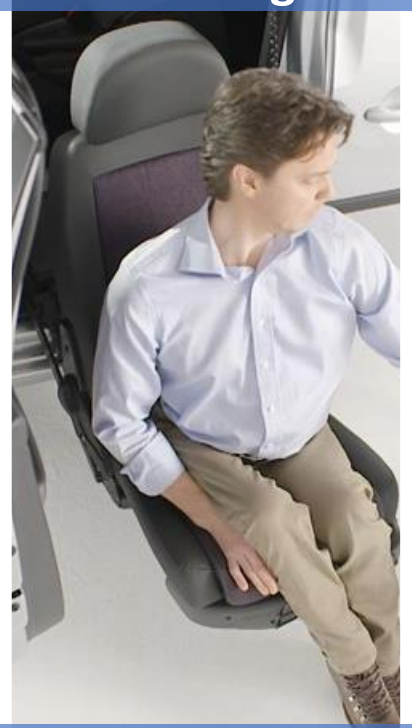


Investor AB Capital Markets Day

November 2020

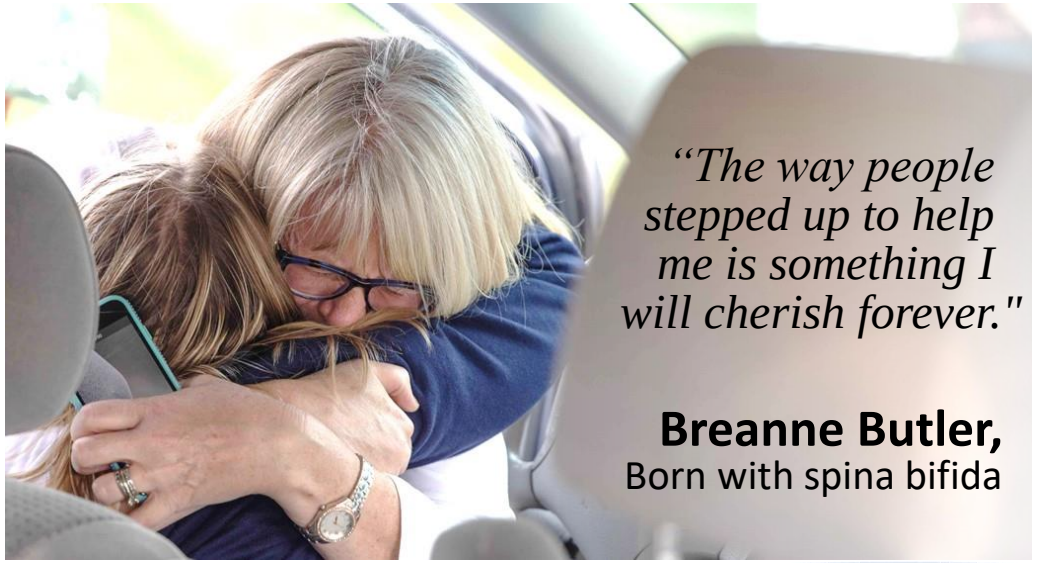
We are the **global market leader in mobility products for people with physical disabilities**

Vehicles	Retail sales	Lifts	Seating	Restraints	Flooring
					
#1 NA	#2 NA	#1 Global	#1 Global	#1 UK	#1 UK
Net promoter score = 76	48 locations nationwide	>90% new portfolio	Industry pioneers	Geographic expansion opportunity	

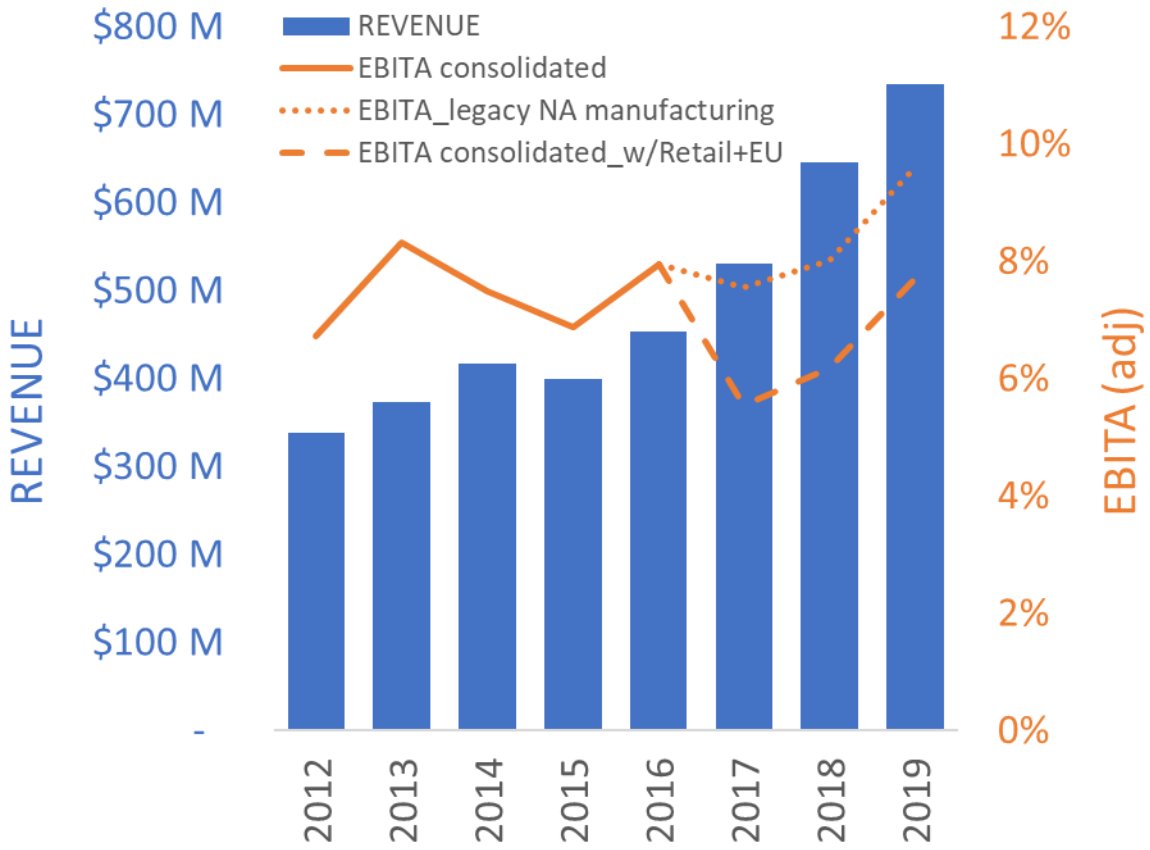

"So appreciative.
So speechless.
Thank you guys
so much."
Todd Shelton,
Spinal cord injury survivor
6:12
34°
4


"I often drive with our
family to our summer
house. It's such a
great feeling to be
behind the wheel."
Anna Delton,
Stroke survivor


"With the Carony
system, things just
got a lot simpler.
We became free."
Inga Bertheden,
Stroke survivor


"The way people
stepped up to help
me is something I
will cherish forever."
Breanne Butler,
Born with spina bifida

BraunAbility | Positive revenue and earnings growth trend



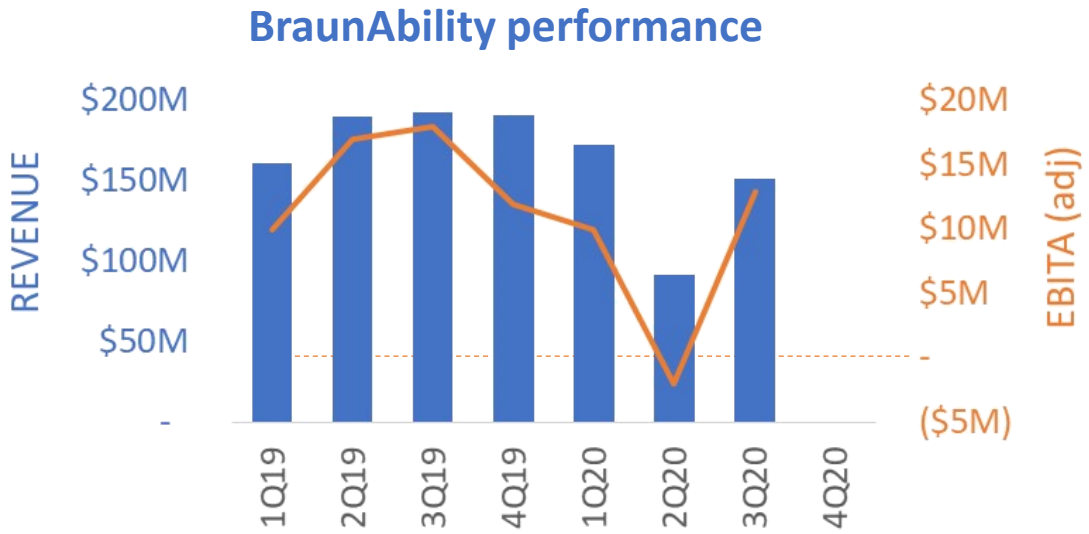
NOTE: All figures follow IFRS except:
- 2012-2013 (GAAP)
- EBITA_legacy NA manufacturing (GAAP)

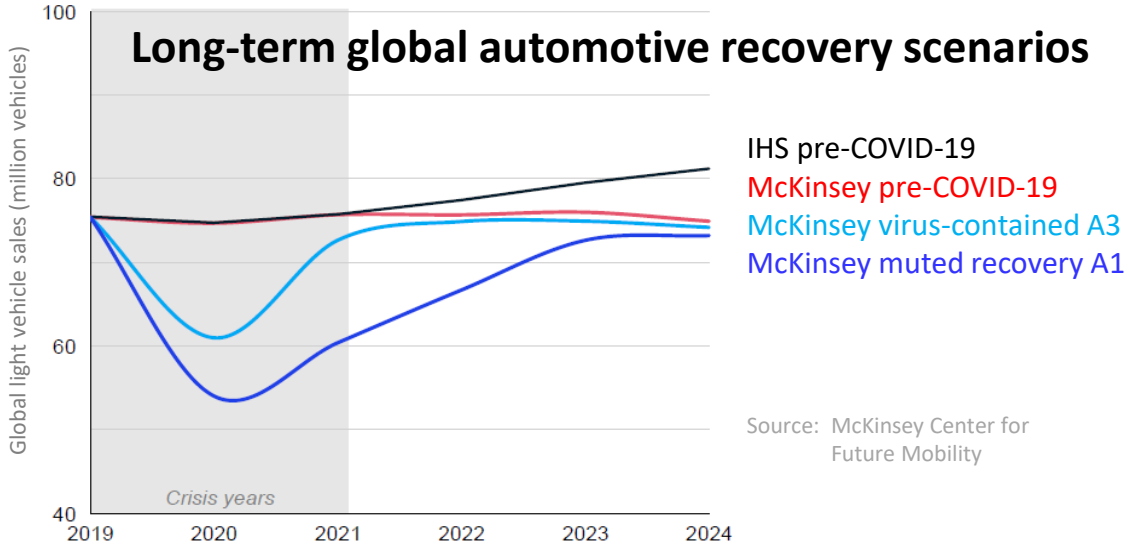
Key revenue drivers

+ Share growth WAVs/Lifts
+ End market expansion – NA
+ Retail business unit acquisition
+ European business unit acquisition

EBITA margin drivers

+ Same as revenue drivers, plus
+ Manufacturing efficiency improvements
+ Purchasing scale advantages
+ Overall better operating leverage
– Dilutive mix from BraunAbility-sourced chassis
– Dilution from lower-margin retail and Europe businesses





Economic Outlook/Financial Summary

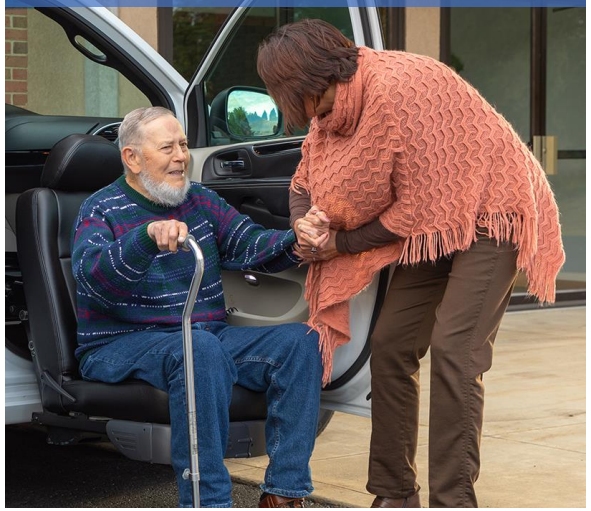
- Covid-19 sales impact:
  2Q20 sales down 53%,
  3Q20 sales down 21%
- 3Q20 EBITA = $13M (8.8%) vs
  3Q19 EBITA = $18M (9.1%)
- Prepared for multiple long-term automotive recovery scenarios

Positioned for the Future

- Prioritizing long term growth and innovation, while preserving earnings
- Investing in:
  - Employee Health and Well-Being
  - Digitalization
  - New product Launches

BraunAbility | Growth drivers: four market-related macrotrends and initiatives

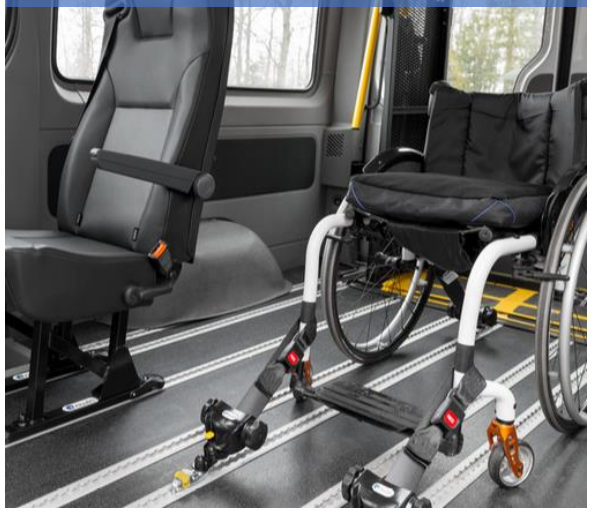
Aging demographic



The world elderly population is **expected to nearly triple** between 2010 – 2050 (1)

Of the nearly 5 Million wheelchair users in US,(2) **only 4% own a Wheelchair Accessible Vehicle** (3)

EU 1-stop shop



Broadest product portfolio +
System-level testing +
Local regulatory compliance =

Game-changing safety and **Broad regional growth**

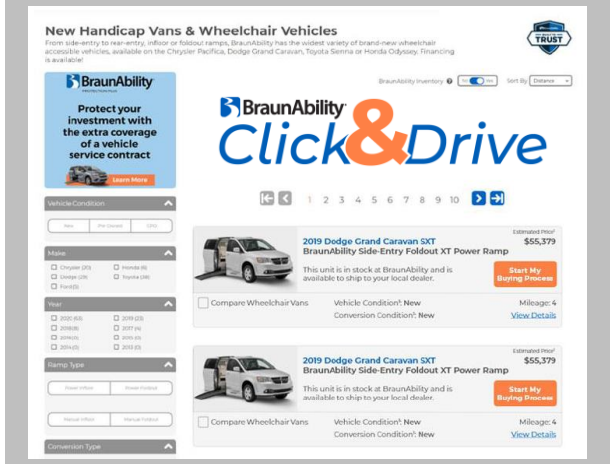
NA market expansion



Reach more customers through additional points of distribution with **dealer partners**

Product **portfolio innovation** in new technology, affordability, and complementary components

Digital selling



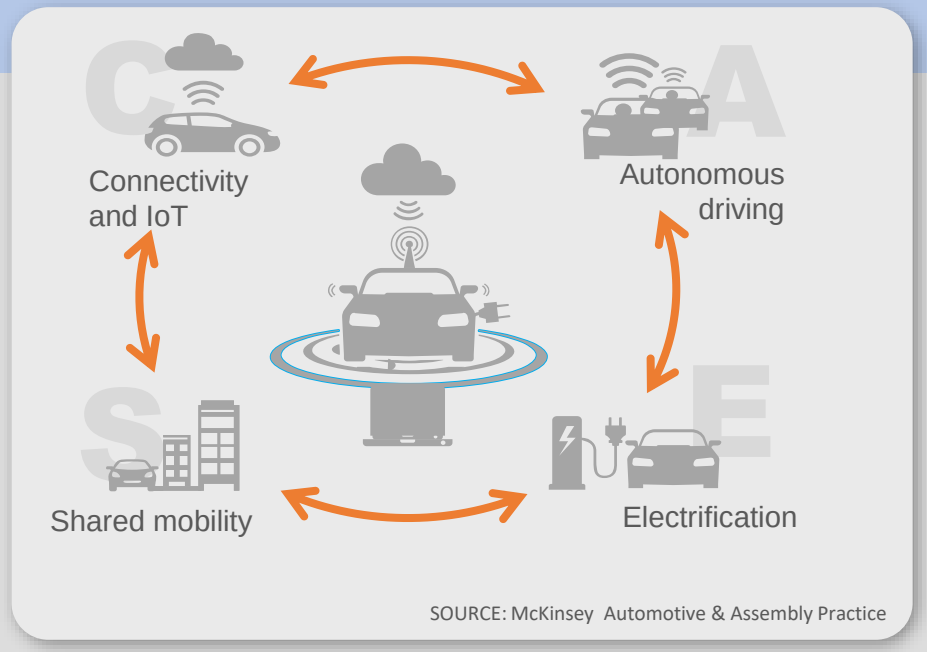
2020: **50% increase** in online vehicle sales (4)

Customers prefer the **convenience and transparency**

Dealer partners achieve increased transactional **efficiency** (5)

1. *Ages 65 and older. Source: WHO,* Global Health and Aging
2. *Source: US Census & Bureau of Transportation Statistics*
3. *Source: BraunAbility estimates*
4. *Using Carvana as market proxy. Source: wsj.com, 2020-08-10,* "Growth in Online Shopping and Used Cars Lifts Carvana, Attracts Competition"
5. *Source: wsj.com, 2020-06-20,* "The Pandemic Has Pushed Car Buying Online. It's Expected to Stick."

CASE macrotrends **will change mobility** …



- Offering breakthrough mobility opportunities for people with disabilities
- Potentially reducing GHG emissions for BraunAbility products

… and BraunAbility is **investing in innovation** to grow with the technology

Public partnerships

- USDOT Inclusive Design Challenge
- United Spinal
- Auto Alliance

Advanced vehicle initiatives

- Navya
- Local Motors
- Canoo



New product development

- Toyota Sienna hybrid WAV
- Chevy Traverse WAV
- EV-optimized ramps



BraunAbility is …

A growing global company, shaped by innovation, and motivated by a passion for changing customer lives



- Industry leader with global presence
- Strong purpose and customer connections
- History of double-digit revenue and EBITA growth
- Strong decremental during downturn
- Pursuing an aggressive growth plan, driven by:
  - Demographic Shifts
  - Regional expansion
  - Digitalization
  - Technology and Innovation
- Positioned to emerge stronger than ever from an unpredictable 2020

BraunAbility | We are founders of the mobility industry …

… with nearly 60 years of continuous innovation and growth



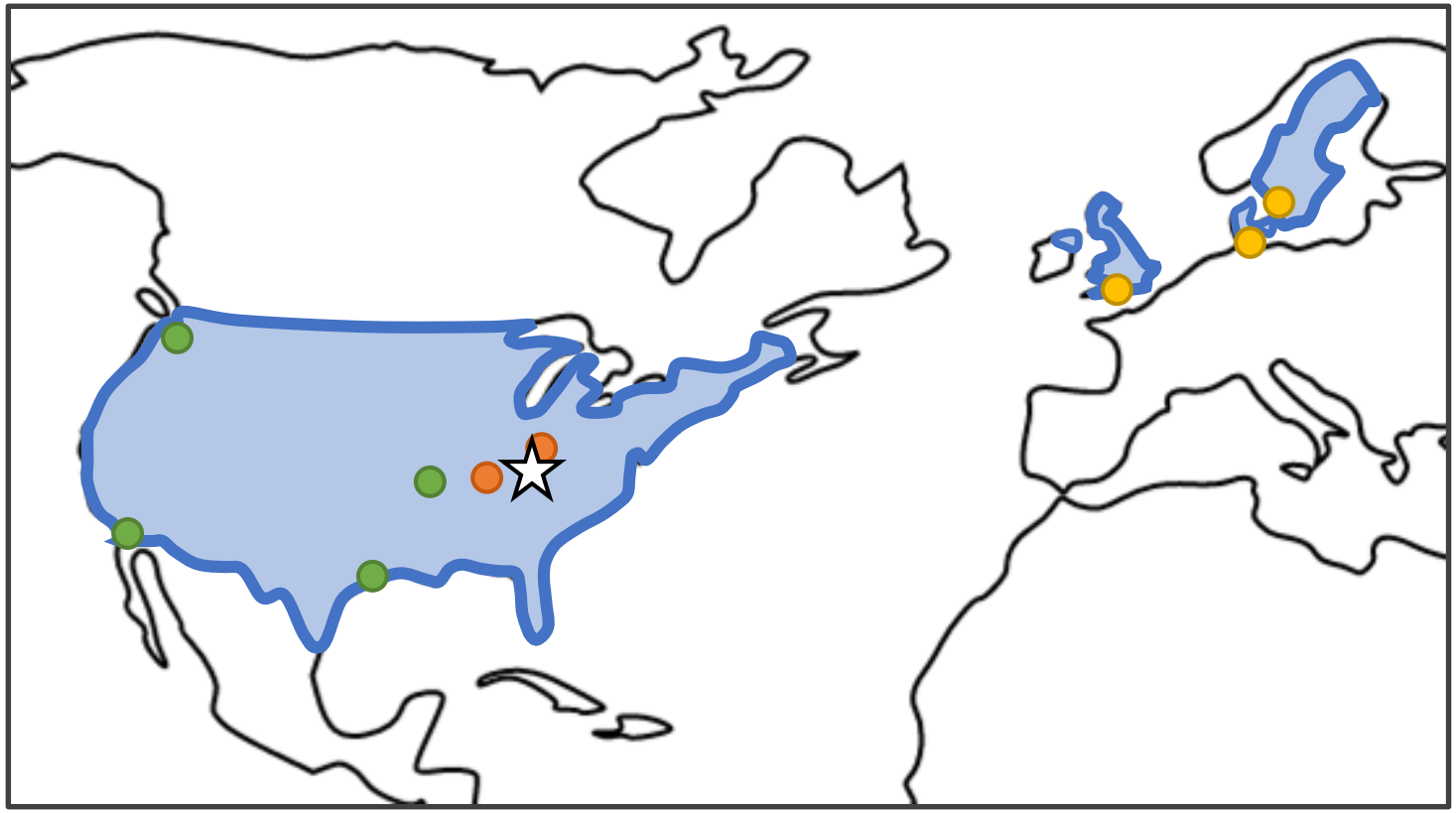
Mission Devoted to making life a moving experience for all

Vision To shape the future of global mobility transportation solutions, changing the lives of people living with mobility challenges and those who care for them

Values Live Our legacy • Do What's Right • Celebrate Our People Serve as a Champion • Drive Innovation

$2.5 Billion	Total Addressable Market
$734 Million	2019 Revenue
~8%	EBITA Margin
1,700	Inspired Employees

Global locations



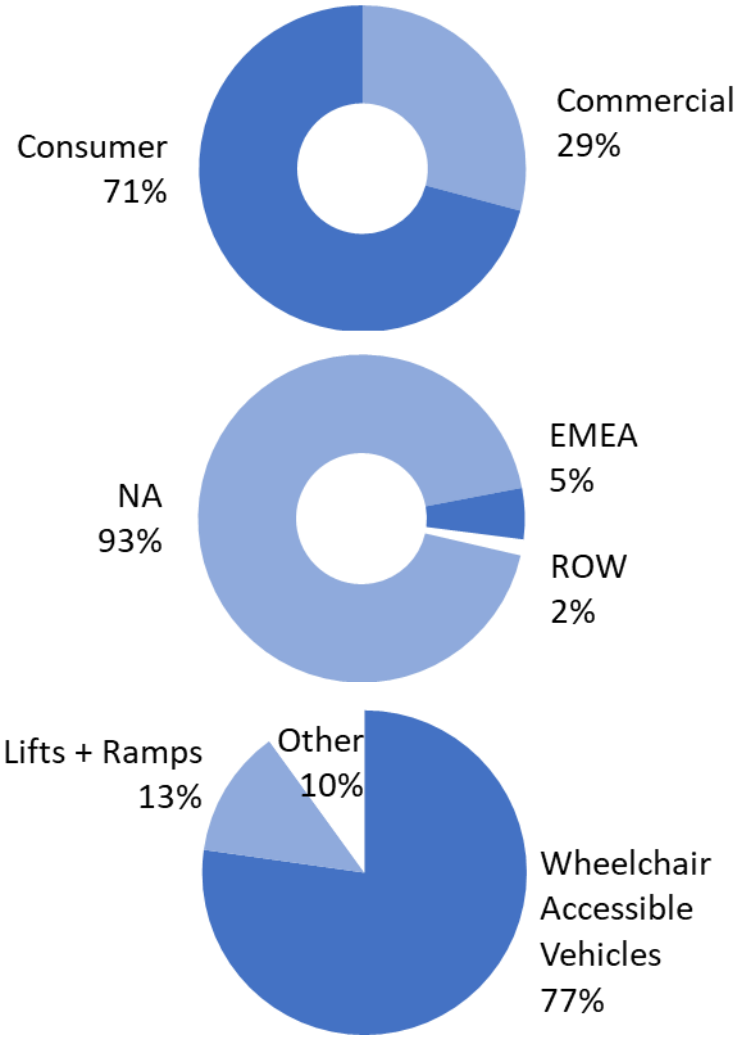
Global HQ
- Carmel, IN

NAM
- Winamac, IN
- Mt Carmel, IL

RET
- St Louis, MO
- Houston, TX
- San Diego, CA
- Seattle, WA
- 48 storefronts

BAE
- Gothenburg, SE
- Kliplev, DK
- Martock, UK

Global business mix



Product portfolio | Wheelchair accessible vehicles

Offering the industry's broadest vehicle portfolio:

- Consumer and commercial market segments
- Side entry and rear entry conversions
- In-floor and fold-out ramp designs
- Chevrolet, Toyota, Chrysler, Dodge, and Honda

Chevy Traverse SUV



Toyota Sienna HEV



Chrysler Pacifica



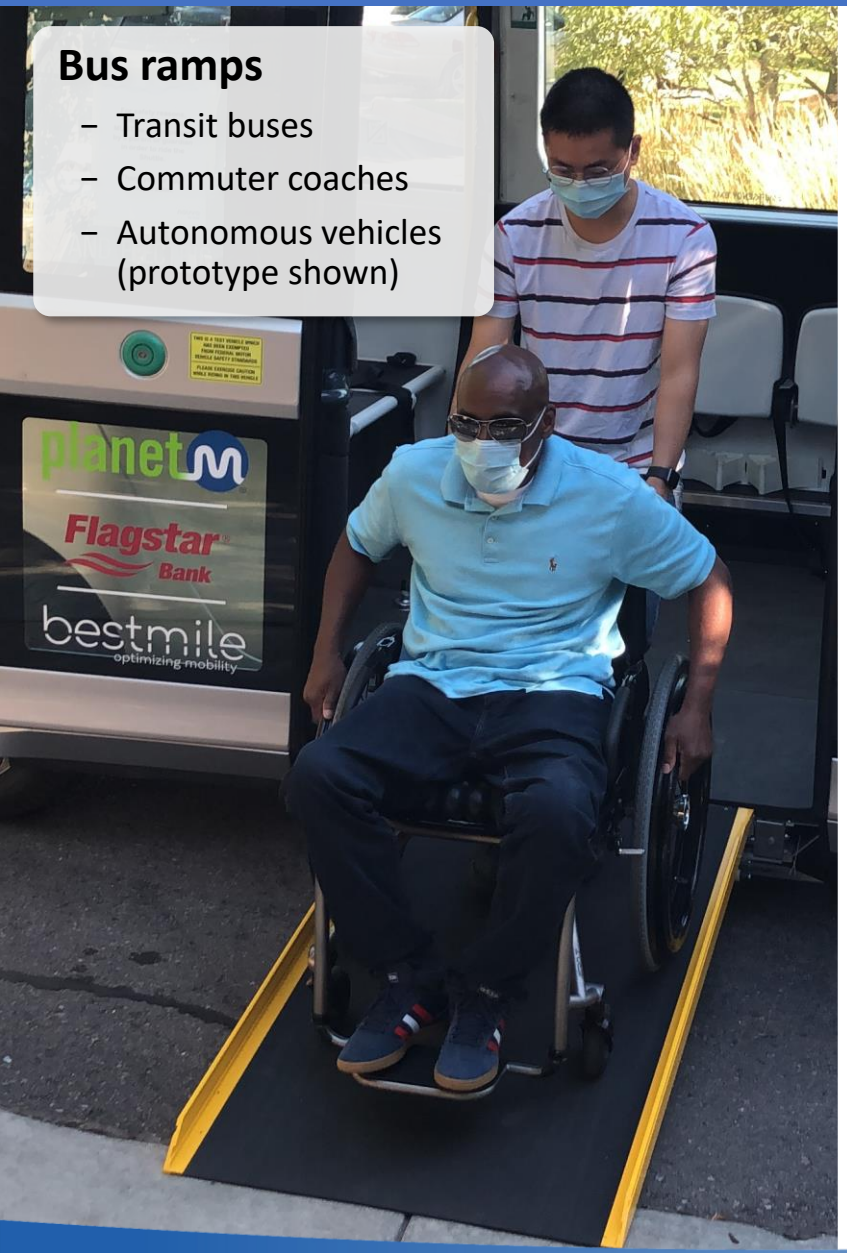
Dodge Commercial ADA



Honda Odyssey

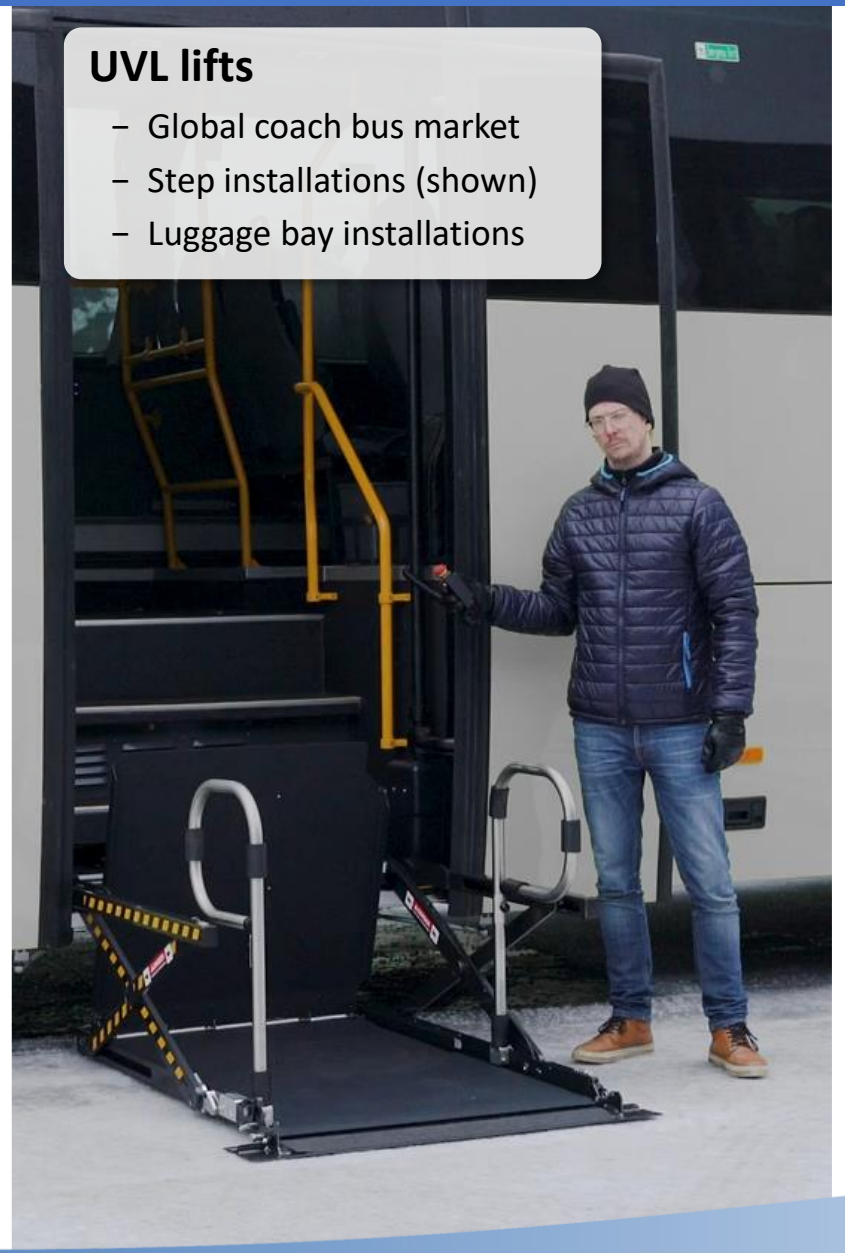
BraunAbility

Product portfolio | Commercial transportation solutions



Bus ramps

- Transit buses
- Commuter coaches
- Autonomous vehicles (prototype shown)



UVL lifts

- Global coach bus market
- Step installations (shown)
- Luggage bay installations



DPA lifts

- White bus market
- Yellow bus market (shown)
- Global van conversion market

BraunAbility

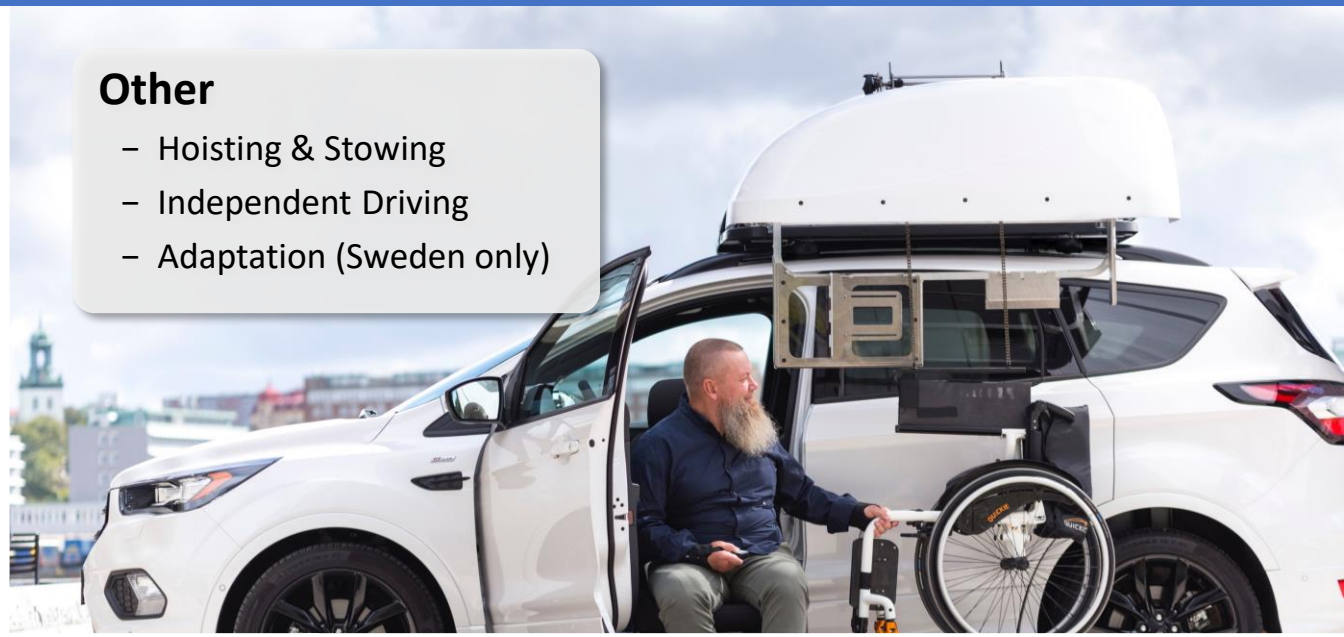
Product portfolio | Accessible seating, restraints & flooring, other



Accessible seating

- Turny Evo (vehicle exterior)
- Transfer Seat Base (vehicle interior)





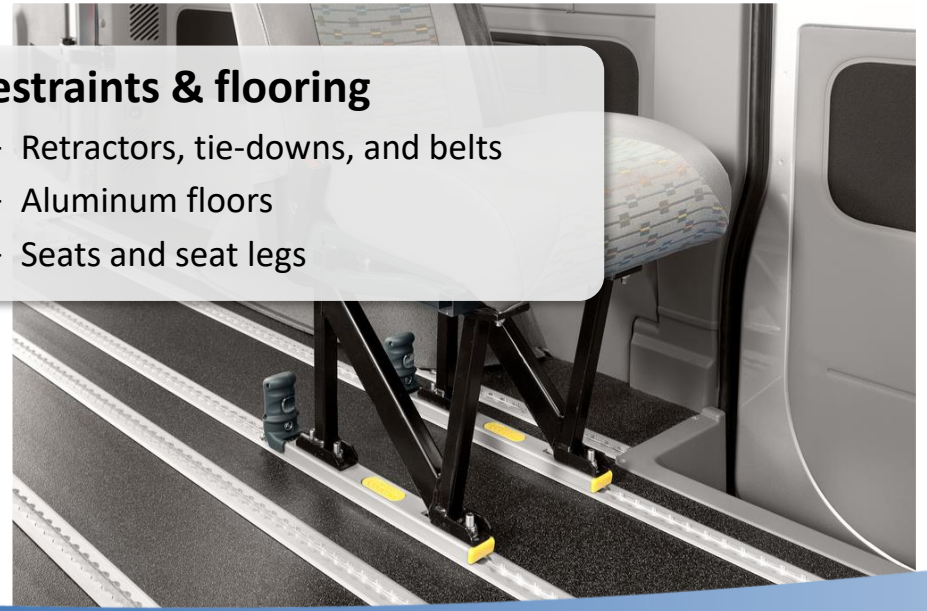
Other

- Hoisting & Stowing
- Independent Driving
- Adaptation (Sweden only)



Restraints & flooring

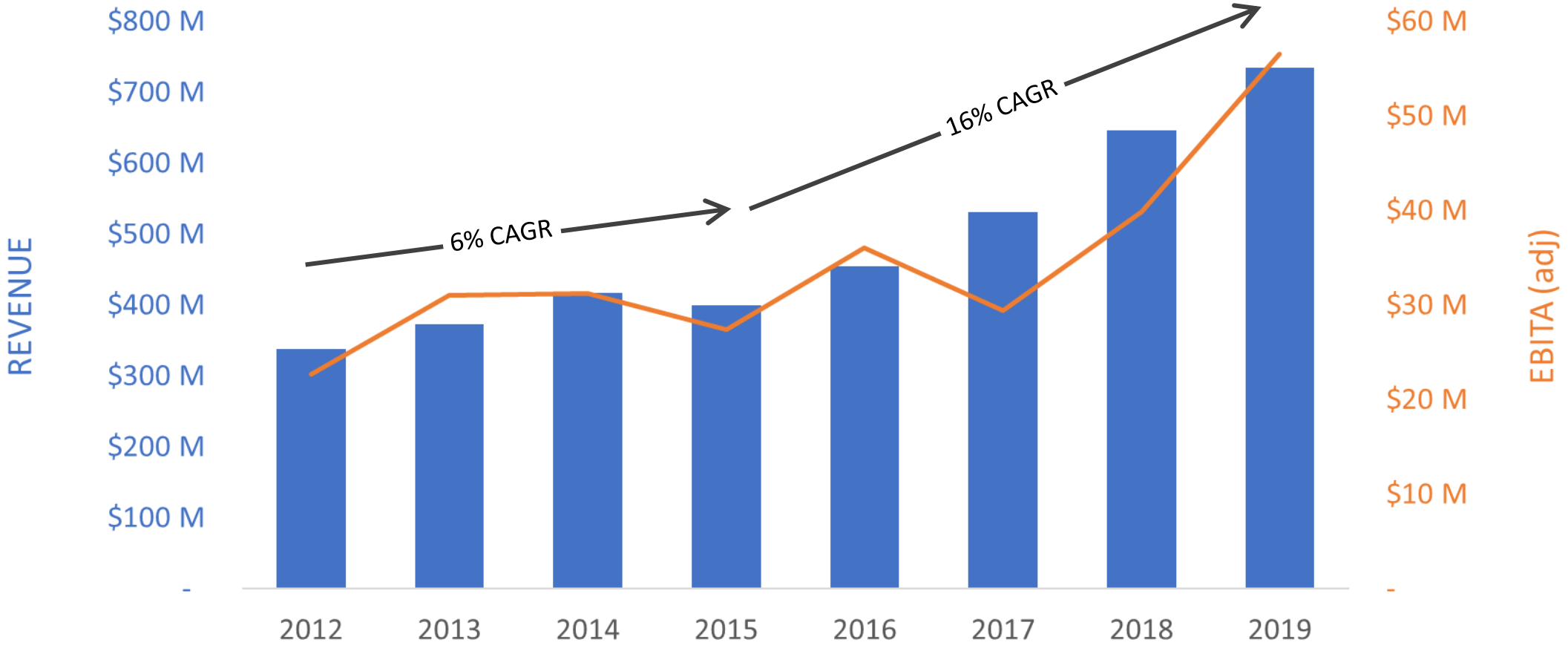
- Retractors, tie-downs, and belts
- Aluminum floors
- Seats and seat legs





BraunAbility

Strong financial performance | PI acquisition in 2015 represents a growth inflection point



Revenue	$337 M	$373 M	$417 M	$399 M	$454 M	$531 M	$646 M	$734M
Growth %	0.5%	10.5%	12.0%	-4.5%	13.8%	16.9%	21.7%	13.7%
EBITA %	6.7%	8.3%	7.5%	6.9%	7.9%	5.5%	6.2%	7.7%

NOTE: US GAAP 2012-2013, IFRS 2014-2019