## © Munters

INTERIM REPORT JANUARY-SEPTEMBER 2005

## INTERIM PERIOD

- Net sales increased by 10 percent to 3,588 MSEK $(3,273)$ and order intake by 11 percent to 3,900 MSEK $(3,509)$.
- Net earnings amounted to 148 MSEK (135).
- Earnings per share amounted to 6.04 SEK (5.54).
- Continued earnings improvements within HumiCool and Dehumidification.
- Strong development for DesiCool ${ }^{\mathrm{TM}}$ systems which combine dehumidification and cooling.

|  | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 4}$ | Change | Adjusted <br> change $^{2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Order intake, MSEK | 3,900 | 3,509 | $11 \%$ | $11 \%$ |
| Net sales, MSEK | 3,588 | 3,273 | $10 \%$ | $10 \%$ |
| EBIT, MSEK | 250 | 230 | $9 \%$ | $9 \%$ |
| EBIT margin, percent | 7.0 | 7.0 |  |  |
| Net earnings, MSEK | 148 | 135 | $9 \%$ | $10 \%$ |
| Earnings per share, SEK | 6.04 | 5.54 | $9 \%$ |  |

## THIRD QUARTER

- Order intake rose by 22 percent, 19 percent when currency adjusted.
- The backlog increased to 951 MSEK, the highest ever.
- More than 10 percent operating margin in HumiCool and Dehumidification.
- 8 MSEK was charged to earnings in connection with action plans (previous year 7 MSEK).
- Order intake of $\mathbf{1 1 0}$ MSEK following the hurricanes and floodings.

|  | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 4}^{1}$ | Change | Adjusted <br> change $^{2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Order intake, MSEK | 1,422 | 1,161 | $22 \%$ | $19 \%$ |
| Net sales, MSEK | 1,317 | 1,127 | $17 \%$ | $14 \%$ |
| EBIT, MSEK | 112 | 82 | $37 \%$ | $32 \%$ |
| EBIT margin, percent | 8.5 | 7.2 |  |  |
| Net earnings, MSEK | 68 | 49 | $39 \%$ | $34 \%$ |
| Earnings per share, SEK | 2.78 | 2.00 | $39 \%$ |  |

[^0]
## MUNTERS OPERATION

Munters is the world leader in moisture control with services and products for water and fire damage restoration, dehumidification, humidification and air cooling. Operations are organized into three global divisions: Dehumidification, Moisture Control Services (MCS) and HumiCool. Manufacturing, sales and services are carried out through the Group's own companies, which have 3,180 fulltime employees in 30 countries. Munters' shares are quoted on the O list of the Stockholm Stock Exchange.

On July 1, 2005, Munters implemented a new organization with three global divisions. The Group was previously organized in the three regions: Europe, the Americas and Asia. As from this quarterly report, the global divisions will, therefore, be the primary segments.

## THIRD QUARTER

## Market trend

Dehumidification enjoyed continued strong demand for DesiCool ${ }^{\text {TM }}$ systems, which offer the combination of an optimum indoor climate in food stores, schools and restaurants by controlling both air humidity and temperature. Dehumidification in industrial applications also had strong demand from the food and pharmaceutical industries, mainly in Europe. Demand from the semiconductor industry in the world remained weak, which continued to affect sales of Munters Zeol systems.

From a low level, MCS had improved demand from the insurance industry in Europe, partly as an effect of the flooding incidents in Switzerland and Austria. The proportion of large incidents of damage remained low for both water and fire damage. In America, demand increased at the end of September as a result of damage restoration work following hurricanes Katrina and Rita. In Asia, the MCS operation reported a continued positive market trend thanks to increased demand from insurance companies for fire and water damage restoration.

HumiCool enjoyed continued strong demand for components (so-called mist eliminators) for emission control in coal-fired power stations and for cooling inlet air to gas turbines from the power industry. In addition, demand for evaporative cooling systems for the AgHort segment was strong in Europe and America but demand in Asia remained weak as an effect of extensive outbreaks of Avian flu.

## Group development

## Order intake



Order intake for the third quarter increased by 22 percent to 1,422 MSEK $(1,161)$. Currency adjusted the increase was 19 percent.

The backlog rose by 22 percent compared with the previous year and was 951 MSEK (777) at the quarter end. Currency adjusted the backlog increased by 17 percent.

Order intake for the quarter was strong in all divisions, even currency adjusted. Order intake for the quarter is the highest in Munters’ history.

Net sales


Consolidated net sales increased by 17 percent to 1,317 MSEK $(1,127)$. Currency adjusted the increase was 14 percent.

Sales for the quarter rose in all divisions.

## Earnings



EBIT rose by 37 percent to 112 MSEK (82). Currency adjusted the increase was 32 percent. The operating margin amounted to 8.5 percent (7.2).

The HumiCool and Dehumidification divisions improved their earnings for the quarter, while earnings fell within MCS.

The quarter was charged with costs of 8 MSEK in connection with action plans within the MCS operation in Europe. In the previous year, the same quarter was charged with 4 MSEK for costs in connection with action plans within MCS and with one-off costs of 3 MSEK for the relocation of plants within HumiCool.

Consolidated earnings after financial items amounted to 106 MSEK (78). Net earnings for the quarter rose to 68 MSEK (49) after an effective tax rate of 36 percent (37). Earnings per share amounted to 2.78 SEK (2.00), equivalent to an increase of 39 percent.

## Divisional development

## Dehumidification division

Order intake for the quarter in the Dehumidification division increased by 16 percent to 412 MSEK (356). Currency adjusted the increase was 13 percent. Sales rose by 25 percent to 404 MSEK (323). Currency adjusted the increase was 22 percent. Operating earnings rose by 50 percent and amounted to 45 MSEK (30). Currency adjusted the increase was 47 percent. The division's operating margin amounted to 11.2 percent (9.3) during the quarter.

Both industrial and commercial dehumidification (DesiCool ${ }^{\mathrm{TM}}$ systems) enjoyed increased order intake, sales and earnings as well as an improved operating margin. However, the Zeol operation reported a continued negative trend from an already low level.

## MCS division

Order intake for the quarter in the MCS division increased by 20 percent to 665 MSEK (554). Currency adjusted the increase was 17 percent. Sales rose by 10 percent to 562 MSEK (512). Currency adjusted the increase was 6 percent. Operating earnings for the quarter fell by 9 percent to 32 MSEK (36). Currency adjusted the fall was 12 percent. The division's operating margin amounted to 5.8 percent (6.9) during the quarter.

Hurricanes Katrina and Rita in the USA and flooding in central Europe generated an order intake of 110 MSEK for the quarter. In the previous year, order intake of 52 MSEK was received relating to water damage restoration following the hurricanes which ravaged Florida, USA.

Sales were only marginally affected by the aforementioned incidents. Sales increased significantly in Asia as an effect of a broader service supply and contracts signed with insurance companies. In Europe, sales increased in spite of a lack of large incidents of fire and water damage. In America, sales fell compared with the high level of the previous year. Earnings for the quarter were charged with 8 MSEK in connection with measures implemented in Sweden and France. If earnings in the current and the previous year are adjusted for costs relating to action plans, earnings rose by 1 MSEK.

## HumiCool division

Order intake for the quarter rose by 42 percent to 366 MSEK (257). Currency adjusted the increase was 37 percent. Sales increased by 25 percent to 374 MSEK (300). Currency adjusted the increase was 21 percent. Operating earnings rose by 96 percent and amounted to 46 MSEK (24). Currency adjusted the increase was 86 percent. The division's operating margin amounted to 12.4 percent (7.9) during the quarter.

Order intake, sales and earnings for the quarter were strong relating to components for emission control in coal-fired power stations, systems for evaporative cooling of inlet air to gas turbines and cooling systems for the AgHort industry. In the previous year, the third quarter was charged with 3 MSEK in connection with the moving of three plants. This was carried out during the latter part of the year and, partly, at the beginning of the current year.

## INTERIM PERIOD JANUARY-SEPTEMBER

## Order intake

Consolidated order intake for the interim period rose by 11 percent to 3,900 MSEK $(3,509)$. Currency adjusted the increase was the same.

Order intake rose by 10 percent in the Dehumidification division, by 8 percent in MCS and by 20 percent in HumiCool. Currency adjusted order intake increased by 11 percent in Dehumidification, by 7 per cent in MCS and by 20 percent in HumiCool.

## Net sales

Consolidated net sales increased by 10 percent to 3,588 MSEK $(3,273)$. Currency adjusted the increase was the same.

Net sales increased by 14 percent in the Dehumidification division, by 6 percent in MCS and by 14 percent in HumiCool. Currency adjusted order intake increased by 15 percent in the Dehumidification division, by 5 percent in MCS and by 14 percent in HumiCool.

## Earnings

EBIT rose by 9 percent to 250 MSEK (230). Currency adjusted the increase was the same. The operating margin amounted to 7.0 percent (7.0).

Earnings were charged with costs of 11 MSEK in connection with action plans within MCS, with 2 MSEK in connection with the start-up of production units within HumiCool, with 3 MSEK for the write-down of goodwill and with 3 MSEK for fair value on hedging contracts at the period end. In total, the charges amounted to 19 MSEK. The same period in the previous year was charged with similar costs of 24 MSEK.

Operating earnings increased by 9 percent in the Dehumidification division whilst they fell by 5 percent in MCS and rose by 30 percent in HumiCool. Currency adjusted the increase was 10 percent in the Dehumidification division, a fall of 6 percent in MCS and an increase of 30 percent in HumiCool.

Consolidated earnings after financial items amounted to 238 MSEK (219). Net earnings for the interim period rose to 148 MSEK (135) after an effecttive tax rate of 38 percent (38). When adjusted for fiscally non-deductible write-down of goodwill, the tax rate was 37 percent (38). Earnings per share amounted to 6.04 SEK (5.54), equivalent to an increase of 9 percent.

## Capital expenditure

The Group's capital expenditure in tangible fixed assets amounted to 89 MSEK (70) during the period. The majority, 60 MSEK, relates to investments in MCS equipment. Depreciation and write-downs amounted to 106 MSEK (111).

## Financial position

The equity ratio amounted to 50 percent at the period end (47 percent at the start of the year). Interestbearing assets amounted to 166 MSEK (123 at the start of the year) and interest-bearing liabilities to 484 MSEK (474 at the start of the year). Since the start of the year, the net debt has decreased by 33 MSEK to 318 MSEK. During the interim period, Munters AB received 29 MSEK from sales of own shares in connection with the exercise of 202,700 outstanding call options, paid 98 MSEK in dividend to the shareholders and paid 41 MSEK in a supplementary purchase price relating to its previous acquisitions of Polygon in Norway. The Group has unutilized loan facilities of 228 MSEK.

## Personnel

At the period end, the number of full-time staff was 3,180 , an increase of 116 during the year. In the Dehumidification division, the number increased by 67 ; in the MCS division by 35 ; and in the HumiCool division by 14 .

## ELECTION COMMITTEE

In accordance with the decision made by the Annual General Meeting (AGM), an Election Committee has been appointed ahead of the next AGM. It consists of representatives of the company's largest shareholders. The task of the Election Committee is to put forward proposals ahead of the next AGM for the election of Board of Directors; for the appointment of Auditors where applicable; and for remuneration. The Election Committee appointed ahead of the 2006 AGM consists of Carl-Olof By (Industrivärden), Gustaf Douglas (Latour), Jan Andersson (Robur fonder), Cecilia Lager (SEB fonder) and Jan-Erik Erenius (AMF Pension), who together represent approximately 42 percent of the shares entitled to vote in the company. In addition, the Election Committee has decided that the Chairman of the Board, Berthold Lindqvist, should be included in the Committee. Carl-Olof By is the Chairman of the Election Committee. Individual shareholders can submit proposals for Board Members to the Election Committee for further evaluation within the framework of its activities.

## FUTURE INFORMATION DATES

## 2006

February 16 Year-End Report 2005
April 26 Interim Report January-March
April 26 Annual General Meeting at 5 pm in the Lecture Hall, Almegahuset, Blasieholmsgatan 5, Stockholm

Sollentuna, October 27, 2005
Munters AB (publ)
Lennart Evrell
Chief Executive Officer

For further information, please contact:
Lennart Evrell, Chief Executive Officer, telephone +46 8-626 63 03, lennart.evrell@munters.se
Bernt Ingman, Chief Financial Officer, telephone +46 8-626 63 06, bernt.ingman@munters.se

## Munters AB (publ)

Corporate ID No 556041-0606
Box 430, SE-191 24 Sollentuna, Sweden
Telephone +46 8-626 63 00, Fax +46 8-754 6896
info@munters.se, www.munters.com

## Review

This Interim Report has not been reviewed by the company's auditor.

| Amounts in MSEK | 2005 Jul-Sep 3 months | $2004^{1}$ Jul-Sep 3 months | 2005 Jan-Sep 9 months | $2004^{1}$ Jan-Sep 9 months | 2004/2005 <br> Oct-Sep <br> 12 months | $2004^{1}$ Jan-Dec 12 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake | 1,422 | 1,161 | 3,900 | 3,509 | 4,989 | 4,598 |
| Income statement |  |  |  |  |  |  |
| Net sales | 1,317 | 1,127 | 3,588 | 3,273 | 4,858 | 4,543 |
| Cost of goods sold | -945 | -813 | -2,604 | -2,348 | -3,512 | -3,256 |
| Gross earnings | 372 | 314 | 984 | 925 | 1,346 | 1,287 |
| Selling expenses | -146 | -130 | -411 | -389 | -547 | -525 |
| Administrative expenses | -102 | -92 | -281 | -277 | -391 | -387 |
| Research and development costs | -11 | -9 | -34 | -28 | -46 | -40 |
| Other operating expenses | -1 | -1 | -8 | -1 | -8 | -1 |
| EBIT - Earnings before interest and tax | 112 | 82 | 250 | 230 | 354 | 334 |
| EBIT margin | 8.5\% | 7.2\% | 7.0\% | 7.0\% | 7.3\% | 7.3\% |
| Financial income and expenses | -6 | -4 | -12 | -11 | -17 | -16 |
| Earnings after financial items | 106 | 78 | 238 | 219 | 337 | 318 |
| Taxes | -38 | -29 | -90 | -84 | -124 | -118 |
| Net earnings | 68 | 49 | 148 | 135 | 213 | 200 |
| Profit attributable to minority interest | 0 | 0 | 1 | 0 | 1 | 1 |
| Profit attributable to equity holders of the parent | 68 | 49 | 147 | 135 | 212 | 199 |
| Earnings per share, SEK | 2.78 | 2.00 | 6.04 | 5.54 | 8.73 | 8.23 |
| Earnings per share after dilution, SEK | 2.78 | 1.99 | 6.04 | 5.53 | 8.72 | 8.21 |
| Order intake by division |  |  |  |  |  |  |
| Dehumidification Division | 412 | 356 | 1,145 | 1,037 | 1,460 | 1,352 |
| MCS Division | 665 | 554 | 1,675 | 1,555 | 2,222 | 2,102 |
| HumiCool Division | 366 | 257 | 1,130 | 943 | 1,365 | 1,178 |
| Eliminations | -21 | -6 | -50 | -26 | -58 | -34 |
| Order intake | 1,422 | 1,161 | 3,900 | 3,509 | 4,989 | 4,598 |
| Net sales by division |  |  |  |  |  |  |
| Dehumidification Division | 404 | 323 | 1,083 | 949 | 1,478 | 1,344 |
| MCS Division | 562 | 512 | 1,560 | 1,475 | 2,180 | 2,095 |
| HumiCool Division | 374 | 300 | 995 | 874 | 1,259 | 1,138 |
| Eliminations | -23 | -8 | -50 | -25 | -59 | -34 |
| Net sales | 1,317 | 1,127 | 3,588 | 3,273 | 4,858 | 4,543 |
| Operating earnings by division |  |  |  |  |  |  |
| Dehumidification Division | 45 | 30 | 101 | 93 | 147 | 138 |
| operating margin | 11.2\% | 9.3\% | 9.3\% | 9.8\% | 9.9\% | 10.3\% |
| MCS Division | 32 | 36 | 78 | 82 | 137 | 141 |
| operating margin | 5.8\% | 6.9\% | 5.0\% | 5.6\% | 6.3\% | 6.7\% |
| HumiCool Division | 46 | 24 | 105 | 81 | 113 | 88 |
| operating margin | 12.4\% | 7.9\% | 10.6\% | 9.3\% | 8.9\% | 7.8\% |
| Central, write-down of goodwill, eliminations etc | -11 | -8 | -34 | -26 | -43 | -33 |
| EBIT | 112 | 82 | 250 | 230 | 354 | 334 |

${ }^{1}$ Previous year is recalculated due to the transition to IFRS

| Amounts in MSEK | 2005 Jul-Sep 3 months | $2004{ }^{1}$ Jul-Sep 3 months | 2005 Jan-Sep 9 months | $2004^{1}$ Jan-Sep 9 months | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \\ 12 \text { months } \\ \hline \end{array}$ | $\begin{array}{r} 2004^{1} \\ \text { Jan-Dec } \\ 12 \text { months } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow statement |  |  |  |  |  |  |
| Current operations |  |  |  |  |  |  |
| Earnings after financial items | 106 | 78 | 238 | 219 | 337 | 318 |
| Reversal of depreciation etc | 35 | 35 | 106 | 111 | 139 | 144 |
| Other earnings items not affecting cash flow | -4 | -5 | -6 | -11 | -3 | -8 |
| Taxes paid | -34 | -33 | -96 | -91 | -131 | -126 |
| Cash flow from current operations before changes in working capital | 103 | 75 | 242 | 228 | 342 | 328 |
| Cash flow from changes in working capital |  |  |  |  |  |  |
| Changes in inventory | -12 | -43 | -71 | -128 | -13 | -70 |
| Changes in accounts receivable | -35 | -21 | 35 | -30 | -90 | -155 |
| Changes in other receivables | 9 | 5 | -9 | -10 | 5 | 4 |
| Changes in accounts payable | -16 | -37 | -43 | 5 | 3 | 51 |
| Changes in other financial assets | 63 | 52 | 78 | 78 | 51 | 51 |
| Cash flow from current operations | 112 | 31 | 232 | 143 | 298 | 209 |
| Investing activities |  |  |  |  |  |  |
| Acquisitions of enterprises | - | - | -41 | -40 | -41 | -40 |
| Investments in intangible assets | -1 | 0 | -1 | -1 | -3 | -3 |
| Investments in tangible assets | -37 | -23 | -89 | -70 | -127 | -108 |
| Sales of tangible assets | 1 | 1 | 3 | 1 | 30 | 28 |
| Changes in other financial assets | 0 | - | -1 | 1 | -7 | -5 |
| Cash flow from investing activities | -37 | -22 | -129 | -109 | -148 | -128 |
| Financing activities |  |  |  |  |  |  |
| Payment received for issued stock options | - | - | - | 1 | - | 1 |
| Changes in loans | -100 | -12 | -4 | 41 | -48 | -3 |
| Dividend paid | - | - | -98 | -85 | -98 | -85 |
| Sale of own shares | - | - | 29 | - | 29 | - |
| Cash flow from financing activities | -100 | -12 | -73 | -43 | -117 | -87 |
| Cash flow for the period | -25 | -3 | 30 | -9 | 33 | -6 |
| Liquid funds at the beginning of the period | 184 | 121 | 117 | 125 | 116 | 125 |
| Exchange-rate differencies in liquid funds | -1 | -2 | 11 | 0 | 9 | -2 |
| Liquid funds at end of the period | 158 | 116 | 158 | 116 | 158 | 117 |
| Operating cash flow | 75 | 9 | 144 | 74 | 191 | 121 |
| Key figures |  |  |  |  |  |  |
| More key figures are disclosed in the quarterly review |  |  |  |  |  |  |
| Capital turnover rate, times ${ }^{2}$ | - | - | 2.8 | 2.7 | 2.8 | 2.8 |
| Return on capital employed, $\%^{2}$ | - | - | 20.5 | 19.8 | 20.5 | 21.0 |
| Return on equity, $\%^{2}$ | - | - | 17.3 | 17.3 | 17.3 | 17.8 |
| Interest coverage ratio, times | 27.7 | 19.2 | 16.2 | 16.6 | 17.3 | 17.7 |
| Net debt structure |  |  |  |  |  |  |
| Short-term loans | - | - | 372 | 419 | 372 | 321 |
| Long-term loans | - | - | 2 | - | 2 | 46 |
| Defined benefit plans etc | - | - | 110 | 86 | 110 | 107 |
| Interest-bearing assets | - | - | -166 | -116 | -166 | -123 |
| Net debt | - | - | 318 | 389 | 318 | 351 |

${ }^{1}$ Previous year's earnings and reversal of depreciation are recalculated due to the transition to IFRS.
${ }^{2}$ Calculated on rolling 12 months.

| Amounts in MSEK | 2005 | 2005 | 2004 $^{1}$ | 2004 $^{1}$ |
| :--- | ---: | ---: | ---: | ---: |
|  | Sep 30 | Jun 30 | Dec 31 | Sep 30 |

Balance sheet
Assets
Fixed assets

| Buildings and land | 176 | 178 | 167 | 172 |
| :---: | :---: | :---: | :---: | :---: |
| Plant and machinery | 155 | 162 | 152 | 139 |
| Equipment, tools, fixtures and fittings | 214 | 208 | 198 | 207 |
| Constructions in progress | 6 | 7 | 6 | 23 |
|  | 551 | 555 | 523 | 541 |
| Intangible assets |  |  |  |  |
| Patent, licences and similar rights | 18 | 19 | 19 | 19 |
| Goodwill | 362 | 364 | 342 | 361 |
|  | 380 | 383 | 361 | 380 |
| Financial assets |  |  |  |  |
| Participations in associated companies | 6 | 6 | 6 | 6 |
| Deferred tax assets | 57 | 52 | 48 | 57 |
| Other long-term receivables | 18 | 20 | 16 | 10 |
|  | 81 | 78 | 70 | 73 |
|  | 1,012 | 1,016 | 954 | 994 |
| Current assets |  |  |  |  |
| Inventories etc. | 442 | 431 | 329 | 405 |
| Accounts receivable | 953 | 923 | 914 | 823 |
| Other receivables | 141 | 144 | 126 | 176 |
| Liquid funds | 158 | 184 | 117 | 116 |
|  | 1,694 | 1,682 | 1,486 | 1,520 |
| Total assets | 2,706 | 2,698 | 2,440 | 2,514 |
| Equity and liabilities |  |  |  |  |
| Equity | 1,350 | 1,291 | 1,148 | 1,132 |
| Long-term liabilities |  |  |  |  |
| Interest-bearing loans | 2 | 2 | 46 | - |
| Provisions | 121 | 121 | 116 | 120 |
| Deferred tax liabilities | 27 | 27 | 29 | 31 |
| Other liabilities | 3 | 3 | 0 | 51 |
|  | 153 | 153 | 191 | 202 |
| Short-term liabilities |  |  |  |  |
| Interest-bearing loans | 372 | 479 | 321 | 419 |
| Advances from customers | 48 | 39 | 28 | 59 |
| Accounts payable | 263 | 282 | 286 | 251 |
| Provisions | 44 | 38 | 39 | 41 |
| Other liabilities | 476 | 416 | 427 | 410 |
|  | 1,203 | 1,254 | 1,101 | 1,180 |
| Total equity and liabilities | 2,706 | 2,698 | 2,440 | 2,514 |

Changes in equity

| Opening balance $^{2}$ | $\mathbf{1 , 1 4 8}$ | $\mathbf{1 , 1 4 8}$ | $\mathbf{1 , 0 8 6}$ | $\mathbf{1 , 0 8 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Effect on change of accounting principles (RR 29) | - | - | -1 | -2 |
| Minority interest (transition to IFRS) | - | - | 4 | 3 |
| Financial instruments (implementation of IAS 39) | 2 | 2 | - | - |
| Opening balance in accordance with new principles | $\mathbf{1 , 1 5 0}$ | $\mathbf{1 , 1 5 0}$ | $\mathbf{1 , 0 8 9}$ | $\mathbf{1 , 0 8 7}$ |
| Exchange-rate differences in translating subsidiaries | 121 | 130 | -57 | -6 |
| Net earnings | 148 | 80 | 200 | 135 |
| Dividend | -98 | -98 | -85 | -85 |
| Sale of own shares | 29 | 29 | - | - |
| Received payment for stock option program | - | - | 1 | 1 |
| Closing balance | $\mathbf{1 , 3 5 0}$ | $\mathbf{1 , 2 9 1}$ | $\mathbf{1 , 1 4 8}$ | $\mathbf{1 , 1 3 2}$ |
| Minority share of equity | 4 | 4 | 4 | 3 |

[^1]Quarterly overview - Consolidated earnings, share data and cash flow

| Amounts in MSEK | 2005 |  |  | $2004{ }^{1}$ |  |  |  | $2003{ }^{2}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Order intake | 1,422 | 1,294 | 1,184 | 1,089 | 1,161 | 1,181 | 1,167 | 1,025 | 1,032 | 1,114 | 1,134 |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 1,317 | 1,192 | 1,079 | 1,270 | 1,127 | 1,150 | 996 | 1,052 | 1,059 | 1,109 | 1,089 |
| Operating expenses | -1,205 | -1,118 | -1,015 | -1,166 | -1,045 | -1,065 | -933 | -977 | -983 | -1,031 | -1,022 |
| Share in earnings of associates | - | - | - | - | - | 0 | 0 | 2 | - | - | - |
| EBIT | 112 | 74 | 64 | 104 | 82 | 85 | 63 | 77 | 76 | 78 | 67 |
| EBIT margin | 8.5\% | 6.2\% | 5.9\% | 8.2\% | 7.2\% | 7.4\% | 6.4\% | 7.4\% | 7.2\% | 7.0\% | 6.2\% |
| Financial income and expense | -6 | -2 | -3 | -5 | -4 | -3 | -4 | 1 | -7 | -5 | -7 |
| Earnings after financial items | 106 | 72 | 61 | 99 | 78 | 82 | 59 | 78 | 69 | 73 | 60 |
| Taxes | -38 | -29 | -24 | -34 | -29 | -32 | -23 | -22 | -26 | -33 | -27 |
| Net earnings | 68 | 43 | 37 | 65 | 49 | 50 | 36 | 56 | 43 | 40 | 33 |
| Depreciation and write-downs | 35 | 38 | 33 | 33 | 35 | 41 | 36 | 38 | 43 | 44 | 45 |
| Share data |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share, SEK | 2.78 | 1.75 | 1.51 | 2.69 | 2.00 | 2.06 | 1.48 | 2.31 | 1.73 | 1.66 | 1.34 |
| Earnings per share after dilution, SEK | 2.78 | 1.75 | 1.51 | 2.68 | 1.99 | 2.06 | 1.48 | 2.30 | 1.73 | 1.66 | 1.34 |
| Average no of shares, thousand | 24,524 | 24,495 | 24,407 | 24,378 | 24,378 | 24,378 | 24,378 | 24,379 | 24,436 | 24,438 | 24,438 |
| No of shares at period-end, thousand | 24,581 | 24,581 | 24,571 | 24,378 | 24,378 | 24,378 | 24,378 | 24,378 | 24,429 | 24,438 | 24,438 |
| Holding of own shares, thousand | 419 | 419 | 429 | 622 | 622 | 622 | 622 | 622 | 571 | 562 | 562 |
| Equity per share, SEK | 54.84 | 52.36 | 51.17 | 46.96 | 46.31 | 45.42 | 47.55 | 44.53 | 42.99 | 43.29 | 46.08 |
| Stock price at period-end, SEK | 183 | 173 | 190 | 200 | 180 | 189 | 186 | 174 | 168 | 174 | 178 |
| Market cap at period-end, MSEK | 4,498 | 4,240 | 4,669 | 4,876 | 4,388 | 4,607 | 4,534 | 4,242 | 4,096 | 4,252 | 4,350 |
| Cash flow statement |  |  |  |  |  |  |  |  |  |  |  |
| From current operations | 112 | 66 | 54 | 66 | 31 | 61 | 51 | 83 | 84 | 46 | 43 |
| From investing activities | -37 | -70 | -22 | -19 | -22 | -64 | -23 | -40 | -28 | -54 | -35 |
| From financing activities | -100 | 2 | 25 | -44 | -12 | 3 | -34 | -52 | -36 | 10 | -20 |
| Cash flow for the period | -25 | -2 | 57 | 3 | -3 | 0 | -6 | -9 | 20 | 2 | -12 |
| Operating cash flow | 75 | 37 | 32 | 47 | 9 | 37 | 28 | 47 | 56 | 14 | 8 |

${ }^{1}$ Previous year is recalculated due to the transition to IFRS.
${ }^{2}$ In accordance with previous accounting principles.


Quarterly overview - Consolidated balance sheet and key figures

| Amounts in MSEK | 2005 |  |  | $2004{ }^{1}$ |  |  |  | $2003{ }^{2}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Fixed assets |  |  |  |  |  |  |  |  |  |  |  |
| Tangible assets | 551 | 555 | 529 | 523 | 541 | 581 | 603 | 600 | 600 | 629 | 653 |
| Intangible assets | 380 | 383 | 369 | 361 | 380 | 384 | 379 | 372 | 416 | 438 | 460 |
| Financial assets | 81 | 78 | 72 | 70 | 73 | 72 | 65 | 72 | 92 | 92 | 93 |
|  | 1,012 | 1,016 | 970 | 954 | 994 | 1,037 | 1,047 | 1,044 | 1,108 | 1,159 | 1,206 |
| Current assets |  |  |  |  |  |  |  |  |  |  |  |
| Inventories etc. | 442 | 431 | 369 | 329 | 405 | 367 | 340 | 276 | 347 | 355 | 376 |
| Accounts receivable | 953 | 923 | 898 | 914 | 823 | 815 | 778 | 792 | 791 | 805 | 822 |
| Other receivables | 141 | 144 | 146 | 126 | 176 | 155 | 140 | 128 | 123 | 126 | 84 |
| Liquid funds | 158 | 184 | 178 | 117 | 116 | 121 | 122 | 125 | 137 | 120 | 119 |
|  | 1,694 | 1,682 | 1,591 | 1,486 | 1,520 | 1,458 | 1,380 | 1,321 | 1,398 | 1,406 | 1,401 |
| Total assets | 2,706 | 2,698 | 2,561 | 2,440 | 2,514 | 2,495 | 2,427 | 2,365 | 2,506 | 2,565 | 2,607 |
| Equity and liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Equity | 1,350 | 1,291 | 1,261 | 1,148 | 1,132 | 1,110 | 1,164 | 1,086 | 1,050 | 1,058 | 1,126 |
| Minority interest | - | - | - | - | - | - | - | 4 | 4 | 4 | 5 |
| Provisions | - | - | - | - | - | - | - | 190 | 195 | 212 | 213 |
| Long-term liabilities | 151 | 151 | 147 | 145 | 199 | 202 | 200 | 51 | 99 | 101 | 106 |
| Interest-bearing liabilities | 374 | 481 | 371 | 367 | 419 | 427 | 350 | 377 | 455 | 492 | 419 |
| Accounts payable | 263 | 282 | 280 | 286 | 251 | 292 | 266 | 246 | 258 | 265 | 278 |
| Other short-term liabilities | 568 | 493 | 502 | 494 | 513 | 464 | 447 | 411 | 445 | 433 | 460 |
| Total equity and liabilities | 2,706 | 2,698 | 2,561 | 2,440 | 2,514 | 2,495 | 2,427 | 2,365 | 2,506 | 2,565 | 2,607 |
| Key figures |  |  |  |  |  |  |  |  |  |  |  |
| Equity ratio, \% | 50.0 | 47.9 | 49.2 | 47.0 | 45.0 | 44.5 | 47.9 | 46.1 | 42.1 | 41.4 | 43.4 |
| Net debt, MSEK | 318 | 397 | 296 | 351 | 389 | 389 | 311 | 338 | 403 | 456 | 383 |
| Net debt ratio, times | 0.23 | 0.31 | 0.23 | 0.31 | 0.34 | 0.35 | 0.27 | 0.31 | 0.38 | 0.43 | 0.34 |
| Interest coverage ratio, times | 27.7 | 12.3 | 12.3 | 20.6 | 19.2 | 20.1 | 11.9 | 14.6 | 11.3 | 11.4 | 8.9 |
| Investments tangible assets, MSEK | 37 | 31 | 21 | 38 | 23 | 25 | 22 | 35 | 28 | 32 | 35 |
| Number of employees at period-end | 3,180 | 3,122 | 3,128 | 3,064 | 3,003 | 3,038 | 3,036 | 3,070 | 3,126 | 3,147 | 3,164 |

[^2]Quarterly overview - Divisions

| Amounts in MSEK | 2005 |  |  | $2004{ }^{1}$ |  |  |  | $2003{ }^{2}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Order intake |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 412 | 389 | 344 | 316 | 356 | 348 | 333 | 324 | 297 | 348 | 306 |
| MCS Division | 665 | 501 | 509 | 547 | 554 | 485 | 516 | 498 | 487 | 458 | 544 |
| HumiCool Division | 366 | 419 | 345 | 235 | 257 | 358 | 327 | 207 | 254 | 321 | 297 |
| Eliminations | -21 | -15 | -14 | -9 | -6 | -10 | -9 | -4 | -6 | -13 | -13 |
| Order intake | 1,422 | 1,294 | 1,184 | 1,089 | 1,161 | 1,181 | 1,167 | 1,025 | 1,032 | 1,114 | 1,134 |
| Net sales |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 404 | 354 | 325 | 395 | 323 | 350 | 276 | 322 | 315 | 312 | 313 |
| MCS Division | 562 | 504 | 494 | 620 | 512 | 479 | 484 | 506 | 474 | 479 | 523 |
| HumiCool Division | 374 | 352 | 269 | 264 | 300 | 333 | 241 | 230 | 278 | 334 | 260 |
| Eliminations | -23 | -18 | -9 | -9 | -8 | -12 | -5 | -6 | -8 | -16 | -7 |
| Net sales | 1,317 | 1,192 | 1,079 | 1,270 | 1,127 | 1,150 | 996 | 1,052 | 1,059 | 1,109 | 1,089 |
| Operating earnings |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 45 | 32 | 24 | 46 | 30 | 42 | 21 | 36 | 31 | 26 | 17 |
| operating margin | 11.2\% | 9.1\% | 7.3\% | 11.6\% | 9.3\% | 12.0\% | 7.5\% | 11.3\% | 9.7\% | 8.2\% | 5.3\% |
| MCS Division | 32 | 14 | 31 | 59 | 36 | 14 | 33 | 24 | 33 | 22 | 43 |
| operating margin | 5.8\% | 2.9\% | 6.4\% | 9.5\% | 6.9\% | 2.8\% | 6.9\% | 4.7\% | 6.9\% | 4.6\% | 8.3\% |
| HumiCool Division | 46 | 41 | 18 | 7 | 24 | 38 | 20 | 19 | 32 | 49 | 26 |
| operating margin | 12.4\% | 11.8\% | 6.5\% | 2.8\% | 7.9\% | 11.4\% | 8.1\% | 8.5\% | 11.5\% | 14.8\% | 9.9\% |
| Group overhead, eliminations etc ${ }^{3}$ | -11 | -13 | -9 | -8 | -8 | -9 | -11 | -2 | -20 | -19 | -19 |
| Earnings before interest and tax | 112 | 74 | 64 | 104 | 82 | 85 | 63 | 77 | 76 | 78 | 67 |
| EBIT margin | 8.5\% | 6.2\% | 5.9\% | 8.2\% | 7.2\% | 7.4\% | 6.4\% | 7.4\% | 7.2\% | 7.0\% | 6.2\% |
| Operating capital |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 408 | 395 | 384 | 362 | 364 | 352 | 351 | 369 | 373 | 384 | 367 |
| MCS Division | 715 | 666 | 658 | 683 | 648 | 586 | 598 | 580 | 602 | 606 | 659 |
| HumiCool Division | 514 | 527 | 442 | 432 | 471 | 512 | 496 | 474 | 500 | 534 | 525 |
| Central, eliminations ${ }^{4}$ | 16 | 18 | 12 | -5 | -5 | 1 | 0 | -1 | -1 | 1 | 8 |
| Operating capital | 1,653 | 1,606 | 1,496 | 1,472 | 1,478 | 1,451 | 1,445 | 1,422 | 1,474 | 1,525 | 1,559 |
| Employees |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 848 | 831 | 826 | 781 | 756 | 758 | 744 | 771 | 791 | 796 | 812 |
| MCS Division | 1,650 | 1,625 | 1,641 | 1,615 | 1,577 | 1,603 | 1,617 | 1,618 | 1,633 | 1,635 | 1,642 |
| HumiCool Division | 663 | 647 | 642 | 649 | 651 | 659 | 656 | 661 | 681 | 695 | 695 |
| Central | 19 | 19 | 19 | 19 | 19 | 18 | 19 | 20 | 21 | 21 | 15 |
| Number of employees | 3,180 | 3,122 | 3,128 | 3,064 | 3,003 | 3,038 | 3,036 | 3,070 | 3,126 | 3,147 | 3,164 |

${ }^{1}$ Previous year is recalculated due to the transition to IFRS.
${ }^{2}$ In accordance with previous accounting principles.
${ }^{3}$ Year 2003 includes depreciation on goodwill. Q2-2005 includes write-down of goodwill 3.4 MSEK.
${ }^{4}$ The new organization affects the internal eliminations in year 2005.

## Notes

## Note 1. Accounting principles

This interim report has been prepared in accordance with IAS 34, Interim reporting, which is in accordance with the Swedish Financial Accounting Standards Council's recommendation RR29, Interim reporting for groups.

The accounting standards applied in this interim report are those described in the consolidated accounts for 2004, note 1 and 2. They make it clear that International Financial Reporting Standards (IFRS) will be applied from 2005 and that comparative figures relating to 2004 have been recalculated in accordance with the new principles with the exception of the principles applying to financial instruments. In accordance with the rules for changeover to IFRS, the new principles for financial instruments are only applied in the part of the accounts which relate to 2005. The effect on equity at the start of the year of recalculation to the new principles is stated in note 2 in the Annual Report for 2004.

The new accounting principles for financial instruments imply among other things that exchange contracts related to forecasted future cash flows shall be valued at actual value in the balance sheet at every end of accounting period. These have not previously been reported in the balance sheet. It means that the reported result will show greater volatility where the change in the value of the hedging instruments will be reported currently in the result.

## Note 2. Effects of the changeover to IFRS

The reporting shall be prepared in accordance with the IFRS standards which apply on December 31, 2005. In addition, these standards shall have been approved by the EU. The effects of the changeover to IFRS reported below are, therefore, preliminary and based on current IFRS and interpretation thereof, except for IAS 39 which is implemented from January 1, 2005, which could be changed until December 31, 2005.

The change in the income statement is fully related to different accounting for goodwill. In the balance sheet, changed accounting of minority interest is also included. The interim report for the period January-March 2005 discloses the whole year 2004.

## Comparative figures relating to the third quarter and the nine-months period 2004

| (MSEK unless otherwise stated) | Jul-Sep Earlier | Change | Jul-Sep IFRS | Jan-Sep Earlier | Change | Jan-Sep IFRS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income statement |  |  |  |  |  |  |
| EBIT | 73 | 9 | 82 | 202 | 28 | 230 |
| EBIT margin, percent | 6.4 | 0.8 | 7.2 | 6.2 | 0.8 | 7.0 |
| Earnings after financial items | 69 | 9 | 78 | 191 | 28 | 219 |
| Taxes | -28 | -1 | -29 | -82 | -2 | -84 |
| Net earnings | 40 | 9 | 49 | 109 | 26 | 135 |
| Earnings per share, SEK | 1.62 | 0.38 | 2.00 | 4.45 | 1.09 | 5.54 |
| Balance sheet |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |
| Goodwill |  |  |  | 333 | 28 | 361 |
| Deferred tax assets |  |  |  | 57 | - | 57 |
| Other assets |  |  |  | 2,096 | - | 2,096 |
| Total assets |  |  |  | 2,486 | 28 | 2,514 |
| Equity and liabilities |  |  |  |  |  |  |
| Equity |  |  |  | 1,103 | 30 | 1,132 |
| Minority interest |  |  |  | 3 | -3 | - |
| Deferred tax liabilities |  |  |  | 30 | 1 | 31 |
| Other liabilities |  |  |  | 1,350 | - | 1,350 |
| Total equity and liabilities |  |  |  | 2,486 | 28 | 2,514 |
| Key figures |  |  |  |  |  |  |
| Return on capital employed, percent ${ }^{1}$ |  |  |  | 18.2 | 1.6 | 19.8 |
| Return on equity, percent ${ }^{1}$ |  |  |  | 14.9 | 2.4 | 17.3 |
| Capital turnover rate ${ }^{1}$ |  |  |  | 2.7 | - | 2.7 |
| Equity ratio, percent |  |  |  | 44.5 | 0.5 | 45.0 |
| Equity per share, SEK |  |  |  | 45.23 | 1.08 | 46.31 |
| ${ }^{1}$ Calculated on rolling 12 months. |  |  |  |  |  |  |


[^0]:    ${ }^{1}$ Previous year is recalculated due to the transition to IFRS.
    ${ }^{2}$ Adjusted for currency fluctuations.

[^1]:    ${ }^{1}$ Previous year is recalculated due to the transition to IFRS.
    ${ }^{2}$ Year 2004 is according to previous accounting principles.

[^2]:    ${ }^{1}$ Previous year is recalculated due to the transition to IFRS.
    ${ }^{2}$ In accordance with previous accounting principles.

