



Webinar - Service

Investor Relations - Sep 2022

Klas Forsström, CEO and President

Andrew Cook, Senior Vice President, AirTech Americas

Lee Suffolk, Senior Vice President, AirTech EMEA

Munters Service webinar

Introduction to Service at Munters

Market situation & Service offering

Innovation for excellence

Strategy for growth in Service

Summary



Climate change – important driver of demand for Service

SUSTAINABILITY



DIGITALIZATION



CUSTOMER EXPECTATIONS



Importance of Service offering increasing for customers

Service – a prioritized growth area for us today



Strengthening
customer relationships
– close contact &
specialist competence



Sustainability focus –
increases product life
& efficiency



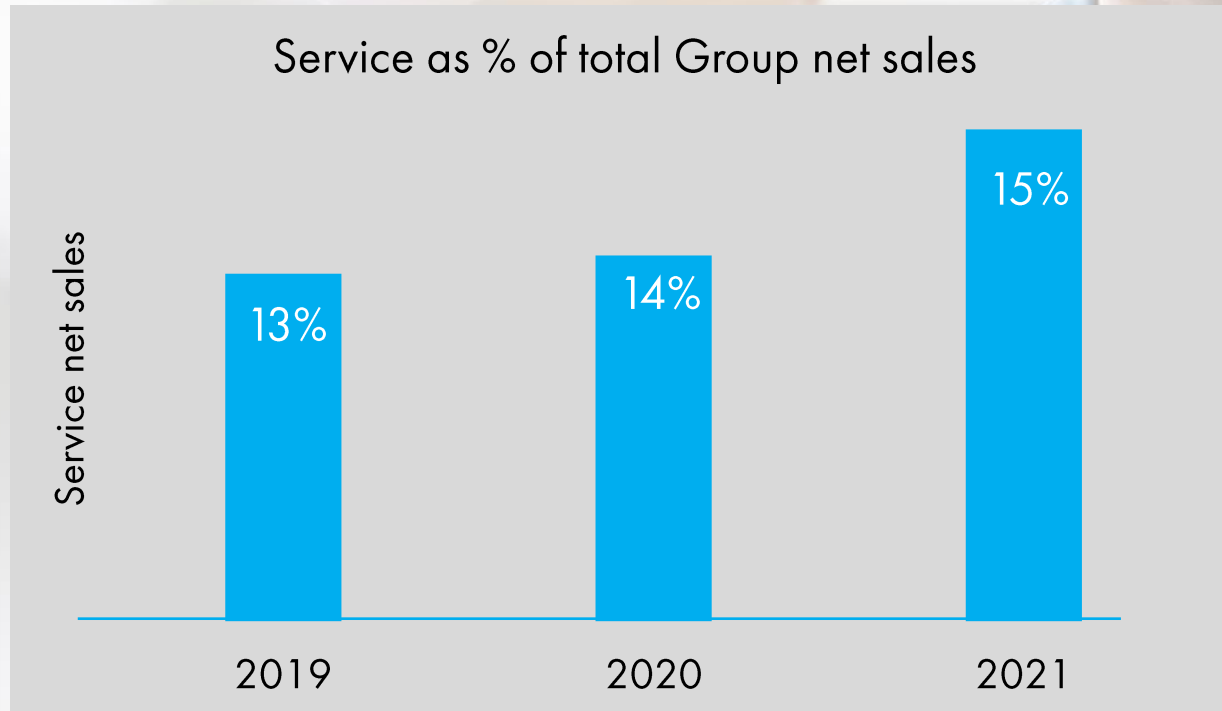
Growth opportunities
– installed base &
new areas



Strong value
generation

Service mainly driven by AirTech today

Ambition: Share of Service long-term to represent 30 percent of Group net sales



- AirTech – generates majority of Service net sales
- DCT – minor Service sales, as main part of business Green Field installations
- FoodTech – SaaS (Service-as-a-Service) business

Munters is well positioned for growth

- Munters Service of net sales*: ~20% of AT and ~14% of Group
- Market served by several smaller, local players – i.e., HVAC (Heating Ventilation Air Cooling) and ventilation companies
- Munters Service global market leader in our industry



Munters Service webinar

Introduction to Service at Munters

Market situation & Service offering

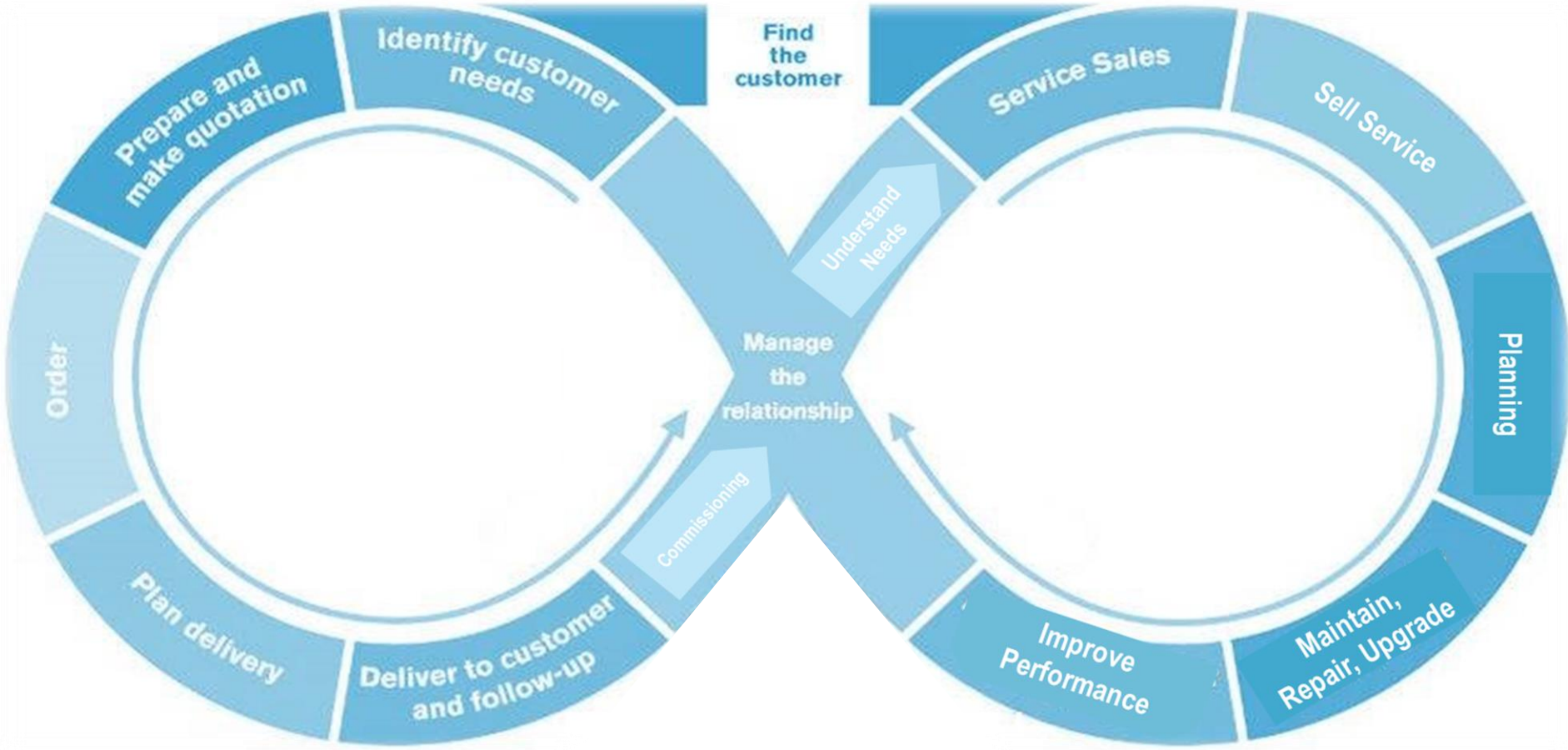
Innovation for excellence

Strategy for growth in Service

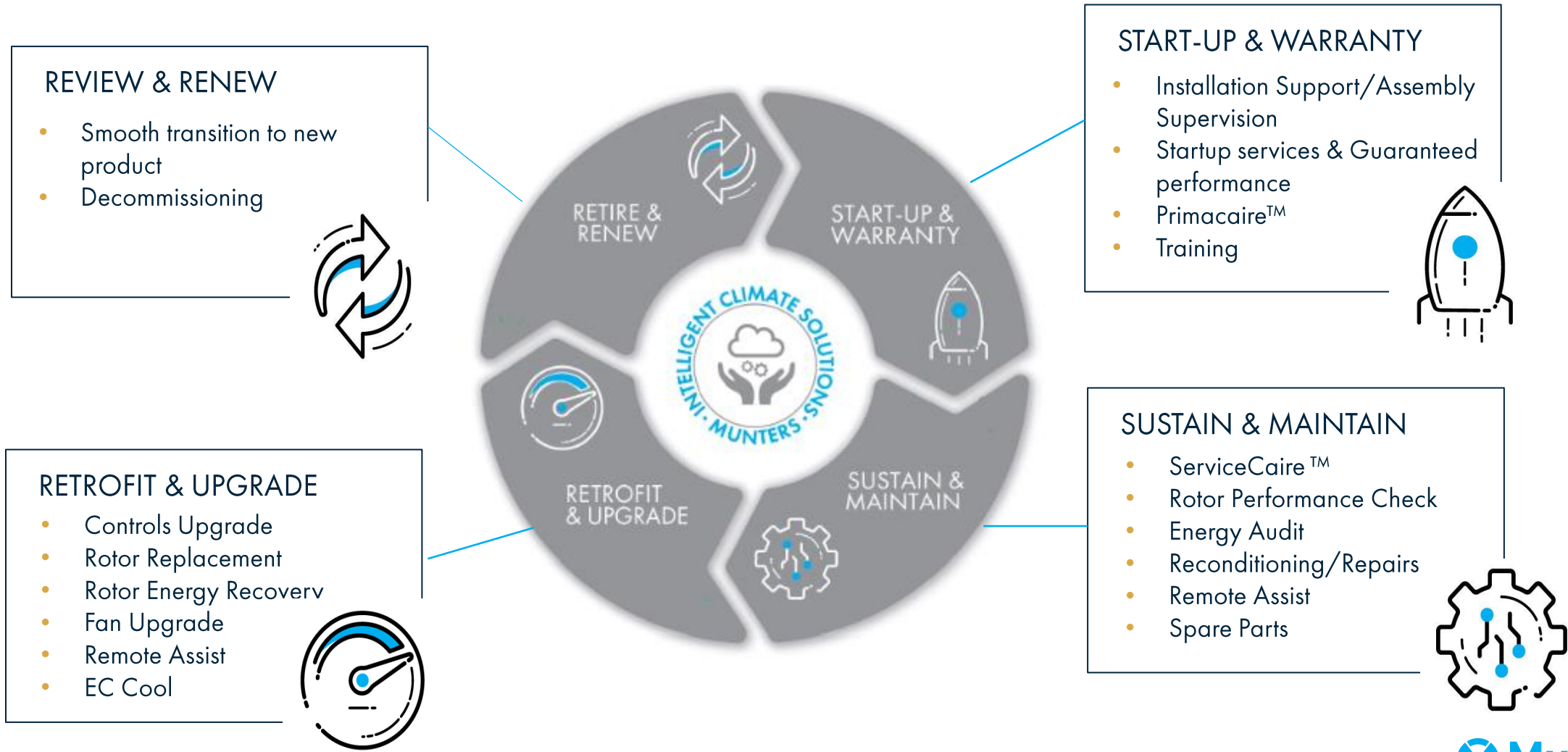
Summary



Service - an integral part of our customer journey

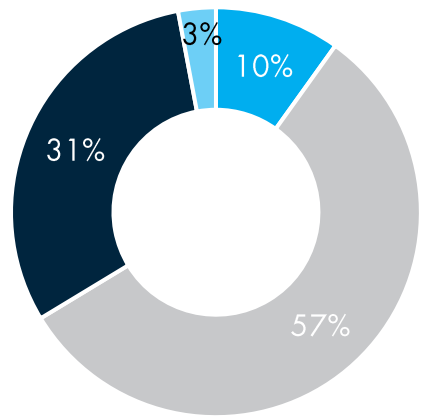


Munters Service Offering – with our customers all the way



Service ensures quality & efficiency throughout product lifetime

Service split 2021

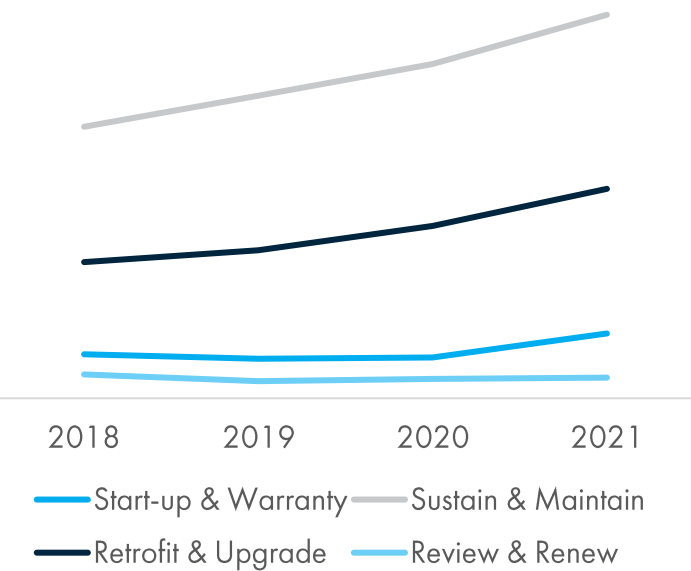


- Start-up & Warranty ■ Sustain & Maintain
- Retrofit & Upgrade ■ Review & Renew

Spare parts major part of Retrofit & Upgrade

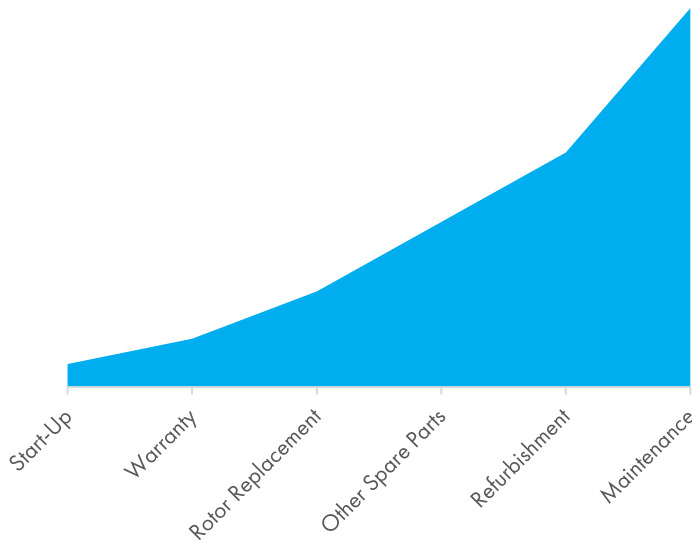
Service development

ILLUSTRATIVE



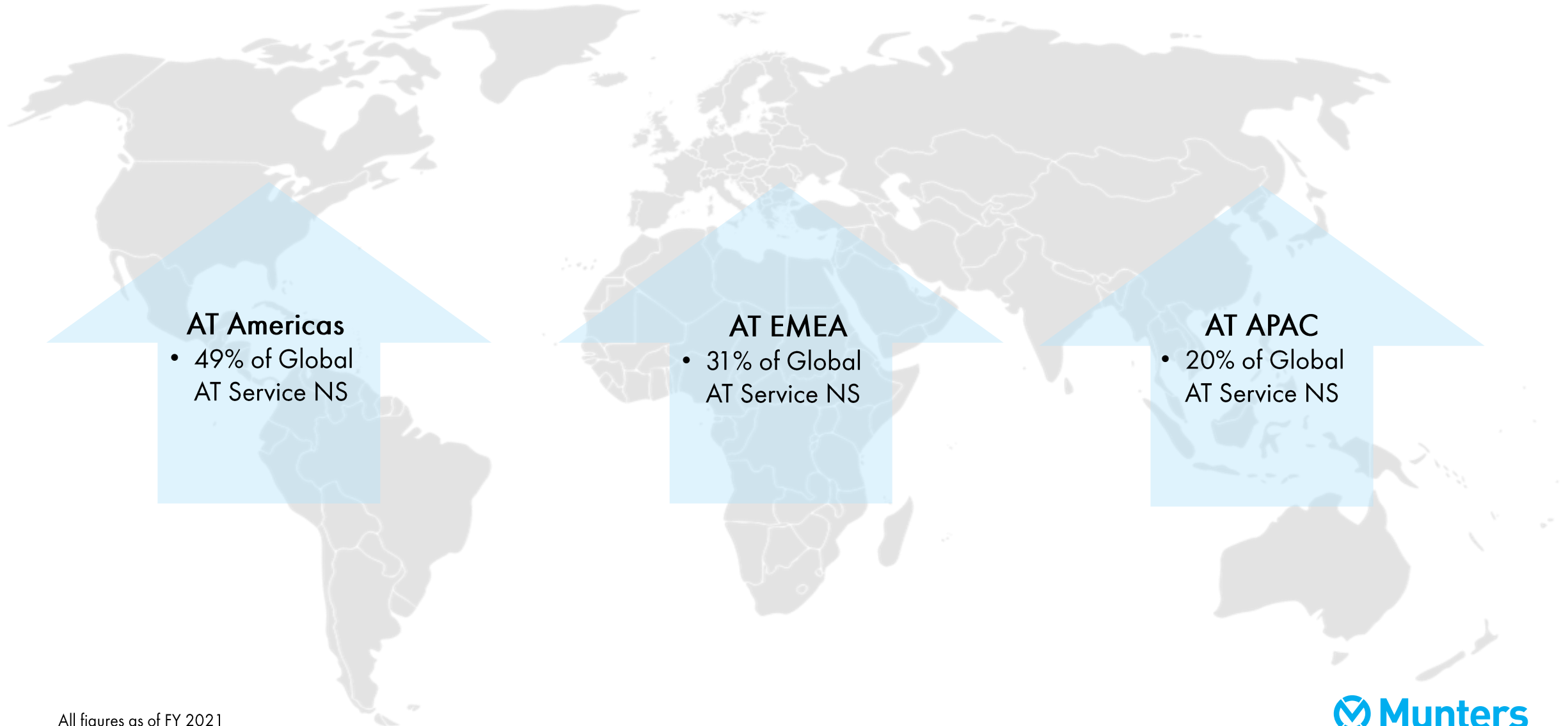
Service growth above Group net sales in recent years

Life Cycle Value on Equipment



Munters well positioned for growth

More mature markets in EMEA & Americas



All figures as of FY 2021

Munters Service webinar

Introduction to Service at Munters

Market situation & Service offering

Innovation for excellence

Strategy for growth in Service

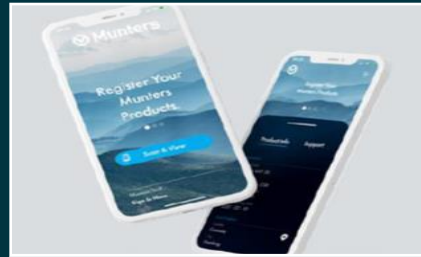
Summary



Innovating for the future

TODAY

FUTURE



Connectivity
 Set points, Alarm
 Data Trend
 * Applic. Analysis
 * Pred. Maintenance
 * Diagnosis
 * Smart Energy

Remote Assist
 Support Customer
 Training
 Diagnosis
 Commissioning
 Factory Acceptance
 Test

QR Code
 Customer Portal
 Data Repository
 Installed Base
 Update
 Fast Access to Info
 Link to ERP System

***Connected Fleet**
 Proof of Concept
 Seasonal Demand
 Fast Availability

***Climate as a Service**
 Dry Air by the Hour
 OPEX vs CAPEX
 Flexibility
 Ensured Uptime
 24/7 Support

Uptime + Security

Fast Response

Service level improvement

Flexibility/ Expansion

Peace of Mind

Efficiency/ Upselling

Efficiency/ Assertive

Consistency/Precision

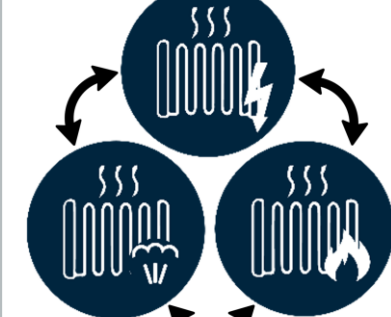
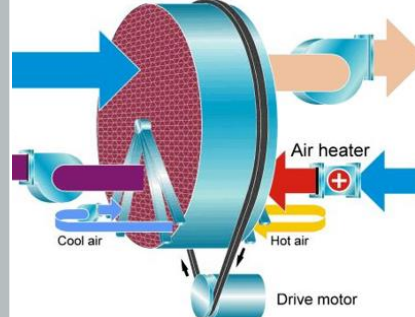
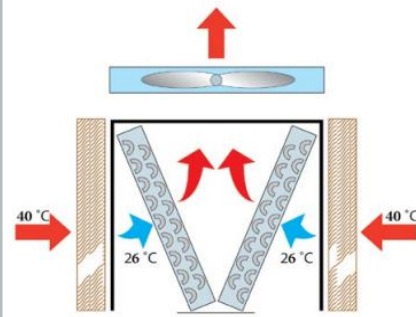
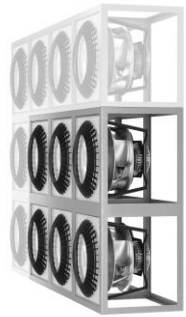
Efficiency/ Learning

Steady Income



* future features

Sustainability through renovation and upgrades



ROI tools
CO₂ rebate
Sustainable
Solutions

Plug Fan

Replace belt driven fan for Electronically Commutated Fan - same air output, lower energy consumption, lower maintenance, higher efficiency, increased reliability

Evaporative Cooling

Reduces air temperature at condenser inlet by evaporating water, lowering energy, increasing stability and uptime of refrigeration system

Purge

Reduces regeneration energy by up to 30%, partly utilizing heated air from the system to pre-heat the rotor material, delivering same dry air quality

Regeneration

Energy source can be upgraded to a more suitable source (i.e., moving from gas to electric, to control the renewable aspect)

Sustainable Solutions

Every air handling unit can benefit from upgrade: fans, energy recovery systems, reutilization of customer's waste energy, improvement of controls and lights

Belgian air hub chooses Munters for fan optimization

- Liège Airport, Belgium - 7th biggest cargo airport in Europe & 22nd biggest in the world
- Massive amount of energy used to create comfortable indoor climate for passengers, shopkeepers and employees
- Two extraction units upgraded & one fan unit replaced -> significantly reduced electricity consumption
- Fan upgrades save energy and reduce CO₂ emissions

CO₂ emissions cut by ~20 tons per year with a ROI* in 31 months



Munters helped Liège Airport modernized its passenger terminal climate control units

Munters Service webinar

Introduction to Service at Munters

Market situation & Service offering

Innovation for excellence

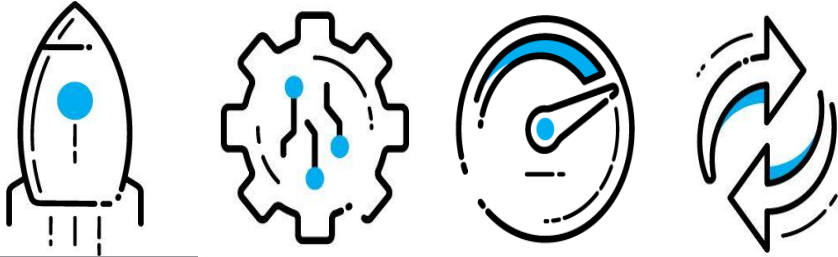
Strategy for growth in Service

Summary



Future business opportunities

Value chain opportunities



- Grow our Service share of installed base
- Expand our offering in for each phase in the value chain

Market segment opportunities



- Service of AirTech installed base
- Build Service business in Data Center Technologies
- Invest for growth in FoodTech SaaS business

Innovation and digitalization, people and operational excellence



Opportunities to boost in-organic growth of Service

Munters inorganic growth strategy

M&AA categories in focus

Core / Consolidation

- Edpac DCT acquisition

Technology / Digital

- Two minor financial investments
- One intellectual property rights acquisition

Services –
String of pearls

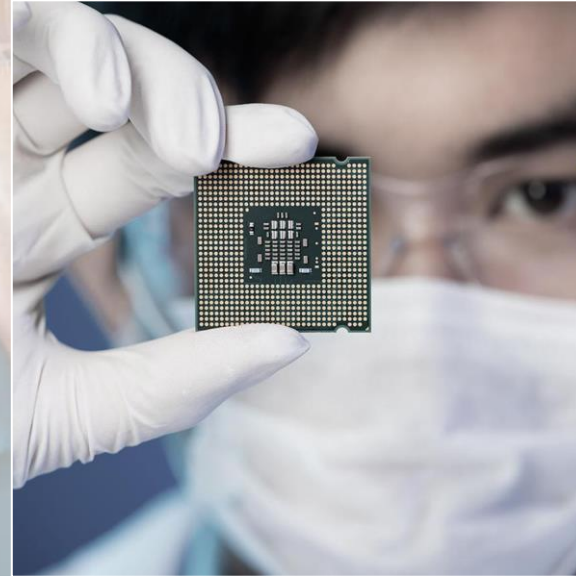
- Establishment of entities
Ireland & Norway

New growth areas

Focus areas

- Market presence
- New products
- Service Competence
- Connectivity

Service – a prioritized growth area for us tomorrow



Strengthen business offer throughout the Service value chain

Explore new business opportunities

Innovation

In-organic growth



Q&A

Summary



- Increasing importance of Service offering for customers



- Service is an integral part of the customer journey and Munters has unique expertise to support our customers



- Munters is well positioned for future growth



Save the date –
Capital Market Update
8th December, 2022