

# Munktell acquisition

Ahlstrom

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# Acquisition in brief

- Ahlstrom will acquire 100 percent of the shares in Munktell Filter AB, a Swedish-based filtration and separation company
- Through the transaction, Ahlstrom will become a global leader in life science and laboratory filtration
- The transaction will support Ahlstrom's strategic aim to focus on high performance materials that provide attractive growth opportunities
- Munktell operates production and conversion sites in Sweden and Germany, has a sales office and warehouse in the U.S., as well as a joint venture conversion site in France
- Transaction value approximately EUR 20 million

# Transaction rationale

- Ahlstrom has chosen to focus on advanced technologies and products that enable
  - protecting people
  - purifying air and liquids
  - providing structure and surface to customers' products
- The acquisition allows Ahlstrom to grow in advanced filtration such as life science and laboratory applications
- There is a clear fit between the companies both geographically and in terms of products
  - Improves competitiveness through combining Munktell's strong position in Europe with Ahlstrom's solid presence in North America
  - Enables expansion of product portfolio and provides access to membrane technology

# Munktell Group in brief



- Swedish filtration and separation company with a long track record and a well-established position in Europe
- Headquartered in Falun, Sweden, production and conversion sites in Sweden and Germany, a sales office and warehouse in the U.S., as well as a joint venture conversion site in France
- Net sales in 2011 approximately EUR 15 million, operating profit margin roughly 15% in 2011. Employs some 100 people
- Produces filtration materials for life science and laboratory applications, process filter media for industrial purposes, as well as air filtration media
- End-use examples include new born screening, laboratory media filtration, filter materials for pollution control, as well as testing materials used by medical, sugar and beverage industries.

# Ahlstrom's Advanced Filtration today

- Advanced Filtration is part of Ahlstrom's Filtration business area
- Product categories include:
  - High efficiency air
  - Gas turbine
  - Water filtration
  - Hydraulic filtration
  - Food and beverage
  - Process filtration
  - Life science and laboratory filtration
- We offer solutions for highly demanding markets such as pharmaceutical, laboratory, diagnostics, potable water, reverse osmosis membrane and food processing applications. Our products can also be found industrial markets including hydraulic, process and other industrial liquid applications.



# Ahlstrom products match global megatrends

## Environmental awareness

Need for cleaner air calls for more environmentally friendly transportation, energy production and distribution

## Resource scarcity

More with less: Increased demand for cleaner water and water cleaning solutions, renewable energy and substitute materials.

## Demographics and urbanization

Increased demand for safe food production and packaging, single-use medical materials and equipment and functional materials for construction

**Sustainability  
as the key  
driver**

## Ahlstrom's products



# Our strategy

Global market leader in high performance materials

## Customers

- Global customer reach with local insights
- Global operations, local customer service
- Global product offering, customized to market needs
- In-depth partnerships with customers

## Technology base

- Unique know-how of fibers, chemistry and materials technology
- Advanced manufacturing capabilities and environmentally sound technologies
- Leveraging existing technologies to new applications and innovate new products

## Growth

- Organic growth in selected markets with differentiated products
- Evaluate acquisitions
- Geographical focus in Asia



# Our offering: products with purpose

High performance materials that enable the required functionality and sustainability of our customers' products

## Protect



Products for

- Medical drapes and gowns
- Sterile Barrier Systems (sterilization wraps)
- Face masks
- Food and beverages packaging
- Medical tape
- Substrates for masking tapes

## Purify



Products for

- Oil and fuel filtration
- Air and water filtration
- Gas turbine and life science filtration

## Provide surface & structure



Products for

- Wallcoverings
- Floorings
- Building panels
- Wind turbine blades and boat hulls

# Reinforcing our leadership



Reinforce global leadership in filtration

Establish global leadership in air, water and life science filtration materials

Strengthen position in wallcoverings and expand in functional wallcoverings

Expand in selected specialties for building, construction and packaging applications

Expand differentiated product offering in medical applications

Stay ahead™

**Thank you**

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