



NORD-LOCK®

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The Nord-Lock Group **PIONEERING SAFETY**



Ola Ringdahl
CEO, Nord-Lock Group

Nord-Lock corporate video



<https://www.youtube.com/watch?v=jYebYIxA60Y>



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



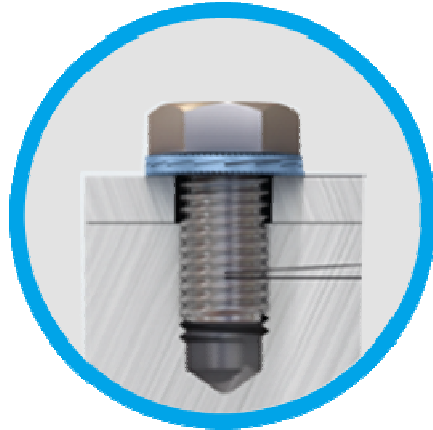
Our **mission** is to safeguard human lives and customer investments.

Our values

Innovative technologies

Unmatched expertise

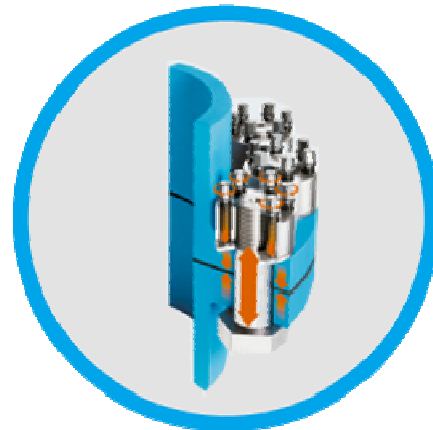
Global partnership



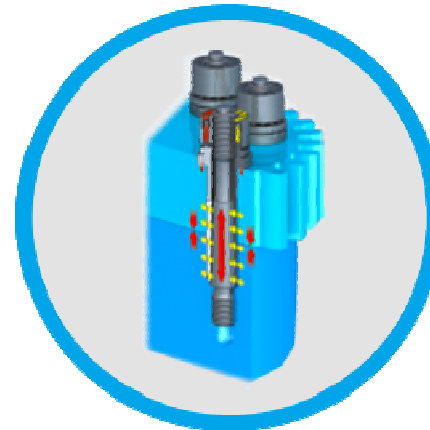
Wedge-locking
solutions



Multifunctional
wedge-locking



Multi-jackbolt
tensioners



Expansion bolting



Construction & Bridge Building



Forestry & Agriculture



Forging & Other Presses



Manufacturing & Processing



Machine Building



Mining & Quarrying



Oil & Gas



Power Generation / Energy



Railway



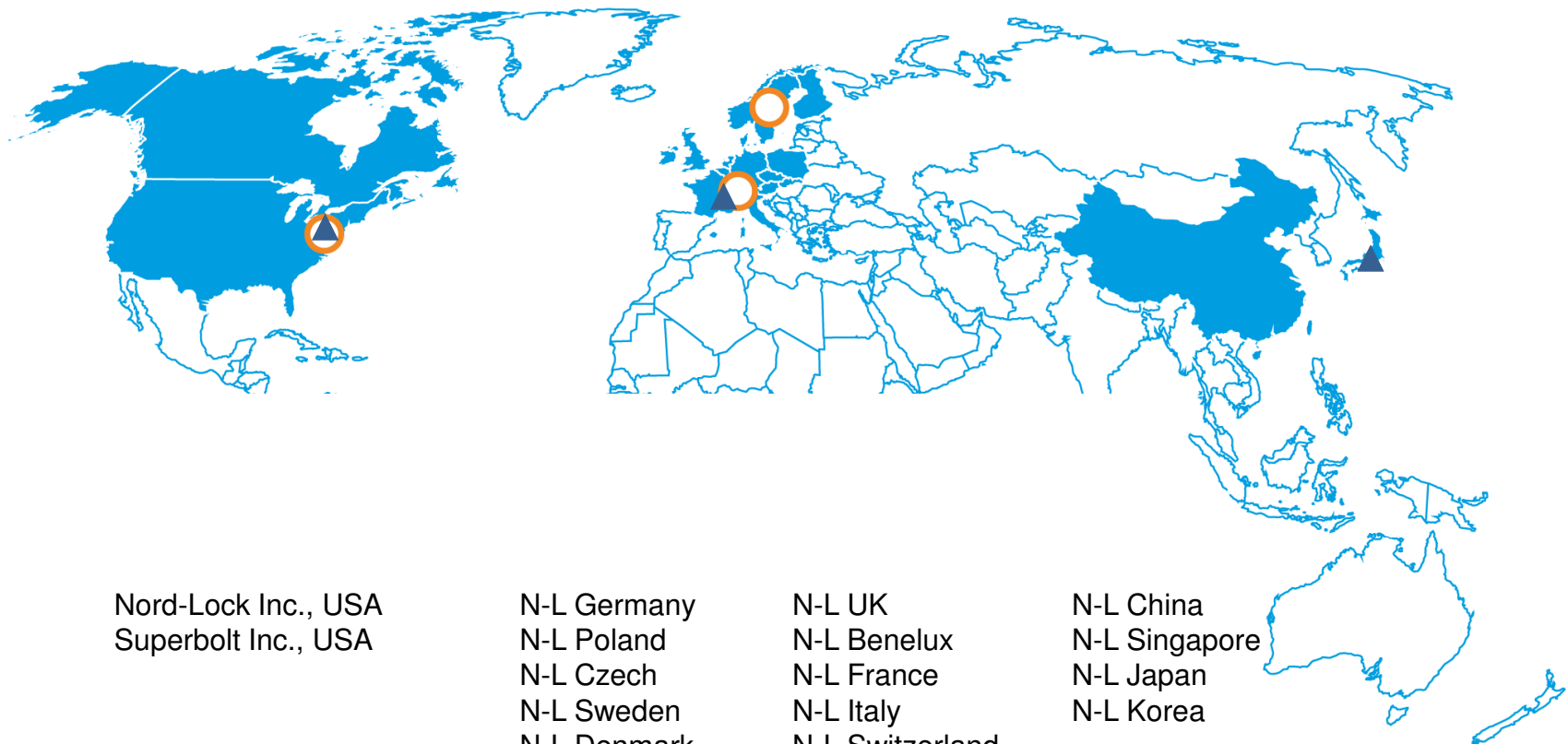
Shipbuilding & Marine



Steel



Transportation



Plus global representation through Partners in 50+ countries

- Nord-Lock Production Plant
- ▲ Nord-Lock Technical Center
- Nord-Lock Office

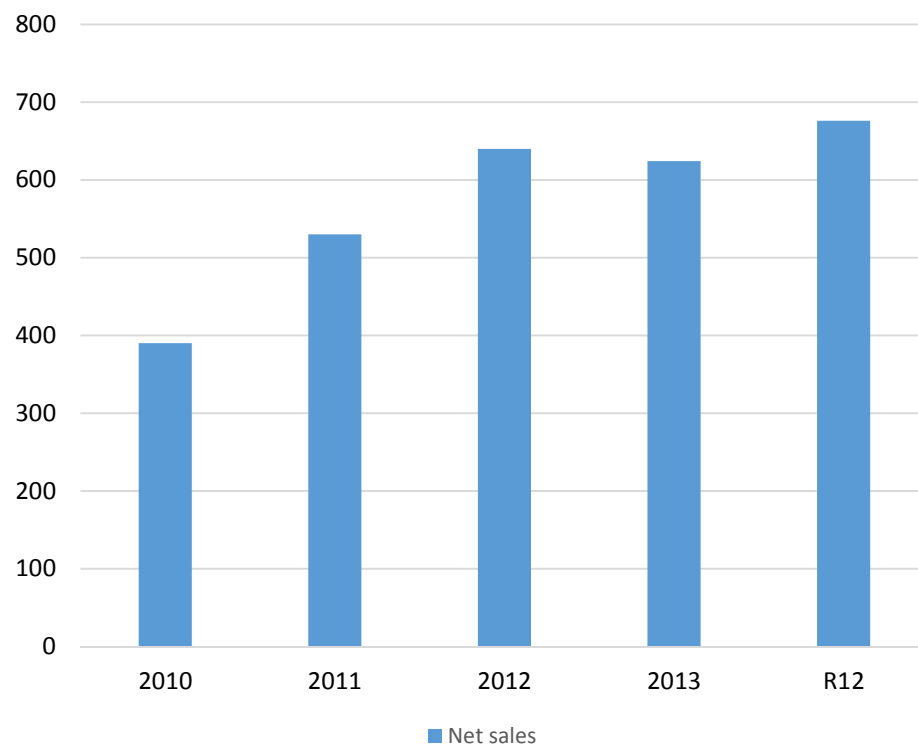
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Sales development by region 2013-2014

(SEK M)	2014 Jan-Jun	2013 Jan-Jun	Growth	Growth Loc. Currency	Rolling 12
Europe	197	173	14%	9%	373
North America	99	86	14%	14%	184
Asia Pacific	54	37	47%	50%	100
Other	11	12	-7%	-11%	22
Total	360	308	17%	14%	676

Sales and earnings development

Development net sales, SEK M



	Jan-Jun, 2013	Jan-Jun, 2014
Net sales, SEK M	308	360
Operating result, SEK M	65	98
Operating margin, %	21,3%	27,3%

Highlights Q1-Q2, 2014



- Continued strong growth in all main markets thanks to focused sales efforts.
Good order intake for all product lines.
- Increased production capacity and increased stock levels to meet demand.
- Successfully fighting back against copies.
- Efficiency improvements throughout the organization. Net sales per employee is now 25% higher than 12 months ago.

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*.

Thank you for your attention.

Questions?



www.nord-lock.com

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