

# Interim Report January-September 2007

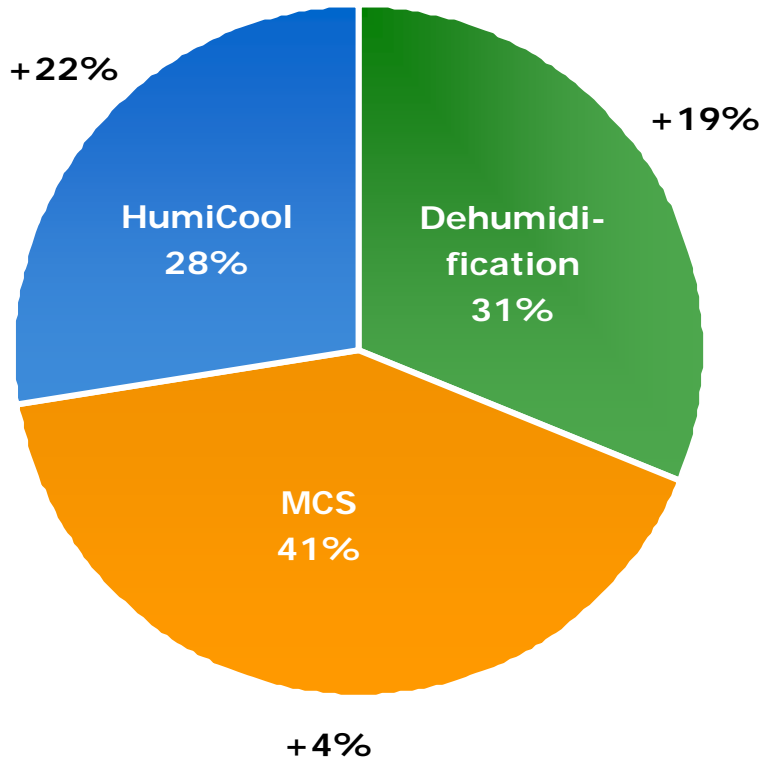
From everyday life to high  
sustainable performance

## Group Highlights – Q3

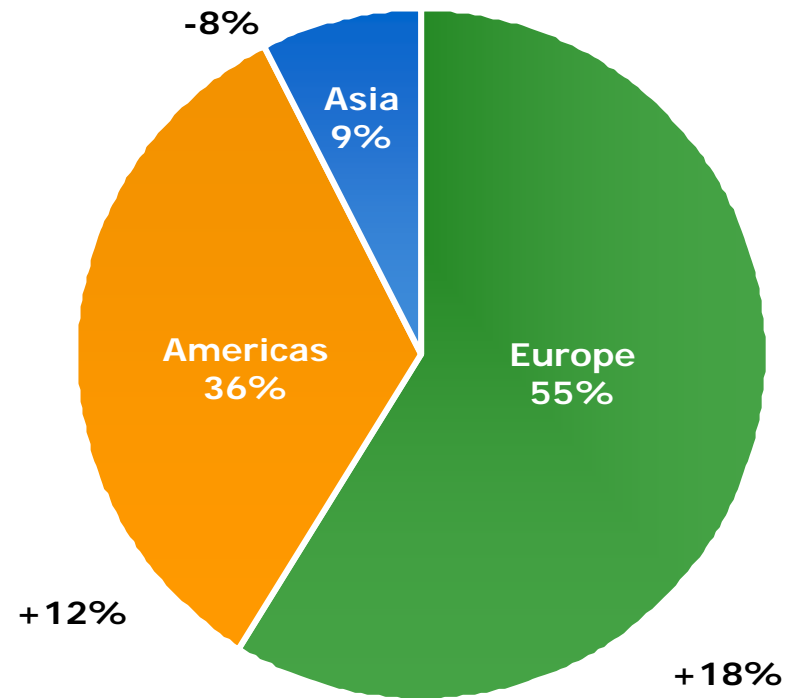
- Order intake up 23% reported
  - up 10% adjusted
    - Continued demand in Dehumidification in most areas
    - Favorable weather in Europe helping MCS
    - HumiCool overall strong, but impacted by high distributor inventories of heaters
- Sales up 13% reported –up 6% adjusted
  - Extending lead times in HumiCool Mist Elimination
  - Invoicing time-lag from floodings in MCS
- EBIT margin 9.3% (9.9%)
  - MCS improving due to favorable weather and cost reductions
    - MCS cost reduction program in place
  - Dehumidification margin down slightly
    - Low deliveries in Zeol
    - Cost for growth initiatives in Asia
  - Strong margins in HumiCool despite impact of weaker USD on Asian exports

# Sales Q3 2007

## Divisions



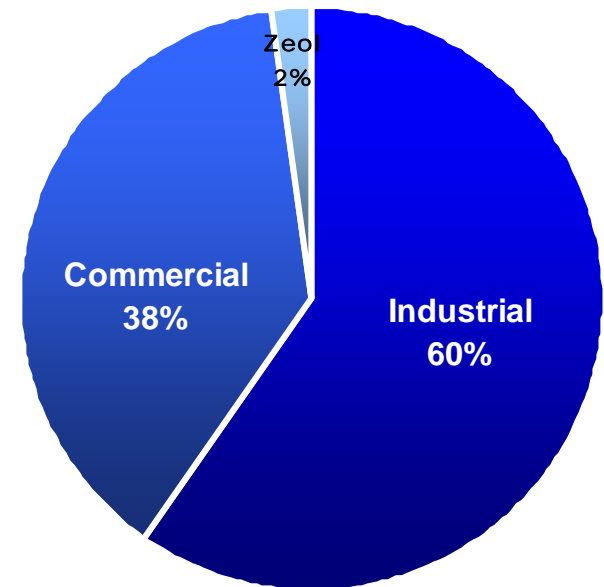
## Regions



# Dehumidification Market Highlights – Q3 2007

- Industrial market continuing to develop well, with high demand for large systems in Europe and Americas
- Commercial starting to see slow-down in WalMart construction
  - Largely offset by replacement business
  - High demand in School segment and national accounts
- Semiconductor investments recovering, helping Zeol order intake
  - Net sales very low from prior weak market conditions

**Q3 Net Sales  
Business Areas**



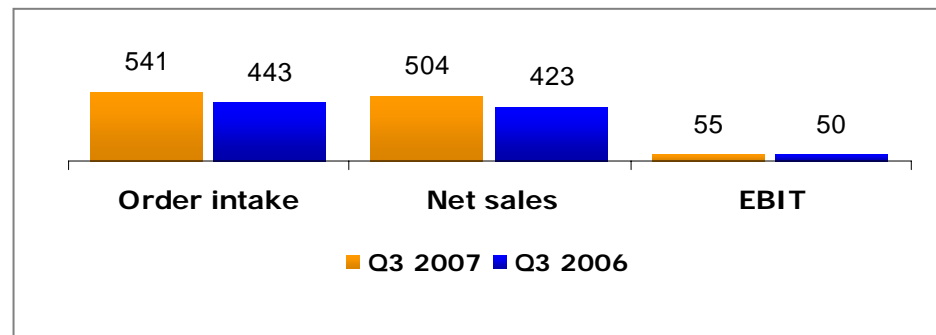
# Dehumidification Financial Highlights – Q3 2007

- Good growth in orders and sales in most areas
  - Asia weak due to restructuring of sales organization
- Operating Margin down slightly
  - Unfavorable mix- Low Zeol, high Commercial
  - Growth initiatives in Asia
  - Elsewhere good margins

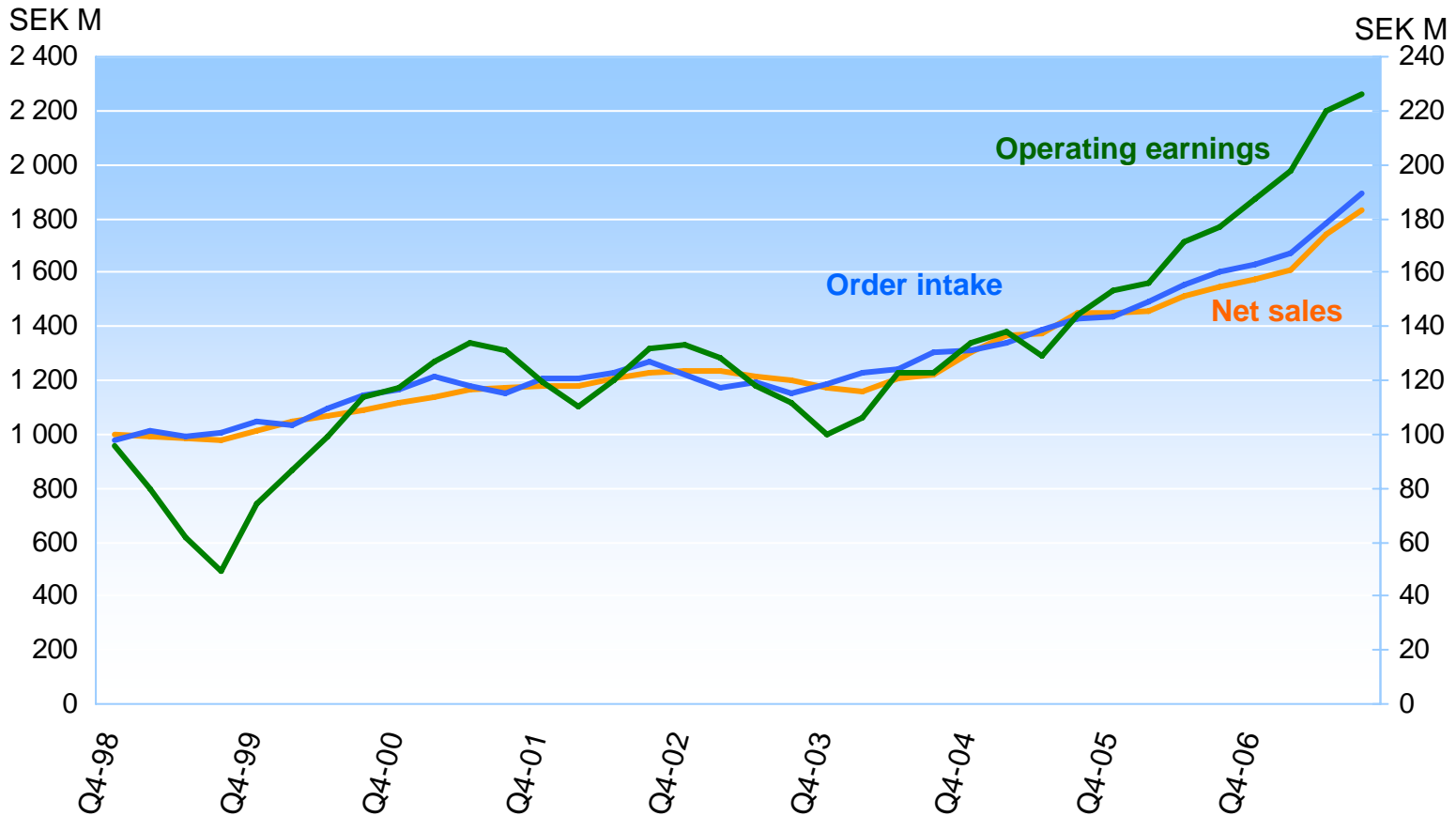
## Q4 outlook

- No indications of market trend change
  - Continued good demand in Commercial, but significant seasonal WalMart slow-down
  - Zeol market recovery to continue
- Unfavorable mix vs. Q4 '06

SEK M	3rd Quarter		Jan-Sep	
	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>
Order Intake	541	443	1 541	1 338
Growth	22%		15%	
Adj growth	7%		9%	
Net Sales	504	423	1 402	1 202
Growth	19%		17%	
Adj growth	11%		12%	
Operating Earnings	55	51	162	129
Operating Margin	11,0%	11,9%	11,5%	10,7%
Operating Capital Turns	4,3	4,2		
ROOC	53%	48%		



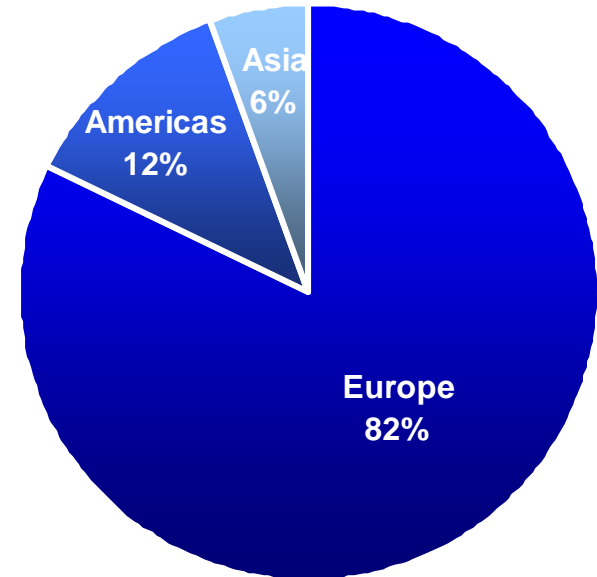
# Dehumidification Rolling 4 Quarter



# MCS Market Highlights – Q3 2007

- New framework agreement signed with Groupama in UK
- Underlying business growth in Nordic and South & West region
- Favorable weather conditions in UK and Nordic regions as well as parts of Northern Continental EU
  - UK flooding somewhat offset by more cash settlements following floods
- Low activity in Americas and Australia continuing
  - No major weather events impacting the U.S. yet in 2007 Atlantic hurricane season

**Q3 Net Sales  
Geographic Areas**



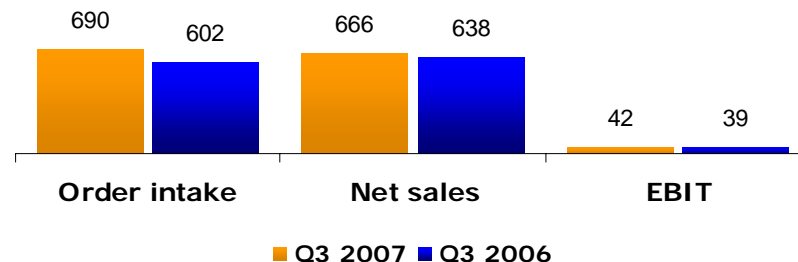
# MCS Financial Highlights – Q3 2007

- Strong order intake in most of Europe
- Net sales growth reduced by flood invoicing backlog in UK and strong prior year invoicing in U.S.
- Earnings and margins improving in most of Europe, incl. Germany
  - Strong net sales
  - Overhead cost reductions

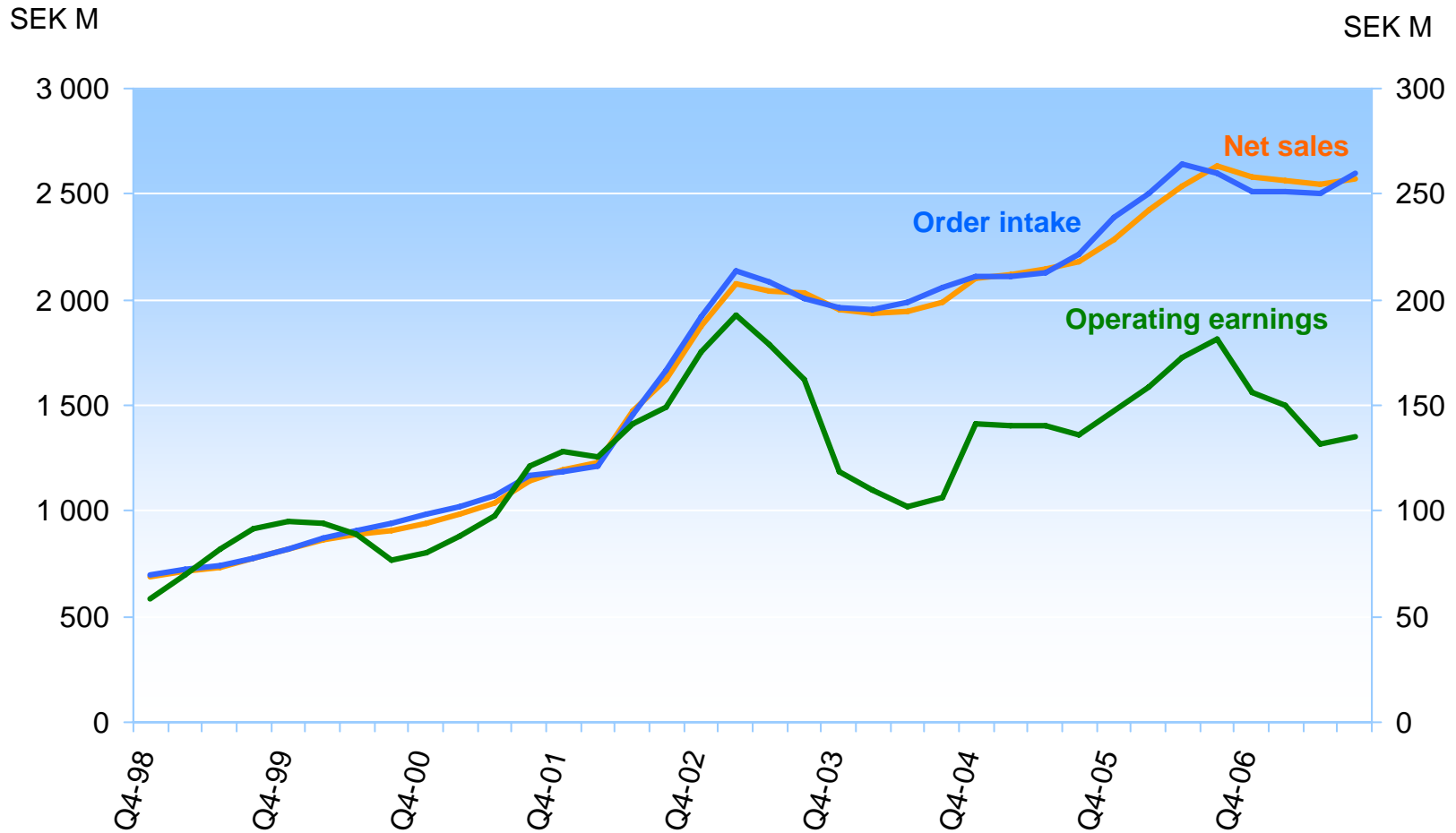
SEK M	3rd Quarter		Jan-Sep	
	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>
Order Intake	690	601	1 957	1 906
Growth	15%		3%	
Adj growth	15%		5%	
Net Sales	666	638	1 885	1 932
Growth	4%		-2%	
Adj growth	5%		2%	
Operating Earnings	42	39	90	114
Operating Margin	6,3%	6,1%	4,8%	5,9%
Operating Capital Turn	3,2	3,4		
ROOC	17%	24%		

## Q4 outlook

- Q4 strongest quarter, helped by cost reduction program
- Remaining UK flood business to be invoiced
- No major events so far



# MCS Rolling 4 Quarter

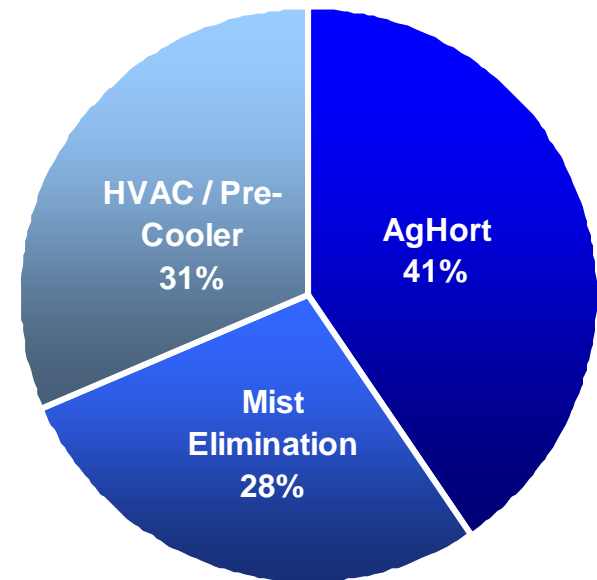


9 Note: Operating earnings excluding goodwill depreciation.  
Figures are currency adjusted.

# HumiCool Market Highlights – Q3 2007

- AgHort market in U.S and Europe recovering from slow start
  - Better financial outlook for U.S. farmers
  - Hot summer and scope expansion
- Weak USD impacting European exports to Asia
- Continued demand for Mist Elimination FGD equipment, but short customer capacity extending lead-times
- Heater demand impacted by high distributor inventories

**Q3 Net Sales  
Business Areas**



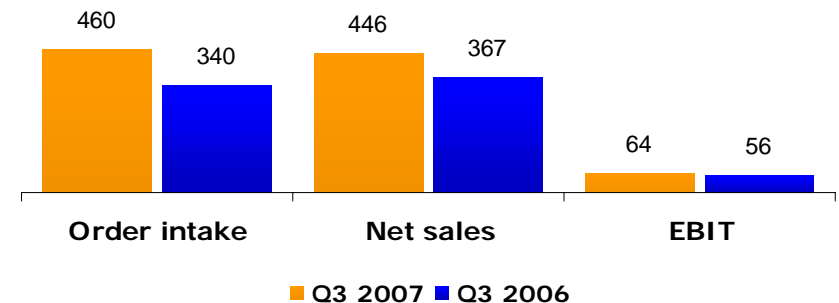
# HumiCool Financial Highlights – Q3 2007

- Sial and Turbovent acquisitions starting to contribute
- Order intake strength in AgHort and Mist Elimination (ME)
  - Organic order development impacted by Sial heaters
- Sales impacted by lengthening lead times in ME
- Continued strong earnings despite USD/EUR impact

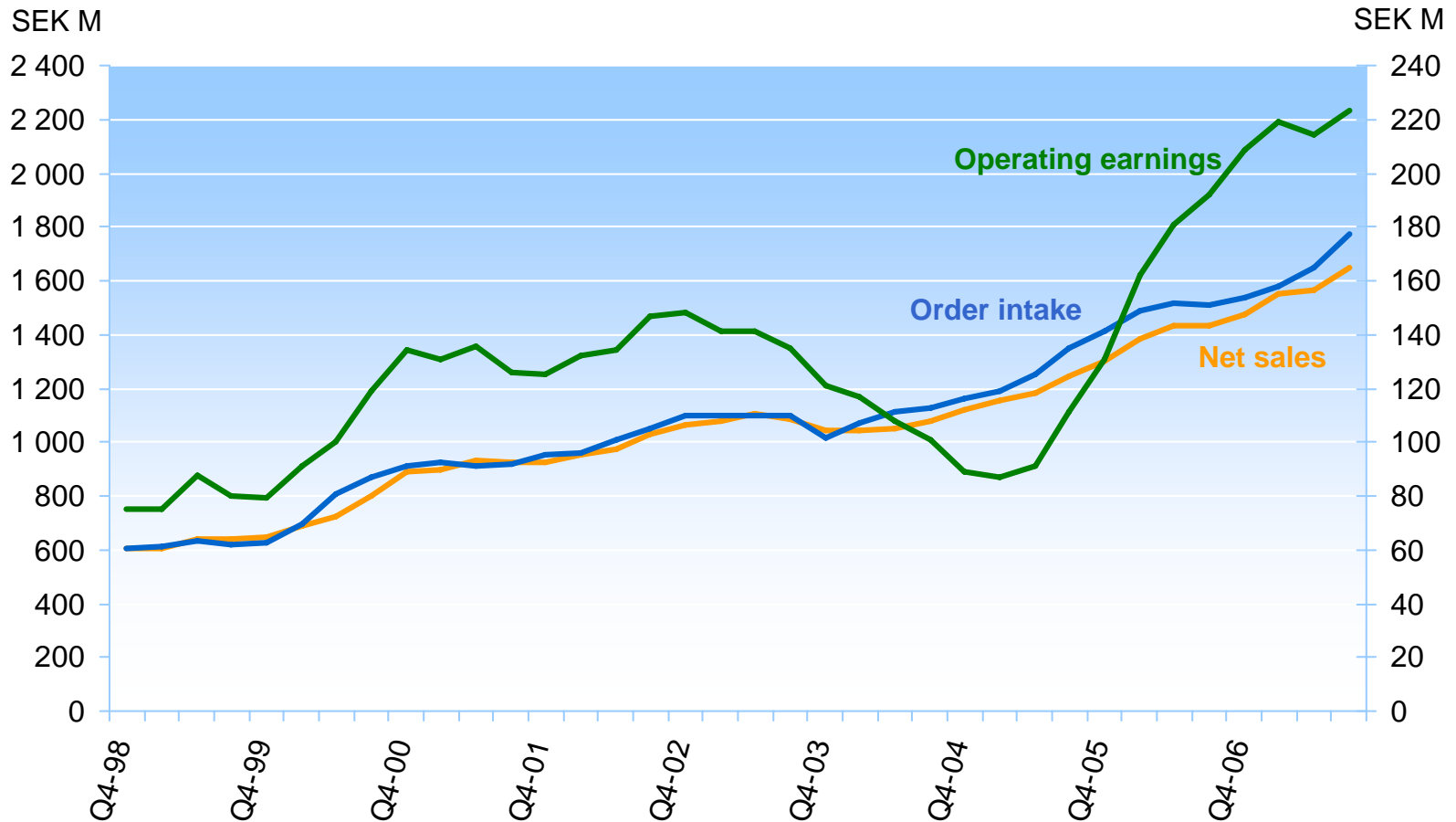
SEK M	3rd Quarter		Jan-Sep	
	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>
Order Intake	460	340	1 443	1 252
Growth	35%		15%	
Adj growth	4%		3%	
Net Sales	446	367	1 289	1 153
Growth	22%		12%	
Adj growth	3%		7%	
Operating Earnings	64	56	178	169
Operating Margin	14,3%	15,2%	13,8%	14,7%
Operating Capital Turns	3,6	3,4		
ROOC	49%	45%		

## Q4 outlook

- Sial's strongest quarter, but weaker Q3 orders has negative impact
- ME customer capacity issues continuing to extend lead times - also to impact orders



# HumiCool Rolling 4 Quarter



12 Note: Operating earnings excluding goodwill depreciation.  
 Figures are currency adjusted.

# Munters Group Financial Analysis

# Munters Group Financials

SEK M	3rd Quarter		Jan-Sep	
	<u>2007</u>	<u>2006</u>	<u>2007</u>	<u>2006</u>
Order Intake	1 674	1 362	4 889	4 450
Growth	23%		10%	
Adj growth	10%		5%	
Net Sales	1 597	1 408	4 525	4 250
Growth	13%		6%	
Adj growth	6%		7%	
Gross Margin	27,9%	28,4%	28,2%	27,9%
EBIT	149	140	395	386
EBIT Margin	9,3%	9,9%	8,7%	9,1%
Net Earnings	87	86	235	236

## Q3 2007 Performance Analysis

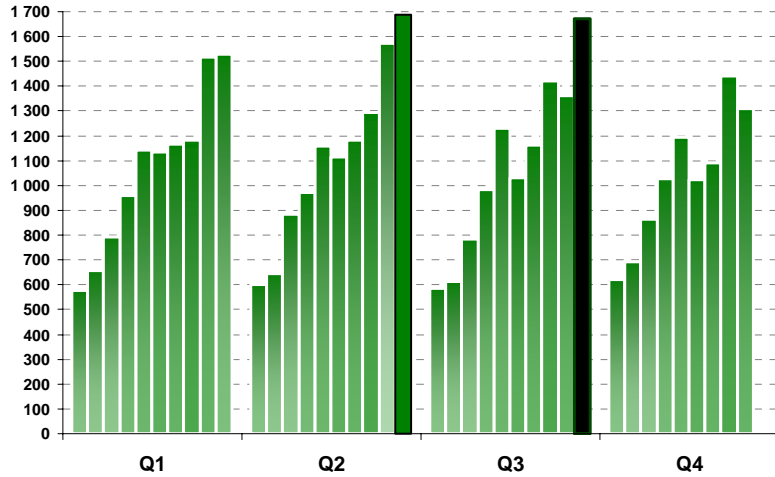
SEK M	Net Sales		EBIT	
Q3 2006	1 408		140	
<b>Currency effects</b>	<b>-24</b>		<b>-4</b>	
<b>Acquisitions &amp; Divestiture</b>	<b>121</b>		<b>11</b>	
Adjusted Q3 2006	1 505		147	
<b>Volume effect</b>	<b>92</b>		<b>26</b>	
<b>Margin effect (ex. one-time)</b>			<b>-3</b>	
<b>Indirect cost</b>			<b>-15</b>	
<b>One-time &amp; Other</b>			<b>-6</b>	
Q3 2007	1 597	6%	149	1%

## Jan-Sep 2007 Performance Analysis

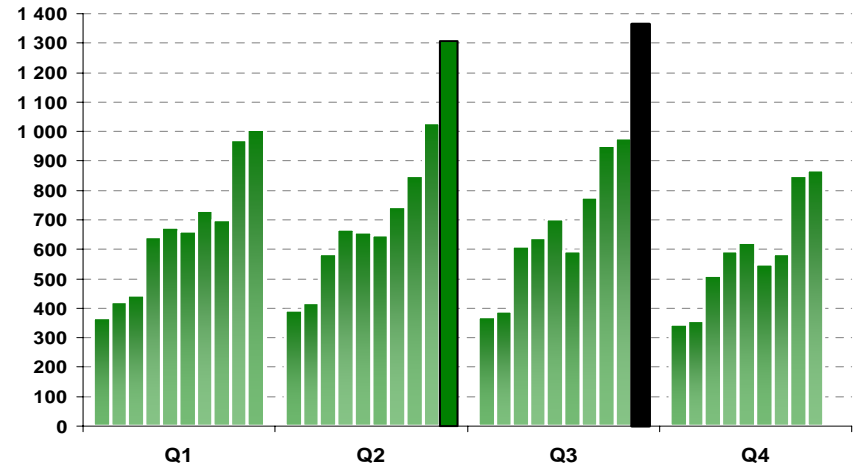
SEK M	Net Sales		EBIT	
Jan-Sep 2006	4 250		386	
<b>Currency effects</b>	<b>-138</b>		<b>-14</b>	
<b>Acquisitions &amp; Divestiture</b>	<b>190</b>		<b>3</b>	
Adjusted Jan-Sep 2006	4 302		375	
<b>Volume effect</b>	<b>223</b>		<b>63</b>	
<b>Margin effect (ex. one-time)</b>			<b>29</b>	
<b>Indirect cost</b>			<b>-54</b>	
<b>One-time &amp; Other</b>			<b>-18</b>	
Jan-Sep 2007	4 525	5%	395	5%

# Quarterly Trend

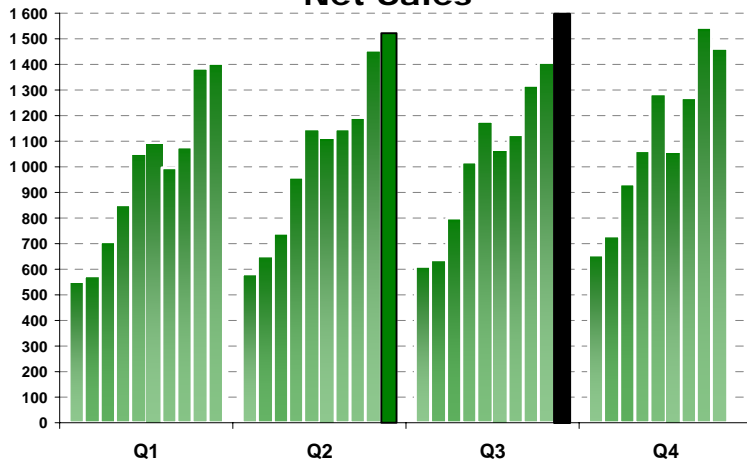
## Order Intake



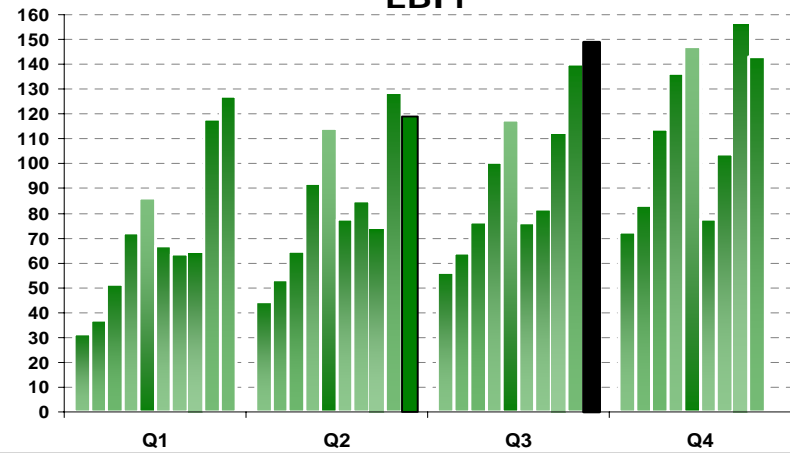
## Order Backlog



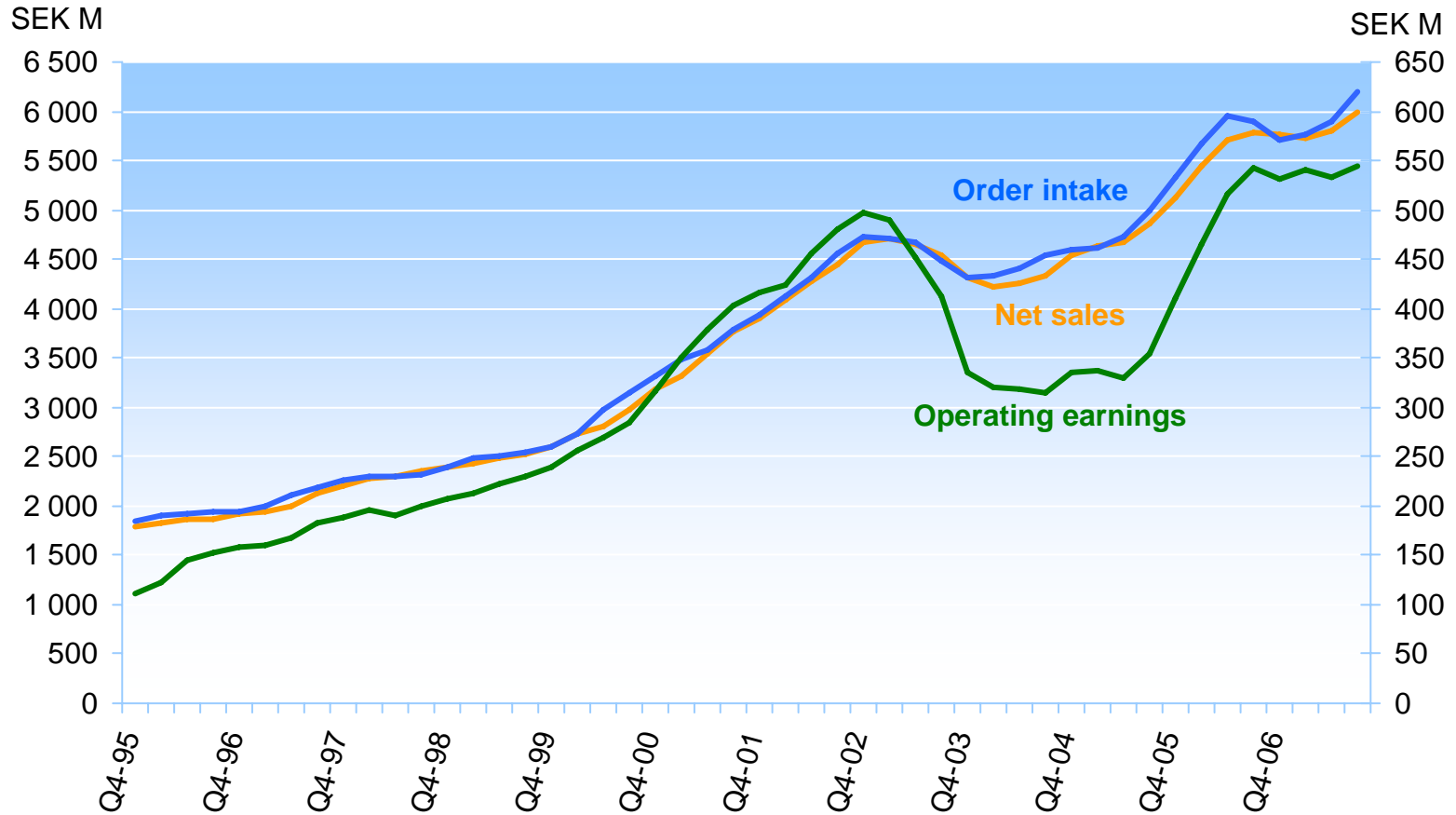
## Net Sales



## EBIT



# Rolling 4 Quarter Development



## Key Financial Ratios

	<u>Q3 2007</u>	<u>Q3 2006</u>
Capital Turns <sup>1</sup>	2.7	3.0
EBIT Margin <sup>1</sup>	9.0%	9.3%
Return on capital employed <sup>1</sup>	24.8%	28.9%
Return on Equity <sup>1</sup>	24.1%	23.3%
Operating Cash Flow	7	139
Net debt, SEK M	1,245	127
Net debt/equity ratio	1.15	0.08
Earnings per share, SEK	1.16	1.15

<sup>1</sup> 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.”

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