Munters

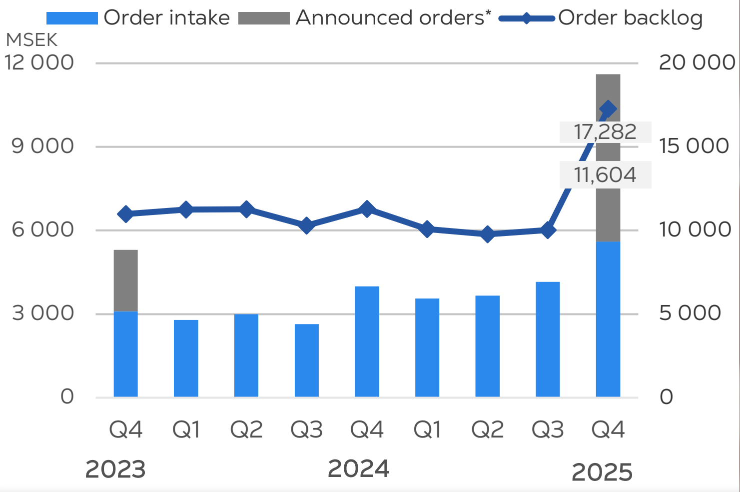
Munters

Q4 & full-year report 2025

Klas Forsström, President and CEO
Katharina Fischer, GVP and CFO
Line Dovärn, Head of Investor Relations

Exceptional demand, while earnings weakened

Q4: Exceptional order intake



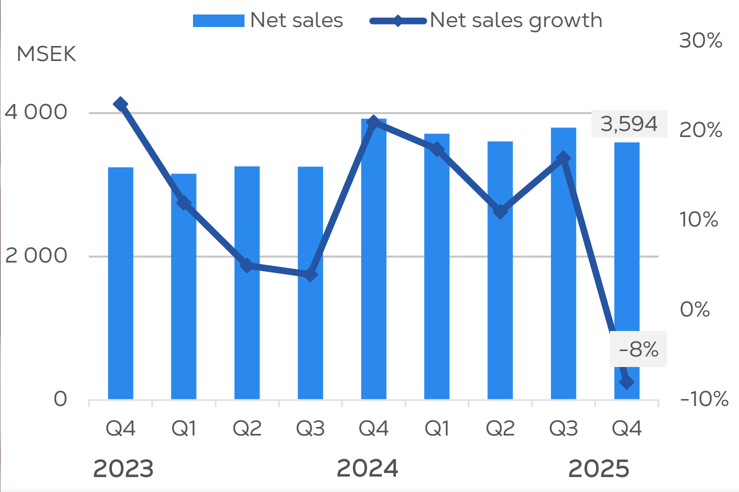
Order intake, +191% (+210% org., +2% struct.,-22% currency)

- AT - growth, demand driven by Americas
- DCT - significant increase, MSEK ~5,715 in announced orders
- FT – org. declined, lower software orders, partly offset by controllers

Order backlog, +53% (currency adj.: +80%)

- Mainly DCT - orders to be delivered mainly in 2026 and 2027
- **Book-to-bill: 1.6**
- **FY: Order intake, +85%,** (org.: +25%)

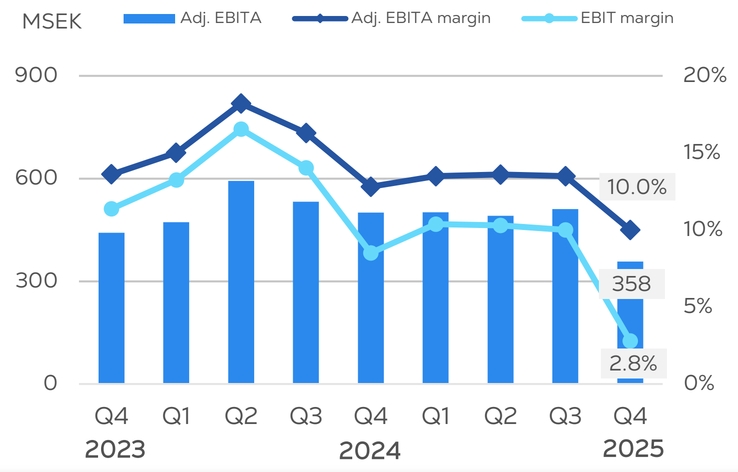
Q4: Net sales affected by FX



Net sales, -8% (-3% org., +3% struct., -8% currency)

- AT – declined, lower sales in EMEA
- DCT – increased, successful execution on order backlog
- FT – increased, driven by strong growth in controllers, partly offset by lower software
- **FY: Net sales, +8%,** (org.: +6%)

Q4: Profitability impacted by tariffs



Adj. EBITA-margin: 10.0% (12.9)

- DCT – tariff headwinds of approx. -4.p.p, unfavorable changes in product mix
- AT - lower volumes and underutilization due to weaker battery, estimated impact of approx. -2.p.p. along with unfavorable product & regional mix, price pressure & dual-site costs
- FT - strong contribution, although impacted by investments & product mix
- **EBIT margin: 2.8% (8.5),** affected by holdbacks paid & restructuring cost
- **FY: Adj. EBITA Margin, 12.7%** (15.5)

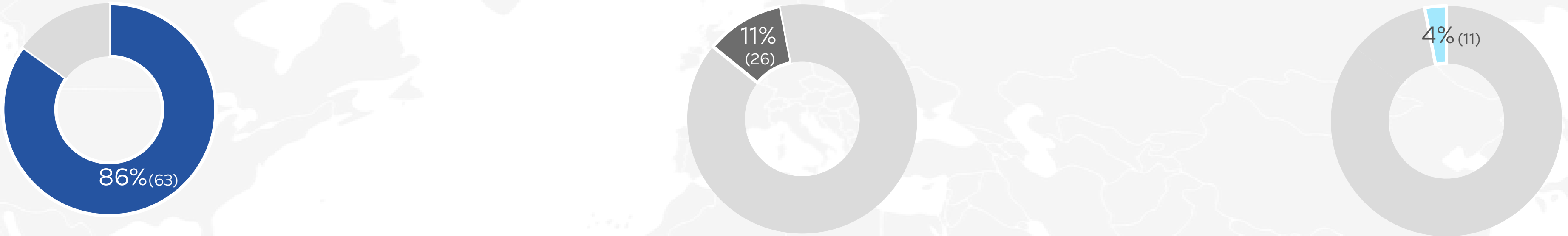
AT = AirTech, DCT = Data Center Technologies, FT = FoodTech, BA = business areas

*Large orders announced through press releases

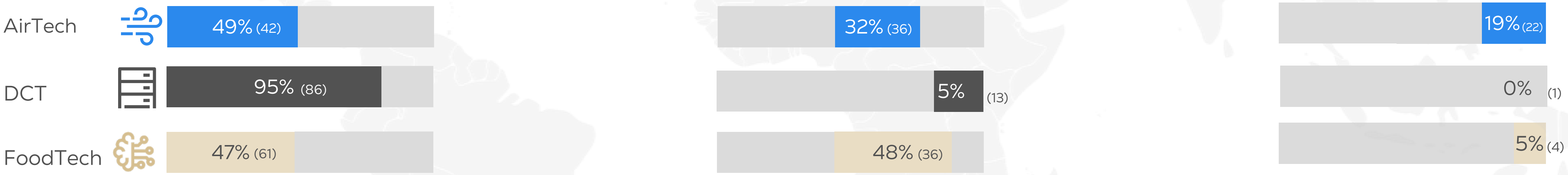
Variations across regions & end-markets

Americas | EMEA | APAC

Group order intake Q4



Business area order intake Q4



Americas

- AT: market remains soft, pockets of growth persist
- DCT: expanding rapidly, led by hyperscale investments and AI-driven demand
- FT: The continued scaling of AI and automation is driving growth in mission-critical supply chain operations

EMEA

- AT: mixed demand environment – defense growing, pricing remains competitive
- DCT: competitive & slower market with signs of pick-up
- FT: positive market outlook – driven by increased regulation & push for better practices

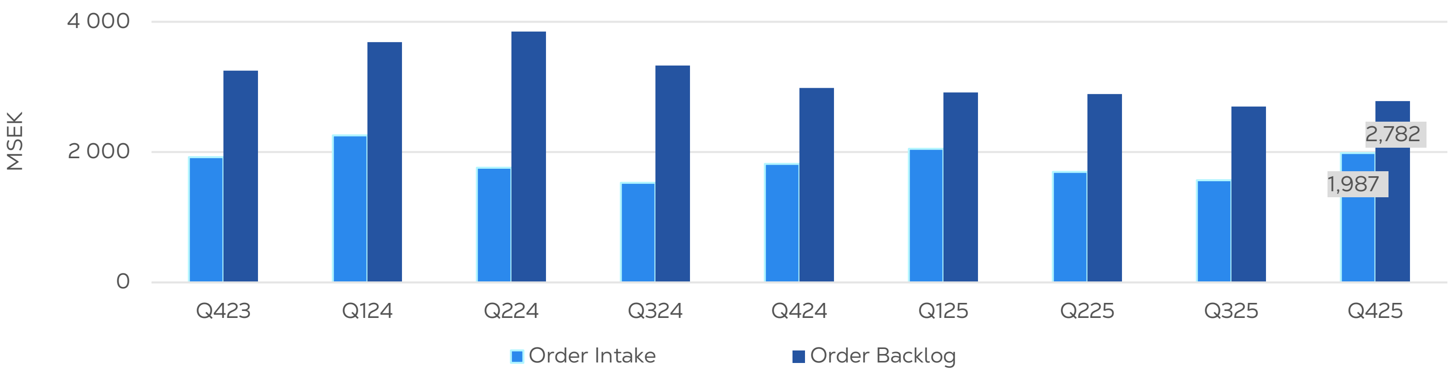
APAC

- AT: signs of improvement in China though cont. high competition, SEA & India growing markets
- DCT: good market outlook, especially SEA & Oceanic / Pacific
- FT: APAC region is a growing market with a mix of maturity levels and business practices

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 demand despite challenging market environments

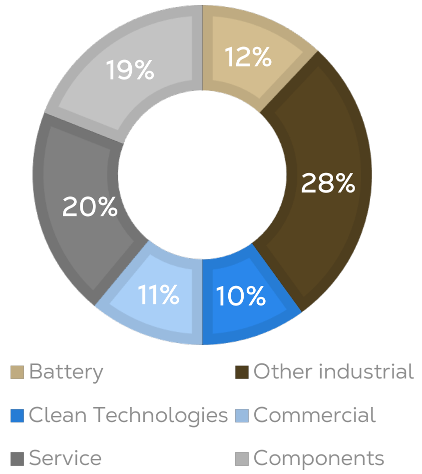
Order intake & backlog



Market outlook 2026*

AirTech

Customer segment order intake, LTM



› 5 % ~ 1-5 % ± 0-1% neg

* This reflects the company's assessment of market demand for FY 2026, based on current market indications and the information available at the time of this report.

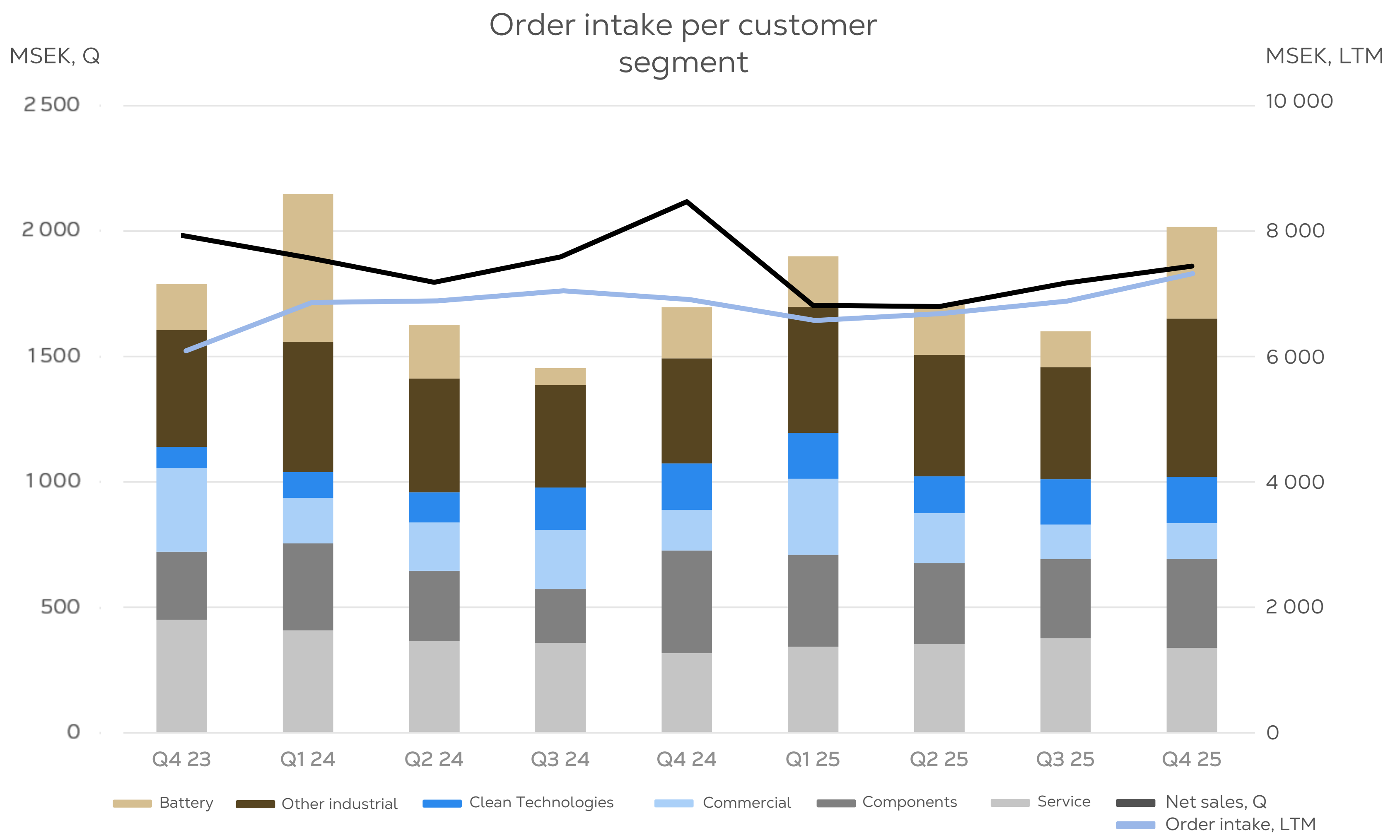
→ **Order Intake grew;**
(currency effects -10%)

- Industrial (excl. battery) – growth all regions, supported by defense, pharma & utilities
- Battery – growth (announced battery order MUSD 30 in Q4), market still affected by delayed investment decisions, extended project start-ups & project volumes
- Components – declined, due to timing effects in Americas & EMEA
- Service – slight growth, mainly Americas

→ **Order Backlog stable**

→ **Book-to-bill: 1.1**

Solid demand across several segments



For comparability, figures have been adjusted for currency effects

AirTech

Development Q4 2023 – Q4 2025

- Battery – regional differences, delays in investments, lower project volumes, increased competitive environment
- CT- continued good development
- Other Industrial – stable, development in several markets
- Components - growth of evaporative pads to data center market. Rotor replacements impacted by weaker battery market
- Service – stable development

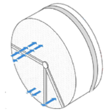
Declined volumes & profitability

MSEK	Q4 2025	Q4 2024	Change (%) Org.	Struct*	FX	FY 25	FY 24
Order intake	1,987	1,821	18	1	-10	7,300	7,365
Order backlog	2,782	2,986				2,782	2,986
Net sales	1,868	2,260	-12	2	-7	7,191	8,204
Adj. EBITA	115	212			-4	453	1,113
Adj. EBITA (%)	6.1	9.4				6.3	13.6

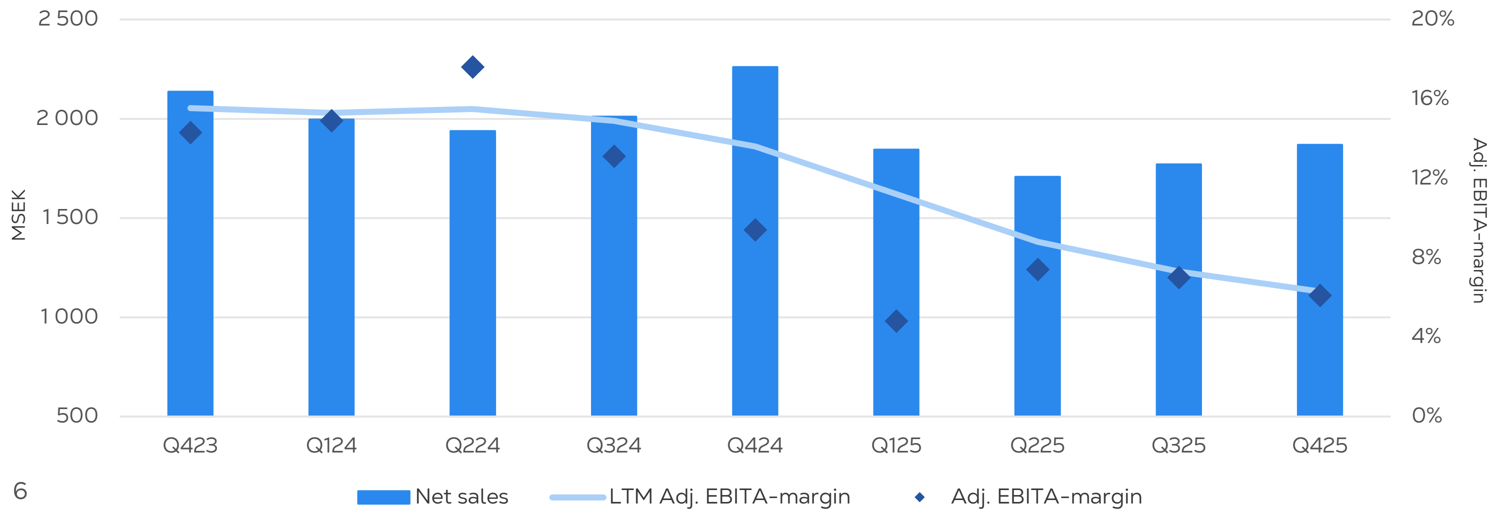
Service share of net sales, Q4

23% (20)

Components share of net sales, Q4



19% (11)



* Acquisitions & divestments

AirTech

→ Net Sales declined, lower sales primarily EMEA;

- Industrial (excl. battery) – declined, primarily EMEA & Americas, similar regional development in the battery sub-segment
- Components – grew, supported by evaporative pads Americas

→ Adj. EBITA margin declined;

− lower battery
− lower volumes & underutilization of factories, approx. -2 p.p.
− unfavorable product & regional mix
− cont. dual-site costs transition to Amesbury facility completed
\+ announced cost-savings initiatives

→ FY: Order intake stable, net sales & margin declined

Innovation reinforcing product leadership across a broad range of growing markets

AirTech

Seleection of demand drivers

Underlying demand for humidity & air quality solutions – beyond electrification

Population growth & urbanization

New technologies & materials

Climate change & efficiency demand

Innovation

Material Science & Technology Leadership

- Next-generation media
- Advanced analytics
- Industry collaborations

Connectivity & Intelligent Solutions

- Remote climate control & monitoring
- Securing the value chain via proprietary platforms
- Connectivity for installed-base services

High-performing, durable & energy-efficient solutions supported by a global service organization with strong local presence

Markets

Humidification

- Commercial
- General Industry
- Automotive
- Data Centers

Dehumidification

- Defense
- Food Processing
- Battery
- Renewable Power
- Commercial
- Infrastructure
- Pharmaceuticals

Air quality & pollution control (CT*)

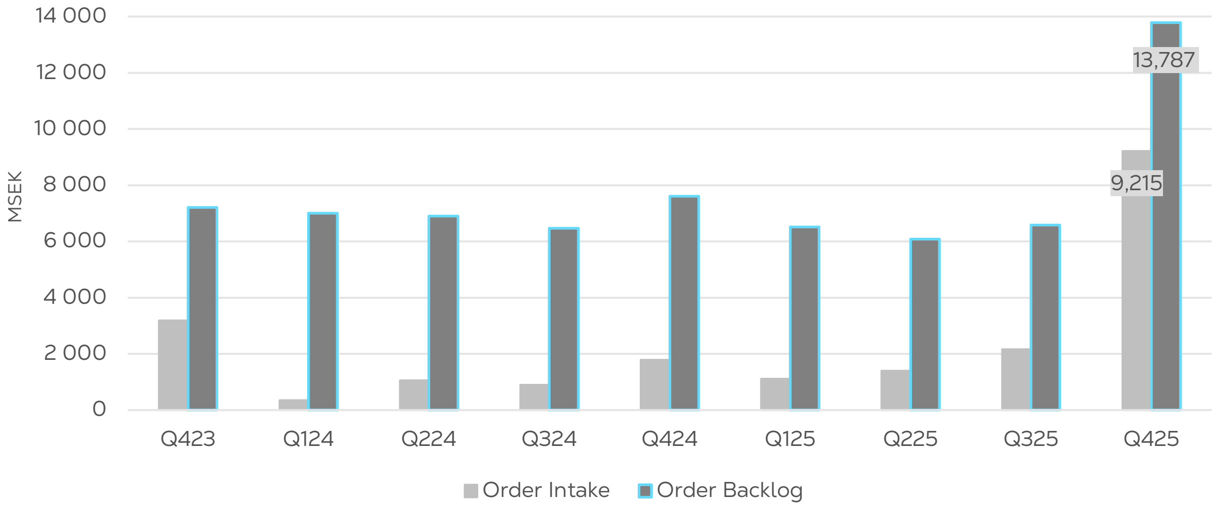
- Process
- Power
- Electronics

10+ other markets

* Clean Technologies

Record order intake

Order intake & backlog



→ **Order Intake increased;** (currency effects, -37%)

- significant demand Americas from colocators & hyperscalers, driven by AI-related investments
- announced orders MSEK ~5,715
- sizable chiller & CRAH order secured in EMEA

→ **Order Backlog increased;**

- orders to be delivered mainly in 2026 & 2027

→ **Book-to-bill:** 7.0

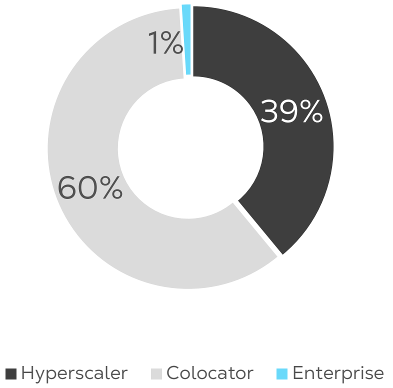
Market outlook 2026*

DCT ↑

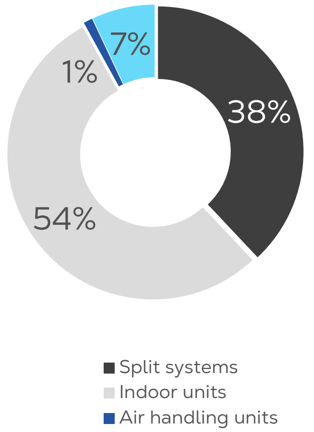
↑ > 5 % ↗ ~ 1-5 % → ± 0-1% ↘ neg

Order intake split, LTM

Customer segment



Technology



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

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

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

Other
Specialized cooling units & service

*Coolant Distribution Unit
**Computer Room Air Handler

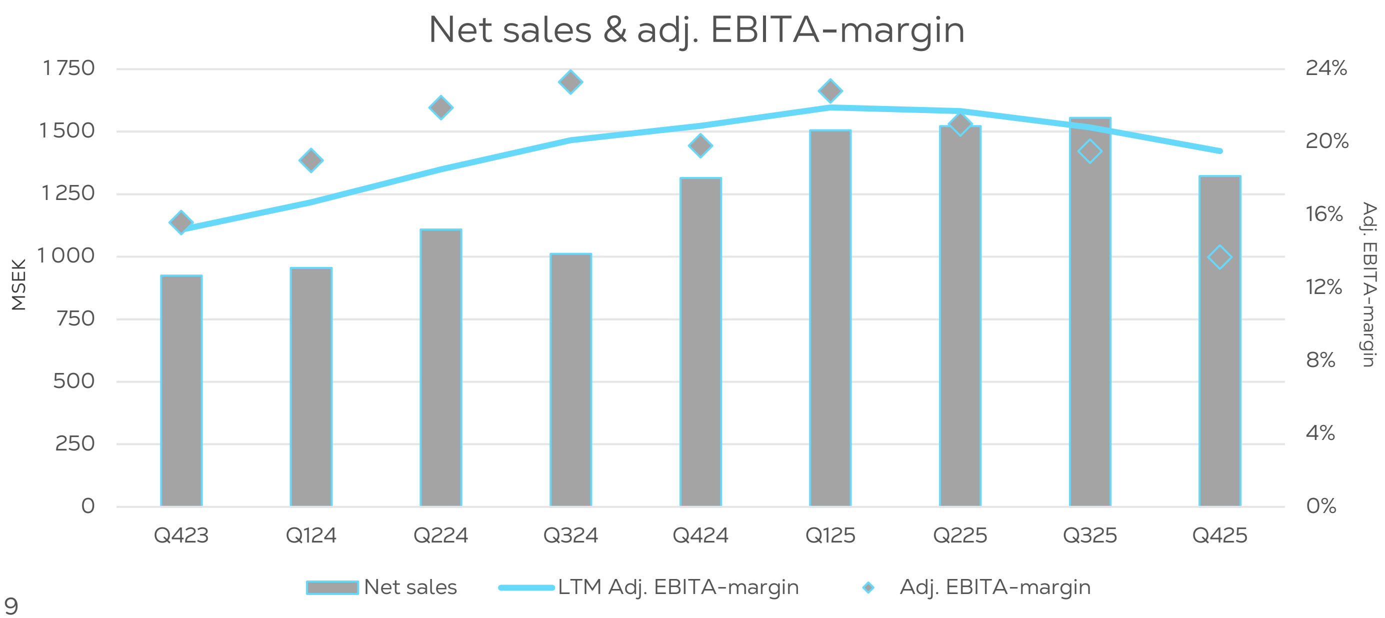
* This reflects the company's assessment of market demand for FY 2026, based on current market indications and the information available at the time of this report.

Margin affected by tariffs

MSEK	Q4 2025	Q4 2024	Change (%) Org.	Struct*	FX	FY25	FY24
Order intake	9,215	1,787	453	0	-37	13,889	4,088
Order backlog	13,787	7,604				13,787	7,604
Net sales	1,322	1,315	12	0	-11	5,906	4,392
Adj. EBITA	182	260			-10	1,149	920
Adj. EBITA (%)	13.7	19.8				19.5	20.9

Service share of net sales, Q4

7% (8)



→ Net Sales stable;

- cont. successful execution of backlog
- factories temp. closed due to holiday season
- short term volume impact during transition to new products, expected efficiency improvements over time

→ Resilient adj. EBITA margin;

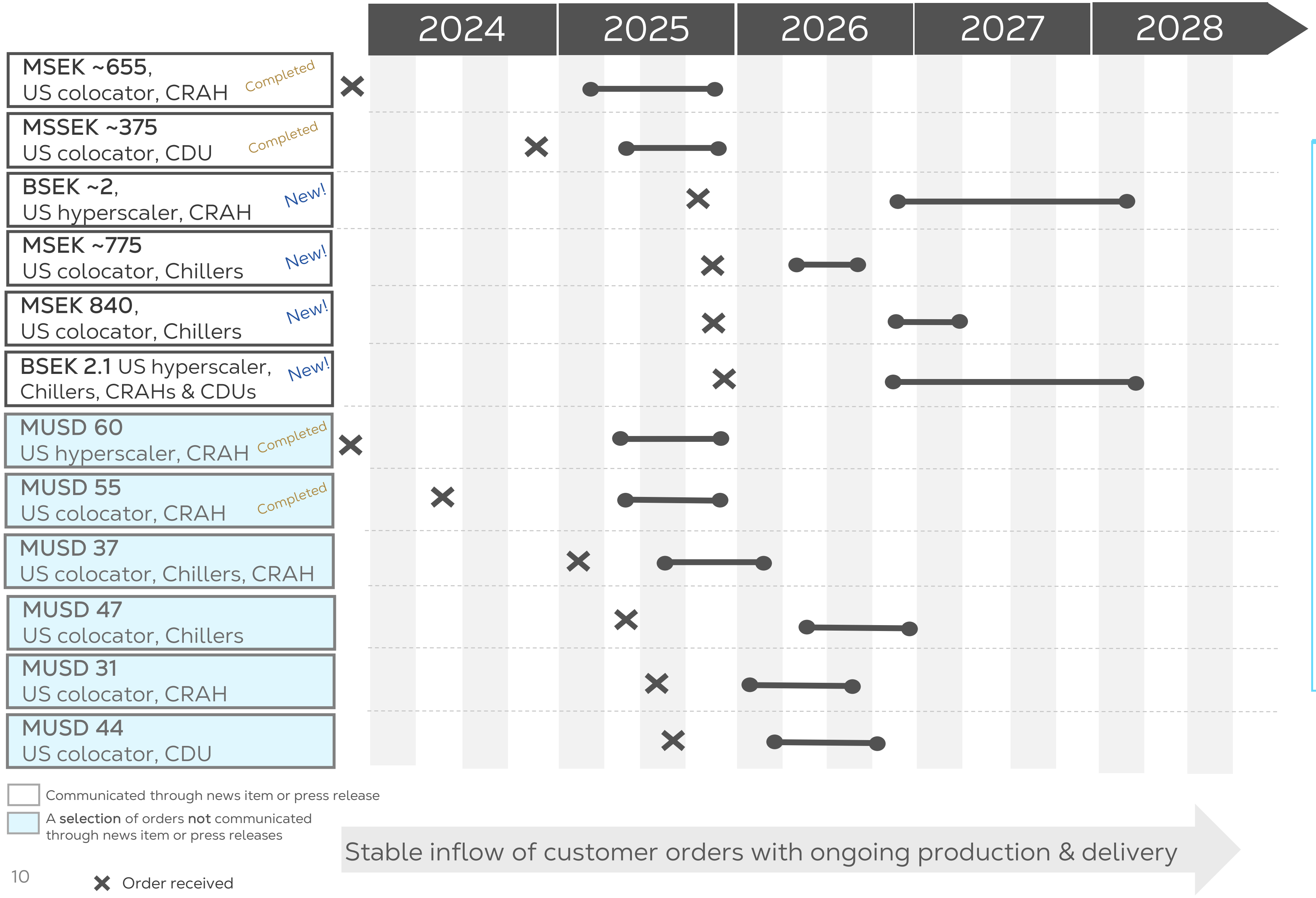
– tariff headwinds approx. -4 p.p.
– changes in product mix
+ high production utilization
+ price increases & benefits from lean initiatives

→ FY: Significant order intake & net sales growth and strong margin

* Acquisitions & divestments

Order backlog - deliveries mainly in 2026 & 2027

Data Center Technologies



Limited and illustrative sample of orders intended to highlight variation in products, lead times, and delivery.

Delivery execution & capacity expansion

- Increased staffing in operations & engineering
- Additional shifts to extend manufacturing throughput
- Expanded manufacturing & assembly footprint
- Product re-engineering to improve manufacturability & scalability
- Process automation & productivity improvements
- Proactive securing of critical components

Several orders highlighting our strategic offering

Published order: December 31

Record order of 2.1 BSEK

- Customer: US colocator
- Includes:
  - Geoclima chillers
  - Custom-designed CDUs (liquid)
  - CRAHs (air)
- Deliveries scheduled Q4 2026 - Q1 2028
- Order covers the entire chilled water infrastructure for customers data center, representing a strong validation of Geoclima acquisition

Sizable order in EMEA

Includes:

- Geoclima chillers & CRAHs

New customer:

- Colocator

Planned deliveries:

- During 2026

Other published orders during the quarter

November 12

BSEK ~2

Includes:

- Custom-designed CRAHs

Customer:

- US Hyperscaler

Planned deliveries:

- End of 2026 – early 2028

December 2

MSEK ~775

Includes:

- Geoclima chillers, Service & Commissioning

Customer:

- US Colocator

Planned deliveries:

- During 2026

December 11

MSEK 840

Includes:

- Geoclima chillers, Service & Commissioning

New customer:

- US Colocator

Planned deliveries:

- Q4 2026 - Q1 2027

Scaling a comprehensive data center cooling solutions platform

Past
Niche player

Present
Full cooling solution provider

Portfolio breadth
- Evolved from a niche specialist to a comprehensive cooling portfolio
- Expanded product range covering all tiers of data center needs

Innovation engine
- Strategic acquisitions & organic R&D
- Accelerated time-to-market for next-gen cooling systems

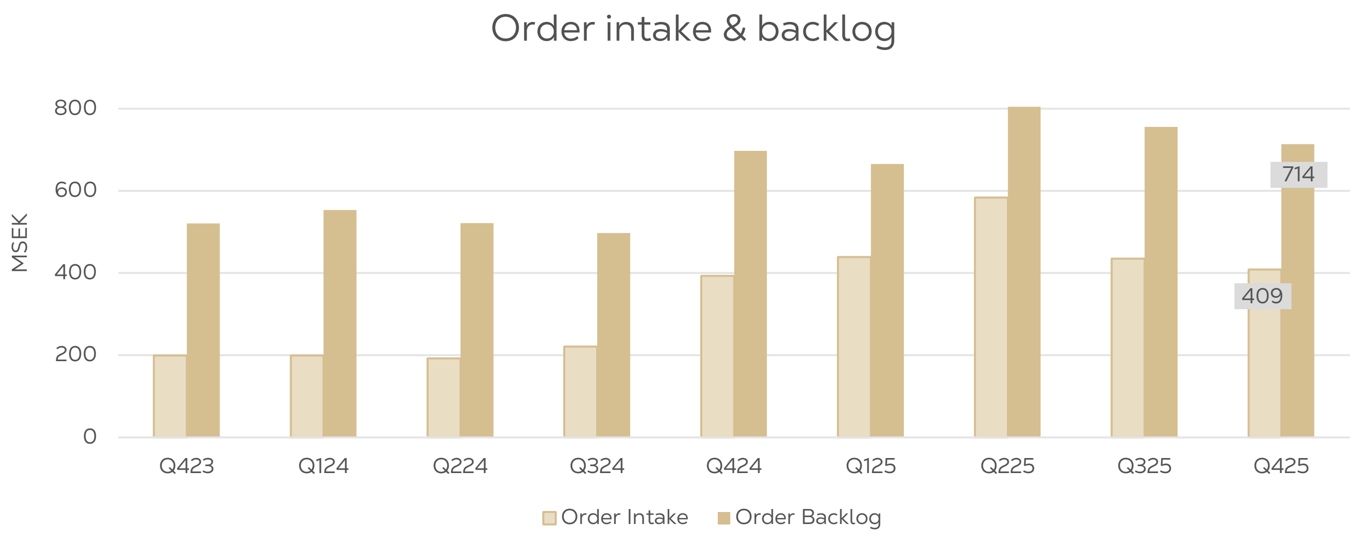
Hybrid readiness
- Addressing the continuous need to capture and dissipate heat as a fundamental constraint across all data loads
- Flexible architecture for hybrid data center environments

Strengthened service
- Installation, commissioning and modernization
- Enabling our team and connecting our customers with new digital tools and services
- Munters service technicians & contractor partners

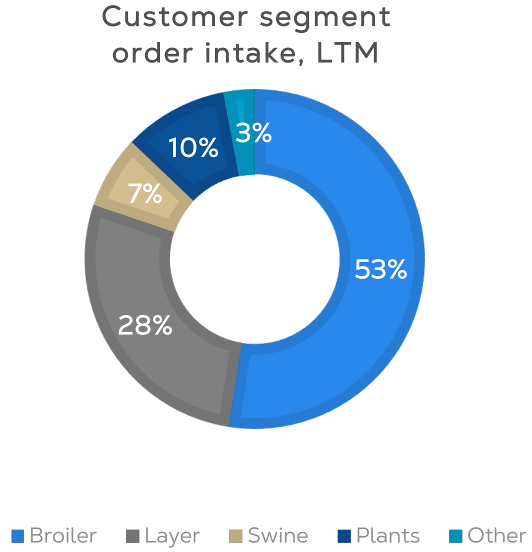
Capacity readiness
- Proactive capacity planning aligned with customer demand
- Scalable footprint expansion to support growth and delivery reliability

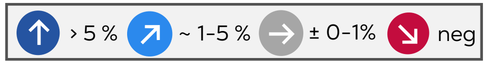
Providing a comprehensive, innovation-led cooling portfolio built on the fundamental reality that energy becomes heat, requiring flexibility as needs evolve, supported by strong services, high-quality delivery, and future-ready capacity for long-term customer needs

Order intake remained stable



Market outlook*
2026





* This reflects the company's assessment of market demand for FY 2026, based on current market indications and the information available at the time of this report.

- → Order Intake stable;
  (currency effects, -7%)
  - Software – good level, though strong comparison period
  - Controllers – strong growth in all regions and segments
- → Increased Order Backlog
- → Book-to-bill: 0.9

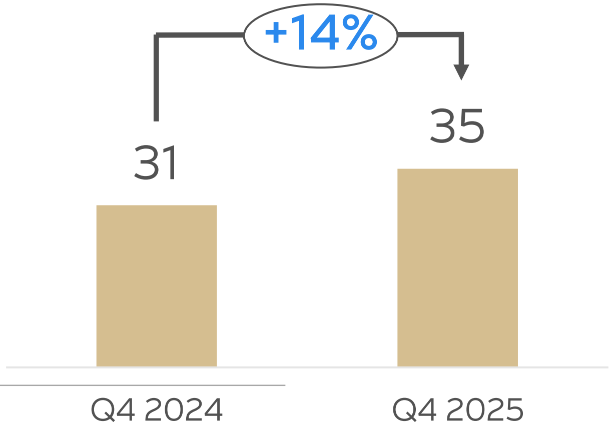
Margin remained strong

MSEK	Q4 2025	Q4 2024	Change (%)			FY 25	FY 24
			Org.	Struct*	FX		
Order intake	409	393	-4	15	-7	1,867	1,007
Order backlog	714	697				714	697
Net sales	449	354	13	22	-8	1,753	1,015
- of which SaaS	84	83				326	288
- SaaS ARR	351	337				351	337
Adj. EBITA	67	74			-7	297	238
Adj. EBITA (%)	14.9	21.0				17.0	23.5

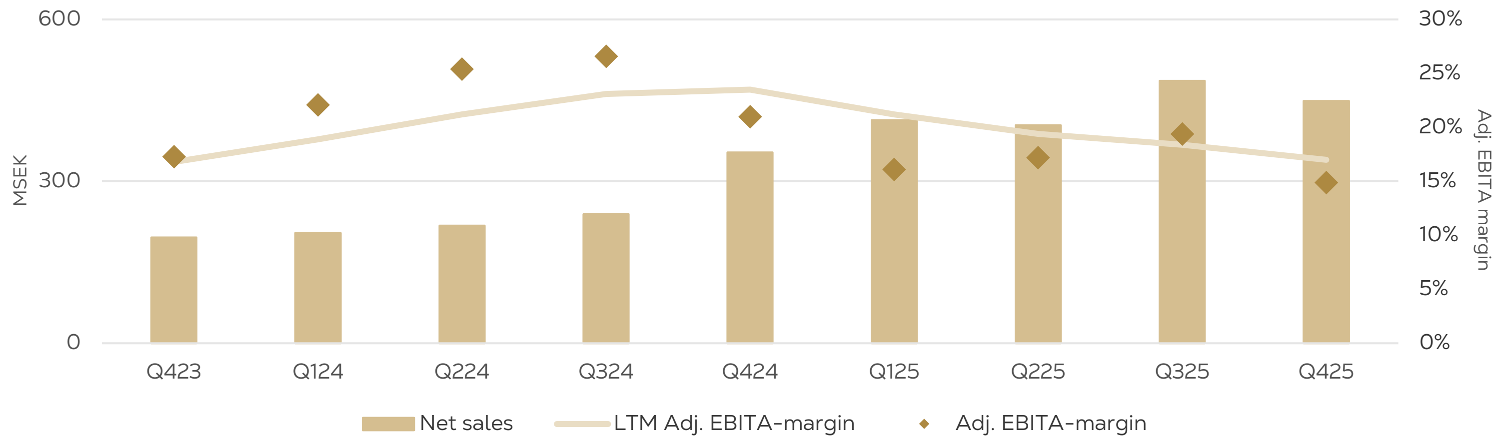
Service share of net sales, Q4

25% (35)

Development of ARR Q4** (MUSD)



Net sales & adj. EBITA-margin



→ **Net Sales** increased, driven by controllers;

- Software – declined org., due to strong comparison period
  - SaaS ARR growth, driven by subscription growth
- Controllers – solid org. growth across all customer segments in Americas & EMEA

→ **Adj. EBITA margin** remained strong;

- – investments to support growth
- – shift in product mix
- + price increases & efficiency initiatives

→ **FY:** Order intake & net sales increased, margin remained strong

* Acquisitions & divestments

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

Connected, global solutions with clear synergies

FoodTech

Global scale & synergies:

- Digital leadership
- Global leader with broad offering & reach
- **Industrial synergies:** through optimized supply chain & production
- **Commercial synergies:** through combined offerings & cross-selling

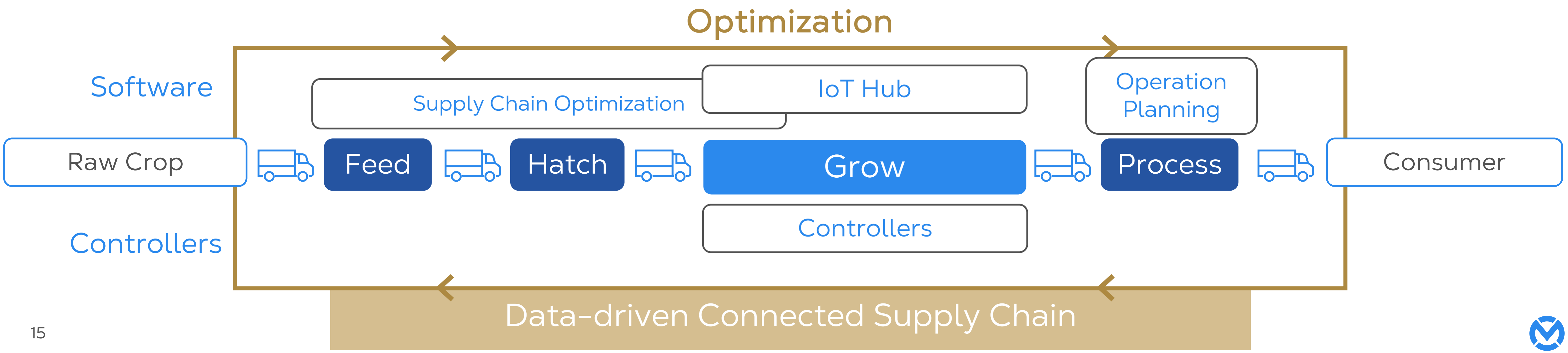
Investing for sustainable growth:

- Strategic portfolio investments
- Accelerated digital innovation & R&D
- Operational efficiency at scale
- Organic expansion across products & regions
- Building digital capabilities

Churn excl. Contraction*
<2%

SaaS ARR growth (USD)
+14%

Our integrated solutions



* % of contracted recurring revenue lost LTM from existing customers, excl. Contraction.

Financial highlights

Exceptional demand, while earnings weakened

- Net Sales
  - Q4: declined -8%
  - FY: increased +8%
- Adj. EBITA margin declined both Q4 & FY;
  - Q4: tariffs in DCT & lower volumes & underutilization in AT
  - FY: lower volumes, continued dual-site costs & underutilization in AT, as well as tariffs in DCT
- Net income declined both Q4 & FY;
  - IAC Q4: MSEK -174 (MSEK -88), includes restructuring activities within AirTech (MSEK 77) and holdbacks relating to the MTech acquisition (MSEK 98)
- Strong cash flow from operating activities
- OWC/net sales continued to improve;
  - below target range of 13-10%
- Leverage ratio stable

MSEK	Q4 2025	Q4 2024	Change (%)			FY 25	FY 24
			Organic growth	Structural growth*	Currency effects		
Order intake	11,604	3,994	210	2	-22	22,984	12,431
Order backlog	17,282	11,287				17,282	11,287
Net sales	3,594	3,923	-3	3	-8	14,712	13,587
Operating profit (EBIT)	101	333				1,228	1,746
Adj. EBITA	358	505	-25	4	-8	1,862	2,104
Adj. EBITA-margin	10.0	12.9				12.7	15.5
Net income	-8	170				562	954
Cash flow from operating activities	599	709				1,718	2,089
OWC/net sales (%)[1]	7.3	11.6				7.3	11.6
Net debt	6,714	6,364				6,714	6,364
Leverage[2]	2.9	2.6				2.9	2.6

[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

Margin impacted by tariffs

Main factors affecting adj. EBITA margin in Q4:

- Volume had a negative impact, mainly by AirTech in EMEA, partly offset by DCT and FT
- Positive net price increase in DCT & FT. Negative impacts from tariffs in DCT, all business areas negatively affected by product mix & AT by regional mix
- Negative operational excellence effects due to under-absorption in AT and transition to new products in DCT.
- Strategic initiatives for scalability in digitization and automation continues along with footprint and growth investments

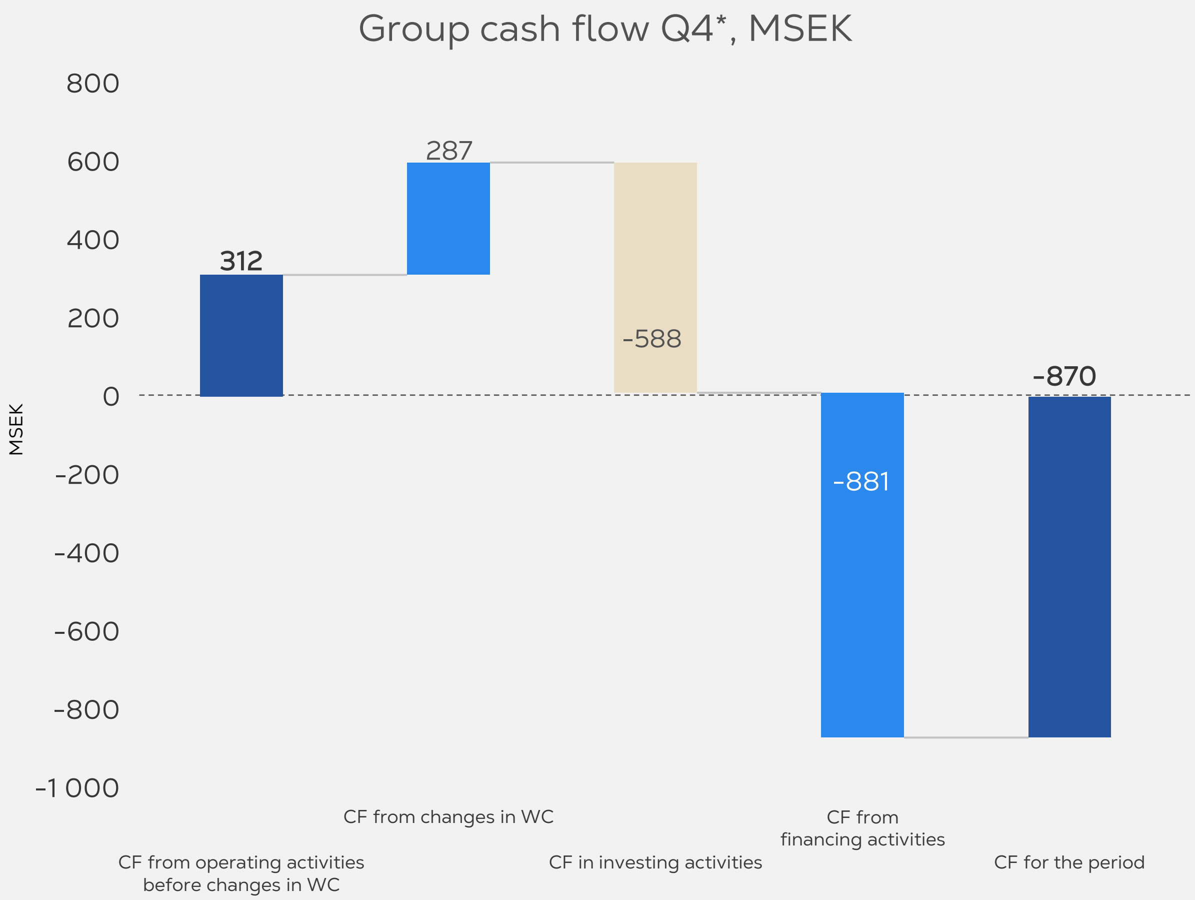
Compared to Q3 2025 (13.5), the decline was primarily driven by increased tariff headwinds as well as lower volumes and changes in product mix.

Group adj. EBITA margin impact

Q4 2024 adj. EBITA %	12.9	
Volume		−
Product & regional mix and net pricing		− −
Operational excellence		−
Strategic initiatives		−
Q4 2025 adj. EBITA %	10.0	

Negative currency effect for the quarter

Emphasized cash management



→ Q4: Strong cash flow from operating activities;

- Low operating profit mitigated by positive impact from changes in operating working capital mainly driven by advances in DCT
- Cash flow from investing activities impacted by business acquisitions
  - i.e. holdback & outstanding shares in InoBram

→ YTD: stable cash flow;

- cash flow from operating activities – primarily lower operating earnings & less favorable working capital development
- Cash flow from investing activities impacted by lower CAPEX and cash flow from business acquisitions
  - BSEK 1 from the divestment of FoodTech Equipment was received and reported under discontinued operations during Q2

* Continuing operations

Investments supporting the next growth wave

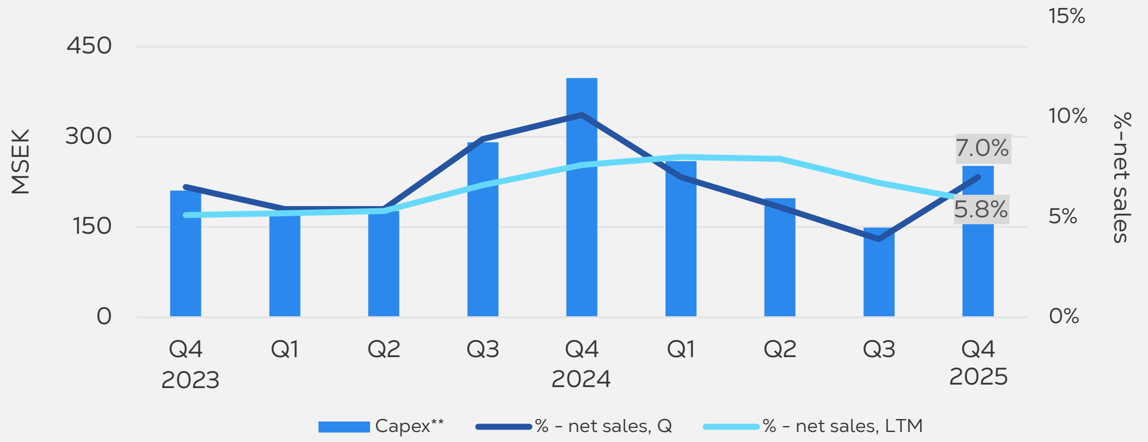
→ CAPEX continued investments
- strengthening competences, upgrades, digitalize & automize
- 2026: investments in DCT facility to support chiller production in Virginia, US

→ OWC/net sales below target range
- enabled through structured, ongoing initiatives focused on enhancing capital efficiency

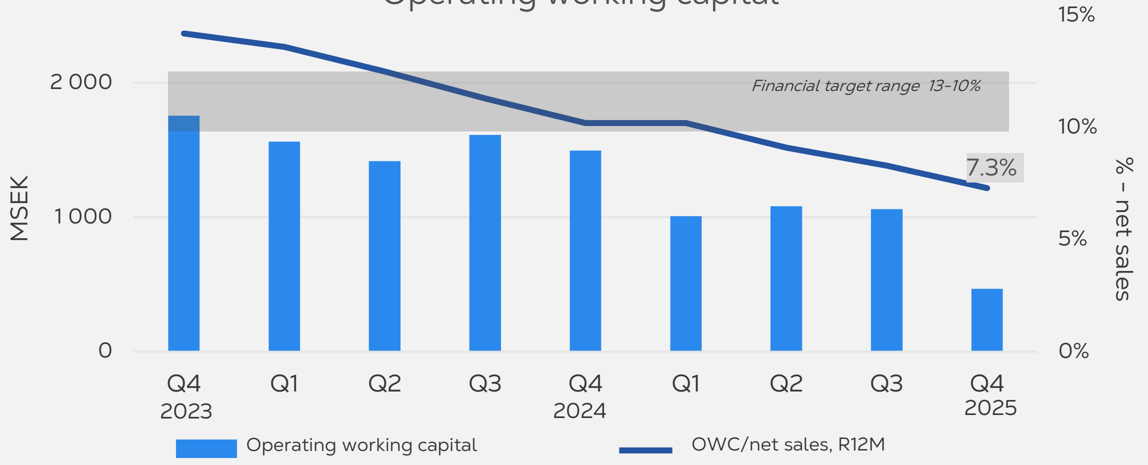
→ Capital allocation priorities to drive growth agenda – organic and inorganic:
- innovation and plan for CO_2 reduction
- operational and commercial excellence
- M&A and minority investments
- dividends

Business Outlook 2026 - Capex*

Expected to remain in same range
(**investments in intangible assets & PPE)



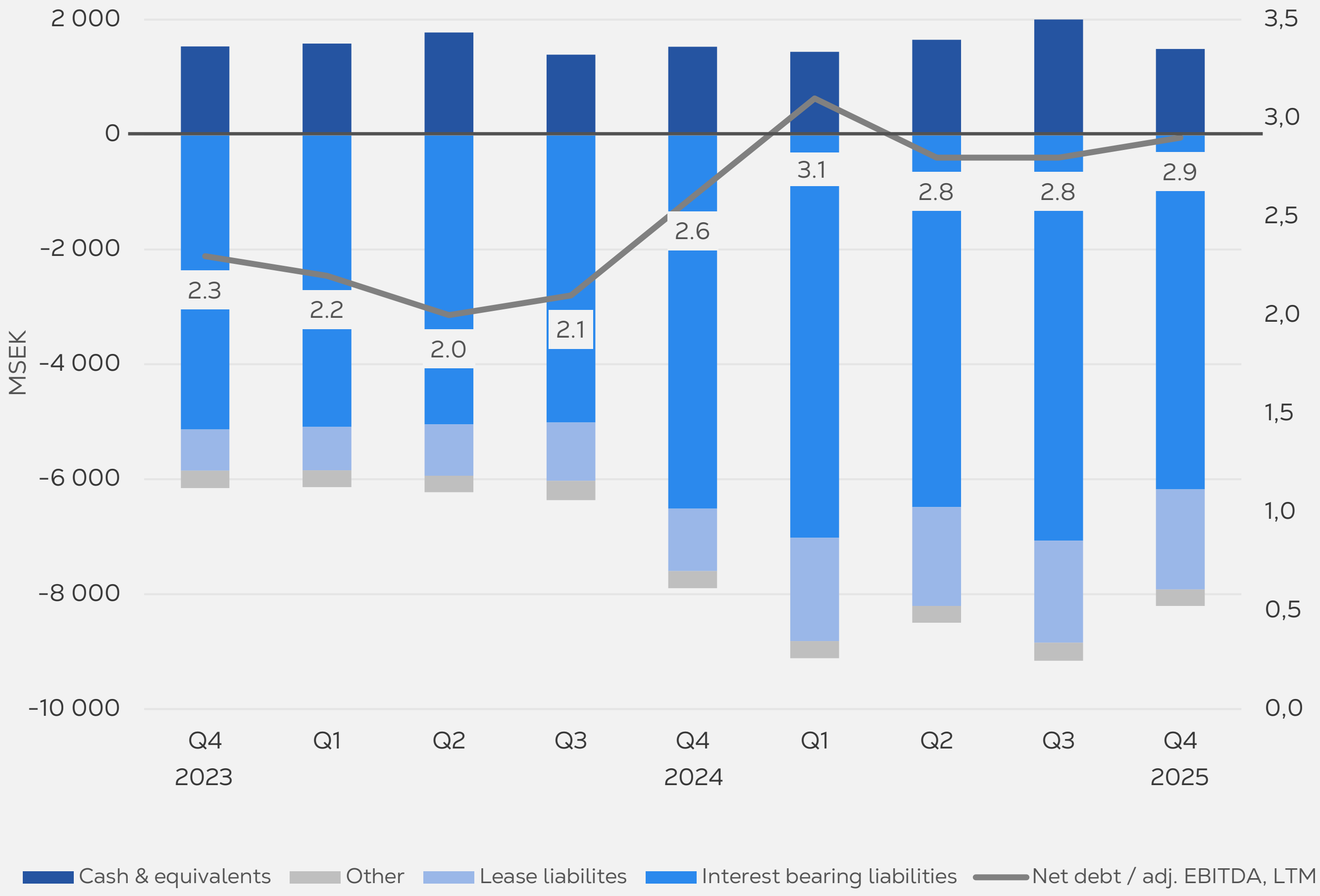
Operating working capital



* Based on assumptions and measures within the company's control, not taking into account external factors or events outside the company's ability to influence, which may impact actual outcomes.

Stable leverage ratio

Development of leverage & net debt



→ Leverage ratio 2.9x

- Stable compared to Q3 2025: reflecting lower operating earnings
  - M&A payments managed through strong cash flow
- Compared to Q4 2024: increased due to increased lease liabilities

→ 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

Munters sustainability journey – 2025 progress

Reduce CO_2e :

- Flagship net-zero facility inaugurated in Amesbury, US.
- Advancing decarbonization via suppliers, logistics, and efficient products

Gender equity:

- Inclusive employee networks and initiatives that promote interest in technology-related fields
- Broaden the talent base through targeted training programs and defined goals

Responsible business:

- Aligning with CSRD and upcoming CSDDD requirements
- Continuously upskilling our workforce on human rights, anti-corruption, and related topics

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

FY 2025:

25% (27)

Targets for 2030 – FY 2025 performance

Reduce CO_2e*

Scope 1 & 2: 42.0% absolute reduction	Scope 3: reduce by an average of 51.6% per unit sold
+3% (+3)	+19% (-37)

Gender Equity

30% women leaders & in workforce

Workforce	Leaders
23% (22)	21% (22)

Responsible business

100% of employees to complete CoC training every two years	100% of key suppliers must sign Supplier CoC
90% (83)	92% (99)

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

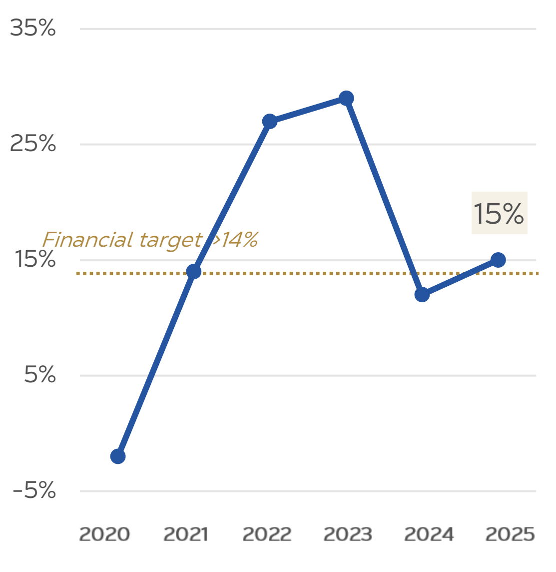
* Service includes: After-market service in all business areas (sales of spare parts, commissioning & installation, inspections & audits, repairs & other billable service) and SaaS revenues in FT
Components include: units to control moisture & cooling, sales booked in AT

Summary

Progression towards our financial targets

Currency adj. growth

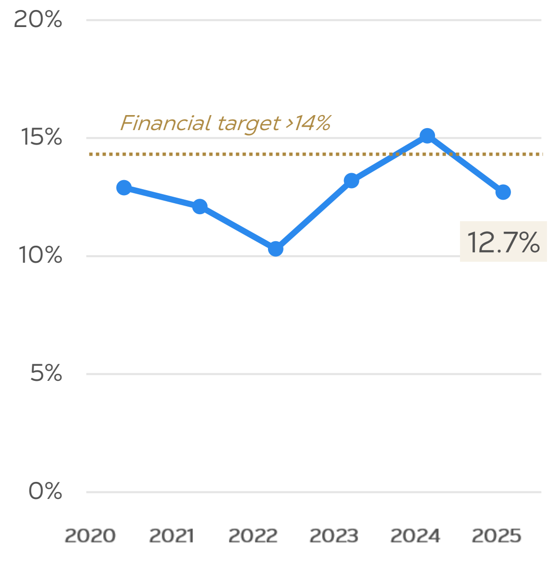
Q4: 0%



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

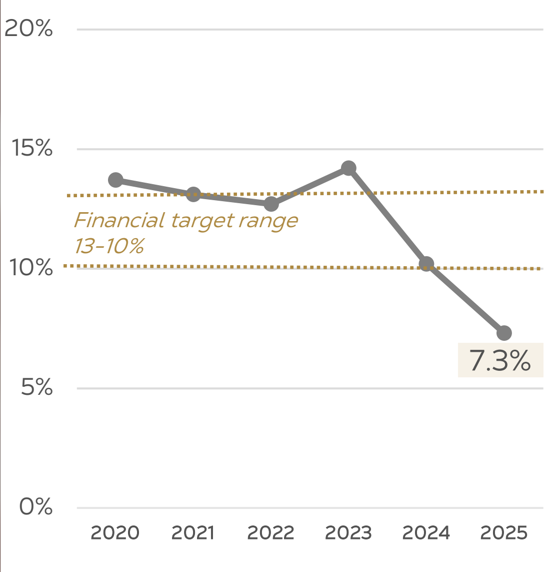
Adj. EBITA margin

Q4: 10.0%



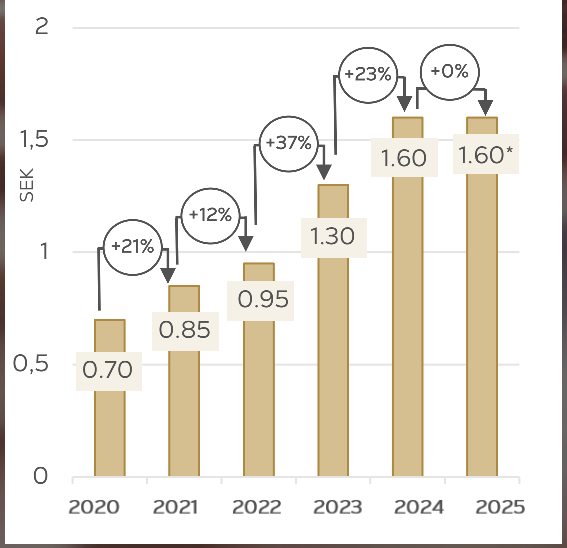
OWC/net sales

Q4: 7.3%



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

* Board of directors proposed dividend for 2025. Represents 53% of net income from continuing operations

Note: Figures for 2020-2024 includes discontinued operations.

Outlook for 2026

	AirTech	DCT	FoodTech
Status:	• Ongoing efficiency programs • Improved capacity utilization • Focused growth in Industrial and other segments	• Broadened our portfolio • Increased global footprint • Record order intake	• Fully digital offering • New regions • Growing share of recurring revenue
Market outlook for 2026*	**Flat to positive** Market demand in battery remains subdued but expected to be offset by continued activity in the Industrial market, including defense, food and pharma	**Positive** Market demand is expected to remain strong, supported by continued investments	**Positive** Market demand is expected to remain strong, driven by increased adoption of digital solutions

Business outlook for 2026**

Net sales growth: Expected to develop positively, supported by the strong backlog

Adjusted EBITA margin: Expected to improve in **H2 2026**, driven by order backlog in DCT & margin improvements in AirTech

This reflects the company's view as of the date of this report, based on information and assessment available at that time.

*This reflects the company's assessment of market demand for full year 2026, based on current market indications and the information available at the time of this report.
**Based on assumptions and measures within the company's control, not taking into account external factors or events outside the company's ability to influence, which may impact actual outcomes.

Positive	Flat to positive	Flat	Negative
> 5 %	~ 1-5 %	± 0-1%	<0%

Munters

Q&A

Q4 & full-year report 2025

Financial calendar 2026

Release of Annual & Sustainability Report 2025
Week starting March 9, 2026

Q1 report
April 28, 2026

Annual General Meeting
April 30, 2026

Q2 report
July 17, 2026

Q3 report
October 23, 2026

IR Website

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.