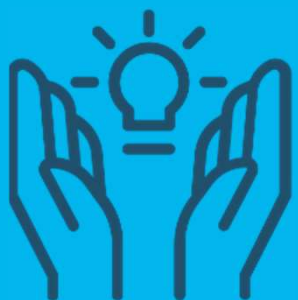




AS KOHIMO

ALEXELA GROUP
BRIEF INTRODUCTION



A FAMILY OWNED INDUSTRIAL GROUP WITH IT'S MAIN FOCUS ON LOGISTICS AND DISTRIBUTION FOR ENERGY PRODUCTS, METALWORK, AND SHALE OIL PRODUCTION

STARTED AS A CAR TRAILER PRODUCER IN 1989 AND HAS DIVERSIFIED INTO OTHER INDUSTRIES, WITH A TOTAL OF 1200 EMPLOYEES AND AGGREGATED SALES OF EUR 570 MILLION.

PIONEER IN LNG LOGISTICS AND DISTRIBUTION IN THE GULF OF FINLAND AREA.

One of the biggest private businesses in Estonia¹

4th largest by turnover

15th by number of employees

Alexela enjoys **96% recognition** in Estonia²

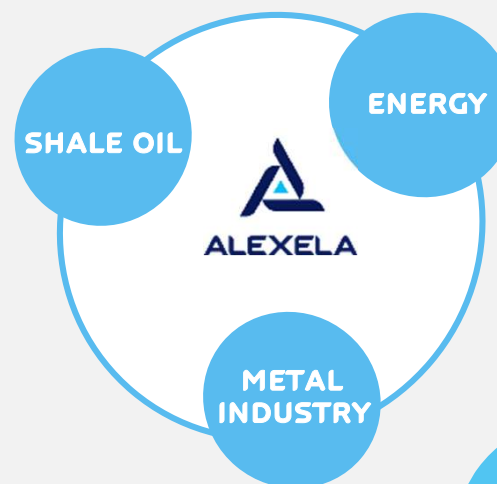
Alexela is well known for supporting Estonian society.

It has received the national **Cultural Friend award** multiple times.

¹ Official data from the Estonian Tax Board, excluding government and local municipalities

² Kantar Emor 2019 survey

FIELDS OF ACTION



METAL CONSTRUCTION (ALEXELA GROUP)



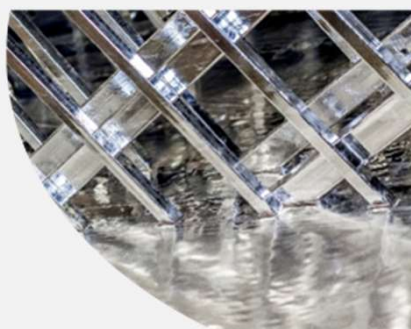
#1 personal car trailer producer in the Nordics

TIKI and AKU brands

Annual production of more than 15 000 trailers, 90% exported to 11 countries

TIKI TRAILER

Production of car trailers



11 000 tons of steel galvanized annually

Leading high temperature centrifugal galvanizing technology

PALDISKI ZINKPOT

Hot dip galvanization of steel constructions and passivation



1000 tons of steel galvanized annually

Established in 1982

HELON KUUMASINKITYS

Hot dip galvanizing of steel constructions and sand blasting



Up to 100 000 m³ tanks for hazardous liquids

Galleries and towers of bulk products

Technological pipelines
Industrial buildings

Railway trestles
Industrial buildings

KOHIMO

Manufacturing and installation of industrial metalworks

KOHIMO

MAIN INFORMATION

TANKS

AS KOHIMO is one of the oldest companies in Estonia (since 1953) which activities are connected with manufacturing of different steel structures.

Since 1991 our main specialization is manufacturing and erection of steel tanks in volume up to 100 000 m³ for storage of petroleum and other dangerous liquids in Scandinavian Countries. AS Kohimo has installed in seaports of Estonia, Latvia, Norway over than 2,2 million m³ of storage tanks.

Since 2018 Kohimo is a member of the **Alexela Group**.

AS KOHIMO has necessary equipment for manufacturing and erection of tanks:

- The equipment for cutting and rolling of metal steel plates.
- Necessary welding equipment and qualified welding personnel.
- Welding and supervising personnel - 3 EWE/IWE engineers. Kohimo NDT test laboratory allows to control observance of welding-technology requirements for given products. Certification: EVS-EN ISO/IEC 17025:2006/NDT.
- Manufacturing and erection of tanks is made acc. to requirement of standard EVS EN 14015.
- Technical supervision of manufacturing and control of tanks; executive documentation provides to the Customer problem-less commissioning of tanks.
- AS KOHIMO has sufficient experience to perform repair and reconstruction of operating storage tanks. The given works are made under requirements API 653.



Kohimo project: Estonia, Sillamäe Terminal, 2017-2020
2 x 47 200 m³ + steel structures + pipelines

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DIFFERENT TANKS AND PRESSURE VESSELS

ESTONIA, PALDISKI TERMINAL

All tanks, pipes, pipelines, steel structures,
railway loading/discharging station



ESTONIA, SILLAMÄE TERMINAL

(liquid ammonia storage), 2017-2020



ESTONIA, PALDISKI TERMINAL



AS Kohimo has installed in Estonia, Latvia, Norway over than 2,2 mln m³ of storage tanks (small, large, under and without pressure, etc.) for different products.



AS Kohimo has capabilities for designing of the tanks of different volumes.



Design: EN 14015,
EN 13445, EN 13480

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DIFFERENT TANKS AND PRESSURE VESSELS

ESTONIA, SILLAMÄE TERMINAL

(liquid ammonia storage), 2017-2020



KOHIMO

MAIN INFORMATION



ESTONIA, SILLAMÄE TERMINAL
(liquid ammonia storage), 2017-2020, AS Kohimo

KOHIMO

MAIN INFORMATION

METALWORKS

AS KOHIMO has good operational experience on manufacturing and installation of metalworks of various purpose:

- Metalworks of plant buildings;
- Galleries and towers for bulk products;
- Water lines;
- Protective housings;
- Steel frame structures.

AS KOHIMO has the certificate EN 1090-2 on manufacturing of metalworks of EXC3.

- Production capacity up to 250 tons of metalworks in month.
- Presence of own installation sites enables to offer to the Customers an installation of prefabricated metalworks, equipment and mechanisms on the object.
- On demand of the Customer by our constant sub-contractors makes anticorrosive protection by hot zincing or by various anticorrosive paints with preliminary sandblasting.



PIPELINES

One of the major directions of activity of AS KOHIMO - prefabrication of pipe units and the subsequent installation of pipelines of various purpose:

- Pipeline systems of port terminals for petroleum and chemical products.
- Steam and thermal oil pipelines.
- Pipelines for plants on producing of shale oil.
- Manufacturing and installation of fire-extinguishing systems and irrigations of terminals for storage of dangerous liquids.
- Flue gas ducts.
- Requirements to manufacturing, installation, test and control of the pipelines - EVS-EN 13480.
- For fulfillment of works with pipelines there are tested welding procedures for pipes from carbon steels (TR, GH), from stainless steels (welding processes 111, 141, 135). Welders for these processes are certified according to requirements of DIN EN ISO 9606-1:2017-12, welding supervision is carried out by engineers EWE/IWE.



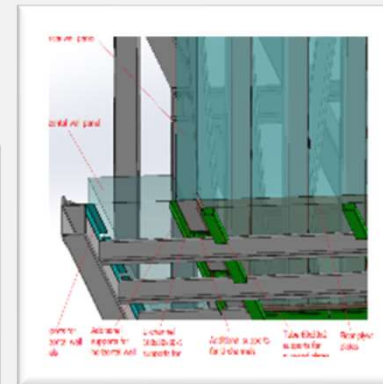
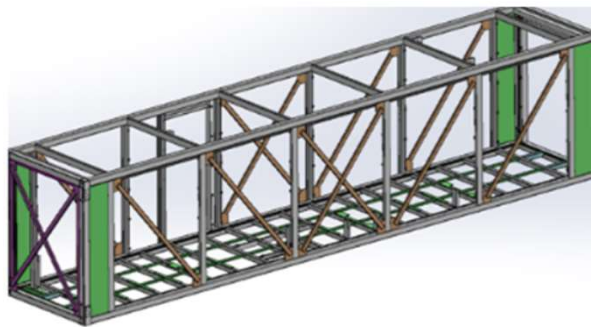
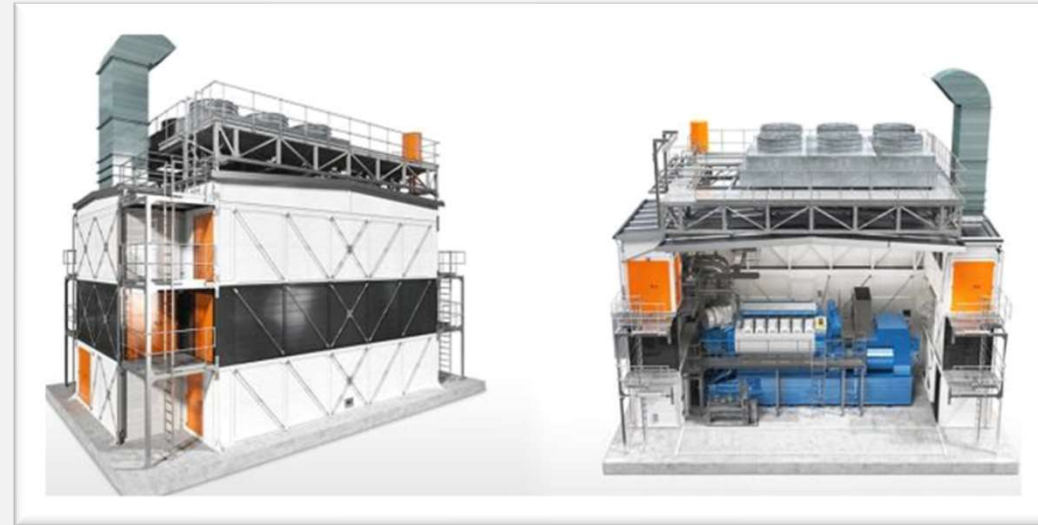
KOHIMO

MAIN INFORMATION

UNIQUE PRODUCTS

One of the major experiences – design and manufacturing of non-standard and unique solutions and project management during implementation of the projects:

- Project Management
- Technical and engineering support
- Engineers, constructors
- Manufacturing drawings
- Manufacturing



KOHIMO WORKSHOPS

- 3-bays industrial workshop with the useful area 3 700 m²
- Producing workshop with the useful area 2 100 m²
- Warehouses with storing area, total 4 800 m²



- ✓ Cutting of metal (diff. materials)
- ✓ Punching of sheet materials
- ✓ Bending of sheet blanks
- ✓ Rolling of cylindrical and conical shells
- ✓ Bending on a 3-roll rolling machine
- ✓ Guillotine shears



WaterJet cutting



Gas cutting



Plasma cutting



KOHIMO MAIN CERTIFICATES



AS Kohimo Management system is certified by TÜV NORD CERT GmbH in accordance with:

- EN ISO 9001 :2015
- EN ISO 14001:2015
- EN ISO 45001:2018



Company profile:

- Manufacturing and installation of metal structures in acc. with **EN 1090-2 (EXC3)**;
- Manufacturing and installation of pressure vessels in acc. with **PED's**;
- Manufacturing, erection and repair of steel tanks for dangerous fluids in acc. with **EN 14015**;
- Manufacturing, erection and repair of pipelines in acc. with **EN 13480, EN 13445**;
- Welding quality requirements fulfillment in acc. with **EN ISO 3834-2**.

NDT Laboratory is certified in accordance with EN ISO 17025.

Kohimo languages:

| | |
|----------------------------------|----------------------------|
| Kohimo internal communication: | Russian, Estonian |
| Documentation for the Customers: | Estonian, English, Russian |
| Customer site languages: | Estonian, English, Russian |

AS Kohimo main office address: **Punane 24, 13619 Tallinn, Estonia**
tel. + 372 606 4803, kohimo@kohimo.ee
Reg. nr. 10048137





THANKS !

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