



# Glaston Corporation Capital Markets Day 2021

CMD 2021

26 August 2021

**glaston**  
seeing it through®



# Content

- Megatrends
- Market situation
- Customer point-of-view



---

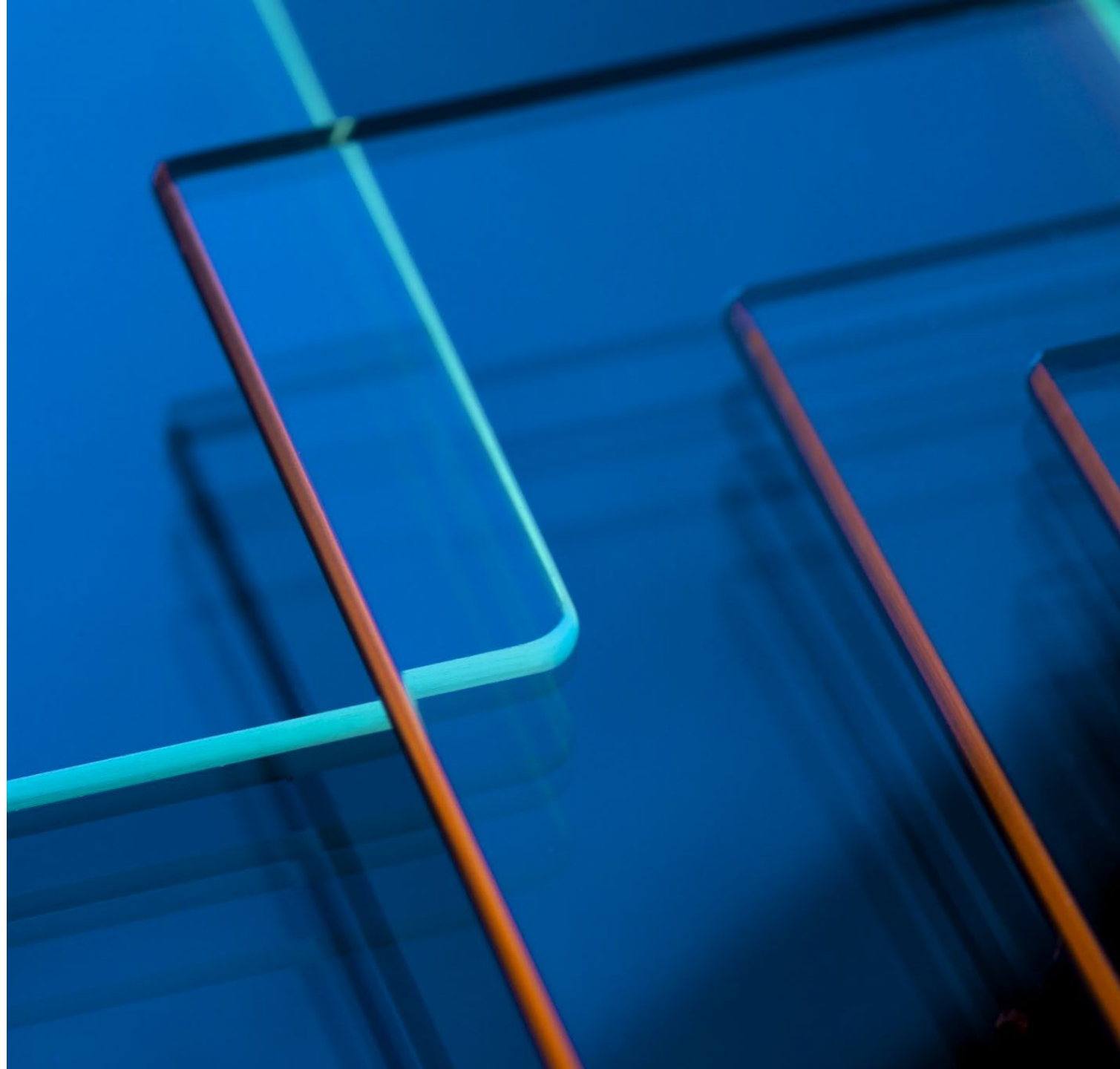
Meet  
Sasu  
Koivumäki

CSO and  
Deputy CEO



---

# Megatrends contributing to Glaston's growth



# Megatrends accelerating Glaston's business



## Urbanization & rise of megacities



## Climate change & resource scarcity



## New economical & political reality



## Embedded technology



## Social sustainability

### Impact on Industry

- Regulation
- Renewable & clean energy
- Production efficiency

- Health, safety & security
- New mobility
- Environmental awareness

- Trade wars and protectionism
- Concentration of wealth
- Rising middle class

- Automation, AI & robotics
- AR decreasing F2F interaction
- 24/7 real-time connectivity

- Diversity, equality & inclusion
- Transparency and traceability
- Purpose-driven companies

### Opportunities for Glaston

- Zero energy buildings (IG)
- China's five-year plan: solar market developing (HT)
- Safety in extreme weather conditions (HT + Lam + AD)
- Use of natural light in more spaces (HT + IG)
- Lounge-like mobility experiences under the blue sky (AD+HT)
- Tap into the growth of China and the rest of APAC (IG + HT)

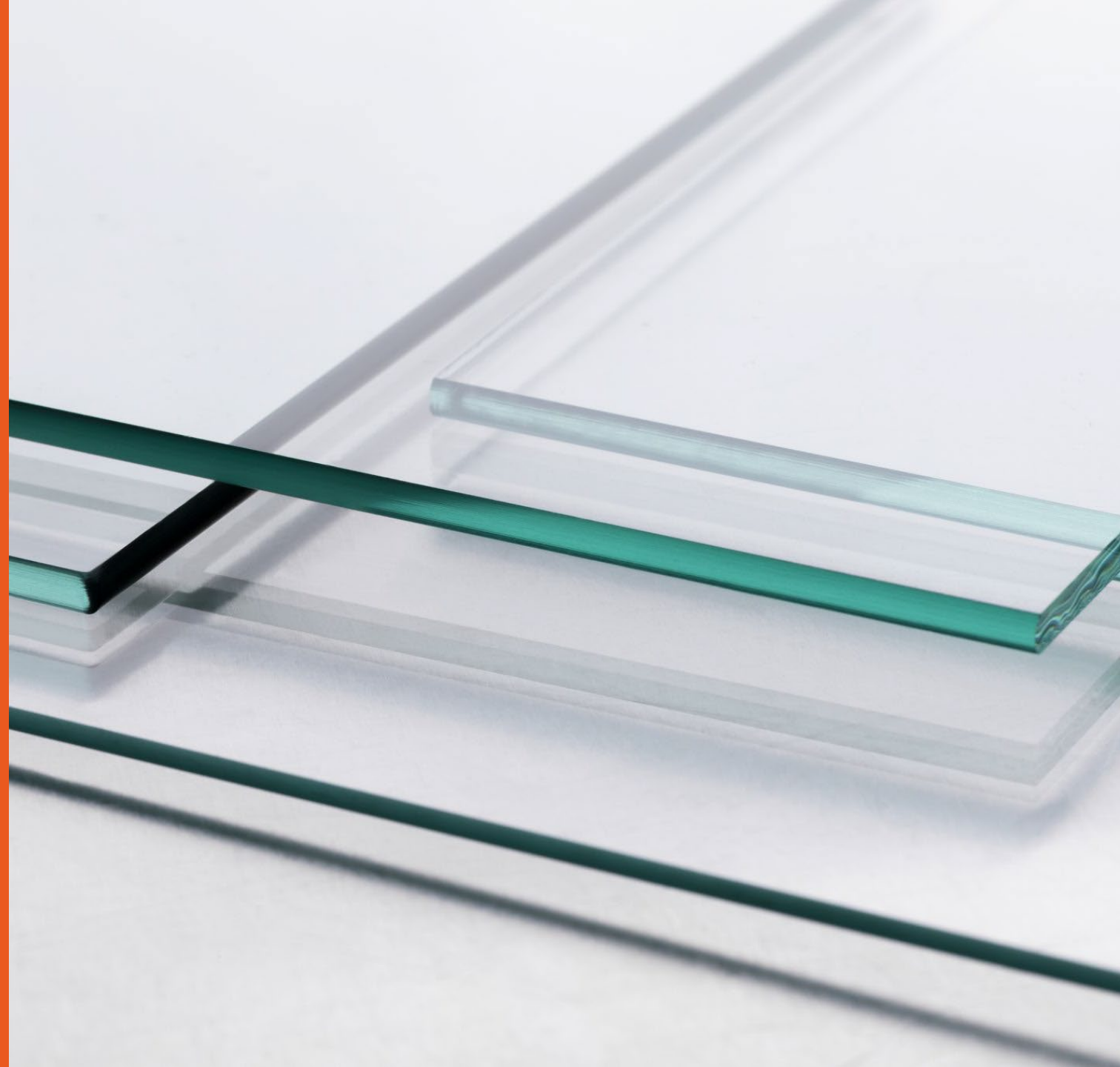
- Data-enabled business models, service business to the next level with human capital amplifying digital tools (SE)
- Automotive interior displays (AD+HT)

- Position as a technology company with ambitious sustainability agenda → reducing CSR related supply chain risks, assessments by financial institutions, etc.

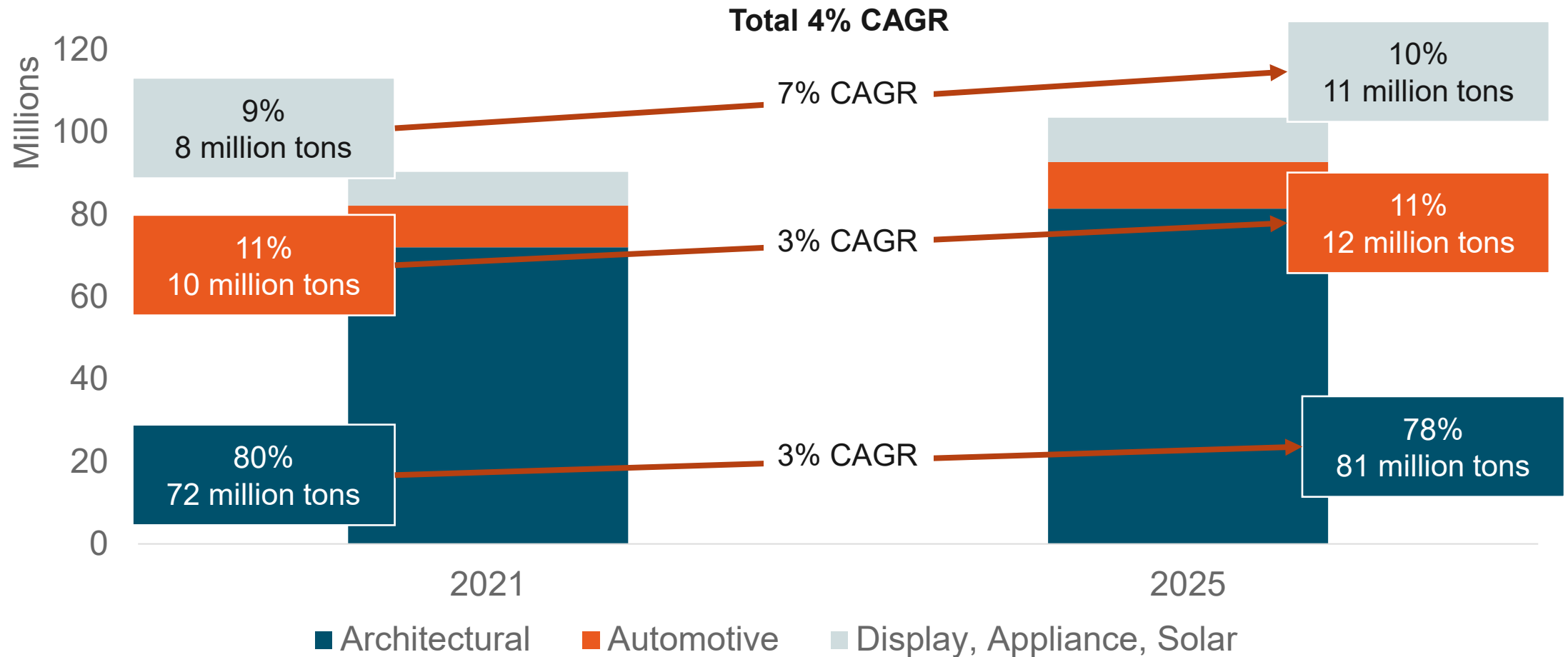


---

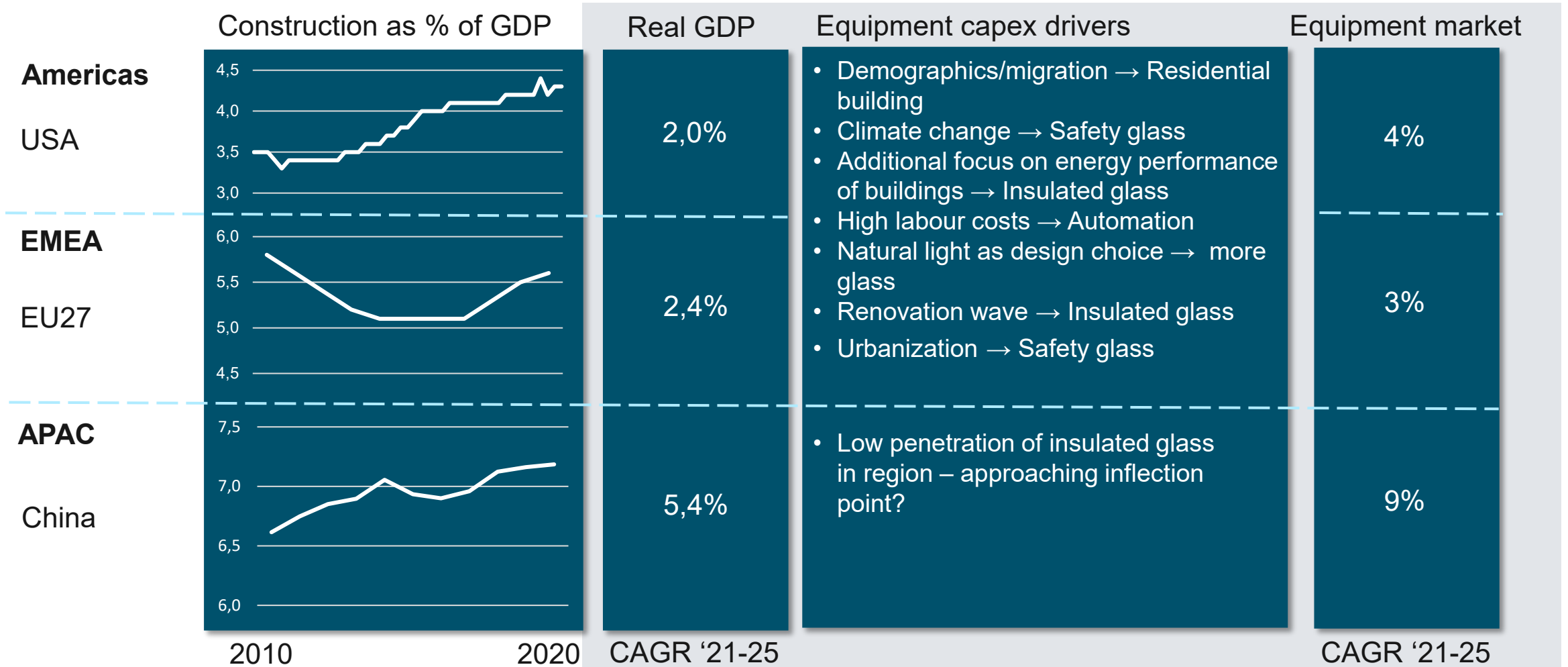
Market growth  
and  
Glaston's  
addressable  
market  
2021–2025



# Strong flat glass demand\* forecasted for Glaston's segments – Biggest growth potential in Architectural



# Construction is expected to remain strong

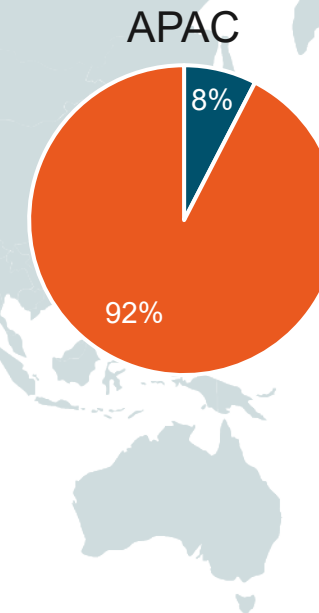
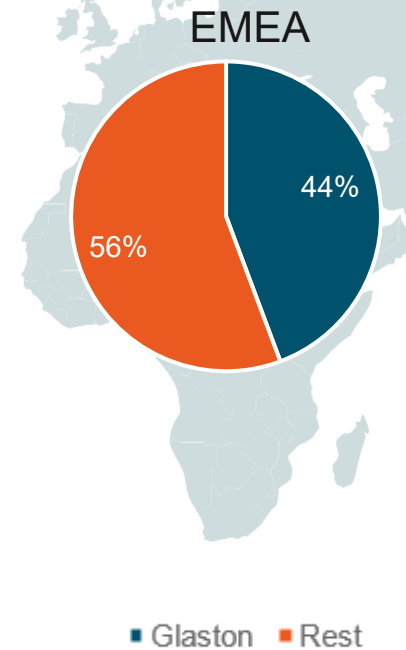
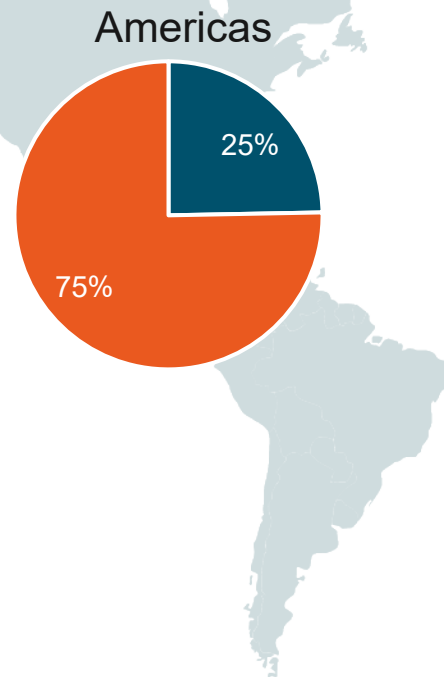




Architectural highlight

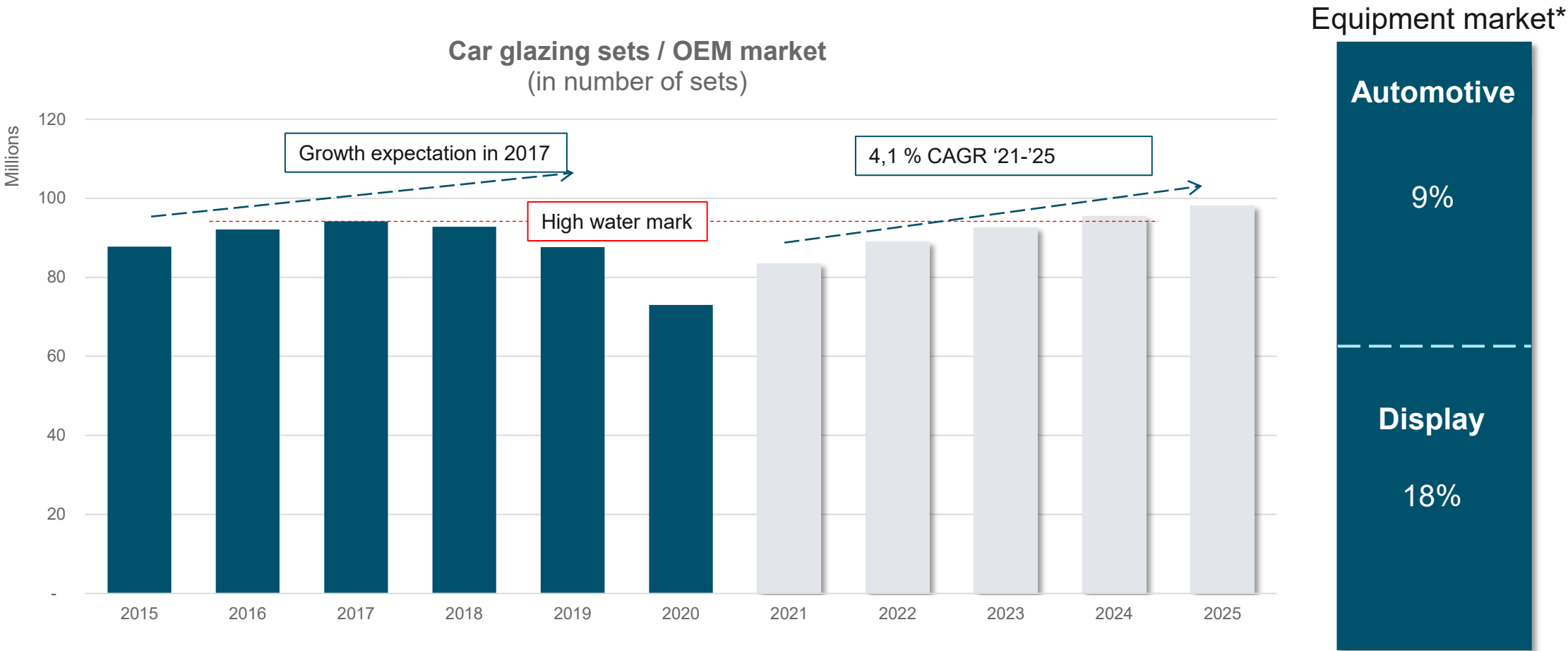
# Opportunities for market share increase in Americas and APAC

Addressable Equipment  
Market share 2020\*



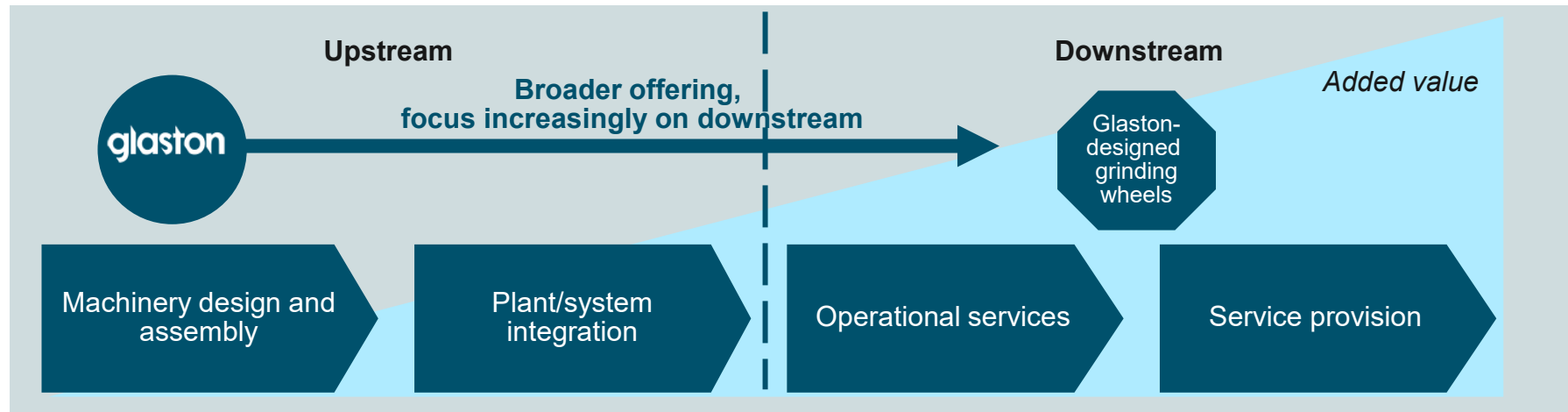
■ Glaston ■ Rest

# Automotive to recover from lows amid display growth



Source: Global Data Vision systems Global Sector Overview & Forecast; Published: March 2021

# Glaston opportunities in integrated automotive and new display glass applications



## Opportunity: “Integrated Laminated Automotive Glass Solutions”

- Glaston’s unique product range in the automotive glass processing industry: HT + AD
- Full-service solutions decrease the cyclicity of the business



Electrochromic glass



Hurricane windows

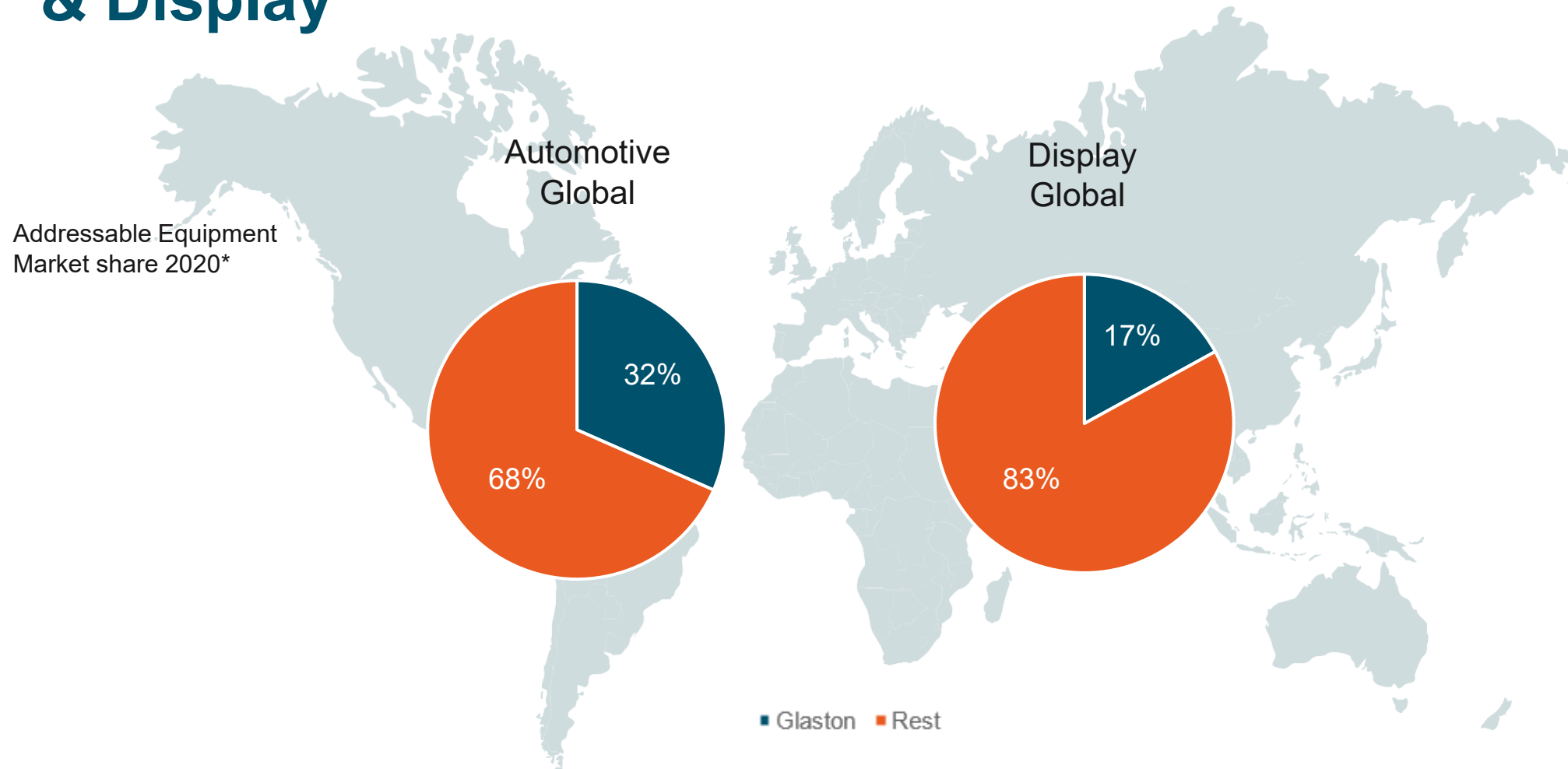


Automotive interior glazing

## Opportunity: New display glass applications

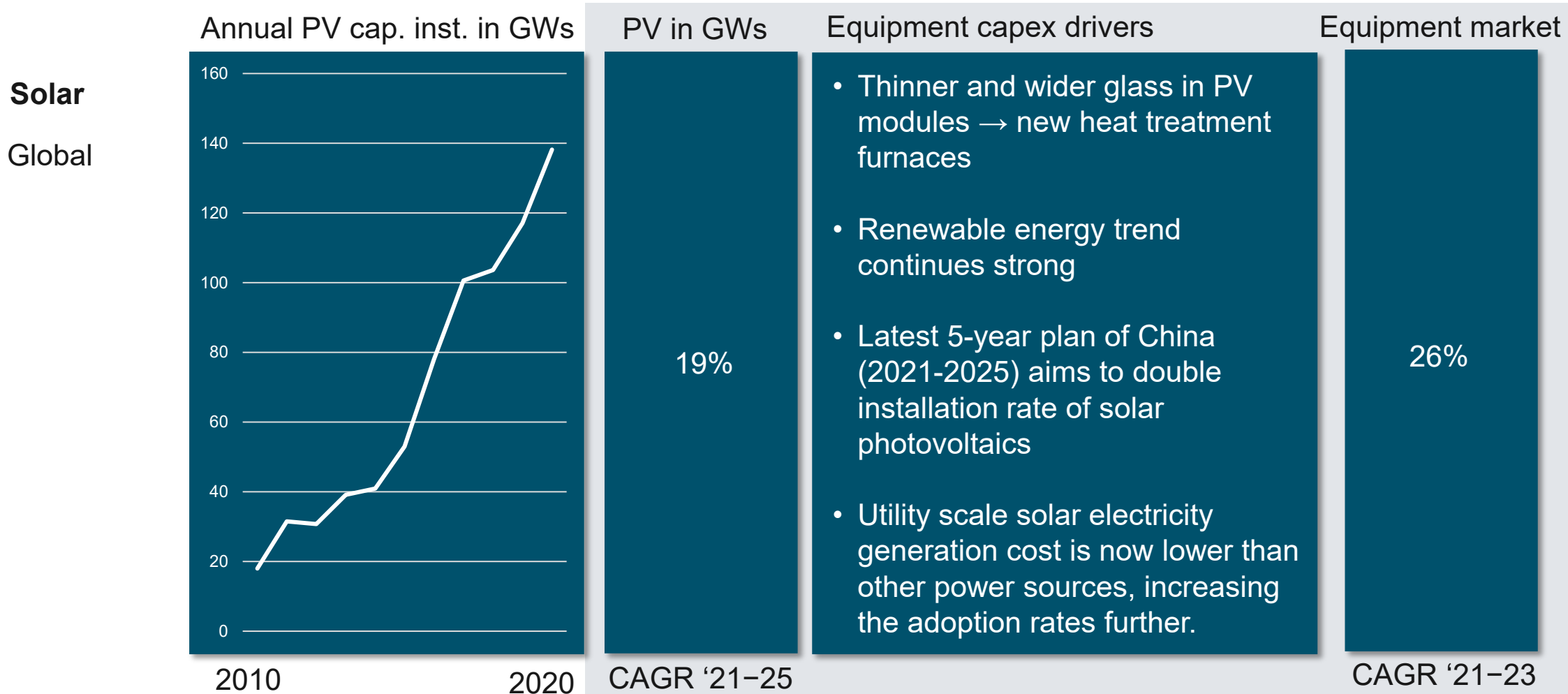
- Electrochromic devices (AD)
- Hurricane glazing (AD)
- Complex 3D-shaped automotive interior glazing (new to HT)

# Opportunities for market share increase in Automotive & Display





# Installation of solar photovoltaics set to accelerate



Sources: Solar Power for Europe, Global Market Outlook 2021-2025 (medium scenario), <https://www.powermag.com/solar-takes-lead-role-in-latest-china-five-year-plan/> , Lazard, Glaston estimate in euros

# Continuous customer support

## Industry trends

- Production efficiency
- Circular economy
- New economic reality
- Automation, AI & Robotic
- AR decreasing F2F
- 24/7 real-time connectivity

## Opportunity

- Remote support solutions that can solve more complex problems without having to travel to site
- Data-enabled predictive maintenance solutions
- Increasing convenience and accessibility for customers trying to maintain and service their machinery – 24/7

## Impact on customers

- Uptime of machinery maximized, less unexpected down time
- Machinery capability upheld over lifetime in a cost and resource efficient manner
- Reliable output quality, less waste, lower costs
- Customer can focus on their strengths – Glaston takes care of the rest

# Summary: Opportunities for Glaston



## Industry segments

- The Architectural segment continues to provide a strong foundation for Glaston to grow stronger (IG+HT) and enter adjacent market and product segments
- The Automotive segment is expected to recover; new/changing requirements (AD+HT)
- The increasing use of Display glass in the automotive (AD+HT) and architectural industry (AD)
- Solar is expected to experience strong growth with change in glass size driving equipment market (HT)



## Regions

- Glaston aims to take share in Americas IG and maintain HT's good market position
- EMEA is Glaston's home market and will remain important and be provided with cutting edge solutions (IG+HT)
- APAC is an attractive area where Glaston aims to invest to grow its share of the markets (IG+HT)



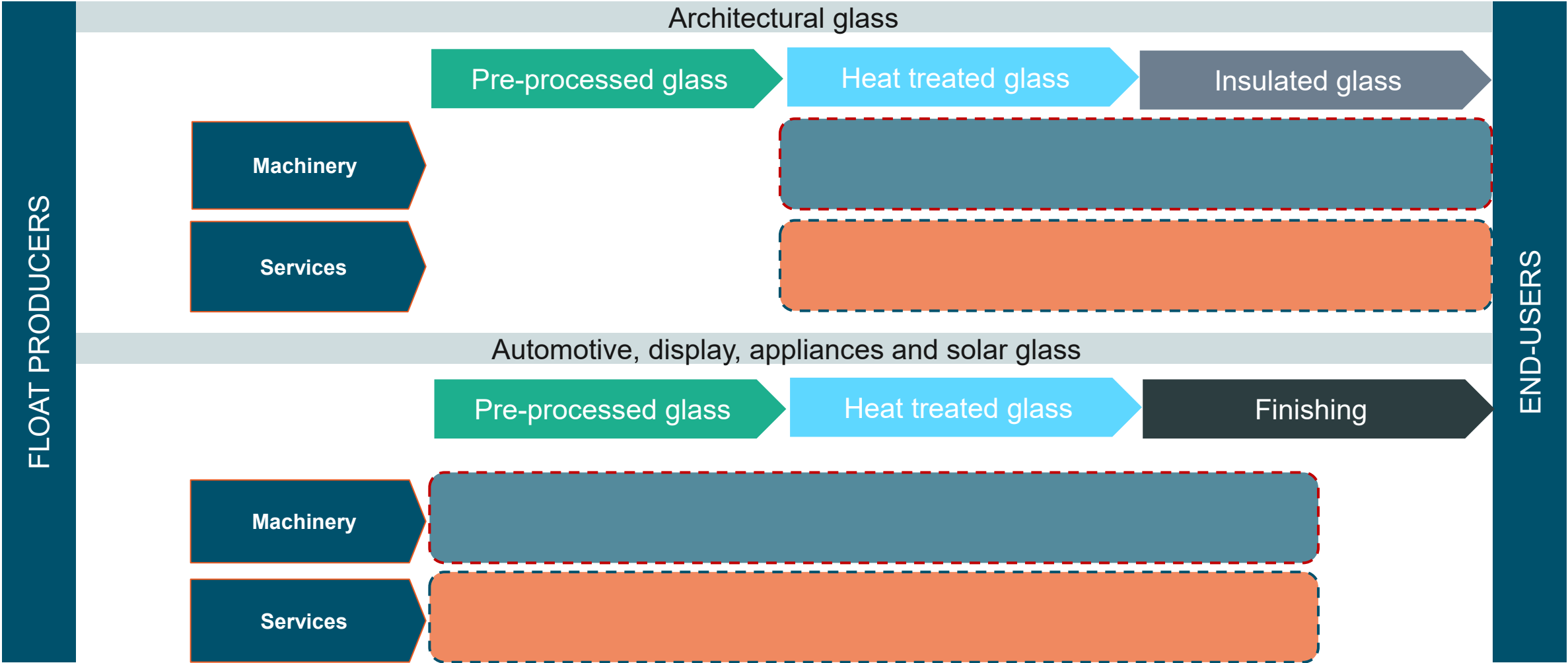
---

# Glass processing industry landscape





# Glaston Group's products are in the center of the glass processing process



---

# Customer point-of-view



# New Glaston's Wins with Customers - examples

Industry/end-use and customer group

Deal scope

Business Area Scope



IGU supplier to mainly the residential window market

April 2021: One tempering line, several insulating glass lines, a grinding line, as well as other equipment

EUR 9 million

Insulating Glass, Heat Treatment



Component Supplier to Recreational Vehicle industry

Deal 1(June 2020): Automotive pre-processing line, a Glaston Matrix bending furnace and high performance lamination equipment

Deal 2 (January 2021): Automotive CHAMP Cut Breakout Grind line and a 2<sup>nd</sup> TPS insulating glass line

Automotive & Display, Heat Treatment, Insulating Glass

China's Architectural industry

Over EUR 6 million OI since 2019 or OI CAGR '19-'21 (YTD): 88%

From China  
cross-selling and combination deals involving insulated glass lines and heat treatment machines

Heat Treatment, Insulating Glass

# Customer survey highlights – Good starting point with clear strengths identified in products and services

- Glaston continues to invest in people and technology to create products and services that better **serve the needs of its customers**
- The survey shows, that Glaston has earned the **trust** of its customers with **high product quality** and **befitting offering**
- Glaston is also **rated highly in services** – an area where competitors are the weakest





---

*This Capital Markets Day 2021 presentation provides future prospects involving risk and uncertainty factors, and other factors as a result of which the performance, operation, or achievements of Glaston may substantially deviate from the estimates.*

*Forward-looking statements relating to future prospects are subject to risks, uncertainties and assumptions, the implementation of which depends on the future business environment and other circumstances, such as the development of the COVID-19 pandemic.*



> [www.glaston.net](http://www.glaston.net)

Thank you!

**glaston**  
seeing it through®