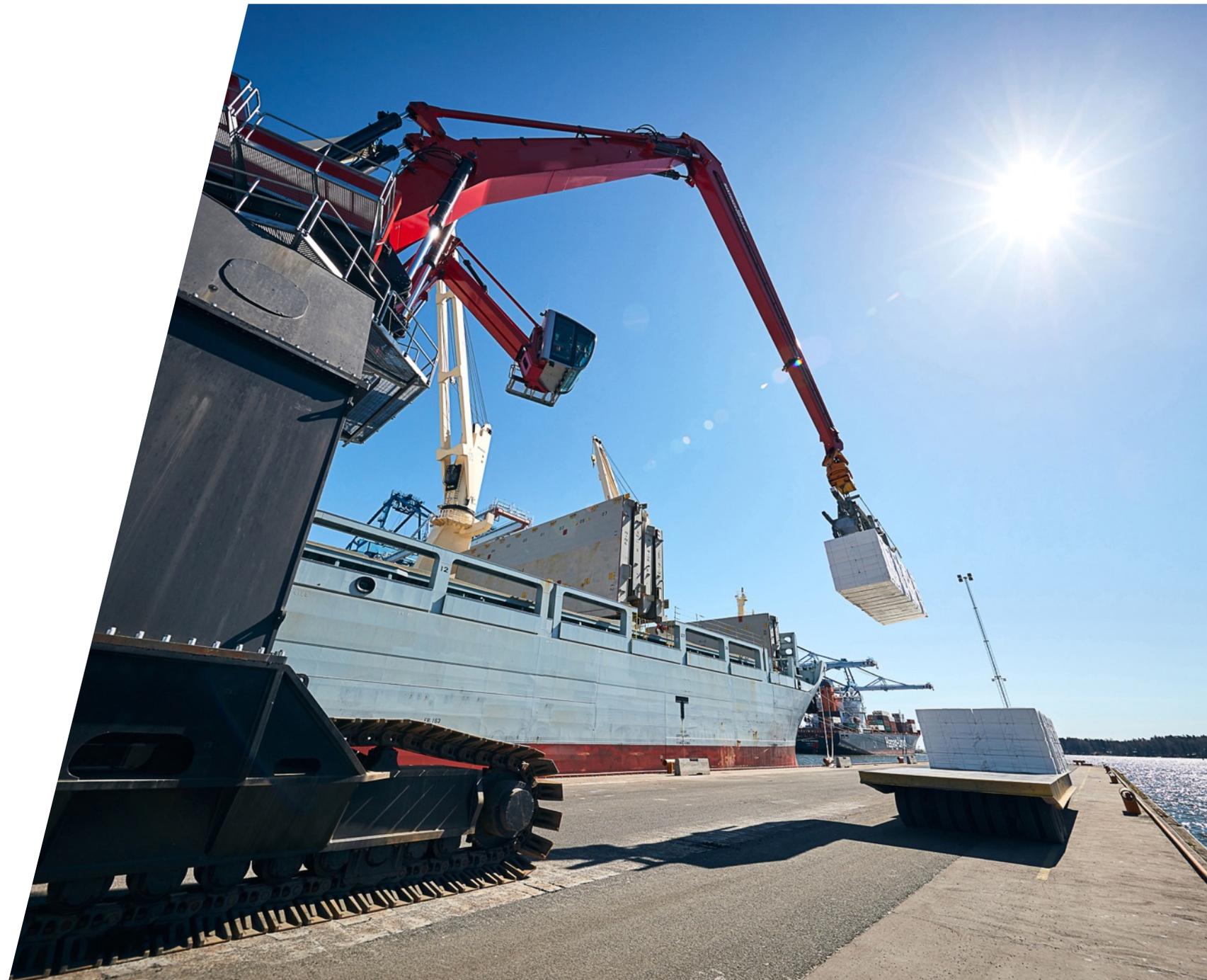




# Product pricing and maritime supply chain

Tero Kosonen  
CEO  
2.6.2022



# PART OF KWH LOGISTICS

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- Rauanheimo is part of **KWH Logistics** – a versatile group offering international transports, port logistics, industrial services as well as cold storage.
- The business group is made up of several independent subsidiaries
- KWH Logistics belongs to the solid family-owned **KWH Group**





# Rauanheimo service locations 2022

- 9 major ports + 4 inland industrial sites operated
- Ship agency services in several ports
- Representative office in Moscow

# Rauanheimo Services



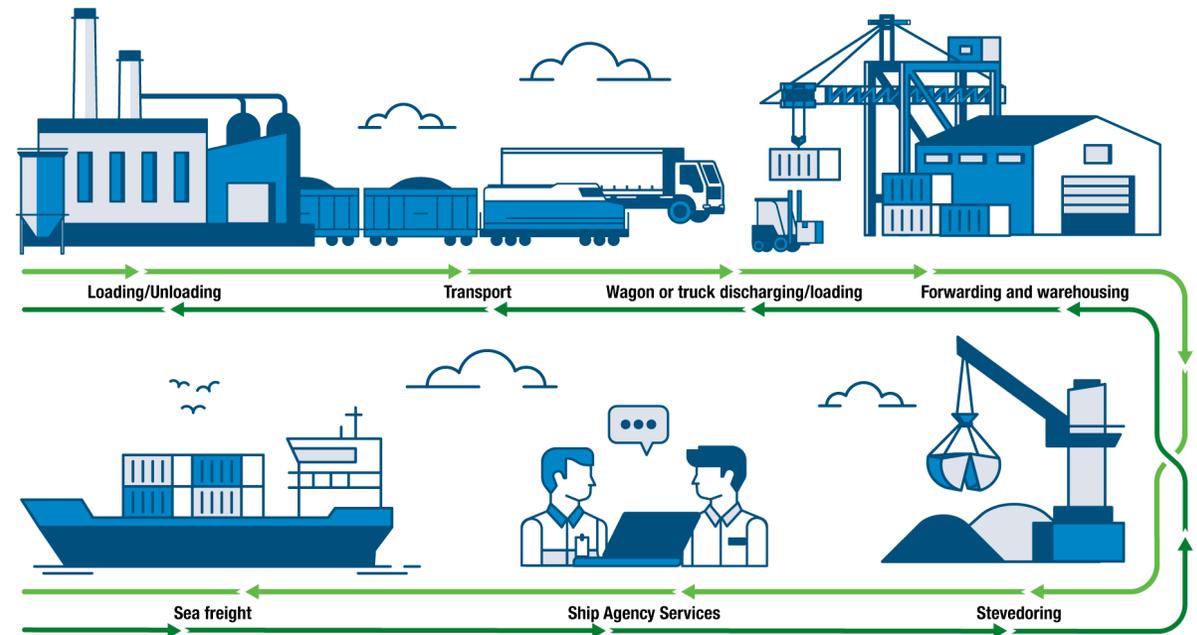
**Stevedoring**      **Terminal services**  
**Forwarding**  
**Ship's Agency**    **Warehousing**

## Door-to-door services

- Railroad services
- Shipping service
- Road haulages
- Container traffic

## Added-value services

- Customs clearance
- Transit services
- Stuffing of containers
- Mill services



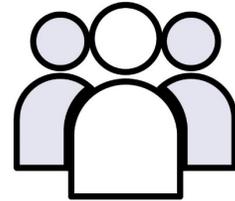
# Key figures 2021

## Rauanheimo



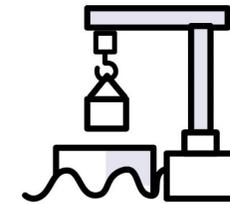
Turnover MEUR

**107**



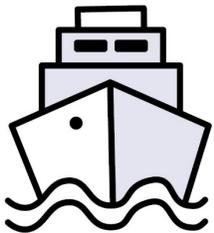
Personnel

**232**



Handled tonnes MM

**11,7**



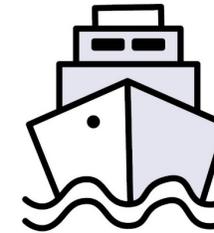
Ports operated

**9**



Investments MEUR

**9,4**



Vessel calls

**1201**

# Pricing challenges in port logistics

Energy costs in  
unprecedented  
incline

Proposed new  
maritime traffic  
regulation in EU  
anticipated to  
increase costs

Constantly  
changing traffic  
flows because of  
the Ukraine war