



AHOLA

WAY AHEAD



Annual Report 2022



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>>> THE YEAR IN BRIEF

Stability carried us through challenging times

2022 was a year of changes and upheavals. Our innovativeness and focus on people and the environment have been the keys to our success also during difficult times.

LAST YEAR WILL go down in history as the year when the global geopolitical situation cast a dark shadow over both people and companies. In these extremely challenging times, believing in what we do is more important than ever. Our focus on people, the environment and sustainability has been the right choice.

As a company we have been able to make adjustments and decisions, sometimes very rapidly, as customers' needs have changed, which has helped keep our finances stable in these challenging times. We have made good progress in the area of the green transition. We introduced the first electric truck and are now starting to test it out in transports.

Generational handover brought new insight

A generational handover took place at Ahola, as **Hans Ahola**, who had led Ahola for decades, stepped aside as Group CEO while remaining as the Chairman of the Board of Directors, and **Ida Saavalainen** assumed the role of Group CEO. Ida brings to the com-

pany fresh insight and new approaches. Our business is still guided by the same values, however – responsibility, openness and respect for the individual. The brand overhaul we implemented last year now better reflects the entire Group's common brand and look, outwardly too.

Perception survey provided valuable information on drivers' experiences

We want to be a good place to work, and last year we particularly focussed on our personnel's satisfaction at work.

We gained valuable information on drivers' experiences with respect to their job in a perception survey we commissioned. We will draw on the responses we received to make the profession even more appealing to young people.

Pressure to increase prices escalated

In 2022, the transport industry faced unprecedented pressure to increase

prices due to both the rise in energy prices and the EU's Mobility Package, which aims to harmonise salaries within EU countries. As a consequence of the Mobility Package, drivers' salaries were increased in many respects, forcing us to revise our pricing methods.

Green transition brought growth

Despite the challenging and uncertain times, Ahola Special's profit in particular improved significantly last year.

The majority of the growth can be attributed to the green transition. We have been providing wind power transports for two years now, and we are continuously increasing our market share in the sector. Growth also came from the battery industry.

We will see major upheavals in the entire logistics industry also in the future. Thanks to our good head start in developing sustainable business, we can look to the future with confidence and great interest. ●



>>> CHAIRMAN OF THE BOARD'S REVIEW



Hans Ahola and Ida Saavalainen

A look in the rear-view mirror and to the future

2022 was a very interesting and special year for us. The year was twofold, characterised by geopolitical uncertainty and the subsequent energy crisis. In spite of this, activity on the markets has been very brisk. This applies to all segments, but especially to Ahola Special, which enjoyed particularly strong growth.

ANOTHER POSITIVE development was Ahola Transport's new cross-docking agreement with Scania. The schedule was tight, with the transaction being concluded in spring and operations set to begin in November. The extensive preparatory work was nevertheless completed on time. The project culminated with our introduction of the Group's first electric truck, which operates on the route to Scania's Södertälje production units. This was an important step for Ahola on the path to the green transition. Big thanks for the Ahola Transport's personnel who were involved in this project.

Positive news also came from Ahola Digital. The positive development of the City segment has continued with the acquisition of new customers and business. This means that Ahola Digital City is now the market-leading platform for transport services in Finland. With respect to the Road segment, development of the new ATOS multimodal platform continues. The work is progressing well and expectations are high, as no other platform like it currently exists on the market.

A look at the past

The first 50 years that I have worked at the company have been very eventful and full of change. I started my career as a driver in my father's, **Helge Ahola's**, company in 1972, as soon as I got my driving licence. In my first vehicle, a Bed-

ford lorry, I transported gravel to road construction sites near Kokkola.

At the start of 1973, my father purchased a new *Scania LS 110* truck, and the gravel deliveries continued with that vehicle.

However, I wanted to focus more on freight transports, so later that same year, my father and I went to Åland to purchase a tipping trailer. After modifying the Scania gravel truck for goods transport, our first freight combo truck was ready for action! Our first freight transports were sulphur for the paper industry in south-eastern Finland. Our return load consisted of raw materials for Hankkija's feed factory in Kolppi. That same year, we made our first international transport, bringing zinc from Outokumpu's plants in Kokkola to Söråker in Sweden. The recipient was Pacwire, who is still our client today. It was a very special and memorable trip, as due to the oil crisis, all the lights were out. Back then, it was believed that global oil reserves would run out.

Our freight transports continued with the same vehicles until January 1974, when I began my army service, which lasted until January 1975. By that time, we had invested in a proper freight combo, a *Scania LS 140*, with a Tyllis truck body and a Teijo tipping trailer. The truck also featured a Nokia ARP – an exotic phone at the time. We have since restored this truck combination to exhibition condition.

In 1977, I became a silent partner in a limited partnership

» *My brothers and I came up with a simple approach for responding to the traditional competition between logistics companies.*

company. Our business grew, and by the end of the 1970s we already had four lorries and two tanker trucks. In 1979, I married **Tiina**. Shortly after that, my father Helge became ill. He passed away in March 1982.

We launched our dynamic OnLine concept at the start of 1988. My brothers and I came up with a simple approach for responding to the traditional competition between logistics companies. Our answer was direct transports from the supplier to the customer. This allowed us to see our customers' needs on a daily basis and ensured that we could allocate resources to them based on that day's needs. Building a terminal network was not an option for us, as we lacked the financial resources. This turned out to be a significant advantage for us, as our business model allowed us to offer customer-driven solutions. The focus was on the goods to be delivered, and our customers' needs guided our resources. Since consolidation happened only once at our locations, the concept was able to respond to demand by offering faster delivery times and less cargo handling.

Thanks to the concept we created, our delivery operations took off. It was also the reason that we started developing our own ERP system at the end of the 1990s. At the time, there was no program available on the market to support our delivery concept. The ERP system has evolved alongside the company over the years, and today it is known as the Ahola Digital segment.

Looking back now, time has gone by fast. The years have been very eventful and the journey has been extremely interesting. We have had our share of successes and setbacks. The main thing that comes to mind, however, is gratitude. I am not exaggerating when I say that our success is the result of our very strong corporate culture, in which everyone is prepared to stand behind our common goals.

Generational handover

After 50 years of official operational work, the company underwent a rather significant change, as I handed over responsibility for leading the company to my daughter, **Ida Saavalainen**. It is with tremendous gratitude, joy and confidence that I hand over this responsibility to Ida. I am happy that a family member was keen to take on the challenge and great responsibility of taking the family company towards new goals. It is gratifying that all five of our children now work in the company in different capacities.

For my part, it is also nice to work as the Chairman of





Our first freight combo, a Scania LS 140 from 1975, which has been restored to exhibition condition.

the Board of Directors and contribute to developing the company. It is inspiring to continue working in this interesting field. The non-executive directors on the company's Board of Directors are **Jukka Karhula** and **Toni Lahti**. As the CEO of Oy Häggblom Ab, Jukka represents industrial competence, while Toni holds a law degree and sits on the boards of several companies. Toni's special area of exper-

tise is asset management. Representing the owner family on the Board of Directors, **Nils Ahola** has extensive knowledge of transport and logistics. His special areas of expertise are business and commerce. Our CFO **Niklas Kankkonen** is the Board secretary. The Board has an excellent spirit of co-operation. That comes easy for a Group with expert operational management.

» **The green transition and new forms of energy mean new partnerships for us and other logistics companies.**

The future

At this point, I think it is safe to say that Ahola Transport's dynamic OnLine concept has been a success. So, how do winning concepts or business models like that come about? Achieving success and efficiency requires the ability eliminate some of the processes or work stages that are common practice in the industry. This is also how we created our own delivery concept.

The logistics industry is facing perhaps the biggest changes of all time. The significance of digitalisation has not declined; on the contrary. The green transition and new forms of energy mean new partnerships for us and other logistics companies. Regardless of the changes that are made, digitalisation will always be a factor. If not a focus, then part of the development. In order to stay at the forefront of the development also going forward, we have established Ahola Future Lab.

Besides myself, the team is made up of a senior advisor and a product development co-ordinator.

Ahola Future Lab produces material and information for R&D projects that we share with Group management. Group management decides which projects will be taken forward.

The keyword of our Group strategy is total environmental efficiency, which guides us towards increasingly efficient solutions. One of our major ongoing projects involves renewing technology with our digital Attracs OnLine platform. The new version, which goes by the working name ATOS, is a digital, multimodal, flexible logistics platform. The multimodal platform makes real-time visualisation of the entire delivery chain possible. The function must offer the possibility to start – and also end – a delivery using any mode of transport. In practice, that means data-based management. Efficiency and emission measurements must be included in the functions for the entire chain of delivery. To our knowledge, no other platform like it exists, which is why we believe this to be a winning concept.

I am incredibly grateful that I have been able to be part of the Ahola story so far. I want to thank all our employees – both current and former ones. I especially want to thank my dear wife Tiina, who has stood by me all these years. She gave up her own career early to join the Ahola business.

I look to the future with confidence. I am convinced that our experience and curiosity give us excellent conditions to face the future and all the changes in the industry. ●

Hans Ahola
Chairman of the Board



>>> GROUP CEO'S REVIEW

Strong growth, major changes and uncertain times

If 2022 could be summed up in one word, it would be 'change'. While we previously talked about different macroeconomic scenarios, they haven't felt very realistic.

LAST YEAR, we learned that even the worst-case scenarios may unfold, sometimes even rapidly, and affect companies. Just when the coronavirus pandemic ended, geopolitical uncertainty struck as a consequence of the war in Ukraine. In spring, there was talk about a slow rise in interest rates, but as we headed into autumn, inflation started galloping and interest rates spiked. As a company, we had to constantly be on our toes and ready to adapt.

Perhaps that was precisely the reason why 2022 was surprisingly positive overall for Ahola. On the Group level, turnover increased 15% year on year. Ahola Special recorded particularly strong growth (48% growth from last year). All in all, the segments showed good growth in line with the ownership strategy, which is reason to be very pleased, given the turbulence in the market.

I want to thank Ahola's employees, customers and partners for the flexibility and support they have shown. Last year required all of us to adapt, and you made that possible. Our contract carriers literally kept the wheels of Ahola Transport and Ahola Special turning, despite the challenging times. As a thank you for a great year, we decided to share our success with all our carriers through bonuses to be paid in stages.

Leading the green transition

There has been increasing debate lately about transport and energy being the industries that will see the most change in the near future in relation, for instance, to the green transition.

Our aim has been to be a forerunner, and for years now we have focussed on a more eco-friendly driving style and on reducing emissions. We strongly continued these efforts in 2022 as well. For example, we introduced new gas-powered and electric trucks and invested in charging infrastructure. This was yet another important new step towards a greener transport industry. We also continued to develop tools for emission reporting within our Digital segment.

Responsibility at Ahola also shows in our focus on our employees. The perception survey we carried out last year gave us valuable information not only on young people's opinions of the transport industry but also on our drivers' experiences. Based on the responses we received, we can improve their satisfaction and safety at work. We want to be a good place to work where everyone feels comfortable.

We have now, for the first time, compiled our measures into an ESG sustainability report, to which all our segments contributed. ▶

» *Our aim has been to be a forerunner, and for years now we have focussed on a more eco-friendly driving style and on reducing emissions.*

Ida Saavalainen, Group CEO.

Key figures 2022, Ahola Group



Generational handover brought fresh insight to the company

The biggest internal change in 2022 was our generational handover, as a result of which I stepped into the role of Group CEO, and Hans Ahola transferred to the role of Chairman of the Board of Directors. For me, the change did not seem so big; it was more like a natural continuation, since I have been part of the company for a long time now. For the past two years, Hans and I have worked closely together. With the support of solid experience and an extremely capable team, taking the helm has felt safe.

Leading with values, an approach adopted by Hans, is also important to me. I want to foster the values of a family company and the corporate culture built by Hans, including a people-centred way of doing things and a genuine desire to succeed. At the same time, I am bringing my own way of doing things and a fresh perspective to the company. Last year, we also focussed on the executive management team's work, on building a common brand and look, and on Ahola Digital's development of the ERP system.

Cautiously optimistic outlook for this year

At the end of 2022, it looked as though the recession would deepen. For us, however, the year started surprisingly well. Inflation and interest rates still cast a dark cloud, and I hope the situation does not become too challenging for companies' competitiveness. It is good to remember, however, that we have experience getting through difficult times. The recession of the 1990s was our strongest period of growth so far in our history. As a company, we can make quick adjustments and decisions if customers' needs change.

Right now, despite everything, the outlook is cautiously optimistic. I look forward with great interest to everything the latest technology will bring, for instance, in the green transition. This year, we will begin using our second

gas-powered truck, we will continue both testing gas-powered and electric trucks and optimising practices.

I firmly believe that even in the turmoil of many changes, the volume of freight to be transported will not at least decrease in the future. Here at Ahola, we will continue to do our best to ensure that transports take place as cleanly and efficiently as possible. ●

Ida Saavalainen
Group CEO

Responsibility at Ahola

RESPONSIBILITY HAS been part of our company's operations for decades. It is also part of Ahola Group's strategy. We have systematically invested in environmental work since the mid-1990s. Overall environmental efficiency is at the core of our operations, as the emissions generated by companies' operations have the greatest impacts on the environment. That is why we focus our efforts on reducing emissions in many ways. We measure and report emission targets using digital tools developed by us. Ahola has compiled and published an Environmental Report for several years now.

Our goal is to develop responsibility work in our Group systematically and for the long term. To that end, last year we established a Sustainability Forum. **We subsequently published our first Sustainability Report in June 2023. The report can be accessed on our website.**

>>> PERCEPTION SURVEY OF THE INDUSTRY

Perception survey shed light on the reasons behind the driver shortage

In spring of 2022, we carried out two surveys in order to compare young people's opinions of the transport industry and the profession of driver with the views of our own drivers. Part of the reason for the survey was the shortage of workers that has plagued the industry for some time.

THE DRIVER SHORTAGE has caused concern in the logistics industry for some time now. We wanted to identify the biggest barriers preventing young people from pursuing a job in the industry and how to enhance the industry's appeal in order to ensure future manpower for the logistics industry.

The target groups for our youth perception survey were Finns, Estonians, Swedes and Poles aged between 15 and 24. The survey focussed on three themes:

1. Perceptions of driving an HGV or articulated vehicle as a profession
2. Perceived barriers to pursuing a profession in the industry.
3. A change that would make the profession more appealing.

The target groups of our driver survey were Ahola Transport's Finnish, Swedish, Estonian, Russian and Polish speaking drivers. The questions for them focussed on three themes:

1. Perceptions of and thoughts on driving an HGV or articulated vehicle as a profession
2. Reasons to consider changing industries
3. A change that would make the profession more appealing.

Differences and similarities between countries

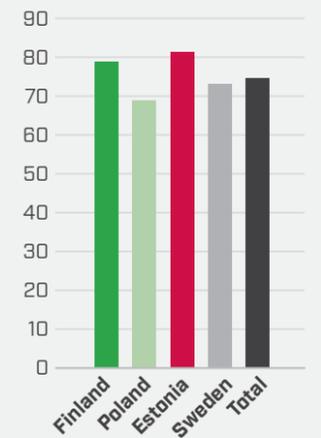
The survey revealed that young people in all the countries where the survey was carried out have a good understanding of the importance and significance of the job of an HGV or articulated vehicle driver. In Finland, however, only slightly more than a third of young people considered the work meaningful and rewarding. Compared to Sweden and Poland, the situation in Finland is the opposite, as clearly over half of Swedish and Polish young people consider the job meaningful.

When we asked the respondents to describe the profession of HGV or

"The job of an HGV driver is important to society."

Percentage of respondents who said they 5=Completely agree or 4=Somewhat agree

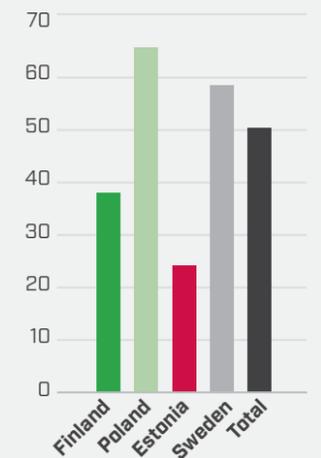
Scale: 1-5, 1=Completely disagree, 5=Completely agree.



"The job of an HGV driver is meaningful."

Percentage of respondents who said they 5=Completely agree or 4=Somewhat agree

Scale: 1-5, 1=Completely disagree, 5=Completely agree.



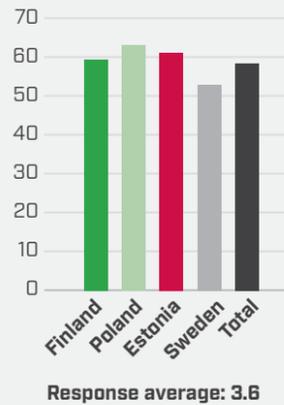
SOURCE: Meilivätkirkimus nuorille raskaan ajoneuvon kuljettajan työstä (04/2022) [Survey of young people's perception of the job of HGV driver]



“The job of an HGV driver is physically strenuous.”

Percentage of respondents who said they 5=Completely agree or 4=Somewhat agree

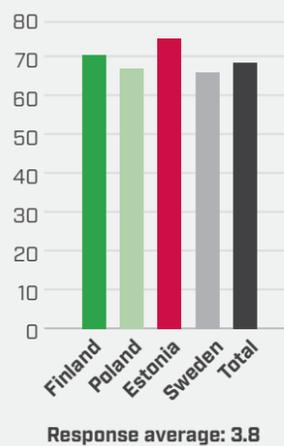
Scale: 1-5, 1=Completely disagree, 5=Completely agree.



“The job of an HGV driver is lonely.”

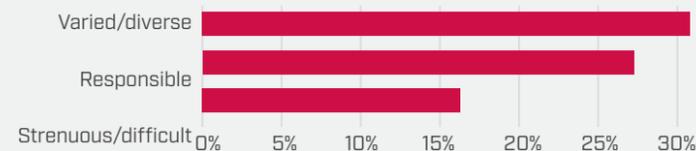
Percentage of respondents who said they 5=Completely agree or 4=Somewhat agree

Scale: 1-5, 1=Completely disagree, 5=Completely agree.



The job of an HGV driver summed up in two words

Open-ended answer



» **When we asked what would make the job more appealing, higher pay was the main factor mentioned spontaneously in all the countries except Finland.**

articulated vehicle driver, the respondents in Finland, Sweden and Poland most often mentioned the physical demands of the job. The respondents in Estonia cited the dullness of the job. In Finland and Sweden, too, dullness was the third most-mentioned factor.

Why does the industry lack appeal?

When we asked the respondents why they are not interested in pursuing a job as an HGV or articulated vehicle driver, the answers from young people in the different countries varied somewhat. The main reason given in Finland was the working hours, while in Poland this was the second most-mentioned reason, and in other countries it was not in the top three reasons. In Poland, poor employment contracts were the main reason, while this reason was not among the top three reasons given in any of the other countries.

Being away from family was the main reason for the Estonian respondents, and monotony was the main reason given in Sweden. The monotony of the work was also among the top three reasons given in Finland. In all the countries surveyed, the respondents often mentioned that they did not want to spend long periods of time away from home. More important in Sweden, however, was wanting a job that was less monotonous.

When we asked what would make the job more appealing, higher pay was the main factor mentioned spontaneously in all the countries except

Finland. The factor mentioned most often in Finland was employment conditions. In all the countries surveyed, being able to easily combine work and other aspects of life was considered important. In Sweden, pay was mentioned as the most important factor. The Polish respondents were much more of the opinion that it should be easier and faster to gain access to driver training compared to respondents in other countries.

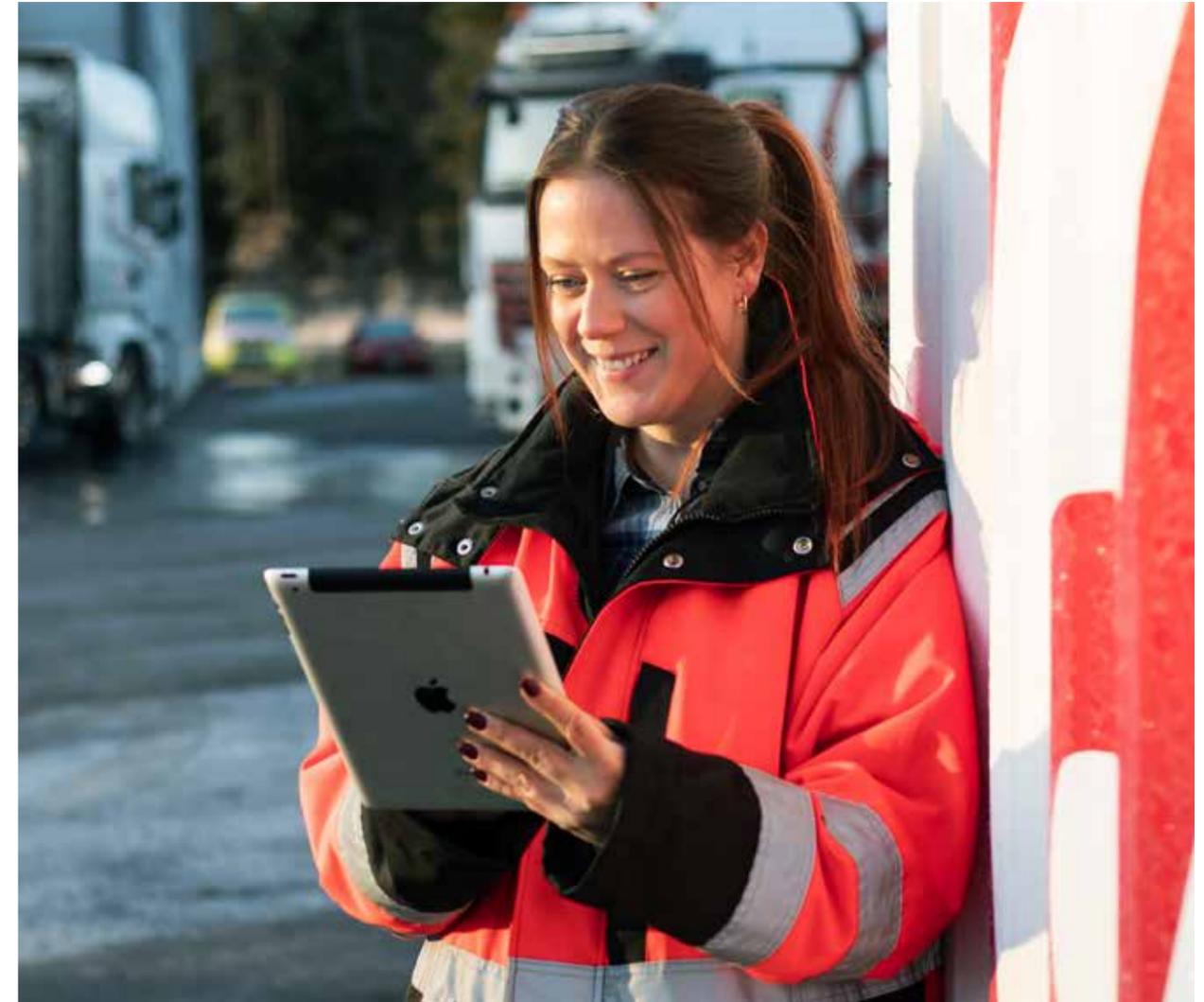
Fear of a loss of jobs may also reduce the industry’s appeal. When asked about the future, nearly half of the young people believed that robotics and automation will reduce the need for drivers in the future. At the same time, only 16% of Ahola’s drivers believe that in the 2030s the need for HGV drivers will be lower, and only 11% believe that robotics and automation will reduce the need for HGV drivers.

Making future use of the results

Based on the results of the survey, we identified three main themes that we aim to address in our future communications:

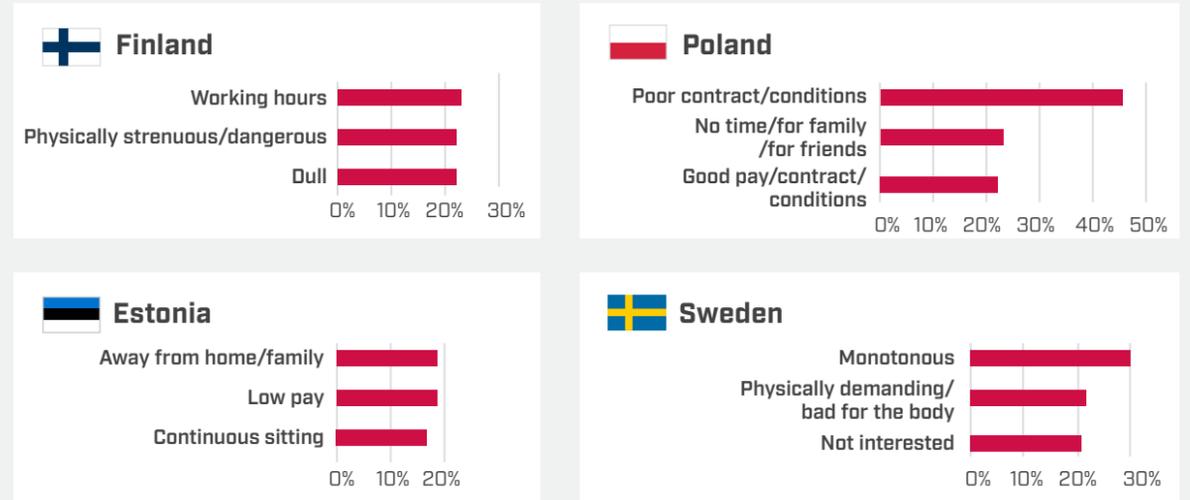
- 1. Perceptions of the job of HGV driver among the younger Finnish population and perceived barriers to pursuing a job in the industry.**
- 2. The industry’s gender bias and gender-based differences: young women in particular do not feel that the industry is gender neutral.**
- 3. General misconceptions about the logistics industry.**

We want to be an appealing employer that attracts new drivers and especially young people to the industry. Lowering the barriers to pursuing a job in the industry also requires help from official bodies, but we want to do our part to increase the industry’s appeal. ●



Why are people not pursuing a job as an HGV driver?

Reasons mentioned most often in the open-ended responses, by country.



SOURCE: Mielikuvatutkimus nuorille raskaan ajoneuvon kuljettajan työstä (04/2022) (Survey of young people’s perception of the job of HGV driver)



Åke Nyblom
Managing Director
Ahola Transport

>>> AHOLA TRANSPORT

Major customers and a step closer to the green transition

The rise in energy prices and the shortage of components posed challenges for Ahola Transport in 2022. At the same time, we won some major clients and had high transport volumes.

2022 was an exceptional year in many respects in all sectors. The rise in energy prices accelerated with the onset of war in Ukraine and had major impacts on the logistics industry. We had to respond quickly to the situation and rethink our pricing policies. Further increasing the pressure to raise prices was the Mobility Package, which aimed to harmonise wages within the EU and resulted in a number of increases to drivers' wages.

In the course of the year, the component shortage became more acute and led to a capacity shortage. For example, the delivery time for new lorries and trailers was very long, as a consequence of which there was a shortage of transport vehicles. At the same time, the shortage of drivers worsened further, as sickness absences remained high in the wake of the Covid pandemic.

The global political situation also caused changes in the flows and balances of goods. There was a significant

decline in imports to eastern Finland, for example, as transit traffic to the east ended due to sanctions.

We focused on drivers' well-being

The driver shortage has been one of the biggest problems for the logistics industry for some time now. To determine the reasons behind the shortage, we carried out a broad survey related to working as a driver among our drivers.

We used the results of the survey to develop our operations. At our Naantali location, we built new social premises for drivers, including automatic showers and rest areas, among other things. In co-operation with our occupational health-care provider, we planned an outdoor gym for drivers to promote their well-being. We also offered our drivers tailored mental health support. Every Ahola driver now has the opportunity to have con-

fidential discussions with a trained professional.

Moreover, we have made efforts to increase occupational safety by adopting automatic tyre inspections. In terms of driving arrangements, we added a 'Call back' feature that improves reachability. We also continued our eco-friendly driving style and, for example, rewards for good partnership.

The year brought some big clients

Despite the industry's many challenges, 2022 was a highly successful year for Ahola Transport. We had a high volume of transports and our customer situation was good. Ahola Transport was chosen as Gigantti's transport provider for the year. We also concluded a major deal with Jysk and launched a new on-board forklift for unloading goods.

In Sweden, we secured a major con-



» *We started using our first gas-powered truck and are conducting tests to determine the kind of demands it will place on, for example, transport planning and fueling.*

tract with Scania for handling their inbound logistics. We built a new hall in Nykvarn for sorting goods and delivering them directly to production. In Nykvarn, we use an electric truck.

We took a step closer to the green transition

Our partnership with Scania demands major investments in personnel and equipment. The introduction of a new electric truck placed its own demands on infrastructure, and we now have a great opportunity to learn the new practices of tomorrow.

In the green transition, gas-powered trucks will also play a significant role particularly during the transition period. We started using our first gas-powered truck and are conducting tests to determine the kind of demands it will place on, for example, transport planning and fueling. A second gas truck as well as our first e-axle trailer have already been ordered.

Our focus on the environment, on our personnel's well-being at work and on improving the attractiveness of the industry played a significant role in 2022, and we will continue to focus on those themes this year as well. ●

Ahola Transport in 2022

FREIGHT TONNES
1.6 m.

NUMBER OF DISPATCHES
140,000

VEHICLES ON THE ROAD
500

NUMBER OF SHIP DEPARTURES
43,300

KILOMETRES DRIVEN
39,311,000 km

EMPLOYEE SATISFACTION
8.2/10



Jonas Ahola
managing Director
Ahola Special

>>> AHOLA SPECIAL

2022 brought strong growth to Ahola Special

Despite the difficult market situation, last year was exceptionally positive for Ahola Special. Our turnover grew almost 50%. Wind power projects accounted for a lot of that growth, but there was growth in many other areas, too.

PHOTO: JANNE SANDSTRÖM



A LOT HAS HAPPENED in the energy sector in Finland lately. Thanks to the green transition, efforts are focussed on increasingly ecological forms of energy, which has meant growth, for instance, in wind power and in the battery industry. This has also positively affected Ahola Special.

We have been providing wind power transports for two years now. We are continuously increasing our market share in the sector. Last year, a major part of our growth came precisely from wind power transports. Growth also came from the battery industry. We transported a lot of freight to, among others, a battery plant being built in Norway.

The geopolitical situation caused a spike in energy prices and a component shortage, but these were hardly reflected in Special's operations. Our new vehicles arrived somewhat slower than we had hoped, but the vehicle shortage was eased thanks to our acquisition of A&J Kivijärvi last year.

New business unit expands service offering

Besides our vehicles, last year we also focussed on recruitment and expanding our service offering. Our new business unit Industrial Projects and Engineering supports all our operations and serves our customers in industrial projects and engineering.

We established an office in Jyväskylä that oversees industrial projects, consulting and routing in Europe. The team in Jyväskylä brings to the company solid expertise in European logis-

tics. Thanks to our extensive network, we can offer our customers solutions already in the initial phase of a project and help them find effective ways of transporting.

Thanks to the growth, Ahola Special now has altogether 35 employees.

Investments in digitalisation continued

Last year, we also continued our investments in digitalisation. Together with Ahola Digital, we developed entirely new tools tailored to our needs.

The 3D scanning tool we designed with Ahola Digital allows us to create very precise and high-quality modelling and simulations of routes and job sites. We have two drones which we use to obtain considerably more detailed data on routes and which save us a lot of time, work and money. There is demand for such services, and they bring our customers significant added value.

Positive outlook also for this year

All in all, our operations have enjoyed very good momentum, and we have received a lot of positive feedback on our work. Even though some markets, such as the construction industry, have declined due to the economic situation, the outlook is very positive for this year.

Industrial projects in particular are doing well right now, and a number of large projects are in the pipeline. ●





Tommi Hallström
CEO, Ahola Digital

>>> AHOLA DIGITAL

Ahola Digital sharpens its strategy

Ahola Digital's role as an enabler of Ahola's growth strengthened in 2022. At the same time, Digital continued to develop its own products.

WE SHARPENED AHOLA DIGITAL'S strategy as an enabler of the Group's growth in 2022. In the Digital Road segment, our focus is on serving the Group's internal ecosystem and core businesses. Our City segment targets growth in both Finland and Sweden.

Supporting the Group's growth

Last year, Ahola Transport secured a major contract with Scania for handling their inbound logistics. For this

contract, we implemented the requirements for the operational system and ensured the digital tools needed to optimise warehouse management.

With respect to Ahola Special, Ahola Digital's efforts showed last year in new project management tools. We implemented a tool that would allow route planning with 3D point cloud scanning using drones. The method enables extremely precise data on routes. This boosts the operations of Ahola Special and helps them serve customers even better and more economically.

» Taksi Helsinki multiplies our agreement many times over, and we are launching goods transport in the taxi market in Kymenlaakso.

City continued to grow

ATOS City is a digital tool produced by us for enhancing the efficiency of passenger and small goods transports. We continued to grow our volumes in this segment in the Finnish market.

Taksi Helsinki multiplies our agreement many times over, and we are launching goods transport in the taxi market in Kymenlaakso. Our co-operation with Päijät-Häme continued. The new agreements will quadruple the number of rides in 2023.

We have also studied the Swedish market and will try to grow our market share there as well.

Information security is part of our strategy

Cyber-security has become an important theme and has started to show also in quotation requests in the public sector. Information security is an important part of our strategy, and its importance has grown, particularly in the City segment, in which patient data is processed.

In addition to our ISO 27001 information security certification, we continuously develop our information security. We provide regular training for our personnel, and we ensure that information security is part of our company's strategy and that controls are integrated into our processes.

Emissions measuring is part of our service promise

Ahola Group wants to be a forerunner in the green transition, and we play an important role in ensuring the transition. We operate on the principle that more efficient driving equals lower emissions. Driving a truck that is only partially loaded means higher emissions for the freight owner.

In both the Transport and Special business divisions, emission measurements and reporting are part of our service promise. We are the only operator in Finland that can report on actual emissions in real time and by freight owner.

We are also launching a project with Fintraffic that will enable operational and vehicular data to be reported to a common platform. Our goal is for emissions reporting to become standard in the industry. ●





>>> AHOLA TRANSPORT CASE: SCANIA

More efficient logistics together

Scania is Ahola's long-standing partner. Scania's trucks have been an important part of our fleet of transport vehicles since as far back as the late 1950s. We have also produced transport and logistics solutions on different routes for Scania for over 25 years. In 2022, our co-operation expanded when we established a logistics centre for Scania in Nykvarn, Sweden.

SCANIA IS THE WORLD'S leading supplier of transport solutions. The company manufactures trucks and buses for heavy transports, and provides various services related to its product range.

We have handled Scania's cross-docking arrangements for the past 16 years. In 2022, Scania tendered out a similar service in Sweden. Scania ended up choosing our solution, which included a new logistics centre in Nykvarn, near Scania's Södertälje production unit. Thanks to that contract, our business in Sweden doubled.

We are responsible for transporting the freight that arrives from Scania's various manufacturers and sub-contractors to our logistics centre in Nykvarn, for re-sorting and re-loading the goods and transporting them 4 or 5 times a day to Scania's production units 15 kilometres away in Södertälje. We also transport sorted goods from Nykvarn to Scania's other units in Sweden and Europe. This helps Scania optimise not only their production units but also their logistics chain.

»» Our first electric truck is helping us to learn, e.g. how to optimise electricity consumption and the right time to charge the battery.

The internal logistics of Scania's units is precisely optimised and scheduled, which is why it is critical for the goods to be in the right place at the right time. Our new logistics centre in Nykvarn and the transport system built around it help ensure that goods arrive at the production unit in a controlled and precise manner.

New electric truck was part of the deal

The logistics centre demanded major investments from us, not just in infrastructure construction, but also in terms of hiring employees and in forklifts. Our entire business location's processes had to be re-planned.

One of our biggest, but at the same

time most exciting, investments was the purchase of an electric truck, which was part of Scania's quotation request when seeking a crossdocking operator. We received the electric truck at the turn of the year, and we now use it for all driving between Nykvarn and the Södertälje production units. Driving the electric truck takes some practice, as it requires a different driving style compared to a traditional truck. Our first electric truck is helping us to learn, e.g. how to optimise electricity consumption and the right time to charge the battery.

We are pleased that this contract has given us the opportunity to test the use of an electric truck and thus take a step towards the green transition in this area as well. ●



An electric truck is used for all transports between Nykvarn and the Södertälje production units. The introduction of the electric truck also required investments in charging infrastructure.

»» AHOLA SPECIAL CASE: NORDEC

Ahola Special has transported Nordec steel structures for many years

Ahola Special's co-operation with Nordec Oy, a supplier of steel structures, dates back over a decade. We have transported Nordec's steel structures to worksites for both bridge and construction projects.



Nordec's Business Area Manager Aki Viilläinen and Ahola Special's COO Jonas Furubacka



A massive bridge structure on its way to the Kruunuvuori bridge. This time, the beam being transported is 33 metres long and roughly three metres high and weighs as much as 48,400 kg.

NORDEC OY IS one of Ahola Special's oldest and most important clients. We are very actively involved in their projects right from the planning phase and also consult with them during the pre-planning phase.

Together with Nordec, we plan the most efficient transports for every project. Co-operation with Nordec is easy. They are experts in their industry and we share a deep mutual trust.

Our latest joint projects with

Nordec have included, e.g. the Kruunuvuori bridge in Helsinki, for which we transported massive bridge structures, for instance, via Korkeasaari.

Such major transports right in the heart of Helsinki are exceptional, and the project demanded considerable special arrangements on our part. For Nordec, we have also transported large truss structures to Landskrona in southern Sweden and structures for Freyr Battery's battery production plant in Norway.

Reliable quality

Nordec chooses its partners based not only on price, but also on reliability and the quality of the work. We have convinced Nordec with our expertise for over a decade now.

"Our co-operation partners must have strong knowledge of the routes, and they must be able to operate in challenging winter conditions. We also appreciate a modern fleet, which means emissions are low," states Nordec's Business

Area Manager **Aki Viiliäinen**.

Nordec also requires its partners to keep to the schedules, and to be able to react quickly to schedule changes. Safety issues must also be under control.

"It is important to us that our transport company takes safety matters seriously, meaning they have good personal safety equipment and their load-securing devices are in good condition. On worksites and at production facilities, they must act responsibly

and in compliance with the agreed guidelines," stresses Viiliäinen.

Trust will carry us forward in the future too

Our joint projects have gone smoothly, according to Nordec.

"We have been happy with the co-operation. Ahola has been proactive in matters related to securing beams, for instance, by asking ahead of time about the size of the formwork holes in the bridge

beams so that they can obtain the right threaded rods and chain shackles. This means loads have been secured safely, without damage to the paint, which is extremely important to us.

"All in all, Ahola's strengths have been their flexibility and reliability," praises Viiliäinen.

Our co-operation with Nordec continues. Transports to Freyr Battery's battery production plant continue, and new projects are already in the works. ●



Ahola's photo archive

>>> HISTORY OF AHOLA

68-year-young family company

Helge Ahola realised that there was a demand on the market which he and his lorries could satisfy. In Finland in the 1950s, there was a need to transport the components of the future welfare state, including gravel and other useful materials. A transport business was born, one which his sons Hans, Lars, Nils and Rolf gradually entered.

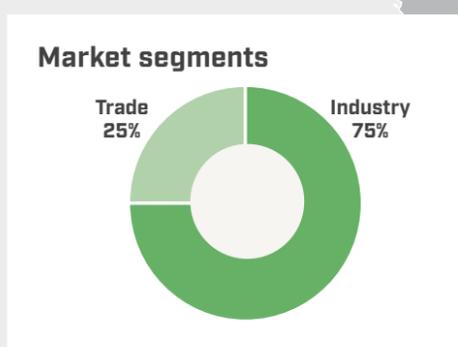
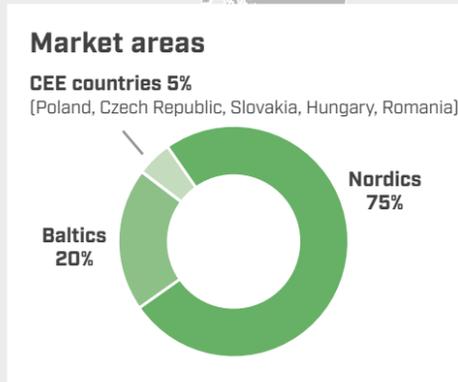
1955	1960-1990	1990-2010	2010-2021	2022
Helge Ahola begins transporting goods.	<p>1973 First international transport to Sweden.</p> <p>1977 Hans Ahola becomes his father's business partner.</p> <p>1986-1988 Turning point in the company's profitability development: decision to focus on proprietary, direct transports: Online concept begins.</p>	<p>1992-1996 Strong growth period.</p> <p>1996 Decision to develop an in-house system to support transport planning. Attracts project begins.</p> <p>2002 Company receives ISO 14001 environmental certification.</p> <p>2000s Ahola Group parent company established; Attracts incorporated and AT Special Transport established.</p>	<p>2010 Growth plans.</p> <p>2014 Share offering to employees and next generation.</p> <p>2017 New Service Tower planning and control centre inaugurated. Specialists track operational data, such as the routes of every vehicle and the weather conditions, in real time on wall-sized monitors.</p> <p>2015-2021 Years on the stock market.</p>	Generational handover in Ahola Group's executive management. The first electric and gas-powered trucks are taken into use.

>>> AHOLA IN A NUTSHELL

Ahola Group

Ahola is a family company that was established in 1955 and has grown into an international logistics group. We are a reliable and modern logistics expert. Sustainable development is at the core of our company's operations.

WE SERVE OUR CLIENTS IN THE Nordics, Baltics, Poland, and elsewhere in Central and Eastern Europe. Our comprehensive partner network enables extensive contacts throughout Europe.



Why choose Ahola?

We guarantee that your transport will arrive at its destination exceptionally quickly and flexibly and with respect for the environment. If we do not find an optimal solution, we will develop one ourselves.

Ahola's values



RESPONSIBILITY

We agree on what is to be done and do as we have agreed.

AHOLA POINTS THE WAY forward in logistics. We have been using digitalisation since the 1990s to optimise transports and reduce emissions. Our digital solutions benefit our customers from the transport planning phase to the delivery's final destination.

oversized transports, project logistics and wind power logistics. We transport, consult, obtain transport permits and plan routes. We see the big picture and identify in advance the critical details of your projects.

Ahola Digital's unique cloud services offer solutions for controlling logistics flows – of both passengers and goods. They make managing and monitoring your transports simple, efficient, environmentally friendly and cost-effective.



OPENNESS

We talk with people, not about them. If we can't keep our promises, we immediately inform all parties concerned.

Our values guide our operations

People, innovations and the environment are at the heart of everything we do. As a company and as a family, we want to leave subsequent generations a better world than the one we were born in. We assume total responsibility for your transports and we do what we have agreed on. Communicating with us is open and direct. We respect everyone's contribution to a successful delivery.

We take care of you

Our starting point is to make your work easier. Our processes are controlled, and goods handling is minimised, which means your transports arrive at their destination cost-effectively and safely. You will be assigned a dedicated contact person who will co-ordinate your transport with you. A dedicated team that speaks your language plans the transportation and ensures that it reaches its destination.

You will also have access to a customer portal that contains complete data and statistics about your transport, such as emissions figures, delivery-specific emissions reports and the possibility of live delivery monitoring. You can also share the live monitoring link with your customers. ●



RESPECT FOR THE INDIVIDUAL

We believe in equality among all people. We all have different jobs, but the overall effort is the result of each and everyone's contribution. Everyone should have the opportunity to succeed in their work.

Our solution for your transport needs

Ahola Transport will ensure that your road transport reaches its destination reliably and cost-effectively. Our way of working is based on our digital Ahola Online concept, which allows us to provide exceptional flexibility and speed in our transports.

Ahola Special is your safe and expert partner for special transports. Our core competence is heavy and

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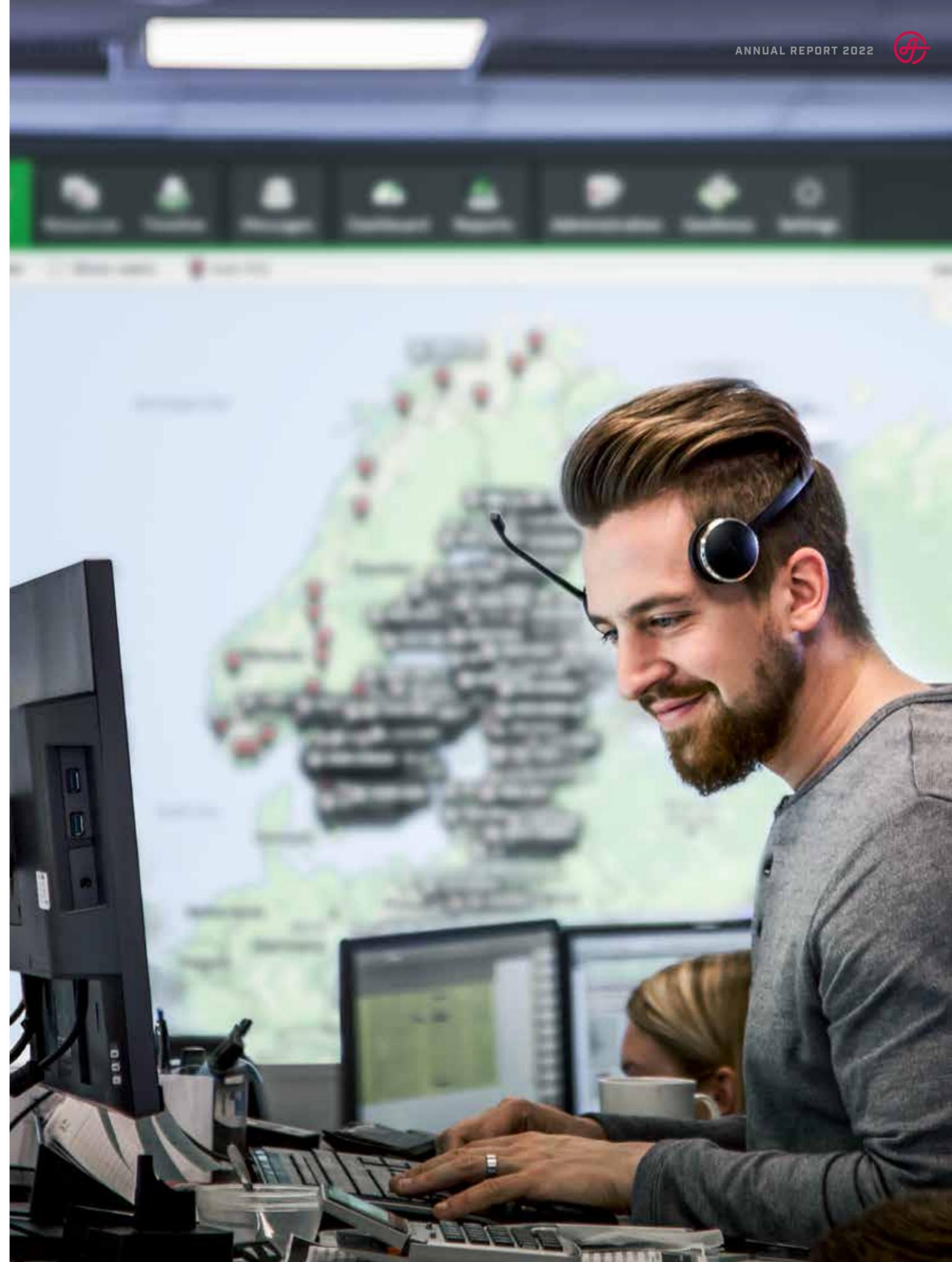
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