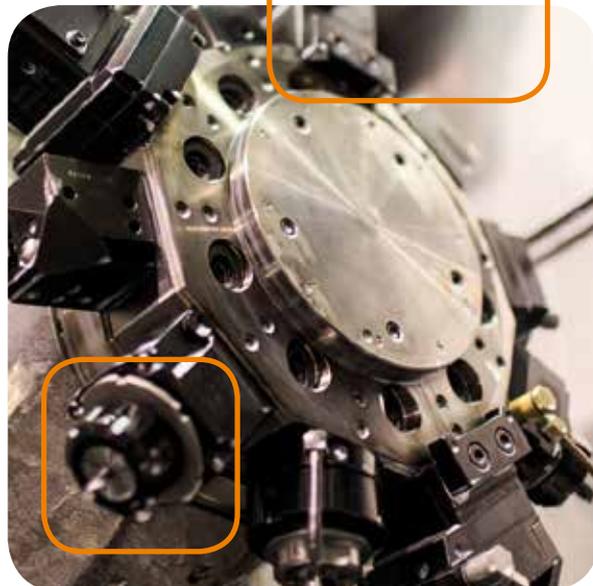
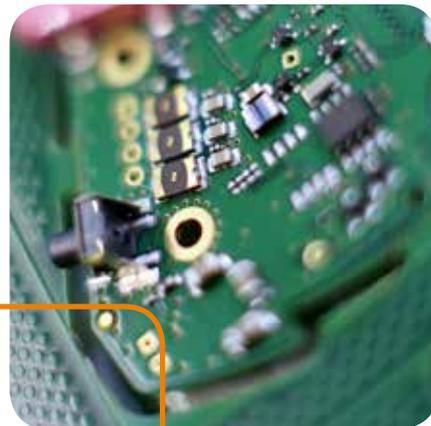


# **A Trusted Industrial Partner**



# Creating advantages through

Outsourcing industrial competence is an effective way of streamlining your business and avoiding heavy investment in production facilities. Our proven experience makes us a reliable partner at every stage in the supply chain, throughout the lifecycle of the product. No matter what your needs are, we deliver speed, cost efficiency, quality and flexibility, which ultimately allows you to focus on your core business.

A map of the United States is shown in a light gray color. The state of Georgia is highlighted in a solid orange color. A blue dot is placed on the dot representing Atlanta, Georgia. A thin blue line connects the text 'Atlanta, USA' to the dot.

Atlanta, USA

Creating a competitive advantage for our customers is the core of PartnerTech's business proposition. As an industrial partner, we can provide everything from a single component to a complete supply chain, full circle. It all depends on your needs.

## **Solving your problems**

We focus on solving problems and finding solutions for your supply chain. Our organization is streamlined to enable quick decision-making and reduce lead-times to the benefit of our customers. With a background in the electromechanical industry, we have a unique strength when it comes to integrating mechanical and electronic components in advanced products and systems.

Our offering ranges from product development, industrialization and manufacturing to logistics, distribution and after-sales services. We provide extensive knowledge and competence, maintaining flexibility in our engagement with the customer by means of our in-house engineering, which manages designs from concept to volume production review. We can handle a single product or an entire

production line and, in terms of volume, we offer everything from small to large-scale production, all according to our customers' requirements.

## **A global industrial partner**

Even though most of our customers are based in Europe, we accommodate global operations with access to markets in the US and Asia. Our cost efficient supply chain stretches around the world with purchasing centers in Asia, Eastern Europe and in the Nordics. With customer centers and factories in strategic markets, we offer a global industrial partnership, regardless of the complexity, volume or lifecycle of your product.

## **Expertise applicable in six market areas**

PartnerTech operates in six main market areas: Information Technology, Industry, CleanTech, MedTech & Instrumentation, Defense & Maritime (including Oil & Gas) as well as Point of Sales. In all six areas, we possess relevant and in-depth application knowledge and expertise, which can be applied anywhere and everywhere in the supply chain.

# out the supply chain



## Information Technology

Technical progress has never been more rapid and this area requires speed, ingenuity and adaptability. Our work within information technology is characterized by short time-to-market and large-scale production. Products include security cameras, video conferencing systems and information terminals.



## Industry

Within the industry sector PartnerTech's global footprint and supply chain brings valued quality to the customers. Assignments mainly involve manufacturing of products and sub-systems for most industrial applications, including operating panels and power and range units.



## CleanTech

The CleanTech market has seen significant growth reflecting the direction of public policy and regulations. PartnerTech serves a growing number of customers with an increasing need for regional production facilities. Products include recycling and reverse vending machines, heat pump systems, wind turbine components and LED lighting systems.



## MedTech & Instrumentation

With strict technical, regulatory and safety standards, this area requires skill, experience and attention to detail. PartnerTech meets all the requirements for developing and producing medical equipment, and instruments to the highest standards of the MedTech industry. Blood analysis, dialysis, radiology and anesthesia equipment as well as allergy and DNA testing technology, are examples of products PartnerTech is manufacturing.



## Defense & Maritime

Demanding, rugged and inaccessible environments set the standard for products in this area. Durability, safety and traceability are crucial to success. Our range of services includes manufacturing of precision-machined parts and sub-systems to the oil and gas, and defense industries, for example subsea control systems and connections to fiber-optic systems. All of which demand high-end quality, traceability and resilience.



## Point of Sales

Strict technical requirements for function and usability are key in this market area. Creating superior technical solutions with high quality is vital. PartnerTech mainly manufactures and delivers systems for payment, cash management and other complete point of sales systems.

# A complete range of services

At PartnerTech, we can assist you in all stages of your product's lifecycle and throughout the supply chain. With our experience, know-how and flexibility we manage everything from manufacturing a single component to taking care of a whole production process. From product development to after-sales, full circle.





### Consulting and development services

Working closely with customers, PartnerTech develops new products based on the customer's concept, as well as proposing improvements, streamlining the design and manufacture of existing products. Our engineers take an in-depth look at your existing product, including choice of materials and suppliers, as well as the production process. With our integrated Value Analysis/Value Engineering (VA/VE) concept we can create a fully streamlined production process with significant cost-savings.

With our Supplier Quality Assurance Plan we provide a reliable tool for introducing new products. We identify sources of error, assess risks and propose methods of management all the way from initial design to final delivery. For prototype production, we also provide small-scale manufacturing for testing new innovations/products.

### Manufacturing

Production is at the core of our offering at PartnerTech. To accommodate our needs for resources and production materials, we maintain our own global purchasing organization. With three units in Poland, China and Sweden, we are able to procure components and input goods at competitive prices tailored to the needs of the individual customer.

Our production expertise covers a range of areas,

including printed circuit boards, electronic enclosures, mechanical processing, sheet metal working, assembly and systems integration. Our plants are located in Sweden, Norway, Finland, the UK, Poland, the US, and China – ensuring operations at all scales in all parts of the product lifecycle. We always strive for constant evolution of the production process, to make it as streamlined and efficient as possible. Our PartnerTech Excellence in Manufacturing (PEIM) program for lean production is utilized purely for this purpose.

### Logistics and after-sales services – closer to home

Among the benefits of our global network, proximity to the end-market is an apparent one. Our local presence reduces time-to-market and provides a reliable management of the product before reaching the final customer. We provide final assembly, warehousing, maintenance and customized logistics solutions closer to the end-market. As the product life cycle does not end with the sale and distribution of the product, providing a fast and reliable after-sales services is an important part of our offering. With our local market presence, we can provide repairs and maintenance, spare parts management and product documentation, giving the customer the ability to minimize their own service organization.

# Living up to the right standards

As a trusted industrial partner, PartnerTech lives up to the highest of standards. We are certified in all of the fields and market areas in which we are active, and we meet stringent requirements and regulations. Above all this, we have put in place our own processes to ensure we deliver high quality and a pronounced added value to the business of all our partners and customers.

## **PartnerTech Excellence in Manufacturing**

Since manufacturing is the core business of PartnerTech, we constantly strive for improvement in our production processes to ensure the highest possible quality. With our qualified PartnerTech Excellence in Manufacturing (PEIM) program for lean manufacturing, we maintain a constant evolution in the way our customers' products are produced and how their business is developed. The five-step process involves removing all unnecessary waste from production. With meticulous reporting and analysis, profitability, capital employed, growth, lead-times and technical expertise can be optimized.

## **Supplier Quality Assurance Plan (SQAP)**

Creating a strong profitability and competitiveness for our customers is at the core of our business. To minimize the commercial risks and to maintain the highest level of quality, we employ our 10-step Supplier Quality Assurance Plan (SQAP) throughout our production process. The SQAP involves frequent checks, measurements and reviews on all levels from sample product to serial production.

## **Environmental Policy**

As a global company with manufacturing as a core part of our business, we need to be aware of and minimize the impact we make on the environment. We comply with all laws, regulations and other requirements, aiming to satisfy them by a good margin. We continuously work to reduce air and water pollution as well as the consumption of other natural resources throughout the value chain. We measure carbon dioxide emissions

during shipment and our environmental targets during 2012 focused on further reduction of the use of electrical power, gas, water and chemicals as well as recycling more. In 2012, we managed to reduce energy costs in relation to turnover and our environmental targets will apply for 2013 as well.

## **Health and safety**

PartnerTech pursues a systematic effort focusing on improving health and safety procedures, where developing, adopting and sustaining appropriate procedures and working practices are key priorities. Our health and safety policy ensures the safety of all employees and any others who may be directly affected by the activities of our company. We ensure that significant risks arising from work activities under our control are eliminated or adequately controlled via risk assessments.

## **Certifications and quality regulations**

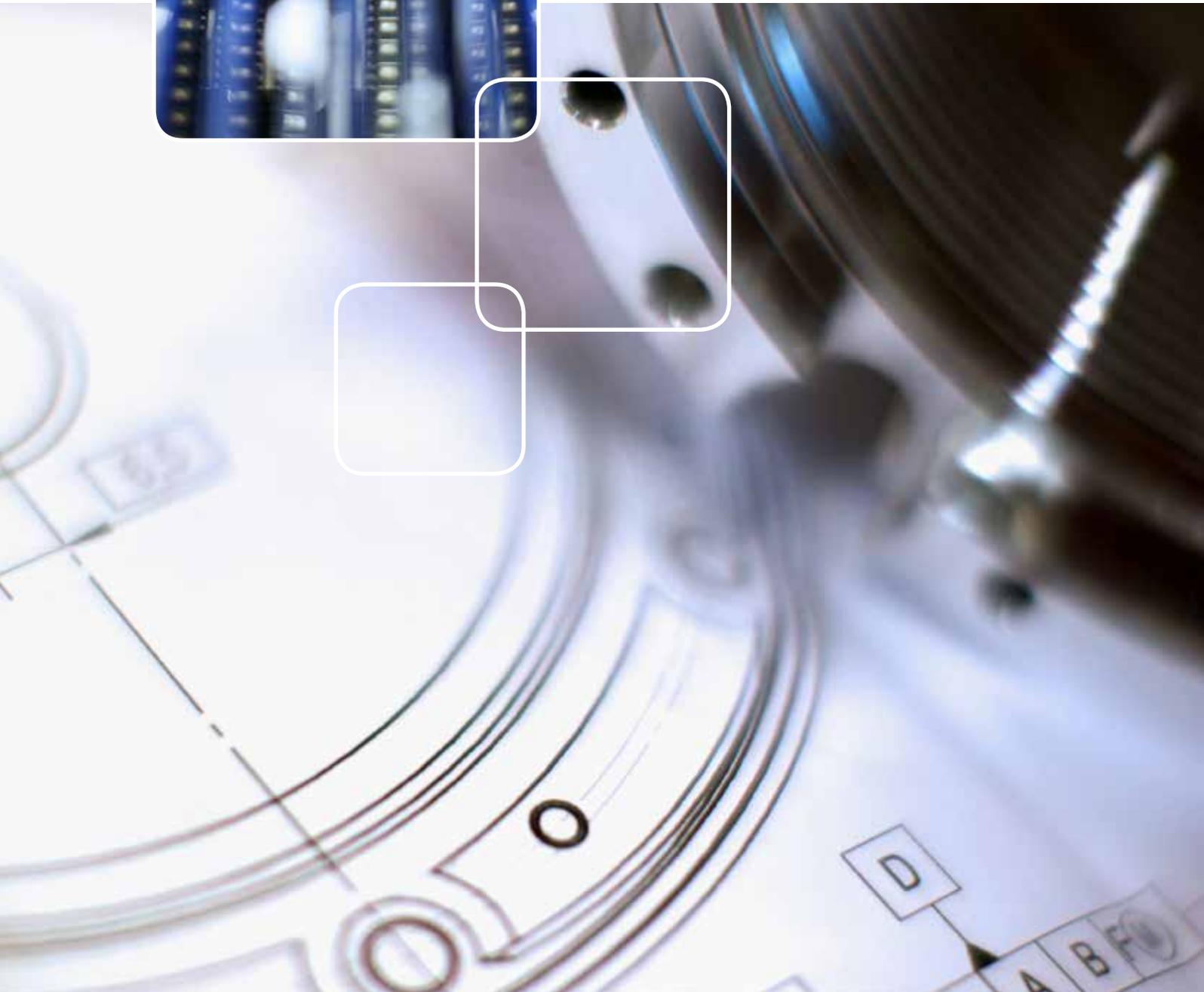
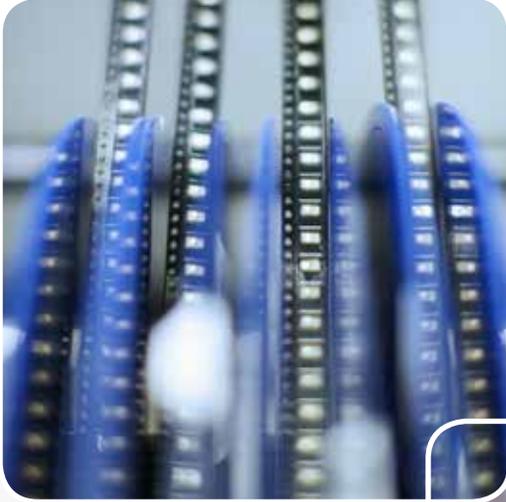
PartnerTech has obtained all the certifications required by our operations and our customers.

- ISO 9001:2008 Quality Management
- ISO 14001:2004 Environmental Management Standards
- ISO 3834-2 Quality certification for welding stainless steel
- ISO 13485 Production of medical devices
- AS 9100 Aviation industry certification

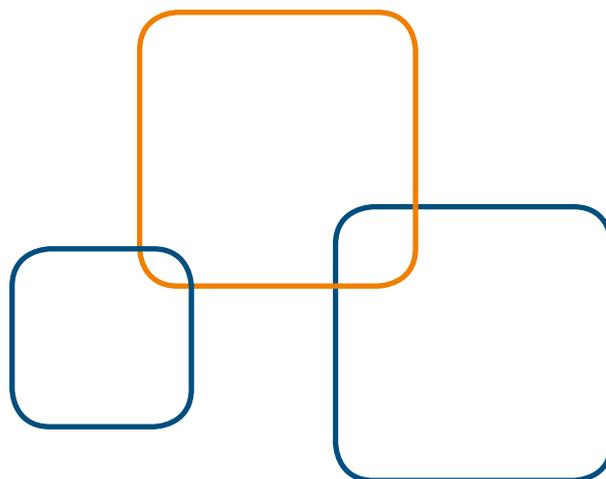
We also maintain all the industry-specific certifications required by our customers, for example;

- Quality System Regulation (QSR) for the United States
- Pharmaceutical Affairs Law (PAL) for Japan
- Medical Device Directive (MDD)
- In Vitro Diagnostic Device Directive (IVDD) for Europe

ards



PartnerTech develops and manufactures products in partnership with leading companies, primarily in Information Technology, Industry, CleanTech, MedTech and Instrumentation, Defense and Maritime and Point of Sale Applications. With almost 1,400 employees at its plants in Sweden, Norway, Finland, Poland, the UK, the US and China, PartnerTech reports annual sales of more than SEK 2,2 billion. PartnerTech AB, the parent company, has its head office in Malmö, Sweden, and is listed on the Nasdaq OMX Stockholm Exchange.



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