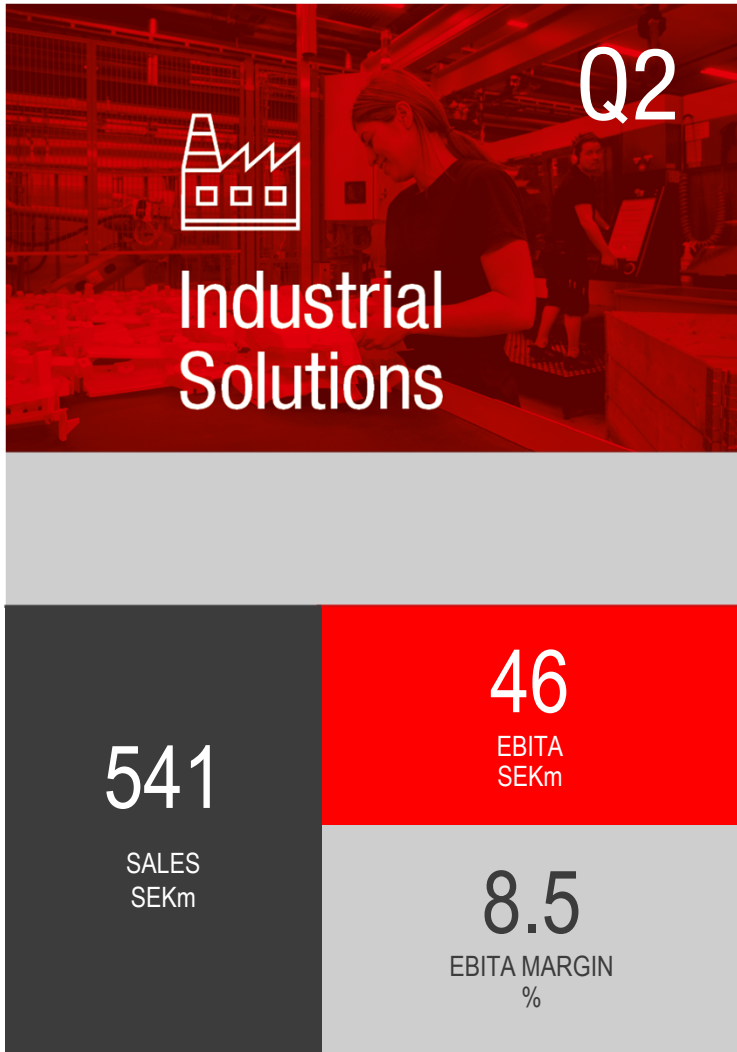


- 11:00 Reception
- 11:30 **Nolato Group – Christer Wahlquist**  
Our journey so far and current position, our (expanded) offering, Group synergies, core values and corporate culture
- 12:00 **Nolato Group – Per-Ola Holmström**  
Financial review of Group, incl. targets
- 12:15 **Nolato Group – Christer Wahlquist**  
ESG – ‘plastic as a material’, recycling in general, Nolato's R&D and sustainability work
- 12:45 Tour of the plant, incl. buffet lunch
- 14:00 **Medical Solutions – Johan Iveberg**  
Position/offering, operational focus & Medical Solutions Expanding Offering
- 14:45 **Industrial Solutions – Johan Arvidsson**  
Position/offering, operational focus and ‘efficiency measures’
- 15:15 **Integrated Solutions – Jörgen Karlsson**  
Position/offering, operational focus and EMC
- 15:45 **Nolato Group – Christer Wahlquist**  
Overall strategy and goals
- 16:15 End of day





## Technology and geographical expansion



# Industrial Solutions in brief

Leading developer and manufacturer of products and product systems in polymer materials for customers in the automotive, hygiene, packaging, gardening/forestry, white goods, furniture and other selected industrial segments.

## Current position:

- Strong position in Scandinavia and Central Europe
- Cutting edge technology offering
- Partnership with selected customers

## Customers:



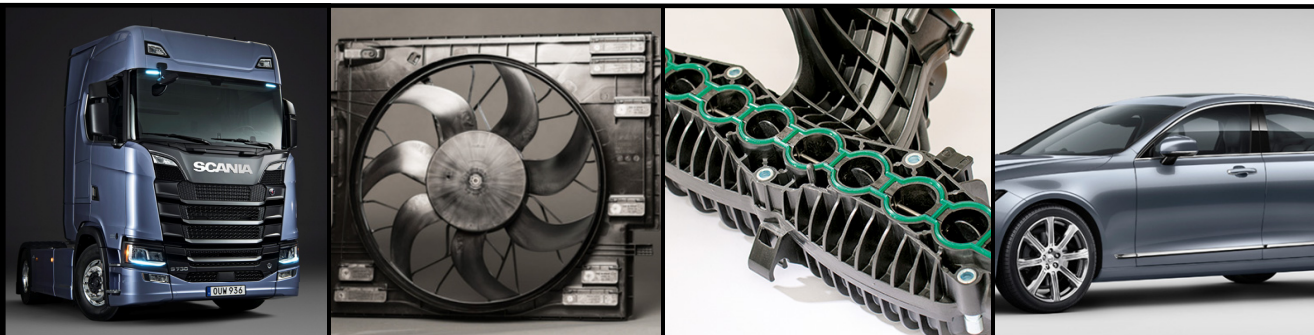
| SEKm                     | Q2   |      | 2019 LTM | 2018  |
|--------------------------|------|------|----------|-------|
|                          | 2019 | 2018 |          |       |
| Sales                    | 541  | 554  | 2,071    | 2,119 |
| Operating profit (EBITA) | 46   | 55   | 164      | 186   |
| EBITA margin (%)         | 8.5  | 9.9  | 7.9      | 8.8   |
| Operating profit (EBIT)  | 45   | 54   | 160      | 182   |

# Industrial Solutions

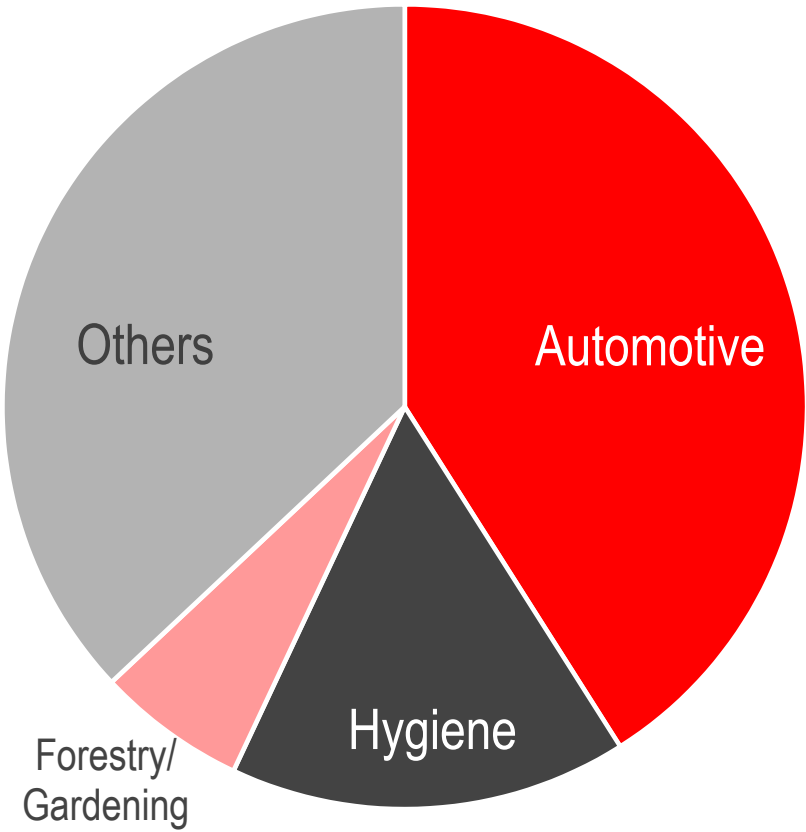
General  
Industry



Automotive



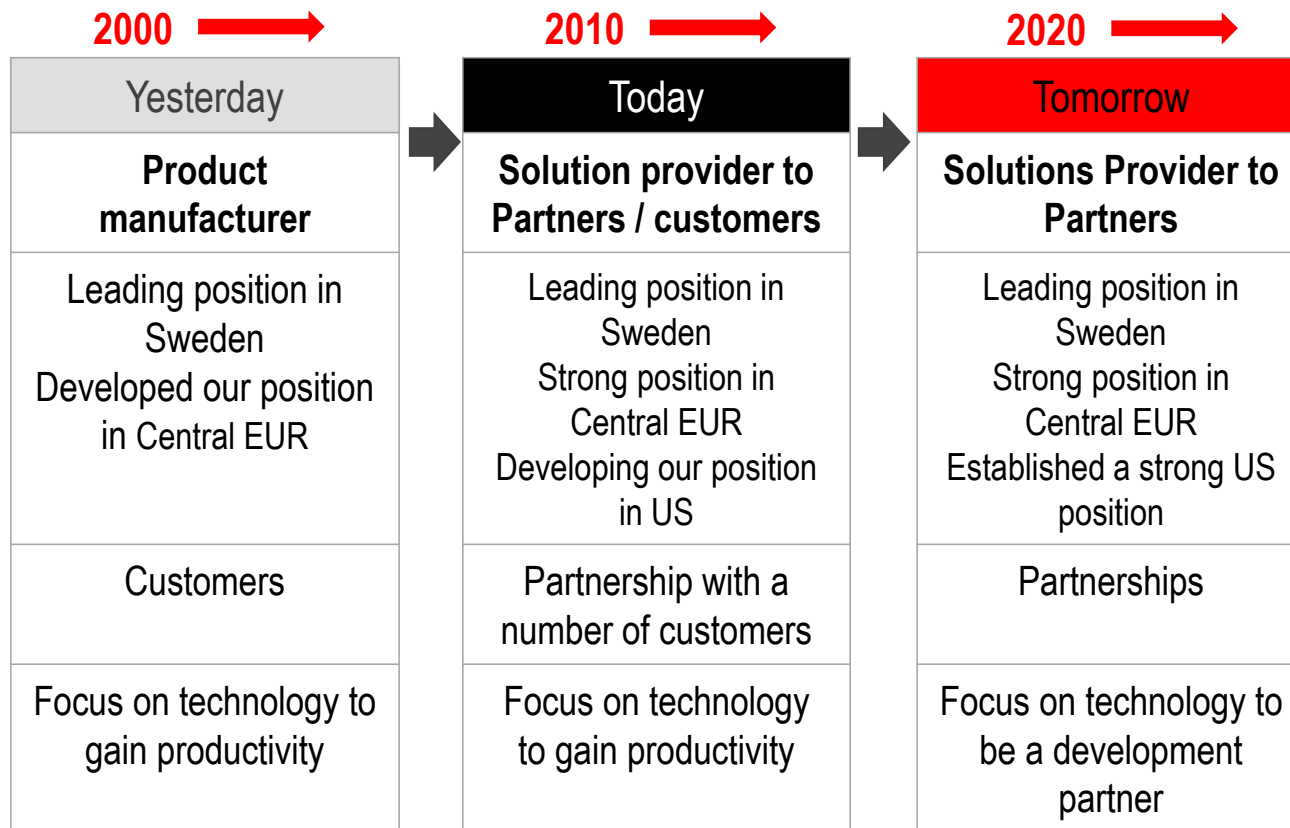
# Industrial Solutions – share of sales



**Automotive**  
**Expertise**  
 General Industry  
**LEAN**  
 High-tech Partner  
**BUSINESS**  
**Quality**  
**INDUSTRIAL SOLUTIONS**  
**Global** Assembly Product design  
 Over Advanced Technology  
 Moulding **Solution Provider**  
 INNOVATION  
 tool design Injection moulding

# Industrial Solutions - Our direction & strategy

Positioning towards a global high-tech partner



# Deliver growth with customers / Partners

## Process for partnership selection:

- Revenue and growth potential
- Long term relation and corporate culture
- Global reach
- Geographical match



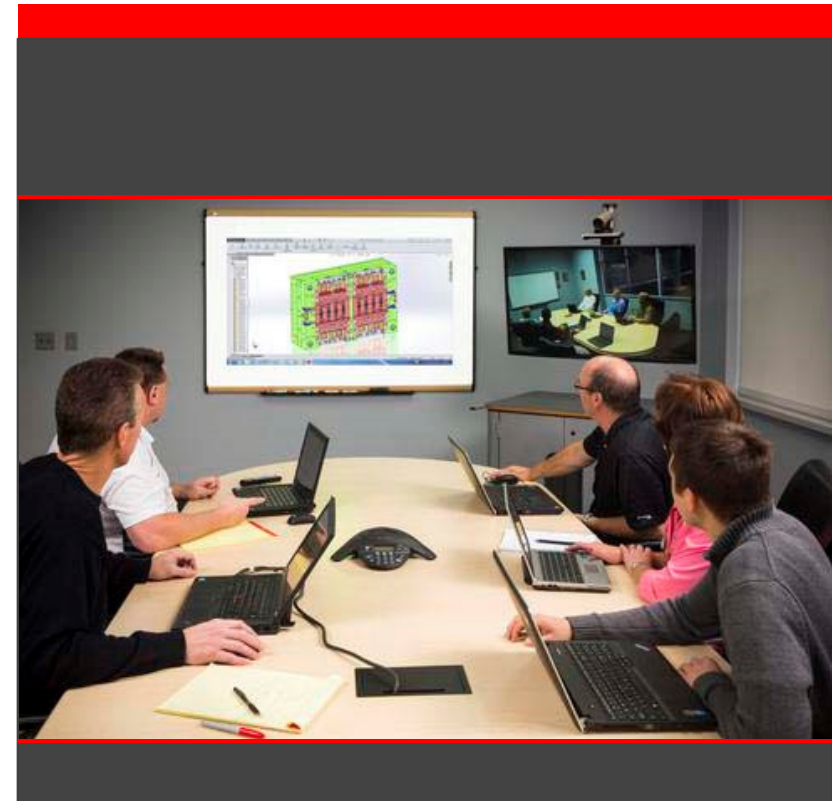
Photographer: Cyrom Photography on Unsplash

## Expand our footprint:

- Expanded addressable market
- Further share of wallet with existing customers
- Geographical potential with new customers

# Partnership approach

- Establish extensive relations
- Get involved in projects at an early stage – ‘top of mind’
- Transparency, honesty, long-term approach, shared values
- From components to finished product systems
- More than just the product, e.g. logistics, geographical presence
- Creating the most competitive supply chain to support the success of partners
- Become the customer’s first choice of partner
- Our US startup in 2019 was in cooperation with a partner





# Overall Performance Excellence Award

For the second time in four years, Husqvarna Group has appointed Nolato to be the best supplier worldwide and recipient of the "Overall Performance Excellence Award" with the motivation:

*"In a competition among several suppliers that has worked really hard and close with Husqvarna for many years this supplier has showed commitment and dedication that really stands out.*

*They continuously invested like in robotic automation and vision system to be more competitive and prepared for the future to come.*

*Importantly, they listen to their customers and have proven to be proactive at all time on all company levels as a true partner. The spirit to exceed customer expectation is part of the all employee DNA.*

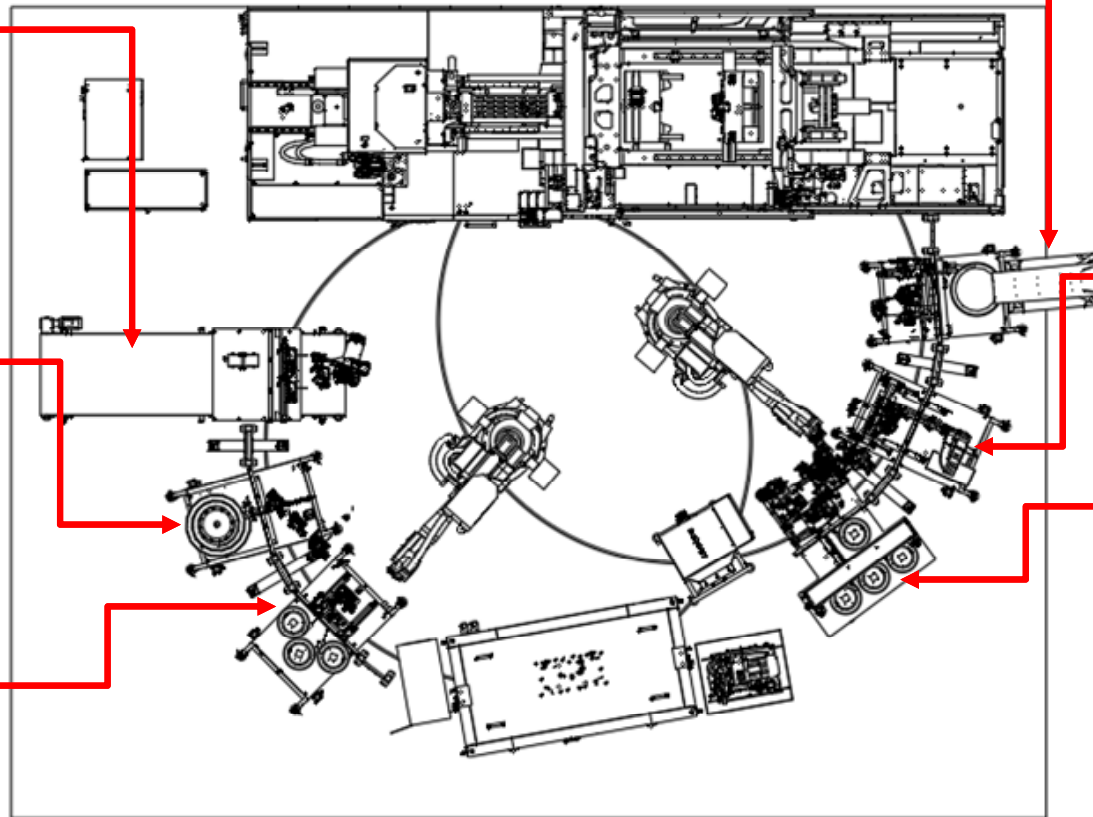
*This is what EXCITE is all about - the need for tomorrow to be built today. Husqvarna is proud to give this year's Excellence award to: Nolato!"*



# Added value by production technology



Injection Moulding Machine



# Current situation

# Growth has brought challenges

- Challenges for one entity within Industrial Solutions
- Stronger growth than anticipated over an extended period of time
- Focus on deliveries to the customer has put pressure on our margin
- Current status:
  - Gradually improving with continuous strong customer relations
  - Increased machine utilization, more time for process improvements resulting in improved KPIs

