



# Measurement & Sensor Technology

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Business Area Measurement & Sensor Technology

# BA Measurement & Sensor Technology

R12M 2018 Q3

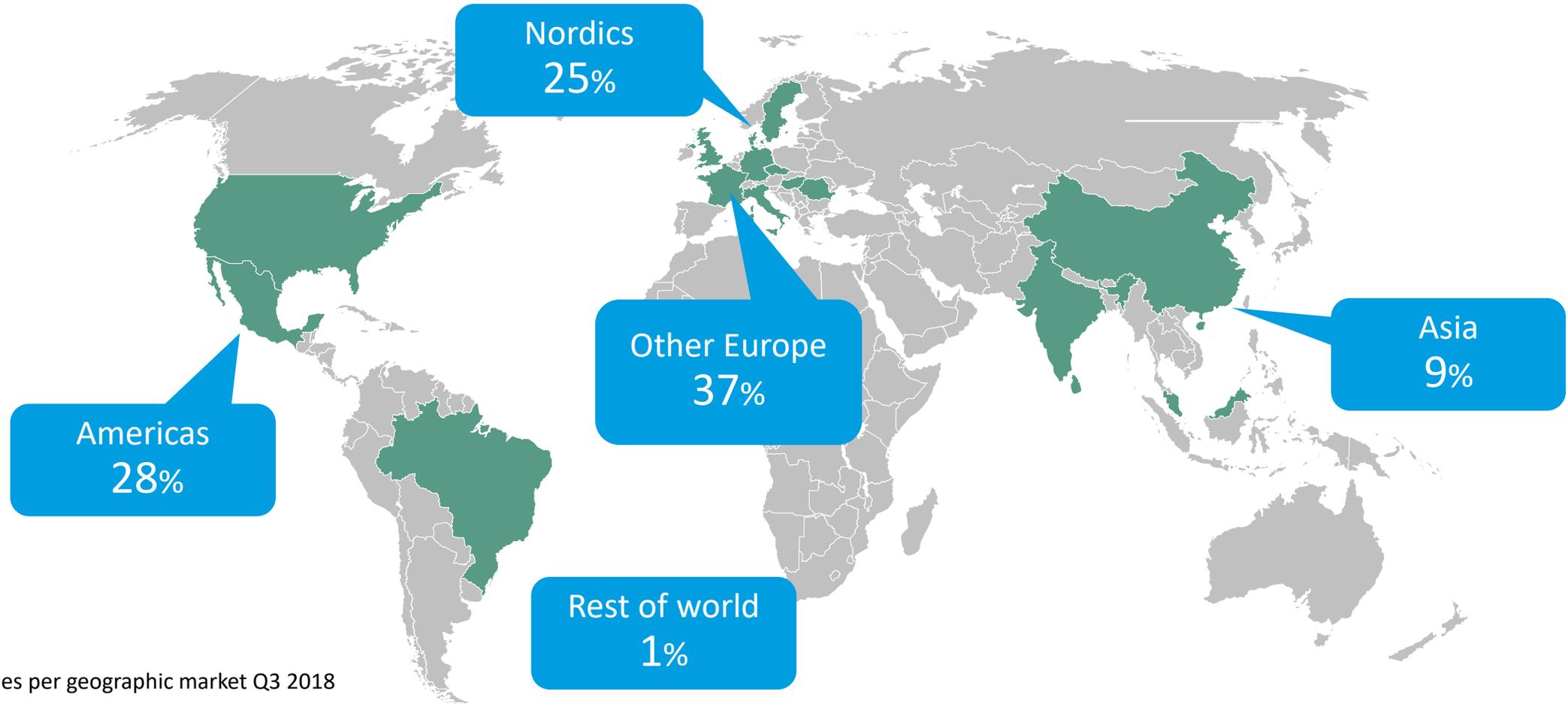
**11%**  
of Indutrade's  
total net sales

Net sales  
**1,752**  
MSEK

EBITA margin  
**17.2%**



# MST – Global Presence



Net sales per geographic market Q3 2018

# Leading a Business Area

## Develop

- In addition to board meetings – support and discussions on a regular basis
- People – dependent on MD and management, talent management
- Investment decisions
- Challenge and support MD
  - engage in strategic direction
- MD is responsible for
  - Strategy and execution
  - Operations

# Business Area

## Acquire

- Continuously ongoing search for new acquisitions via networks
- Guiding MDs to find "right" companies
- Supporting companies in acquisition processes



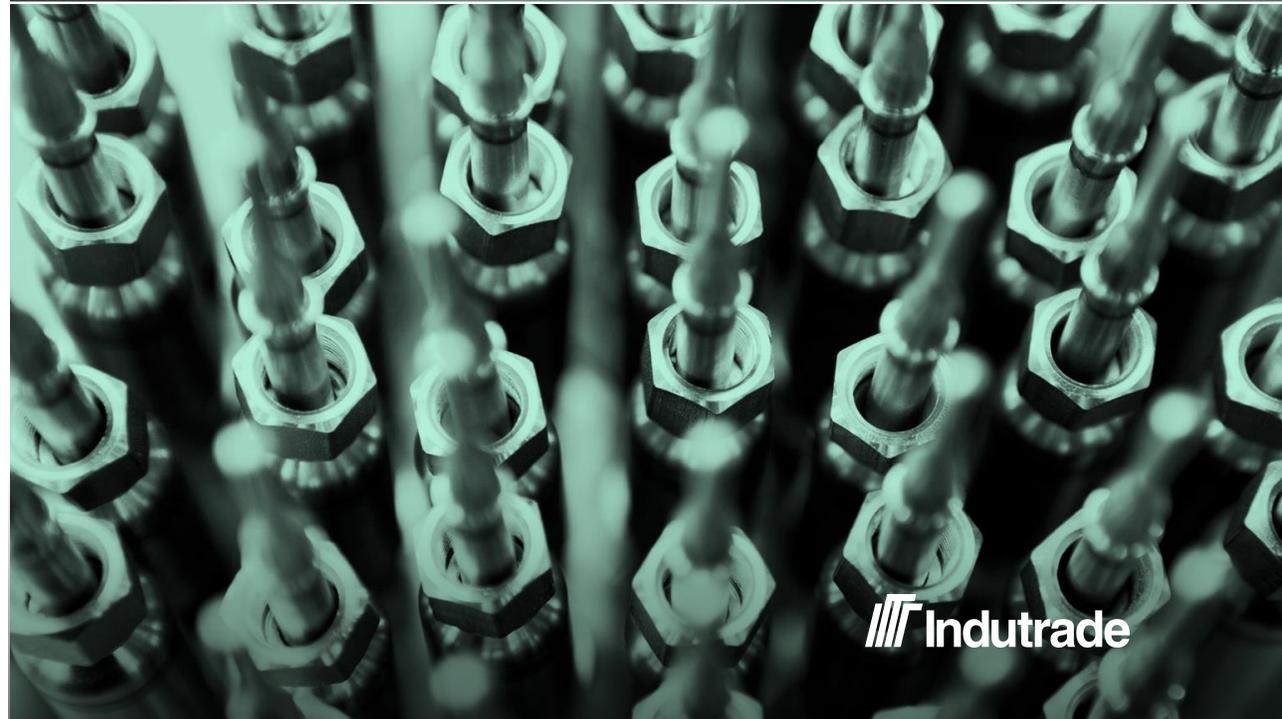
# Value creating add-on acquisitions

## **TxRx – add on to Combilent**

- Enabled important position in the US market
- Significant growth opportunities

## **Thermo Electric – add on to Pentronic**

- Use the knowledge and expertise in the Group to leverage further growth and development opportunities



The logo for Indutrade features a stylized icon on the left consisting of three parallel, slanted vertical bars of varying heights, followed by the word "Indutrade" in a bold, white, sans-serif typeface.

**Indutrade**