



**Puolustusteollisuuden kysynnän kasvu
ja sen vaikutukset kansalliseen ja
kansainväliseen hankintatoimeen**

Patria

**KOHTAA KUMPPANI –
VERKOSTOPÄIVÄ, LAITILA
5.3.2026**

Patria facts 2025

Patria

3

Business areas

1. Protected Mobility
2. Defence and Weapon Systems
3. Sustainment Solutions

+4111

top-notch defence
and technology experts

#1

Nordic defence partnership
between Patria,
Kongsberg Defence & Aerospace
and Nammo

2,1 bn€

Change 74.1 %

New orders

3,5 bn€

Change 48.4%

Order stoc

1,1 bn€

Change 31.6 %

Net sales

115,9 M€

Change 41.6 %

Operating profit
EBIT

STRATEGIC PARTNERSHIP

with the Finnish
Defence Forces

Renew
10 Nov 2025

Patria Products and Services



A close-up photograph of a metallic, laser-cut part. The word "Patria" is cut out in a stylized font. The part is silver-colored and has a circular hole on the left side. The background is a blurred green and white, suggesting an industrial or manufacturing setting.

Sourcing Agenda 2025-2028

- Increasing production volumes → increased spend
- Continuous improvement of supplier quality
- Maintaining competitiveness
- Building a resilient supply base considering:
 - Geopolitical risks
 - Tariffs
 - Conflicts and wars
 - Pandemics
- Commitment to compliance and sustainability
- Ensuring a flexible and agile supply chain
- Developing resilient supplier network

Patria &

**EU
Defence**

- a) **European Defence Fund (EDF)**
- b) **Security Action for Europe (SAFE)**
- c) **Defence Readiness Omnibus**
- d) **European Defence Industrial Programme (EDIP)**

To do business with NATO

- Allied Command Transformation (ACT)
- Allied Command Operations (ACO)
- NATO Support and Procurement Agency (NSPA)
- NATO Communications and Information Agency (NCIA)



NATO Innovation funding

- NATO accelerate the pace of technology development and adoption

- **NATO's Rapid Adoption Action Plan (RAAP) 2025**

- Guidelines with new approaches to product development, political commitment and pilots (not funding)
- Accelerate procurement and integration
- technology-focused companies, medium sized enterprises and start-ups

- **Defence Innovation Accelerator for the North Atlantic (DIANA) 2022**

- works directly with leading researchers and entrepreneurs,
- from early-stage start-ups to more mature companies,
- to solve critical defence and security challenges through dual-use technologies.

- **NATO Innovation Fund (NIF) 2021**

- EUR 1 billion, world's first multi-sovereign venture capital fund provides strategic investments
- start-ups developing dual-use emerging and disruptive technologies
- direct investments into start-ups located in any of the 24 participating Allied countries, as well as indirect investments into deep-tech funds with a transatlantic impact.

- **NATO ACT Innovation Continuum**

- C-UAS kinetic and non kinetic test event series in Latvia

- **RAAP Key Mechanisms**

- NATO Task Force X (TFX)
- NATO Innovation Ranges
- NATO Innovation Badges
- NATO Front Door for Industry

- **NATO innovation Range**

- to field dual-use technologies, innovations

- Estonia, Italy, Latvia, Netherlands and Sweden.

- **Exercises**

- Test, Evaluate, Validation
- Verification

DIANA's Challenge.

Call for its 2026 innovator cohort is now closed

Numbers:

- Challenge Call which received over 2,600 proposals
- Phase 1 : selected down-selection 73 companies
- Phase 2: 15 companies continue
- Represent 10 countries

The selected companies will receive €300,000 in non-dilutive funding, as well as tailored support to accelerate adoption of their technologies.

The first phase was funded from around €50,000 to €100,000 on a case-by-case basis





Patria

Thank you