. When the Suez Canal was closed for eight years in 1967, no significant consequences were reported. In the spring of 2021, the six-day closure of the channel ended up in the headlines as a critical event. Globalization is not over, even though the rules of the game have changed. You have to learn to live with uncertainty and take advantage of prevailing situations. For example, the rebuilding of Ukraine brings enormous opportunities to European industry and business.

When the industrial base is in order, society's sustainability is better. Aho speaks for the utilization of basic technologies. Logistics must also become even smarter. Here, the small size of our country is an advantage. Digitization is not at its most effective in the United States, for example, but a society the size of Finland is ideal for applying technologies. All areas of expertise must be utilized in digital solutions. For example, Rockefeller's success story in the 19th century was based on the combination of raw material, chemical industry, and railway logistics. Nothing new was actually developed, but the combination created a great success story. The same ability to combine is needed even now - a wide variety of experts are needed.

- Not many people would have bet on Finland in September 1944, Aho reminds. However, we survived the war and have succeeded in building a successful industrial and welfare society that can cope internationally in both good and bad times. In difficult times, a small, nimble nation is in a more favourable position than even larger states in terms of competitiveness - provided that one knows how to proceed skilfully and efficiently.



THE CAPACITY OF THE NEW CEMENT SILO
AT THE NAANTALI TERMINAL IS 6,000 TONNES.



SCHWENK SUOMI OY

SCHWENK Suomi Oy is part of the German construction products manufacturing SCHWENK group. SCHWENK Suomi Oy markets and brings high-quality cements to the Finnish market from the group's own factory in Brocen, Latvia. Customer deliveries take place from ship terminals located in Loviisa, Naantali, and Joensuu, from which bulk cement is delivered to customers by pressure tanker trucks.
[schwenk.fi](https://www.schwenk.fi)

Mikael Bergendahl and Mika Javanainen are part of the sales and logistics staff of SCHWENK Suomi Oy.

Photos: Esa Piironen

JOINT INVESTMENTS IMPROVE PERFORMANCE

SCHWENK AND STEVENA'S TERMINAL INVESTMENTS IN NAANTALI INCREASE DELIVERY SECURITY AND REDUCE THE CARBON FOOTPRINT.

SCHWENK is a German family-owned company that has been manufacturing construction products for 175 years. The company's roots in Finland date back to 1983. SCHWENK Suomi Oy is the largest cement importer, supplying high-quality binders and admixtures for the needs of the concrete industry from the terminals in Naantali, Loviisa, and Joensuu. The operations are based on confidential cooperation with customers and partners. Both customer relationships and operations are long-term.

Long traditions in Naantali

The cooperation between SCHWENK and Stevena, part of the KWH Logistics group, has more than 30 years of tradition. Stevena handles ship cargo and handles terminal operations and storage in Naantali. Over the years, the capacity has been steadily and moderately increasing.

- In October, we received a new, six-thousand-tonne cement silo, says **Jussi Thureson**, Managing Director of SCHWENK Suomi Oy.

The silo investment was made together with Stevena. In addition to capacity, Naantali has invested in technology and weighing and delivery processes. The customer can, among other things, monitor the progress of the delivery process in real time from their mobile phone. In addition, drivers can handle loading more and more independently with mobile devices, without compromising safety.

Profitable growth

In cement deliveries, the high quality and reliability of the product and service are absolutely important. Previously, SCHWENK imported practically one product – CEM I 52.5 N cement, which is suitable for all concrete construction. The security of supply, which is a key factor, has previously placed restrictions on the supply of several different cement grades.

- With the new silo investments, we will be able to expand our product range without affecting delivery reliability, Thureson states.

SCHWENK has expanded its operations in Finland, and thanks to acquisitions, it now has its own concrete production and processing of aggregates in addition to importing binders. SCHWENK is constantly investing large sums in order to be able to meet the challenges of the future.

- During the current year, for example, about 40 million euros have been invested in the Brocen factory in Latvia to reduce the carbon footprint and to manufacture more environmentally friendly cement grades, Thureson says. The use of alternative fuels is already 95% annually, which means that we replace the use of coal almost completely in our production process. The Brocen factory is very environmentally friendly, and we are among the top three percent in Europe in this regard.

Silo investments also reduce the carbon footprint of operations. The silos enable the delivery of more environmentally friendly products and give flexibility to shipping and delivery timings. Both processes are also speeding up thanks to the new silos.

A shared set of values

SCHWENK and KWH Logistics are both traditional family businesses. SCHWENK's values include health and safety, cooperation, growth, and responsibility. SCHWENK also requires its partners to uphold these values. In addition, continuous improvement is needed.

- Stevena has always been reliable, Thureson states. They are systematic and react to changing situations quickly, which is important in terminal operations. In addition, we ideate the future openly - things are taken forward in cooperation.

Both parties have a similar way of thinking about high-quality operations. Stevena's Naantali cement terminal has always been developed in close and open cooperation.

- Investments in such unique locations are significant, says Stevena Managing Director **Markku Mäkipere** about the new cement silo. Whenever we talk about six- or seven-figure investments in terms of euros, the cooperation must be long-term and seamless.

According to Mäkipere, it is also important to recognize the common goal of the operation – a satisfied end customer. Customer satisfaction is helped by the 24/7 operation of ship unloading and the terminal, and perhaps the most efficient vehicle loading in Finland. In addition, a good example of innovation and open-mindedness is the remote monitoring of the terminal, which was introduced long before the practice became common in the market.



MY DREAM CAME TRUE WHEN I GOT ON THE SHIP-
AS A SURVIVOR FOR RAUANHEIMO.



Raimo Bexar

Career at Rauanheimo: 36 years between 1968–2004, e.g. as a shipping agent and forwarder

Residence: Kokkola

Hobbies: Geocaching, previously also sailing and being at the summer cottage

Katja Kivikangas

Career at Rauanheimo: summer jobs and work alongside studies 1993-1995, shipping agent from 2020

Residence: Pietarsaari

Hobbies: Sports, such as going to the gym, running, and cycling

Photos: Tommi Hietaharju, Hiutale Films

INSPIRED BY FATHER TO BECOME A SHIP SURVEYOR

A LITTLE GIRL'S DREAM PROFESSION DOESN'T HAVE TO BE A TEACHER OR A NURSE.

Raimo Bexar, who turned 75 in the summer, worked at Rauanheimo for 36 years. His daughter **Katja Kivikangas** got excited about the industry and Rauanheimo as a place of work already as a little girl when she visited the ship with her father. In 2020, Katja's 25-year dream came true, when she too started working for Rauanheimo as a shipping agent.

Raimo Bexar started his working career in the port of Kokkola in 1966 working with passenger ship traffic in the then Rederi Ab Bottenviken company. Soon Raimo was called by the army, after which in 1968 he came to Rauanheimo as a water clerk, now known as a shipping agent. Raimo enjoyed himself in Rauanheimo until his retirement.

Raimo's daughter Katja Kivikangas already came to Rauanheimo as a summer worker to clean up loading rubbish. From this, she was promoted to a tallyman, i.e. cargo accountant. During her summer job as a switchboard operator, Katja paid attention to the English-speaking, seemingly busy shipping agent in the office and decided that she would become one too. In the fall of 2008, Katja got to work as a shipping agent in Pietarsaari.

- My dream partially came true then, but my real dream was to become a shipping agent specifically for Rauanheimo.

This wish finally came true in the spring of 2020. Katja had a small fear that reality would not match her dreams. However, the fear turned out to be unfounded, and now the same interest in the field has awakened in her children as well.

- As Katja's father, I am very proud of her career choice and the fact that she works specifically at Kokkola port and Rauanheimo, says Raimo.

From manual to digital

The development of information technology has also changed the duties of a shipping agent. In the past, everything was done by hand, and for example bills of lading, or shipping books, were recorded on large carbon paper. During Raimo's time, information technology developed little by little, especially during the time of the KWH group, the development has been dizzying.

- The owner brought new winds, especially in connection with digitalization. In the past, telexes and desk phones limited what could be done, today technology makes work easier, says Raimo.

As a little girl, Katja remembers wondering about the huge briefcase her father kept in the car. With the help of a portable briefcase phone, her father could also be reached at the cottage during his work shift.

Challenges, responsibilities, and freedoms

Both Raimo and Katja think the best thing about working at Rauanheimo has been the freedom to work.

- We were given responsibility and trusted that the work would be done in the best possible way, recalls Raimo.

Katja fell in love with the same thing.

- Shipping agents are not shackled, but they themselves know and take care of things, she states.

Sometimes the job of a shipping agent is hard.

According to Raimo and Katja, it doesn't hurt if you like your work.

- The work of a shipping agent offers challenges, and you can't get bored of it. It keeps you interested when you can always learn something new and develop, says Katja.

However, work requires understanding from the spouse and family, as working hours are variable and work is almost always present.

Both Raimo and Katja state that the KWH corporation as an owner and Rauanheimo as an employer are fantastic.

- I've never missed a salary, the work atmosphere has been good, we've always had a really good team and all the supervisors have been easy going, says Raimo.

- We have a top team and it's really nice, you never regret going to work, continues Katja.



The goal of KWH Logistics is to take care of the well-being and work ability of the personnel in such a way that employees of different ages find their work meaningful and maintain both their work motivation and their ability to work at a high level throughout their working career. We also want them to retire in good shape and in due course.



CERTIFIED WORK FOR SAFETY

Focusing on occupational health and safety, the ISO 45001 management system standard helps to find and control risks and hazards that can affect the health of employees and sickness absences.



JOB SAFETY IS A MATTER OF ATTITUDE

A FUNCTIONAL SAFETY CULTURE REQUIRES A GOOD STRATEGY AND QUALITY PROTECTIVE EQUIPMENT IN ADDITION TO DAILY ATTENTION.

KWH Logistics' safety culture is made up of the everyday actions of every employee.

- It doesn't matter if it's a manager or a stevedore, reminds Rauanheimo's HSEQ manager **Stefan Brännkärr**. We all set an example for each other.

Even seemingly small actions have a big meaning. Like whether to fasten your seat belt on a short trip. According to Brännkärr, in addition to one's own safety, others should be taken into account - even if that means pointing out the rules.

Arto Ketola, who has worked at Stevena since 2018, is, along with Brännkärr, one of KWH Logistics' four HSEQ managers. In four years, the number of HSEQ managers working on occupational health and safety and environment and quality has quadrupled, and there has also been an investment in internal communication and marketing of the subject areas.

- Occupational safety work is long-term attitudinal and cultural work to bring about permanent changes, states Ketola. For this reason, it is good that our team also has solid marketing expertise, which makes it easier to get the message to the staff.

The occupational safety week organized in October is a good example of the success of internal communication, and the program, including safety patrols and tours, was well received. During the week, the employees wanted to get them to think about risk factors, take care of themselves and each other, and observe effectively.

Indicators and tools

Work becomes safer when reporting detected problems becomes part of daily activities. There is also the desire to harness technology to promote occupational safety. Last year, KWH Logistics introduced a renewed notification system, which makes it even easier to record safety observations. The browser-based system was already suitable for mobile use earlier. As a result of the reform, the fields to be filled in were reduced in order to lower the notification threshold. Among other things, HSEQ professionals are left with the task of choosing the type of notification, which was previously the responsibility of the notifier to record.

KWH Logistics monitors a dozen occupational safety indicators, which include, among other things, the LTIR

- Lost Time Injury Rate, which measures the frequency of accidents per million working hours. The business group's LTIR target has been set at 15, which some of the group's companies already reach. According to Brännkärr, proactive reporting is also important. The information boards tell about the number of security rounds and patrols, as well as predictive observations, among other things.

Safety through cooperation

The HSEQ managers working in different companies of KWH Logistics cooperate closely with each other.

In addition to weekly and monthly meetings and joint projects, the annual calendar includes cross-audits, thanks to which you get an unbiased view of your own operations. The best practices are introduced to the units of the business group during visits, during which both line management and other staff are met. Information is also active. The shared learning model includes that, for example, accidents are widely communicated so that each unit can learn from them.

Safety cooperation is carried out with several different stakeholders, such as an insurance company. KWH Logistics' occupational accident insurance is taken care of by LähiTapiola, which also trains its customers.

- In the spring, we learned more about hazard assessment, and now the topic of the training organized in the autumn was accident investigation, says Ketola. The hands-on training organized at Stevena received a lot of praise from the participants, and the aim is to organize similar training in other companies as well.

Leadership plays a big role

The development of occupational safety requires the commitment of supervisors.

- Local management plays a key role in creating the attitude, states Ketola. The management must show by its own example that occupational safety is not compromised.

According to Ketola, this has been very successful. The top management of KWH Logistics is very committed to occupational safety thinking, and if the managers show an interest in occupational safety, other personnel become interested and follow along.



THE DEVELOPMENT OF OCCUPATIONAL SAFETY REQUIRES THE COMMITMENT OF SUPERVISORS FROM LOCAL MANAGEMENT TO SENIOR MANAGEMENT.



Hannele Herranen (KTM)

has started as marketing and communications specialist at **KWH Logistics** as of 25.4.2022. Hannele works as a substitute for Emilia Nikkilä's maternity leave and works at KWH Logistics' Kokkola office. Hannele has work experience in both sales and marketing tasks. Before joining KWH Logistics, he worked in marketing positions in the rehabilitation sector on the private side.



Mats Storbjörk (KTM)

has been appointed chief of operations at **Rauanheimo** in Kokkola as of 01.08.2022. He is responsible for the management and development of the stevedoring operations and operational planning of the Kokkola office. Mats has extensive experience in logistics and management tasks, most recently at Oy Trio Trading Ab. He also has experience in shipping, such as oil tanker brokerage assignments in Finland and London. He will report to Regional Director Kim Ventin.



Henna Nurmi

has joined the **KWH Logistics** marketing team with the title Marketing and Communication Specialist on 17.10.2022 and is partly the deputy of Anna Långbacka during her parental leave. Henna's background is in visual marketing and conceptualization. Previously, Henna has worked at advertising and marketing agencies and has 15 years of experience in the industry. Her previous clients have been, for example, operators in the engineering and construction industries, as well as companies in the ICT and service sectors.



Larri Andersson

has started as **Stevena's** Key Account Manager on 1.11.2022. He has joined Stevena in the summer of 2021 as a supervisor for a new function. As a Key Account Manager, he is given responsibility for designated customer relationships, in addition to which he participates in new customer projects. Larri has extensive experience from her previous employment relationships in, among other things, shipping operations, port operations and club operations. He will report to Stevena's CEO Markku Mäkipere.

Photos: KWH Logistics

KWH Logistics Key Figures (2021)



Turnover MEUR

182



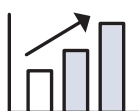
Personnel

532



Ship Calls

2614



Average annual growth

7%



Investments MEUR

19 (IFRS16)



Cargo volume (million tonnes)

16,4

KWH LOGISTICS

MOVING AND HANDLING GOODS AS WELL AS WAREHOUSING IS AT THE CORE OF OUR BUSINESS. IN ADDITION TO OPERATING IN PORTS, TERMINALS, AND FACTORY AREAS WE HANDLE TRANSPORTS ALL AROUND THE WORLD.

Photos: KWH Logistics

Port Logistics



We offer stevedoring, forwarding and ship agency services as well as warehousing in 17 Finnish ports. We customize overall and efficient logistics solutions for our customers.

 **RAUANHEIMO**

 **STEVENA**

 **BLOMBERG**
Stevedoring

 **JALANDER**

 **RODÉN SHIPPING**

Industrial Services



We offer overall and customer-focused logistics machinery services as well as equipment rental. We perform smaller as well as large scale tasks with precision and according to the demands of the customer.

 **ADOLF LAHTI**

 **BLOMBERG RENT**

International Transports



We offer global logistics solutions by all modes of transportation (road, sea, air, container, bulk and project transports). In addition, we handle customs clearance, forwarding and warehousing services.

 **BACKMAN-TRUMMER**

 **MOONWAY**

140 EST. 1882

 **KWH LOGISTICS**

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LOGISTICS SOLUTIONS**

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