

Company presentation





Munters is a global leader and premium partner in energy efficient air treatment solutions. Using innovative technologies, our expert engineers create the perfect climate for customers in a wide range of industries, the largest being the food, pharmaceutical and data center sectors. Munters has been defining the future of air treatment since 1955. Today, manufacturing and sales are carried out in more than 30 countries by around 2,600 employees. Munters reports annual net sales in the region of SEK 4 billion and is owned by Nordic Capital Fund VII. For more information, please visit www.munters.com.

Munters in short

- Around 3,000 employees serving customers in more than 30 countries
- Annual sales of SEK 4 billion
- Headquartered in Kista, Sweden
- Founded in 1955
- Owned by Nordic Capital Fund VII since Nov. 2010



Strategic direction

- Air treatment solutions beyond humidity control
 - Focus on high-end, application driven solutions
- Global leader in energy efficient air treatment
 - Industrial Process Air Treatment
 - MOAS (Munters Outdoor Air Systems)
 - Agriculture & Horticulture Climate Control



Positioned to Benefit From Global Market Trends

- Increased demand for energy efficient and environmentally friendly solutions
- Stricter emission control regulations
- Higher demands on indoor air quality
- DOAS (Dedicated Outdoor Air Systems) gaining ground and importance
- Increasing population, consolidation and regulation of food production and distribution
- Economic expansion in Asia



“A small big company” – customized to your needs

- We mobilise global capabilities and harness our wide experience to provide perfect energy efficient climates
- We help our customers create greener climates through extensive application experience
- Our state-of-the-art air treatment technology ensures we supply integrated, hygienic and economic solutions
- Our multi-disciplinary competencies support local project teams to deliver the best climate fit
- Our size ensures we retain high flexibility and customer focus, whilst as a big player we tap into our group resources to deliver large complex projects

Global challenges - where we make a difference

Challenge

- Protein consumption, world population growth equals more people to feed. World GDP has shown that wealthier people eat more meat.
- Increasing requirements of energy efficiency, flexibility, mobility and easy maintenance for big & small operations
- The world's energy management is being transformed to drop global CO2 emissions
- By mid this century, Asia will host 63% of the world's urban population. Food production efficiency is key to enhancing the quality of life of people worldwide

Solution

- Munters has many years of far ranging global experience in providing agricultural buildings with the right climate in the right place – at the right price.
- Munters has a complete product range for spot and direct space climate control, when and where you need it
- Munters MOAS people climate systems saves energy consumption by up to 65% vs conventional air conditioning whilst improving indoor air quality.
- Munters innovative process climate control enhances production efficiency to save energy, reduce food waste, increase output and create hygienic production conditions

Customer segments



People Comfort Control
MOAS

Systems that create a comfortable indoor climate by controlling both humidity and temperature in commercial and public premises.



Industrial process
air treatment

Systems for energy-efficient air treatment and humidity management for a broad range of industrial processes which demand a high level of control.



AgHort

Air treatment solutions for agriculture and horticultural applications
/Agriculture Horticulture Climate Control.



Mist Elimination

FGD (coal) applications as well as industrial process and ambient air intake applications.



Spot Climate
Control

Micro climate and mobile systems for seasonal, limited or direct space requirements.

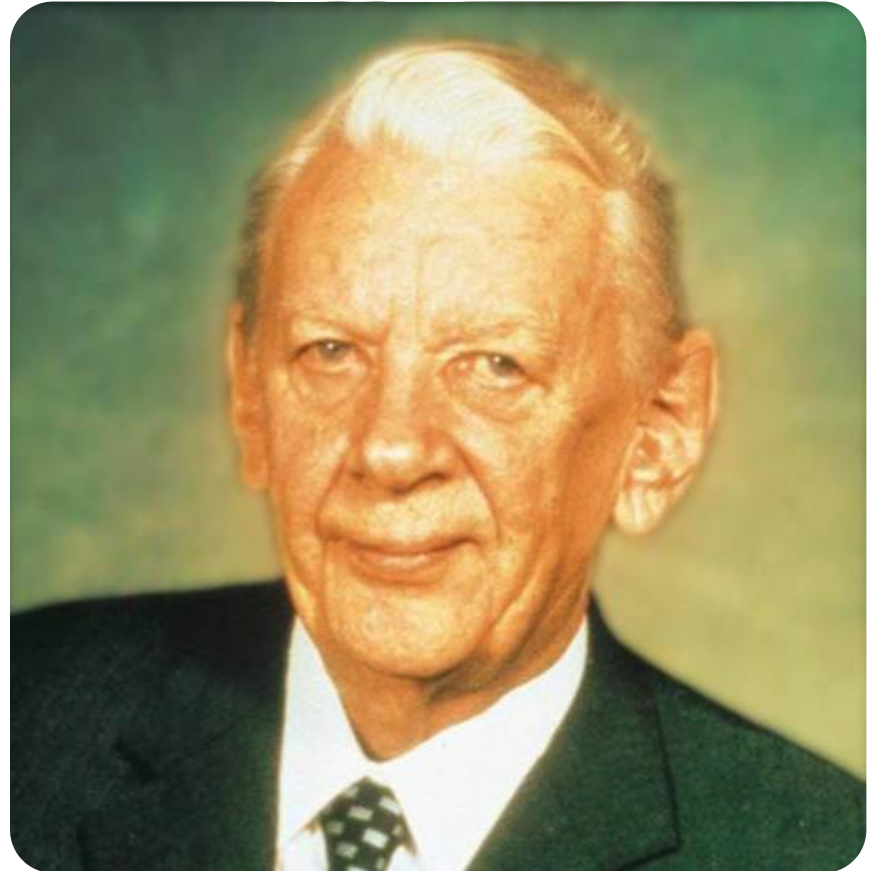


Industrial humidification
and cooling

Evaporative cooling solutions for gas turbine inlets.

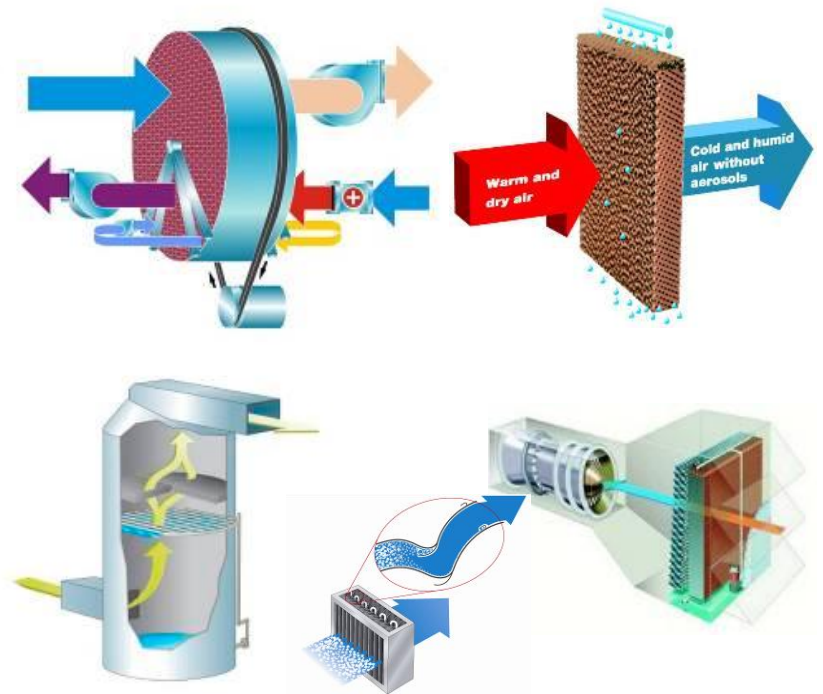
Carl Munters (1897-1989)

- Swedish inventor and entrepreneur
- A pioneer in desiccant rotor & evaporative cooling/humidification
- Applied for close to 1,000 patents
- Founded Munters with Marcus Wallenberg and two others in 1955



Innovative Technologies

- Dehumidification
- Humidification
- Evaporative cooling
- Refrigeration
- Heating
- Energy recovery
- Mechanical separation liquid from gas



Global product range

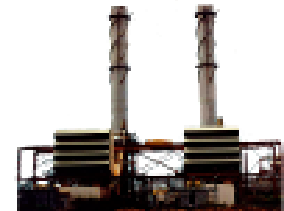
People Comfort Climates MOAS



Process Air Treatment and Dehumidification



Humidification and Cooling



Global product range

AgHort



Mist Elimination



Spot Climate Control

