

Capital Markets Day 2018



Peter
Hahn

TRELLEBORG

Group Strategic Update

12:45

Business Area
Priorities

Lunch



12:00

Trelleborg
Sealing Solutions

Concluding
remarks

15:30



Trelleborg Sealing Solutions

R12 2018 Q1, SEK M

10,133

Sales

31%

of Group
sales

2,297

EBIT

22.7%

ROS

HQ – Stuttgart, Germany
~6,400 employees

- Leading market positions across several segments
- Extensive product range focused on high-value applications
- World-class engineering and proprietary materials technology

Strategic priorities

Customer
service

Process & cost
efficiency

Selected segments
& geographies

Talent
management

Supplementary
acquisitions

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Growth in Aerospace

Wider offering – engine and metal seals

Growth – hydraulic and actuator seals

Leading development partner

Extended global reach



Strengthening global leading position in airframe seals



Airframe seals



Growth in Healthcare & Medical



Wider offering – liquid silicone

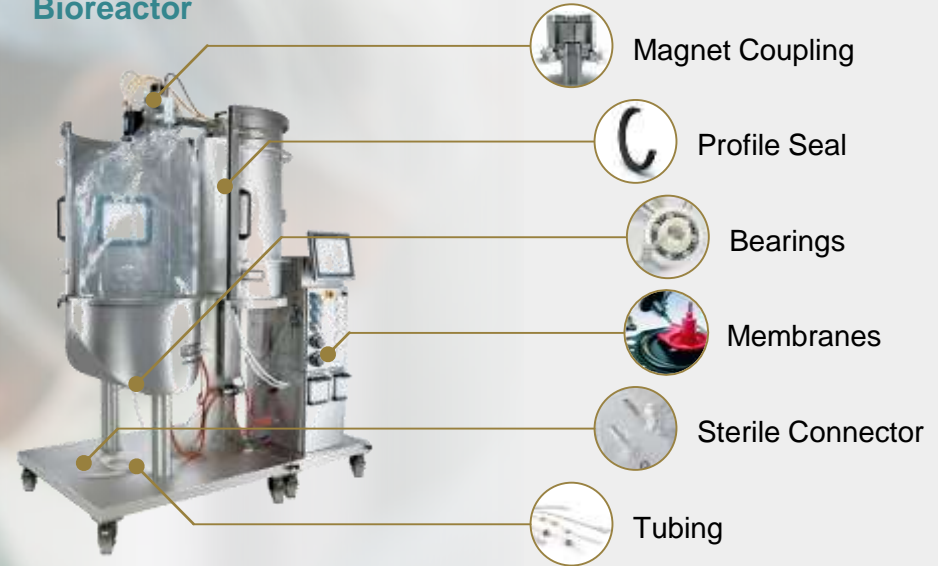
Global capacity expansion

Expanded clean room capabilities

Supplementary acquisitions

Growth in Healthcare & Medical - examples

Bioreactor



Growth in Healthcare & Medical - examples



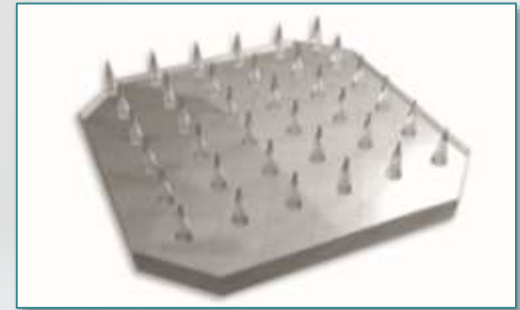
Surgical instruments



Prosthetics

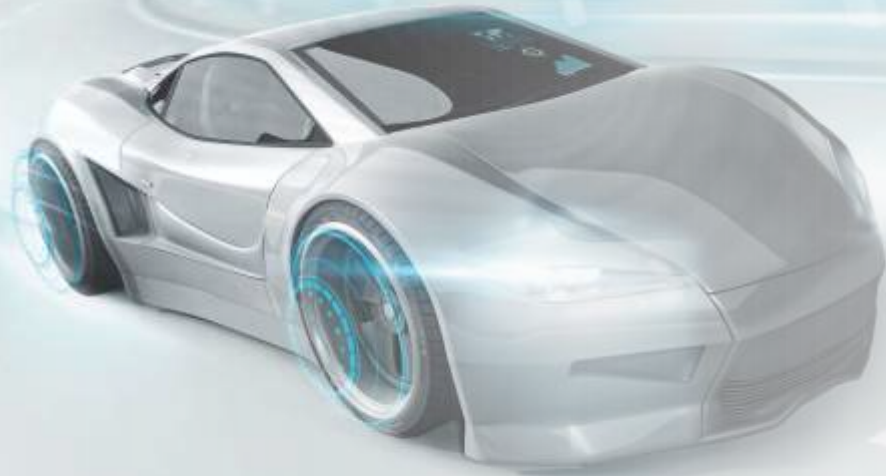


Inhalers



Drug eluting devices

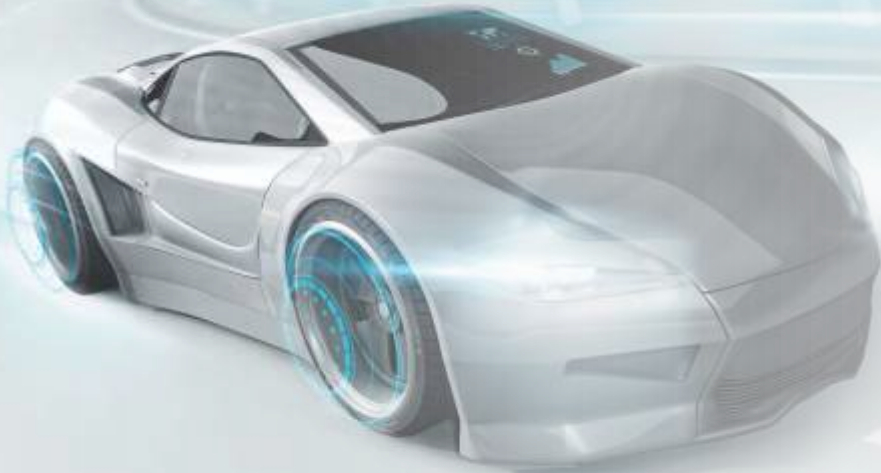
Growth in Automotive



**Leading positions in
attractive niches**

Leading positions in attractive niches

Selected examples



Batteries

Brake systems

Electronic control units

Safety applications

Sensors

Electrification is developing fast

Next generation seals
for e-power



Electrification is developing fast



Growing in attractive niche positions

Robotics

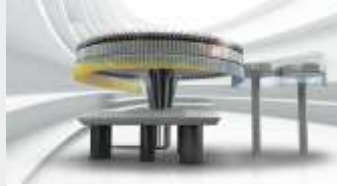
Leading positions across several niches



Aerospace



Automotive



Food & Beverage



Chemical Processing



Fluid Power - Hydraulics



Fluid Power - Pneumatics



Machine Tools



Alternative Energy



Healthcare & Medical



Agriculture



Construction vehicles



Semiconductor



Oil & Gas



Marine



Water & Sanitary

Growing in attractive niche positions

Example

Chemical transportation



Acquisition of Carolina Seal in 2017

- ✓ Unique expertise in chemical transportation
- ✓ Leading position in North American rail tank market
- ✓ Grow business globally



Chemical transportation seals

USD >100 M
Market value, North America¹

Strong global platform, continuously improving



Increasing presence and expanding platform

Bengaluru, India

New metal processing
facility for sealing
applications

Expanding capabilities for liquid silicone rubber

Pernik, Bulgaria

Supporting growth in
healthcare and
general industry

Strengthening platform in engineered plastics

Helsingør, Denmark

**New
state-of-the-art
facility**

New innovation center in Stuttgart

Inauguration September, 2018

Strengthening
innovation leadership

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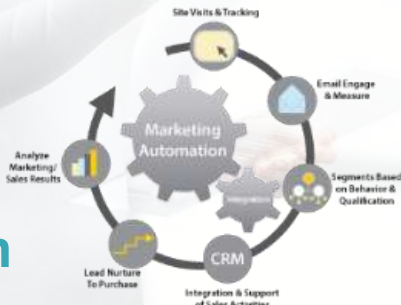


Advanced
delivery services

Online
Seals Shop

Ease of doing business

Marketing
Automation



Mobile tools



Customer service

Further develop and promote service offering

A grid of six service icons, each in a dark grey rounded square. The icons are: 1. Digital Tools: A hand pointing at a tablet. 2. Engineering Support Services: A gear. 3. Assembly: Three interlocking puzzle pieces. 4. Advanced Delivery: A barcode with the number 102014102014 below it. 5. Special Handling: A hand holding a box with an upward arrow. 6. QuickSeal: A hand holding a stopwatch.

- Digital Tools
- Engineering Support Services
- Assembly
- Advanced Delivery
- Special Handling
- QuickSeal

Customer service examples

Cognitive sealing



Seals assembly



Rotary seal selector



New roadshow concept



New opportunities – augmented reality

Sliding contact

Contact pressure

Wear rates of different pressure levels

INNOVATIVE PRODUCTS

As a leader in the development of specialist seals for fluid power applications, the Trelleborg Sealing Solutions range includes many innovative and unique sealing elements specifically engineered for hydraulic systems.

By increasing advanced principles such as back pumping and lubrication management, we work in collaboration with our customers to develop sealing configurations that exceed performance requirements.

Surface condition is a critical need to ensure that the seal meets the performance requirements for your application. Trelleborg Sealing Solutions is an expert in this area, managed by a Global Surface Services Team.

With a high level of research development into the analysis of friction, counter surface and status, we can advise on the most suitable surface coatings and finishes for your applications.

Smart M12 PTFE based material provides unrivalled performance in low speed, low pressure, high temperature, wear and high pressure applications. Testing proves that it is virtually all round, including a broad range of lubricants, and has outstanding wear resistance and friction characteristics, while remaining cost-effective.

With over 60 years' experience, Trelleborg Sealing Solutions packs a wealth of superior materials knowledge. Based on decades of research and test results, we are able to recommend the optimum solution in terms of design and material composition for any application.

DESIGN EXPERTISE

MATERIAL & APPLICATION EXPERTISE

Discover our wide range of digital seals at www.tss.trelleborg.com

ASSEMBLY

Let Trelleborg Sealing Solutions simplify your valve shop.

In allowing study to be an essential requirement, taking control of the assembly shop for your projects, with this other option.

INNOVATIVE PRODUCTS

Trelleborg Sealing Solutions is at the forefront of engineering and design. Our global teams work through local contacts with our customers to deliver solutions that not only meet performance criteria, but optimize product life and reduce business costs.

To optimize performance and service life, Trelleborg engineers can develop solutions that incorporate the latest developments in hydraulic sealing technology.

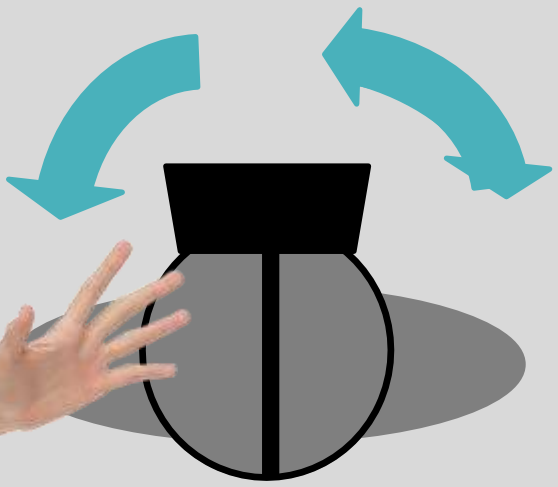
INTERACTIVE BROCHURE

Simply scan the QR code

New opportunities – virtual reality



Tilt your head to look around.



Strategic priorities

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& geographies

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Take-aways



Leading positions in selected segments

Continued focus in specialty niches

Capacity and capability expansion

Supplementary acquisitions

Leveraging our strategic priorities

Long-term target

Maintain margin while
increasing growth

EBIT-margin target

$\geq 22\%$



Q&A

Coffee break



Back at 14:45