

Agenda – platform for today and the future

CEO – Munters Towards Full Potential

- A strong company – but disappointing performance since IPO
- Global player in niche markets
- Full Potential Program to seize opportunities

Global Operations – Building a customer-oriented and scalable platform

AirTech – Sustainable solutions for demanding industrial applications

FoodTech – Sustainable solutions for demanding agricultural applications

CFO – Delivering the numbers

CEO wrap-up – Confident in our targets

**AirTech – Energy-efficient,
safe and reliable climate
solutions in which control of
moisture content and
temperature is mission-critical**



AirTech is a global leader with a blue-chip customer base

Business Area overview

Global leader in dehumidification and cooling solutions for demanding industrial applications

#1 position in markets representing majority of AirTech FY2018 net sales

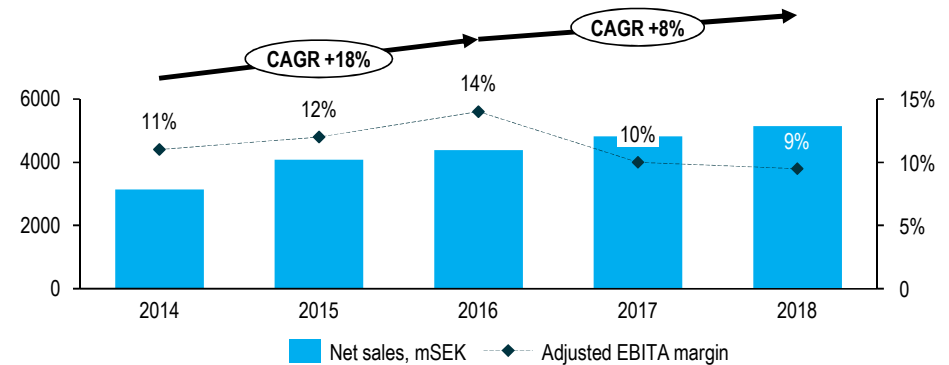
Multi-year relationships with diverse blue-chip customer base

Strong Net Sales growth

Selected customers






Financial performance (Net Sales, mSEK)



Getting the perfect, sustainable climate is mission-critical across a range of industries

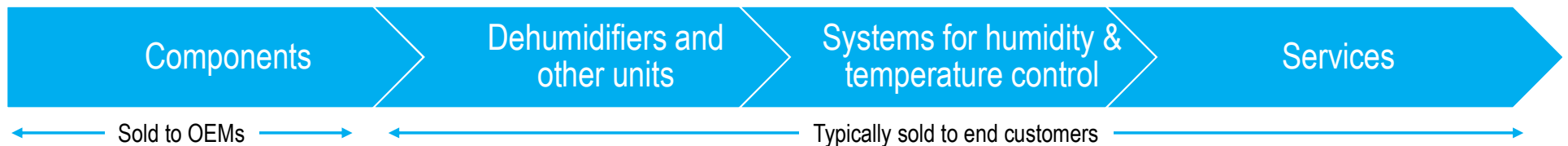
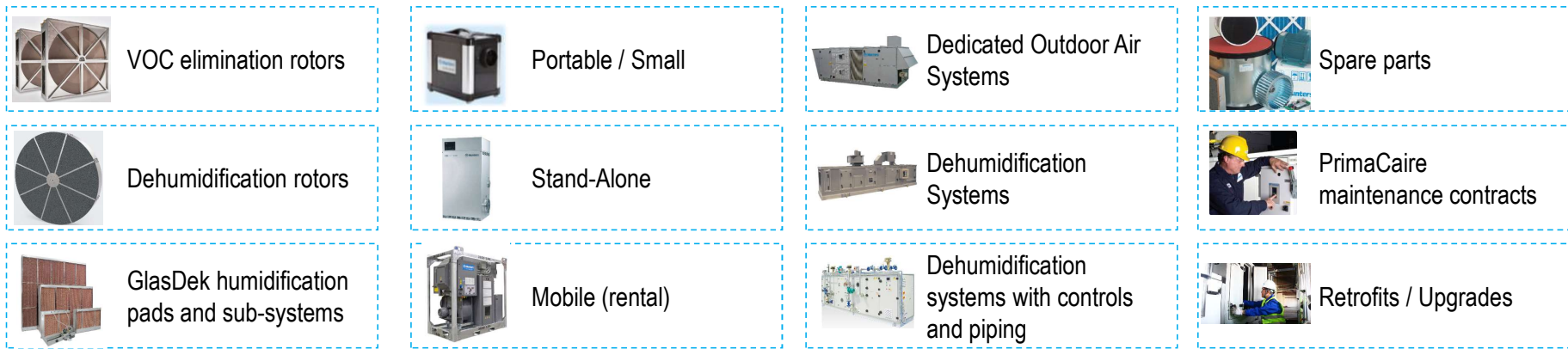
Poor humidity and climate control cause...

With perfect climate...

	Lithium Battery mfg.	<ul style="list-style-type: none"> - Low battery performance - Production safety issues 	<ul style="list-style-type: none"> - High quality batteries - Low energy consumption and safe production
	Pharma mfg.	<ul style="list-style-type: none"> - Clogging of powder - Non-compliant production (scrap batches) 	<ul style="list-style-type: none"> - Consistently high product quality - Efficient and sustainable production
	Processing (food etc.)	<ul style="list-style-type: none"> - Mould and bacteria growth - Low product quality and scrap 	<ul style="list-style-type: none"> - Food safety assurance - Efficient and sustainable production

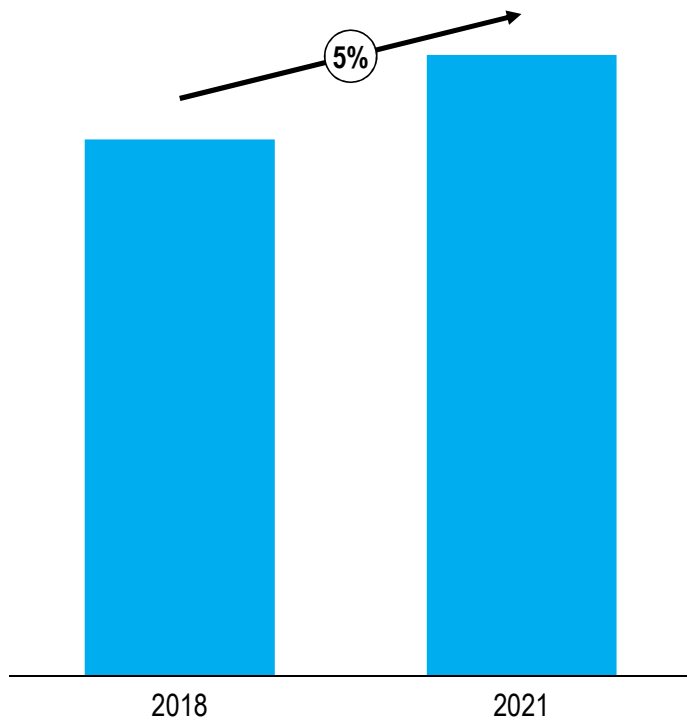
Munters stand out among competitors by having leading, energy-efficient technologies and superior application expertise

We provide a broad offering of sustainable solutions



Strong underlying demand growth – in niches where we are leaders

Key end Market Growth CAGR in 2018-2021



Key end market Outlook

- **Industrial: Lithium-ion Batteries** – Investment in R&D and production facilities to support Electric Vehicles, Energy Storage and consumer goods
- **Industrial: Processing of e.g. food** – Stable growth tied to population increase, urbanisation and affluence across Asian countries
- **Industrial: Pharma** – Stable growth from increased life expectancy and developing countries trending towards Western medicine
- **Industrial: Other** – Continued stable growth with a continued demand for production efficiency
- **Commercial: Supermarkets** – Main growth driver will come from retrofit and replacement business with support of DOAS technology and trends

Munters position



Business portfolio overview – AirTech with several strong positions

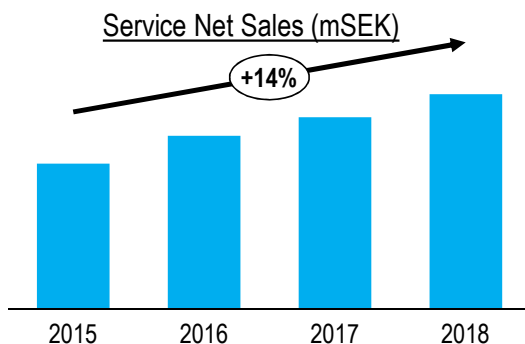
Business	Size in Munters	Our performance	Market attractiveness	Opportunities
Industrial	XL			- Drive growth globally, with a focus on niches and geographies with a special potential
Commercial/Supermarkets	M			- Business is almost a “US-only” business - Secure profitability as top-most priority
Components to OEMs	M			- Supported by strong underlying growth (e.g. LiBat for rotors and Data Center for pads) – continue to drive growth
Services	L			- Continue to drive growth globally

Strategic priorities/opportunities for the future

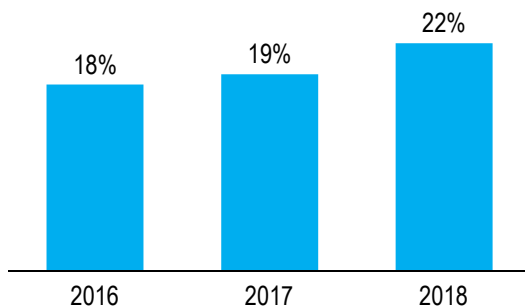


We have successfully grown the Service business – and we see more growth opportunities

We have proven success



Installed base penetration (%)



We are confident we can do much more...

- **Installed base penetration** is still relatively modest
- Customers increasingly see benefit of “**peace-of-mind**” and **reliability**
- Opportunities for new services with **connected products**

...and we have actions in place to pursue profitable growth

1. Grow the core

- Continue Service **technicians hiring**
- Roll out Service **sales training**

2. Transform the core

- Implement new Field Service Management (**FSM**) system
- Product Management to improve customer centric positioning
- Implement **separate Spare Parts inventory**

3. Scale the New

- Develop new Service products including **connected/IoT offerings** and upgrades of non-Munters equipment
- Capture the rental and **Climate as a Service (CaaS)** market

Identify and pursue growth in markets with attractive opportunities

Market (example)	Current performance	Why we find it attractive	Key activities to drive growth
Lithium battery manufacturing	<p>Net Sales (mSEK)</p> <p>2015 2016 2017 2018</p>	<ul style="list-style-type: none"> Market growth at double-digit pace driven by battery boom Strict humidity requirements – and need for reliable and sustainable solutions Munters already a leading player with strong customer base 	<ul style="list-style-type: none"> Dedicated expert supporting all countries Development of new products R&D development of new technology
China	<p>Net Sales (mSEK)</p> <p>2015 2016 2017 2018</p>	<ul style="list-style-type: none"> Above market-average growth Increasing understanding of importance of humidity control Scattered market where Munters holds a leading position 	<ul style="list-style-type: none"> Local management team focused on China Development of new products for specific region Product Management and Marketing focus for specific region

We continuously monitor markets to identify upcoming opportunities in our end markets

We are continuously investing in R&D to stay ahead of competition

Prioritizing key R&D areas

1. Launch next generation of core components within pads and rotors
2. Launch connected offerings
3. Launch smarter products through new hardware platform and future-proof software

A range of important product launches



DryCool® Focus
A combination of desiccant dehumidification and total energy recovery leading to reduced cool and re-heat.



DSS – Desiccant System Solution
A new and improved desiccant system with a range of pre and post treatment options.



GreenDry®
Newly designed air-handler with double wall construction providing hygienic interior.

2017



FreeDry™
A new and improved unit specifically designed for ice-rinks.

2018



MCC – Munters Connected Climate®
This is Munters newest addition in the digital world. It enables our units to be connected to the cloud and to control our units remotely

We are confident about the future for AirTech

- Active in markets with **solid growth** driven by pursuit for **sustainability** and productivity
- **Market leading** position in most of our customer industries with a strong **brand** and **blue-chip customer** base
- Strengthened organization and **improved governance** with **clearer responsibility** for the regions to drive the business
- **Prioritizing resources** to identified markets and sub-segments where we see the **highest growth** – including continued focus on our **service** business

