## © Munters

## FULL YEAR

- Order intake rose 10 percent, adjusted ${ }^{1}$, to SEK 5,761 M (5,340). Excluding orders received by MCS relating to hurricanes 2005, order intake rose by 15 percent adjusted.
- Net sales increased by 12 percent, adjusted ${ }^{1}$, to SEK 5,712 M (5,130). Excluding sales in MCS relating to hurricanes 2005 and 2006, sales increased by 14 percent adjusted.
- Net earnings totaled SEK 328 M (252).
- Earnings per share amounted to SEK 13.21 (10.17).
- Strong operating cash flow of SEK 375 M (181).
- The Board proposes a dividend increase of SEK 1.25 to SEK 6.75 per share.
- The Board proposes an extra distribution of capital, equivalent to SEK 20 per share, in total SEK 492 M , through an automatic redemption program in connection with a $4: 1$ share split.

|  | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ | Change | Adjusted <br> change ${ }^{1}$ |
| :--- | ---: | ---: | ---: | ---: |
| Order intake, SEK M | 5,761 | 5,340 | $8 \%$ | $10 \%$ |
| Net sales, SEK M | 5,712 | 5,130 | $11 \%$ | $12 \%$ |
| EBIT, SEK M | 529 | 405 | $31 \%$ | $32 \%$ |
| EBIT margin, percent | 9.3 | 7.9 |  |  |
| Net earnings, SEK M | 328 | 252 | $30 \%$ | $31 \%$ |
| Earnings per share, SEK | 13.21 | 10.17 | $30 \%$ |  |

## FOURTH QUARTER

- Order intake declined by 3 percent, adjusted ${ }^{1}$, to SEK 1,311 M (1,440). Excluding orders received by MCS relating to hurricanes in the fourth quarter of 2005 (SEK 140 M ), order intake rose by 9 percent, adjusted.
- Net sales declined by 1 percent, adjusted ${ }^{1}$, to SEK 1,462 M (1,543). Excluding sales in MCS relating to hurricanes in the fourth quarter of 2005 (SEK 160 M ), sales increased by 12 percent, adjusted.
- Net earnings totaled SEK 92 M (104).
- Earnings per share amounted to SEK 3.70 (4.19).
- Operating cash flow was SEK 61 M (37).
- Acquisition of Sial S.p.A., manufacturer of portable heaters and evaporative coolers.

|  | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ | Change | Adjusted <br> change $^{1}$ |
| :--- | ---: | ---: | ---: | ---: |
| Order intake, SEK M | 1,311 | 1,440 | $-9 \%$ | $-3 \%$ |
| Net sales, SEK M | 1,462 | 1,543 | $-5 \%$ | $-1 \%$ |
| EBIT, SEK M | 143 | 155 | $-8 \%$ | $-3 \%$ |
| EBIT margin, percent | 9.8 | 10.1 |  |  |
| Net earnings, SEK M | 92 | 104 | $-11 \%$ | $-7 \%$ |
| Earnings per share, SEK | 3.70 | 4.19 | $-12 \%$ |  |

[^0]
## MUNTERS OPERATIONS

Munters is the world leader in moisture control with services and products for water and fire damage restoration and products for dehumidification, humidification and air cooling. Operations are organized in three divisions: Dehumidification, MCS (Moisture Control Services) and HumiCool. Manufacturing, sales and service activities are conducted through the Group's own companies, which have 3,552 permanent employees in 30 countries. The Munters share is quoted in the Mid Cap segment on the Nordic List of the Stockholm Stock Exchange.

## FOURTH QUARTER

## Order intake

Order intake during the fourth quarter declined by 9 percent to SEK 1,311 M $(1,440)$. Adjusted for currency effects, acquisitions and divestitures, order intake was reduced by 3 percent. During the fourth quarter of 2005, Munters MCS reported an order intake of SEK 140 M related to natural disasters, primarily Hurricane Katrina. No such events occurred in 2006. Adjusted also for this item as well, order intake rose by 9 percent.

The weak USD and the strong SEK had a major impact on translated order intake and sales in SEK. Order intake in SEK was adversely affected by currency translation by a total of about 6 percent during the fourth quarter of 2006, compared with the same period in 2005.

The order backlog rose 2 percent, compared with the year-earlier period, to SEK 868 M (849). Adjusted ${ }^{1}$, the backlog rose 12 percent.


## Net sales

Consolidated net sales declined by 5 percent to SEK 1,462 M $(1,543)$. Adjusted ${ }^{1}$, the decline was 1 percent. In the fourth quarter of 2005, Munters

[^1]MCS reported sales of SEK 160 M relating to natural disasters, primarily Hurricane Katrina. No such events occurred in the fourth quarter of 2006. Adjusted also for this item, sales increased by 12 percent.


## Earnings

EBIT for the Group declined by 8 percent to SEK 143 M (155). Adjusted ${ }^{1}$ the decline was 3 percent. The EBIT margin was 9.8 percent (10.1). HumiCool and Dehumidification reported particularly strong improvements in their operating earnings and operating margins in the quarter, compared with the year-earlier period. MCS was adversely impacted compared with the fourth quarter of 2005, by the absence of major natural disasters in 2006 and by startup costs for a growth initiative in the US.


2004 and prior years in accordance with previous accounting principles.
Consolidated earnings after financial items amounted to SEK 140 M (153). Net earnings for the quarter decreased to SEK 92 M (104). Earnings per share amounted to SEK 3.70 (4.19), corresponding to a decline of 12 percent.

## FULL YEAR

## Order intake

During the period, consolidated order intake increased by 8 percent to SEK 5,761 M (5,340). Adjusted ${ }^{1}$, the increase was 10 percent. All divisions reported favorable order growth during the period.

## Net sales

Consolidated net sales rose by 11 percent to SEK 5,712 M ( 5,130 ). Adjusted ${ }^{1}$, the increase was 12 percent. All divisions reported high growth during the period.

## Earnings

Consolidated EBIT rose by 31 percent to SEK 529 M (405). Adjusted ${ }^{1}$, this represents an increase of 32 percent. The EBIT margin amounted to 9.3 percent (7.9).

Consolidated earnings after financial items amounted to SEK 514 M (391). Earnings for the full year increased to SEK 328 M (252). Earnings per share amounted to SEK 13.21 (10.17), corresponding to an increase of 30 percent.

## Capital expenditure

Consolidated capital expenditure during the period for tangible fixed assets amounted to SEK 153 M (126). Of this amount, SEK 63 M (38) related to investment in MCS equipment. Depreciation and impairments amounted to SEK 136 M (141).

During the fourth quarter of 2006, the company acquired 100 percent of the Italian company Sial S.p.A. The company manufactures portable heaters, evaporative cooling products and portable dehumidifiers, which are sold in Europe, the US and China. The company is consolidated from 1 December 2006. Total acquisition value is expected to be SEK 193 M.

## Financial position

The equity ratio amounted to 48 percent at the end of the period (49 at the start of the year). Interestbearing assets totaled SEK 201 M (178 at the beginning of the year) and interest-bearing provisions and liabilities totaled SEK 458 M (493 at the end of the year). During the year, the net debt has been reduced by SEK 58 M to SEK 257 M . The Group has unutilized loan facilities of SEK 522 M.

[^2]
## Personnel

At the end of the period, the number of permanent employees was 3,552 , an increase of 307 during the year. The number rose by 47 in the Dehumidification Division, 139 in the MCS Division and 121 in the HumiCool Division, of which Sial represents 82.

## DIVISIONAL DEVELOPMENT

## Dehumidification Division

The Dehumidification Division is divided into three business areas: Industrial Dehumidification, Commercial Dehumidification and Zeol.

| MSEK | Q4 |  | Jan-Dec |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\mathbf{2 0 0 5}}$ | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\mathbf{2 0 0 5}}$ |
| Order intake | 355 | 355 | 1693 | $\mathbf{1 5 0 0}$ |
| Change | $0 \%$ |  | $13 \%$ |  |
| Adjusted change | $9 \%$ |  | $14 \%$ |  |
| Net sales | 432 | 431 | 1635 | 1514 |
| Change | $0 \%$ |  | $8 \%$ |  |
| Adjusted change | $7 \%$ |  | $9 \%$ |  |
| Operating earning | 65 | 58 | 194 | 159 |
| Operating margin | $15,0 \%$ | $13,5 \%$ | $11,9 \%$ | $10,5 \%$ |

## Fourth quarter

Industrial Dehumidification reported high order intake, particularly in North America and Asia. The intense activity in North America is encouraging in light of earlier tendencies toward a slowdown in the American market. Commercial Dehumidification was adversely impacted in the quarter by reduced new construction activity on the part of the single largest customer, WalMart. The other segments, however, continued their favorable trends. Zeol reported a stable level of activity. The sales trend of the Division was somewhat weaker due to a mix change toward a higher percentage of systems, with longer lead times, in Industrial Dehumidification.

The operating margin for the quarter was particularly high due to a favorable mix, seasonally high capacity utilization and ongoing marginimprovement activities.

## Full year

All business areas and geographic regions reported strong growth during the year. This, combined with margin improvements resulting from mix improvement and efficiency enhancement, as well as high operating capital turnover (4,2), made for very strong year for the division.

## MCS Division

The MCS Division is divided into six market areas: the Nordic Region, Central Europe, the UK and Ireland, Southern and Western Europe, the Americas and Asia.

| MSEK | Q4 |  | Jan-Dec |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\mathbf{2 0 0 5}}$ | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\mathbf{2 0 0 5}}$ |  |
| Order intake | 636 |  | 769 | $\mathbf{2 5 4 1}$ | $\mathbf{2 4 4 4}$ |
| Change | $-17 \%$ |  | $4 \%$ |  |  |
| Adjusted change | $-13 \%$ |  | $5 \%$ |  |  |
| Adj. change, excl. Catastrop | $7 \%$ |  | $17 \%$ |  |  |
| Net sales | 686 | 775 | 2618 | 2335 |  |
| Change | $-12 \%$ |  | $12 \%$ |  |  |
| Adjusted change | $-8 \%$ |  | $13 \%$ |  |  |
| Adj. change, excl. Catastrop | $18 \%$ |  | $16 \%$ |  |  |
| Operating earnings | 45 | 74 | 159 | 153 |  |
| Operating margin | $6,5 \%$ | $9,6 \%$ | $6,1 \%$ | $6,5 \%$ |  |

## Fourth quarter

Order intake and sales continued to develop favorably, excluding currency effects and the order intake resulting from natural disasters in 2005. During the fourth quarter of 2005, order intake stemming from hurricanes Katrina, Wilma and Rita amounted to SEK 140 M and invoicing totaled SEK 160 M . No hurricane activity of any major extent occurred in the US in 2006. The strong sales trend, excluding natural disasters, continued in most markets. The initially mild winters in the US and Europe did, however, have a certain impact on order intake in December.

The operating margin was negatively impacted by the absence of hurricane-related operations in the US, compared with 2005. Earnings were also negatively affected by launch costs related to a growth project for the base business in the US. This initiative was designed to reduce the operation's dependency on individual large-scale incidents and create strong, sustainable sales growth. Restructuring costs continued to impact on profitability in Germany - however, the underlying profitability improved during the quarter. Most other European markets reported improved earnings for the quarter.

## Full year

The increase in the number of framework agreements continued, while a broader service offering generated strong sales growth and improved market share in Europe. Progress has occurred in the implementation of strategic initiatives to improve operational efficiency and margins, although margin improvements have been insufficient to date. Most European markets, however, generated improved operating margins during the year, and the earlier negative trend in Germany was reversed.

## HumiCool Division

The HumiCool Division is divided into four business areas: AgHort, Mist Elimination, HVAC and PreCooler.

| MSEK | Q4 |  | Jan-Dec |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\mathbf{2 0 0 5}}$ | $\underline{\mathbf{2 0 0 6}}$ | $\underline{\mathbf{2 0 0 5}}$ |  |
| Order intake | 333 | 330 | 1585 | 1460 |  |
| Change | $1 \%$ |  | $9 \%$ |  |  |
| Adjusted change | $11 \%$ |  | $14 \%$ |  |  |
| Net sales | 361 | 347 | 1514 | 1342 |  |
| Change | $4 \%$ |  | $13 \%$ |  |  |
| Adjusted change | $8 \%$ |  | $15 \%$ |  |  |
| Operating earnings | 44 | 30 | 213 | 136 |  |
| Operating margin | $12,2 \%$ | $8,7 \%$ | $14,1 \%$ | $10,1 \%$ |  |

## Fourth quarter

Order intake during the quarter was strong, driven by a recovery in Mist Elimination, particularly in the US, driven by the expansion of the coal power industry. The formerly very favourable trend in the AgHort market tapered off, however, even apart from the weak season. HVAC operations had strong growth globally, due to healthy demand for energy-efficient evaporative cooling media. The sales trend was also favorable, despite the negative effect of weak order intake in Mist Elimination during the third quarter.

Operating profit improved sharply over the preceding year. One month's sales and earnings for Sial, for which the fourth quarter is traditionally extremely strong, are included in earnings. Earnings and margins improved in all business areas compared with the same period in the preceding year.

## Full year

The trends of sales and margins were highly favorable during 2006 in all business areas. Good cost controls and significant efficiency improvements, particularly for AgHort in Europe and Mist Elimination, contributed to the margin improvements.

The acquisition of Sial S.p.A. on 30 November creates opportunities for ongoing expansion in the HVAC and AgHort business areas. The company operates primarily in portable heaters for commercial and industrial premises, agriculture, and evaporative coolers for commercial premises. In 2006 it had net sales of EUR 25.5 M.

## ANNUAL GENERAL MEETING

The Annual General Meeting will be held on Tuesday, 24 April at 5:00 p.m. in Kungsholmen Konferens \& Matsal, on Flemminggatan 18 (the TryggHansa Building), in Stockholm.

## DIVIDEND PROPOSAL AND PROPOSAL OF SHARE-REDEMPTION PROGRAM

In accordance with the dividend policy, whereby approximately one-half of the average consolidated net earnings, measured over a period of several years, shall be distributed, the Board has decided to propose to this year's Annual General Meeting a regular dividend of SEK 6.75 (5.50) per share, corresponding to a total of SEK 166 M .

Taking into account the company's strong earnings, cash flow and balance sheet, the Board of Directors of Munters proposes a $4: 1$ share split combined with an automatic redemption procedure. Under this procedure, shareholders would receive three new shares and one redemption share, redeemable at the rate of SEK 20. According to this proposal, approximately SEK 492 M will distributed to shareholders in addition to the proposed cash dividend.

The distribution of capital as well as the ongoing capital needs are partly expected to be financed through an increase in the company's credit facilities.

The key points of the proposal are as follows:

- The company carries out a $4: 1$ share split.
- Every fourth share - the redemption share - will be redeemed automatically for SEK 20.
- The proposed record date for the share split is 18 May 2007.
- Shareholders wanting to sell their redemption shares prior to redemption will have an opportunity to do so from 21 May to 7 June 2007, when trading in the redemption shares is scheduled to take place on the Stockholm Stock Exchange.
- Payment of the redemption amount is expected to take place on 15 June 2007.

The redemption procedure is conditional on a decision by the Annual General Meeting in April 2007 on the following points:

- An amendment to the Articles of Association such that the share capital limits are reduced, from not less than SEK $125,000,000$ and not more than SEK $500,000,000$ to not less than SEK $90,000,000$ and not more than SEK 360,000,000.
- A share split, whereby each currently held share is divided into four shares, of which one shall be designated a redemption share.
- A reduction of the share capital for repayment to shareholders through the cancellation of 25,000,000 redemption shares.
- An increase of the share capital by SEK 37,500,000 through a bonus issue, for which the company's unrestricted equity, shall be utilized.


## STOCK OPTIONS PROGRAM

The Board of Directors proposes to the Annual General Meeting that the company be granted the right to issue an employee stock option program to senior executives within Munters, involving the transfer of previously repurchased shares in Munters (treasury stock).

Mainly, the program means that employee stock options shall be issued to about 30 senior executives. The total number of options that could be allotted is a maximum of 172,000 . Each stock option shall entitle the holder to acquired one (1) share in the company at a price corresponding to 120 percent of the average, volume-weighted paid price for the share in the company, listed on the Stockholm Stock Exchange, during ten trading days in the period 7-21 May 2007. The employee stock options shall have a ceiling whereby the profit as a maximum can amount to 100 percent of the exercise price. The employee stock options shall have a lifetime through 31 May 2010, with the right to the holder to exercise the option rights from and including 1 June 2010. In the event of a positive price performance, the employee stock option program will involve costs in the form of social security fees, which will be recognized in expenses as incurred.

As a result of the employee stock option program, the Board also proposes that the Annual General Meeting resolve that the company, in accordance with the terms and conditions of the employee stock options program, shall be authorized to transfer a maximum of 172,000 repurchased shares in the company to those persons allotted employee stock options.

## FUTURE INFORMATION DATES

The Swedish-language version of the Annual Report will be published on the Munters website on 20 March. The print version will be available from the company's Head Office at the end of March. It will also be mailed to registered shareholders. The Eng-lish-language version of the Annual Report will be published on the website on 20 April.

| 24 April | Interim Report January-March |
| :---: | :--- |
| 7 August | Interim Report January-June |
| 18 October | Interim Report January-September |

Sollentuna, 19 February 2007
Munters AB (publ)
Board of Directors

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## Auditor's review report

To the Board of Directors of Munters AB (publ)

## Introduction

We have conducted a review of the financial reports included in the year-end report on the annual financial reports of Munters AB as at 31 December 2006. Our review included the twelve-month period 1 January - 31 December. The preparation and fair presentation of the year-end report on the annual financial reports in accordance with the provisions of the listing agreement with Stockholm Stock Exchange, entailing inter alia that interim financial statements shall be accounted for in accordance with IAS 34 and the Annual Accounts Act, are the responsibility of the board of directors and the president. Our responsibility is to express an opinion on the financial reports based on our review.

## Scope of the review

We conducted our review in accordance with the Standard on review engagements SÖG 2410 Översiktlig granskning av finansiell delårsinformation (Review of interim financial reporting). A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. The emphasis and scope of a review differ considerably from the emphasis and scope of an audit in accordance with Revisionsstandard i Sverige RS (Audit standards in Sweden RS) and other good auditing practice in Sweden. The procedures performed in a review do not enable us to obtain a level of assurance to become aware of all significant matters that could have been identified in an audit. Since our opinion is based on a review, the level of assurance is not as high as that of an opinion expressed based on an audit.

## Opinion

Based on our review, nothing has come to our attention that causes us to believe that the financial reports, in all material respects, are not prepared in accordance with IAS 34.

Stockholm, 19 February 2007
Ernst \& Young AB

Björn Fernström
Authorized Public Accountant

| Amounts in SEK M | $\begin{array}{r} 2006 \\ \text { Oct-Dec } \\ 3 \text { months } \end{array}$ | $2005$ <br> Oct-Dec <br> 3 months | $\begin{array}{r} 2006 \\ \text { Jan-Dec } \\ 12 \text { months } \end{array}$ | $\begin{array}{r} 2005 \\ \text { Jan-Dec } \\ 12 \text { months } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Order intake | 1,311 | 1,440 | 5,761 | 5,340 |
| Income statement |  |  |  |  |
| Net sales | 1,462 | 1,543 | 5,712 | 5,130 |
| Cost of goods sold | -1,032 | -1,098 | -4,108 | -3,701 |
| Gross earnings | 430 | 445 | 1,604 | 1,429 |
| Gross margin | 29.4\% | 28.8\% | 28.1\% | 27.9\% |
| Other operating income | - | - | 14 |  |
| Selling expenses | -163 | -169 | -617 | -580 |
| Administrative expenses | -107 | -108 | -414 | -389 |
| Research and development costs | -13 | -12 | -52 | -46 |
| Other operating expenses | -4 | -1 | -6 | -9 |
| EBIT - Earnings before interest and tax | 143 | 155 | 529 | 405 |
| EBIT margin | 9.8\% | 10.1\% | 9.3\% | 7.9\% |
| Financial income and expenses | -3 | -2 | -15 | -14 |
| Earnings after financial income | 140 | 153 | 514 | 391 |
| Income taxes | -48 | -49 | -186 | -139 |
| Net earnings | 92 | 104 | 328 | 252 |
| Attributable to equity holders of the parent | 91 | 103 | 325 | 250 |
| Attributable to minority interest | 1 | 1 | 3 | 2 |
| Earnings per share, SEK | 3.70 | 4.19 | 13.21 | 10.17 |
| Earnings per share - after dilution, SEK | 3.70 | 4.19 | 13.21 | 10.17 |
| Order intake by division |  |  |  |  |
| Dehumidification Division | 355 | 355 | 1,693 | 1,500 |
| MCS Division | 636 | 769 | 2,541 | 2,444 |
| HumiCool Division | 333 | 330 | 1,585 | 1,460 |
| Eliminations | -13 | -14 | -58 | -64 |
| Order intake | 1,311 | 1,440 | 5,761 | 5,340 |
| Net sales by division |  |  |  |  |
| Dehumidification Division | 432 | 431 | 1,635 | 1,514 |
| MCS Division | 686 | 775 | 2,618 | 2,335 |
| HumiCool Division | 361 | 347 | 1,514 | 1,343 |
| Eliminations | -17 | -10 | -55 | -62 |
| Net sales | 1,462 | 1,543 | 5,712 | 5,130 |
| Operating earnings by division |  |  |  |  |
| Dehumidification Division operating margin | 65 $15.0 \%$ | 58 $13.5 \%$ | 194 $11.9 \%$ | 159 $10.5 \%$ |
| MCS Division | 45 | 74 | 159 | 153 |
| operating margin | 6.5\% | 9.6\% | 6.1\% | 6.5\% |
| HumiCool Division | 44 | 30 | 213 | 135 |
| operating margin | 12.2\% | 8.7\% | 14.1\% | 10.1\% |
| Central, goodwill impairments, eliminations etc. | -11 | -7 | -37 | -42 |
| EBIT | 143 | 155 | 529 | 405 |


| Amounts in SEK M | 2006 | 2006 | 2005 |
| :--- | ---: | ---: | ---: |
|  | 31 Dec | 30 Sep $^{1}$ | 31 Dec $^{1}$ |

Balance sheet

| Assets |  |  |  |
| :---: | :---: | :---: | :---: |
| Fixed assets |  |  |  |
| Tangible assets |  |  |  |
| Buildings and land | 166 | 161 | 176 |
| Plants and machinery | 134 | 124 | 158 |
| Equipment, tools, fixtures and fittings | 228 | 214 | 216 |
| Construction in progress | 10 | 8 | 6 |
|  | 538 | 507 | 556 |
| Intangible assets |  |  |  |
| Patent, licenses, trademarks and similar rights | 43 | 17 | 18 |
| Goodwill | 543 | 353 | 364 |
|  | 586 | 370 | 382 |
| Other assets |  |  |  |
| Participation in associated companies | 4 | 6 | 6 |
| Other long-term receivables | 14 | 16 | 20 |
| Deferred tax assets | 62 | 61 | 72 |
|  | 80 | 83 | 98 |
|  | 1,204 | 960 | 1,036 |
| Current assets |  |  |  |
| Inventory etc. | 458 | 472 | 469 |
| Accounts receivable | 1,132 | 994 | 1,140 |
| Other receivables | 149 | 151 | 125 |
| Liquid funds | 201 | 297 | 176 |
|  | 1,940 | 1,914 | 1,910 |
| Total assets | 3,144 | 2,874 | 2,946 |
| Equity and liabilities |  |  |  |
| Equity | 1,506 | 1,454 | 1,437 |
| Long-term liabilities |  |  |  |
| Interest-bearing liabilities | 16 | 3 | 3 |
| Provisions | 170 | 166 | 154 |
| Deferred tax liabilities | 32 | 24 | 24 |
| Other liabilities | 2 | 3 | 3 |
|  | 220 | 196 | 184 |
| Short-term liabilities |  |  |  |
| Interest-bearing liabilities | 299 | 270 | 348 |
| Advances from customers | 117 | 94 | 89 |
| Accounts payable | 435 | 320 | 355 |
| Provisions | 59 | 58 | 42 |
| Other liabilities | 508 | 482 | 491 |
|  | 1,418 | 1,224 | 1,325 |
| Total equity and liabilities | 3,144 | 2,874 | 2,946 |

## Consolidated statement of recognized income and expense

Income and expenses recognized in equity

| Actuarial gains and losses related to pensions, including |  | -27 |
| :--- | ---: | ---: |
| special employer's contribution | 3 | -5 |
| Cash flow hedges | 5 | 140 |
| Exchange differences on translation of foreign operations | -132 | 9 |
| Tax on items reported directly in equity | -3 | $\mathbf{1 1 7}$ |
| Total transactions reported in equity | -127 | 252 |
| Net earnings for the period | 328 | $\mathbf{3 6 9}$ |
| Total income and expenses recognized for the period | $\mathbf{2 0 1}$ |  |
| Attributable to: | 198 | 367 |
| Equity holders of the parent | 3 | 2 |
| Minority interest | $\mathbf{2 0 1}$ | $\mathbf{3 6 9}$ |

The adopted new option in IAS 19 has affected retained earnings in Equity as of January 1, 2005 with 12 SEK $M$. The effect is in full attributable to the equity holders of the parent. More information in note 2.
${ }^{1}$ The period have been restated in accordance with new option in IAS 19.

| Amounts in SEK M | $\begin{array}{r} 2006 \\ \text { Oct-Dec } \\ 3 \text { months } \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ \text { Oct-Dec } \\ 3 \text { months } \\ \hline \end{array}$ | $\begin{array}{r} 2006 \\ \text { Jan-Dec } \\ 12 \text { months } \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ \text { Jan-Dec } \\ 12 \text { months } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Cash flow statement Current operations |  |  |  |  |
| Earnings after financial items | 140 | 153 | 514 | 391 |
| Reversal of depreciation etc. | 28 | 35 | 136 | 141 |
| Other earnings items not affecting cash flow | 1 | 3 | 19 | -3 |
| Taxes paid | -56 | -67 | -181 | -163 |
| Cash flow from current operations before changes in working capital | 113 | 124 | 488 | 366 |
| Cash flow from changes in working capital |  |  |  |  |
| Changes in inventory | 52 | -18 | 22 | -89 |
| Changes in accounts receivable | -99 | -153 | 5 | -118 |
| Changes in other receivables | 1 | 3 | -19 | -6 |
| Changes in accounts payable | 40 | 83 | 19 | 40 |
| Changes in other receivables | 5 | 35 | 15 | 113 |
| Cash flow from current operations | 112 | 74 | 530 | 306 |
| Investing activities |  |  |  |  |
| Acquisitions and disposals of businesses | -159 | - | -132 | -41 |
| Investments in intangible assets | -2 | -1 | -6 | -2 |
| Investments in tangible assets | -53 | -37 | -153 | -126 |
| Sales of tangible assets | 4 | 2 | 4 | 5 |
| Changes in other financial assets | 0 | -1 | 0 | -2 |
| Cash flow from investing activities | -210 | -37 | -287 | -166 |
| Financing activity |  |  |  |  |
| Changes in loans | 0 | -22 | -76 | -26 |
| Dividend paid | - | - | -135 | -98 |
| Payment received for issued stock options | - | - | 2 |  |
| Sale of own shares | 3 | - | 3 | 29 |
| Cash flow from financing activities | 3 | -22 | -206 | -95 |
| Cash flow for the period | -95 | 15 | 37 | 45 |
| Liquid funds at the beginning of the period | 297 | 158 | 176 | 117 |
| Exchange-differences in liquid funds | -1 | 3 | -12 | 14 |
| Liquid funds at end of the period | 201 | 176 | 201 | 176 |
| Operating cash flow | 61 | 37 | 375 | 181 |
| Key figures |  |  |  |  |
| More key figures are disclosed in the quarterly review |  |  |  |  |
| Capital turnover rate, times | - | - | 3.0 | 2.8 |
| Return on capital employed, \% | - | - | 28.0 | 22.8 |
| Return on equity, \% | - | - | 22.5 | 19.3 |
| Interest coverage ratio, times | 21.1 | 33.6 | 25.0 | 20.2 |
| Net debt structure |  |  |  |  |
| Short-term interest-bearing liabilities | - | - | 298 | 348 |
| Long-term interest-bearing liabilities | - | - | 16 | 3 |
| Defined benefit plans etc. | - | - | 144 | 142 |
| Interest-bearing assets | - | - | -201 | -178 |
| Net debt | - |  | 257 | 315 |

Quarterly overview - Consolidated earnings, share data and cash flow

| Amounts in SEK M | 2006 |  |  |  | 2005 |  |  |  | 2004 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Order intake | 1,311 | 1,362 | 1,573 | 1,515 | 1,440 | 1,422 | 1,294 | 1,184 | 1,089 | 1,161 | 1,181 | 1,167 |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 1,462 | 1,408 | 1,456 | 1,386 | 1,543 | 1,317 | 1,192 | 1,079 | 1,270 | 1,127 | 1,150 | 996 |
| Operating expenses | -1,319 | $-1,268$ | -1,327 | -1,268 | -1,388 | -1,205 | -1,118 | -1,015 | -1,166 | -1,045 | -1,065 | -933 |
| EBIT | 143 | 140 | 129 | 118 | 155 | 112 | 74 | 64 | 104 | 82 | 85 | 63 |
| EBIT margin | 9.8\% | 9.9\% | 8.8\% | 8.5\% | 10.1\% | 8.5\% | 6.2\% | 5.9\% | 8.2\% | 7.2\% | 7.4\% | 6.4\% |
| Financial income and expense | -3 | -4 | -4 | -5 | -2 | -6 | -2 | -3 | -5 | -4 | -3 | -4 |
| Earnings after financial items | 140 | 136 | 125 | 113 | 153 | 106 | 72 | 61 | 99 | 78 | 82 | 59 |
| Taxes | -48 | -50 | -46 | -42 | -49 | -38 | -29 | -24 | -34 | -29 | -32 | -23 |
| Net earnings | 92 | 86 | 79 | 71 | 104 | 68 | 43 | 37 | 65 | 49 | 50 | 36 |
| Depreciation and impairments | 28 | 32 | 30 | 46 | 35 | 35 | 38 | 33 | 33 | 35 | 41 | 36 |
| Share data ${ }^{1}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share, SEK | 3.70 | 3.45 | 3.18 | 2.88 | 4.19 | 2.76 | 1.71 | 1.51 | 2.67 | 1.97 | 2.08 | 1.48 |
| Earnings per share after dilution, SEK | 3.70 | 3.45 | 3.18 | 2.88 | 4.19 | 2.76 | 1.71 | 1.51 | 2.66 | 1.97 | 2.07 | 1.48 |
| Average no of shares outstanding, thousand | 24,583 | 24,581 | 24,581 | 24,581 | 24,581 | 24,524 | 24,495 | 24,407 | 24,378 | 24,378 | 24,378 | 24,378 |
| No of shares outstanding at period-end, thousand | 24,595 | 24,582 | 24,581 | 24,581 | 24,581 | 24,581 | 24,581 | 24,571 | 24,378 | 24,378 | 24,378 | 24,378 |
| No of treasury shares, thousand | 405 | 418 | 419 | 419 | 419 | 419 | 419 | 429 | 622 | 622 | 622 | 622 |
| Equity per share, SEK | 60.99 | 58.97 | 55.45 | 60.11 | 58.26 | 54.84 | 52.36 | 51.17 | 46.96 | 46.31 | 45.42 | 47.55 |
| Stock price at period-end, SEK | 317 | 284 | 241 | 265 | 219 | 183 | 173 | 190 | 200 | 180 | 189 | 186 |
| Market cap at period-end, SEK M ${ }^{2}$ | 7,925 | 7,100 | 6,013 | 6,613 | 5,475 | 4,575 | 4,325 | 4,750 | 5,000 | 4,500 | 4,725 | 4,650 |
| Cash flow statement |  |  |  |  |  |  |  |  |  |  |  |  |
| From current operations | 112 | 184 | 138 | 96 | 74 | 112 | 66 | 54 | 66 | 31 | 61 | 51 |
| From investing operations | -210 | -45 | -28 | -4 | -37 | -37 | -70 | -22 | -19 | -22 | -64 | -23 |
| From financing activities | 3 | -50 | -140 | -19 | -22 | -100 | 2 | 25 | -44 | -12 | 3 | -34 |
| Cash flow for the period | -95 | 89 | -30 | 73 | 15 | -25 | -2 | 57 | 3 | -3 | 0 | -6 |
| Operating cash flow | 61 | 138 | 110 | 66 | 37 | 75 | 37 | 32 | 47 | 9 | 37 | 28 |

${ }^{1}$ The periods Q4 2005 to Q3 2006 have been restated in accordance with new option in IAS 19
${ }^{2}$ The market cap is calculated on total number of issued shares, including treasury shares.


Quarterly overview - Consolidated balance sheet and key figures

| Amounts in SEK M | $2006{ }^{1}$ |  |  |  | $2005{ }^{1}$ |  |  |  | 2004 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible assets | 538 | 507 | 497 | 520 | 556 | 551 | 555 | 529 | 523 | 541 | 581 | 603 |
| Intangible assets | 586 | 370 | 370 | 379 | 382 | 380 | 383 | 369 | 361 | 380 | 384 | 379 |
| Financial assets | 80 | 83 | 84 | 85 | 98 | 81 | 78 | 72 | 70 | 73 | 72 | 65 |
|  | 1,204 | 960 | 951 | 984 | 1,036 | 1,012 | 1,016 | 970 | 954 | 994 | 1,037 | 1,047 |
| Current assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Inventory etc. | 458 | 472 | 464 | 471 | 469 | 442 | 431 | 369 | 329 | 405 | 367 | 340 |
| Accounts receivable | 1,132 | 994 | 1,040 | 1,066 | 1,140 | 953 | 923 | 898 | 914 | 823 | 815 | 778 |
| Other receivables | 149 | 151 | 161 | 150 | 125 | 141 | 144 | 146 | 126 | 176 | 155 | 140 |
| Liquid funds | 201 | 297 | 213 | 248 | 176 | 158 | 184 | 178 | 117 | 116 | 121 | 122 |
|  | 1,940 | 1,914 | 1,878 | 1,935 | 1,910 | 1,694 | 1,682 | 1,591 | 1,486 | 1,520 | 1,458 | 1,380 |
| Total assets | 3,144 | 2,874 | 2,829 | 2,919 | 2,946 | 2,706 | 2,698 | 2,561 | 2,440 | 2,514 | 2,495 | 2,427 |
| Equity and liabilities |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | 1,506 | 1,454 | 1,367 | 1,483 | 1,437 | 1,350 | 1,291 | 1,261 | 1,148 | 1,132 | 1,110 | 1,164 |
| Long-term liabilities | 204 | 193 | 190 | 183 | 181 | 151 | 151 | 147 | 145 | 199 | 202 | 200 |
| Interest-bearing liabilities | 315 | 273 | 323 | 332 | 351 | 374 | 481 | 371 | 367 | 419 | 427 | 350 |
| Accounts payable | 435 | 320 | 344 | 328 | 355 | 263 | 282 | 280 | 286 | 251 | 292 | 266 |
| Other short-term liabilities | 684 | 634 | 605 | 593 | 622 | 568 | 493 | 502 | 494 | 513 | 464 | 447 |
| Total equity and liabilities | 3,144 | 2,874 | 2,829 | 2,919 | 2,946 | 2,706 | 2,698 | 2,561 | 2,440 | 2,514 | 2,495 | 2,427 |
| Key figures |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity ratio, \% | 47.9 | 50.6 | 48.3 | 50.8 | 48.8 | 50.0 | 47.9 | 49.2 | 47.0 | 45.0 | 44.5 | 47.9 |
| Net debt, SEK M | 257 | 127 | 258 | 229 | 315 | 318 | 397 | 296 | 351 | 389 | 389 | 311 |
| Net debt ratio, times | 0.17 | 0.09 | 0.19 | 0.15 | 0.22 | 0.23 | 0.31 | 0.23 | 0.31 | 0.34 | 0.35 | 0.27 |
| Interest coverage ratio, times | 21.1 | 28.3 | 27.2 | 24.9 | 33.6 | 27.7 | 12.3 | 12.3 | 20.6 | 19.2 | 20.1 | 11.9 |
| Investments tangible assets, SEK M | 53 | 44 | 26 | 30 | 37 | 37 | 31 | 21 | 38 | 23 | 25 | 22 |
| Number of employees at period-end | 3,552 | 3,449 | 3,400 | 3,365 | 3,245 | 3,180 | 3,122 | 3,128 | 3,064 | 3,003 | 3,038 | 3,036 |

[^3]Quarterly overview - Divisions

| Amounts in SEK M | 2006 |  |  |  | 2005 |  |  |  | 2004 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Order intake |  |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 355 | 443 | 465 | 430 | 355 | 412 | 389 | 344 | 316 | 356 | 348 | 333 |
| MCS Division | 636 | 601 | 654 | 650 | 769 | 665 | 501 | 509 | 547 | 554 | 485 | 516 |
| HumiCool Division | 333 | 340 | 462 | 450 | 330 | 366 | 419 | 345 | 235 | 257 | 358 | 327 |
| Eliminations | -13 | -22 | -8 | -15 | -14 | -21 | -15 | -14 | -9 | -6 | -10 | -9 |
| Order intake | 1,311 | 1,362 | 1,573 | 1,515 | 1,440 | 1,422 | 1,294 | 1,184 | 1,089 | 1,161 | 1,181 | 1,167 |
| Net sales |  |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 432 | 423 | 419 | 360 | 431 | 404 | 354 | 325 | 395 | 323 | 350 | 276 |
| MCS Division | 686 | 638 | 635 | 660 | 775 | 562 | 504 | 494 | 620 | 512 | 479 | 484 |
| HumiCool Division | 361 | 367 | 411 | 376 | 347 | 374 | 352 | 269 | 264 | 300 | 333 | 241 |
| Eliminations | -17 | -20 | -9 | -10 | -10 | -23 | -18 | -9 | -9 | -8 | -12 | -5 |
| Net sales | 1,462 | 1,408 | 1,456 | 1,386 | 1,543 | 1,317 | 1,192 | 1,079 | 1,270 | 1,127 | 1,150 | 996 |
| Operating earnings |  |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 65 | 51 | 49 | 29 | 58 | 45 | 32 | 24 | 46 | 30 | 42 | 21 |
| operating margin | 15.0\% | 11.9\% | 11.8\% | 8.1\% | 13.5\% | 11.2\% | 9.1\% | 7.3\% | 11.6\% | 9.3\% | 12.0\% | 7.5\% |
| MCS Division | 45 | 39 | 29 | 46 | 74 | 32 | 14 | 31 | 59 | 36 | 14 | 33 |
| operating margin | 6.5\% | 6.1\% | 4.6\% | 7.0\% | 9.6\% | 5.8\% | 2.9\% | 6.4\% | 9.5\% | 6.9\% | 2.8\% | 6.9\% |
| HumiCool Division | 44 | 56 | 62 | 51 | 30 | 46 | 41 | 18 | 7 | 24 | 38 | 20 |
| operating margin | 12.2\% | 15.2\% | 15.2\% | 13.6\% | 8.7\% | 12.4\% | 11.8\% | 6.5\% | 2.8\% | 7.9\% | 11.4\% | 8.1\% |
| Group overhead, eliminations etc. | -11 | -6 | -11 | -8 | -7 | -11 | -13 | -9 | -8 | -8 | -9 | -11 |
| Earnings before interest and tax | 143 | 140 | 129 | 118 | 155 | 112 | 74 | 64 | 104 | 82 | 85 | 63 |
| EBIT margin | 9.8\% | 9.9\% | 8.8\% | 8.5\% | 10.1\% | 8.5\% | 6.2\% | 5.9\% | 8.2\% | 7.2\% | 7.4\% | 6.4\% |
| Operating capital |  |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 383 | 394 | 392 | 395 | 422 | 408 | 395 | 384 | 362 | 364 | 352 | 351 |
| MCS Division | 811 | 779 | 779 | 824 | 862 | 715 | 666 | 658 | 683 | 648 | 586 | 598 |
| HumiCool Division | 391 | 392 | 399 | 436 | 440 | 514 | 527 | 442 | 432 | 471 | 512 | 496 |
| Central, eliminations | 34 | 12 | 16 | 13 | 15 | 16 | 18 | 12 | -5 | -5 | 1 | 0 |
| Operating capital | 1,619 | 1,577 | 1,586 | 1,668 | 1,739 | 1,653 | 1,606 | 1,496 | 1,472 | 1,478 | 1,451 | 1,445 |
| Employees |  |  |  |  |  |  |  |  |  |  |  |  |
| Dehumidification Division | 900 | 890 | 877 | 867 | 853 | 848 | 831 | 826 | 781 | 756 | 758 | 744 |
| MCS Division | 1,845 | 1,842 | 1,830 | 1,784 | 1,706 | 1,650 | 1,625 | 1,641 | 1,615 | 1,577 | 1,603 | 1,617 |
| HumiCool Division | 789 | 698 | 672 | 695 | 668 | 663 | 647 | 642 | 649 | 651 | 659 | 656 |
| Central | 18 | 19 | 21 | 19 | 18 | 19 | 19 | 19 | 19 | 19 | 18 | 19 |
| Number of employees | 3,552 | 3,449 | 3,400 | 3,365 | 3,245 | 3,180 | 3,122 | 3,128 | 3,064 | 3,003 | 3,038 | 3,036 |

## Notes

## Note 1: Accounting principles

This year-end report has been prepared in accordance with IAS 34, Interim Financial Reporting, which complies with the requirements stipulated in the Swedish Financial Accounting Standards Council's recommendation RR 31, Interim reporting for groups.

The accounting principles applied in this year-end report are those described in Note 2 of the Annual Report for 2005, which the exception of the following description.

## Note 2: Changed accounting principles

Effective I January 2006, Munters has changed its accounting principles for actuarial gains and losses, in accordance with the changes that have occurred in IAS 19, Employee Benefits. Under the previous method, actuarial gains and losses, to the extent they fell outside the 10-percent "corridor," were amortized over the average employment period remaining for participants in the pension plan. Effective 1 January 2006, Munters applies the alternative allowed by IAS 19, whereby all actuarial gains and losses are reported against shareholders' equity, net after deferred tax, in the period in which they arise. Previous reporting periods have been re-established in accordance with the new principle. The special employer's contribution in Sweden concerning actuarial gains and losses is reported directly against shareholders' equity.

## Note 3: Acquisition of operations

During the fourth quarter of 2006, the company acquired 100 percent of the Italian company Sial S.p.A. The company manufactures portable heaters, evaporative cooling products and portable dehumidifiers, which are sold in Europe, the US and China. As of 1 December 2006, the company is consolidated. The acquired operations contributed 32 MSEK in revenue for the period from 1 December 2006 to 31 December 2006. If the acquisition had occurred on 1 January 2006, the company would have contributed 236 MSEK in revenue to the Group.

The following table provides information on acquired net assets and goodwill:
Purchase price

| - purchase price paid in cash | 176 |
| :--- | ---: |
| - expenses directly attributable to the acquisition | 3 |
| Purchase price paid | $\mathbf{1 7 9}$ |
| Additional purchase price - estimated | 14 |
| Total acquisition value | $\mathbf{1 9 3}$ |
| Fair value of acquired net assets | 7 |
| Goodwill | 200 |

The size of the additional purchase price is based on Sial's earnings for the period ending in March 2007. Goodwill is attributable to expected future synergistic effects through an expanded product range. Apart from the synergy effect, future profitability is also a component of the goodwill item.

Net assets of the acquired company at the time of acquisition:

|  | Reported <br> values | Fair value <br> adjustment | Fair values |
| :--- | ---: | ---: | ---: |
| Tangible fixed assets | 23 | 0 | 23 |
| Intangible fixed assets - trademark | 0 | 25 | 25 |
| Non-interest-bearing receivables | 147 | 0 | 147 |
| Cash and cash equivalents | 20 | 0 | 20 |
| Interest-bearing liabilities | -94 | 0 | -94 |
| Non-interest-bearing liabilities (incl. deferred tax liability) | -119 | -9 | -128 |
| Net identifiable assets and liabilities | $-\mathbf{2 3}$ | $\mathbf{1 6}$ | $-\mathbf{7}$ |
| Purchase price paid in cash and expenses directly attributable to the acquisition |  | 179 |  |
| Cash and cash equivalents in the acquired company |  | -20 |  |
| Change in consolidated cash and cash equivalents at the time of the acquisition |  | 159 |  |

Note 4: Changes in equity

| ( | $\begin{array}{r} 2006 \\ 31 \text { Dec } \end{array}$ | $\begin{array}{r} 2005 \\ 31 \text { Dec } \end{array}$ |
| :---: | :---: | :---: |
| Opening balance | 1,437 | 1,150 |
| Change in accounting principles | - | -12 |
| Adjusted opening balance | 1,437 | 1,138 |
| Total recognized income and expenses for the year | 201 | 369 |
| Change in minority interest | -2 | -1 |
| Sale of own shares | 3 | 29 |
| Payment received for issued stock options | 2 | - |
| Dividend | -135 | -98 |
| Equity at the end of the year | 1,506 | 1,437 |


[^0]:    ${ }^{1}$ Adjusted for currency fluctuations and acquisitions and disposals of businesses.

[^1]:    ${ }^{1}$ Adjusted for currency fluctuations and acquisitions and disposals of businesses.

[^2]:    ${ }^{1}$ Adjusted for currency fluctuations and acquisitions and disposals of businesses.

[^3]:    ${ }^{1}$ The periods Q4 2005 to Q3 2006 have been restated in accordance with new option in IAS 19

