



**HANSAMATRIX**  
Inspired by your trust

# About HansaMatrix Group

**Agile** manufacturer of  
**top-tier** electronics focused  
on **tailor made**  
**partnership**  
experience

HansaMatrix is one of the leading Nordic and Baltic electronic system development and manufacturing companies serving the leading OEMs in respective segments such as data network, industrial, commercial, optics and IoT.



# Strategy KPIs

## Business



Industrial Efficiency  
OEE/CE



EBITDA /  
Net profit



Cost of  
Poor quality  
NQC



Inventory  
turnover (days)

## Customer experience



On time  
delivery



Supplier  
service  
rate



Customer  
complain



Customer  
survey  
CNPS

## Human resources



Learning  
hours



Safety  
5S



Employee  
satisfaction  
score ENPS

## ESG



kWh



CO2



Employee  
turnover



Gender  
pay ratio

## Proximity to customers

- Production plants are located close to the customers and their engineering centers
- Proximity to clients is particularly important in new product introduction, product design and development
- Ability to quickly respond to client needs and deploy on-the-ground resources

## State-of-the-art facilities and equipment

- New production facilities with the most modern equipment
- Significant capacity to expand production and accommodate immediate acceleration in production volumes
- Responsible approach to environment and people

## One-stop-shop approach

- One-stop-shop concept (EMS+) allows fostering deeper and more integrated relationships with clients, increasing their reliance on HansaMatrix as their EMS provider

## True agility and flexibility

- Agile manufacturer focused on tailor-made partnership experience
- Flexible product and volume mix and ability to work with clients of all shapes and sizes
- Fast decision-making and lean manufacturing approach
- Inhouse build Manufacturing Execution System with 25 years of EMS business experience in mind - tailored solutions for all value-chain (E2E)

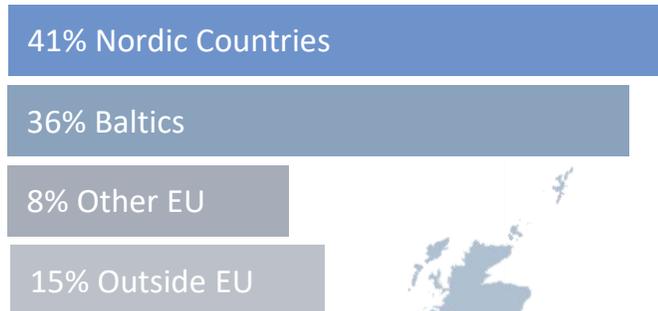
## Quality-centric culture

- Quality-centric culture and stringent operational standards
- Quality level recognized by customers and international standards ISO 9001, ISO 13485, AS 9100, ISO 14001



Long-term relationships with broad spectrum of EMS+ services ensures customer loyalty

Revenue by geography, year 2024



We hold ourselves to the highest international standards and employ rigorous quality control processes to meet the most demanding customer requirements.



Quality management system  
ISO 9001:2015



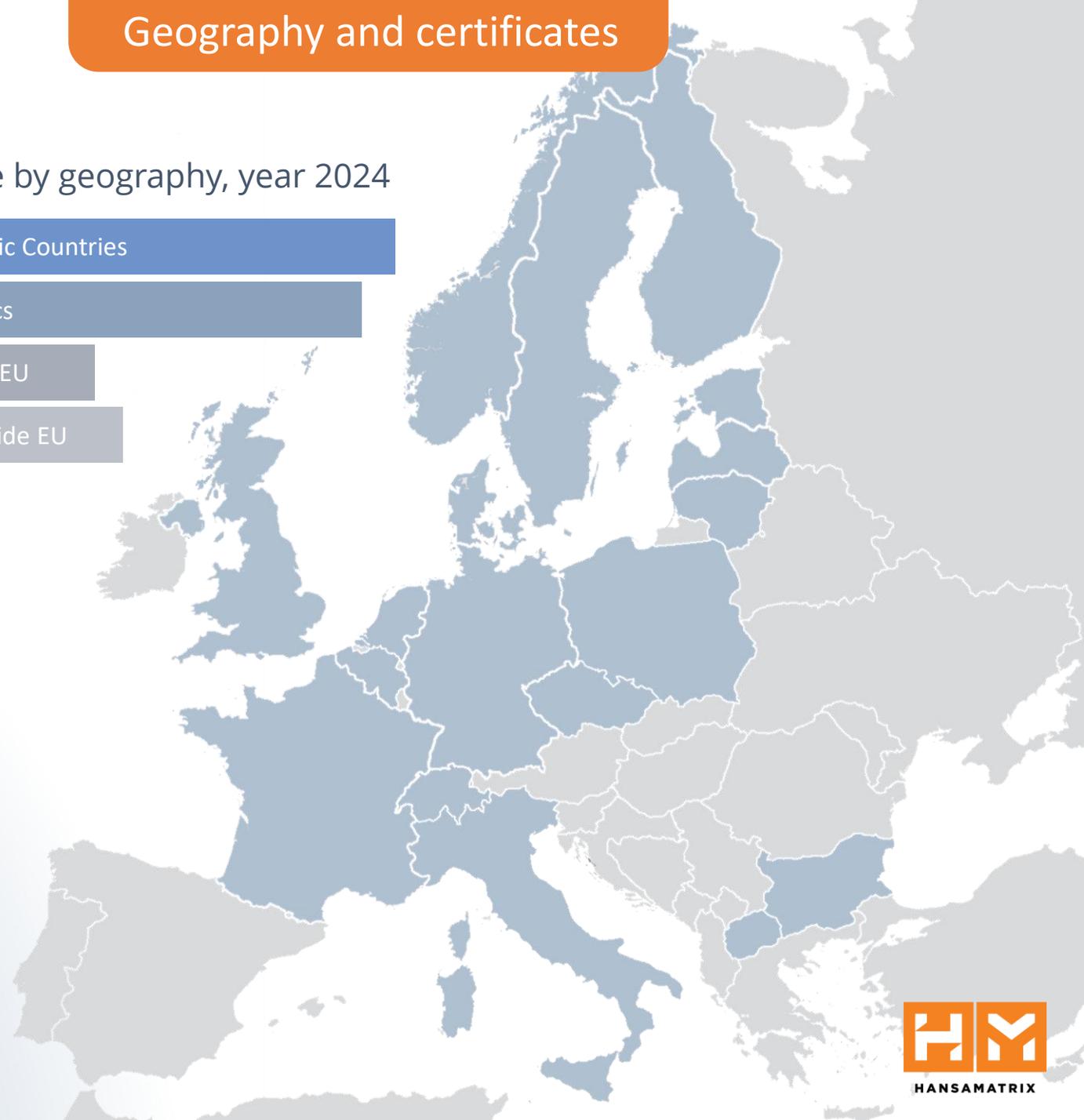
Medical devices and related services  
ISO 13485:2016



Aerospace, aviation and defense products  
EN9100:2018



Environmental management systems  
ISO 14001:2015



# Ventspils manufacturing sites



First building



Second building



First building

Second building

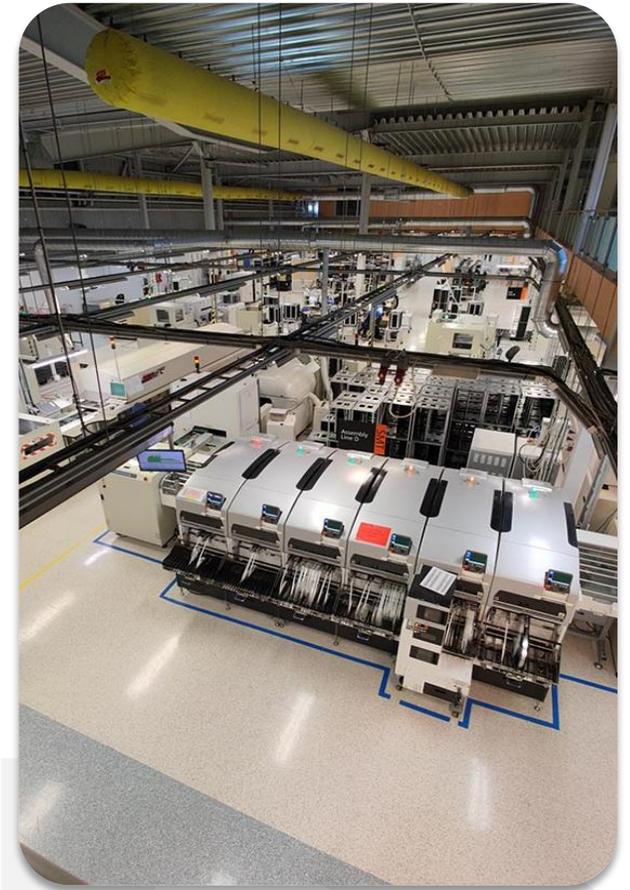


Ventspils	First building	Second building
Land area	10,350 m <sup>2</sup>	4,520 m <sup>2</sup>
Facilities	6,000 m <sup>2</sup>	5,000 m <sup>2</sup>

# Ogre manufacturing site



<b>Parogre site</b>	Manufacturing facility
Land area	10,451 m <sup>2</sup>
Facility area	5,500 m <sup>2</sup>



# SMT capabilities

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Fast and precise FUJI SMT component placing machines ensure quality and speed

- Laser marking (engraving unique info on boards, traceability)
- SPI (Solder Paste Inspection)
- FUJI NXT III (down to 01005 components)
- Reflow oven with 8 heat and cooling zones
- AOI (Automated Optical Inspection) additionally microscope and manual xray
- AXI (Automated Xray Inspection)
- BGA rework station

# PCBA / BBA capabilities

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Daily track of efficiency keeps our lines clean and more effective

- Depanelization by router, V-cut and tabs
- THT by wave, selective, robot and manual soldering
- Robot dispensing/ screwing/ gluing
- Washing / cleanliness tests
- Coating by robot, manual and dipping
- Potting
- Ultrasonic welding
- Flying probe tests and needle bed tests (other unique tests design for individual products)
- BBA assemblies by hand
- Simple wire harnesses (coaxial, flat, power, etc.)

# CNC workshop

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Precise mechanical part manufacturing team offers high complexity part milling, turning and assembly services

- Mid-size part CNC manufacturing (max 1600mm)
- Very thin metal and plastic part machining (from 1mm in thickness)
- High precision and complexity mechanical part manufacturing and assembly for optical products (projection and lens systems, camera housings etc.)
- Technical plastic (PET, POM, PEEK, etc.) machining
- Composite material (CDM, fibre reinforced materials, etc.) machining
- Assembly of mechanical systems

# Plastic injection molding service

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Plastic fabrication department comprises 4 plastic manufacturing cells built around WITTMANN BATTENFELD EcoPower Plastic injection molders automated by robotic parts handling

- Wide range thermoplastics – PP, HDPE, LDPE, COC, EVA, ABS, SAN, ASA, PS, PC, PC+ABS, PC+ASA (all with fillers)
- Thermosets (PF, EP, PU, UP, MF, MP)
- Elastomers (LSR, NR (partly))
- Approved material supplier list, that provides also material stockpiling and support for best material selection, laboratory tests and other services.

	NEW PRODUCT INTRODUCTION	7.5.25.FORMS
	DESIGN REVIEW REPORT	Ver. 3.1
		Page 1 of 3

Customer:			
Product number:	R4-CSU-PCBA / R4-PMU-PCBA	Product description:	Core Computer is used to control and power
Documentation:	1-03-0039_REV_E_OS-V3-R4-CSU 1-03-0040_RevD_OS-V3-R4-PMU	Rev.:	V3-R4
NPI Engineer:	Gatis Latvelis	E-mail:	
		Date:	02.08.2024

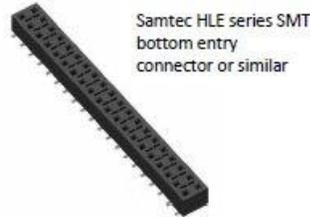
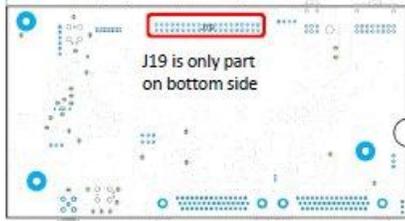
EXAMPLE

1. R4-CSU-PCBA

1.1. J19 soldering process improvements:

At the moment J19 is the only one component on bottom side and it requires separate soldering process. This process step could be eliminated completely if you make a redesign and instead use bottom entry SMT connector on top side.

Downsides - SMT part probably will be more expensive and connector on other board needs to have longer pins to reach top side. Minimal effect on SMT assembly.

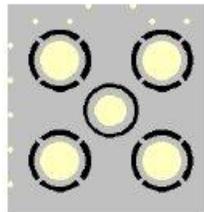


Gain:  
THT soldering time bottom – eliminated operation completely.  
Could improve production costs ~ 2 eur less

1.2. J21 soldering process:

This connector is large metallic part with significant thermal capacity making it hard to solder compared to other connectors. 6 of 8 copper layers has large metallic planes with thermal reliefs connected to leads.

Reduction in connected layer count would improve soldering process speed and quality.

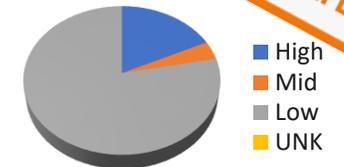


Could improve production costs ~ 0,2 eur less

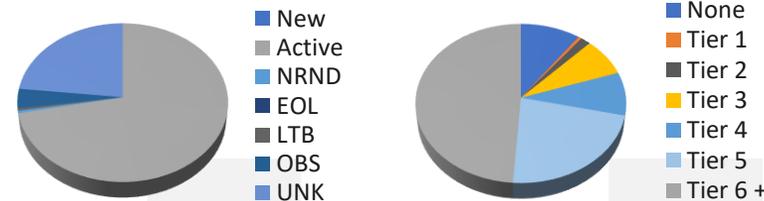
From the very beginning of the RFQ process, we invest our expertise to support both current and potential customers with Design for Manufacturing (DFM) and BOM Health Check reports. This proactive, customer-centric approach reflects our commitment to long-term partnerships and continuous improvement.

Statistic	Count
BOM Lines	109
Total MPNs	202
MPNs with no results	20
Oldest API Response	2025-01-17
Unique Manufacturers	67
Earliest Delivery (i.e. fastest long lead part)	176

EXAMPLE

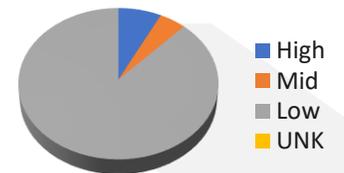


MPN Risk	Count
High	36
Mid	8
Low	158
UNK	0



Life Cycle Status	Count
New	0
Active	145
NRND	1
EOL	0
LTB	1
OBS	8
UNK	47

Stock Levels	Count
None	18
Tier 1	1
Tier 2	3
Tier 3	14
Tier 4	16
Tier 5	41
Tier 6 +	89



Line Risk	Count
High	8
Mid	5
Low	96
UNK	0



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