

A large yellow and black PONSSE tracked loader is shown in a forest setting. The machine is positioned on the left side of the frame, facing right. It has a large cab with a glass windshield and a prominent front-mounted bucket. The background consists of tall, thin trees and a dense canopy of green leaves. The overall scene is brightly lit, suggesting a sunny day.

**PONSSE**

**PONSSE**  
**Press conference**  
**Arto Tiitinen**

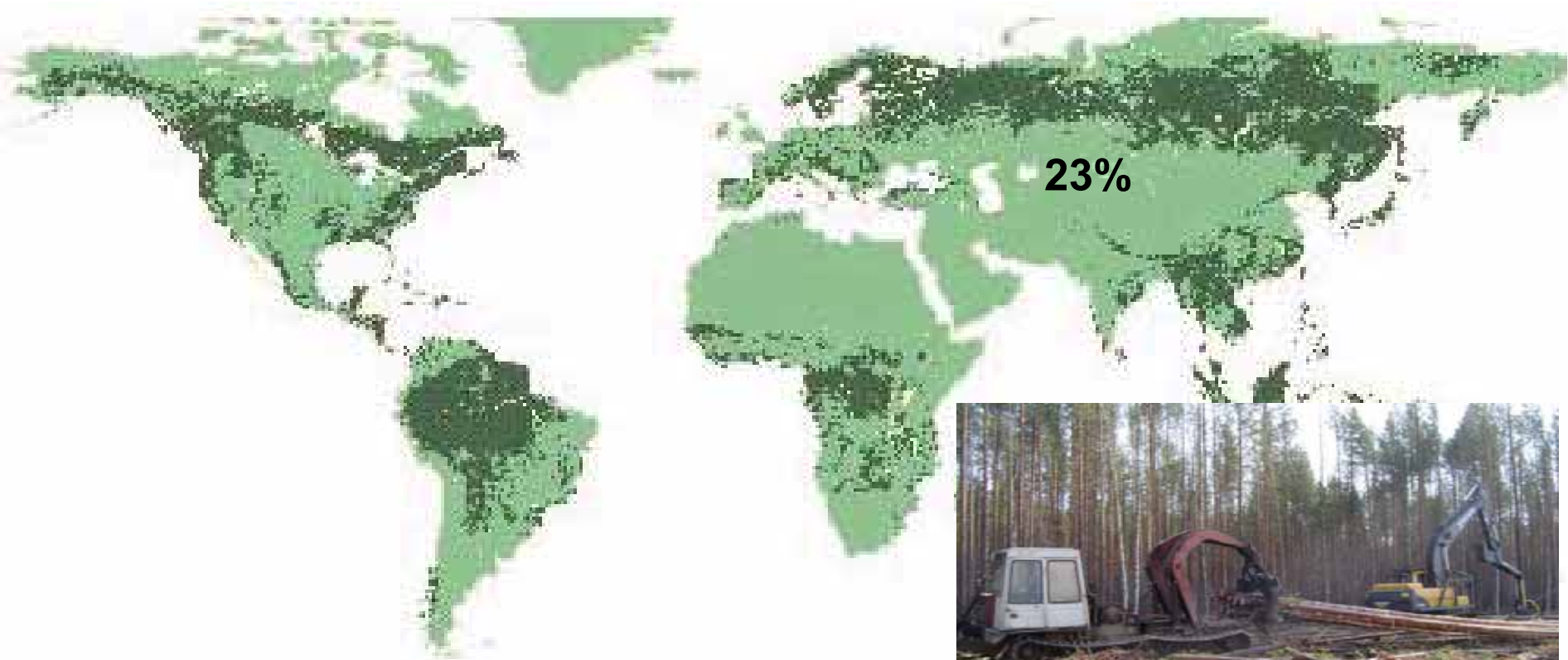
January 15, 2007, Vieremä

Ponsse is a service, sales, technology and manufacturer company which is committed to create customer success and be a leader in environmental friendly CTL business in the future.

**January 2005: Global service center in Iisalmi**



## January 2005: subsidiary in Russia



23% of global forest reserves are located in Russia



# January 2006: new assembly factory started with new layout



January 2006: technology & engineering director nominated from John Deere Forestry, Mr. Seppo Taatila



# January 2005: Ponsse Academy established



April 2005: Ponsse Latin America established



June 2006: Ponsse Latin America factory inauguration

## The world biggest euca fields in Brazil, before plantin the trees



# The world biggest euca fields in Brazil



## January 2006:Customer Service Center in Vieremä



## May 2006: EPEC new production line inauguration



*Ponsse's own technology company employs 110 people*

# September 2006: Ponsse expands its product range → METKO

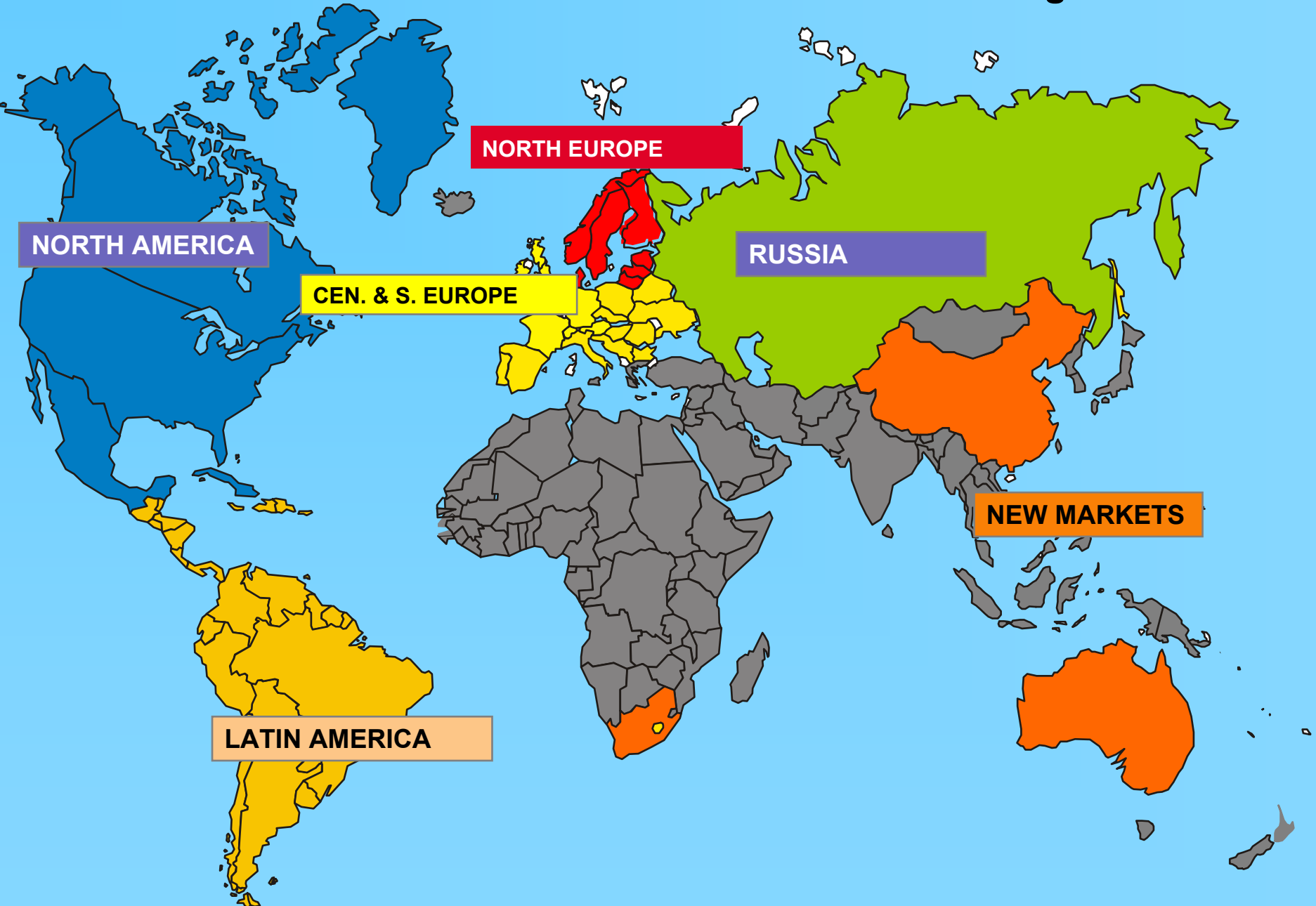


Ponsse Elephant

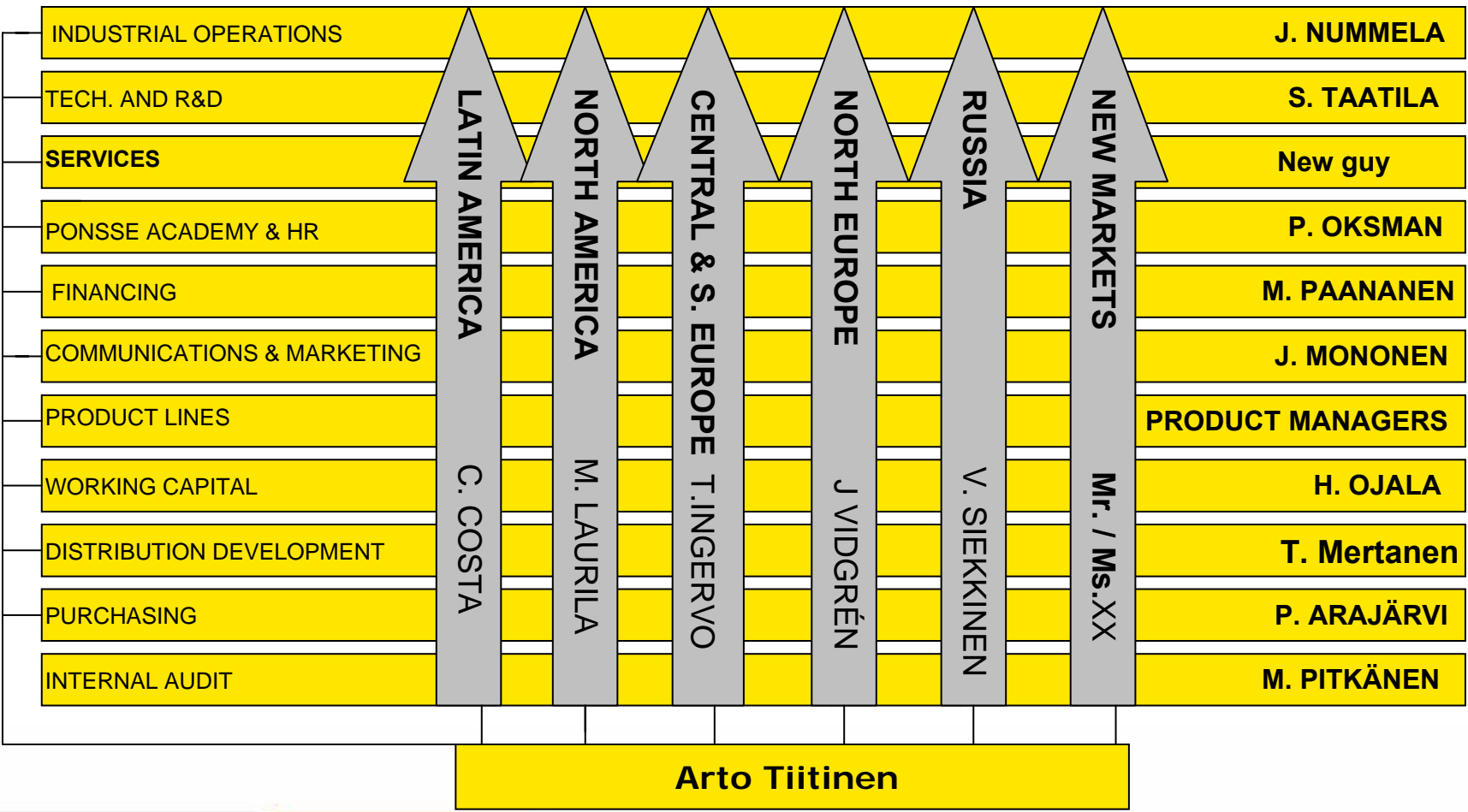


Ponsse Bear

# October 2006: Ponsse divides the world into six strategic areas



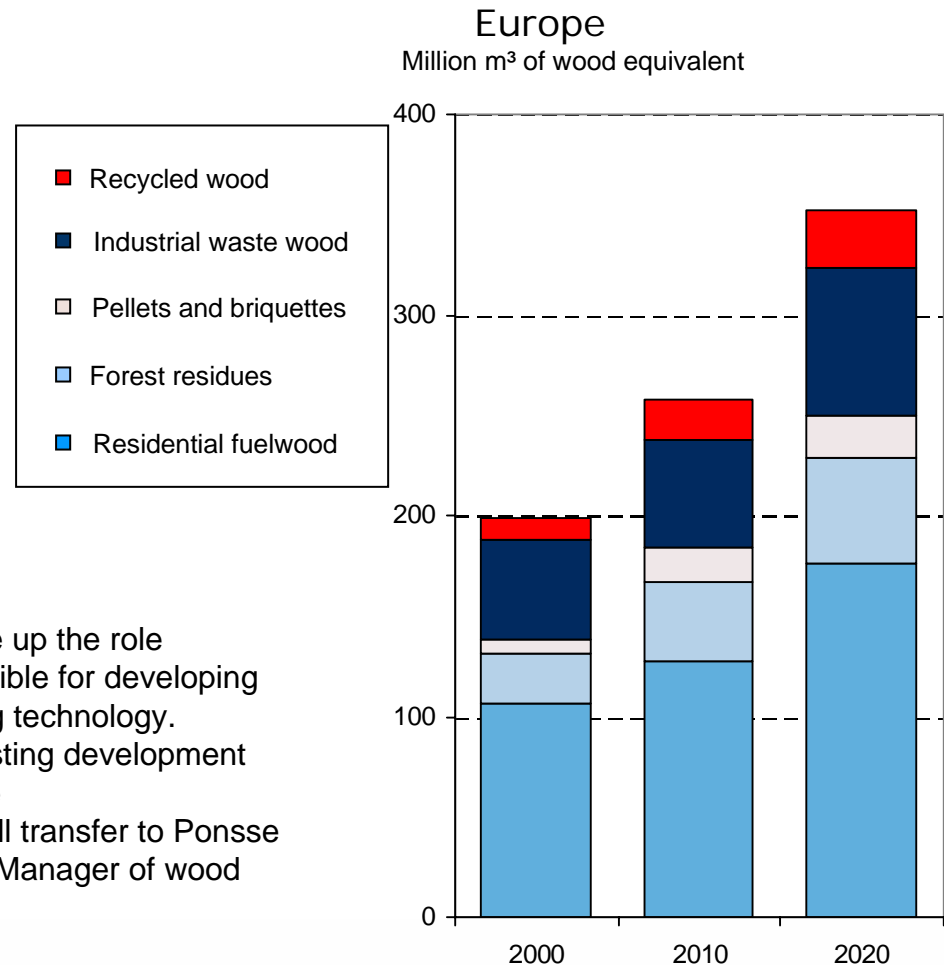
**CUSTOMERS**



## November 2006: Ponsse invests in renewable energy



**Hannu Airavaara**, (61), Engineer, has been invited to take up the role of Ponsse Oyj's Development Director. He will be responsible for developing renewable energy and small-dimensioned wood harvesting technology. Mr. Airavaara has considerable experience in wood harvesting development tasks in the Finnish forest industry, and his influence in the development of the industry is significant. Mr. Airavaara will transfer to Ponsse from UPM-Kymmene Oyj where he worked as Resources Manager of wood procurement logistics.



## November 2006: Ponsse Business Park in Vieremä



**Ratesteel, HT Lasertekniikka, Hytar Oy**



Suppliers network development process created an idea that we need suppliers in Vieremä close to the factory. The municipality of Vieremä took the idea positively. Today we have in our Business Park one company and soon more. We have in our discussions international suppliers, and they are interested in the idea.

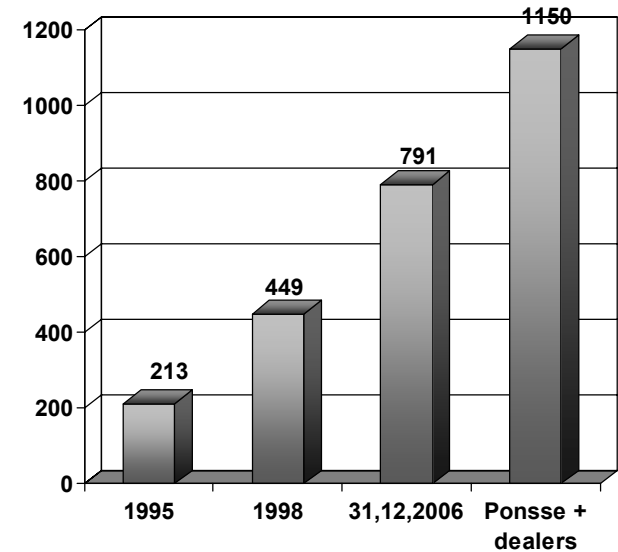
Investments in Vieremä 2005-2006

15.800 m<sup>2</sup> → 23.500 m<sup>2</sup>



400 people in Vieremä

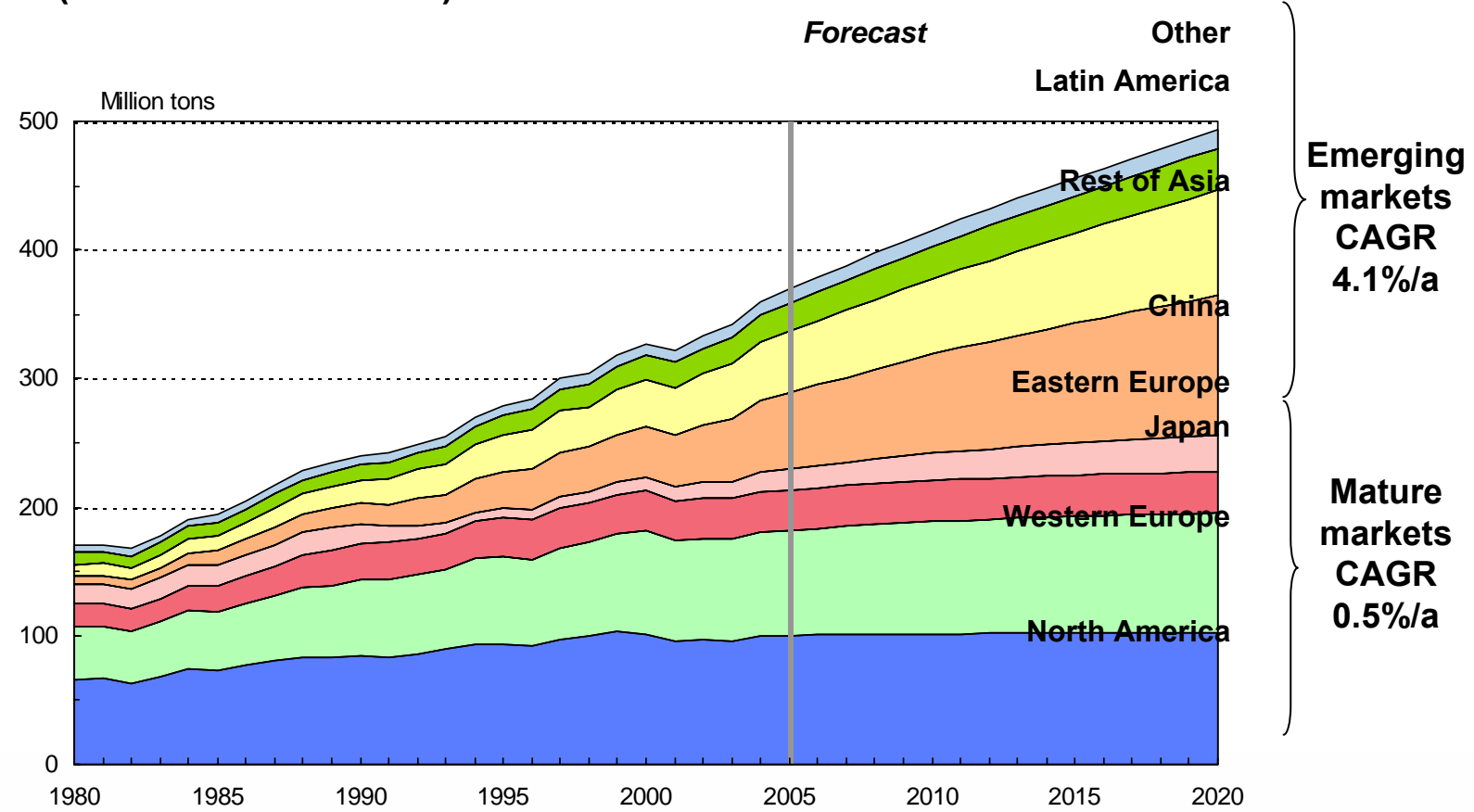
# Ponsse team globally



**Average age 38 years**

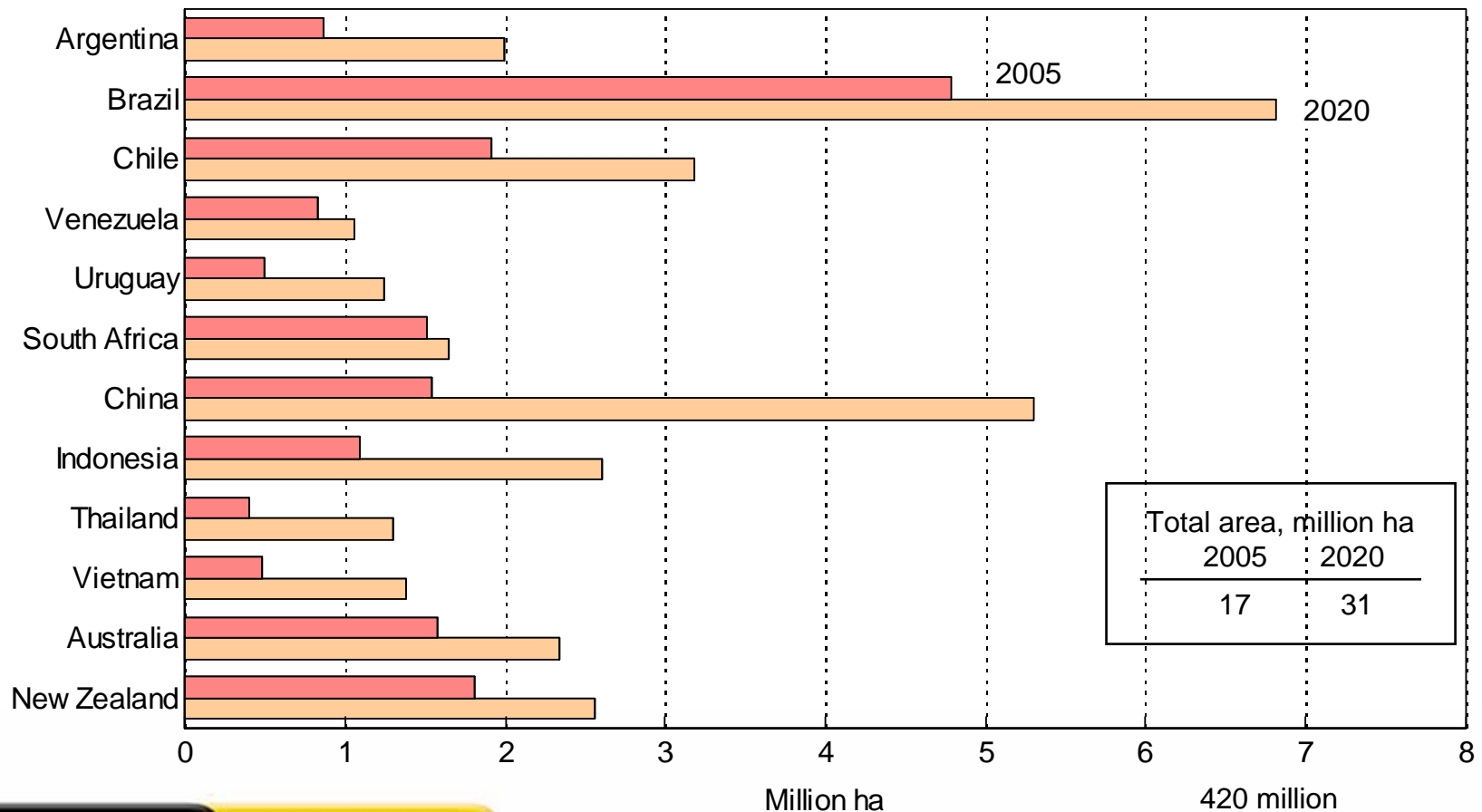
# World Demand for Paper and Paperboard till 2020

**World demand for paper and paperboard is forecast to grow from 360 million tons in 2004 to 494 million tons by the year 2020, corresponding to an average growth rate of 2.1%/a (or 8.4 million tons/a).**

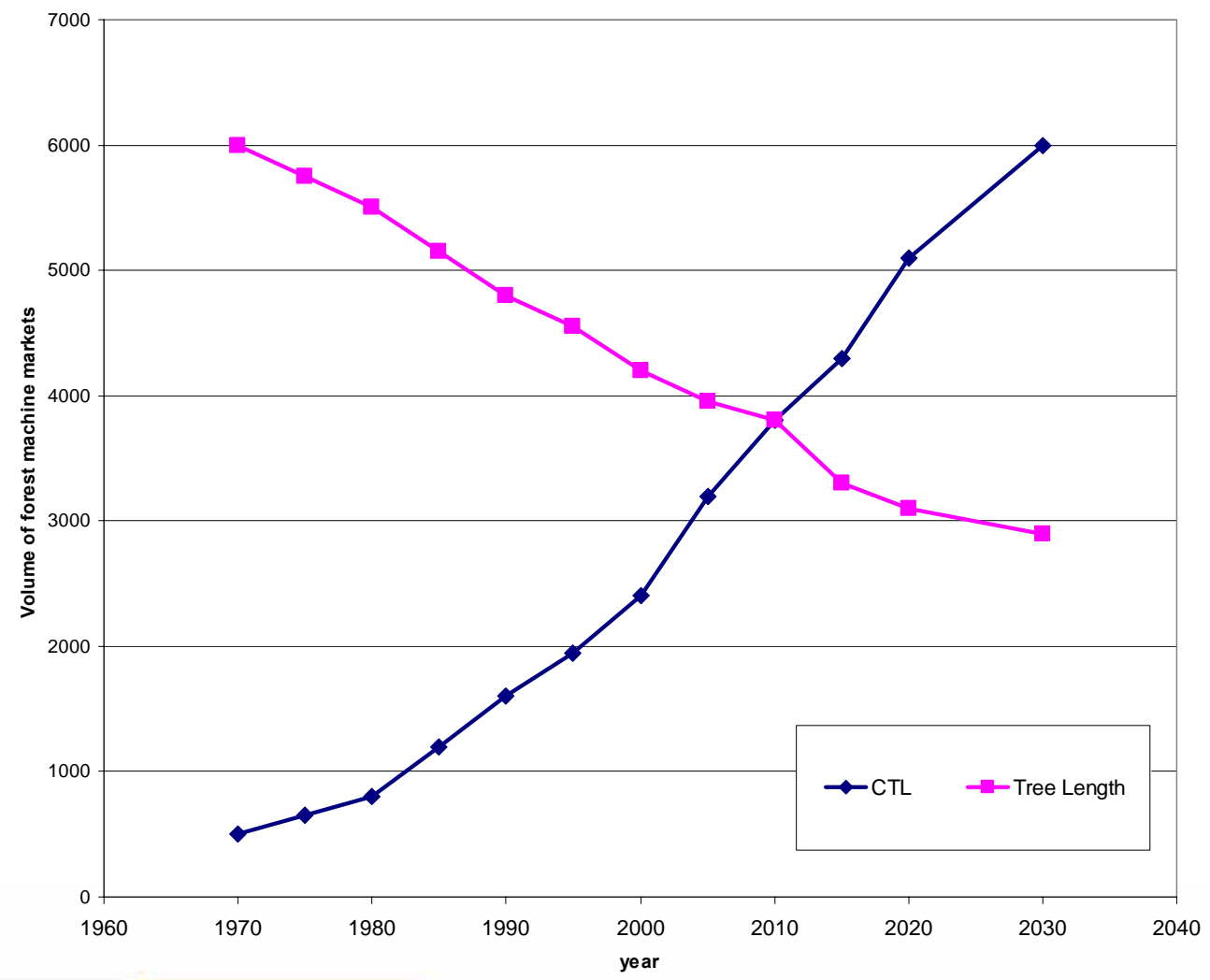


# Area of Industrial Fast-growing Plantations 2005 and 2020

**Area of industrial fast-growing plantations will increase by 60 % by 2020.**

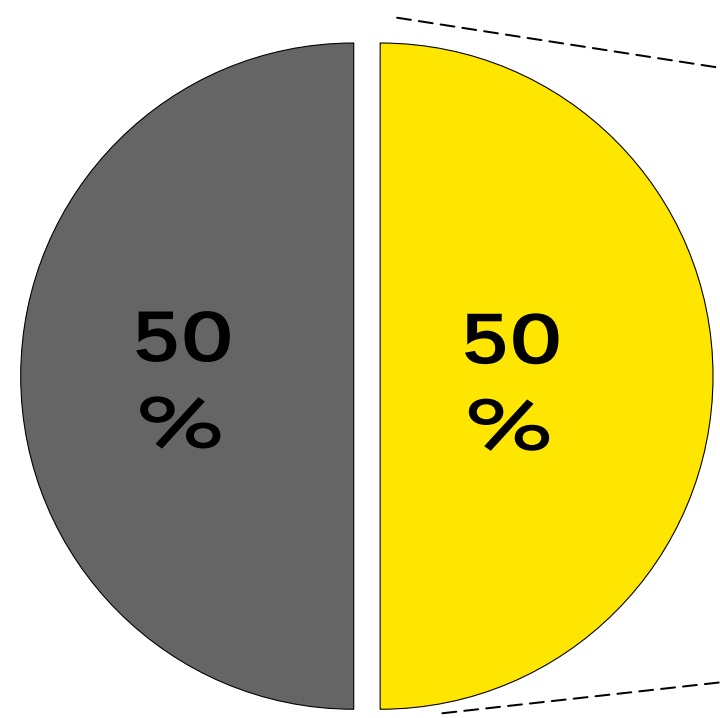


# TLM & CTL global market trends 1970-2030

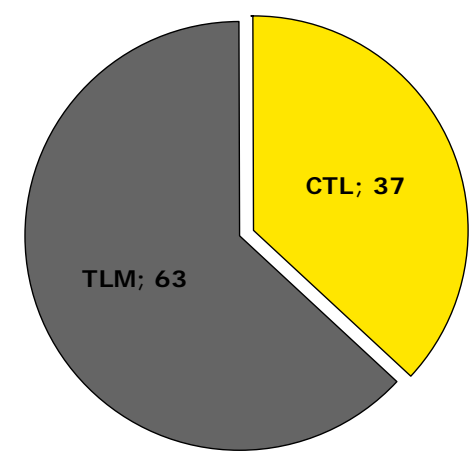


# THE GLOBAL WOOD HARVEST

- Mechanical harvesting
- Manual harvesting



- CTL
- TLM



CTL = Cut-to-length, TLM = Tree length method

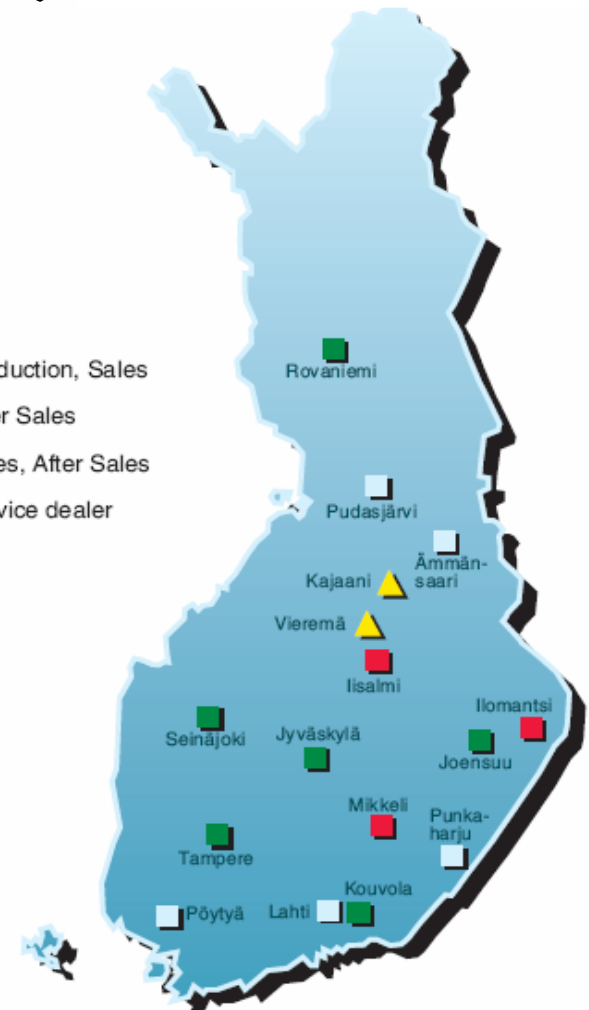
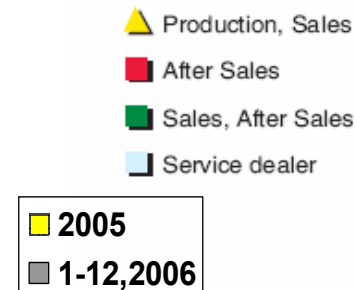
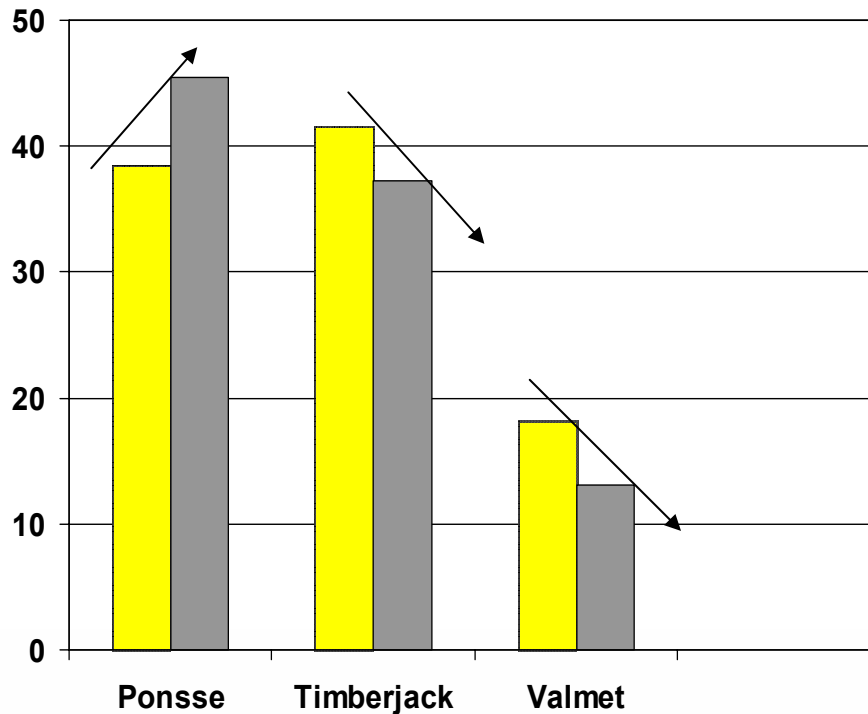
[1991: ctl 20 %]

## 2005 / 2006: MARKET SITUATION IN FINLAND

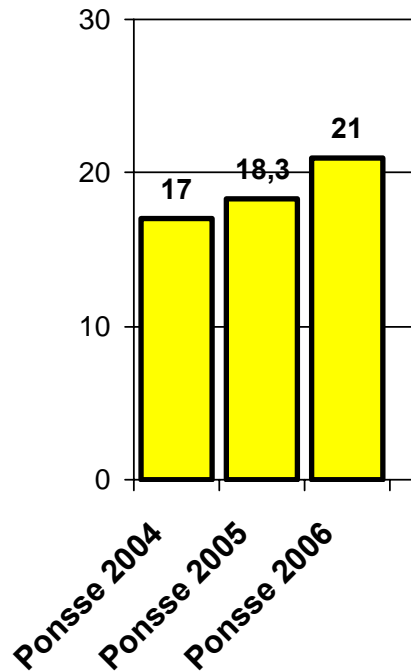
Ponsse's market share is 45.4% (1-12/2006)

JD (Timberjack) market share is 37.3%

Komatsu (Valmet) market share is 13.1%



# PONSSE'S GLOBAL MARKET SHARES 2004 - 2006



■ 2004 - 2006

Source: Ponsse Oyj

## Ponsse's state-of-will

Ponsse is ready to make acquisitions and business transactions if they support our chosen strategy, strengthen Ponsse's market value and position, and ensure our competitiveness and profitability.

# European Road Show 2007



Finland, Baltic countries, Poland, Czech Republic, Germany, Austria, Belgium, France, Spain, UK, Denmark, Norway, Sweden