



CAPITAL MARKETS DAY 2022

AGENDA



13.30

Registration

14.00 – 14.10

Introduction

Johan Hjertonsson

14.10 – 14.30

Bemsiq

Mikael Johnsson

Albrektsson

14.30 – 14.50

Hultafors Group

Martin Knobloch

14.50 – 15.10

Swegon

Andreas Örje

Wellstam

15.10 – 15.30

Coffee break

15.30 – 15.50

Latour Industries

Björn Lenander

15.50 – 16.10

Nord-Lock Group

Fredrik Meuller

16.10 – 16.30

Caljan

Henrik Olesen

16.30 – 16.50

Coffee break

16.50 – 17.25

Panel discussion:
Product development
& digitalisation

CTEK

Jon Lind

Fagerhult

Bodil Sonesson

TOMRA

Tove Andersen

17.25 – 17.35

M&A

Johan Menckel

17.35 – 17.45

Conclusion

Johan Hjertonsson

Anders Mörck

Johan Menckel

17.45

Drinks

18.15

Dinner

For those who signed up
that they wish to remain

Welcome!



CAPITAL MARKETS DAY 2022



AT A GLANCE

Solutions in building automation and metering



A LATOUR COMPANY

Bemsiq is a group of innovative and fast-growing companies providing technology and products in building automation and metering. The group has a global footprint with the ambition to build the most comprehensive portfolio of products within the smart buildings market.

FOUNDED

2016

REVENUE (MSEK)

927

EMPLOYEES

480

COUNTRIES

16





Why



VALUES

Accelerating the journey towards smart and green buildings



OUR CHALLENGE

Buildings are today responsible for **~40%** of energy consumption and CO₂ emissions globally.

OUR VISION

Bemsiq products in all buildings for **increased wellbeing** and **reduced climate impact**.

OUR MISSION

Accelerate the journey towards **smart** and **green** buildings as the leading provider of technology and products used for sensing, controlling and connecting, by system integrators and OEMs globally.



Sustainability

- Increased energy prices and energy scarcity.
- Increase of climate certification of buildings to achieve cheaper financing.
- High demand for good indoor air comfort and quality.

Digitalization

- Usage of digital technologies open new markets for our products.
- Edge computing and communication enables automatic reading, analysis and optimization.

Regulations

- Regulations drive transformation towards green buildings.
- European Energy Directive increase the shift to new and smart metering solutions.




What

PRODUCTS





	SUPPLIERS	CUSTOMERS
Management level	Honeywell, Johnson Controls, Microsoft, Oracle, Schneider Electric, Siemens.	Property owners, Utility companies.
Automation level	Beckhoff, Diehl, Honeywell, Johnson Controls, Kamstrup, Oculus, Schneider Electric, Siemens, Wago.	System integrators, Property owners, Utility companies.
Field device level 	<u>Bemsig</u> , Belimo, Diehl, Honeywell, Johnson Controls, Kamstrup, Landis+Gyr, Thermokon, Schneider Electric, Siemens.	System integrators, OEMs, Utility companies.

BUSINESS SEGMENT

Building automation

CUSTOMERS	Building automation system integrators and HVAC OEMs globally.
OFFERING	Sensors, transmitters, room controllers, building controllers.
BRANDS	Produal, S+S, Greystone, Sensortec, Bastec.
OFFICES	Finland, Sweden, Denmark, Germany, Switzerland, France, Poland, Italy, Spain, Canada, USA, Malaysia, India, Dubai, Singapore.
REVENUE	~710 M SEK (2021).

BUSINESS SEGMENT



Metering








CUSTOMERS	Energy companies, property owners, IMD companies, system integrators and service providers globally.
OFFERING	Gateways, communication modules, IoT sensors and associated software/services.
BRANDS	Elvaco, Elsys.
OFFICES	Sweden, Germany, Spain, UK.
REVENUE	~221 M SEK (2021).



How

BRANDS



		REVENUE (2021)	HEAD QUARTERS	EMPLOYEES
BUILDING AUTOMATION		~335 MSEK	Finland	~150
		~217 MSEK	Germany	~72
		~184 MSEK ¹⁾	Canada	~120
		~48 MSEK	Switzerland	~14
		~61 MSEK	Sweden	~35
METERING		~166 MSEK	Sweden	~55
		~55 MSEK	Sweden	~10

¹⁾ Proforma

Acquisitioning

+

Enabling entrepreneurial
freedom and responsibility

+

Leveraging on
group capabilities



PRODUAL
measure - be sure.

S
S+S REGELTECHNIK

GREYSTONE
ENERGY SYSTEMS INC.

sensorTEC
SWISS
TECHNOLOGY

BASTEC

elvaco

ELSYS.se

GLOBAL FOOTPRINT



SALES PER REGION



- Europe 78%
- Americas 11%
- Asia & Middle East 11%

SIGNIFICANT EVENTS



2021 in brief

→ Acquisitions

ELSYS, GREYSTONE, HK INSTRUMENTS

→ Investment

MELIOX

→ High sales growth

DRIVEN BY HIGH DEMAND

→ New business area

LATOUR'S SIXTH

EXPANSION



2022 and onwards

→ Acquisitions

CONTINUED GROWTH (CONSENS Q1 2022)

→ New geographies

PRESENCE EXPANSION

→ Organic growth

LEVERAGING EXISTING OPERATIONS

→ Product development

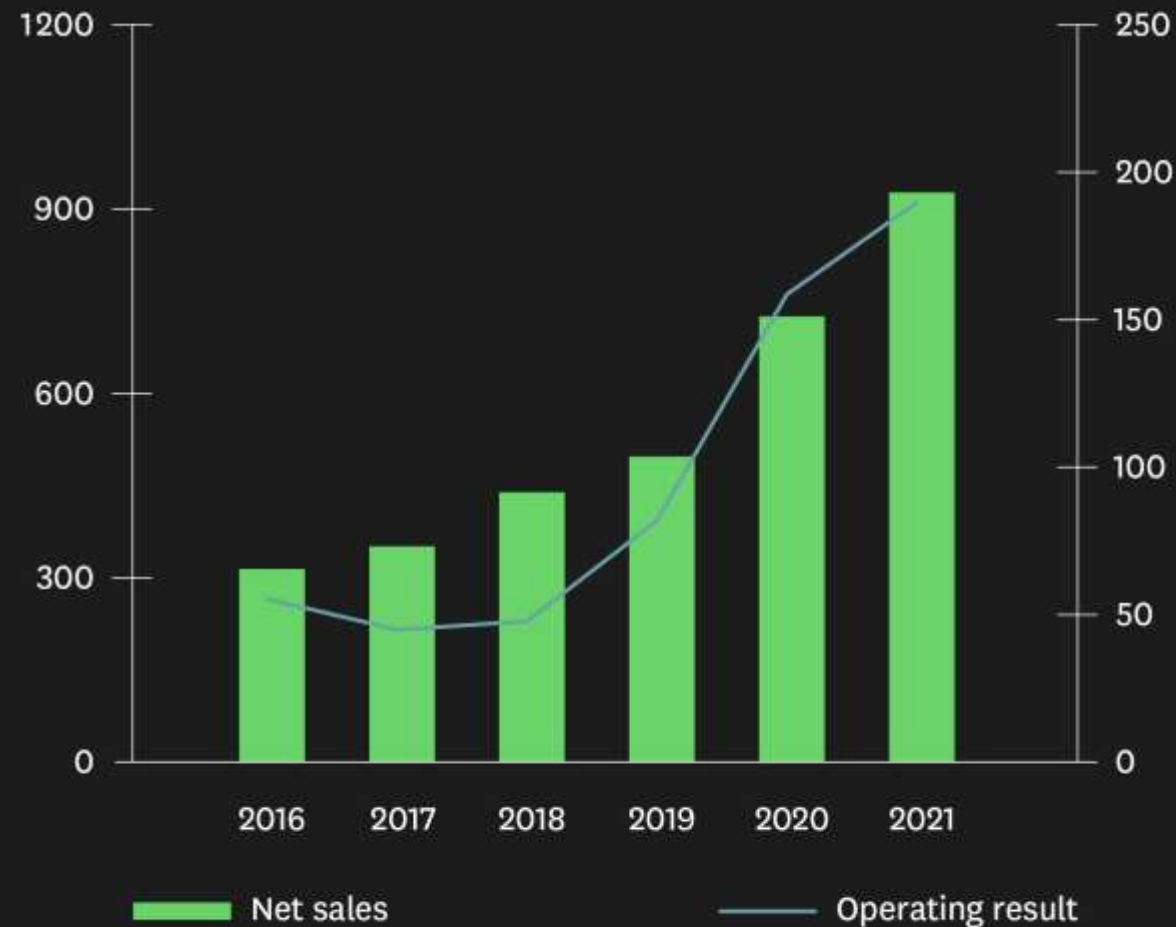
HIGH PACE DEVELOPMENT

GROWTH

Sales and earnings

Rapid expansion driven by a combined ambitious organic and acquisition driven growth agenda.

MSEK



Accelerating the journey towards **smart** and **green** buildings





HULTAFORS **GROUP**

In every way, a partner to rely on.

Latour Capital Markets Day

Hultafors Group

May 19th 2022



1,800

Employees.

Obvious choice for professional users and the best partner to our customers.

Vision.



Leading premium player for Hardware and PPE in Europe and North America.

Strategic ambition.



HULTAFORS GROUP

We create a better day for professional users so they can excel and thrive.

Mission.

SEK 5.5 bn

Turnover 2021.

50,000
POS.

16 Markets.

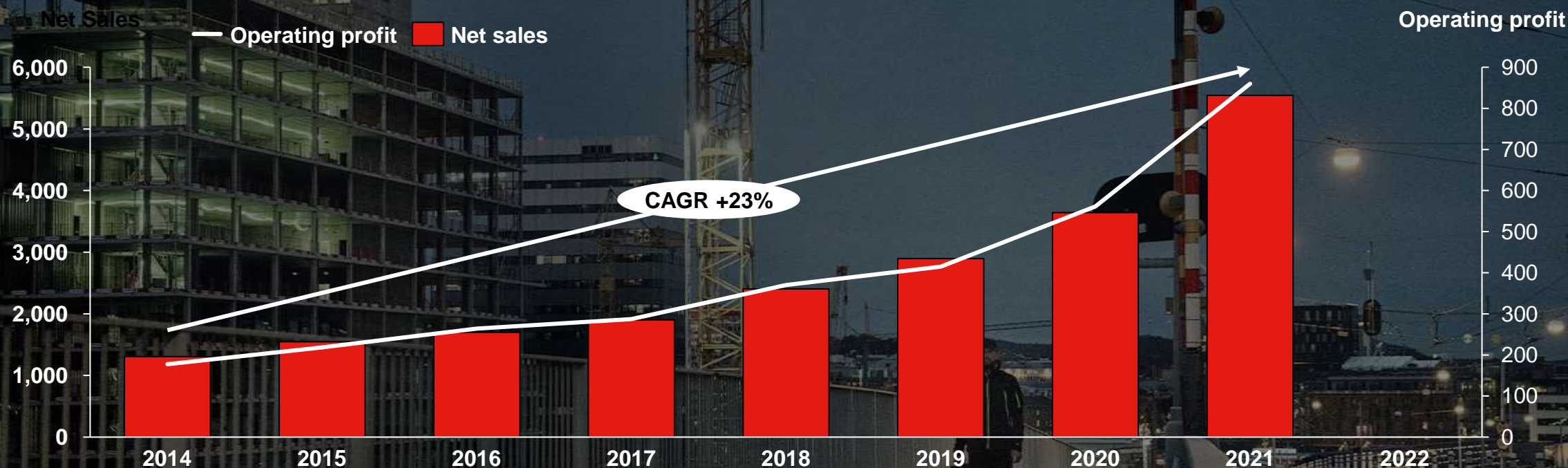
We aim to be at the forefront of our industry.

Sustainability.



Hultafors Group has grown at >20% p.a. 2014-2021 more than tripling in size while adding >10 new brands to the portfolio

Net sales and operating profit overview 2014-2021 [MSEK]



M&A

Acquisition of
Tradeport

SOLID GEAR

TOE GUARD

Acquisition of
Puvab

PUVAB

Acquisition of
Hellberg and
Johnson

JOHNSON

Hellberg

Acquisition of
CLC

CLC
WORK GEAR

Acquisition
of EMMA

EMMA

Acquisition of
Fristads, Kansas,
Leijona & Scangrip

FRISTADS

KANSAS

LEIJONA

SCANGRIP

Acquisition of
Telesteps

TELESTEPS

HULTAFORS GROUP

The main growth drivers have been organic growth combined with an active M&A agenda; sustainability starting to drive demand

Overview of main growth drivers

ORGANIC

NEW PRODUCTS / INNOVATIONS



Hellberg Xstream:
Hearing protection device
w/ Bluetooth

GEOGRAPHIC EXPANSION



Own sales network as catalyst when
acquiring local companies



M&A

NEW REGIONS



North America



CATEGORY EXPANSION



Acquiring companies in adjacent
product categories active in
similar channels to market

SUSTAINABILITY

SUSTAINABILITY AS A GROWTH DRIVER

Green Calculator

- Presents the actual savings on the climate that a customer can make by choosing a sustainable choice for their workwear.
- Figures that they can use in, for example, sustainability reports and communication.



Fristads Green collection:

World's first garment collection with Environmental Product Declaration (ISO 14025)
Green Calculator: actual water and CO2 savings vs. non-EPD choice

Our strategic ambition is to be the premium preference in each of the product categories we play in

Personal Protective Equipment (PPE)

All equipment worn or held by a professional to protect against health or safety risks

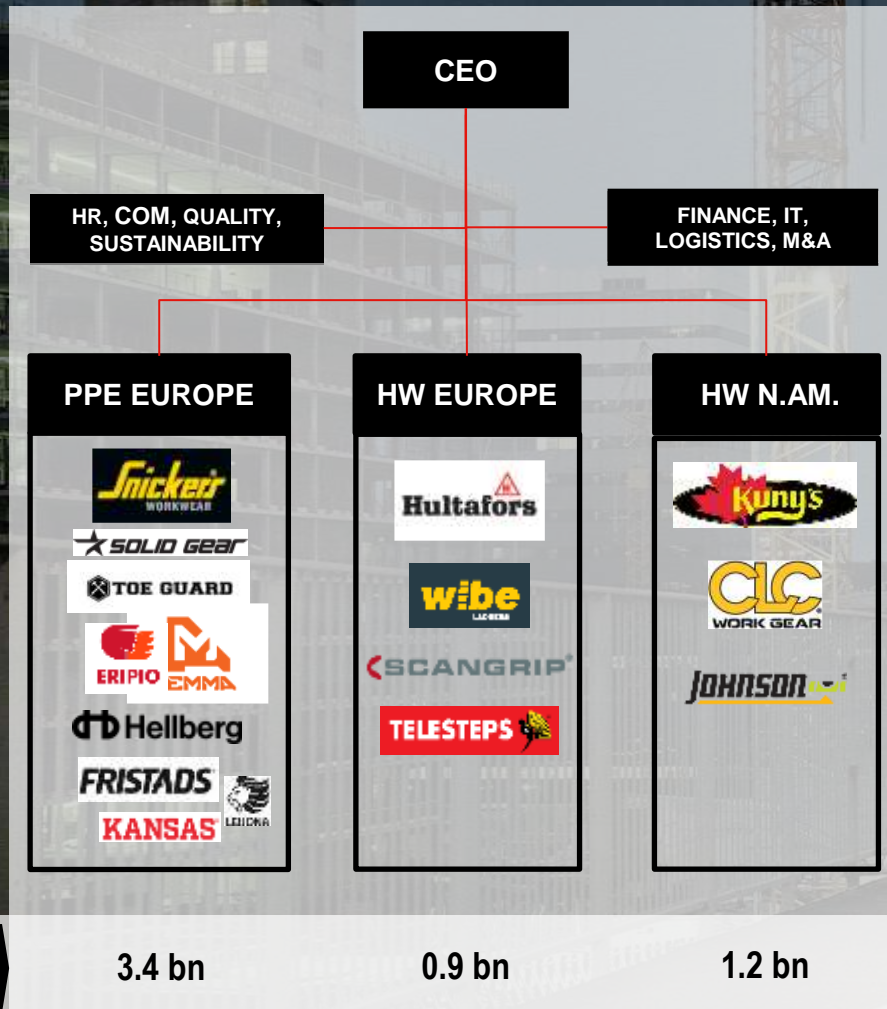


HARDWARE

All hard equipment & accessories used by professionals to ensure efficient, ergonomic & safe work environment



Since 2022 we are organized in three independent, regional divisions to support accelerated organic and acquisition driven growth

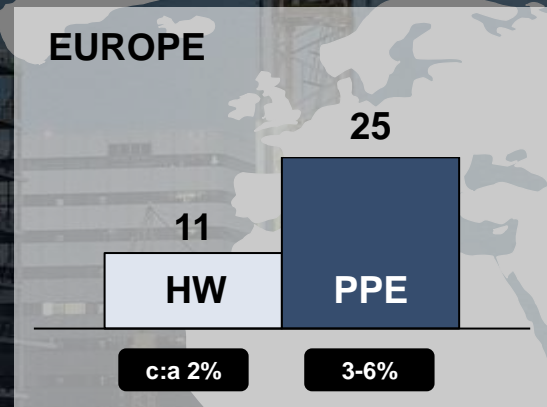
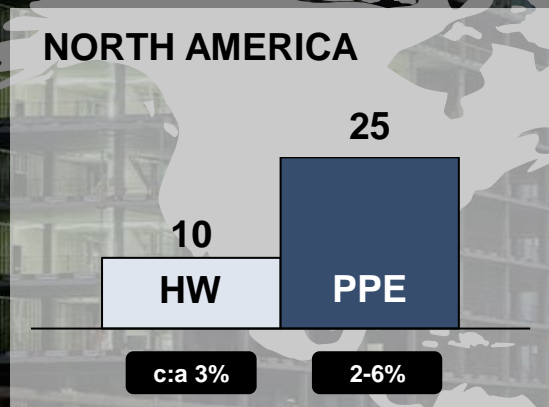


Independent divisions with clear accountability fostering entrepreneurship:

- Full responsibility for entire value chain
- Separate brand entities with own sales force
- Supported by slim and effective group organization

Market size and market trends (safety, ergonomics) provide strong growth opportunities

Market dynamics: Our geographical playing field & size of our available markets¹⁾ in BN USD



- Strategic focus: Europe and North America
- Favorable macro trends (safety, ergonomics) and geographic expansion provide growth opportunities for the long-term

■ Hardware ■ PPE X% Annual growth rate

¹⁾ Defined as our addressable market in the geographies we play in

Fragmented competitive landscape provides opportunity for continued M&A-driven growth

Market dynamics: examples for competition



Sustainability at the core of how we do business; as it becomes more and more of a demand driver, we aim to lead with green innovations

Our **organization and associates**
are **passionate** about sustainability...



RECOGNITION

- CSR Manager at Emma has been awarded as a SDG Pioneer for the Netherlands

World's-first green innovations in...

...**Personal Protective Equipment**...

Green Calculator

- Presents the actual savings on the climate that a customer can make by choosing a sustainable choice for their workwear.
- Figures that they can use in, for example, sustainability reports and communication.



FRISTADS' GREEN COLLECTION

- World's first garment collection certified acc to ISO 14025 standard (EPD - Environmental Product Declaration)
- Green Calculator calculates actual water and CO2 savings vs. non-EPD choice

... and **Hardware**.

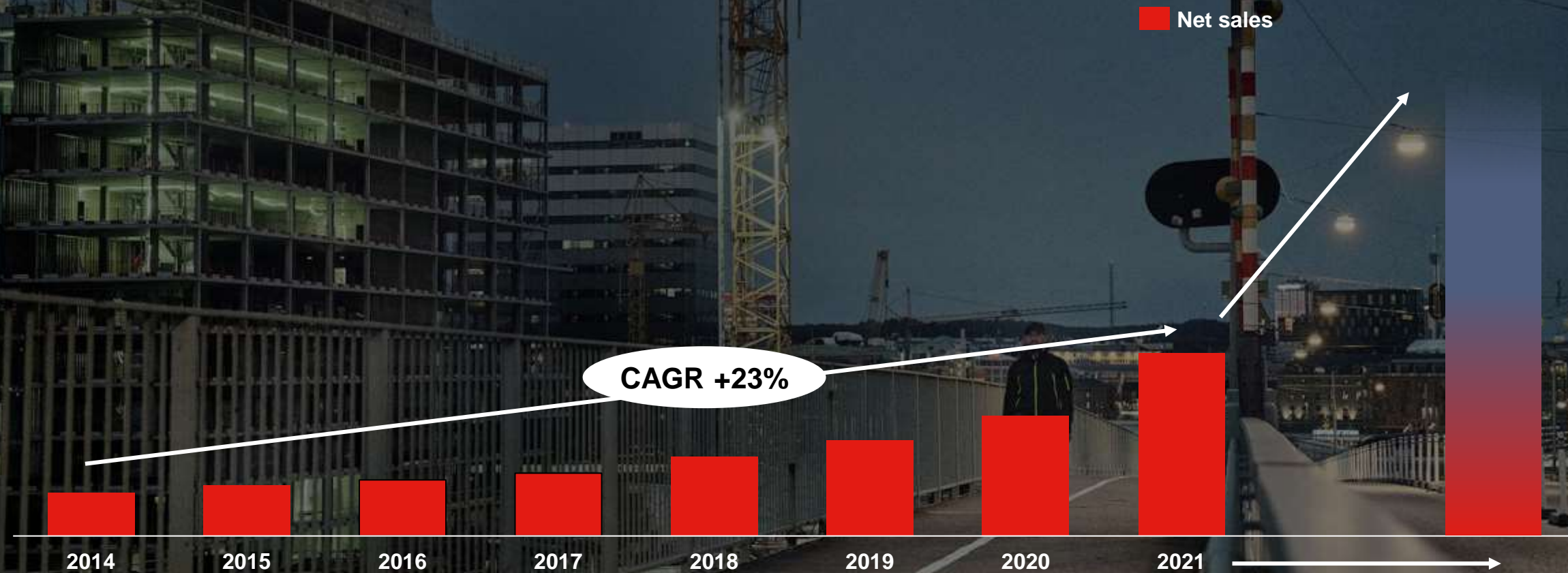


WIBE's GREEN ALUMINIUM LADDERS

- Launch of new range of Wibe Ladders that use 75% less CO2 in the aluminum production

Going forward macro trends (safety, ergonomics, sustainability) and market fragmentation (M&A) support a continued strong growth momentum

Net sales overview 2014-2021 and indicative future potential [MSEK]



Q&A



Digitalization is on top of the strategic agenda for Hultafors Group

Our digital playing field framework

Business Impact Levers

GO-TO- MARKET

Value Delivery
to Customer

PRODUCT INNOVATION

Offering Core,
New Business Models

OPERATIONAL EXCELLENCE

Value Creation Chain

Foundational Levers

IT FOUNDATION

(Applications, Middleware, Infrastructure, Data, Cybersecurity)

PEOPLE & CULTURE FOUNDATION

(Skills, Competences, Methodologies, Values/Behaviors)



Andreas Örje Wellstam, CEO





Feel good
inside

A photograph of a modern office interior with large glass windows, a concrete wall, and a yellow pendant light.

Two topics in focus

IEQ

Indoor Environmental
Quality

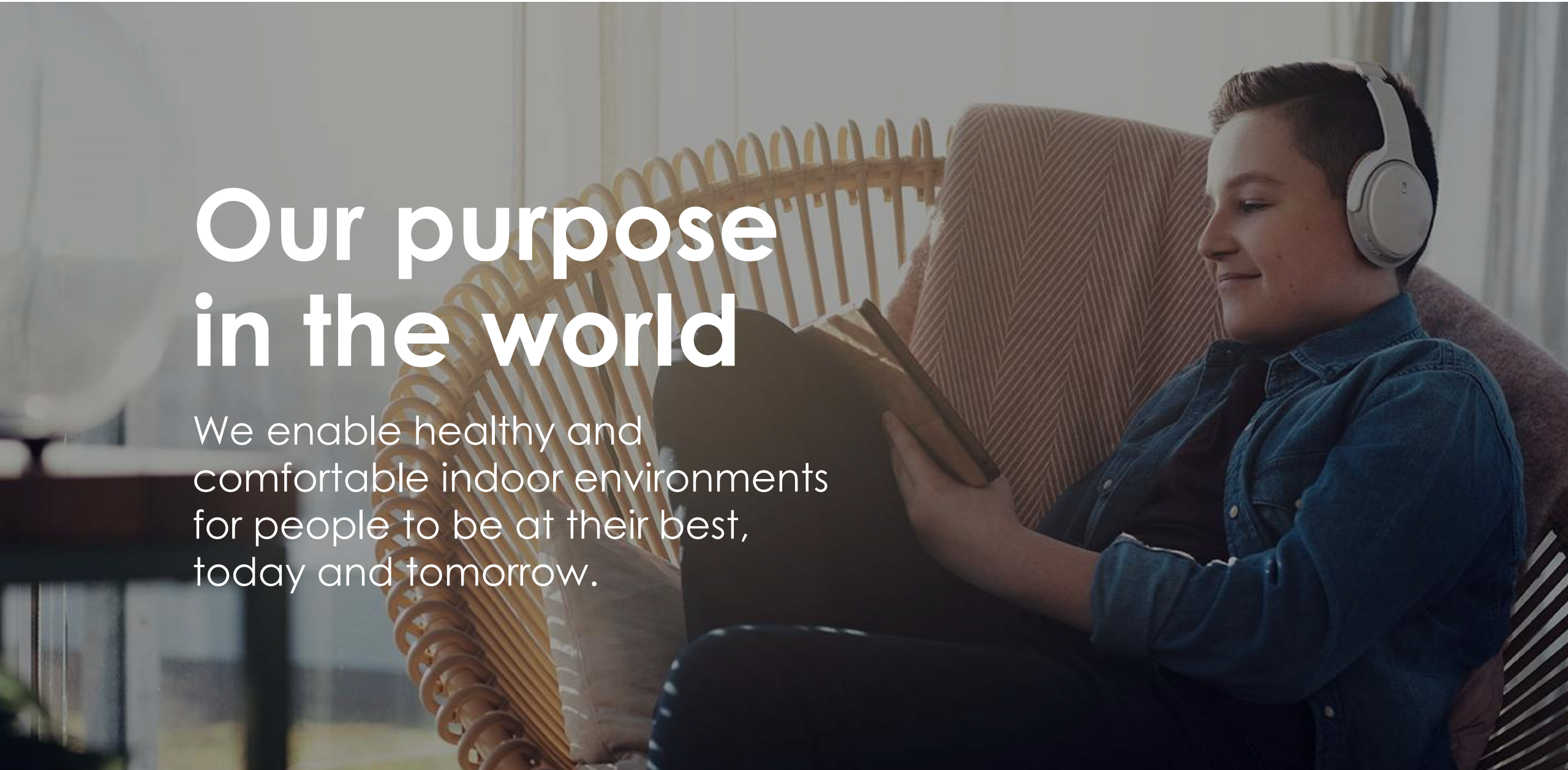
A photograph of offshore wind turbines at sunset, with the sun low on the horizon and its reflection on the water.

Sustainability

Energy consumption
& carbon footprint

Our purpose in the world

We enable healthy and comfortable indoor environments for people to be at their best, today and tomorrow.



Why it matters

Time spent indoors

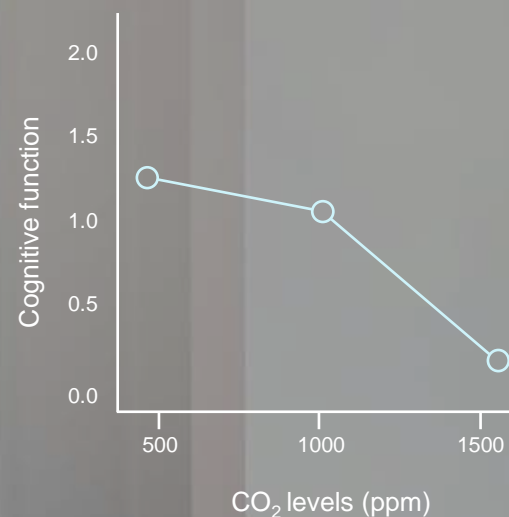
~90%

Employees satisfied with their work environment are:

16% More productive

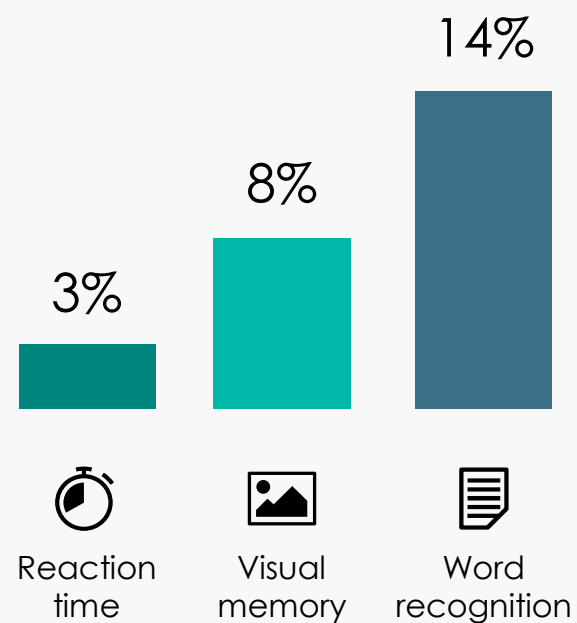
18% More likely to stay

Strategic thinking

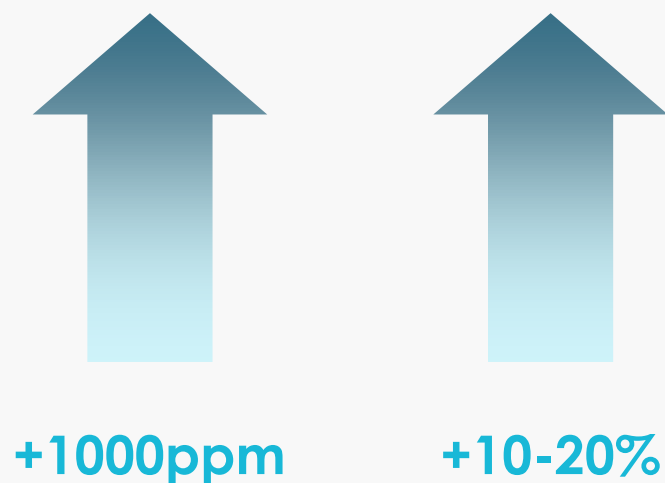


Indoor environment in schools

Better airflow =
Better results

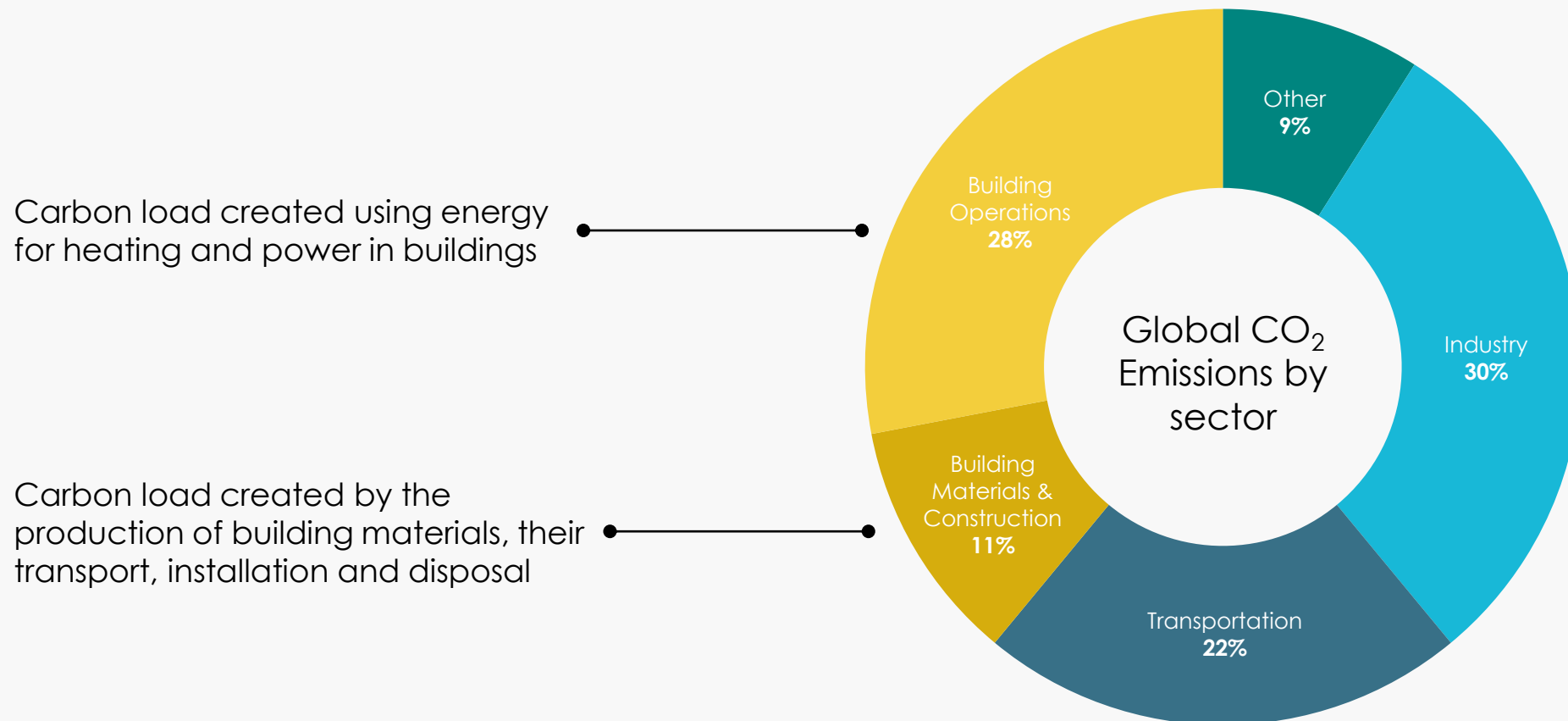


Poorer air quality =
Increased absences



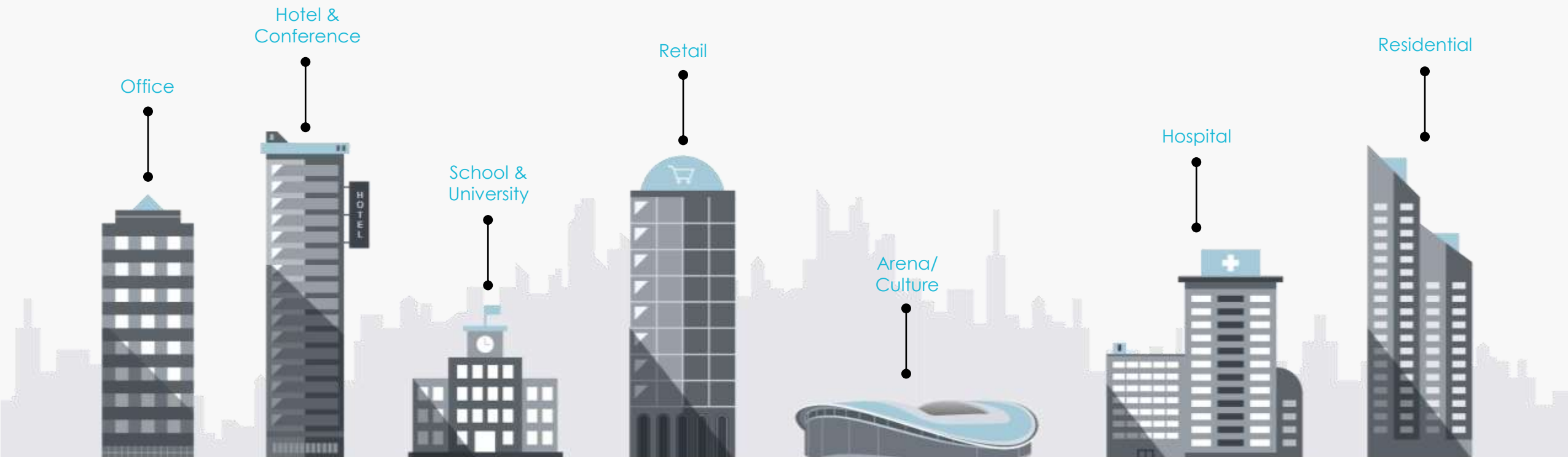
Environmental impact of buildings

Source: © 2018 2030. Inc. / Architecture 2030. All Rights Reserved. Data Sources: UN Environment Global Status Report 2017; EIA International Energy Outlook 2017



Wherever people spend their time

Products for all kinds of applications



Creating the optimal environment

Outstanding physical products

Hydronic Cooling & Heating units

Air distribution units

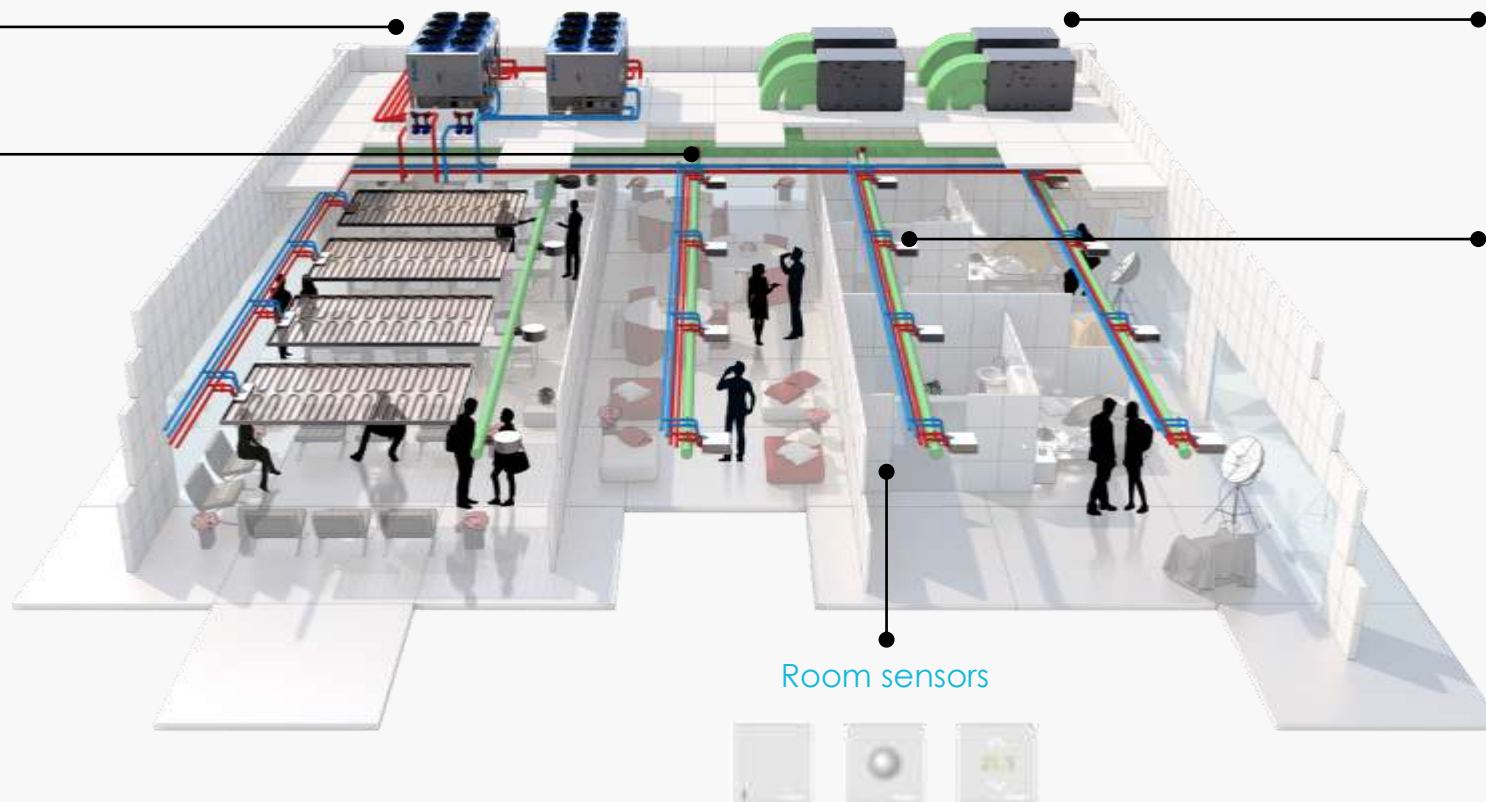
- Sound attenuators
- Fire & smoke dampers
- Control dampers

Air Handling Units

Room units

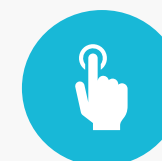
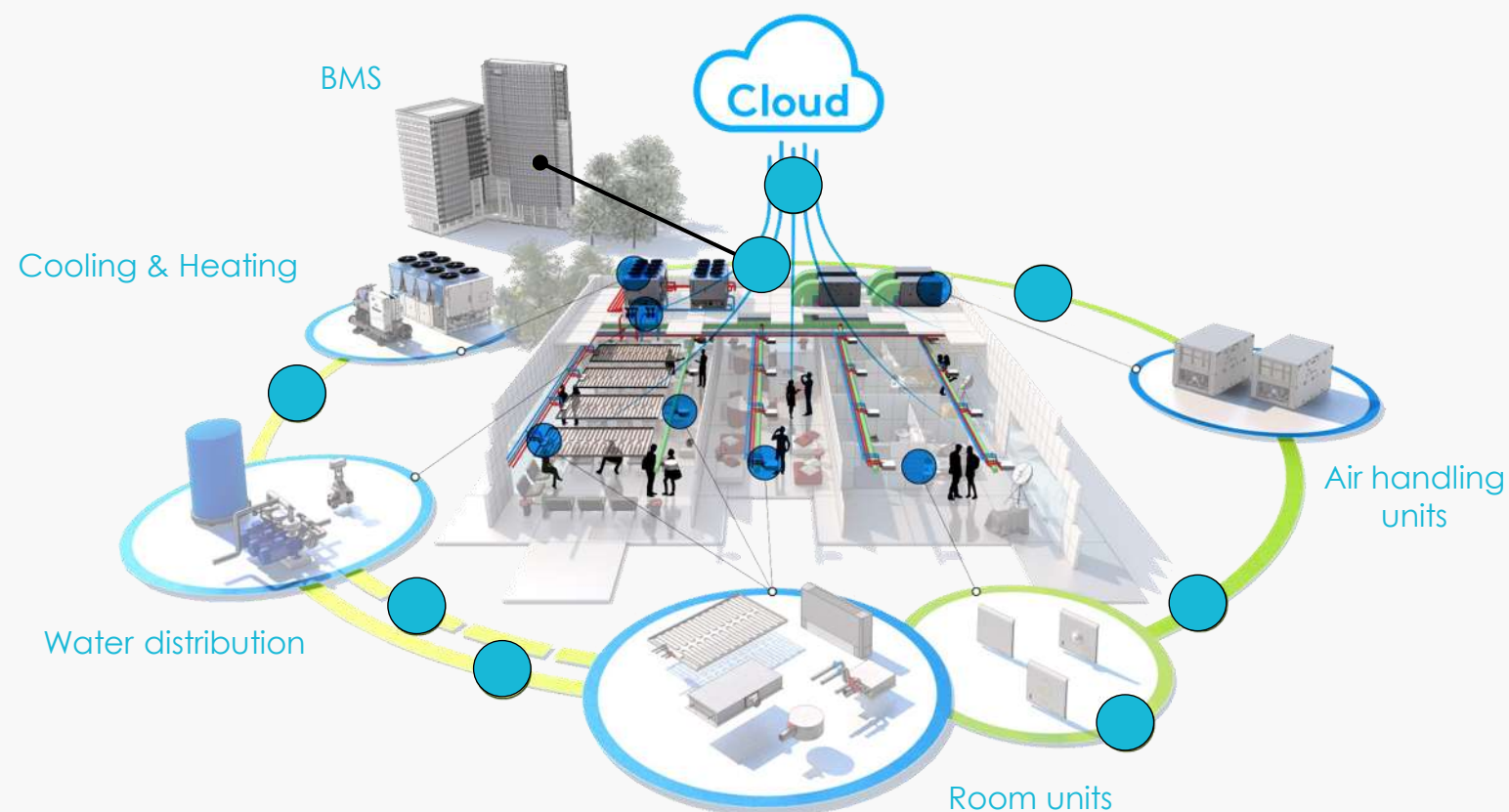
- Chilled beams
- Diffusers
- Radiant Ceilings
- Fan Coils

Room sensors



Creating the optimal environment

A 360° view on system controls



Interact



Manage



Measure



Optimise

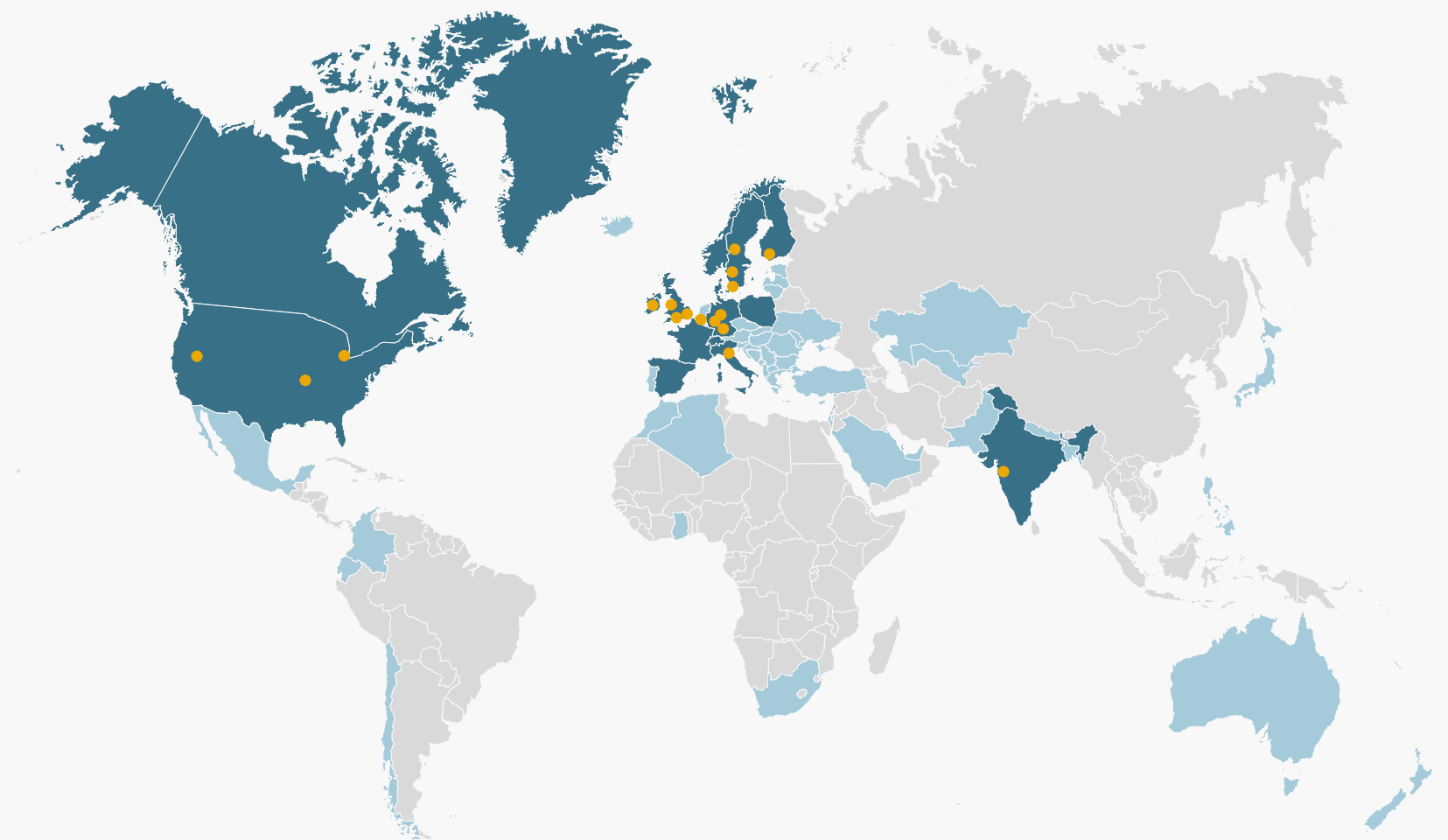


Connect



Integrate

Global presence, local strongholds



- Production sites
- Subsidiaries
- Distributors/partners

- Subsidiaries in 16 markets
- Production in 17 sites

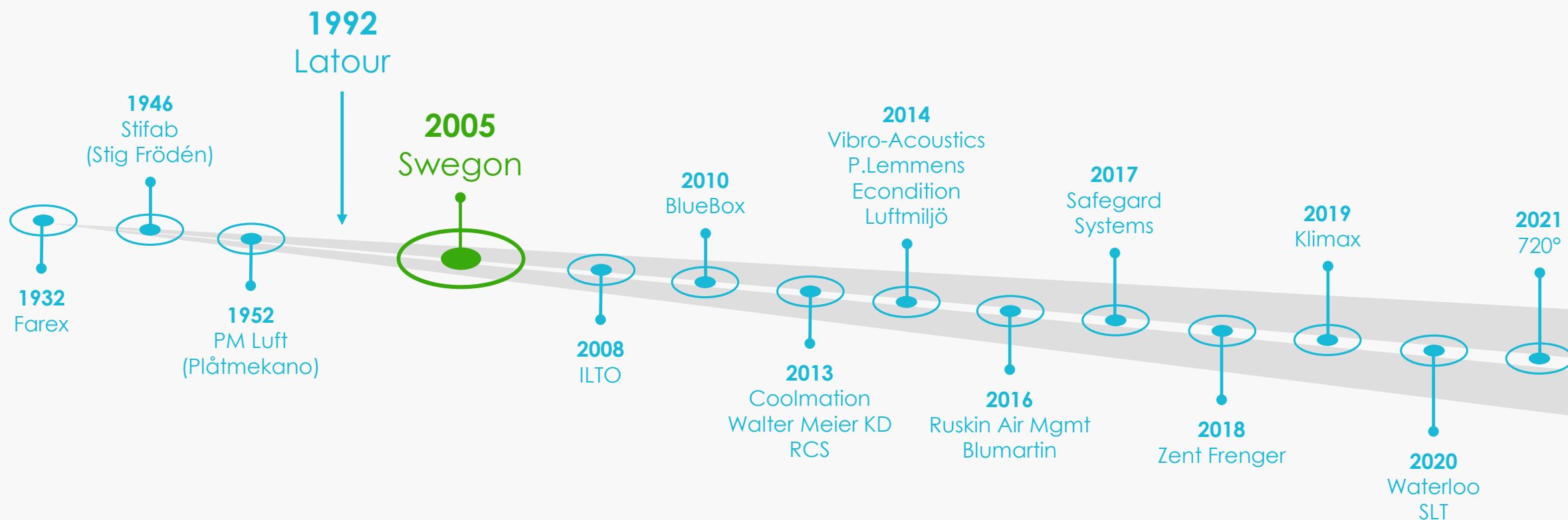
zent-frenger
by Swegon

VIBRO-ACOUSTICS
by Swegon

BlueBox
by Swegon

actionair
by Swegon

Our legacy



Reliably strong performance

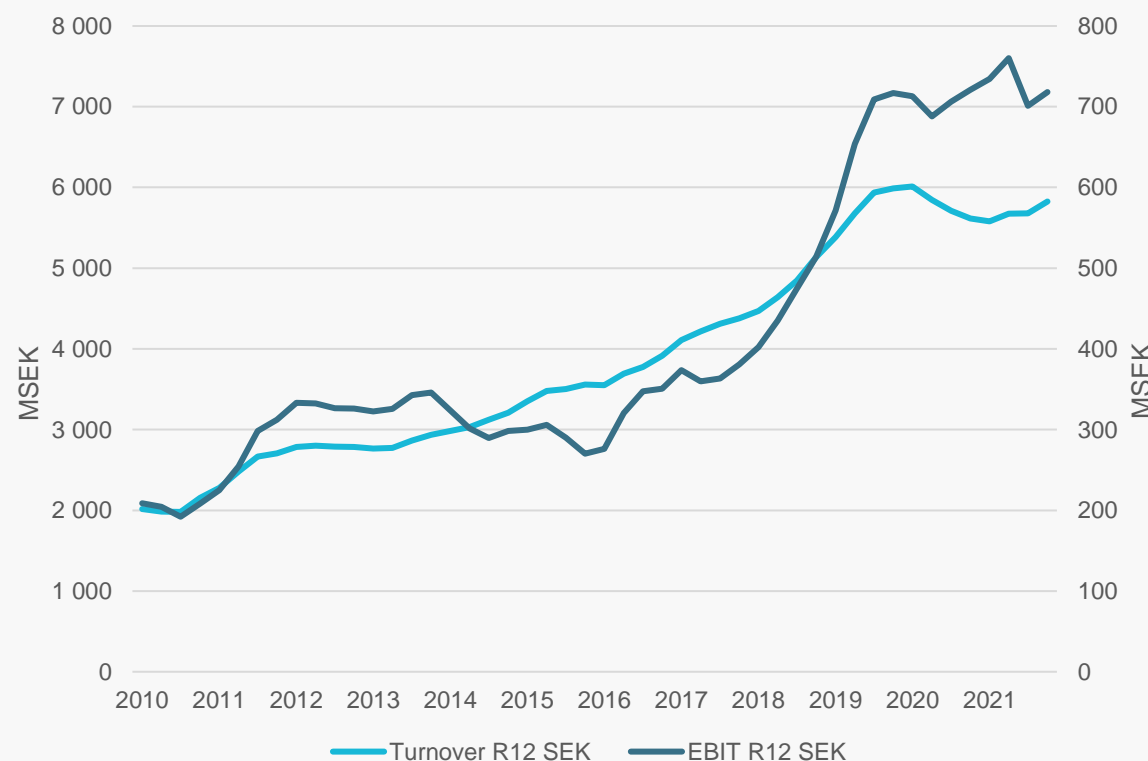
High growth rate, high profitability

2,700

Employees across
the globe

41%

2021 NPS score –
Strong brand value



5.8B

SEK turnover 2021

12.3%

EBIT 2021

Our strategic cornerstones



Taking the lead on sustainability



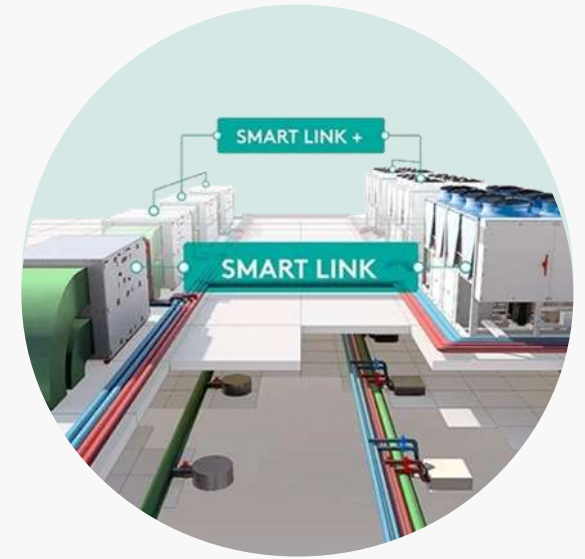
**Industry frontrunner in
delivering Environmental
Product Declarations (EPD)**



**First Eurovent-certified
heatpump with propane
for commercial buildings**



**Upgrading Air
Handling Units to
extend their lifecycle**



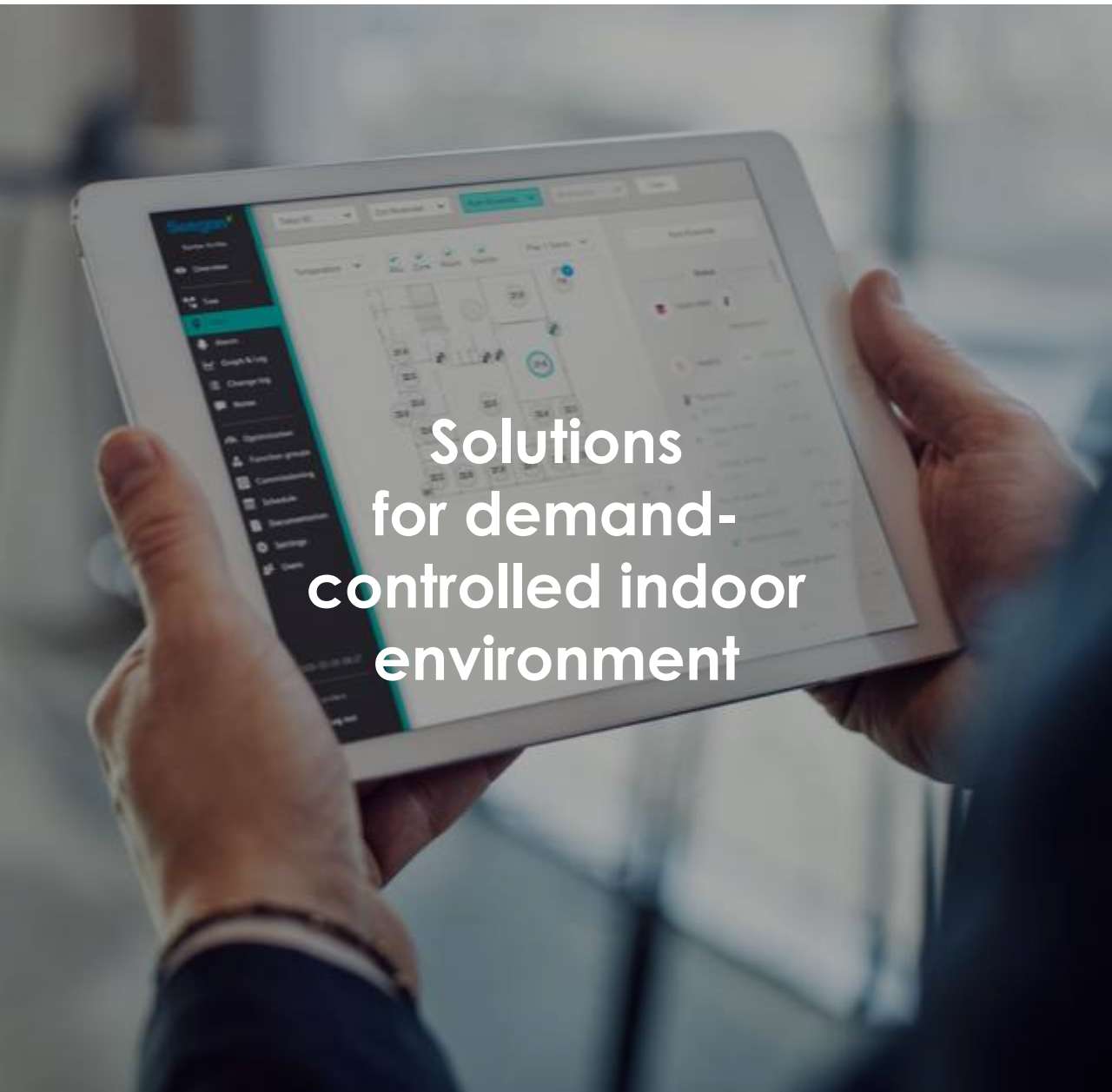
**Optimising the complete
HVAC system to save
energy consumption**

The background of the slide is a photograph of a worker in a blue shirt and dark pants, standing in a factory or industrial setting. The worker is holding a large, metallic, rectangular component, possibly a part of a ventilation system, which is being lowered into a circular opening. The background is blurred, showing industrial equipment and structures.

**Energy-efficient
products for a good
indoor environment**

A person in a blue uniform is holding a large, curved metal duct component, likely part of a ventilation system, in a factory setting.

Energy-efficient
products for a good
indoor environment

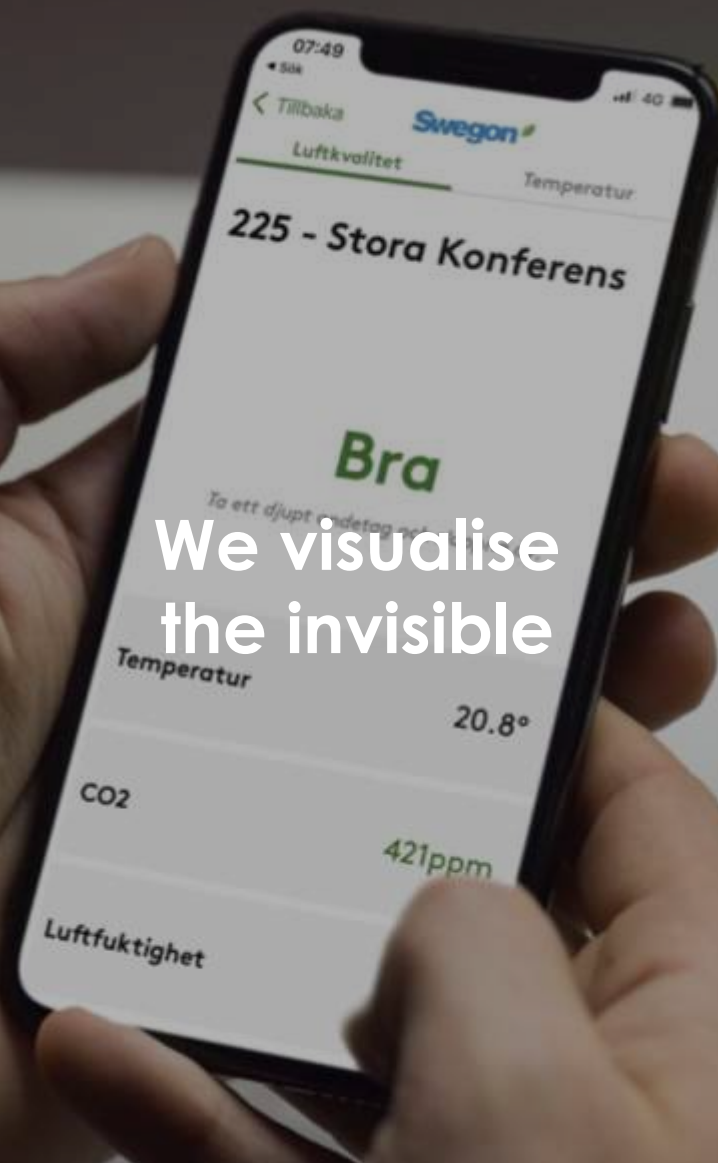
A person is holding a tablet displaying the Swegon control interface. The screen shows a dashboard with various controls, including a search bar, a list of devices, and a detailed view of a specific device with its status and settings.

Solutions
for demand-
controlled indoor
environment

A close-up photograph of a person's hands holding a transparent, cylindrical air filter or diffuser component. The component has internal vertical fins and is being held against a blurred background of a person in a blue shirt.

Energy-efficient
products for a good
indoor environment

We visualise
the invisible



Solutions
for demand-
controlled indoor
environment



Swegon 

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