



Clip-Lok SimPak[®]

KEY MARKETS

International Sales Meeting

London

September 11th 2017

Key Markets

We are at threshold of the most revolutionizing technology change in our generation in our largest markets.

Automotive:

- Out with the combustion engines as we know it
- In with the battery and electric drivetrain technology and other clean combustion engines

Defense:

- Out with people
- In with robots

Key Markets

We are at threshold of the most revolutionizing technology change in our generation in industrial production

- 3D printing will move industrial production from large, central factories requiring shipment over distance to smaller production facilities close to the assembly lines and end customers
- Robots will take the place of people in an accelerating pace

Key Markets

We are at threshold of an unprecedented shift in demography

- In China and in the industrial world elderly people will live a lot longer and constitute a proportionate significantly higher share of the total population

Key Markets

We are at the threshold of a rapidly accelerating use of computer and information technology

- Big data
- Social media
- Selfdriving vehicles
- And.....

Key Markets

We are at the threshold of the largest change in energy sources

- Consumption of solar and wind energy and other types of clean energy grows faster than oil
- By 2022 oil consumption is expected to decrease in nominal terms
- Consumption of coal has started to decrease

Key Markets

We are at the threshold of many great changes:

- What changes have we not mentioned

Key Markets

CHANGE CREATES OPPORTUNITIES

WE HAVE GREAT OPPORTUNITIES IN FRONT OF US

Key Markets

WHAT TO DO?

Electrical vehicles

Robots in defense

3D printing

Robotic machinery

Change in demography

Computer and information technology

Clean Energy

Other

Key Markets

LET'S NOT FORGET THE NEW BUSINESS
OPPORTUNITIES IN THE MATURE MARKETS AND
WHERE WE ALREADY HAVE SUCCESS STORIES

Key Markets

- Busbars in aluminium for cars – 2,5 to 3meter long
- Wire harness' are getting large – sensitive contacts
- Fenders, bonnets and roofs for heavy duty earth moving equipment and tractors
- equipment with focus on reducing the risk for soldiers lives. For example: RWS (Remote Weapon Systems), MRAP (mine-resistant ambush protected) Vehicles
- Flooding equipment
- Rolls

Key Markets

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

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

Our unique QIK clip will give us added benefits

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