

LATOUR CMD 2016

LATOUR INDUSTRIES

BJÖRN LENANDER



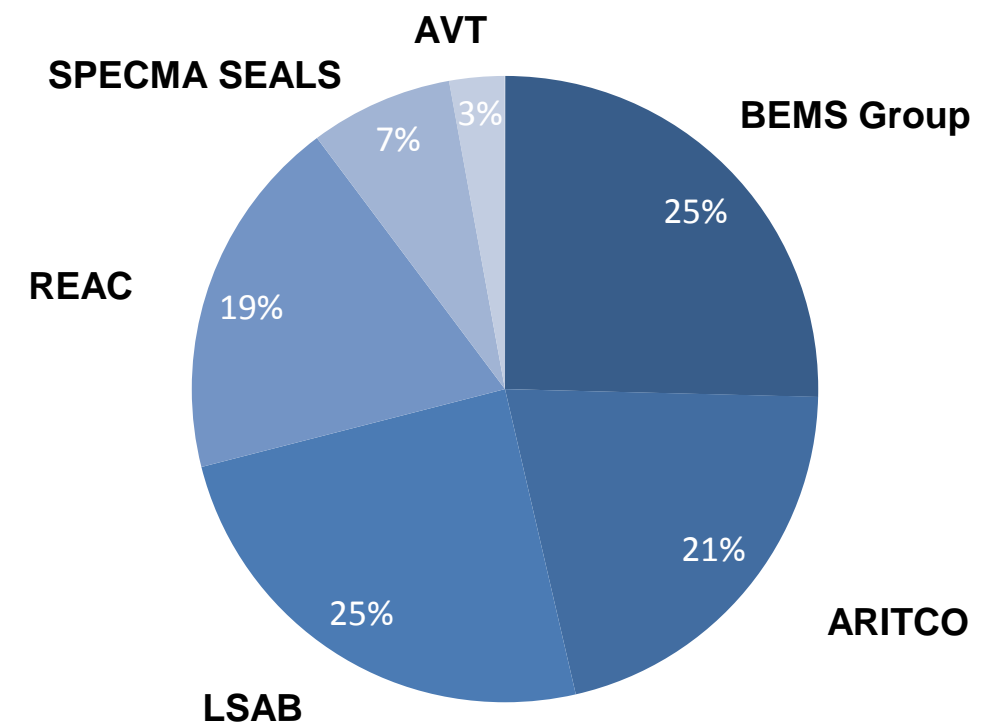


The greenhouse for profitable smaller industrial companies with growth potential

Business area revenue 1,463 MSEK

9 wholly owned holdings

Holding revenues 50-500 MSEK



kabona®

elvaco

BASTEC

AVT
INDUSTRIETEKNIK

PD PRODUAL
measure-be sure.

LSAB
cutting excellence

Specma Seals

REAC

ARITCO™

Developing independent units 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 adding value

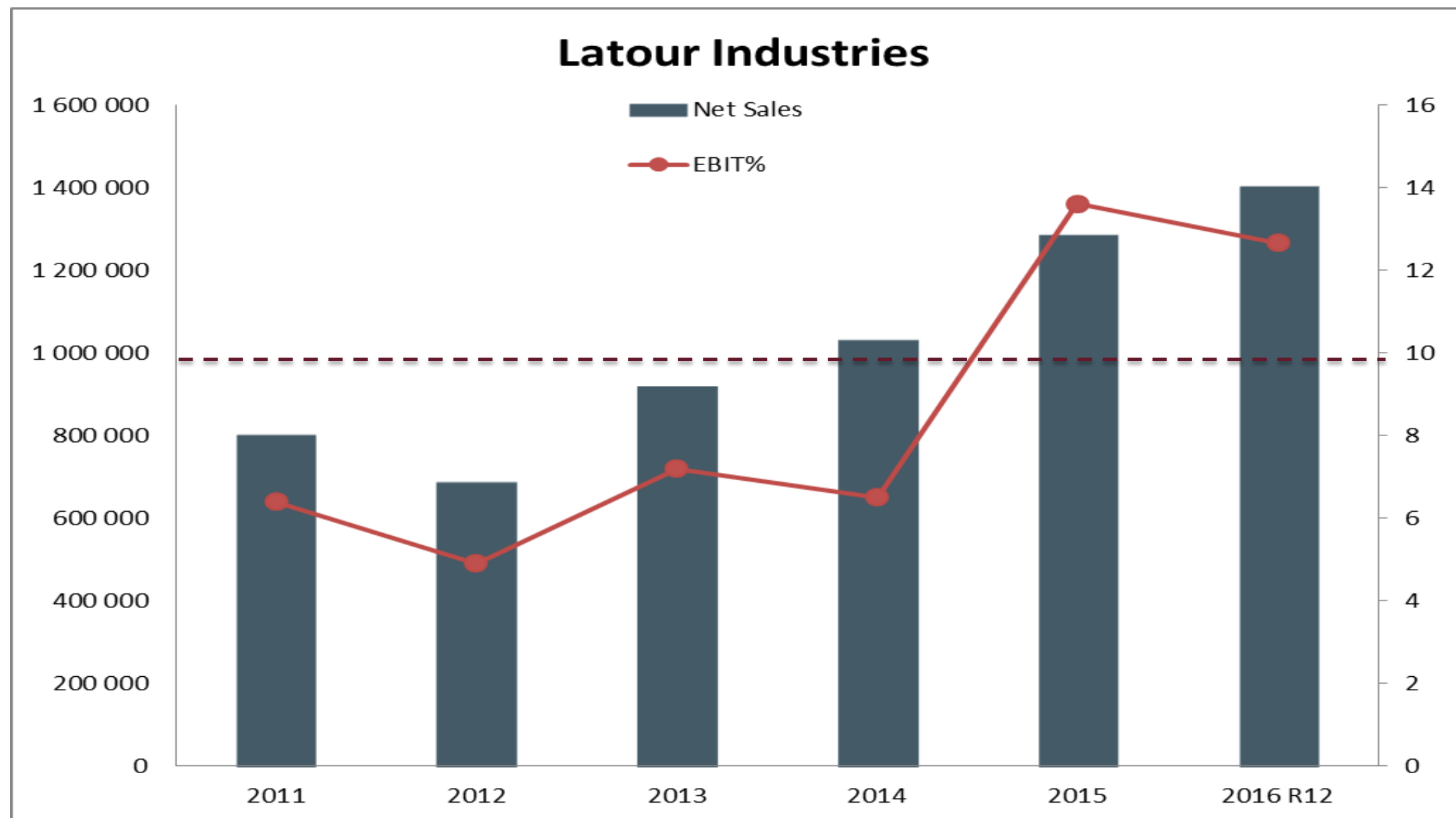
- ☐ Industrial experience and network
- ☐ Financial resources for expansion
- ☐ Organizational support to accelerate growth



Sales and EBIT development 2011-2016

Net Sales (MSEK)

EBIT (%)

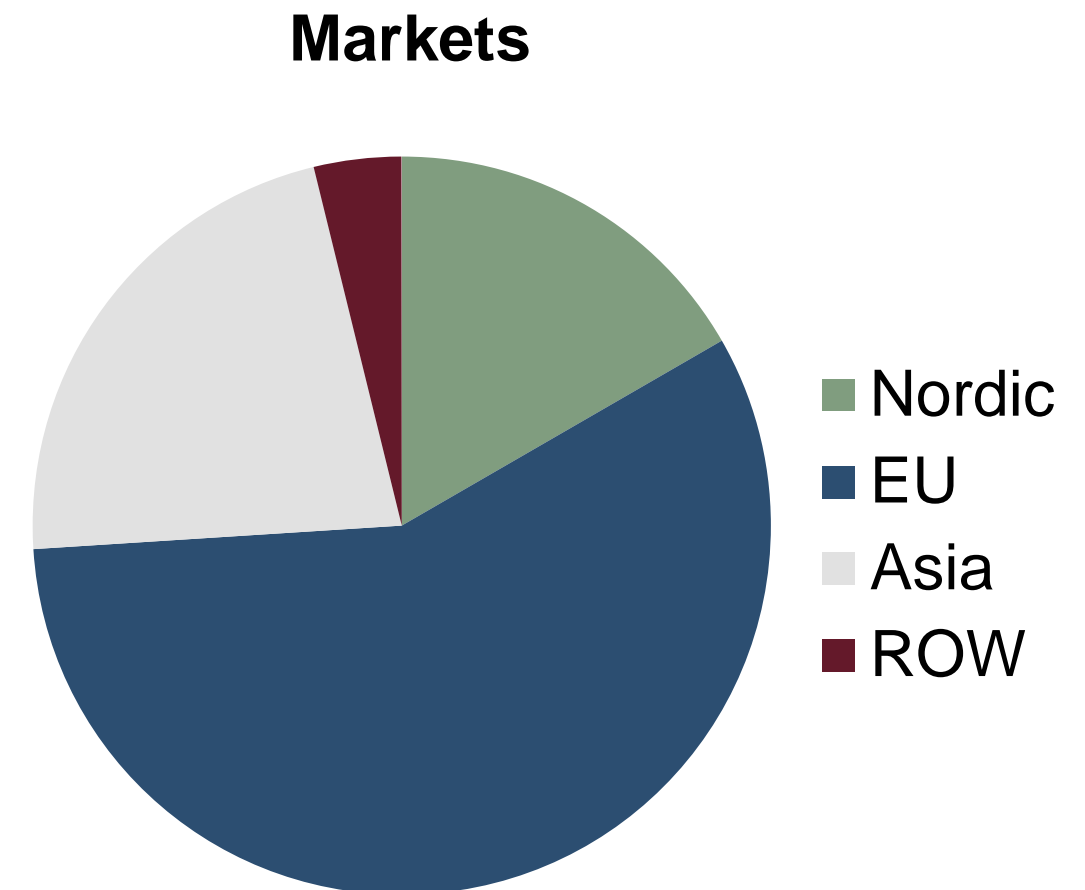




ARITCOTM

Aritco Group is the latest addition to Latour Industries

- Acquired in May 2016
- Platform Lifts for Public, Commercial and Home Market Segments
- HQ and Factory in Kungsängen, Sweden
- Subsidiaries in UK, Germany, Thailand
- 160 employees
- Revenue ~375 MSEK



The acquisition of Aritco Group is well in line with Latour's investment criteria

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 adding value

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



Global trends supporting the platform lifts market

- Demographics & Mobility Impairment
- Accessibility Regulations & Public Financing
- GDP & Wealth Development



In addition: A fragmented market with a large number of local players

Focus for Aritco next 12 months

- Launch the new platform lift for the home segment
- Strengthen distribution network in Europe
- Establish local presence in fast growing Asian markets

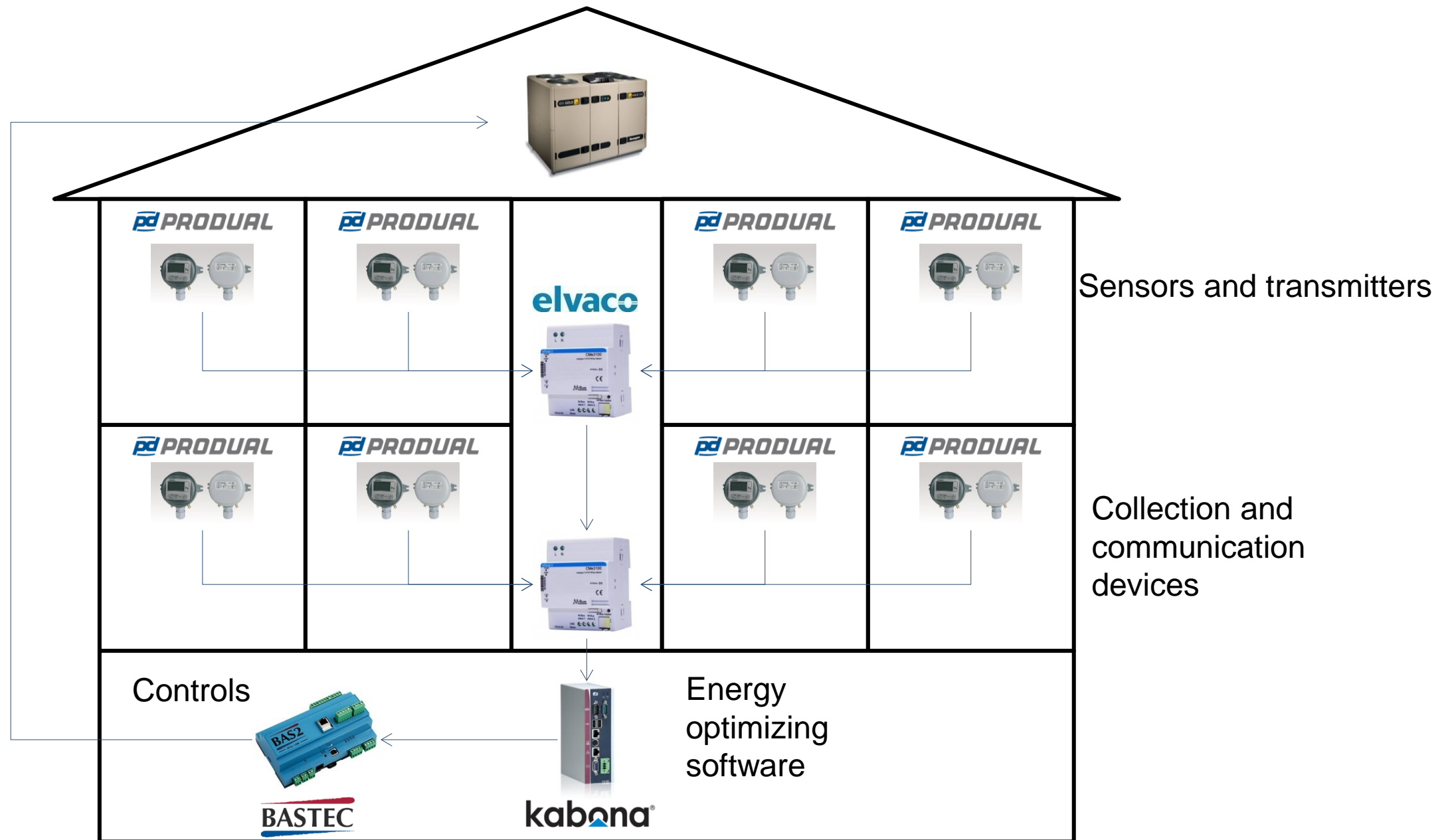


Latour Industries

Building Energy Management Systems



The Latour companies in BEMS Group cover the entire information chain from sensors to controls



We have collected our companies in building energy management in a new business unit

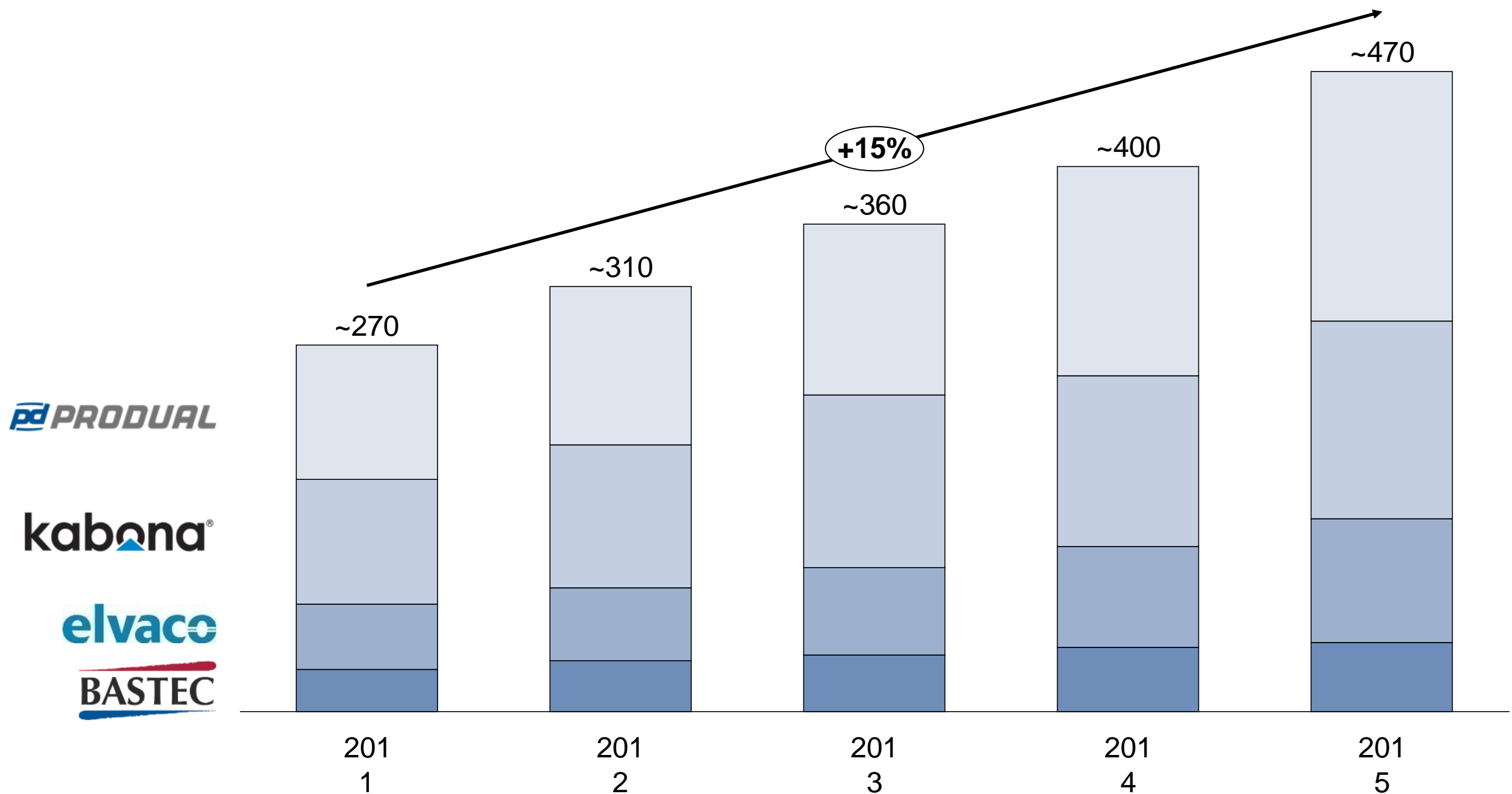
- Four wholly owned companies that deliver innovative components and subsystems to support efficient energy management
- Cross-company coordination to support international growth
 - Central management resources
 - Cross-selling and joint market efforts, including international expansion
 - Coordinated product strategy and R&D
- Financial strength to enable additional acquisitions and investments in product development and growth

BEMS Group

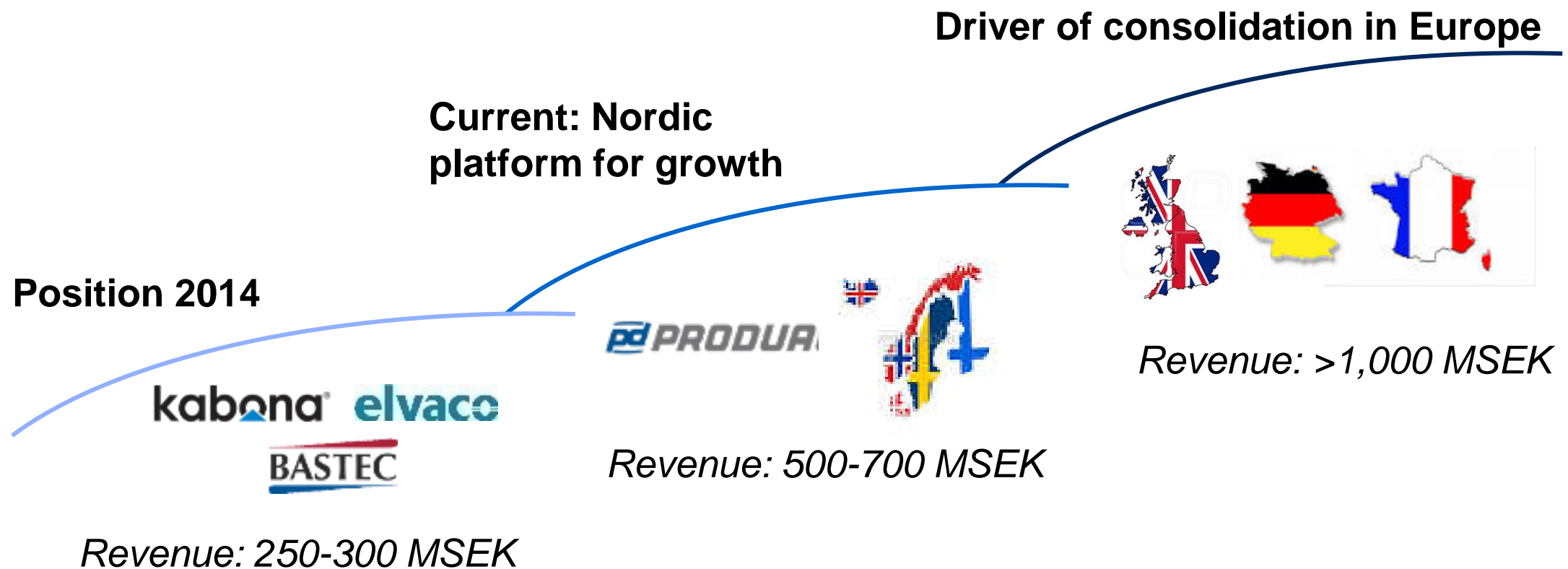


Latour Industries' companies in the building energy management group have grown by 15% p.a. since 2011

Net sales
SEK million



Continued European acquisition agenda in building energy management systems group



**Focus coming
12 months:**

- Capture benefits in sales & product development
- Strengthen presence in current and new markets
- Pursue additional acquisitions in key European markets

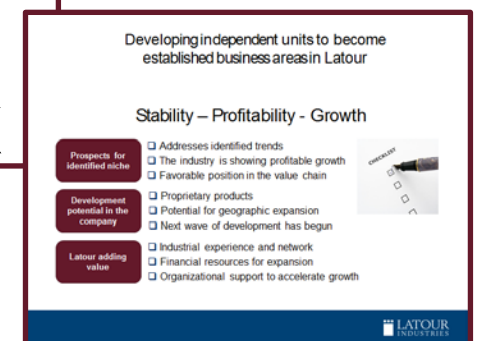
Latour Industries continues to build new business areas along 2 major lines

Existing business

- Organic growth
- Efficiency programs
- Add-on acquisitions

New business

- Technology companies
- Geographical expansion
- Revenue 200-500 MSEK





Björn Lenander