




FoodTech

Munters Capital Markets Day

Pia Brantgärde-Linder, President FoodTech



Global Leader
of high-quality, energy-
efficient climate control
systems for livestock
farming and
greenhouses, as well as
software to control and
optimize the entire food
production value chain



We help feed the world by changing the way we farm and produce food



We reduce the usage of feed by offering better climate and thereby lowering the feed needed to produce meat



We increase traceability and biosecurity through data collected throughout the value chain



We reduce energy consumption by better designed ventilation systems and more efficient equipment



We improve animal welfare by tracking the health and status of animals with our sensors



We reduce usage of antibiotic by providing better indoor climate for chickens and swine



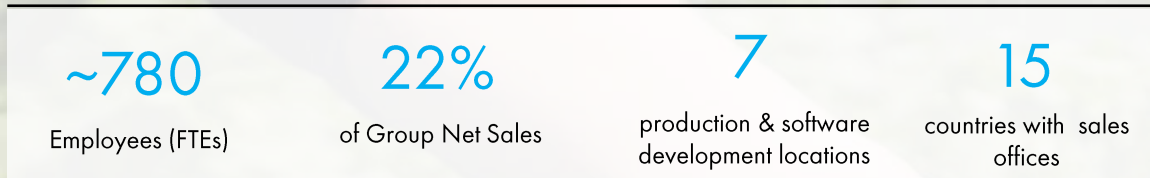
We reduce waste and transportations by predicting the outcome from farms in real time

Climate Solutions in cyclical market, under though situation; Strong trends towards Digital Solution growth

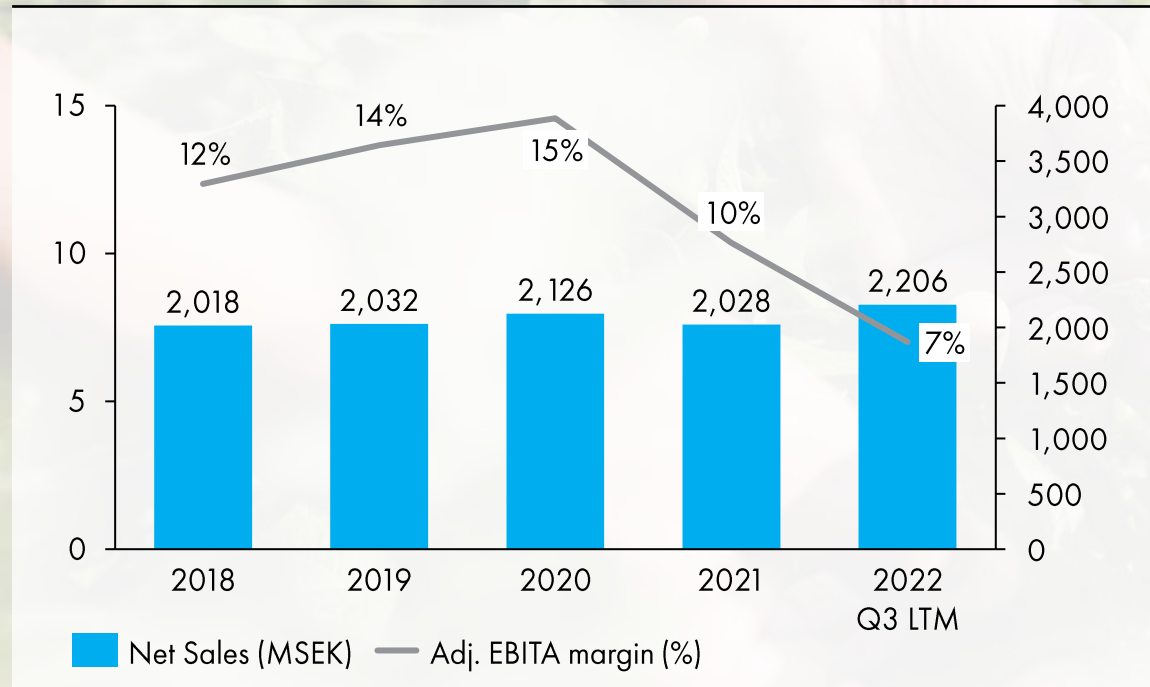
	Customer Segment	Market Outlook	Comments
Russia/ Ukraine war	Climate solutions	➔	Mixed market development – growth in Americas, slow down in EMEA and weak demand in APAC, especially China
Historically high feed prices	... whereof Broiler	➔	Continued strong demand in Americas, EMEA slower due to Avian Flu, higher raw material costs, supply chain constraints and higher energy prices
	... whereof Swine	➔	Weak development in APAC and EMEA, whereas Americas see some growth
China market slow down	... whereof Layer	➔	Cage-free regulation driving long-term demand
	... whereof Greenhouse	➔	Growth driven by increased demand
Supply Chain (SC) crisis	.. Where of Dairy	➔	Strong milk prices continue to support investment in Americas
	Digital Solutions	➔	Strong trend in all regions with increased data usage through IoT and software aiming at increasing yield and improve animal welfare and sustainability
Raw material costs peak			

Leading position in our core markets

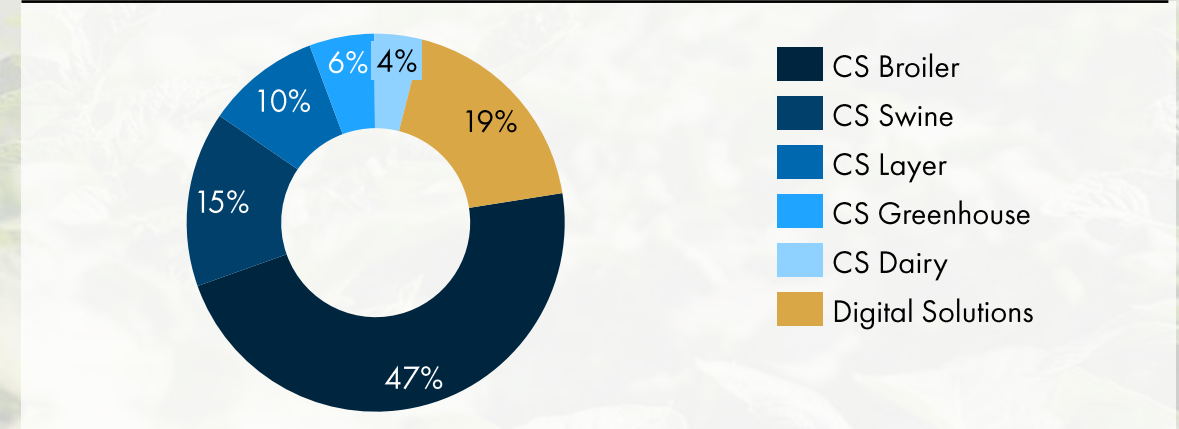
KEY FIGURES



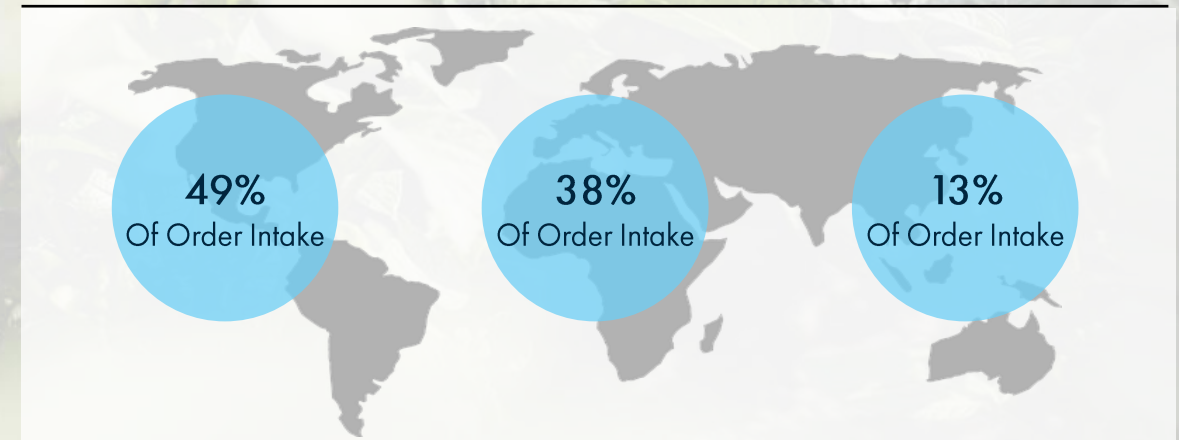
GROWTH AND PROFITABILITY



CUSTOMER DISTRIBUTION ORDER INTAKE¹



REGIONAL DISTRIBUTION ORDER INTAKE



OI YTD Q3 2022

1. Controllers included in Climate Solutions Financials

FoodTech has a leading offering to our customers – Climate Solutions and Digital Solutions

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		Value proposition	Products (examples)	End customers	Main Channels
 <p>DIGITAL SOLUTIONS</p>	 <p>SOFTWARE</p>	Food Chain Optimization	 <p>AMINO software</p>	Integrators	Direct
	 <p>CONTROLLERS & SENSORS</p>	Climate and Farm optimization ¹	 <p>TRIO controller</p>	Growers/ Farmers	Dealers
 <p>CLIMATE SOLUTIONS</p>	 <p>EQUIPMENT</p>	Climate optimization	 <p>SATURN fan</p>	Growers/ Farmers	Dealers / OEMs

1. Controllers included in Climate Solutions Financials

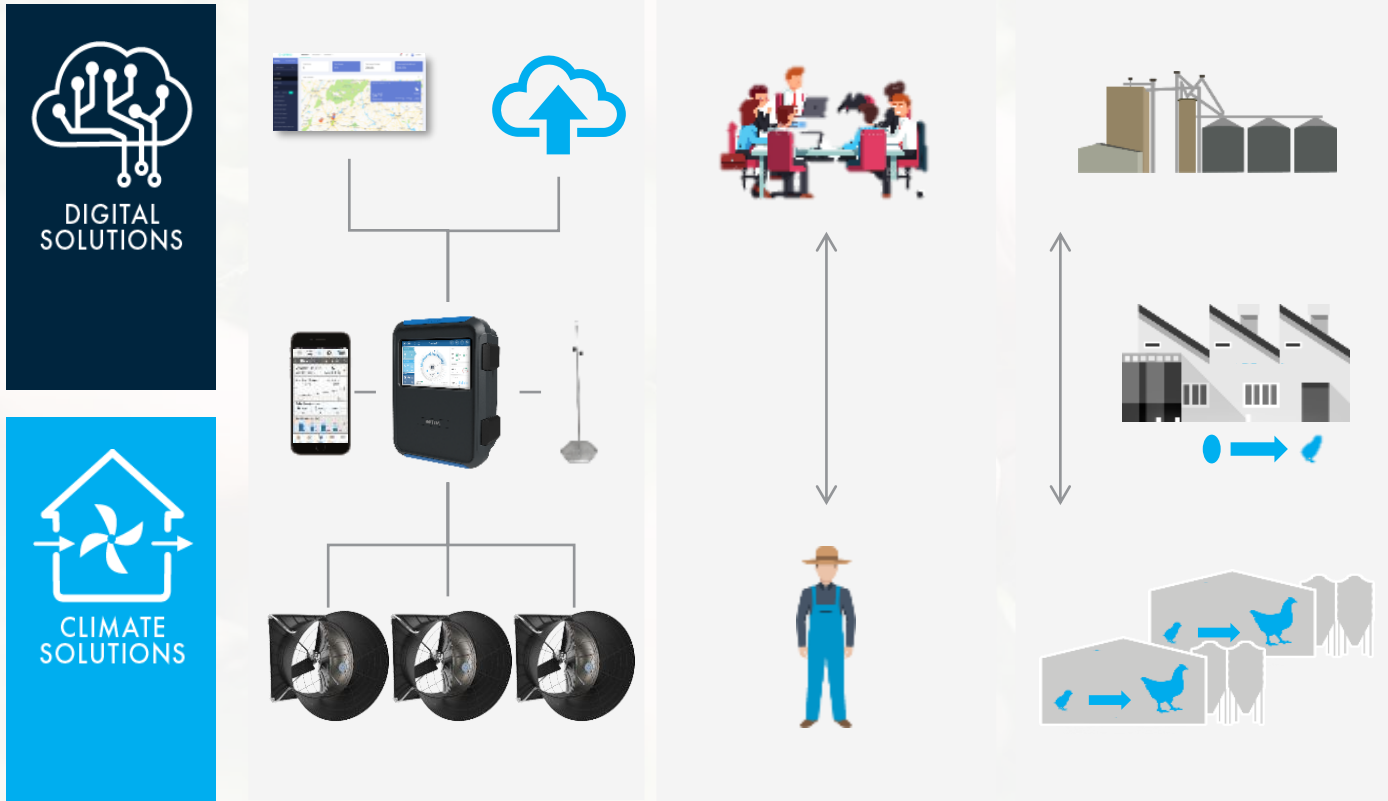
Last year we launched our vertical strategy and strategic direction

VERTICAL STRATEGY TO CREATE UNIQUE CUSTOMER VALUE

... AND IMPROVE BUSINESS PERFORMANCE

CLEAR STRATEGIC DIRECTION

Connect equipment with software ...integrators w/ farmers ...whole food value chain



- Differentiate from competitors
- Platform for future growth
- Expand in more profitable digital space
- Stabilize business performance through growth in Annual Recurring Revenue (ARR¹)

- Lead the software market
- Connect the World's farms
- Grow through climate solutions
- Strengthen our equipment position

1. ARR = last reporting month revenues x 12

Successful journey towards change to ARR business model in software business

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Lead the software market

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Grow through Climate solutions

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GREAT TRACTION ON  amino, OUR PLATFORM FOR THE FUTURE



9 MONTHS
SINCE LAUNCH



+25
COMPANIES RUN AMINO
GLOBALLY

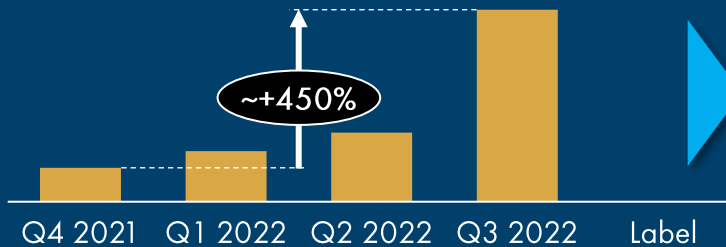


4H:22M
AVG TIME A USER SPENDS
ON AMINO PER DAY

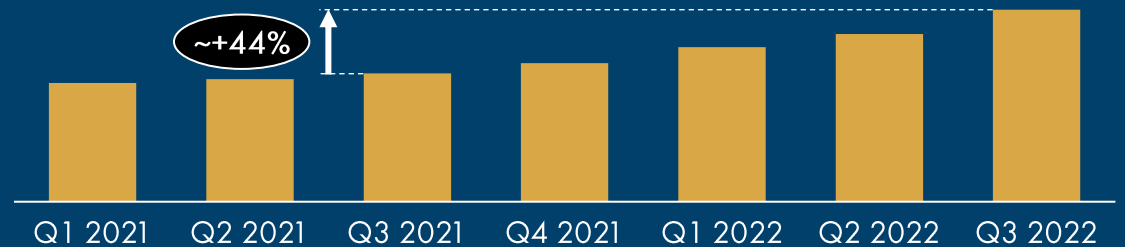


+ 1K
USERS IN THE PLATFORM

Amino SaaS invoiced



Actual ARR, including Amino



Strategic Partnerships– Controller, IoT and Sensors enable further data capture towards SC optimization

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Lead the software market

Connect the World's farms

Grow through Climate solutions

Strengthen our equipment position



Transaction closing subject to certain corporate and regulatory approvals, including CADE (Brazilian antitrust) approval



WHO THEY ARE

- Brazilian manufacturer of climate controllers for farms and food producers

- Global leader in advanced computer vision and AI for swine industry

- USA company with solutions for Broiler and Swine growers and producers

WHAT THEY BRING

- Footprint and installed base
- Channel to market
- Controllers and complimentary accessories

- New tech. to understand animal behaviour:
 - Machine vision to capture swine weight through algorithm and identify anomalies

- Wireless & battery operated sensors
- User friendly/DIY installation
- Service support

 **Munters**

New solution launched for heat recovery – traction in the market due to energy prices and regulation

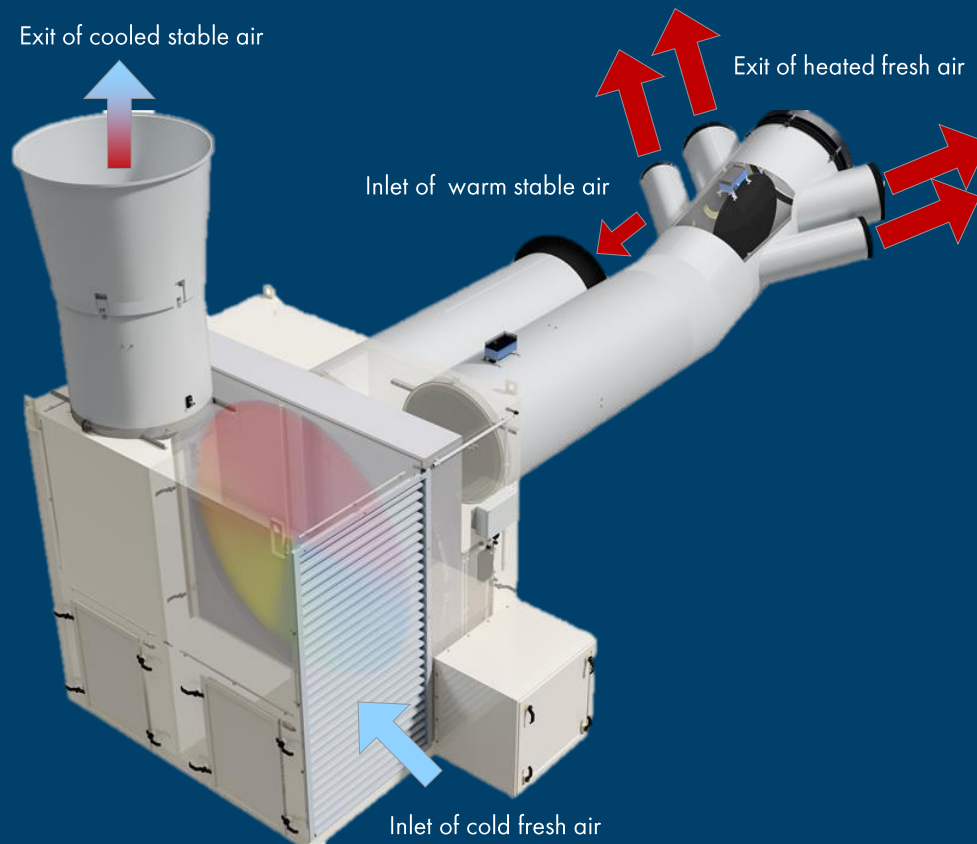
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HEAT-X ROTATE



Innovative solution

- Effective heat recovery from the exhaust air of poultry and pig farms

Higher value to farmers

- Savings on energy
- Lower Total Cost of Ownership
- Healthier environment for animals
- Decrease of CO₂ emissions



Addressing high energy prices and increased regulations

We will continue our journey to modularize offer and optimize fan portfolio

Lead the software market

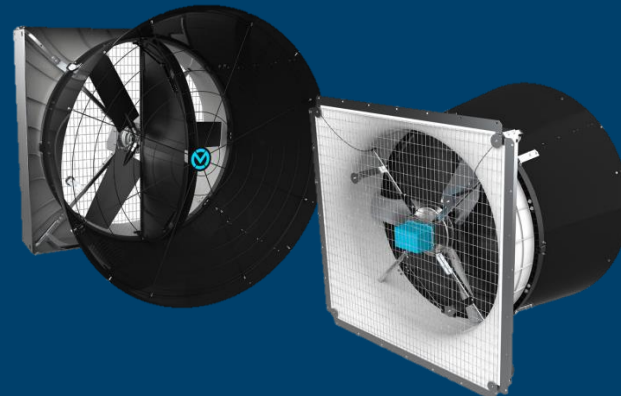
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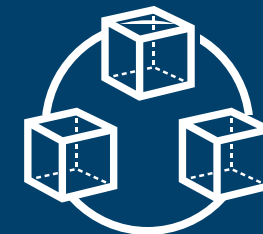


SATURN PLATFORM WAS OUR FIRST STEP IN MODULARIZATION



WE CONTINUE THE JOURNEY TOWARDS FULL MODULARIZED FAN PORTFOLIO

- Significant assortment reduction
- Leading to operational efficiency due to complexity reduction
- While increasing value to the customer



FoodTech on a transformation journey



For customer success and a healthier planet

FoodTech's Mission

*We help to feed the world
by changing the way we
farm and produce food*





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