



BIOECONOMY 5.4.2017- CASE VALLIUS FORESTRY
KEIJO MUTANEN
CHAIRMAN OF THE BOARD

HISTORY

Company founded in 2014 by Mr. Lauri Vallius

Background about 10 years of development of the products by Mr. Lauri Vallius combined to his work in the forestry sector

Development Team extended in 2016 when Mr. Eero Tiainen and Mr. Keijo Mutanen joined the company as partners and active developers

Strong sales efforts started in 2016 by signing dealer contracts to the Nordic countries, Great Britain, Ireland and Germany

New CEO, Mr. Klaus Huhtala, joined the company in March 2017

OUR PRODUCTS

Cutlink brushwood cutters

☐ patent pending

Flowlink brake control systems

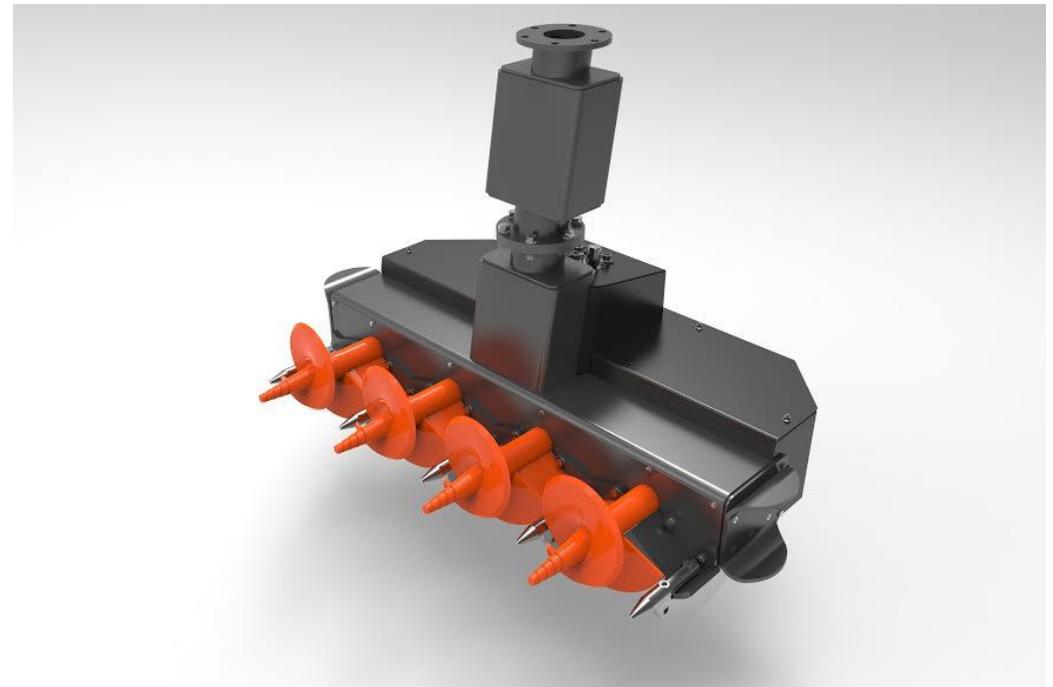
☐ patent pending

Attachment devices for the products as an option

CUTLINK BRUSHWOOD CUTTERS

Customer benefits

- About 3 times higher performance and productivity compared to competitors
- Maximum diameter of wood 11 cm
- Work and fire safety due to slow rotation speed
- Low power and fuel need in operation
- Can be used in snow and water
- Low maintenance requirements due to robust design and low rotation speed
- Collection of energy wood and biological treatment of stumps as an option (to be developed)



FLOWLINK BRAKE CONTROL SYSTEM

Customer benefits

- applicable to most attachments and cranes where need to stabilize uncontrolled movement
- load up to 10 tonnes
- increased productivity (e.g. loading and unloading of materials, brushwood cutting etc)
- simple design (one hydraulic cylinder)
- easy to attach
- low maintenance need and cost due to brake is on only when needed
- scale as an option (to be developed)



COMPANY STRATEGIES AND OBJECTIVES

STRATEGIES

- fast growth in domestic and international markets
- manufacturing by subcontractors
- in Europe and selected other markets sales will be based on contracts with active and professional dealers
- Flowlink products: OEM contracts possible with major manufacturers of different type of cranes
- licencing of the technologies in other markets (USA, Australia, India etc)
- development of new innovations (bioenergy, biological wood treatment, scale) with the help of TEKES funding 2017-2018

BUSINESS OBJECTIVES

- 2018: over 1,5 M€ turnover, profitable
- 2020: over 5 M€ turnover, profit over 15 %

GreenHUB prosessi

Oma yhteydenotto

Yrityksen kontakti

Kumppanin kontakti

Sattuma

<< YHTEINEN ASIAKKUUS >>

*Tutkija 1-2 päivää
vieraana yrityksessä*

<< HUBBARITIIMI TUKENA >>

Innovaatioseteli
Tutkimushankkeet

Yrityshautomot

Business Cafét

Osaajayhteisöt

Hackathons

EPIC Challenge



CONCLUSIONS

1. GreenHUB is very wellcome new and innovative way to support the development of growth companies such as Vallius Forestry
2. GreenHUB has potential to support our strong ongoing R&D efforts
3. We will surely find a way to take part in GreenHUB