

# ON THE CUTTING EDGE

19/20 | PROPLATE ANNUAL REPORT



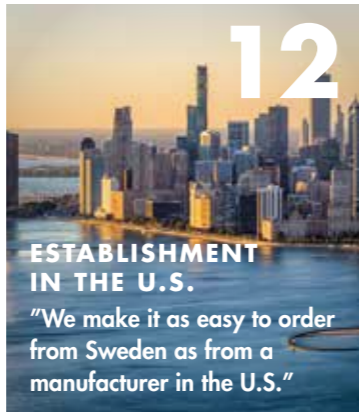
Proplate has a unique location by the deepest harbor on Sweden's east coast, close to where SSAB produces its special steel.



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**WHY PROPLATE**  
 See what our partners think about our products and services.

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**SUSTAINABLE BUSINESS**  
 For us, it is self-evident to ensure both environmentally sustainable production and investment in a good, positive work environment for the health of our employees.

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**PROPLATE PEOPLE**  
 Competent and committed employees are the key to Proplate's success.

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**VALUE CHAIN**  
 Our entire production chain is on our own premises.

# PROPLATE IN ONE MINUTE

**SSAB**

FROM OXELÖSUND TO THE REST OF THE WORLD  
 Our production facility is strategically located. Not only are we next door to both SSAB steel manufacturing and the Oxelösund harbor, but the railway lines also extend right into our premises. In addition, it only takes an hour to reach us from Stockholm.

WE EXPORT TO **5** CONTINENTS



150

YEARS IN THE INDUSTRY

OWNERSHIP  
 PROPLATE IS A FAMILY-OWNED COMPANY WITH

4th & 5th

GENERATION OWNERS ON THE BOARD OF DIRECTORS

59,000

M<sup>2</sup> OF FACTORY AREA

15,800

M<sup>2</sup> UNDER ROOF COVER

SWEDISH CUSTOMERS



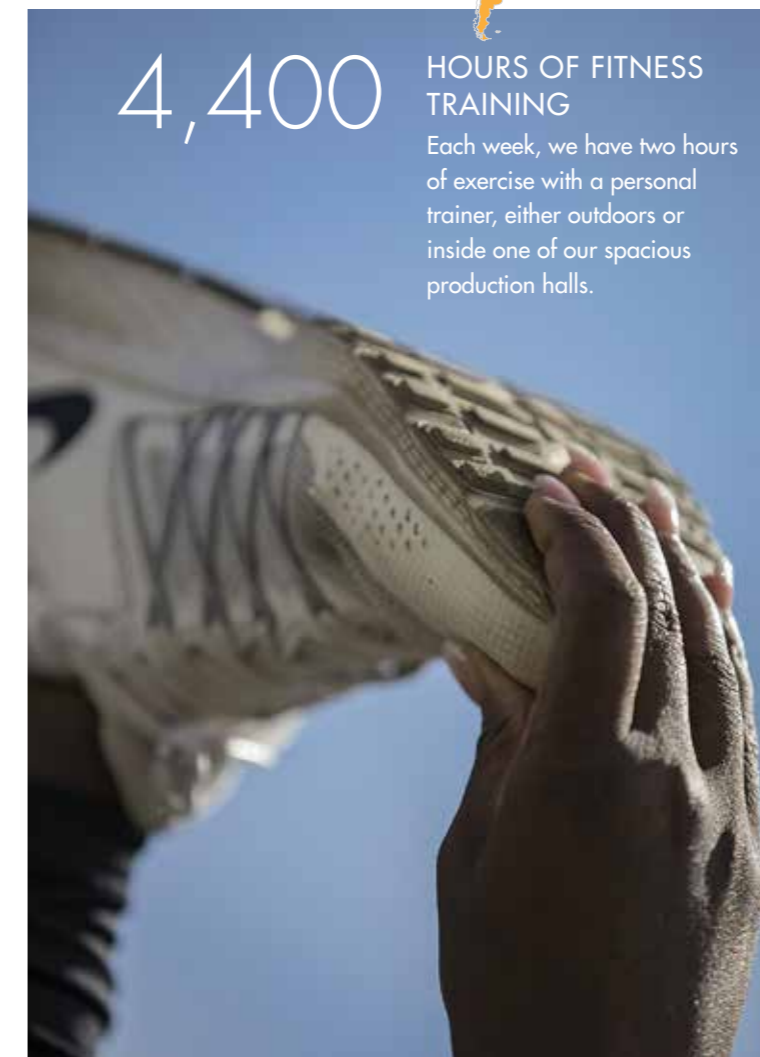
40 %

60 %

GLOBAL CUSTOMERS

4,400

HOURS OF FITNESS TRAINING  
 Each week, we have two hours of exercise with a personal trainer, either outdoors or inside one of our spacious production halls.



# THIS IS PROPLATE

We are experts in cutting and machining steel – with focus on processing speciality steels. Through close personal collaboration with our customers, we design precisely the solutions needed for each specific operation. At our modern facility in Oxelösund, we manufacture prefabricated components that can be used right away in our customers' production lines.

## OUR MAIN CUSTOMER MARKETS



### PARTS

Cut, machined, welded and painted components in heavy plate are delivered assembly-ready straight into the customer's production line. Parts covers a wide range of industries, from construction equipment manufacturers to the mining industry.



### LIFTING

Proplate Straps are world-leading products used for secure heavy lifting in the crane industry. Our tension bars, which are up to 56 feet (17 m) long and made from high-strength, lightweight structural steel, securely connect the construction to cranes that lift up to 3,000 tons.



### WIND

Our foundation solutions in steel are available for all types of land-based wind turbines. Proplate Soil Secure is our anchor cage solution for gravity base foundations. For wind farms on bedrock, we offer Proplate Rock Secure, and for surfaces with rock and soil, Proplate Mixed Secure is ideal.

## THE COMPANY

### A MODERN FACILITY

Our production facility in Oxelösund is one of the world's most modern for cutting, machining, welding and painting heavy plate. Each step takes place inside our gates. High capacity and quality characterize our manufacturing processes.

### WORLDWIDE CUSTOMERS

Our solutions are found in advanced industrial equipment around the world. Leading manufacturers like Liebherr, Manitowoc, Kobelco, Skanska, Epiroc, Toyota Material Handling and Nordex Acciona Windpower are among our customers.

# PROPLATE ON THE CUTTING EDGE

Proplate is an innovator. We love challenges, solving problems and pushing the boundaries. This is how we remain at the forefront. And this is how we continue to create value for our customers – in everything we do.

It keeps us On the Cutting Edge.

# THE YEAR IN BRIEF

## EXPANDED BUSINESS

New company, new market, new business – 2019/2020 has been all about expanding Proplate’s business in multiple ways.

## U.S. PRESENCE

We have invested heavily in the U.S. market and are now established there with the company Proplate USA, Inc. in Chicago.

## NEW PRODUCTS

New applications include anchors for modern power utility poles that we supply to Valmont.

## INVESTING IN MAN & MACHINE

We have also continued to invest in our production facility and in the health and safety of our employees.

## Reinforced focus on HEALTH & SAFETY

As part of our investment in health and safety, all employees practiced fall techniques under the Swedish Judo Federation’s leadership.



## NEW WAREHOUSE



## NEW WELDING ROBOT



## PREMIERE OF PROPLATE’S COMPONENTS IN AUSTRALIA



## PROPLATE’S ANCHOR CAGES IN THE U.S.

First delivery of pre-assembled anchor cages to a large Indiana wind farm.



## VALMONT – A NEW CUSTOMER IN A NEW INDUSTRY

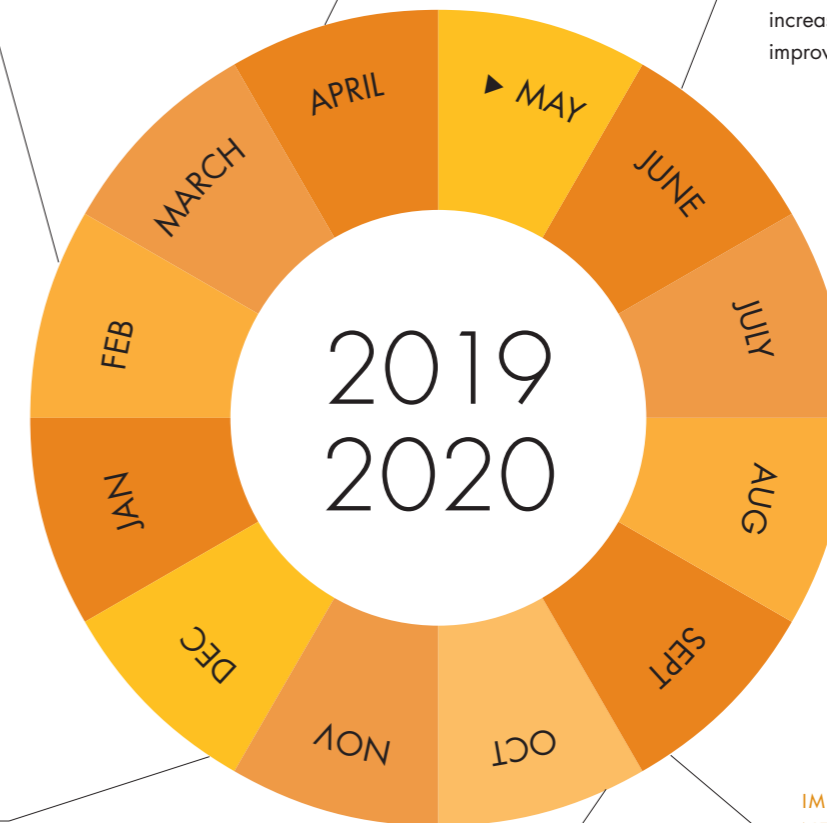
Agreement with Valmont SM for the supply of anchors for utility poles.

## OPENING OF NEW WAREHOUSE

In February, our new warehouse for finished steel components opened its doors.

## NEW BLASTERS IN USE

Thanks to the commissioning of a new blasters, we have increased our capacity and improved production flow.



## PROPLATE USA, INC. OPENING IN CHICAGO

During the year, a major venture was launched in the U.S. market and in August, we started our new company, Proplate USA, Inc. in Chicago.

## FIRST ORDER IN AUSTRALIA

In December, we sent the first cut components of STRENGTH 960 to G&G Mining Fabrication in Western Australia.

## IMPLEMENTATION OF A NEW WELDING ROBOT

The investment in developing our welding capacity means that we can now deliver new types of components to new and existing customers.

## 10-WEEK COURSE IN FALLING TECHNIQUES

During the period from October to December, our team spent an hour each week learning about and practicing falling techniques to help prevent injuries from falls.



## STATEMENT FROM THE CEO

All in all, the year prior to Covid-19 was relatively undramatic. We opened new operations in Chicago, and thus established ourselves in the U.S. market; we built a new warehouse to further streamline our production; and we continued to develop our new focus areas, such as manual and robotic welding. However, 2019 ended in a way none of us could have imagined. I will refrain from commenting on the pandemic's consequences for society; however, it is interesting to observe the effects for Proplate.

Proplate has customers across much of the world and we dedicate a lot of time to communicating with them about how they are affected by their market, their subcontractors' restrictions and any issues that may arise. We did see some effects on customers in April and May; they suffered from a lack of delivery capacity from some of their subcontractors, mainly in Italy and France, but also in China, England and Spain.

Overall, for us, the downturn seems like it will be quick and fairly brief. We now see that the forecasts look really good.

### PARTNERSHIP

Our strategy for a very long time has been to work with the "right" customers and suppliers. By the "right" customers, we mean customers whose focus is on partnerships, shared problems and mutual solutions. Of course, this strategy involves actively selecting our customers, but also refraining from choosing those who do not consider partnership to be the most important element.

In these recent troubled times, we have received abundant proof that this works. I am glad that we have chosen this strategy and have consistently followed it. Our reward comes in times like these; now is when we can truly benefit from our incredibly strong relationships. Now is the time we can help our customers with the sudden pandemic-related problems they face, but it is also now that we receive significant support, help and understanding from our fantastic customers.

In particular, I would like to emphasize how Liebherr has shown great interest in communicating and for resolving all kinds of situations that have arisen, for themselves and for us. Manitowoc is another customer for which partnership is central.

### THE FUTURE

My assessment is that the pandemic's effects on our market are declining fairly quickly and are being replaced by an upturn. This improvement is generally being driven by the global desire to bounce back and the extraordinarily large sums that governments are investing in recovery.

For the crane industry, infrastructure investment will be a significant driver for development. The very strong growth in wind power is also of great importance to crane manufacturers. As for the mining sector, I believe that infrastructure projects and continued global expansion will drive prices and volumes upward, and this will be a good foundation for our mining-related customers. Continued strong expansion of e-commerce will have a positive impact on forklift manufacturers.

In wind power, we will see a strong business cycle in the coming years, owing to both large investments aimed at economic recovery and increased awareness with regard to eco-investments.

Max Björk, CEO Proplate



## MARKETS & CUSTOMERS

From Sweden, we deliver ready-made components around the globe. We are pleased to be newly established with a company in the U.S. We have also broadened our customer base, which now consists of more customers and industries.



# START-UP RIGHT ON TIME

On August 1, 2019, we opened the doors to our new company, Proplate USA, Inc. in Chicago. The start-up is a natural part of investment in the U.S. market.

"It is important for Proplate to have a location in the U.S. in order to meet our customers in everyday life and to understand the U.S. market in depth," states Sales Director Ian Hardy.

Proplate has a long history of working with the U.S. market and has had the ambition to establish itself in this market for some time.

Currently, there is a large expansion of wind power in the U.S. and there is a great deal of interest in Proplate's solutions for anchoring wind turbines. The large infrastructure investments that will be needed in the coming years are also believed to benefit manufacturers of equipment, such as large lifting cranes and construction machinery, and increase the need for the type of components that Proplate manufactures.

#### UNEXPECTED ADVANTAGES FROM STEEL TARIFFS

An extra push has been provided by the steel tariffs imposed by the U.S. against Europe. Paradoxically, these trade barriers have made it even more advantageous for U.S. customers to buy machined steel components from Sweden, compared with importing sheet metal and producing the components in the U.S.



"WE MAKE IT AS EASY TO ORDER FROM SWEDEN AS FROM A MANUFACTURER IN THE U.S."

Regional Sales Manager Ryan Welch



**What challenges do Proplate's U.S. customers face and how can Proplate help them?**

– Consistent high quality are some of the key challenges facing U.S. manufacturers; the difficulty of producing a high-quality component over and over again. What Proplate offers is the knowledge and experience of working with high-strength steel and the capacity to manufacture finished components based on the customer's wishes, with the same high quality every time.

**What similarities do you see between business culture in the U.S. and Sweden?**

– The greatest similarity is the drive to succeed, not only for themselves, but as an entire organization. Teamwork and service are some of the most important qualities that all my colleagues at Proplate in Sweden have.

Although Proplate USA, Inc. is located more than 4,000 miles from the production facility in Oxelösund, the support from Sweden means that I can give our customers in the U.S. the support they need on a daily basis.

**Ryan Welch**

Regional Sales Manager,  
North America

# WHEN THE DISTANCE ACROSS THE ATLANTIC NO LONGER MATTERS



Cutting a lot of thin lifting straps 40 feet long in special steel requires precision. Manitowoc chooses Proplate.

– They have the equipment and know-how. The quality of their products is exceptional, says the company's commodity manager, Anthony Sternberg.

Cooperation between the two companies began as early as 2002. Then came the financial crisis, and Manitowoc withdrew to the domestic market. However, for some years now, they have chosen a whole new strategy.

– All manufacturing in America was moved to Pennsylvania. Three things came together: the timing was good, business was good and the economy was good. That's when we looked over which partners we wanted to have again. Proplate was one of them.

The specially-made lifting straps in Manitowoc's crawler cranes now come from Oxelösund once again. It is a choice that the company's commodity manager, Anthony Sternberg, is very satisfied with.

*Why Proplate again?*

– Proplate does many things well, but they do one thing exceptionally well, that is the production of lifting straps, or boom-straps as we call them. I have not met anybody globally that can do the job that Proplate does in producing those boom-straps. I think they are number one in the field. That's why I went to them.

#### QUALITY IS CRUCIAL

An extremely high level of quality is required to meet the safety requirements of Manitowoc's products.

– Proplate has the equipment and know-how. Not many companies can cut the lengths we need. The technology that Proplate has invested in over the years supports the quality product that leaves the factory. It is also an advantage that they are next door to SSAB, but the main thing is the quality of what they make, because the boom-strap is such a safety critical part.

Many American companies, unlike Manitowoc, choose to stay in the domestic market. There are preconceptions that fees, tariffs and transport make business difficult.

*Is it complicated to have a subcontractor in Sweden?*

– No, absolutely not. Quite honestly, it doesn't matter to me if a company is next door or on the other side of the Atlantic. Not as long as the quality and costs are comparable.

*Is there any difference between working with Proplate or a domestic company?*

– Basically, no. The prices are in U.S. dollars and Proplate does a good job in taking care of all the transportation needs, so we don't have to worry about it. They provide us with a delivered product. I would say that there is no difference at all to shopping locally.

*What will your future collaboration with Proplate look like?*

– I hope it will grow. They are diversifying their product portfolio, which is good for us. We like doing business with them.



ANTHONY STERNBERG  
Commodity Manager at Manitowoc.  
The company is located in Shady Grove, Pennsylvania.



#### About Manitowoc

- The company was founded in 1902 in Manitowoc, Wisconsin.
- Manitowoc manufactures various cranes, including crawler cranes that lift hundreds of tons.
- The first crane was built in 1925.
- Today, American production is located in Shady Grove, Pennsylvania.
- Manitowoc has factories in six countries: USA, India, China, Germany, France and Italy.
- The cranes are exported all over the world. The largest markets are in the United States, Europe and the Middle East.

# WHY PROPLATE

We work in long-term partnerships with customers all over the world who have high standards of quality and service. Through an integrated supply chain, we ensure reliable deliveries directly into our customers' production.

## MANITOWOC:

Quality supplier next door to SSAB

"Proplate has the equipment and know-how. It is also an advantage that they are next door to SSAB, but the main thing is the quality of what they make, because the boom-strap is such a safety critical part."

**Anthony Sternberg**  
Commodity Manager, Manitowoc

## TOYOTA:

Longterm collaboration since 2006

"Proplate has been a continuous supplier since 2006 and has increased their business with us as we have grown. This has been possible thanks to their demonstration of quality in everything they do."

**Johan Yng**  
Category Manager Strategic Sourcing,  
Toyota Material Handling

## METSO:

Mutual development and growth

"Over the years, Metso and Proplate have developed and grown together in the area Polymet/Mill Lining. Many new products have been developed, and the joint focus for Metso and Proplate is on deliveries, quality and the good personal relations that have been developed throughout the years."

**Ulf Åström**  
Purchaser, Metso Sweden AB

## SSAB:

Strong relationships provide support during crises

"Strong ties through value chains are essential, not least in times of crisis. Therefore, SSAB sees the close collaboration with Proplate as tremendously strategic and important. It is not just about guaranteeing quality and delivery precision; the close relationship also gives us a broader and deeper perspective and helps us perform in a changing market."

**Jakob Stenström**  
Business Area Manager, SSAB

## LIEBHERR:

Know-how, reliability and efficiency

"Thanks to their extensive know-how, efficiency and reliability, as well as their desire for continuous development, Proplate has been the ideal partner for Liebherr-Werk Nenzing GmbH for many years."

**Daniel Burtscher**  
Head of Supply Department,  
Liebherr-Werk Nenzing

## SKANSKA:

Proactive & smooth collaboration

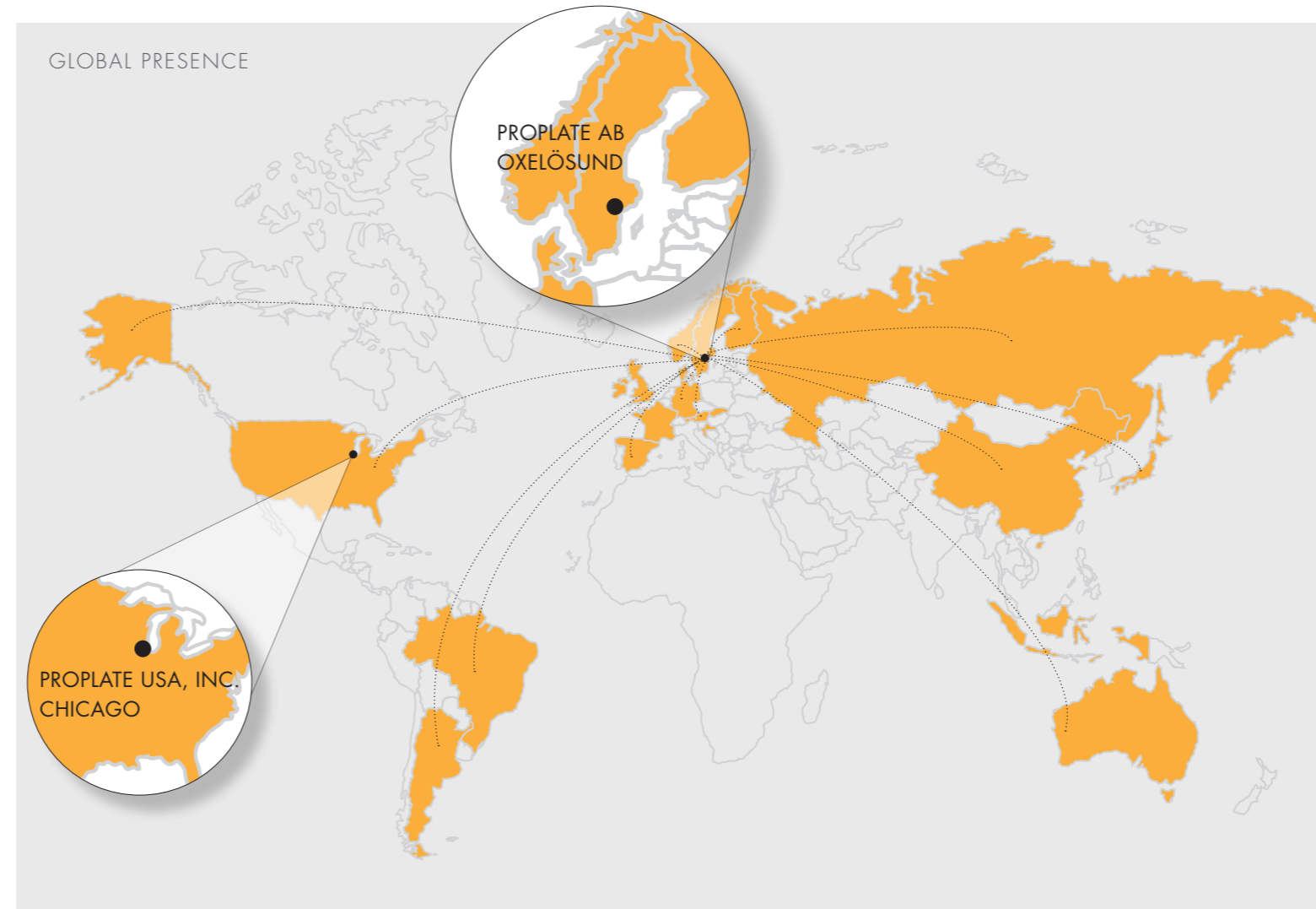
"Proplate has been proactive throughout the partnership, from working out the anchor cage design to completing the deliveries themselves. The materials arrived when we wanted them. It has simply all worked very well."

**Christer Bäcklin**  
District Manager, Skanska



# FROM OXELÖSUND TO THE REST OF THE WORLD

Proplate's products are found in advanced industrial equipment all over the world, from the straps in Liebherr's cranes to wind power foundations and mining equipment. More than 60 % of everything we manufacture is exported, mainly to Europe, the U.S. and Asia. A clear and positive trend is that our customers are demanding ever larger and more processed components.



## 15,800 m<sup>2</sup> halls

Our 170,000 ft<sup>2</sup> (15,800 m<sup>2</sup>) of halls contain seven cutting machines that are equipped with oxy-fuel and plasma torches and cutting tables up to 138 ft (42 m) long with underwater cutting capabilities. In addition, we have six high-capacity CNC-machines, an in-house paint shop and both automated and manual welding.

The production is optimized for maximum quality, short lead times and for the finished components to be easily integrated into the customer's own production chain.

### WORLD LEADING CUSTOMERS

**LIEBHERR**

**TOYOTA**

MATERIAL HANDLING

**KOBELCO**

**NORDEX**

**acciona**  
Windpower

**Manitowoc**

**Epiroc**

**valmont.™ sm**

**SKANSKA**

**metso**



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## SUSTAINABLE BUSINESS

At Proplate, we are constantly developing the sustainability of our operations. It is just as obvious as our aiming for greater heights in everything else we do. For us, this means that we take responsibility for ensuring that our production is environmentally sustainable and that we invest in a good work environment and the health of our employees.

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# A UNIQUE PRODUCTION FACILITY

Proplate's facility in Oxelösund is unique. All processes are done inside the gates. This means that we can guarantee quality at all levels, and that the production takes place with the least possible environmental impact.

The facility is adapted for large-scale and high-quality production of large and heavy components in special steel. Since we have the entire production chain in-house, fewer shipments are needed compared with hiring different subcontractors.

A large proportion of the steel used by Proplate comes from our neighbor SSAB. Thanks to the proximity to this world-leading steel manufacturer, very little ground transportation of raw materials is needed. Instead, the plates roll in to our factory around the clock through the gate that connects SSAB's area with ours. Given that we cut up to 50,000 tons of sheet metal every year, this saves a lot of carbon dioxide emissions.

The material is utilized to the full maximum by using special sizes on the plates, adapted for the components to be cut, as well as by the best nesting programs and experienced processors. Naturally, the scrap that is left over after the cutting is recycled.

The conditions for environmentally-friendly shipping of finished products are also good. We are close to one of the deepest ports of Northern Europe and the railway runs all the way to our factory area.

## About steel and CO<sub>2</sub>

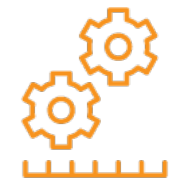
Steel is a fantastic material that can be reused over and over again. At the same time, steel production accounts for a significant proportion of carbon dioxide emissions around the world. Therefore, we are extremely proud that our neighbor and supplier, SSAB, is a world leader in the development of completely carbon dioxide-free steel.



We are specialists in the manufacturing of components and assemblies from steel plate made to exacting tolerances.



Our in-house cutting, machining, welding, painting and logistics teams offer a complete service from drawingboard to delivery.



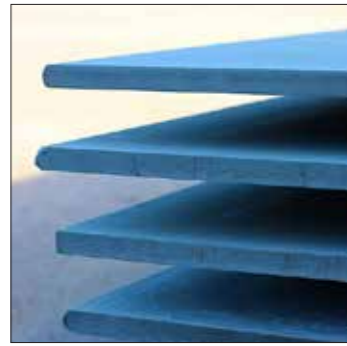
We offer a flexible production process that can be synchronised with your own, including IT integration, and full traceability.

## About certification

Proplate is quality-certified according to ISO 9001:2015 and ISO 14001:2015



DESIGN



PLATE



CUTTING



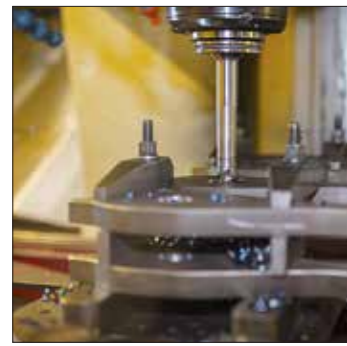
BLASTING



WELDING



ASSEMBLY



CNC-MACHINING



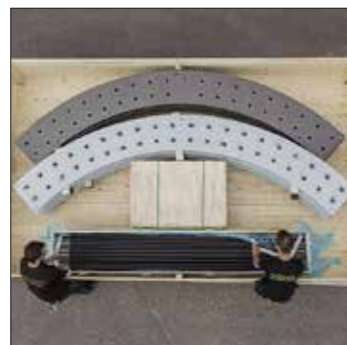
GRINDING



BENDING



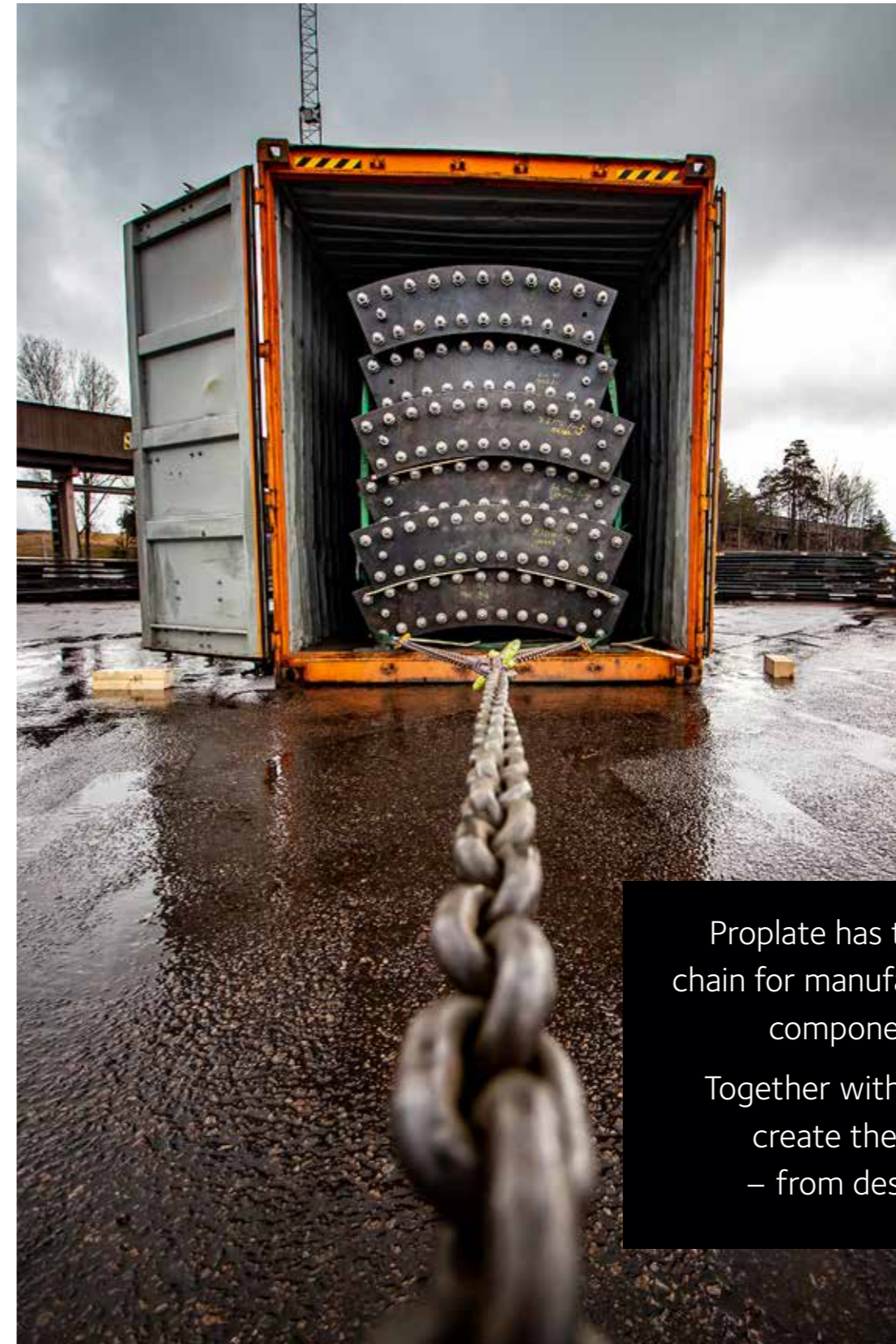
SURFACE TREATMENT



PACKING



DELIVERY



# VALUE CHAIN

Proplate has the entire process chain for manufacturing heavy plate components in-house.

Together with the customer we create the best solutions – from design to delivery.

# LONG-TERM PARTNERSHIPS

Proplate works with customers all over the world. The relationships are based on mutual trust and responsibility. We always strive for long-term and sustainable partnerships.

We largely have our customers to thank for Proplate having become the successful and international company that we are today. Their high demands on quality, service and safe deliveries have developed our competence and capacity.

Respectful and close relationships have always been important to Proplate. Many of our customers have worked with us for over 15 years. These are partnerships that have been developed and deepened through both the booms and the downturns, the good times and the tough times.

#### DEVELOPING TOGETHER WITH THE CUSTOMER

Each customer has unique conditions. Therefore, a personal dialogue is crucial in understanding in depth what is important for each one. By building lasting relationships and engaging with our customers' challenges, we can develop and find solutions together.

Requirements and expectations are constantly increasing. Quality and value for money remain fundamental, but sustainability and CSR are becoming increasingly important. For example, it may mean that the raw material is produced in a process that is as environmentally-friendly as possible, that transport is minimized and that packaging material can be reused.

Proplate's ambition is to meet the needs of every individual customer, both today and tomorrow.

#### OUR CORE VALUES

**LONG-TERM THINKING**  
**ENGAGEMENT**  
**RESPECT**  
**BRAVERY**



"It is incredibly important that we listen to our customers to fully understand what is important to them and how they wish to develop. With this insight we can best develop our solutions and our offer to satisfy their requirements today and tomorrow.

The dialogue with our customers drives how we enhance our business and how we help make our customers even better."

**Ian Hardy**  
Sales Director



# COMMITMENT & RESPONSIBILITY

High quality and sustainable production can only be achieved by motivated and knowledgeable employees. Proplate is the people who work here. Their health, work environment and skills development are fundamental.

Just as we continuously invest in modern equipment, we also invest in safety and our work environment. The fact that the cutting machines in our facilities are fitted with hoods with smoke extractors is a concrete example. The hoods also protect from disturbing light and muffle the machine noise.

“We go over safety and the environment at every group meeting, every day. They are constantly present and we work systematically on these issues. Safety issues are also at the top of the agenda at the regular improvement meetings that each department conducts to develop the business,” says Site Manager Fredrik Döring.

During the year, all employees completed a ten-hour course in falling techniques to prevent injuries from falls. The training was conducted in collaboration with the Swedish Judo Federation and was initiated by one of our employees.

Of course, every employee also has their own individual development and training plan. The arrangement is systematic and long-term, and it has been praised by the Swedish Work Environment Authority.

#### EXERCISE DURING WORK HOURS

Proplate wants to provide all employees with conditions for good health, and for many years we have been exercising during work hours. Every week, all machines and computers are turned off for two hours while we devote ourselves to different forms of exercise. It is a simple and tangible way to encourage physical activity. We are also convinced that this produces positive results in our operations.

#### PRIORITIES

**SAFETY/ENVIRONMENT  
QUALITY  
DELIVERY**



# 100

WE HAVE 100 EMPLOYEES WHO TOGETHER GUARANTEE QUALITY AND DELIVERY SAFETY

# FOUR THOUSAND HOURS

MORE THAN 4,000 WORKING HOURS ARE SPENT ON FITNESS TRAINING EACH YEAR



# 3



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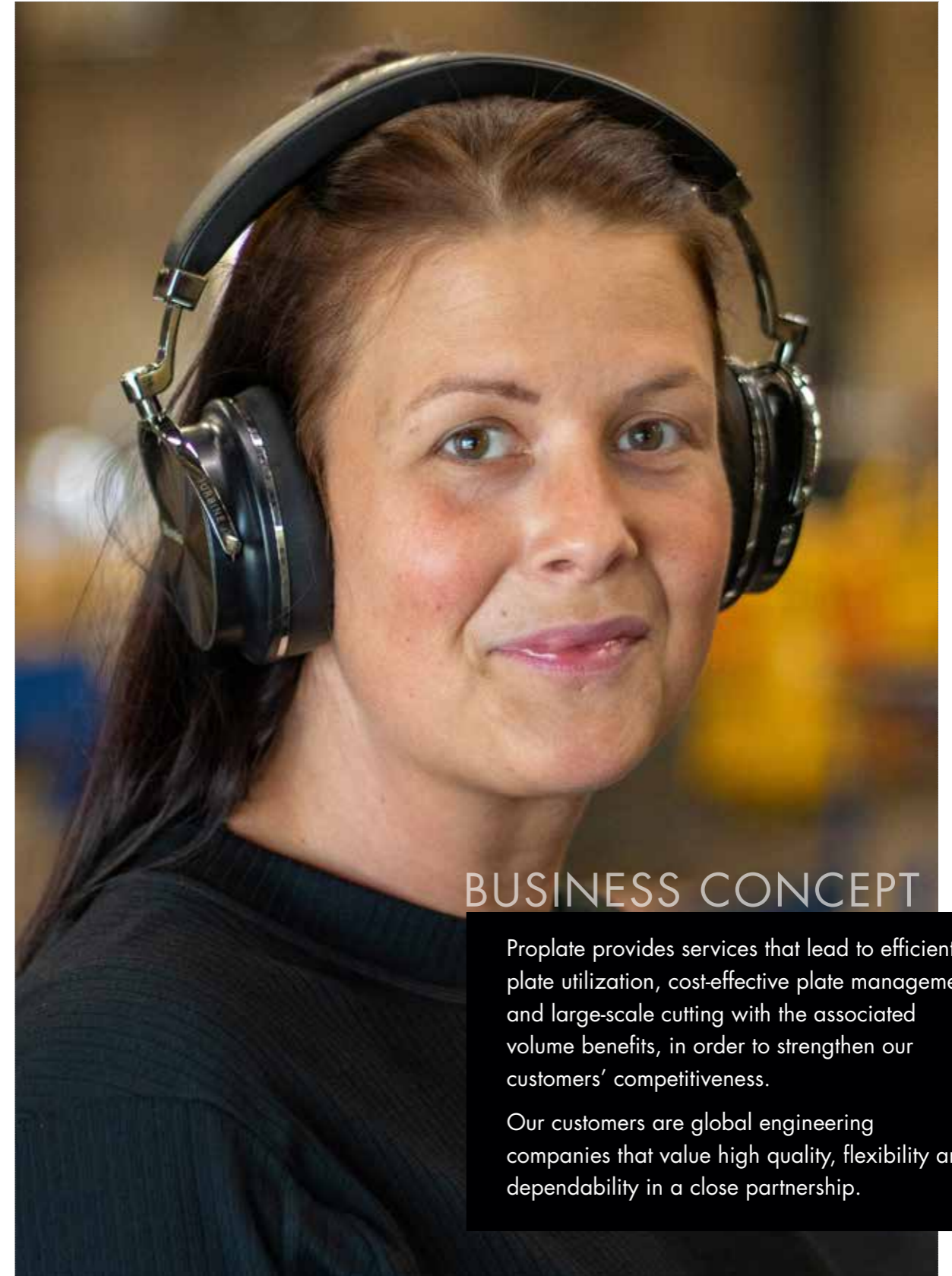
## VISION & BUSINESS MISSION

Our business mission promotes a long-term, sustainable production and distribution chain. Together with our customers and suppliers, we are constantly developing our processes in order to be able to provide the highest quality total solutions.

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# Our vision is to make the best even better

Everyone can buy machines – it is the people who make a difference. Our employees are vital to Proplate's success. It is their commitment, expertise and experience that enables us to deliver such a high quality of service and components and to help our customers become even better.



## BUSINESS CONCEPT

Proplate provides services that lead to efficient plate utilization, cost-effective plate management and large-scale cutting with the associated volume benefits, in order to strengthen our customers' competitiveness.

Our customers are global engineering companies that value high quality, flexibility and dependability in a close partnership.



# 4



## PARTS – WIND – LIFTING

We work together with customers in many different industries. Collectively, they are leaders in their fields and value high quality, reliability and flexibility. Our largest customer segments are Parts, Wind and Lifting.



# PROPLATE PARTS

“The demand for welded components has increased sharply, and we have met it with large investments in our welding capacity, not least with the new welding robot.”

– Sales Director Ian Hardy

We manufacture steel components for leading manufacturers of machines and industrial equipment worldwide. Our customers are in many different industries, from mining companies such as Metso and Epiroc to truck manufacturer Toyota Material Handling. The challenges differ, but the need for quality and short lead times is common to all.

#### FINISHED COMPONENTS

Our factory is adapted for efficient and flexible production at all stages. Our complete production chain and large capacity mean that we can not only meet our customers' high demands for size, volume and precision, but we can also provide shorter lead times than our competitors.

#### HIGH-QUALITY MATERIALS

Proplate is independent of the steel supplier and cooperates with the market's leading steel manufacturers. In this way, we make it possible for our customers to integrate their existing supply chain with Proplate in an efficient and smooth collaboration.

Our geographical proximity to SSAB means that we can shorten the delivery times for high-quality steel. Proximity also contributes to increased sustainability when the steel does not have to be transported over long distances.

## FACTS PROPLATE **PARTS**

- 01 Proplate Parts are ready to install components in thick steel plate.
- 02 We manufacture components in plates up to 11,8 inches (300 mm) thick.
- 03 Collaboration with the market's leading steel manufacturers guarantees access to the right quality.
- 04 We cut, process, weld, mount and paint the components that go directly into the customer's production line.
- 05 We are welding-certified according to EN 1090-1 EXC3 and ISO 3834-2.

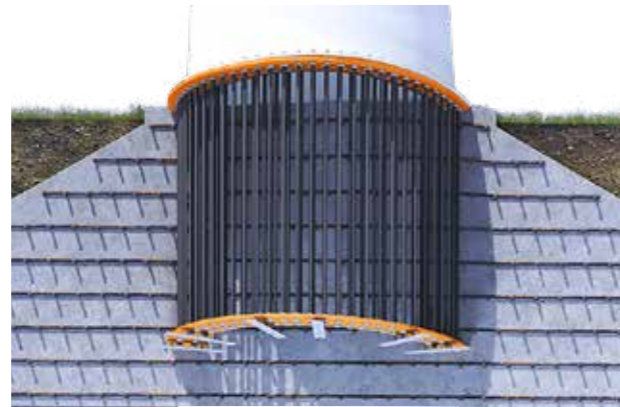


WHEN THE  
REQUIREMENTS  
ARE EXTREMELY  
HIGH



## FACTS PROPLATE WIND

- 01 Proplate manufactures anchorage solutions for all types of land-based wind turbines.
- 02 The anchor rings are cut and processed in steel plate of up to 6 inches (150 mm) thick.
- 03 We collaborate with market leading bolt suppliers.
- 04 We offer various delivery configurations:
  - Pre-assembled sections;
  - Flat packages containing all components
  - Separate delivery of components for bolt baskets.
- 05 With our pre-assembled baskets, on-site installation time is reduced by up to four days.



WIND TURBINES AROUND THE WORLD ARE GETTING LARGER AND ARE BEING EQUIPPED WITH INCREASINGLY MORE POWERFUL TURBINES. THIS IN TURN INCREASES THE REQUIREMENTS FOR SAFE, STABLE FOUNDATIONS.

## PROPLATE

# WIND

At Proplate in Oxelösund, we manufacture foundation solutions for wind farms worldwide. Leading actors like Nordex Acciona Windpower, Envision and Skanska rely on our solutions.

### PROPLATE SOIL SECURE

The traditional gravity foundation bolt basket is known as Proplate Soil Secure. It is designed for wind turbines to be erected on land without contact with rock. The bolt basket is tailor-made according to the tower manufacturer's specifications.

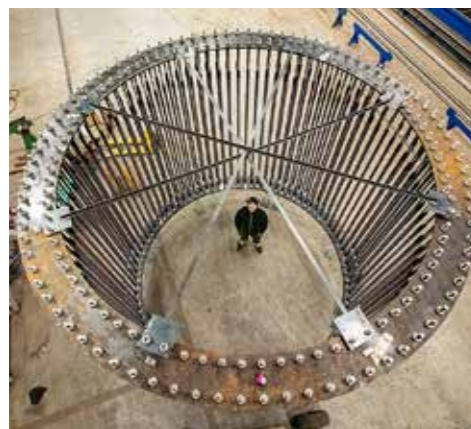
### PROPLATE MIXED SECURE

Mixed substrate where soil and gravel cover bedrock can often be a challenge. Proplate Mixed Secure is the secure solution. The system is always adapted to the circumstances of the site and consists of an optimized bolt basket in combination with long rock anchors.

### PROPLATE ROCK SECURE

For stable anchoring of wind turbines located directly on rock, Proplate Rock Secure is the choice. The anchorage consists of a very strong steel ring with two extra holes for rock anchors. The foundation is extremely strong and holds where it blows the hardest.

Wind turbines must be firmly anchored. Proplate manufactures foundations that are safe regardless of the substrate. We offer complete solutions for soil, gravel and rock.



# PROPLATE LIFTING

Proplate is the world's leading manufacturer of straps and other critical components for the crane industry. Among customers who rely on our expertise are global names such as Liebherr, Kobelco and Manitowoc.

Proplate is the world's leading supplier of straps for lifting cranes. Our Proplate Straps are extremely critical components in crawler cranes, harbor cranes, mobile cranes and special cranes.

The straps are the crane components subjected to the greatest stress, especially in crawler cranes, where they link the boom and counterweights and must withstand lifting of up to 3 000 tons.

#### THE BEST MATERIALS

The quality requirements are extremely rigorous and our tests are therefore extremely accurate. Proplate Straps are made of high-strength structural steel. We use the best materials on the market. Primarily we collaborate with SSAB, but also with Dillinger Hütte.

A hardened structural steel that is intended to return to its original shape after heavy loading is difficult to handle, especially in manufacturing long and thin straps. It takes significant experience and expertise to succeed.

#### FULL TRACEABILITY

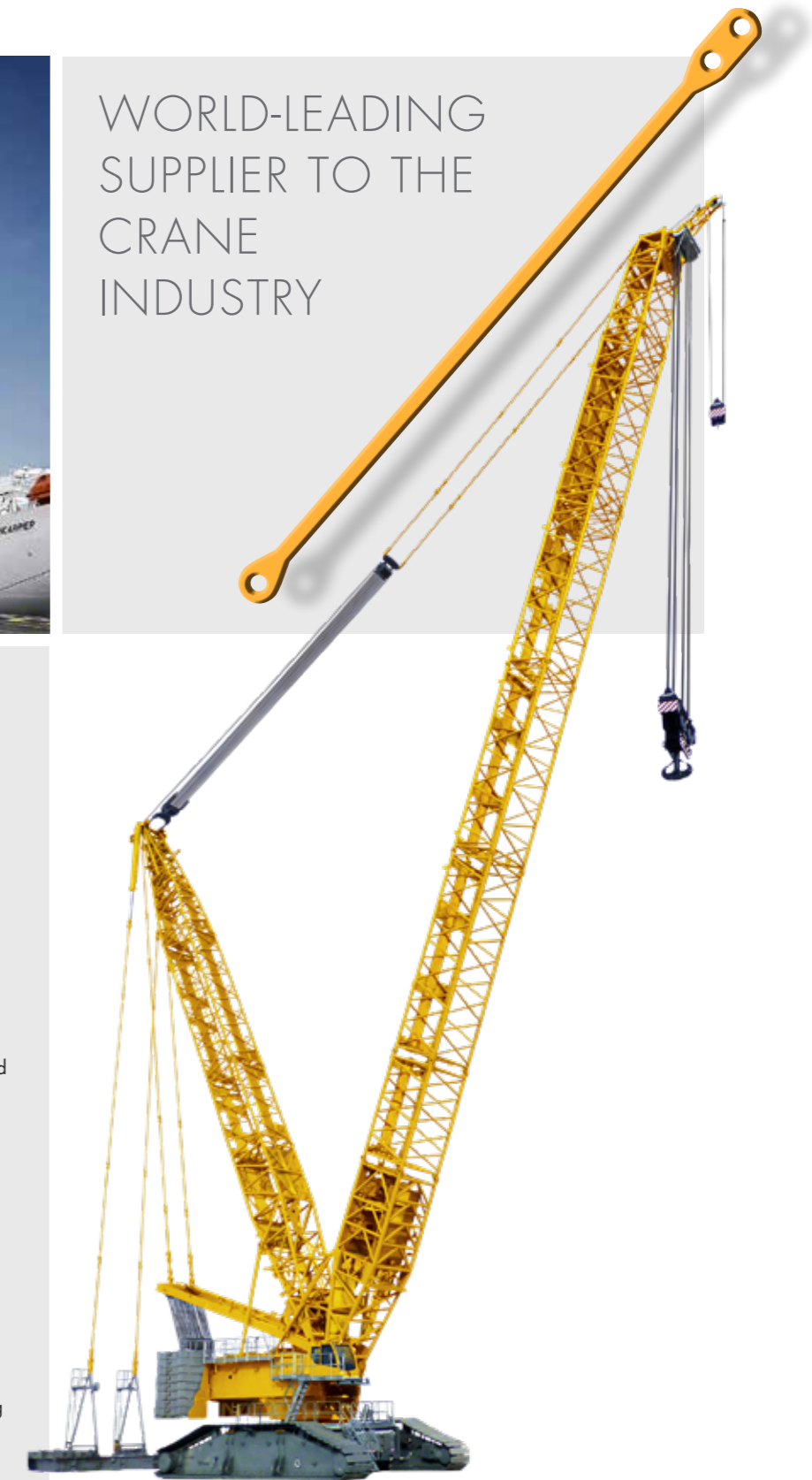
Our facility is specially adapted for manufacturing long, heavy and complicated items. Before leaving the factory, the straps are tested with magnetic powder to ensure that they are crack free. Of course, we also have full traceability back to the original plate.



WORLD-LEADING  
SUPPLIER TO THE  
CRANE  
INDUSTRY

## FACTS PROPLATE LIFTING

- 01 Proplate Straps are high-strength tension bars for lifting cranes.
- 02 Our straps are cut, machined and painted in high-strength structural steel.
- 03 Many straps are also mounted or welded.
- 04 Length: 1.5–56 feet (0.5–17 meters)  
Thickness: 0.4–2.8 inches (10–70 mm)
- 05 Proplate Straps enable lifting of up to 3,000 tons.



## BOARD OF DIRECTORS



**PETER EKLUND**  
Chairman of the board

CEO of BIOMETRIA ek.för. Board member of A Persson Affärsutveckling AB. Formerly CEO of Bergkvist-Insjön AB, chairman of Weda Skog AB, Svenskt Trä, Nordhydraulic AB and Naturbränsle i Mellansverige AB as well as board member of Bergkvist-Insjön AB.

**LISA PERSSON**  
Board member

Fifth generation of the founding family. Graduated from Stockholm University. Active in the parent company A Persson Affärsutveckling AB.

**ANDERS PERSSON**  
Owner, Proplate Group

Fourth generation entrepreneur and market economist. Anders Persson has worked in steel and IT and was previously CEO and owner of Smidesbolaget L. Persson AB in Degerfors and Proplate IT AB.

## GROUP MANAGEMENT

**MAX BJÖRK**  
CEO

Max Björk has previously been president of several of the Group's companies. He has also been a regional manager for Knight industriteknik AB, Deputy CEO of the Lesjöfors Group, and CEO and owner of Projektledarna. Previous board assignments include various companies in the UK, Norway, Denmark, Finland and Sweden.

**IAN HARDY**  
Sales Director

Ian Hardy has 30 years of international experience in senior roles within the steel industry. His roles have included being CEO of Spartan UK in England. He has also been CEO of Outokumpu Plate Service Centre Group, with six steel service centers in Europe.

**JOHAN BJÖRKLUND**  
CFO

Johan Björklund is CFO of the Proplate Group. He started at the company in 2009 as CFO of Oxelösund AB. Johan has prior experience as chief financial officer at companies like the Swedish building materials group Elof Hansson Bygg-Gross, where he also held several Board positions in the Group's subsidiaries.

## PROPLATE OXELÖSUND AB MANAGEMENT



**MAX BJÖRK**  
CEO

The Group is headed by CEO Max Björk, who acts in accordance with the guidelines from the company's Board of Directors.



**IAN HARDY**  
Sales Director

The sales department has the whole world as its workplace. Our sales team possesses a deep understanding of customer needs, great technical skills and broad international experience.



**JOHAN TÖRNQVIST**  
Senior Technical Advisor

Focus on technical competence and new technology is a prerequisite for maintaining our position as a leader in quality, precision and innovation.



**FREDRIK DÖRING**  
Site & Production Manager

Proplate's production plant has expanded significantly and offers extensive capacity in cutting, machining, welding and painting.



**JOHAN BJÖRKLUND**  
CFO

Proplate's stable finances and profitability provide the prerequisites for increased investment in the business.



**HENRIK NORDLÖF**  
IT Manager

IT is an important part of Proplate's strategy of becoming a close partner with customers. Our motto "On the Cutting Edge" applies here just as it does in other parts of the business.



One of the world's most modern  
cutting and machining plants



**PROPLATE OXELÖSUND AB**

Box 14  
613 21 Oxelösund  
Besöksadress: Folkegatan 56  
Tel 010 19 54 100

[WWW.PROPLATE.SE](http://WWW.PROPLATE.SE)

