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- Net sales increased by 8 percent to $\mathbf{1 , 0 7 9}$ MSEK (996).
- Net earnings amounted to 37 MSEK (36).
- Earnings per share rose by 2 percent to 1.51 SEK (1.48).
- Extensive production changes within HumiCool.
- Weak demand within insurance related MCS operations.

|  | 2005 | $\mathbf{2 0 0 4}^{1}$ | Change | Adjusted <br> change ${ }^{2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Order intake, MSEK | 1,184 | 1,167 | $1 \%$ | $4 \%$ |
| Net sales, MSEK | 1,079 | 996 | $8 \%$ | $11 \%$ |
| EBIT, MSEK | 64 | 63 | $1 \%$ | $4 \%$ |
| EBIT margin, percent | 5.9 | 6.4 |  |  |
| Net earnings, MSEK | 37 | 36 | $3 \%$ | $6 \%$ |
| Earnings per share, SEK | 1.51 | 1.48 | $2 \%$ |  |

${ }_{2}^{1}$ Previous vear is recalculated due to the transition to IFRS.
${ }^{2}$ Adjusted for currency fluctuations.

## Munters operations

Munters is the world leader in moisture control with services for water and fire damage restoration and products for dehumidification, humidification and air cooling. Operations are organized into three regions: Europe, the Americas and Asia. In each region, operations are subdivided into the divisions Dehumidification, MCS (Moisture Control Services), and HumiCool. Manufacturing, sales and service are carried out through the Group's own companies, which have 3,128 full-time employees in 28 countries. Munters' shares are quoted on the O list of the Stockholm Stock Exchange.

## Market trend

Within Dehumidification, the most important market segments, the food and pharmaceutical industries, enjoyed continued good demand.

The market for DesiCool ${ }^{\mathrm{TM}}$ systems, which combines cooling and dehumidification, continued to increase. However, demand from the semiconductor industry was low which mainly affected the Zeol systems.

Demand for damage restoration from the insurance industry in Europe and America, which rose in the fourth quarter of 2004, was lower for the first quarter of 2005 as a result of fewer large incidents of damage and the fairly mild winter, whilst demand in Asia continued to increase.

Within HumiCool, demand for components (socalled mist eliminators) for emission control in coal-fired power plants was strong. Demand for evaporative cooling systems for the AgHort segment was weak as a result of new outbreaks of bird flu in South-East Asia.

## Group development during the first quarter

## Order intake



Order intake for the first quarter increased by 1 percent to 1,184 MSEK $(1,167)$. Currency adjusted the increase was 4 percent.

The backlog fell by 4 percent and was 701 MSEK (733) at the quarter end. Currency adjusted the backlog was unchanged.

Order intake within Dehumidification for Desi Cool ${ }^{\mathrm{TM}}$ and industrial systems was strong during the quarter whilst order intake for Zeol systems was weak. Within MCS, order intake fell as a result of the mild winter in both Region Europe and the Americas which could not be compensated for by improved order intake in Asia. Order intake within HumiCool was strong for mist elimination and cooling systems for the power industry, whilst it reported a weak trend for cooling systems for the poultry industry as a result of new outbreaks of bird flu in South-East Asia.

## Net sales



Consolidated net sales increased by 8 percent to 1,079 MSEK (996). Currency adjusted the increase was 11 percent.

## Earnings



EBIT increased by 1 percent to 64 MSEK (63). Currency adjusted the increase was 4 percent. The EBIT margin amounted to 5.9 percent (6.4). EBIT was affected by low productivity in connection with the start-up of a plant for CELdek ${ }^{\circledR}$ in Italy.

Lower operating earnings within MCS and HumiCool were compensated for by improved earnings within Dehumidification. Exchange rate fluctuations affected earnings by 2 MSEK.

Consolidated earnings after financial items amounted to 61 MSEK (59). Net earnings for the quarter increased to 37 MSEK (36) after an effective tax rate of 39 percent (39). Earnings per share amounted to 1.51 SEK (1.48).

## Action program and decided rationalization

As a result of continued weak demand within the MCS operation in Europe, additional selective cost reductions will be implemented. The extent of these cost reductions has not yet been determined, but one-off costs in connection with this rationalization are expected to be on a par with the previous year. Cost cutting measures implemented during 2004 produced the planned savings during the first quarter of 2005 .

During the latter part of the first quarter, production of CELdek ${ }^{\circledR}$ started in the new Italian plant. As a result, the quarter had start-up costs of approximately 2 MSEK.

The move of a plant from the USA to Mexico in 2004 produced the intended results. Productivity improved and reached the target level towards the end of the quarter.

The move of the operation for mist eliminators and water treatment in Germany, which was implemented during the last quarter of 2004, was in line with the plans.

## Regional development during the first quarter

## Region Europe

Order intake for the quarter in Region Europe increased by 3 percent to 746 MSEK (726). Currency adjusted the increase was also 3 percent. Sales increased by 6 percent to 656 MSEK (616). Currency adjusted the increase was 7 percent. Operating earnings fell by 9 percent and amounted to 28 MSEK (31). The currency effects were marginal.

The Dehumidification division had strong order intake and sales, but a fall in operating earnings. The quarter was charged with high product development and production costs in connection with the start-up of a product program.

The MCS division reported stable demand, but only on a par with the previous year. The winter season in northern Europe has been mild and without any major incidents of water or fire damage. Order intake, sales and operating earnings for the quarter were on a par with the previous year.

The HumiCool division enjoyed continued strong order intake and increased sales for the quarter whilst operating earnings fell marginally. The quarter was charged with start-up costs of approximately 2 MSEK as a result of moving the CELdek ${ }^{\ominus}$ production from Sweden to Italy.

## Region Americas

During the quarter, order intake in Region Americas fell by 4 percent to 342 MSEK (357). Currency adjusted the increase was 2 percent. Sales rose by 9 percent to 324 MSEK (298). Currency adjusted sales increased by 15 percent. Operating earnings for the quarter increased by 18 percent to 34 MSEK (28). Currency adjusted the increase was 25 percent.

The Dehumidification division enjoyed a strong development within the DesiCool ${ }^{\text {TM }}$ operation (a combination of cooling and dehumidification) and within industrial dehumidification applications. However, the Zeol operation, whose systems are mainly used within the semiconductor industry, reported a less positive development. During the quarter, order intake of the Dehumidification division was in line with the previous year while sales and operating earnings improved.

The MCS division reported a lower activity than in the previous year as a result of the mild winter and order intake, sales and operating earnings fell as a result. The operating margin fell, but remains at a good level.

The HumiCool division reported order intake on a par with the previous year, increased sales and a
significant improvement in operating earnings. Order intake was weak within AgHort as a result of a late start to the season. This was partly compensated for by improved order intake for components for evaporative cooling systems and mist elimination for power stations.

## Region Asia

Order intake for the quarter rose by 11 percent to 119 MSEK (107). Currency adjusted the increase was 15 percent. Sales rose by 20 percent to 117 MSEK (98). Currency adjusted the increase was 25 percent. Operating earnings increased by 1 percent to 10 MSEK (10). Currency adjusted operating earnings increased by 5 percent.

The Dehumidification division reported increased order intake, sales and significantly improved operating earnings compared with the previous year. The improved order intake relates mainly to infrastructure projects, the electronics industry and DesiCool ${ }^{\mathrm{TM}}$ applications.

The MCS division continued to develop positively during the first quarter and reported improved order intake, sales and operating earnings. An expanded customer base, a broader service supply and favorable weather contributed to the positive development.

The HumiCool division continued its negative trend with lower order intake, sales and operating earnings due to new outbreaks of bird flu in SouthEast Asia.

## Capital expenditure

The Group's capital expenditure in tangible assets amounted to 21 MSEK (22) during the quarter. The majority, 13 MSEK, relates to investment in MCS equipment. Depreciation and write-downs amounted to 33 MSEK (36).

## Financial position

The equity ratio amounted to 49 percent at the period end (47 at the start of the year). Interestbearing assets amounted to 185 MSEK (123 at the start of the year) and interest-bearing liabilities to 481 MSEK (474 at the start of the year). Since the start of the year, the net debt has decreased by 55 MSEK to 296 MSEK. During the quarter, Munters AB received 28 MSEK in connection with the exercising of 202,700 outstanding call options. The Group has unutilized loan facilities of 179 MSEK.

## Personnel

At the period end, the number of full-time staff was 3,128 , an increase of 64 during the year. In Region Europe, the number increased by 18; in the Americas by 2; and in Region Asia by 44. The increase in Asia is mainly an effect of the expansion within MCS and the expansion of the production in China.

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## Future information dates

July 22 Interim report January-June
October 27 Interim report January-September
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| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Mar } \\ 3 \text { months } \\ \hline \end{array}$ | $\begin{array}{\|r\|} \hline 2004^{1} \\ \text { Jan-Mar } \\ 3 \text { months } \end{array}$ | 2004/2005 <br> Apr-Mar 12 months | $\begin{array}{r} 2004^{1} \\ \text { Jan-Dec } \\ 12 \text { months } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Order intake | 1,184 | 1,167 | 4,615 | 4,598 |
| Income statement |  |  |  |  |
| Net sales | 1,079 | 996 | 4,626 | 4,543 |
| Cost of goods sold | -789 | -708 | -3,337 | -3,256 |
| Gross earnings | 290 | 288 | 1,289 | 1,287 |
| Selling expenses | -127 | -124 | -529 | -525 |
| Administrative expenses | -86 | -92 | -382 | -387 |
| Research and development costs | -11 | -9 | -42 | -40 |
| Other operating income | - | 1 | 0 | 0 |
| Other operating expenses | -2 | -1 | -2 | -1 |
| Share in earnings in associated companies | - | 0 | 0 | 0 |
| Earnings before interest and tax | 64 | 63 | 334 | 334 |
| EBIT margin | 5.9\% | 6.4\% | 7.2\% | 7.3\% |
| Financial income and expenses | -3 | -4 | -15 | -16 |
| Earnings after financial items | 61 | 59 | 319 | 318 |
| Taxes | -24 | -23 | -118 | -118 |
| Net earnings | 37 | 36 | 201 | 200 |
| Minority share of net earnings | 0 | 0 | 1 | 1 |
| Earnings per share, SEK | 1.51 | 1.48 | 8.26 | 8.23 |
| Earnings per share after dilution, SEK | 1.51 | 1.48 | 8.24 | 8.21 |
| Net sales by Region |  |  |  |  |
| Region Europe | 656 | 616 | 2,745 | 2,705 |
| Region Americas | 324 | 298 | 1,527 | 1,501 |
| Region Asia | 117 | 98 | 438 | 419 |
| Eliminations | -18 | -16 | -84 | -82 |
| Net sales | 1,079 | 996 | 4,626 | 4,543 |
| Operating earnings by Region |  |  |  |  |
| Region Europe | 28 | 31 | 148 | 151 |
| operating margin | 4.3\% | 5.0\% | 5.4\% | 5.6\% |
| Region Americas | 34 | 28 | 169 | 163 |
| operating margin | 10.3\% | 9.5\% | 11.0\% | 10.9\% |
| Region Asia | 10 | 10 | 46 | 46 |
| operating margin | 8.7\% | 10.4\% | 10.5\% | 11.0\% |
| Group overhead, eliminations etc | -8 | -6 | -29 | -26 |
| Earnings before interest and tax | 64 | 63 | 334 | 334 |
| Net sales by Product Area |  |  |  |  |
| Dehumidification | 325 | 276 | 1,393 | 1,344 |
| MCS | 494 | 484 | 2,105 | 2,095 |
| HumiCool | 269 | 241 | 1,166 | 1,138 |
| Eliminations | -9 | -5 | -38 | -34 |
| Net sales | 1,079 | 996 | 4,626 | 4,543 |

[^0]| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Mar } \\ 3 \text { months } \end{array}$ | $\begin{array}{\|r\|} \hline 2004^{1} \\ \text { Jan-Mar } \\ 3 \text { months } \\ \hline \end{array}$ | 2004/2005 <br> Apr-Mar 12 months | $2004{ }^{1}$ Jan-Dec 12 months |
| :---: | :---: | :---: | :---: | :---: |
| Cash flow statement |  |  |  |  |
| Current operations |  |  |  |  |
| Earnings after financial items | 61 | 59 | 319 | 318 |
| Reversal of depreciation etc. | 33 | 36 | 141 | 144 |
| Other earnings items not affecting cash flow | -1 | -7 | -1 | -8 |
| Taxes paid | -22 | -24 | -124 | -126 |
| Cash flow from current operations before changes in working capital | 71 | 64 | 335 | 328 |
| Cash flow from changes in working capital |  |  |  |  |
| Changes in inventory | -26 | -53 | -43 | -70 |
| Changes in accounts receivable | $\rightarrow 45$ | 38 | $\longrightarrow-148$ | -155 |
| Changes in other receivables | $\rightarrow \quad-19$ | 2 | $\longrightarrow \quad-17$ | 4 |
| Changes in accounts payable | -19 | 12 | 20 | 51 |
| Changes in other liabilities | 2 | -12 | 65 | 51 |
| Cash flow from current operations | 54 | 51 | 212 | 209 |
| Investing activities |  |  |  |  |
| Acquisitions of enterprises | - | - | -40 | -40 |
| Investments in intangible assets | 0 | 0 | -3 | -3 |
| Investments in tangible assets | -21 | -22 | -107 | -108 |
| Sale of tangible assets | 0 | 0 | 28 | 28 |
| Change in other financial assets | -1 | -1 | -5 | -5 |
| Cash flow from investing activities | -22 | -23 | -127 | -128 |
| Financing activities |  |  |  |  |
| Payment received for issued stock options | - | - | 1 | 1 |
| Changes in loans | -3 | -34 | 28 | -3 |
| Dividend paid | - | - | -85 | -85 |
| Sale of own shares | 28 | - | 28 | - |
| Cash flow from financing activities | 25 | -34 | -28 | -87 |
| Cash flow for the period | 57 | -6 | 57 | -6 |
| Liquid funds at the beginning of the period | 117 | 125 | 122 | 125 |
| Exchange-rate differences in liquid funds | 4 | 3 | -1 | -2 |
| Liquid funds at the end of the period | 178 | 122 | 178 | 117 |
| Operating cash flow | 32 | 28 | 125 | 121 |
| Key figures |  |  |  |  |
| More key figures are disclosed in the quarterly overview |  |  |  |  |
| Capital turnover rate, times | - | - | 2.8 | 2.8 |
| Return on capital employed, \% | - | - | 20.6 | 21.0 |
| Return on equity, \% | - | - | 17.4 | 17.8 |
| Interest coverage ratio, times | 12.3 | 11.9 | 17.8 | 17.7 |
| Investments in tangible assets, MSEK | 21 | 22 | 107 | 108 |
| Net debt structure |  |  |  |  |
| Short-term loans | 324 | 305 | 324 | 321 |
| Long-term loans | 47 | 45 | 47 | 46 |
| Defined benefit plans | 110 | 83 | 110 | 107 |
| Interest-bearing assets | -185 | -122 | -185 | -123 |
| Net debt | 296 | 311 | 296 | 351 |

[^1]| Amounts in MSEK | 2005 | $2004^{1}$ | $2004^{1}$ |
| :--- | ---: | ---: | ---: |
|  | 31 Mar | 31 Dec | 31 Mar |

## Balance sheet

Assets

## Fixed assets

Tangible assets

| Buildings and land | 170 | 167 | 199 |
| :---: | :---: | :---: | :---: |
| Plant and machinery | 157 | 152 | 155 |
| Equipment, tools, fixtures and fittings | 196 | 198 | 225 |
| Constructions in progress | 6 | 6 | 24 |
|  | 529 | 523 | 603 |
| Intangible assets |  |  |  |
| Patents, licences and similar rights | 19 | 19 | 21 |
| Goodwill | 350 | 342 | 358 |
|  | 369 | 361 | 379 |
| Financial assets |  |  |  |
| Participations in associated companies | 6 | 6 | 6 |
| Deferred tax assets | 49 | 48 | 48 |
| Other long-term receivables | 17 | 16 | 11 |
|  | 72 | 70 | 65 |
|  | 970 | 954 | 1,047 |
| Current assets |  |  |  |
| Inventories etc. | 369 | 329 | 340 |
| Accounts receivable | 898 | 914 | 778 |
| Other receivables | 146 | 126 | 140 |
| Liquid funds | 178 | 117 | 122 |
|  | 1,591 | 1,486 | 1,380 |
| Total assets | 2,561 | 2,440 | 2,427 |
| Equity and liabilities |  |  |  |
| Equity | 1,261 | 1,148 | 1,164 |
| Long-term liabilities |  |  |  |
| Interest-bearing loans | 47 | 46 | 45 |
| Provisions | 118 | 116 | 117 |
| Deferred tax liabilities | 29 | 29 | 31 |
| Other liabilities | 0 | 0 | 52 |
|  | 194 | 191 | 245 |
| Current liabilities |  |  |  |
| Interest-bearing loans | 324 | 321 | 305 |
| Advances from customers | 39 | 28 | 30 |
| Accounts payable | 280 | 286 | 266 |
| Provisions | 38 | 39 | 40 |
| Other liabilities | 425 | 427 | 377 |
|  | 1,106 | 1,101 | 1,018 |
| Total equity and liabilities | 2,561 | 2,440 | 2,427 |

Changes in equity

| Opening balance | $\mathbf{1 , 1 4 8}$ | $\mathbf{1 , 0 8 6}$ | $\mathbf{1 , 0 8 6}$ |
| :--- | ---: | ---: | ---: |
| Effect on change of accounting principles (RR29) | - | -1 | -1 |
| Minority interest (transition to IFRS) | - | 4 | 4 |
| Financial instrument (transition to IFRS) | 2 | - | - |
| Opening balance in accordance with new principles | $\mathbf{1 , 1 5 0}$ | $\mathbf{1 , 0 8 9}$ | $\mathbf{1 , 0 8 9}$ |
| Exchange-rate differencies in translating subsidiaries | 46 | -57 | 39 |
| Net earnings | 37 | 200 | 36 |
| Dividend | - | -85 | - |
| Sale of own shares | 28 | - | - |
| Recieved payment for stock option program | - | 1 | - |
| Closing balance | $\mathbf{1 , 2 6 1}$ | $\mathbf{1 , 1 4 8}$ | $\mathbf{1 , 1 6 4}$ |
| Minority share of equity | 3 | 4 | 4 |

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

Quarterly overview - Consolidated earnings, share data and cash flow

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

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


Quarterly overview - Consolidated balance sheet and key figures

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Q1 } \end{array}$ | $2004{ }^{1}$ |  |  |  | 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Balance sheet |  |  |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |  |  |
| Fixed assets |  |  |  |  |  |  |  |  |  |
| Tangible assets | 529 | 523 | 540 | 581 | 603 | 600 | 600 | 629 | 653 |
| Intangible assets | 369 | 362 | 380 | 384 | 379 | 372 | 416 | 438 | 460 |
| Financial assets | 72 | 70 | 74 | 72 | 65 | 72 | 92 | 92 | 93 |
|  | 970 | 955 | 994 | 1,037 | 1,047 | 1,044 | 1,108 | 1,159 | 1,206 |
| Current assets |  |  |  |  |  |  |  |  |  |
| Inventories etc. | 369 | 329 | 405 | 367 | 340 | 276 | 347 | 355 | 376 |
| Accounts receivable | 898 | 914 | 823 | 815 | 778 | 792 | 791 | 805 | 822 |
| Other receivables | 146 | 125 | 176 | 155 | 140 | 128 | 123 | 126 | 84 |
| Liquid funds | 178 | 117 | 116 | 121 | 122 | 125 | 137 | 120 | 119 |
|  | 1,591 | 1,485 | 1,520 | 1,458 | 1,380 | 1,321 | 1,398 | 1,406 | 1,401 |
| Total assets | 2,561 | 2,440 | 2,514 | 2,495 | 2,427 | 2,365 | 2,506 | 2,565 | 2,607 |
| Equity and liabilities |  |  |  |  |  |  |  |  |  |
| Equity | 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 | 147 | 145 | 199 | 202 | 200 | 51 | 99 | 101 | 106 |
| Interest-bearing liabilities | 371 | 367 | 419 | 427 | 350 | 377 | 455 | 492 | 419 |
| Accounts payable | 280 | 286 | 251 | 292 | 266 | 246 | 258 | 265 | 278 |
| Other short-term liabilities | 502 | 494 | 513 | 464 | 447 | 411 | 445 | 433 | 460 |
| Total equity and liabilities | 2,561 | 2,440 | 2,514 | 2,495 | 2,427 | 2,365 | 2,506 | 2,565 | 2,607 |
| Key figures |  |  |  |  |  |  |  |  |  |
| Equity ratio, \% | 49.2 | 47.0 | 45.0 | 44.5 | 47.9 | 46.1 | 42.1 | 41.4 | 43.4 |
| Net debt, MSEK | 296 | 351 | 389 | 389 | 311 | 338 | 403 | 456 | 383 |
| Net debt ratio, times | 0.23 | 0.31 | 0.34 | 0.35 | 0.27 | 0.31 | 0.38 | 0.43 | 0.34 |
| Interest coverage ratio, times | 12.3 | 20.6 | 19.2 | 20.1 | 11.9 | 14.6 | 11.3 | 11.4 | 8.9 |
| Investments tangible assets, MSEK | 21 | 38 | 23 | 25 | 22 | 35 | 28 | 32 | 35 |
| Number of employees at period-end | 3,128 | 3,064 | 3,003 | 3,038 | 3,036 | 3,070 | 3,126 | 3,147 | 3,164 |

[^2]Quarterly overview - Regions and Product Areas

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Q1 } \end{array}$ | $2004{ }^{1}$ |  |  |  | 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Net sales by Region |  |  |  |  |  |  |  |  |  |
| Region Europe | 656 | 748 | 658 | 683 | 616 | 675 | 643 | 673 | 667 |
| Region Americas | 324 | 432 | 387 | 384 | 298 | 287 | 335 | 364 | 361 |
| Region Asia | 117 | 111 | 104 | 107 | 98 | 108 | 96 | 89 | 79 |
| Eliminations | -18 | -21 | -22 | -24 | -16 | -18 | -15 | -17 | -18 |
| Net sales | 1,079 | 1,270 | 1,127 | 1,150 | 996 | 1,052 | 1,059 | 1,109 | 1,089 |
| Operating earnings by Region |  |  |  |  |  |  |  |  |  |
| Region Europe | 28 | 49 | 35 | 36 | 31 | 51 | 42 | 40 | 42 |
| operating margin | 4.3\% | 6.5\% | 5.3\% | 5.3\% | 5.0\% | 7.6\% | 6.6\% | 5.9\% | 6.3\% |
| Region Americas | 34 | 49 | 41 | 45 | 28 | 29 | 39 | 44 | 38 |
| operating margin | 10.3\% | 11.3\% | 10.6\% | 11.8\% | 9.5\% | 10.2\% | 11.8\% | 12.0\% | 10.5\% |
| Region Asia | 10 | 13 | 11 | 11 | 10 | 14 | 10 | 10 | 7 |
| operating margin | 8.7\% | 12.1\% | 10.7\% | 10.7\% | 10.4\% | 12.6\% | 10.5\% | 11.3\% | 8.9\% |
| Group overhead, elim etc ${ }^{2}$ | -8 | -7 | -5 | -7 | -6 | -17 | -15 | -16 | -20 |
| Earnings before interest and tax | 64 | 104 | 82 | 85 | 63 | 77 | 76 | 78 | 67 |
| EBIT margin | 5.9\% | 8.2\% | 7.2\% | 7.4\% | 6.4\% | 7.4\% | 7.2\% | 7.0\% | 6.2\% |
| Net sales |  |  |  |  |  |  |  |  |  |
| by Product Area |  |  |  |  |  |  |  |  |  |
| Dehumidification | 325 | 395 | 323 | 350 | 276 | 322 | 315 | 312 | 313 |
| MCS | 494 | 620 | 512 | 479 | 484 | 506 | 474 | 479 | 523 |
| HumiCool | 269 | 264 | 300 | 333 | 241 | 230 | 278 | 334 | 260 |
| Eliminations | -9 | -9 | -8 | -12 | -5 | -6 | -8 | -16 | -7 |
| Net sales | 1,079 | 1,270 | 1,127 | 1,150 | 996 | 1,052 | 1,059 | 1,109 | 1,089 |

1 Previous year is recalculated due to the transition to IFRS.
${ }^{2}$ Year 2003 includes amortization of goodwill.


## Notes

This interim report has not been examined by the company's auditor.

## 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 that exchange contracts, in accordance with other derivatives, 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. The hedging instruments which are currently used cannot fulfill the demands for reporting of hedging in accordance with IAS 39. 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

According to the EU, 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, which could be changed until December 31, 2005.

## Comparative figures relating to the first quarter and whole year of 2004

| (MSEK unless otherwise stated) | Jan-Mar <br> Earlier | Change | Jan-Mar <br> IFRS | Jan-Dec <br> Earlier | Change | Jan-Dec <br> IFRS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Income statement |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| EBIT | 55 | 8 | $\mathbf{6 3}$ | 298 | 36 | $\mathbf{3 3 4}$ |
| EBIT margin, percent | 5.5 | 0.9 | $\mathbf{6 . 4}$ | 6.6 | 0.7 | $\mathbf{7 . 3}$ |
| Earnings after financial items | 51 | 8 | $\mathbf{5 9}$ | 283 | 36 | $\mathbf{3 1 9}$ |
| Taxes | -23 | 0 | $\mathbf{- 2 3}$ | -115 | -3 | $\mathbf{- 1 1 8}$ |
| Net earnings | 28 | 8 | $\mathbf{3 6}$ | 167 | 34 | $\mathbf{2 0 1}$ |
| Earnings per share, SEK | 1.15 | 0.33 | $\mathbf{1 . 4 8}$ | 6.84 | 1.39 | $\mathbf{8 . 2 3}$ |


| Balance sheet |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |  |
| Goodwill | 349 | 9 | 358 | 308 | 34 | 342 |
| Deferred tax assets | 48 | 0 | 48 | 50 | -2 | 48 |
| Other assets | 2,021 |  | 2,021 | 2,050 |  | 2,050 |
| Total assets | 2,418 | 9 | 2,427 | 2,408 | 32 | 2,440 |
| Equity and liabilities |  |  |  |  |  |  |
| Equity | 1,151 | 13 | 1,164 | 1,112 | 36 | 1,148 |
| Minority interest | 4 | -4 | - | 4 | -4 |  |
| Other liabilities | 1,263 | - | 1,263 | 1,292 | - | 1,292 |
| Total equity and liabilities | 2,418 | 9 | 2,427 | 2,408 | 32 | 2,440 |
| Key figures |  |  |  |  |  |  |
| Return on capital employed, percent ${ }^{1}$ | 18.6 | 0.4 | 19.0 | 19.0 | 2.0 | 21.0 |
| Return on equity, percent ${ }^{1}$ | 15.4 | 0.6 | 16.0 | 15.0 | 2.8 | 17.8 |
| Capital turnover rate ${ }^{1}$ | 2.6 | 0 | 2.6 | 2.9 | -0.1 | 2.8 |
| Equity ratio, percent | 47.8 | 0.1 | 47.9 | 46.3 | 0.7 | 47.0 |
| Equity per share, SEK | 47.22 | 0.33 | 47.55 | 45.61 | 1.35 | 46.96 |

${ }^{1}$ Calculated on rolling 12 months.


[^0]:    ${ }^{1}$ Previous year is recalculated due to the transition to IFRS.

[^1]:    ${ }^{1}$ Previous year is recalculated due to the transition to IFRS.

[^2]:    ${ }^{1}$ Previous year is recalculated due to the transition to IFRS.

