

# HANZA

## HANZA wins new customer in Germany

**HANZA AB, listed on Nasdaq Stockholm, continues to secure new business, and has entered a manufacturing partnership with a leading German company specializing in advanced measurement equipment for mechanical components.**

HANZA will manufacture control cabinets, a critical part of the customer's state-of-the-art measurement systems, designed for demanding industries such as automotive, aerospace, marine, and energy.

The initial order, valued at approximately 1.4 MEUR annually, marks the start of a promising partnership with significant potential for future business expansion. Manufacturing will commence in 2024 at HANZA's German cluster, where the company leverages local expertise and advanced technology to exceed customer expectations.

"We are proud to have been entrusted with supplying a world leader," says Sascha Berent, Sales Director DACH. "This partnership underlines our strength as a strategic manufacturing partner and our ability to meet the highest demands on quality and precision."

This order also reflects a positive trend, with HANZA securing new customers despite a continued weak economy. It demonstrates the company's attractiveness as a strategic manufacturing partner, irrespective of the economic climate.

**For further information please contact:**

Erik Stenfors, CEO  
+46 709 50 80 70  
[erik.stenfors@hanza.com](mailto:erik.stenfors@hanza.com)

Sascha Berent, Sales Director DACH  
+49 175 5103 339  
[sascha.berent@hanza.com](mailto:sascha.berent@hanza.com)

***Important information***

*This press release may contain certain forward-looking statements that reflect HANZA's current views of future events and financial and operational performance. Words such as "intends", "anticipates", "expects", "may", "plan", "anticipate" or similar expressions regarding indications or predictions of future developments or trends, and are not based on historical facts, constitute forward-looking information. Forward-looking information is inherently associated with both known and unknown risks and uncertainties because it is dependent on future events and circumstances. Forward-looking statements are not guarantees regarding future results or developments and actual results may differ materially from those set forth in forward-looking information.*

**About HANZA**

HANZA is a global knowledge-based manufacturing company that modernizes and streamlines the manufacturing industry. Through supply-chain advisory services and with production facilities grouped into regional manufacturing clusters, we create stable deliveries, increased profitability and an environmentally friendly manufacturing process for our customers. HANZA was founded in 2008 and

today has an annual turnover of approx. SEK 4.6 billion. The company has six manufacturing clusters: Sweden, Finland, Germany, Baltics, Central Europe and China. Among HANZA's clients are leading companies such as 3M, ABB, Epiroc, GE, Getinge, John Deere, Mitsubishi, SAAB, Sandvik, Siemens and Tomra. HANZA is listed on Nasdaq Stockholm's main list.

For more information please visit: [www.hanza.com](http://www.hanza.com)