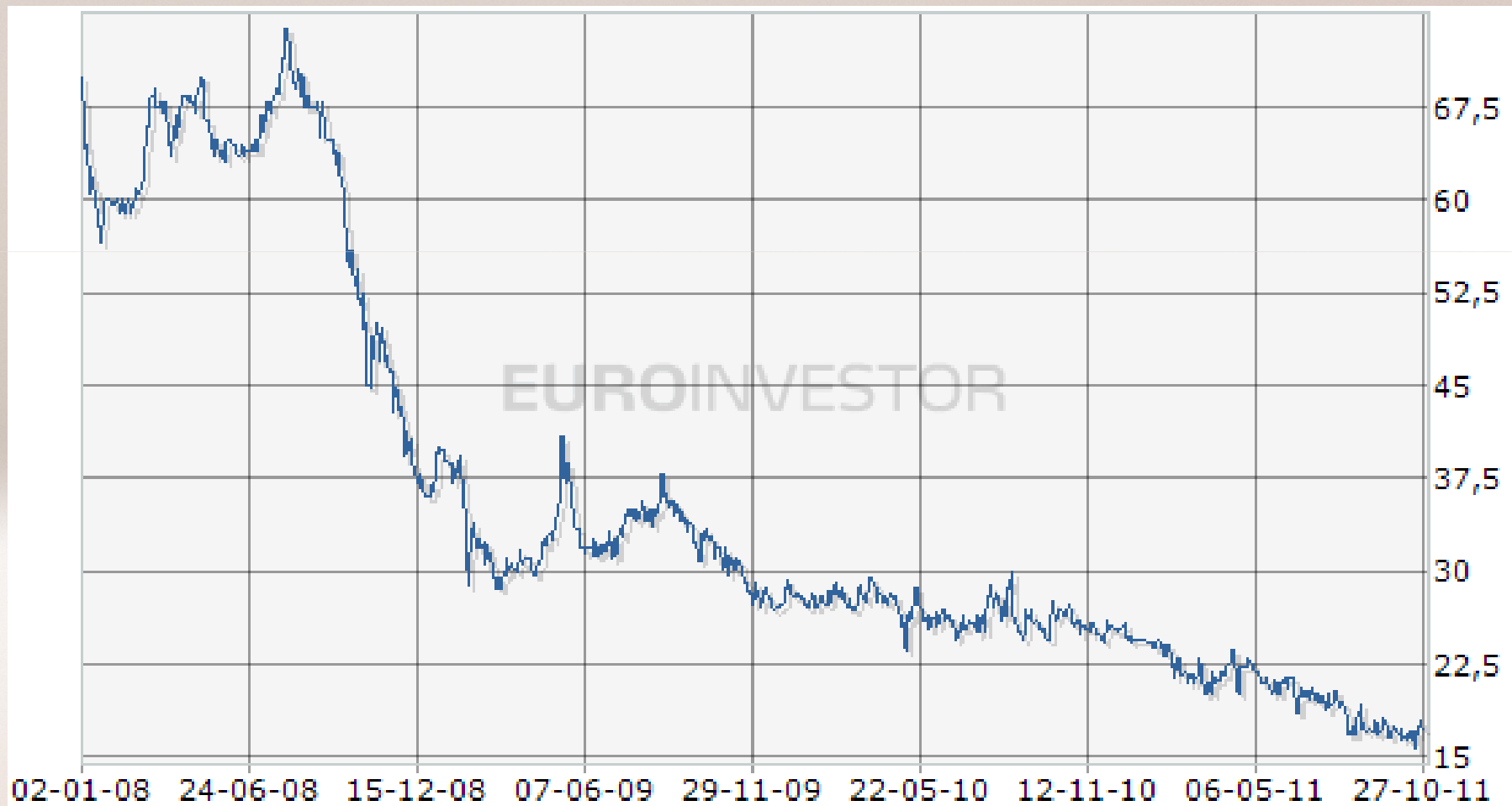


Gycom "The broad expert"



?





History and development

- 1986 Gycom was found out as a part from the Gylling Group
- From 6 Mio EUR to 55 Mio EUR during the last 10 years
- Big change of important customers
- Expansion into Denmark, Finland and Norway
- Building a Nordic platform





Gycom

Gycom Group 2010

- Gycom Nordic AB (headoffice), Stockholm (86)
- Gycom System AB, Stockholm
- Gycom Svenska AB
- Gycom Danmark A/S, Køge (98)
- Gycom Finland Oy, Helsinki (99)
- Gycom Norway AS, Oslo (07)
- Turnover: 55 Mio EUR
- Employees: 120 employees in total

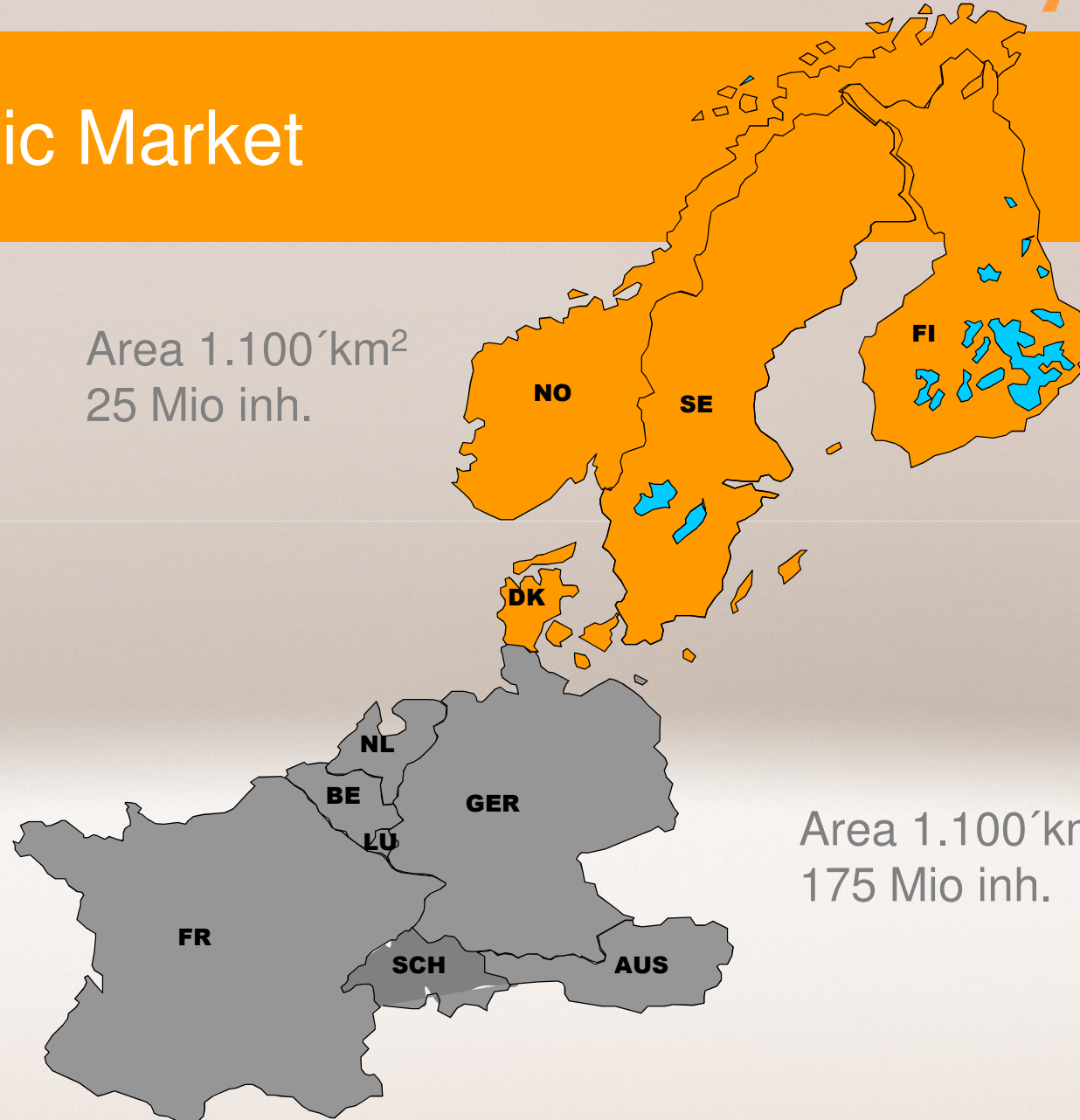


"The Nordic countries are our market"



The Nordic Market

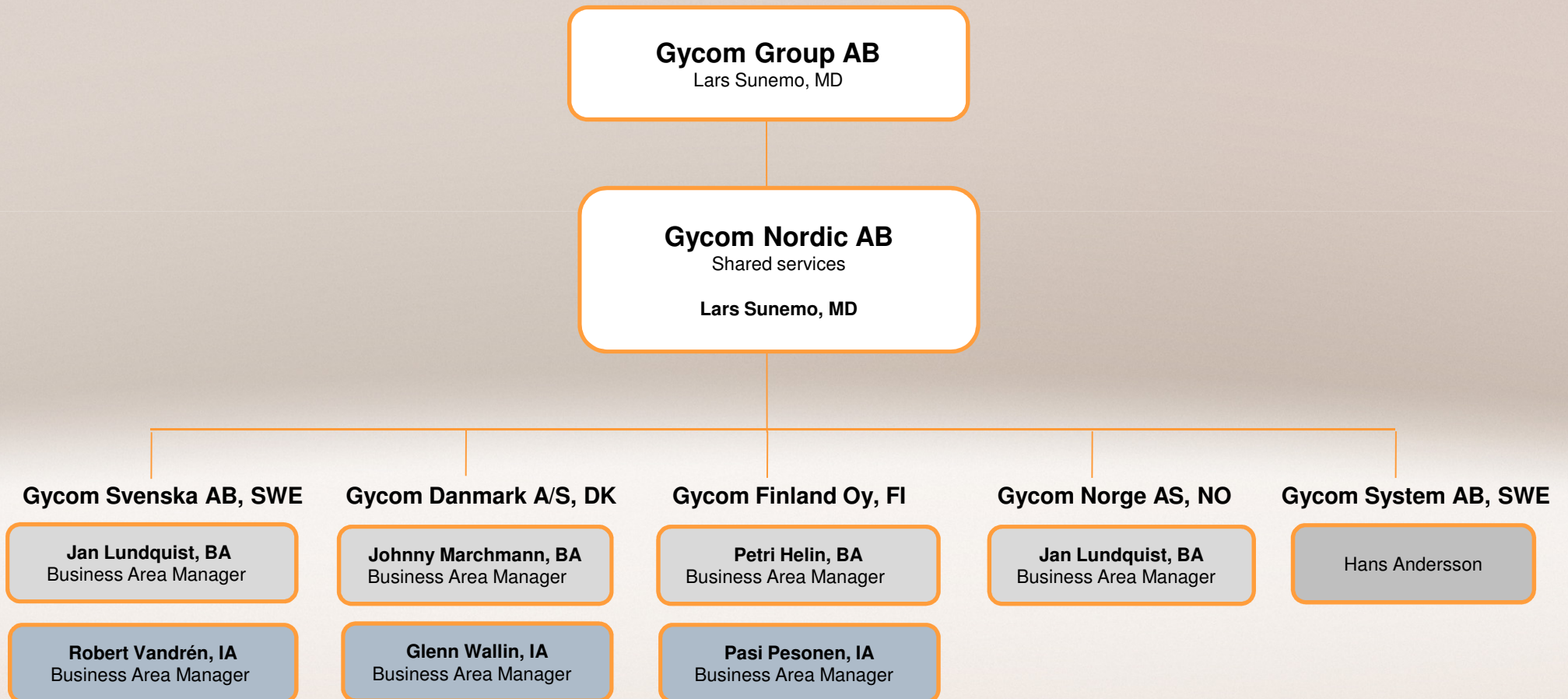
Area 1.100'km²
25 Mio inh.



Area 1.100'km²
175 Mio inh.



Gycom Group Organisation – BA / IA

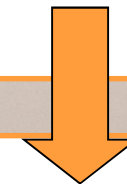




Gycom Nordic AB

- Finance
- Logistics
- HR
- IS / IT
- Product responsibility
- Marketing

Shared Services

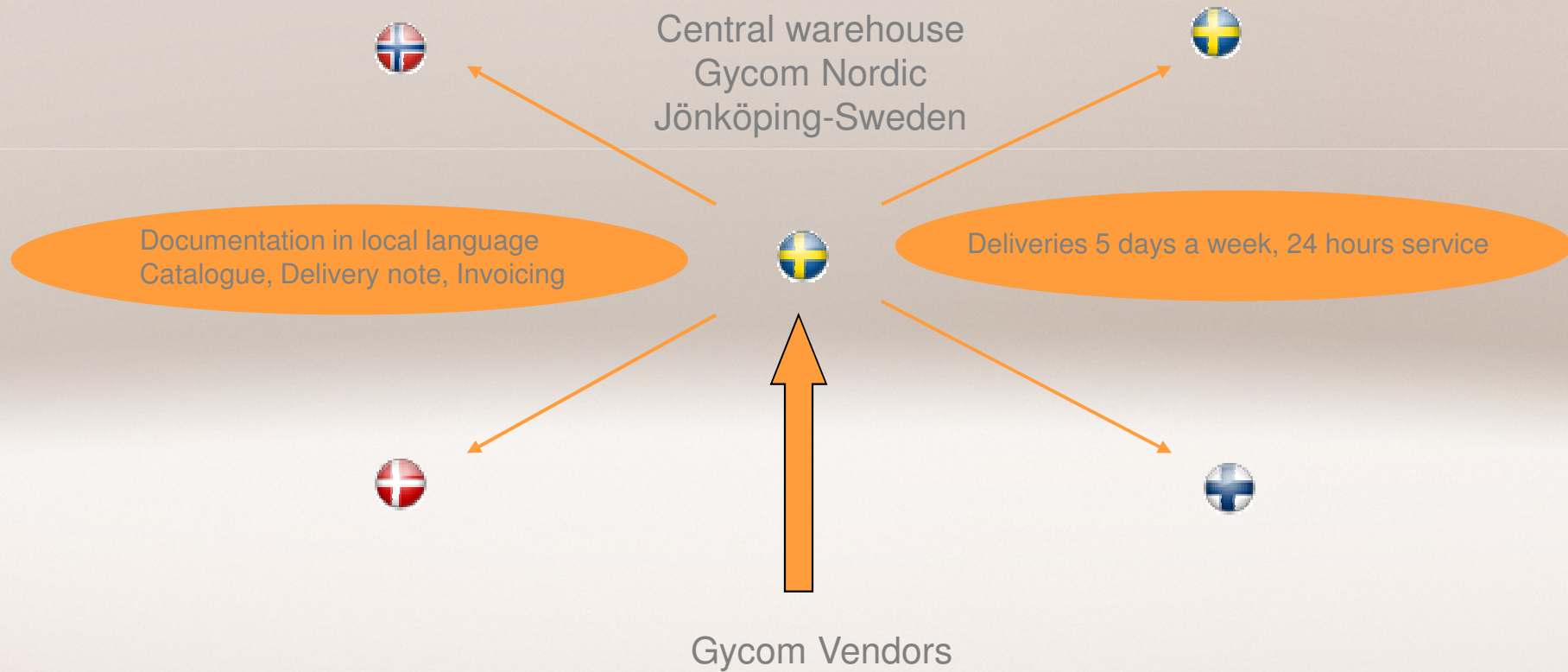


Sales Organisations





Gycom Logistic Flow





Gycom delivery time to customers

- Sweden: 1 to 3 days
- Denmark: 1 day
- Finland: 1 to 3 days
- Norway: 1 to 3 days

80.000 Products

6000 on stock





Carefully chosen partners

- Superior brands with high quality
- Easy installation and latest technology are in focus when we are developing our product range according to local specific requests

MOELLER   **wieland**

FLUKE  **theben**  **spelsberg**

bimed   **tele** 

GROSCHOPP  **SITI** SPA **vagon** DRIVEN BY DRIVES

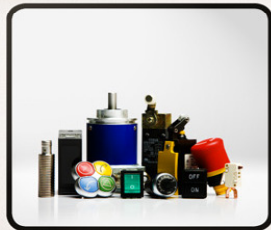
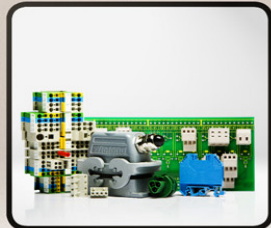




Product segment

- Connection technology
- Automation
- Energy distribution
- Building automation
- Installation material
- Enclosures

- Control and sensors
- Drive technology
- Relay technology
- Start devices
- Power supply
- Test and measurement





Product Marketing & Purchasing

PMM
Rickard Dittlau
ME KAM BA
HTS, Theben

Marketing
Susanne Fidler
Anna Ericsson

PM
Lars Brundin

Moeller IA
ME KAM IA

PM
Tony Sjölander

Moeller BA
Wieland BIT

PM
Instell Atle Naess

KNX
Wieland
Theben
HTS

PM
Erik Tolagen

Moeller IA
Wieland AT

PM
Thomas Svensson

Component
Wieland PCB
Relays

PM
Björn Hellström

Instruments
FLUKE
BAUR

PM
Marcus Wigren

Power Supply
Spelsberg

PM
Håkan Svärd

Bimed
Tele

PM
Hasse Amberntsson

Mec & Drives
Groschopp
SITI
Vacon

Purchasing & Product Coordinator

Andreas Claesson – Team-leader
Anna Cederlund

Robert Forslund
Christian Djäknegård

Mikael Rudinsson
Christer Kauranen

Niklas Gustafsson

Administration – Claes Larsson



Gycom

Gycom creates demand

Exhibitions



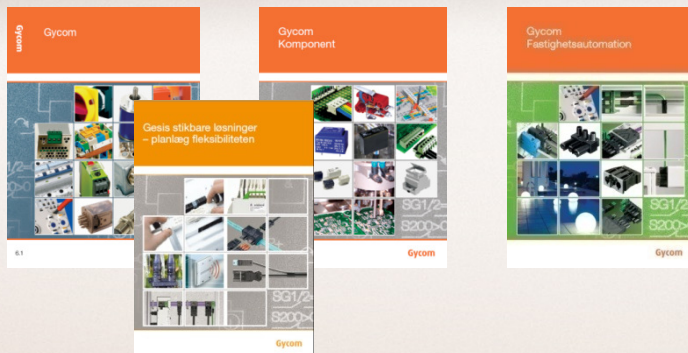
Advertising



Gycom News



Catalogues



www.gycom.com



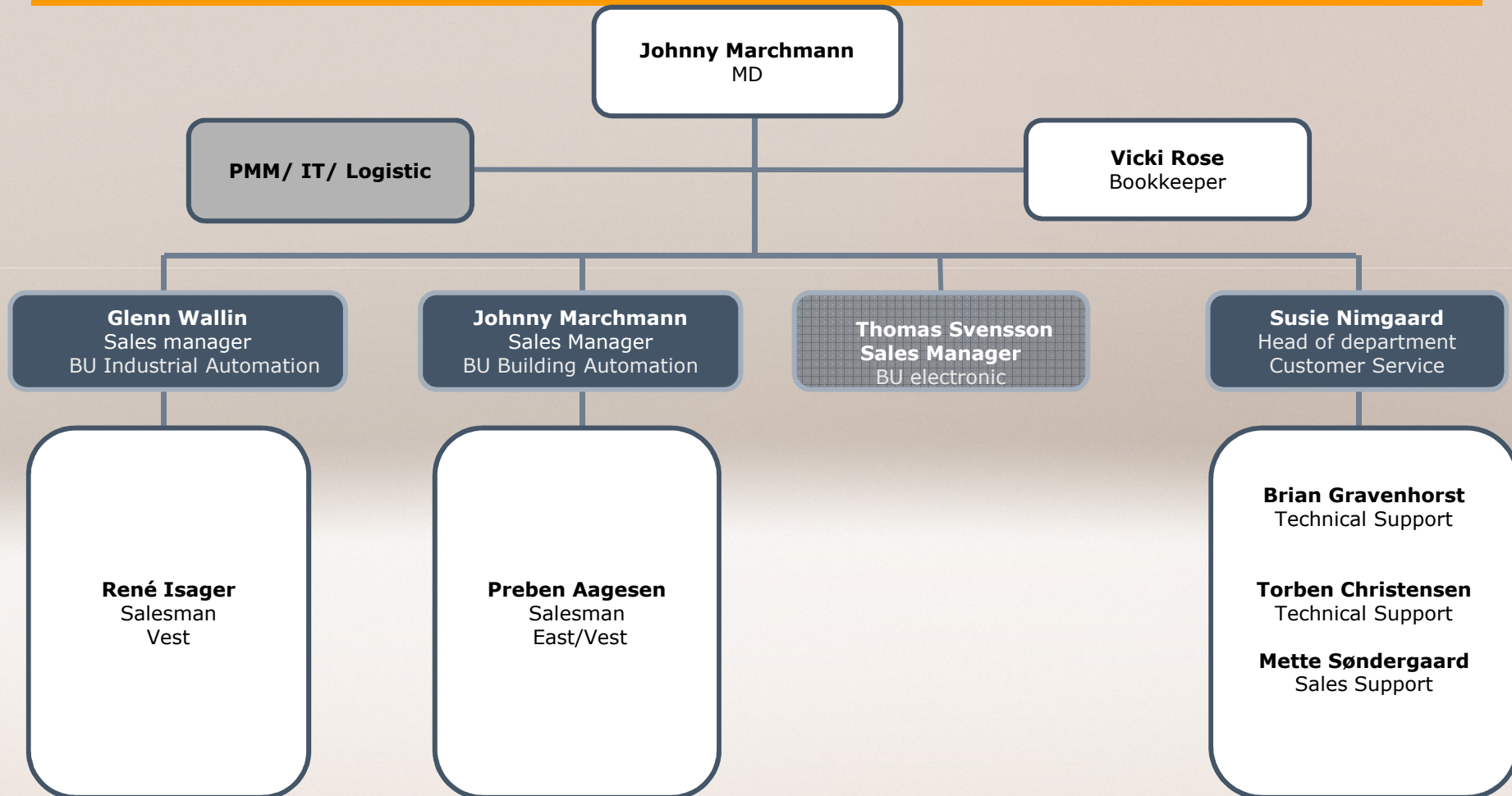


Danmark 2010

- Domicil Theilgaards Torv 1 - Køge
- Turnover 4,2 mio EUR
- Employees 9 person



Gycom Denmark A/S



Strategic customer groups

DIRECT SALES

- Machine builders
- Panel builders
- OEM-customers

INDIRECT SALES via wholesalers

- Installers
- Consulting engineers
- Endusers – maintenance