

PRESS RELEASE

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Wihuri Oy buys RealMachinery and strengthens its position in the construction machinery market

Finnish Wihuri Oy has concluded an agreement to acquire the entire share capital of RealMachinery Oy and its subsidiaries operating in Finland. The products imported and represented by RealMachinery Oy in Finland include Doosan, Mecalac and Ammann earthmoving machines. The Group also owns RealLift Oy, which sells and imports Haulotte, Grove, Potain and Palfinger person hoists and cranes, and RealRental Finland Oy, which focuses on the rental of earthmoving machinery. RealMachinery Oy's services also include the maintenance and repair of machinery. The acquisition does not include RealMachinery Oy's companies operating abroad.

The new entity will offer Wihuri's customers more diverse earthmoving solutions directly from one and the same supplier. The transaction will create an excellent foundation for the growth of Wihuri Oy Technical Trade.

CEO of Wihuri Group **Risto Aarnio-Wihuri** said:

"Strategically, the acquisition is a natural move for Wihuri Technical Trade and an expansion into heavy earthmoving equipment. As a result of the transaction, we will acquire an extensive and high-quality addition to our range of solutions. In recent years, Wihuri has been single-mindedly expanding into new customer segments. We are seeking strong growth, both now and in the future."

"The acquisition will strengthen the position of Wihuri Oy Technical Trade in the market. Through the acquisition, we will receive an excellent addition to our range, well-managed customer relations and of course a very competent organisation. This is a great opportunity for us," says **Jonne Honkanen**, Vice President and General Manager of Wihuri Oy Technical Trade.

RealMachinery Oy shares the same values as Wihuri Oy in serving customers. As a result of the acquisition, the Group will see the company's growth story continue over the coming years and decades.

"The acquisition will give us significantly broader shoulders to serve our current and new customers nationwide, both in machinery trade and maintenance and repair services. Wihuri Oy has many decades of experience in the earthmoving sector, and the company is renowned for serving its customers flexibly, quickly and with quality. Wihuri Oy is a leading company in the technical trade sector in Finland, so the prospects for a shared future are very positive. With the acquisition, we believe that Wihuri Oy's expertise

and support will enable RealMachinery's growth story to continue for several decades," says **Matti Salminen**, CEO of RealMachinery Oy.

After the acquisition, the operations of RealMachinery will continue normally as part of Wihuri Group. The arrangement will not affect the company's present customer relations or partnerships. The transaction is subject to the approval of the competition authorities.

Further information:

Wihuri Oy Technical Trade
Jonne Honkanen
Vice President & General Manager
+358 40 139 5887
jonne.honkanen@wihuri.fi

RealMachinery Oy
Matti Salminen
CEO
+358 400 912 770
matti.salminen@realmachinery.fi

RealMachinery Oy

Established in 2010, RealMachinery Oy is a nationwide full-service machinery company, which sells, rents out, services, repairs and equips earthmoving machinery for all purposes. In addition to RealMachinery, the machinery group includes Dae-Tek Oy, which has more than 25 years of experience in machinery sales and imports, RealLift Oy, which specialises in the sale of hoists and cranes, and RealParts Oy, which focuses on the sale of accessories. In 2020, RealMachinery Group recorded net sales of €75 million and employed about 100 people.

Wihuri Group

Technical Trade is part of the diversified international group Wihuri, which has strong Finnish roots. Wihuri Group consists of four business areas: packaging, daily goods wholesale, technical trade and aviation. Wihuri Group's 2020 net sales amounted to €1.8 billion, and it employs approximately 5,200 specialists in 30 countries.

In Finland, Wihuri Oy Technical Trade represents the following brands amongst others: Wille, John Deere, Bobcat, Linde, Mazak, Eberspächer and Metabo. The Technical Trade business area has its own nationwide service network to support its products. Wihuri Oy Technical Trade is the market leader in Finland in environmental management machines and service solutions for their maintenance and servicing.