

- 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
- 16:00 End of day



**Q2**

**Integrated Solutions**

**821**  
SALES  
SEKm

**107**  
EBITA  
SEKm

**13.0**  
EBITA MARGIN  
%

## Expansion to new market segments



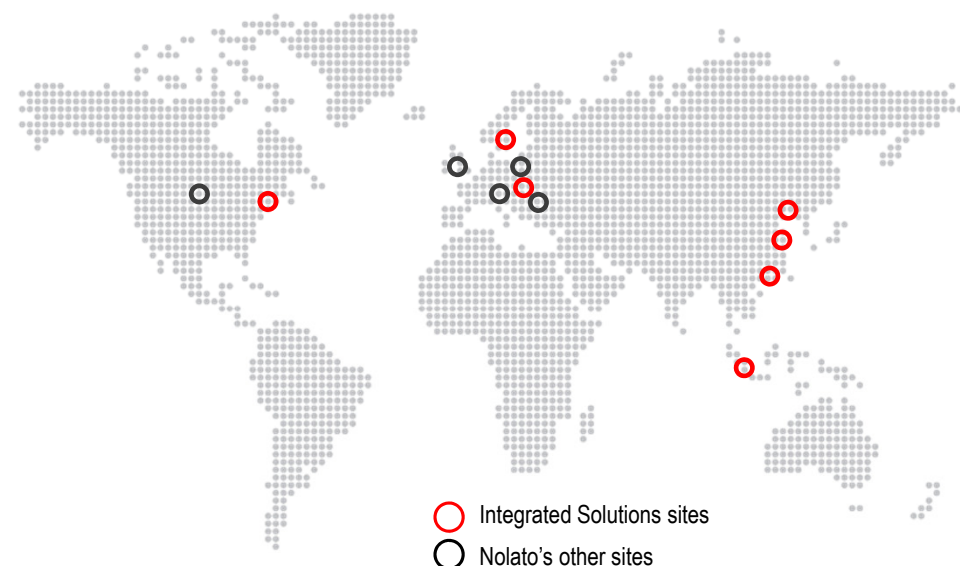
# Integrated Solutions in brief

Development partner, differentiation provider and supplier of mechanical modules and finished box-packed consumer electronic products. Steadily growing within EMC and Thermal Solutions.

## Current position:

- Strong partnership with selected customers
- Unique expertise in technology and cosmetics
- Excellent skills in project management and flexible production

## Customers:



SEKm	Q2		2019 LTM	2018
	2019	2018		
Sales	821	1,186	2,928	3,720
Operating profit (EBITA)	107	140	377	473
EBITA margin (%)	13.0	11.8	12.9	12.7
Operating profit (EBIT)	107	140	377	473

# Integrated Solutions

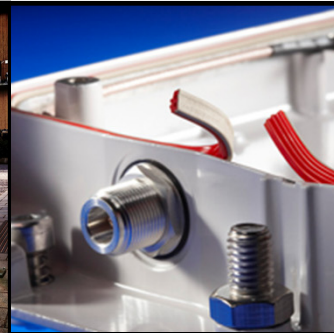
Consumer  
Electronics



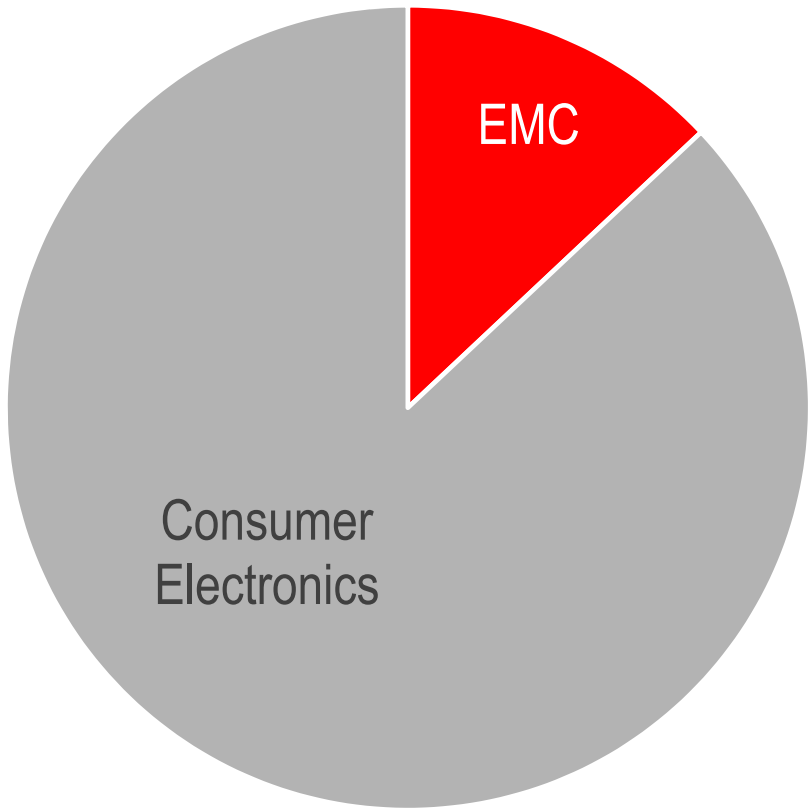
VHP



EMC/  
Thermal



# Integrated Solutions - share of sales



**EMC** Metal Stamping  
Global Thermal  
INTEGRATED SOLUTIONS  
Expertise  
Integrated Technology  
Design  
VHP  
paint layering  
multi-step assembly  
Solution Provider  
INNOVATION  
advanced testing  
Paint finishes  
BUSINESS  
Quality

# Development of new product areas within Integrated Solutions

## Strategy

- Focus on new market areas in Integrated Solutions to offset volatile and decreasing share over time from the mobile phone industry
- Growth opportunities in Nolato's areas of expertise using existing production capacity
- The VHP market is assessed to have long-term growth potential
- Focus on cost-out in supply chain

## Customer

- One of three leaders on the global market
- Focusing on new alternative products
- Development project began in 2015 and production in 2017
- Japan and South Korea biggest, not launched in US
- Additional geographic launch is planned

## VHP = Vaporiser Heating Products

- Vapour: Based on nicotine oil
- Heating: Tobacco that is heated



# Consumer Electronics - Our direction & strategy

Positioning towards a global Solutions provider

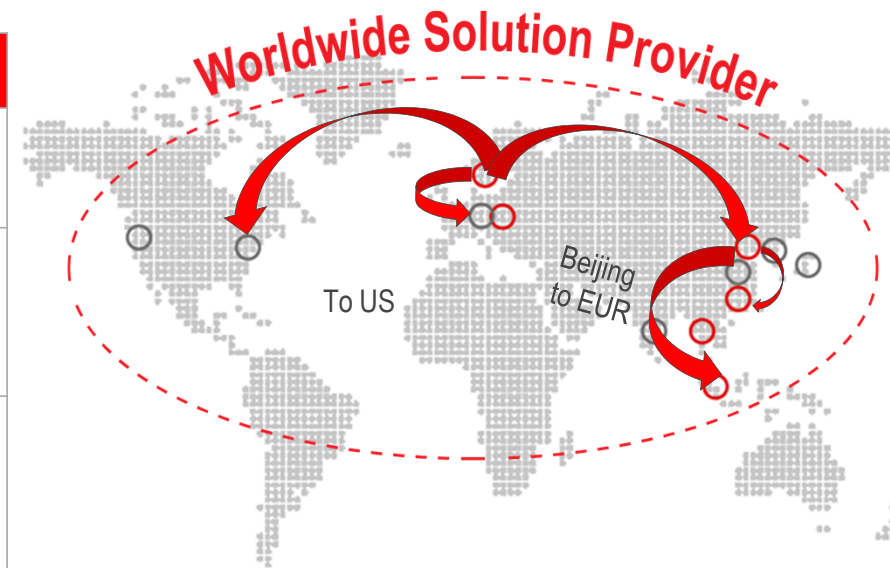
2000 →	2010 →	2020 →
<b>Yesterday</b>	<b>Today</b>	<b>Tomorrow</b>
<b>Product manufacturer</b>	<b>Solutions provider</b>	<b>Worldwide Solutions Provider</b>
Production in Beijing & sales in Beijing and EUR.	Expanded footprint in Suzhou, ShenZhen and Penang. Added sales in the US, Japan and SEA.	Increased precense in SEA, sales, R&D and production. Focus on sales in EUR and US, production in Asia.
Main focus Mobile Phone Industry.	Focus on diversity: VHP, connected devices and home security. Growth segments.	Collaboration with design houses, joint sales & R&D. Growth segments: connected devices, environmental tech, etc.



# EMC & Thermal - Our direction & strategy

Positioning towards a global Solutions provider

2000 →	2010 →	2020 →
Yesterday	Today	Tomorrow
<b>Product Manufacturer</b>	<b>Conductive Material Solutions provider</b>	<b>Worldwide Solutions Provider</b>
Production of components and sales in Sweden.	Added production in China, Malaysia & Hungary. Global sales.	Acquisition in the US. Further global expansion.
Main focus on Telecom Industry.	Focus on Telecom and Automotive.	Continues to establish and approach new market segments such as Internet of Things and Connectivity.
Produce to customer specifications.	Development and branding of Nolato's own products.	





# Consumer Electronics

Products and customers

V H P



- Customers and prospects are operating in fast growing segments, where they have a unique offering combined with a strong financial position.
- Provide high technical competence, agility and excellent project management.

# Consumer Electronics

Establishing long-term partnership



- Been able to attract large global customers.
- Achieving a vendor code “adding on” Nolato’s full offering as a Solutions provider.

# EMC & Thermal

## Products and customers

We are a leading supplier of Solutions based on conductive silicone

We develop conductive materials that are packaged in different Solutions and branded:



Product
Dispensed EMC gasket
Extruded EMC gasket
Molded EMC gasket
Thermal Interface Material (TIM)

Compashield/Trishield/Compatherm:  
products solving EMI (Electro Magnetic Interference) problems and manage heat.

# EMC & Thermal

## Products and customers

### Telecom (market leader)

- High quality
- Driving innovation and have thorough application engineering know-how
- Widely accepted products/brands
- High market share within EMC
- Growth potential within Thermal

### Customers:

Ericsson - Nokia -  
Samsung - Huawei - ZTE -  
Numerous contract  
manufacturers

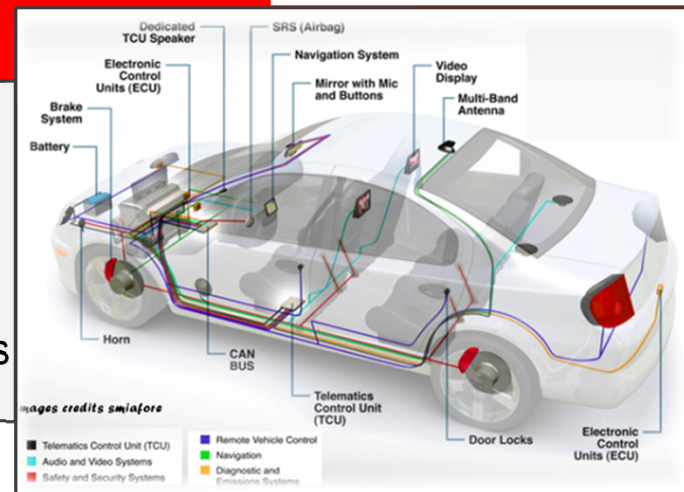


### Automotive

Different applications  
but “same” Solutions

### Customers:

Hella - Bosch - Delphi -  
Harman - Veoneer -  
Numerous Chinese prospects



# EMC & Thermal

Growth Strategy - New Market Area

Identified prospects and customer segments with a high consumption of conductive elastomer products.

