Evolving automation through progressive gripping, lifting and moving solutions.



Clas Gunneberg, CEO

piab Evolving automation

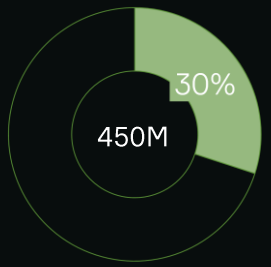
Piab offers gripping, lifting and moving solutions with a broad range of applications in diversified end-markets to a broad customer base

Vacuum Automation

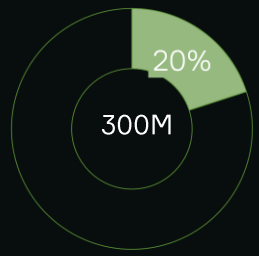




Ergonomic Handling



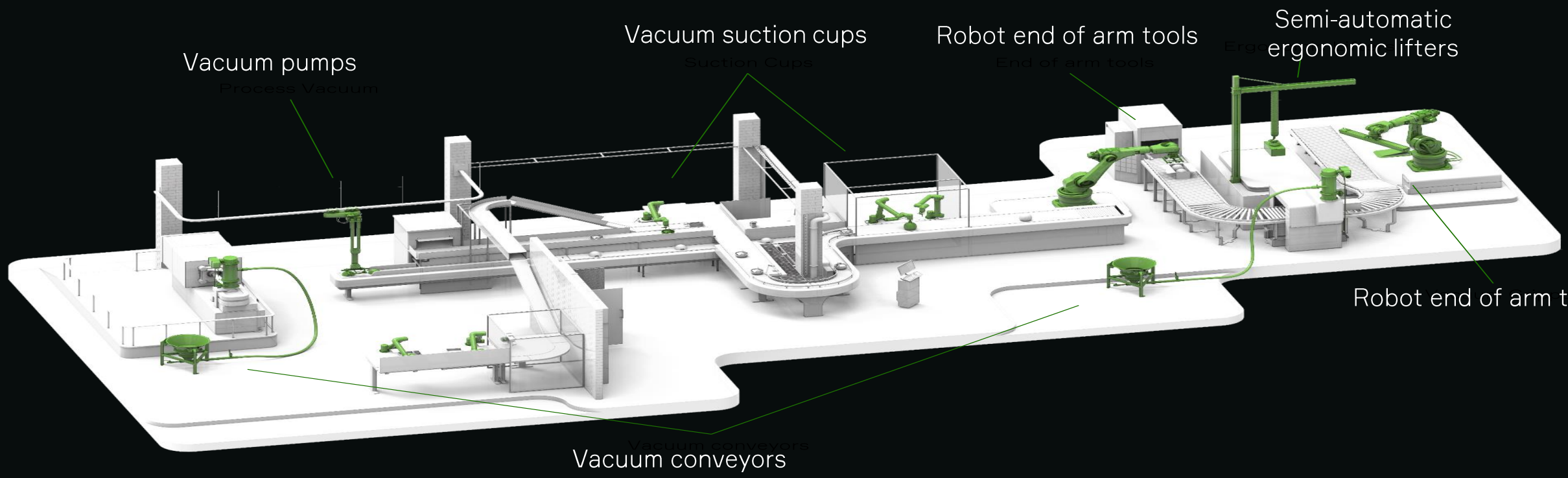
Vacuum Conveying





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Line-critical products with a low impact on total investment



Packaging	Pharma	Food	Automotive	Chemicals	Wood	Plastics	Logistics/WH	Electronics	Other
30%	14%	13%	11%	5%	4%	4%	3%	3%	13%

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Long term growth is underpinned by the industrial automation megatrend, which will be even further boosted by the Covid-pandemic

Manual handling





Assisted manual handling



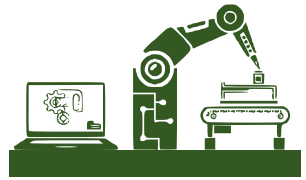


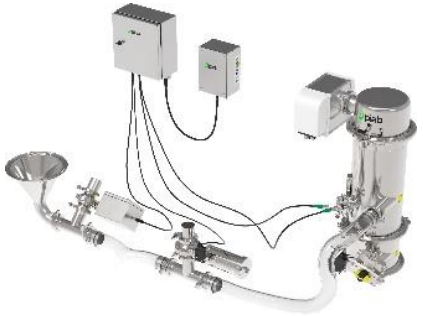
Automated handling





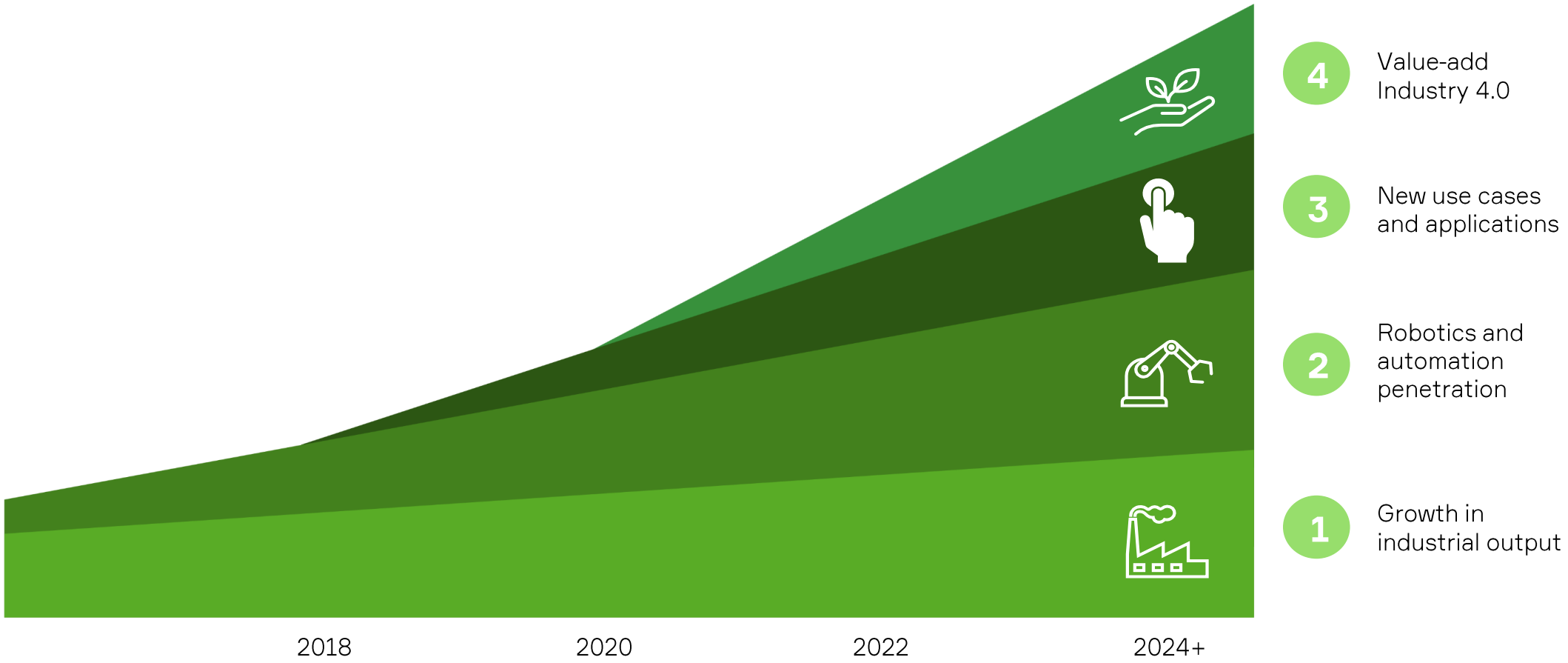
Connected & AI-enhanced automation (Industry 4.0)





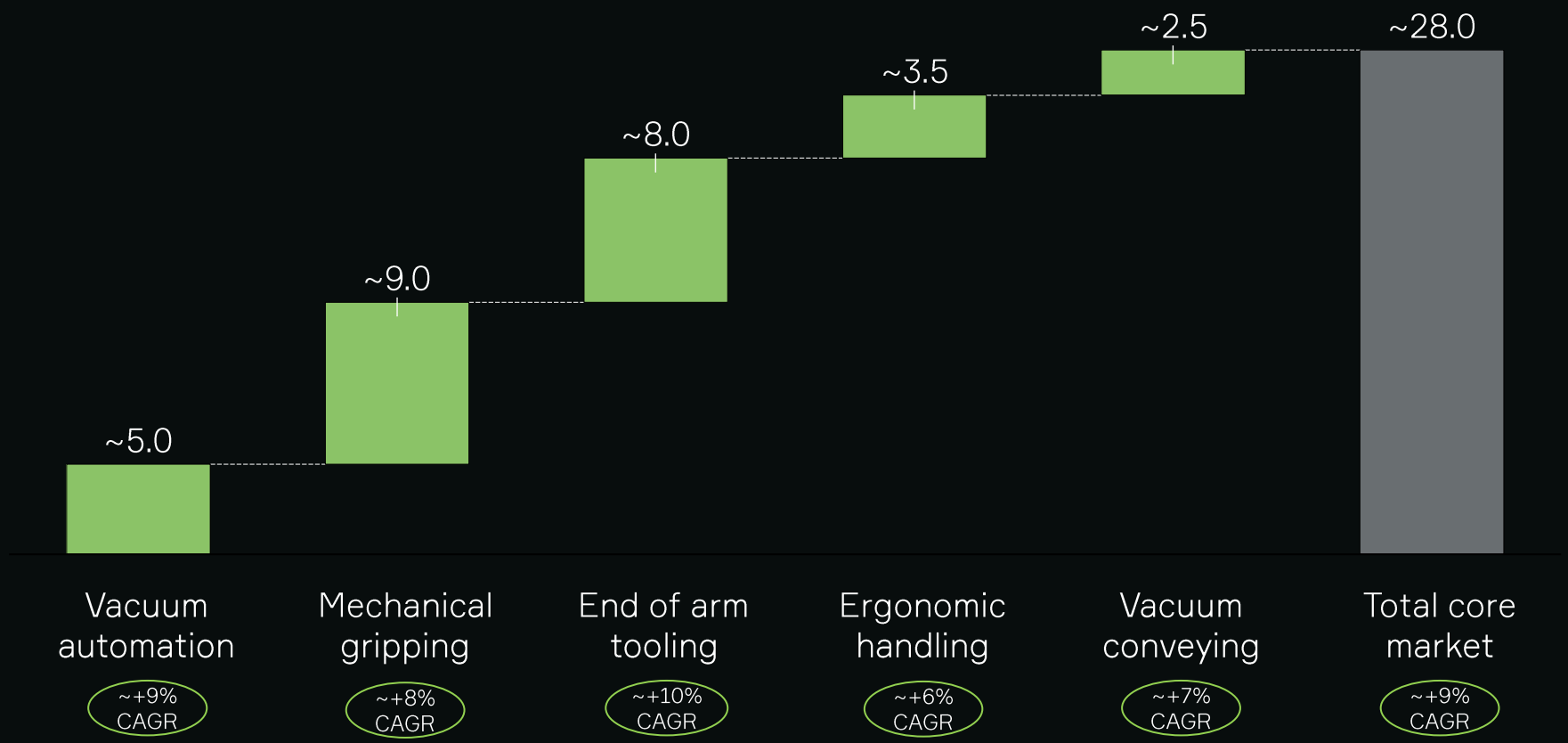
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Automation is accelerated by new applications and connected solutions



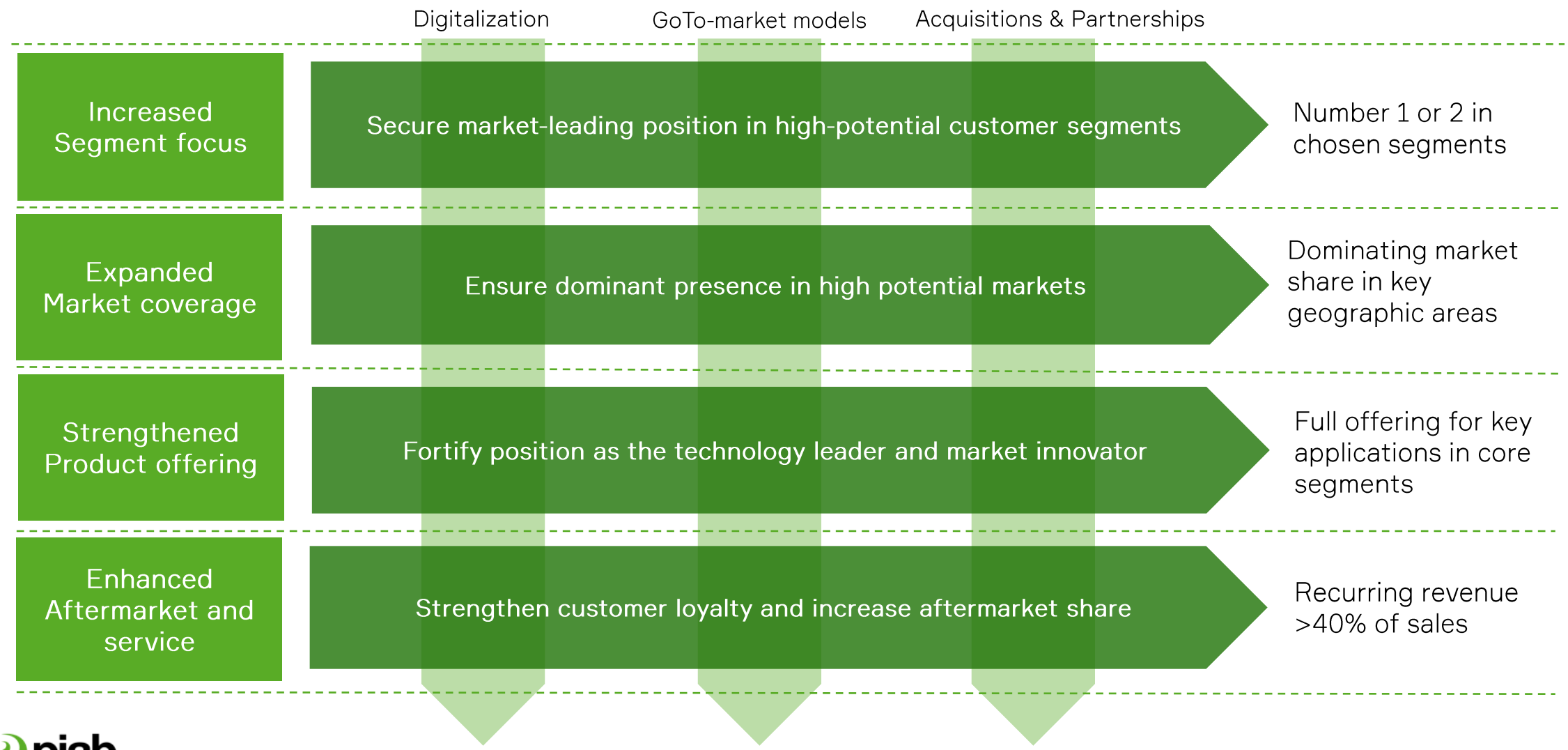
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Addressable core market of ~28 BSEK growing at ~+9% p.a. offering vast opportunities for both organic and acquired growth



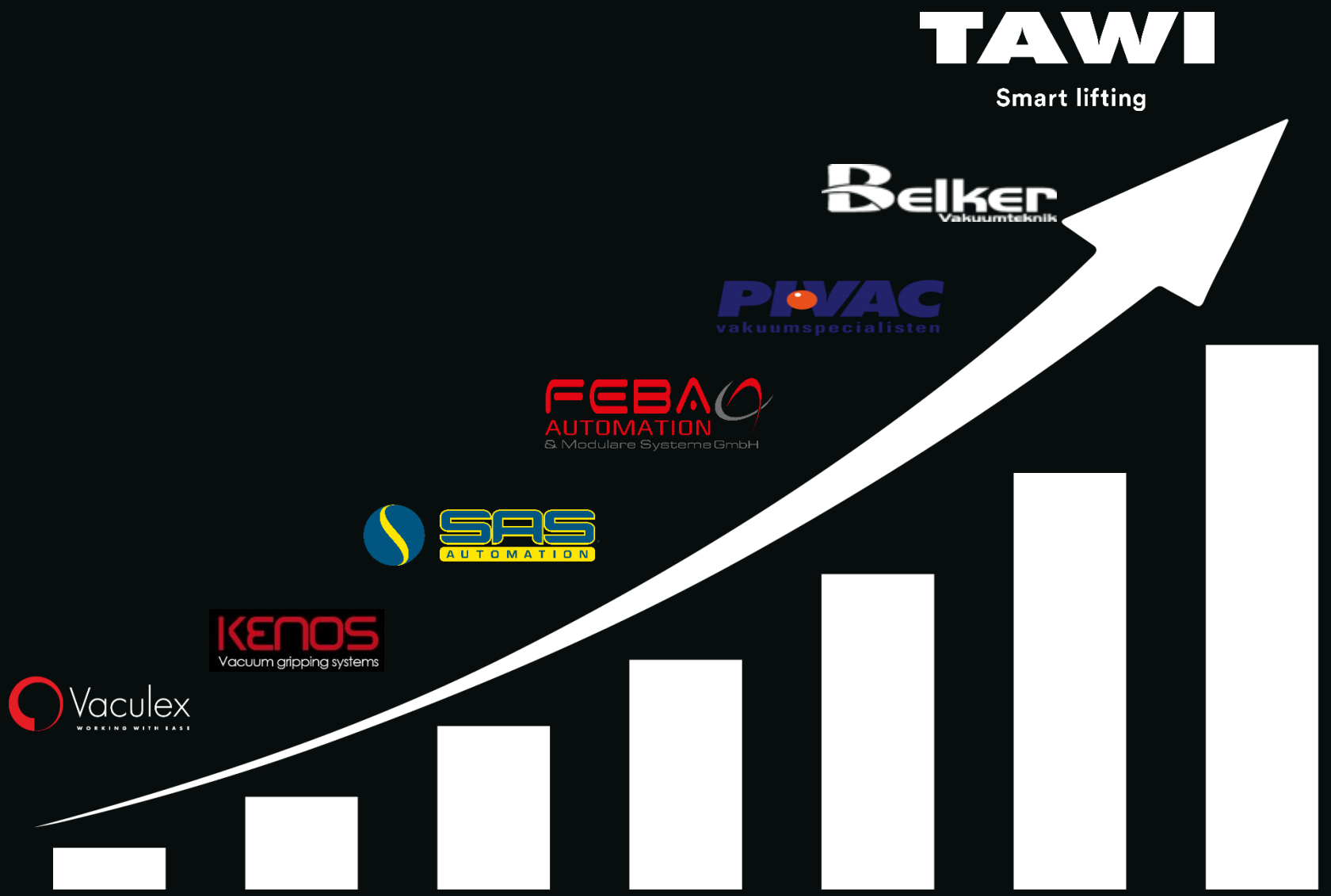
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Clear strategy to capture all growth opportunities



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Successfully executed on M&A strategy acquiring eight companies over the last four years



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Key Take Aways

- The market potential is “unlimited” and underlying growth drivers support high growth rates
- Piab’s innovative product portfolio, extensive market reach, asset-light global supply chain and strong market position create a solid foundation for continued double-digit growth
- There’s a potential to accelerate growth with add-on acquisitions, and to continue building a leading automation provider through acquisitions in adjacent technologies
- Our major strategic initiatives are all generating continued profitable growth



Appendices

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This is Piab – progressive gripping, lifting and moving solutions



Vacuum Automation



Ergonomic Handling



Vacuum Conveying

https://player.vimeo.com/video/463345688

piab

600+
employees

25
sales offices
throughout the world

700+
distributors

3
divisions



Global presence with reach in more than 100 countries

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Components and products for gripping, lifting and moving solutions with a broad range of applications

Vacuum Automation & Robotic Gripping



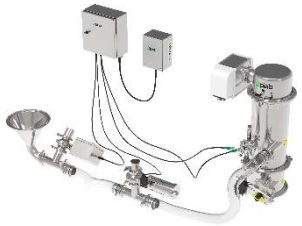
- Pick-and-place
- Packaging
- De-stacking layers of sheets
- Palletizing and de-palletizing
- Carton / case erectors
- Parts assembly

Ergonomic Handling



- Palletizing & de-palletizing
- Sorting parcels, pallets and conveyors
- Airport baggage handling
- Unloading / loading containers
- Order picking in picking areas
- General industry lifting solutions

Vacuum Conveying

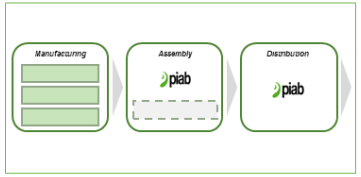


- Powder & granulate transfer
- Hygienic conveying
- 3D printing
- Tablet & fragile product transfer
- Hazardous powder transfer
- Painting & paint coating

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Global Sales Coverage, Efficient Supply Chain and high-profile Customers

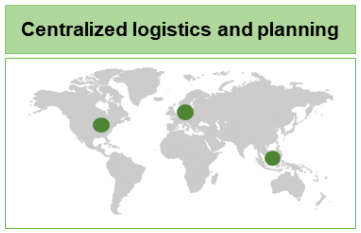
Outsourced production with limited dependency



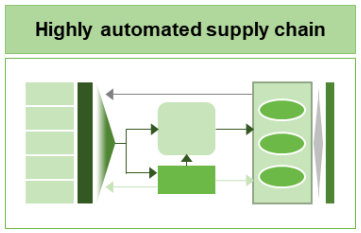
Extensive product modularization



Centralized logistics and planning



Highly automated supply chain

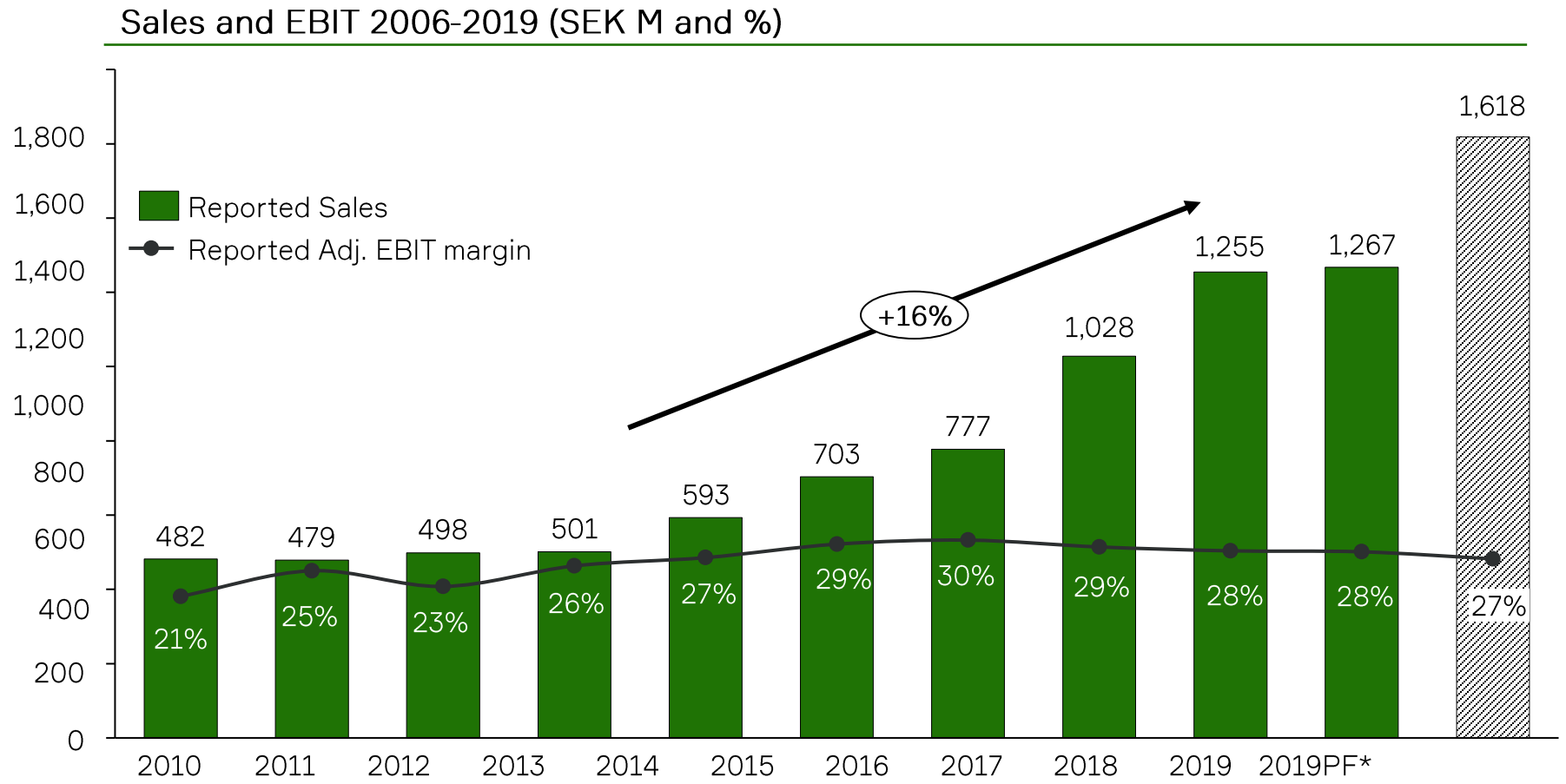


Packaging	Automotive	Food	Logistics/WH	Electronics	Pharma	Aerospace	Other
Douglas	TESLA	BIMBO	FedEx	FLEXTRONICS	AstraZeneca	BOEING	Unilever
delkor	VOLVO	WRIGLEY	amazon.com	Kulicke & Soffa	Abbott	Cessna	DOW
SCHUBERT	GM	Mondelēz International	Alibaba Group	Hanmi	gsk	AIRBUS	Electrolux
Tetra Pak	MAGNA	Nestlé	VANDERLANDE	SAMSUNG	Dräger		P&G
BOSCH	GOODYEAR	DANONE	DHL		Pfizer		
					Lilly		
					Mylan		
					Alcon		

Robotics	ABB	FANUC	Kawasaki	KUKA	YASKAWA	UNIVERSAL ROBOTS	rethink robotics

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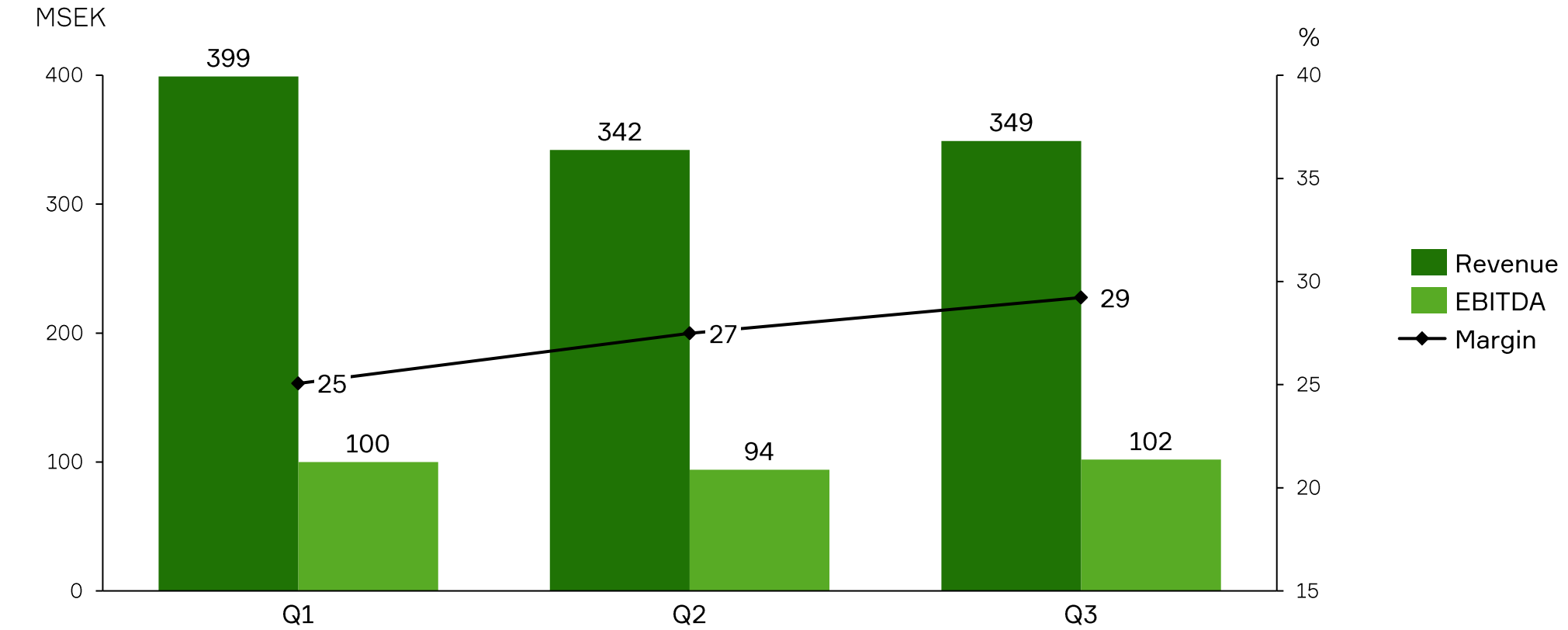
Strong financial track record with high margins



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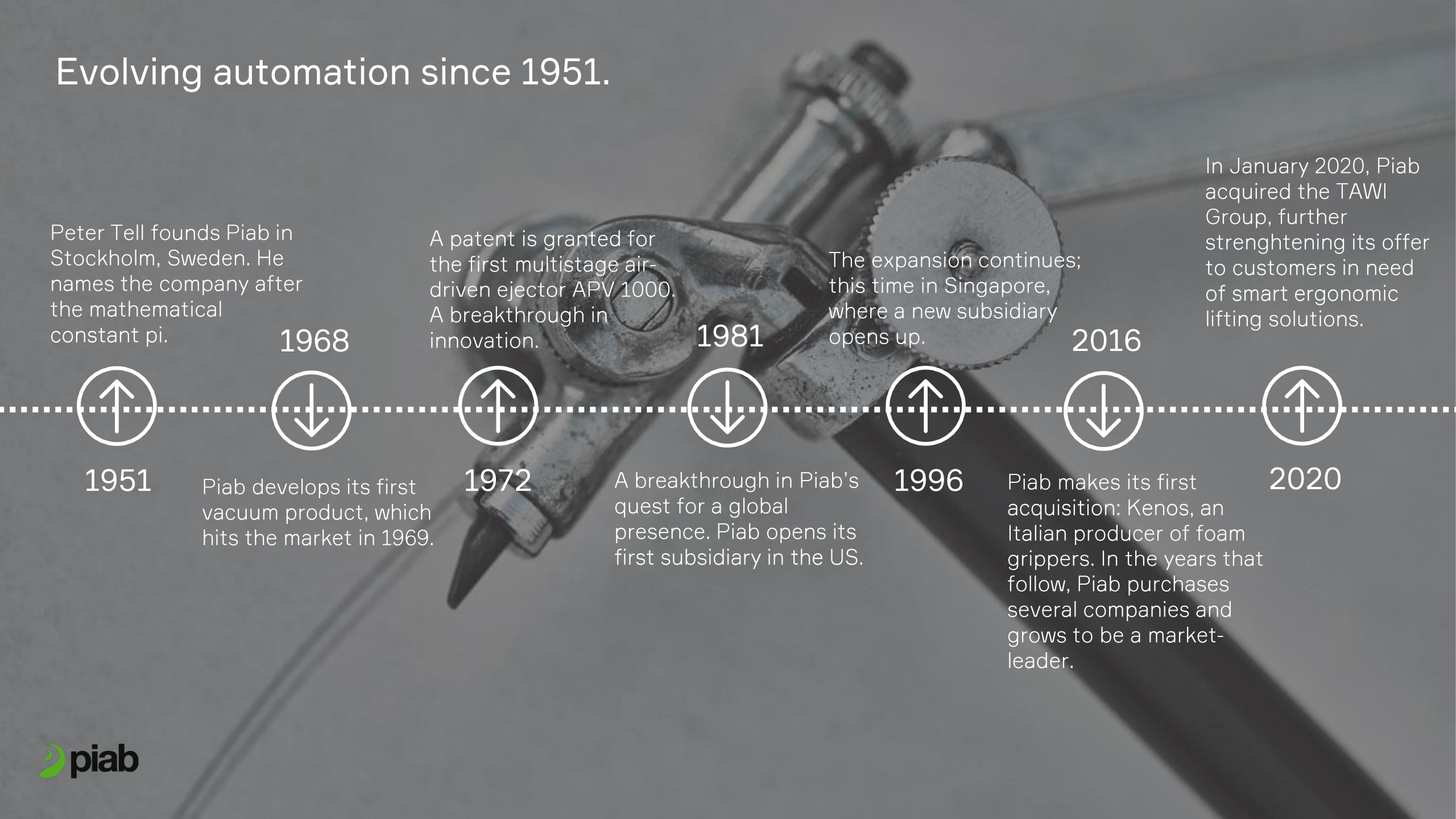
* Pro forma 2019 including TAWI

Year-to-date financial overview



	Q1	Q2	Q3
Organic growth	-2%	-16%	-10%

Evolving automation since 1951.



1951

Peter Tell founds Piab in Stockholm, Sweden. He names the company after the mathematical constant pi.

1968

Piab develops its first vacuum product, which hits the market in 1969.

1972

A patent is granted for the first multistage air-driven ejector APV 1000. A breakthrough in innovation.

1981

A breakthrough in Piab's quest for a global presence. Piab opens its first subsidiary in the US.

1996

The expansion continues; this time in Singapore, where a new subsidiary opens up.

2016

Piab makes its first acquisition: Kenos, an Italian producer of foam grippers. In the years that follow, Piab purchases several companies and grows to be a market-leader.

2020

In January 2020, Piab acquired the TAWI Group, further strenghtening its offer to customers in need of smart ergonomic lifting solutions.

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”Our time is now!”

Piab is a solid company with a legacy dating back to the 1950s. ”Our products and solutions, along with our vast knowledge and expertise have always been in demand, but never more so than now,” says CEO Clas Gunneberg.

The expansion of automation and robotics is rapidly stepping up demand for Piab’s products and services. Piab’s reach goes far beyond traditional industries such as automotive and packing, but also includes food, logistics, e-commerce, as well as many other sectors.

A higher standard of living, environmental care and the desire to move away from dangerous jobs to more value-creating and safer jobs are the driving force of the transition.



Our Mission

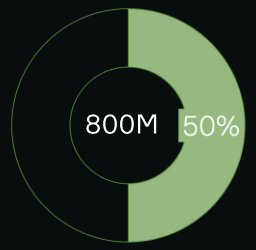
Evolving automation through progressive gripping, lifting and moving solutions.



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We give skills to robots

Vacuum Automation
& Robotic Gripping



piab Evolving automation





Vacuum technology is everywhere

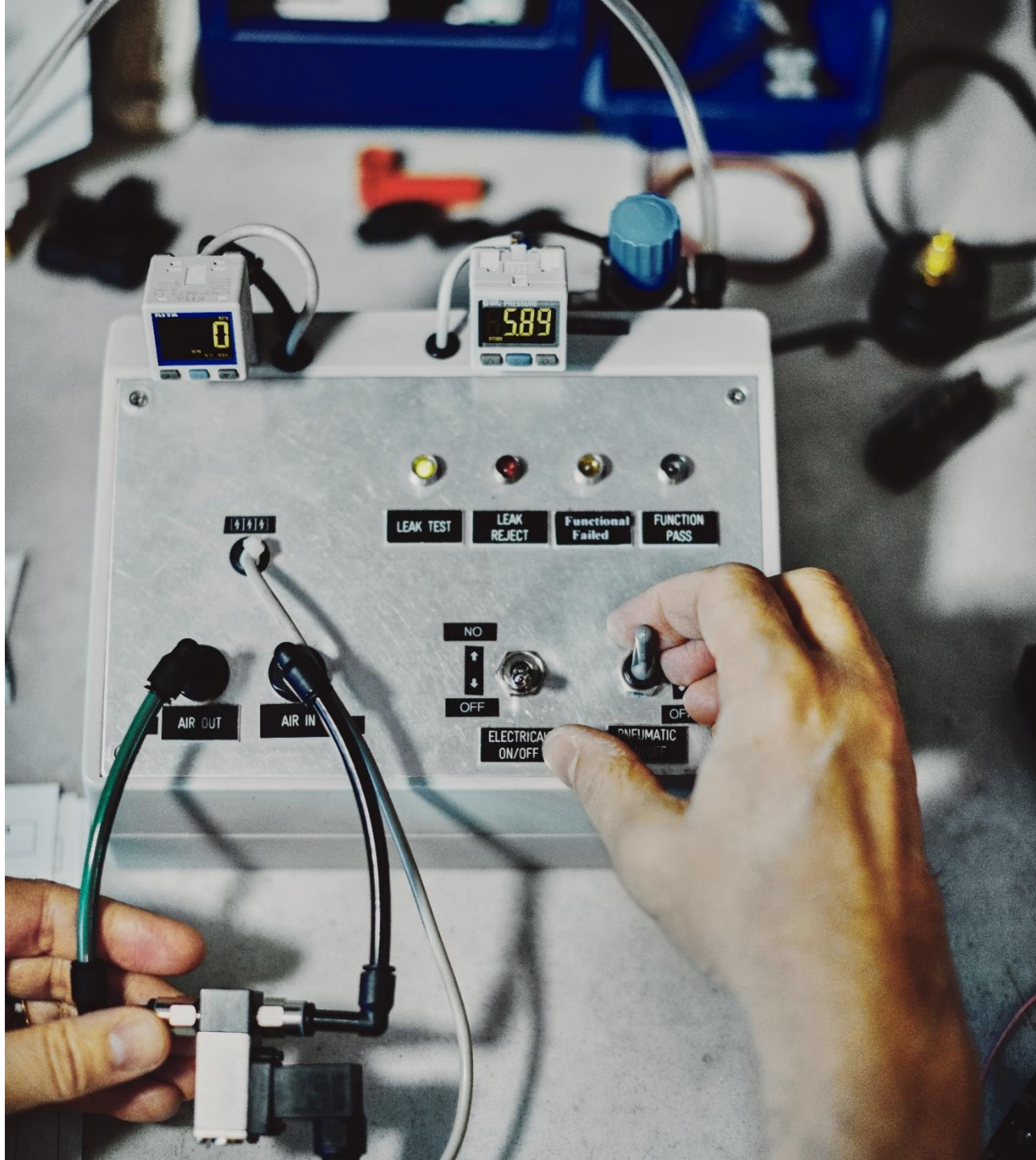
- Providing state-of-the-art vacuum automated products and solutions
- The Vacuum Automation Division is contributing to the shift to Industry 4.0
- Automation is increasing in the manufacturing industry as well as in logistics and service sectors

"You can find Piab components in virtually every manufacturing plant"

Josef Karbassi
President of Piab's Vacuum Automation & Robotic Gripping Division

Small but mighty

- 4 million suction cups are sold every year
- 300-400 customer orders for components and gripper solutions per day
- Piab’s piCLASSIC provides up to 40 percent more energy efficiency than competition
- Piab’s modularized suction cups can be configured in over 200.000 versions
- Just about every train wagon in the world is equipped with a Piab vacuum system in its toilet

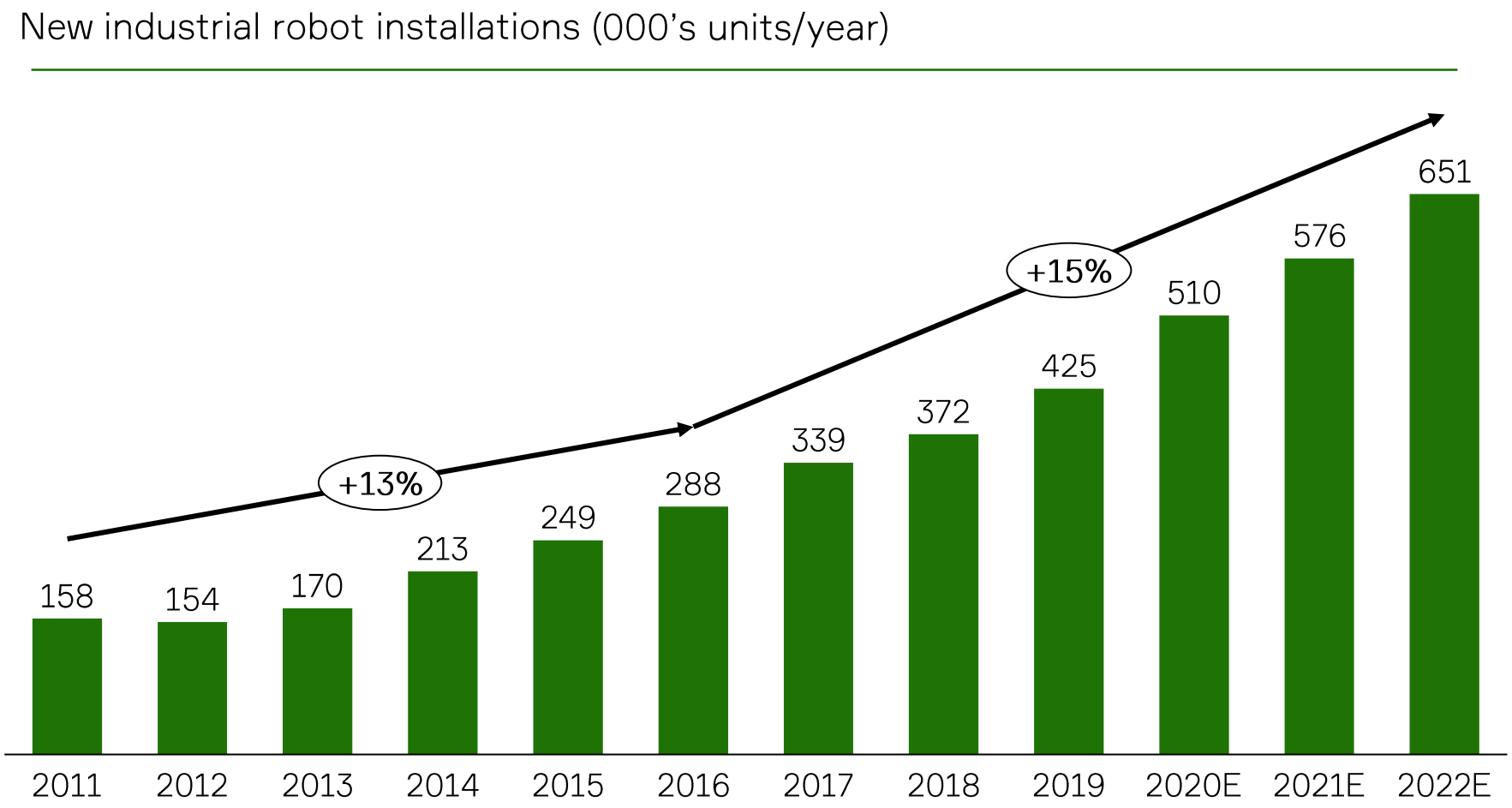




Robotic gripping: Robots take over

- Through fully automated solutions, Piab removes workers from heavy and dangerous tasks
- Meeting the worlds accelerated demand for robots with end-of-arm tooling and gripping solutions
- Customers spanning from OEM & Integrators to Tier 1's
- Modular components combined into wide range of gripping solutions for collaborative robots (cobots) and more traditional industrial robots of all sorts

Usage of robots are continuously increasing



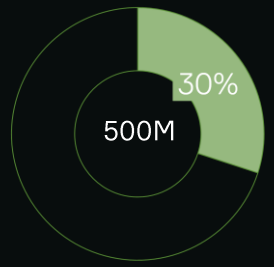
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Source IFR

We provide lifting power to humans



Ergonomic Handling



piab Evolving automation

Say goodbye to backbreaking work

- Piab acquired the TAWI company in 2020, merging with the existing Ergonomic Handling Division
- Global leader in ergonomic handling with the most advanced products in the world
- Lifting aids wherever manual lifting is needed, primarily within logistics, pharma, food and wood industries.





Win-win with ergonomics

- Delivering integrated solutions ranging from crane systems, vacuum lifters, hoists and lifting trolleys
- Solutions reducing strain on the body by more than 80%
- Developed with the hallmark of Swedish quality, with the latest technology – keeping the industry and end-users demands always in focus

”With our solutions, customers recoup their investment costs in just a couple of months”

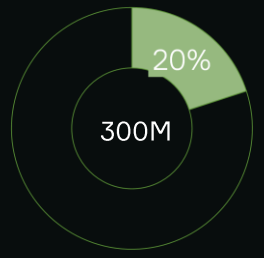
Thomas Bräutigam
President of Piab’s Ergonomic Handling Division

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Providing intelligent flow to materials



Vacuum Conveying



piab Evolving automation



Conveyors that put companies on track

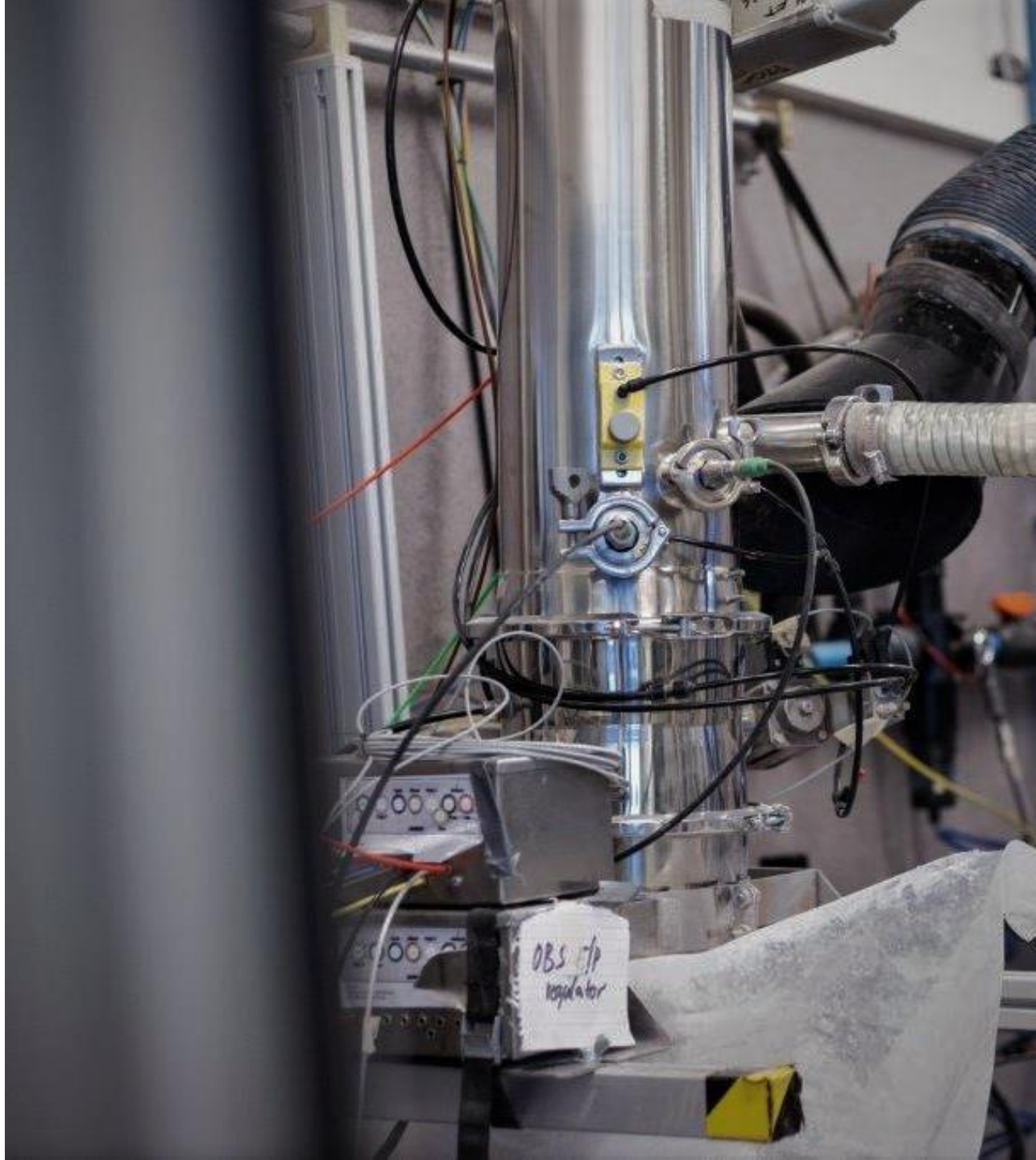
- High-tech conveying systems, keeping both goods and people well protected
- Handles a variety of bulk material & products within pharma, food, chemical, additive manufacturing & others
- Reducing waste and improving productivity
- By using less energy it comes out ahead of the competition
- No spillage or scrap with Piab's closed conveyor systems

Fast and flexible

- piFLOW®p SMART enables change of material 6 times faster than a conventional vacuum conveyor
- Piab's vacuum conveyors can convey particles from 0.5 micron and up
- Conveyors work equally well with an ejector pump or a mechanical pump

"We have some of the most knowledgeable application engineers in this niche area."

Kajsa Ryttberg-Wallgren
President of Piab's Vacuum Conveying Division



piab Evolving automation