

Capital Markets Day 2018



Dario
Porta

TRELLEBORG



Group Strategic Update

12:45

Business Area
Priorities

Lunch



12:00

Trelleborg
Coated Systems

Concluding
remarks

15:30



Trelleborg Coated Systems

R12 2018 Q1, SEK M

3,355

Sales

11%

of Group
sales

372

EBIT

11.1%

ROS

HQ – Lodi Vecchio, Italy
~1,900 employees

- Widest product range in the market
- Leading position in all segments
- Direct sales and via partner network

Trelleborg Coated Systems

Business fundamentals

High capacity utilization –
key for success

High barriers to entry –
major initial capex

Many small customers and
multiple applications

Critical function,
low relative cost

Strategic priorities

Improved
structure

Operational
excellence

Selected segments
& geographies

Innovation
leadership

Supplementary
acquisitions

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Trelleborg Coated Systems



**The only true
global player**

The only true global player



Sales in more than 100 countries

Improved structure driving efficiency and growth



Strategic priorities

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Targeting selected niches

**EUR ~1 B
addressable
market**

Selected growth segments – Aerospace



**High-tech and
innovative products**

Selected growth segments – Transportation



**Robust, reliable and
safe solutions**

Selected growth segments – Transportation



- **Challenging material properties**
- **Regulatory landscape evolving**
- **Esthetics, design and appearance**

Selected growth segments – Digital printing



**Key partner in
evolving technology**

Selected growth segments – Packaging printing



**Growing segment with
increasing quality demands**

Selected growth segments – Inflatables

**Engineered solutions for
critical inflatable applications**

Selected growth segments – Inflatables



**Drop-stitch
fabrics**

Selected growth segments – Healthcare & Medical

Growth in demanding applications

Short development
cycles

Demanding
requirements

High-tech materials

Selected growth segments – General industry



**Global development partner of
polymer-coated fabrics in critical
industrial applications**

Take-aways

Global leading positions

Integration issues being solved

Further footprint optimization opportunities

Growth in new applications and markets

Supplementary acquisitions

Leveraging our strategic priorities

**EBIT-margin
target**

Long-term target

$\geq 15\%$

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**Trelleborg
Sealing Solutions**

Concluding
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