

A dark blue world map with a white network of lines and dots overlaid, representing global connectivity. The map is centered on the Atlantic Ocean, with North and South America on the left and Europe and Africa on the right.

Breaking new ground: Patria success cases on joint procurement driving European defence investment

Nordic Defence Conference 2025

Patria

**12 June 2025
Kari Renko, EVP Strategic Programs**

When if is not an option.

Patria is a modern, international defence and technology company

1921

+100 years
of expertise

826 M€

Net sales in 2024,
+13 % year-on-year

2,376 M€

Order stock end of 2024,
+22 % year-on-year

54

customer countries
in 2024

**Strategic
partnership**

with the Finnish
Defence Forces



Protected Mobility



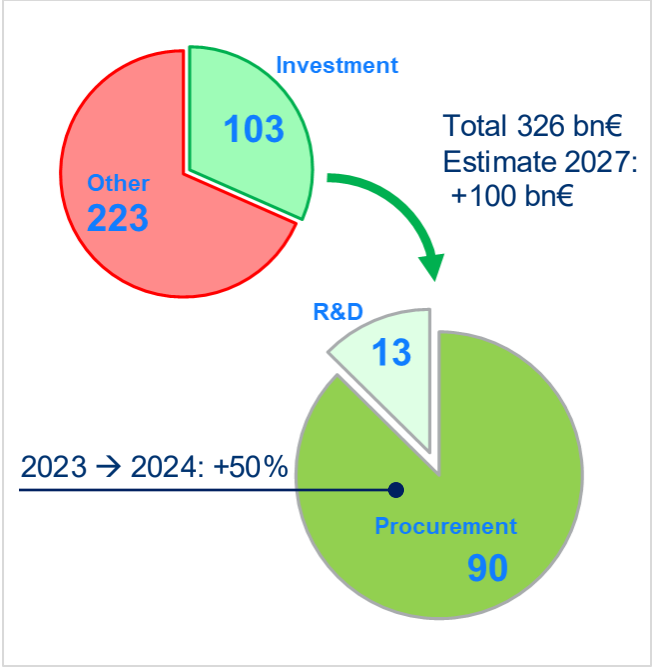
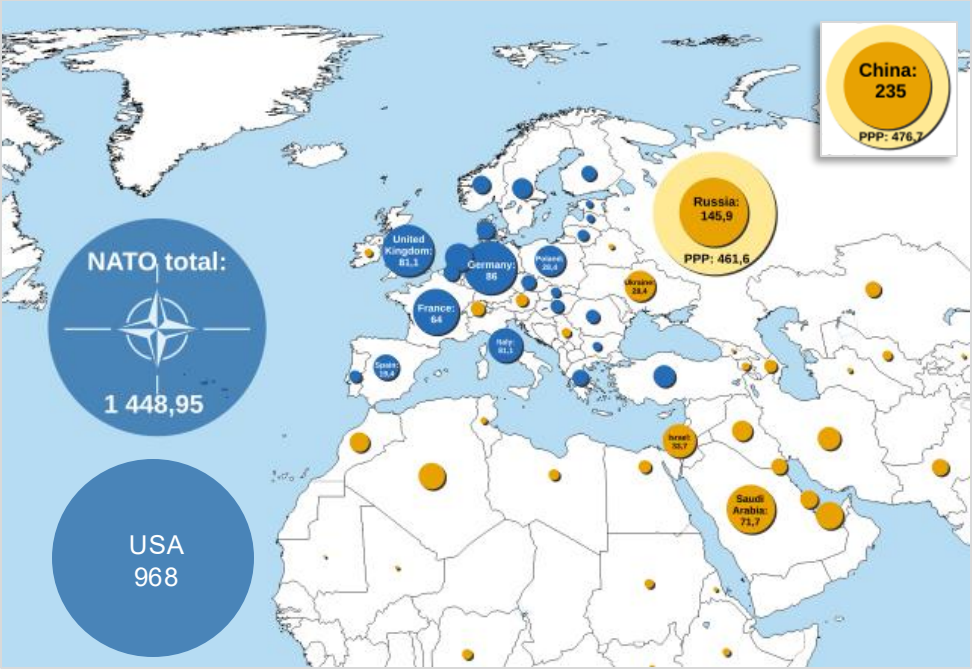
Defence and Weapon Systems



Sustainment Solutions

Patria is owned by the State of Finland (50.1 %) and Norwegian Kongsberg Defence & Aerospace AS (49.9 %).
Patria owns 50 % of Nammo, and together these three companies form a leading Nordic defence partnership.

European Defence Investment – Status



Military spending by country, billions of dollars
2025 or most recent data, NATO countries in blue
Wikipedia

EU Member States' defence spending 2024
(billion euros)

European Defence Investment - Outlook

Patria

- Member States aim to mobilise EUR 800 billion under the ReArm Europe Plan/ Readiness 2030 to finance a massive ramp-up of defence spending
- SAFE, a EUR 150 billion loan instrument, will encourage Member States to spend better, together and European
- NATO Member States aim to increase their national defence spending

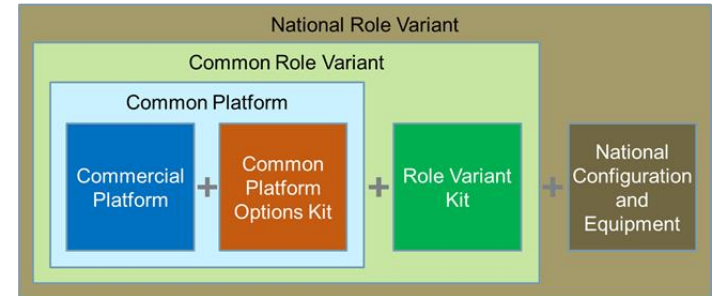


How can we identify which investment initiatives will “deliver most defence” and should be financed?

Case: Common Armoured Vehicle System

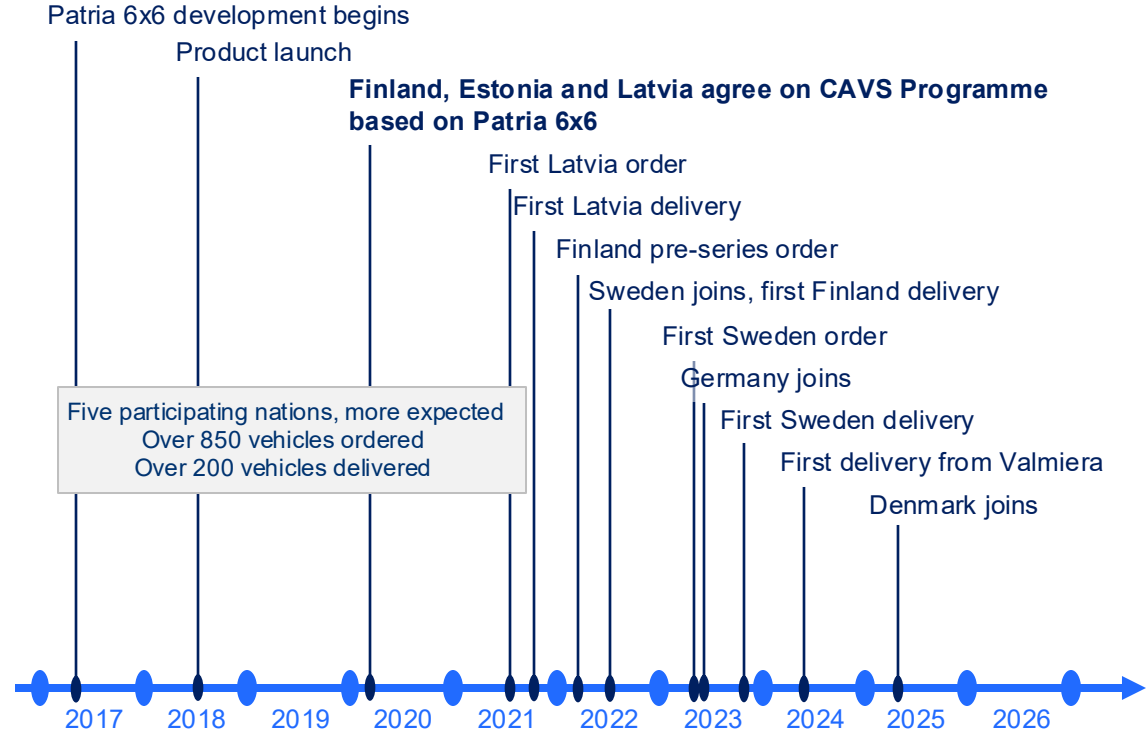
Patria

- Company developed prototype, selected to joint FIN-LAT programme for further development
- Multi-national, open programme to cover development, production and LCC
- CAVS programme provides possibilities for:
 - Direct award of the contract
 - Leveraging from validation and verification already done by the other participants



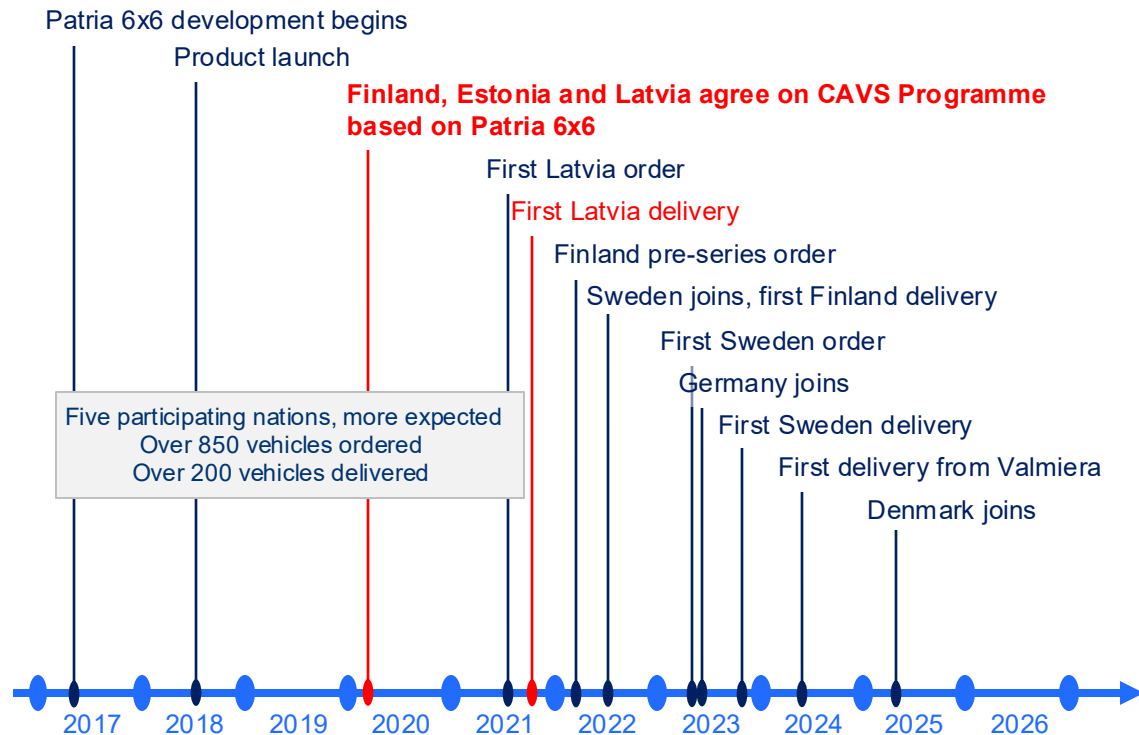
Case: Common Armoured Vehicle System

Patria



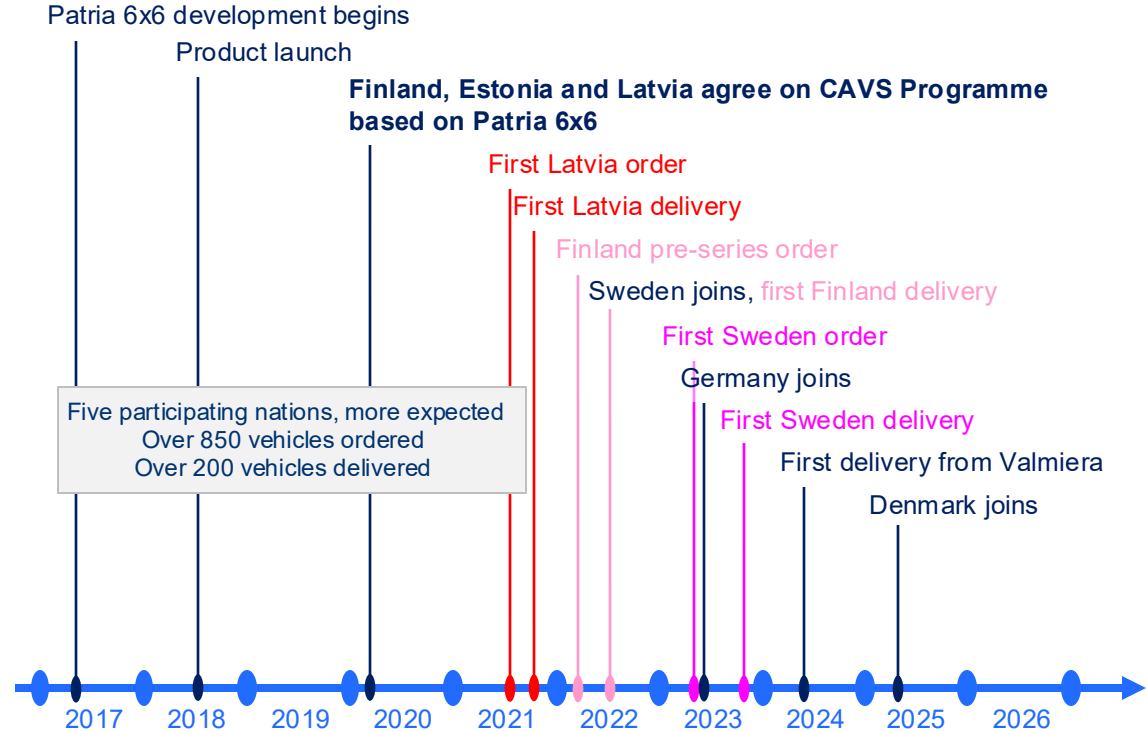
Case: Common Armoured Vehicle System

Patria



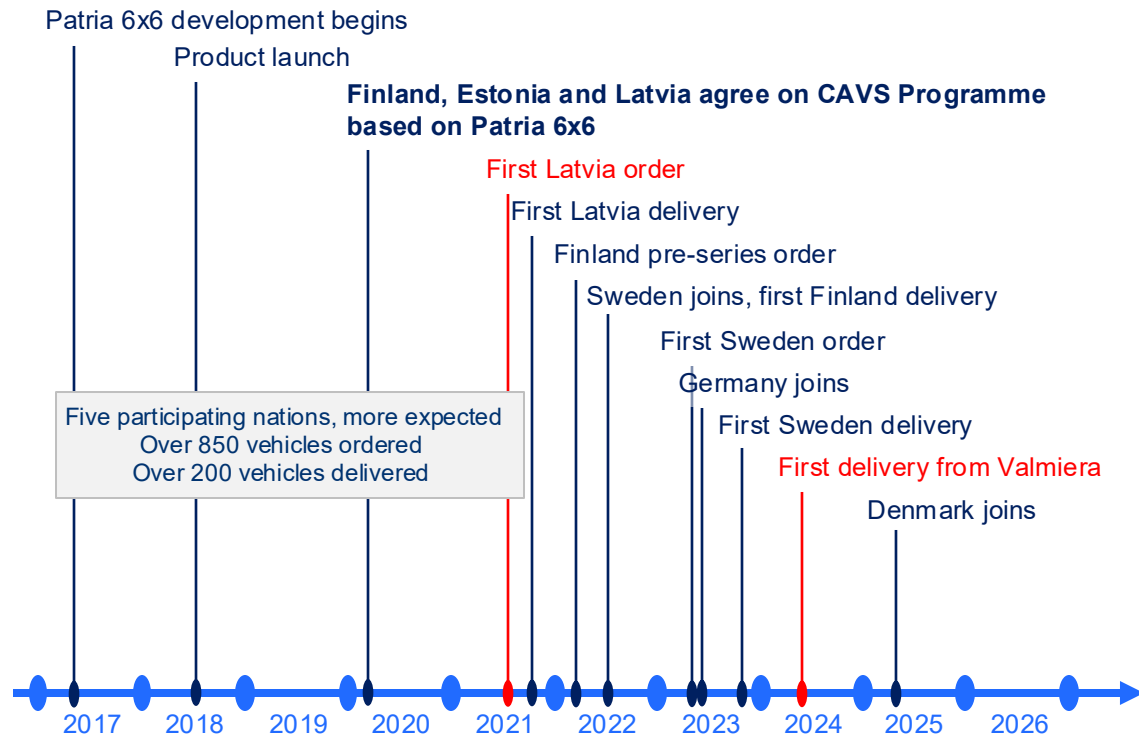
Case: Common Armoured Vehicle System

Patria



Case: Common Armoured Vehicle System

Patria



Case: European Future Highly Mobile Augmented Armoured Systems

Patria

- Finnish Defence Forces seeking replacement for tracked all-terrain carriers: no readily available product on the market
- EDIDP, the first ever EU grant programme for defence capability, established 2019
- Finnish MoD grabbed the initiative to form a nine-nation group to
“develop next-generation modular ground combat vehicles and associated technologies to enhance the mobility, survivability, and interoperability of European land forces”
- EDIDP 2020 FAMOUS and EDF 2021 FAMOUS2

FAMOUS 1 – study & concepting

2021 – 2023

EU funding: 9M€

Member States Co-funding: 0,9 M€

Countries: 9 Companies: 20



FAMOUS 2

development & prototyping

2022 – 2026

EU funding: 95 M€

Member States Co-funding: 19 M€

Countries: 9 Companies: 35



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Case: European Future Highly Mobile Augmented Armoured Systems

Patria



- Based on the EDIDP/EDF FAMOUS results, Patria has developed a concept vehicle
- Outstanding tactical and protected mobility in the demanding weather, soft soil and extreme harsh terrain conditions
- A modern cost-effective alternative for traditionally articulated vehicles and light tracked vehicles



What Drives Success?

Patria

- Participating nations have the same capability need and a common interest in procurement
- Cooperation and contracting model is simple, transparent, equal and easy to join at different times
- Good product meeting end-user needs is available or “in sight”
- Possibility exists for technology transfer and localised production
- EU incentives for joint procurement

A dark blue world map is shown with a complex network of white lines and dots overlaid on it. The lines connect various points across the continents, creating a web-like structure that suggests global connectivity or data flow. The map is centered on the Atlantic Ocean, with North and South America on the left and Europe and Africa on the right.

Patria

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