Piab Group

Investor Capital Market Day

Peter Laurin – CEO

December 8th, 2023

Piab Group - a world leader in vacuum-based material handling

Overview

Global HQ
Stockholm, Sweden

27
countries with Piab presence

1951
Piab founded

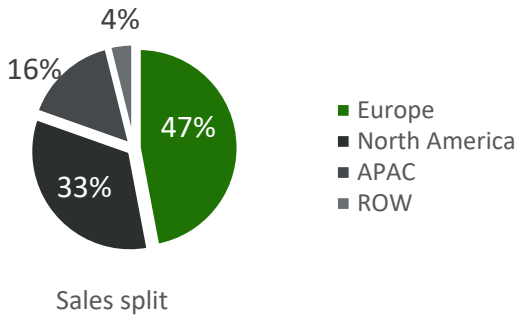
1,200
employees (70/30% male/female)

Financial performance

2,9
BSEK in sales (2023 Q3 LTM)

26%
EBITDA % (2023 Q3 LTM)

2.5X
EBITDA since acquisition

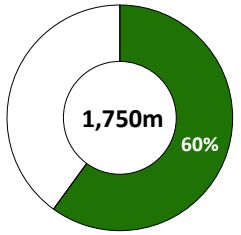


Sales split

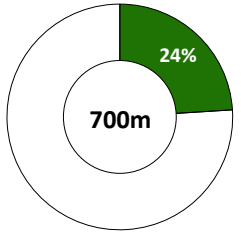
Divisions

Share of 2023 Q3 LTM sales

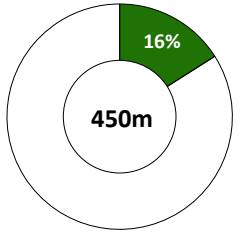
Vacuum Automation



Lifting Automation



Vacuum Conveying



End market segments


Packaging


Automotive


Pharma


Food & Beverage

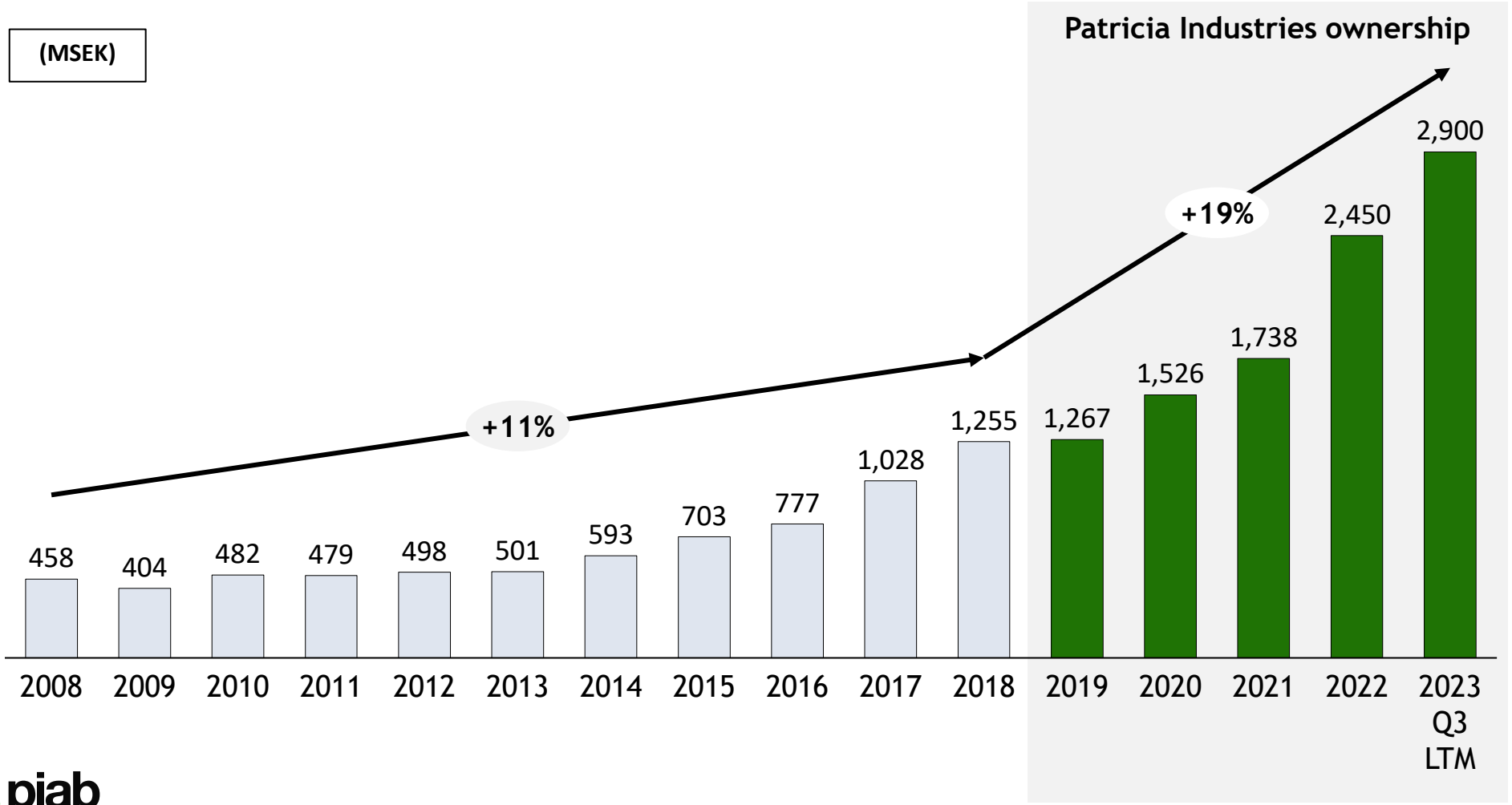

Wood


Plastics


Electronics


Other

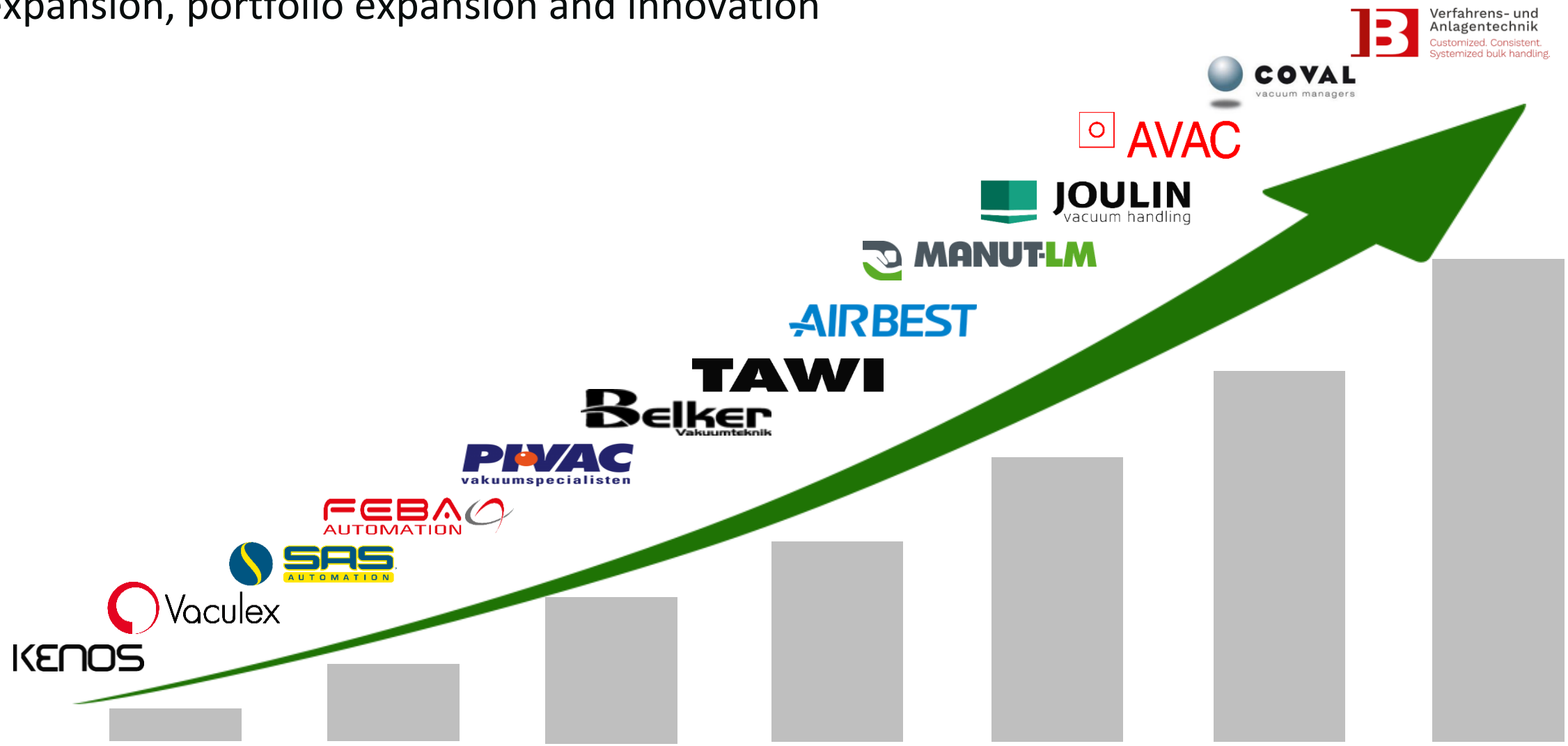
Accelerated growth under Patricia Industries' ownership



26–28 %
EBITDA
Underlying margins during Patricia Industries ownership

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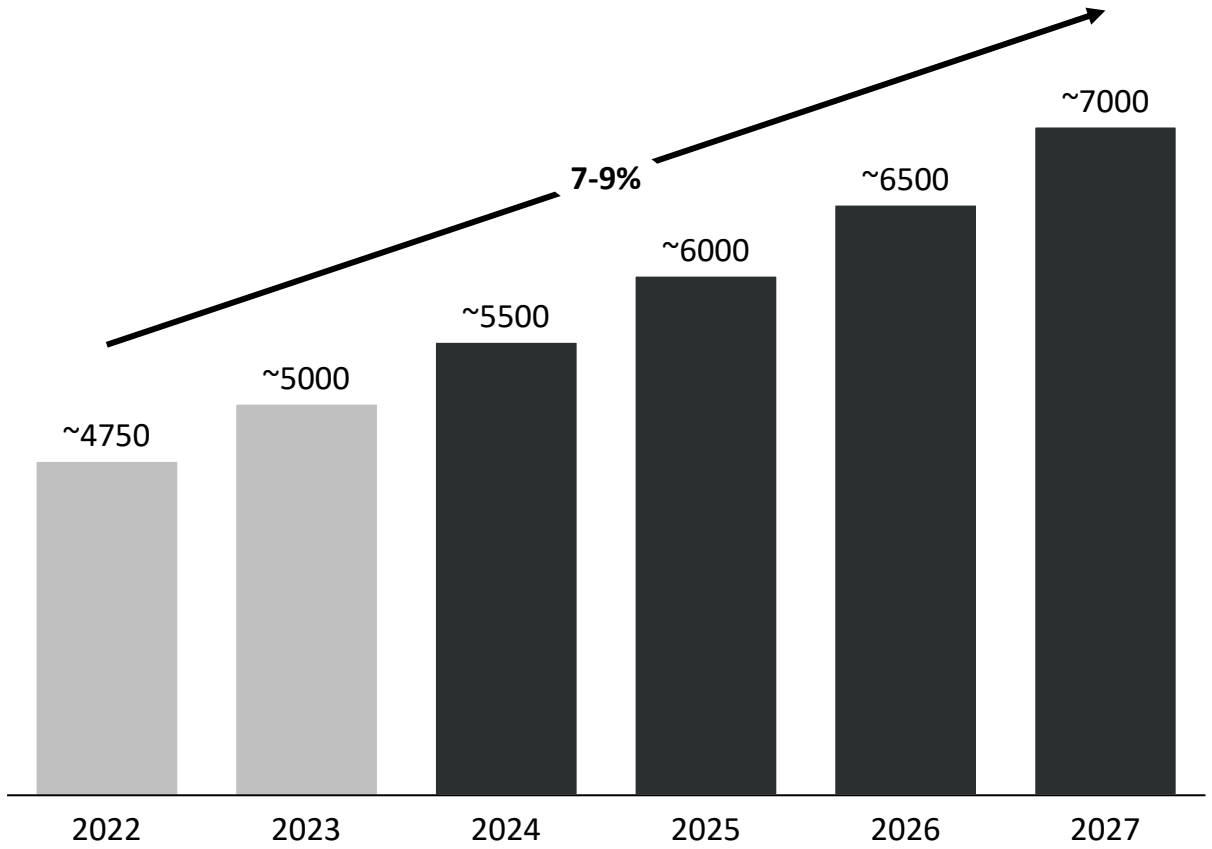
Complementary acquisitions to drive geographic expansion, segment expansion, portfolio expansion and innovation



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Industrial automation is a 5 000 BSEK market, growing at 7-9% p.a.

Discrete automation market size BSEK



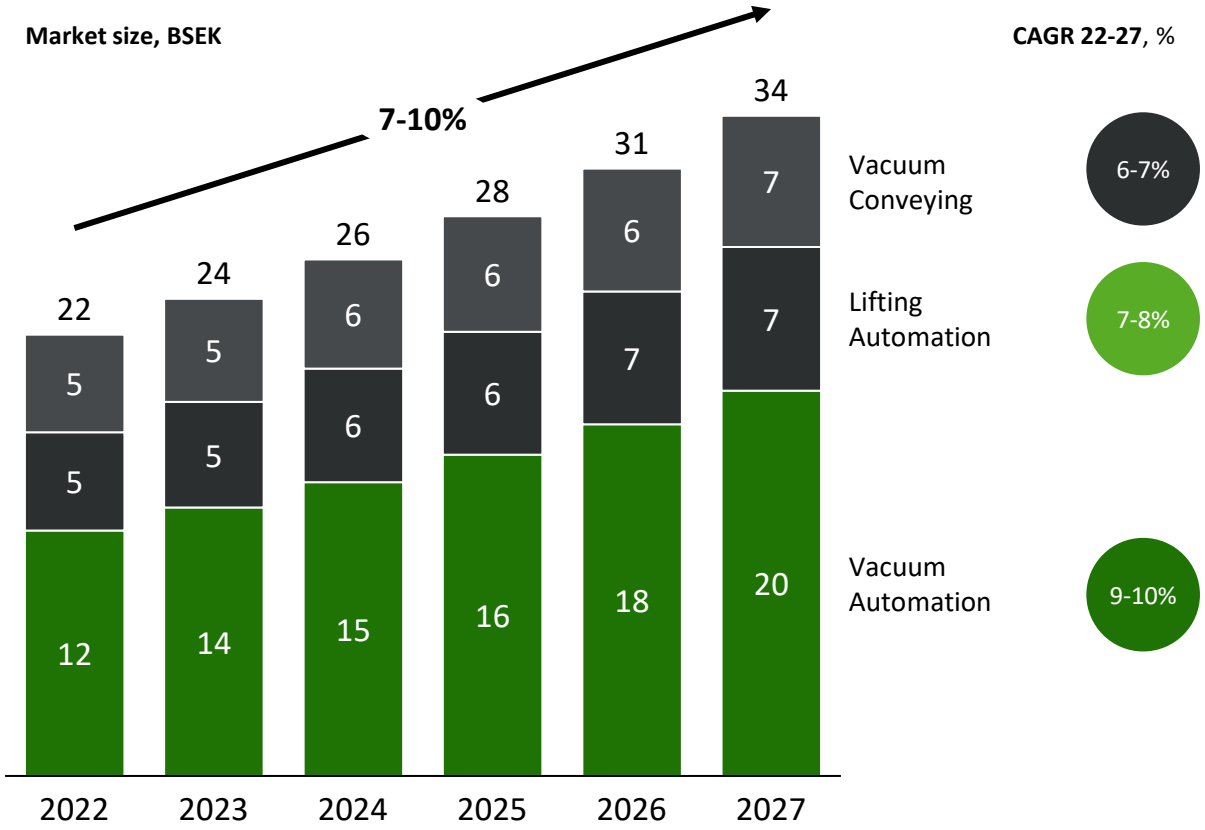
A strong automation trend driving market growth

- Improving robot economics
- Labour shortage
- Near and on-shoring
- Technical advancement increasing automation scope
- Health and safety

Source: IHS Industrial Automation Equipment, The Freedonia Group, IFR, Interact Analysis, ARC, Expert interviews, McKinsey analysis

Piab Group is present in attractive niches of the industrial automation market

Addressable market per division



Focus on fast growing market segments

Growth 22-27

Warehouse market
gripping equipment
+12% p.a.

Battery manufacturing
vacuum conveying
+17% p.a.

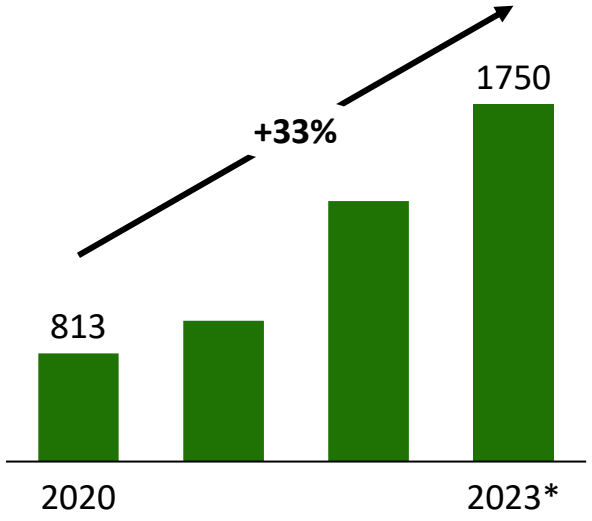
Additive manufacturing
vacuum conveying
+20% p.a.

Source: IHS Industrial Automation Equipment, The Freedonia Group, IFR, Interact Analysis, ARC, Expert interviews, McKinsey analysis

Strong financial development and underlying market momentum for all Piab Group divisions

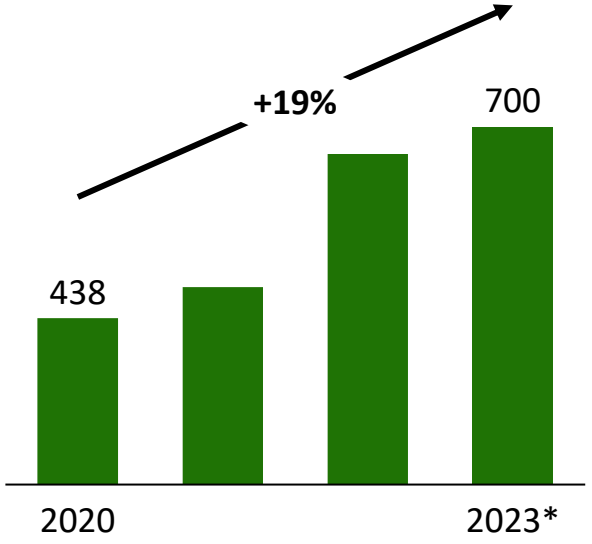
Vacuum Automation

Giving skills to robots



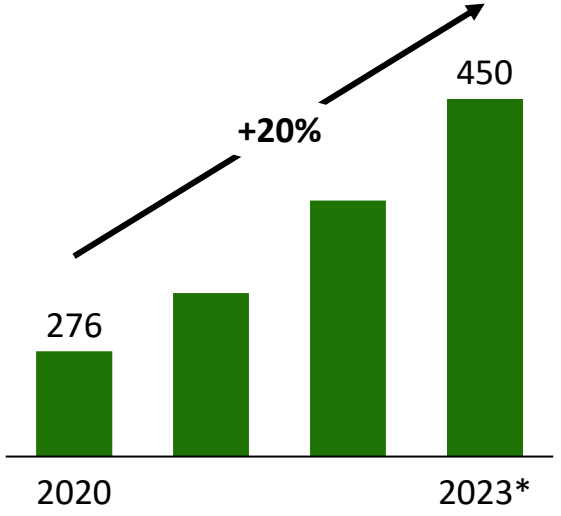
Lifting Automation

Providing lifting power to humans



Vacuum Conveying

Intelligent flow to materials



Organic CAGR:	**14%**	**11%**	**16%**

Sales (BSEK)

*Sales 2023 Q3 LTM

Piab works with world leading companies

Vacuum Automation
~70 000 customers*



Recurring Revenue: ~50%

Lifting Automation
~4 000 customers*



Recurring Revenue: ~20%

Vacuum Conveying
~1 700 customers*



Recurring Revenue: ~25%

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R&D investments to increase technology leadership

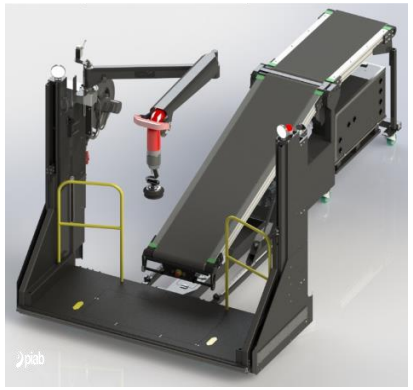
Focus on sustainability and digital products

Smart vacuum generator



- 50% energy vs traditional pumps

Container unloader



- 50% unload time

piPump Smart



2X capacity & digital

Electrical Vacuum Pump



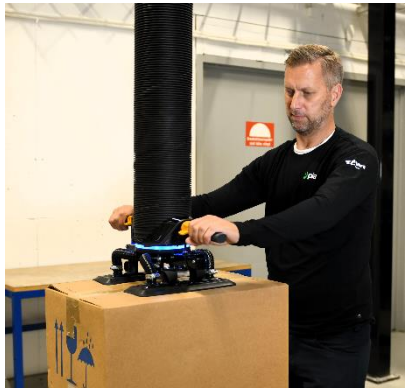
- 60% energy vs market

Sustainable high-performance grippers



100% recyclable

New generation vacuum tube lifter



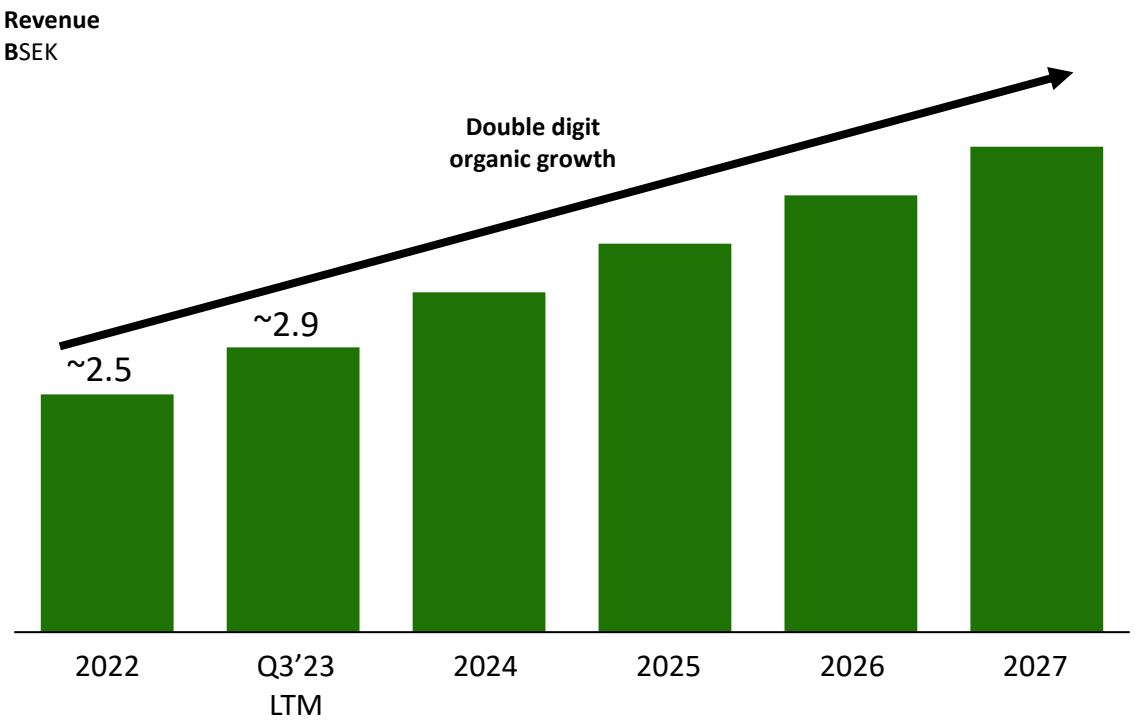
- 90% energy consumed

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Piab 2027 strategy and ambition

Double-digit organic growth over the cycle and doubling in size in five years

Financial ambition 22-27 (illustrative)



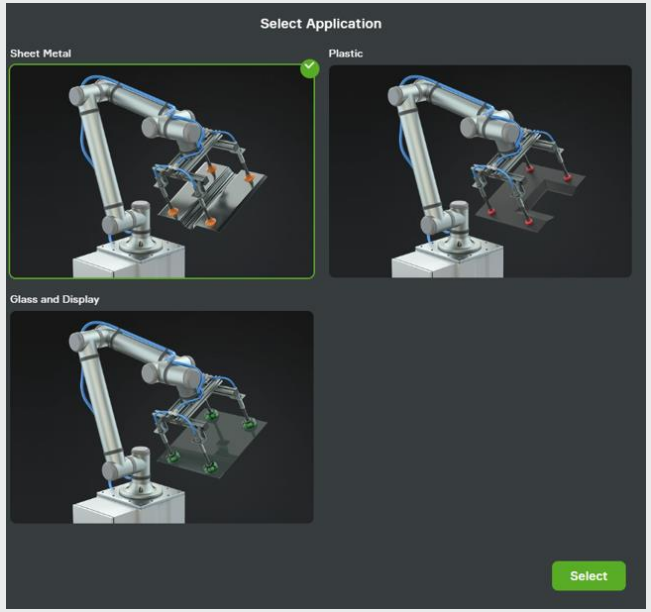
Strategy 2027 highlights

1. **New segments:** Warehousing, Battery and Additive Manufacturing
2. **Geo focus:** Focus on USA and China
3. **R&D:** Increased R&D focus to strengthen technology leadership and expand product portfolio
4. **Sustainability:** Significant reduction of our customers energy consumption in their industrial automation
5. **Channels:** Increase sales generated by digital channels and new key account sales setup

Digitalization of products and internal processes

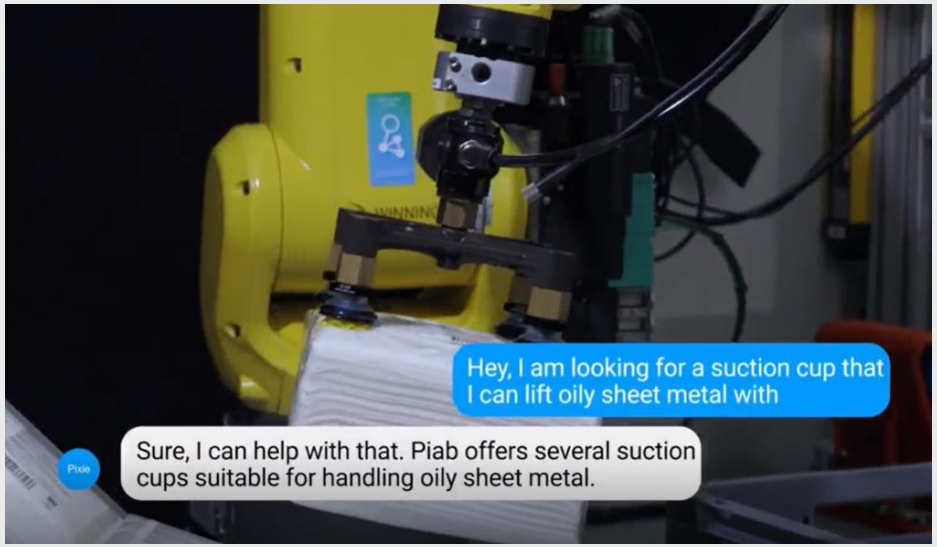
OVM pro 3D - digital simulation

- Up to 95% reduction of vacuum system design time - from days to minutes
- 20-25% improvement of vacuum system performance tuning (parts per min)



Pixie AI assistant

- AI assistant accessible to all employees, R.A.G. model ChatGPT 4 Turbo
- Assisting with product sales, researching data, emails, meeting notes/actions, value argumentation etc.



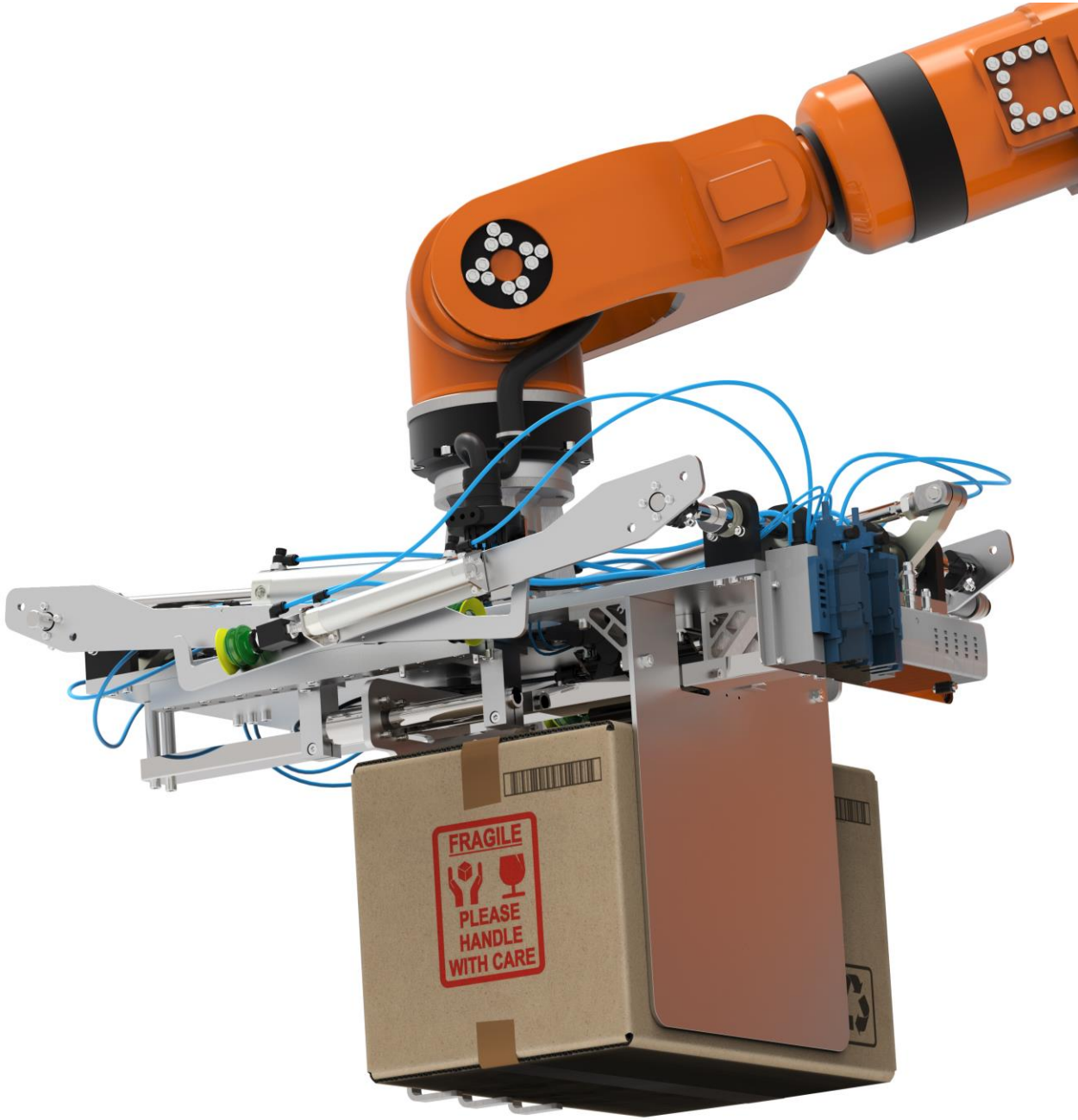
Piab Group summary

1. Strong culture based on innovation

2. Technology leadership in attractive niches and large installed base

3. Proven platform in driving profitable organic and inorganic growth

4. Strong automation trend driving growth



Q&A

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