

The background features a close-up of a brown chicken with a prominent red comb, looking towards the left. The image is overlaid with a grid of light blue lines and semi-transparent circular and rectangular shapes. In the upper right, there are labels for 'TESTING PH3' and percentages '71%' and '98%'. In the center, there are labels for 'MIDTOWN A4B', 'EAST GATE X', and 'SOUTH BORDER B3'. At the bottom, there is a stylized bar chart with blue bars and white outlines.

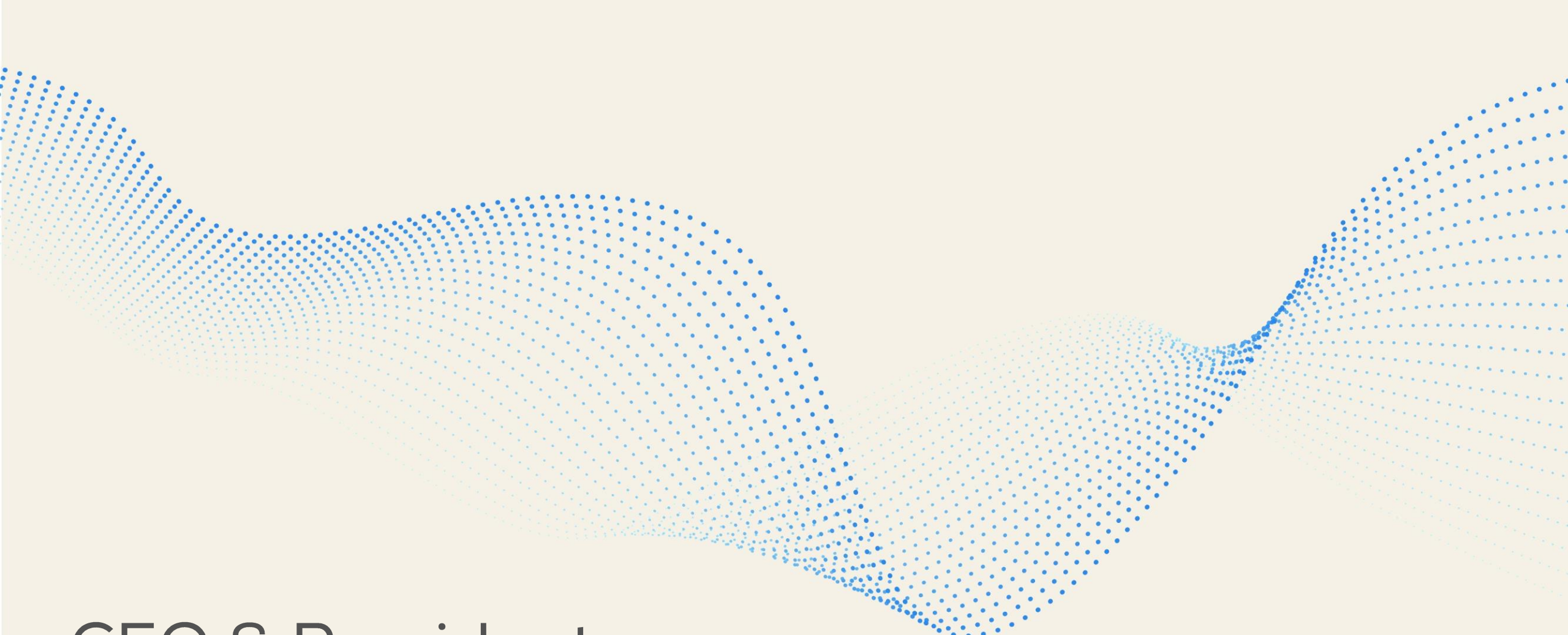
Webinar – Digital Solutions

Investor Relations – December 2023

CEO & President, Klas Forsström

GVP & President FoodTech, Pia Brantgärde Linder

Founder & VP Marketing and Sales MTech, Simon Cohen

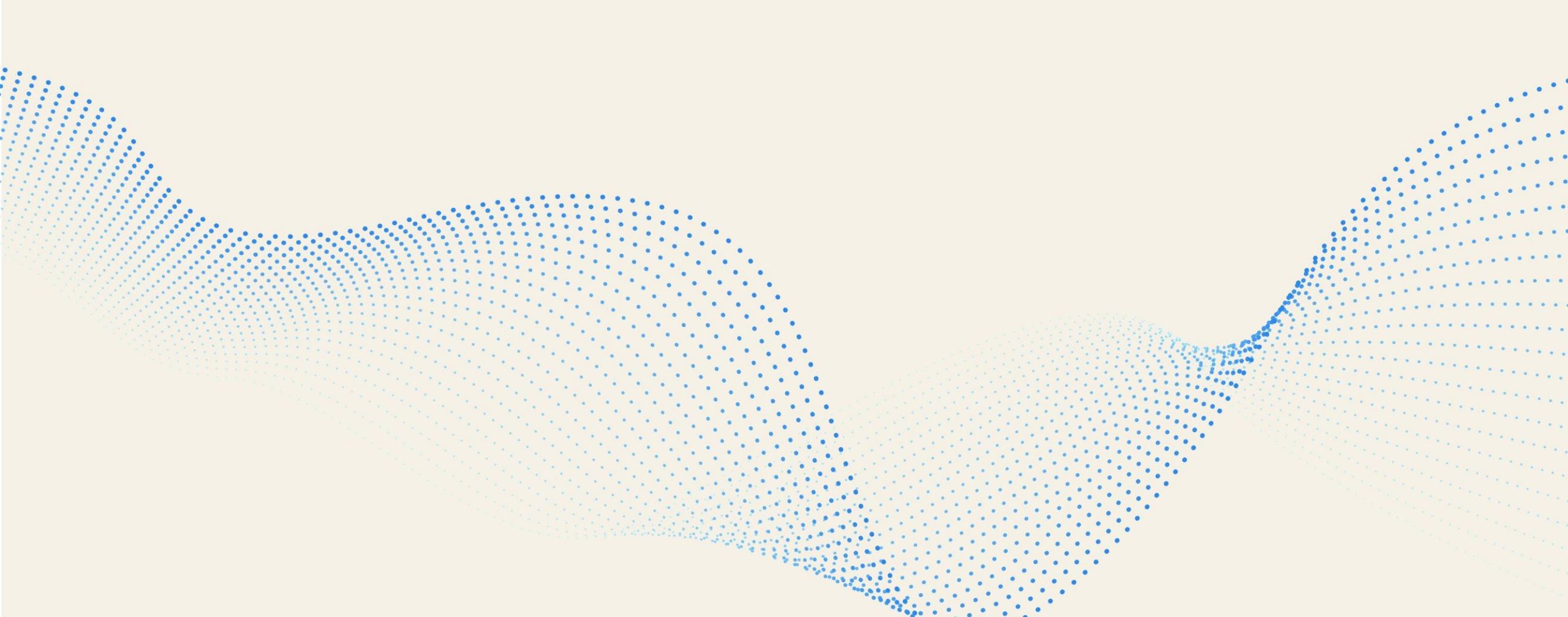


CEO & President,
Klas Forsström

Digital solutions – transforming the Food Industry

- New FoodTech strategy launched 2021
- Digital solutions an important contributor to Munters value creation
- Strategic review of equipment offering initiated in Q2 2023
- Keep our strong market position by continued investments in software & controllers

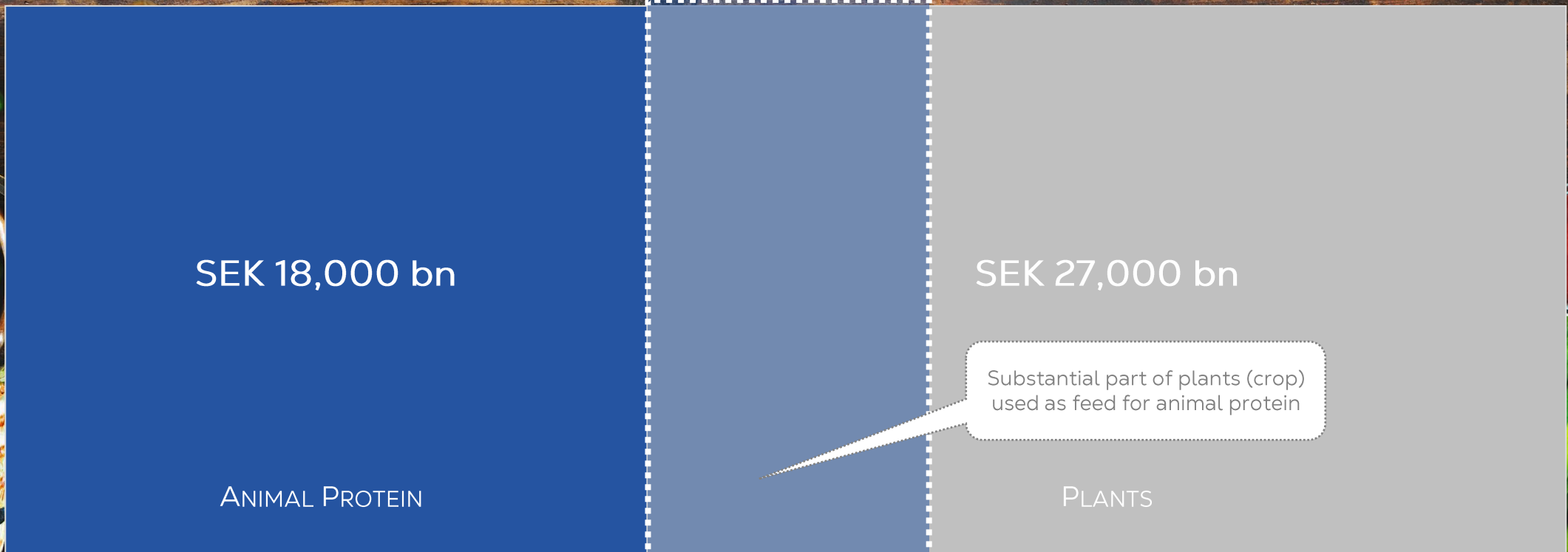




GVP & President FoodTech,
Pia Brantgärde Linder

The market where we act is among the worlds largest, amounting to an annual production value of SEK 45tn (primary production)

Primary food production global market value of approx. SEK 45 tn



ANIMAL PROTEIN

SEK 27,000 bn

Substantial part of plants (crop) used as feed for animal protein

PLANTS



Improving food sustainability is crucial for the future



815 million people go to bed hungry every night.

Around 1/3 of all food produced globally each year – 1.3 billion tons – is lost or wasted.

This results in roughly \$1 trillion in economic losses per year and accounts for:

8%

25%

960m

of annual GHG emissions, or 3rd largest emitter globally if it were a country

of all water used in agriculture annually

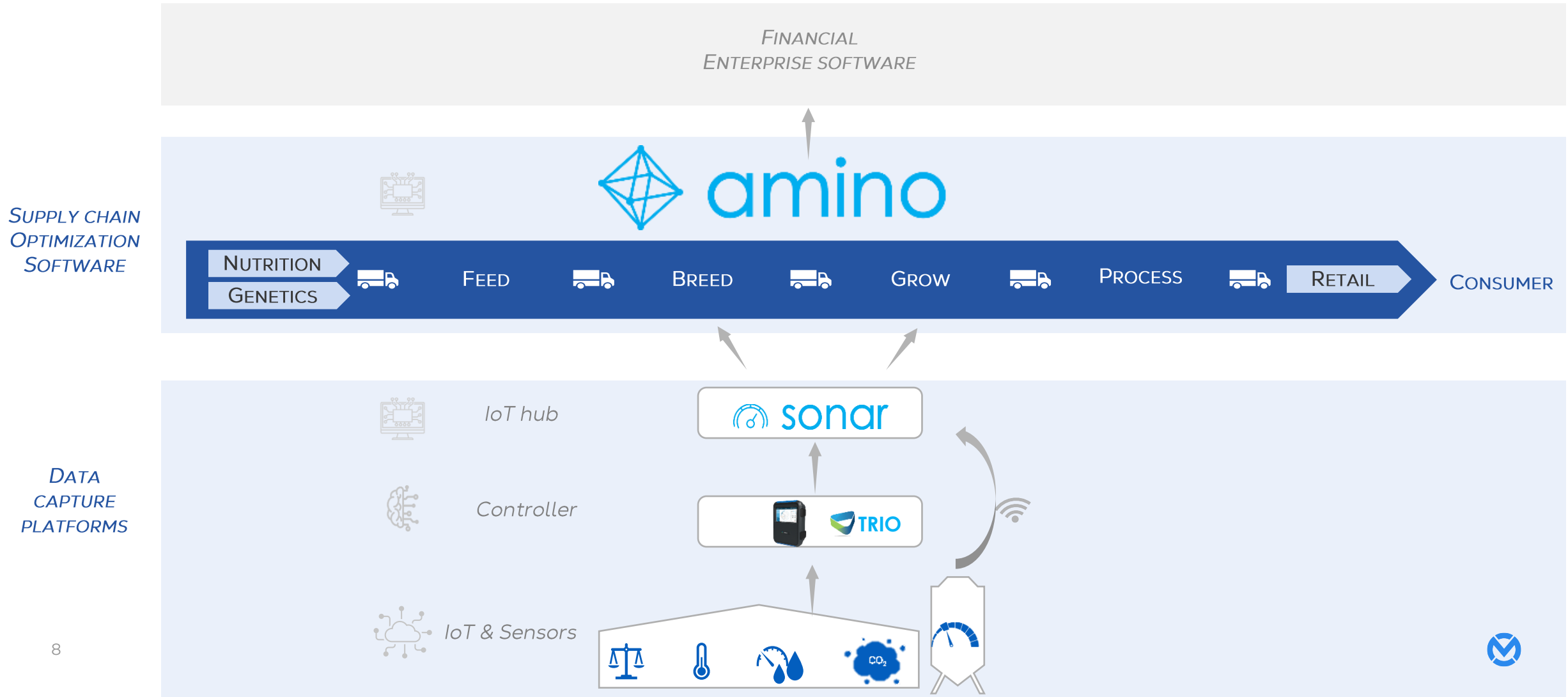
hectares of arable land, or the size of China

- ~65% OF WASTE & LOSS WITHIN THE PRODUCERS SUPPLY CHAIN
- ...WITH ~500BUSD VALUE

Our mission is to responsibly feed the world by changing the way we farm and produce food



We are doing this by continuing to invest in building scalable platforms



We are doing a very successful growth path in ARR

ARR: Annual Recurring Revenue

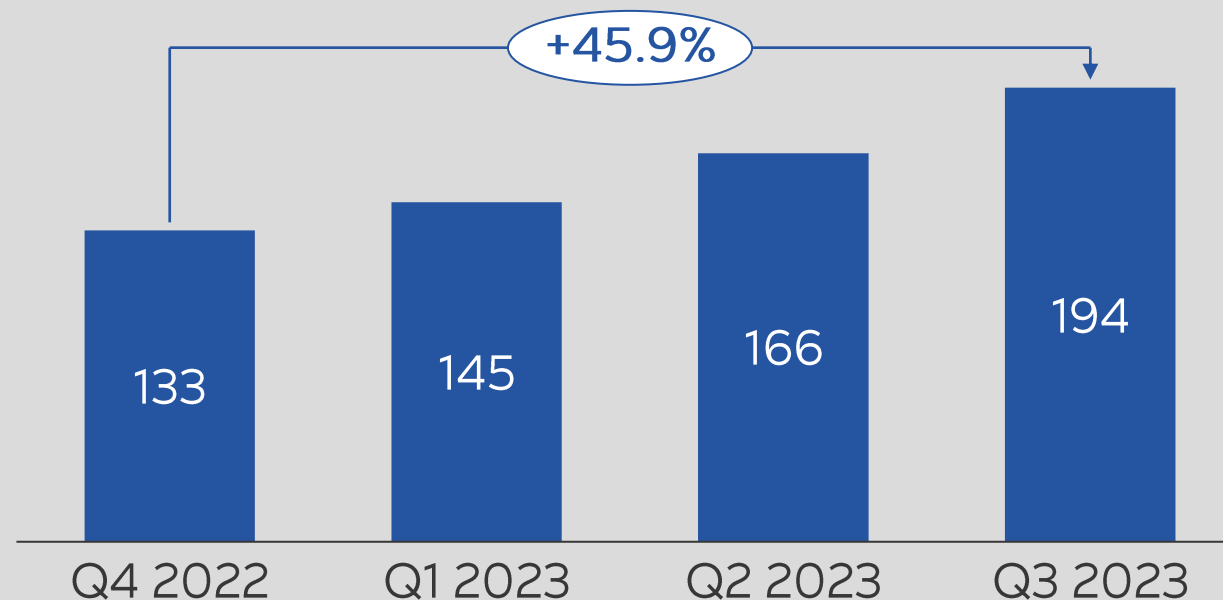


Key metric for SaaS
(Software as a Service
Business Model)



Describes annualized
service fee of existing
customers

ARR (mSEK)



SaaS ARR = SaaS Recurring Revenue in the last quarter multiplied by four



HIGH-TECH SOFTWARE COMPANY

- Innovative
- Cutting edge technology/AI
- Supply chain platform

BORN IN THE LIVE PROTEIN INDUSTRY

- Understanding the challenges
- Passionate for it
- Customer centric

JOINED MUNTERS IN 2017



Founder & VP Marketing and
Sales, MTech Systems,
Simon Cohen

MTech - Company history

90's

- Start-up based in a kitchen
- Passion to help the industry

Early 2000's

- Medium sized company
- Enterprise solution (ERP)
- Multinational clients

2017-2022

- Acquired by Munters
- Scaled the company
- Data Science
- Accelerated growth journey

Today

- Cloud based
- Artificial Intelligence
- Software as a Service (SaaS) business model
- Point of reference in the industry

One global team with unique application knowledge

+230

people

+75

SW developers and data scientist

3

Offices
US, Mexico, Brazil

65

Countries supported,
7 languages, 6 continents



Barry Schulz
CTO



Padmini Persaud
PhD, Environmental Advisor



Evan Sadlon
Data Science Manager



Dalton Greco
Veterinarian, Sales Manager



Hayley Ginn
Project Team Lead, MBA

OUR PEOPLE ARE OUR CULTURE AND OUR FAMILY!



We are creating our market and leading the way



WE ARE REVOLUTIONIZING THE FOOD INDUSTRY

From running the business in Excel to having industry tailor made software



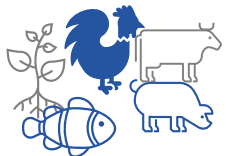
WE INNOVATE WITH OUR CUSTOMERS

We are partnering with the largest players to develop innovation and expand our portfolio



WE ARE A GLOBAL COMPANY

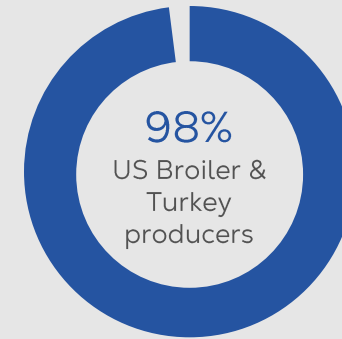
We are expanding geographically in line with their presence: from US, to LATAM, to SE Asia, to the World



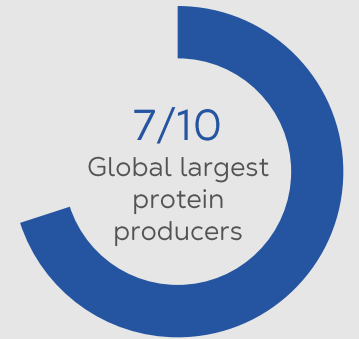
WE COVER MULTIPLE SPECIES

We have prioritized broiler as the first segment to develop, we keep expanding our offering

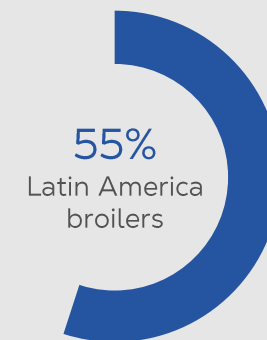
Our client list includes...



98%
US Broiler &
Turkey
producers



7/10
Global largest
protein
producers



55%
Latin America
broilers



2/2
Global largest
poultry
genetics

... We want to leverage the foot in the door and expand our share of wallet with them, by proving on value creation





amino comprehensive supply chain management platform

Growout

Caring and raising your flock
Get insights from your flock performance and have access to all its activities from a single place.
[VIEW DASHBOARD](#)

Take care of the basics
Create farms or flocks quickly or perform more advanced tasks by clicking on any of the master data cards.
[CREATE FLOCK](#) [CREATE FARM](#)

Activities
The essence of these cards is to provide an advanced access of all the activity happening across the module. Search through all your activities with basic filters like farm, flock and begin date or more activity specific filters like feed type or product type.

Masters
[Farms](#) [Flocks](#) [Flock Inventory](#)

Purchases & Sales
[Receipts](#) [Shipments](#)

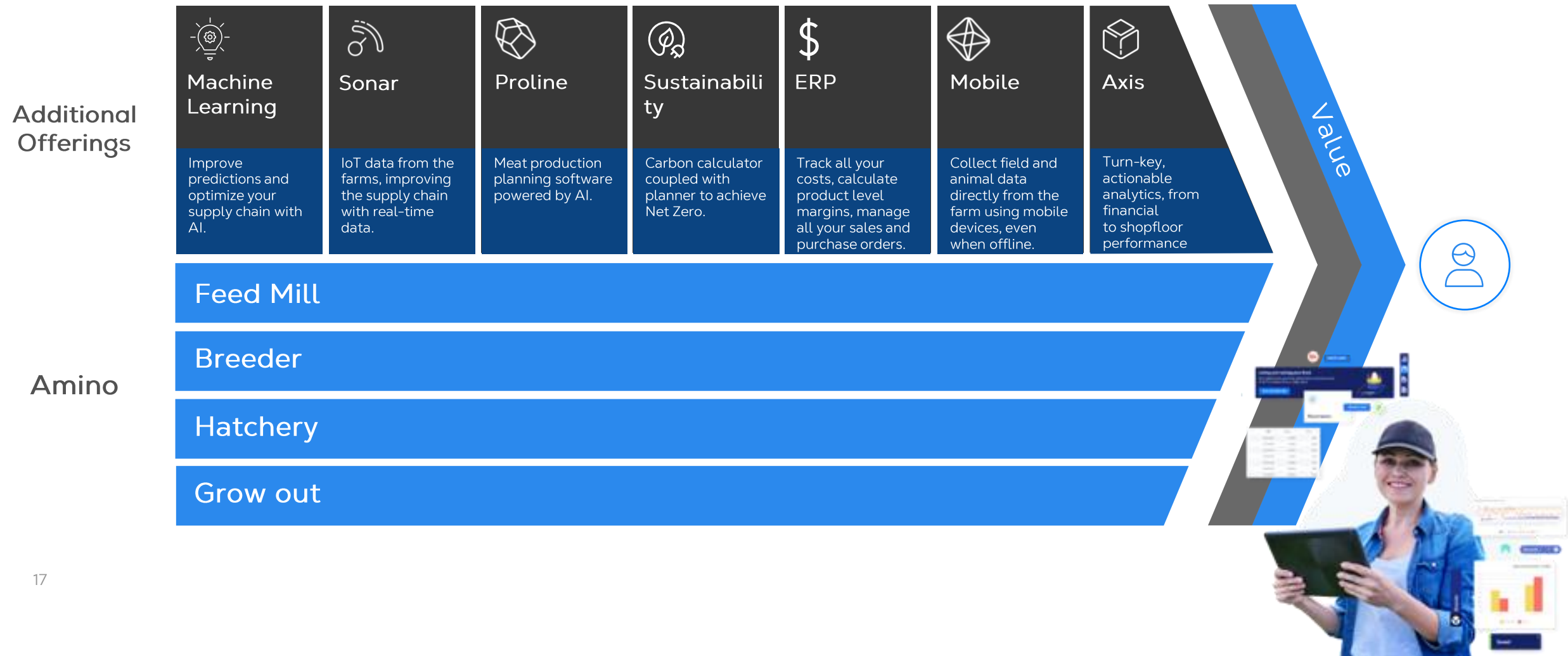
Planning - Processing
[Dashboard](#) [Plant Projection](#) [Placement Projection](#)

Products & Feed





Product portfolio addresses all steps in the customer value chain



Our customers: Tyson Foods example

Revenue of \$53.6 Billion / #2 broiler producer in the world



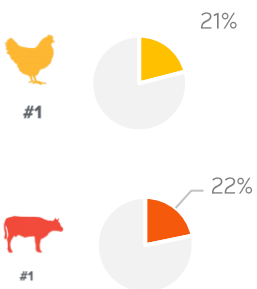
Operationally in 16 countries



142,000 employees



US Market Share



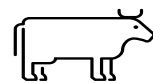
47M heads per week

185 processing plants



471K heads per week

7 processing plants



155K heads per week

14 processing plants



73M lbs. per week

34 processing plants

“Not only is MTech the industry gold standard with the Amino platform. They are leading the pack in developing disruptive technology that will revolutionize the poultry industry as we know it”



Bill Hewatt
Managing Director of Veterinary Services



Our customers: Bell & Evans testimonial



- US based broiler integrator
- **Manages full supply chain:**
 - Breeders (chicken reproduction)
 - Hatchery (for fertilized eggs)
 - Broilers (to grow chicks into full size chicken)
 - Transportation
 - Supply Chain
- **MTech customer for +20 years**
 - Had our legacy product on premises (Protein)
 - +150 users
- **Just made the transition to Amino**



Chevele Crawford

LiveOps Business Support Manager
Amino Super User

“ Our **whole company** relies on **MTech data**, from leadership (...) to live department

“ We are very **impressed with Amino** and the added available features

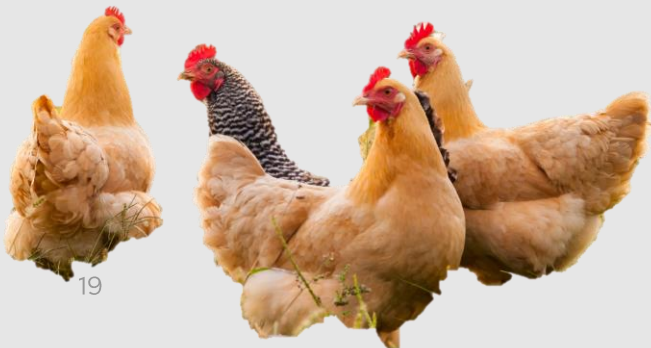
“ We are training new users quicker, as the interface is **more user friendly**

“ The dashboard features will be very **helpful for senior leadership**

“ It is vital for us to have **full visibility of the cost**

“ One of the reasons why we decided to go to Amino was (...) **cybersecurity**

“ The support we have gotten (...) has been the best (...) **10/10 for the support team**

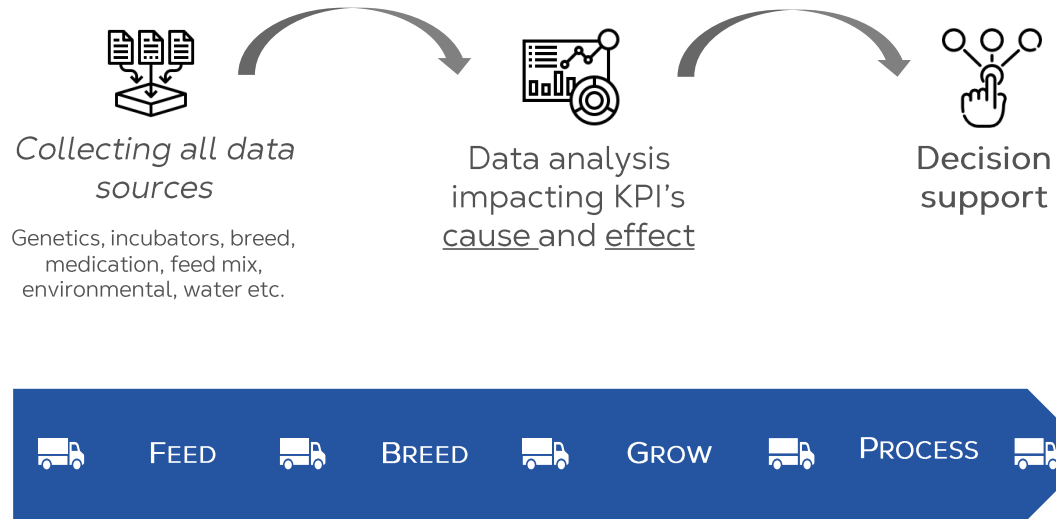


How do we bring value – feed example



70% cost of supply chain is feed

$$FCR = \frac{\text{Feed consumption}}{\text{Total animal weight}}$$



1 p.p. improvement in FCR

=



200 mSEK savings a year for an average sized company



Dependent on our customers ability to execute on that potential





GVP & President FoodTech,
Pia Brantgärde Linder

FoodTech Digital – Transforming the Food Industry

HIGH PACE GROWTH

UNIQUE POSITION

GLOBAL IMPACT





Contact details Investor Relations

Ann-Sofi Jönsson

Vice President, Head of IR & ERM

E-mail: ann-sofi.jonsson@munters.com

Phone: +46 73 025 10 05

Line Dovärn

Director Investor Relations

E-Mail: line.dovarn@munters.com

Phone: +46 73 048 84 44

<https://www.munters.com/en/investor-relations/presentations/>