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# Surma is the market leader in its niche

Finnish design bureau Surma is the world market leader in its own field of managing ships' combat survivability and related applications. One major event for Surma in 2018 was its acquisition by DA-Group, which made Surma a subsidiary of the electronics company. Surma previously had 21 owners and the merger reduced this to one.

According to Kristian Tornivaara, who will continue as CEO, Surma's products effectively complement the parent company's arsenal, which includes embedded industrial systems with microwaves and other electronics, as well as technology that goes into space along with satellites.

"Surma is a good addition to DA-Group's range of defense equipment. Our areas of expertise are electromagnetic environmental effects and the management of such effects, as well as analysis and simulation of marine warfare in general," Tornivaara says.

Surma delivers products and services on four continents and is in commercial negotiations on six continents. At the moment, the most significant products are the Finnish Navy's Squadron 2020 procurement and an icebreaker being built for the Chilean navy.

"Both of these projects are very important to us. The vast majority of our worldwide net sales come from services," Tornivaara says.

"Our competitors are also doing marketing in this field, so we do not need to take care of it all alone."

DA-Group's net sales are more than 10 million euros with a workforce of about 120 employees. Surma, has sales of about two million euros and 13 employees.

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