

Latour CMD 2015  
Ola Ringdahl, Nord-Lock



# The Nord-Lock Group

## WHEN SAFETY REALLY MATTERS



Ola Ringdahl  
*CEO, Nord-Lock Group*

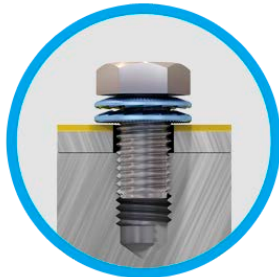


Our **vision** is to be the trusted global partner in optimization of bolted connections.

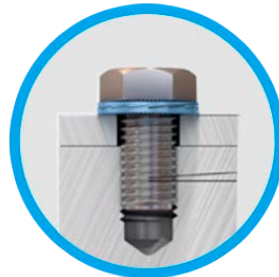


Our **mission** is to safeguard human lives and customer investments.

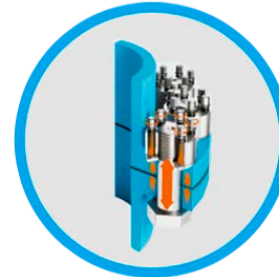
# Nord-Lock Group



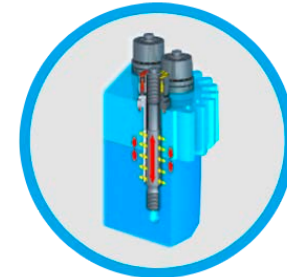
Multifunctional  
wedge-locking



Wedge-locking  
solutions



Multi-jackbolt  
tensioners



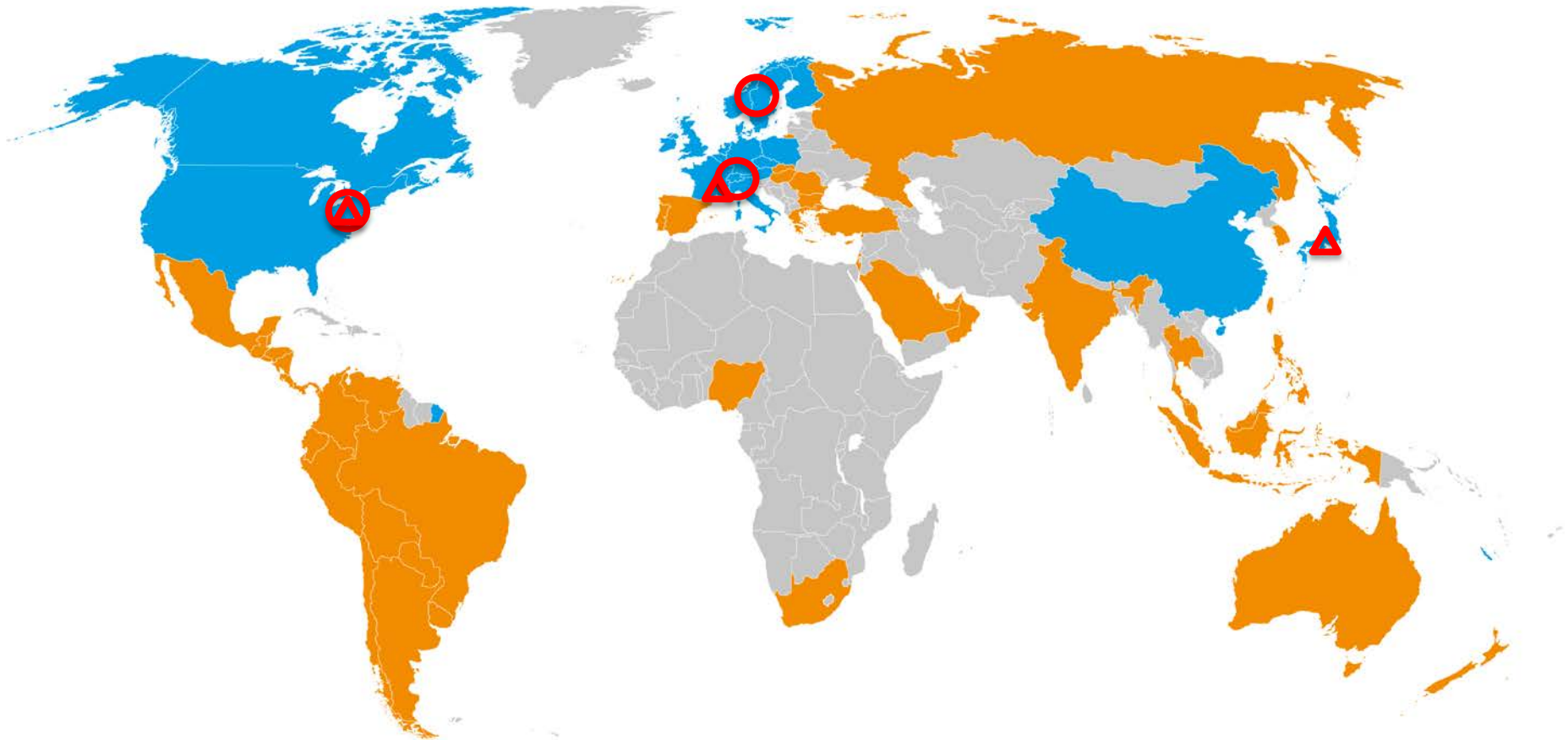
Expansion bolting

Turnover 2014:	SEK 722 million
Subsidiaries:	20
Employees:	367



# Nord-Lock has a global presence

*Nord-Lock is established in 65 countries worldwide, with own offices in 18 countries*



Nord-Lock sales company



Well established Nord-Lock distributor



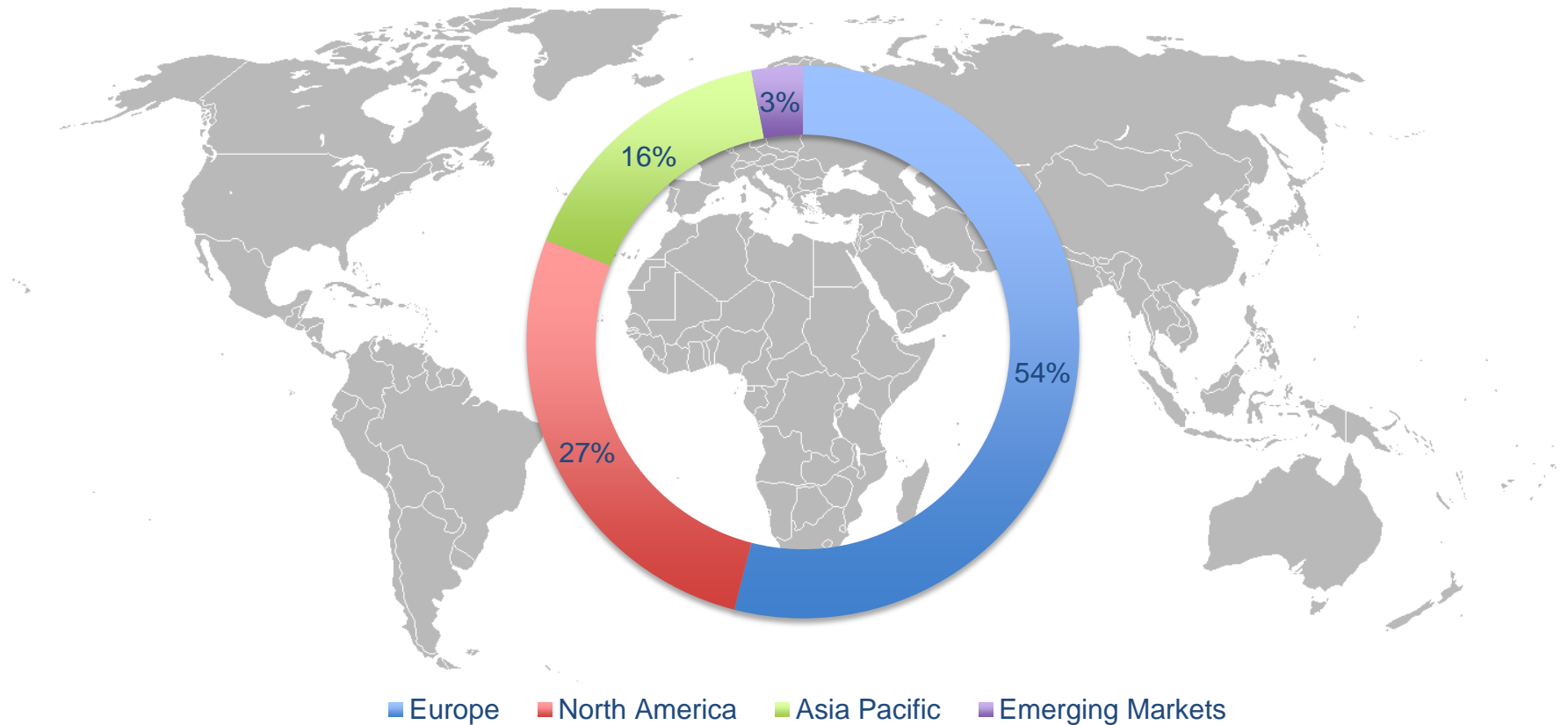
Nord-Lock Production Plant



Nord-Lock Technical Center

# Geographic distribution of sales 2014

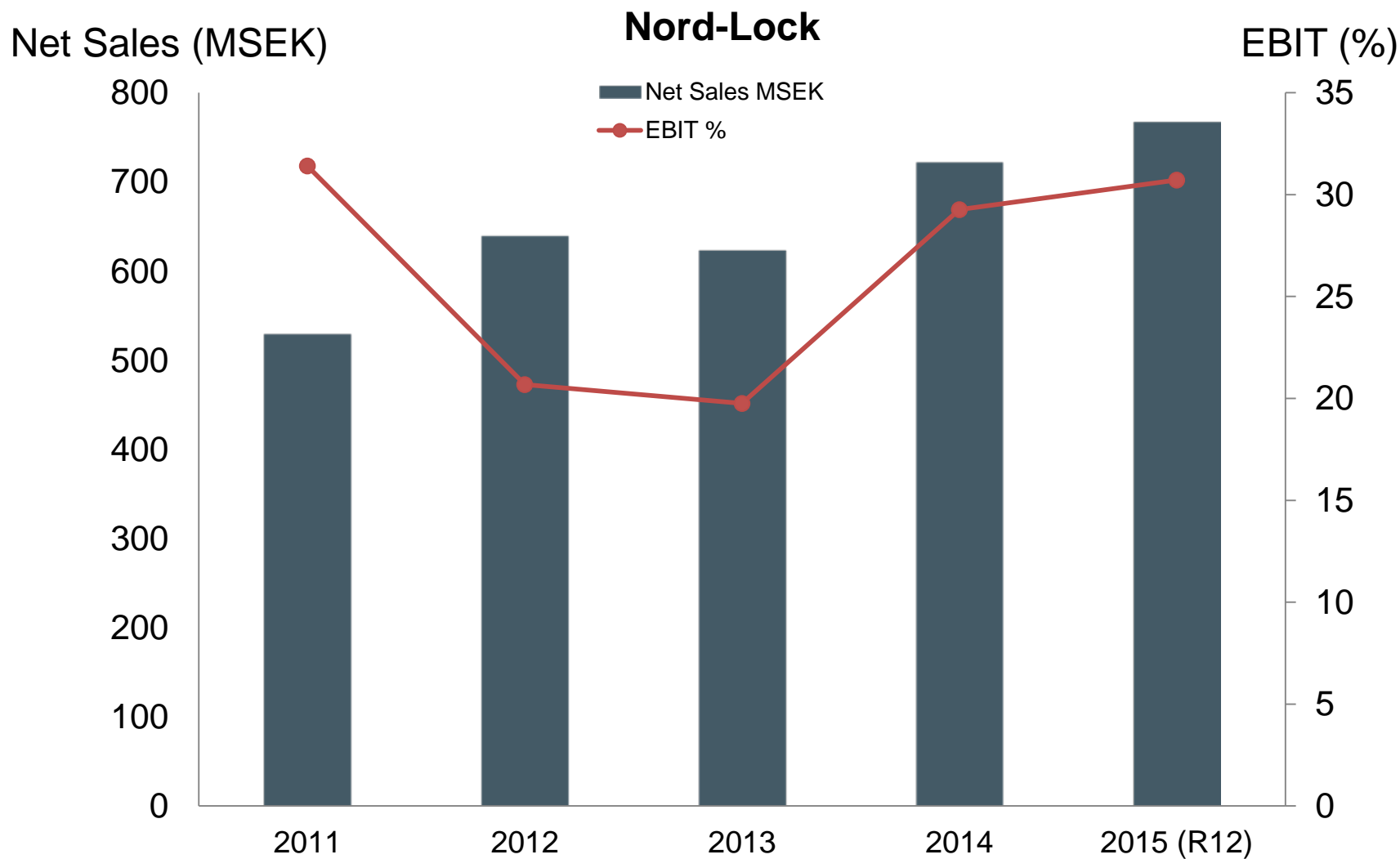
Nord-Lock Group



# Sales development by region 2015 vs. 2014

<b>Nord-Lock SEK million</b>	<b>2015 Jan-Jun</b>	<b>2014 Jan-Jun</b>	<b>Growth</b>	<b>Growth Loc. Currency</b>
Europe	215	197	9%	3%
North America	107	99	8%	-15%
Asia Pacific	75	54	39%	18%
Other	8	10		
<b>Total</b>	<b>405</b>	<b>360</b>	<b>12%</b>	<b>-1%</b>

# Sales and earnings development 2011-2015





# Highlights Q1-Q2, 2015



- Continued strong growth in all main markets thanks to focused sales efforts.  
Good order intake for all product lines.
- Successfully fighting back against copies.
- Production capacity increased to meet growing demand.
- Excellent delivery performance, with stock levels at desired levels worldwide.
- Superbolt division integration completed.

# Nord-Lock at Fastener Fair in Stuttgart, March 2015





**REASONS WE'RE  
NUMBER ONE**



# The Nord-Lock promises



1. Unsurpassed **safety**
2. The world's most **trusted quality**
3. **Specialists** in bolted joint technology
4. Knowledge **partnership**
5. Total life-cycle **profitability**
6. Global **availability**
7. Improves customer **competitiveness**
8. The most **comprehensive** product range
9. Innovative **pioneers**
10. Delivery **excellence**

# Superbolt division integration completed



The Superbolt manufacturing sites and engineering centers in North America and Europe are now integrated into a global Superbolt division – making sure we can serve our customers in an excellent way on all continents.



# Focus next 12 months



- Continued focus on product quality and innovation.
- Organic growth in all key markets through superior quality and delivery performance.
- Continue to build strong relationships with global and regional accounts.
- Efficiency in production, logistics and sales.
- Evaluate potential acquisitions or partnerships in order to supplement our product offering within *secure bolting solutions*.