

A man with dark curly hair and a beard is smiling and looking to the right. He is wearing a dark blue zip-up jacket with the Munters logo on the left chest. The background is a blurred outdoor setting with a white Munters trailer visible on the left. The trailer has the Munters logo and name in blue. There are yellow safety markers on the trailer.

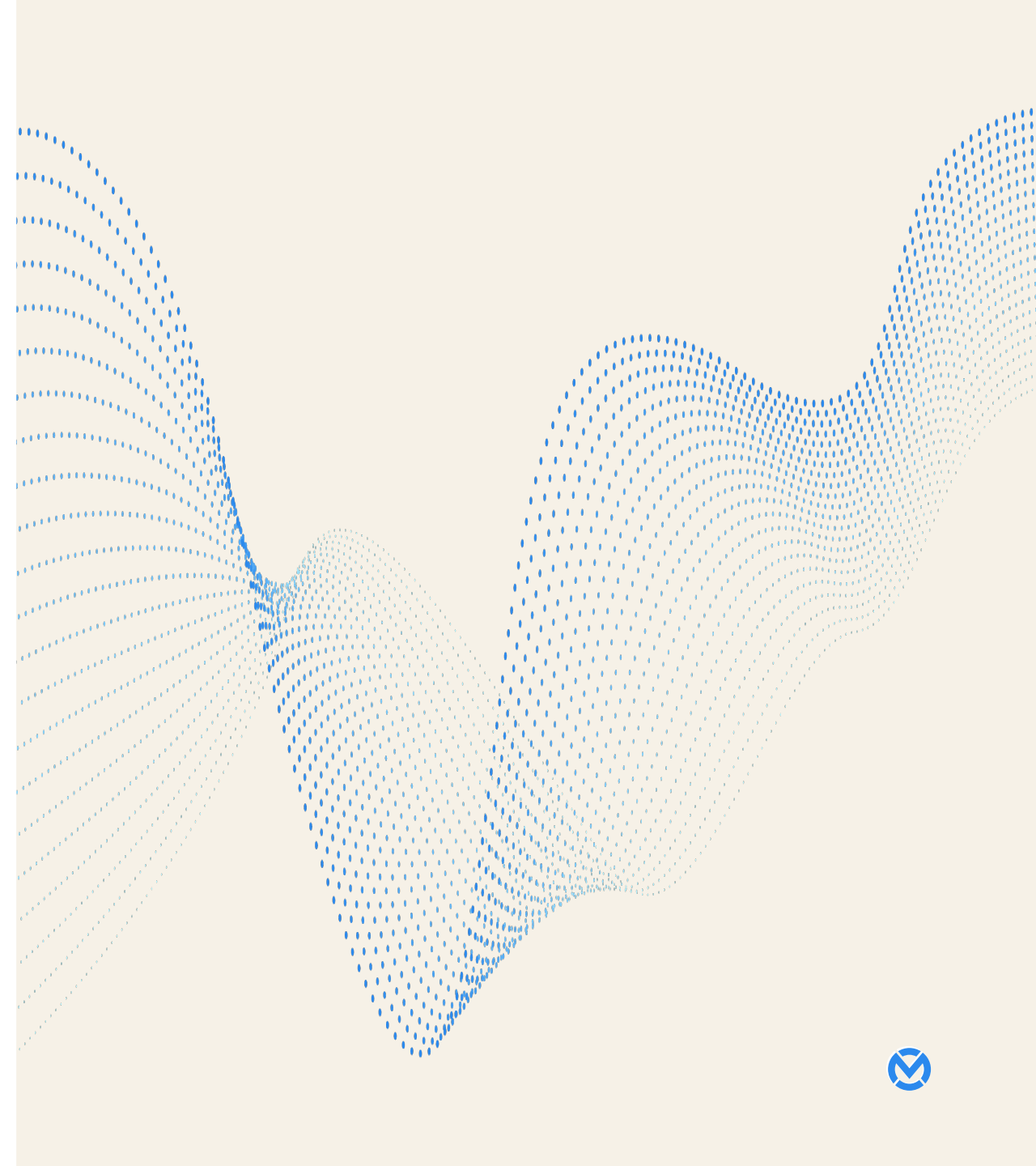
Munters – Investor Presentation

June 2024

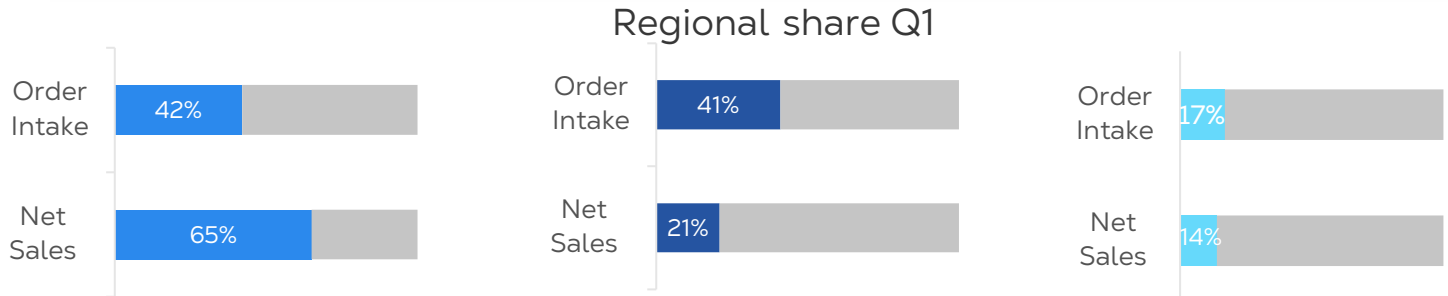
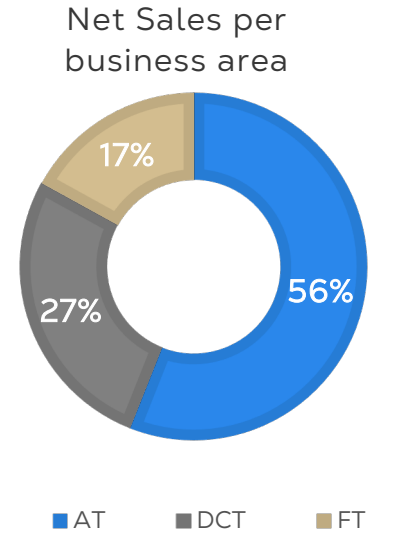
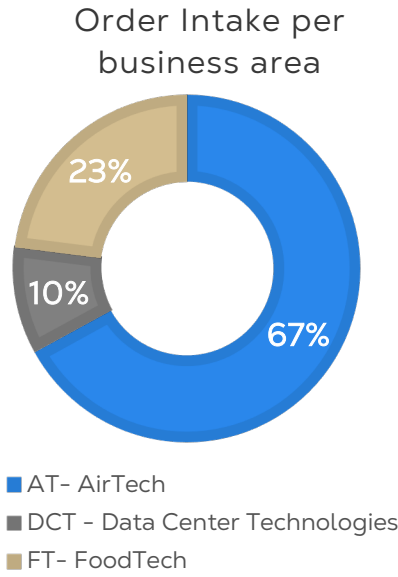
Investor Relations

Agenda

- Introduction
- Quarterly highlights
- AirTech
- Data Center Technologies
- FoodTech
- Appendix



World leader in energy-efficient climate solutions



Countries with sales & production
>45

Sales MSEK*
14,292

Production plants
25

Adj. EBITA margin*
13.6%

Number of employees
~5,000



We assist our customers in securing critical operations, production quality and to become more sustainable

 AirTech  DCT  FoodTech

 State-of-the-art cooling solutions for **data centers**

 Ultra dry air for **battery production**

 Climate & hygiene control for **food production industry**




 Dehumidification for **windmills & infrastructure**


 Indoor climate solutions for **agriculture & greenhouses**



Leading supplier of **rotors & other components**


Clean Technology solutions for a healthier planet

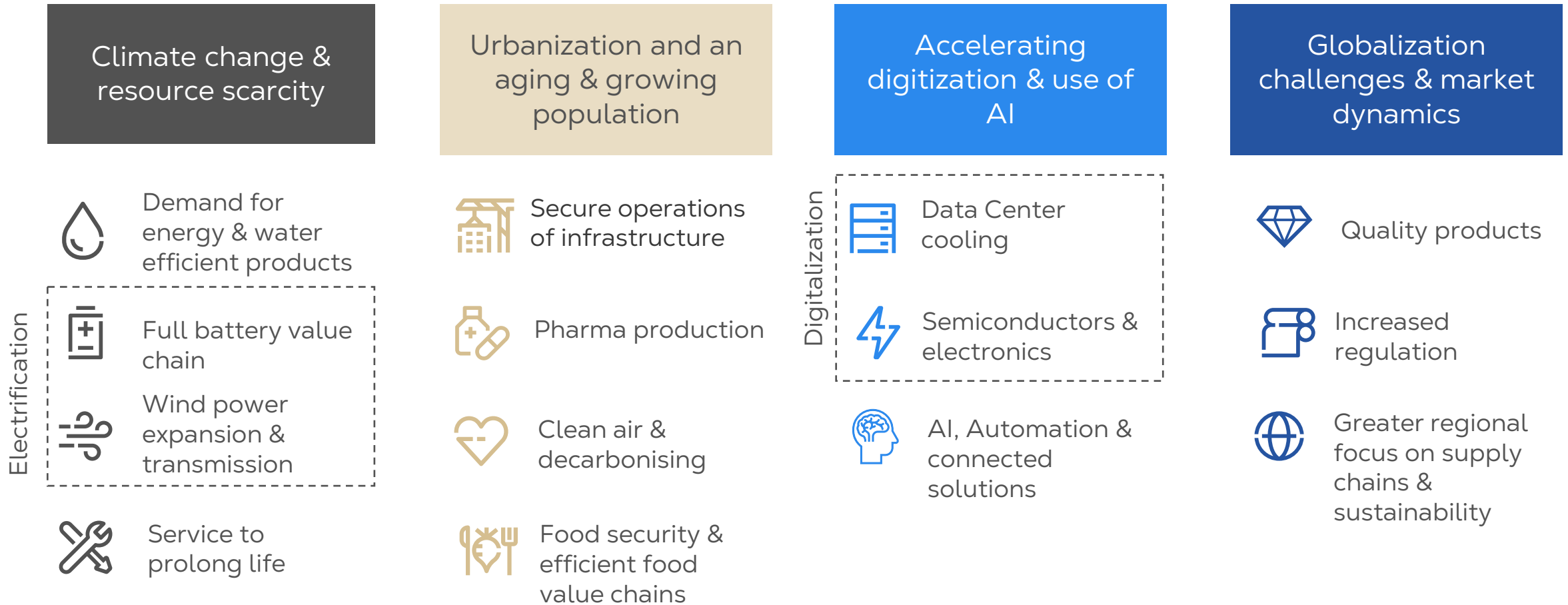

Service offering to a broad range of customers
  

Constant humidity for the **pharmaceutical** industry


A leading software solution provider for **food producers**




Well-positioned to capitalize on strong megatrends & be part off the solution for a more sustainable world



We aim to be a market leader in prioritized markets and in prioritized segments



Unique application knowledge



Proven energy efficient products & solutions



Large installed base



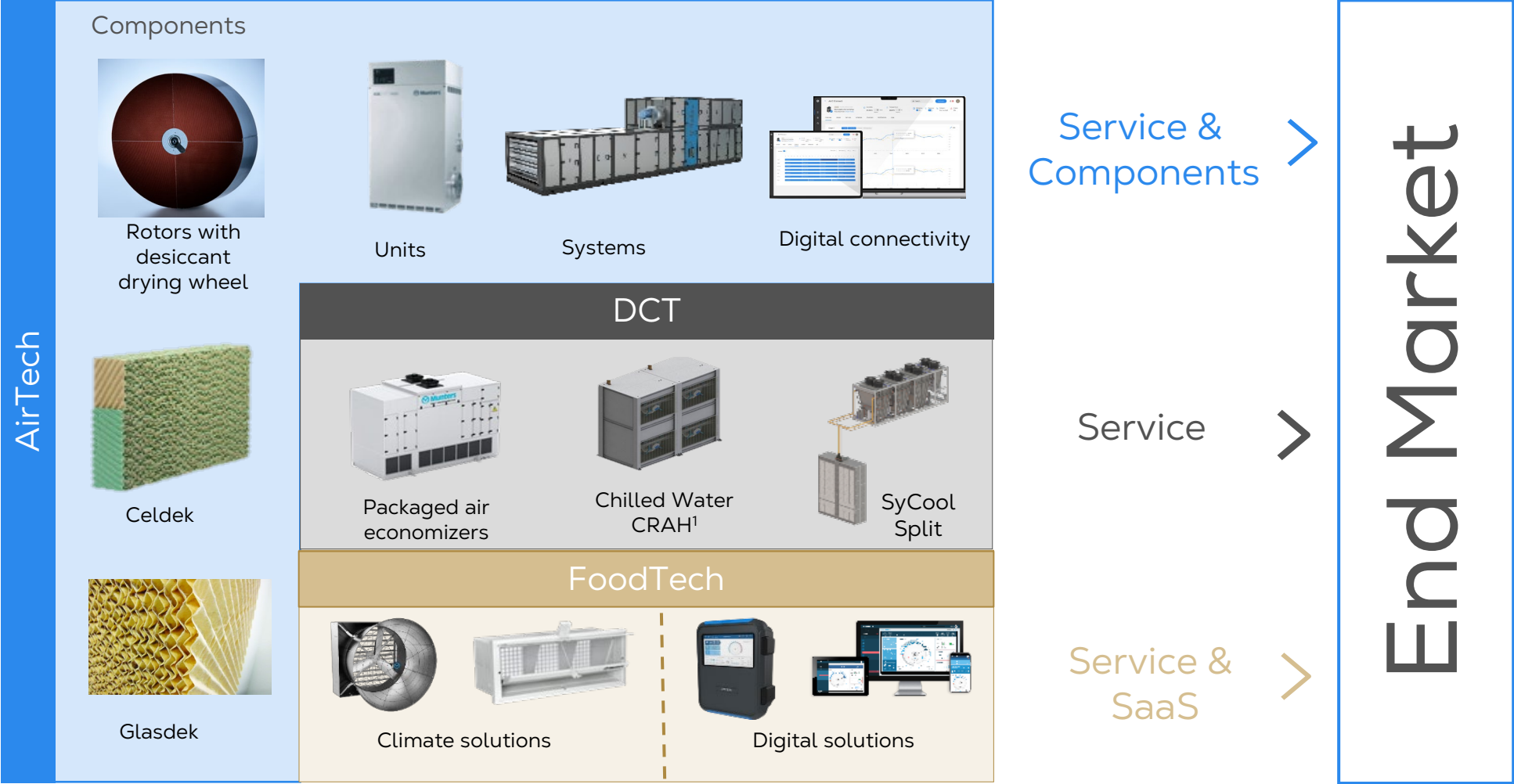
Leading position



Global presence & service offering



Strengthen, develop and expand our core – dehumidification & evaporative cooling



The above products are examples of products in the Munters offering
¹CRAH – Computer Room Air Handler



Financial and Sustainability targets – aligning and setting a strategic goal agenda

Mid-term financial targets

Growth  Average annual total net sales growth >14% over a business cycle


Profit  Adjusted EBITA margin > 14%


OWC/NS*  Average OWC of net sales in the range of 13–10%

Dividend Policy Annual dividend corresponding to 30–50% of net income for the year

Sustainability targets 2030

E  **Reduce CO₂e**
Scope 1 & 2: net zero,
Scope 3: aligned with Paris Agreement 1.5°C

S  **Gender equity**
30% women in workforce & women leaders

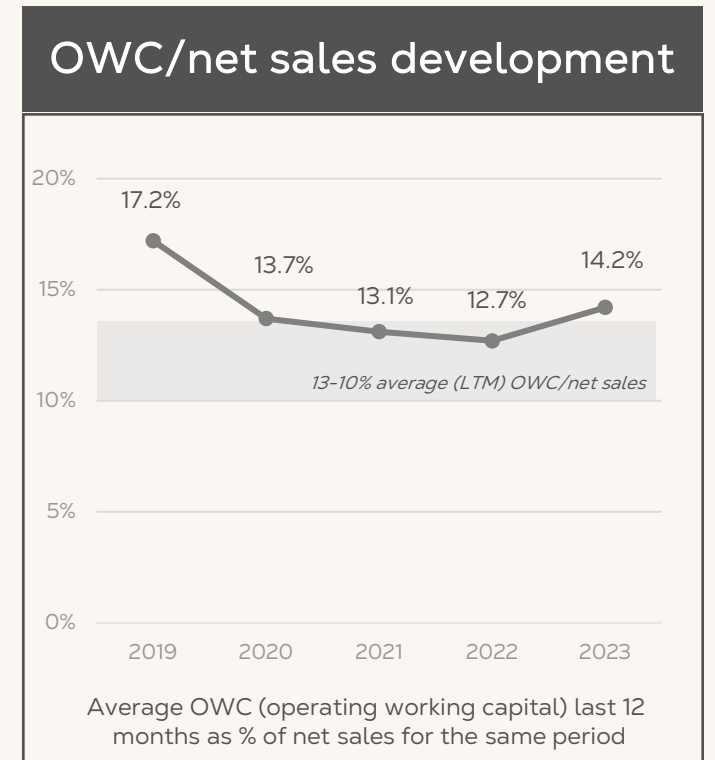
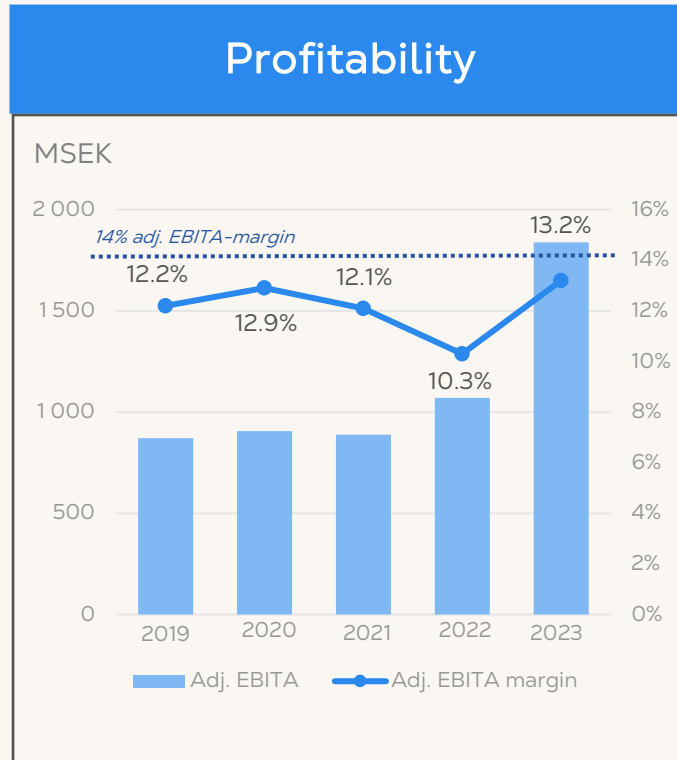
G  **Code of Conduct**
Continuous improvements in compliance with Code of Conducts**

* Average OWC (operating working capital) last twelve months as % of net sales for the same period

** 100% compliance for the Employee Code of Conduct (CoC), 100% compliance for the Supplier CoC (Direct material) and continuous increasing compliance for the Customer CoC

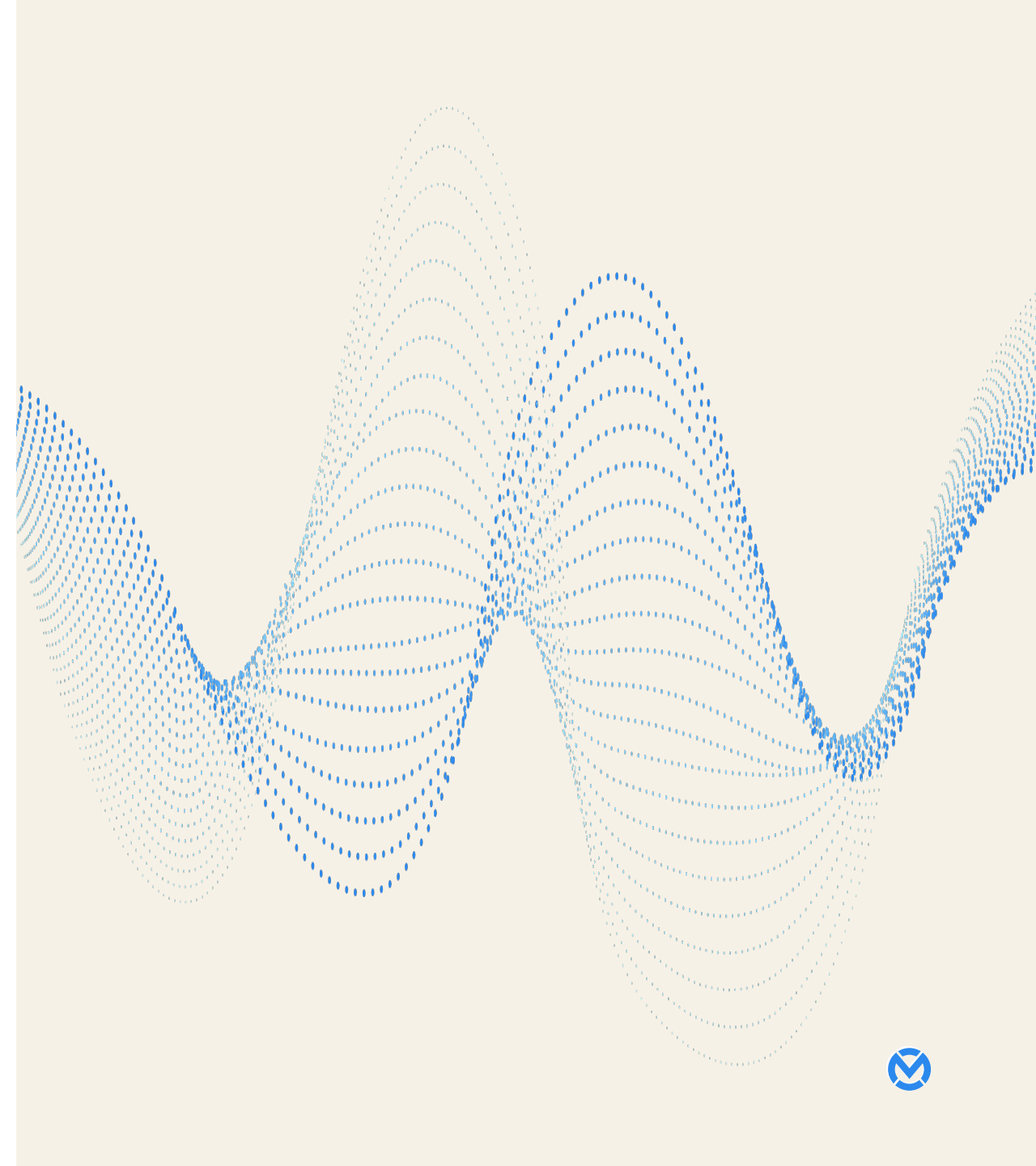


Impressive achievements in recent years



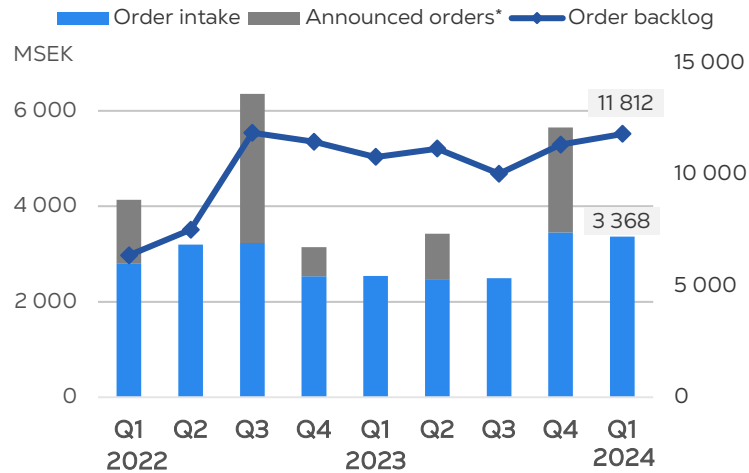
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High demand and profitable growth

Continued high demand...



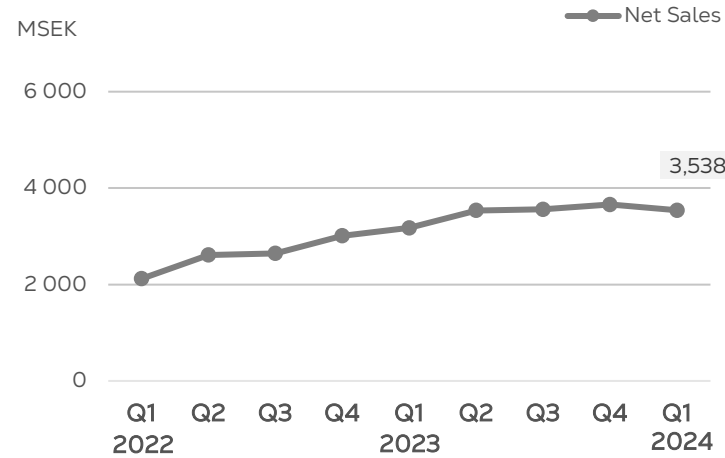
Q1 Order intake, +32% (+29% org)

- strong in all business areas
- AT good demand, esp. battery EMEA
- DCT solid development in Americas
- FT positive, mainly Americas & EMEA

Q1: Order backlog, +10%

- mainly large orders in DCT & AT, to be delivered throughout 2025

... drives stable net sales and...

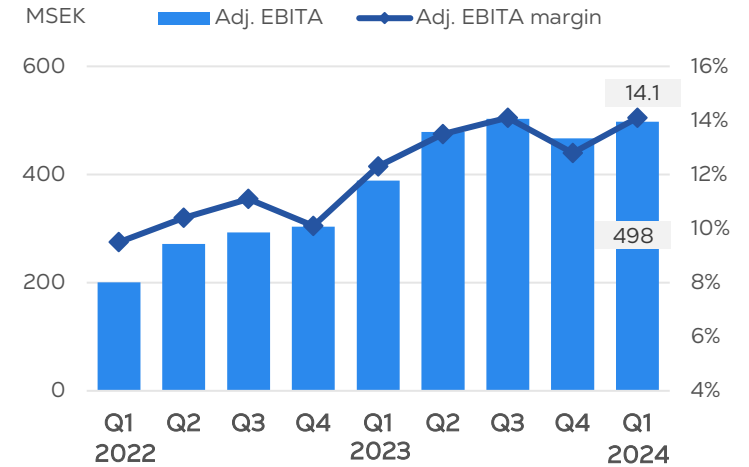


Q1: Net sales, +11% (+7% org)

- DCT - good deliveries
- FT - Climate solutions Americas strong, and very strong Digital solutions US
- AT - decreased. Growth mainly in Americas, offset by weaker APAC & EMEA

Book-to-bill Q1: 0.95

... enhanced profitability

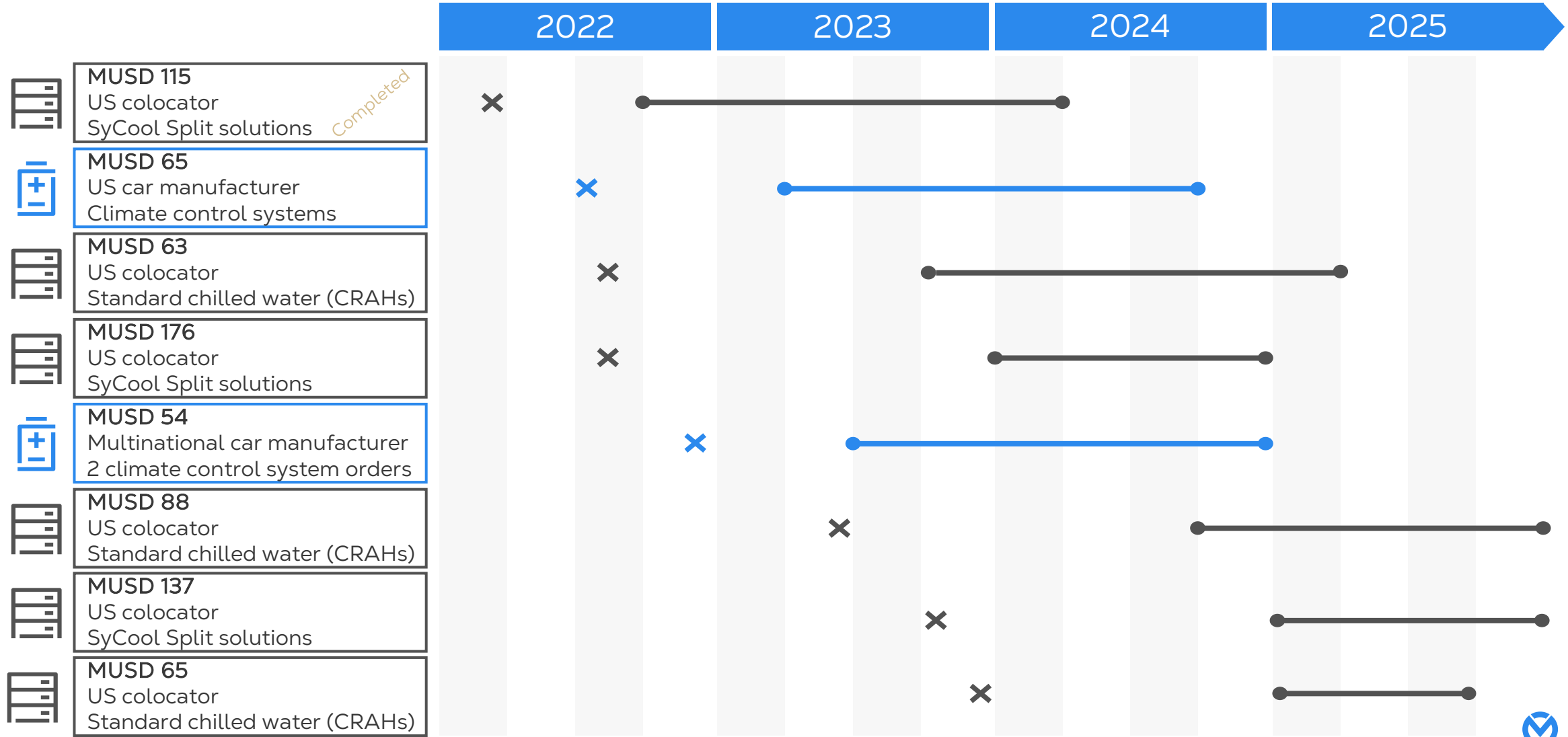


Adj. EBITA-margin, Q1 14.1%

- + solid growth, net price increases and strong operational delivery
- accelerated investments to create a platform for long-term sustainable growth in all business areas
- = resulting in margin improvements and good cashflow



Solid order backlog – large orders supportive into 2025



x Order received
● Expected delivery period



Enhanced profitability, good cash flow & improved leverage

- **Net Sales** increased;
 - very strong growth in DCT
 - strong growth in both segments in FT
- **Adj. EBITA margin** improved;
 - mainly increased sales and price increases in DCT & FT, efficiency improvement efforts in all business areas
- Improved **cash flow**;
 - improved earnings & reduction in working capital, mainly driven by customer advances in DCT Americas
- **Net debt** increased:
 - mainly as a result of acquisitions financed through debt during the recent year

	MSEK	Q1 2024	Q1 2023	Change (%)		
				Organic growth	Structural growth*	Currency effects
Order intake		3,368	2,544	29	6	-2
Order backlog		11,812	10,783			
Net sales		3,538	3,175	7	6	-2
Operating profit (EBIT)		412	349			
Adj. EBITA		498	389	25	6	-2
Adj. EBITA-margin		14.1	12.3			
Net income		227	214			
Cash flow from operating activities		553	-168			
OWC/net sales (%) ¹		13.6	12.7			
Net debt		4,557	4,175			
Net debt/Adj. EBITDA ²		2.0	2.7			

¹ Average OWC (Operating Working Capital) last twelve months as % of net sales for the same period

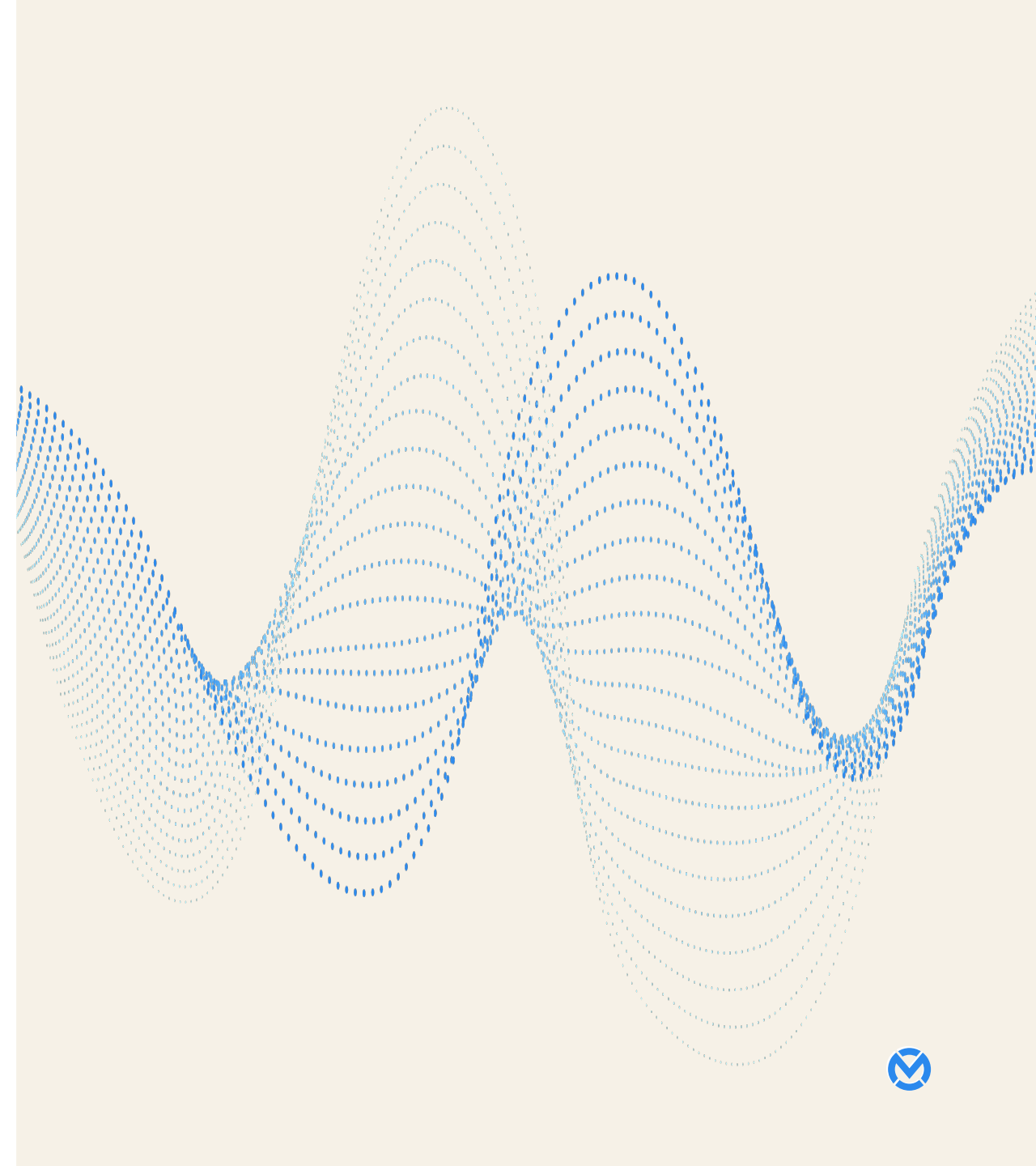
² Last twelve months

* Acquisitions & divestments



Agenda

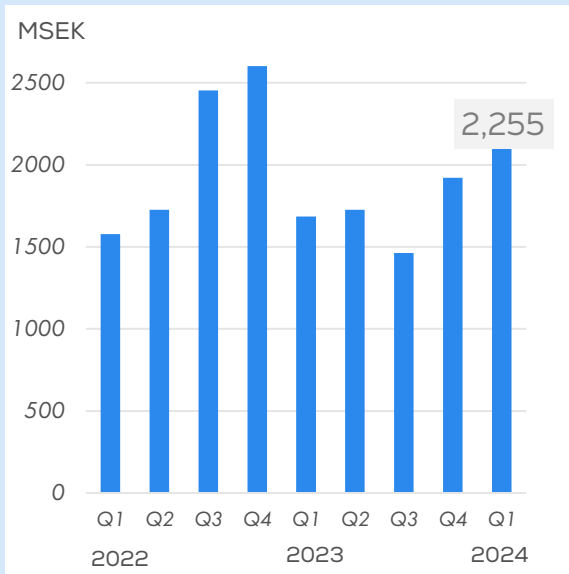
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Global leader in air treatment for industry

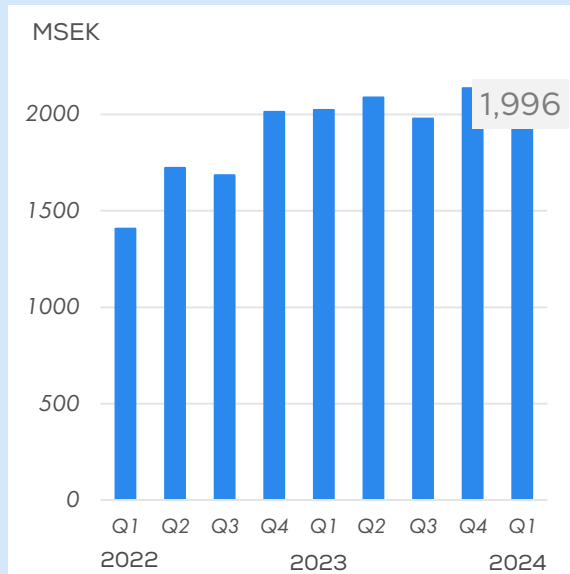
Order intake, MSEK*

7,366



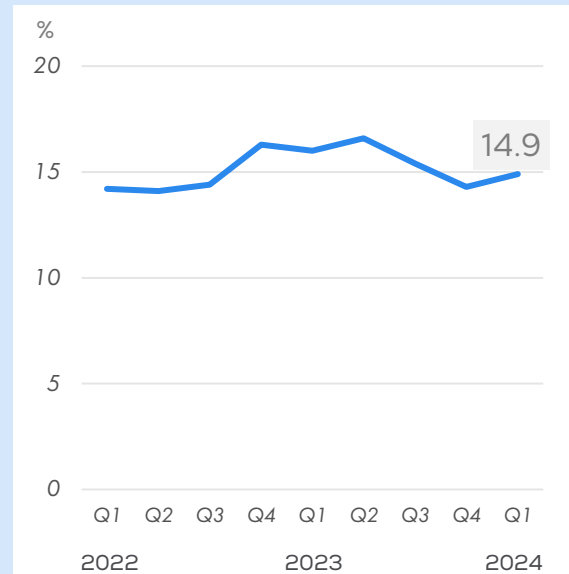
Net sales, MSEK*

8,199

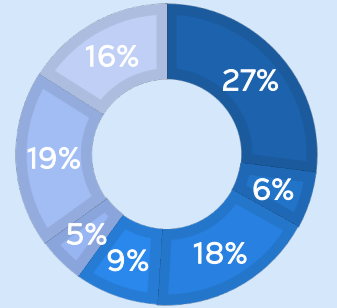


Adjusted EBITA margin*

15.3%

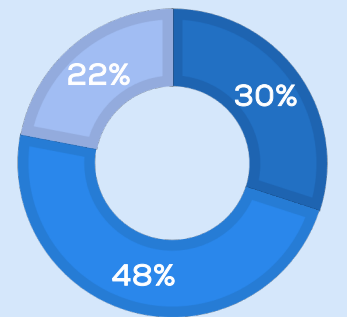


Customer segments of order intake



- Battery
- Food processing
- Other Industrial
- Commercial
- Clean Technologies
- Service
- Components

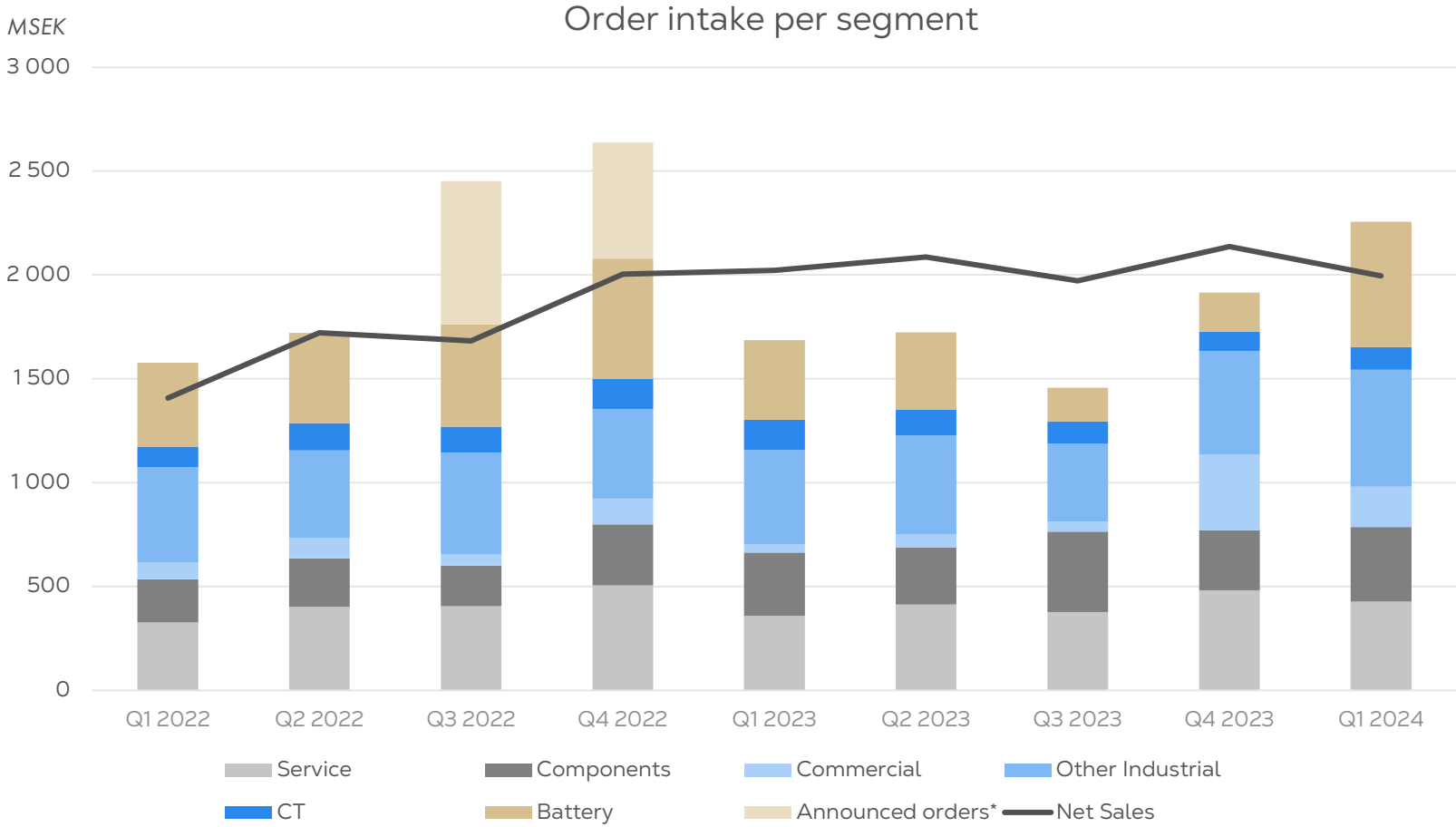
Order intake per region



- Americas
- EMEA
- APAC

Financial figures Q1 2024
* LTM

Solid development in several segments



- Variations in large orders i.e., batteries
- Other industrial good growth
- CT steady development
- Commercial increase through Zeco acquisition
- Service & Components stable and growing

*Large orders announced through press releases

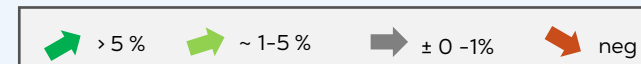


All segments - stable order intake trends

→ **Order Intake** increased primarily EMEA but also Americas, whereas APAC lower;

- Industrial- good growth especially in EMEA. Battery in EMEA very strong, whereas cont. weak in APAC & Americas
- Commercial – good growth in Americas & APAC (acq. Zeco)
- CT¹- declined, due to strong comparable Q1 2023
- Components – Americas & EMEA good growth, APAC weaker due to lower component replacements in the Chinese battery market
- Service – growth mainly Americas but also EMEA, offset by APAC

→ **Order Backlog** slight decrease



Customer segment	% order intake Q1 2024	Market Outlook *
Industrial	60%	➔
...whereof battery	27%	➔
...whereof food processing	7%	➔
...whereof commercial	9%	➔
...whereof other	18%	➔
Clean Technologies	5%	➔
Service & components	35%	➔
...whereof service	19%	➔
...whereof components**	16%	➔

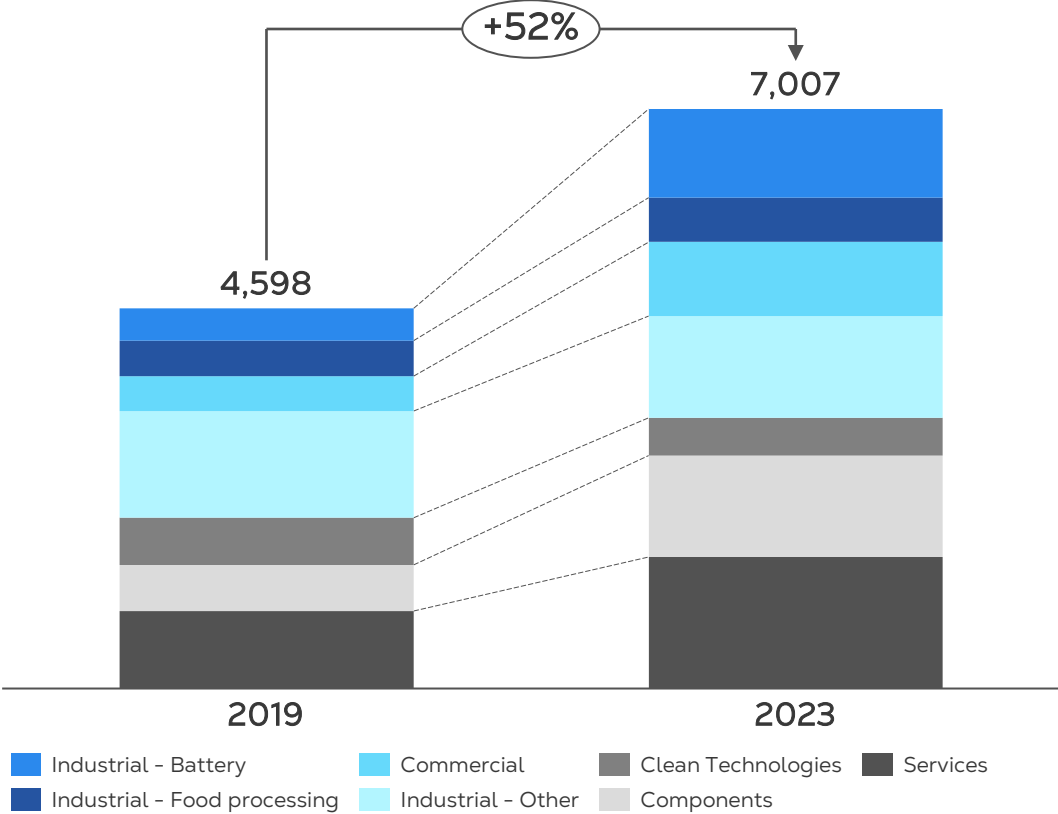
* Market outlook and comments are indicative and refer to the coming six months

** Dehumidification rotors and humidification pads sold through OEM channels



We operate in an attractive market with strong growth in multiple customer segments

AirTech Segment size and share, MSEK



Segment outlook*

Short-term (<6 m)

Mid-to-long-term

Industrial

Battery	↗	↑
Food processing	↗	↗
Commercial	↗	↗
Other industrial	↗	↗

Clean Technologies

	→	↑
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Service & Components

Services	↗	↑
Components	↗	↗

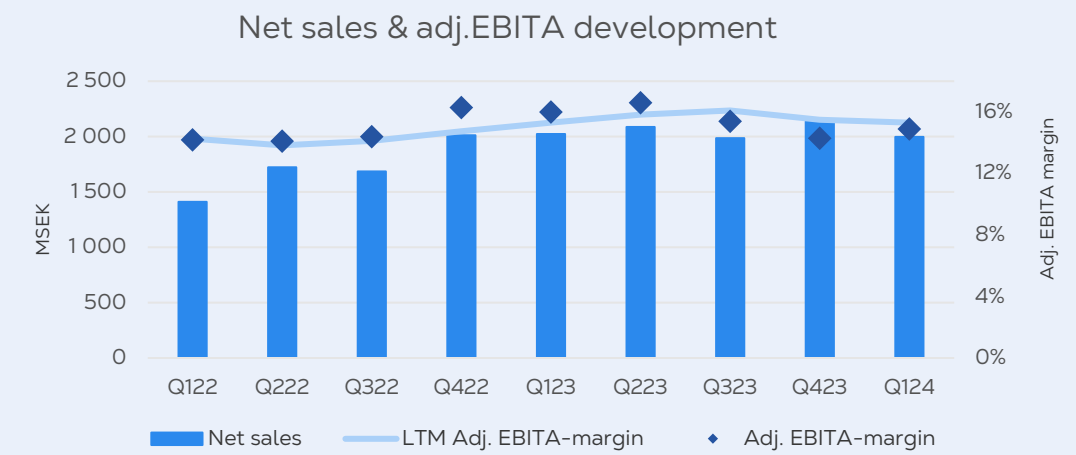
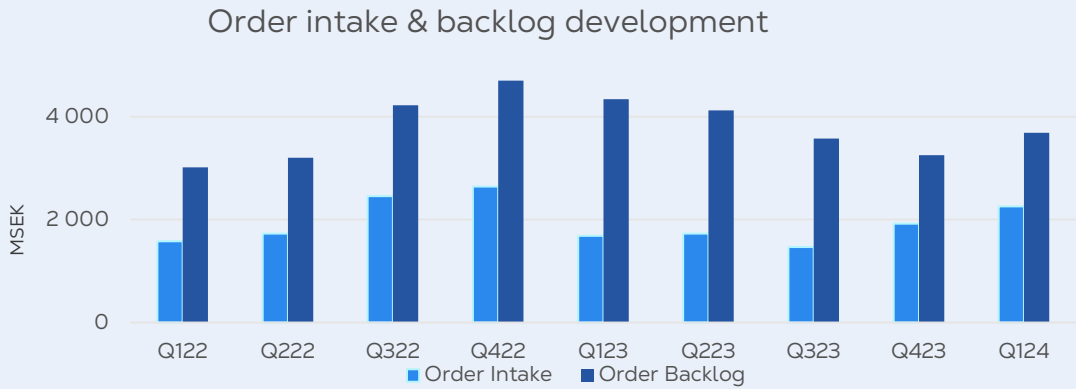
- >5% growth
- ~1-5% growth
- ~0% growth

* Market segment outlook is indicative



Q1 - Lower volumes & investments affecting margin

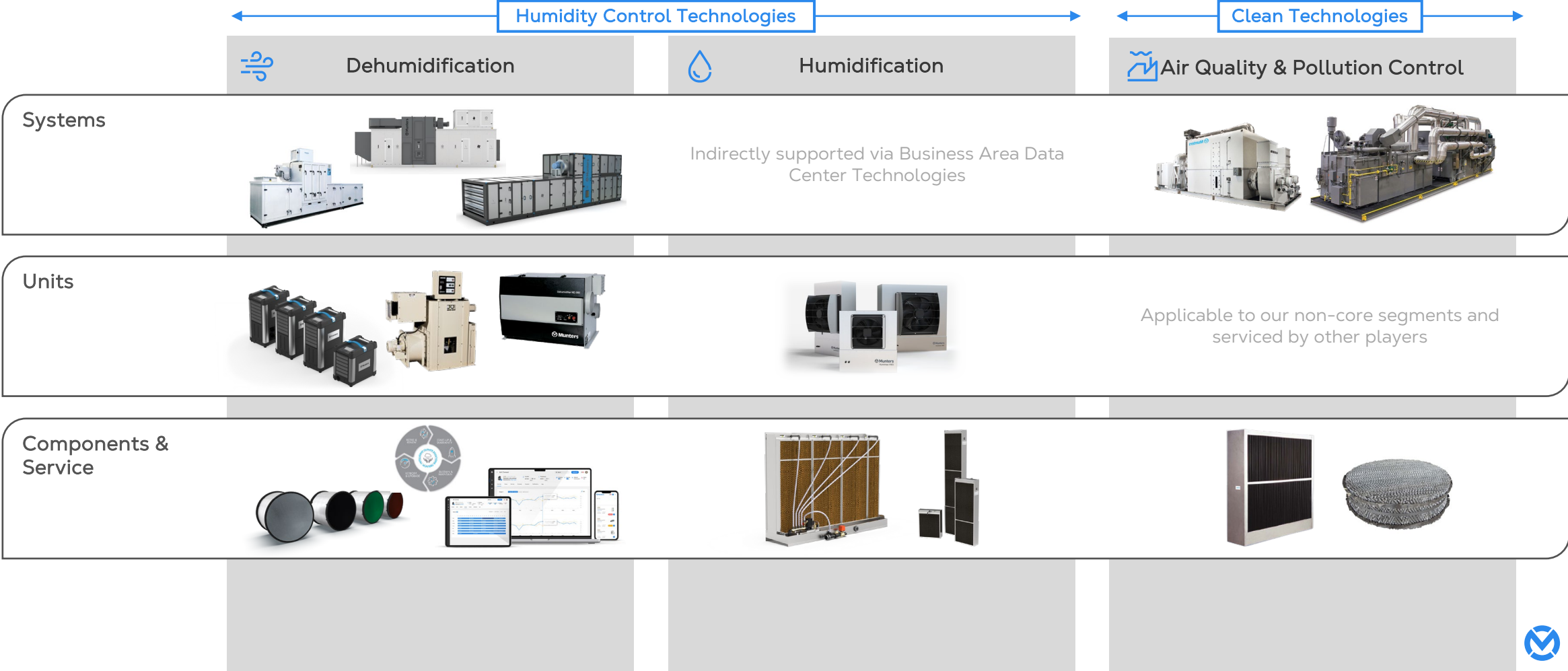
MSEK	Q1 2024	Q1 2023	Change (%)		
			Org.	Struct*	FX
Order intake	2,255	1,686	29	7	-3
Order backlog	3,688	4,341			
Net sales	1,996	2,023	-7	7	-2
Adj. EBITA	296	323	-12	6	-2
Adj. EBITA (%)	14.9	16.0			


















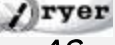




















- Adj. EBITA margin decreased;
- lower volumes
 - increased investments in sustainability, operational efficiency & innovation
 - + cont. efficiency improvements, slightly offset by lower production utilization rate in EMEA & APAC



We offer a broad range of high-performing humidity, climate and air quality control solutions



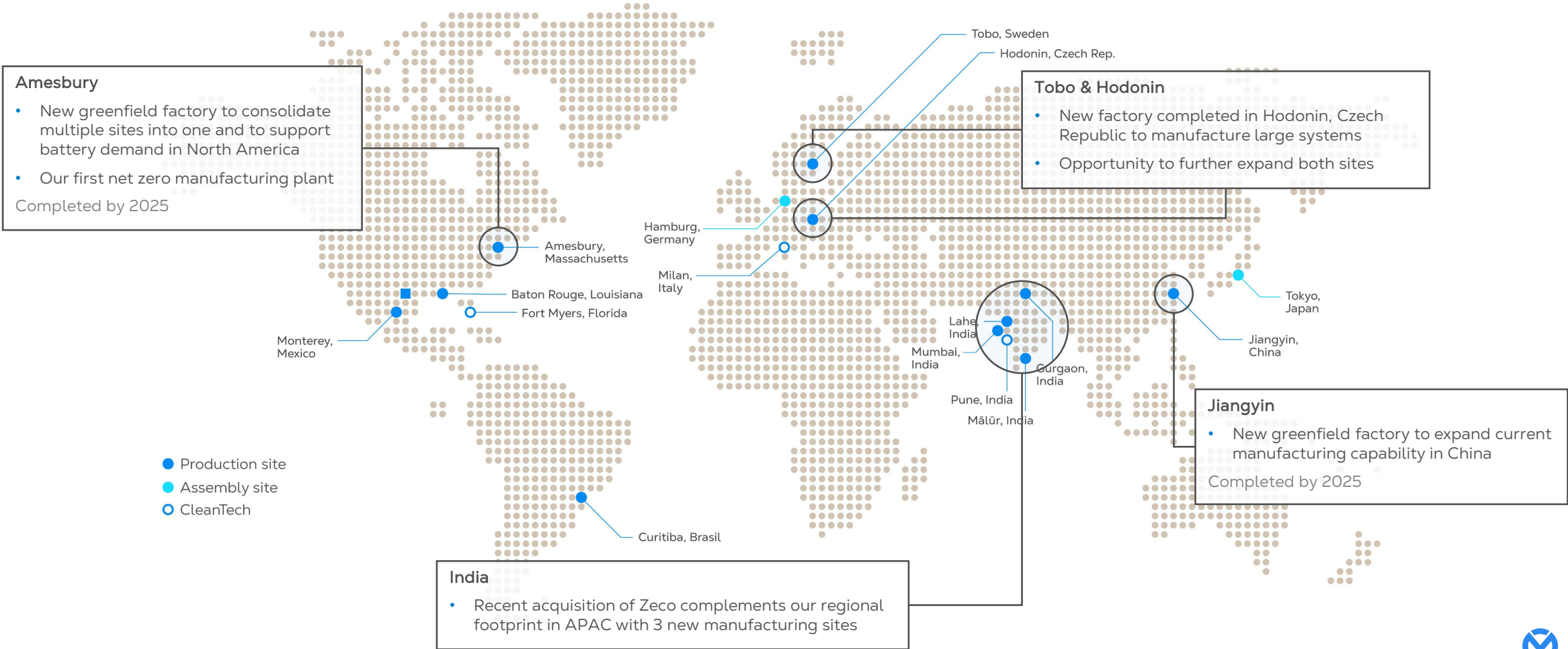
Selection of market players - mainly small local players

		Small (<1 BSEK)				Medium (1-2 BSEK)	Large (2-10 BSEK)	Extra Large (>10 BSEK)
Humidity Control Technologies	Dehumidification	 AM	 AS	 AS	 AM	  AM/AS/EU	 ★ AS	
		 AM/AS	 AM	 EU/AM	 AM		 ★ AM	
		 AM	 EU	 AS	 AS		 ★ AS	
		 AS	 AS	  AS	 EU			
Clean Technologies	Humidification	 AS	 AM	 AS	 EU/AS	 EU/AS/AM		
		 EU	 EU	 EU	 AM		 EU/AS/AM	
		 EU	 AM	 AM/AS/EU		 EU/AS/AM		

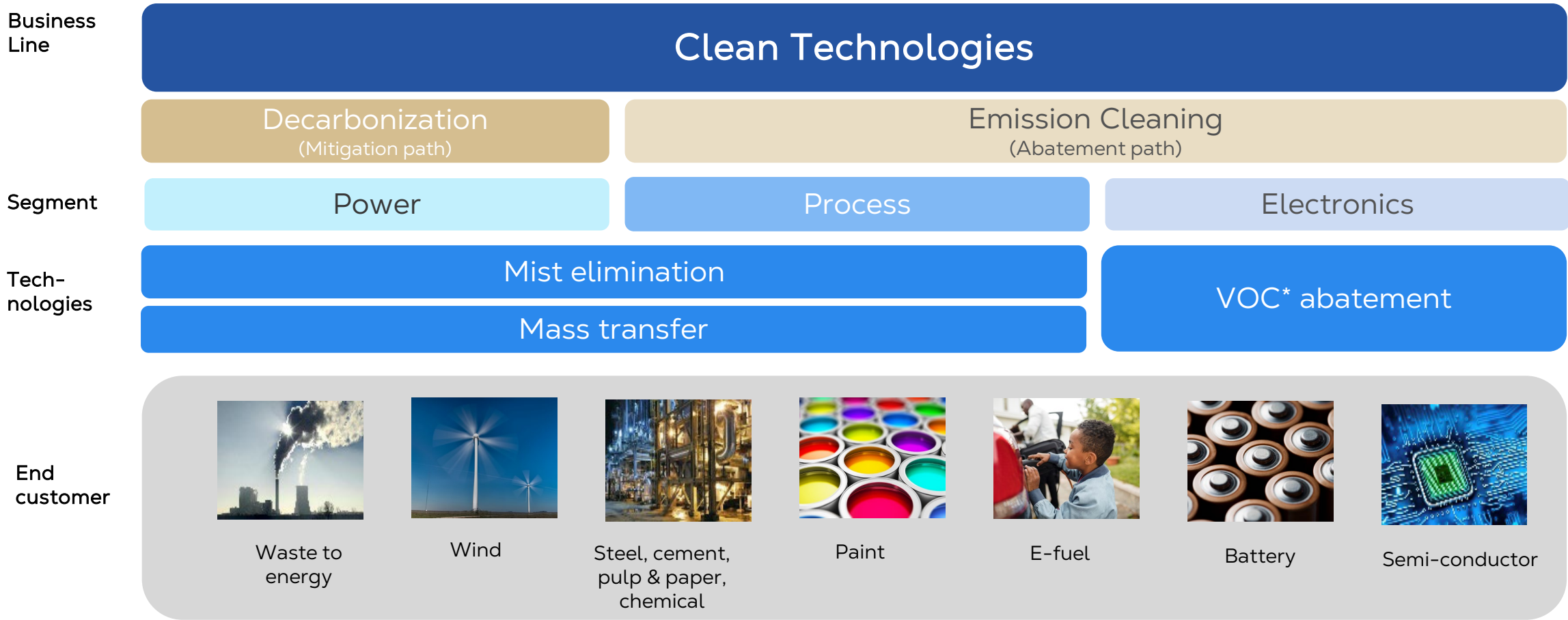
★ A small business within a large company/conglomerate



We are preparing for the next growth wave by investing in our global footprint



Clean Technologies – solutions for a healthier planet




*VOC – Volatile Organic Compounds




CleanTech has delivered into 26 carbon capture type of projects worldwide

Ammonia plants in Nigeria




Supplied full internal system including solvent based CO₂ capture and ammonia scrubber at two ammonia plan plants

Norcem Brevik in Norway



World's first large scale CCS system in a cement plant in Norway. Uses an **amine based solvent**. CleanTech supplied critical equipment into the process

H2 plants in Texas



Supplied solvent based CO₂ capture at 3 new liquid (blue) hydrogen plants

Steel Plant Southeast Asia



Large scale amine based CCU system for a steel plant. CleanTech supplied critical equipment to the capturing process.

Chile



New e-fuel production facility using green hydrogen and carbon dioxide from **DAC technology** to refine e-fuel. CleanTech supplied key components into DAC process

Fertilizer & Ammonia plants in India, Middle East & SEA



Fertilizer and ammonia plants use **solvent-based** carbon capture as part of their production process. CT has supplied to ~80% of the fertilizer plants in India and multiple ammonia plants. Has also supplied to multiple plants in Middle East

Fertilizer plant in Australia

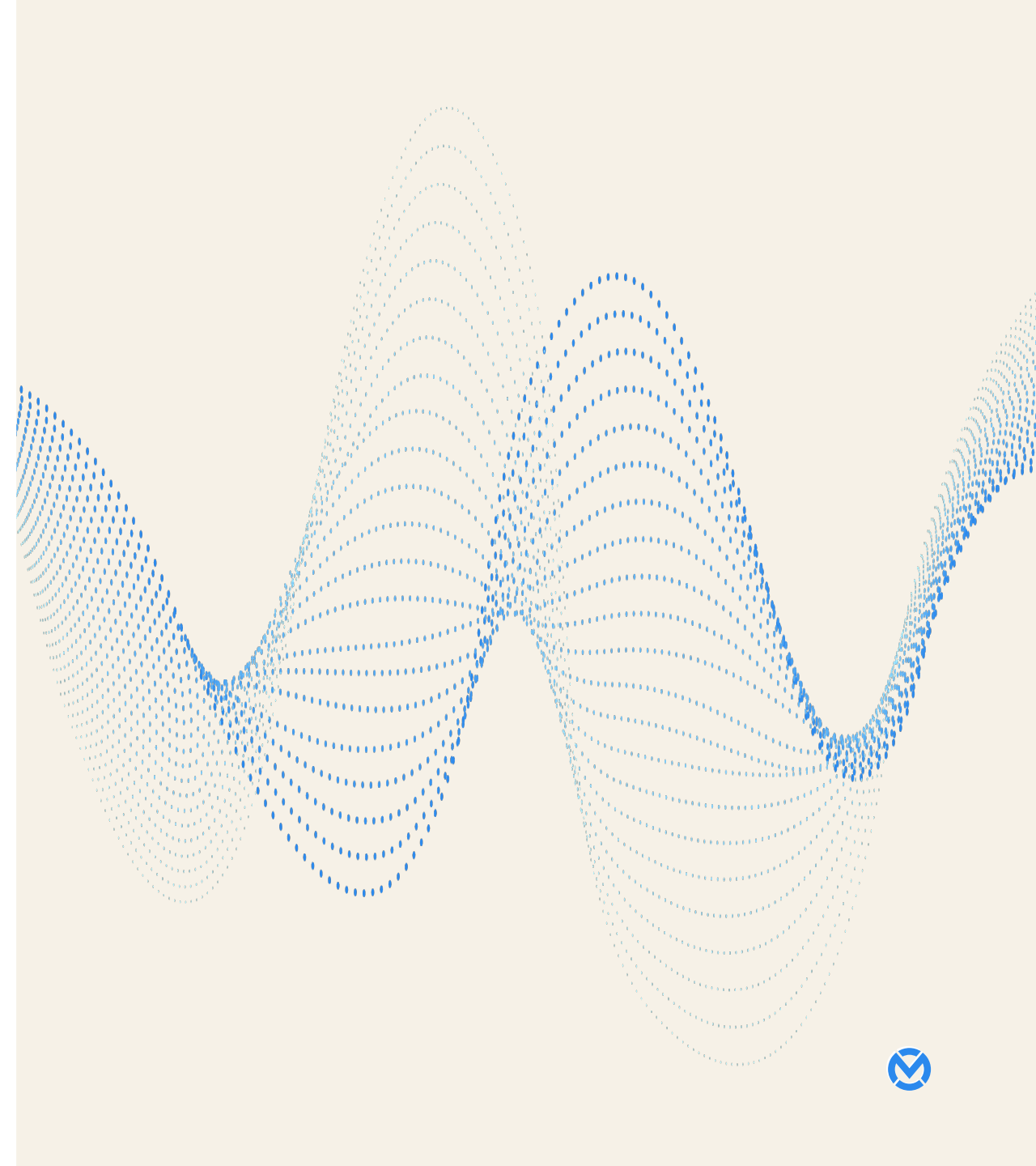


Supplied tower internals to CO₂ absorber and desorbed units for fertilizer plant .



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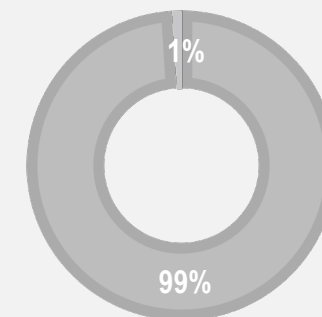
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Sustainable cooling solutions that facilitate digitization

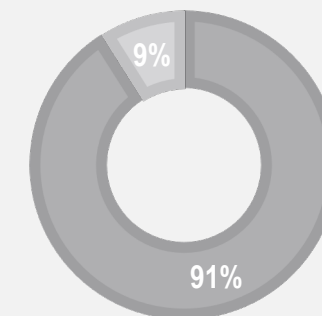
Data Center Technologies

Customer distribution of order intake



- Hyperscalers
- Colo
- Telco & enterprises

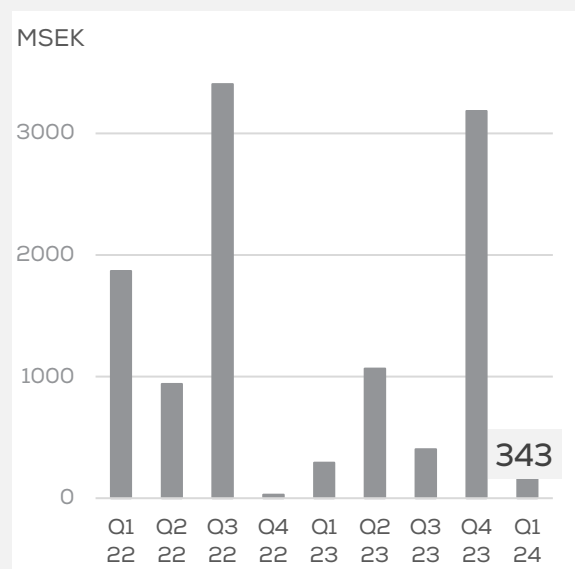
Order intake per region



- Americas
- EMEA

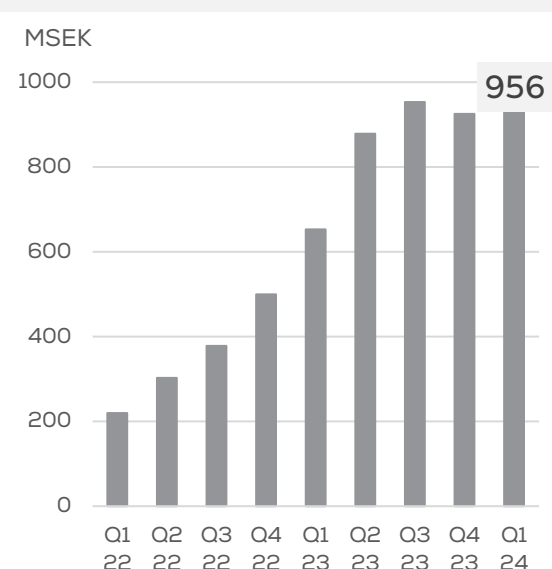
Order intake, MSEK*

4,998



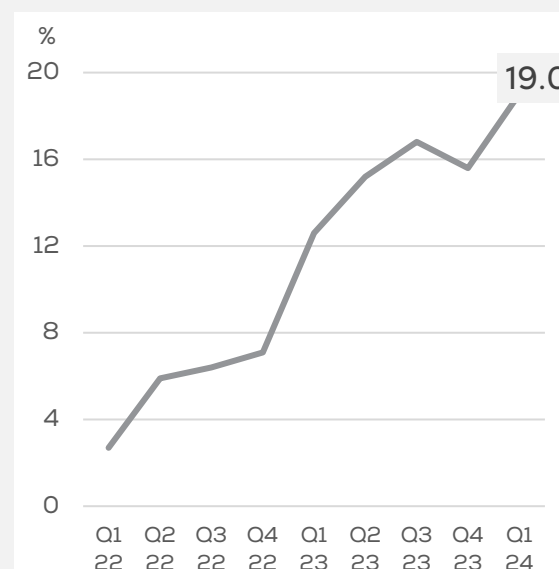
Net sales, MSEK*

3,712



Adjusted EBITA margin*

16.7%



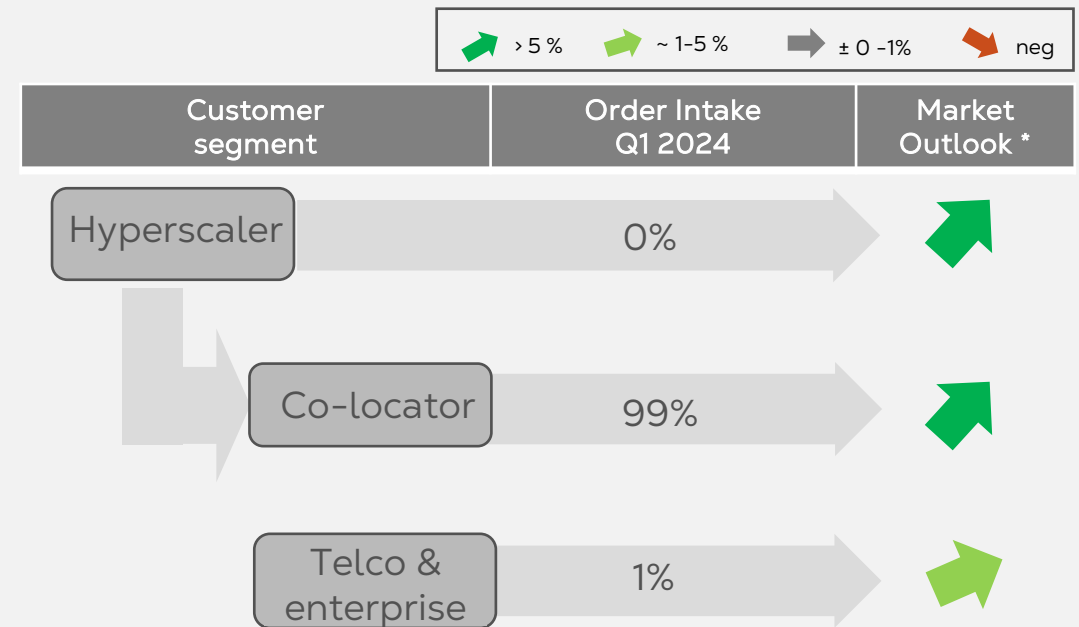
Q1 - Increased demand & strengthened order backlog

→ Order Intake increased;

- mainly co-locator segment, Americas
- underlying demand remains very strong

→ Order Backlog increased;

- majority attributable to large orders to be delivered throughout 2025



- **Hyperscalers** – increased activity both for own facilities & colocation leasing. AI driving significant growth, increased need for server space & higher density cooling requirements
- **Colocation** – continued strong demand due to increased build outs and investments, driven by increased leasing demand from hyperscalers
- **Telco & enterprises** – moving away from own facilities, market growth but lower pace



Q1 – Significant profitability increase

MSEK	Q1 2024	Q1 2023	Change (%)		
			Org.	Struct*	FX
Order intake	343	293	17	0	0
Order backlog	7,003	5,564			
Net sales	956	653	47	0	-1
Adj. EBITA	181	82	122	0	-1
Adj. EBITA (%)	19.0	12.6			

→ Adj. EBITA margin significant increase;

- + strong volume growth
- + net price increases
- + high utilization rate in production
- + operational efficiency improvements
- investments in competence and resources expected to increase to capture growth

Order intake & backlog development



Net sales & adj. EBITA development



Innovative solutions and our project model are key

Based on a broad set of technology platforms, we tailor to optimize energy efficiency and reduce environmental impact for each unique project. Tailored, adaptable, sustainable.



← Sold to OEMs → ← Typically sold to end customers →

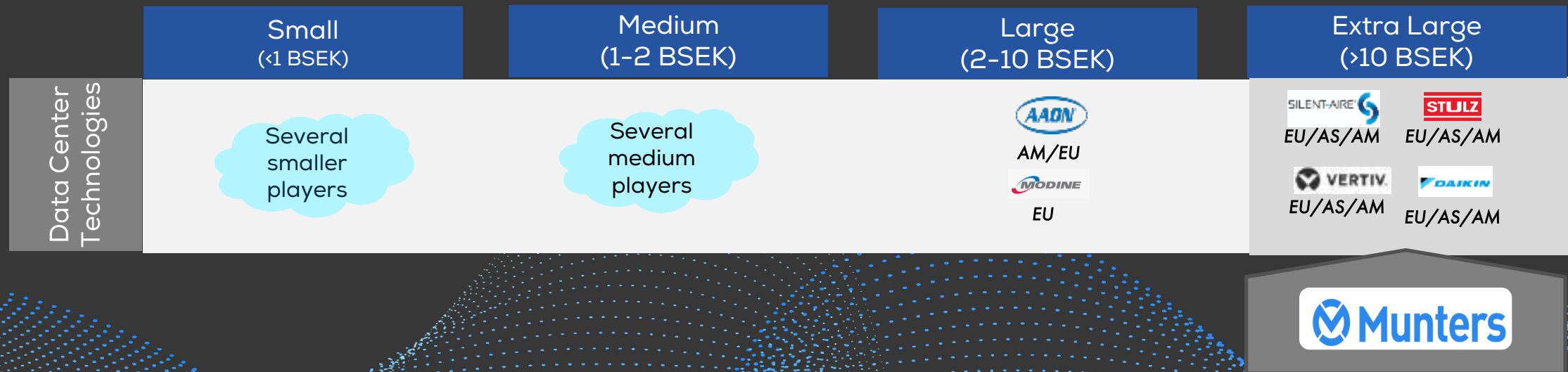


← What → ← How →



Selection of market players – Munters well positioned for growth

→ An order in DCT generally consists of several equipment deliveries

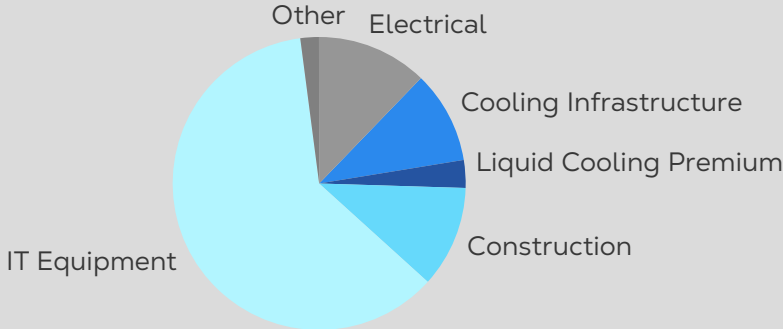


Our global footprint – investing for growth

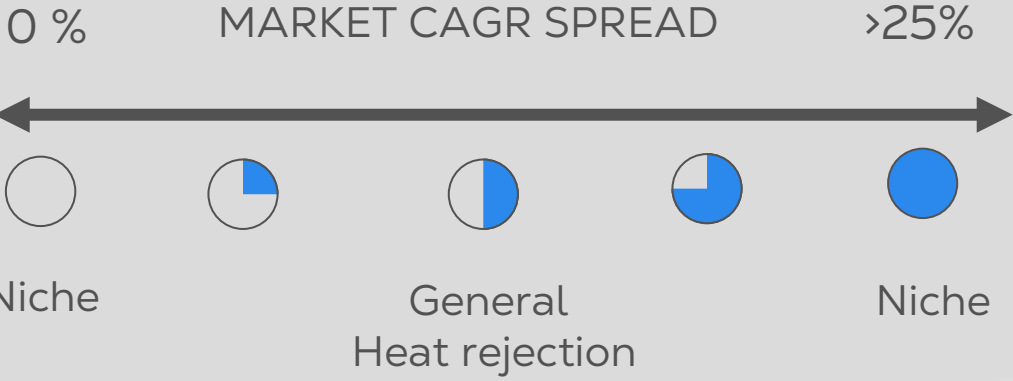
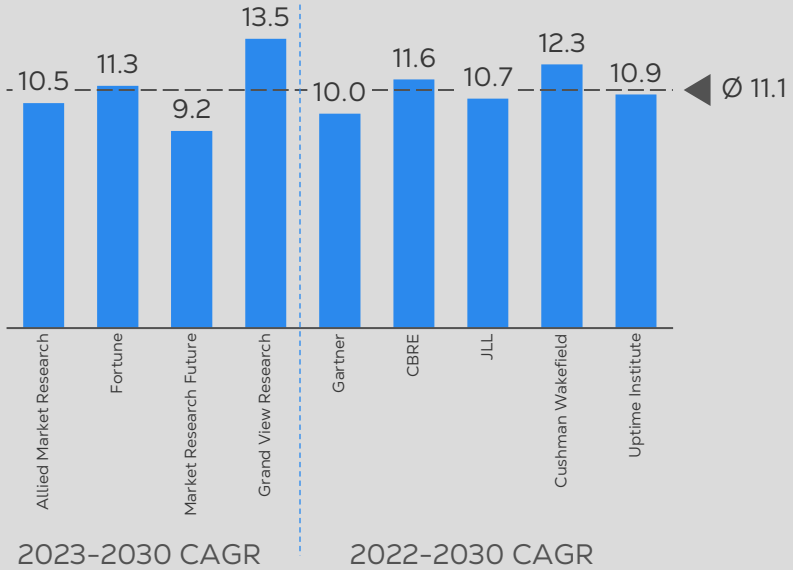


Total market growth and our addressable market

Cooling ~10-15% of total DC CAPEX – liquid cooling higher due to complexity

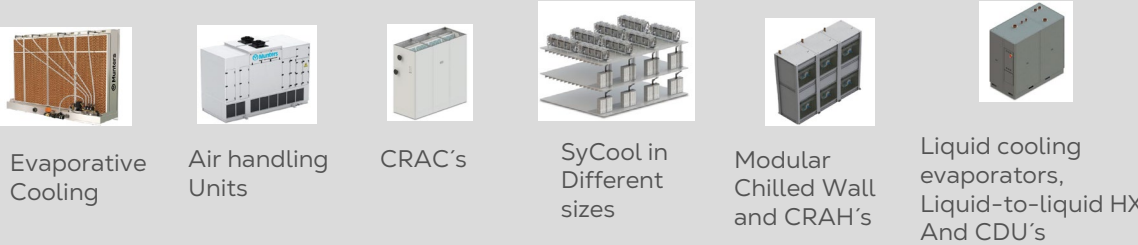


Growth rate (%) according to industry sources



Relative growth outlook

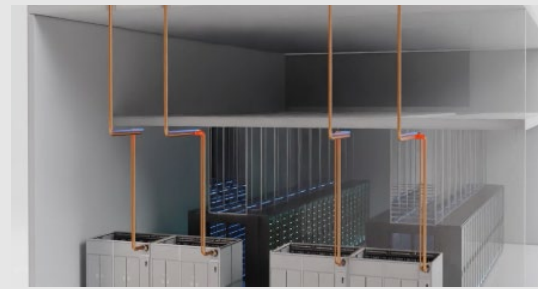
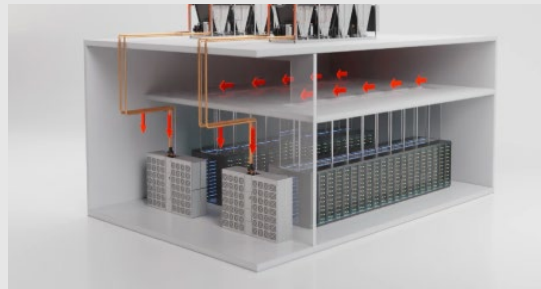
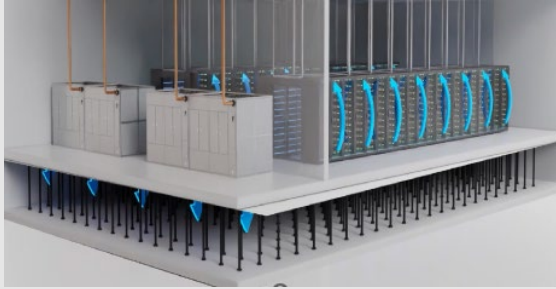
Munters DCT Portfolio



Source: Market estimates from various sources (as defined in the right graph) & Munters analysis



The basic steps of cooling and heat rejection



1. DISSIPATION (INSIDE THE SERVER)

Heat sinks, on-board fans or liquid cooling solutions dissipate heat away from the components

2. CAPTURE (INSIDE THE DC)

Heat is captured by air flow, containment, air handlers, or Cooling Distribution Units etc.

3. TRANSFER

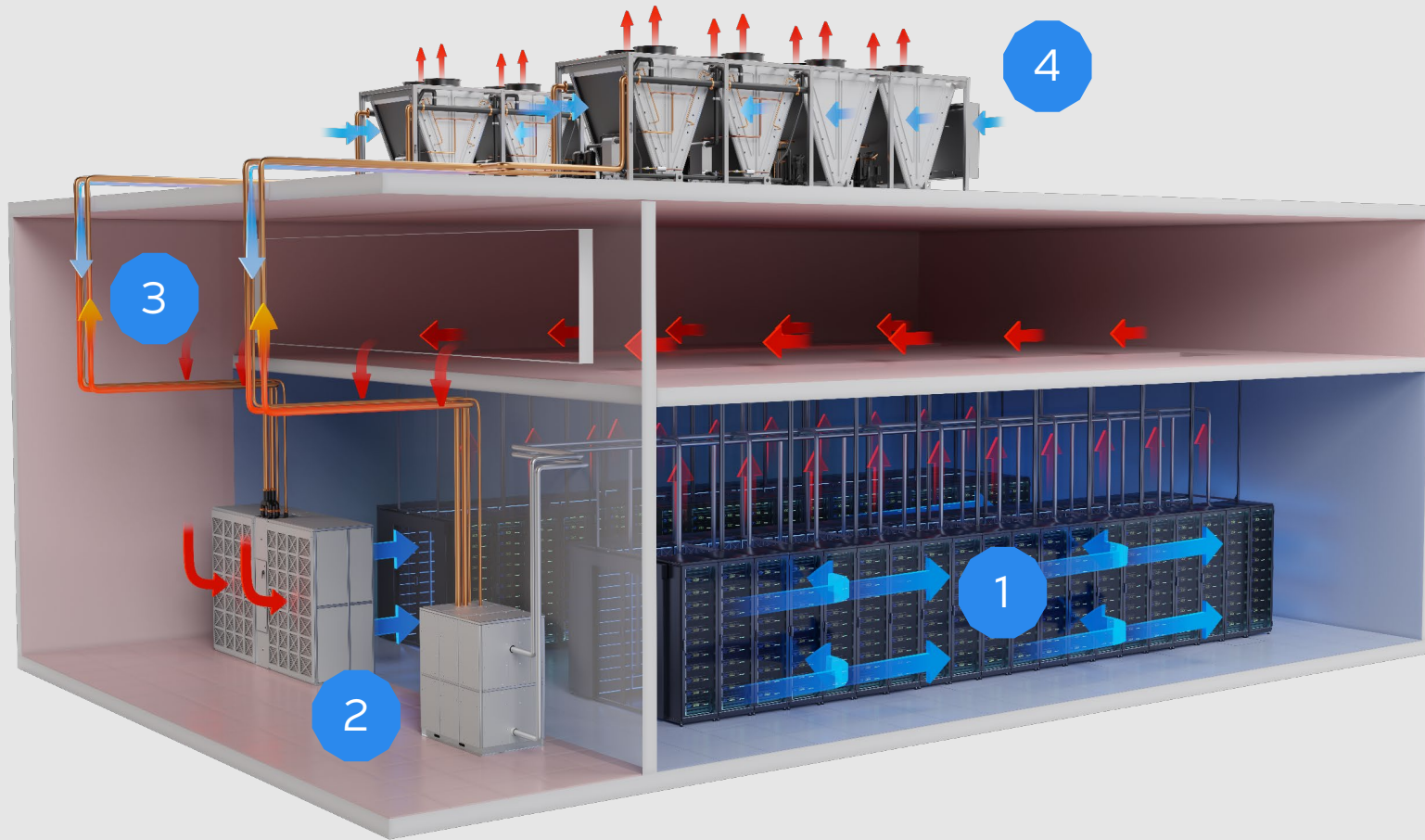
Air, water or other refrigerant carries heat away

4. RELEASE (OUTSIDE THE DC)

Outdoor condensers, cooling towers, or heat exchangers release the heat



SyCool Split - How to deal with increased power density

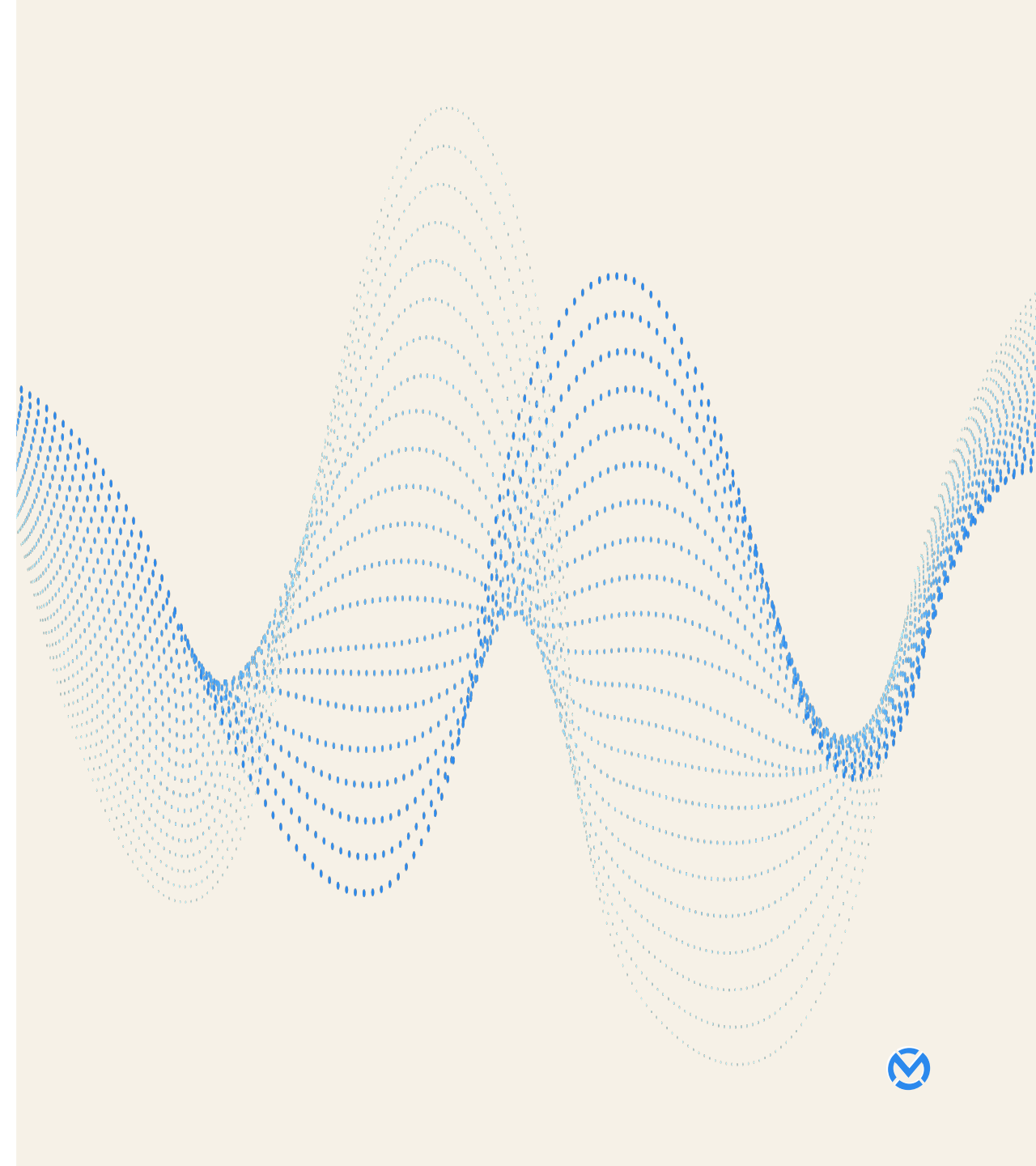


1. **Dissipation** – taking heat from the chip to the air or the liquid
2. **Capture** – heat is captured by the CRAH (air) or the CDU (liquid)
3. **Transfer** – heat energy is transported to the heat rejection equipment
4. **Release** – heat is rejected to atmosphere or to be re-used for another purpose



Agenda

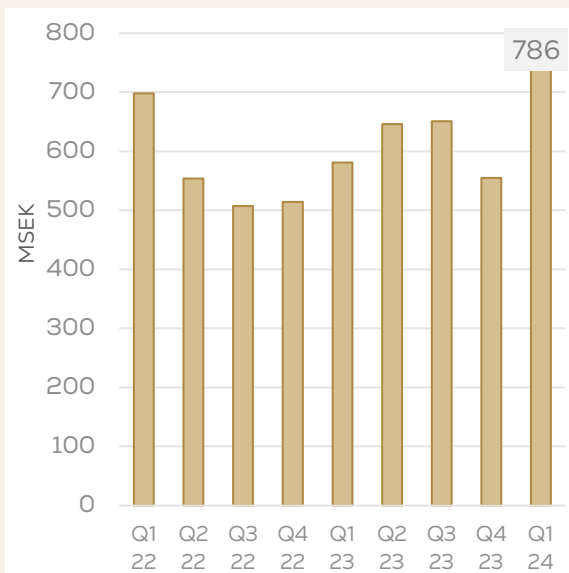
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A world leader in climate control systems for food production

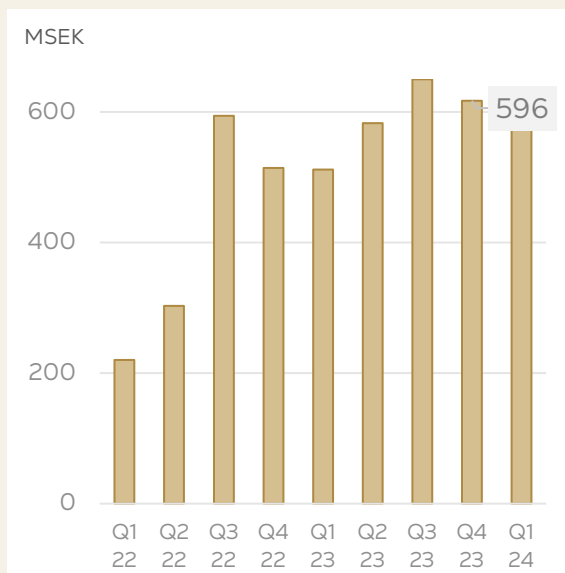
Order intake, MSEK*

2,638



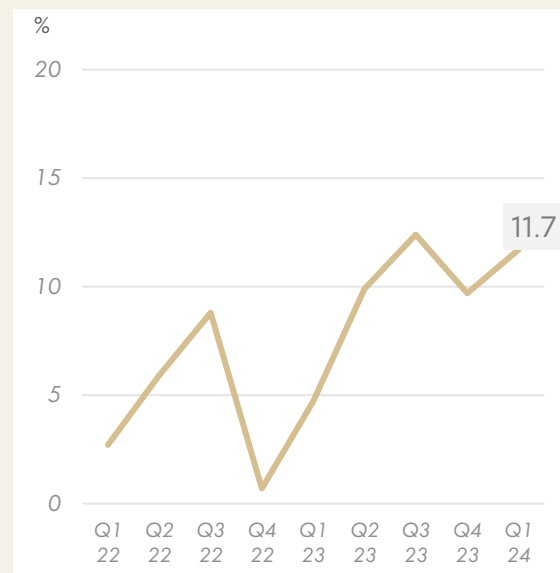
Net sales, MSEK*

2,447



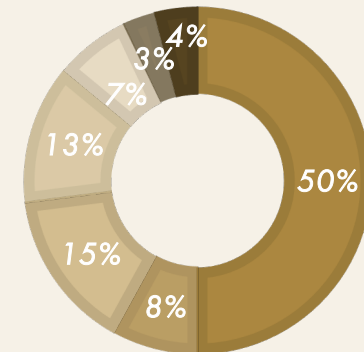
Adjusted EBITA-margin*

10.9%



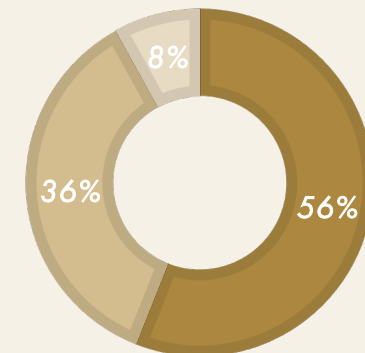
FoodTech

Customer segments, net sales



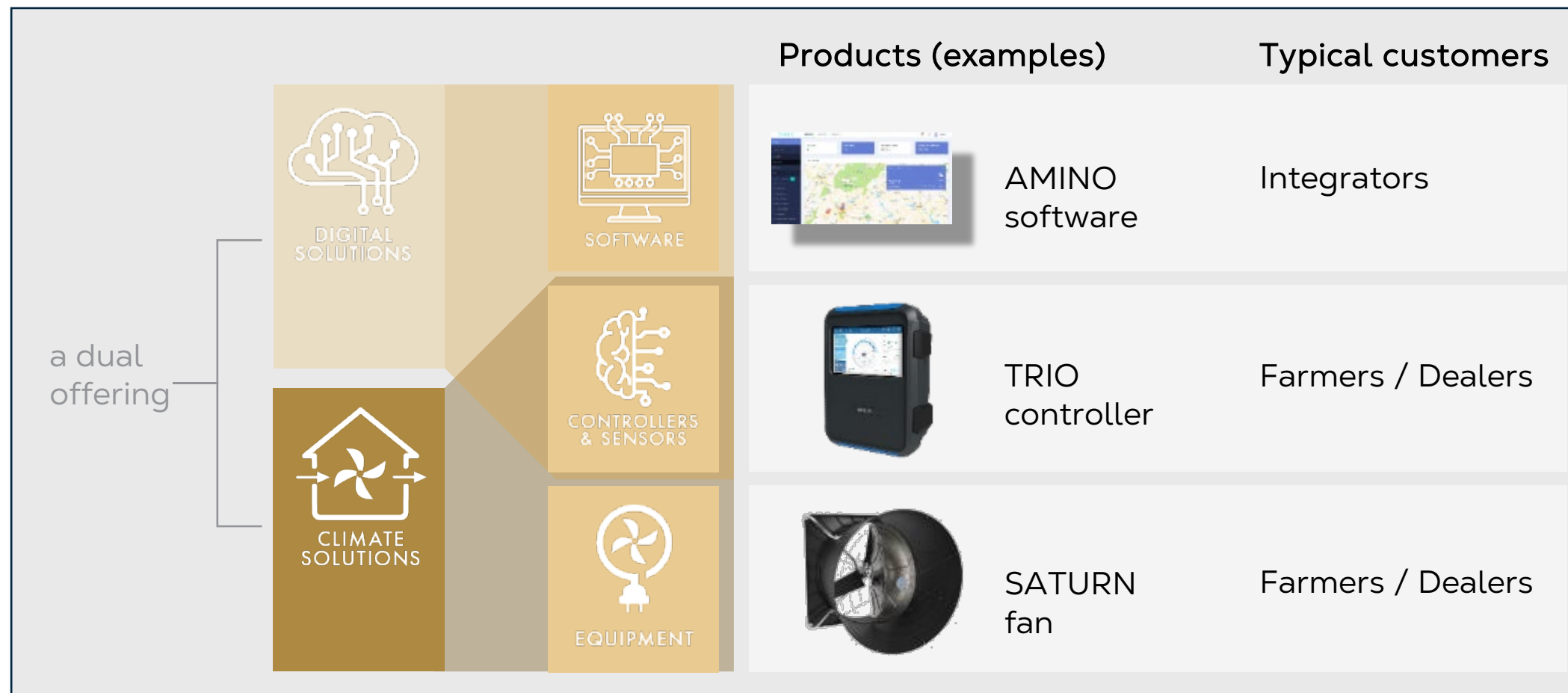
- Broiler
- Layer
- Greenhouse
- Digital Solutions
- Dairy
- Other

Order intake by region



- Americas
- EMEA
- APAC

FoodTech - a leading dual offering

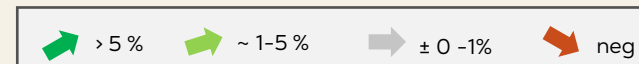









FoodTech stands on two pillars, climate solutions and digital solutions

Strong demand and strengthened order backlog

→ Order Intake increased;

- CS – primarily driven by Americas & EMEA, slightly offset by APAC
- DS – strong growth in Americas



Customer segment	% order intake Q1 2024	Market Outlook *
Climate Solutions (incl. Controllers)	87%	
...whereof Broiler	50%	
...whereof Swine	8%	
...whereof Layer	15%	
...whereof Greenhouse	7%	
...whereof Dairy	3%	
...whereof Other	4%	n/a
Digital Solutions	13%	

* Market outlook and comments are indicative and refer to the coming six months

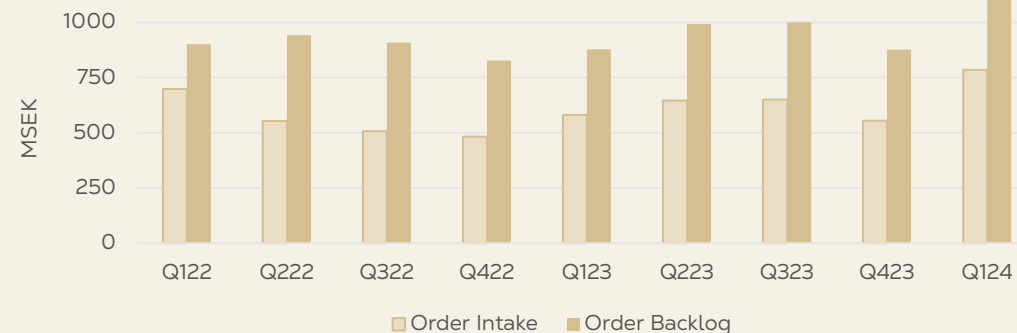


Q1 - Enhanced profitability and net sales

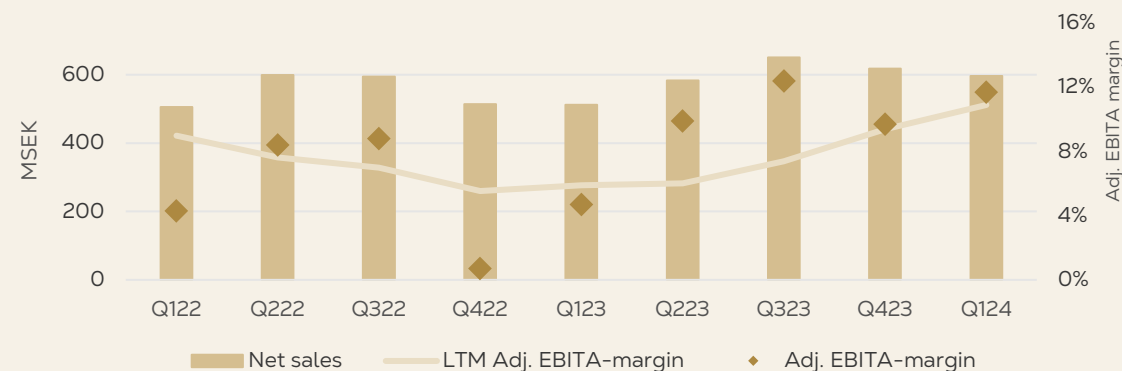
MSEK	Q1 2024	Q1 2023	Change (%)		
			Org.	Struct*	FX
Order intake	786	581	32	5	-2
Order backlog	1,122	878			
Net sales	596	512	10	8	-2
- of which SaaS	61	36			
- SaaS ARR	244	145			
Adj. EBITA	70	24	173	14	-1
Adj. EBITA (%)	11.7	4.7			

- **Adj. EBITA margin** increased significantly;
- + increased net sales in both CS & DS
- + good profitability from DS through strong ARR
- + effects from operational excellence improvements
- + net price increases

Order intake & backlog development



Net sales & adj. EBITA development



FoodTech's digital business - added value



IoT & Sensors

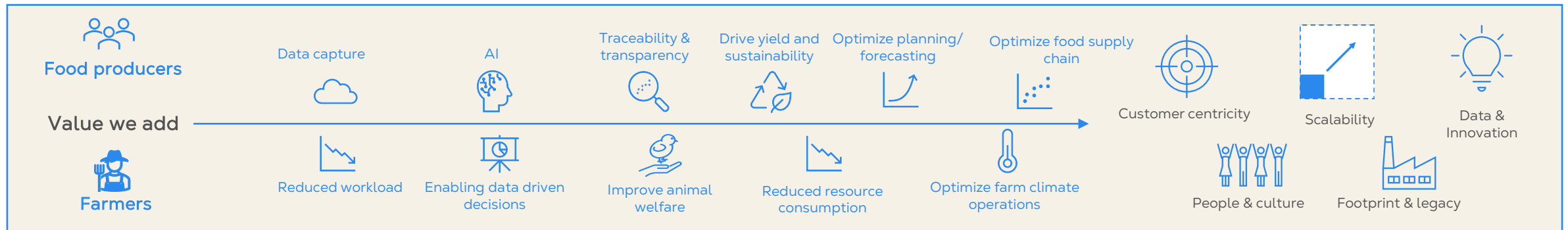
Controllers, IoT & Sensors

Software

Sold direct to food producers and via partners to farmers

Sold to farmers via partners

Sold direct to C-suite food producers



What

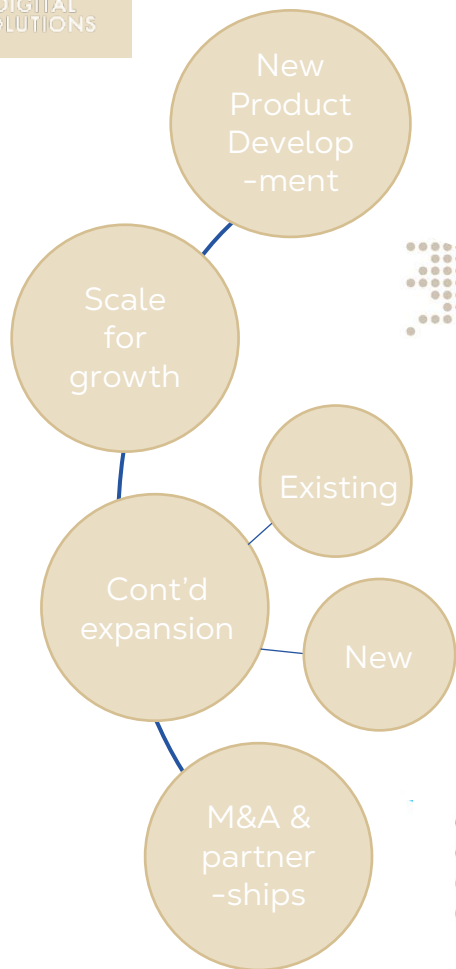
How



Footprint & global investments for the future



Digital Investments for accelerated growth

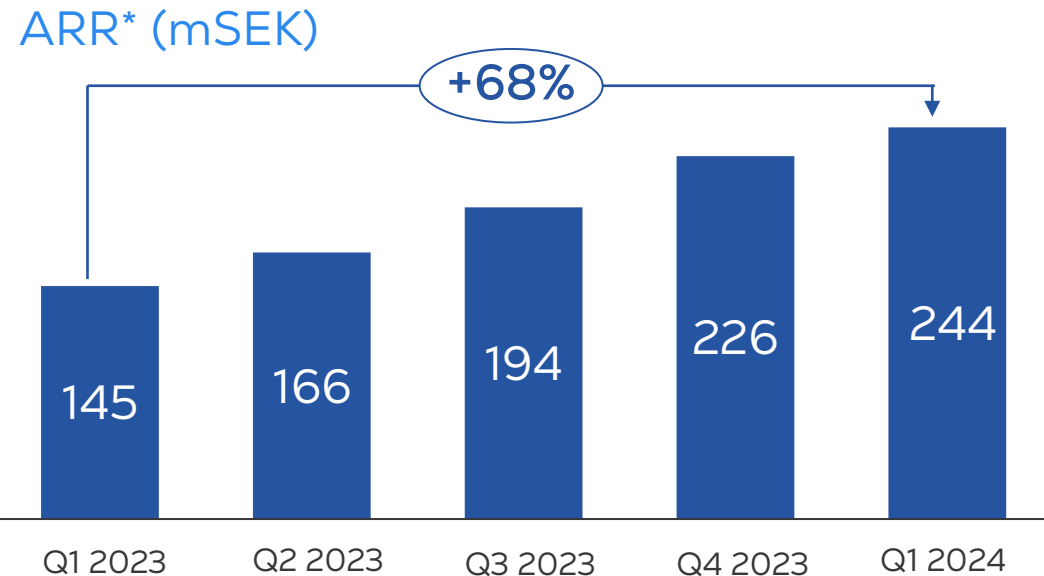


Climate solutions Innovation and further efficiency improvements in operations



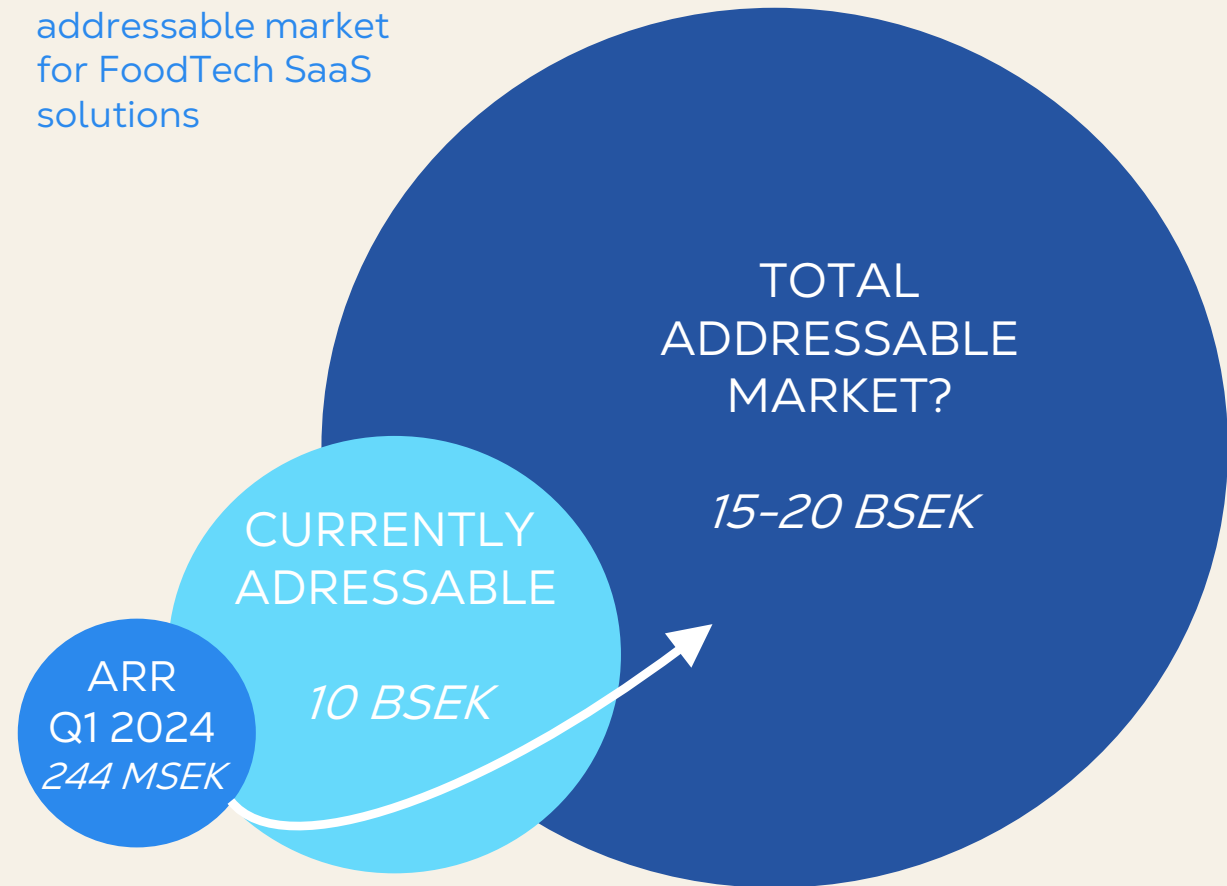
Digital solutions - Significant SaaS growth

- ARR continued growth - new customers & conversions to our new software solution Amino
- Also, high level of software implementations



*ARR = Recurring Revenue in the quarter multiplied by four

Estimated addressable market for FoodTech SaaS solutions



FoodTech on a journey of accelerated growth

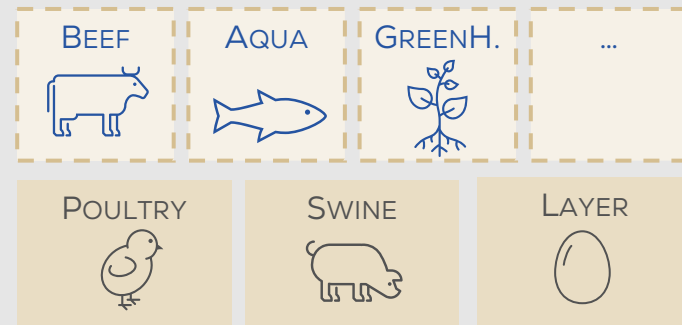
1. Developing existing segments

Continuous enhancements and penetration of already conquered segments through multiple growth avenues



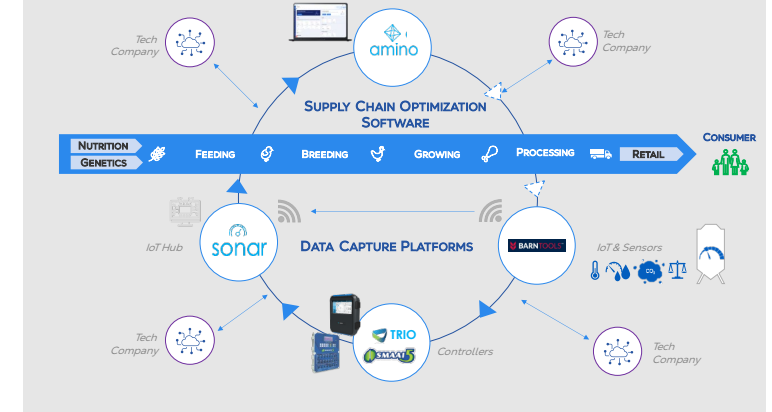
2. Replicating into new segments

Expansion to new segments, leveraging replicable model and capabilities



3. Establishing the data eco-system & attracting technology leaders

Establishment of eco-system, being the unifying technology leader that connects and delivers value to other stakeholders of the food industry



4. MOVING WITH SPEED AND BEING THE FIRST MOVER

- Customer penetration
- Data capture
- Innovation/ development

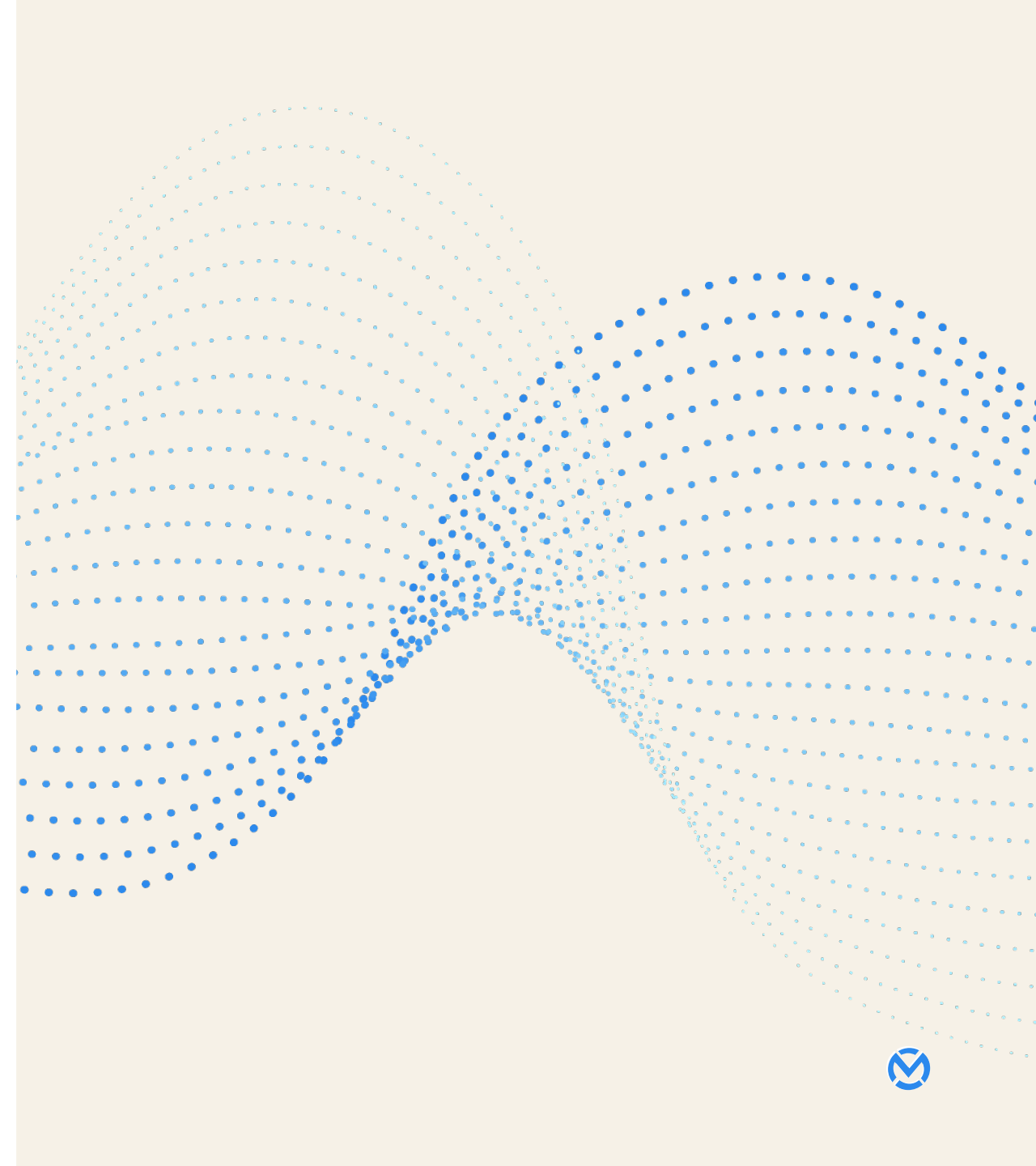
ENABLERS

Customer centricity | Scalability | Innovation | People & Culture | Footprint & Legacy



Agenda

- Introduction
- Quarterly highlights
- AirTech
- Data Center Technologies
- FoodTech
- Customer cases & M&A
- Appendix



Enhancing our Clean Technology portfolio

→ Acquisition of Airprotech

- Italian manufacturer of Volatile Organic Compounds (VOC) abatement systems
- Enhances air purification offering and addresses growing demand for abatement services in Europe
- Positions us to offer complete systems and service to our customers, contributing to cleaner air
- Reported net sales of MSEK 330 for FY 2023
- Founded 1995, based near Milan, Italy, 52 employees
- Finalization expected in Q2 2024



Expanding DCT facilities in Ireland to meet the demand

→ DCT Europe – Expansion

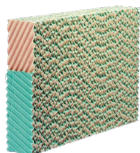
- Expansion in Cork, Ireland with the establishment of new facilities with ~11,000m² production and office space
- Initially, around 100 employees will be able to produce the full DCT product range at the site
- Located in the stunning location of Little Island, close to Cork city centre and our current facilities
- Construction underway, scheduled for completion during 2024
- Built for LEED¹ Silver sustainability certification
 - More sustainable construction and operations
 - Enhanced energy and water efficiency
 - Eliminating fossil fuel dependency



Climate solutions – EMEA good recovery in all segments

→ Greenhouse order in EMEA

- EMEA contractor, serving UAE end-users and farms
- Solution offered CELdek evaporative pads & Air circulation fans and air extraction fans
- Munters selected for the strong track record of customer satisfaction during lasting relationships with both contractor and end-user. High satisfaction with installed base of Munters equipment.



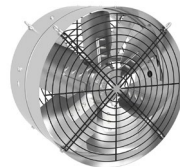
Munters CELdek®
Evaporative cooling pad



FORESTS
FOR ALL
FOREVER



Ideal for greenhouses that require high-efficiency cooling



Munters EDC
Air circulation fans

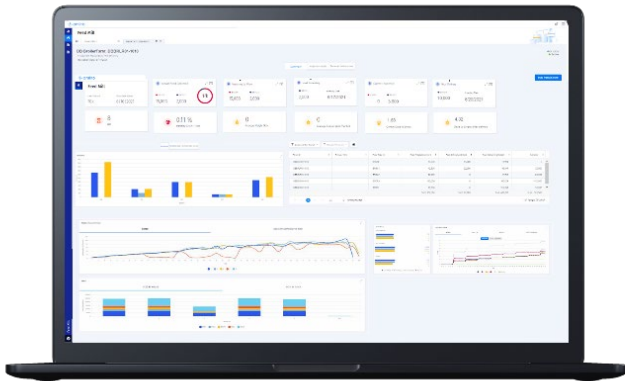
Improving air quality and combating stratification in any greenhouse and poultry application



Digital solutions – Significant SaaS growth

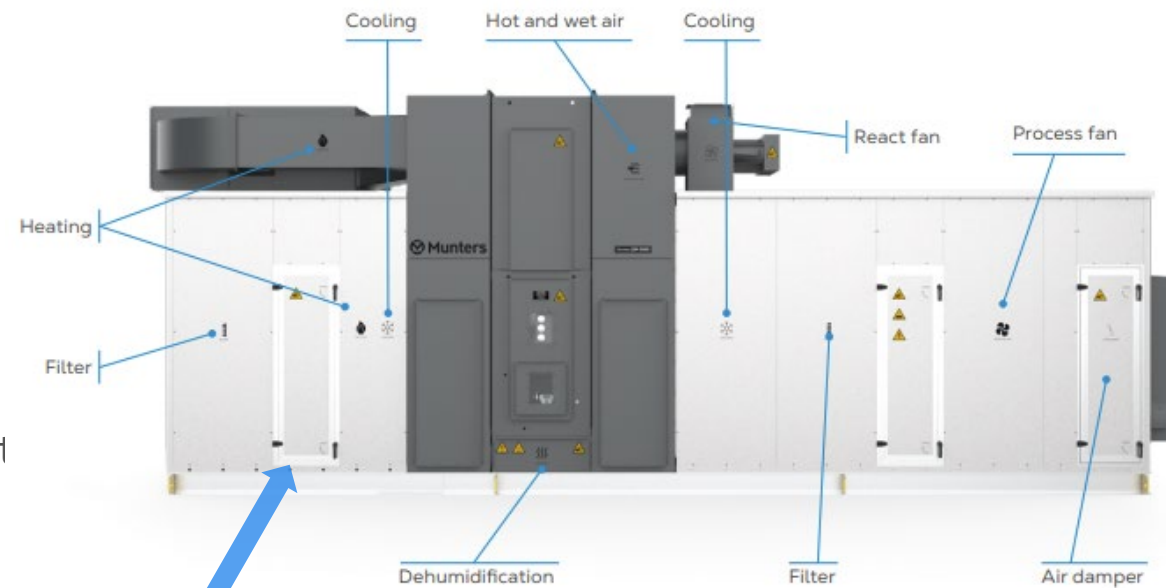
→ Key order in Americas strengthens cloud footprint in poultry

- Large US turkey company, subsidiary of a major food corporation
- Customer experienced challenges with data security, local installation and user friendliness of previous system
- Upgraded to Amino software to move more towards IoT and connected farms



New innovative dehumidification system in North America

- Specially developed for low dew point (LPD) applications such as battery producers
 - Ability to maintain dry rooms at continuous low dew points
 - 40% smaller footprint vs. industry standard
 - Available for indoor and outdoor installation
 - Gas, steam or electric reactivation as standard
 - Combined pre- and post-heating and cooling coils for compact design and minimized footprint
 - Standardized cost-effective design
 - Optimized purge cycle provides 30-45% energy savings vs. industry standard purge

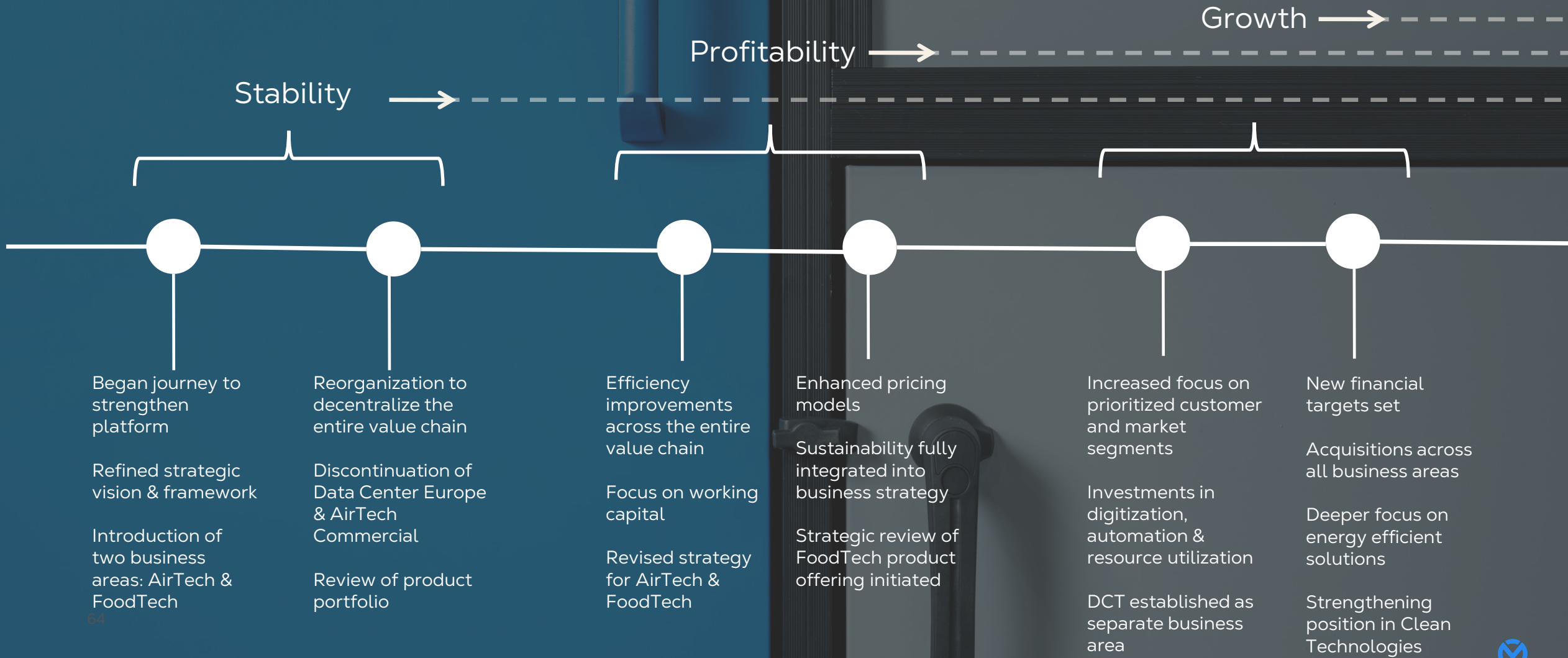


The outer frame for the door is 72" (1.82m)



Appendix

Munters strategic journey



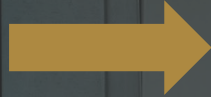
Delivery on M&A agenda to fuel growth

Structured process for M&A and integration with aligned workflows

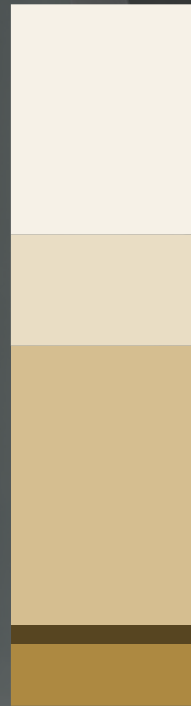
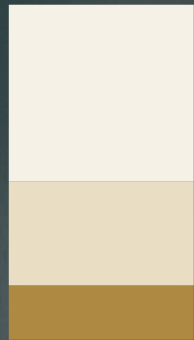


Investments supporting next growth wave

2019-2021
Stability and
profitability



2022-2023
Growth



- » Capital allocation priorities to drive growth agenda – organic and M&A:
 - » Innovation and CO₂ reduction
 - » Operational excellence and commercial excellence
 - » M&A and minority investments
 - » Dividends

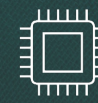
■ Dividend ■ Minority Investments ■ M&A ■ R&D ■ Capex



CO2 reduction



Integrated operations



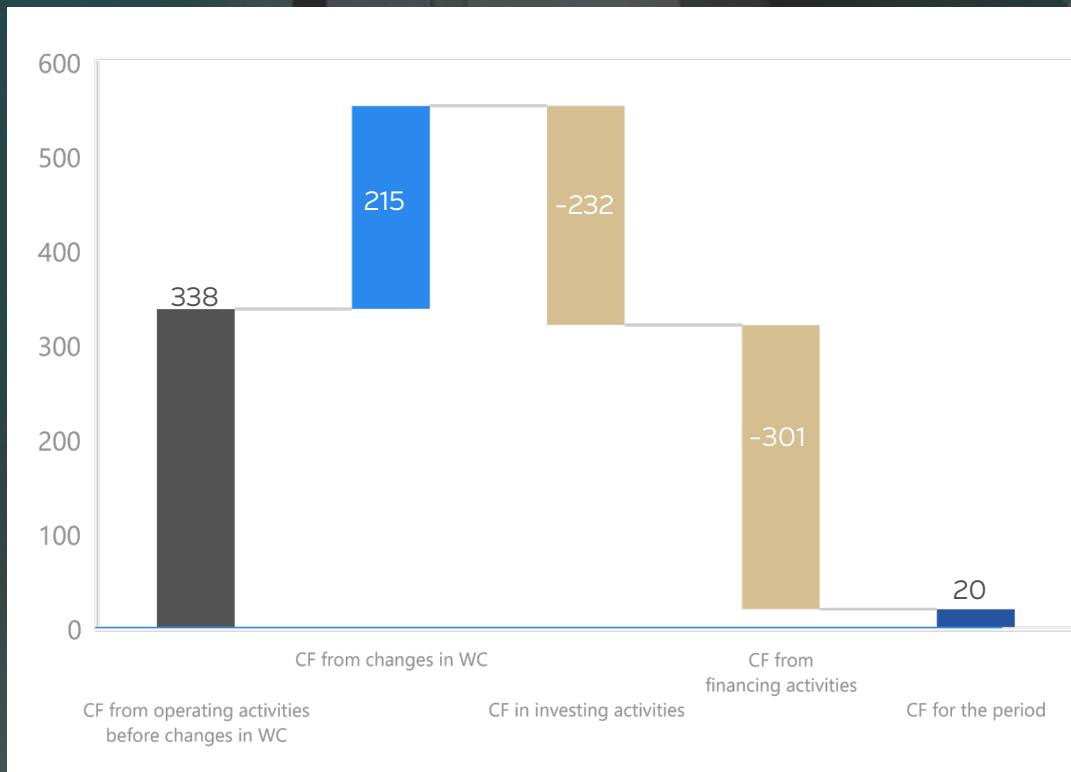
Fully digital



Talent & Leadership

Profitable growth and cash flow generation

Group Cash Flow YTD, MSEK



Cash flow from changes in WC

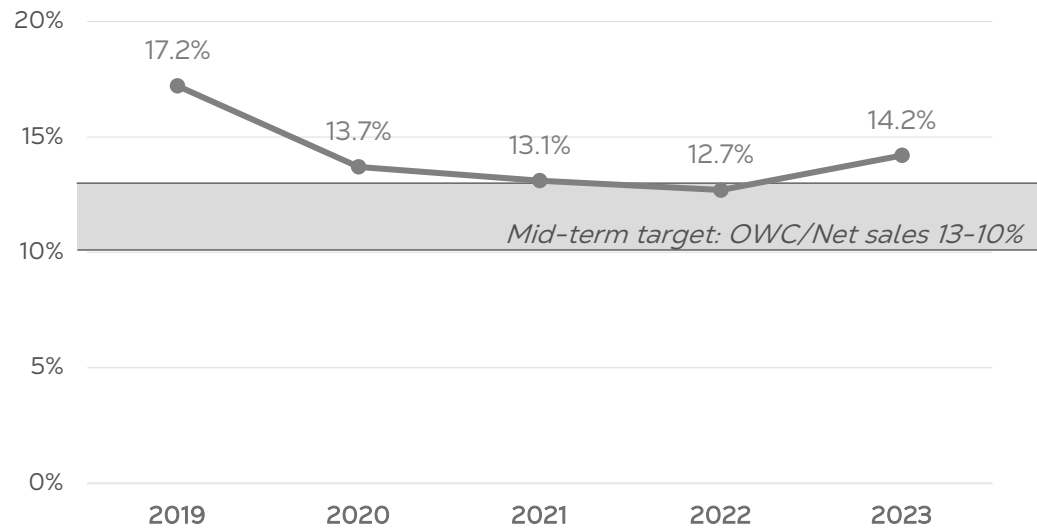
	Q1 2024	Q1 2023
Change in accounts receivable	-167	-19
Change in inventory	-88	-120
Change in accrued income	115	-43
Change in accounts payable	-1	-128
Change in advances from customers	406	-138
Change in other working capital	-49	-65
CF from changes in working capital	215	-513



Solid financial platform important growth enabler

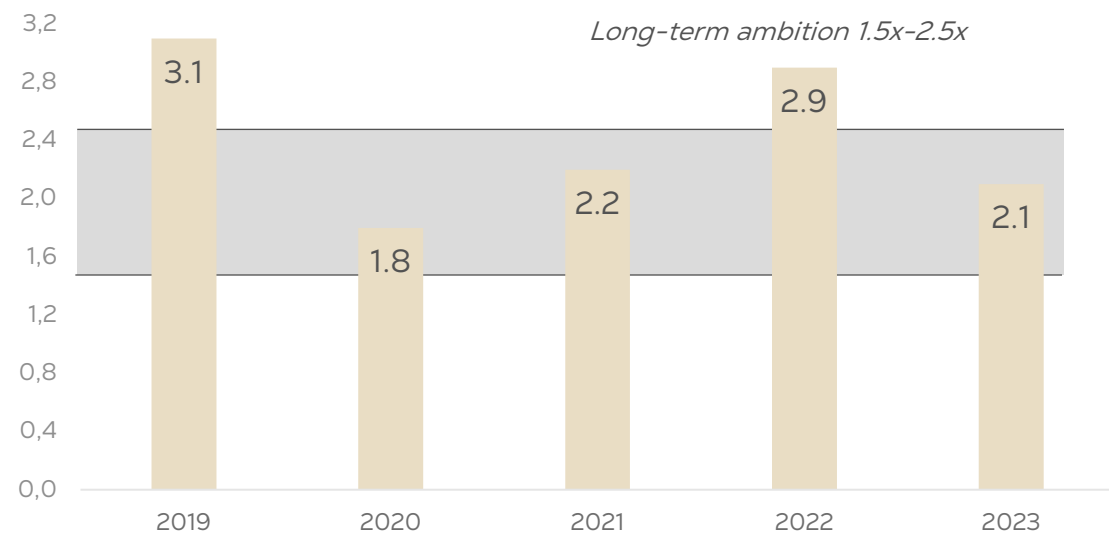
Business areas

OWC/Net sales



Group funding

Net debt / adj. EBITDAx, LTM



Service ambition updated to reflect strategic direction

Previous service ambition has been revised and extended to reflect Munters strategic focus and business model:

- Service: After market service, incl. installations and Software (SaaS)
- Components

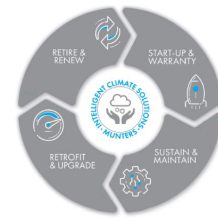
Previous ambition

Service 30% of net sales

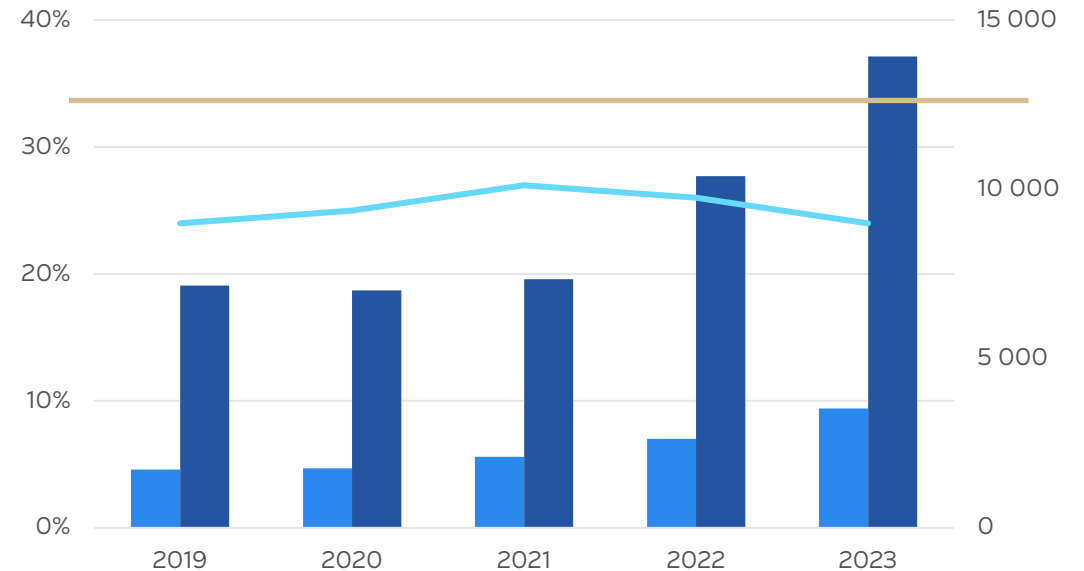


New ambition:

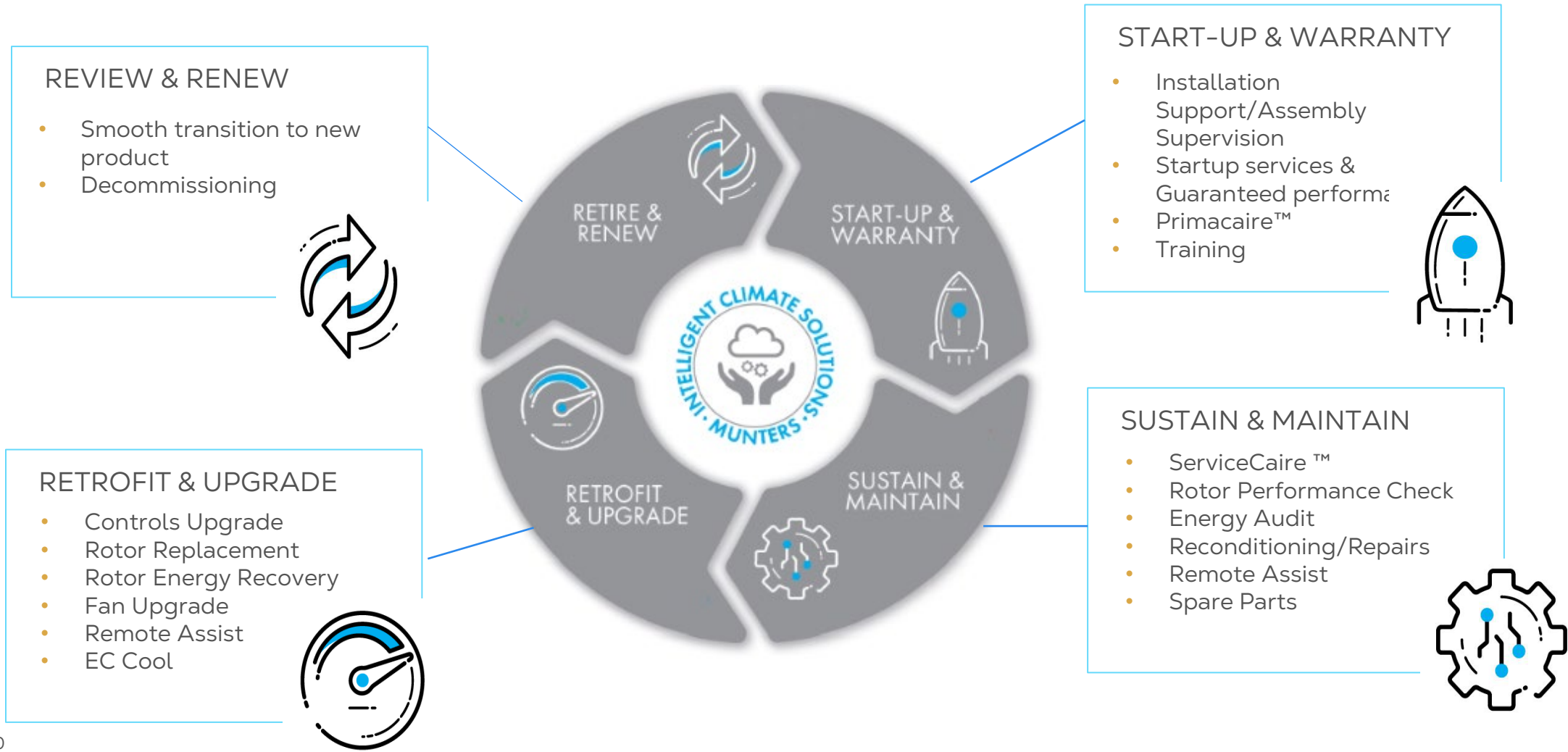
Service, Software & Components
>1/3 of net sales



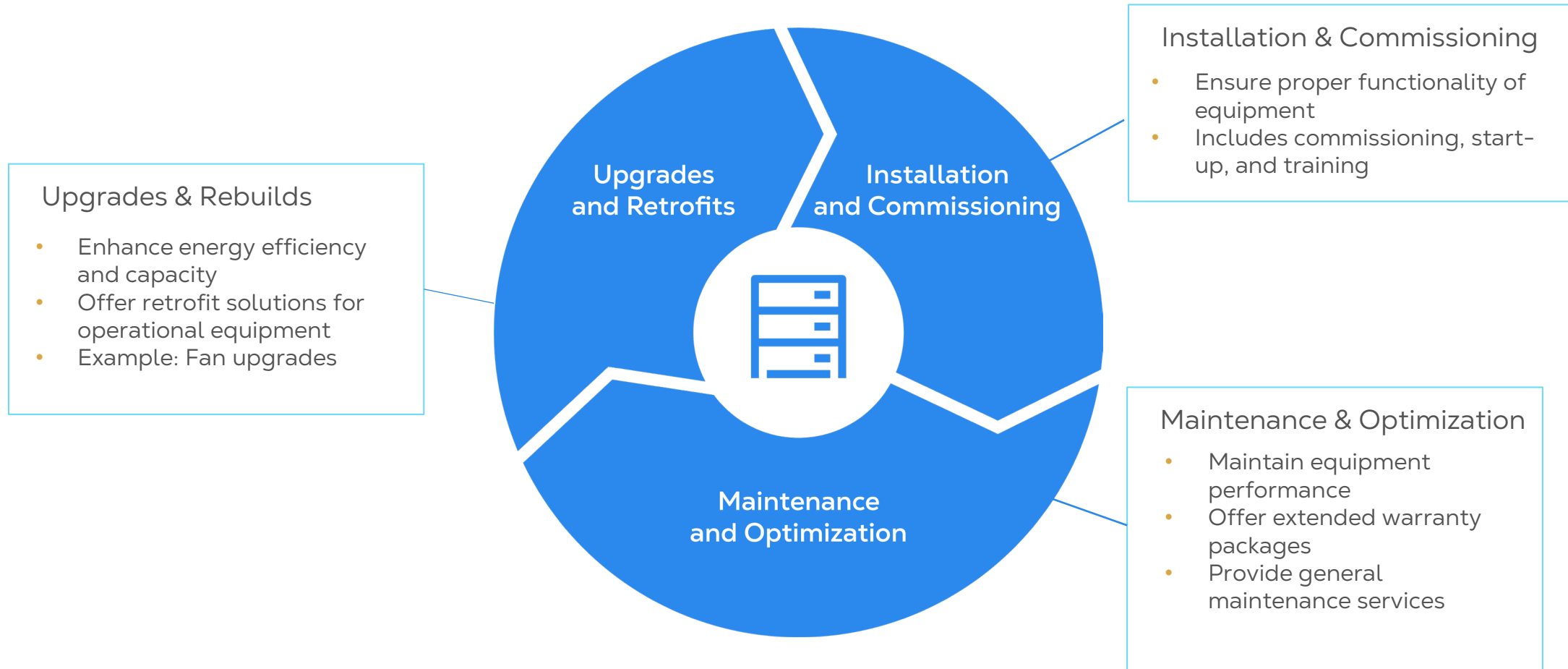
Service & Software and Components



AirTech Service Offering



Service Offering DCT



Market players can be divided into four main categories



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