



Interim Report January-September 2009

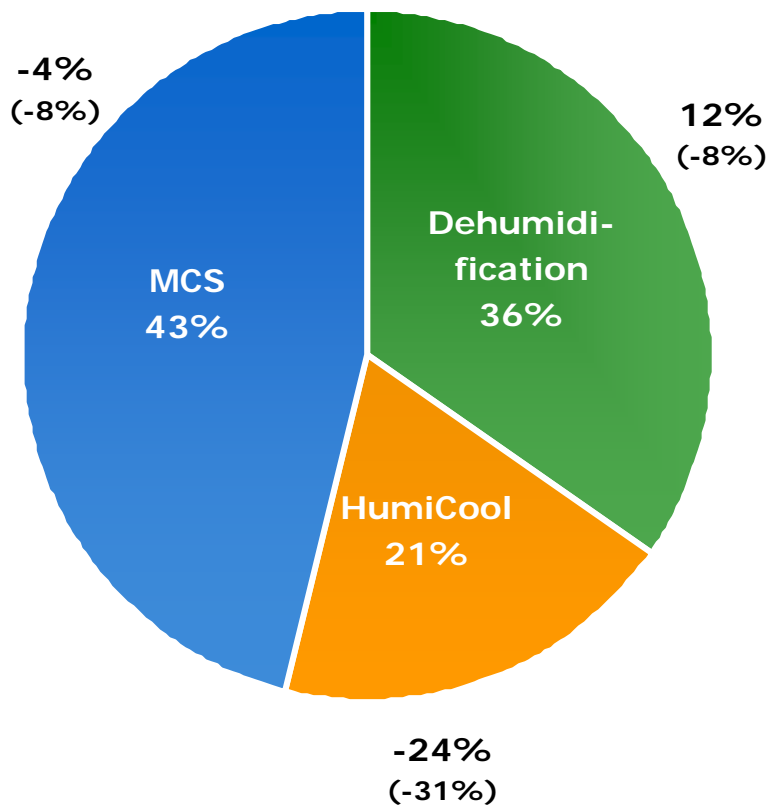


Group Highlights – Q3 2009

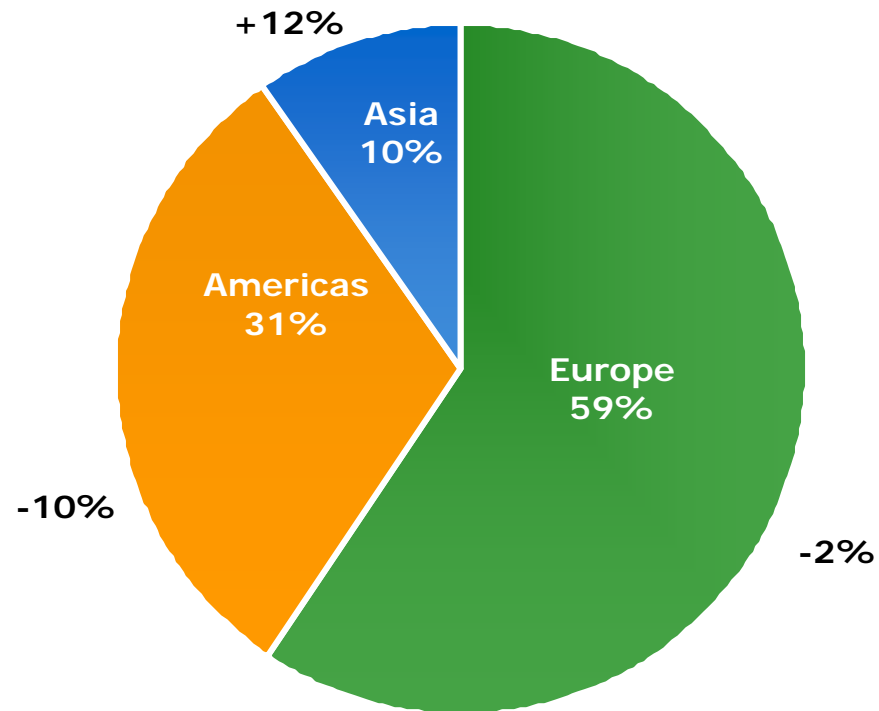
- Order intake down 18% adjusted – down 9% reported
 - Slowdown for Dehumidification in Americas
 - Weak orders in HumiCool also when compared to weak Q3-08
 - MCS significantly below strong Q3-08 (Ike & Gustav)
- Sales down 14% adjusted – down 4% reported
 - Dehumidification down with order situation but strong backlog
 - Weak sales in HumiCool and slight deterioration vs. H1
 - Slow quarter in MCS
- EBIT before one-time costs 104 MSEK (117) - margin 6.8% (7.3%)
 - As in Q2, under absorption in HumiCool and negative mix effect in Dehumidification. Margins defended via cost savings
 - Improved Gross Margin and Operating Margin in MCS
 - Settlement with supplier of faulty component in Oct

Sales – Q3 2009

Divisions



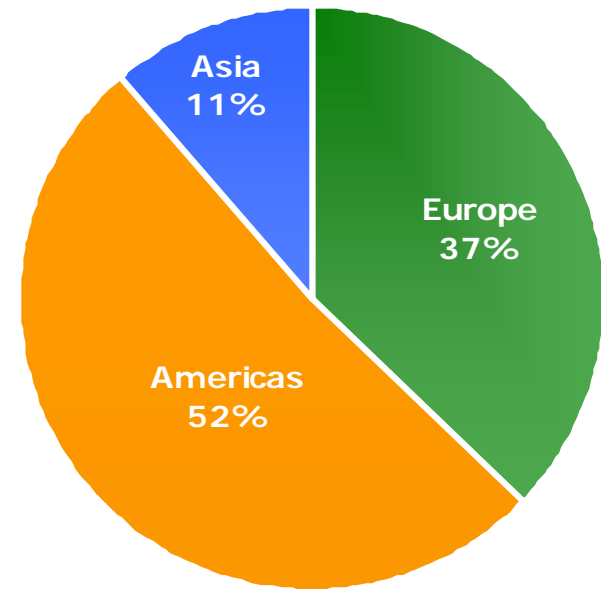
Regions



Dehumidification Highlights – Q3 2009

- ❑ Negative order trend continued and accentuated
- ❑ Americas down 26%
- ❑ Slight rebound in Europe
- ❑ Weak demand in the Industrial segment

**Q3 Net Sales
Regions**



Dehumidification Financial Summary – Q3 2009

- ❑ Negative mix effects
- ❑ Savings in direct costs
- ❑ Procurement savings
- ❑ Overhead cost reductions
- ❑ MEP² giving savings
- ❑ Continued focus on cash flow

Q4 outlook

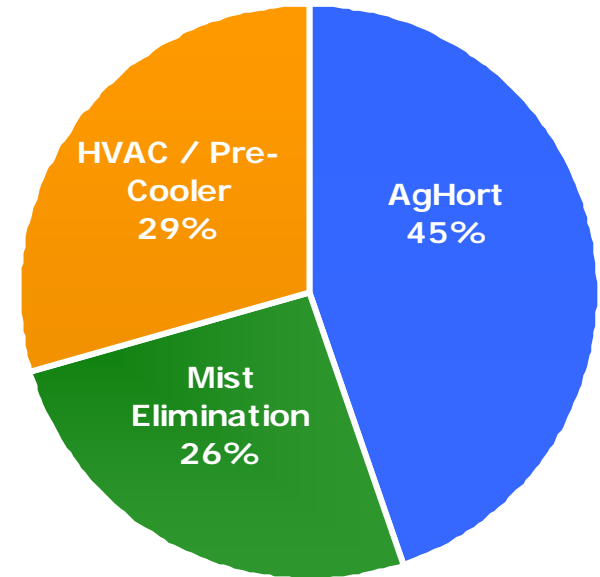
- ❑ Weak orders and sales
- ❑ Continued cost savings
- ❑ Settlement with supplier

SEK M	Third Quarter		Jan-Sept	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	503	511	1,735	1,525
Growth	-2%		14%	
Adj growth	-19%		-13%	
Net Sales	556	495	1,742	1,406
Growth	12%		24%	
Adj growth	-8%		-4%	
EBITA Ex. One-Time	65	48	162	146
EBITA Margin	11.7%	9.6%	9.3%	10.4%
EBITA	65	48	145	126
EBITA Margin	11.7%	9.6%	8.3%	9.0%
Operating Capital Turn	4.1	3.9		
ROOC	38%	40%		

HumiCool Highlights – Q3 2009

- ❑ Order Intake still on low level also when compared to weak Q3 last year
- ❑ AgHort still slow with extended summer vacations
- ❑ Pre-season orders not materializing in HVAC
- ❑ PreCooler weak as expected

**Q3 Net Sales
Business Areas**



HumiCool Financial Summary – Q3 2009

- ❑ Negative volume effect on margins
- ❑ Procurement savings
- ❑ Savings on direct costs
- ❑ Overhead costs reduced significantly
- ❑ MEP² giving effects but not up to full potential due to volume

Q4 outlook

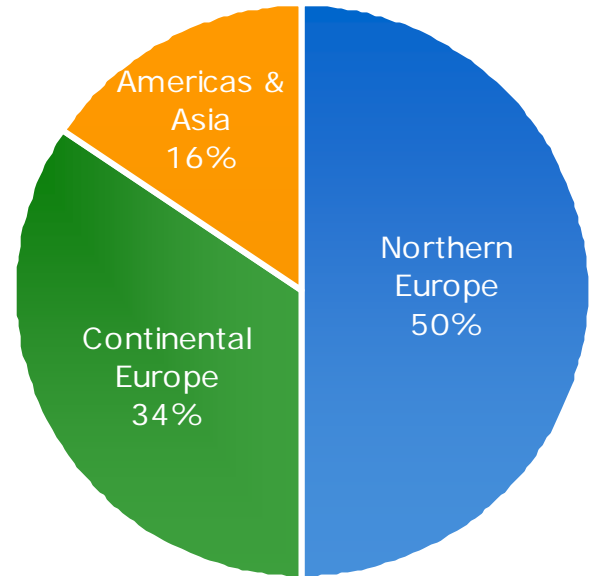
- ❑ Possible signs of stabilization in some segments
- ❑ PreCooler will impact earnings
- ❑ Continued cost savings

SEK M	Third Quarter		Jan-Sept	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	278	369	1,092	1,330
Growth	-25%		-18%	
Adj growth	-31%		-30%	
Net Sales	324	425	1,134	1,309
Growth	-24%		-13%	
Adj growth	-31%		-27%	
EBITA Ex. One-Time	20	46	60	164
EBITA Margin	6.3%	10.8%	5.3%	12.5%
EBITA	20	36	40	132
EBITA Margin	6.3%	8.5%	3.6%	10.1%
Operating Capital Turns	2.8	3.3		
ROOC	11%	37%		

MCS Highlights – Q3 2009

- ❑ Low orders due to few weather events
- ❑ Americas significantly below strong Q3 2008 (Ike & Gustav)
- ❑ Europe slow in most areas
- ❑ Still low activity in rental business
- ❑ Field.Link roll-out following plan
- ❑ 4 depot closures during the period
- ❑ Low margin business turned down

**Q3 Net Sales
Market Areas**



MCS Financial Summary – Q3 2009

- ❑ Gross margin and operating margin improving
- ❑ Investment in overhead costs to build infrastructure for new business model
- ❑ Price pressure continues
- ❑ Low margin business turned down

Q4 outlook

- ❑ Major weather events may not occur
- ❑ Cost savings and new business model will impact positively

SEK M	Third Quarter		Jan-Sep	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	665	710	2,074	2,025
Growth	-6%		2%	
Adj growth	-11%		-5%	
Net Sales	657	686	2,076	2,000
Growth	-4%		4%	
Adj growth	-8%		-3%	
EBITA Ex. One-Time	32	32	48	93
EBITA Margin	4.9%	4.7%	2.3%	4.7%
EBITA	32	7	26	57
EBITA Margin	4.9%	1.0%	1.3%	2.8%
Operating Capital Turns	3.6	3.2		
ROOC	2%	11%		

Munters Group

Financial Analysis

Munters Group Financials

SEK M	Third Quarter		Jan-Sep	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	1,440	1,582	4,880	4,854
Growth	-9%		1%	
Adj growth	-18%		-14%	
Net Sales	1,533	1,597	4,930	4,689
Growth	-4%		5%	
Adj growth	-14%		-10%	
Gross Margin Ex. 1-time	27.3%	26.0%	25.2%	26.2%
EBITA Ex. 1-time	104	117	229	374
EBITA Margin Ex. 1-time	6.8%	7.3%	4.6%	8.0%
EBIT	104	82	172	286
Net Earnings	36	40	41	147

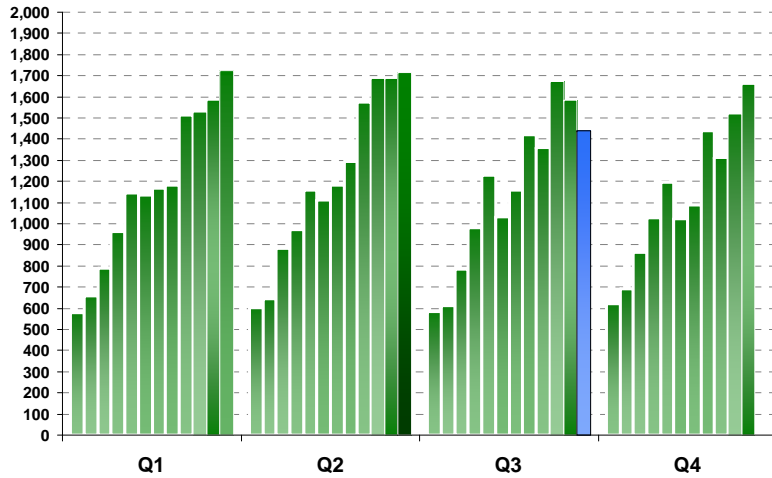
Performance Analysis – Q3 2009

SEK M	Net Sales	EBIT*
Q3 2008	1 597	117
Currency effects	167	15
Acquisitions & Divestiture	17	4
Adjusted Q3 2008	1 781	136
Volume effect	-248	-89
Margin effect		29
Overhead Cost (ex. 1-time)		28
Q3 2009	1 533	104
Net One-time Costs		0

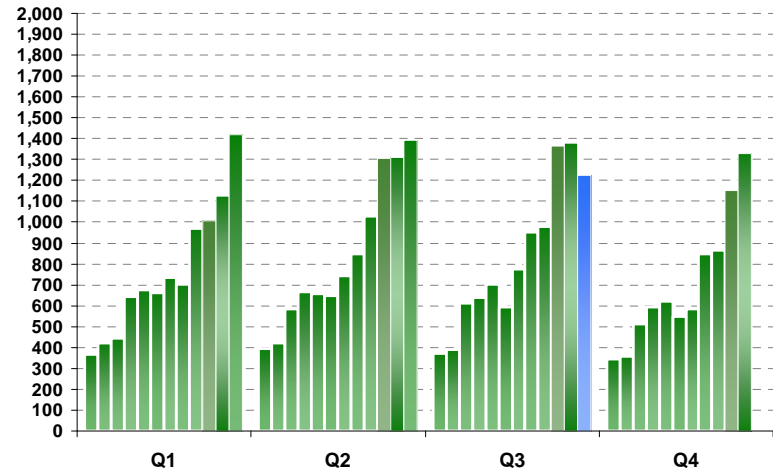
* Excluding one-time effects

Quarterly Trend

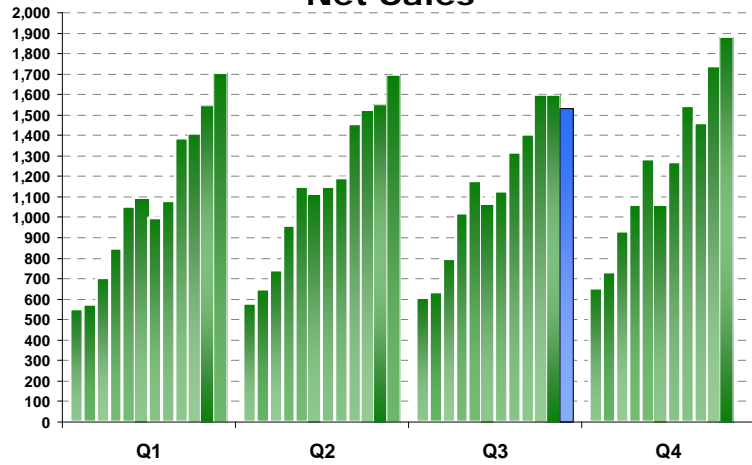
Order Intake



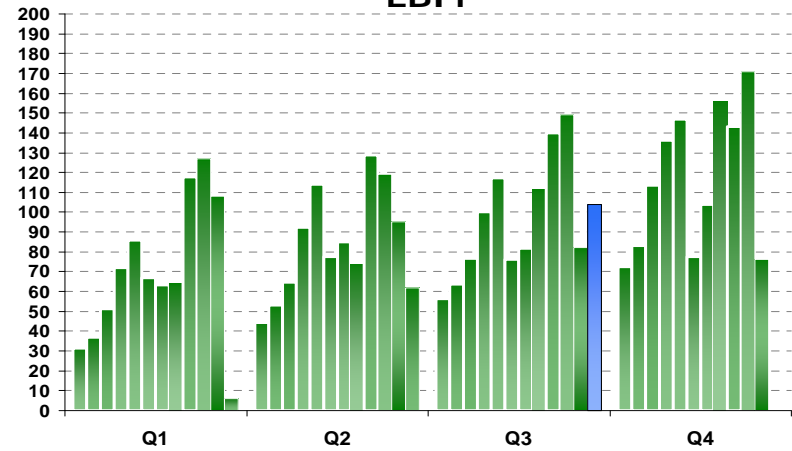
Order Backlog



Net Sales



EBIT



Key Financial Ratios – Q3 2009

	<u>Q3 2009</u>	<u>Q3 2008</u>
Capital Turns ¹	2.3	2.5
EBIT Margin ¹	3.6%	7.1%
Return on capital employed ¹	8.2%	17.8%
Return on Equity ¹	4.6%	21.4%
Operating Cash Flow	65	49
Net debt, SEK M	1,080	1,311
Net debt/equity ratio	0.85	1.10
Earnings per share, SEK	0.47	0.53

¹ Calculated on rolling 12 months.

Forward Looking Statements

“Some statements in this report are forward-looking, and the actual outcomes could be materially different. In addition to the factors explicitly discussed, other factors could have a material effect on the actual outcomes. Such factors include, but are not limited to, general business conditions, fluctuations in exchange rates and interest rates, political developments, the impact of competing products and their pricing, product development, commercialization and technological difficulties, interruptions in supply, and major customer credit losses.”



Thank you



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