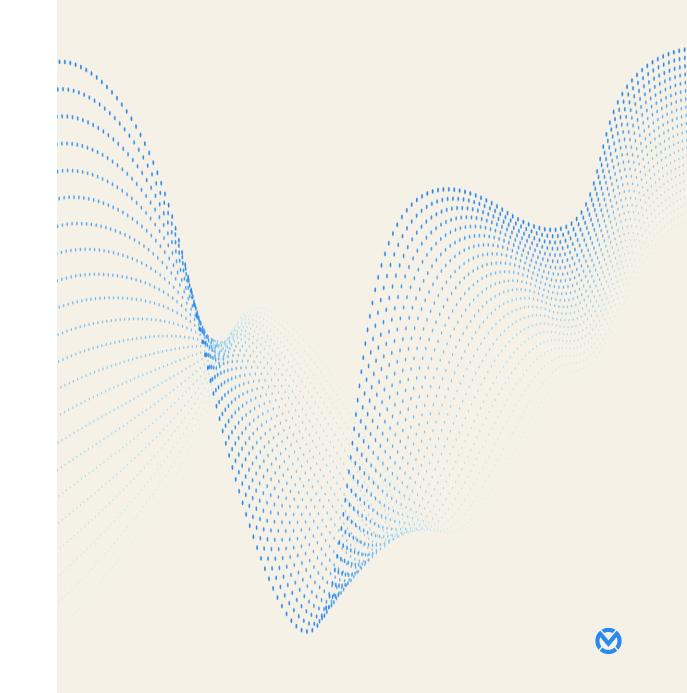


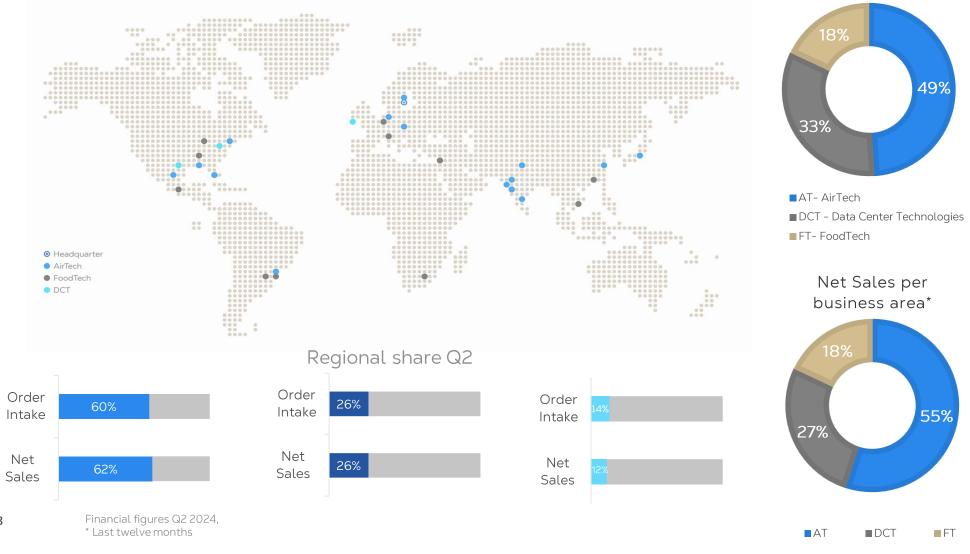
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World leader in energy-efficient climate solutions

Order Intake per



Countries with sales & production

>45

business area*

Sales MSEK*

14,548

Production plants

25

Adj. EBITA margin*

14.7%

Number of employees

~5,000



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

Net sales per business area - LTM Q2 2024 FoodTech 18% **DCT 27%** AirTech 55% State-of-the-art cooling Ultra dry air for battery Climate & hygiene control for Dehumidification for Indoor climate solutions for windmills & infrastructure solutions for data centers production food production industry agriculture & greenhouses A leading software solution Constant humidity for the Leading supplier of rotors & Clean Technology solutions Service offering to a broad provider for food producers pharmaceutical industry for a healthier planet other components range of customers

Well-positioned to capitalize on strong megatrends & be part off the solution for a more sustainable world

Climate change & resource scarcity



Demand for energy & water efficient products



Full battery value chain



Wind power expansion & transmission



Service to prolong life Urbanization and an aging & growing population



Secure operations of infrastructure



Pharma production



Clean air & decarbonising



Food security & efficient food value chains

Accelerating digitization & use of Al



Data Center cooling



Semiconductors & electronics



Al, Automation & connected solutions

Globalization challenges & market dynamics



Quality products



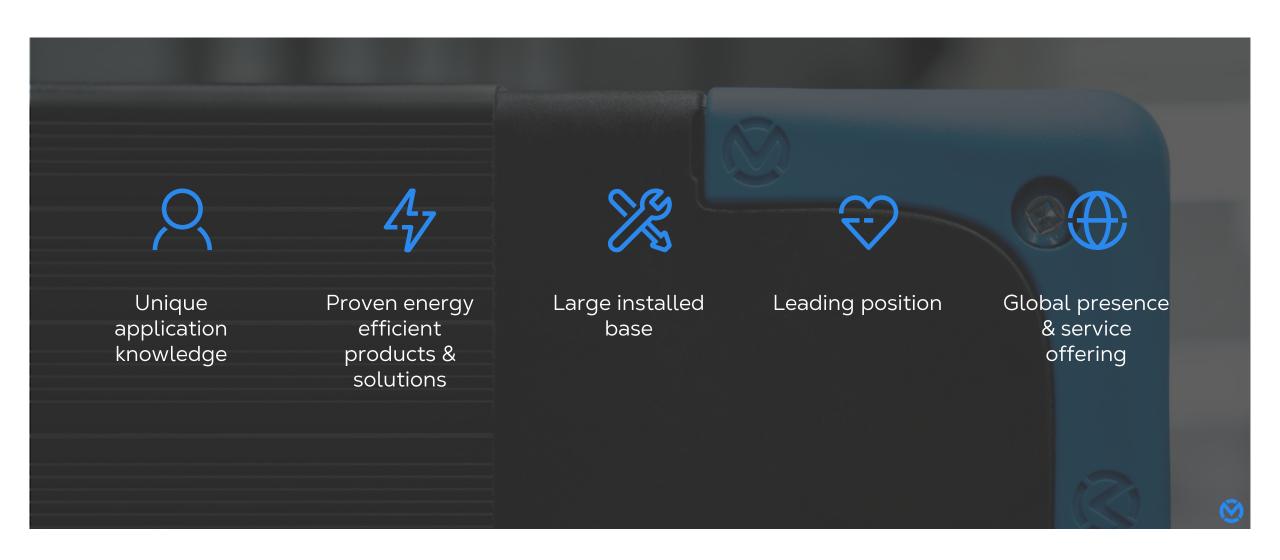
Increased regulation



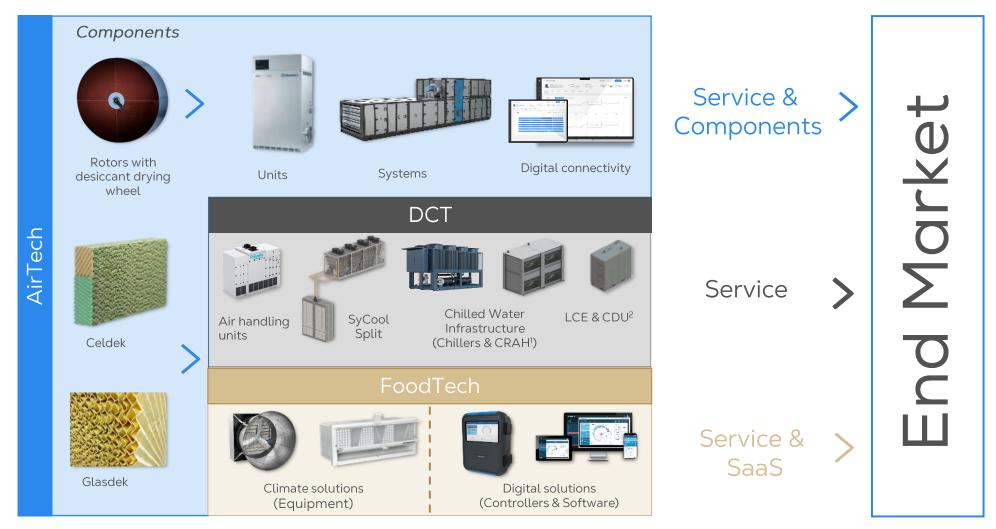
Greater regional focus on supply chains & sustainability

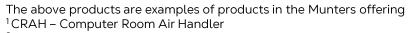


We aim to be a market leader in prioritized markets and in prioritized segments



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





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



Components – the foundation we build our business on



- → Desiccant wheel (rotor) removes moisture, as much as 99.9%
- → ~40% of Component order intake

How we stay ahead:

- Constantly working with energy efficiency & material investigation
- Partnering to accelerate innovation
- Examining waste streams to enhance circularity





- → Evaporative pads add moisture
 - Historically used in many industrial & agricultural processes
 - Increasingly popular in server halls & data centers - requires extensive cooling and humidity control
- → ~60% of Component order intake



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





Adjusted EBITA margin > 14%



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



Reduce CO₂e Scope 1 & 2: net zero, Scope 3: aligned with Paris Agreement 1.5°C



Gender equity
30% women in workforce
& women leaders



Code of Conduct
Continuous
improvements in
compliance with
Code of Conducts**

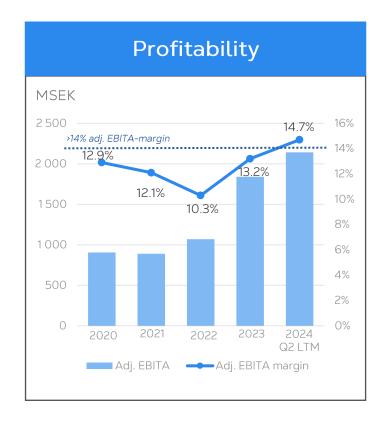
^{*} Average OWC (operating working capital) last twelve months as % of net sales for the same period

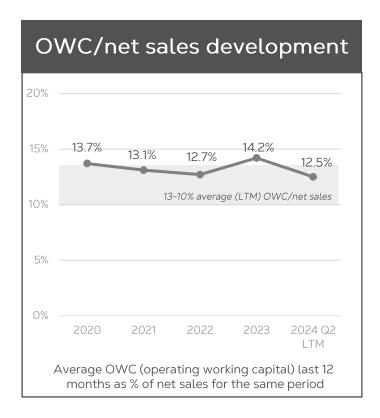
^{** 100%} compliance for the Employee Code of Conduct (CoC), 100% compliance for the Supplier CoC (Direct material) and continuous increasing compliance for the Customer CoC

Impressive achievements in recent years



^{*} Change in net sales compared to the previous period, adjusted for currency translation effects







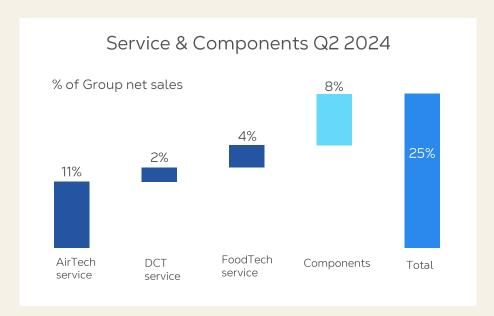
Service ambition in line with strategic direction

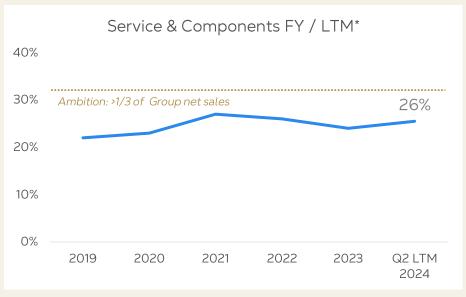
→ Service includes:

- After-market service* in all business areas
- SaaS revenues in FoodTech
- → Components sales in AirTech

Munters ambition:

Service & Components >1/3 of Group net sales



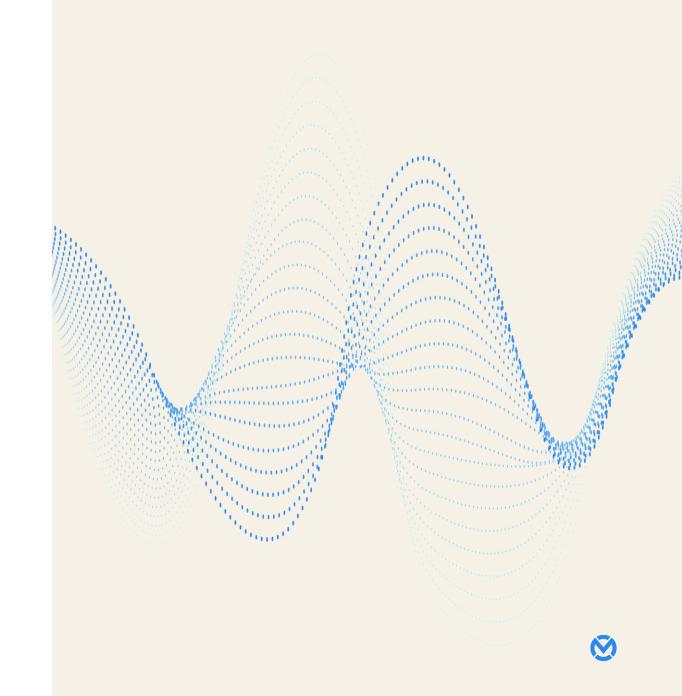


^{*} of Group net sales,



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Strong second quarter - well positioned for future growth

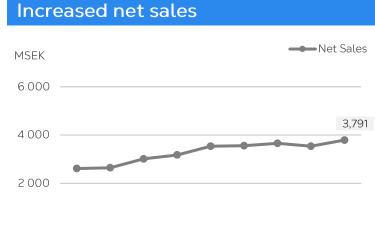


Q2 Order intake, +3% (-2% org)

- AT flat, mainly weaker battery in APAC
- DCT flat, good level of smaller & midsized orders
- FT good growth, driven by Americas & FMFA

Q2: Order backlog, +6%

 mainly large orders in DCT & AT, to be delivered throughout 2025



Q2: Net sales, +7% (+2% org)

2022

- AT declined, primarily weaker battery sub–segment in APAC
- DCT strong growth, successful execution on deliveries

2023

Q2

2024

 FT – grew strongly, primarily EMEA & Americas

Book-to-bill Q2: 0.93



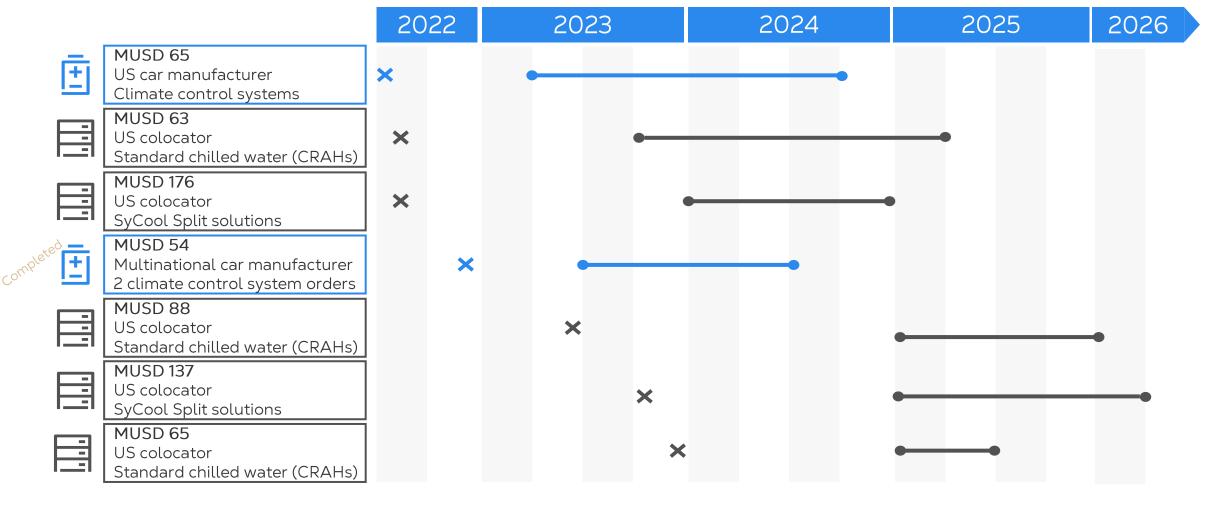


Adj. EBITA-margin, Q2 17.8%

- + strong volume growth in DCT & FT
- + positive product mix and deliveries in AT
- + strengthening effects from lean practices and other efficiency improvements
- accelerated investments in digitalizing, ways-of-working, our manufacturing footprint and innovation across all BA



Solid order backlog – large orders supportive into 2025







Increased profitability, strong cash flow & lower leverage

- Net Sales increased;
 - very strong growth in DCT & FT
- Adj. EBITA margin improved;
 - increased strong net sales growth in DCT & FT, positive effects from product mix and deliveries on major orders finalized in AT
 - operational excellence improvements
- Improved cash flow;
 - increase of operating earnings and positive development of working capital
- OWC/net sales:
 - within our target range of 13-10%
- Net debt decreased:
 - increased cash flow from operating earnings
 - even though accqusition of Airprotech finalized in the quarter

	Q2	Q2 2023	Change (%)		
MSEK	2024		Organic growth	Structural growth*	Currency effects
Order intake	3,536	3,427	-2	5	0
Order backlog	11,834	11,153			
Net sales	3,791	3,536	2	4	0
Operating profit (EBIT)	578	408			
Adj. EBITA	673	479	37	3	1
Adj. EBITA-margin	17.8	13.5			
Net income	342	257			
Cash flow from operating activities	662	10			
OWC/net sales (%) ¹	12.5	13.2			
Net debt	4,447	4,833			
Net debt/Adj. EBITDA ²	1.8	2.7			

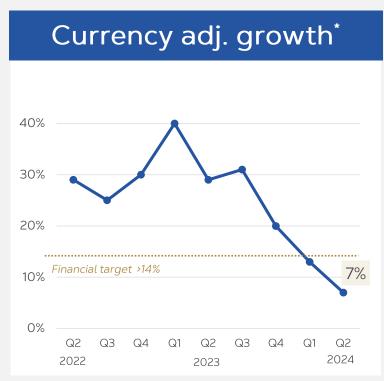
¹Average OWC (Operating Working Capital) last twelve months as % of net sales for the same period



² Last twelve months

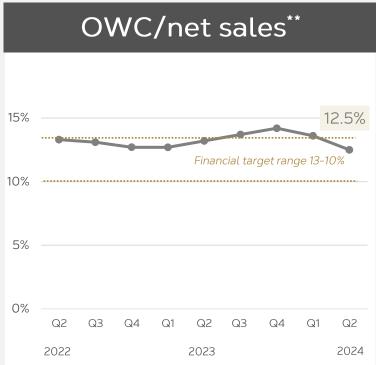
^{*} Acquisitions & divestments

Progression towards our financial targets



^{*} Change in net sales compared to the previous period, adjusted for currency translation effects



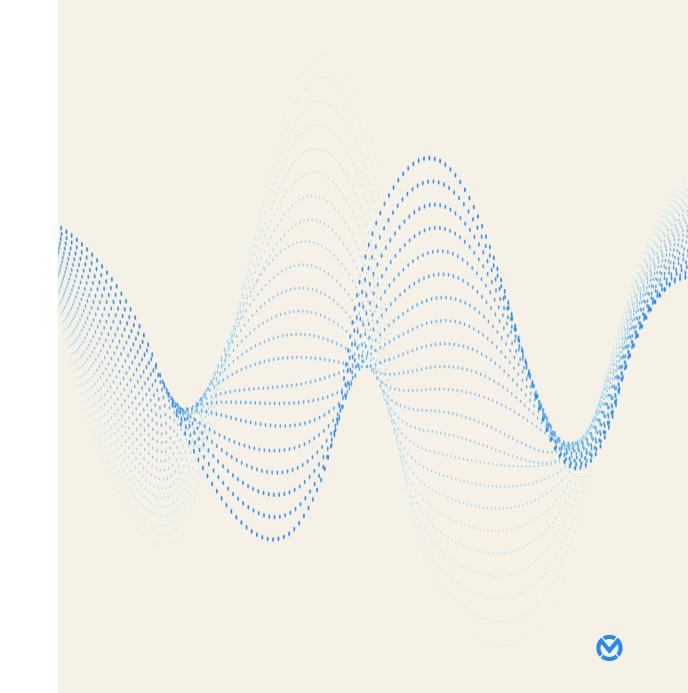


^{**}Average OWC (Operating Working Capital) last twelve months as % of net sales for the same period

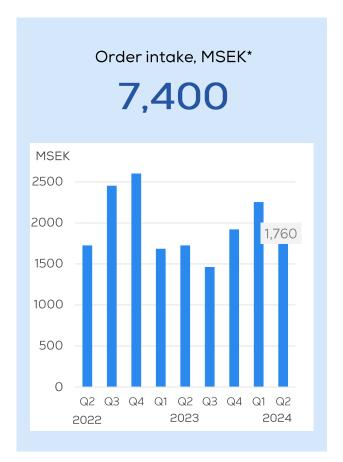


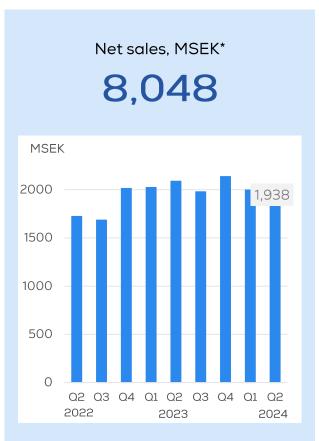
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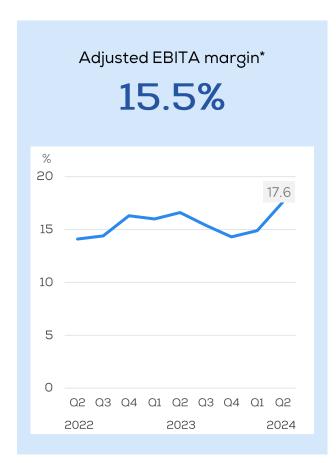
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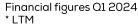


Global leader in air treatment for industry



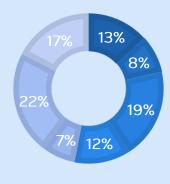






AirTech

Customer segments of order intake

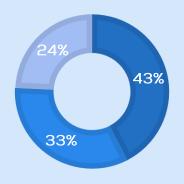








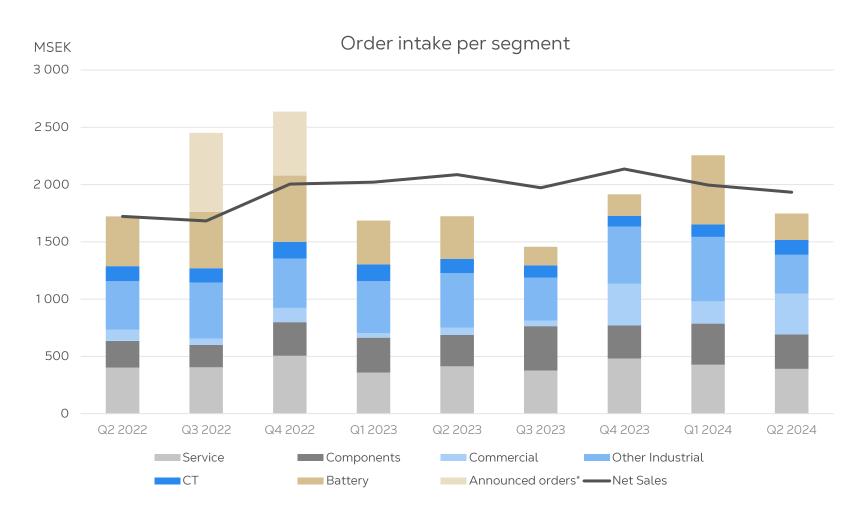








Solid development in several segments



Development Q2 2022 - Q2 2024

- Battery increased competition and cont. delays in greenfield investments, slow down in all regions
- CT- stable development
- Other industrial steady development
- Commercial increase in Q4
 2023 due to acquisition of Zeco
- Components impacted by lower replacements in Chinese battery market, good growth of evaporative pads to the DC market
- Service solid development

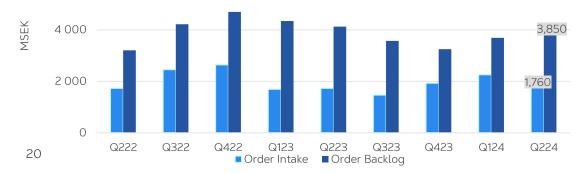


Strong underlying long-term demand

→ Order Intake flat mainly due to weak battery market in APAC;

- Industrial (excl. battery) good development in EMEA & Americas, slightly offset by APAC
- Battery in Americas & APAC weak
- Commercial Americas strong, slightly offset by APAC
- CT¹- increased through acq. of Airprotech in EMEA
- Components strong growth in Americas, EMEA good whereas APAC weaker, impacted by Chinese battery market
- Service decreased primarily due to lower demand in Americas

→ Order Backlog decreased



¹Clean Technologies



Customer segment	% order intake Market Q2 2024 Outlook '		
Industrial	53%	*	
whereof battery	13%	-	
whereof food processing	8%		
whereof commercial	12%		
whereof other	19%		
Clean Technologies	7%		
Service & components	39%	*	
whereof service	22%	→	
whereof components**	17%	▶	



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

^{**} Dehumidification rotors and humidification pads sold through OEM channels

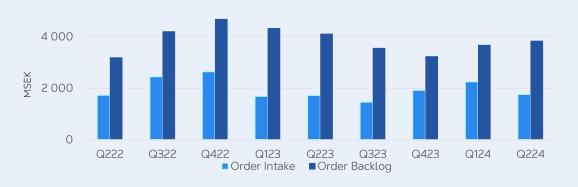
Strengthened margin development

	Q2	Q2	Change (%)		
MSEK	2024	2023	Org.	Struct*	FX
Order intake	1,760	1,726	-5	7	0
Order backlog	3,850	4,124			
Net sales	1,938	2,088	-13	6	0
Adj. EBITA	341	346	-5	3	1
Adj. EBITA (%)	17.6	16.6			

→ Adj. EBITA margin increased;

- + cont. efficiency improvements, slightly offset by lower production utilization rate in EMEA & APAC
- + positive effect from product mix in Americas as deliveries on major orders were finalized
- increased investments in operational efficiency & innovation foreseen to continue and increase

Order intake & backlog development

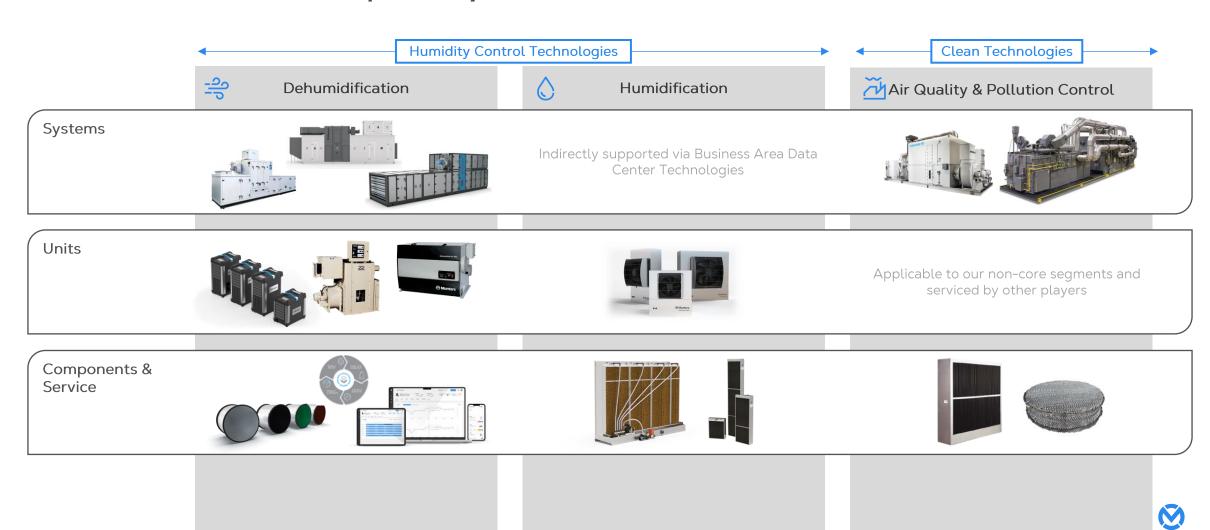


Net sales & adj.EBITA development

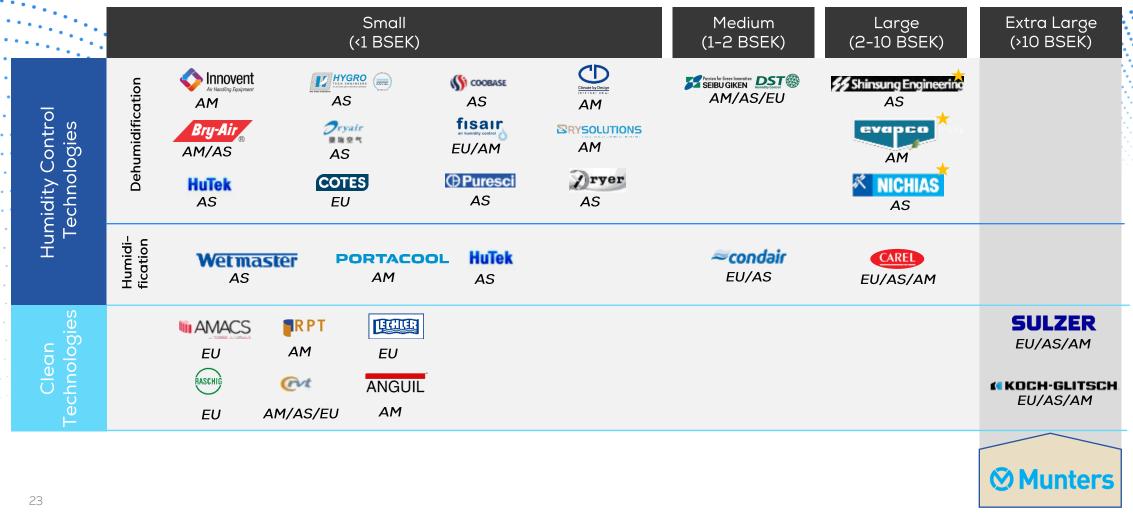




We offer a broad range of high-performing humidity, climate and air quality control solutions

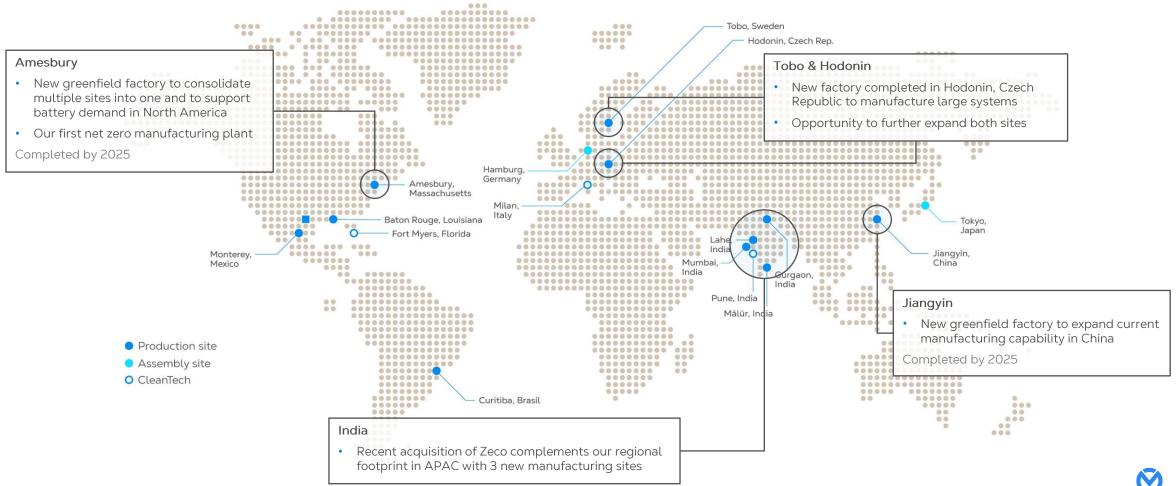


Selection of market players – mainly small local players



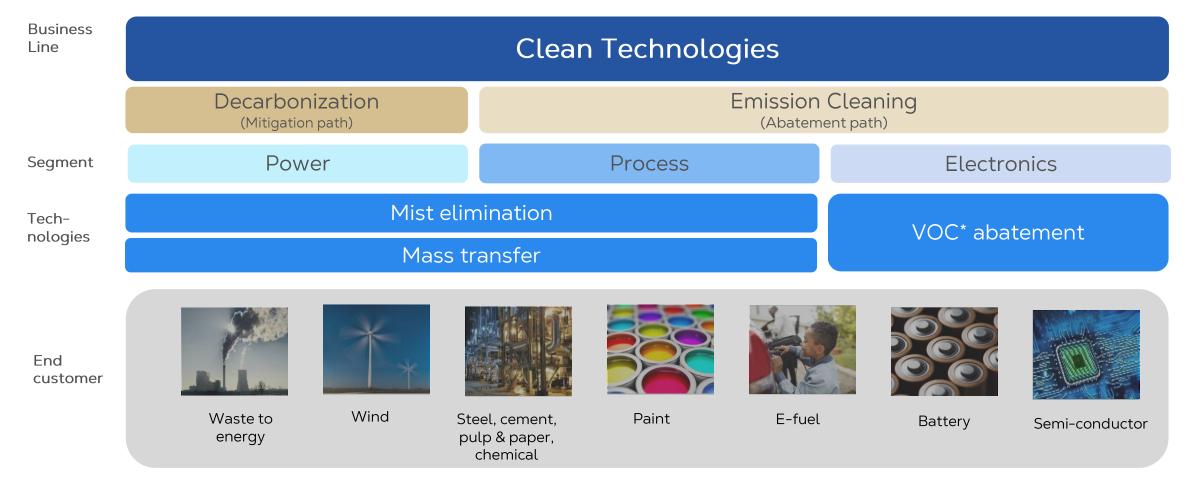


We are preparing for the next growth wave by investing in our global footprint





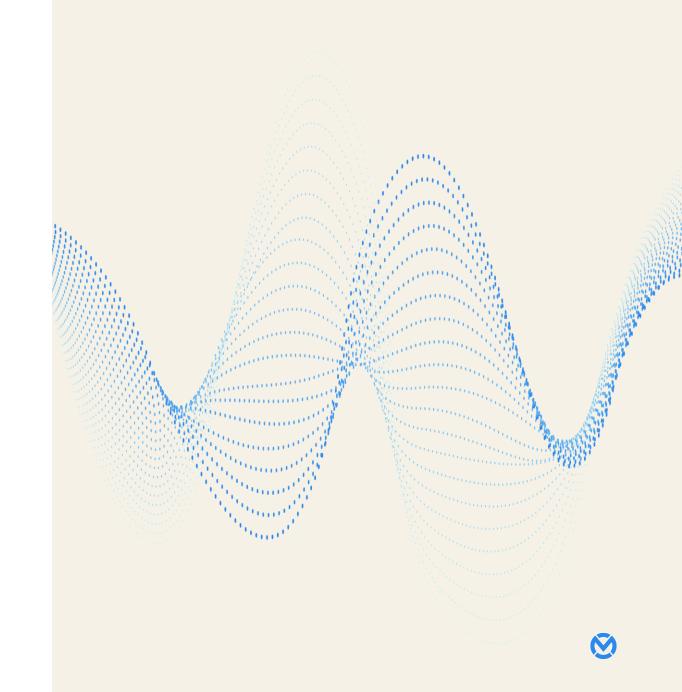
Clean Technologies – solutions for a healthier planet



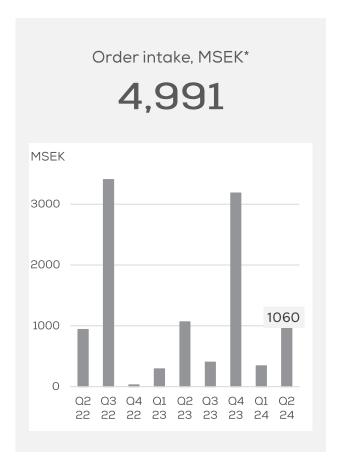


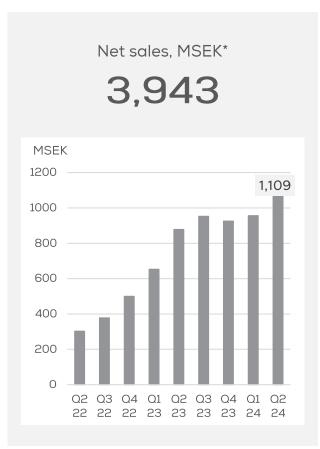
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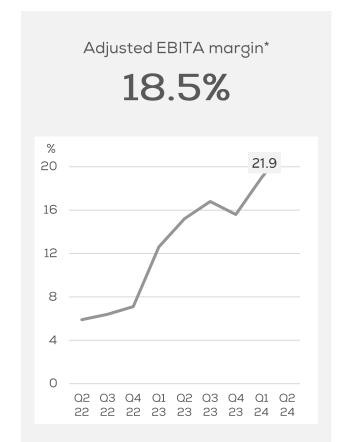
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Sustainable cooling solutions that facilitate digitization



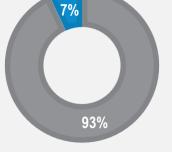




Data Center Technologies

Customer distribution of order intake





Underlying good demand & strong order backlog

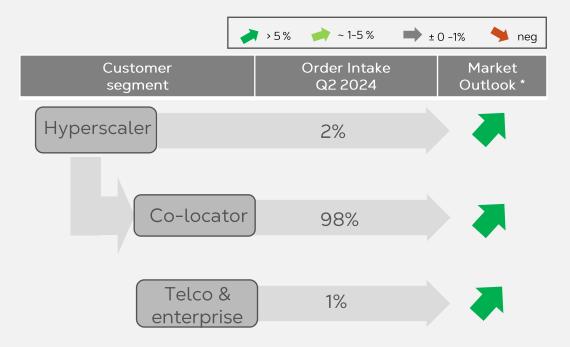
→ Order Intake flat;

- good level of smaller and mid-sized order, driven by the colocation market in Americas
- Underlying demand remains strong

→ 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



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

Significant profitability improvement

	Q2 2024	Q2 2023	Change (%)		
MSEK			Org.	Struct*	FX
Order intake	1,060	1,067	-2	0	1
Order backlog	6,903	6,037			
Net sales	1,109	878	24	0	2
Adj. EBITA	243	133	80	0	3
Adj. EBITA (%)	21.9	15.2			

→ Adj. EBITA margin significant improvement;

- + strong volume growth
- + good effect from lean practices
- + positive product mix
- high capacity utilization
- investments in new production site in Europe

Order intake & backlog development



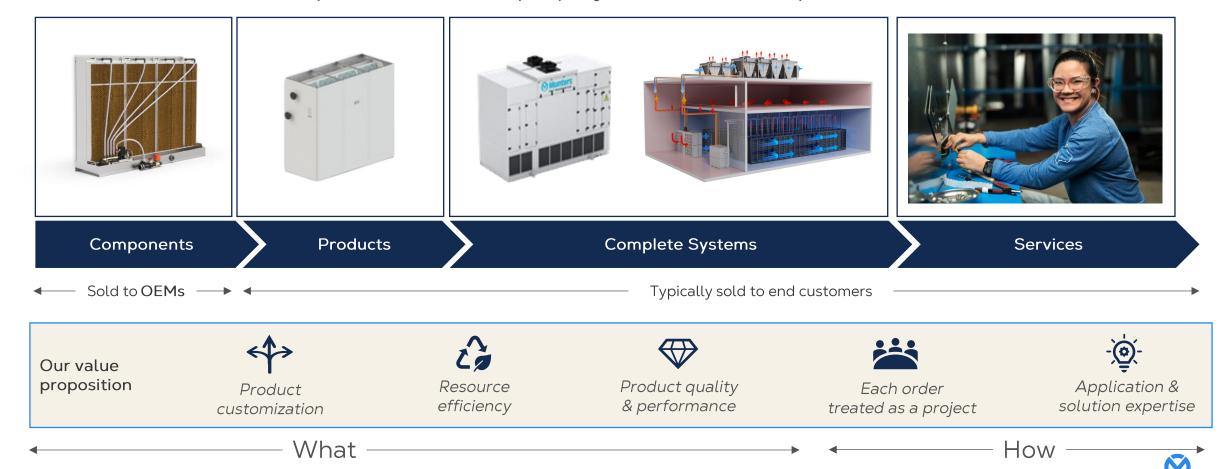
Net sales & adj. EBITA development





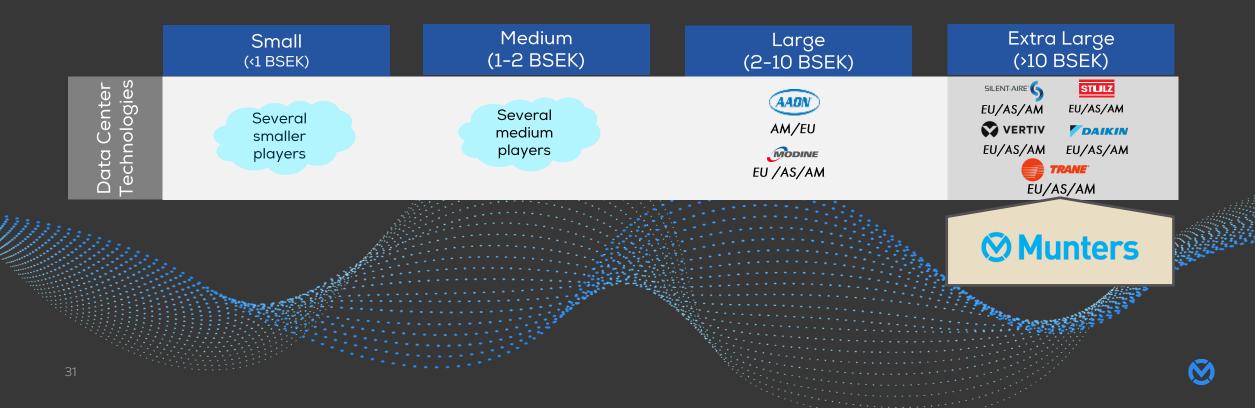
Innovative solutions and our project model are key

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.

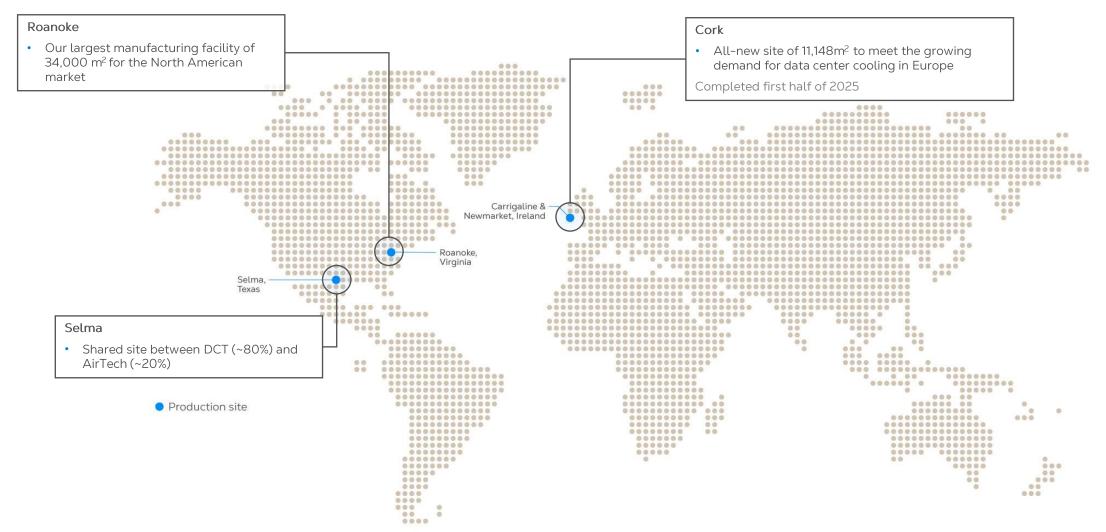


Selection of market players - Munters well positioned for growth

→ An order in DCT generally consists of several equipment deliveries



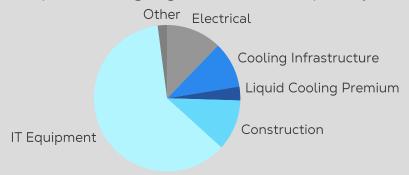
Our global footprint - investing for growth



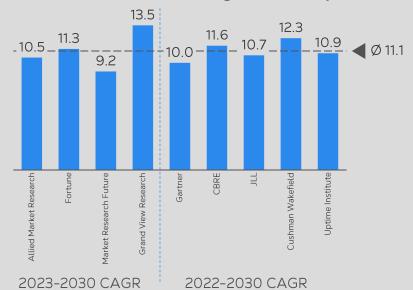


Total market growth and our addressable market

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



Growth rate (%) according to industry sources





Munters DCT Portfolio



Evaporative cooling (pads)



Air handling units



SyCool Systems (no water)



Chilled Water Infrastructure (Chillers & CRAH)

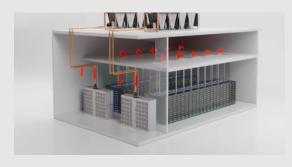


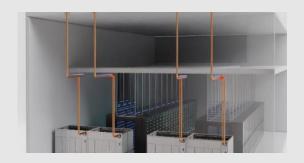
LCE (Liquid cooling evaporators) & CDU's (Coolant distribution units)



The basic steps of cooling and heat rejection









1. DISSIPATION (INSIDE THE SERVER)

the components

Heat sinks, on-board fans or liquid cooling solutions dissipate heat away from

2. CAPTURE (INSIDE THE DC)

Heat is captured by air flow, containment, air handlers, or Cooling Distribution Units etc. 3. TRANSFER

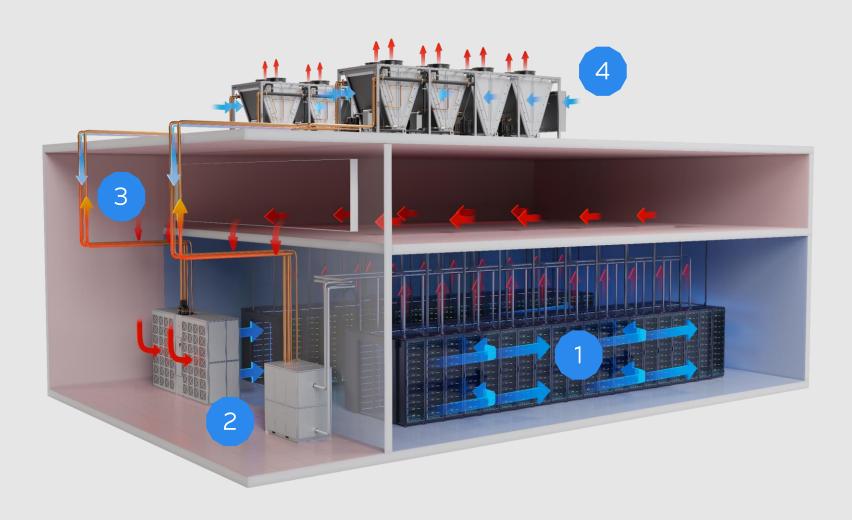
Air, water or other refrigerant carries heat away

4. RELEASE (OUTSIDE THE DC)

Outdoor condensers, cooling towers, or heat exchangers release the heat



SyCool Split - How to deal with increased power density

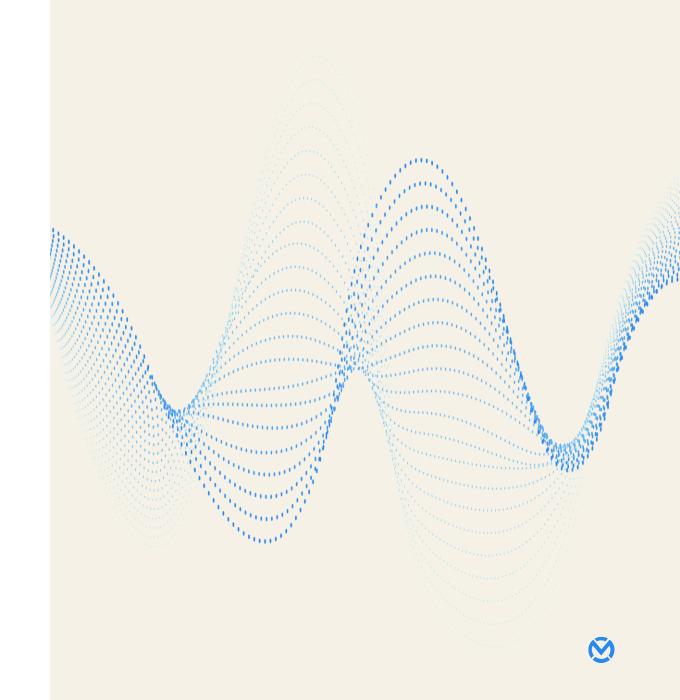


- 1. Dissipation taking heat from the chip to the air or the liquid
- 2. Capture heat is captured by the CRAH (air) or the CDU (liquid)
- 3. Transfer heat energy is transported to the heat rejection equipment
- 4. Release heat is rejected to atmosphere or to be re-used for another purpose

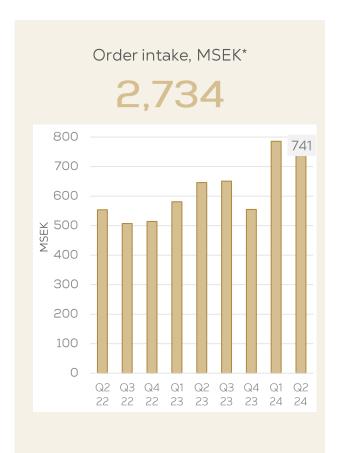


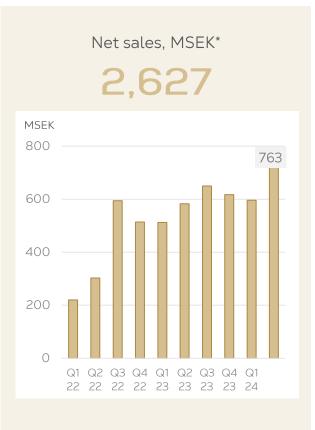
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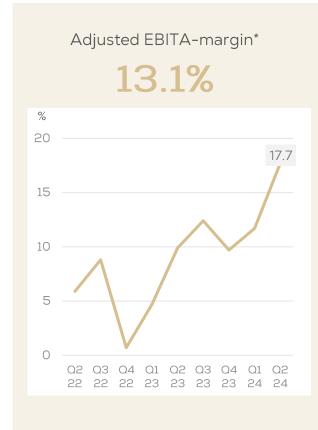
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A world leader in climate control systems for food production

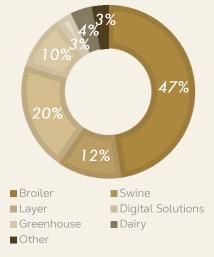




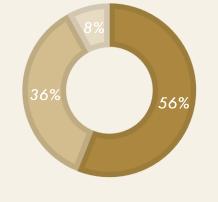


FoodTech

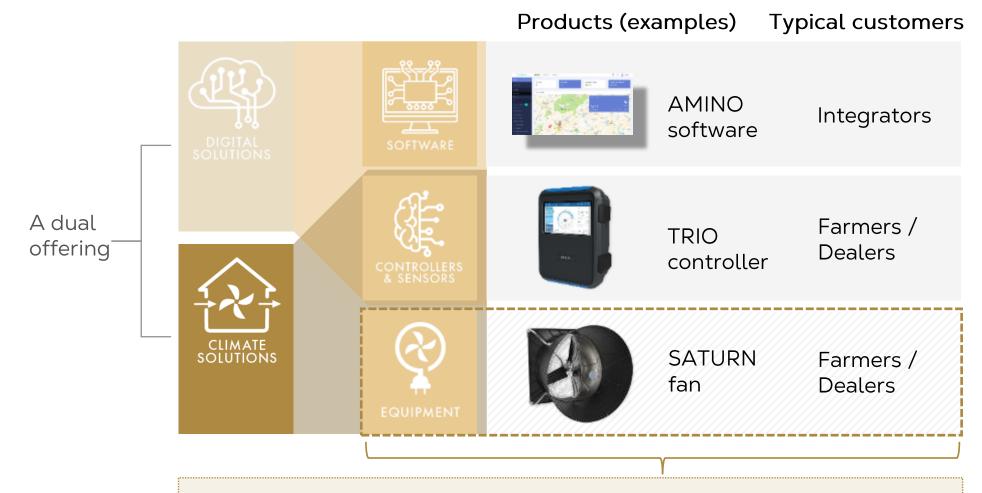
Customer segments, net sales



Order intake by region



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 Q2 (LTM)
- The conclusion of this review is our intention to divest.



Increasing demand & order backlog

- → Order Intake increased;
 - CS primarily driven by Americas & EMEA, offset by weaker APAC
 - DS continued strong growth in Americas, mainly broiler
- → Order Backlog increased

>5%	~ 1-5 %	± 0 -1%	neg neg

% order intake Mark Customer segment Q2 2024 Outlo			
Climate Solutions (incl. Controllers)	90%	-	
whereof Broiler	47%	→	
whereof Swine	12%		
whereof Layer	20%		
whereof Greenhouse	3%		
whereof Dairy	4%	\rightarrow	
whereof Other	3%	n/a	
Digital Solutions	10%	≯	

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



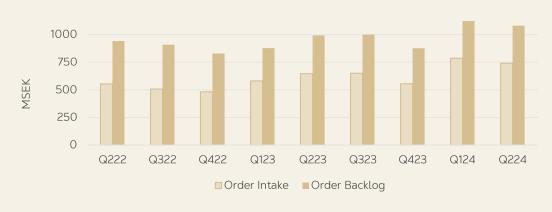
Strong margin increase & continued sales momentum

	Q2 2024	Q2 2023	Change (%)		
MSEK			Org.	Struct*	FX
Order intake	741	646	9	6	0
Order backlog	1,081	992			
Net sales	763	583	26	6	-1
- of which SaaS	71	42			
- SaaS ARR	284	166			
Adj. EBITA	135	58	127	6	1
Adj. EBITA (%)	17.7	9.9			

→ Adj. EBITA margin increased significantly;

- strong net sales growth in both CS & DS
- + positive contributions from net price increases
- + good profitability from DS driven by increased software implementations and accelerating ARR
- + effects from operational excellence improvements

Order intake & backlog development



Net sales & adj.EBITA development





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

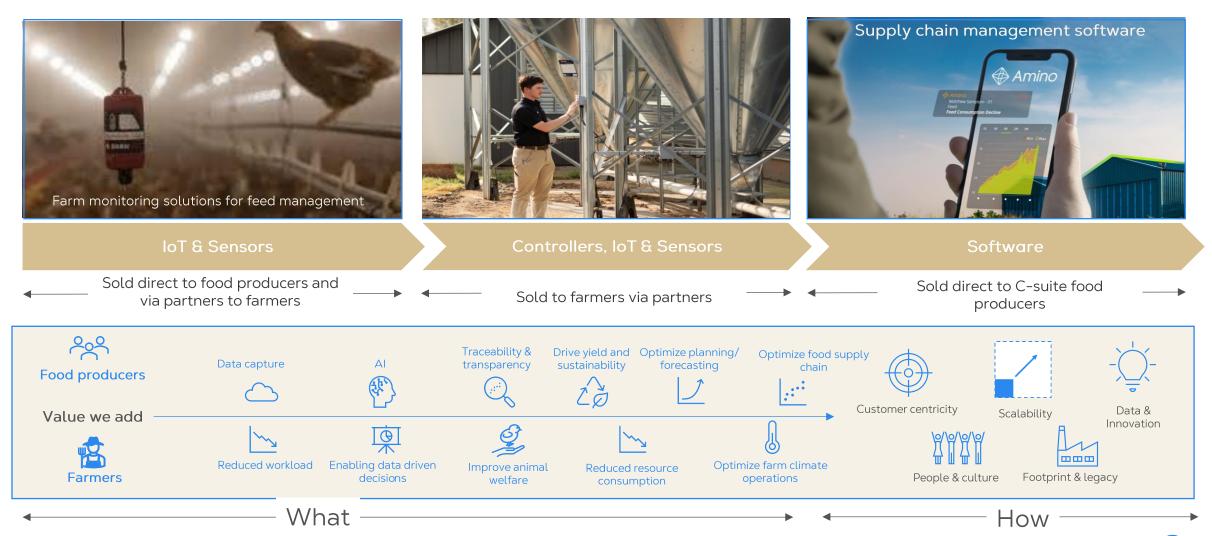
Climate Solutions – innovation and further efficiency improvements

- R&D and innovation
- · Efficiency and productivity





FoodTech's digital business - added value





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



FoodTech on a journey of accelerated growth

1. Developing existing segments

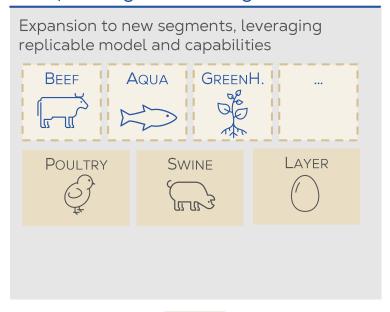
Continuous enhancements and penetration of already conquered segments through multiple growth avenues







2. Replicating into new segments



3. Establishing the data eco-system & attracting technology leaders

Establishment of eco-system, being the unifying technology leader that connects and delivers value to other stakeholders of the food industry

SUPPLY CHAIN OPTIMIZATION SOFTWARE

SONGT

DATA CAPTURE PLATFORMS

OTHER SONGT

DATA CAPTURE PLATFORMS

OTHER SONGT

DATA CAPTURE PLATFORMS

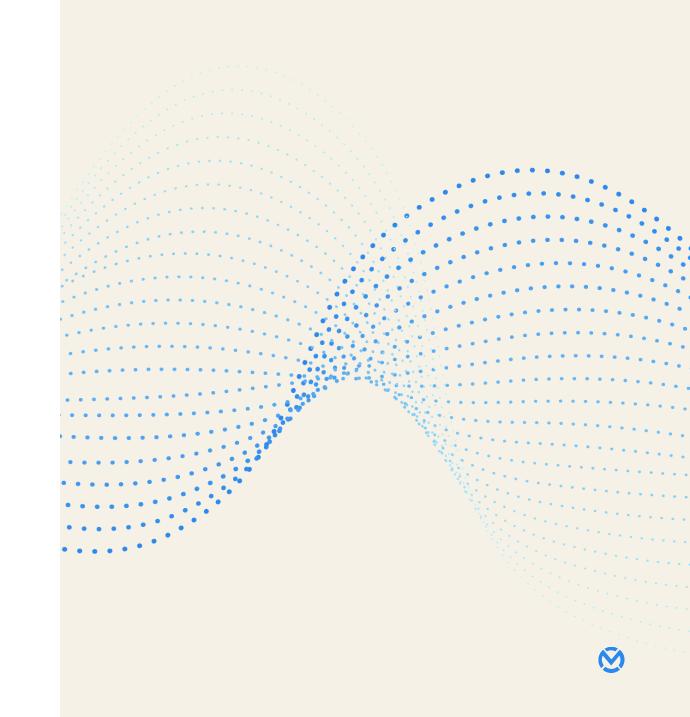
4. MOVING WITH SPEED AND BEING THE FIRST MOVER

- Customer penetration
- Data capture
- Innovation/ development



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- → Data Center Technologies
- → FoodTech
- → Customer cases & M&A
- → Appendix

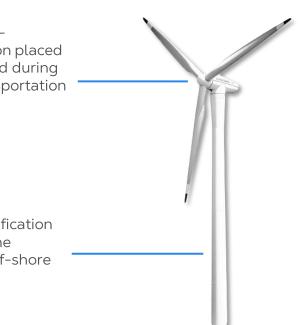


Dehumidification crucial to maximize operational lifespan of a wind park

- → 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









Enhancing our Clean Technology portfolio

→ Acquisition of Airprotech

- Italian manufacturer of Volatile Organic Compounds (VOC) abatement systems
- Enhances air purification offering and addresses growing demand for abatement services in Europe
- Positions us to offer complete systems and service to our customers, contributing to cleaner air
- Reported net sales of MSEK 330 for FY 2023
- Founded 1995, based near Milan, Italy, 52 employees
- Finalization expected in Q2 2024





Acquisition of ZECO - strengthens our market position in India

\rightarrow ZECO

- Indian manufacturer of air treatment solutions adds complementary products to our core offer
- Combined offering positions us for growth
- Provides a strong platform for growth 3 manufacturing facilities across India & several sales offices
- Reported net sales of ~ MSEK 510* and an accretive EBITA-margin to the Group
- Estimated enterprise value of MSEK 790
- Closed on 16th of October



Broadening our offering for data center cooling solutions



→ Acquisition of Italian Geoclima

- 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







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





Continued expansion of our digital portfolio

→ Acquisition of majority share in Automated Environments

- US-based company specializing in automated control systems for the layer industry
- Expands FoodTech's digital solutions portfolio, enhancing offerings for food producers
- Positions us to provide advanced systems improving efficiency, animal welfare, and sustainability in poultry operations
- Reported net sales of MSEK 102 (MUSD 9.8) for FY 2023
- Founded in the mid-1980s, based in Renville, Minnesota, USA, with 13 employees





Launch of our most energy efficient E-line fans

- → E-line fans, engineered to deliver transformative cost reductions & environmental benefits, where the motor is running on EC* technology
 - Energy saving up to 50% compared to similar fan with an AC motor*
 - Precision ventilation optimal efficiency by precisely adjusting speed for optimal airflow for specific needs
 - Connected maintenance Bluetooth-enabled diagnostics for quick, proactive and easy troubleshooting
 - Animal welfare Lower speeds means less noise and dust, creating a calmer, healthier environment



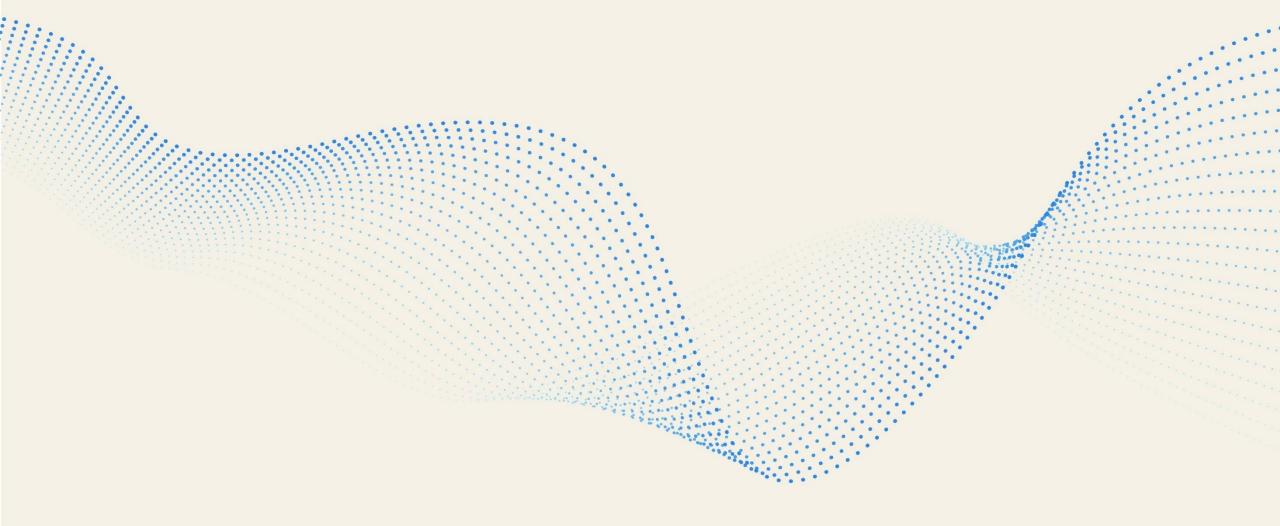


Digital solutions – Significant SaaS growth

- → Key order in Americas strengthens cloud footprint in poultry
 - Large US turkey company, subsidiary of a major food corporation
 - Customer experienced challenges with data security, local installation and user friendliness of previous system
 - Upgraded to Amino software to move more towards IoT and connected farms







Appendix

Investments supporting next growth wave

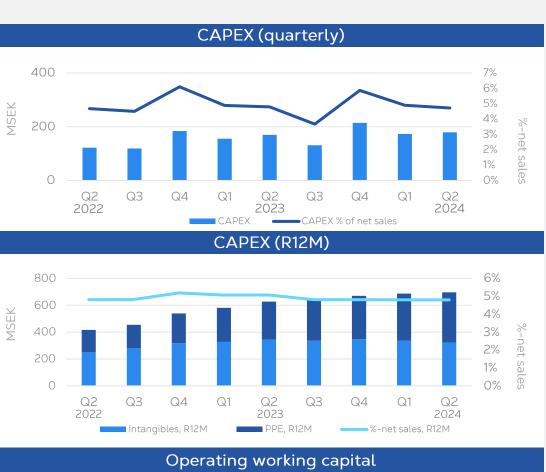
- → PPE and intangibles investments in 2024:
 - investments aiming at strengthening competences, upgrades, digitalize & automize
 - AirTech: Amesbury, new major plant in Americas
 - DCT: Cork, new plant in Europe
- → Capital allocation priorities to drive growth agenda – organic and M&A:
 - innovation and plan for CO₂ reduction
 - operational and commercial excellence
 - M&A and minority investments
 - dividends

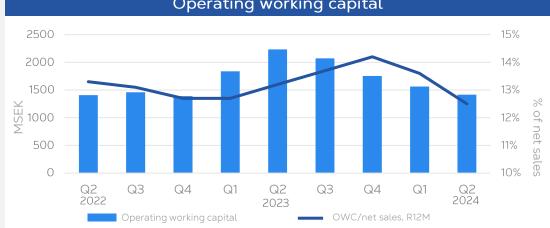






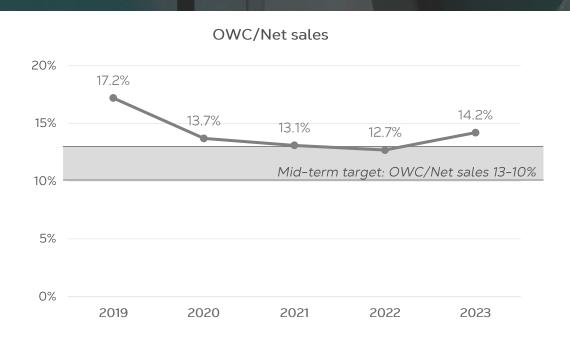






Solid financial platform important growth enabler

Business areas



Group funding



Delivery on M&A agenda to fuel growth

Structured process for M&A and integration with aligned workflows

Core / consolidation M&A categories in focus Technology / Digital Services -String of pearls New growth areas



2024 Acquisition, Geoclima. Italy **J** G€OCLIMA Net sales: MEUR 40.1 Employees: 165 Acquisition, Airprotech, air**protech** Italy Net sales: MSEK 330 Employees: 52 Majority investment, Automated Environment. Net sales: MSEK 102 Employees: 13 Minority investment, Agriwebb. AgriWebb Australia Minority investment, capsol CAPSOL. technologies Norway

Focus on value creating from day 1 of integration:

- » Integration team
- » Integration process focused on:
 - » Synergy realization
 - » People and culture
 - » Operational processes

Example of synergy realization in Q2:

» Inobram contributed strongly to the improved profitability in FoodTech through sourcing synergies by being part of Munters





AirTech Service Offering

REVIEW & RENEW

- Smooth transition to new product
- Decommissioning



RETROFIT & UPGRADE

- Controls Upgrade
- Rotor Replacement
- Rotor Energy Recovery
- Fan Upgrade
- Remote Assist
- EC Cool





START-UP & WARRANTY

- Installation
 Support/Assembly
 Supervision
- Startup services & Guaranteed performa
- Primacaire™
- Training



SUSTAIN & MAINTAIN

- ServiceCaire ™
- Rotor Performance Check
- Energy Audit
- Reconditioning/Repairs
- Remote Assist
- Spare Parts

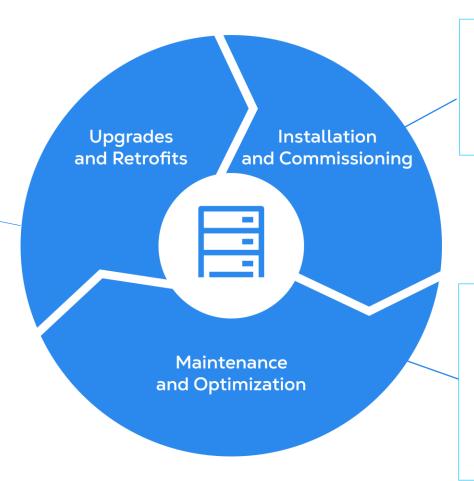




DCT Service Offering

Upgrades & Rebuilds

- Enhance energy efficiency and capacity
- Offer retrofit solutions for operational equipment
- Example: Fan upgrades



Installation & Commissioning

- Ensure proper functionality of equipment
- Includes commissioning, startup, and training

Maintenance & Optimization

- Maintain equipment performance
- Offer extended warranty packages
- Provide general maintenance services



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

Steel Plant Southeast Asia



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

H2 plants in Texas



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

Chile Fertilizer & Ammonia plants in India, Middle East & SEA



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 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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