



# Ahlstrom Capital Markets Day 2013

Advanced Filtration – Driving growth through unique products

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# Advanced Filtration



## Key figures

- Net sales EUR 76.1 million in 2012
  - EUR 74.7 million in Q1-Q3/2013 (Growth: +28.6%)
- Operating profit ex. NRI 12.5% of net sales in 2012
  - 13.6% of net sales in Q1-Q3/2013
- Current market opportunity for AF products approximately EUR 1 billion\*

## Customer industries

- Energy
- Healthcare
- Environmental control
- Water
- Food and beverage

## Applications

### Air Filtration:

- Air pollution control
- Indoor air quality improvement
- Gas turbine blade protection

### Liquid Filtration:

- Residential, industrial and commercial water purification
- Milk and other process food filtration

### Laboratory and Life Science:

- Lateral flow kits
- Micro and macro filtration in laboratories

\*Source: Booz, BCC, Management estimate (excluding membranes)

# Business trends and drivers

## Liquid filtration



## Life science & laboratory filtration



## Air filtration



## Demand drivers and trends

### Water

- Clean water scarcity
- Chemical-free solutions and energy-efficient water purification systems

### Food and beverage

- Efficient filtration and reduction of total cost of ownership

### Laboratory

- Single-use products
- Extended portfolio and one-stop shop

### Life science

- Single-use products
- Point-of-care diagnostics, affordable healthcare and patient proximity
- Self-health monitoring
- Access to healthcare in emerging countries

### Air pollution control and indoor air quality

- Health and air quality concerns and legislation
- Increased environmental awareness (energy savings)

### Gas turbine

- Downward natural gas price development supports gas turbine installations
- Efficiency in energy production drives high performance filtration

# Strategic priorities



- Build a major position in medical diagnostics
- Leverage fibers and chemistry know-how to develop unique and sustainable products
- Develop business model through in-house capabilities and strategic partnerships



**DRIVE GROWTH**

# Water scarcity challenge

Ahlstrom Disruptor offers a low-energy and chemical-free water cleaning technology

## LIQUID FILTRATION

### HIGH POTENTIAL GROWTH AREA

Clean water

Total market opportunity in filtration systems and membranes, approximately EUR 4.5 billion as of today

CAGR 6-7%

### Water scarcity trends

- Demand for safe drinking water is increasing water reuse needs
- Population and industrial growth will demand more water

### Ahlstrom Disruptor™ removes particles not captured by mechanical filters

- Inorganic nanoparticles
- Organic/microbial macromolecules
- Virus and bacteria
- Chemical-free
- Low energy consumption

### Ahlstrom and Dow collaboration

- Ahlstrom's Disruptor® technology for various drinking water applications

# Medical diagnostics challenge

Fiber-based components enable improved specimen collection

**LABORATORY  
AND LIFE SCIENCE  
APPLICATIONS**

**HIGH POTENTIAL  
GROWTH AREA**

**Medical Diagnostics**

**Total market opportunity in  
medical diagnostics and  
specimen collection  
approximately EUR 1.6  
million**

**CAGR 5-6%**

## **Market and technology trends**

- Medical diagnostics grow due to e.g. aging population
- Need for personalized medical treatment, diagnostics at home
- Increased focus on new technology development in diagnostics
- Regulatory development favoring point-of-care (POC) diagnostics

## **Ahlstrom offers**

- Easy sample collections and handling
- Cost-effective diagnostics

## **Alliances and M&A**

- In addition to media, expand offering towards device solutions
- Partnering with key customers

# Reliable lateral flow diagnostics

## Key benefits

- Fiber-based material offering easy body fluid sample collection and storage
- Provides reliable performance in lateral flow diagnostics
- Reduces processing steps, resources, time and chemicals needed in customers' processes
- Wide application opportunities: used e.g. in pregnancy or drug tests

ReliaFlow™  
AHLSTROM

Media & treatment:  
together to perform.

Ahlstrom ReliaFlow™ is the new pre-treated conjugate release pad for reliable performance of the Lateral Flow Diagnostics. Ahlstrom ReliaFlow™ wets rapidly and uniformly, provides efficient conjugate capture and release for good line quality and sensitivity. It's a concrete cost effective solution, as a reduction in time, resources and use of chemicals in your manufacturing. It's how we can make you stay ahead.

Stay ahead

AHLSTROM

# Pure air challenge

Ahlstrom offers solutions from gas turbine air purification, to air pollution control and indoor air quality improvement

Air Filtration

## CURRENT SOLUTIONS

Air pollution control

Gas turbine

Indoor air quality

### Air Pollution Control

- Monitoring and reducing pollution

### Gas Turbine

- Need for electricity growing
- Number of GT plants growing
- Concerns on nuclear power plants
- Need to reduce energy costs and improve efficiency

### Indoor Air Quality

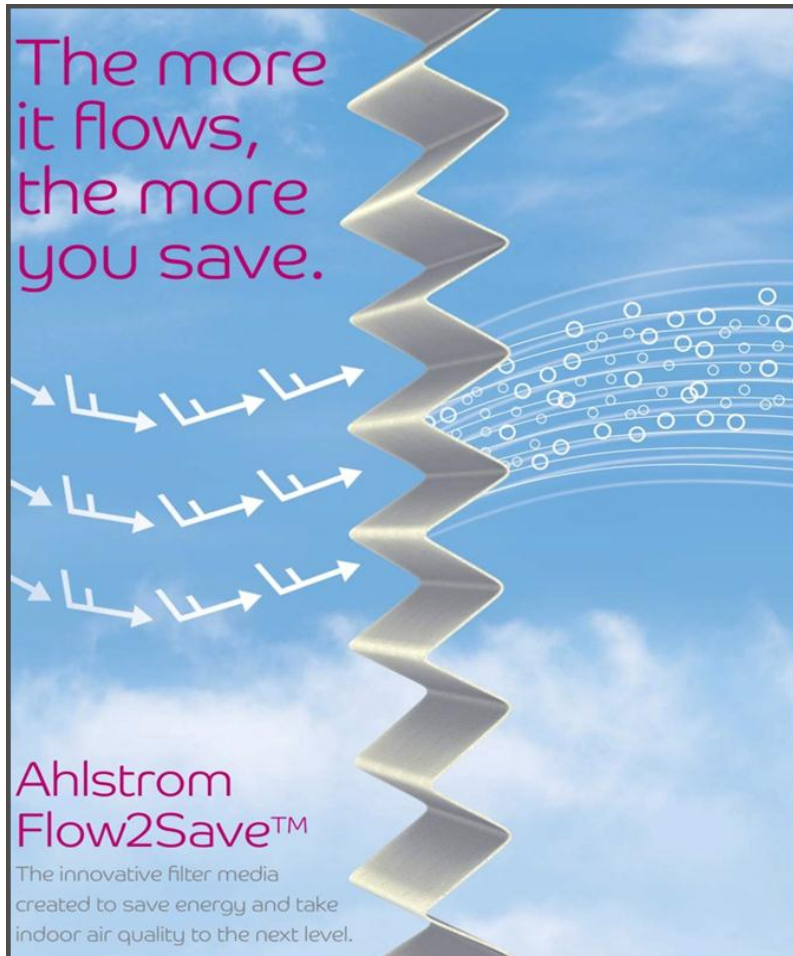
- Growing awareness of health issues coming from polluted air inside buildings (i.e. sick building syndrome)
- Energy reduction

**Ahlstrom is bringing highly innovative product to the market in order to address growing clean air demand**

- Flow2Save™ launched in Q4/2013



# Improving indoor air quality



## Key benefits

- High quality and performance maximizing air flow for optimum performance
- Low energy consumption at every efficiency level
- More sustainable footprint than with conventional microglass media



Energy consumption of F9 Microglass media



Energy savings with F9 Ahlstrom Flow2Save™ media, patent-pending.

# Strategic roadmap for growth



**Reinforce the strong and healthy business with a favorable track record**



**Drive growth in attractive segments**

Strong market growth in gas turbine, laboratory and life science and water filtration business



**New product launches with strong innovation and sustainability credentials**

Disruptor, Flow2Save; more launches planned in 2014 and 2015



**Build a strong position in medical diagnostics worldwide**

Fiber-based specimen collection and lateral flow kits



Q&A?

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