Munters

Munters

Q2 report 2025

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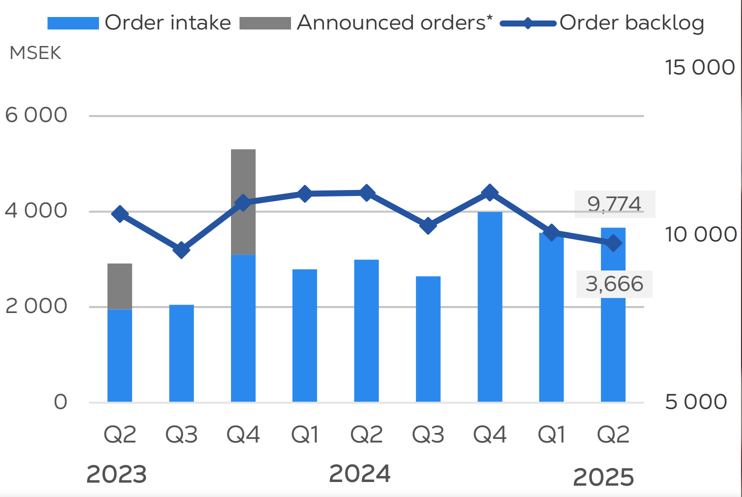
Solid growth and robust margin

Q2: Increased order intake



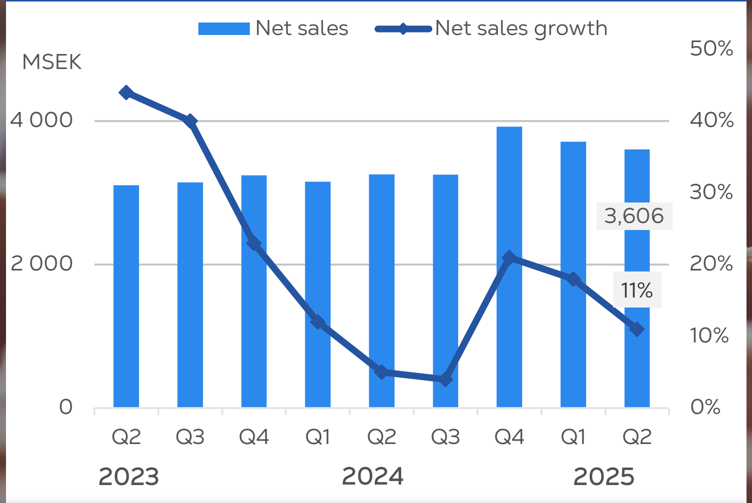
Order intake, +22% (+12% org., +21% struct.,–10% currency)

- AT – org. growth, positive development in APAC
- DCT – increased, cont. strong demand in Americas
- FT – increased, strong overall performance

Order backlog, -13%

- Mainly DCT- deliveries throughout 2025 & 2026
- Book-to-bill: 1.02

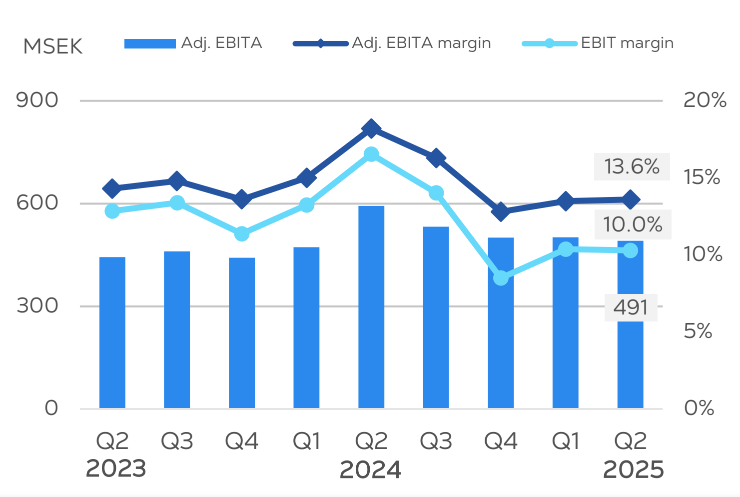
Q2: Steady net sales growth



Net sales, +11% (+10% org., +10% struct., -10% currency)

- AT – declined, lower sales in battery Americas
- DCT – increased, successful execution on backlog in Americas
- FT – grew, driven by controllers

Q2: Robust profitability



Adj. EBITA-margin: 13.6% (18.2)

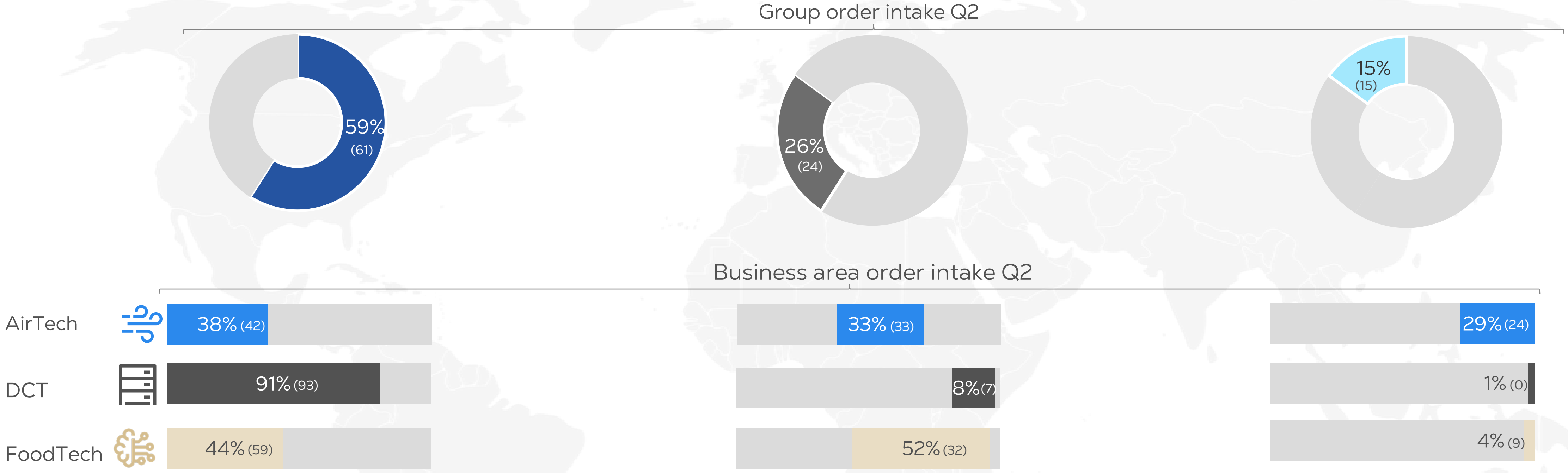
+ DCT - solid volume growth, production efficiency, product mix & lean improvements
- AT - lower volumes as well as product & regional mix. Cost-saving measures progressing as planned
- FT - healthy contribution, although impacted by product mix & investments
- Currency headwinds

AT = AirTech, DCT = Data Center Technologies, FT = FoodTech, BA = business areas

*Large orders announced through press releases

Regional & end-market divergence

Americas | EMEA | APAC



Americas

- AT: uncertainty remains, pockets of growth persist
- DCT: strong underlying market – chillers gaining traction
- FT: growing market – avian bird flu controlled but pick-up will take time

EMEA

- AT: mixed market sentiment across sectors
- DCT: active chiller market, signs of pick up from slower pace, high competition
- FT: positive market outlook – driven by increased regulation & push for better practices

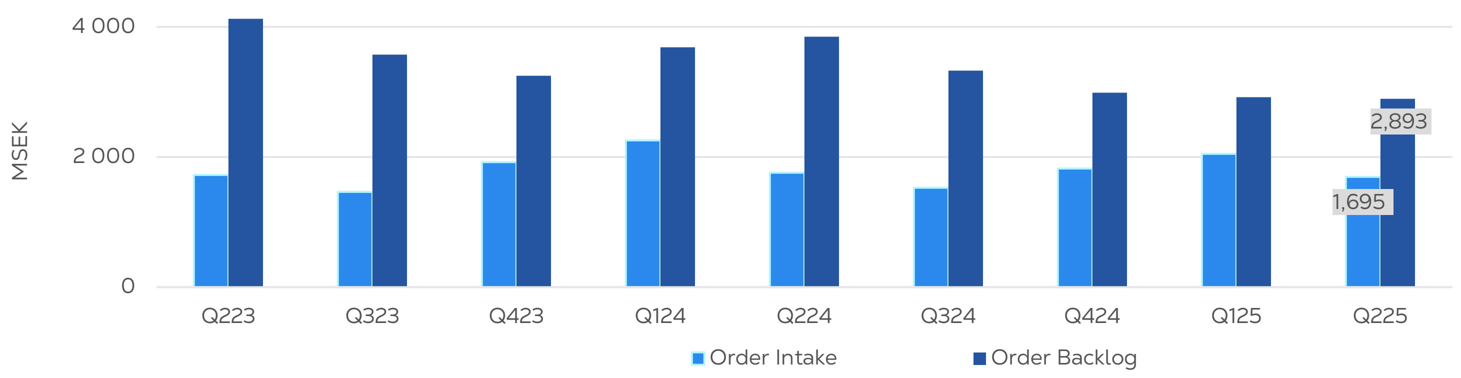
APAC

- AT: signs of improvement in China though cont. high competition, SEA & India growing markets
- DCT: good outlook - specifically SEA & Oceanic / Pacific
- FT: China market mature & highly competitive, SEA growing market

All figures as reported, not currency adjusted.
Note: the comments refers to overall market trends and developments and should not be interpreted as specific to Munters or its operations

Stable quarter with organic growth

Order intake & backlog



Customer segment*	% order intake Q2	Market outlook*
Industrial	51%	→
Battery	12%	→
Commercial	11%	↗
Other industrial	27%	→
Clean Technologies	9%	↗
Service & Components	39%	↗
Services	21%	↗
Components	19%	↗

↑	> 5 %
↗	~ 1-5 %
→	± 0-1%
↘	neg

AirTech

→ **Order Intake** grew (org), driven by APAC; (currency effects -9%)

- Industrial (excl. battery) – growth in EMEA & APAC, Americas declined. Battery remained weak but grew in APAC
- Commercial – growth, mainly India
- CT[1] – good growth, supported by Airprotech acq.
- Components – increased, mainly Americas, cont. high demand for evaporative pads to data center market

→ **Order Backlog** decreased

→ **Book-to-bill:** 0.99

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

[1] Clean Technologies

Continued battery complexities in a dynamic market

AirTech

Market overview

→ Background:

- **Previous years:** robust battery market growth & rising dry room demand
- China dominates battery market, - leading in technology & full supply chain integration; EMEA & Americas - trailing behind
- **Market shift 2024**: Demand slowdown & emerging overcapacity; China's growth pace slows down amid increased market fragmentation.

→ New dynamics in 2025:

- **Challenging industry environment:** sector navigates political uncertainty, evolving supply chain dynamics & ongoing technology advancements amid cautious investment climate
- **Project delays**: battery & EV projects postponed due to lower demand forecasts & tightening financial conditions
- **Geopolitical pressures**: Heightened uncertainty - tariffs, trade tensions & raw material constraints disrupting global supply chains & adding risk to investment decisions

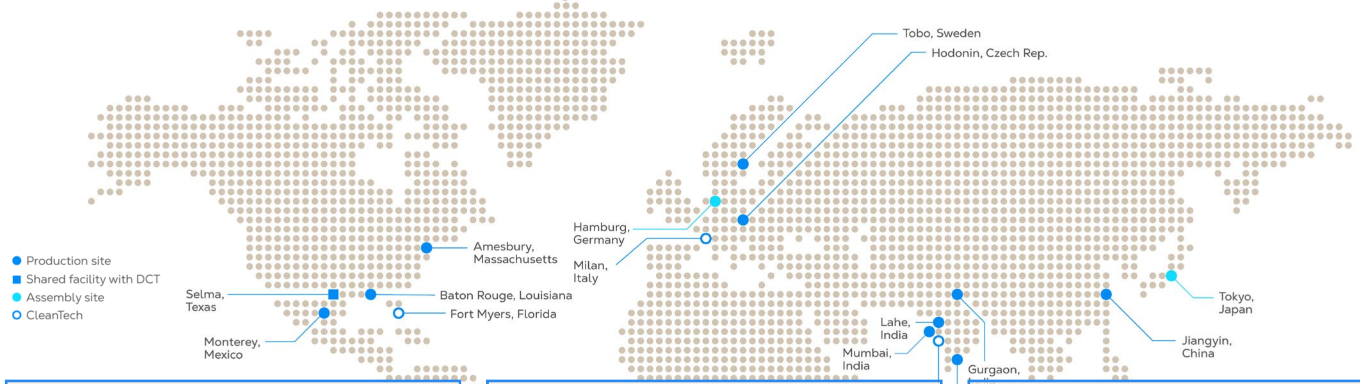
Demand expected to remain subdued into 2026

Global sales forecast

- Global sales of EVs forecasted to grow at a **10-15% CAGR towards 2030***

Though the battery sector is facing headwinds, the resulting pressure is reinforcing market discipline – a trend that favors resilient players with scale, innovation capacity, and a long-term outlook

Regional developments



Americas

- Awaiting battery sector, cautious investment climate
- Continued political uncertainty & reduced regulatory support

EMEA

- Continued slowdown in the battery sector
- Smaller investments
- Increased competition from Asian players, price pressure

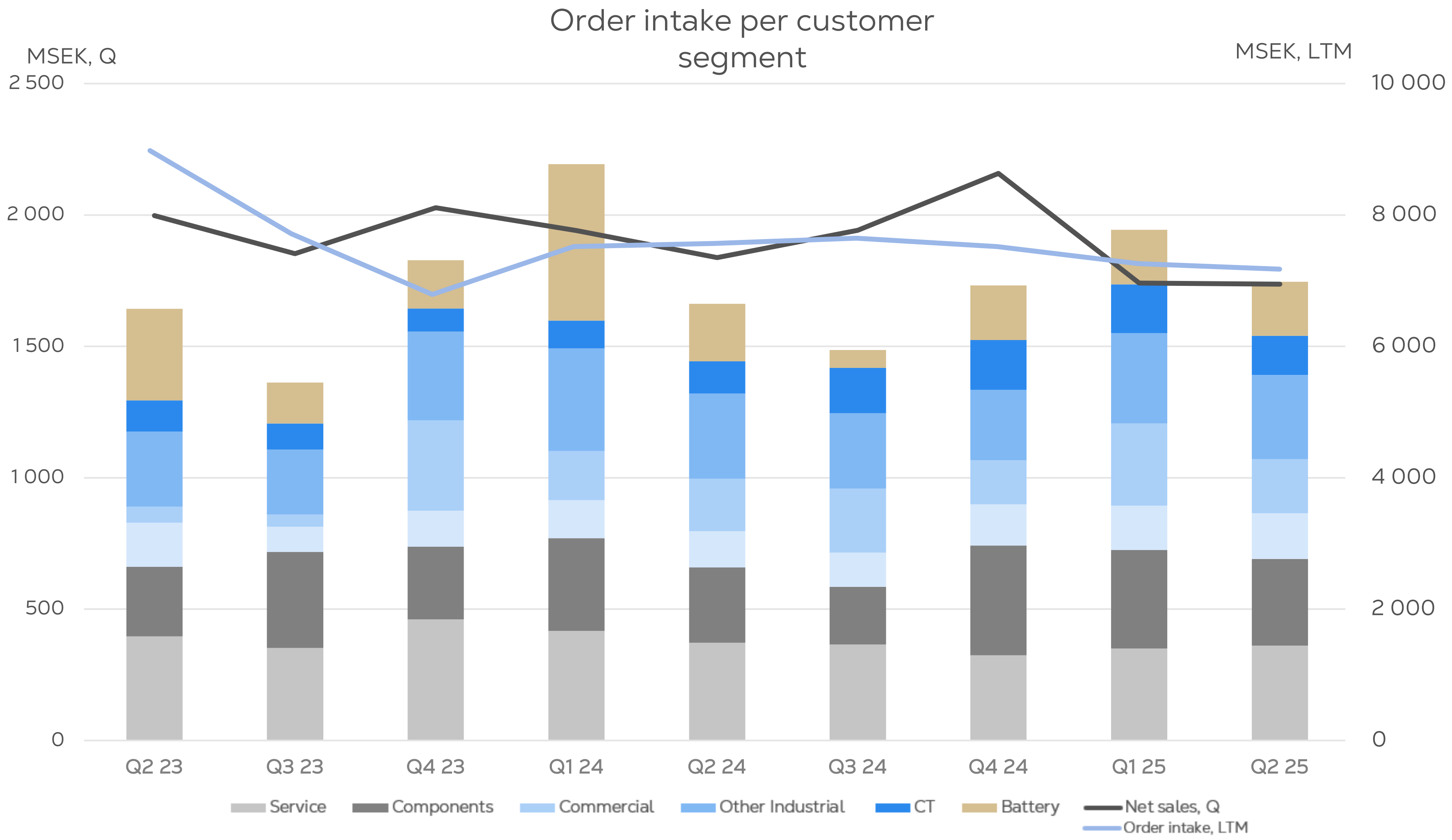
APAC

- EV sales regaining momentum in China
- Continued overcapacity
- Intense competition, driving down price levels

→ Long-term outlook **remains strong**, driven by the ongoing global electrification trend and the critical role of batteries in combating climate change

* Market estimates from various sources and Munters internal analysis

Order intake holding up well



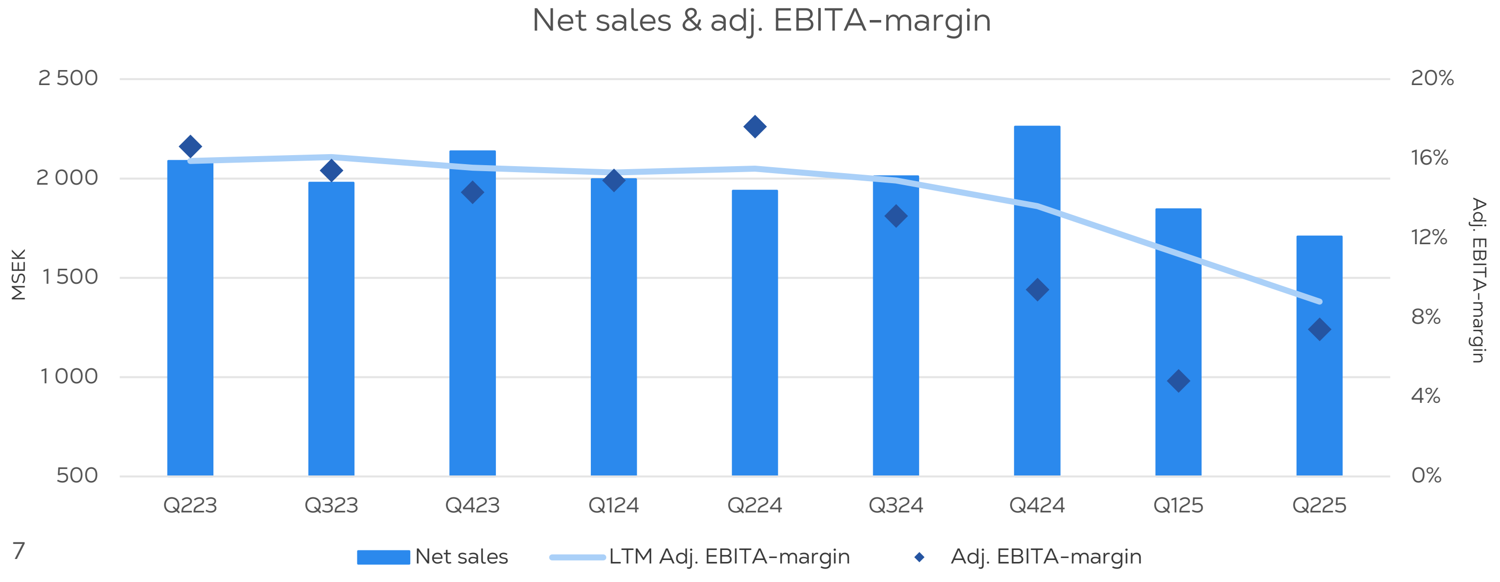
Development Q2 2023 – Q2 2025

- Battery – regional differences, delays in investments, lower project volumes, increased competitive environment
- CT- stable development, acq. of Airprotech in Q2 2024
- Other Industrial – good development in food & pharma
- 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

Margin enhancing actions underway

AirTech

MSEK	Q2 2025	Q2 2024	Change (%)		
			Org.	Struct*	FX
Order intake	1,695	1,760	2	3	-9
Order backlog	2,893	3,850			
Net sales	1,708	1,938	-6	2	-8
Adj. EBITA	126	341			-3
Adj. EBITA (%)	7.4	17.6			



* Acquisitions & divestments

→ **Net Sales** declined, lower battery sales in Americas;

- Industrial (excl. battery) – declined, offset by food & pharma in EMEA. Battery declined, offset by APAC
- Components – grew, supported by rotors in APAC & evaporative pads in Americas
- Service – remained flat

→ **Adj. EBITA margin** declined, lower sales in Americas;

- − lower battery sales & increased price pressure
- − unfavorable product & regional mix
- − ongoing investments in manufacturing footprint, incl. dual site costs in the US
- − uneven capacity utilization
- \+ cost-saving measures on track, gradual improvements

Strategic expansion: Inauguration of new Amesbury site

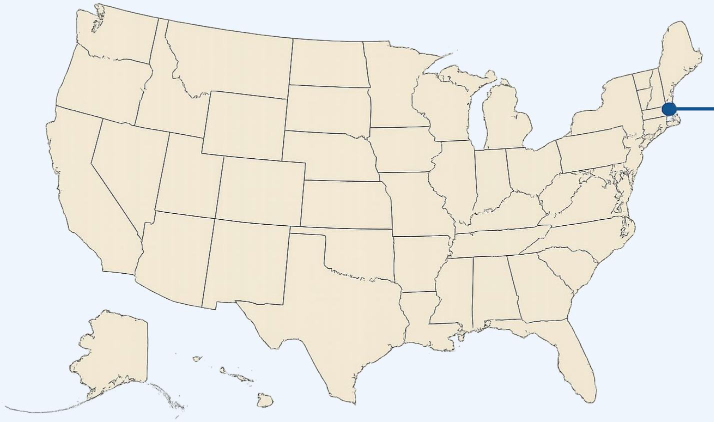
→ **Over 40,000** m² of advanced, state-of –the-art manufacturing space

→ **Largest Munters facility globally,** streamlining operations to drive efficiency and strategic growth across Americas

→ **Will house production for AirTechs full offering**, including R&D, service and component operations

→ **Smart manufacturing** enabled by advanced production flows, automation, and digital tools

→ The old facility scheduled to fully close during H2

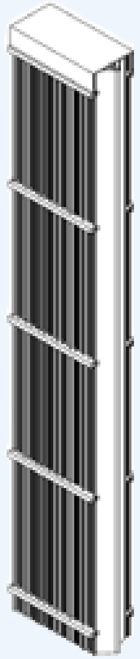


Built for the future – fully electric and sustainable

- Equipped with a rooftop solar array – 2.8 MW capacity, approx. 40% of the site's annual energy consumption
- Entirely powered by electricity, enabling significant reduction in CO_2 emissions

Advancing industrial decarbonization with carbon capture

- **First large-scale order** in the growing DAC* technology, enabling removal of CO_2 directly from ambient air
- **Munters advanced mist elimination technology** helps secure CO_2 capture, ensuring stable and efficient unit operation
- Delivery includes **over 10,000 vane packs**, a key component in high-efficiency gas-liquid separation
- Munters **selected based on:**
  - Proven performance in demanding environments
  - Scalable capabilities



Munters vane pack

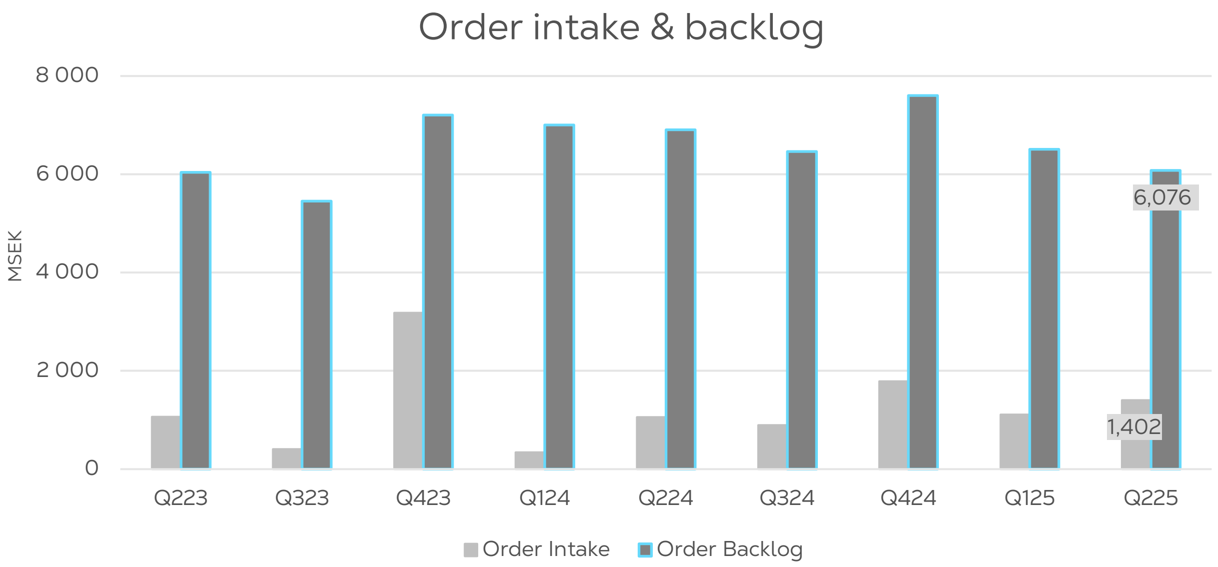
End customer profile:

- Sector: Oil & gas
- Location: United States
- Carbon reduction target: Capturing **500,000 tons of CO_2 annually**
  - Equivalent to the **annual emissions of approximately 110,000 petrol-powered passenger vehicles**

*Direct Air Capture technology

- Removes CO_2 directly from ambient air using fans and chemical filters.
- Captured CO_2 compressed and stored underground or reused.
- A scalable, permanent solution supporting global decarbonization efforts and contributes to net-zero climate targets.

Growth driven by Americas



Customer segment	Market outlook*
Hyperscaler	↑
Colocator	↑
Enterprise	→

Hyperscaler: A tech giant that builds and runs its own vast data centers to deliver cloud services at global scale.
Colocator: A company that provides data center space and infrastructure for organizations to use for their own operations.
Enterprise: A small data center located at or near a business site to support local computing.

↑ > 5 % ↗ ~ 1-5 % → ± 0-1% ↘ neg

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

→ Order Intake increased; (currency effects, -10%)

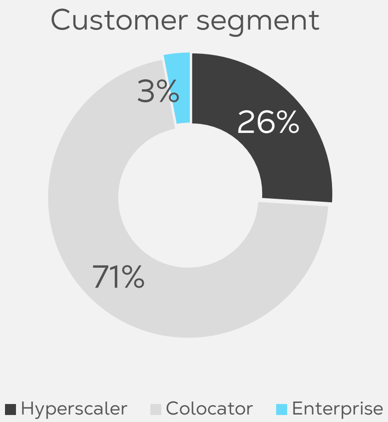
- orders received across the full product portfolio, strong demand for chillers & CRAHs as well as stable demand for CDUs
- continued trend towards small- and mid-sized orders with shorter lead times
- EMEA slower development, impacted by design changes and evolving regulatory requirements

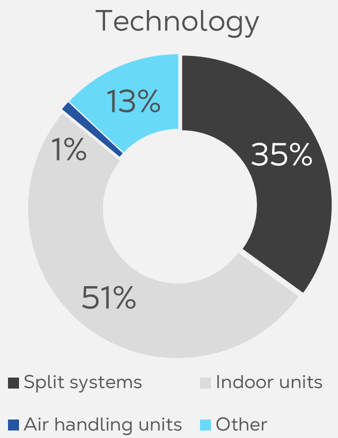
→ Order Backlog decreased;

- orders to be delivered throughout 2025 & 2026

→ Book-to-bill: 0.92

Order intake split LTM





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

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

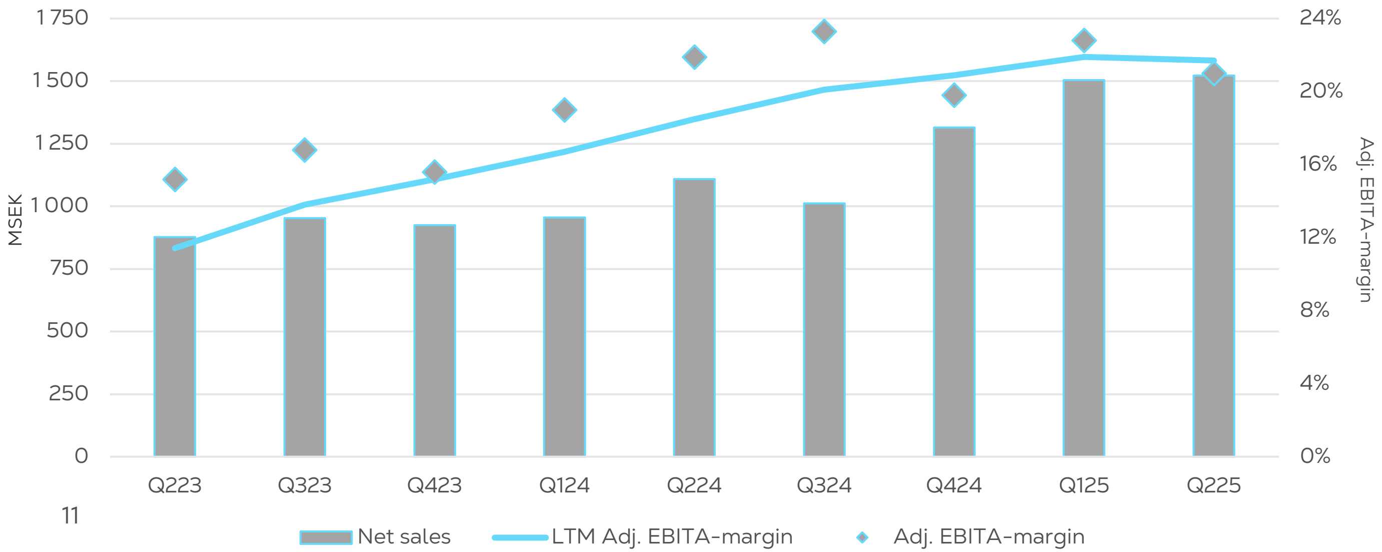
Air handling units
Packaged air handling, i.e. Oasis, direct evaporative units and EPX.

Other
Specialized cooling units & service

Continued resilient execution, driving strong profitability

MSEK	Q2 2025	Q2 2024	Change (%) Org.	Struct*	FX
Order intake	1,402	1,060	14	28	-10
Order backlog	6,076	6,903			
Net sales	1,522	1,109	42	8	-13
Adj. EBITA	320	243			-13
Adj. EBITA (%)	21.0	21.9			

Net sales & adj. EBITA-margin



→ Net Sales increased;

- driven by strong execution of backlog in Americas
- demand for chillers, supported by Geoclima acq. driving growth

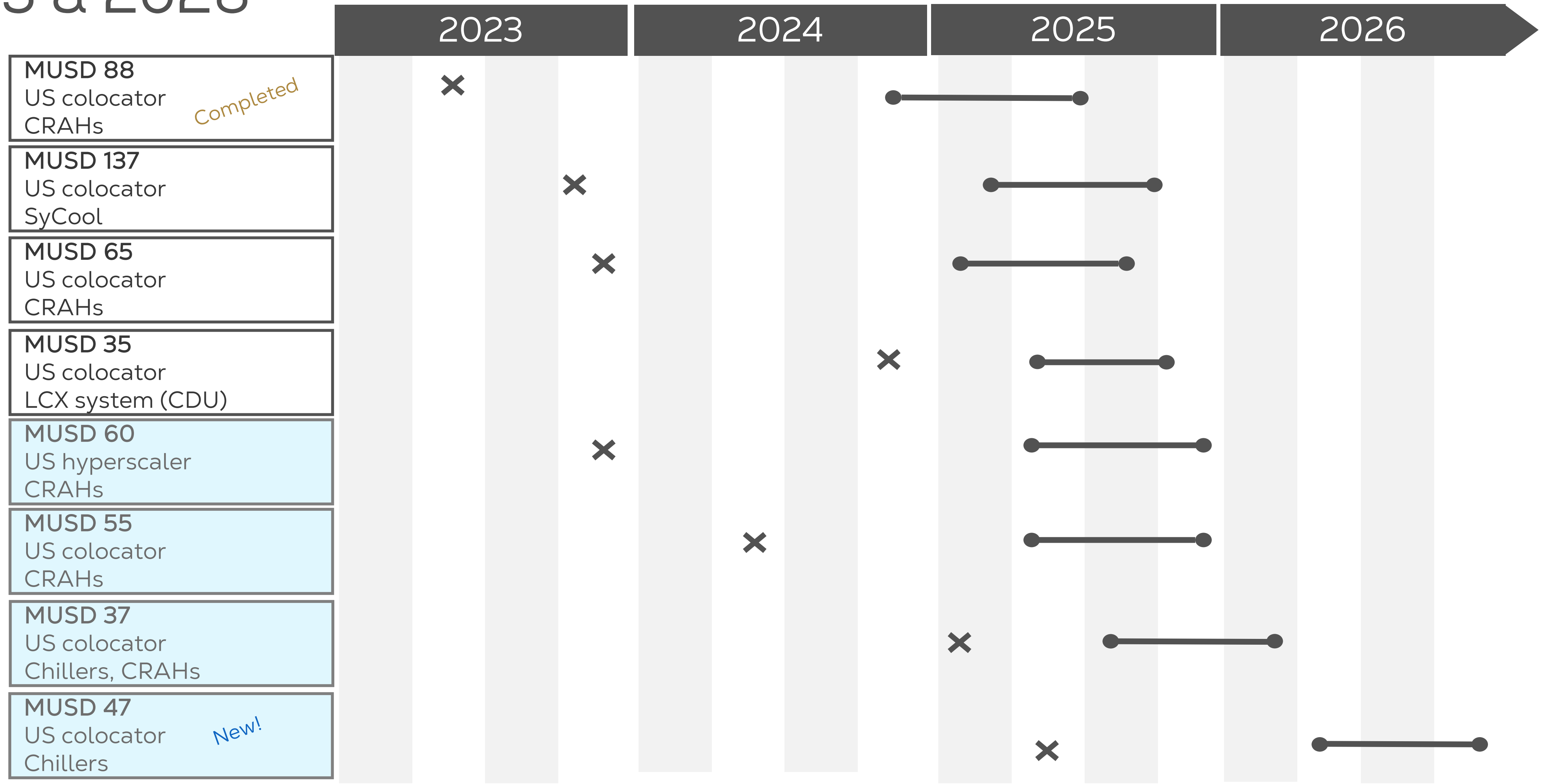
→ Adj. EBITA margin, strong;

+ solid volume growth
+ high production utilization, product mix, & benefits from lean initiatives
+ net price increases
– higher raw material costs

* Acquisitions & divestments

Strong order backlog to be delivered throughout 2025 & 2026

Data Center Technologies



Communicated through news item or press release

A **selection** of medium sized orders **not** communicated through news item or press releases

✕ Order received

Expected delivery period

Stable inflow of customer orders with ongoing production & delivery

Unlocking regional growth through our chiller offering

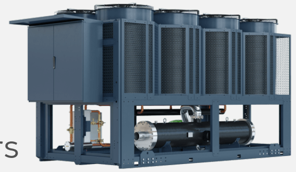
→ Geoclima acquisition delivering a strong contribution to order intake growth

- Energy-efficient chillers featuring unique cylindrical condensers and evaporators, combined with high-performance magnetic bearing compressors
- Strong demand for chillers in Americas, reflecting continued market momentum and customer investment activity

→ US chiller production set to begin in 2026

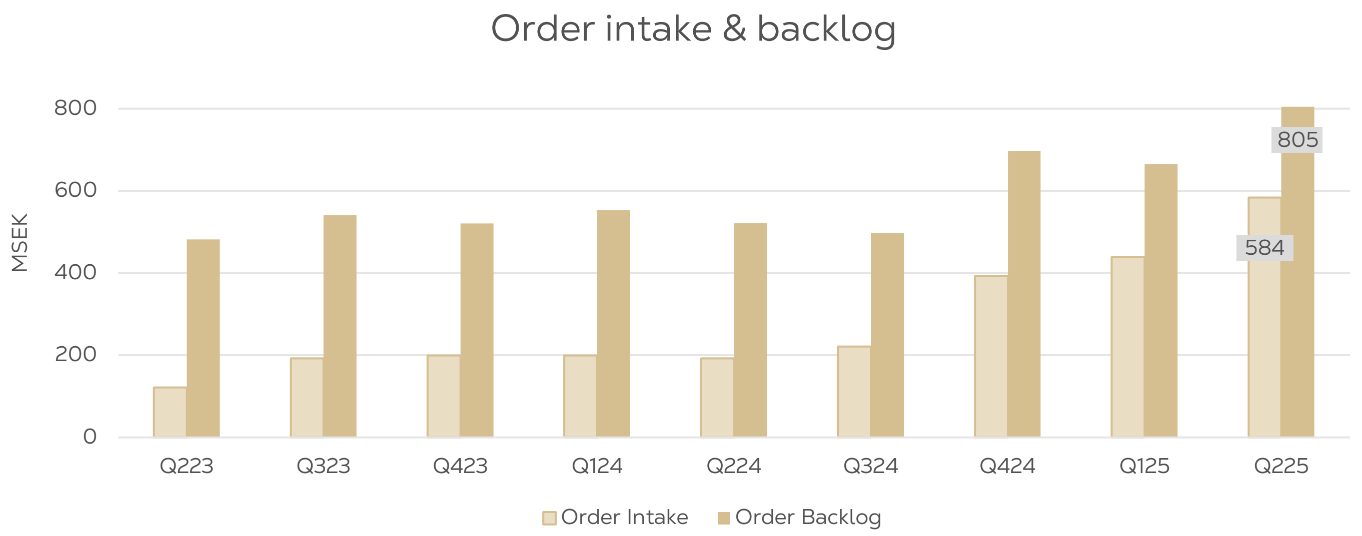
- Virginia manufacturing supports region-for-region strategy, offering US-based configurations for high-capacity data center needs
- US production enabled by additional production space and a new state-of-the-art chiller test lab
- New test lab allows customer testing and development of further tailored solutions to the US market

Munters Geoclima Circlemiser Chillers



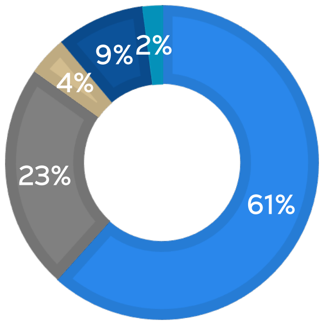
Scalable and modular – Supports varying IT loads and facility sizes
Chilled water delivery – Provides efficient, centralized cooling for both liquid and air cooled chilled water systems
Precise thermal control – Maintains optimal operating temperatures
High-density ready – Handles concentrated heat loads effectively

Record order intake



Segment	% order intake Q2 LTM	Market outlook*
Controllers (incl. IoT & sensors)	69%	↑
Software	31%	↑

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;
(currency effects, -26%)

- Software – growth, mainly in Americas from several different customer segments
- Controllers – growth in all regions, especially EMEA, supported by recent acq.

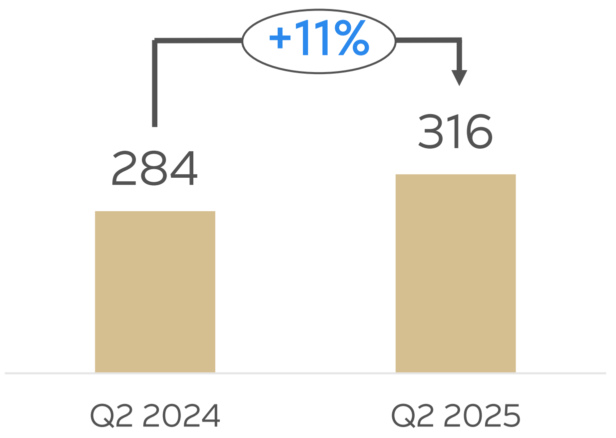
→ Order Backlog increased

→ Book-to-bill: 1.45

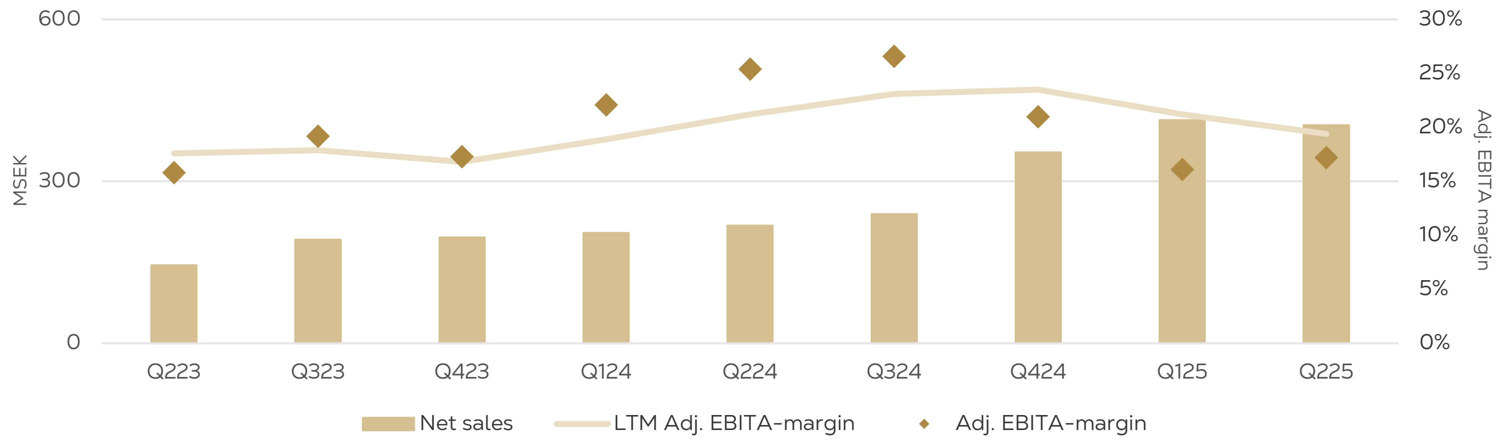
Healthy profitability supported by strong operational execution

MSEK	Q2 2025	Q2 2024	Change (%) Org.	Struct*	FX
Order intake	584	193	88	142	-26
Order backlog	805	521			
Net sales	404	218	11	91	-16
- of which SaaS	78	71			
- SaaS ARR	316	284			
Adj. EBITA	69	55			-10
Adj. EBITA (%)	17.2	25.4			

Development of ARR Q2** (MSEK)



Net sales & adj. EBITA-margin



→ Net Sales increased, driven by Controllers;

- Software – declined, mainly due to timing of project implementations
  - SaaS ARR driven by subscription growth, development in USD +18%
- Controllers – org. growth across all regions, supported by recent acq.

→ Adj. EBITA margin declined, remained healthy;

– product mix
– investments to accelerate growth
+ increased volumes
+ integration synergies

* Acquisitions & divestments
** ARR = Recurring revenue in the month multiplied by twelve

Strategic milestones in the layer segment to strengthen global position

Controllers: Secures large-scale order from major egg producer in China

- Contract signed with Shendi Agricultural
- Delivery consists of multiple system components, including Rotem Trio-20 controllers
- 100% of delivered controllers installed with active connectivity

Software: Signs SaaS-contract incl. implementation with leading global egg producer

- Contract signed with one of the world's leading egg producers for MTech's Amino software implementation and subscription
- Implementation will begin in the coming period and is planned to continue through 2026
- Good example of cross-selling between the business lines and added customer value where the customer is a long-time customer from latest acquisitions

Ongoing developments in the Chinese poultry sector:

- Expansion and modernization of infrastructure to support a more efficient and scalable poultry industry
- Bio security and animal health: Vaccinations, farm hygiene standards, disease monitoring and controlling
- Training to align producers with global standards

MTech supply chain optimization software Amino:

- Designed to provide every contributor in the food production chain a powerful and simple solution, among others…
- … allowing egg producers to track eggs by house, calculate cost per hen, forecast future production, and improve profitability

In five years, FoodTech has evolved from a traditional ventilation equipment business into the global leader in optimizing the food supply chain with digital solutions.

Financial highlights

Solid growth and robust margin

- Net Sales increased;
  - AT - declined, lower battery sales in Americas, offset by good development in APAC.
  - DCT – increased, driven by successful execution of order backlog in Americas
  - FT – growth, driven by good developments in Controllers & Software
- Adj. EBITA margin declined;
  - AT – declined, lower net sales in Americas, especially within battery
  - DCT- strong, volume growth, production efficiency, product mix & lean improvements
  - FT – declined, affected by product mix & cont. high investment levels
- Cash flow from operating activities declined;
  - primarily due to lower operating earnings & negative cash flow from changes in working capital
- OWC/net sales;
  - Improved, now below target range of 13-10%
- Net debt increased;
  - debt-financed acquisitions & increased lease liabilities

MSEK	Q2 2025	Q2 2024	Change (%) Organic growth	Change (%) Structural growth*	Change (%) Currency effects
Order intake	3,666	2,996	12	21	-10
Order backlog	9,774	11,274			
Net sales	3,606	3,256	10	10	-10
Operating profit (EBIT)	360	538			
Adj. EBITA	491	593	-16	7	-8
Adj. EBITA-margin	13.6	18.2			
Net income	178	313			
Cash flow from operating activities	190	601			
OWC/net sales (%)[1]	9.1	14.3			
Net debt	6,850	4,447			
Leverage[2]	2.8	2.0			

[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

Robust margin - despite tough comparison & currency headwinds

Main factors affecting adj. EBITA margin in Q2:

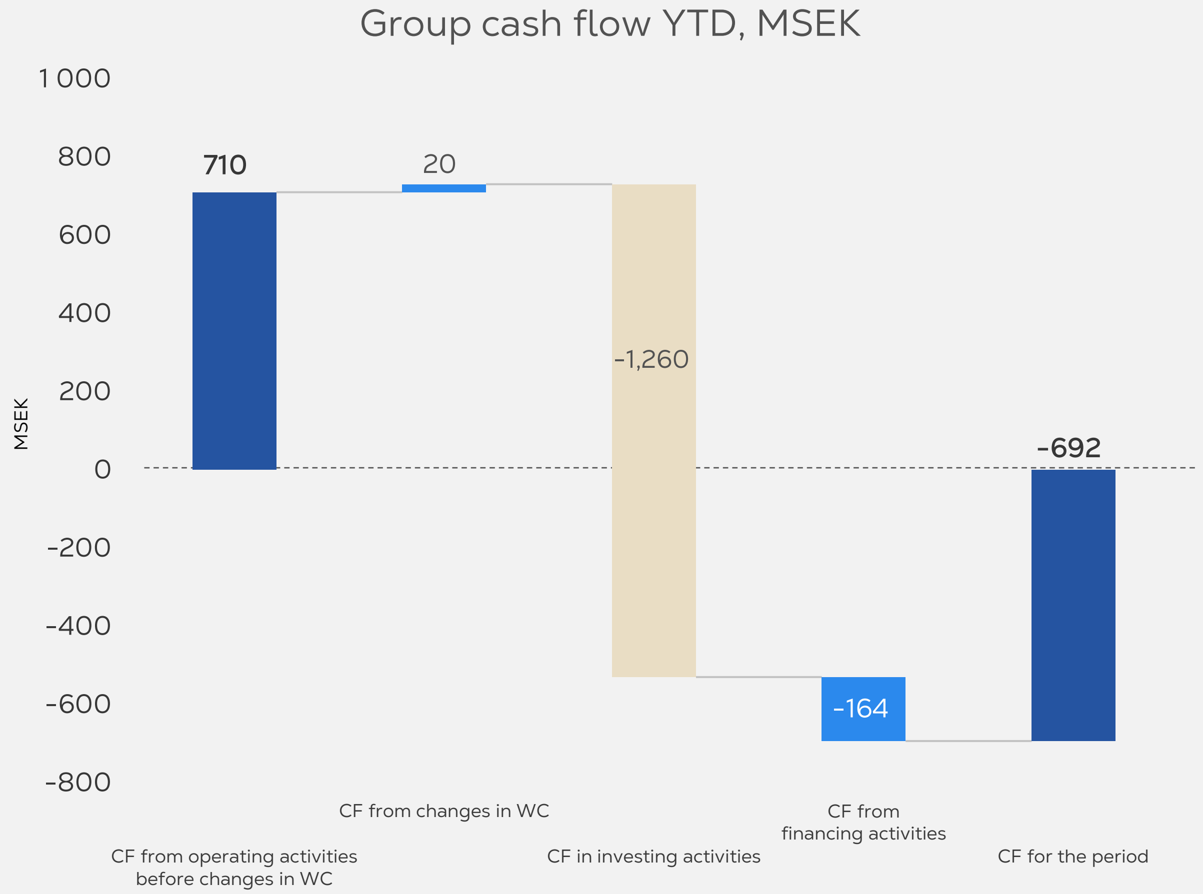
- Volume had a positive impact, driven by DCT & partly offset by AT
- Positive net price increase in DCT. FT negatively affected by product mix & AT mainly by regional mix
- Negative operational excellence effects due to under-absorption in AT, while strong factory utilization in DCT provided a positive offset. As well as, positive contributions from lean & similar initiatives
- Strategic initiatives for scalability in digitization and automation continues along with footprint and growth investments

Group adj. EBITA margin impact

Q2 2024 adj. EBITA %	18.2	
Volume		+ +
Product & regional mix and net pricing		−
Operational excellence		−
Strategic initiatives		− −
Q2 2025 adj. EBITA %	13.6	

Negative currency effect for the quarter

Continued focus on cash management



Cash flow from changes in working capital

	Q2 2025	Q2 2024
Change in accounts receivable	-122	89
Change in inventory	-122	-124
Change in accrued income	-118	41
Change in accounts payable	171	-42
Change in advances from customers	89	135
Change in other working capital	12	61
CF from changes in working capital	-90	161

→ YTD: Cash flow mainly impacted by;

- Cash flow from operating activities declined, primarily lower operating earnings & working capital development
- Cash flow from investing activities increased, driven by acquisitions & higher CAPEX
  - Note that ~ BSEK 1 from the divestment of FoodTech Equipment was received and reported under discontinued operations

Investments supporting the next growth wave

→ CAPEX continued investments

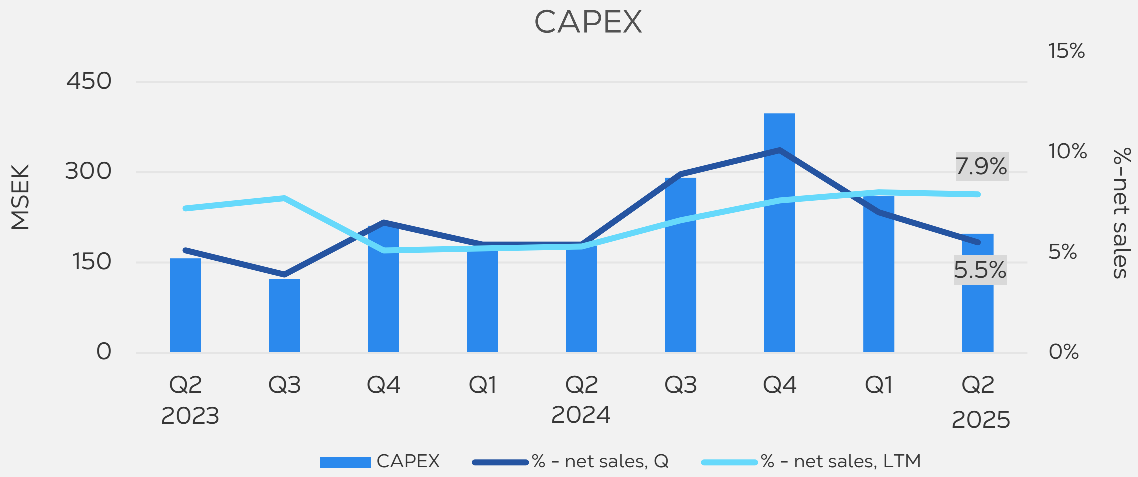
- aiming at strengthening competences, upgrades, digitalize & automize
- 2026: investments in expanding the DCT facility to support chiller production in Virgina, US

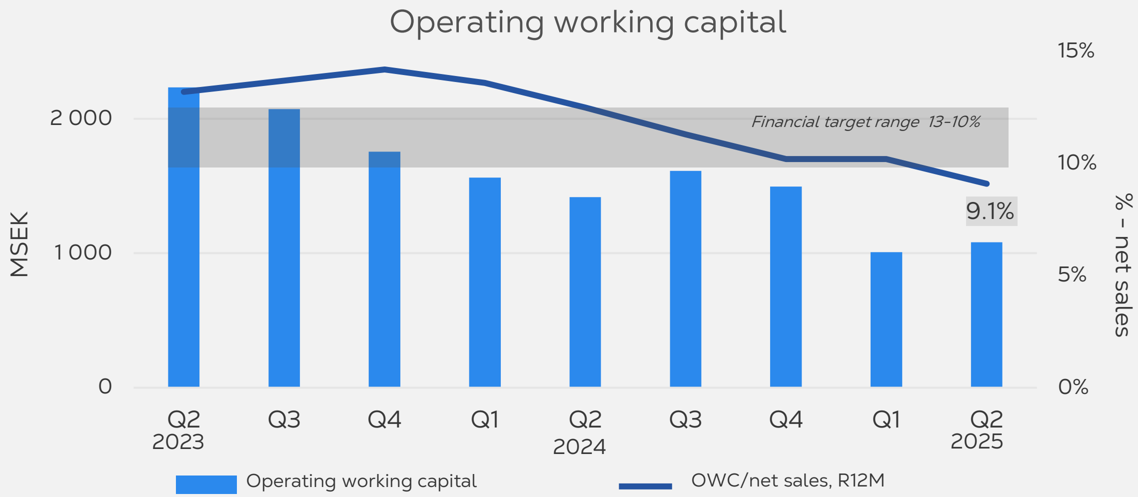
→ OWC/net sales below target range

- supported by continued structured work to improve capital efficiency

→ 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

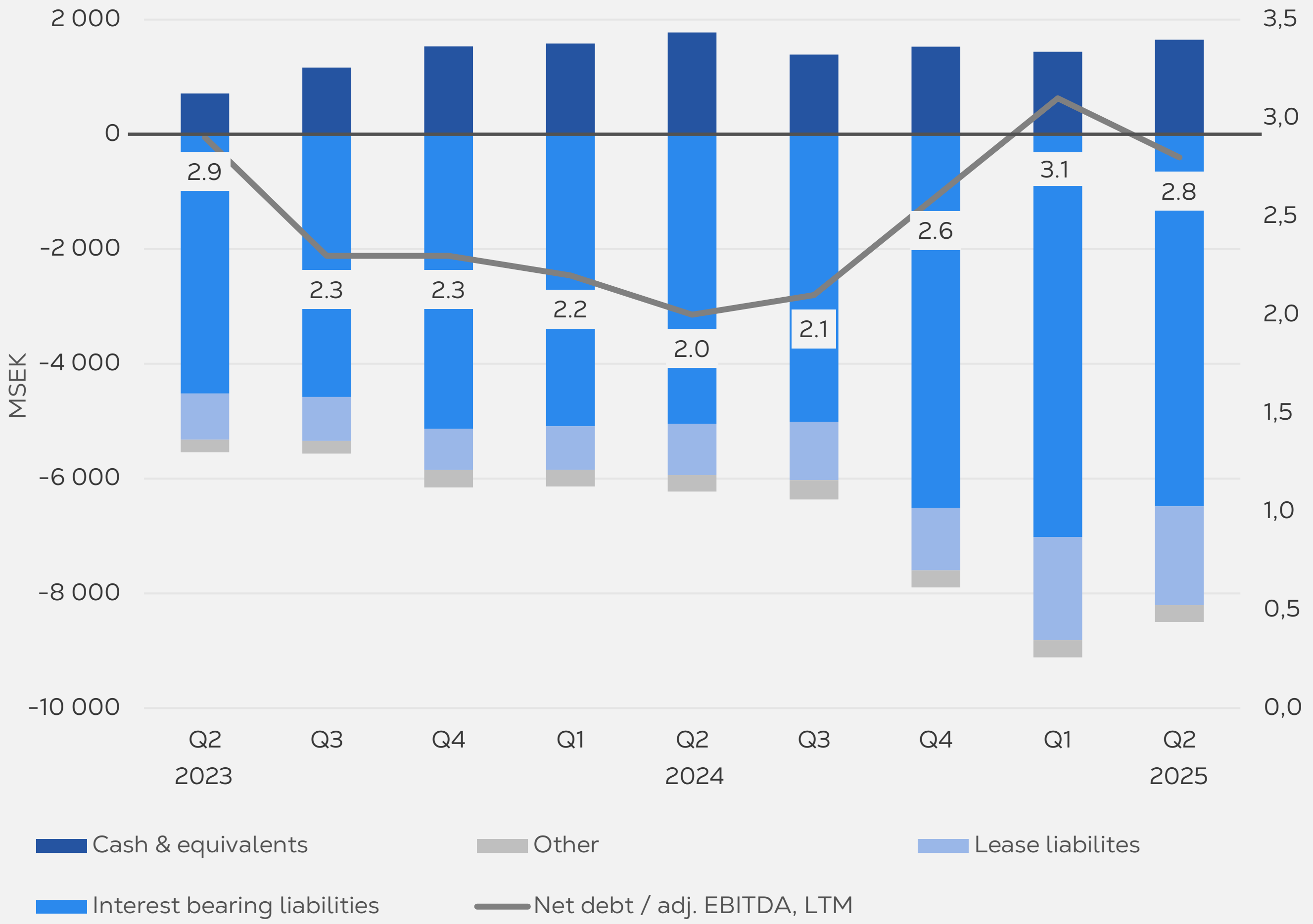




CO_2 reduction | Integrated operations | Fully digital | Talent & Leadership

Decreased leverage ratio during the quarter

Development of leverage & net debt



→ Leverage ratio 2.8x

- Decrease compared to Q1 2025 (3.1x): closing of the FoodTech Equipment divestment

→ Diversification of funding base

- Sustainability linked loans
- Commercial paper
- MTN-program
  - Green bonds

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 – digital offering with AI-controls & connectivity, energy upgrades & spare parts

  Components
  - dehumidification rotors & evaporative cooling pads
- DCT
  - develop remote assistance & system monitoring
  - commissioning, installation and retrofitting – fans, controls, heat exchangers & refrigeration – across current operations & future offering
- FoodTech
  - broadening, investing & developing more software to grow portfolio

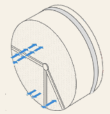
**Service & Components*
>1/3 of Group net sales**

Service

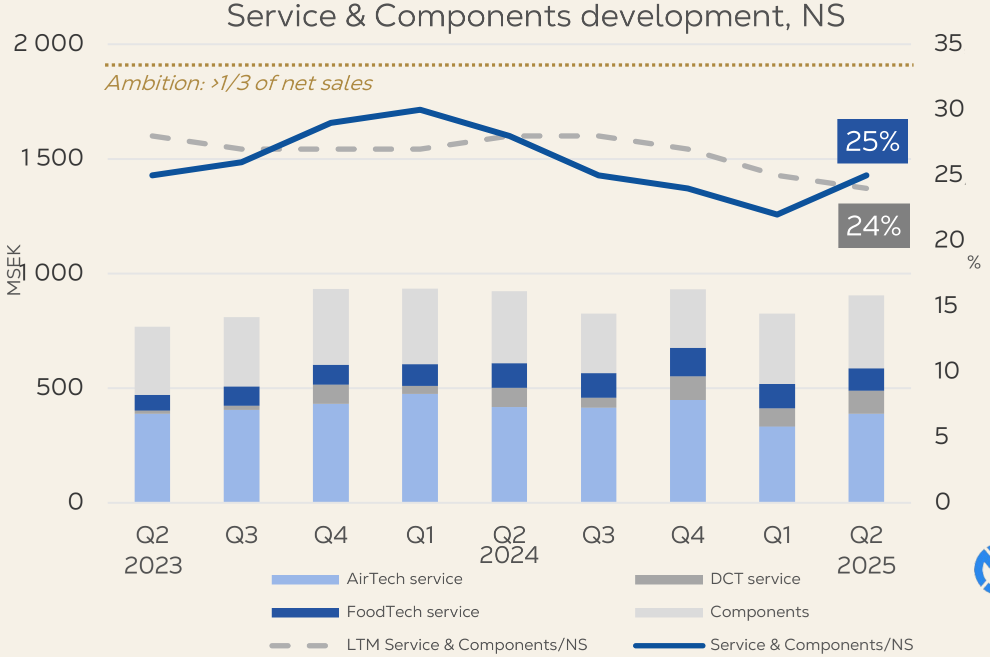
Service share net sales, Q2

AirTech	DCT	FoodTech
23% (22)	7% (8)	24% (50)

Components share of AirTech, Q2



19% (16)



* 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 sustainability agenda

Established MTN-program and Green Bond Framework

→ MTN-program framework with a size of **BSEK 5**

→ Green Bond Framework aligned with **ICMA Green Bond Principles**

→ First issuance under the program:

- **BSEK 1** in total green bonds issued
  - **3-year bond**: MSEK 200
  - **5-year bond**: MSEK 800
- Supports goal of **diversifying funding sources** and advancing **sustainable investments**

Selection of initiatives

InoBram reaches zero CO_2 emissions

- First FoodTech site to achieve zero CO_2 emissions (Scopes 1 & 2)
- Powered by 75% solar, 25% renewable electricity
- Enabled through energy-efficient upgrades and a long-term sustainability strategy

Strengthening energy efficiency focus

- Participated in The International Energy Agency annual conference
- Focused on accelerating industrial decarbonization and scaling energy efficiency
- Signed the CEO Commitment Letter to support doubling global energy efficiency progress this decade

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.

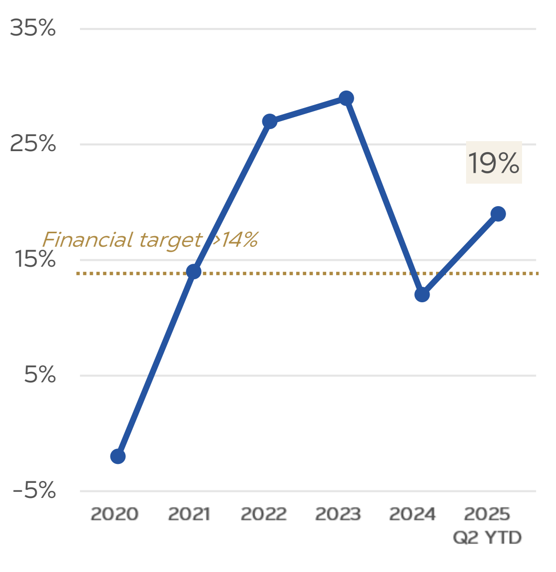
* International Capital Market Association

Summary

Progression towards our financial targets

Currency adj. growth

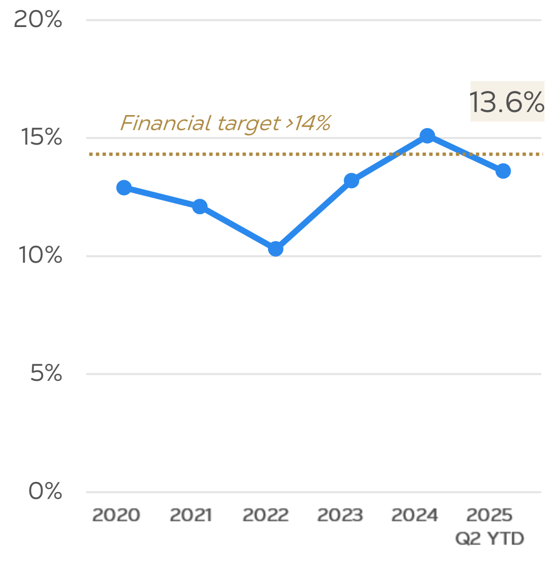
+21%*



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

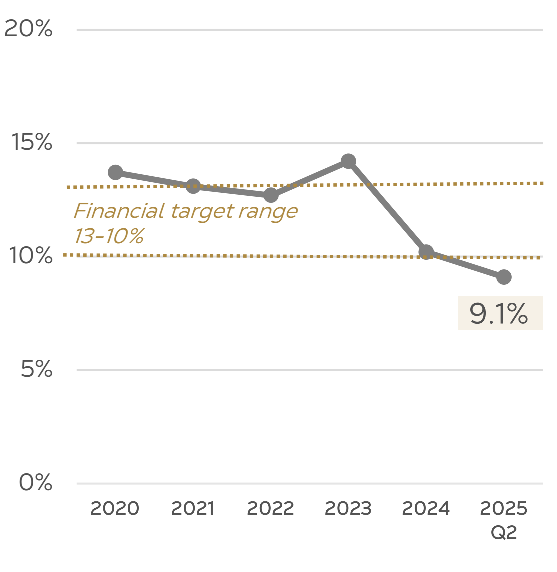
Adj. EBITA margin

13.6%*



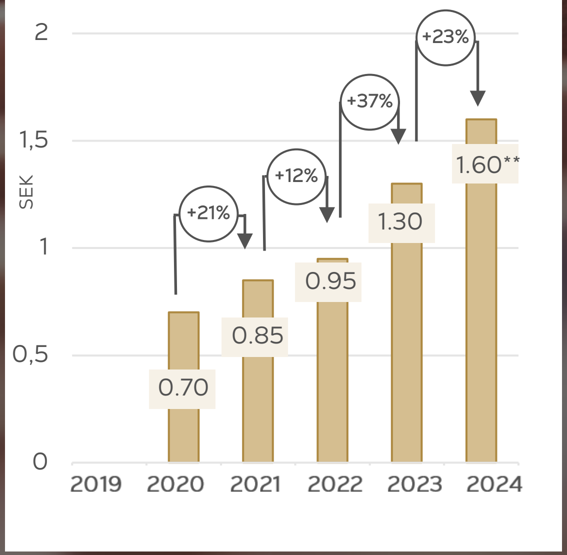
OWC/net sales

9.1%



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 2020-2024 includes discontinued operations.
* Q2 2025 figures
** Represents 30% of net income.

Quarterly highlights

Continued good momentum in the quarter

Solid execution from DCT and FoodTech

Volume- and margin-enhancing actions underway in AirTech

Positioned for the next phase of sustainable profitable growth

Munters

Financial calendar 2025

Interim report Q3
October 24, 2025

Interim report Q4
January 29, 2026

Q&A

Q2 report 2025

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.