

A stylized globe with a network overlay, featuring a grid of lines and nodes in a golden-brown color against a dark blue background. The globe is centered and slightly tilted, with the network lines connecting various points across its surface.

A better Trelleborg

Peter Nilsson, President & CEO

2022

A challenging macroenvironment



2022

Inflation

Russian war in Ukraine

Energy crisis

Supply chain disruptions



However, for Trelleborg

**Best year
ever in 2022**

At a glance
2022

**Focused
polymer
group**



MSEK



30 095

net sales

5 066

EBIT

16,8%

EBIT-margin



16 701

number of employees



operations in

40

countries



~100

manufacturing facilities

Continuing operations, excluding items affecting comparability

**A different and
stronger company**

We have strategically exited selected businesses



Subsea Oil & Gas



Printing blankets



Vibracoustic



Molded components business in Czech Republic



Molded components business in Sweden & Baltics

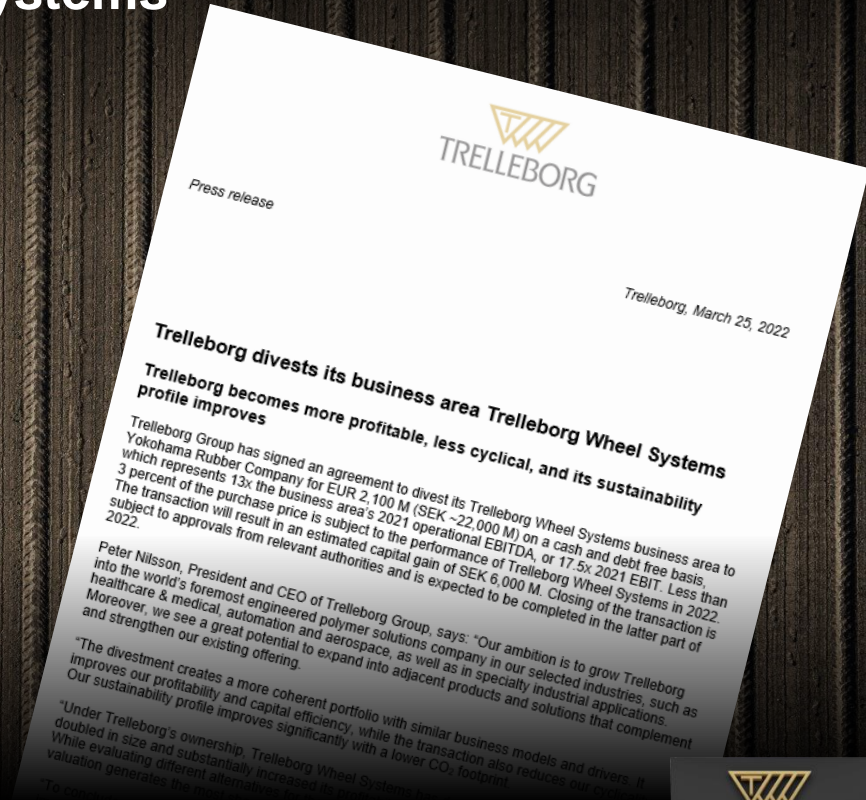


Trelleborg Wheel Systems

- Attractive niches remain – lower exposure to automotive
- Less exposure to cyclical agriculture and oil & gas segments

Divestment of Trelleborg Wheel Systems

- More profitable, less cyclical and improved sustainability profile
- More coherent portfolio with similar business models and drivers
- Strengthen our capacity to accelerate growth
- Attractive valuation



Acquisition of Minnesota Rubber & Plastics

- Significantly improved market position for Trelleborg Sealing Solutions in North America
- Enhanced exposure to higher growth segments
- More complete and global offering to customers - generating significant synergies



Trelleborg

Trelleborg Industrial Solutions



Climbing the value ladder

Trelleborg Sealing Solutions



Scale up & accelerate



A better Trelleborg

**Better
growth profile**

**More
profitable**

**Less
cyclical**



Leading positions in selected segments

Aerospace

The image features a dark, futuristic background with a grid of glowing blue lines. In the upper left, three dark aircraft are shown in flight. In the lower right, a white commercial airplane is positioned on a grey runway that recedes into the distance. The overall aesthetic is high-tech and modern.

Selected example: Aerospace

More travelling and rising demand for ecofriendly travel



~40,000

New commercial aircraft to be delivered by 2040

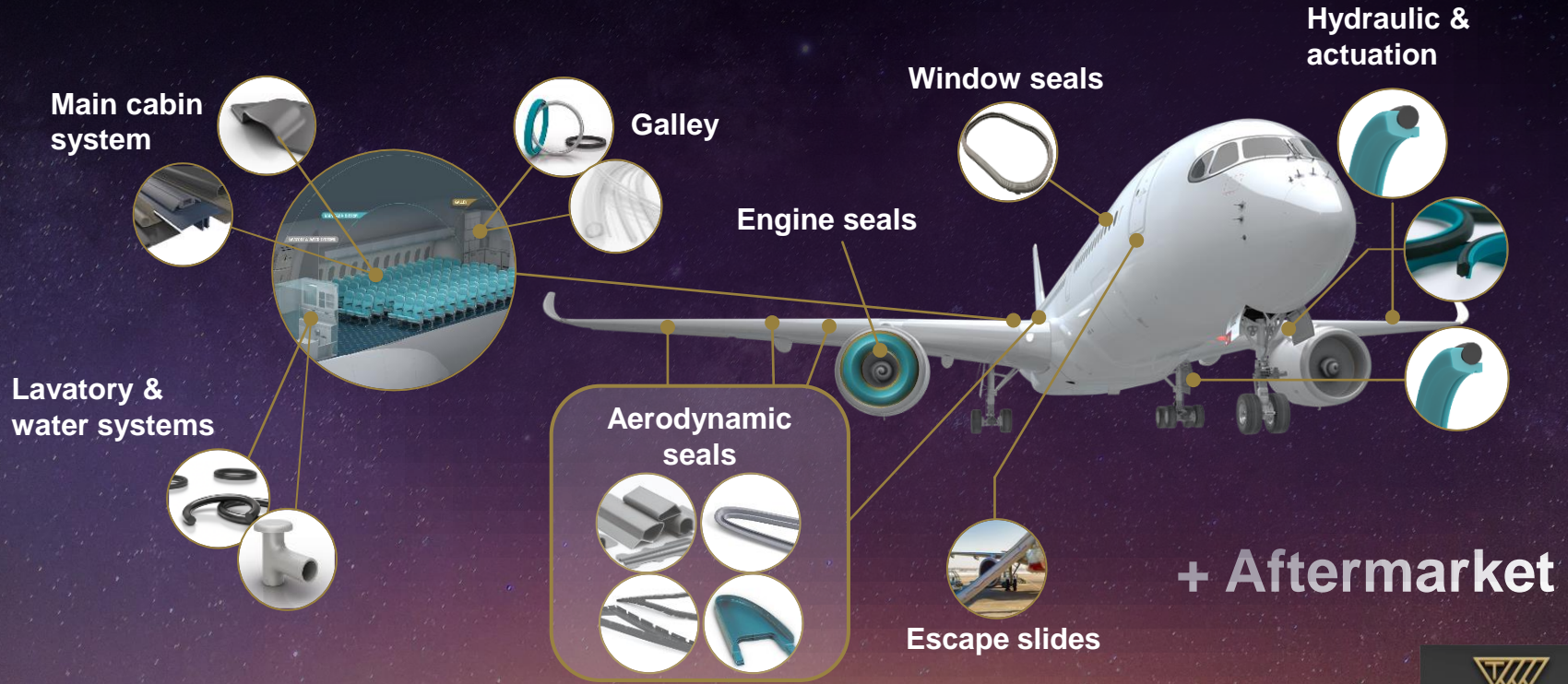
5-10%

GROWTH PER YEAR

Market drivers & trends

- More travel
- Alternative fuels
- Lighter materials
- Electrification

Where we play



+ Aftermarket

Healthcare & Medical

Selected example: Healthcare & Medical

Strong tailwinds in multiple dimensions

>8%

GROWTH PER YEAR

Market drivers & trends



Aging demographics



Digital tech and automation



Integrated solutions

Where we play



BioPharma



Drug election



Support surfaces



Medical device components



Integrated solutions

Energy



Selected example: Energy

Rising demand for Liquid Natural Gas

+90%

by 2040

Advantages

-45%

CO₂ vs. coal

-35%

CO₂ vs. oil

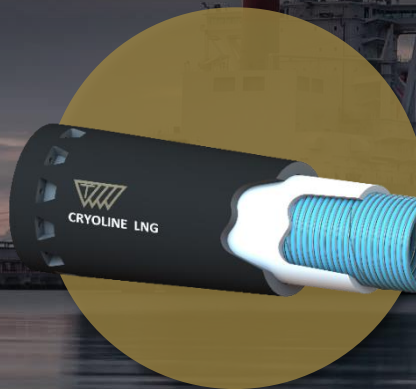
-90%

Nox vs. heavy
fuel

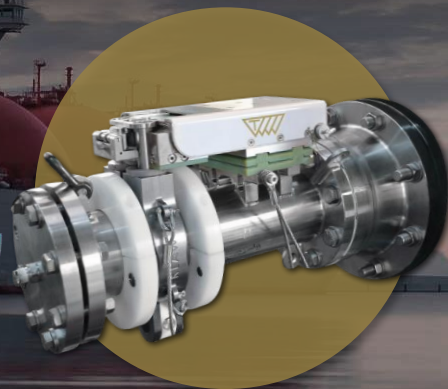
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Sulphur
emissions

Where we play



**Cryogenic liquid
transfer hoses**



**Emergency release
systems**



**SafePilot navigation
platform**



**Docking & mooring
solutions**

Electrification & Automation

The background of the slide features a dimly lit industrial environment. In the foreground, a large, white and blue robotic arm is mounted on a black base. In the background, another similar robotic arm is visible, and a blue light strip runs along the edge of a platform or walkway. The overall atmosphere is futuristic and technological.

Selected example: Electrification & Automation

A massive change in processes, supply chains and mobility

+20%

Growth per year

Market drivers & trends

Digitalisation

Robotics

Electrification

Where we play



**Continued
focus on Asia**

>10%

2010-2022 Sales CAGR



Game changer in
North America

2022



Sustainability leader in our industry

Top
position
for many years



Improved sustainability profile for continuing operations

Reduction

~60%

CO₂ emissions

Reduction

~60%

Energy consumption

Increase to

~45%

Renewable and fossil
free electricity share

Proforma 2022, after divestment of Trelleborg Wheel Systems and Printing Solutions



A better Trelleborg

**Better
growth profile**

**More
profitable**

**Less
cyclical**

First quarter 2023



INTERIM REPORT JANUARY–MARCH 2023

A GOOD START TO THE YEAR

First quarter 2023 – continuing operations

- Net sales for the quarter increased 23 percent to SEK 8,711 M (7,096). Sales were the highest to date for a quarter. Organic sales increased 7 percent compared with the preceding year, while acquisitions increased sales by 9 percent and currency by 7 percent.
- EBIT, excluding items affecting comparability, increased 15 percent to SEK 1,411 M (1,230). The EBIT margin was 16.2 percent (17.3). Earnings were the best to date for a quarter.
- Operating cash flow amounted to SEK 549 M (328), an increase of 67 percent. The cash conversion ratio for the most recent 12-month period amounted to 75 percent (76).
- Items affecting comparability for the quarter totaled SEK -49 M (-25) and pertained to restructuring costs.
- EBIT, including items affecting comparability, amounted to SEK 1,362 M (1,205) for the quarter.
- Earnings per share, excluding items affecting comparability, amounted to SEK 3.66 (3.25), up 13 percent. For the Group as a whole, including discontinuing operations, earnings per share were SEK 5.33 (4.81), up 11 percent.
- An agreement was signed in March 2022 to divest the Trelleborg Wheel Systems business area to Yokohama Rubber. It is reported as discontinuing operations in the financial statements. In March 2023, all of the relevant authorities had approved the divestment. A few formalities remain, and the transaction is expected to be finalized in the first half of 2023, according to previous communication.

• The key figures in this report relate to continuing operations, unless otherwise stated.

SEK M	Q1 2023	Q1 2022	Change, %	Q1 2023	12M 2022
Continuing operations					
Net sales	8,711	7,095	23	31,711	30,095
Organic sales, %	7	13		12	14
EBIT, excluding items affecting comparability	1,411	1,230	15	5,247	5,066
EBIT-margin, %	16.2	17.3		16.5	16.8
Items affecting comparability	-49	-25		-280	-241
EBIT	1,362	1,205	13	4,967	4,825
Profit before tax, continuing operations	1,197	1,160	3	4,532	4,595
Net profit, discontinuing operations	483	443	5	1,848	1,828
Net profit, Group	1,362	1,363	5	5,316	5,257
Earnings per share, SEK					
Continuing operations	3.52	3.18	11	13.35	13.01
Discontinuing operations	1.81	1.63	11	7.11	6.93
Group	5.33	4.81	11	20.46	19.94
Continuing operations, excluding items affecting comparability	3.86	3.25	13	14.21	13.80
Operating cash flow	549	328	67	3,953	3,732
Cash conversion ratio ⁽¹⁾ 2, %	76	76		76	74



First quarter 2023

8 711

(7 095 Q1 2022)

Net sales, MSEK

1 411

(1 230 Q1 2022)

EBIT, MSEK

549

(328 Q1 2022)

**Operating cash flow,
MSEK**

Note: Continuing operations, excluding items affecting comparability

A stylized globe with a network overlay, featuring a grid of lines and dots in gold and white, set against a dark blue background with faint star patterns.

A better Trelleborg

Peter Nilsson, President & CEO