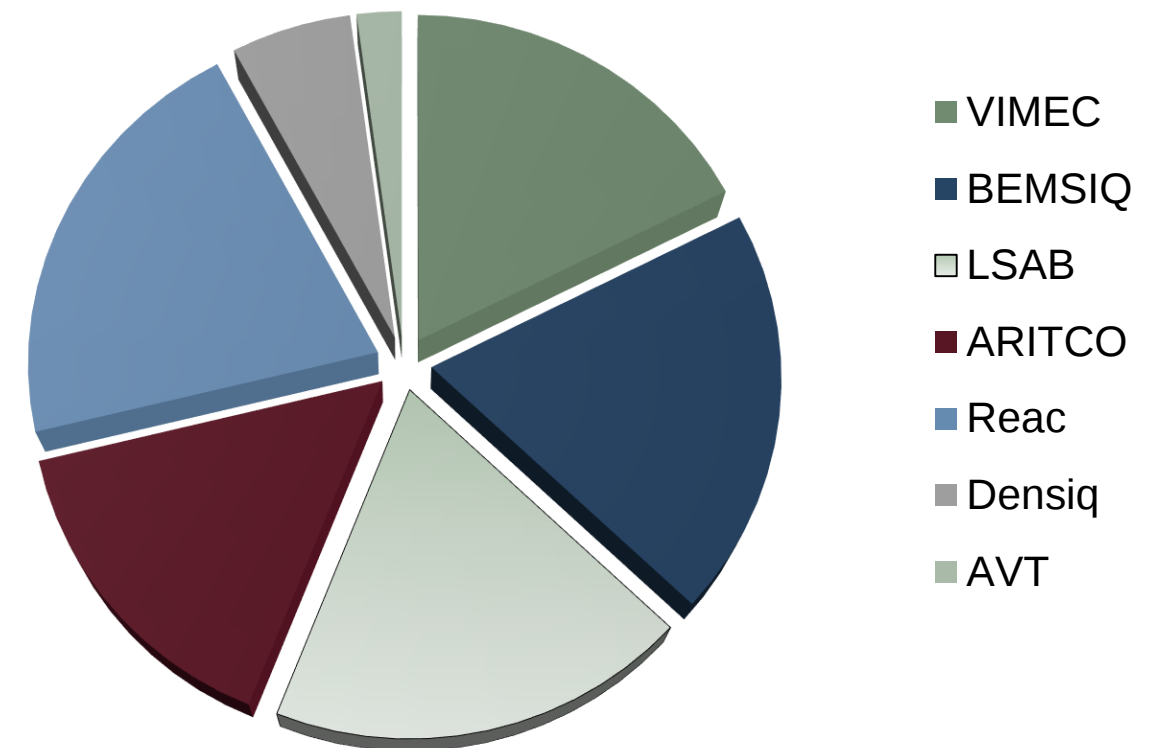




Björn Lenander

Latour Industries is a greenhouse for industrial companies with growth potential

- Revenue 2400 MSEK R12
- 11 wholly owned holdings
- Revenue 50 MSEK - 500 MSEK
- Independently managed holdings



LSAB
cutting excellence

 **bemsiq**

PRODUAL
measure-be sure.

elvaco

VIMEC
Easy moving

AVT
INDUSTRITEKNIK

DENSIQ

BASTEC

kabona

 **ecopilot**


ARITCO

 **REAC**

 **LATOUR**
INDUSTRIES

Developing independent holdings to become established business areas in Latour

Stability – Profitability - Growth

Prospects for identified niche

- ☐ Addresses identified trends
- ☐ The industry is showing profitable growth
- ☐ Favorable position in the value chain

Development potential in the company

- ☐ Proprietary products
- ☐ Potential for geographic expansion
- ☐ Next wave of development has begun

Latour Industries adding value

- ☐ Industrial experience and network
- ☐ Financial resources for expansion
- ☐ Organizational support to accelerate growth



Main global trends for Latour Industries holdings

Productivity & Automation

GLOBALISATION

Increasing competition

Efficient manufacturing
Reduction of waste
Services and aftermarket



Building automation

SUSTAINABILITY

Climate change

Energy Efficiency
IoT with Smart Buildings
EU directives



Accessibility & Mobility

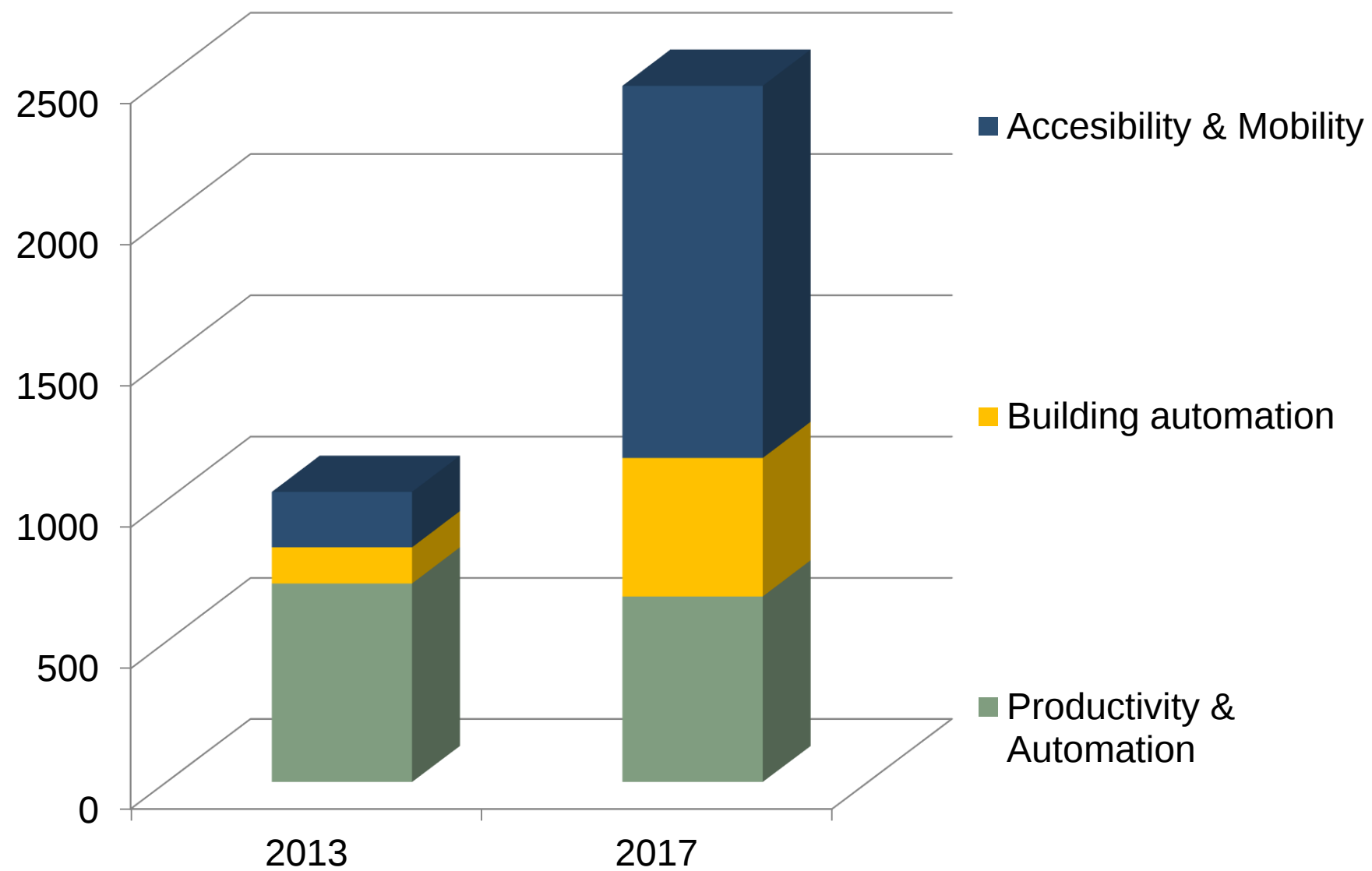
DEMOGRAPHIC

Ageing population

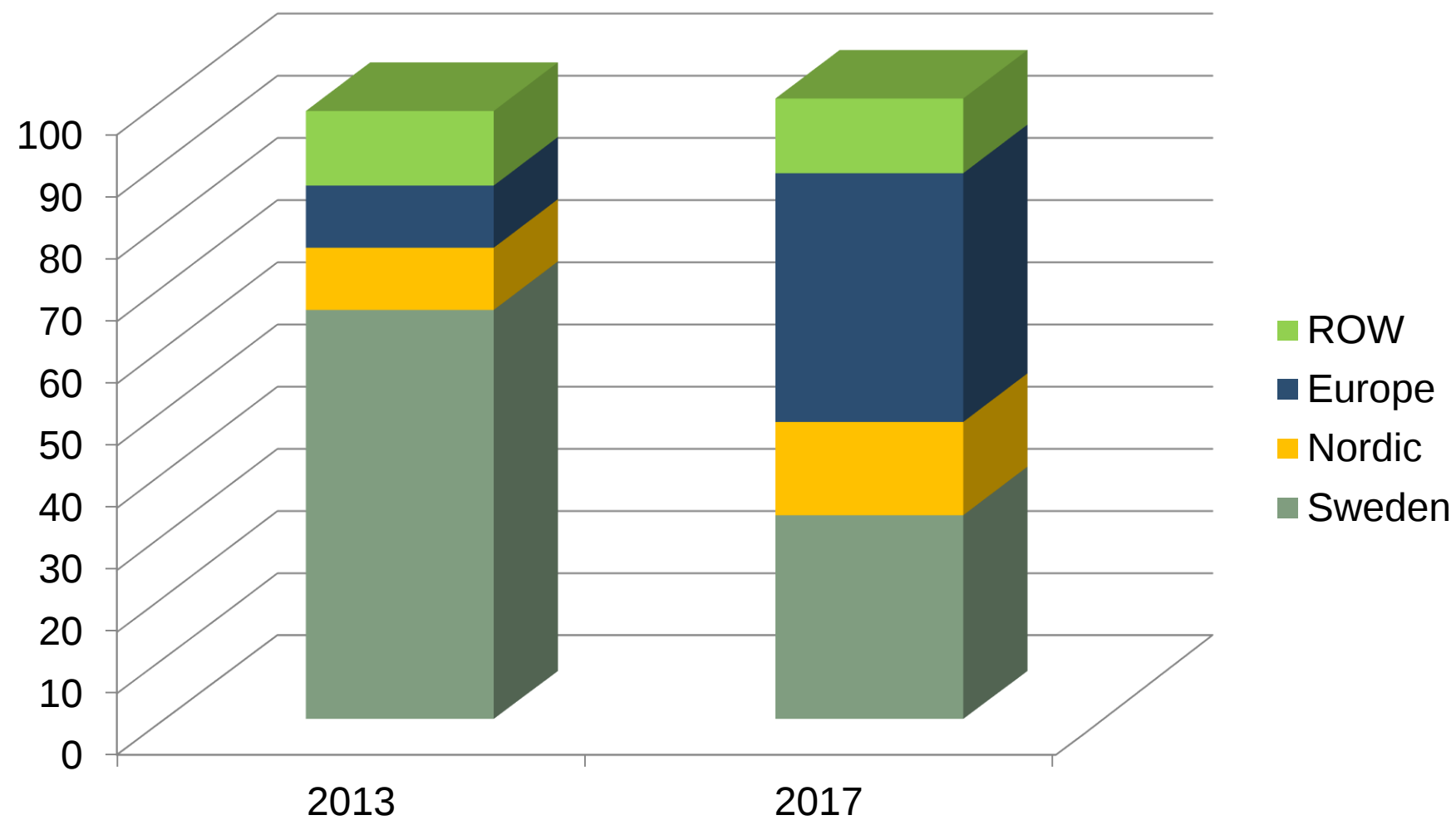
Mobility impairment
GDP and wealth growth
Accessibility regulations



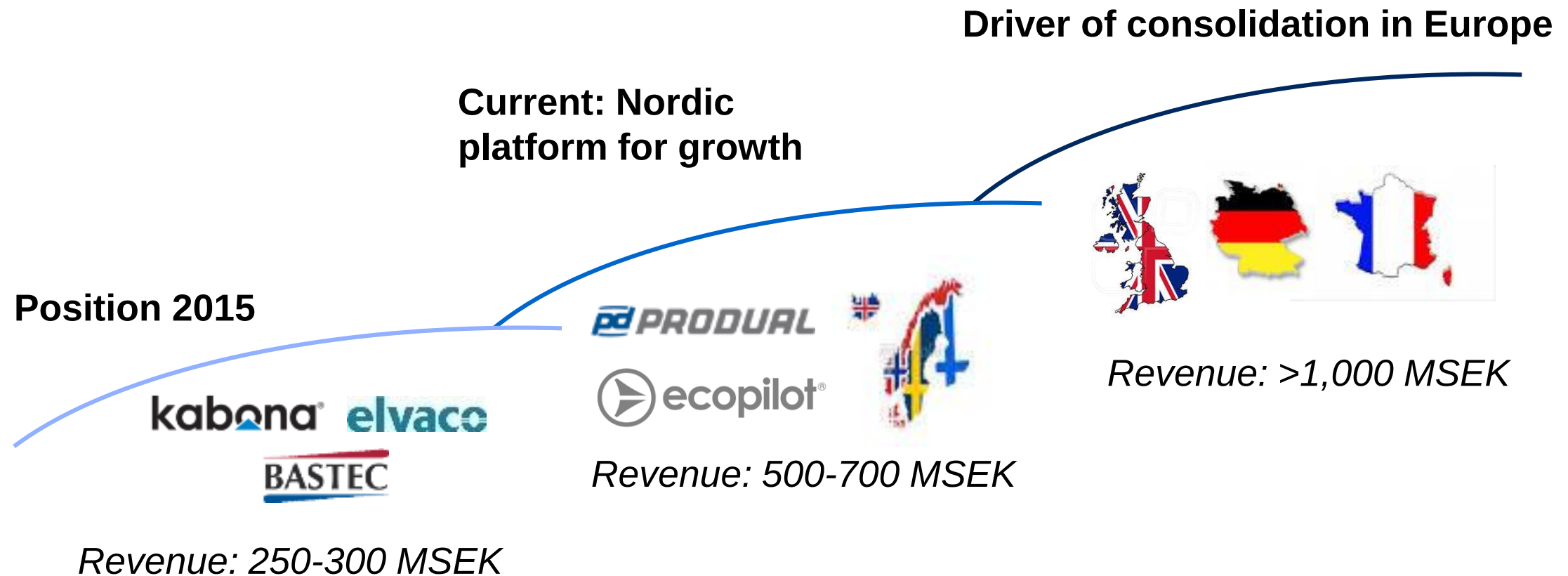
Latour Industries' investment profile



Internationalization continues > 50% of revenue outside Nordics



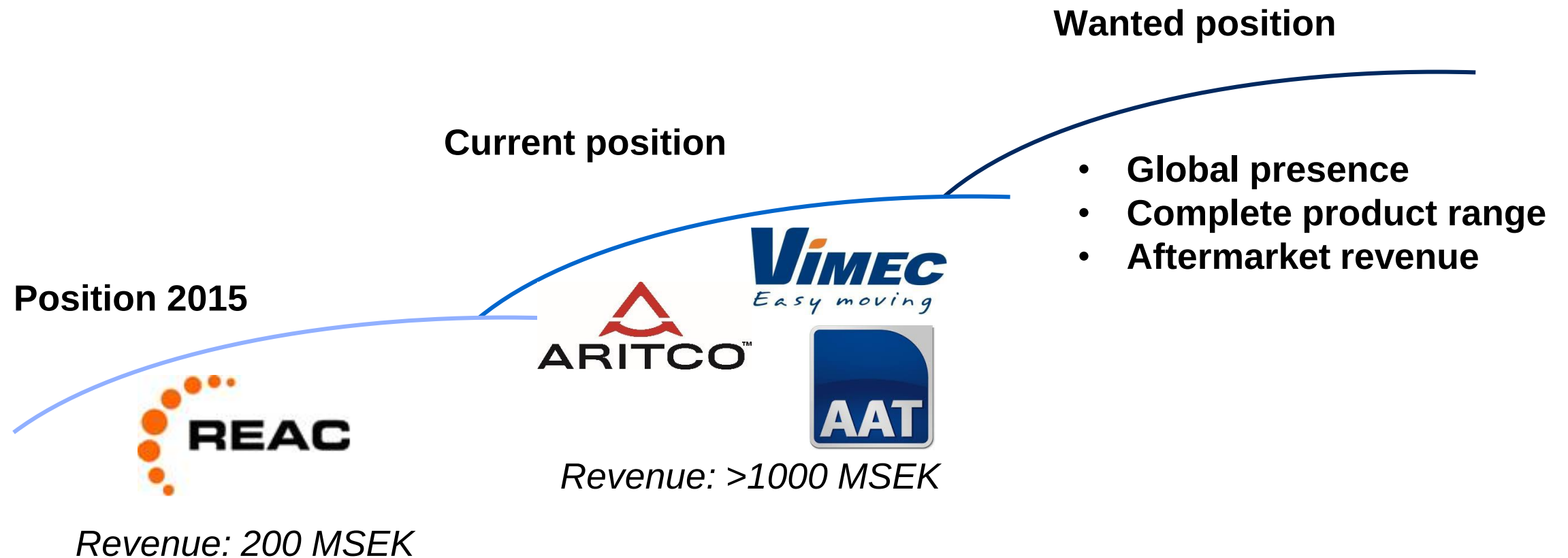
Building automation



Focus coming
12 months:

- Sales growth & product development
- Strengthen presence in Europe
- Pursue additional acquisitions in key European markets

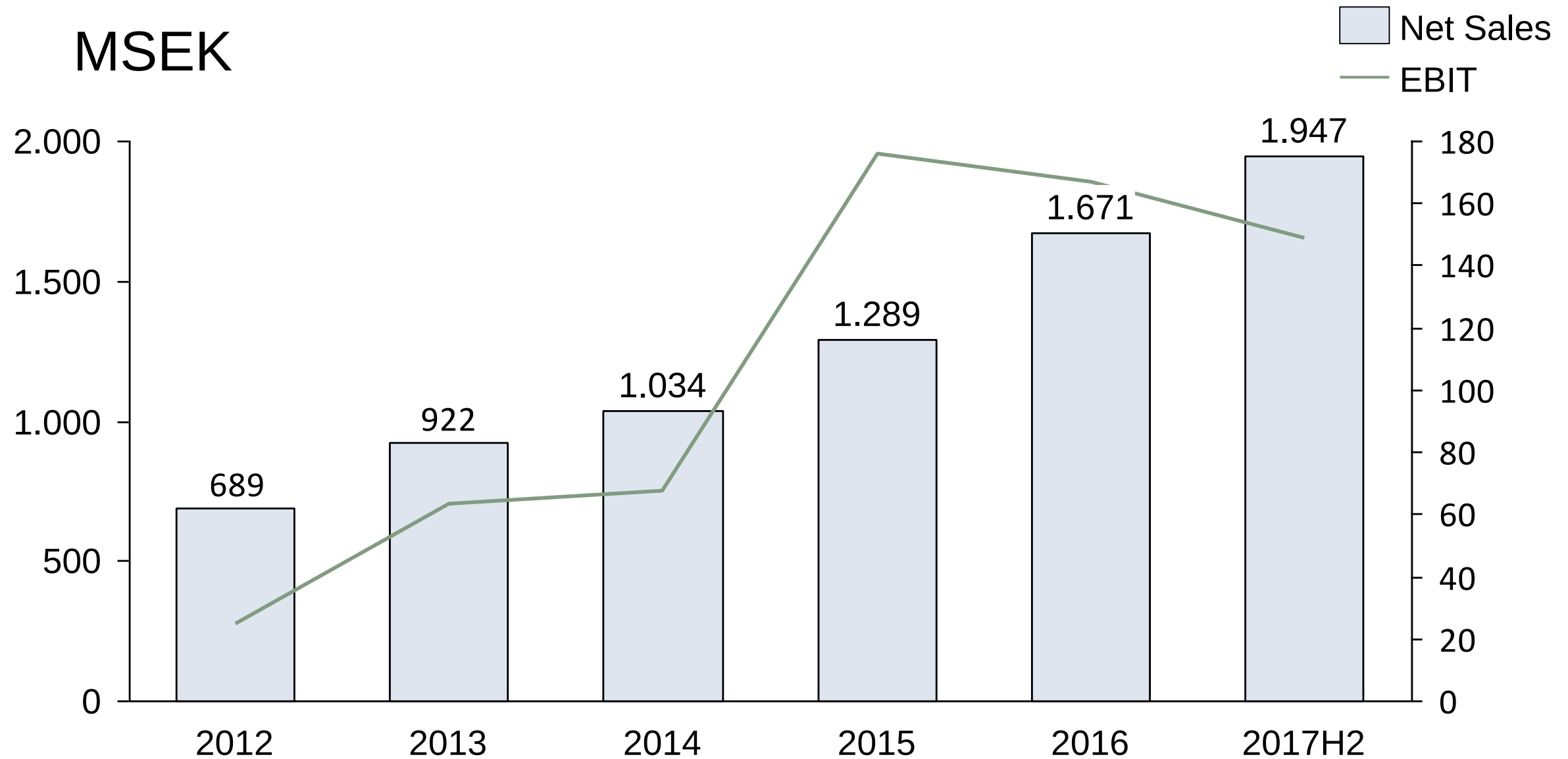
Accessibility and Mobility



**Focus coming
12 months:**

- Invest in sales organization & technology development
- Strengthen presence in Europe and Asia
- Pursue additional acquisitions in key markets

Latour Industries 2012 – 2017H2



Latour Industries continues to build new business areas along 2 major lines

Existing business

- Organic growth
- Efficiency programs
- Add-on acquisitions

New platform

- Technology companies
- Geographical expansion
- Revenue >200 MSEK



Björn Lenander