



Sustainable Growth



Anders Nyström

PRESIDENT AND CEO



Bulten was founded in 1873 and has since then developed into one of the largest suppliers of fasteners to the automotive industry.

1873

2020

It has been 147 years since young engineers Nils Petersson and Gottfrid Rystedt saw Bulten's potential.

In 1873, Bulten was established by the Kolbäck river in Hallstahammar in central Sweden. To begin with there were 20 employees.

Today Bulten has a strong position as supplier and partner of sustainable fastener solutions to the global automotive industry.

We are a mid cap company listed on Nasdaq Stockholm with head office in Gothenburg. We have over 1,400 employees in eight countries and in 2019 we had a net sales of SEK 3,1 billion.



Strong customer base and relationships with major vehicle OEMs as well as Tier 1 suppliers

Heavy Vehicle OEM's

Mack
MAN
Renault
Scania

Trucks
UD Trucks
Volvo

Suppliers

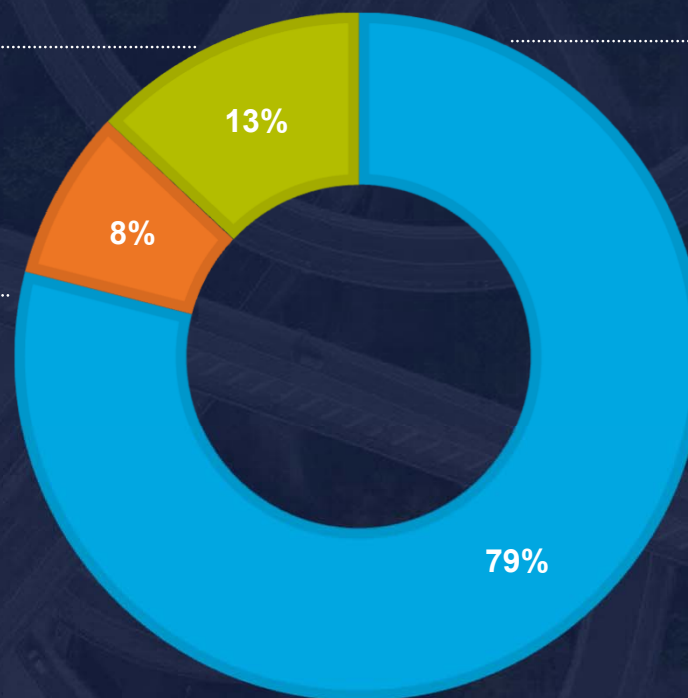
Autoliv
Chassis Brake Intl.
Facil
Faurecia
Hoerbiger
Lear Corporation

Nemak
Optimas
Takata
TRW
Trelleborg

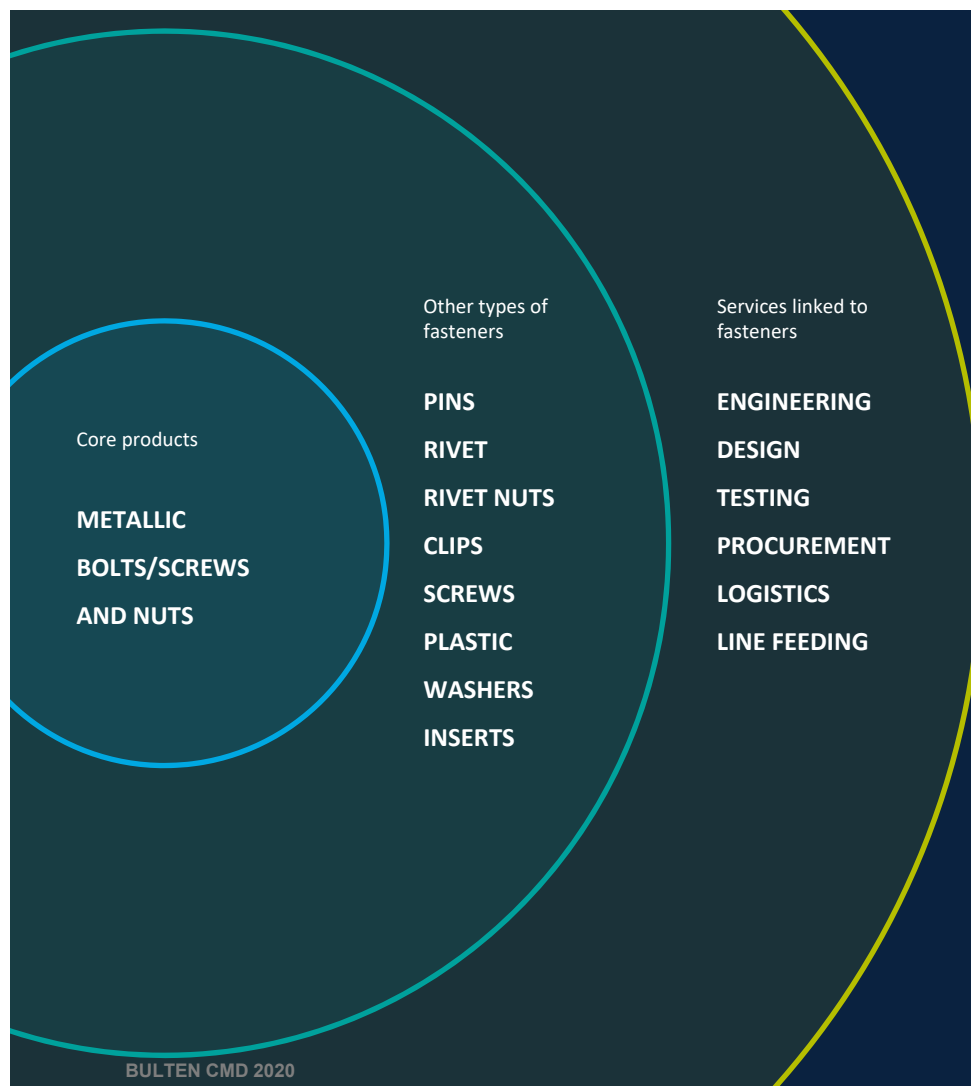
Light vehicle OEM's

Audi
Avtovaz
BAIC
BMW
Fiat
Ford
Gaz
Geely
Jaguar
Land Rover
Lynk & Co

Nissan
Opel
Polestar
Porsche
Renault
Seat
Skoda
UAZ
Volkswagen
Volvo



- Selection of customers
- Share of Bulten's sales YTD



BULTEN'S OFFER

Bulten is one of few companies that can assume total responsibility for all fasteners for an entire platform, vehicle model or factory.

With a proven track record we offer customized solutions that meet our customers' specific needs.

With extensive know-how, we can assure quality throughout the value chain, from development, through provision, and all the way to the customer's production line.



CORE VALUES

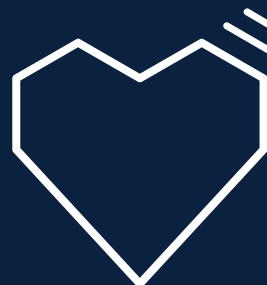
**Our way to success
we make a difference**



Professional



Innovative



Dedicated



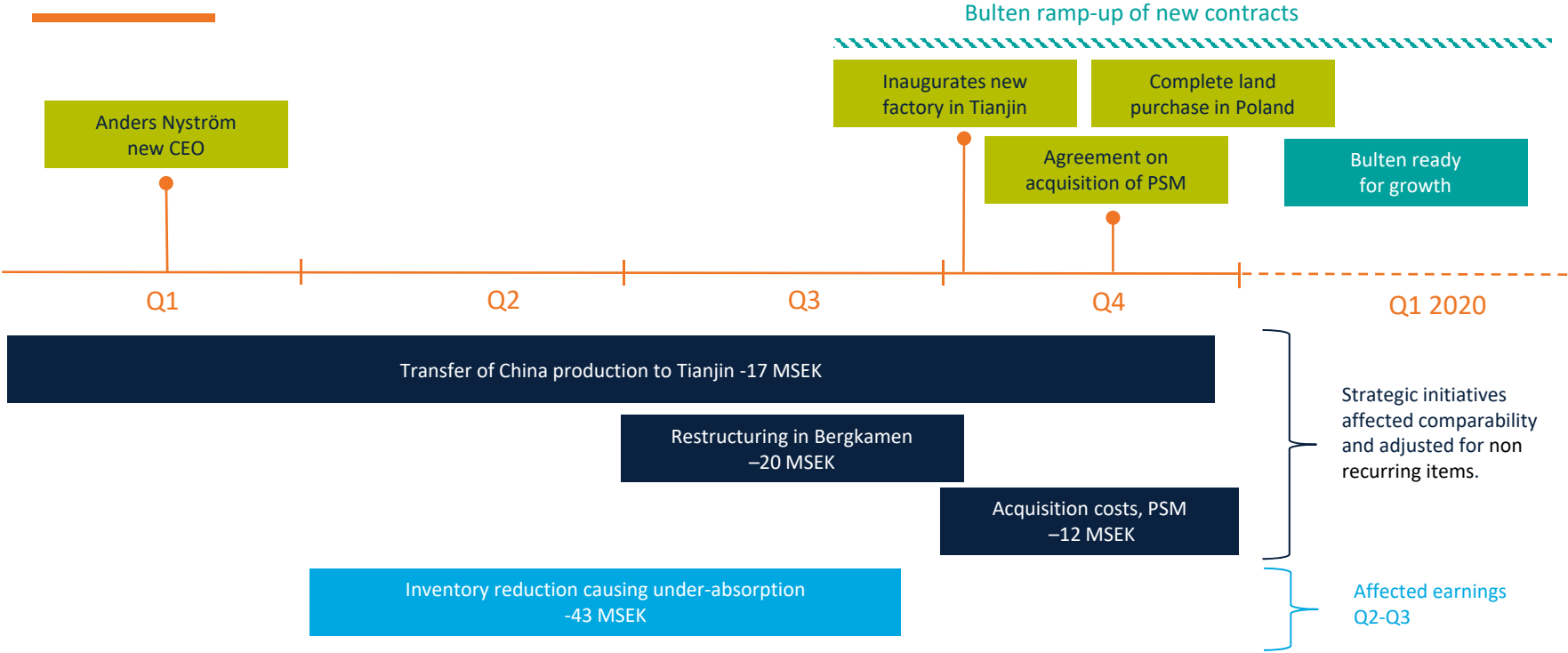
Empowered



Strong geographical footprint



Bulten 2019



Overall lower demand on the global passenger car market (WLTP, Brexit, China)



Bulten in figures 2019

	NET SALES	ADJ EBIT	ORDER INTAKE	ADJ ROCE
FY 2019	3.1 BSEK -1.2% vs 2018	147 MSEK 4.8% of sales	3.1 BSEK +0.2% vs 2018	8.1%
Q4 2019	784 MSEK +5.0% vs 2018	42 MSEK 5.4% of sales	841 MSEK +13.6% vs 2018	



Stronger 24



VISION

We create and supply the most innovative and sustainable fastening solutions.

BUSINESS CONCEPT

- We continuously deliver market leading fastening solutions that meet customer requirements on efficiency, quality, price and sustainability.
- With clear objectives, global presence, responsible conduct and the latest in technology and innovation, we are the company that makes a difference, and creates the greatest benefit for the customer.



Mission



We draw from Bulten's close to 150 years of fastener knowledge to deliver, not merely fasteners, but **complete solutions**. Our experienced and dedicated people help our customers around the globe succeed in everything from product design to production, procurement and service.



Our nature is to expand the boundaries of our business. By driving **innovation**, as well as seeking partnerships with other innovative companies, we integrate **new functionality and new services** into our offer.



Being committed to **sustainability and cost-efficiency**, we continuously improve our products and our value chain to maintain industry leadership in minimal carbon footprint and use of natural resources, and we are a positive contributor to the society, wherever we are present. Sustainability is an integral part of our business model and of who we are.





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Bulten a truly global company



BULTEN 2019 →

Bulten

- Turnover 3.1 BSEK
- Adj EBIT margin ~5 %
- Strong balance sheet
- Strong position in Europe
- Strong customer offer – sustainable solutions
- Quality excellence and sustainable operations
- Technology leadership

ADDING →

PSM

- Turnover 0.5 BSEK
- EBIT margin ~10%
- Strong position in Asia-Pacific and US

Business Potential

- Headroom in market
- Adjacent market and products
- Request for sustainable solutions
- Potential additional acquisitions





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New vision and financial targets



We create and supply the most **innovative** and **sustainable** fastening solutions

New financial targets

Growth: 5 BSEK 2024 - CAGR of 10%

EBIT: > 8%

ROCE: > 15%

Values

Professional Innovative Dedicated Empowered

Strong customer offer

Full Service Provider

Innovative Sustainable solutions
Lowest CO2 footprint

Global Presence



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Investment highlights

