



Clip-Lok SimPak[®]

Key Markets

Key Markets

Our 2 main markets are:

- Automotive industry and automotive components suppliers
- Defense and defense contractors

Both sectors are more or less of equal size and constitute 80% in total of our total business.

The balance is split on various industry segments: Relief/emergency units, alternative energy and various

Key Markets

The plastic clip shall form the basis for our 3rd leg being one-way packaging for fx machinery and the like, where the customer appreciate the build-up around the product or wish to deliver their exclusive equipment in the smartest box, which complements their own image

More about that later

Key Markets - Automotive

Car manufacturing:

Both premium as well as low costs car brands are doing well.

Investments in environmentally correct cars will continue for all brands to meet emission targets set by Authorities as well as the demand from the conscious consumers

This means growth in fx:

- Lighter components made in magnesium alloy, aluminium parts and busbars, high tensile strength steel
- Electrical vehicles – batteries and electrical engines
- Hybrid vehicles
- Hydrogen fuelled cars

Key Markets - Automotive

Truck manufacturing:

All major truck manufacturers being European have introduced new models during the last 3 years.

These models will be introduced in the US and South America within a short period of time.

It may not be too late to get into the loop of local sourcing.

If we miss the train we will be out for the next 10 years

Key Markets - Automotive

Heavy earth moving equipment

Ideal segment for Clip-Lok as the parts are large and to meet emission requirements plastic will replace steel for panels

Establish contact with JCB, Caterpillar and the likes to generate opportunities. We have excellent references from Volvo CE for transport of transmissions and vacuum moulded side panels and bonnet

Key Markets - Automotive

Tractors and agricultural equipment

- Ideal segment for Clip-Lok as the parts are large and to reduce emission the side panels and bonnet can be made in vacuum moulded plastic
- We have excellent references from Valtra (AGCO) in Finland for transport of steel parts and vacuum moulded side panels and bonnet in a lean, JIT manufacturing environment

Establish contact with the high-end manufacturers in your respective market – they will be furthest ahead when it comes to emission reductions and lean, JIT manufacturing

Key Markets - Defense

Caused by Russias behaviour in Ukraine defense forces in the western world and in particular Europe are reassessing their military doctrines. The results being increases in defense budgets broadly speaking.

Large investments will be made in equipment with focus on reducing the risk for soldiers lives. For example: RWS (Remote Weapon Systems), MRAP (mine-resistant ambush protected) Vehicles, Turrets, Armour, Drones and other types of robots. Google aquired in 2014 Boston Dynamics and they have now bought more than 10 companies active in robotic warfare.

Key Markets – Defense contractors

We shall continue to seek to convince defense contractors also to offer their products to the defense forces around the world packed in re-usable Clip-Lok boxes. Today, many defense contractors pack their products cheapest possible to achieve the lowest possible price in Government tenders. Through this they are not solving the problems of the customer – they are creating a problem of packaging!

Defense contractors are most probably the most interesting industry for us to grow. Imagine if all tents supplied to the UK or the US armed forces were packed in Clip-Lok boxes

Key Markets – Defense contractors

As an OEM (Original Equipment Manufacturer) customer, the full sales force of the defense contractor is the Clip-Lok sales force

Production of defense material will NOT be transferred to China – it is strategic as well as a technology driver

Key Markets – Alternative energy

Alternative energy has come to stay – despite higher costs at present.

Wind and solar energy are the winners at the moment, but a lot of research are made in other sources. Keep your eyes open for the new winners – it will require large installations equal to a need for returnable packaging or equal to a lot of one-way packaging for deliveries to fx Asia and Africa

Key Markets - Defense

Keep presenting Clip-Lok to the Schools and the Material commands – get Clip-Lok specified as packaging for new equipment. This will also get the defense contractors to act.

Key Markets – other trends

Trends, which could constitute large opportunities for Clip-Lok

- Renovation of sewerage systems
 - The sewerage system throughout Europe and the US needs replacement or secure renovation. Standardized methods of secure renovation are being developed in all countries
- Flooding equipment
 - With the change in climate and an increase in floods focus from governments as well as large industries will push investments into mobile flood preventions equipment