

Press Release
Stockholm, 25 October 2021

Ferronordic expands cooperation with Sandvik in Russia

Ferronordic has entered into an agreement to become the distributor of Sandvik stationary crushing and screening equipment in Russia. Under the agreement, Ferronordic will be responsible for sales, service and repair of Sandvik's stationary crushing equipment throughout the country. Over time, Ferronordic expects that sales related to the new products may represent approx. 7% of its revenue in Russia.

Sandvik Rock Processing Solutions, a business area within Sandvik, has appointed Ferronordic its authorized distributor for its stationary crushing and screening equipment in Russia. As a result, Ferronordic will become responsible for the sales and service of Sandvik's stationary crushers and screens in all of Russia in the construction segment and parts of the country in the mining segment. The agreement follows the appointment of Ferronordic as distributor of Sandvik mobile crushing and screening equipment in Russia in March 2021 and expands the partnership between Ferronordic and Sandvik Rock Processing Solutions in Russia.

Sandvik's portfolio of stationary crushers and screens includes jaw crushers, cone crushers, hybrid crushers, feeders and screens. Areas of application for Sandvik's crushers and screens mainly include mines and quarries.

Over time, Ferronordic expects that equipment- and aftermarket sales related to Sandvik's mobile and stationary crushers and screens may represent approx. 5% and 7% respectively of its revenue in Russia. Gross margin and working capital requirements are expected to be comparable to Ferronordic's existing product offering in Russia/CIS.

Håkan Karlsson, VP and Head of Global Sales Stationary Crushing and Screening at Sandvik Rock Processing Solutions, comments *"We are pleased to expand our cooperation with a trusted partner like Ferronordic. Ferronordic's reputation in the market, strong network and extensive local experience will allow us to further improve customer satisfaction and grow the Sandvik brand in Russia."*

Lars Corneliusson, Ferronordic's CEO, comments: *"We are excited to grow our partnership with Sandvik and extend our offering with highly complementary premium products. Sandvik's crushing and screening equipment is leading in innovation and productivity. We look forward to working together to further strengthen Sandvik's position in Russia and to deliver further value to our customers."*

The agreement has been signed and takes effect on 1 January 2022. Ferronordic will start marketing and selling the new product range from January 2022.

About Ferronordic

Ferronordic is a service and sales company in the areas of construction equipment and trucks. It is the dealer of Volvo Construction Equipment and certain other brands in all of Russia and Kazakhstan, aftermarket partner of Volvo Trucks and Renault Trucks in part of Russia, and dealer of Volvo Trucks and Renault Trucks in part of Germany. The company also offers contracting services where it owns and operates equipment to carry out works for customers. Ferronordic began its operations in 2010 and now has approx. 100 outlets and approx. 1,700 employees. Ferronordic's vision is to be regarded as the leading service and sales company in its markets. The shares in Ferronordic AB (publ) are listed on Nasdaq Stockholm. www.ferronordic.com



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