

PRECISION, PEOPLE AND TECHNOLOGY



Why did Nammo buy Talley Defense?

- The US had gradually developed to become a very important market representing 25–30 % of the total turnover
- Introduction of new Technology and Products
- US presence important to maintain existing and to develop new business
- Synergies in areas like Shoulder Launched Weapon Systems (M72, SMAW, BDM) and Propulsion Technology
- Our strategy is to develop our US business from a US platform

What is our experience?

- Nammo and Talley had been cooperating on the M72 Weapon System for many years
- We did not make any management changes
- Cultural differences, but no big surprises
- DSS demanded a Special Security Agreement (SAA) and Government Security Committee
 - Majority of the Board members US citizens
 - Chairman of the board US citizen
 - Logging of all meetings, visits, e-mails and phone calls
 - TAA's and MLA's required to talk together on technology and products
 - Special approval for merger of WDC offices
- New business opportunities identified and facilities under installation