



Interim Report January-December 2009

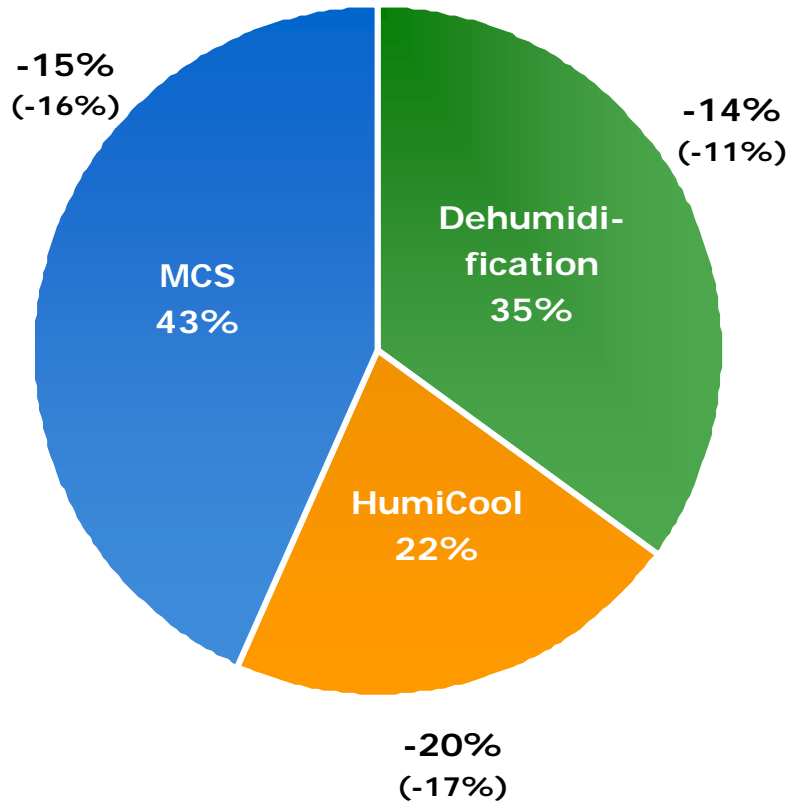


Group Highlights – Q4 2009

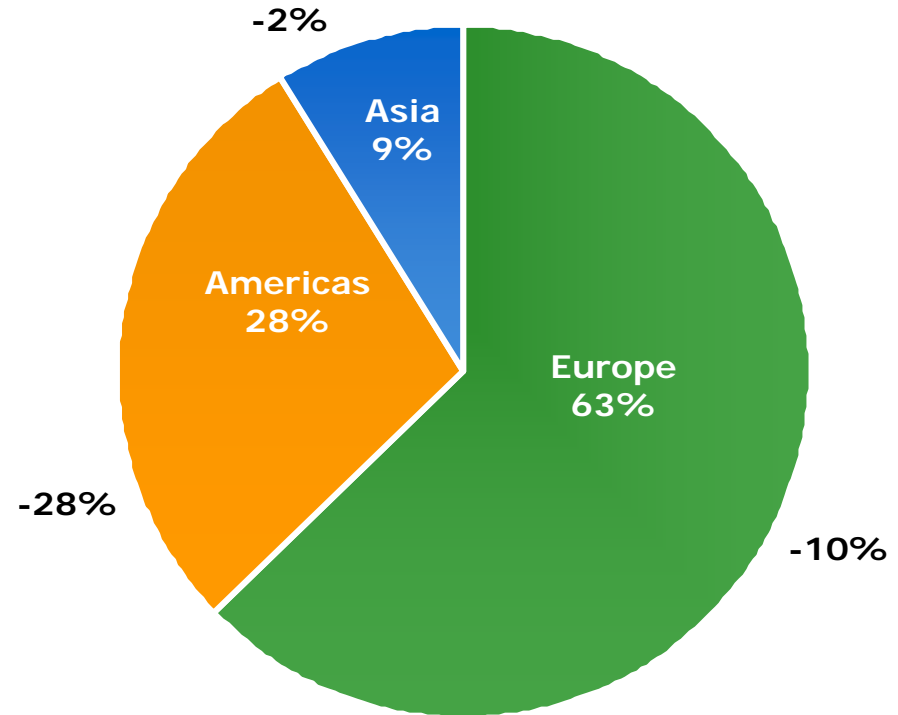
- Order intake down 14% adjusted – down 17% reported
 - Slowdown for Dehumidification in Americas
 - HumiCool slightly down on weak Q4-08
 - MCS significantly below very strong Q4-08 (Ike & Gustav)
- Sales down 14% adjusted – down 15% reported
 - Dehumidification down with order situation
 - Weak sales in HumiCool but with improved backlog
 - Slow quarter in MCS
- EBIT before one-time items 112 MSEK (142) - margin 7.0% (7.5%)
 - Negative volume effects in Dehumidification and HumiCool. Margins defended via cost savings and productivity improvements
 - MCS sales and earnings negatively affected by lower volumes and by MCS Australia
 - Settlement with supplier of faulty component in October

Sales – Q4 2009

Divisions



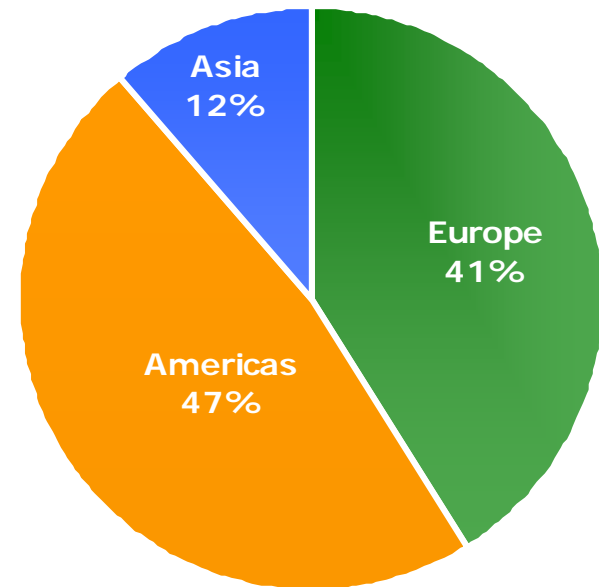
Regions



Dehumidification Highlights – Q4 2009

- ❑ Negative order trend continued
- ❑ Americas Order Intake down 23% adjusted
- ❑ Orders in Europe and Asia on same level as last year
- ❑ Demand in the Industrial segment improved somewhat

**Q4 Net Sales
Regions**



Dehumidification Financial Summary – Q4 2009

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

	Fourth Quarter		Jan-Dec	
SEK M	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	499	608	2,234	2,133
Growth	-18%		5%	
Adj growth	-14%		-13%	
Net Sales	558	645	2,300	2,051
Growth	-14%		12%	
Adj growth	-11%		-6%	
EBITA Ex. One-Time	74	76	235	222
EBITA Margin	13.3%	11.9%	10.2%	10.8%
EBITA	106	75	251	201
EBITA Margin	19.0%	11.7%	10.9%	9.8%
Operating Capital Turn	4.1	3.9		
ROOC	45%	40%		

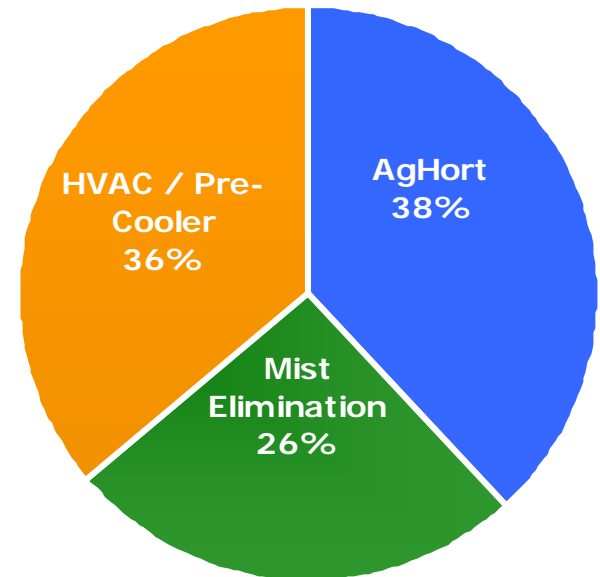
Q1 outlook

- ❑ Weak orders and sales
- ❑ Cost savings offset low volumes

HumiCool Highlights – Q4 2009

- ❑ Orders on same level as weak Q4 last year
- ❑ AgHort and HVAC showing positive order growth
- ❑ Mist Elimination continues to be weak
- ❑ PreCooler weak as expected

**Q4 Net Sales
Business Areas**



HumiCool Financial Summary – Q4 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

Q1 outlook

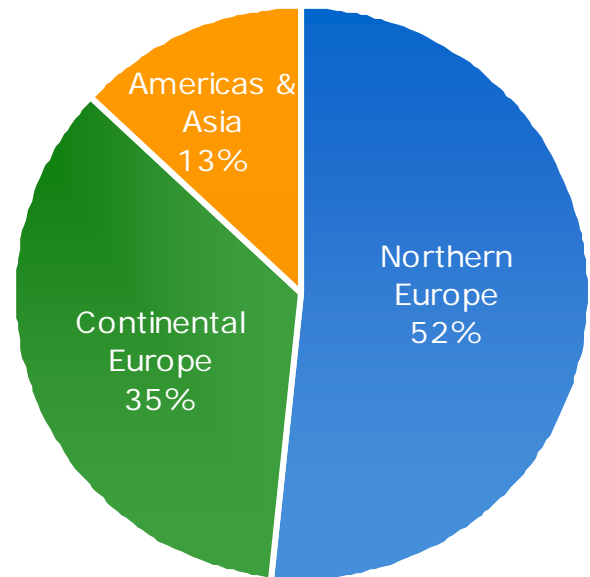
- ❑ Cold weather in Q4 will positively impact HVAC heater sales in Q1
- ❑ HumiCool will continue work with manufacturing footprint
- ❑ Cost savings offset low volumes

SEK M	Fourth Quarter		Jan-Dec	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	278	314	1,370	1,644
Growth	-11%		-17%	
Adj growth	-2%		-26%	
Net Sales	349	435	1,483	1,743
Growth	-20%		-15%	
Adj growth	-17%		-25%	
EBITA Ex. One-Time	31	24	90	187
EBITA Margin	8.9%	5.5%	6.0%	10.7%
EBITA	31	23	71	155
EBITA Margin	8.9%	5.3%	4.8%	8.9%
Operating Capital Turns	2.8	3.1		
ROOC	13%	35%		

MCS Highlights – Q4 2009

- ❑ Low orders due to no major weather events
- ❑ Australia contributing negatively
- ❑ Americas significantly below strong Q4 2008 (Ike & Gustav)
- ❑ Europe slow in most areas
- ❑ Still low activity in rental business
- ❑ Field.Link roll-out following plan
- ❑ 6 depot closures during the period
- ❑ Low margin business turned down

**Q4 Net Sales
Market Areas**



MCS Financial Summary – Q4 2009

- ❑ Gross margin and operating margin deteriorating due to Australia and low volumes in USA
- ❑ Restructuring and consolidation in Australia, Switzerland and Belgium
- ❑ Price pressure continues
- ❑ Low margin business turned down
- ❑ 6 MSEK receivables regained in Italy

Q1 outlook

- ❑ Cold weather in Q4 will impact positively
- ❑ Problems in Australia will continue to impact earnings
- ❑ Rental business still low

SEK M	Fourth Quarter		Jan-Dec	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	607	745	2,681	2,770
Growth	-19%		-3%	
Adj growth	-18%		-8%	
Net Sales	692	809	2,768	2,809
Growth	-15%		-2%	
Adj growth	-16%		-6%	
EBITA Ex. One-Time	26	51	74	148
EBITA Margin	3.8%	6.3%	2.7%	5.3%
EBITA	21	-9	47	48
EBITA Margin	3.0%	-1.1%	1.7%	1.7%
Operating Capital Turns	3.6	3.2		
ROOC	6%	11%		

Munters Group

Financial Analysis

Munters Group Financials

SEK M	Fourth Quarter		Jan-Dec	
	<u>2009</u>	<u>2008</u>	<u>2009</u>	<u>2008</u>
Order Intake	1,383	1,661	6,263	6,515
Growth	-17%		-4%	
Adj growth	-14%		-14%	
Net Sales	1,594	1,881	6,524	6,570
Growth	-15%		-1%	
Adj growth	-14%		-11%	
Gross Margin Ex. 1-time	26.5%	26.1%	25.9%	26.3%
EBIT Ex. 1-time	112	142	341	516
EBIT Margin Ex. 1-time	7.0%	7.5%	5.2%	7.9%
EBIT	139	76	311	362
Net Earnings	94	18	135	165

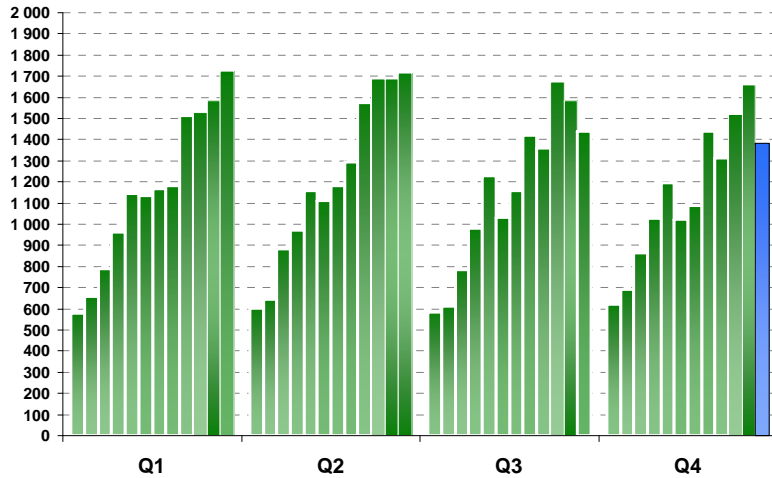
Performance Analysis – Q4 2009

SEK M	Net Sales	EBIT*
Q4 2008	1,882	142
Currency effects	-17	-5
Acquisitions & Divestiture	-13	11
Adjusted Q4 2008	1,852	148
Volume effect	-258	-96
Margin effect		17
Overhead Cost (ex. 1-time)		43
Q4 2009	1,594	112
Net One-time Items		27

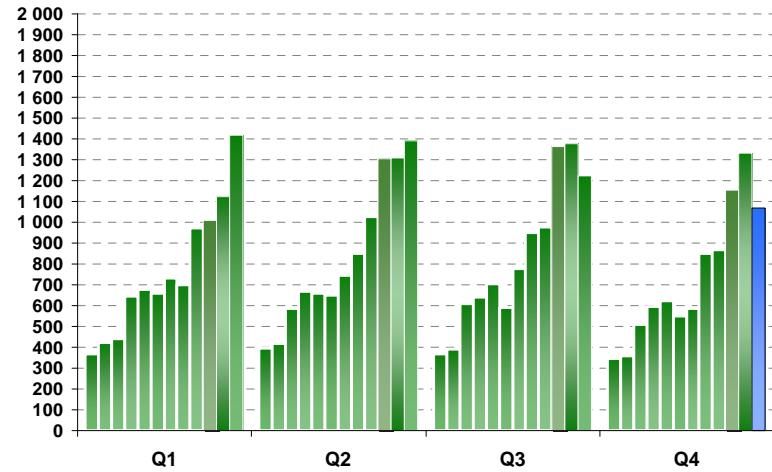
* Excluding one-time effects

Quarterly Trend

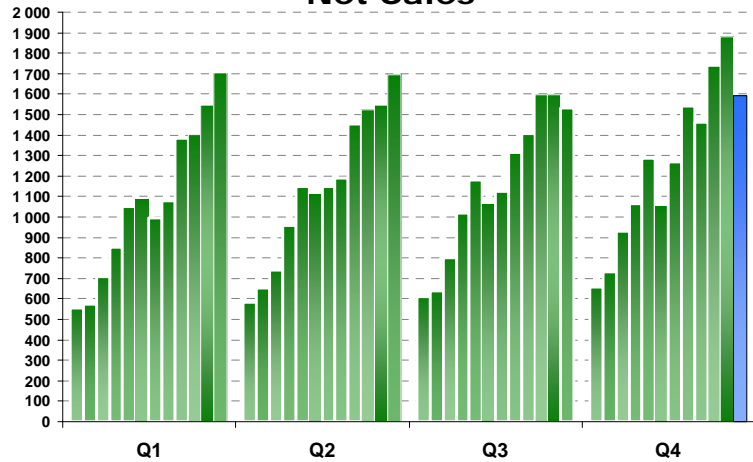
Order Intake



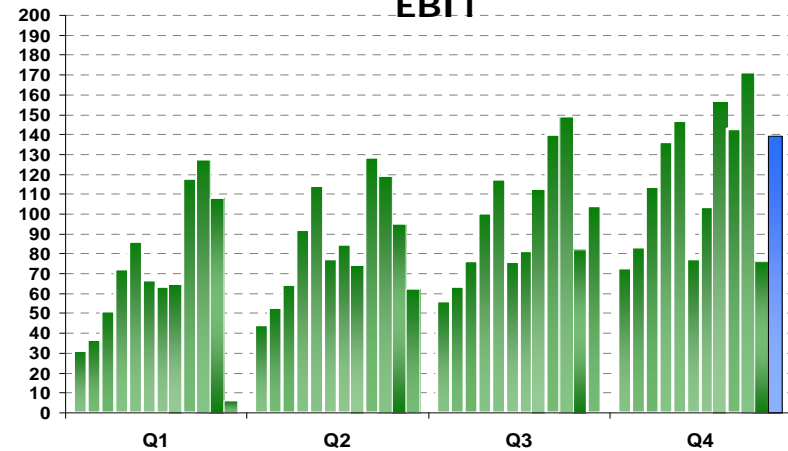
Order Backlog



Net Sales



EBIT



Key Financial Ratios – Q4 2009

	<u>Q4 2009</u>	<u>Q4 2008</u>
Capital Turns ¹	2.2	2.4
EBIT Margin ¹	4.8%	5.5%
Return on capital employed ¹	10.4%	13.6%
Return on Equity ¹	6.0%	13.8%
Operating Cash Flow	207	158
Net debt, SEK M	849	1,390
Net debt/equity ratio	0.60	1.08
Earnings per share, SEK	1.27	0.24

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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