



# AirTech

Munters Capital Markets Day

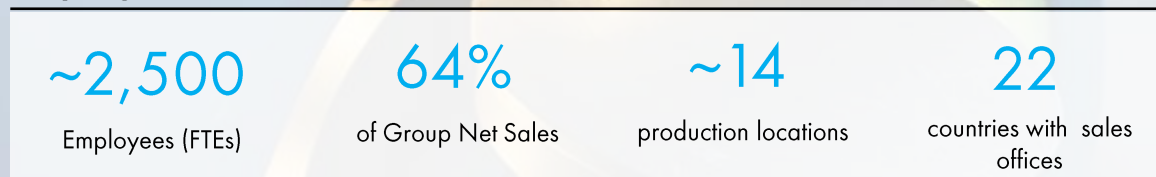
Henrik Teiwik, President AirTech

Global leader in  
humidity, climate and  
air quality control for  
mission critical  
applications

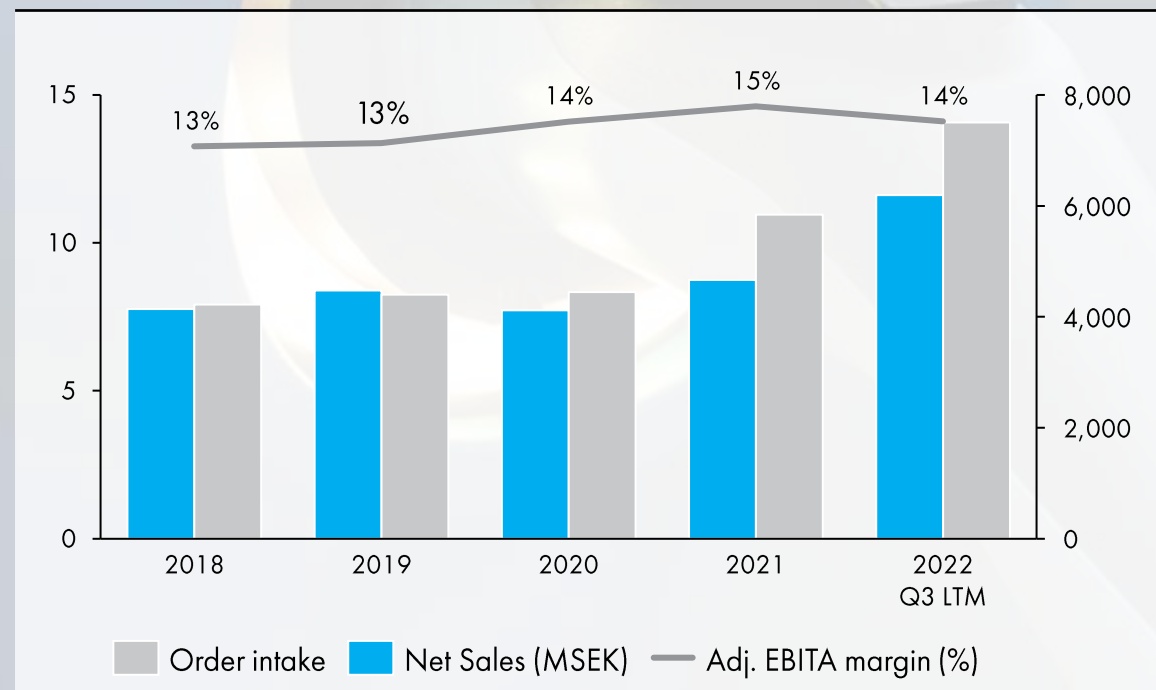


# Number 1 position in our core markets

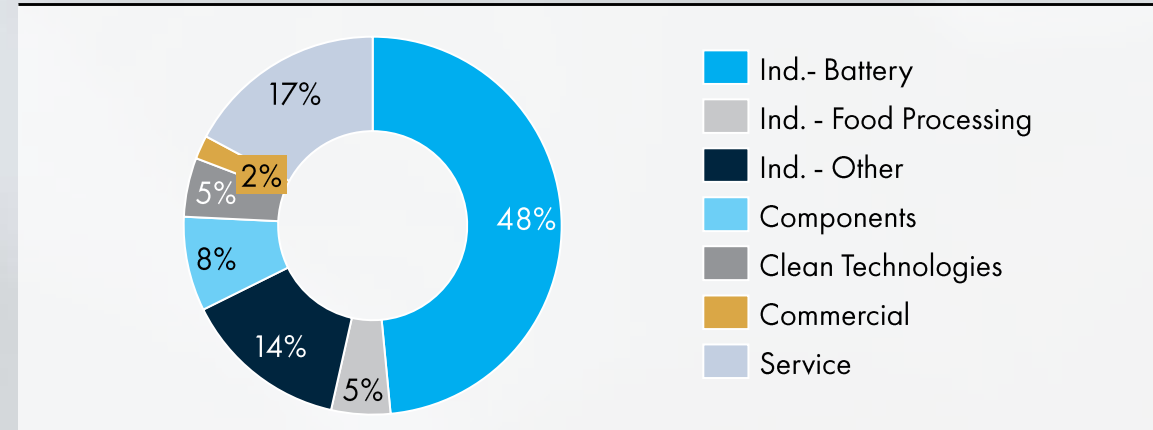
## Key figures



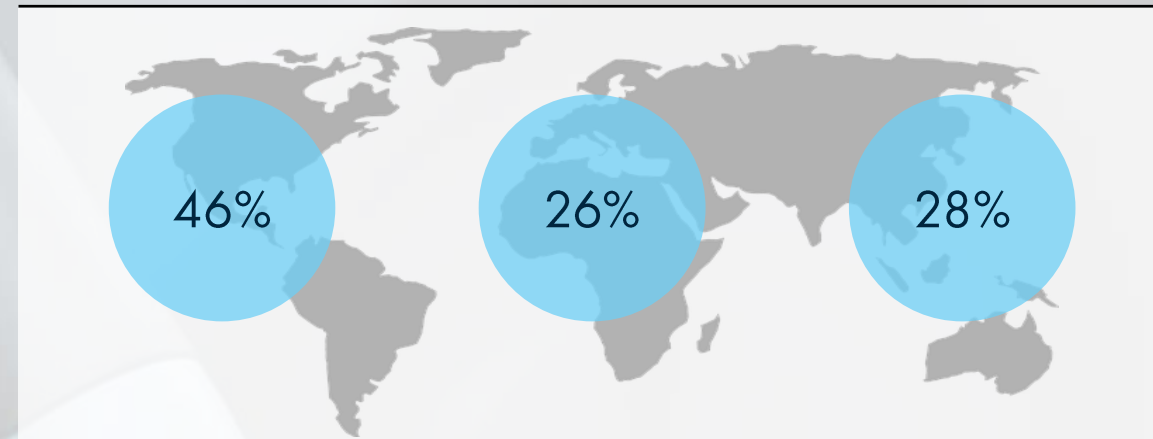
## Growth & Profitability



## Customer distribution order intake



## Regional distribution order intake



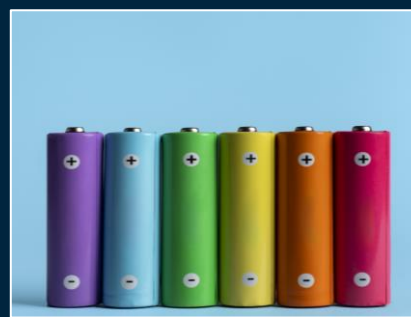
OI YTD Q3 2022

# We make our customers more sustainable

CORE



We provide solutions for the **pharmaceutical industry** so medicines maintain their quality and shelf life



We supply a large share of the world's production of lithium-ion batteries for electric cars with ultradry air



We provide healthier food to the world by improving hygienic production environment



Our service offering extends the life of products, improves efficiency and has a positive impact on the environment

EXPAND



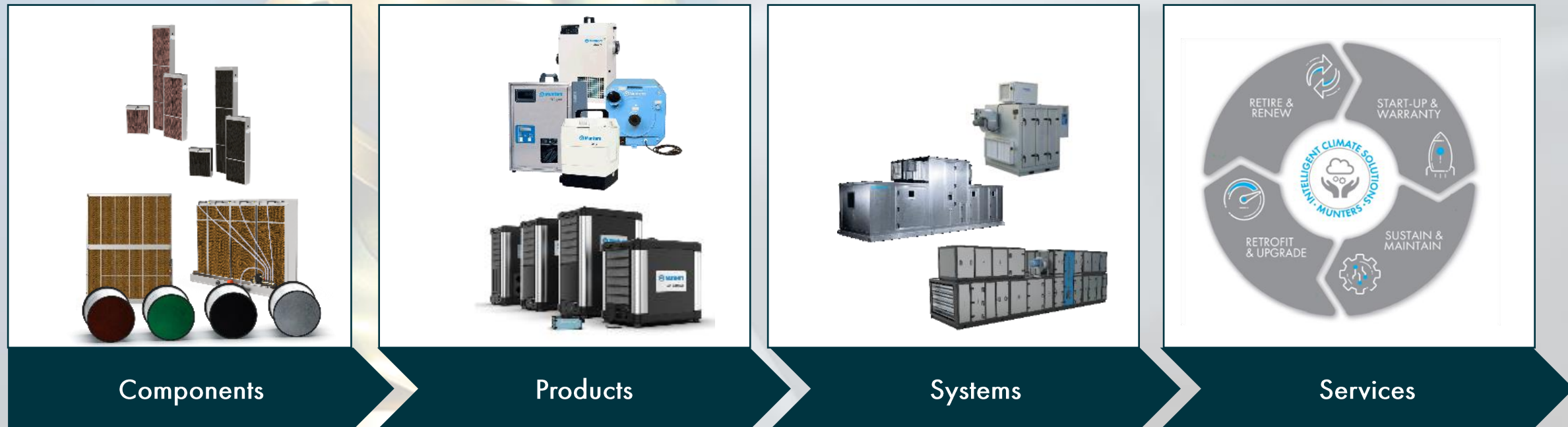
We help keep wind mills running to support the world's transition to renewable energy



Clean technologies by Munters  
Proven solutions  
for carbon capture

Clean Technologies offer solutions for carbon capture by providing equipment used when separating liquids and gas

# We offer a broad range of sustainable solutions



← Sold to OEMs ~15% →      ← ~65% Typically sold to end customers →      ← ~20% Typically sold to end customers →

**Our value proposition**

- Product quality & performance
- Responsive service
- Energy efficiency
- Application & solution expertise
- Trusted advisor

# AirTech on a journey



2022

- Capacity expansion - EMEA and decision in US
- Successful expansion of Services
- Strong top-line growth in both battery and food segments
- Strategic acquisition of Hygromedia and Rotorsource

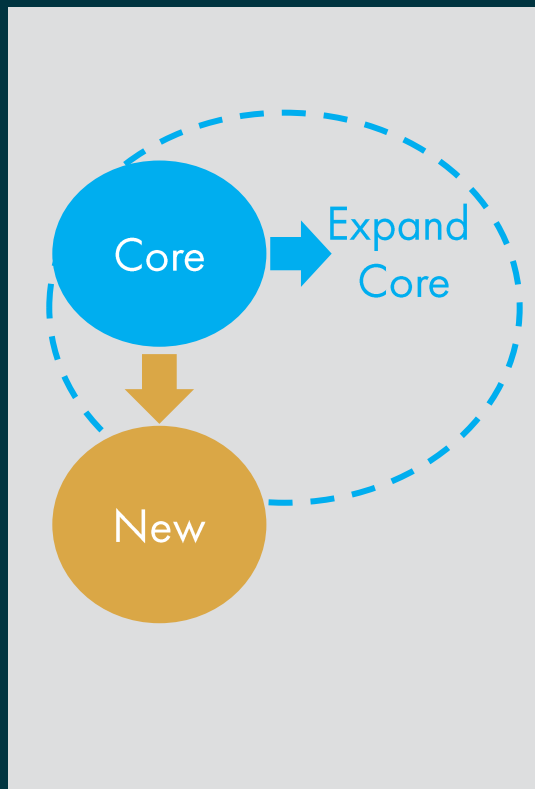
2021

- New AirTech organization implemented mid-year
- Market leading position gain for battery segment
- CleanTech new direction – focus on clean energy applications

2020

- Implementation new AirTech strategy - focus on core, exit non-core commercial business
- Emphasis on battery, food and Services – growth areas
- R&D and Innovation ramp up

# Strategy aims at strengthening and expanding our core



## Strengthen Core:

- End-customer markets – battery, food processing and Services
- Sustainability & Operational excellence
- Optimize geographical footprint

## Expand Core:

- Digital Service
- Technology innovation
- Harmonize and modularize product portfolio

## New Core:

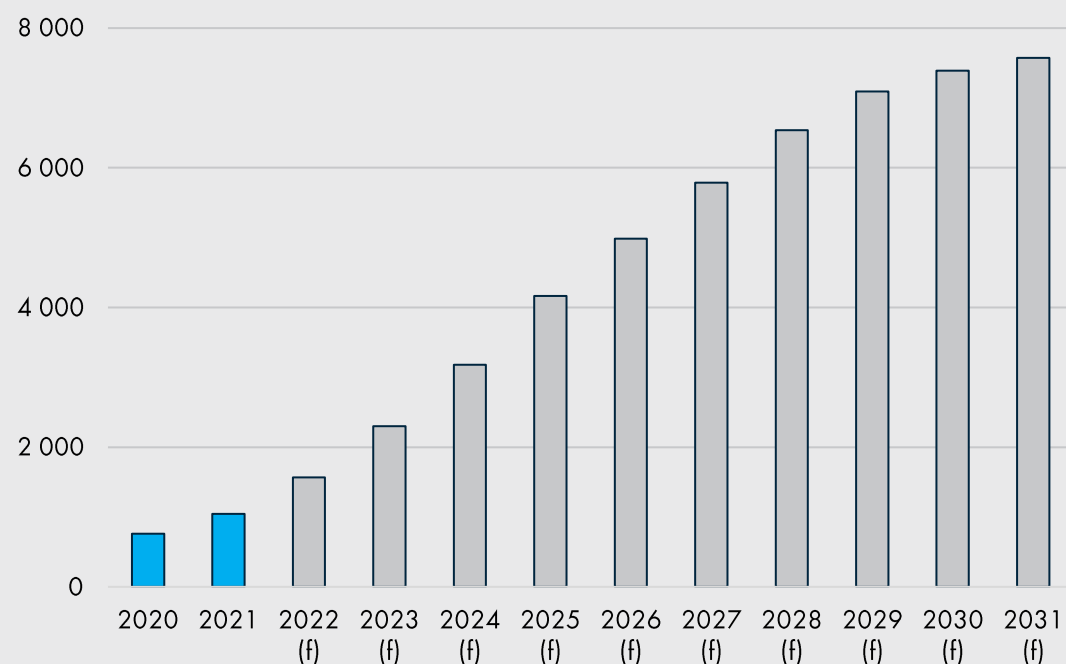
- Carbon capture
- Humidification



# Strengthen core – by continued focus on profitable growth in battery

Underlying capacity forecasts continues to trend upwards...

Global lithium ion gigafactory capacity expected to grow 22% the coming 10 years

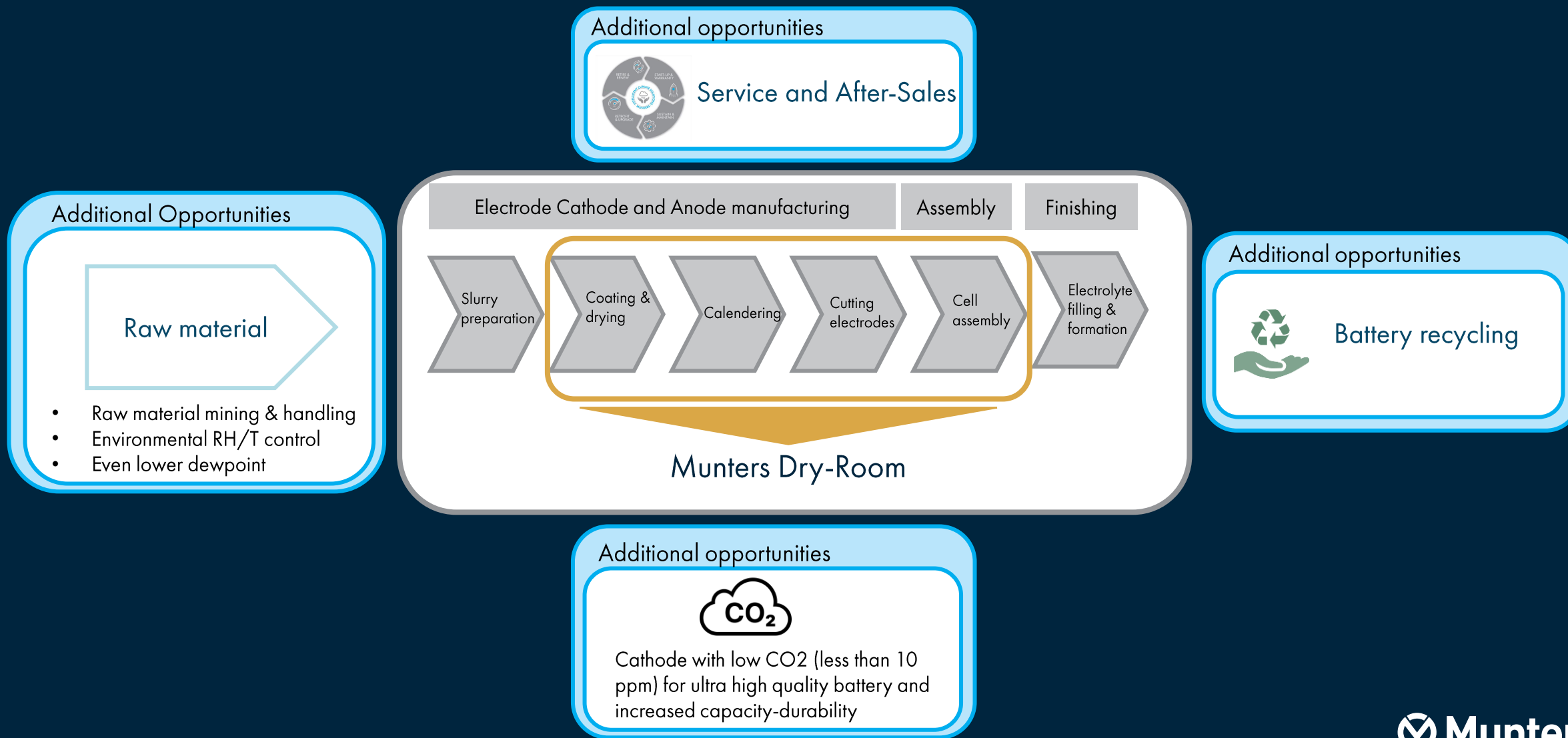


Source: Benchmark Mineral Intelligence, Oct 2022

... and we continue to enhance both our offering and capabilities

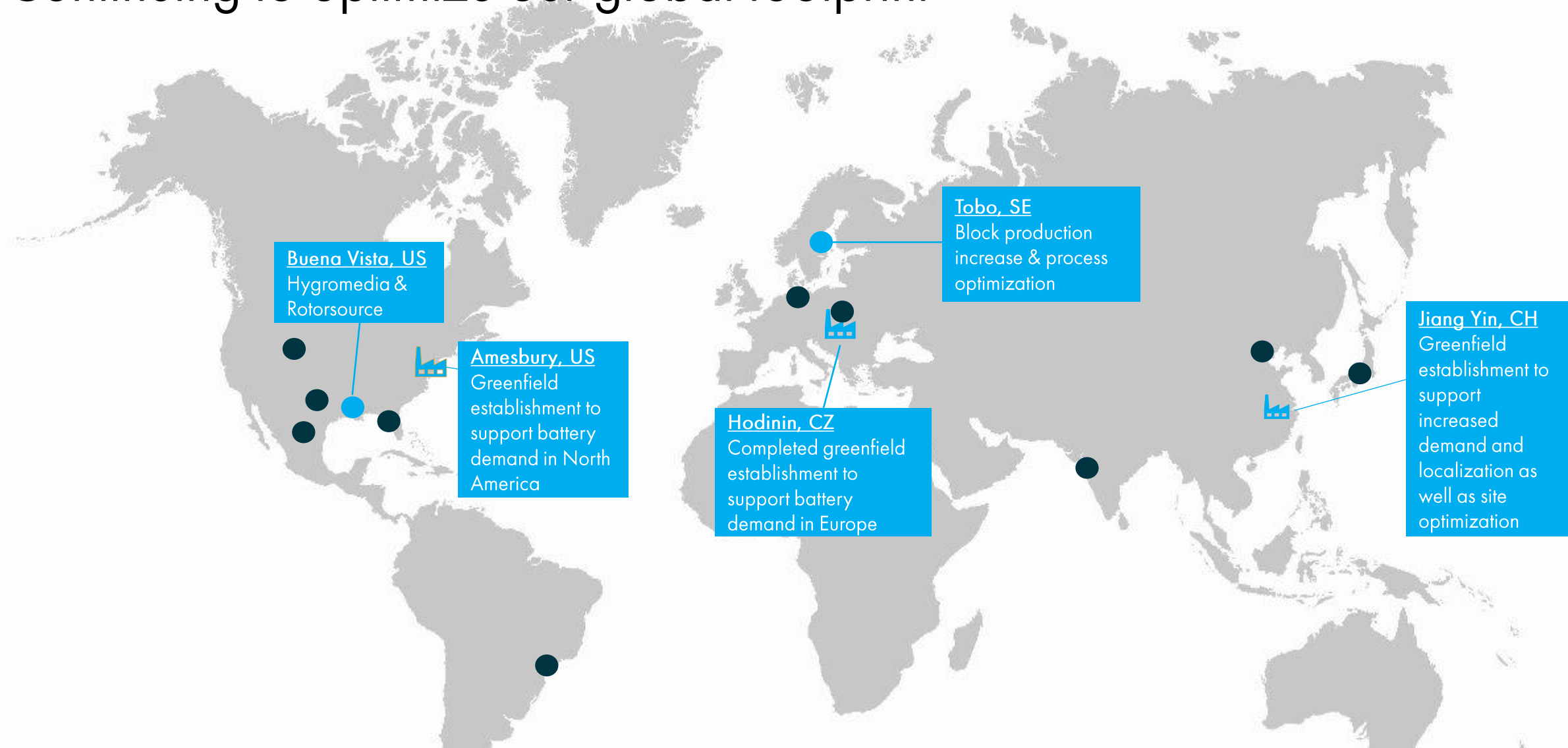
- Continue to strengthen capabilities within our global battery Center of Excellence
- Harmonization of our offering and introduction of new innovations and solutions (e.g. DSS PRO)
- High focus on value engineering and energy efficiency
- Investments in capacity expansion to meet growing demand
- Capturing the full value chain opportunity

# Capturing the full value chain opportunity





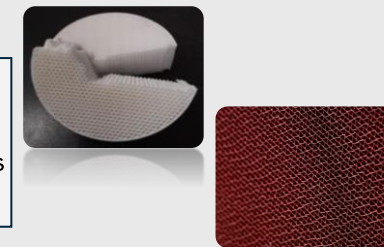
# Continuing to optimize our global footprint



# Expand our Core - continued investments in boosting our technology core innovation areas

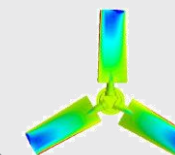
Materials science

- Novel materials
- Chemistry
- Assemblies/combinations
- Core processes



Drivers for sustainable innovations

Modeling & simulation



- Thermodynamics, heat transfer, physics, fluid dynamics
- Operating system optimization
- Life Cycle Optimization

Design-for-X

- Calculation & systems simulation
- Value Analysis, Value Engineering, Cost Down
- Platform modularization & configuration
- Manufacturing processes

4x Orifice Panel with integrated damper ring

2x Damper Doors

Outlet Guard

Superstructure

4x Cone Section

Digitalization

- Smart Controls & Automation
- Connectivity
- Sensors
- Data analytics, AI & Machine Learning



# Future AirTech Ambition

*“Undisputed leader in humidity, climate and air quality control for mission critical applications.”*



Easy to work with and deliver beyond customers' expectations



100% of our new equipment connected to deliver unparalleled customer value



Move towards Zero environmental impact



Set a continuous improvement culture with people collaboration at heart

*We provide best in class sustainable solutions across our customers' value chain.”*





**Munters**