Munters

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Q1 report 2025

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Agreement signed to divest the FoodTech Equipment offering, closing expected in Q2 2025. The comments and figures in this presentation refer to continuing operations unless otherwise stated.

Agreement signed to divest FoodTech Equipment

- An agreement has been signed to divest the FoodTech Equipment offering to Grain & Protein Technologies, owned by American Industrial Partners

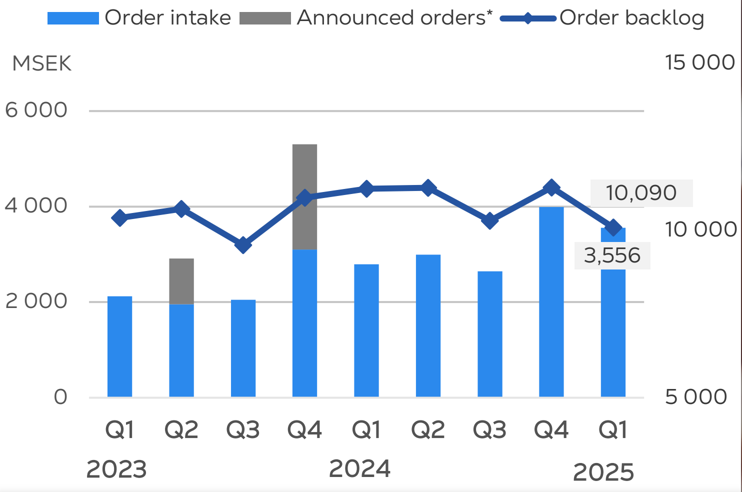
- Anticipated to close during Q2 2025

- **The comments in this presentation refer to the "continuing operations", exclusive of Equipment, unless otherwise stated**

Continuing operations	AirTech, Data Center Technologies, FoodTech
Discontinued operations	Equipment (previously within FoodTech)

Strong performance in a volatile environment

Q1: Strong order intake



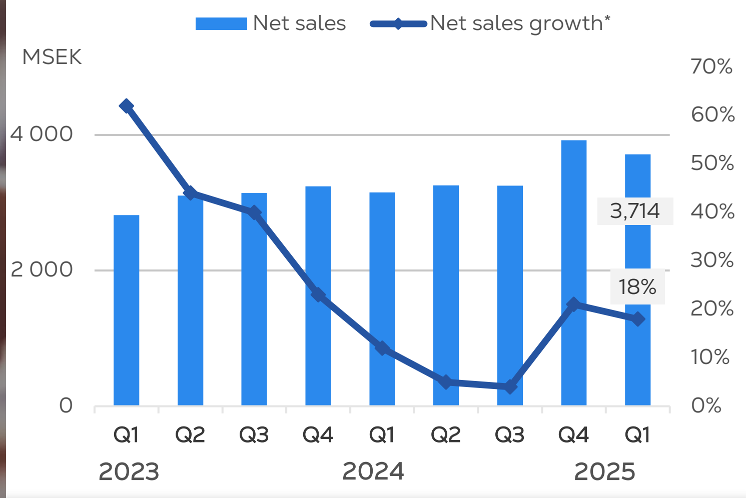
Q1: Order intake, +27% (+8% org)

- AT - declined, battery weak in all regions
- DCT - increased, driven by strong demand particularly in Americas
- FT – increased, mainly driven by strong controller demand in all regions

Q1: Order backlog, -10%

- Mainly orders in DCT- to be delivered throughout 2025 & 2026

Q1: Robust net sales growth

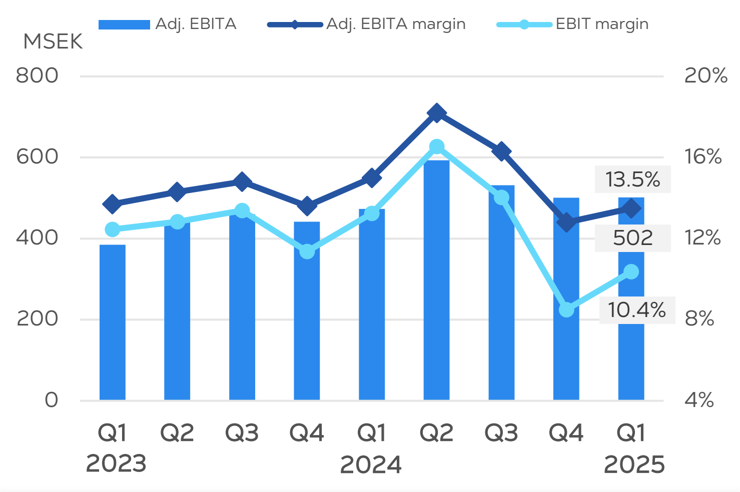


Q1: Net sales, +18% (+5% org)

- AT – declined, lower battery & Service sales in Americas
- DCT – increased, successful backlog execution in Americas
- FT – grew, positive developments in both software & controllers

Book-to-bill Q1: 0.96

Q1: Healthy profitability



Q1: Adj. EBITA-margin: 13.5% (15.0)

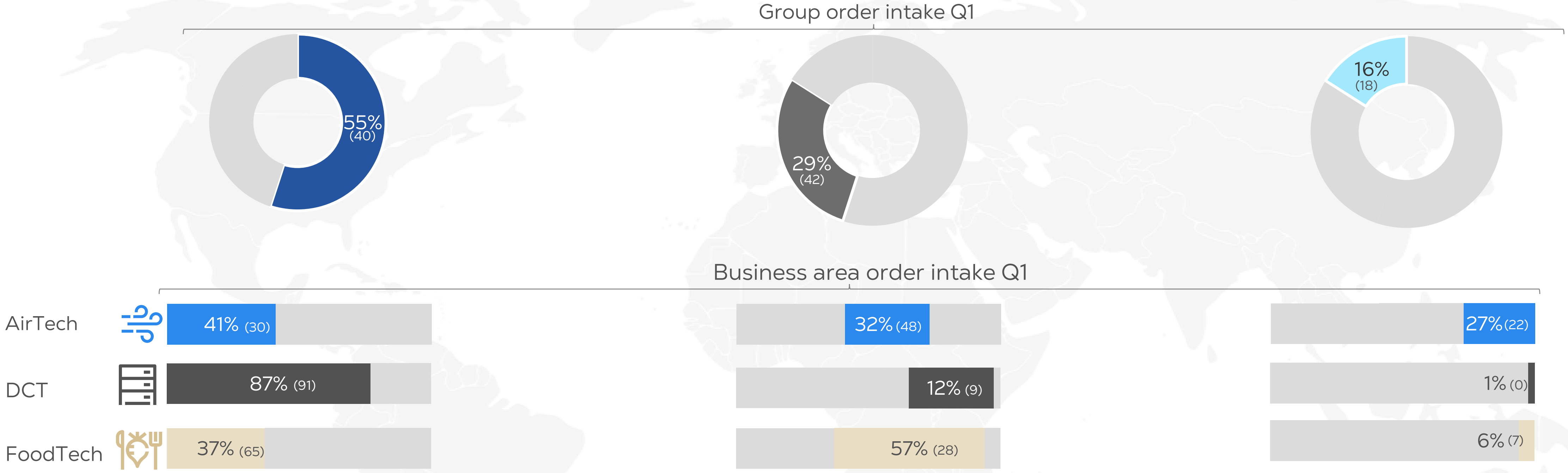
+ DCT: robust volume growth
+ AT: cost-saving measures
+ FT: higher sales

– AT: under-absorption due to lower volumes in Americas as well as product & regional mix
– FT: product mix & growth investments

AT = AirTech, DCT = Data Center Technologies, FT = FoodTech, BA = business areas
*Large orders announced through press releases

DCT in Americas – main driver of growth

Americas | EMEA | APAC



Americas

- Positive market sentiment
- Supported by solid demand across key sectors
- Certain investment activity showed signs of increased caution, longer decision-making processes

EMEA

- Mixed market sentiment
- Solid growth in selected areas
- Overall activity affected by softer demand & a more cautious investment climate

APAC

- Stable market
- Selective growth in certain segments
- Overall activity impacted by cont. weakness in the battery market

All figures as reported, not currency adjusted.
CT: Clean Technologies

Regionalized manufacturing strategy mitigates macro uncertainty

Group

Megatrends
- Climate change
- Digitalization
- Resource strain, etc.

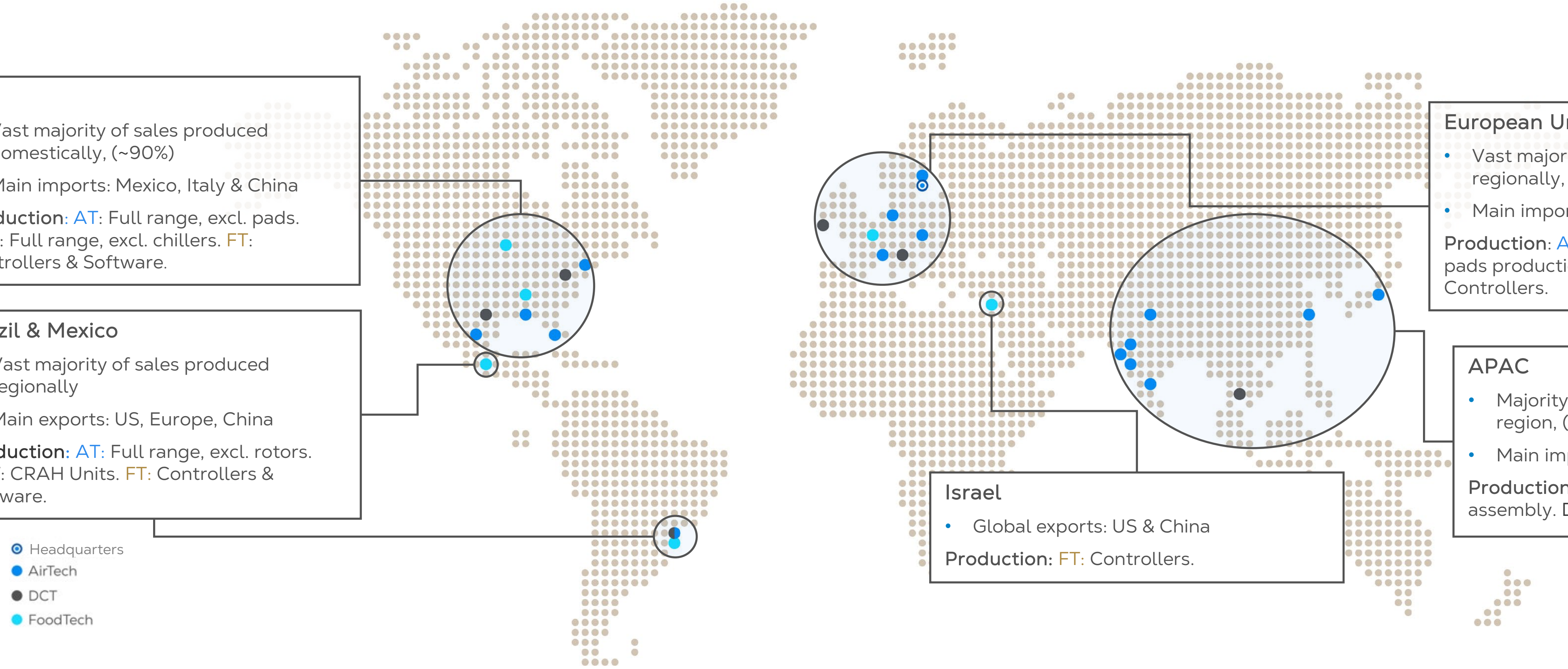
Market situation
- Tariff policy
- Inflationary environment & cost volatility

Consequences
- Tariffs
- Trade restrictions
- Pressure on supply chain

Opportunities
- Strategically positioned manufacturing presence
- Improved supply chain resilience

Munters

See no current need to further regionalize production -> earlier initiatives have largely addressed trade & tariff-related risks



US
- Vast majority of sales produced domestically, (~90%)
- Main imports: Mexico, Italy & China

Production: AT: Full range, excl. pads. DCT: Full range, excl. chillers. FT: Controllers & Software.

Brazil & Mexico
- Vast majority of sales produced regionally
- Main exports: US, Europe, China

Production: AT: Full range, excl. rotors. DCT: CRAH Units. FT: Controllers & Software.

Israel
- Global exports: US & China

Production: FT: Controllers.

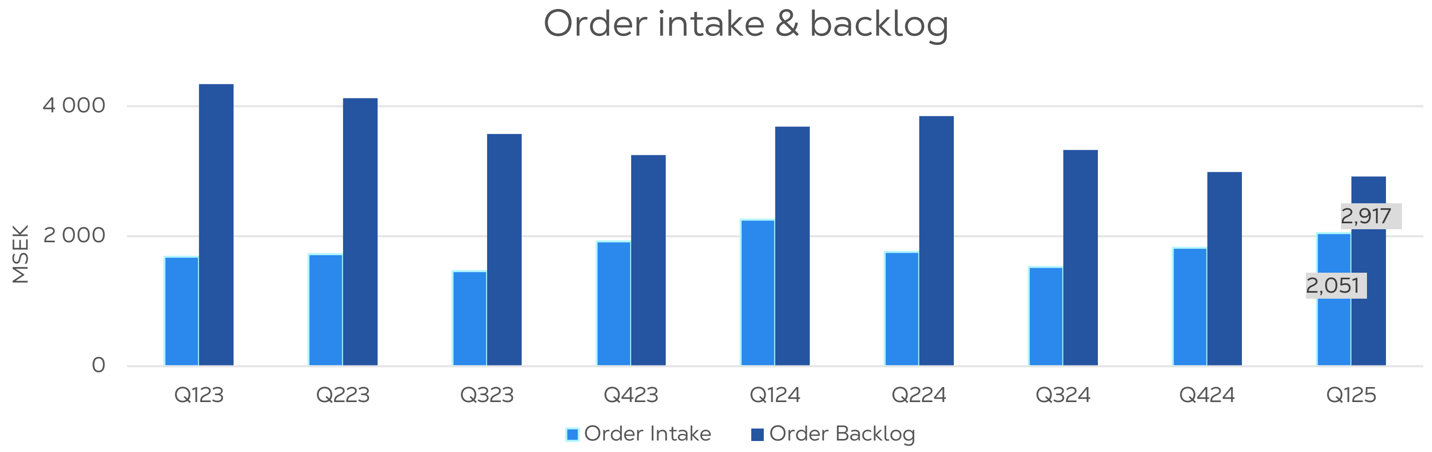
European Union (HQ)
- Vast majority of sales produced regionally, (~95%)
- Main imports: Mexico, US, China

Production: AT: Full range (setting up pads production). DCT: Full range. FT: Controllers.

APAC
- Majority of sales produced in the region, (~70%)
- Main imports: Sweden & Italy

Production: AT Full range, rotor assembly. DCT: System assembly.

Declined order intake, affected by EMEA



Customer segment*	% order intake Q1	Market outlook*
Industrial	53%	→
Battery	11%	↘
Commercial	16%	↗
Other industrial	26%	↗
Clean Technologies	10%	→
Service & Components	37%	↑
Services	18%	↗
Components	19%	↑

↑	› 5 %
↗	~ 1-5 %
→	± 0 -1%
↘	neg

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

AirTech

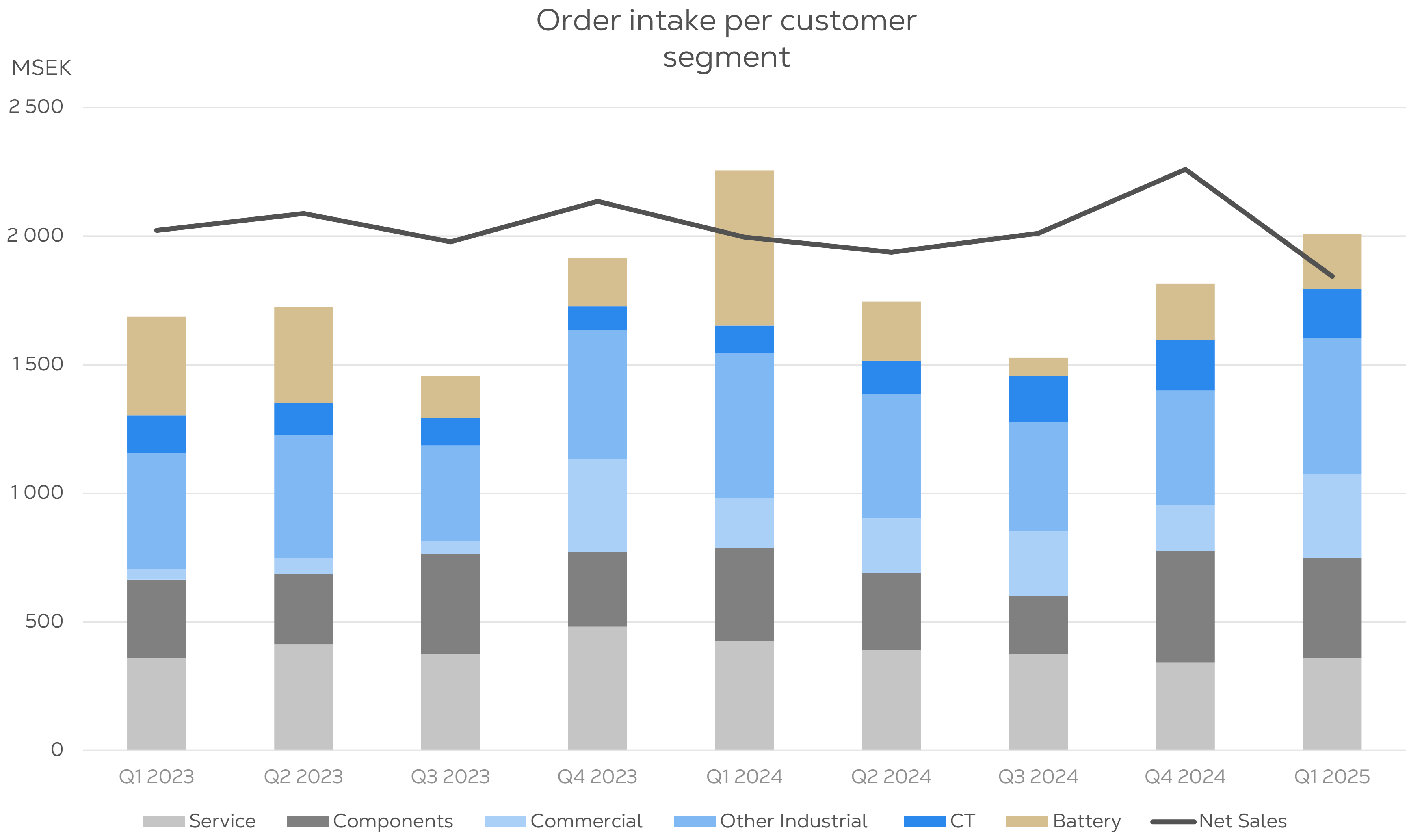
→ Order Intake declined, mainly EMEA;

- Industrial (excl. battery) – declined, growth in food. Battery remained weak across all regions
- Commercial – growth, increased supermarket demand in Americas
- CT[1] – grew, new project in EMEA
- Components – growth in Americas, cont. high demand for evaporative pads to the data center market

→ Order Backlog decreased

[1] Clean Technologies

Solid development in most customer segments

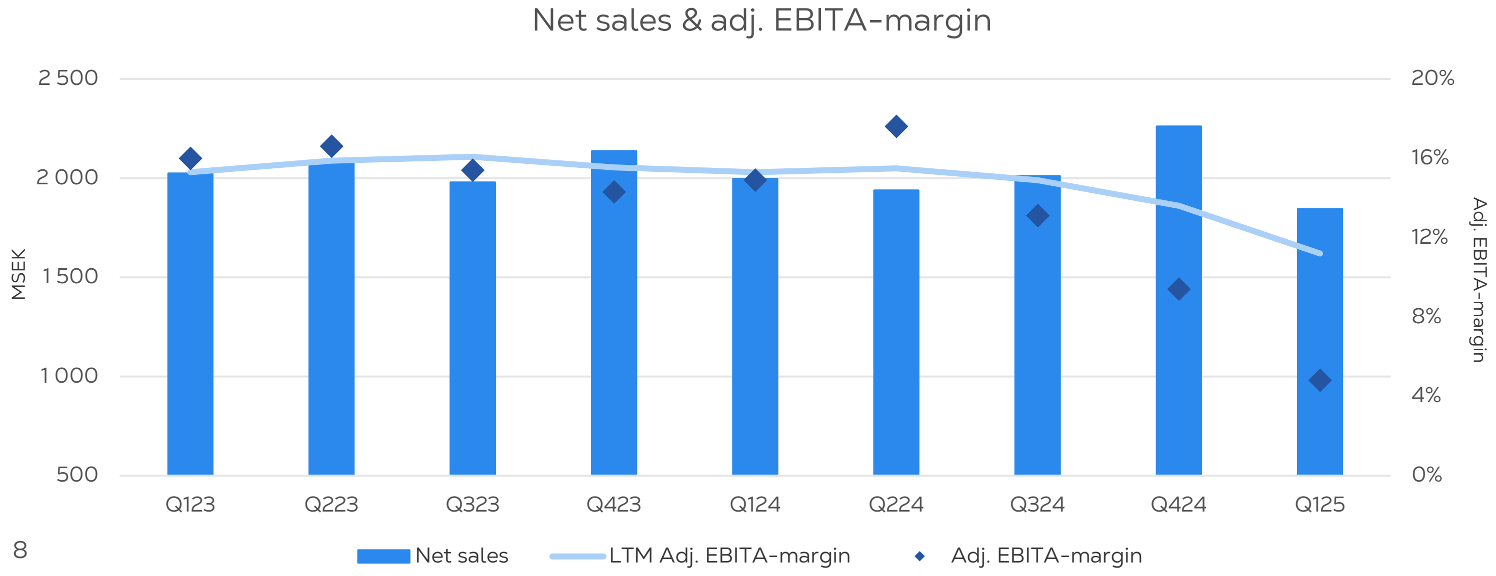


Development Q1 2023 – Q1 2025

- Battery –customers started placing orders closer to delivery in H2 2024, delays in greenfield investments combined with more aggressive competitive environment
- CT- stable development, acq. of Airprotech in Q2 2024
- Other Industrial – good development in food
- Commercial – stable growth, acq. of Zeco in Q4 2023
- Components - growth of evaporative pads to the data center market. Rotor replacements impacted by weaker battery market
- Service – stable development

Lower volumes in battery and service Americas, affecting margin

MSEK	Q1 2025	Q1 2024	Change (%)		
			Org.	Struct*	FX
Order intake	2,051	2,255	-13	4	0
Order backlog	2,917	3,688			
Net sales	1,844	1,996	-13	5	1
Adj. EBITA	88	296	-70	-1	1
Adj. EBITA (%)	4.8	14.9			



* Acquisitions & divestments

AirTech

→ Net Sales decline, lower sales in Americas;

- Industrial (excl. battery) – flat, stable contributions across all sub-segments. Battery declined in Americas, partly offset by EMEA & APAC
- CT – growth in all regions, supported by recent acquisition
- Service – declined, primarily Americas due to strong comparison base

→ Adj. EBITA margin declined as expected;

– reduced production utilization following lower battery & Service volumes in Americas

– product & regional mix

– ongoing investments, incl. dual sites in the US

\+ cost saving measures progressing according to plan

M300 – a new benchmark in dehumidification technology

- → **Enhanced capacity:** M300 ideal for applications requiring mobility & space efficiency
- → **Superior energy efficiency:** Innovative design reduces energy use and cost
- → **Advanced control & connectivity:** Plug-and-play functionality with pre-set values, plus full customization via the AirC Connect control system

Suitable for:
- storage
- infrastructure
- preservation
- water damage restoration
- laboratories
- food
- and more…

Strategic relevance

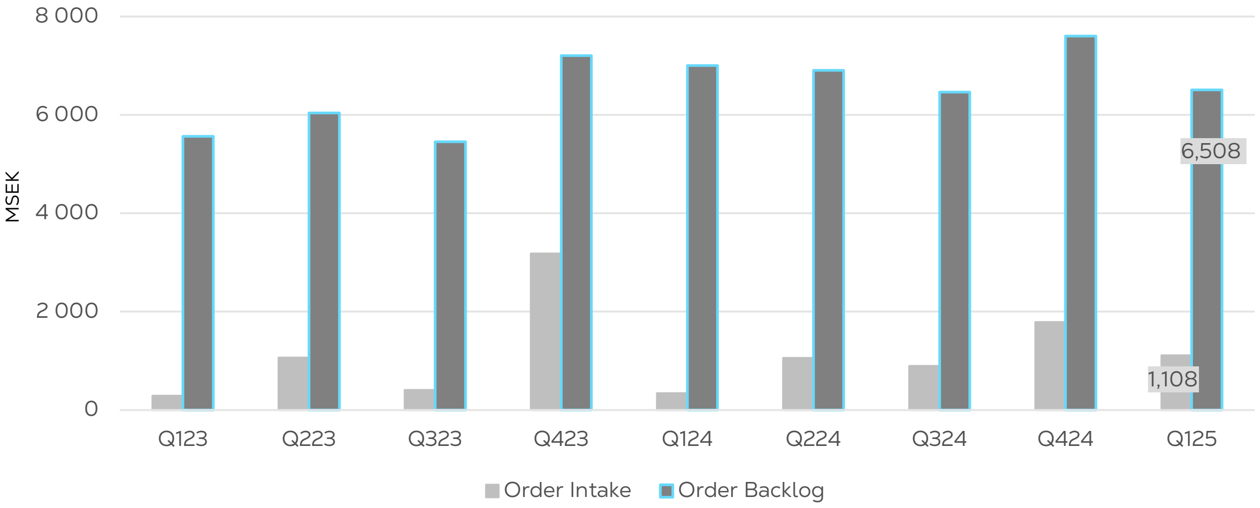
The M300 sharpens our edge in the compact dehumidifier segment, aligning with strategy to grow in high-potential industrial niches

Award winning

Won the prestigious **Red Dot Reward 2025**, a leading mark of quality in industrial design

Underlying demand remains strong

Order intake & backlog



Customer segment	Market outlook*
Hyperscaler	↑
Colocator	↑
Enterprise	→

Hyperscaler –need massive amounts of server space and rely on colocation providers to grow rapidly

Colocator – continued strong demand due to increased build outs and investments, driven by increased leasing demand from hyperscalers

Enterprise – moving away from own facilities, market growth but lower pace

↑ › 5 % ↗ ~ 1-5 % → ± 0 -1% ↘ neg

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

→ Order Intake increased;

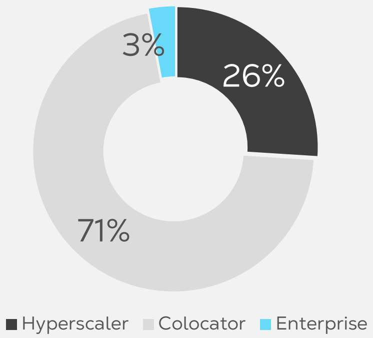
- strong demand for chillers & CDUs
- particularly in Americas, solid level of orders from colocators & hyperscalers
- rise in small to mid-sized orders and shorter lead times reflects a shift in customer behavior

→ Order Backlog decreased;

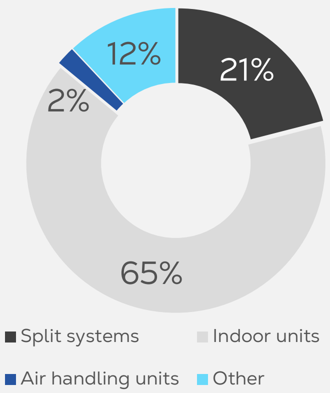
- orders to be delivered throughout 2025 & 2026

Order intake split LTM

Customer segment



Technology



Split systems
I.e. split solutions (SyCool) and outdoor units (Chillers)

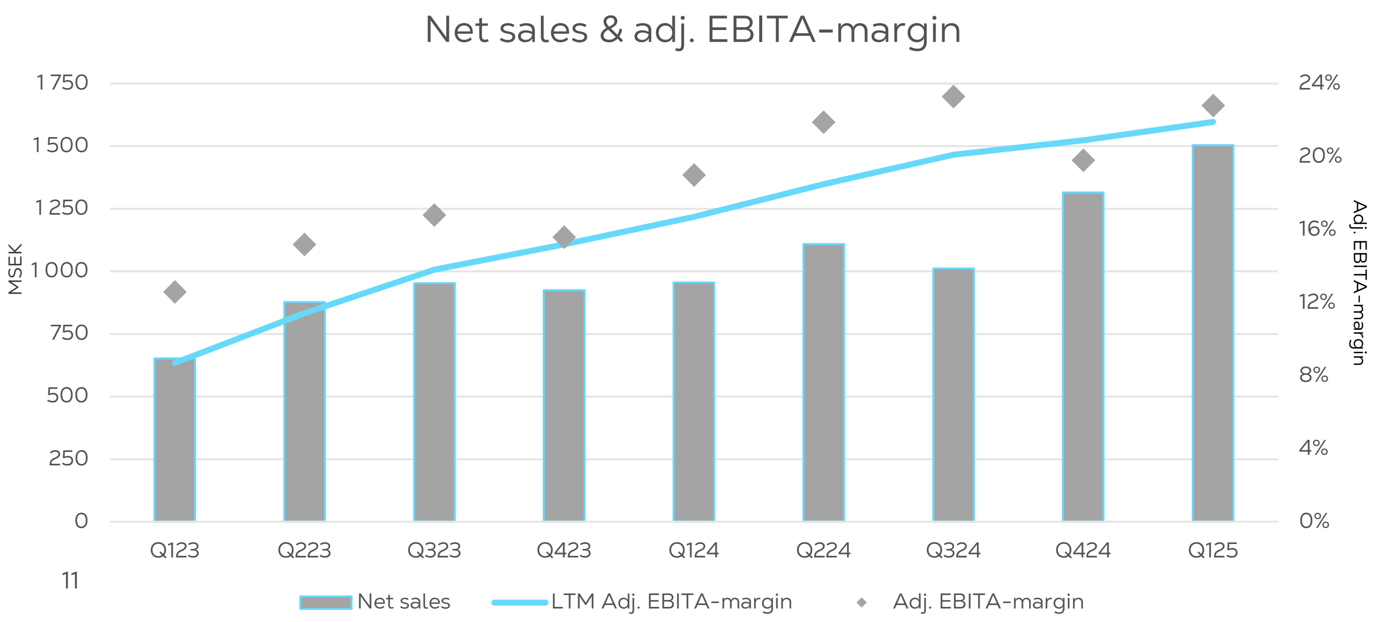
Indoor units
Indoor units within the white space, i.e. CDU, CRAH

Air handling units
Packaged air handling, i.e. Oasis

Other
Specialized cooling units & service

Strong profitability supported by volume growth

MSEK	Q1 2025	Q1 2024	Change (%)		
			Org.	Struct*	FX
Order intake	1,108	343	147	68	9
Order backlog	6,508	7,003			
Net sales	1,505	956	43	10	4
Adj. EBITA	344	181	83	1	6
Adj. EBITA (%)	22.8	19.0			



* Acquisitions & divestments

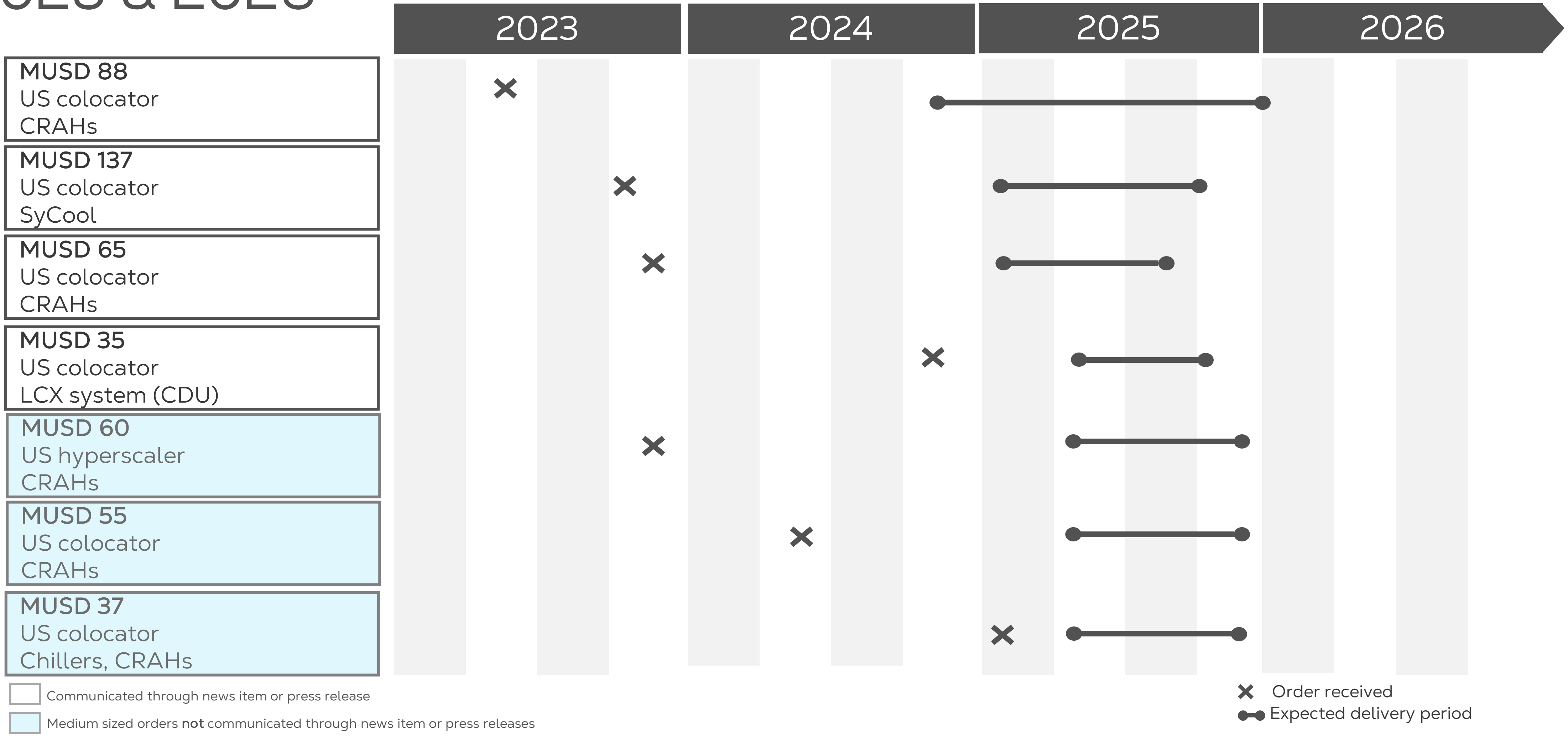
→ Net Sales increased;

- successful execution of order backlog in Americas
- growth in EMEA & APAC primarily supported by recent acq.

→ Adj. EBITA margin, strong growth;

+ strong volume growth
+ high production utilization, product mix, & benefits from lean initiatives as well as net price increases
– organizational ramp-up to continue through 2025, incl. expanding the Virginia factory

Strong order backlog to be delivered throughout 2025 & 2026



Other backlog

Stable inflow of customer orders with ongoing production & delivery

Benefits of a full system offering for high density cooling

Secured medium-sized combined Chiller & CRAH order – significant step enabled by our comprehensive system portfolio designed for high-density cooling applications

Munters selected based on:

- **Proven system performance**, and
- **Capability to support high-density cooling environments**

Scope of delivery:

Chillers & CRAHs

Chiller giving higher cooling capacity, lower energy consumption and smaller footprint

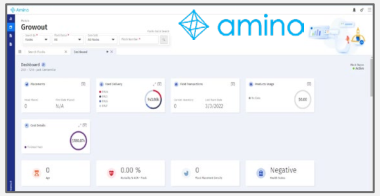
High-density CRAH configuration tailored for next-generation cooling demands

Removing Heat From Servers

Server racks

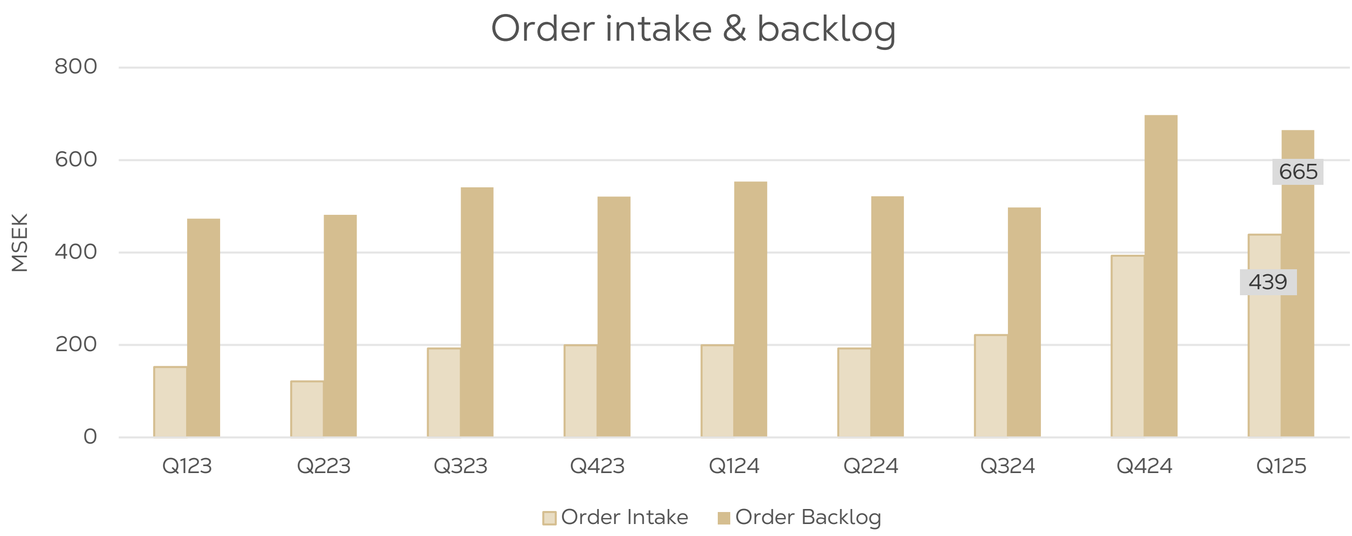
Order value: MUSD 37

FoodTech – a focused digital offering

	Offering	Brands	Partnerships	Customers	
Controllers	Controllers (incl. IoT & sensors)  Automate, monitor, optimize environments with digital connectivity capabilities	ROTEM Part of Munters inoBram a Munters company Hotraco Group Part of Munters AEI Part of Munters	BARNTOOLS FARMSEE	Farmers, integrators & dealers	
+	Combined or separate offering				
Software	Software  Supply chain optimization software	MTech Systems a Munters company	AgriWebb	Direct to food producers/ integrators	

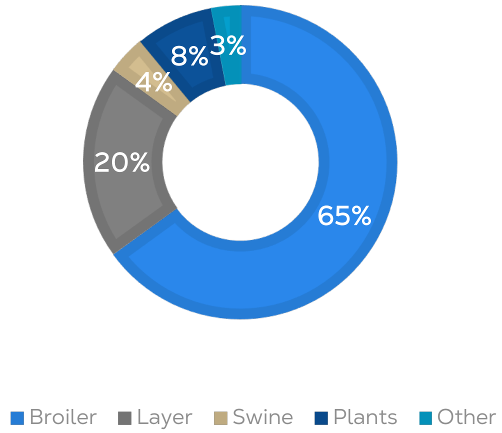
Ambition: *become the global leader in connecting and optimizing the global food supply chain*

Strong order intake growth in controllers



Segment	% order intake Q1	Market outlook*
Controllers (incl. IoT & sensors)	83%	↑
Software	17%	↑

Customer segment order intake LTM



↑ › 5 % ↗ ~ 1-5 % → ± 0 -1% ↘ neg

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

→ Order Intake increased;

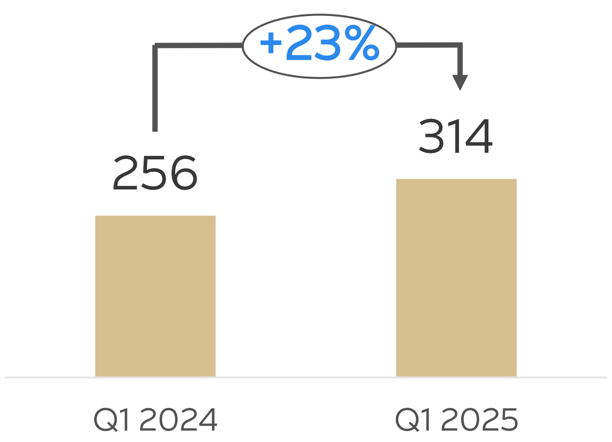
- Software – slight decline, mainly due to timing of orders. Existing & new customers contributed
- Controllers – growth across all regions, supported by acq.

→ Order Backlog increased

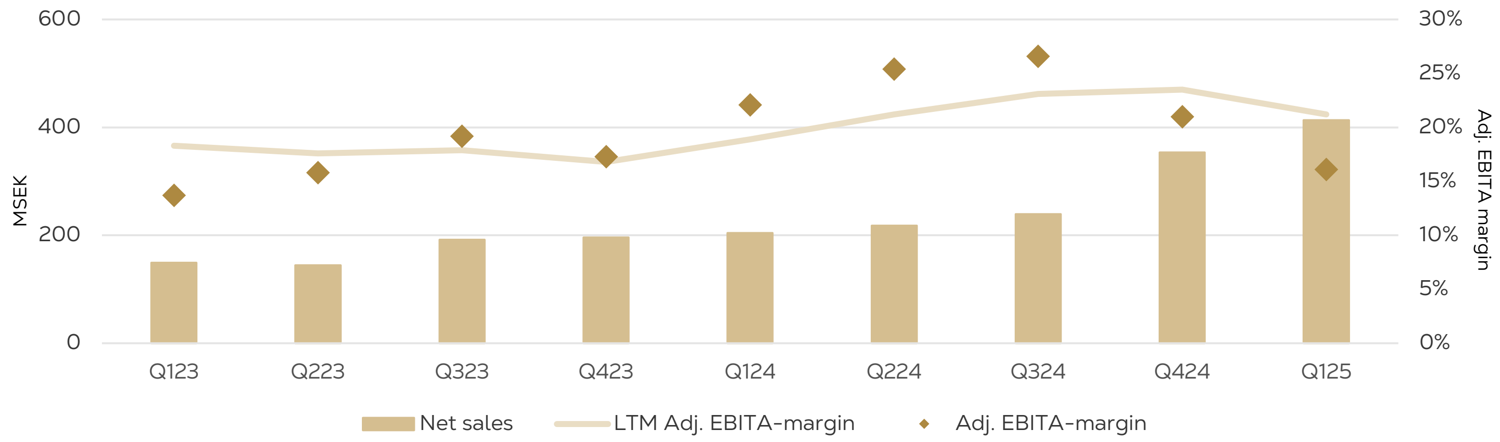
Margin decline due to mix and investments

MSEK	Q1 2025	Q1 2024	Change (%) Org.	Struct*	FX
Order intake	439	200	17	102	1
Order backlog	665	553			
Net sales	413	204	23	79	-1
- of which SaaS	83	61			
- SaaS ARR	314	256			
Adj. EBITA	67	45	7	37	3
Adj. EBITA (%)	16.1	22.1			

Development of ARR Q1** (MSEK)



Net sales & adj. EBITA-margin



→ Net Sales increased, driven by both software & controllers;

- Software – strong growth in Americas
- Controllers – significant growth in all customer segments and regions, supported by acq.

→ Adj. EBITA margin declined;

- – product mix effects
- – cont. high investments levels
- + volumes in controllers & software as well as net price increases
- + integration synergies & operational improvement initiatives

* Acquisitions & divestments

** ARR = Recurring revenue in the month multiplied by twelve

Milestones on FoodTechs journey of digitalizing food production

Software

Quarterly developments

Expanding efforts & presence in EMEA

Cont. strengthening of footprint & sales capabilities

Quarterly milestones

New customers in Americas & EMEA

Growth within existing segments:

- new customers
- renewed subscriptions
- upselling

0%
Churn rate in Q1*

Controllers

Consolidating acq. companies

Cont. focus on synergies & capability sharing

Development across geographies & segments

Growth in new & existing segments:

- expanded footprint in Europe through acq. of Hotraco
- expanded into crop storage segment

+50,000
Connected/prepared to be connected

Connected controller allows data to be:

- analysed remotely
- aggregated across operations for full visibility & transparency
- used by food producers for end-to-end traceability on the farm
- the foundation for precision farming

* Churn refers to the full cancellation of a customer's contracted Software as a Service (SaaS) subscription, leading to the complete removal of associated ARR.

Financial highlights

Strong order intake and top line growth

- Net Sales increased;
  - AT - declined, lower battery & Service sales in Americas
  - DCT – increased, successful backlog execution in Americas, growth in EMEA & APAC supported by acq.
  - FT – grew, positive developments in both software & controllers
- Adj. EBITA margin declined;
  - AT – lower volumes in Americas & temporary dual-site costs
  - DCT- strong margin contribution
  - FT – declined, impacted by product mix & growth investments
- Net income decreased by -15%
- Stable cash flow from operating activities;
  - Changes in working capital contributed positively
- OWC/net sales;
  - within our target range of 13-10%
- Net debt increased;
  - increased lease liabilities & acquisition of outstanding MTech shares

MSEK	Q1 2025	Q1 2024	Change (%)		
			Organic growth	Structural growth*	Currency effects
Order intake	3,556	2,796	8	19	1
Order backlog	10,090	11,244			
Net sales	3,714	3,154	5	11	2
Operating profit (EBIT)	385	418			
Adj. EBITA	502	473	0	3	3
Adj. EBITA-margin	13.5	15.0			
Net income	198	233			
Cash flow from operating activities	541	511			
OWC/net sales (%)[1]	10.2	15.4			
Net debt	7,674	4,557			
Leverage[2]	3.1	2.2			

[1] Average OWC (Operating Working Capital) last twelve months as % of net sales for the same period
[2] Net debt/Adj. EBITDA, Last twelve months
* Acquisitions & divestments

Good overall profitability driven by strong volume growth in DCT & FoodTech

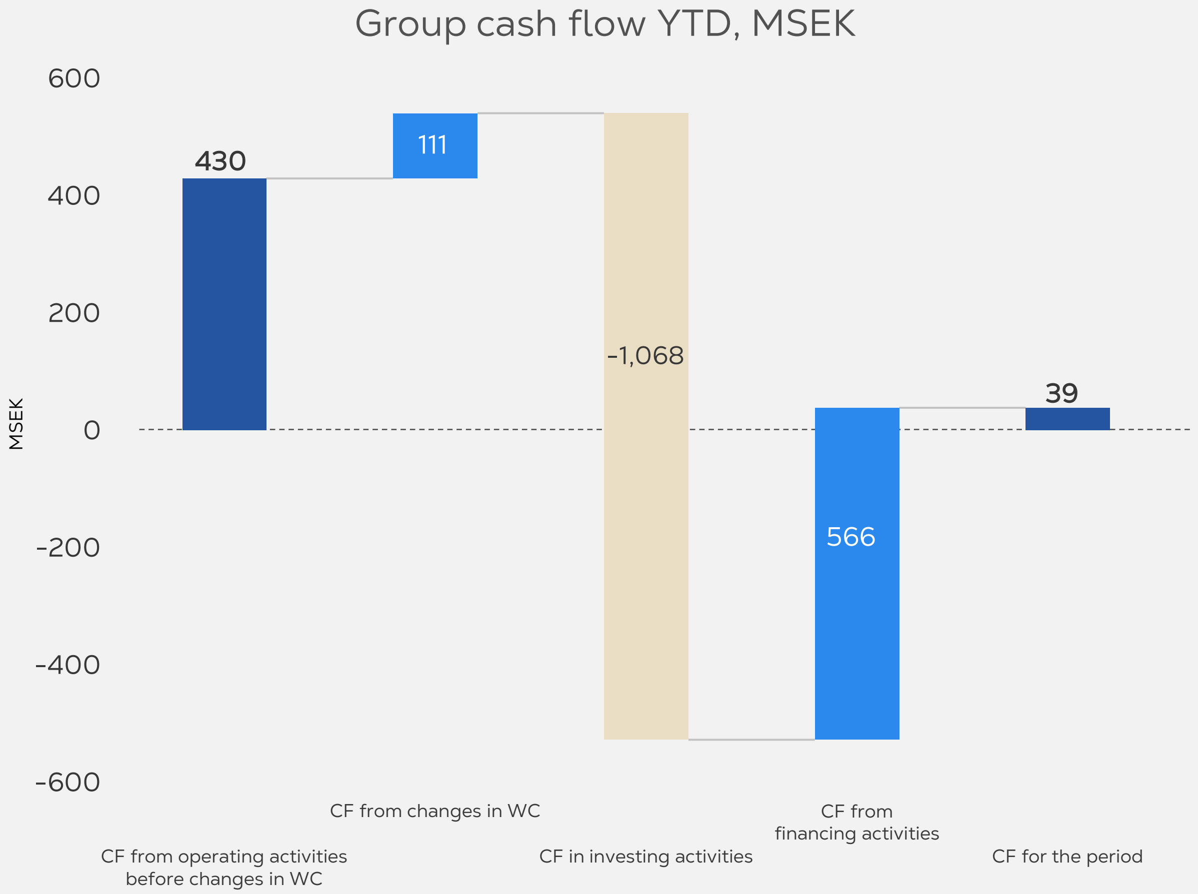
Main factors affecting adj. EBITA margin in Q1:

- Volume had a positive impact, robust growth in DCT & FoodTech, while AT declined primarily in Americas
- Positive net price increases in DCT & FT. Whereas both AT & FT were negatively affected by product mix
- Negative operational excellence effects due to under-absorption in AT, offset by positive contributions from lean and similar initiatives
- Strategic initiatives for scalability in digitization and automation continues along with footprint and growth investments

Group adj. EBITA margin impact

Q1 2024 adj. EBITA %	15.0	
Volume		+
Product mix and net pricing		=
Operational excellence		−
Strategic initiatives		− −
Q1 2025 adj. EBITA %	13.5	

Solid cash flow management



Cash flow from changes in working capital

	Q1 2025	Q1 2024
Change in accounts receivable	166	-167
Change in inventory	-34	-74
Change in accrued income	-175	115
Change in accounts payable	-3	-5
Change in advances from customers	309	386
Change in other working capital	-152	-65
CF from changes in working capital	111	190

→ Q1: Cash flow for the period, mainly impacted by

- positive contribution from working capital
- acquisitions of remaining MTech shares & increased capital expenditures

Note: Leverage ratio corresponds to net debt in relation to adj. EBITDA, LTM

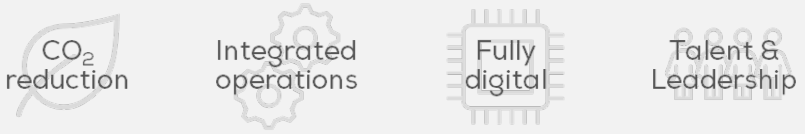
Investments supporting the next growth wave

→ Continued investments aiming at strengthening competences, upgrades, digitalize & automize

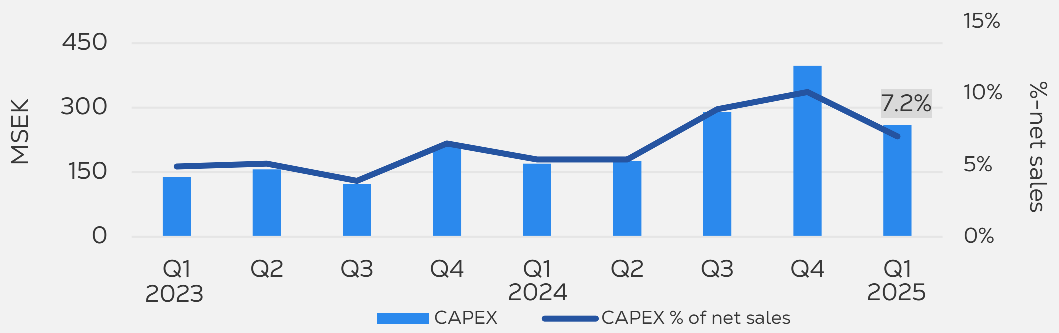
- AirTech: investments in the new facility in Amesbury, US

→ Capital allocation priorities to drive growth agenda – organic and M&A:

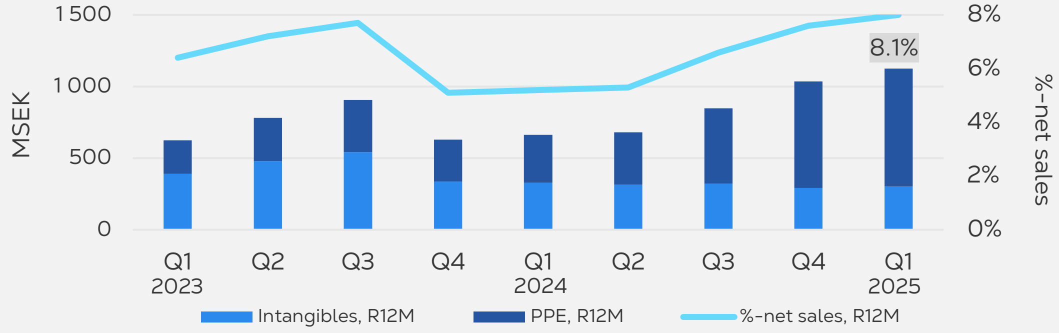
- innovation and plan for CO_2 reduction
- operational and commercial excellence
- M&A and minority investments
- dividends



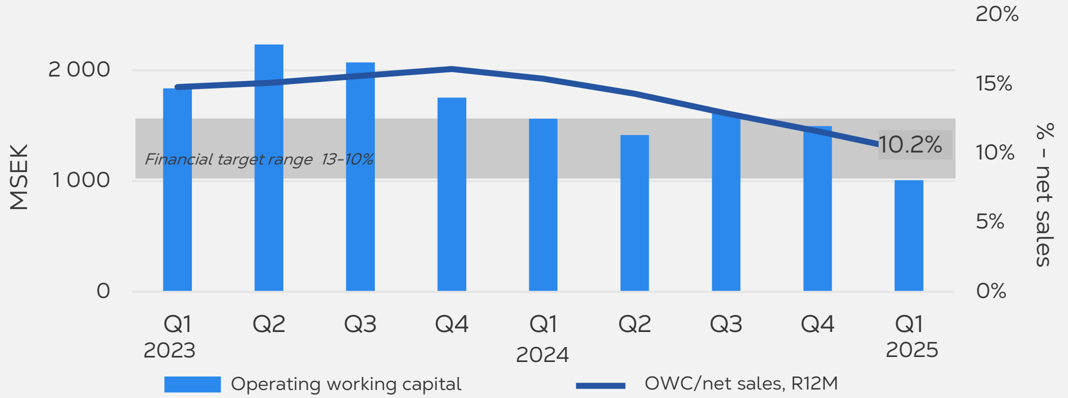
CAPEX (Q)



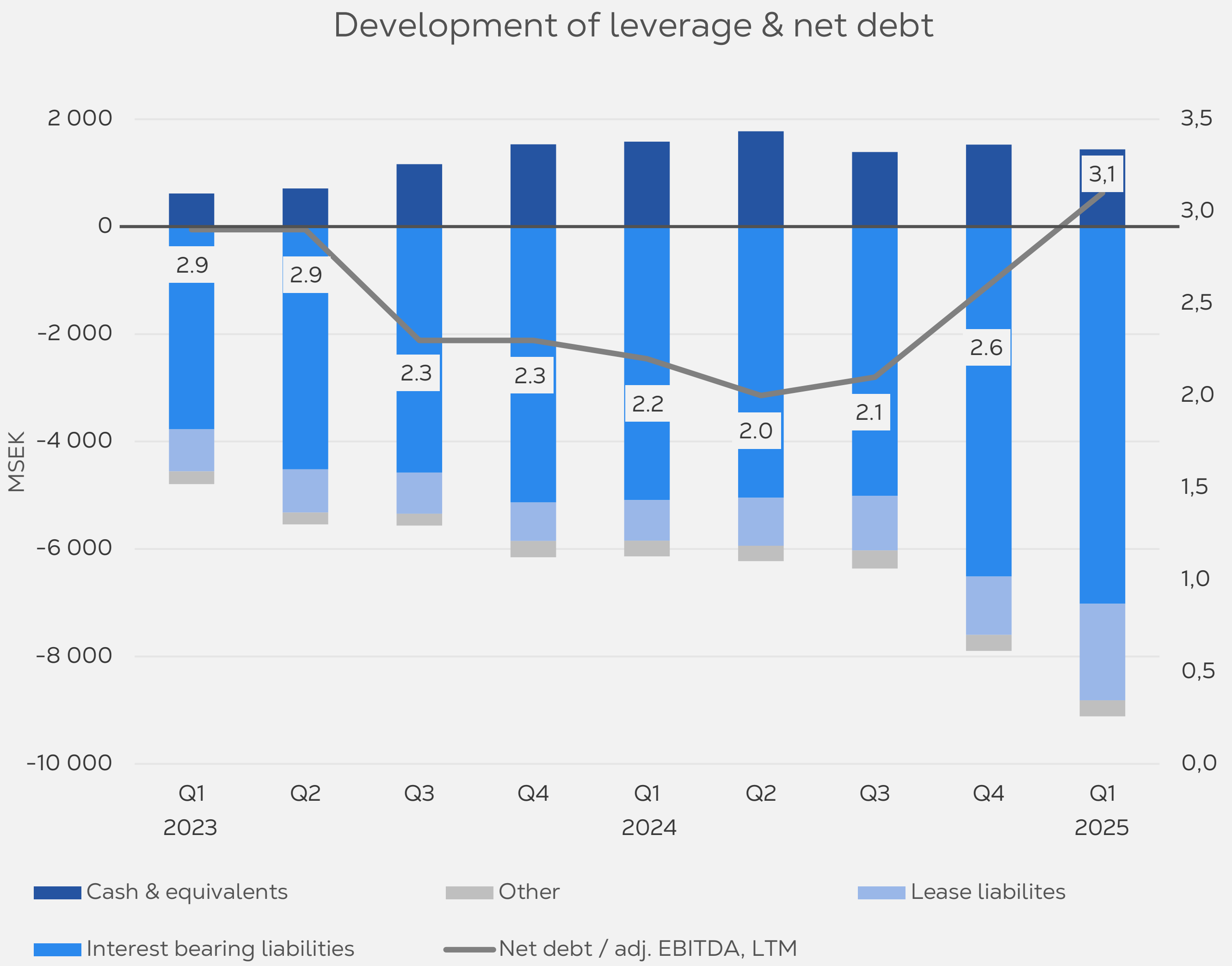
CAPEX (LTM)



Operating working capital



Increased leverage ratio



- → Leverage ratio increased to 3.1x (2.6x, adj. for Equipment proceeds)
- → Net debt increased mainly due to:
  - lease liabilities Amesbury, US
  - acq. of remaining shares in MTech
- → Second quarter 2025
  - proceeds for sale of Equipment business expected

Note: Leverage ratio corresponds to net debt in relation to adj. EBITDA, LTM

Service ambition in line with strategic direction

Munters ambition:

- AirTech
  - grow our large globally installed base
  - continuous innovation

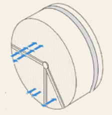
  Components
  - dehumidification rotors & evaporative cooling pads
- DCT
  - develop remote service optimization
  - grow through commissioning, installation & retrofitting
- FoodTech
  - investing & developing more software to grow portfolio

Service & Components* >1/3 of Group net sales

Service share of business area net sales*, Q1

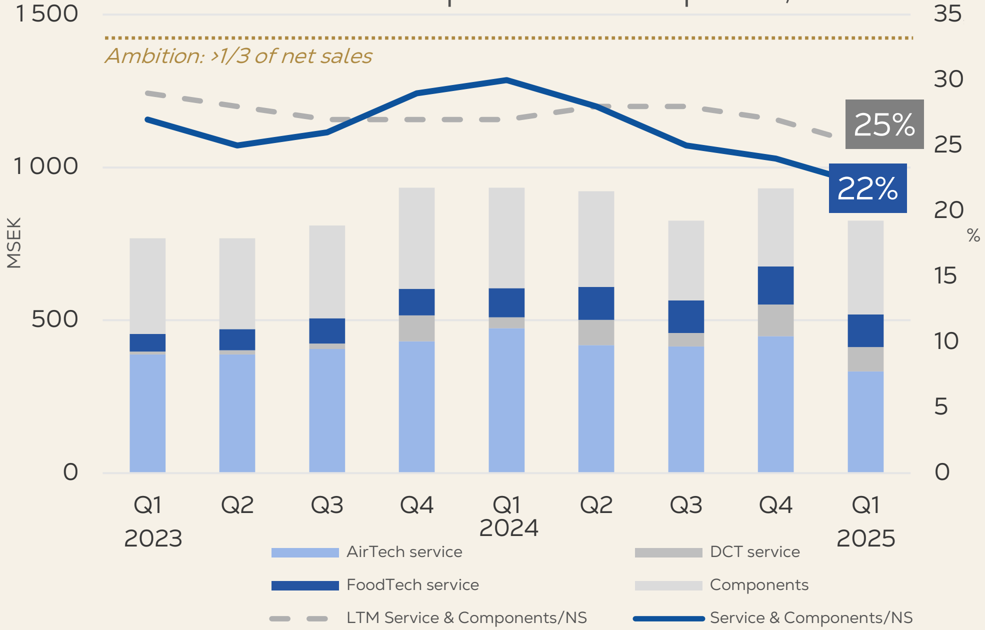
AirTech	DCT	FoodTech
19% (24)	5% (4)	26% (47)

Components share of AirTech net sales



17% (16)

Service & Components development, NS



* Service includes: After-market service in all business areas (sales of spare parts, commissioning & installation, inspections & audits, repairs & other billable service) and SaaS revenues in FT
Components include: units to control moisture & cooling, sales booked in AT

Advancements towards our strategic sustainability agenda

Munters climate targets validated by the Science Based Targets initiative (SBTi), support the goals of the Paris Agreement 1.5 °C pathway

- **Product innovation driving sustainability:** The climate targets emphasize product development as key to improving energy efficiency and reducing emissions
- **Sustainability in everything we do:** Priority to include acquisitions in sustainability roadmaps and ESG-reporting

Targets for 2030 – FY 2024 performance

Reduce CO_2e*

Scope 1 & 2: 42.0% absolute reduction	Scope 3: reduce by an average of 51.6% per unit sold
+3%	-37%

Gender Equity

30% women leaders & in workforce

Workforce	Leaders
22%	22%

Code of Conduct

100% of employees to complete CoC training every two years	100% of key suppliers must sign Supplier CoC
83%	99%

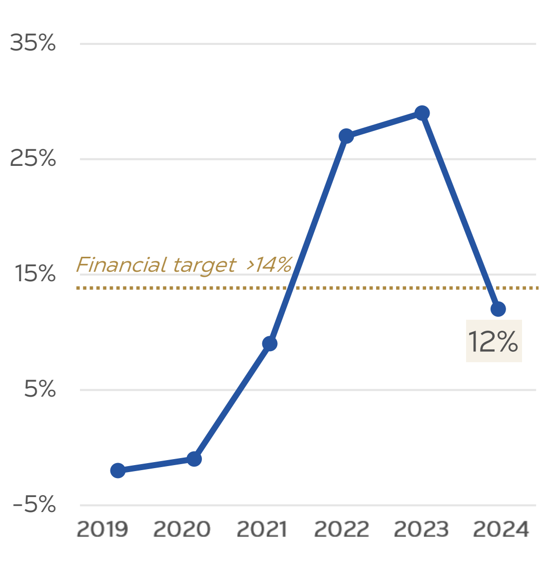
* From 2023 to 2030. Compared to base year set at 2023,

Summary

Progression towards our financial targets

Currency adj. growth

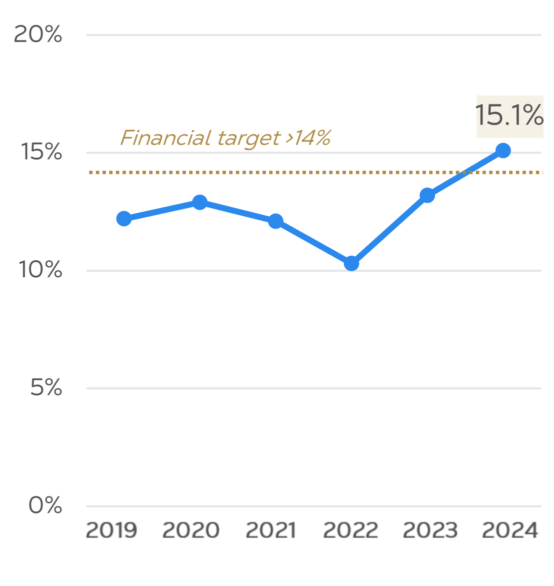
+16%*



Note: Change in net sales compared to the previous period, adjusted for currency translation effects

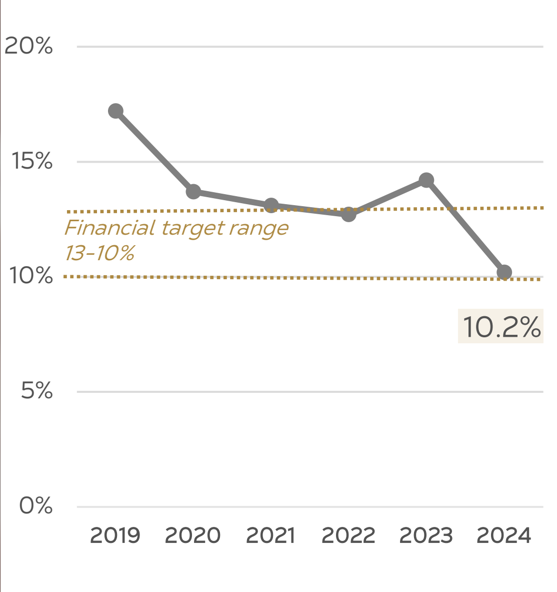
Adj. EBITA margin

13.5%*



OWC/net sales

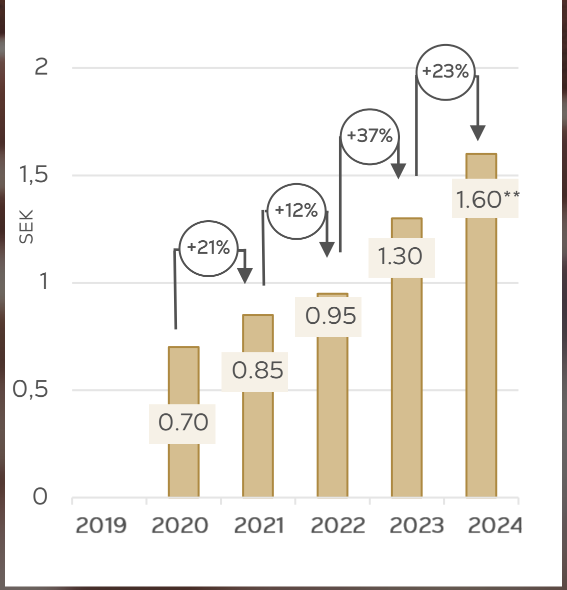
10.2%*



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

Dividend

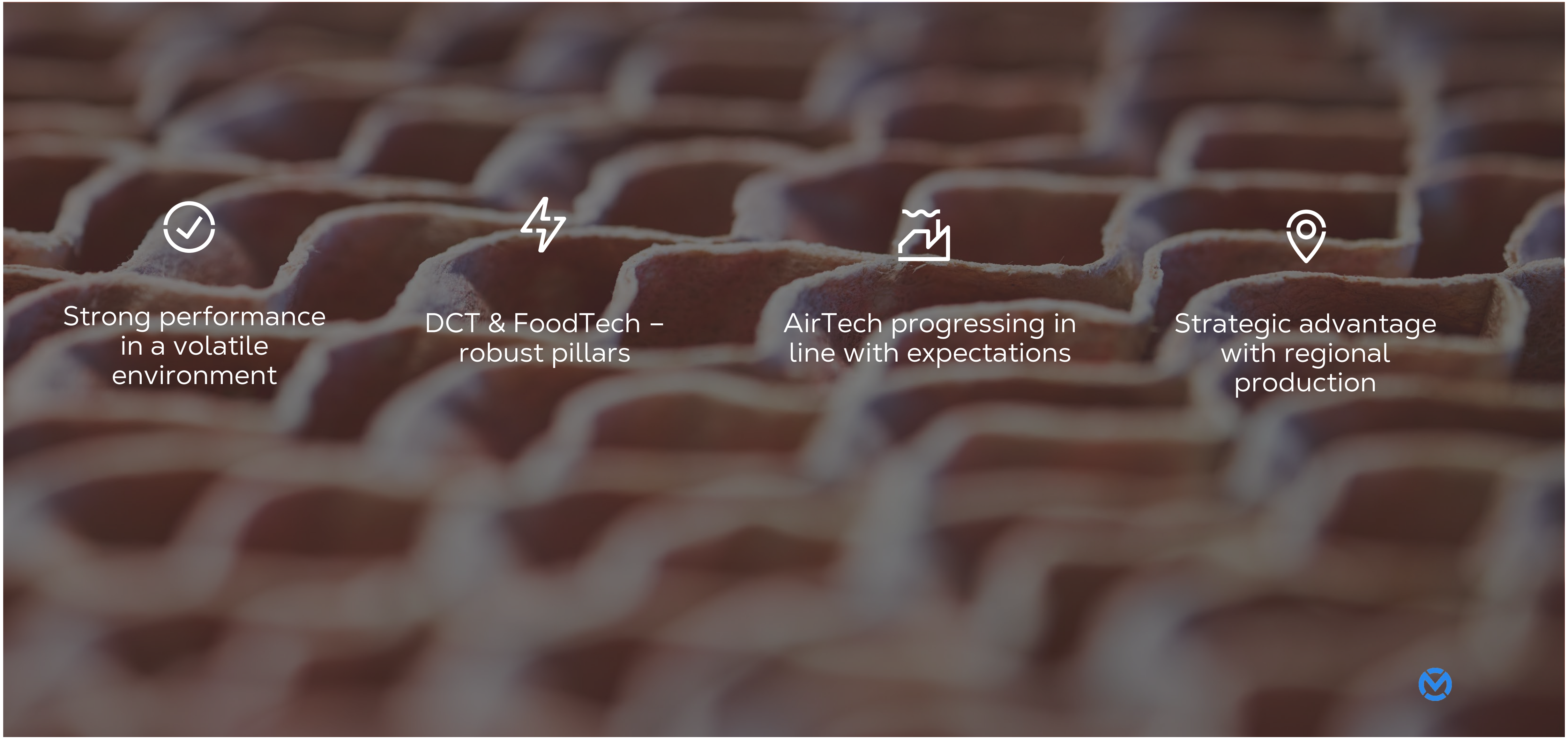
per share



Note: Dividend policy: aim to pay annual dividend of 30-50% of net income for the year

Note: Figures for 2019-2024 includes discontinued operations.
* Q1 2025
** Board of directors proposed dividend for 2024. Represents 30% of net income.

Quarterly highlights



Munters

Q&A

Q1 report 2025

Financial calendar 2025

Annual General Meeting
May 14, 2025

Interim report Q2
July 18, 2025

Interim report Q3
October 24, 2025

Interim report Q4
January 29, 2026

This presentation contains forward-looking statements that reflect Munters current expectations on future events and Munters financial and operational development. Although Munters believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions, no assurance can be given that such expectations prove to have been correct, as forward-looking statements are subject to both known and unknown risks and uncertainties and a variety of factors that could cause actual results or outcomes to differ materially from those expressed or implied by such forward-looking statements. Such factors include, but are not limited to, changes in economic, market, competitive and/or regulatory conditions. Forward-looking statements speak only as of the date they were made and, other than as required by applicable law, Munters undertakes no obligation to update any of them in light of new information arising or future events.