



**Nederman**

The Clean Air Company

# You breathe

15 breaths/min

900 breaths/hour

22 000 breaths/day

8 000 000 breaths/year

600 000 000 breaths/life



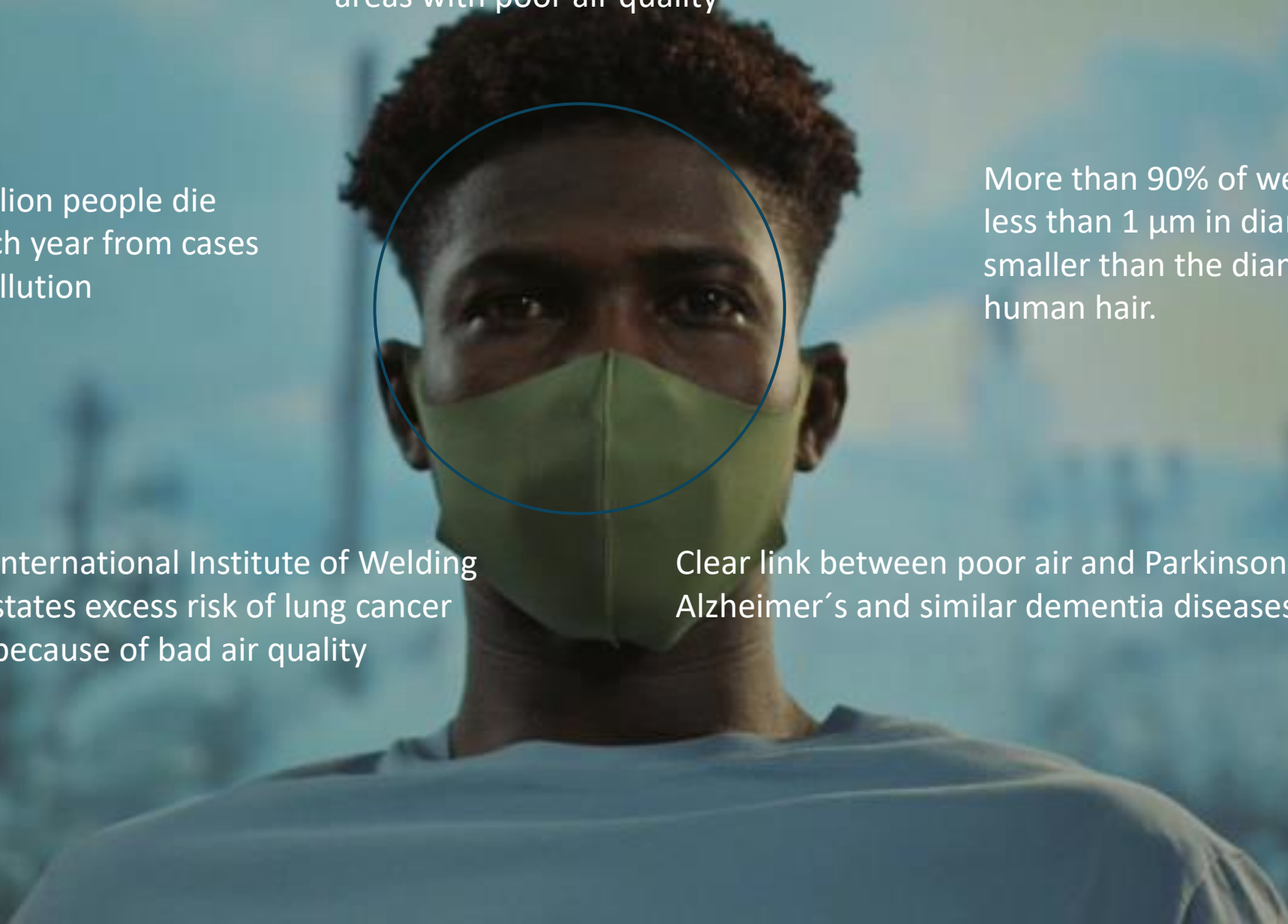
99% of the global population live in areas with poor air quality

More than 7 million people die prematurely each year from cases related to air pollution

More than 90% of welding fumes are less than  $1\text{ }\mu\text{m}$  in diameter - 75 times smaller than the diameter of a human hair.

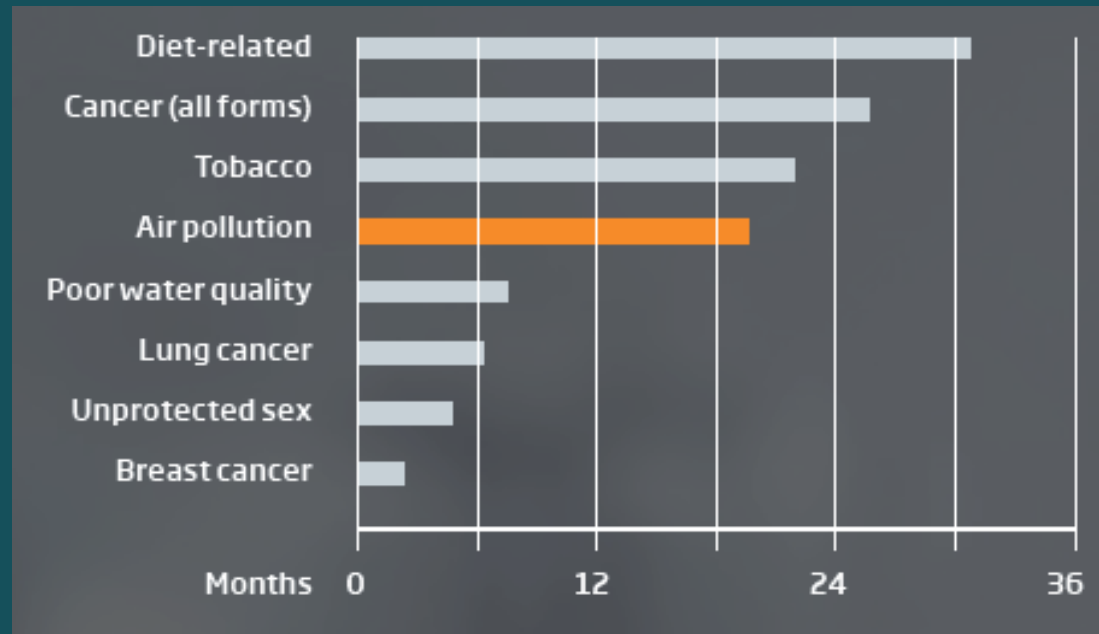
International Institute of Welding states excess risk of lung cancer because of bad air quality

Clear link between poor air and Parkinson's, Alzheimer's and similar dementia diseases



# Air pollution – a vital component of global challenges

Air pollution is the 4<sup>th</sup> most common risk factor reducing life expectancy of people



# The financial effects of poor air quality is huge for companies and societies

	Health effects	Estimated costs
Worldwide	> 7 million premature deaths 570,000 children < age 5	
EU	400,000 premature deaths	€ 250–1,000 billion/year
Sweden	7,600 premature deaths 4.5 million "Restricted Air Days"	56 billion SEK/year

Source: Swedish Environmental Protection Agency, 2019

The background of the slide is a photograph of a rocky coastline. In the foreground, white, frothy waves are crashing against dark, jagged rocks. The sky above is filled with soft, white clouds, and the overall lighting suggests a bright, sunny day.

## The Clean Air Company

### WHO WE ARE

The Clean Air Company

### OUR MISSION

We shape the future for clean air

### OUR PROMISE

We protect people, planet and production from the harmful effects of industrial processes

### OUR VALUES

- Sustainable customer relationships
- Respect for the environment and each other
- Courage to act





#### MANUFACTURING AND ASSEMBLY UNITS

Australia / Melbourne	Extraction & Filtration Technology
Australia / Melbourne	Duct & Filter Technology
Brazil / Sao Paulo	Extraction & Filtration Technology
Denmark / Assens	Duct & Filter Technology
Denmark / Hadsund	Extraction & Filtration Technology
Finland / Helsinki	Monitoring & Control Technology
India / Bangalore	Process Technology
China / Shanghai	Process Technology
China / Suzhou	Extraction & Filtration Technology
China / Suzhou	Process Technology
Norway / Oslo	Monitoring & Control Technology
Poland / Marki	Extraction & Filtration Technology
UK / Kettering	Extraction & Filtration Technology
UK / Leeds	Duct & Filter Technology
Sweden / Helsingborg	Extraction & Filtration Technology
Sweden / Töredal	Extraction & Filtration Technology
Thailand / Chonburi	Duct & Filter Technology
Germany / Friesenheim	Process Technology
USA / Boston	Monitoring & Control Technology
USA / Charlotte	Extraction & Filtration Technology
USA / Charlotte	Process Technology
USA / Detroit	Extraction & Filtration Technology
USA / Thomasville	Duct & Filter Technology
USA / Trenton	Duct & Filter Technology

#### COMPETENCE AND PRODUCT DEVELOPMENT CENTRE

Denmark / Assens	Duct & Filter Technology
Finland / Helsinki	Monitoring & Control Technology
China / Shanghai	Extraction & Filtration Technology
Norway / Oslo	Monitoring & Control Technology
Poland / Marki	Extraction & Filtration Technology
Sweden / Helsingborg	Extraction & Filtration Technology
Switzerland / Uster	Process Technology
USA / Boston	Monitoring & Control Technology
USA / Charlotte	Extraction & Filtration Technology
USA / Charlotte	Process Technology
USA / Detroit	Extraction & Filtration Technology
USA / Thomasville	Duct & Filter Technology

- Extraction & Filtration Technology
- Process Technology
- Duct & Filter Technology
- Monitoring & Control Technology
- Competence and product development centre

Nederman Group

## A global environmental technology company

- Founded 1944, Helsingborg, Sweden
- 2 500 employees worldwide
- Sales companies and distributors in 50 countries
- Manufacturing and assembly in 23 location and 13 countries
- Product development centres in 12 locations and 8 countries

# Shaping clean air solutions and safer working environment in many industries

Textile

Food

Aeronautics

Vehicle repair shops

Electric Vehicle Battery

Pharmaceutical

Material Handling & Recycling

Wood

Defence

Power Industry

.....and many more



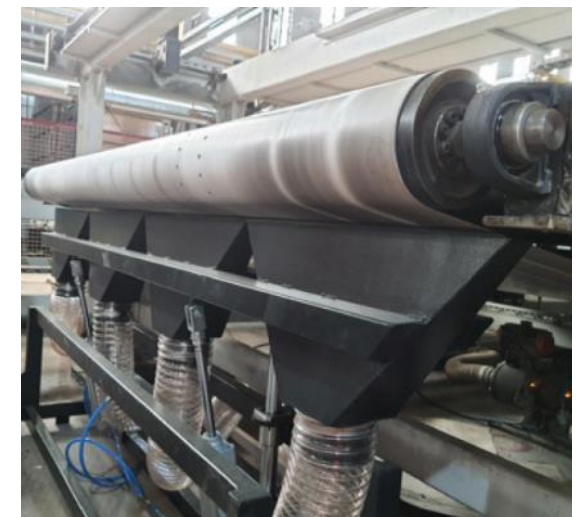
## Safe recycling of batteries

Fewer than 4 percent of household batteries are currently recycled in Australia. ReSource, a recycling company based in Melbourne, wanted to change this. The goal was to offer a safe and more sustainable solution for battery waste. Accordingly, at the beginning of 2023, Nederman's MCP SmartFilter was installed at its new recycling plant in Victoria. The filter effectively captures volatile compounds and airborne heavy metals from electronic scrap and thereby ensures compliance with environmental standards. Using Nederman's unique monitoring technology, Insight Analytics, the company was able to check filtration performance, reduce its costs and maximise the lifetime of the filter cartridges. Together with the MCP SmartFilter, this resulted in effective and more sustainable recycling of electronic scrap.



## Smart monitoring in the aerospace industry

Auburn FilterSense supplied particulate emissions monitors and Insight software to a leading manufacturer of aircraft engine parts. Initially, this solution was installed at a plant in 2020, which was then extended in 2023 to another three plants, with a total of 89 monitoring points. The installation involves intelligent and improved monitoring of filter systems, improves the overall plant operations and ensures regulatory compliance. The system generates messages based on specific conditions, automated reporting and warnings for preventive maintenance.



## Efficient production of particle board

Orma is a leading Turkish manufacturer of high-quality particle boards. The company is known for using residual wood from Turkish forest areas under the sustainability principle of "Respect for the tree." In conjunction with the introduction of a new, more sustainable production method in 2023, the company faced efficiency challenges due to the wood dust in their melamine press lines. To resolve this, a customised Nederman MCP SmartFilter system was installed. This yielded improvements in the form of a 73-percent reduction in the number of operational stoppages, higher efficiency, lower energy consumption and improved workforce safety.

# Competence, products & solutions protecting people, planet and production

Extraction/Capture

Ducting

Filtration

Safety components

Measurement, control and reporting

System optimisation & Service

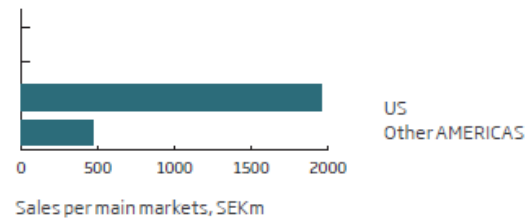


Product examples

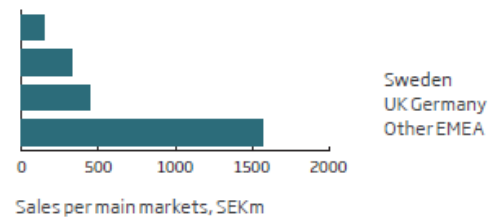
# A global company with strong positions



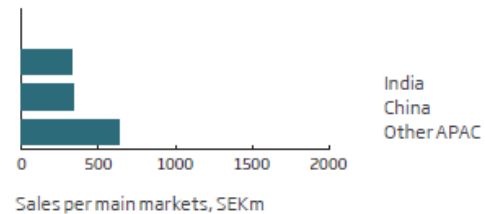
**AMERICAS**  
39%  
of group sales 2023



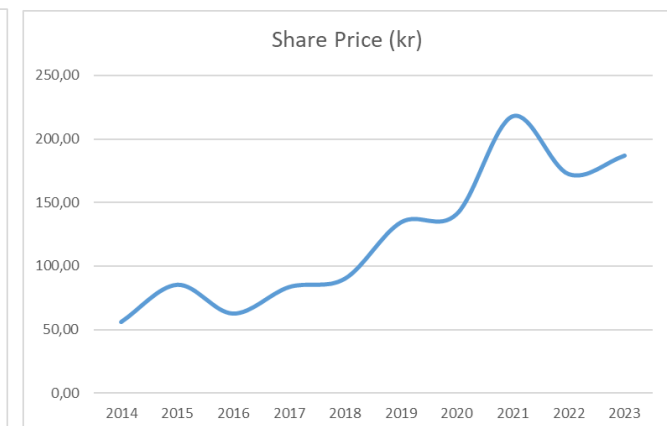
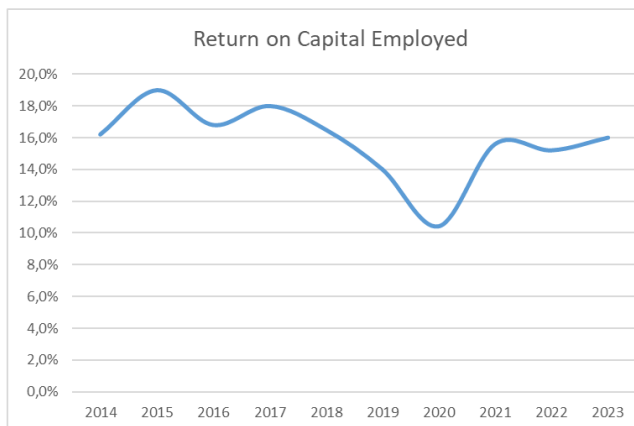
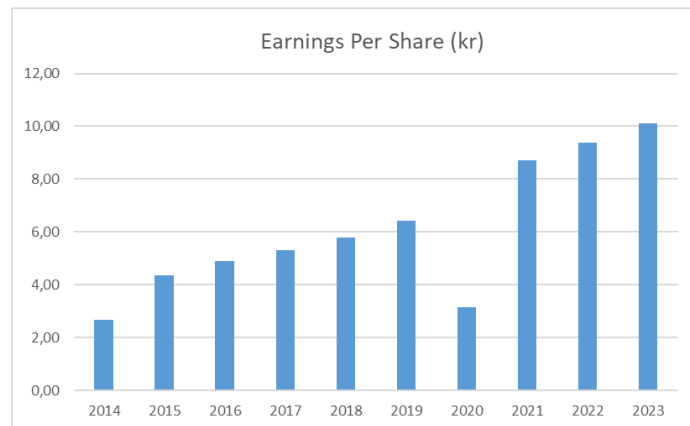
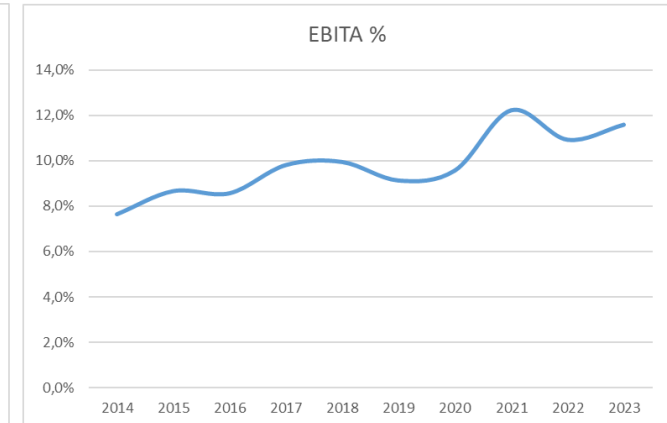
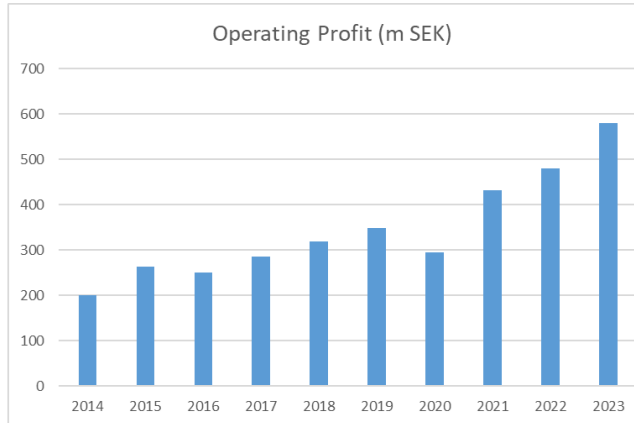
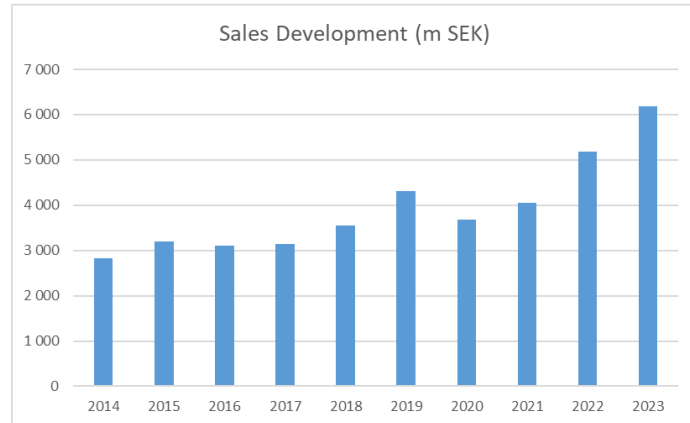
**EMEA**  
44%  
of group sales 2023



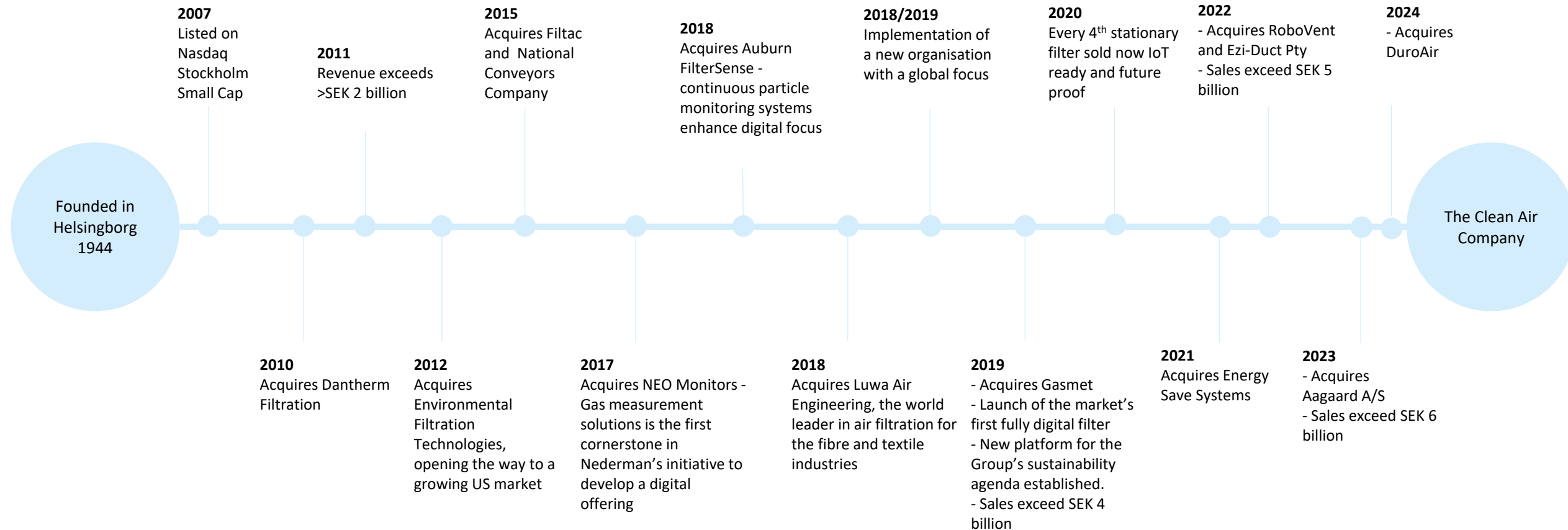
**APAC**  
17%  
of group sales 2023



# Strong and reliable partner



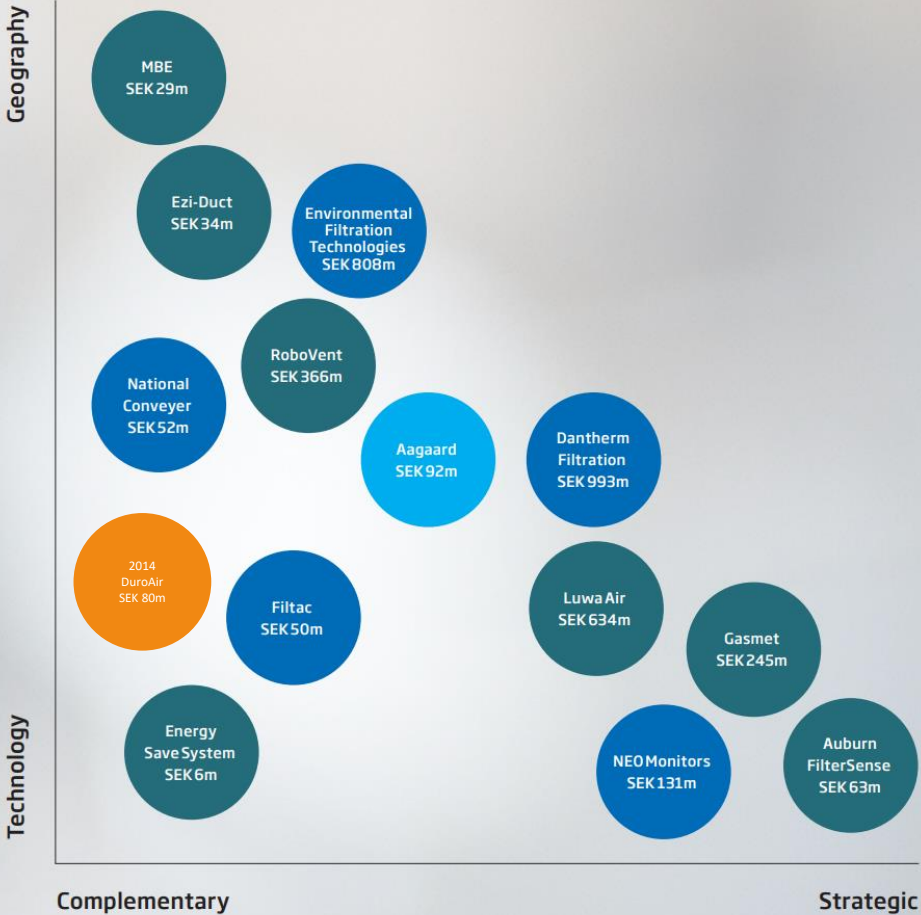
# From regional to a global environmental technology company



From regional product-based company to global solutions provider

Acquisitions

- 2023
- 2018-2022
- 2010-2017



### ACQUISITIONS 2022-2023

**Aagaard**  
 Danish Aagaard A/S, which was acquired in 2023, has a strong market position and develops, produces and mounts complete turnkey systems for the woodworking and furniture manufacturing industry globally. The acquisition strengthens Nederman's position in the woodworking segment in the European market.

**MBE**  
 For more than 35 years, MBE AG - which was acquired in 2022 - has sold gas measurement instruments and services for gas detection technology and continuous monitoring of liquid processes to the Swiss market. Through this acquisition, Nederman has strengthened its presence and sales in Switzerland and Europe.

**RoboVent**  
 RoboVent Ltd, which was acquired in 2022, is the North American market leader in air filtration technology and control solutions for industrial fume, dust and oil mist control applications. With this acquisition, Nederman has strengthened its position in North America and has become the leader in industrial air filtration in the welding segment.

**EZI-Duct Pty**  
 Australian company Ezi-Duct Pty Ltd, which was acquired in 2022, manufactures and supplies ducting, fume extraction and industrial air filtration equipment. With this acquisition, Nederman has strengthened its position and its product range in the Australian market. Ezi-Duct's products and services are now sold under the Nordfab brand.

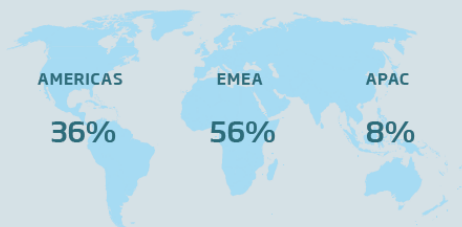
## Divisions based on business logic



**Head of Division:** Hans Dahlén  
**Brands:** Nederman, RoboVent, Aagaard  
**Average number of employees:** 1.004

SEKm	2023	2022	2021
External orders received	2,581	2,238	1,781
Sales	2,583	2,165	1,763
Adjusted EBITA	340	357	309
Adjusted EBITA margin	13.1%	16.5%	17.5%

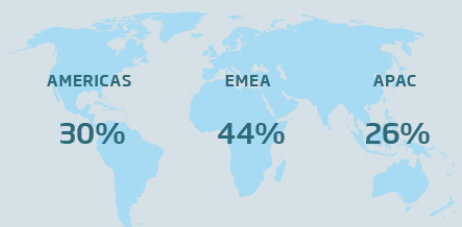
External sales by region



**Head of Division:** Tomas Hagström  
**Brands:** MikroPul, Luwa, Pneumafil, LCI  
**Average number of employees:** 721

SEKm	2023	2022	2021
External orders received	1,921	1,825	1,785
Sales	2,147	1,722	1,292
Adjusted EBITA	209	100	51
Adjusted EBITA margin	9.7%	5.8%	3.9%

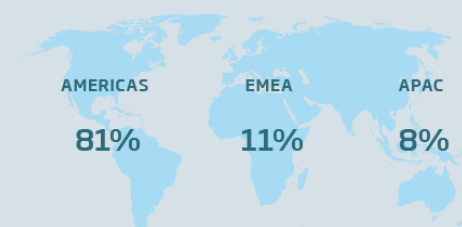
External sales by region



**Head of Division:** Jeppe Rasmussen  
**Brands:** Nordfab, Menardi  
**Average number of employees:** 304

Mkr	2023	2022	2021
Extern orderingång	763	704	495
Omsättning	839	791	541
Justerad EBITA	156	127	104
Justerad EBITA-marginal	18,6%	16,1%	19,2%

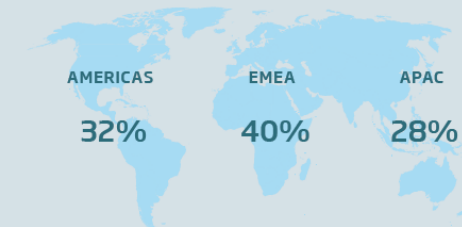
External sales by region



**Head of Division:** Joakim Ryrstedt  
**Brands:** Neo Monitors, Auburn FilterSense, Gasmet, Insight  
**Average number of employees:** 234

SEKm	2023	2022	2021
External orders received	740	657	562
Sales	733	606	537
Adjusted EBITA	153	97	121
Adjusted EBITA margin	20.8%	15.9%	22.5%

External sales by region





Division

# Nederman Extraction & Filtration Technology

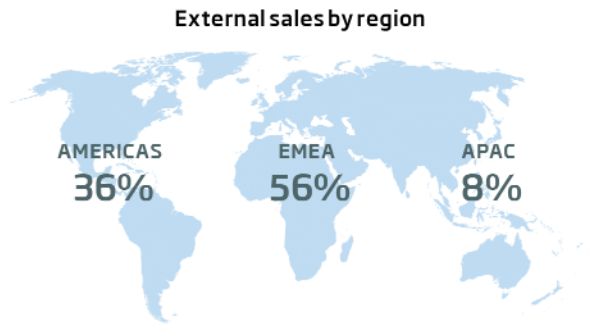
**Brands:** Nederman, RoboVent, Aagaard

- Many small and mid-size customers in numerous branches
- High number of orders, shorter sales and decision making processes
- Own sales companies combined with a broad network of partners
- Efficiency focus in production and sales processes
- E-commerce, digital sales tools and digitalisation of range are keys to future growth
- Industries addressed include: metalworking, fibre-based (wood & composite), automotive and other dust-producing industrial processes

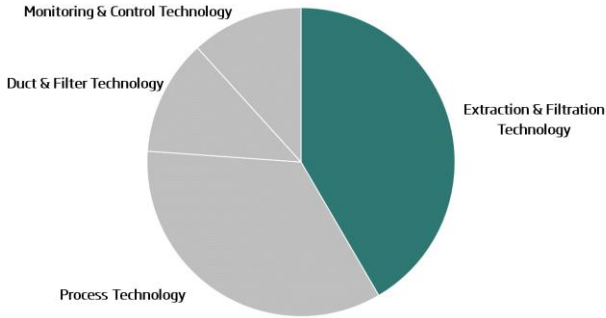
Key figures

	2023	2022	2021
External Orders Received, SEKm	2 581	2 238	1 781
Sales, SEKm	2 583	2 165	1 763
Adjusted EBITA, SEKm	340	357	309
Adjusted EBITA margin, %	13.1%	16.5%	17.5%

External sales per region



Sales split



Division

## Nederman Process Technology

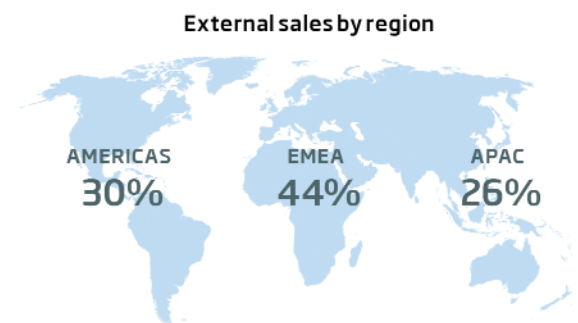
**Brands:** MikroPul, Luwa, Pneumafil, LCI

- Fewer, larger, process industry customers
- High order value with long sales processes - significant fluctuations in order intake
- Own sales organisation with strong customer relationships
- Solutions sold are often a part of an even larger investment project.
  - Metal recycling, waste-to-energy, other green investments are clear growth opportunities
  - High service and aftermarket share: Digitalisation further expands potential
- Less capital intense than other Nederman group divisions

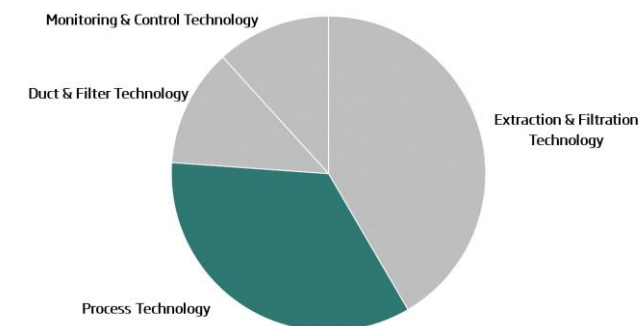
### Key figures

	2023	2022	2021
External Orders Received, SEKm	1 921	1 825	1 786
Sales, SEKm	2 147	1 722	1 292
Adjusted EBITA, SEKm	209	100	51
Adjusted EBITA margin, %	9.7%	5.8%	3.9%

### External sales per region



### Sales split



Division

## Nederman Duct & Filter Technology

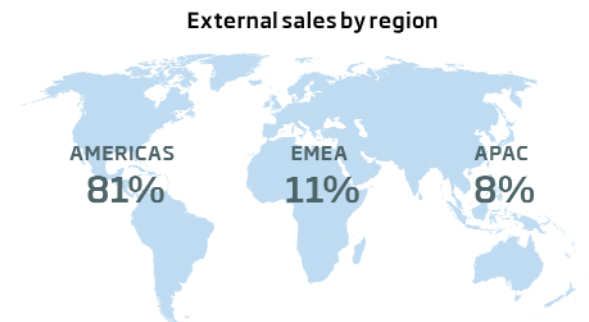
**Brands:** Nordfab, Menardi

- Speed of delivery and high customer service are vital
- Sales to other Nederman divisions and via a network of resellers
- Standardised product range
- Sales growth, production efficiency and economies of scale are all important factors
- E-commerce and digital sales tools are key

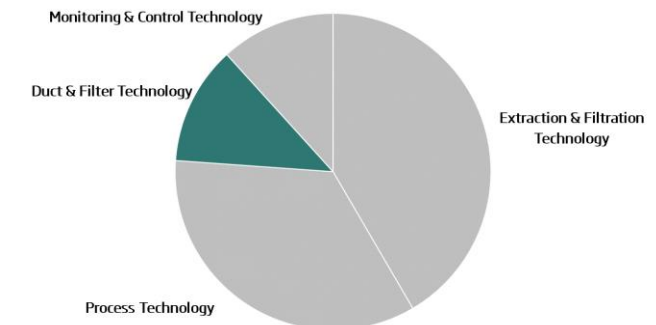
### Key figures

	2023	2022	2021
External Orders Received, SEKm	763	704	495
Sales, SEKm	839	791	541
Adjusted EBITA, SEKm	157	127	104
Adjusted EBITA margin, %	18.7%	16.1%	19.2%

### External sales per region



### Sales split



Division

# Nederman Monitoring & Control Technology



**Nederman**

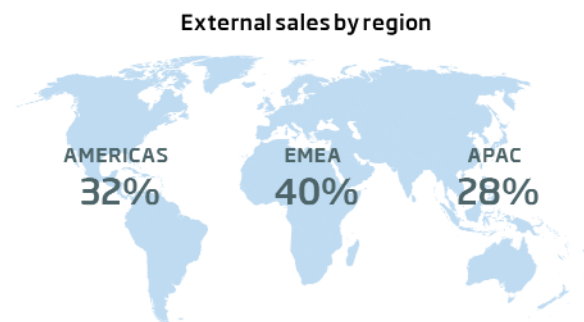
**Brands:** NEO Monitors, Gasmet, Auburn FilterSense, Insight

- High technological competence and focus
- Emissions, gas, and particle monitoring addressing for numerous industries
- Own sales via distributors and other Nederman divisions
- Focus on:
  - Own measurement technology
  - Development of digital range with other Nederman divisions
- Increasingly tighter emissions legislation a major driver

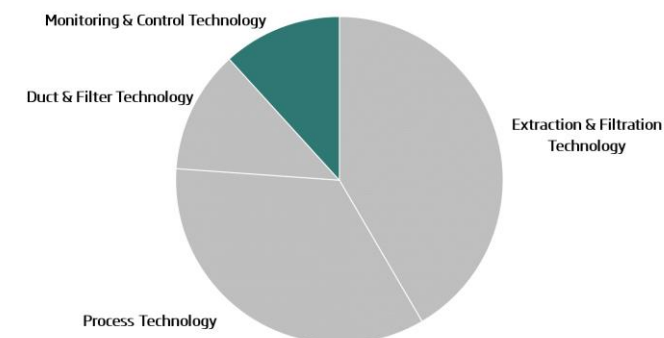
## Key figures

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Sales, SEKm	733	606	537
Adjusted EBITA, SEKm	153	97	121
Adjusted EBITA margin, %	20.8%	15.9%	22.5%

## External sales per region



## Sales split



## Our Sustainability Plan for impactful change

We have structured our plan into four focus areas

- Clean air
- Co-workers
- Climate
- Circularity

With sharp focus, constant improvements, and tireless efforts, we can make a huge difference, as we strive to protect people, planet and production.

**It is our dedicated people who make the difference.**

## Our contribution to global needs and demands

The Nederman sustainability focus areas are defined and based upon the UN Sustainable Development Goals, the EU Corporate Sustainability Reporting Directive (CSRD) in combination with thorough Nederman business knowledge.

### The UN Sustainable Development Goals

Nederman support all 17 of the United Nations Sustainable Development Goals, whilst taking a lead in relation to goal number 3, 7, 8 and 12

**The EU Corporate Sustainability Reporting Directive** Based on our double materiality assessment we will report on the topic areas Pollution, Climate change, Resource use and circular economy, Own workers, Workers in the value chain, Consumers and end-users and Business conduct.



<h3>Clean Air</h3>	<p><b>3 GOOD HEALTH AND WELL-BEING</b></p> <p>CSRD topic</p> <ul style="list-style-type: none"> <li>• Pollution</li> </ul>
<h3>Co-workers</h3>	<h3>Climate</h3> <p><b>8 DECENT WORK AND ECONOMIC GROWTH</b></p> <p>CSRD topics</p> <ul style="list-style-type: none"> <li>• Consumers and end-users</li> <li>• Own workers</li> <li>• Business conduct</li> </ul>
<h3>Circularity</h3> <p><b>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</b></p> <p>CSRD topic</p> <ul style="list-style-type: none"> <li>• Resource use and circular economy</li> </ul>	<p><b>7 AFFORDABLE AND CLEAN ENERGY</b></p> <p>CSRD topic</p> <ul style="list-style-type: none"> <li>• Climate change</li> </ul>

## Contributing to our customers sustainability work

examples



### Cleaning air from cancerogenic silica

In close collaboration with one of our customers that manufacture iron products, we addressed cancerogenic silica in the air. By conducting workplace monitoring, where workers wore sampler devices, we learned where and how much each worker were exposed. From the result, we were able to provide a customized solution for clean air and to create a compliant, safe and healthy workplace.



### Reusable ducting made with recycled steel

Nordfab QF Ducts can be dismantled and re-used, which is a strong feature supporting circularity of our solutions. Also, the recycled content in the sheet metal purchased to fabricate Nordfab US ducting products was 48.8%.



### Maximize carbon capture in cultivation

Gasmet gas analysers enables our customers to understand the mechanisms behind greenhouse gases. GT5000 Terra is a portable gas analyser, designed to deliver laboratory-level accurate measurements in demanding field work. During 2023, this analyser helped Finlands Sugar Beet Research Centre to calculate the carbon balance of sugar beet, and to maximize the carbon capture in the demanding, northern environment.



### Combustible dust risk elimination

Industries engaging in advanced manufacturing techniques face inherent risks linked to combustible dust. Understanding these potential hazards and their catastrophic outcomes, our team comprises of industry-leading specialists trained in monitoring and managing workplaces prone to combustible dust risks.

## Helping the community

examples



### More trees for cleaner air

Trees clean the air that we breathe. However, forests and the diversity of trees are now under threat throughout the world due to human activity. This could be due to economic interests or climate change, which is leading to fires and outbreaks of pests. As the Clean Air Company, it is self-evident that we must do what we can to turn this trend around. Accordingly, we support the voluntary organisation One Tree Planted, which works to promote the replanting of trees in the most threatened areas around the world. During 2023, we contributed to 35,000 trees being planted in projects in Brazil, Denmark, Thailand and in Oregon, in the US.

Read more about the organisation at [onetreeplanted.org](https://onetreeplanted.org)



### Support for schools in India

In India, Nederman's subsidiary Luwa has participated since 2017 in a local charity project to improve the conditions for children and teachers at a number of rural schools in the Bengaluru province. The focus has been to provide basic needs such as access to drinking water, furniture, laboratories, kitchens and waste management, but also to improve the availability of school books, school bags and school uniforms for the children. The schools are located close to Luwa's offices in the province, and this engagement also comprises some voluntary work, with Luwa's employees helping out at one of the schools.

# The Clean Air Company

We protect people, planet and production  
from harmful effects of industrial processes