

HELKAMA



FISCAL PERIOD 2007/2008

HELKAMA BICA FISCAL PERIOD 2007/2008

Helkama Bica is a Finnish family enterprise specializing in marine and industrial cables. The company has had a sound track record in cable excellence for more than 40 years.

Helkama is committed to meet customer requirements in quality, availability and service. Helkama is widely acclaimed as a reliable supplier. During fiscal year 2007/2008 exports accounted for 70% of the sales revenues in Finland. Helkama exported to 46 countries.



Helkama Bica's sales revenues were €39.6 million, 2.6% lower than the previous year. Operating profit was at the same level as the previous year, and the company's equity ratio is 68%. Helkama Bica employs 146 people in Finland and 63 in China.

MARINE CABLES

Sales by Helkama Bica's main business, marine cables, rose by 22% to €39.3 million in total, including sales by its Shanghai subsidiary. Exports accounted for 79% of the sales revenues in Finland. Products were sold to 47 countries. The main sales regions are Europe and Asia.

The factory in Shanghai, China, made a positive operating profit during its first full operational year. The manufacturing capacity of the factory has been increased during the period to meet the increasing need for marine cables in Asia. The factory is located in the Fengxian district of southern Shanghai.

INDUSTRIAL CABLES

Sales of industrial cables were €8.8 million, down 9% on the previous year. Exports accounted for 38% and the main export countries were Germany, Sweden and Estonia.

HELKAMA BICA PRODUCT GROUPS

MARINE CABLES

Power, control and communication cables, halogen-free and fire-resistant cables. These cables have all been approved by the major classification societies.

OPTICAL FIBRE CABLES

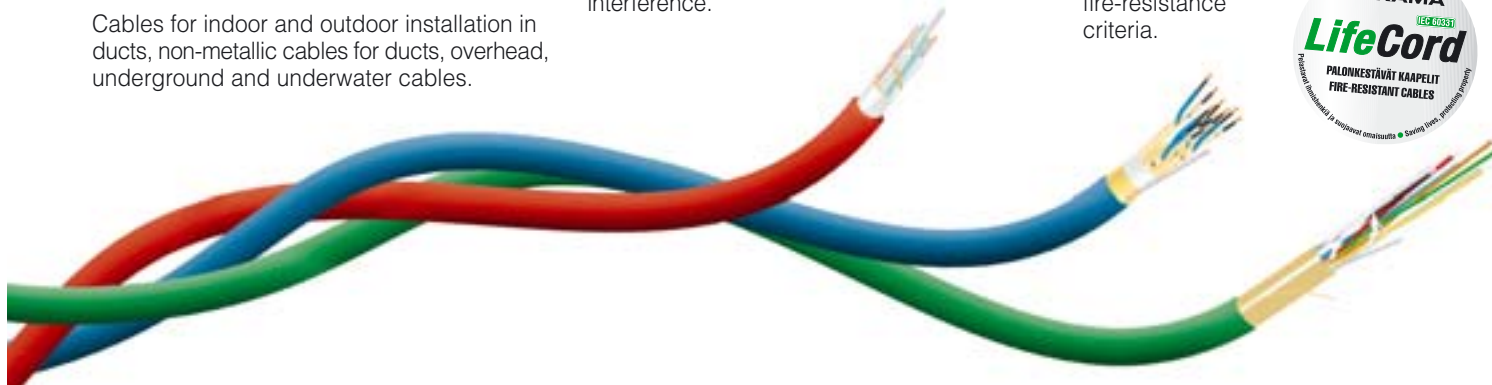
Cables for indoor and outdoor installation in ducts, non-metallic cables for ducts, overhead, underground and underwater cables.

CONTROL CABLES

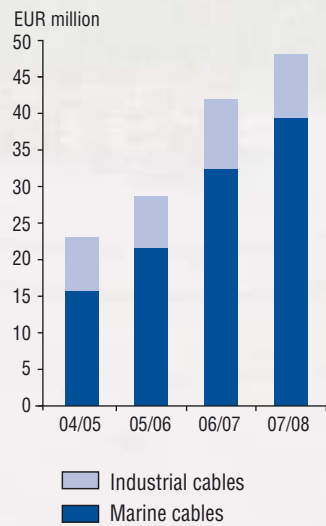
Cables for instrumentation, process control, sound reproduction, computer and alarm systems, as well as paging systems. Cables also suitable for the oil refining industry. The cables provide effective protection against direct electromagnetic interference.

FIRE-RESISTANT CABLES

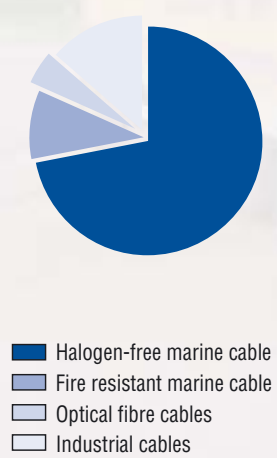
Helkama LifeCord and **Helkama FireLine**: Installation cables, instrumentation, communication and control cables, optical fibre cables. The cables comply with IEC 60331 fire-resistance criteria.



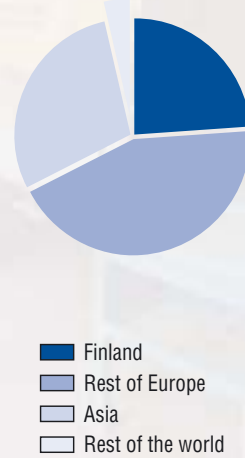
SALES BY BUSINESSES



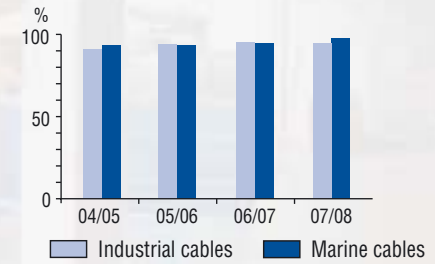
SALES BY PRODUCTS



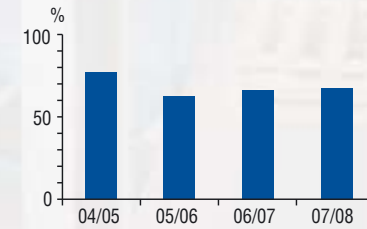
SALES BY MARKET AREAS



ON-TIME DELIVERY RATE



EQUITY RATIO



*Helkama factory in Hanko, Finland.
Marine and industrial cables*



*Helkama factory in Kaarina, Finland.
Marine cables*



*Helkama Factory in Shanghai, China.
Marine cables*



HELKAMA COMPANIES

Helkama Bica is a part of a genuine family enterprise, with roots stretching back four generations. The company's subsidiary Helkama Velox is famous for its Helkama bicycles.

Other Helkama enterprises include Suomen Koneliike Group specializing in coolers and logistics company Uuttera. Joint venture Helkama-Auto imports Skoda automobiles. In 2005, Helkama companies celebrated their 100th anniversary.

HELKAMA

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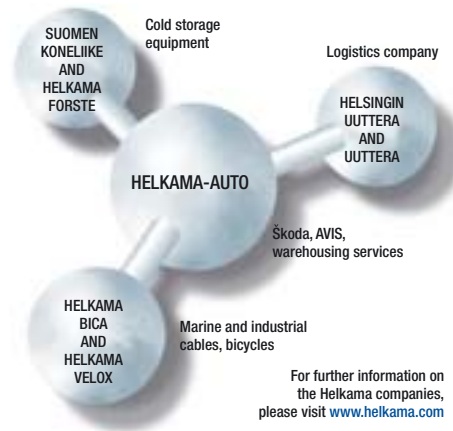


Photo: Aseeli Vainumäen