

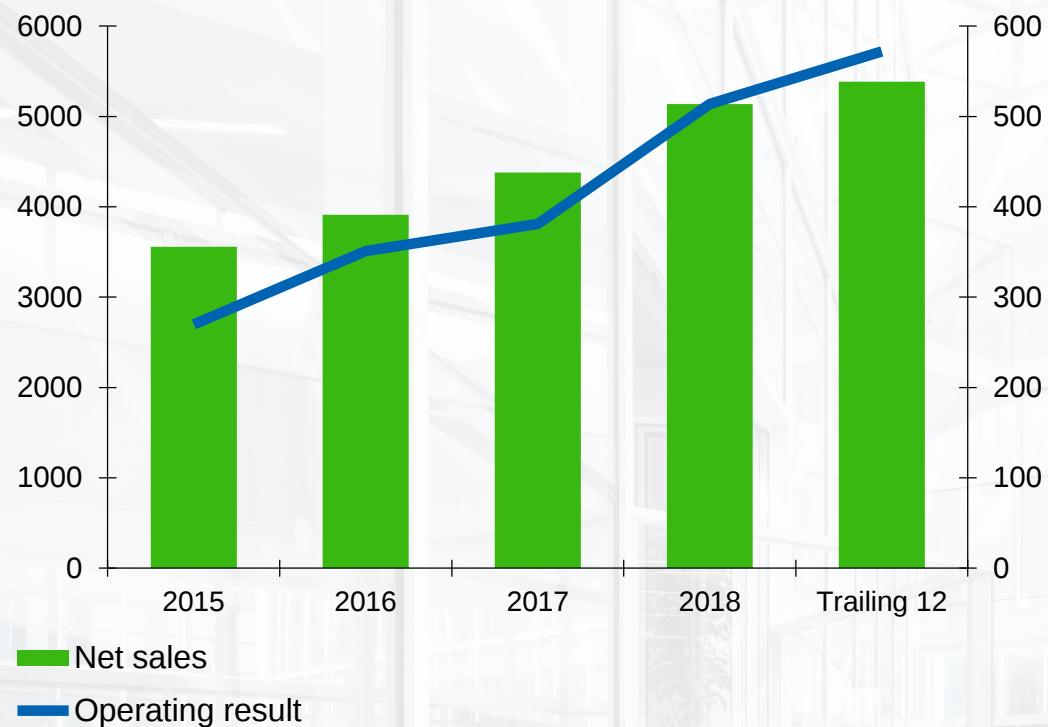


Kapitalmarknadsdag 2019
Investment AB Latour
Swegon

Hannu Saastamoinen

Swegon current performance

Development net sales and result*, SEK M



SEK m

Q1 2019

Q1 2018

Net sales

1,370

1,121

Operating result*

147

89

Operating margin %*

10.7

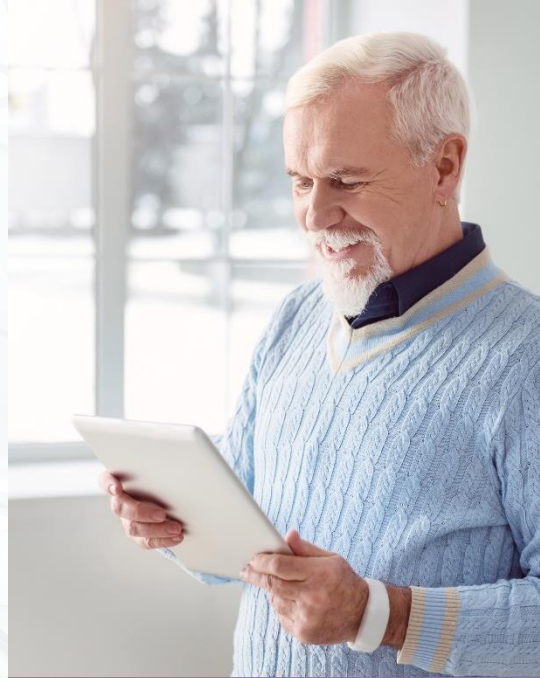
8.0

* Excl. IFRS 16

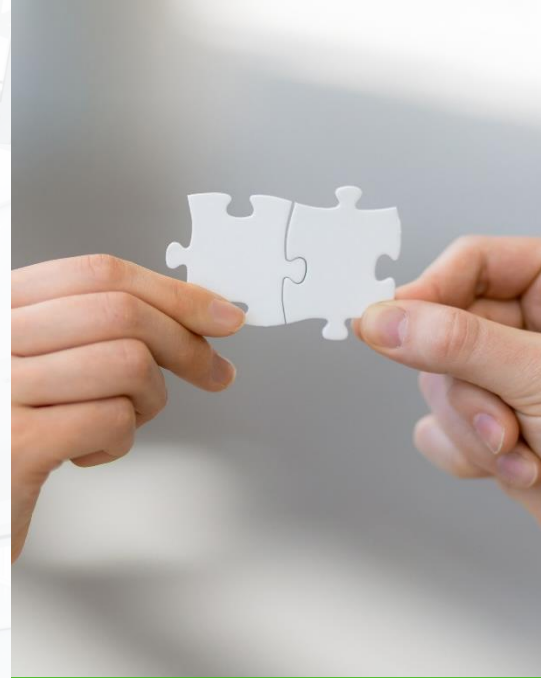
Market outlook



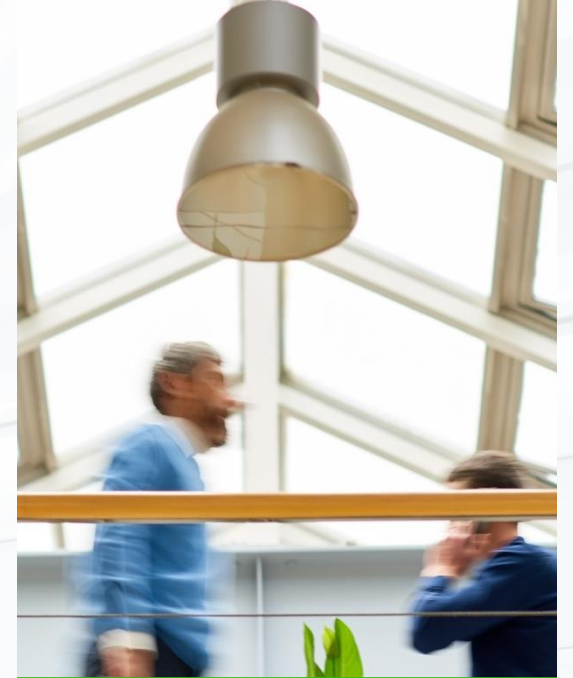
Sustainability



Digitalisation



Consolidation

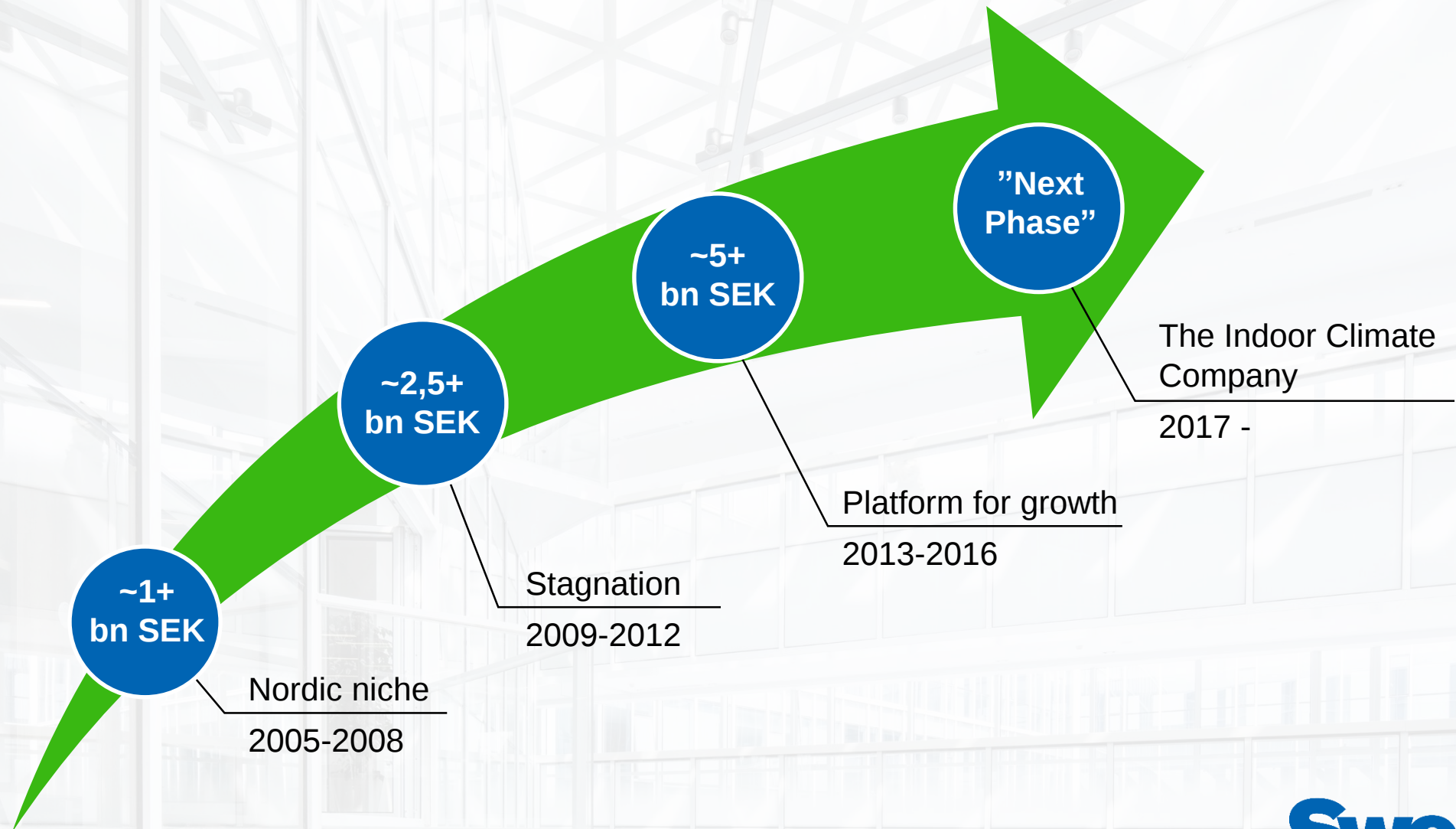


Awareness of indoor
environmental quality

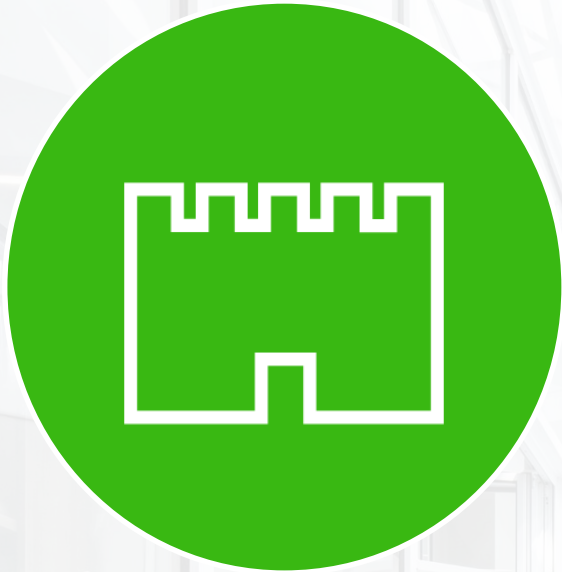
We provide solutions
for a good indoor
environmental quality
with a focus on life
cycle cost and minimal
environmental impact.



Swegon transformation journey



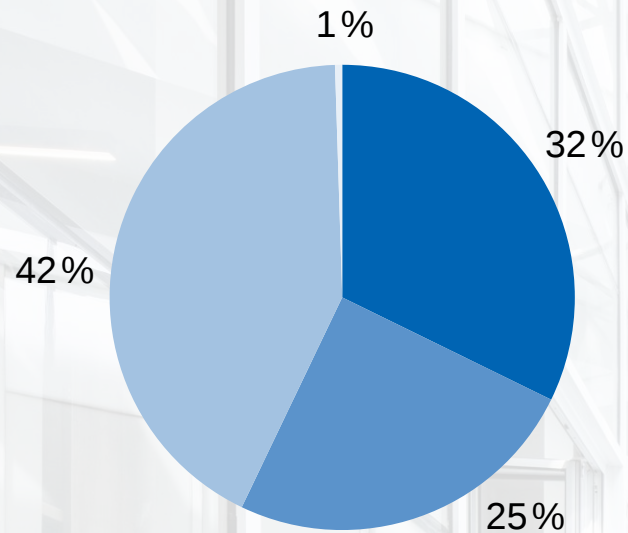
About strongholds...



- Selected European markets with high demand potential
- Strong presence to make difference
- Critical mass to deliver

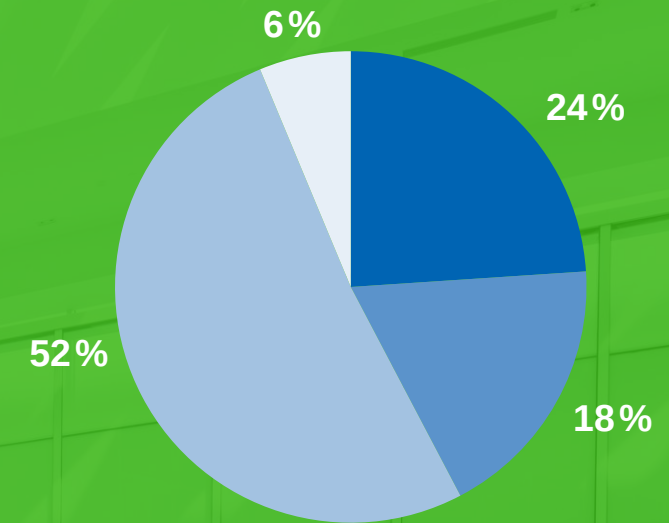
From a Nordic niche player to a European system provider

2013



- High dependency on GOLD air handling units
- Growth strategy: "Flags on the map"

2019



- Broad HVAC offering
- Growth strategy: Building strongholds

■ Sweden ■ Nordics ■ Europe ■ Rest of the World

Investment in selected markets to create strongholds

Germany

- Walter Meier - Comfort cooling 2013 ~ **40 MEUR**
- econdition - Data Center cooling 2014 ~ **10 MEUR**
- bluMartin - Residential ventilation 2015 ~ **5 MEUR**
- Zent Frenger - Radiant ceilings 2018 ~ **30 MEUR**

UK & Ireland

- Coolmation - Cooling and Service 2014 ~ **10 MGBP**
- Ruskin Air Management - Fire & smoke prod 2017 ~ **25 MGBP**
- Safegard - Fire & smoke controls 2017 ~ **10 MEUR**

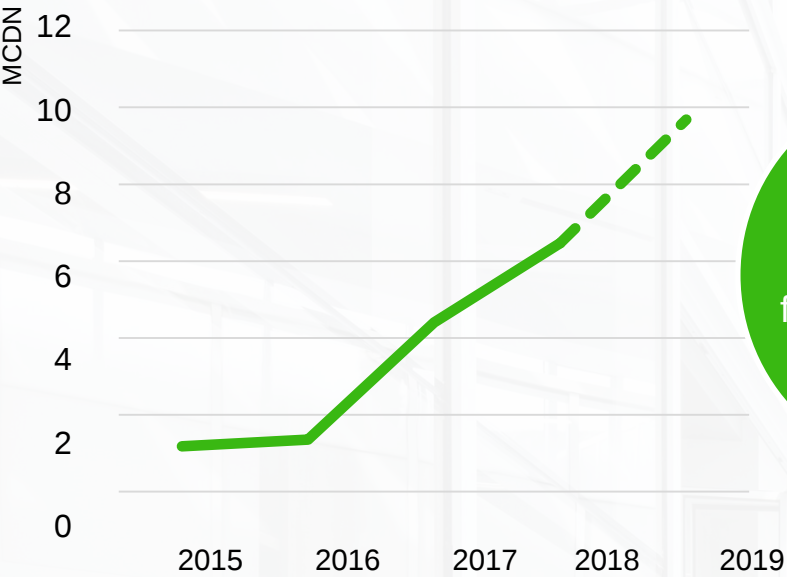
Belgium

- P Lemmens – Light air handling units 2014 ~ **25 MEUR**



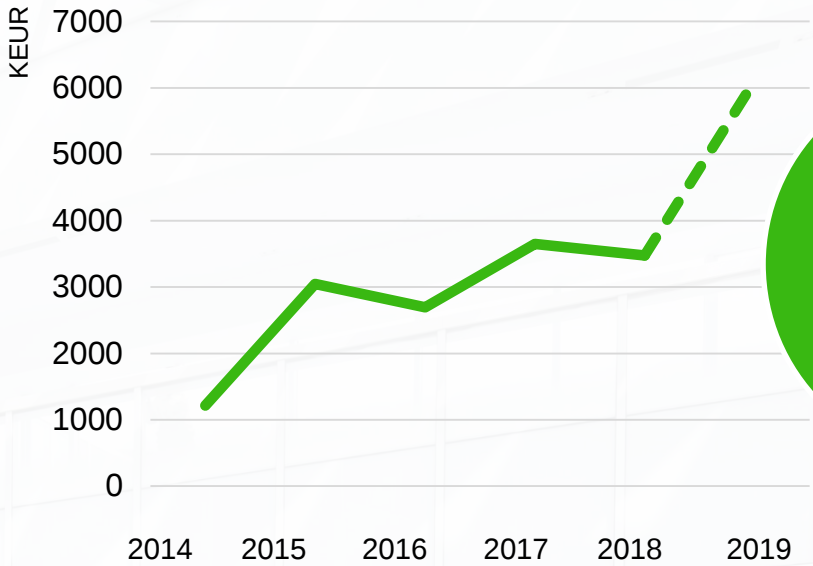
Growth in bridgeheads

North America (new products)



Increasing acceptance and market coverage for more advanced Swegon products

India

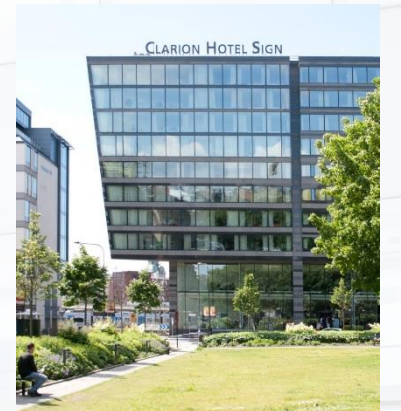
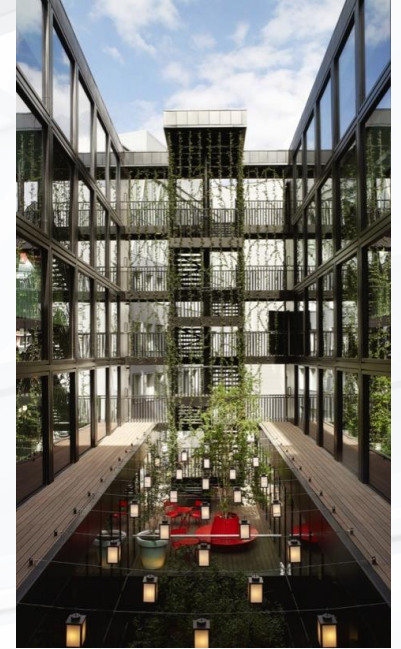


Full range of Swegon chillers and nationwide sales network starting to deliver



Summary

- Stronger performance than peers
- Solid platform to build from
- Continue to build existing and new strongholds through organic growth and acquisitions



A background image of a modern, multi-story glass building interior. The structure features a complex network of white metal beams and large glass panels, creating a bright and airy atmosphere. The perspective is from a lower level looking up at the upper floors, which are also filled with glass and metal railings. The overall color palette is light, with whites and greys dominating the architecture, and a touch of green from the text.

Thank you!