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# STRATEGY FOR PROFITABLE GROWTH

## How?

1.  
Growth  
through  
acquisitions

2.  
Organic  
growth

## Where?

3.  
Geographical  
focus

4.  
Segments  
with complex  
needs

## What?

5.  
Adapt the  
organisation  
and offering  
to customers

6.  
Strengthen  
the customer  
offering

7.  
Optimise the  
supply  
chain

# GROWING WITH ACQUISITIONS



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**Span**  
Innovative access solutions



**HAKI**

NEVER COMPROMISE ON SAFETY

# GROWING WITH ACQUISITIONS



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# PRIORITIES WHEN ACQUIRING

## Priorities

Connected to the vision  
of HAKI Safety

Stable profit

Synergies potential

Risk diversification

Increase product offering

Geographical expansion

## Target

1 or 2 acquisitions per year over time

## Pipeline

Approximately 5–10 target businesses  
assessed on regular basis