

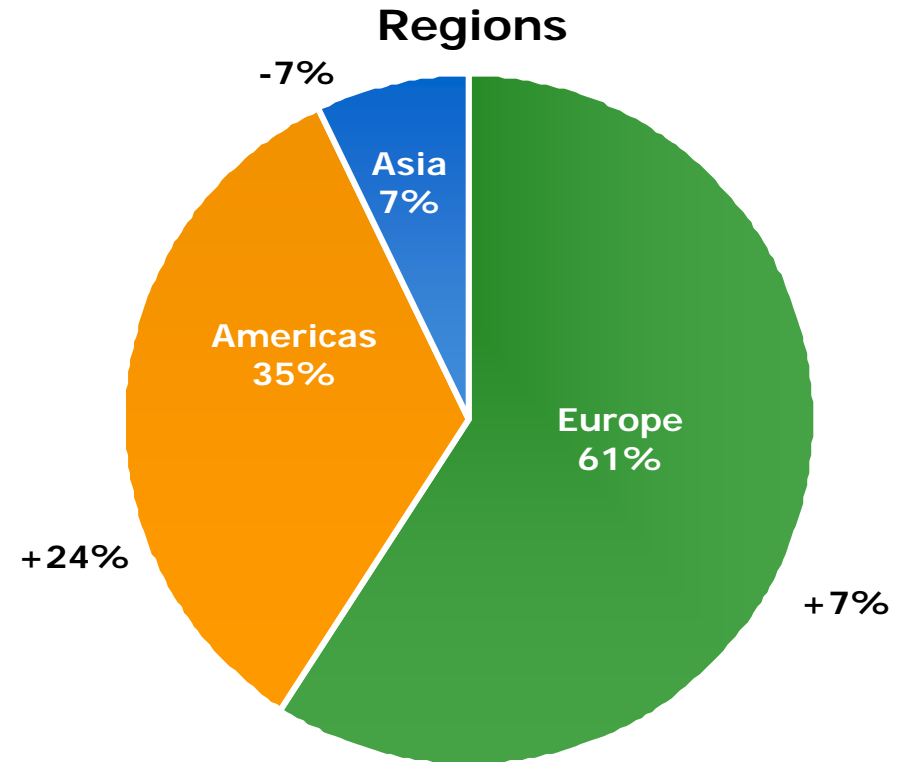
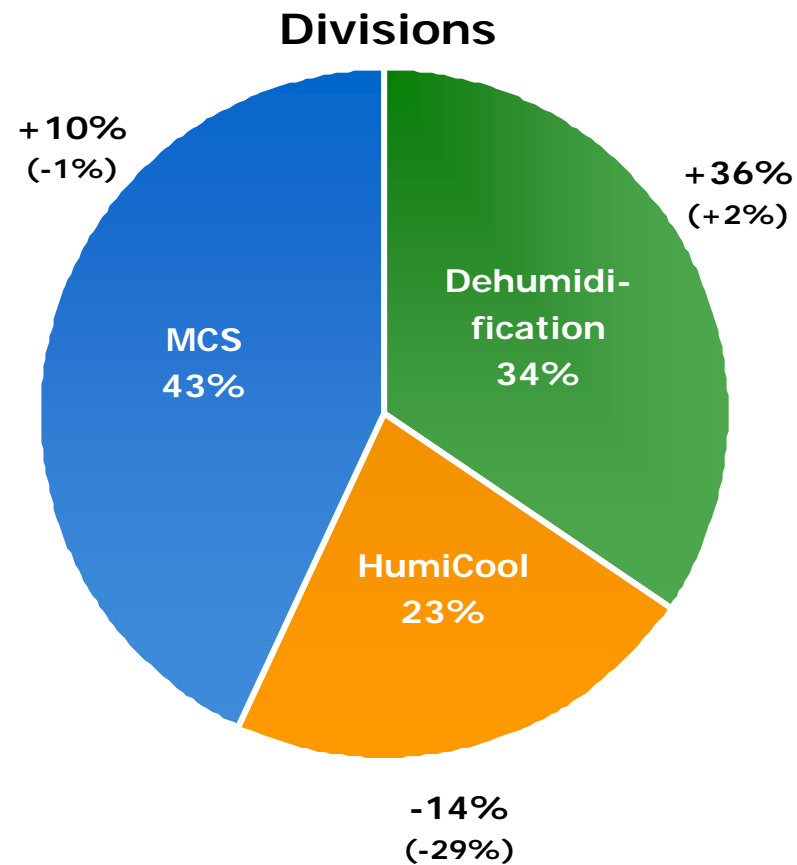


**Interim Report**  
**January-March 2009**

## Group Highlights – Q1 2009

- Order intake down 10% adjusted – up 9% reported
  - Low activity in many areas
  - Very weak demand in HumiCool
  - Slowdown for Dehumidification in Europe
- Sales down 9% adjusted – up 10% reported
  - Sales in SEK heavily impacted by USD and EUR strength
  - Very weak sales in HumiCool
  - Sales in Dehumidification and MCS still holding up
- EBIT before one-time costs 39 MSEK (129) - margin 2.3% (8.3%)
  - One-time costs of 33 MSEK taken in Q1 to meet development
  - Under absorption due to low volumes in HumiCool
  - Negative mix effects and gross margin pressure continue to impact earnings
  - Discontinuation of one specific market being finalized in Q2

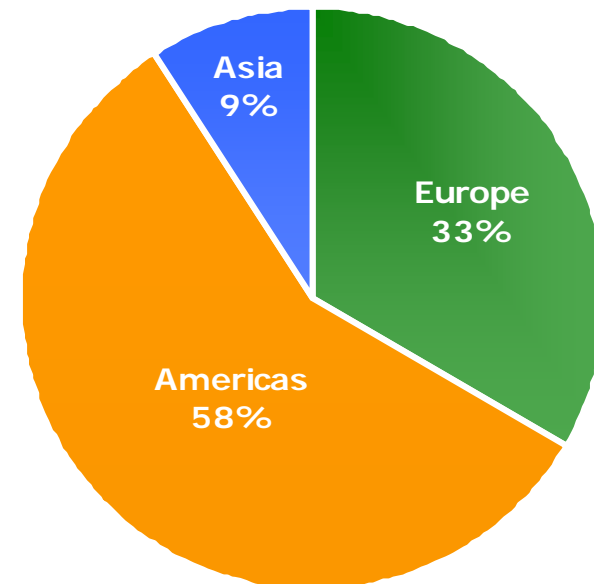
# Sales - Q1 2009



## Dehumidification Highlights – Q1 2009

- ❑ Weak demand in industrial segment
- ❑ Good demand for commercial dehumidification systems in Americas
- ❑ A weakening of the market evident in the quarter, particularly in Europe
- ❑ Under absorption in Europe
- ❑ Warranty costs increasing somewhat following new product introductions
- ❑ Reduction of indirect costs

**Q1 Net Sales  
Regions**



## Dehumidification Financial Summary – Q1 2009

- Slowdown in orders but sales still stable
  - Low sales in industrial segment, strong in commercial
- Operating Earnings impacted negatively
  - Mix changes
  - Under absorption
  - Higher warranty costs
  - Lower indirect costs
- Restructuring cost of 12 MSEK
  - Mainly in Europe

### Q2 outlook

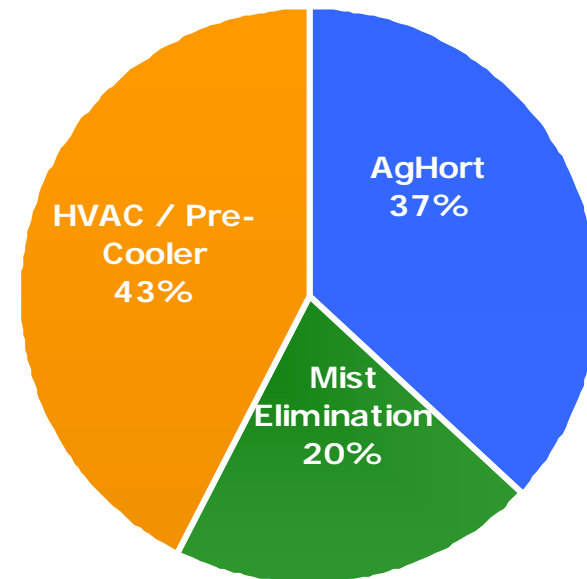
- Stable sales but still with lower profitability in the mix
- Demand being watched carefully
- Further cost reductions

SEK M	1st Quarter	
	2009	2008
Order Intake	596	487
Growth	23%	
Adj growth	-7%	
Net Sales	588	433
Growth	36%	
Adj growth	2%	
EBITA Ex. One-Time	26	37
EBITA Margin	4,4%	8,5%
EBITA	14	33
EBITA Margin	2,4%	7,6%
Operating Capital Turns	4,0	4,2
ROOC	33%	49%

## HumiCool Highlights – Q1 2009

- ❑ Sharp drop in order intake, especially in Mist Elimination and AgHort as a result of regulatory changes and the financial crisis
- ❑ Very low deliveries in Mist Elimination
- ❑ Margins under pressure due to under absorption of costs in many factories
- ❑ Continued reduction of personnel to counteract weaker market conditions

**Q1 Net Sales  
Business Areas**



## HumiCool Financial Summary – Q1 2009

- Order intake reduced by weakness in AgHort and Mist Elimination
- Low sales due to weak demand and long delivery times in opening backlog
  - Sales in Mist Elimination down by more than 50%
- Very weak earnings
  - Volume drop
  - Under absorption
  - Bad Debt in AgHort USA
- One-time costs of 16 MSEK
  - Further cost reductions

### Q2 outlook

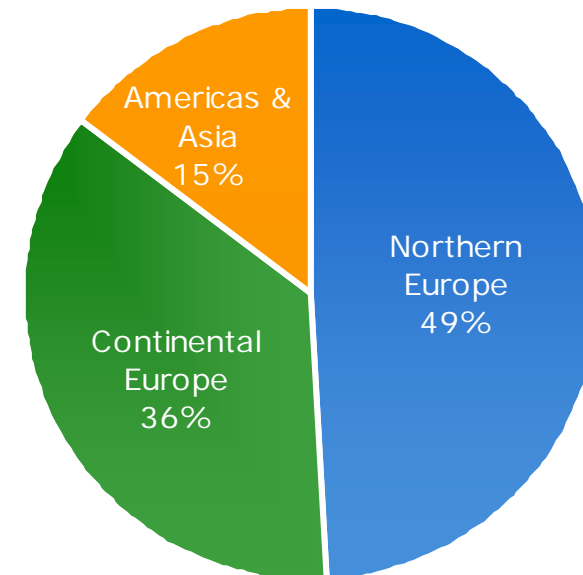
- No indications of deterioration or improvement
- Further cost reductions

SEK M	1st Quarter	
	<u>2009</u>	<u>2008</u>
Order Intake	413	436
Growth	-5%	
Adj growth	-22%	
Net Sales	389	451
Growth	-14%	
Adj growth	-29%	
EBITA Ex. One-Time	5	62
EBITA Margin	1,3%	13,7%
EBITA	-11	51
EBITA Margin	-2,8%	11,4%
Operating Capital Turns	2,9	3,6
ROOC	16%	49%

## MCS Highlights – Q1 2009

- ❑ Stable sales on most markets
- ❑ Further pressure on the gross margin
- ❑ Strong cash flow from reduction of receivables
- ❑ 17 depot closures during the period
- ❑ Two new framework agreements signed with large Australian insurance corporations

**Q1 Net Sales  
Market Areas**



## MCS Financial Summary – Q1 2009

- Sales stable on most markets
- Unsatisfactory gross margin
  - Price pressure
  - Increased competition from contractors
  - Cash settlements
  - Less construction drying in USA
- Operations under discontinuation contributing negatively, -12 MSEK
- One-time costs of 5 MSEK
- Strong cash flow
  - Reduction of A/R

### Q2 outlook

- Discontinuation on one market being finalized
- Traditionally weak quarter

SEK M	1st Quarter	
	<u>2009</u>	<u>2008</u>
Order Intake	722	672
Growth	8%	
Adj growth	-3%	
Net Sales	736	669
Growth	10%	
Adj growth	-1%	
EBITA Ex. One-Time	17	41
EBITA Margin	2,3%	6,1%
EBITA	12	36
EBITA Margin	1,6%	5,3%
Operating Capital Turns	3,4	3,2
ROOC	3%	15%



---

# Munters Group Financial Analysis

## Munters Group Financials - Q1 2009

SEK M	1st Quarter	
	<u>2009</u>	<u>2008</u>
Order Intake	1 724	1 586
Growth	9%	
Adj growth	-10%	
Net Sales	1 703	1 545
Growth	10%	
Adj growth	-9%	
Gross Margin Excl. One-Time	23,7%	27,8%
EBIT Excl One-Time	39	129
EBIT Margin Excl One-Time	2,3%	8,3%
EBIT	6	108
Net Earnings	-22	58

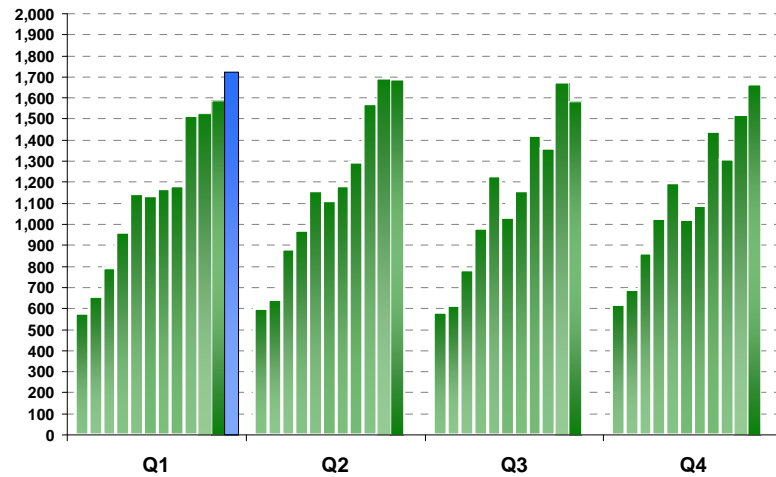
## Performance Analysis - Q1 2009

SEK M	Net Sales		EBIT*	
Q1 2008	1 545		129	
<b>Currency effects</b>	<b>270</b>		<b>25</b>	
<b>Acquisitions &amp; Divestiture</b>	<b>50</b>		<b>-1</b>	
Adjusted Q1 2008	1 865		153	
<b>Volume effect</b>	<b>-162</b>		<b>-61</b>	
<b>Margin effect</b>			<b>-51</b>	
<b>Indirect cost (ex. 1-time)</b>			<b>-2</b>	
Q1 2009	1 703	-9%	39	-75%
<b>Net One-time Costs</b>			<b>-33</b>	

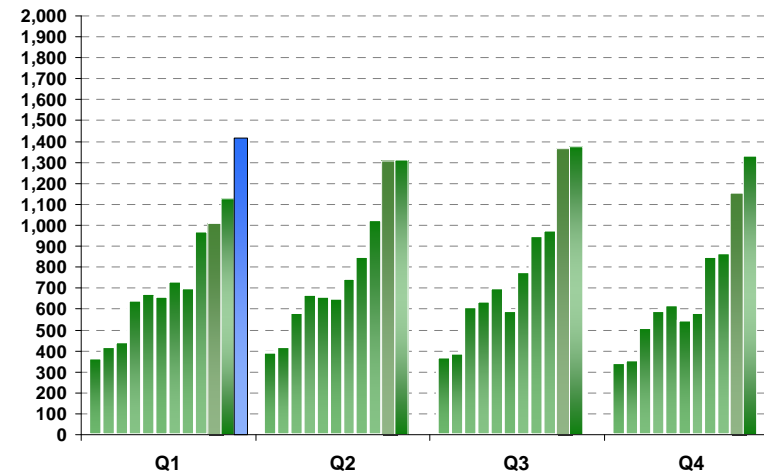
\* Excluding one-time effects

# Quarterly Trend

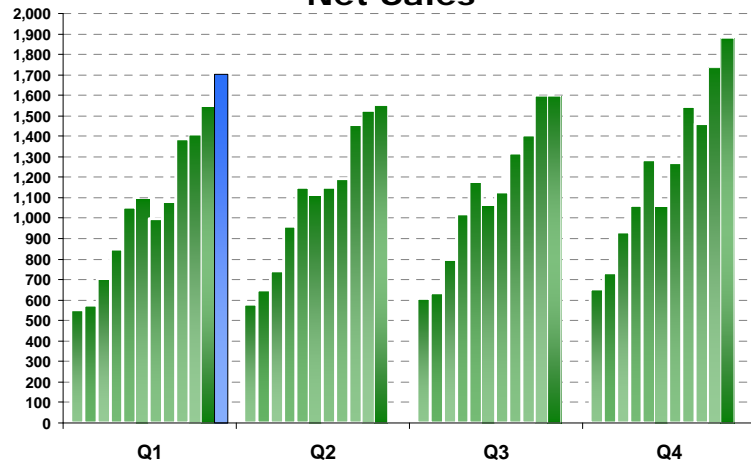
## Order Intake



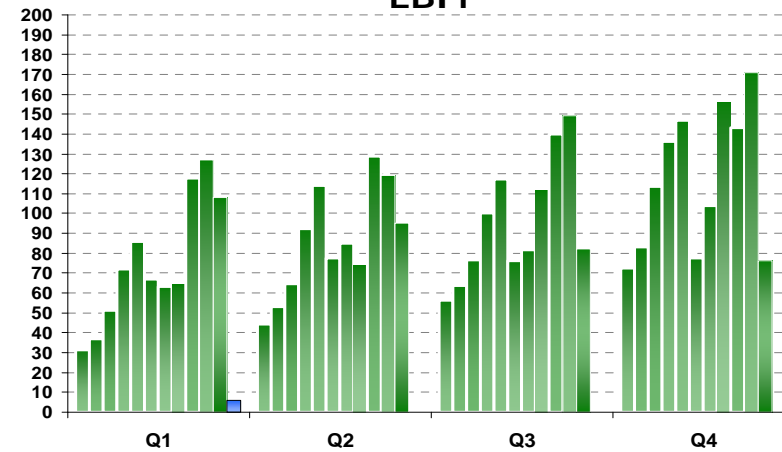
## Order Backlog



## Net Sales



## EBIT



## Key Financial Ratios – Q1 2009

	<u>Q1 2009</u>	<u>Q1 2008</u>
Capital Turns <sup>1</sup>	2.4	2.6
EBIT Margin <sup>1</sup>	3.9%	8.5%
Return on capital employed <sup>1</sup>	9.4%	22.8%
Return on Equity <sup>1</sup>	7.0%	25.4%
Operating Cash Flow	-13	-43
Net debt, SEK M	1,423	1,119
Net debt/equity ratio	1.08	0.93
Earnings per share, SEK	-0.29	0.78

<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.”