

 **BraunAbility**[®]

CORPORATE PRESENTATION
EUROPEAN DIVISION



MAKING LIFE A MOVING EXPERIENCE

We want to enable everyone to do what so many take for granted; drive to work, go shopping, visit friends or go on that holiday road trip. We won't let limited mobility prevent anyone from riding in a vehicle.

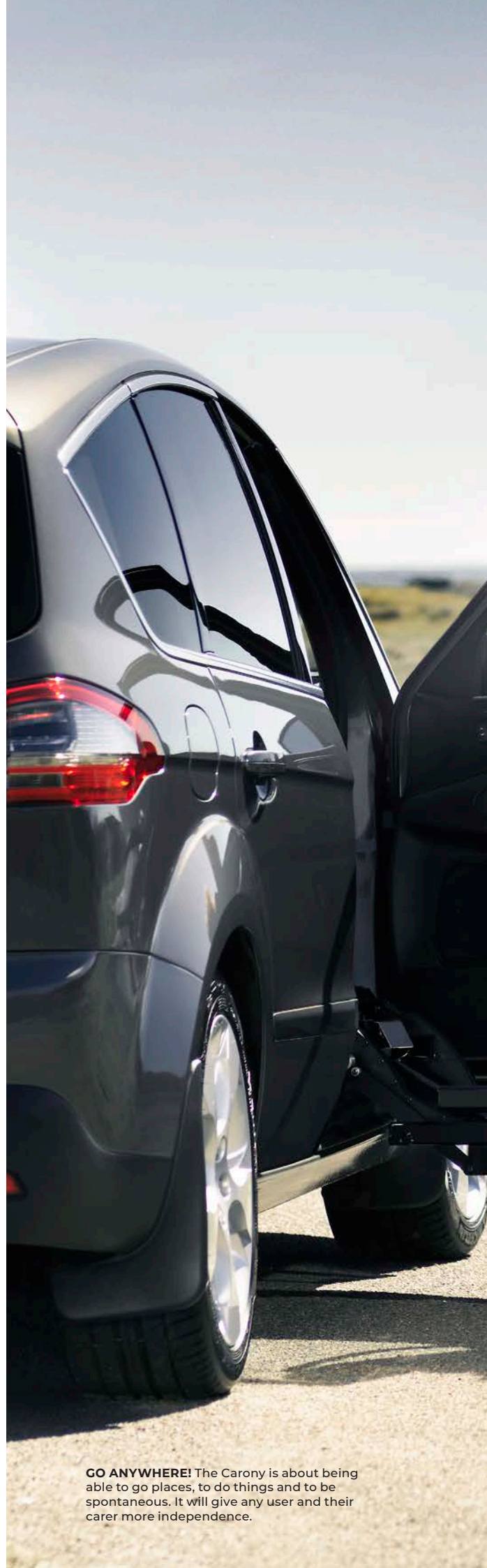
The ability to move around freely isn't just about going places, it's about independence and being part of society. Being able to share experiences with the people around you, gives you a sense of belonging, that in turn builds self-esteem.

In our vision of the future, we see an inclusive society where everyone can move around freely. A society in which people of all ages can experience as well as contribute. A place where life is a moving experience for all.

INSPIRED BY PEOPLE

All throughout our history we have been pioneering product development. The wheelchair lift and the seat lift are just two of many products that we were first to introduce.

The secret to our success is actually no secret at all. We talk to our end-users, we analyse their needs, learn from their experiences and listen to their feedback. It's together with our end-users that we find the inspiration for new products and solutions.



GO ANYWHERE! The Carony is about being able to go places, to do things and to be spontaneous. It will give any user and their carer more independence.





GETTING SEATED



STOWING SOLUTIONS



WHEELCHAIR LIFTS AND RAMPS



TIE-DOWNS AND SEATBELTS



DRIVING AIDS



FLOORING AND SEATING

OUR PRODUCTS

Over the years our product portfolio has come to cover many different aspects of limited mobility in combination with vehicles. Today we are the only true one-stop-shop in our industry.

These are our areas of expertise.

Getting seated:

Enabling people to get into and out of cars.

Stowing solutions:

Loading and unloading mobility devices into and out of vehicles.

Driving aids:

Alternative ways to drive a vehicle.

Wheelchair lifts and ramps:

Enabling people to enter a vehicle, while seated in a wheelchair.

Tie-downs and seatbelts:

Secure people and mobility devices during transport.

Flooring and seating:

Flexibility in flooring layout for vehicles.

ACCESSIBILITY FOR M3. The UVL-Series are well-proven lifts for commercial use. They stay out of sight and out of the way until called upon.



TRUSTED BY VEHICLE MANUFACTURERS

It all started with a joint project together with Volvo in the late 90's. Today we have numerous collaborations with some of the largest car manufacturers in the world.

In Germany Mercedes-Benz offers the Turny Evo as a factory installed option. In the commercial vehicles segment we supply directly to the production line at EvoBus and Iveco. From Volkswagen we have a Letter of No Objection, declaring that we are proven to meet their high standards. In similarity Ford dubbed us QVM - Qualified Vehicle Modifier.

We have also been involved in several localised partnerships with for instance Ford Spain, Fiat Turkey and Toyota UK to name a few.



Mercedes-Benz

IVECO



Volkswagen



TOYOTA



A GLOBAL ORGANISATION

Local specialities

Everything from product design to manufacturing takes place at the respective main facilities in the United States, the United Kingdom, Denmark and Sweden. By keeping manufacturing in-house, we can ensure a consistently high level of quality. Not only do we have the possibility to perform the appropriate quality controls, but should a problem arise the source of the error can be found and eliminated quickly.

Short lead times are another great benefit of local manufacturing that allows us to quickly implement changes in production and handle custom orders.

The importance of people

The employee turnover rate is remarkably low at BraunAbility. There are of course many reasons people choose to stay with BraunAbility. For example, the possibility to influence and our continuous development of competence

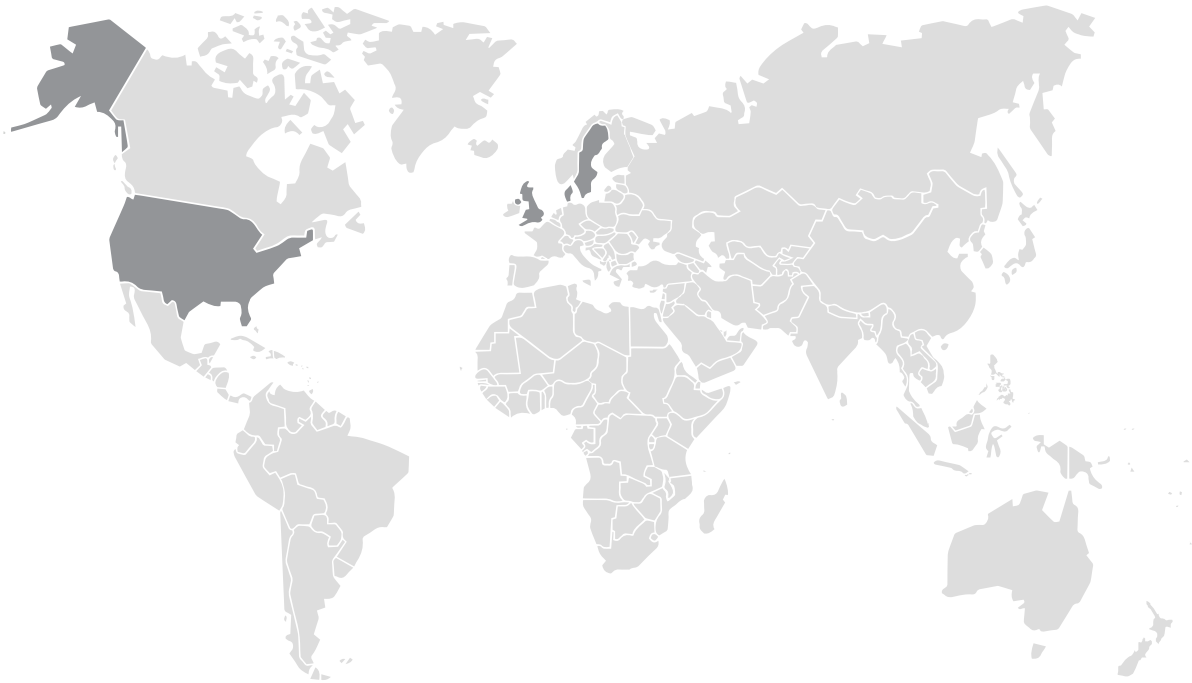
but perhaps most important is the feeling that what you do for a living improves the quality of life for people all over the world.

Owner structure

BraunAbility is one of many high-quality, high-growth businesses in Investor AB's Patricia Industries portfolio. Investor AB is the leading owner of Nordic-based international companies, founded by the Wallenberg family more than 100 years ago.

Investor's investments are divided into Listed Companies, Patricia Industries and Investments in EQT. Listed Companies consists of long-term, strategic listed holdings such as ABB, Ericsson, NASDAQ and many others. Patricia Industries contains wholly owned subsidiaries and other unlisted investments, for example, Mölnlycke Health Care, Laborie, Aleris and Permobil. Finally, EQT is an investment firm with portfolio companies in Europe, Asia and the U.S.





Global HQ

Location: Winamac and Indianapolis, USA

Employees: >1200

Facility size:
45,000 sqm

Product groups manufactured:
Wheelchair Accessible Vehicles
Wheelchair Lifts and Ramps
Getting Seated

European HQ

Location:
Stenkullen, Sweden

Employees: <150

Facility size:
13,000 sqm

Product groups manufactured:
Getting Seated
Driving Aids
Stowing Solutions
Wheelchair Lifts

UK Facility

Location:
Martock, UK

Employees: >50

Facility size:
4,000 sqm

Product groups manufactured:
Tie-downs and Seatbelts
Flooring and Seating

Denmark Facility

Location:
Aabenraa, Denmark

Employees: <10

Facility size:
1,600 sqm

Product groups manufactured:
Flooring and Seating



EQUAL SAFETY


In addition to getting people out on the road there's one thing we take very seriously - **Safety**.

Our philosophy is that everyone should be able to travel safely in a vehicle regardless of adaptation needs. As a global leader it is our responsibility to continuously strive for a higher level of safety within the vehicle adaptation industry.

One way of achieving this is to offer high quality products that are both safe and functional. To guarantee our end users' safety, BraunAbility products are designed and tested according to relevant directives and standards. We also work together with users, organisations, the automotive industry and other interested parties to constantly push for increasingly stringent safety requirements.

Industry first

In April 2009 the BraunAbility Safety Centre in Stenkullen was accredited by Sweden's national accreditation body, SWEDAC, according to ISO/IEC 17025. This was the first accredited pull test lab in our industry. This accreditation means that our lab in Stenkullen has the authority to serve as a test institute and issue certifying documentation within applicable parts.



DYNAMIC TEST HOUSE. A vital process in product development is our in-house crash testing. Housed in our UK facility the dynamic test lab enables us to quickly bring new products and combinations to market.



BraunAbility Safety Centres

To remain in the front line among producers of safe and reliable vehicle adaptation products we have invested in multiple inhouse test facilities. Here our products must pass various tests before being released onto the market. Dynamic crash tests, static pull tests, climate tests, vibration tests and cycle tests are examples of tests that we perform at our BraunAbility Safety Centres.

For the tests we don't perform in-house we team up with RISE – Research Institutes of Sweden and TÜV in Germany.

Standards and paperwork

The rules and regulations regarding vehicle adaptation differ widely all over the world. To make sure our end users get the independence they desire we will provide all the necessary certificates and documents often required by road authorities and car inspection agencies.



Seamstresses working on occupant belts and tie-downs at the UK production facility.

Quality Control

Everything we do is carefully tested and documented. To provide peace of mind for everyone, design, development, production and installation plus our final checks are certified under the quality system ISO 9001. We want to be able to offer our end users a vehicle with the same safety conditions it had before being adapted.



360 DEGREES ASSEMBLY. The Chair Topper assembly in Stenkullen, Sweden. Telescopic pillars enable the assembly personnel to move around their work and maintain a good ergonomic working position from both above and below.



Lean Production

All throughout the company we have adopted the philosophy of Lean Production. A monumental and long-term investment that affects all parts of the company and everyone working in it. Lean helps us refine how a worktable is organised as well as it helps us recognize and develop the individual skills of an employee. A simplified explanation is that it helps us reduce waste in all forms. Waste such as overproduction, wait, stock, movement, rework, overwork, transport and untapped creativity of the workforce.



Welding robots, laser cutters and vertical machining centres are vital to the manufacturing process in Sweden.

Strive for perfection – know that you are not

The notion that nothing is perfect has a central role in Lean Production. There is always room for improvement. This is usually referred to as continuous improvement and it's an area where the entire workforce is encouraged to constantly look for possible improvements. Suggested changes are then audited, then evaluated before being adopted or dropped. The goal is to become a constantly evolving and learning organisation. In conclusion, Lean helps us build a trustworthy, solid foundation for our employees, customers and owners.



DIRECT SUPPORT. Using readily available technology enables us to help customers solve complex issues. Even if they're located on the other side of the planet.

SERVING THE WORLD

The BraunAbility Customer Support Centre serves as a vital connection to our dealers and converters. Today we are represented in over 60 countries all over the globe.

Our competent support team handles tasks varying from complex installation questions to technical troubleshooting. However, they can just as well be helping a customer place an order and ensure on-time delivery anywhere in the world.

With their ears to the tracks, the Support department are in close communication with our other departments such as our Application engineers, Sales team and Quality department. This helps us as an organisation to swiftly act on issues, questions or customer requests. In short, they're here to help.

Marketing Support

Our marketing department serves our dealers with marketing material in multiple languages. Anything from small stickers, product sheets and manuals to big roll-ups, banners and even specific photo or video requests are available to our dealers.

Training

Vehicle adaptation and conversion is highly responsible work that demands a great deal of technical expertise and a strong focus on safety. We provide training in all aspects of our products, application, installation, service and safe use. Training can be at one of our facilities or on-site at our customer.

Warranties

We offer all BraunAbility products with a minimum 3-year warranty. It's something we're able to do thanks to our strict quality control and rigorous testing.

A vehicle in itself is a big investment. Adapting one for special needs can put the vehicle's original warranties at risk. Our high-quality aftermarket products mean less worry for our customers.

Local Service Partners

As an additional service to transit providers, we have service partners with on-site service in selected countries.

INNOVATION IS OUR LEGACY

Although BraunAbility was originally founded by Ralph Braun, the three companies collectively known as BraunAbility Europe were also founded by pioneers of the mobility industry.

Unwin Safety Systems

1956 - Martock, UK

In 1960, at the request of a friend, Norman Unwin created what came to be the wheelchair clamp – the world's first device to secure wheelchairs in vehicles. This invention represented a turning point for Norman, who later dedicated his life to improving vehicle safety for wheelchair users.

BraunAbility

1972 - Winamac, Indiana, USA

At the age of six, Ralph Braun was diagnosed with a fatal form of muscular dystrophy. His diagnosis wasn't fatal, but it was lifelong. To keep his job and reclaim his independence Ralph designed the world's first powered scooter. When his job moved further away, Ralph moved with it – this time in a renovated postal Jeep with hand controls and a hydraulic lift. When others took notice of what he was doing, requests for orders began pouring in.

Autoadapt

1996 - Stenkullen, Sweden

In the early 1990's Peter Wahlsten worked as an adaptation technician and witnessed firsthand how an adapted vehicle could change the life of someone with a disability. He knew that desire for independence wasn't just local, it was global. Peter's own company Autoadapt, began designing and manufacturing various mobility solutions that could be installed into cars universally.

Martech

1998 - Aabenraa, Denmark

Martin Christensen's Martech was the Danish company that introduced aluminium flooring in vehicles in order to provide a modular layout of seats as well as various types of tie-downs. The patented solution is sold all over the world under various licences.

CHANGE IS GOOD. Innovation for us is about not accepting the world as it is today. It's been key to our success in the past and will continue to be so in the future. In the end, we're improving lives.



