

# COMBIWOOD GRUPP

Largest woodworking company in Estonia

- History of Combiwood Grupp began in 2005 when production of mouldings started at the Combiwood OÜ factory in Helme
- Relying on already well established sawmilling industry and generally lower costs, a competitive advantage was realized over Scandinavian peers in the production of further processed products
- Over time the group was expanding in both directions of value chain i.e. going into sawmilling for securing stable raw material flow as well as building own distribution channels in main markets
- At present the emphasis is on the efficiency in production, achievable through investing in best available technology, as well as in logistics and management
- In most cases, management participates as shareholders in the companies they manage
- We are a decentralised company with strong belief that the entrepreneurial spirit is key to our success







2021

Puit-Profil

2018

Combiwood Barkevik

2017

Combistock, Combiwood Sverige

2014

Combimill Reopalu, Ecobirch

2013

Vincom

2012

Combimill Sakala

2010

Comblink, Vindor

2005

Combiwood

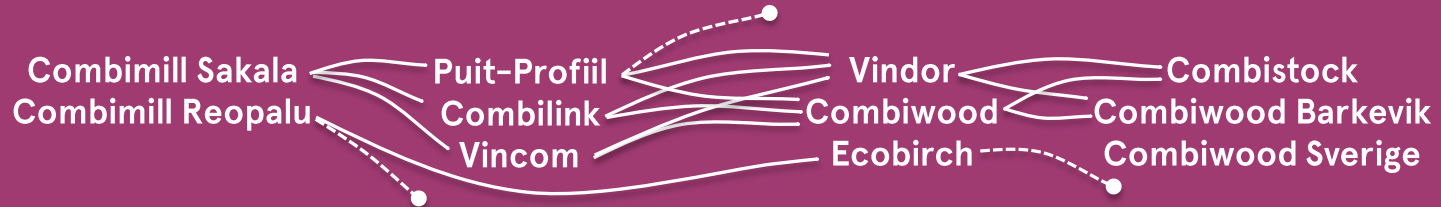


- 51% of Estonia is covered with forest, totaling over 2.3 mil. hectares.
- 25% of forest area has economic restrictions in which 14% is strictly protected forests.
- The area of Estonian forests has nearly doubled in the last 50 years. Supply has increased 2.5 times.
- The volume of the growing forest reaches to 486 mil. m<sup>3</sup>. (2017)
- Long-term sustainable annual cutting volume is 12-15 mil. m<sup>3</sup>.
- Estonian biggest forest owner and our main supplier, State Forest Management Centre, has been awarded two sustainable forest management certificates - FSC® and PEFC





# We are vertically integrated







## Estonian leading vertically integrated group of woodworking companies

- All used roundwood is of Estonian origin and FSC Mix Credit or FSC Controlled wood
- We manage the majority of the stages of the production chain of our products
- Our companies are led by people with over 20 years of experience in the industry

## Main product lines

- Sawn timber
- Glulam details
- Finger-jointed products
- Painted and non-painted interior mouldings
- Birch edge-glued panels

## Main export markets

- Scandinavia
- Central Europe
- USA





## Kiln dried (including extra dried) and standard sawn softwood

### Combimill Sakala OÜ

- Product: pine sawn timber
- Annual production volume: 130 000 m<sup>3</sup>

### Combimill Reopalu OÜ

- Product: spruce and birch sawn timber
- Annual production volume: 135 000 m<sup>3</sup>





## Finger-jointed and gluelam components for consumer goods industry

### Vincom OÜ

- Product: Finger-jointed and gluelam components
- Annual production volume: 65 000 m<sup>3</sup>

### Combilink OÜ

- Product: Finger-jointed components
- Annual production volume: 35 000 m<sup>3</sup>

### Puit-Profiil AS

- Product: Finger-jointed and gluelam components
- Annual production volume: 40 000 m<sup>3</sup>







## Painted interior mouldings, interior panels, components for the window and door industry

### Vindor OÜ

- Door frames (int & ext), window frames, window sills, interior wall and ceiling panels, stair parts
- Annual production volume: 40 000 m<sup>3</sup>

### Combiwood OÜ

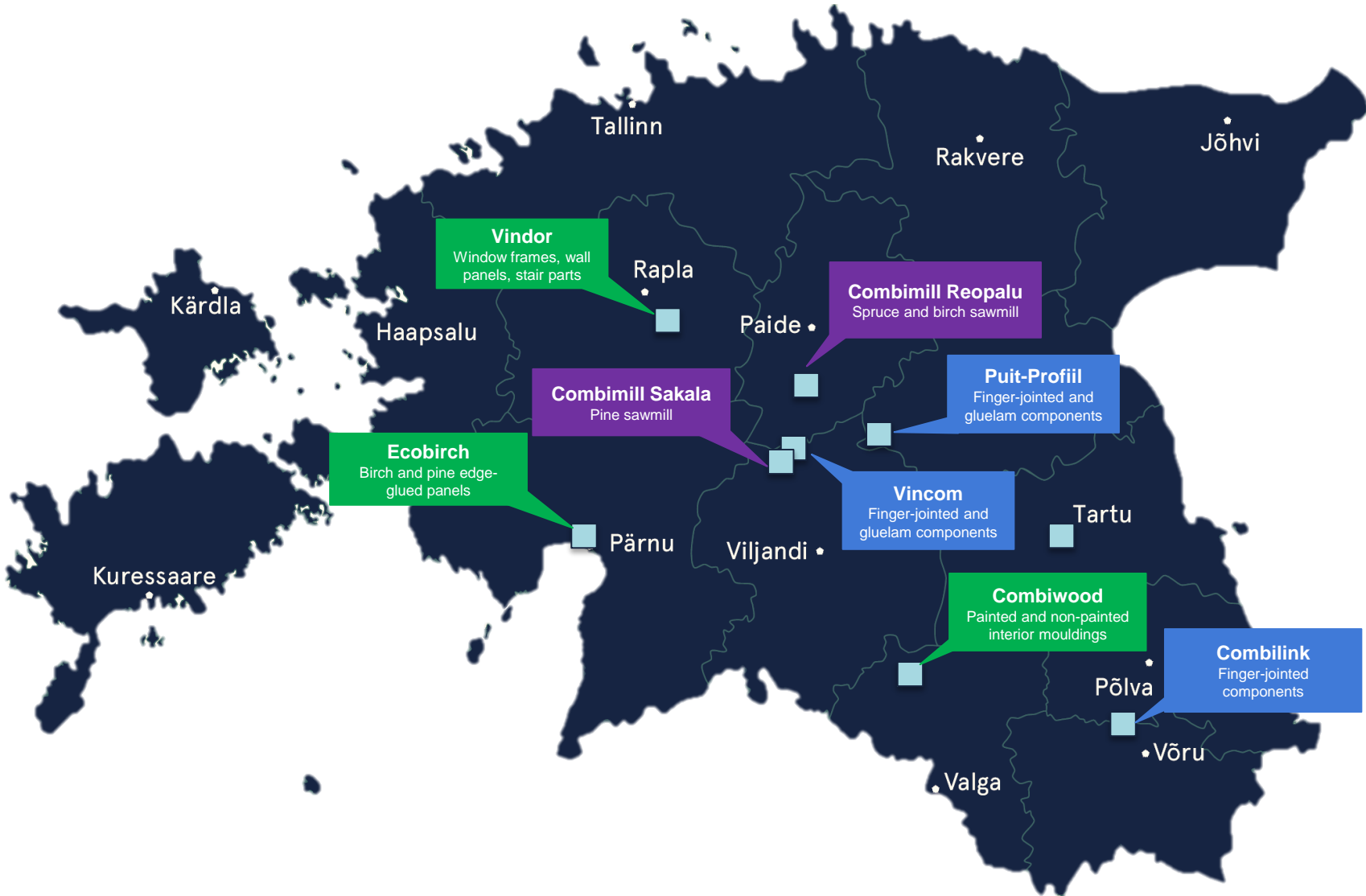
- Painted and non-painted interior mouldings
- Annual production volume: 45 000 m<sup>3</sup> or 70 000 000 running metres

### Ecobirch OÜ

- Product: birch and pine edge-glued panels, pine finger-jointed components for the window and door industry
- Annual production volume: 40 000 m<sup>3</sup>









## Combiwood Barkevik AS

- Norwegian sales and logistics
- Two distribution centres located in Helgeroa and Mo i Rana
- Pick and pack deliveries to Norwegian retailers
- Market leader position for its product range in Norway

## Combistock OÜ

- Swedish and Finnish logistics
- Distribution centre located near Tallinn, Estonia
- Pick & pack deliveries to Swedish retailers
- One of the leading players for its product range in Sweden

## Combiwood Sverige AB

- Swedish sales organisation working in close co-operation with Combistock team





## Iriscorp Transport OÜ

- Logging, log transport and timber trade

## KC Energy OÜ

- Development of solar parks

## Lumbar OÜ

- Woodchips production and sales for usage in energy generation and pellet factories

## OY Haka-Wood AB

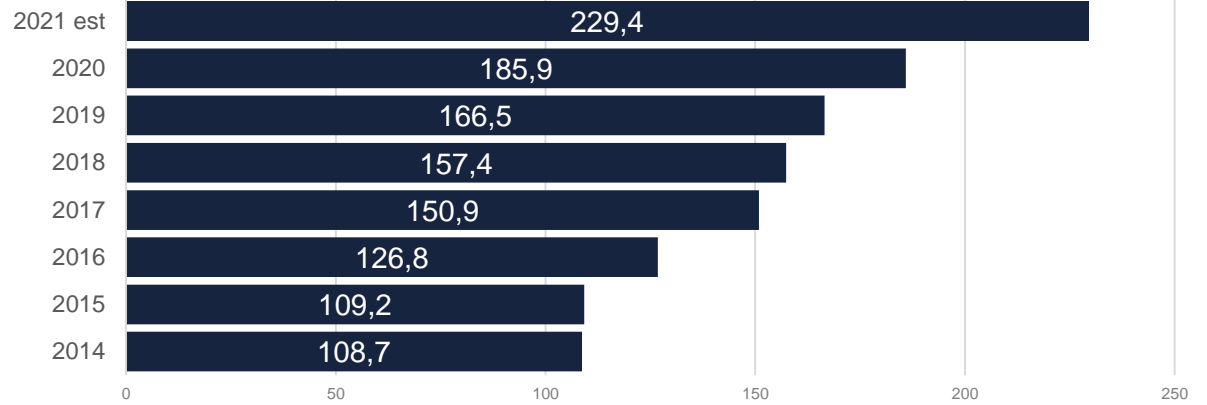
- Birch sawmill in Finland



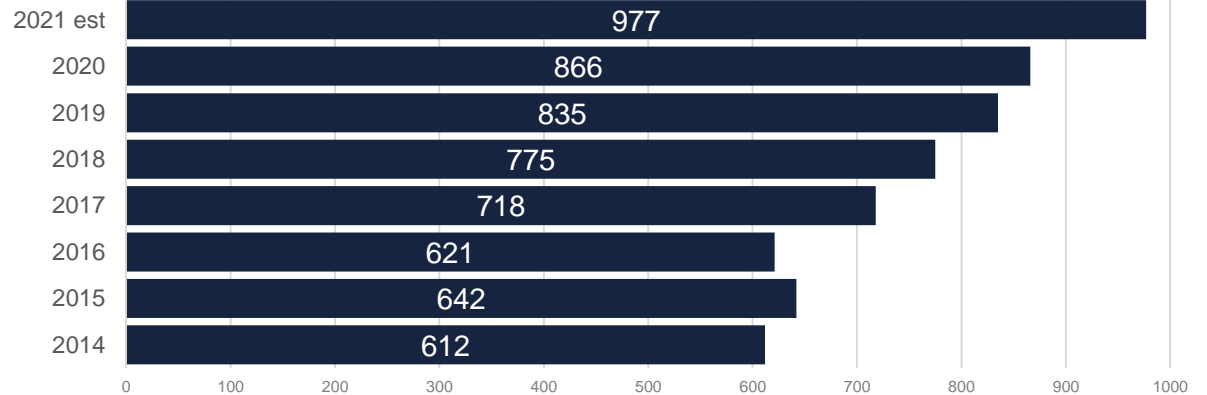




## Revenue mil. €



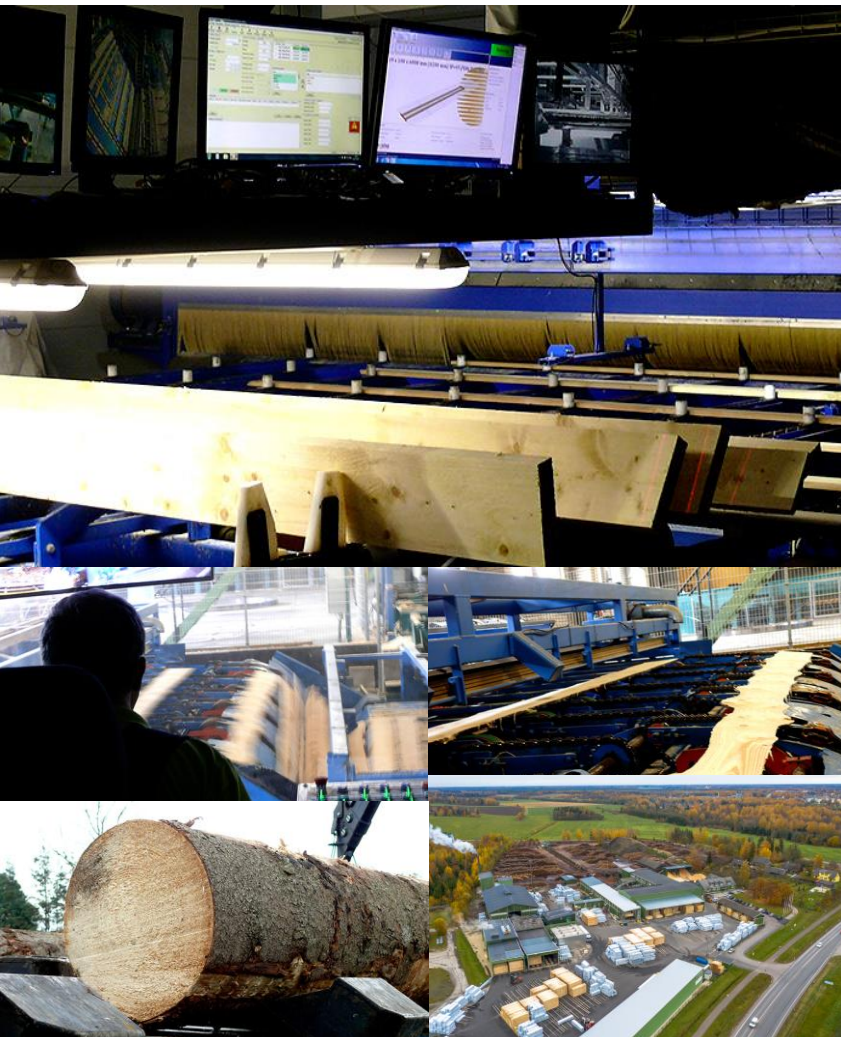
## Employees





# PRODUCTION COMPANIES

The image features a night sky with a vibrant purple aurora borealis. The aurora is a large, glowing, vertical band of light that dominates the center of the frame. The sky is dark blue and black, with many small stars visible. At the bottom of the image, there is a dark silhouette of a forest of trees.



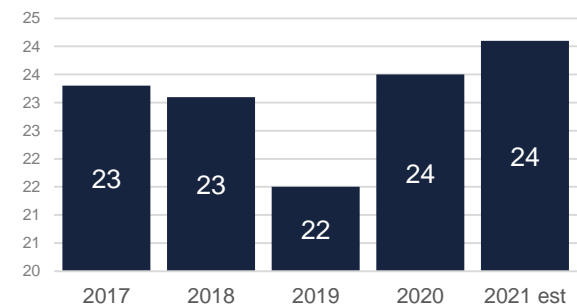
## Products

Spruce and birch  
sawn timber

Established in 1952

Member of the Group  
since 2014

## Revenue mil. €



## Production volume m<sup>3</sup>

2017	115 698
2018	128 700
2019	122 314
2020	133 596
2021 (estimate)	135 000

## Employees

2017	55
2018	56
2019	58
2020	58
2021 (estimate)	58



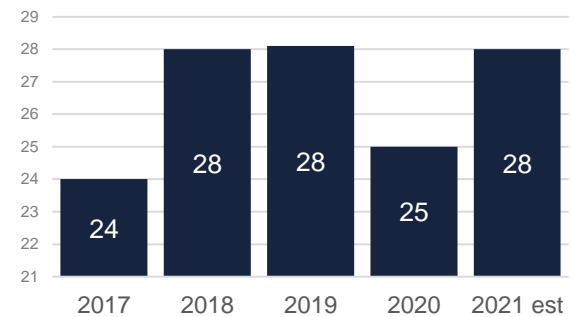


**Products**  
Pine sawn timber

**Established in 1998**

**Member of the Group since 2012**

**Revenue mil. €**



**Production volume m<sup>3</sup>**

2017	116 500
2018	125 500
2019	126 888
2020	123 551
2021 (estimate)	130 222

**Employees**

2017	56
2018	58
2019	58
2020	55
2021 (estimate)	54

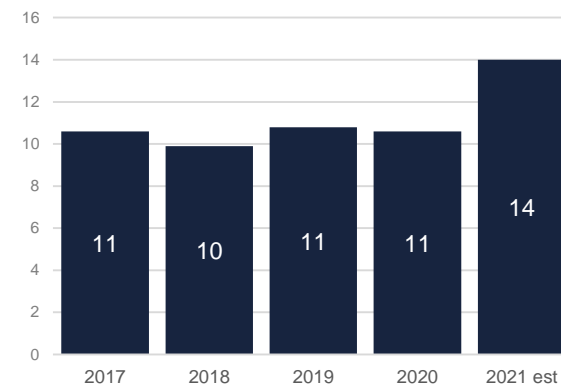


**Products**  
Finger-jointed  
components

**Established in 2010**

**Member of the Group  
since 2010**

Revenue mil. €



Production volume m<sup>3</sup>

2017	26 000
2018	24 000
2019	27 000
2020	27 300
2021 (estimate)	35 000

Employees

2017	60
2018	58
2019	60
2020	62
2021 (estimate)	68



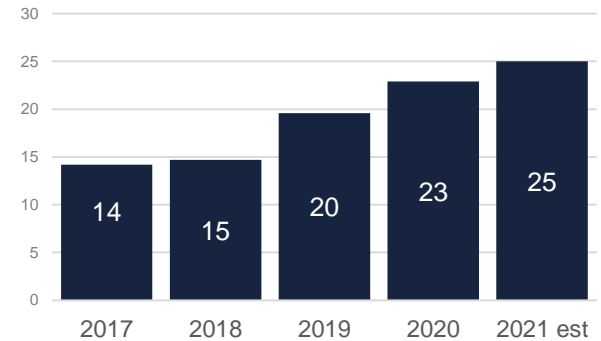


**Products**  
Finger-jointed and  
glulam components

**Established in 2013**

**Member of the Group  
since 2013**

Revenue mil. €



Production volume m<sup>3</sup>

2017	40 000
2018	42 000
2019	46 200
2020	55 000
2021 (estimate)	62 500

Employees

2017	57
2018	65
2019	90
2020	97
2021 (estimate)	100

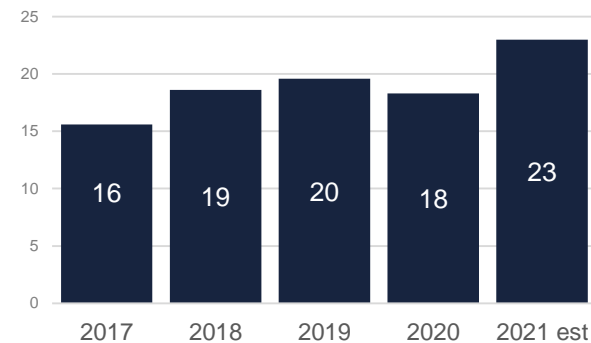


**Products**  
Finger-jointed and  
glulam components

**Established in 1994**

**Member of the Group  
since 2021**

Revenue mil. €



Production volume m<sup>3</sup>

2017	28 800
2018	35 000
2019	36 900
2020	33 800
2021 (estimate)	40 000

Employees

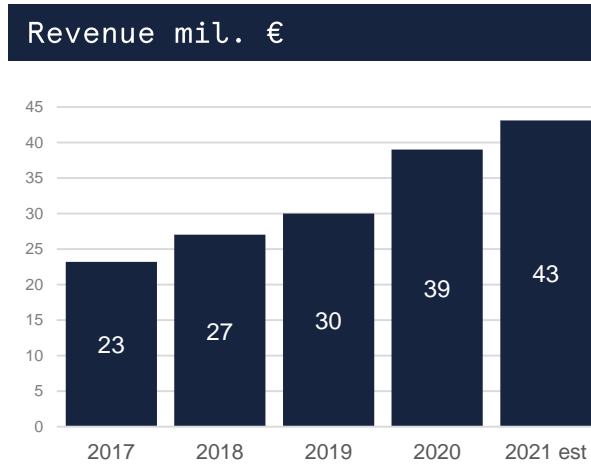
2017	111
2018	114
2019	101
2020	97
2021 (estimate)	102



**Products**  
Painted and non-painted interior mouldings

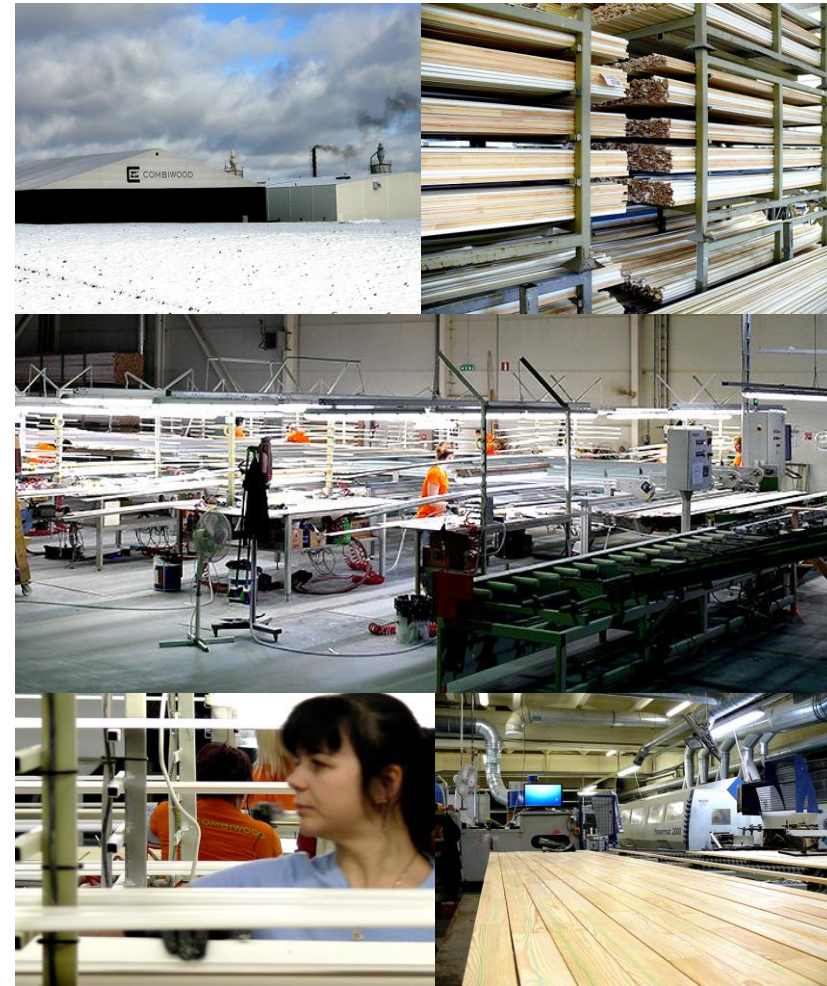
**Established in 2003**

**Member of the Group since 2003**



Production volume m <sup>3</sup>	
2017	24 500
2018	26 000
2019	30 500
2020	39 000
2021 (estimate)	44 000

Employees	
2017	143
2018	150
2019	193
2020	199
2021 (estimate)	207



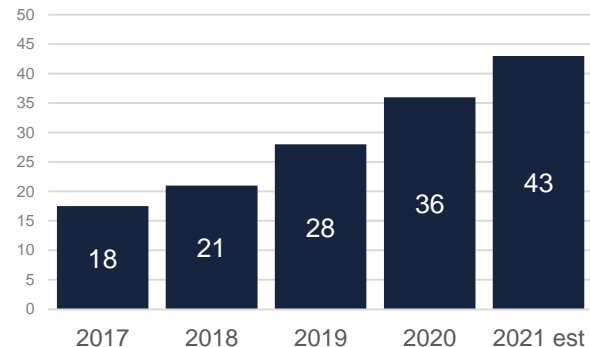


**Products**  
Birch and pine  
edge-glued panels

**Established in 2004**

**Member of the Group  
since 2014**

Revenue mil. €



Production volume m<sup>3</sup>

2017	18 300
2018	21 580
2019	22 500
2020	31 000
2021 (estimate)	37 000

Employees

2017	140
2018	174
2019	170
2020	160
2021 (estimate)	160

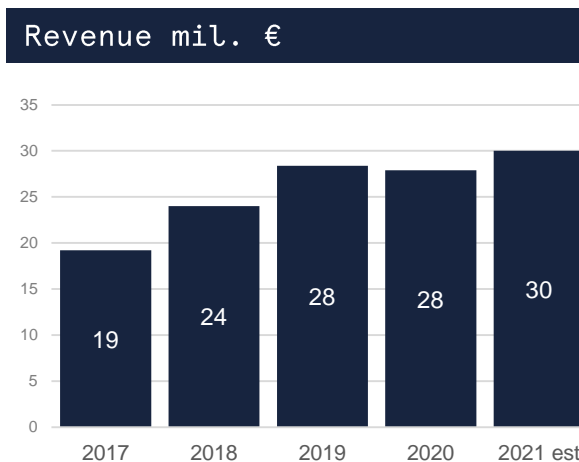


## Products

Door frames, window frames, window sills, interior wall and ceiling panels, stair parts

Established in 2010

Member of the Group since 2010



## Production volume m<sup>3</sup>

2017	23 700
2018	27 000
2019	34 000
2020	34 000
2021 (estimate)	37 000

## Employees

2017	112
2018	115
2019	133
2020	130
2021 (estimate)	135



The background of the image is a night sky featuring a vibrant purple aurora borealis. The aurora is a large, glowing, and somewhat ethereal light display that fills much of the upper and middle portions of the frame. Below the aurora, the dark silhouettes of a forest are visible against the lighter sky. The overall color palette is dominated by deep blues, purples, and greens, with the white text providing a sharp contrast.

THANK YOU!

COMBIWOOD GRUPP 2021