



CAPITAL MARKETS DAY  
2022





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Business Area Manager, Flow Technology  
*Senior Vice President*



# My background and journey in Indutrade







The GPA logo is displayed in a white rounded rectangle. It consists of the letters 'GPA' in a bold, blue, sans-serif font.

- 1987** Sales Manager GPA Flowsystem AB, Sweden
- 1995** GPA acquired by Indutrade, turnover 35 MSEK
- 1997** Managing Director
- 1998** Responsible for GPA Norway, GPA Denmark
- 2006** Business Unit Leader
- 2007** Acquired IPS in UK
- 2017** Acquired Pro-Flex Norway
- 2021** Business Unit, Net sales 685 MSEK, EBITA 16%
- 2021** Business Area Manager Flow Technology



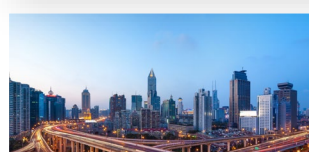


# GPA – leading provider of flow products and solutions



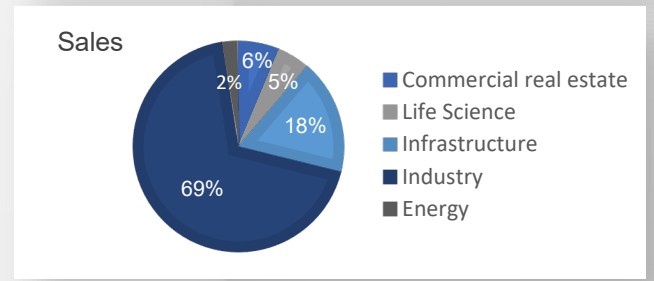
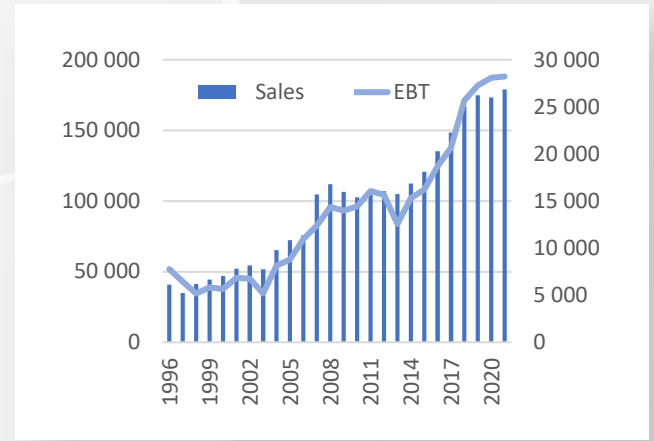
## Our offer

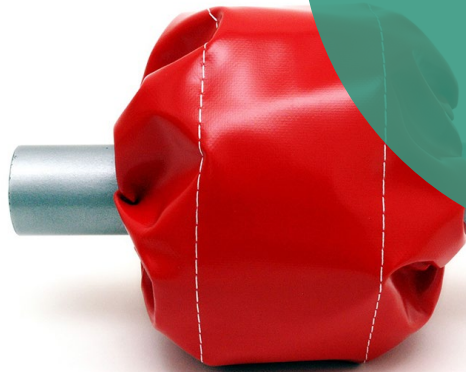
 <p>Education</p>	 <p>Digital tools</p>
 <p>Knowledge</p>	 <p>Innovation</p>
 <p>Projektering / support</p>	 <p>Products &amp; systems</p>

## Segments & products

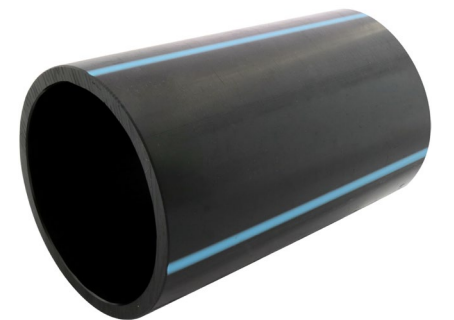
 <p>Commercial real estate</p>	 <p>Life science</p>
 <p>Infrastructure</p>	 <p>Industry</p>
 <p>Energy</p>	

## Growth GPA Sweden





High-quality products promoted through the strong GPA brand



# Grow with Flow

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*“With a passion for people and knowledge we use our entrepreneurial spirit to develop and deliver innovative and sustainable flow solutions that contribute to our customers’ success”*

# Indutrade Flow Technology today

Net sales  
2021 in MSEK

**4 300**

Companies  
in the BA

**+30**

Net sales  
growth 2021

**5.6%**

EBITA %

**15.5**

Order received  
growth 2021

**15.9%**

Employees

**~1,100 FTE**

BA Flow

**6 FTE**

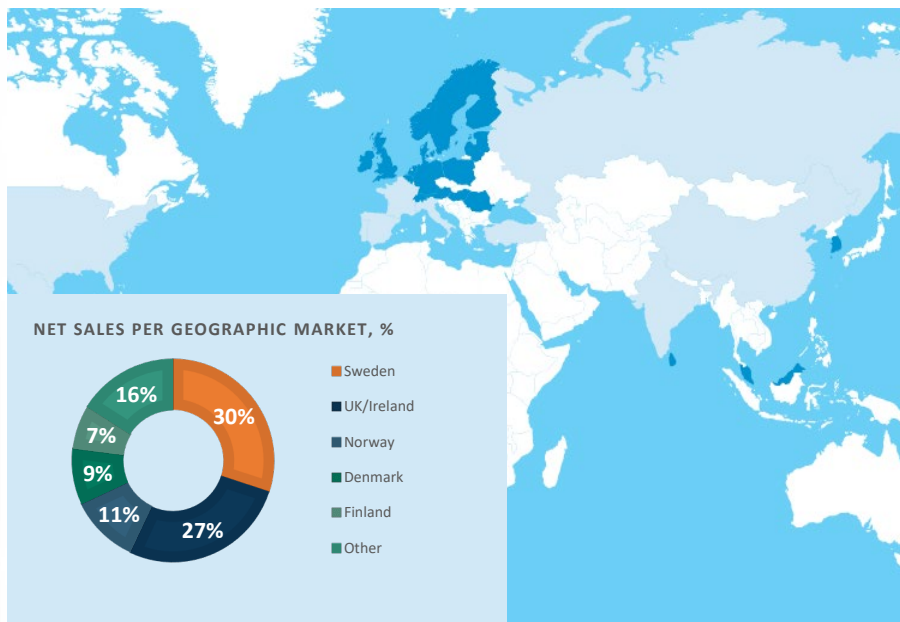
Part of Indutrades;  
Net sales

**20%**

EBITA

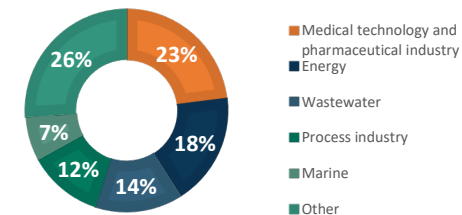
**21%**

## Global reach

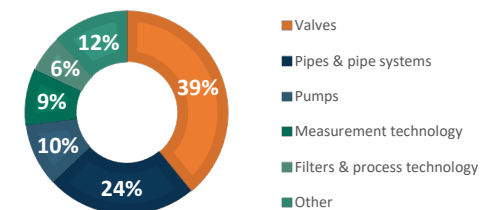


## Sales per segment type

NET SALES PER CUSTOMER SEGMENT, %



NET SALES PER PRODUCT AREA, %



# Flow companies

## Trading

ESI Group: 550 MSEK, 97 employees

Filtration: 41 MSEK, 18 employees

LYMA KEMITEKNIK



T TORELL PUMP AB

AGT A.G. JOHANSONS METALLFABRIK AB



ROBOTA AB

Processpumpar  
NORDEN

f filtration ltd  
Experts in Filtration Technology

F FAGERBERG

ESI  
Technologies Group  
Process Equipment Specialists

C CORONA  
CONTROL

alflow®

X FINKOVA

J DOMINATOR  
PUMP AB

TecaFlow

alnab

SIGUM  
FAGERBERG

GPA  
OPTIMIZING  
YOUR  
FLOW

IFTG  
INDUSTRY COMPANY

ProFlex  
Slanger & kuplinger

Fagerberg

INGENIÖRSFIRMA  
GAVECO AB

ips  
flow systems

Fluid Controls Ltd  
Control & Instrumentation Solutions

Colly FLOWTECH  
INNOVATIV FLÖDESTEKNIK

PALMSTIERNAS  
PALMSTIERNAS SVENSKA AB

## Manufacturing

Gefa: 294 MSEK, 130 employees

Euroflon: 54 MSEK, 20 employees

acti-Chem

GEFA  
PROCESSTECHNIK GMBH

CPX PRECISION UK Ltd

U.K Gas Technologies Group

crp  
the corrosion expert

EUROFLON



## GROWTH AREAS

# Med Tech & Pharma

- Alflow
- Colly Flowtech
- ESI Technology
- ESI UK
- Euroflon
- GPA
- IPS
- Lyma
- Precision CPX
- UK Gas

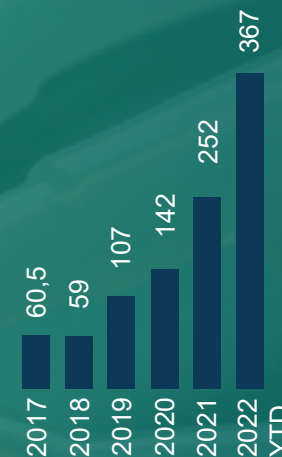
6%

of Net Sales 2017

23%

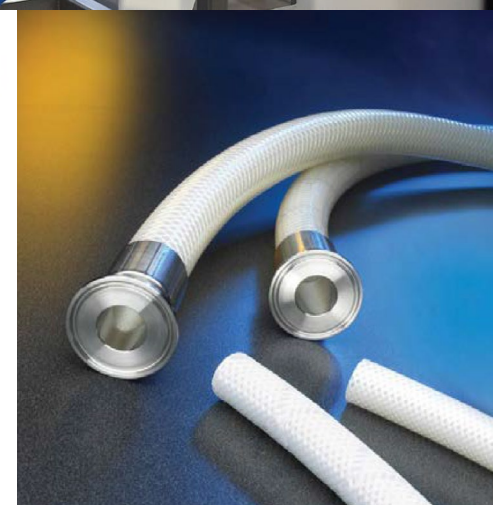
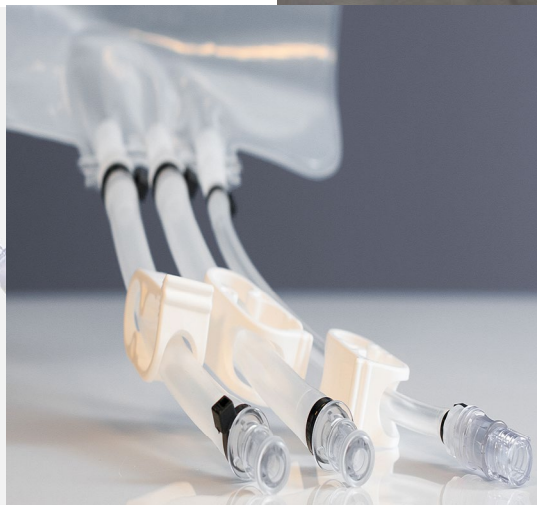
of Net Sales 2021

- Pipe systems
- Valves
- Pumps
- Filters
- Pipe support
- Welding machines
- Sampling systems
- Single use solutions



Net sale (MSEK) of Single Use within BA Flow

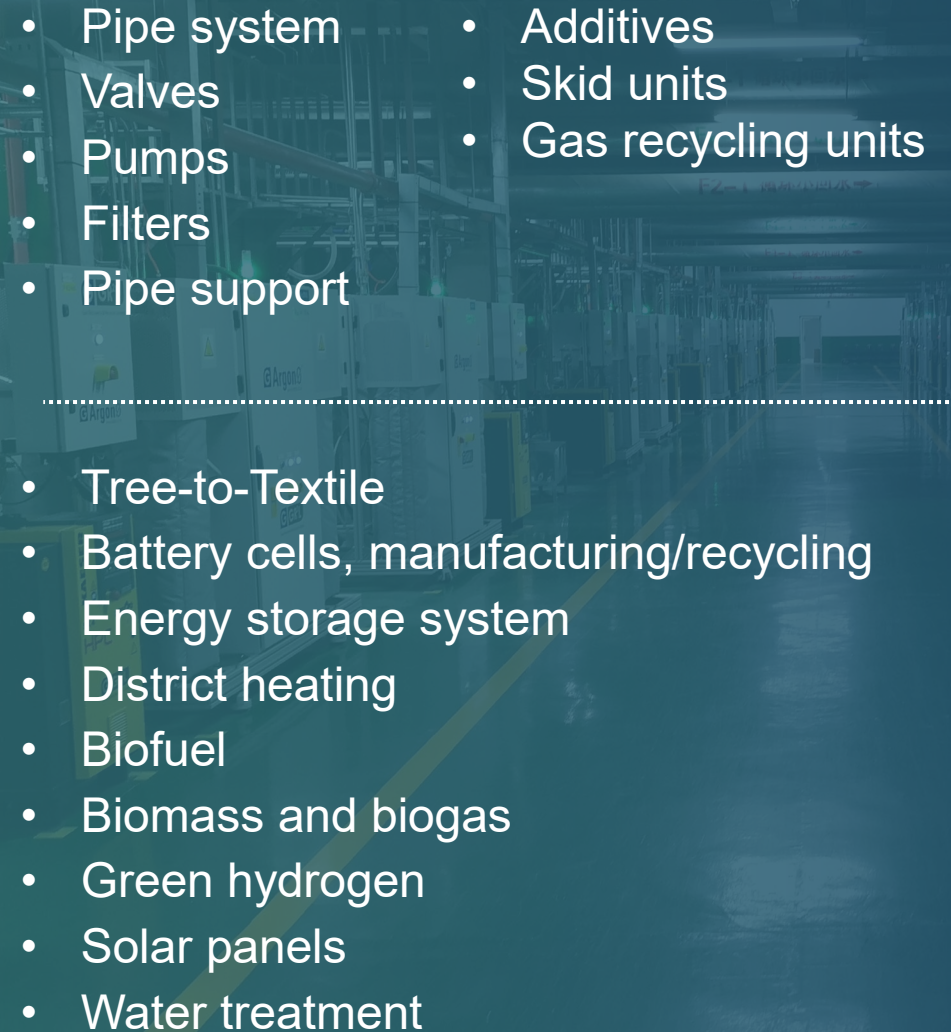
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- Chemicals
  - Pharmaceuticals
  - Medical gases
  - High purity water
  - Waste
  - Recycling



## GROWTH AREAS

# Greentech

- Acti-Chem
- Alnab
- CRP
- Corona Control
- Fagerberg
- GPA
- IPS
- Lyma Kemiteknik
- UK Gas

- 
- Pipe system
  - Valves
  - Pumps
  - Filters
  - Pipe support
  - Additives
  - Skid units
  - Gas recycling units
- 
- Tree-to-Textile
  - Battery cells, manufacturing/recycling
  - Energy storage system
  - District heating
  - Biofuel
  - Biomass and biogas
  - Green hydrogen
  - Solar panels
  - Water treatment



# Where are we going: Strategic plan 2026

**2022**  
30 companies

**2023**  
33 companies

**2024**  
36 companies

**2025**  
40 companies

**2026**  
7,0 MDR  
17%  
★★★★★



Activities

**Organic growth**

>5% incl Add-ons (1-2/y)

**Acquisitions**

≥5% (3-5/y)

- Complement BA team with critical support resources
- Brand awareness (culture, digitalisation, communication)

- Growth plans for each company
- Sustainability as a business opportunity

- Develop leadership capability and talent

**Thank you  
for your attention.**

The logo for Indutrade features a stylized 'IT' symbol on the left, composed of three parallel, slanted vertical bars of varying heights that merge into a horizontal bar at the top. To the right of this symbol, the word 'Indutrade' is written in a bold, white, sans-serif typeface.

**IT Indutrade**