

NEWLIN - COMPANY PROFILE

NEWLIN has been founded by Jan Żurowski in 1991 when the new economic order started to emerge in Poland.

The main objective was to provide consulting and agency services for foreign companies and procurement services for the industries in Poland. In addition NEWLIN was also providing sales organisation with all necessary means to fulfil requirements of the international trade.

The variety of projects handled by NEWLIN consisted of analyzing and investigating business and technical possibilities to establish and develop activities on the Polish market, and researching and exploring potential Polish partners – customers, suppliers of goods and services and were associated mainly with the high-tech applications in the marine and energy related industries.

NEWLIN has at its disposal a group of maritime and electric, business orientated engineers with long time experience in performing different projects and handling technical problems in Poland and abroad.

ACTIVITIES

From 1991 NEWLIN have been providing consulting and agency services for foreign companies Significant projects has been related to the following companies:

- OPTEC International
- RAUTARUKKI
- A-R /KAMEWA FINLAND
- ENSTO

OPTEC International, Finland, 1991-95

Maritime equipment. Engineering & Maintenance Services providing planning, installation and maintenance services in the following areas:

- Accuracy control systems for shipbuilding industry

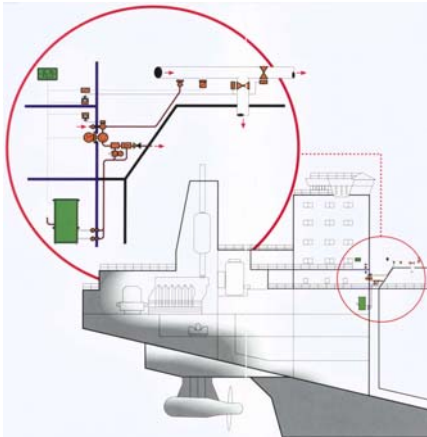
NEWLIN has been performing promotion of the system to the Polish shipyards.



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- Ships oil discharge monitoring

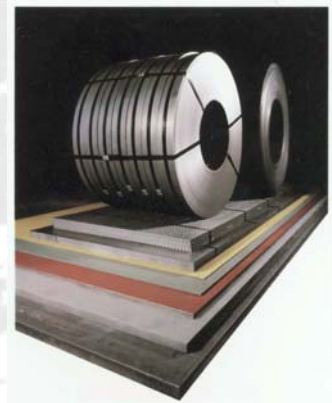
NEWLIN has been providing mainly installation, commissioning and maintenance services of the system on board of different ships in shipyards as well as at sea.

RAUTARUUKKI, Finland, 1991-92

Steel Products. Manufacturer of hot rolled steel products

Hot-rolled steel products

NEWLIN has been involved in market research for the products to be used throughout Polish shipyard as well as other steel consuming industries. Looking for the distributors has also been a part of that project.



AQUAMASTER - RAUMA/KAMEWA FINLAND, Finland, 1993-1998

Steerable Propulsion & Deck Machinery. One of the leading manufacturers of steerable propulsion units and significant in deck machinery

Azimuth thrusters and deck machinery

NEWLIN has been engaged in market research for the products as well as in technical promotion. The determination of expanding A-R activities to new potential markets has led in 1994 to an agreement which has been signed on representing AQUAMASTER and RAUMA products on the Polish market.



Common efforts have resulted in order for 2 azimuth thrusters to be installed on board of the tugboat TYTAN for operation in Gdansk harbour starting end of 1994.

The excellent tug have been efforts supported have led to order on board of the Gdynia harbour



characteristics of the AQUAMASTER recognised . The strong promotion by active approach of staff in Finland for 2 azimuth thrusters to be installed tugboat HEROS for operation in the starting in 1998.

In 1999 NEWLIN has been engaged in supporting the project connected with retrofitting (adding one AQUAMASTER thruster) the existing ship as well as equipping newly build Seismic Research Vessel also with one thruster.



In 1998/99 NEWLIN has actively supported the projects of total four car ferries build in Szczecin and Gdańsk for Norwegian owner, each equipped with two AQUAMASTER thrusters.

The very good experience with tugboat TYTAN have led to order for 2 azimuth thrusters to be installed on board of the first in Poland tractor tugboat TAURUS for operation in Gdansk harbour under the same as TYTAN owner, WUZ, starting in April 2001.

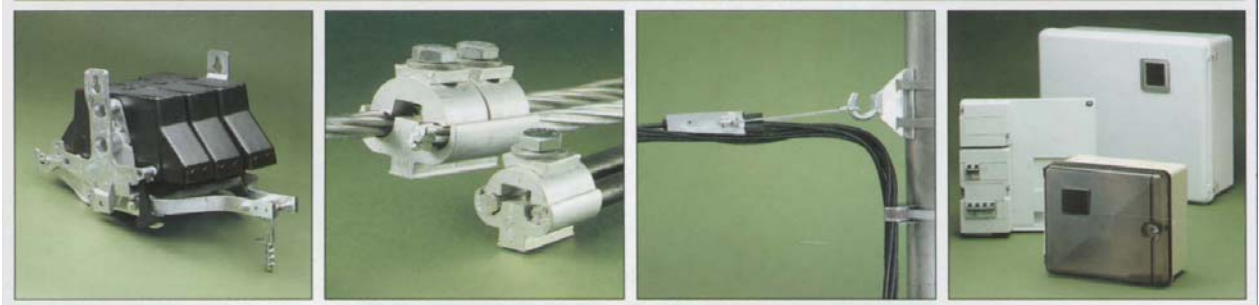


Consequently the very good experience with tugboat TYTAN and TAURUS have led to order for 2 azimuth thrusters to be installed on board of the third in Poland ASD tugboat URAN for operation in Szczecin-Swinoujscie harbour under the Port-Hol owner, starting in Sept. 2001.

ENSTO, Finland, 1991-93

Products for electric energy distribution and safe use of it. International enterprise with manufacturing and sales operations

Products for low and medium voltage power distribution



NEWLIN performed market research in electricity utilities in Poland. Positive result of the research had led to agency for ENSTO products. Successful agency operation resulted in establishing ENSTO POL.

ENSTO POL, Poland, 1993-2006

Marketing and sales joint-venture company. One of the leading supplier of materials for building electrical overhead lines.

Establishment of the joint venture Ensto Pol Sp. z o.o. with minority share capital, taking over the Ensto business in Poland managed previously by consulting company Newlin Gdańsk and proper determination of development direction, market policy and business strategy (Ensto - International Group of electro technical sector with headquarters in Finland - www.ensto.com – turnover of MEUR 178,6 and personnel of 1280 in 2005 - dealing with accessories for: insulated overhead electricity distribution lines, office and home electrification systems and industrial applications).

Building up and development of solid relations with key B2B customers supported by the professional product application management and after sales services *proved by: high customer retention (revenue repeat customers) factor of 84%; high market share - above 50% in most of the product groups; several successful adaptations of the accessories according to the local requirements.*

Creation and consequent development of the competent professional team: 3 sales and marketing teams assisted by the supporting services team *proved by: dynamic growth from 4 to 38 persons in 12 years; latest result of "In my opinion" internal survey - Euroclimate® index 77 (0-100 scale).*

Achievement of broad Ensto brand recognition throughout Electricity Utilities in Poland *proved by: high score in independent customer satisfaction survey - overall satisfaction index 2003: 83 (0-100 scale); several awards granted by customers.*

Start up of assembling activity of Ensto low voltage insulated overhead lines accessories followed by the establishment of the production company Ensto Aspol Sp. z o.o., further broadening of volumes and assortment of assembled goods.

Permanent development of the Ensto organization in Poland taking effect in relocation of the Company seat from Gdańsk to Straszyn, building of new modern office and enlargement of production and warehousing space *proved by year by year sales growth from PLN 8,26 mln in 93/94 to PLN 42,5 mln in 2005.*

NEWLIN, Poland

Business development consultancy

2001 – to date - as a result of dozen years of extensive work and gaining experience in managing successfully of business establishment and development, NEWLIN provides a spectrum of consulting services ranging from rendering consulting services in the sphere of management and business activities to managing of the business organizations and new business spheres development for high-tech products and technical services.

The backbone of NEWLIN is a group of Associates - business oriented engineers with considerable experience in electrical and automation disciplines.

The co-operation with FMC-Tech Ltd Ireland on the Polish market is one of the projects performed presently.

JZ profile

Jan Zurowski has a MSc degree in electric engineering with major in industrial automation. He gained his technical experience at Gdansk Shipyard and Electrical and Automation System Works „ELMOR" as well as at other enterprises where he worked internationally as service and commissioning engineer, surveyor, chief designer and marketing and sales engineer.

He has also been sailing on board of different merchant ships as an electrician to make his professional experience broader.

From 1991 he has been working as Managing Director of NEWLIN providing consulting and agency services for foreign companies and procurement services for the industries in Poland. He has been directly involved in developing strategic business plans, marketing and organizing distribution networks in Poland.

From 1992 he was working as Managing Director of NEWLIN CONSULTING (later joint venture company - Ensto Pol), company established for running sales operation and building nation-wide



sales force, organizing assembly and technical services for variety of products of Finnish group of electro-technical companies - Ensto.

Jan Zurowski was working for Ensto Pol Sp. z o.o. since the establishment of the Company in 1993 until October 2006 holding the position of Chairman of the Board and Managing Director.

In his position, he was responsible for managing, developing and supervising the business of the Company in commercial, technical, operational and administrative spheres.

Over the 13 years of the activities of Ensto Pol Jan Zurowski has grossly contributed to the introduction of Ensto into the Polish market, to the building up and developing Ensto Pol team, to the promotion of the Ensto trade mark within the electricity distribution sector as well as to the establishment and development of assembling activities of Ensto products in Poland. He also played an important role in introducing and maintaining modernized organizational structures. The high degree of satisfaction with the services rendered by the Company managed by him was confirmed by Ensto Customers in bi-annual independent market research.

Since 2007 he has been concentrating his activities to further development of the business of NEWLIN

Jan Zurowski is a member of Association of Economic Consultants in Poland - member of FEACO & ICMCI.

He holds the certificate of competence in operation and supervision of electrical equipment and installations, electricity generation, distribution, transformation and utilization issued by Association of Polish Power Engineers.

He has qualifications certified by the Ministry of State Treasury to act as a member of supervisory boards of the commercial companies.