

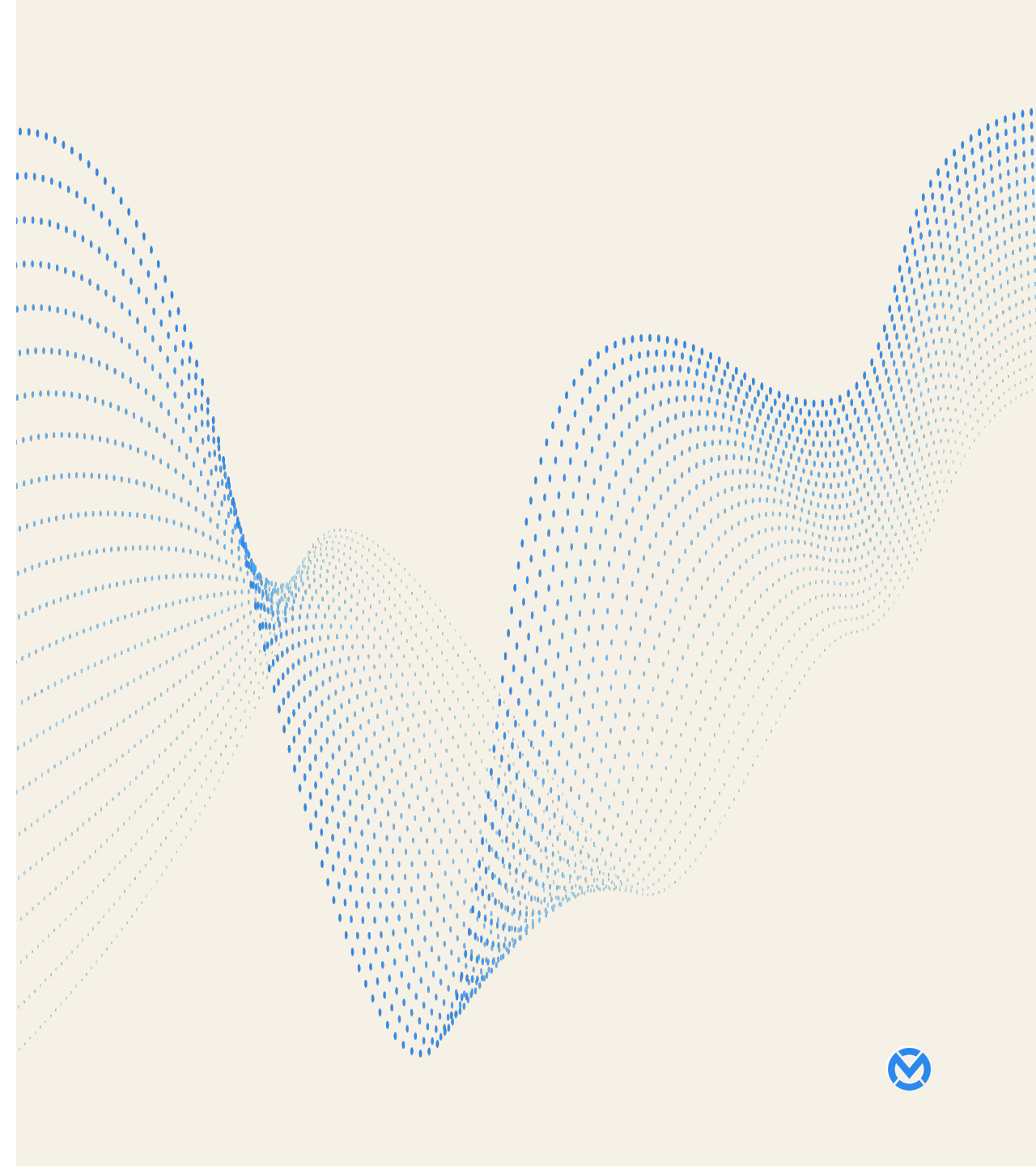
A photograph of three people sitting around a table in an office. A man in a white polo shirt with the Munters logo is looking at a laptop. A woman with long dark hair is smiling and looking at the laptop. A woman with short blonde hair is looking at the laptop. The background is a blurred office window.

Munters – Investor Presentation

October 2024
Investor Relations

Agenda

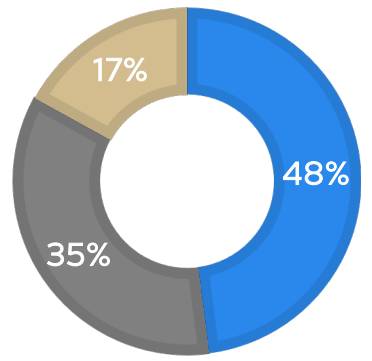
- Introduction
- Quarterly highlights
- AirTech
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World leader in energy-efficient climate solutions

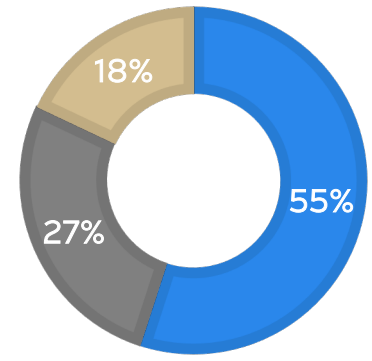


Order Intake per business area*



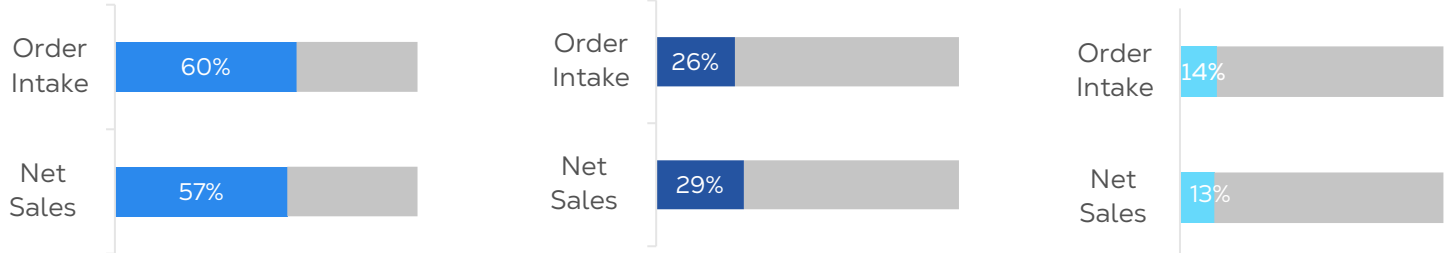
■ AT- AirTech
■ DCT - Data Center Technologies
■ FT- FoodTech

Net Sales per business area*



■ AT ■ DCT ■ FT

Regional share Q3



Countries with sales & production **>45**

Sales MSEK* **14,748**

Production plants **25**

Adj. EBITA margin* **15.2%**

Number of employees **~5,100**



We assist our customers in securing critical operations, production quality and to become more sustainable

Net sales per business area - LTM Q3 2024



 State-of-the-art cooling solutions for **data centers**

 Ultra dry air for **battery production**

 Climate & hygiene control for **food production industry**

 Dehumidification for **windmills & infrastructure**

 Indoor climate solutions for **agriculture & greenhouses**



Leading supplier of **rotors & other components**

Clean Technology solutions for a healthier planet

Service offering to a broad range of customers

Constant humidity for the **pharmaceutical** industry

A leading software solution provider for **food producers**



We aim to be a market leader in prioritized markets and in prioritized segments



Unique application knowledge



Proven energy efficient products & solutions



Large installed base



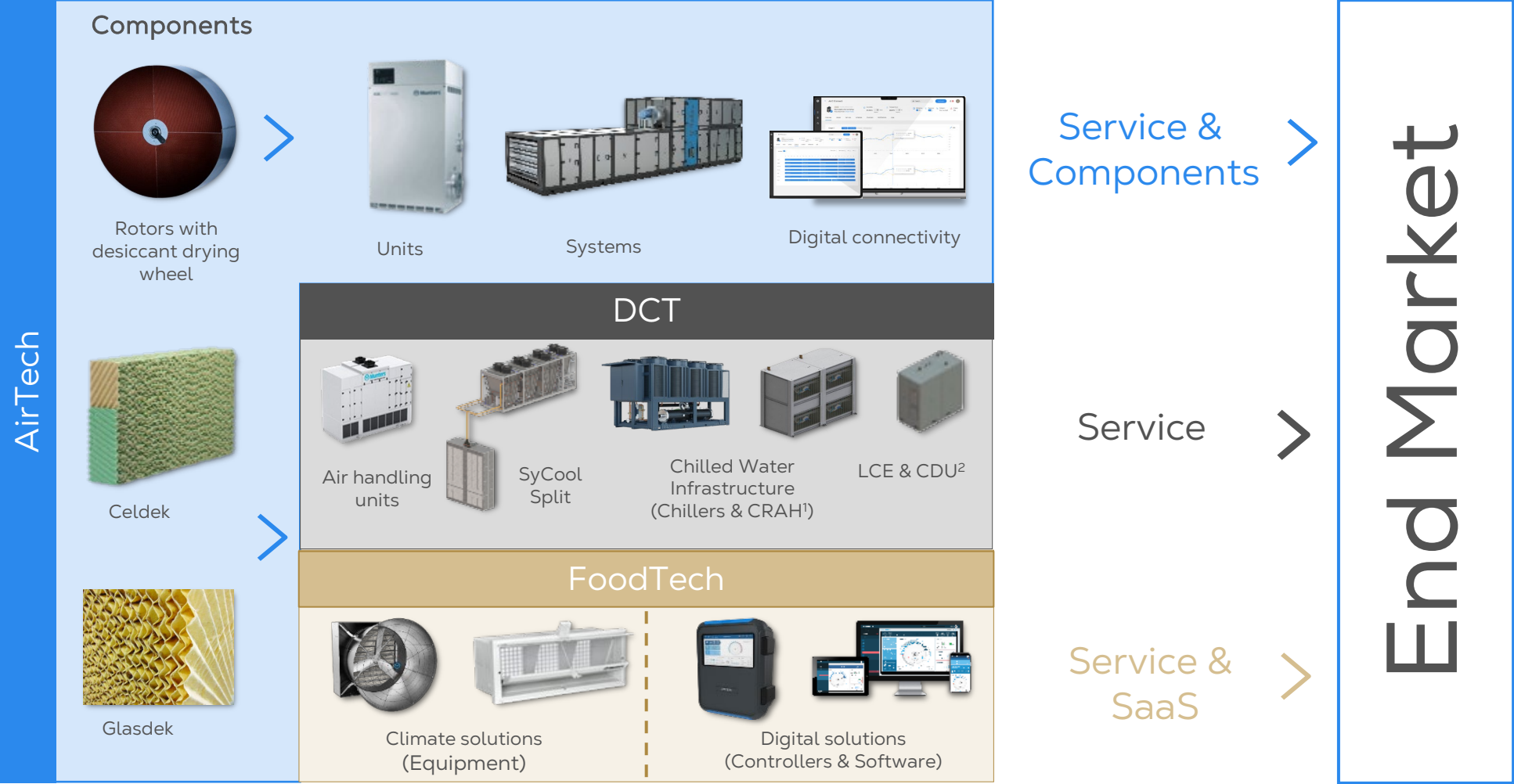
Leading position



Global presence & service offering



Strengthen, develop and expand our core – dehumidification & evaporative cooling



The above products are examples of products in the Munters offering



¹CRAH – Computer Room Air Handler

² LCE –Liquid cooling evaporator, CDU – Coolant Distribution Units

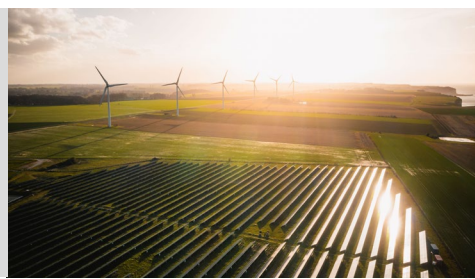

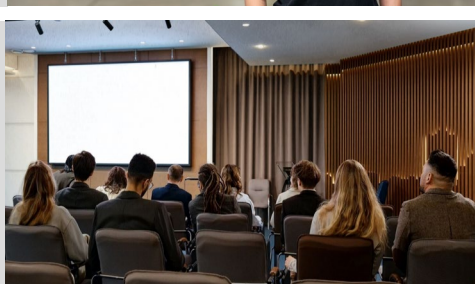


Financial and Sustainability targets – aligning and setting a strategic goal agenda

Mid-term financial targets

Growth		Average annual currency adj. growth >14% over a business cycle
Profit		Adjusted EBITA margin > 14%
OWC/NS*		Average OWC of net sales in the range of 13–10%
Dividend Policy	Annual dividend corresponding to 30–50% of net income for the year	

Sustainability targets 2030

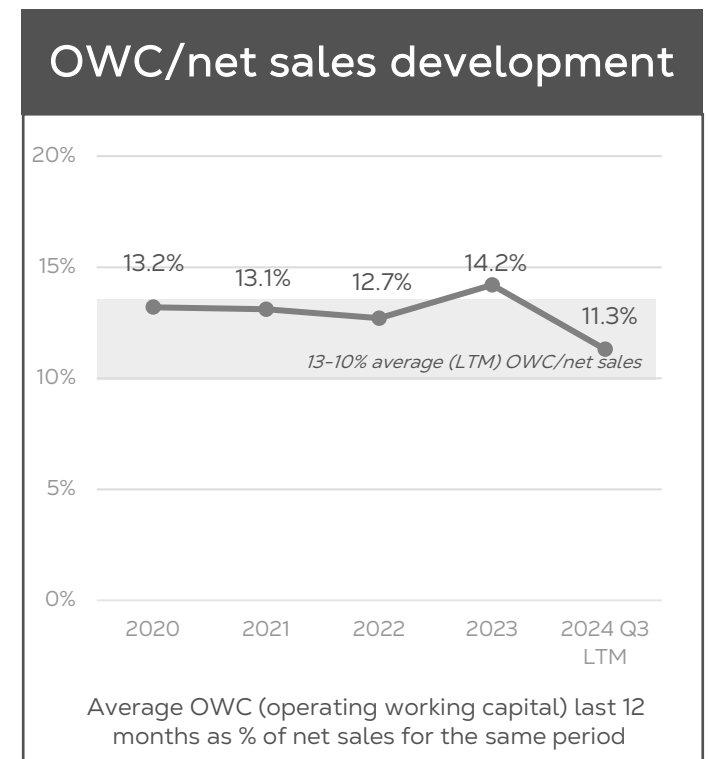
E		Reduce CO ₂ e Scope 1 & 2: net zero, Scope 3: aligned with Paris Agreement 1.5°C
S		Gender equity 30% women in workforce & women leaders
G		Code of Conduct Continuous improvements in compliance with Code of Conducts**

* Average OWC (operating working capital) last twelve months as % of net sales for the same period

** 100% compliance for the Employee Code of Conduct (CoC), 100% compliance for the Supplier CoC (Direct material) and continuous increasing compliance for the Customer CoC

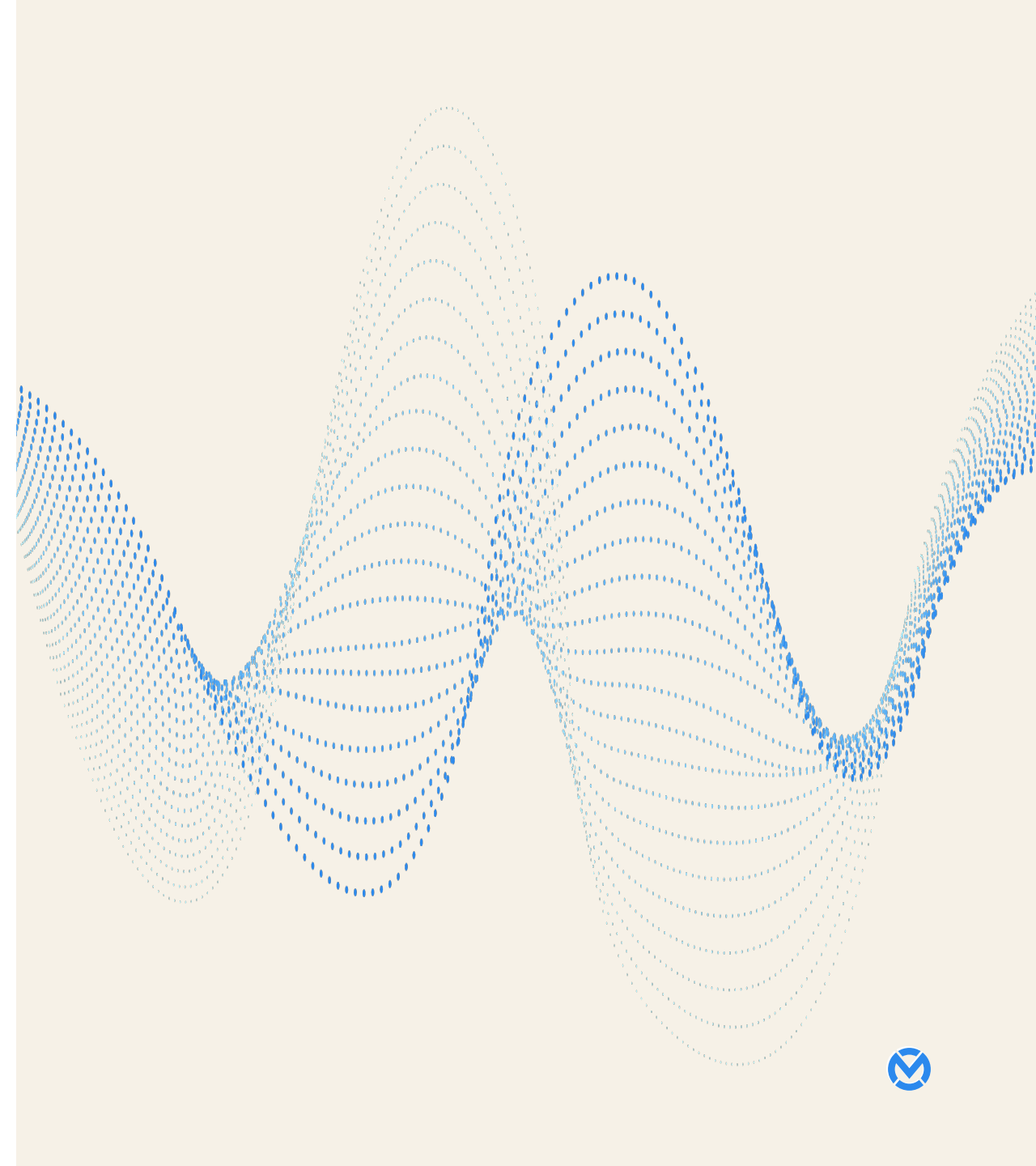


Notable achievements in recent years



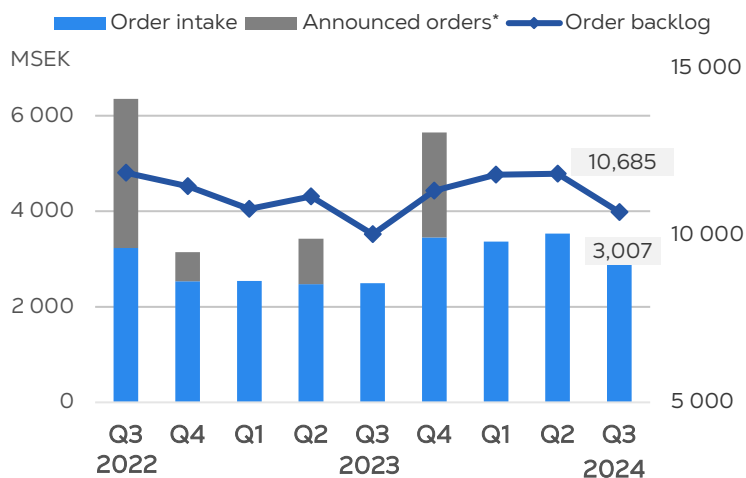
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Strong growth & profits, continued weak battery outlook

Mega-trends driving order intake



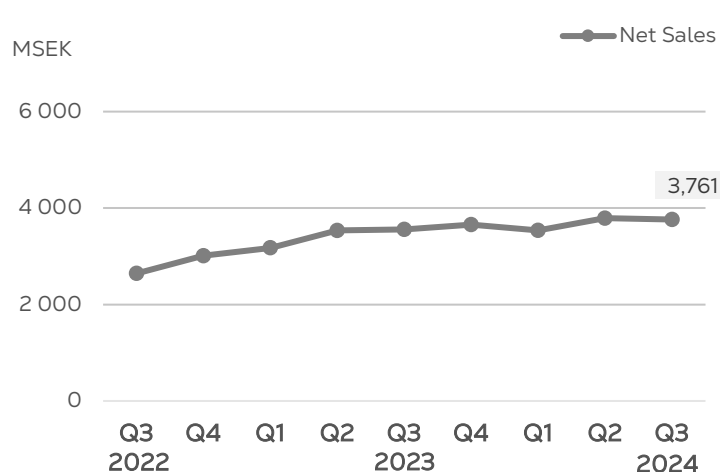
Q3: Order intake, +21% (18% org)

- AT - org. decline, weaker battery in all regions
- DCT - strong growth, good level of small & mid-sized orders in Americas
- FT - decrease, mainly weaker demand in Climate solutions

Q3: Order backlog, +7%

- mainly large orders in DCT, to be delivered throughout 2025

Increased net sales

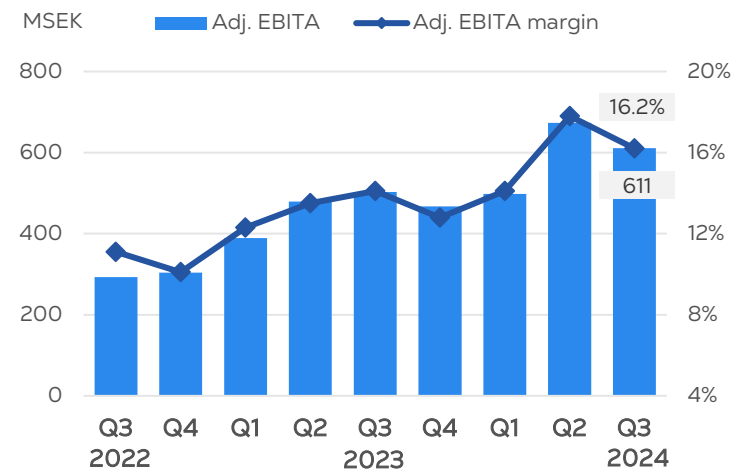


Q3: Net sales, +6% (+5% org)

- AT - org. decline, weaker battery APAC & Americas
- DCT - stable growth, successful deliveries on large orders
- FT - grew strongly, strong contributions from both Climate & Digital solutions

Book-to-bill Q3: 0.80

Continued strong profitability



Adj. EBITA-margin, Q3: 16.2%

- + DCT & FT: strong volume growth
- + AT: positive product mix & final deliveries
- + all BA:s: effects from lean practices & other operational efficiency initiatives
- AT: lower production utilization due to lower net sales



Strong growth and profits, but continued weak battery outlook

- **Net Sales** increased;
 - AT - declined org. due to continued weak battery sub-segment in APAC & Americas
 - DCT – stable growth, successful deliveries on large orders announced last year
 - FT – grew strongly, contributions from CS & DS
- **Adj. EBITA margin** improved;
 - strong net sales growth in DCT & FT
 - AT negatively impacted by lower net sales & thereby lower production utilization in all regions
- Lower **cash flow** from operating activities;
 - negative impact on OWC driven by consumption of advances, mainly project completions in AT
- **OWC/net sales**;
 - within our target range of 13-10%
- **Net debt** increased;
 - acquisition of AEI
 - increased lease liabilities, Ireland (DCT)

	MSEK	Q3 2024	Q3 2023	Change (%)		
				Organic growth	Structural growth*	Currency effects
Order intake		3,007	2,494	18	8	-5
Order backlog		10,685	10,025			
Net sales		3,761	3,560	5	5	-4
Operating profit (EBIT)		509	454			
Adj. EBITA		611	503	24	1	-4
Adj. EBITA-margin		16.2	14.1			
Net income		275	264			
Cash flow from operating activities		329	554			
OWC/net sales (%) ¹		11.3	13.7			
Net debt		4,968	4,399			
Net debt/Adj. EBITDA ²		1.9	2.2			

¹ Average OWC (Operating Working Capital) last twelve months as % of net sales for the same period

² Last twelve months

* Acquisitions & divestments

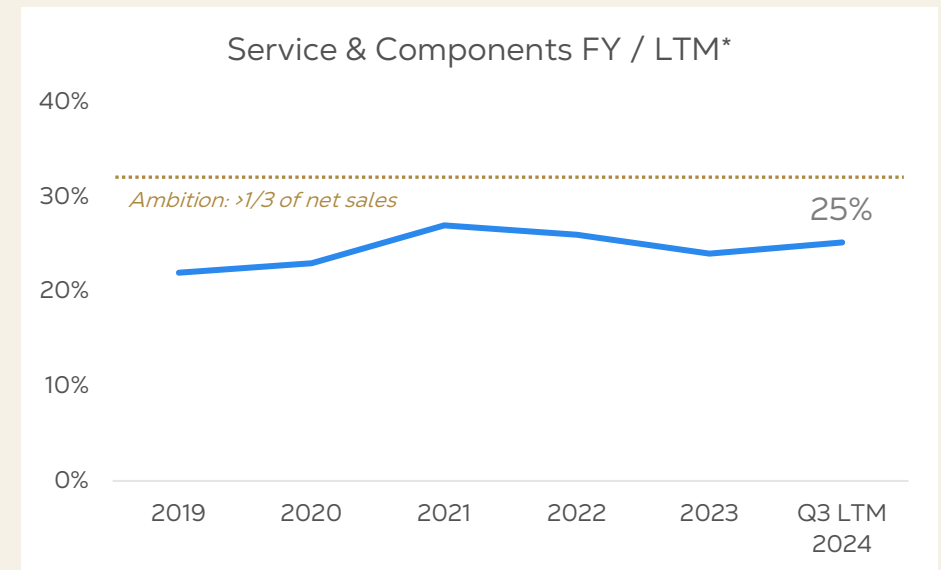
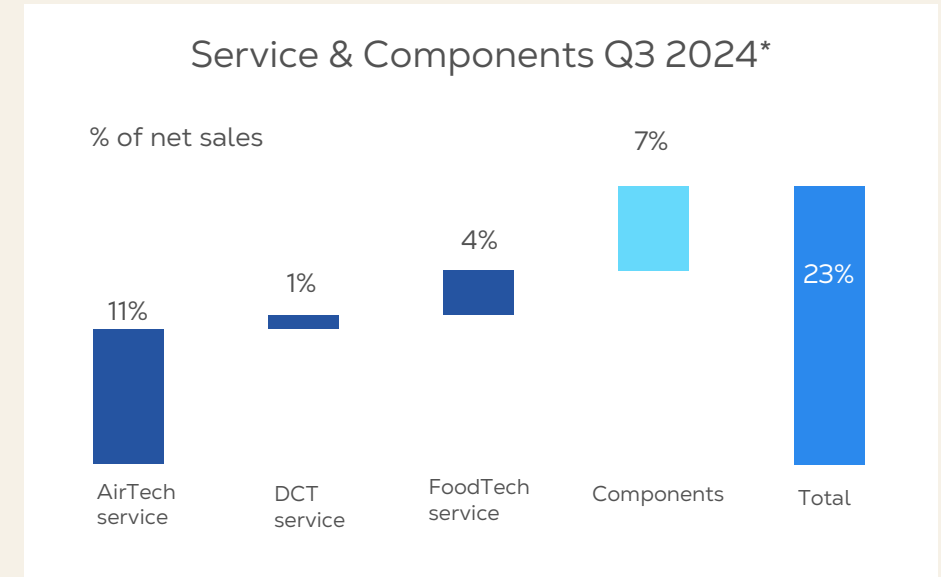


Service ambition in line with strategic direction

Munters ambition:

- AirTech
 - grow our large globally installed base
 - continuous innovation
- DCT
 - develop remote service optimization
 - grow through commissioning, installation and retrofiting
- FoodTech
 - investing and developing more software to grow our portfolio

Service & Components*
>1/3 of Group net sales

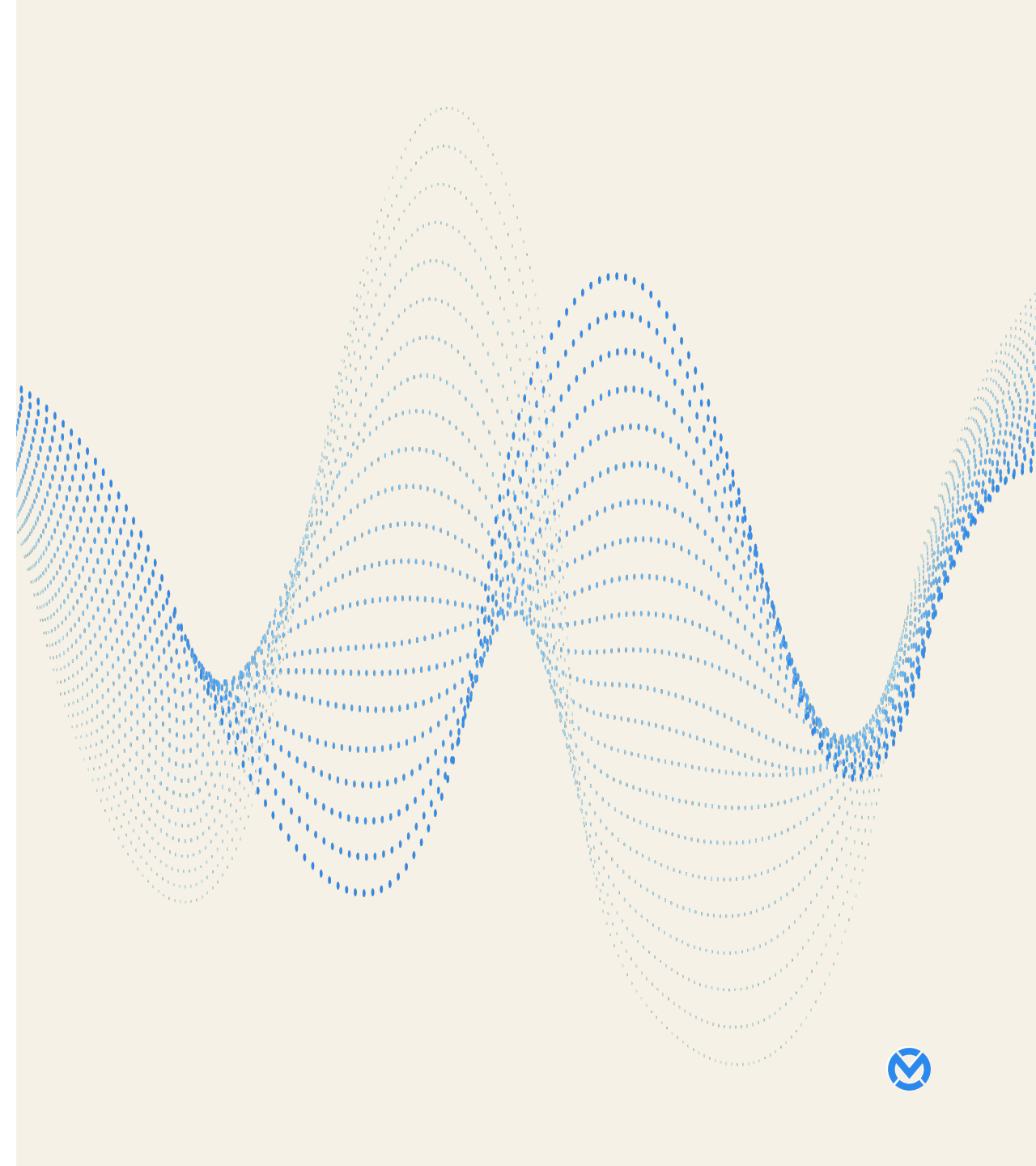


* of Group net sales,



Agenda

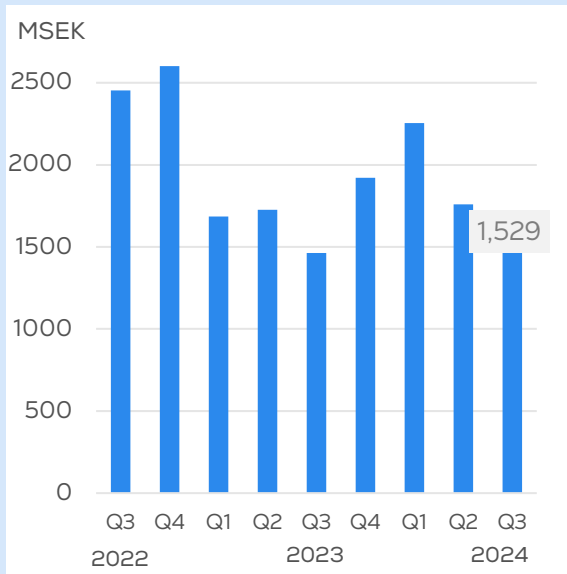
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Global leader in air treatment for industry

Order intake, MSEK*

7,466



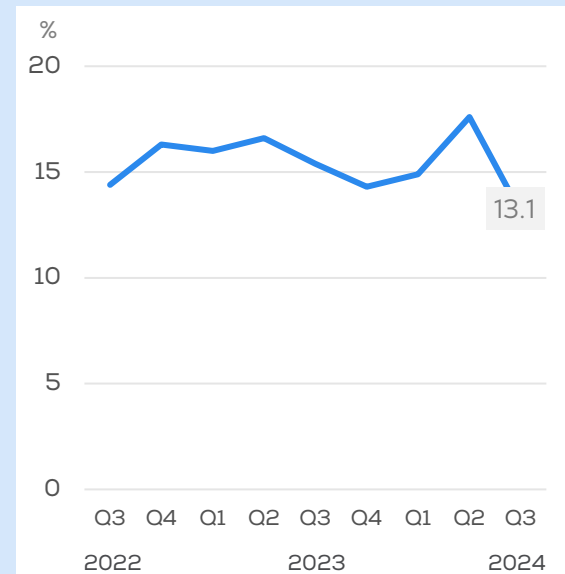
Net sales, MSEK*

8,080

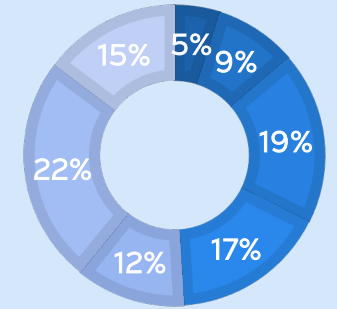


Adjusted EBITA margin*

14.9%

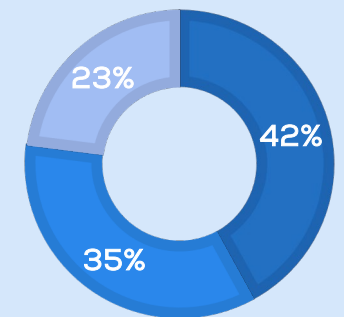


Customer segments of order intake



- Battery
- Other Industrial
- Clean Technologies
- Components
- Food processing
- Commercial
- Service

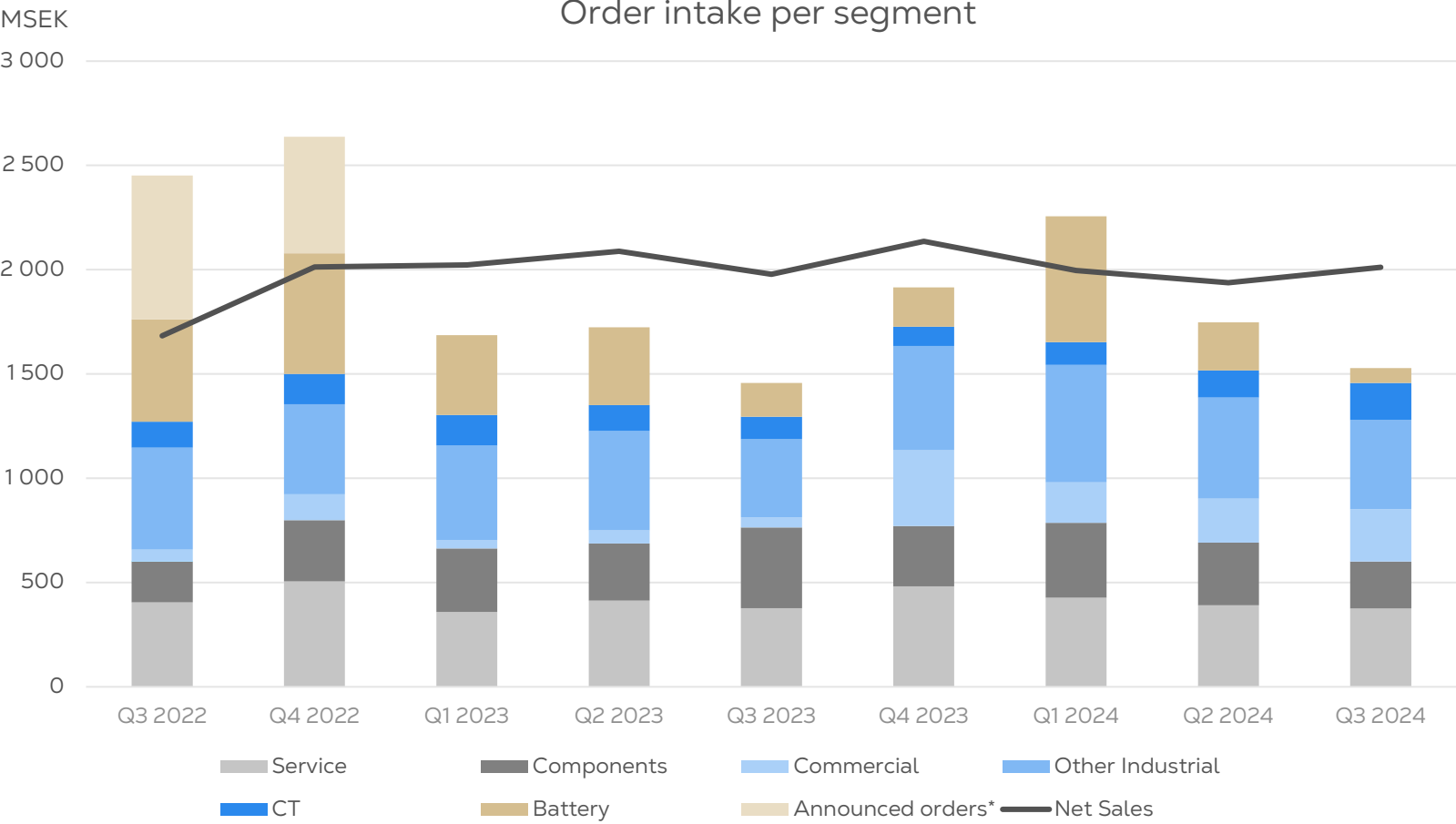
Order intake per region



- Americas
- EMEA
- APAC

Financial figures Q3 2024
* LTM

Solid development in several segments



Development Q3 2022 – Q3 2024

- Battery -customers placing orders closer to delivery, delays in greenfield investments combined with competitive environment & price pressure more aggressive
- CT- stable development, acq. of Airprotech
- Other industrial – good development, mainly Americas & EMEA
- Commercial – growth driven by supermarket customer Americas & acq. of Zeco
- Components - impacted by lower replacements in battery market, growth of evaporative pads to the data center market
- Service – solid development

*Large orders announced through press releases

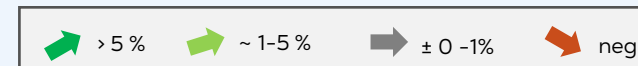











Order intake affected by weaker battery market

→ **Org. Order Intake** declined due to weaker battery sub-segment in all regions;

- Industrial (excl. battery) – grew mainly EMEA & Americas
- Battery - APAC weak, EMEA & Americas affected by delays in greenfield investments, customers placing orders closer to delivery together with more aggressive competitive environment and price pressure
- Commercial – good growth Americas, supermarket customers
- Components – declined all regions, lower replacements in the battery market

→ **Order Backlog** decreased



Customer segment	% order intake Q3 2024	Market Outlook *
Industrial	49%	
...whereof battery	5%	
...whereof food processing	9%	
...whereof commercial	17%	
...whereof other	19%	
Clean Technologies	12%	
Service & components	40%	
...whereof service	25%	
...whereof components**	15%	



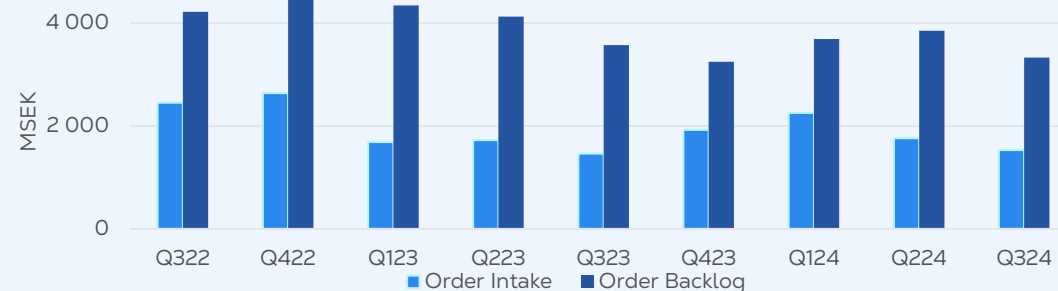
Investments and lower volumes affecting margin

	Q3 2024	Q3 2023	Change (%)		
			Org.	Struct*	FX
<i>MSEK</i>					
Order intake	1,529	1,463	-4	13	-4
Order backlog	3,327	3,572			
Net sales	2,011	1,978	-3	8	-4
Adj. EBITA	264	305	-12	2	-3
Adj. EBITA (%)	13.1	15.4			

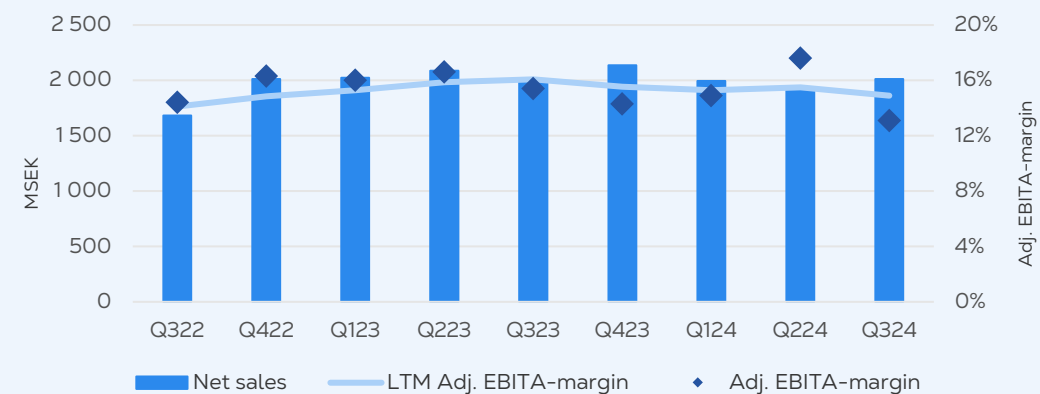
→ Adj. EBITA margin declined;

- lower net sales in Americas & APAC
- lower production utilization in all regions
- + partly offset by positive product mix in Americas as major order was finalized
- + operational & commercial excellence initiatives as well as net price increases

Order intake & backlog development



Net sales & adj. EBITA development



* Acquisitions & divestments



Battery market continued weak outlook

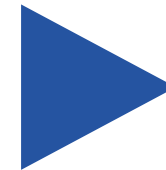
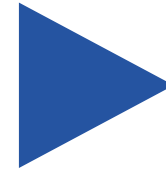
Market development

- **Battery market & need for dry rooms** - significant growth and profitability driver in the past years, driven by China but increasingly EMEA & Americas
- **Overall fewer projects globally** - particularly in China and US
- **China market** - significantly under pressure
- **Europe & US** - several larger projects postponed or delayed
- **New entrants** - attracted by the strong growth prospects, established players but also new entrants emerging, especially in China
- **Significantly decreased demand for battery capacity in the last year**- driven by slower adoption rate of EVs in the Western World & market slowdown in China => significant short-term overcapacity

Global sales forecast

- Global sales of EVs forecasted to grow at a **10-25% CAGR towards 2030***
- **PHEVs** helping to bridge the transition to full EVs

EV (Electric Vehicles), PHEV (Plug-in Hybrid Electric Vehicle)


































We anticipate challenging conditions to remain in 2025

Long-term outlook remains valid



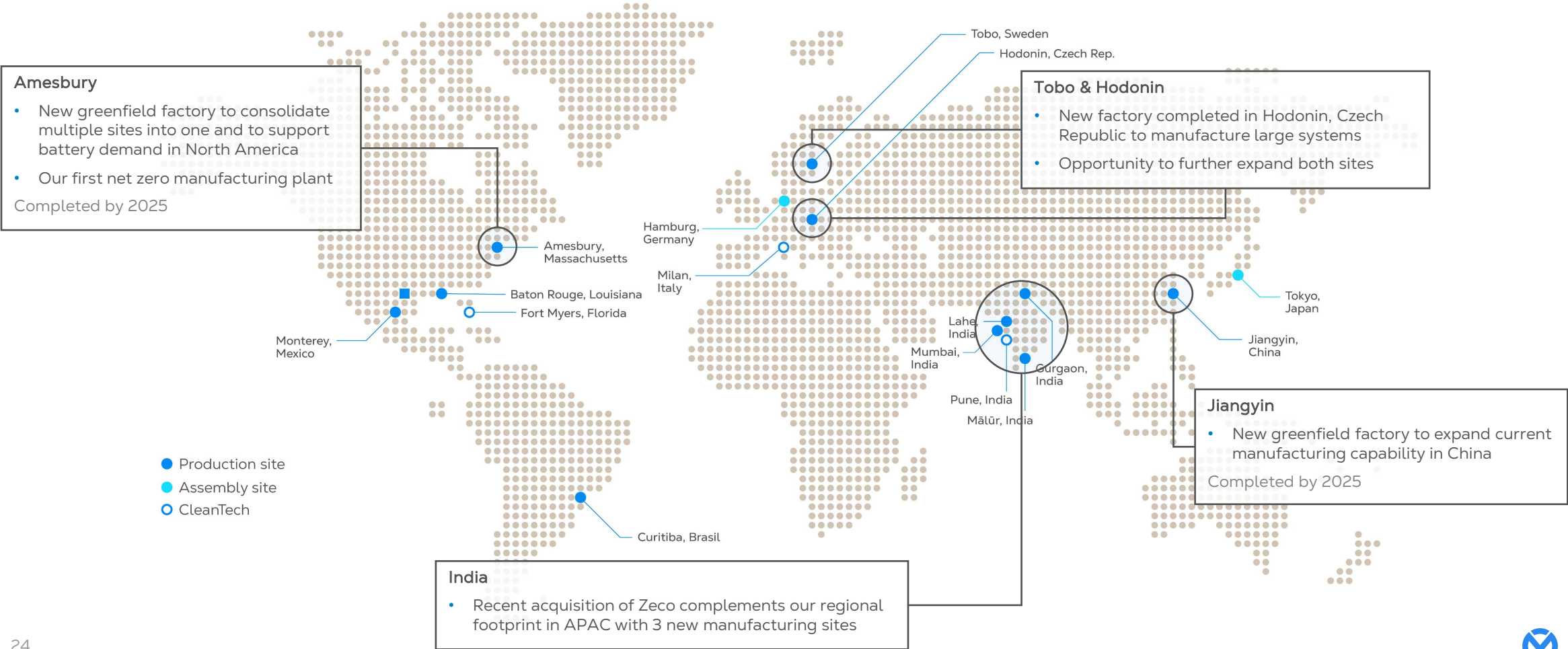
Selection of market players - mainly small local players

	Small (<1 BSEK)	Medium (1-2 BSEK)	Large (2-10 BSEK)	Extra Large (>10 BSEK)	
Humidity Control Technologies	Dehumidification  AM  AM/AS  AS  AS  AS  EU  AS  EU/AM  AS  AM  AM  AS  AM/AS/EU   AS  AM  AS				
	Humidification  AS  AM  AS  EU/AS  EU/AS/AM				
Clean Technologies	 EU  EU  AM  AM/AS/EU  EU  AM			 EU/AS/AM  EU/AS/AM 	

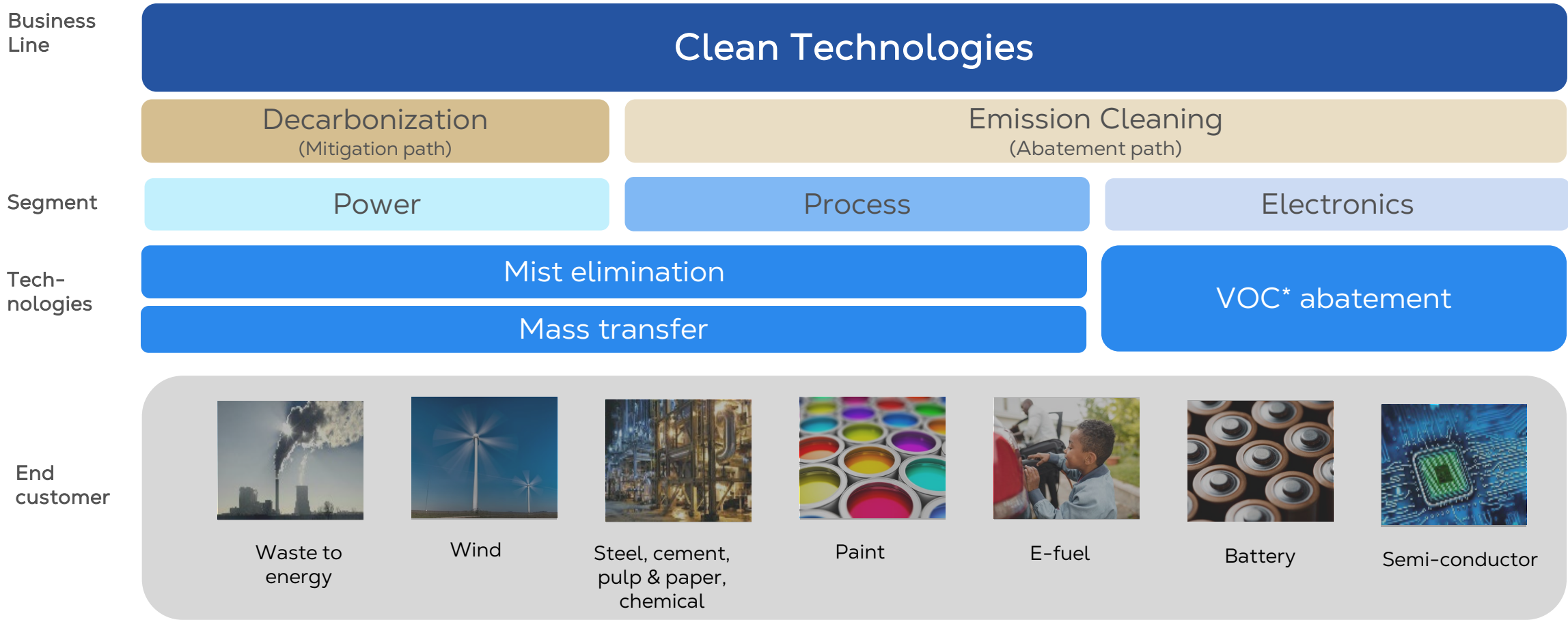
★ A small business within a large company/conglomerate



Preparing for the next growth wave – investing in our global footprint



Clean Technologies – solutions for a healthier planet

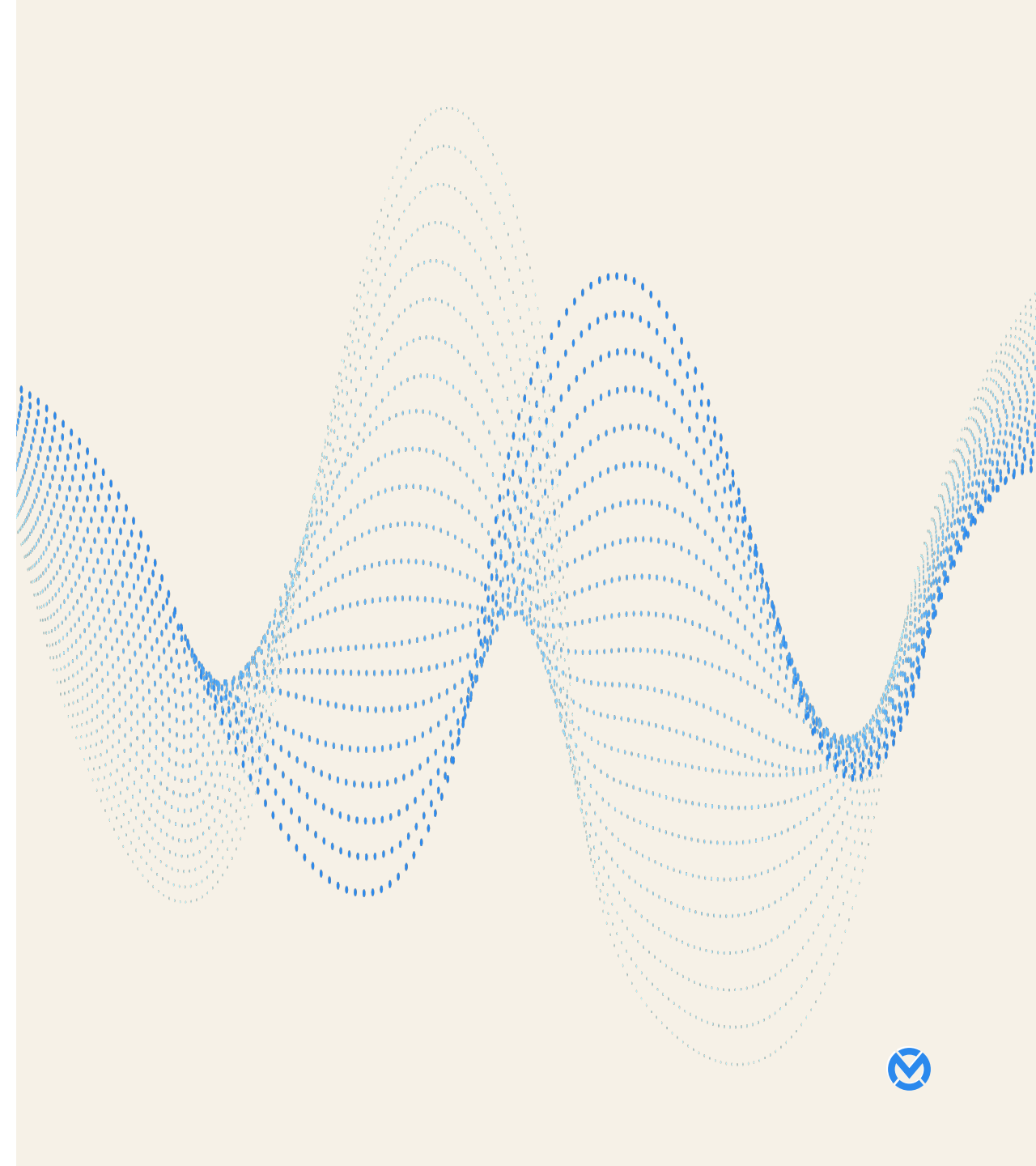


*VOC – Volatile Organic Compounds



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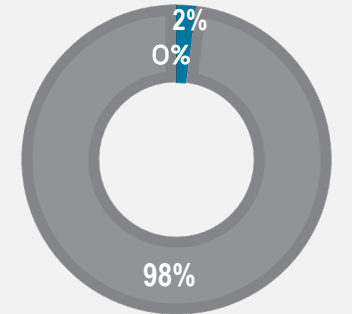
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Sustainable cooling solutions that facilitate digitization

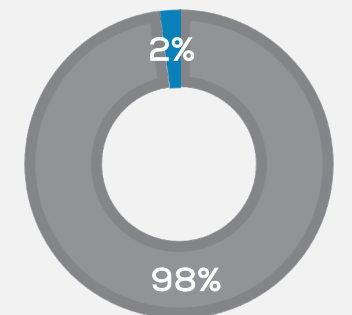
Data Center Technologies

Customer distribution of order intake



- Hyperscalers
- Colo
- Telco & enterprises

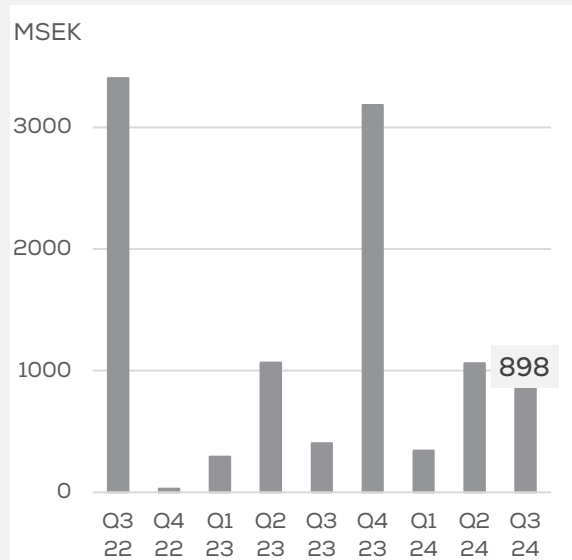
Order intake per region



- Americas
- EMEA

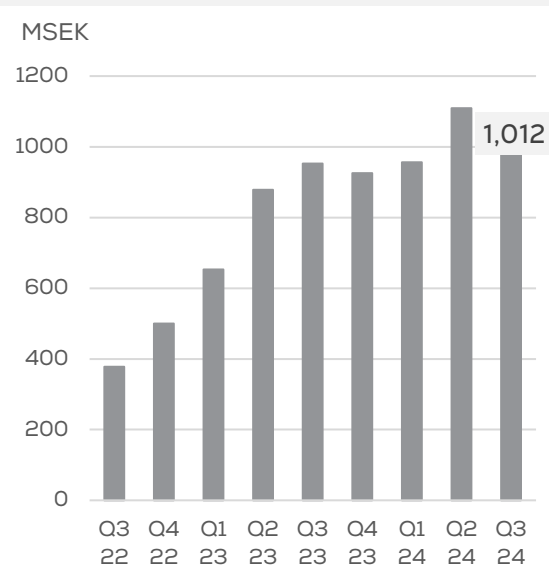
Order intake, MSEK*

5,485



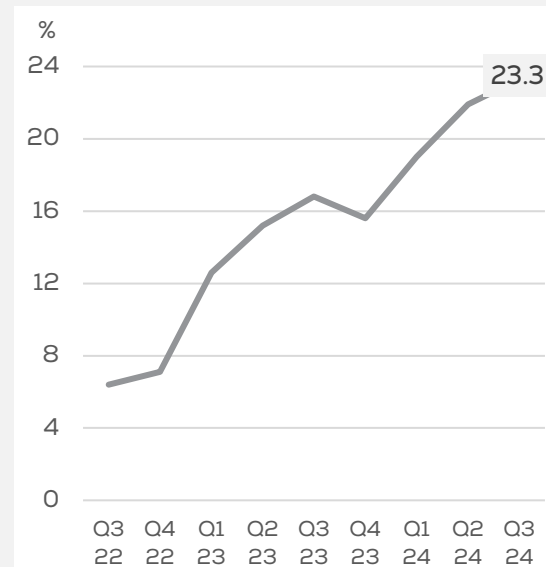
Net sales, MSEK*

4,002

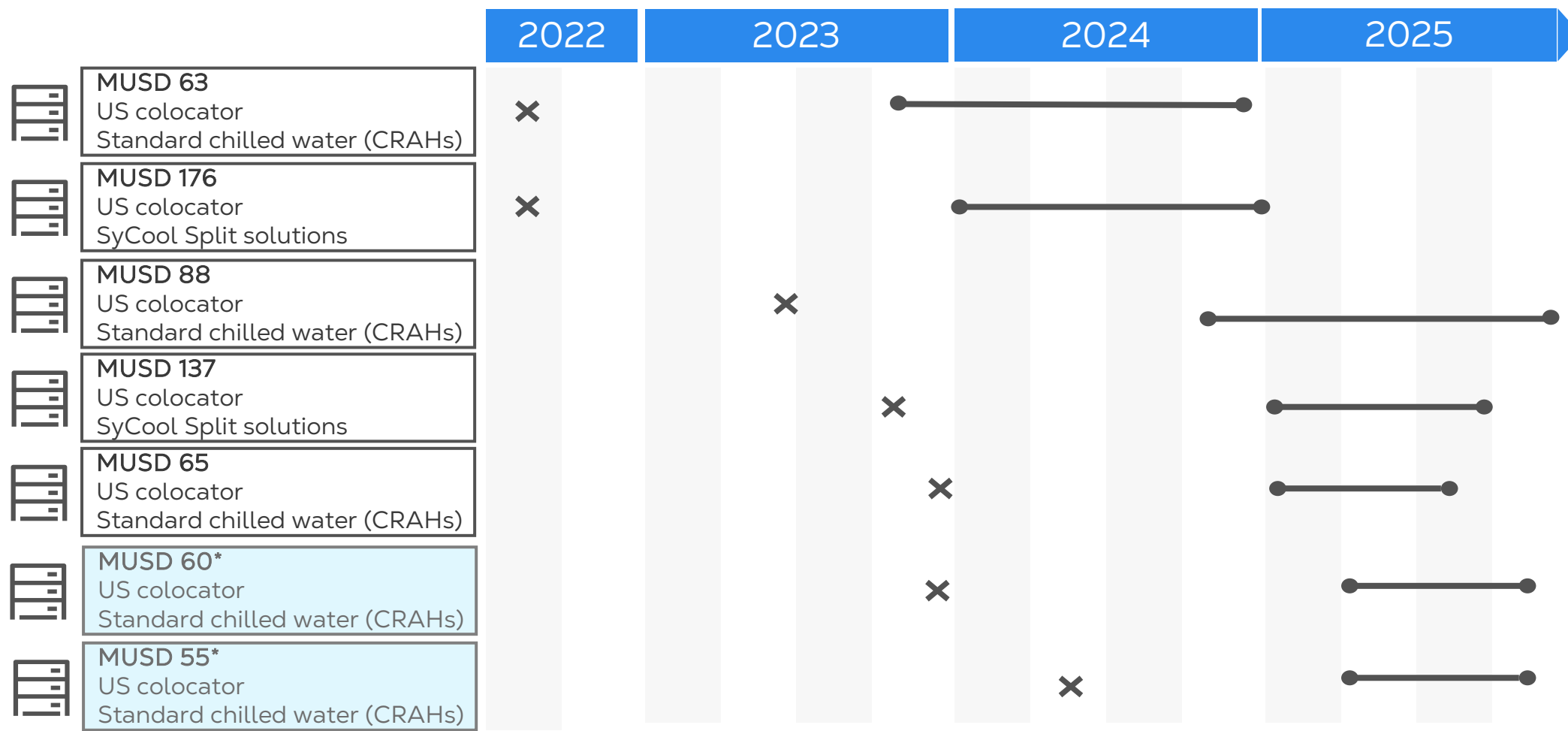


Adjusted EBITA margin*

20.1%



Large & medium-sized orders supportive throughout 2025



* Medium sized orders **not** communicated through press releases

X Order received
● Expected delivery period



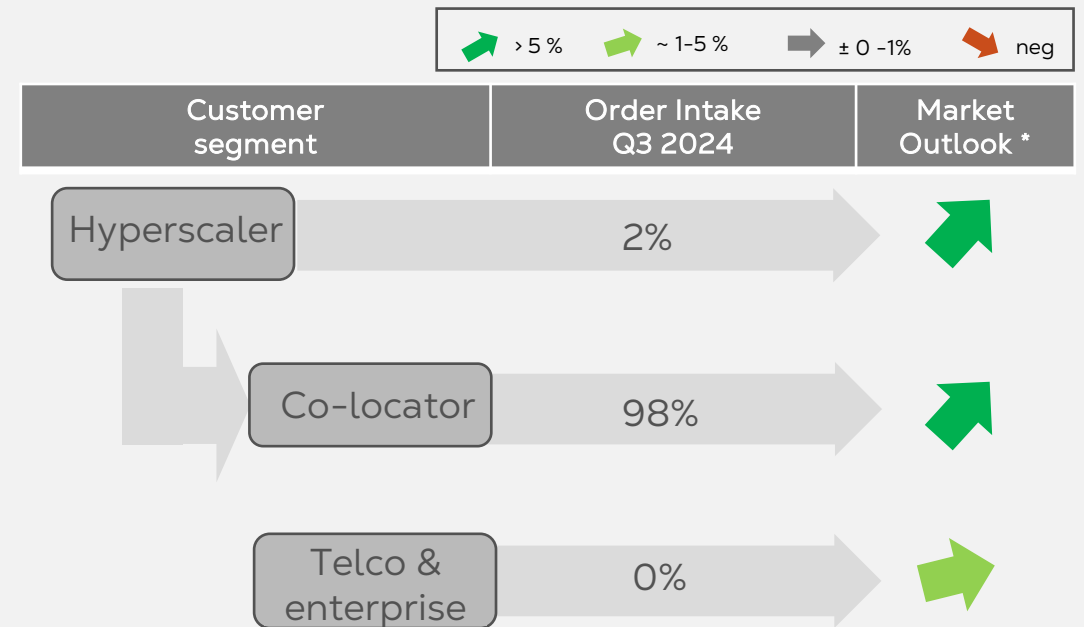
Underlying demand strong & increased order backlog

→ Order Intake strong increase;

- good level of small & mid-sized order, driven by colocation market Americas
- underlying demand remains strong short & long-term

→ Order Backlog increased;

- majority attributable to large orders to be delivered throughout 2025



- **Hyperscalers** – need massive amounts of server space and rely on colocation providers to grow rapidly
- **Colocation** – continued strong demand due to increased build outs and investments, driven by increased leasing demand from hyperscalers
- **Telco & enterprises** – moving away from own facilities, market growth but lower pace



Further significant profitability improvements

MSEK	Q3 2024	Q3 2023	Change (%)		
			Org.	Struct*	FX
Order intake	898	404	134	0	-12
Order backlog	6,464	5,453			
Net sales	1,012	953	10	0	-4
Adj. EBITA	235	160	52	0	-5
Adj. EBITA (%)	23.3	16.8			

→ **Adj. EBITA margin** significant improvement;

- + strong volume growth with good deliveries according to plan
- + benefits from lean practices and high production utilization
- + positive product mix
- + net price increases
- investments in new production site in Europe

Order intake & backlog development



Net sales & adj. EBITA development

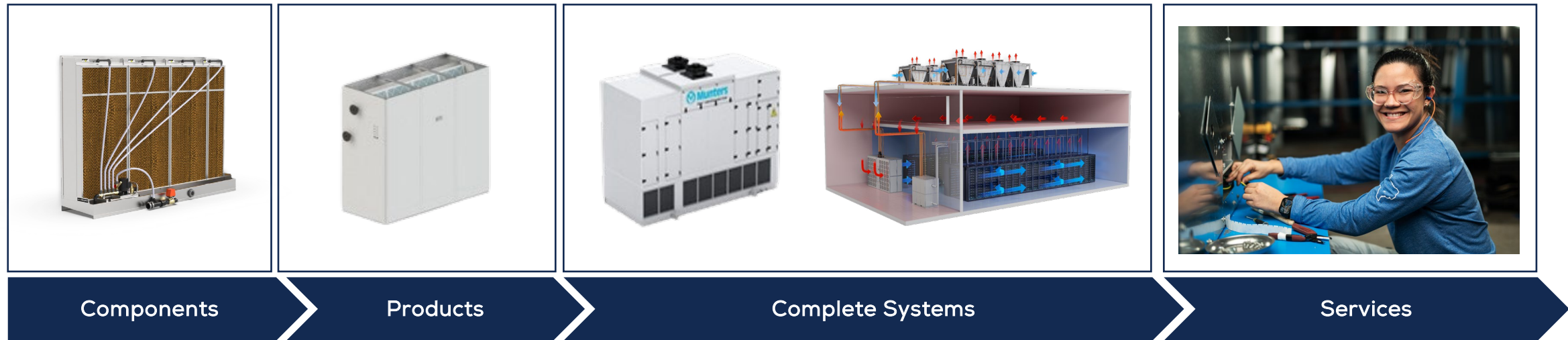


* Acquisitions & divestments



Innovative solutions & our project model are key

Based on a broad set of technology platforms, we tailor to optimize energy efficiency and reduce environmental impact for each unique project. Tailored, adaptable, sustainable.



← Sold to OEMs → ← Typically sold to end customers →



← What → ← How →

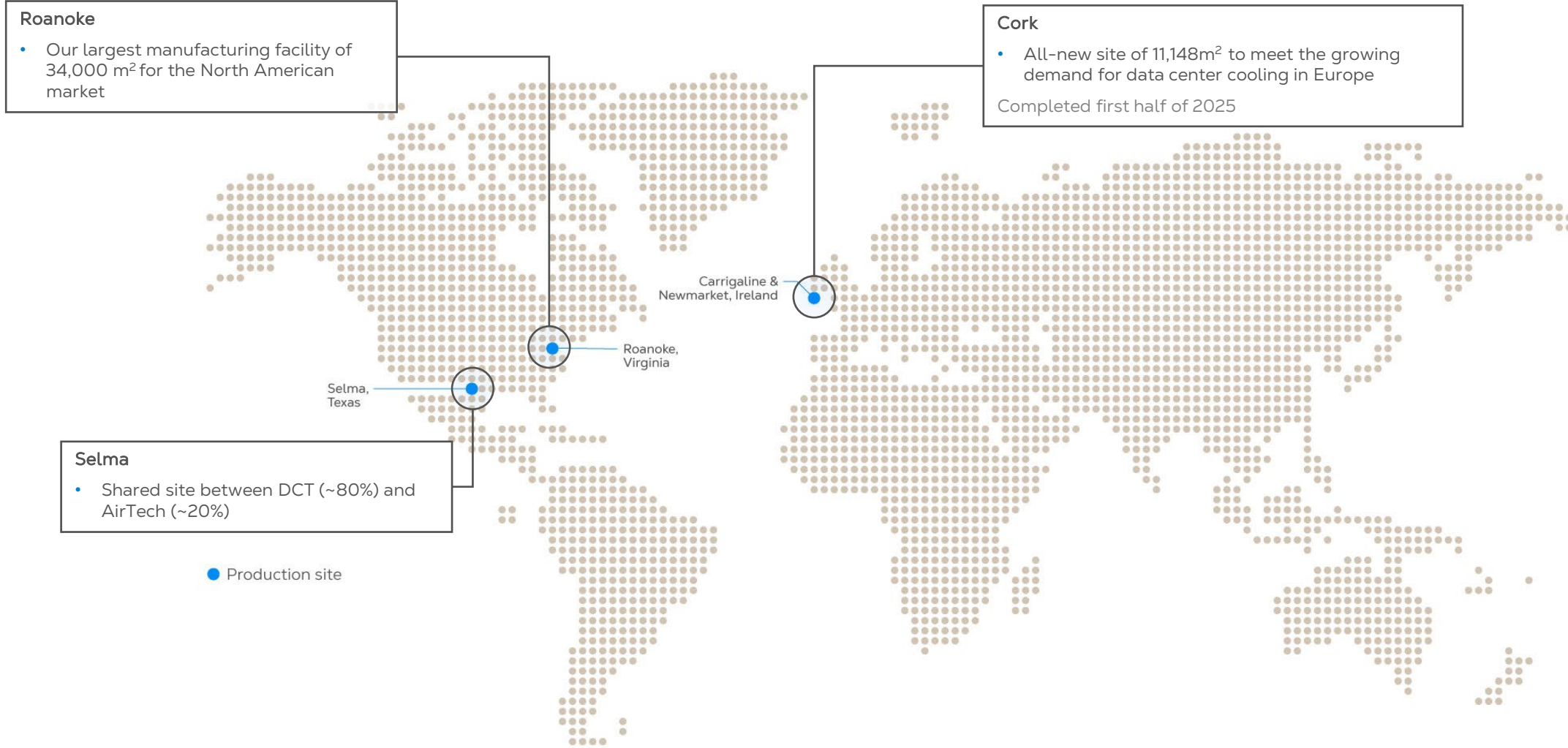


Selection of market players – Munters well positioned for growth

→ An order in DCT generally consists of several equipment deliveries

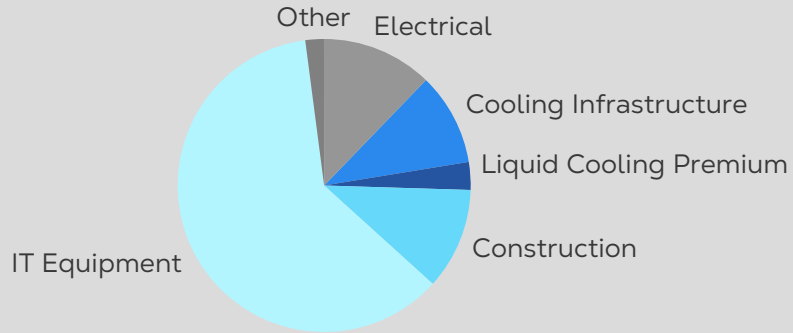


Our global footprint – investing for growth

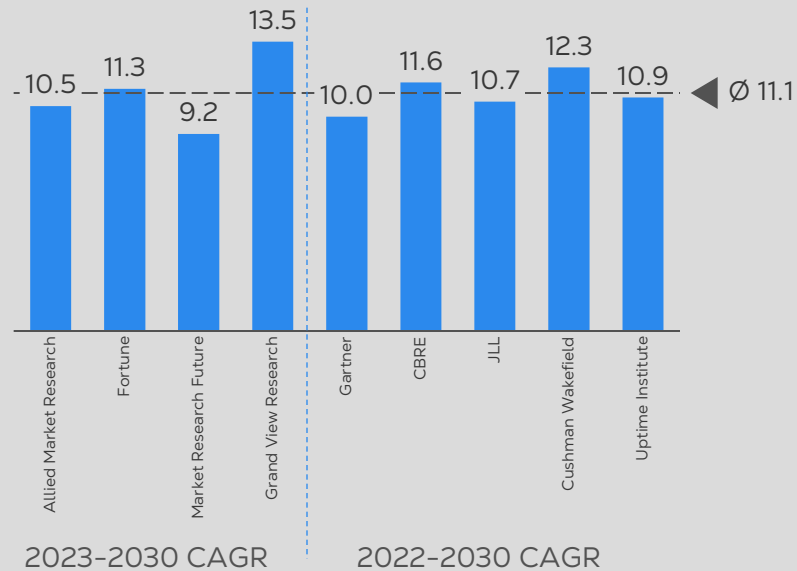


Total market growth & our addressable market

Cooling ~10-15% of total DC CAPEX – liquid cooling higher due to complexity



Growth rate (%) according to industry sources



Relative growth outlook

Munters DCT Portfolio



The basic steps of cooling & heat rejection for the most commonly used split systems

1. DISSIPATION

(INSIDE THE SERVER – NOT DONE BY MUNTERS)

CPUs and GPUs generate heat when operational. Heat sinks, on-board fans or liquid cooling solutions dissipate the heat away from these components



Air cooling

Liquid cooling

2. CAPTURE

(INSIDE THE DC)

That heat is captured by heat exchangers in CRAHs (air) or CDU/LCEs (liquid) etc.



✓ CRAH¹



✓ CDU²
(Water based)



✓ LCE³
(Refrigerant)

3. TRANSFER

Water or refrigerant carries the captured heat away, through pipework, to Chillers and SyCool Condensers

Outdoor Chillers, Dry Air Coolers and Sycool condensers release the heat to atmosphere whilst cooling down the media. Once cooled, it transfers back to repeat the chain of heat rejection



✓ Chillers and/or Dry Air Coolers (Water based)



✓ SyCool Split systems (Refrigerant based)

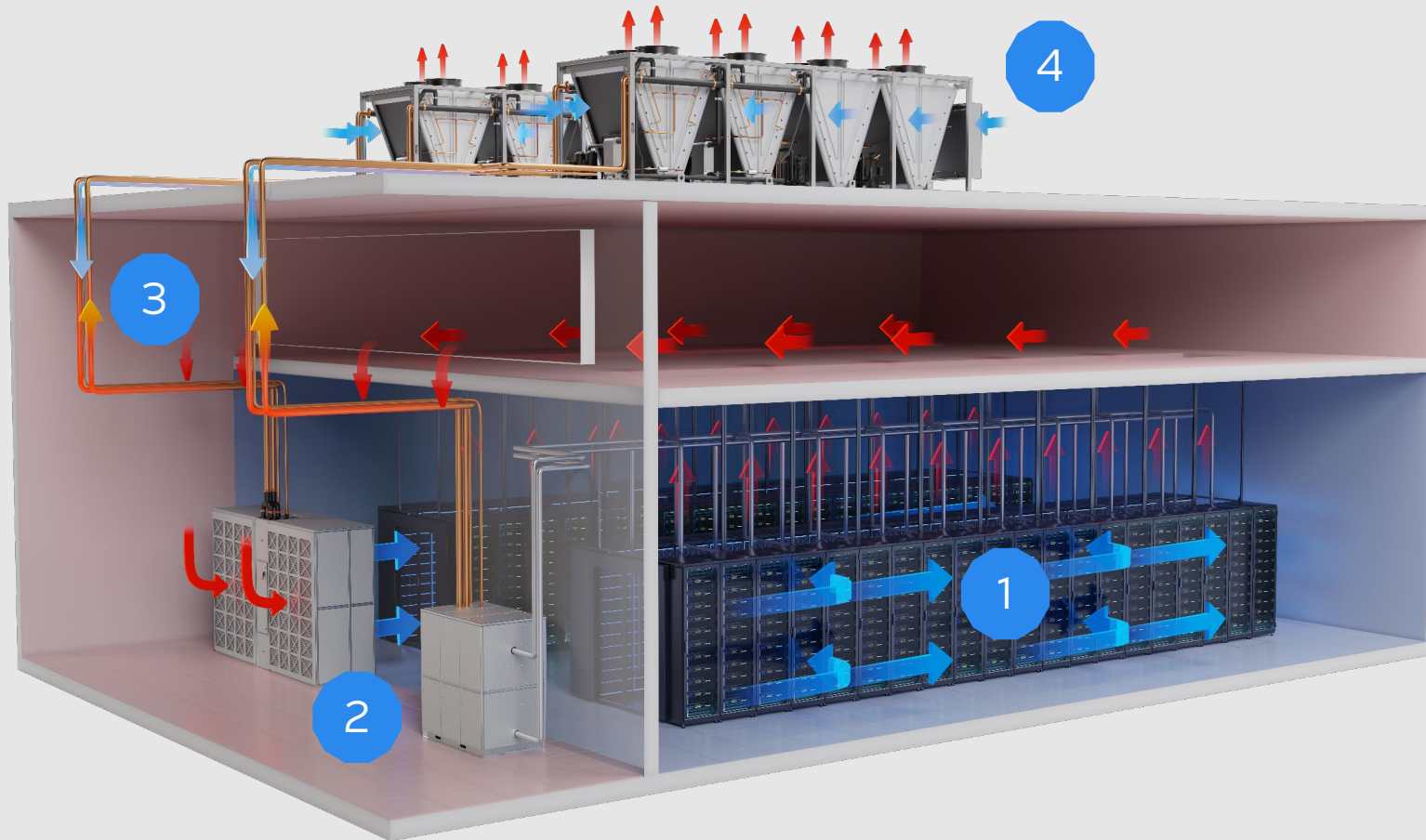
¹ Computer Room Air Handler (CRAH)
² Cooling Distribution Unit (CDU)
³ Liquid Cooling Evaporator (LCE), specific for SYCool

Refrigerants are 2 phase as they change between gas and liquid states. Water is single phase as it stays in liquid state throughout process

→ Heat moving from chip to atmosphere
← Cooled media moving from heat rejection devices to chip



SyCool Split – how to deal with increased power density

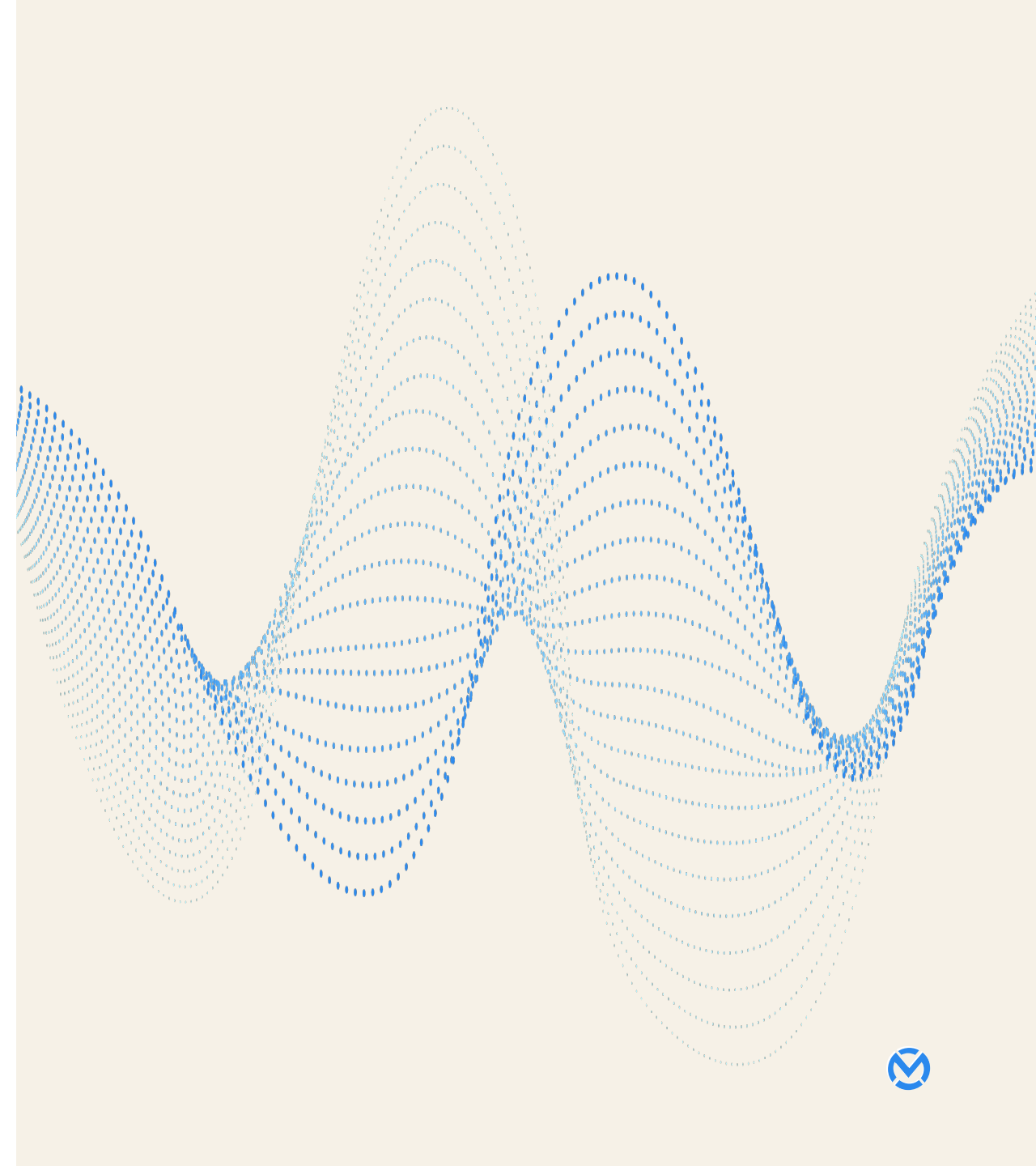


1. **Dissipation** – taking heat from the chip to the air or the liquid
2. **Capture** – heat is captured by the CRAH (air) or the CDU (liquid)
3. **Transfer** – heat energy is transported to the heat rejection equipment
4. **Release** – heat is rejected to atmosphere or to be re-used for another purpose

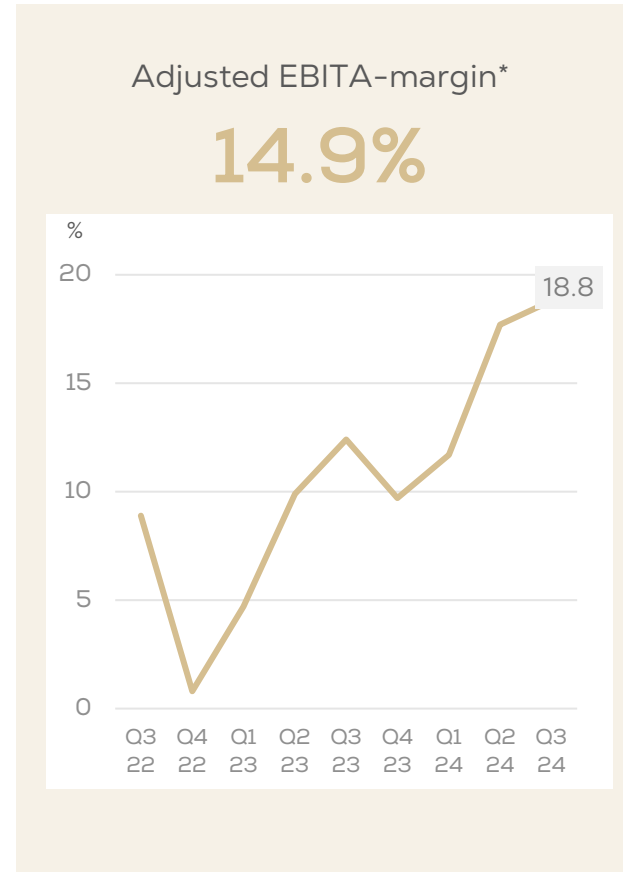
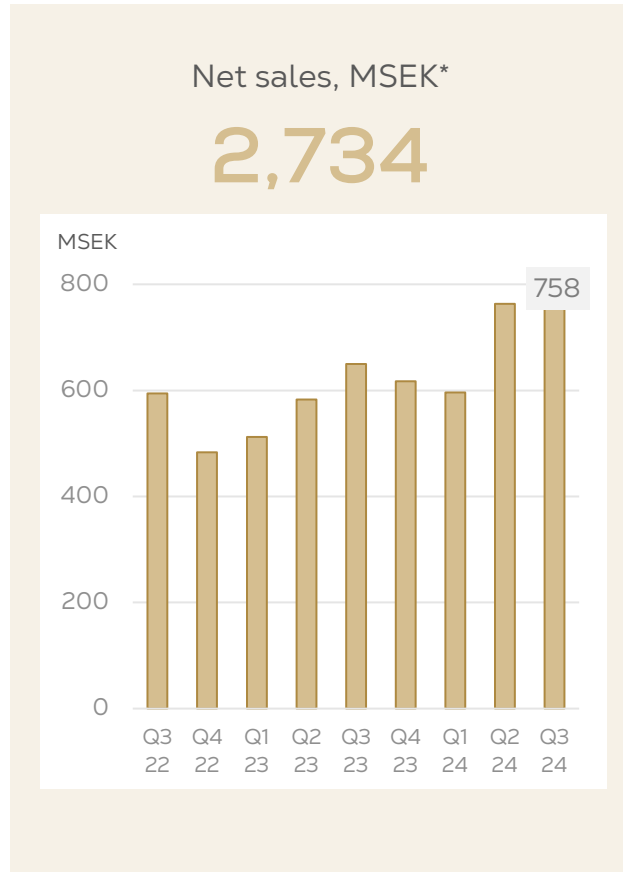
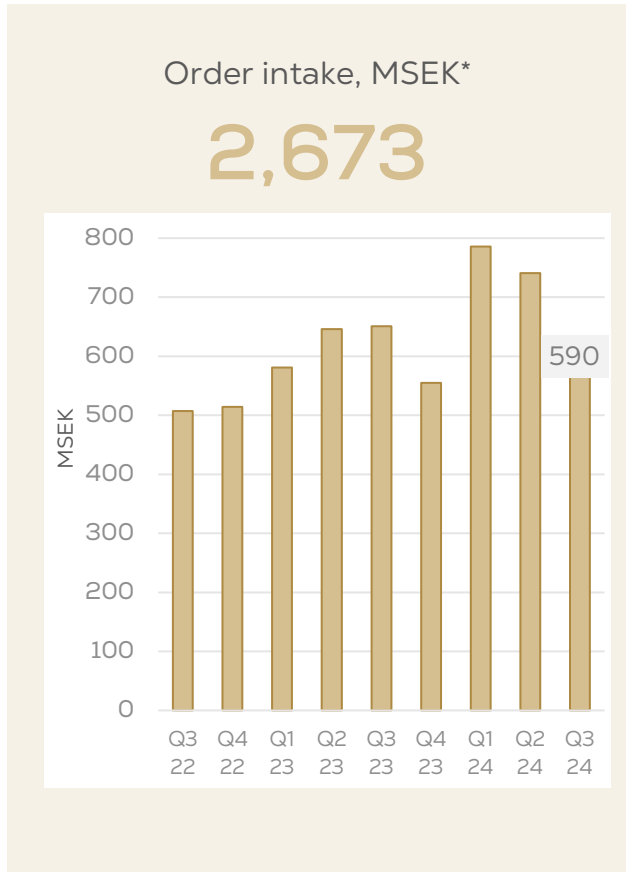


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A world leader in climate control systems for food production



FoodTech

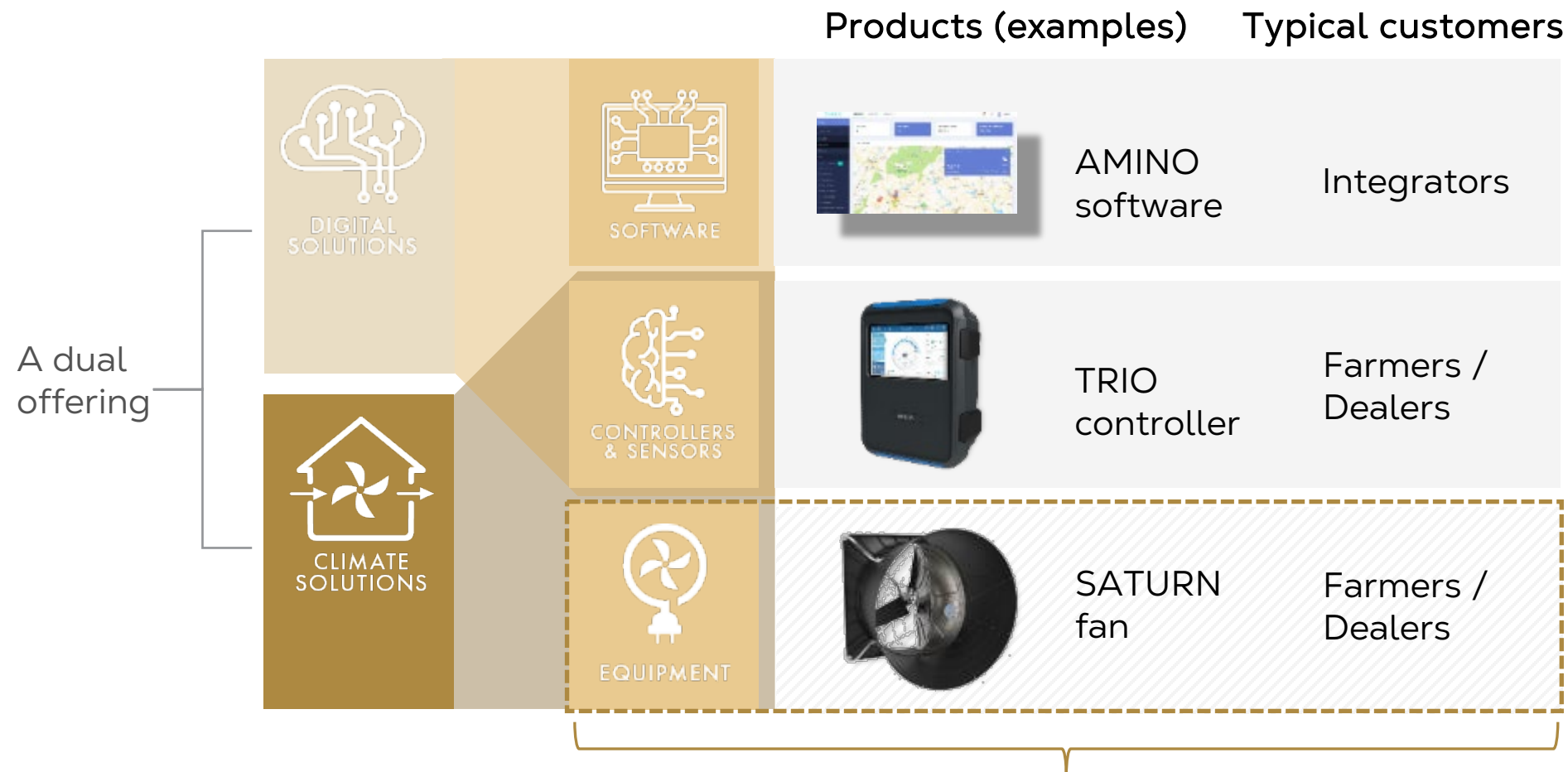
Customer segments, net sales

Customer Segment	Net Sales (%)
Broiler	50%
Layer	21%
Greenhouse	14%
Digital Solutions	3%
Dairy	3%
Other	1%

Order intake by region

Region	Order Intake (%)
Americas	51%
EMEA	37%
APAC	12%

FoodTech - a leading dual offering



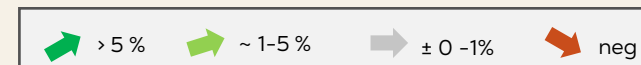
- In 2023, a strategic review of the Equipment business within FoodTech was initiated
- Equipment sales within FoodTech accounted for ~13% of Munters Group net sales in Q3 (LTM)
- **The conclusion of this review is our intention to divest.**








Order intake affected by seasonal & timing effects

→ **Order Intake** decreased;

- CS – weaker due to seasonal & timing effects
- DS – declined, due to several large orders in the same quarter last year

→ **Order Backlog** decreased



Customer segment	% order intake Q3 2024	Market Outlook *
Climate Solutions (incl. Controllers)	86%	
...whereof Broiler	50%	
...whereof Swine	7%	
...whereof Layer	21%	
...whereof Greenhouse	3%	
...whereof Dairy	3%	
...whereof Other	1%	n/a
Digital Solutions	14%	

* Market outlook and comments are indicative and refer to the coming six months



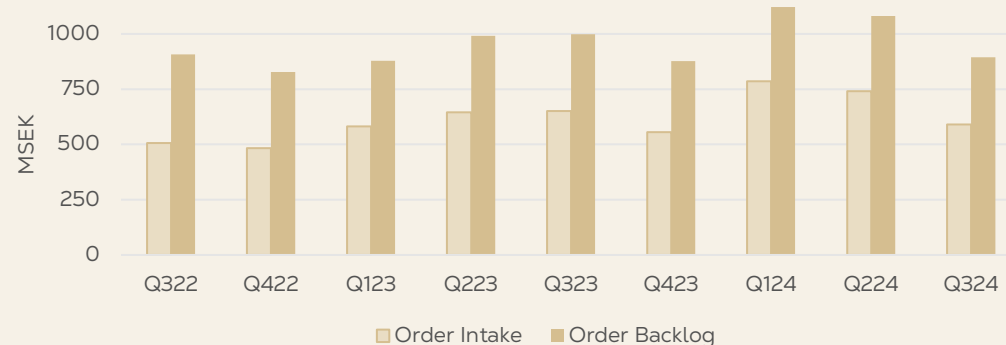
Continued strong margin increase from all regions

<i>MSEK</i>	Q3 2024	Q3 2023	Change (%)		
			Org.	Struct*	FX
Order intake	590	651	-8	2	-4
Order backlog	894	999			
Net sales	758	650	19	2	-5
- of which SaaS	74	48			
- SaaS ARR	296	194			
Adj. EBITA	142	80	80	2	-5
Adj. EBITA (%)	18.8	12.4			

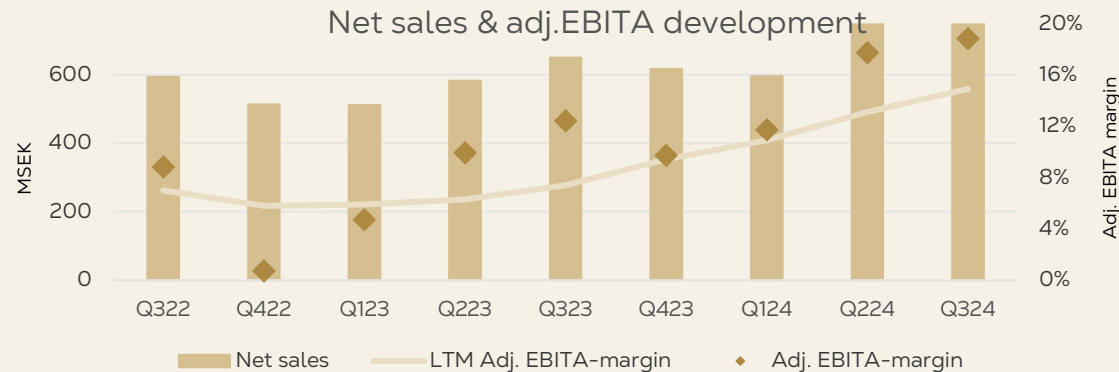
→ **Adj. EBITA margin** increased significantly;

- + strong net sales growth in CS & DS
- + good profitability from DS
- + net price increases
- + integration synergies & operational improvement initiatives

Order intake & backlog development



Net sales & adj. EBITA development



* Acquisitions & divestments



Footprint & global investments for the future

Digital Solutions – investments for accelerated growth

- New product development
- Scale for growth
- Continued expansion with both new and existing customers
- M&A and partnerships

Climate Solutions – innovation and further efficiency improvements

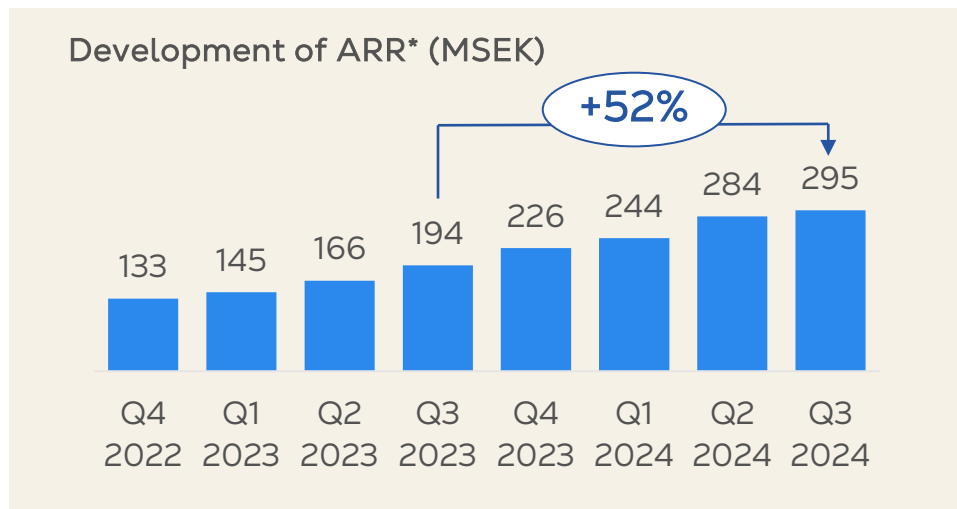
- R&D and innovation
- Efficiency and productivity



Digital solutions - Significant SaaS growth

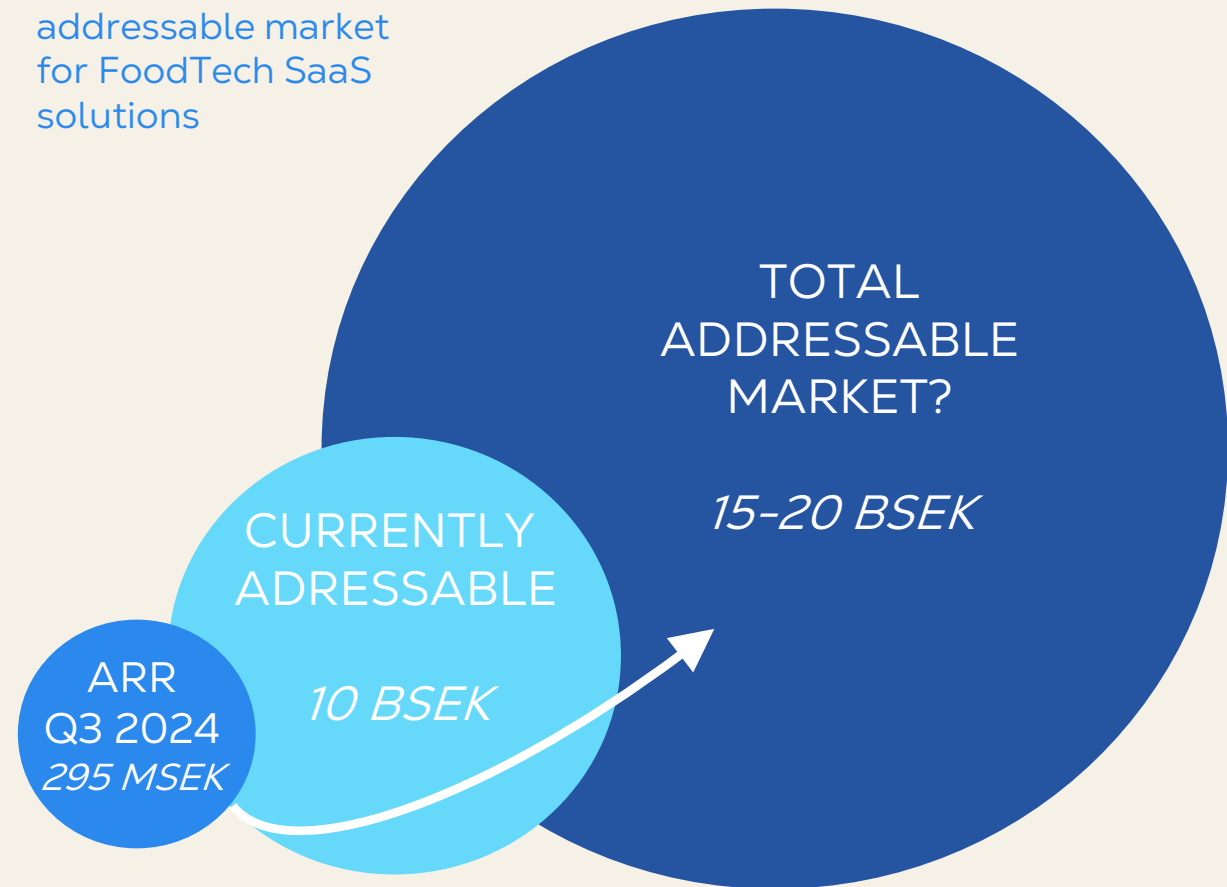
- ARR continued growth - new customers & conversions to our new software solution Amino
- Also, high level of software implementations

ARR* (mSEK)



*ARR = Recurring Revenue in the quarter multiplied by four

Estimated addressable market for FoodTech SaaS solutions



Source: Munters estimations; Food and Agriculture Organization of the United Nations (FAO), 2021 data



FoodTech's digital business - added value



IoT & Sensors

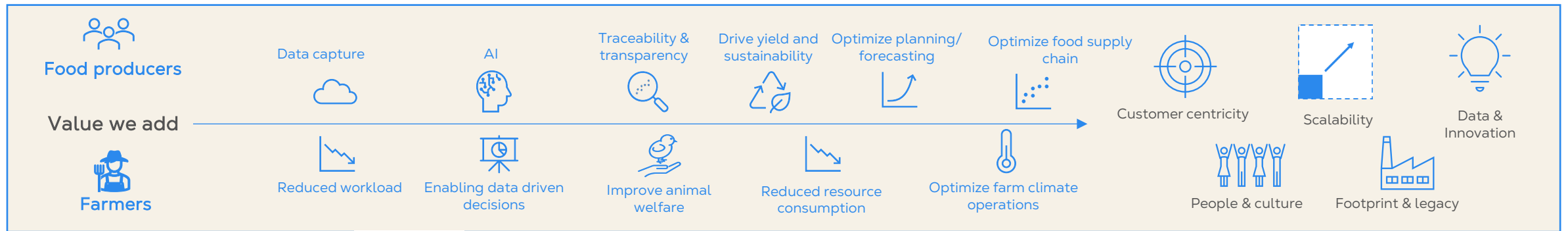
Controllers, IoT & Sensors

Software

Sold direct to food producers and via partners to farmers

Sold to farmers via partners

Sold direct to C-suite food producers



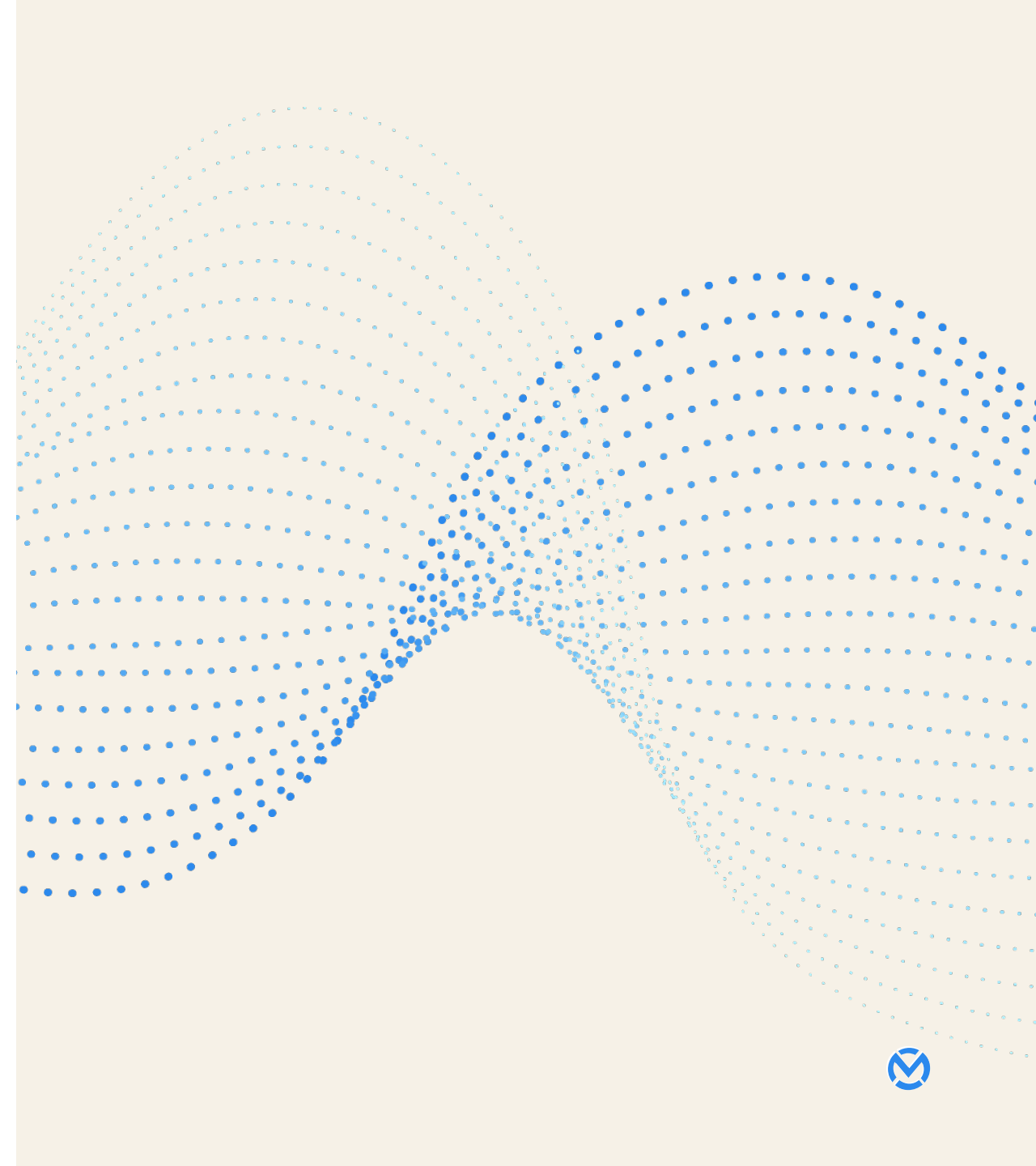
What

How



Agenda

- Introduction
- Quarterly highlights
- AirTech
- Data Center Technologies
- FoodTech
- Customer cases & M&A
- Appendix



Optimizing supermarket refrigeration

- **AB Vassilopoulos**, one of Greece's largest supermarket chains wanted to improve refrigeration efficiency
- Munters offering - **EC Cool** system:
 - evaporative cooling pads cool the air before reaching the condenser, improving heat dissipation
 - water evaporation used to lower incoming air temperature - more efficient refrigeration



EC Cool system increases the capacity of condensers. Reducing inlet temperature of air entering the condensers helping control the indoor climate and prevent breakdowns



- **Enabling**: enhanced cooling capacity, energy savings, cost reductions, easy maintenance & lower greenhouse gas emissions

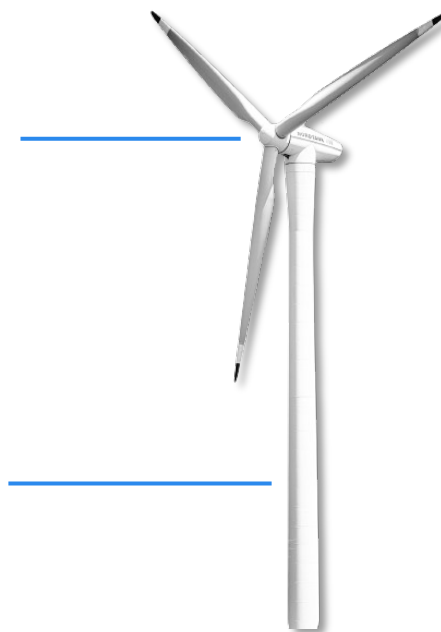
Dehumidification crucial to maximize operational lifespan of a wind park

→ Dehumidification in **wind farms** important as high humidity can significantly impact efficiency:

- combats condensation and mold growth
- prevents corrosion
- reduces electrical malfunctions
- maximizes uptime

Nacelle & Hub – dehumidification placed inside, also used during storage & transportation

Tower – dehumidification placed inside at the bottom, mainly off-shore wind parks



Supporting data center customers

→ Retrofit projects for colocation customers in North America

- evaporative pre-cooling for air cooled chillers

→ Benefits include:

- reduced water carryover and water usage – improving product lifecycle and reducing product maintenance
- pre-cooled air generating improved energy efficiency



Service phases

Installation & Commissioning

Service to ensure that the equipment is functioning properly

Maintenance & Optimization

Keeps the equipment running smoothly through extended warranty packages and general maintenance

Upgrades & Rebuilds

Increases energy efficiency and capacity with retrofit solutions for equipment that is already in operation

Broadening our offering for data center cooling solutions



→ Acquisition of Italian Geoclimate

- Manufacturer of air- and water-cooled chillers - which plays a critical role in the data center cooling market today
- Broadening cooling portfolio - enhancing our ability to offer full cooling solutions
- Expansion into new markets - several global sales offices and production site in Italy
- Net sales of ~MSEK 455 (MEUR 40.1) for FY 2023
- Expected completion - second half of 2024



Geoclimate's "Circlimiser" Chiller



Launch of Munters Coolant Distribution Unit (CDU)

- 1st order for “single phase direct to chip cooling”
 - developed through close collaboration with a customer and partners
 - equipment sold to facilitate heat rejection with either single or two phase direct to chip liquid cooling*
- CDU units transfer heat from the server to a chiller, where the heat is rejected
 - this is done through a separate facility water loop
- CDU units ensure efficient and reliable cooling:
 - distributes coolant, typically water, evenly throughout the entire liquid cooling system
 - regulates the flow and temperature of the coolant
 - required to manage higher IT densities from AI applications while providing increased energy efficiency



Expanding DCT facilities in Ireland to meet the demand

→ DCT Europe – Expansion

- Expansion in Cork, Ireland with the establishment of new facilities with ~11,000m² production and office space
- Initially, around 100 employees will be able to produce the full DCT product range at the site
- Located in the stunning location of Little Island, close to Cork city centre and our current facilities
- Construction underway, scheduled for completion during 2024
- Built for LEED¹ Silver sustainability certification
 - More sustainable construction and operations
 - Enhanced energy and water efficiency
 - Eliminating fossil fuel dependency



Acquisition of Hotraco – fully in line with our strategy

→ Dutch Hotraco

- developer of control systems & sensors for the agricultural sector
- +45 000 controllers installed globally within livestock (primarily poultry), crop storage & greenhouse
- strong footprint in crop storage & strengthens our position in Europe
- acquisition in line with our M&A agenda and strategy to build a digital ecosystem around data capture and software
- expected completion Q4 2024



Mooji Agri: Controller used by farmers to control storage processes

Annual turnover: 41 MEUR
Headquarters: Hegelsom, NL
No. of employees: 140



Appendix

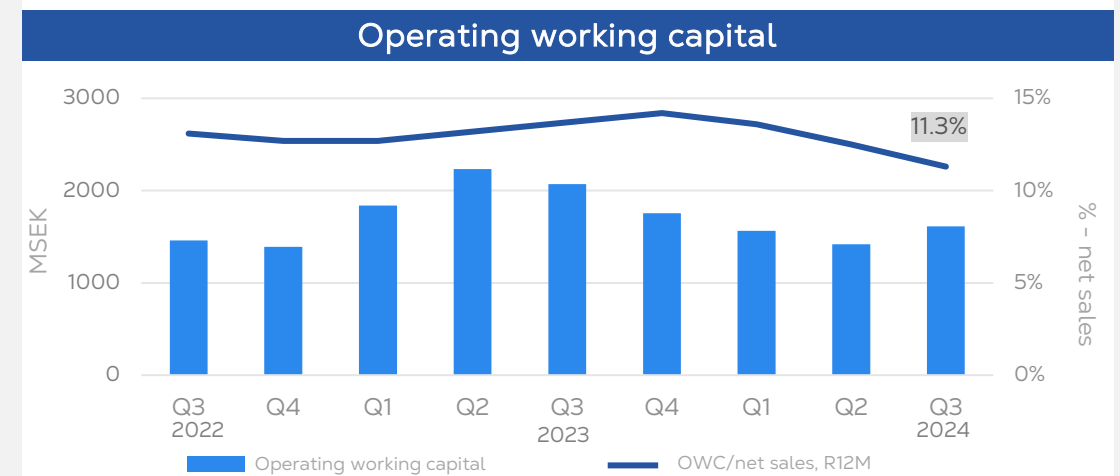
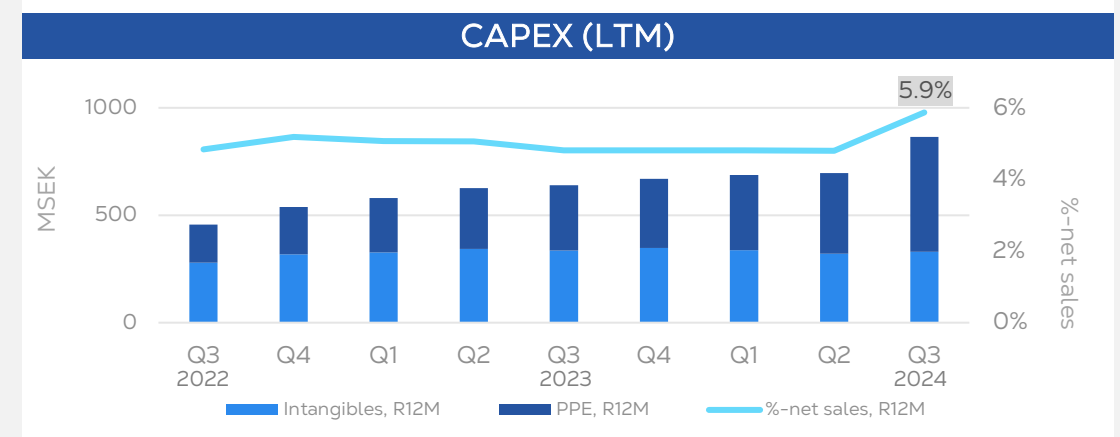
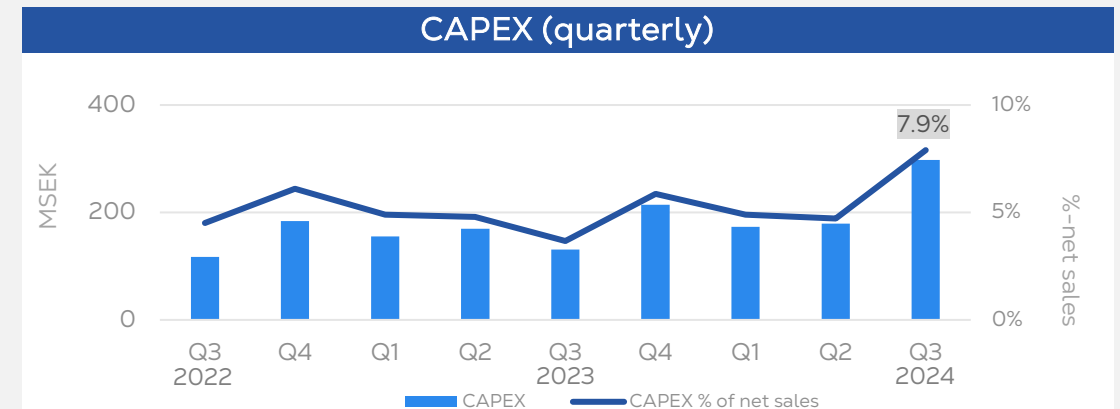
Investments supporting next growth wave

→ Continued investments aiming at strengthening competences, upgrades, digitalize & automatize

- DCT (Q4 2024): new plant in Cork, Europe
- AirTech (H1 2025): new major plant in Amesbury, Americas

→ Capital allocation priorities to drive growth agenda – organic and M&A:

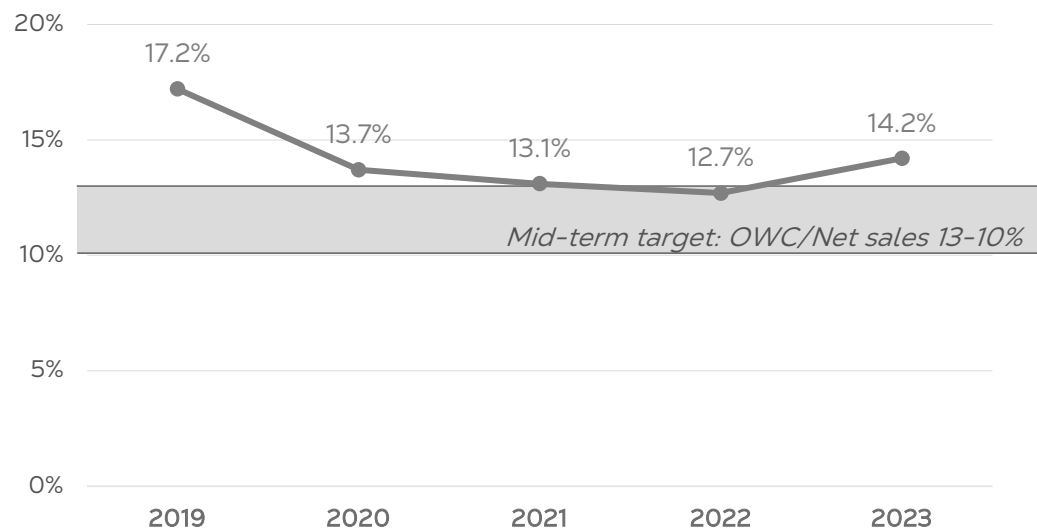
- innovation and plan for CO₂ reduction
- operational and commercial excellence
- M&A and minority investments
- dividends



Solid financial platform important growth enabler

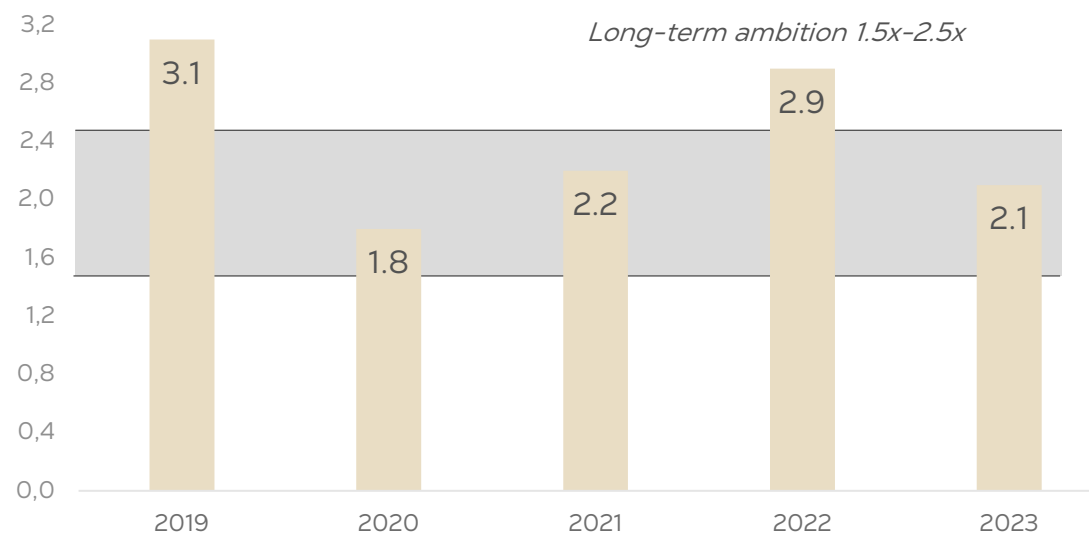
Business areas

OWC/Net sales

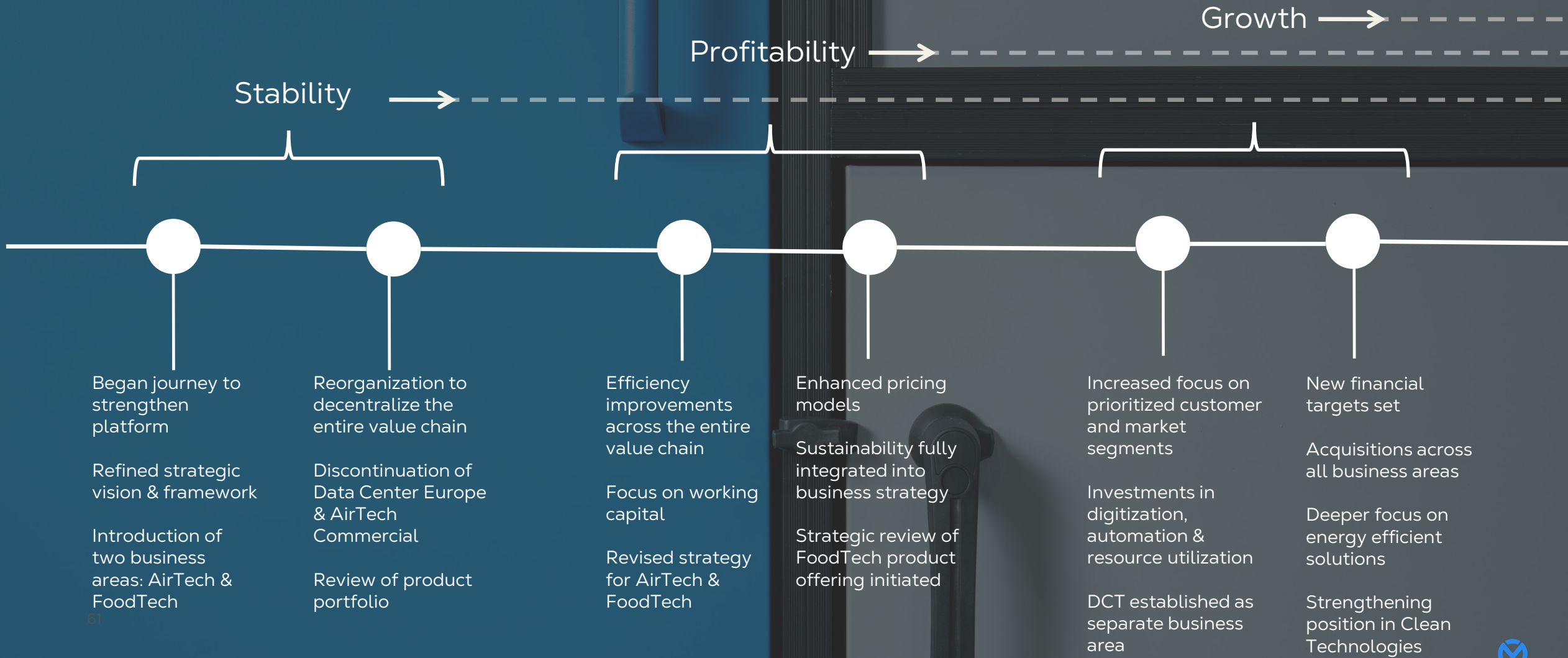


Group funding

Net debt / adj. EBITDAx, LTM



Munters strategic journey



Delivery on M&A agenda to fuel growth

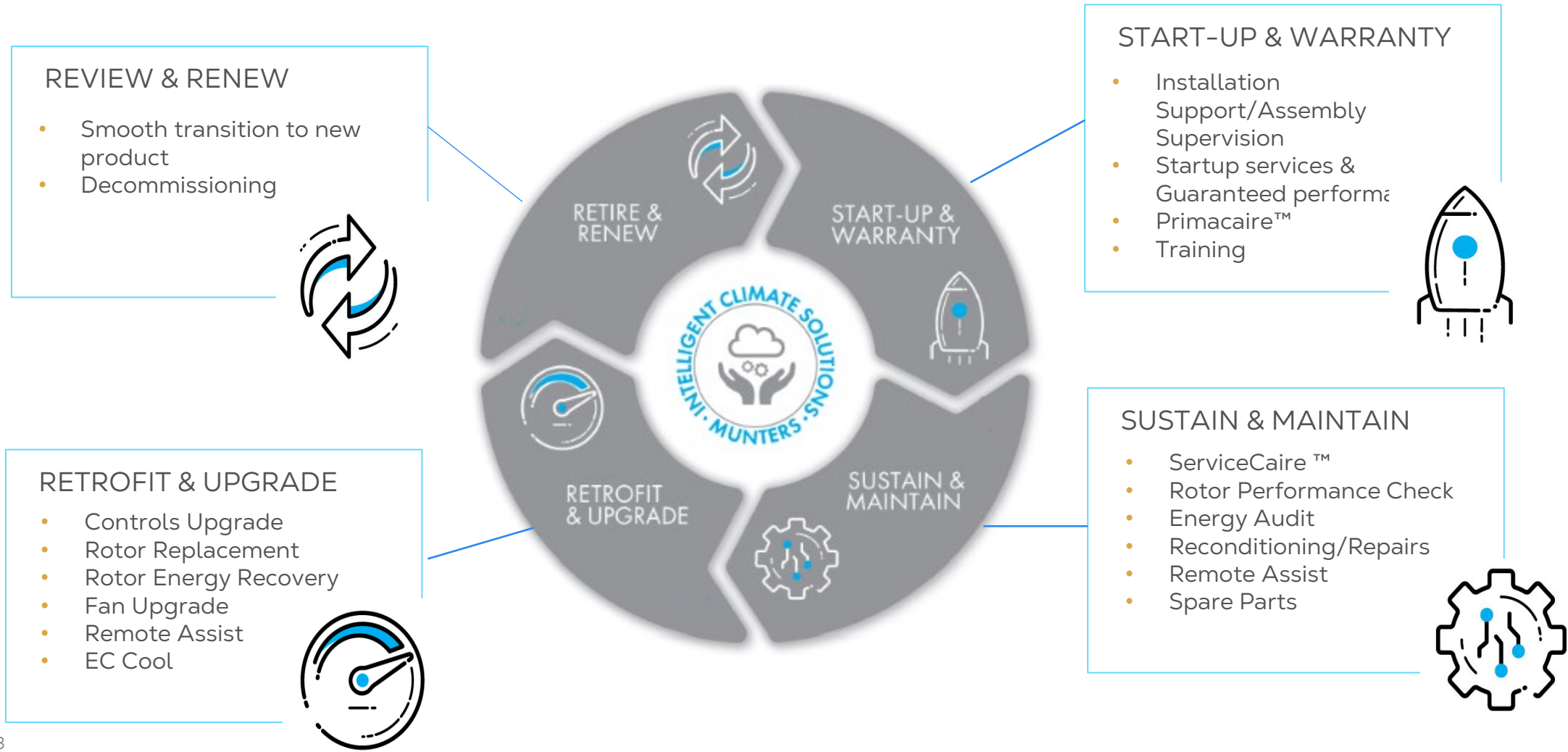
Structured process for M&A and integration with aligned workflows



In 2022, five minority investments were made. In 2023, Munters participated in three capital increases.




AirTech Service Offering




CleanTech has delivered into 26 carbon capture type of projects worldwide

Ammonia plants in Nigeria




Supplied full internal system including solvent based CO₂ capture and ammonia scrubber at two ammonia plan plants

Norcem Brevik in Norway



World's first large scale CCS system in a cement plant in Norway. Uses an **amine based solvent**. CleanTech supplied critical equipment into the process

H2 plants in Texas



Supplied solvent based CO₂ capture at 3 new liquid (blue) hydrogen plants

Steel Plant Southeast Asia



Large scale amine based CCU system for a steel plant. CleanTech supplied critical equipment to the capturing process.

Chile



New e-fuel production facility using green hydrogen and carbon dioxide from **DAC technology** to refine e-fuel. CleanTech supplied key components into DAC process

Fertilizer & Ammonia plants in India, Middle East & SEA



Fertilizer and ammonia plants use **solvent-based** carbon capture as part of their production process. CT has supplied to ~80% of the fertilizer plants in India and multiple ammonia plants. Has also supplied to multiple plants in Middle East

Fertilizer plant in Australia



Supplied tower internals to CO₂ absorber and desorbed units for fertilizer plant .



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