



Capital Market Days 2014-08-28

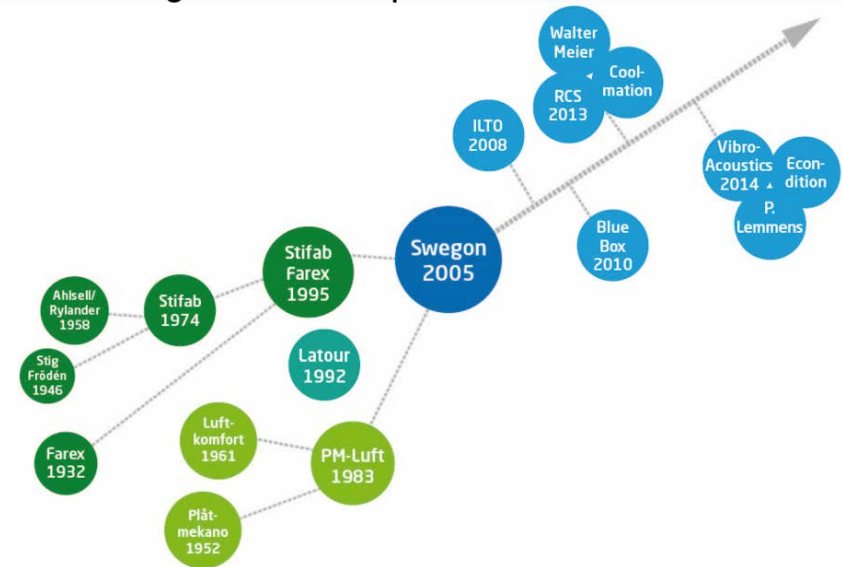
CEO Hannu Saastamoinen



"The Indoor Climate Company"

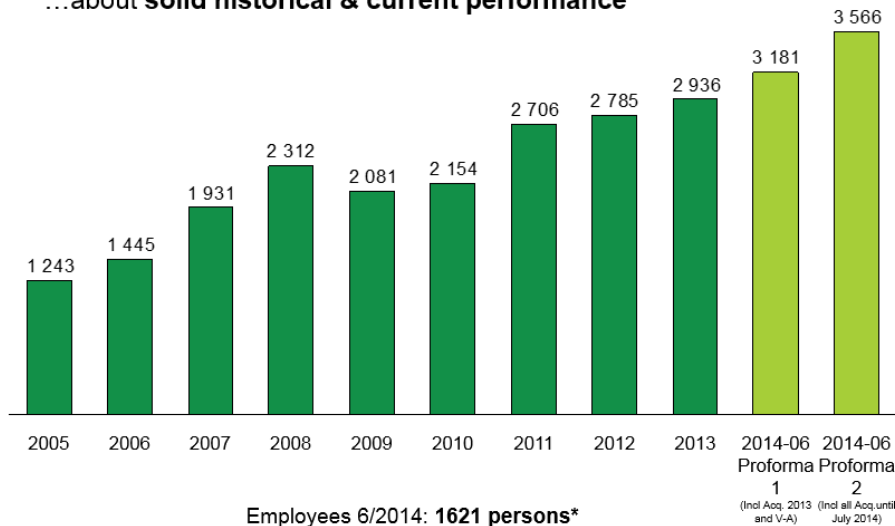
Swegon is...

about long term development

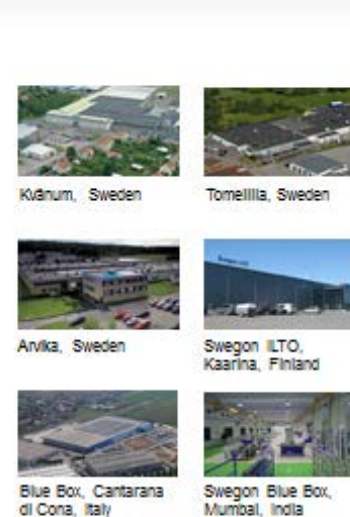


Swegon is...

...about **solid historical & current performance**



...about well invested sites

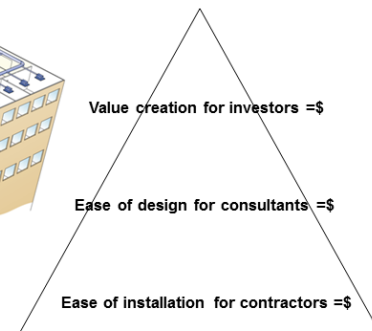
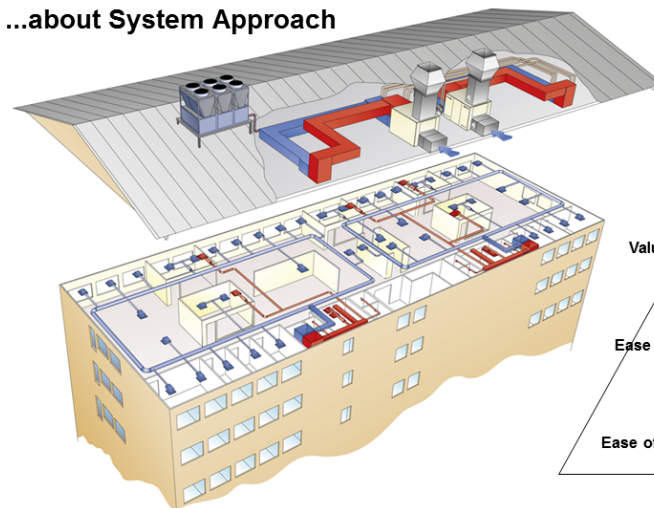


Swegon is...

...about strong and broad product range with innovation



...about System Approach



OfficeSolution™

HotelSolution™

WISE Apartment Solution™

HospitalSolution™

SchoolSolution™

RetailSolution™

...about a solid and wide customer base



...about Better Indoor Climate;

– 15 kg/day air a basic need

– 90% of time spend indoors

= *Supporting better health for people in buildings*

– Documented energy savings

– More "rentable space"

– Higher flexibility in buildings (DCV)

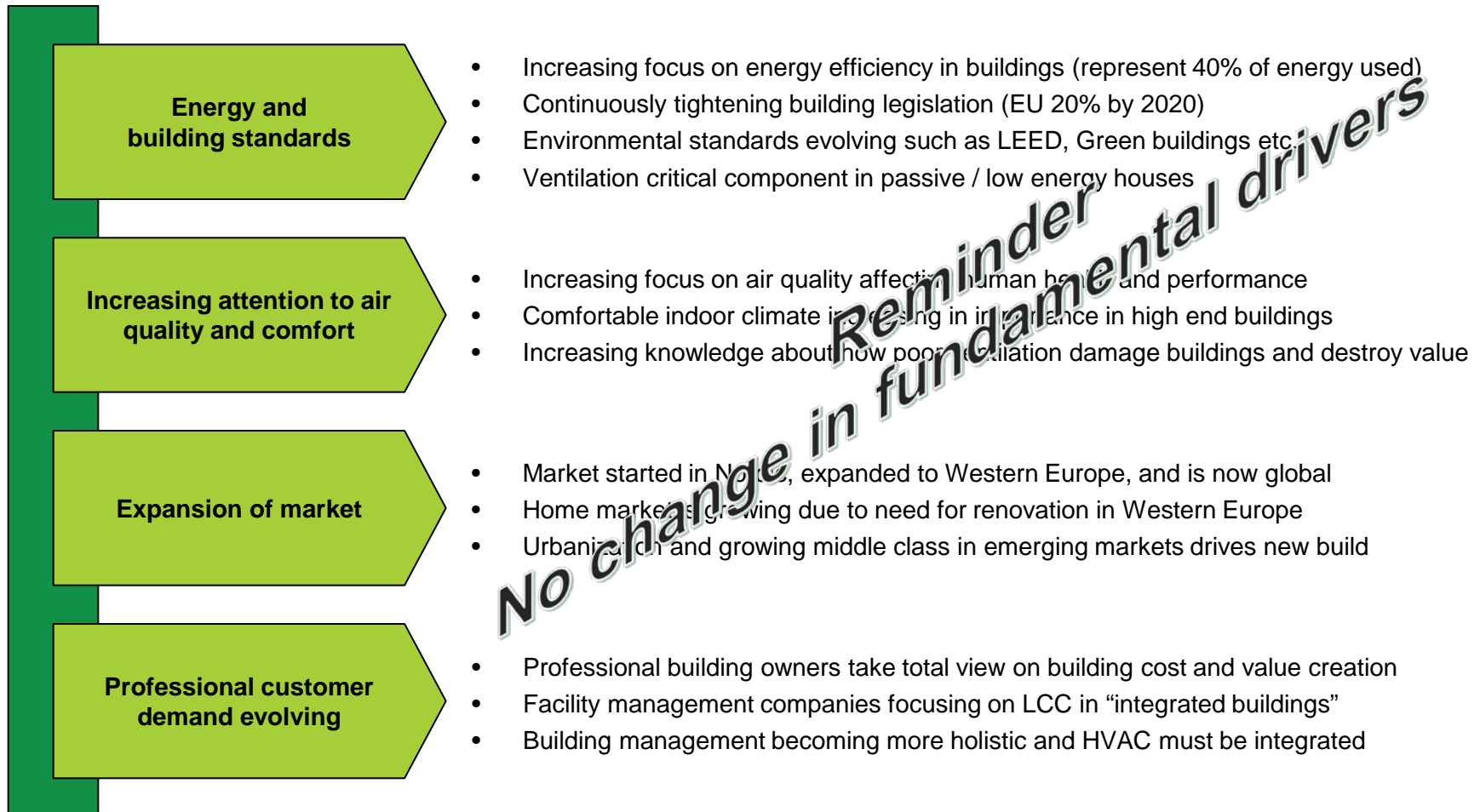
= *Creating value for real estate owners*





Market in Brief

Strong long term market drivers



Short Term Market Outlook

Volatile market with fragile improvement in demand 2014;





- **General industry outlook still soft and only slow recovery**
 - HVAC late in the cycle
 - Non-residential 2014 FC +1.0% (volume), Residential 2014 FC +1.4% (Euroconstruct 6/2014)
 - Storage, Industrial, Offices improving; Education, Health flat
- **Big variation in demand between geographical markets**
 - Nordic relatively solid with the exception of Finland
 - Western Europe mixed picture (positive in UK, Poland)
 - South Europe bottom reached, turning very slowly
 - North-America slowly improving
 - Russia unknown
- **Consolidation activities in the industry continue**
 - Europe: Carrier/Ciat, Triton/GEA HX, Systemair/Airwell, Menerga, Trox/BSH, Volution/Öko Hausgeräte, China Technologies HC/Danterm (telecom cooling)...
 - US: Nortek/Thomas & Betts (ABB), Johnson Controls/Air Distribution Technologies...



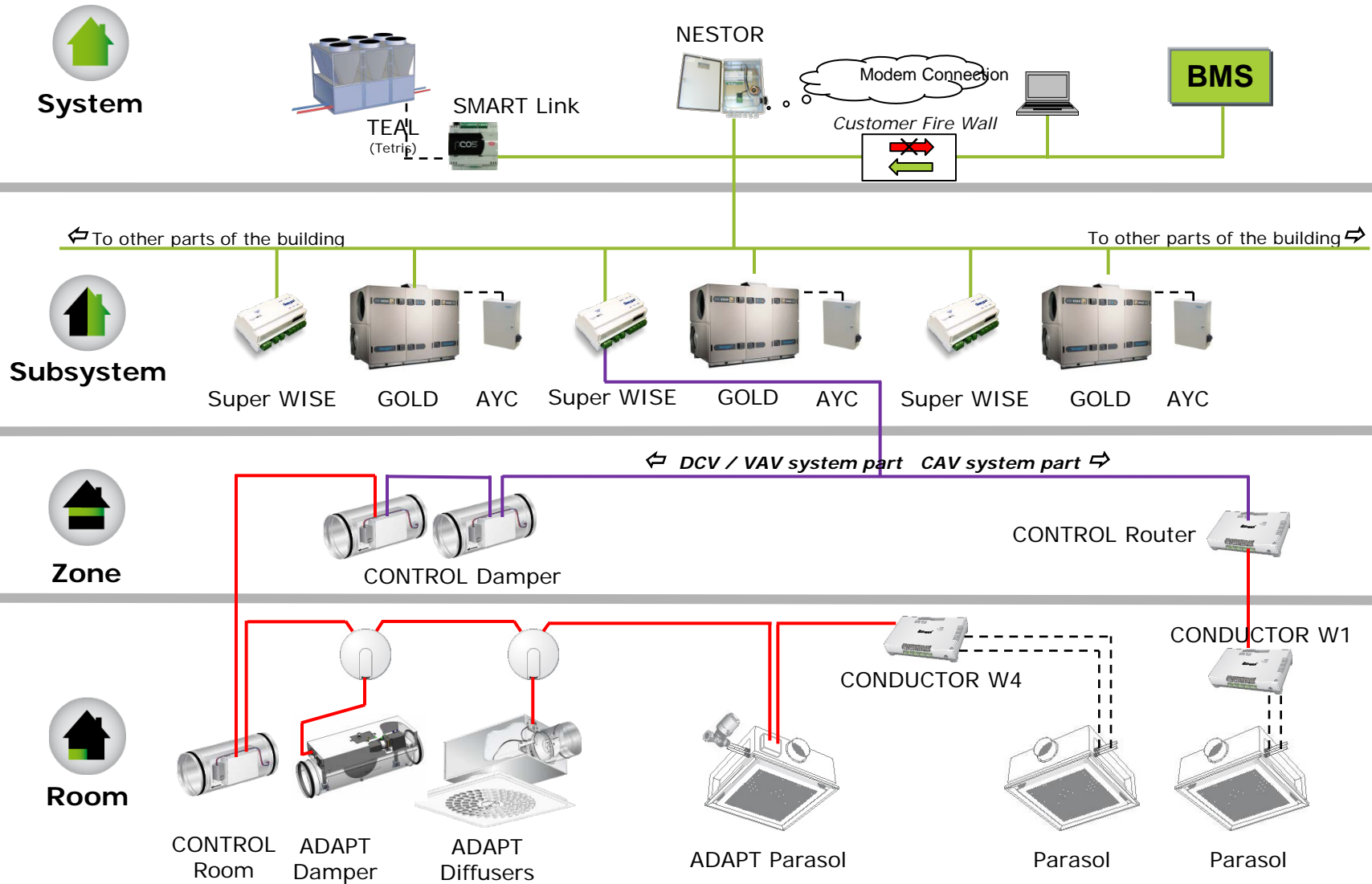
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"Creating Platform for Future Growth"

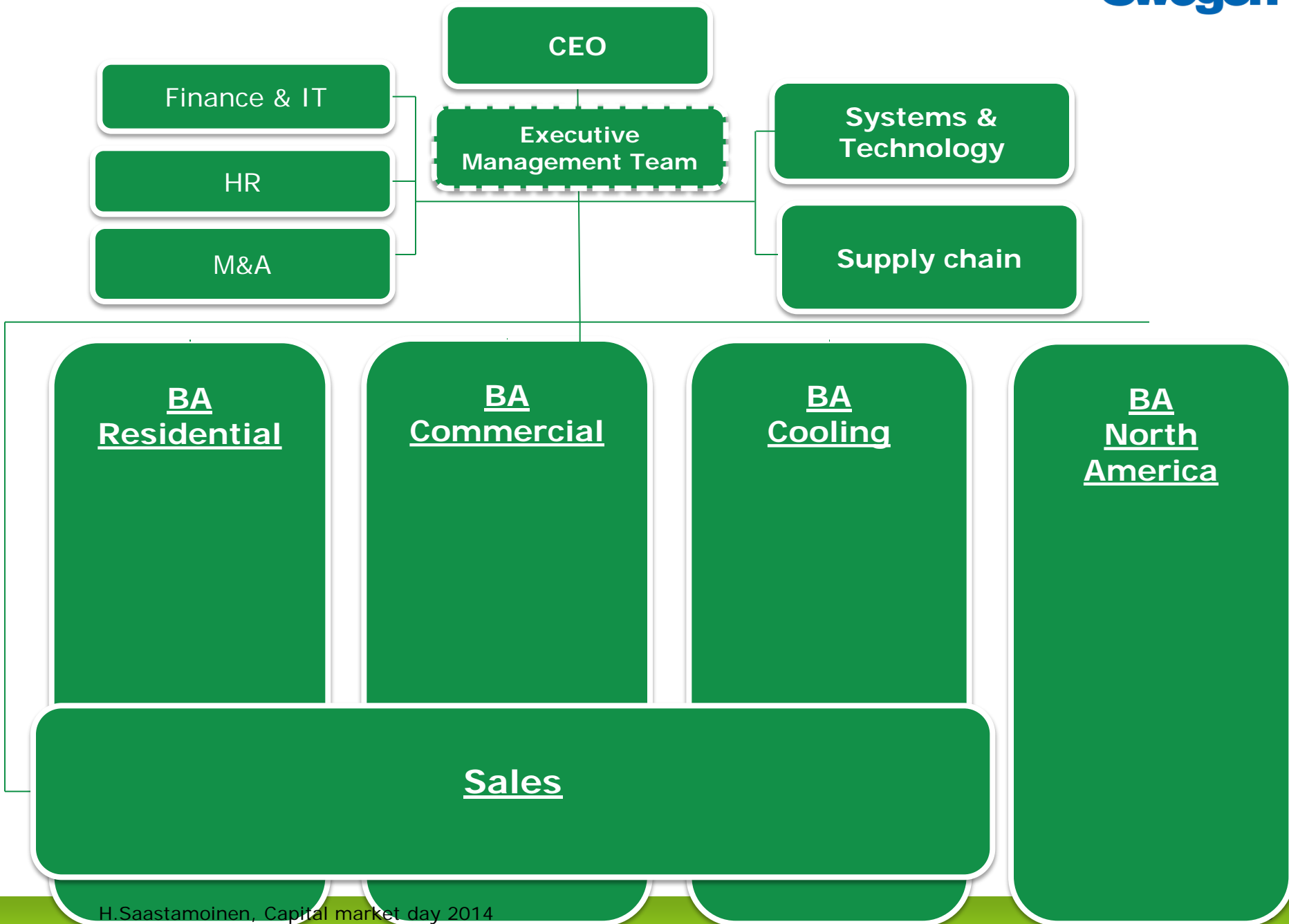
Our focus is on...

-  1 Differentiate by superior system approach/offering
-  2 Defend strong position in Nordic home markets
-  3 Strengthen European Strongholds
-  4 Build future growth platforms in growth segments/markets

Swegon System Approach



New structure to drive strategy in a focused way...



Growth supported by selected acquisitions

2013 >

- Coolmation
- WMKD
- RCS

2014 >

VIBRO-ACOUSTICS*



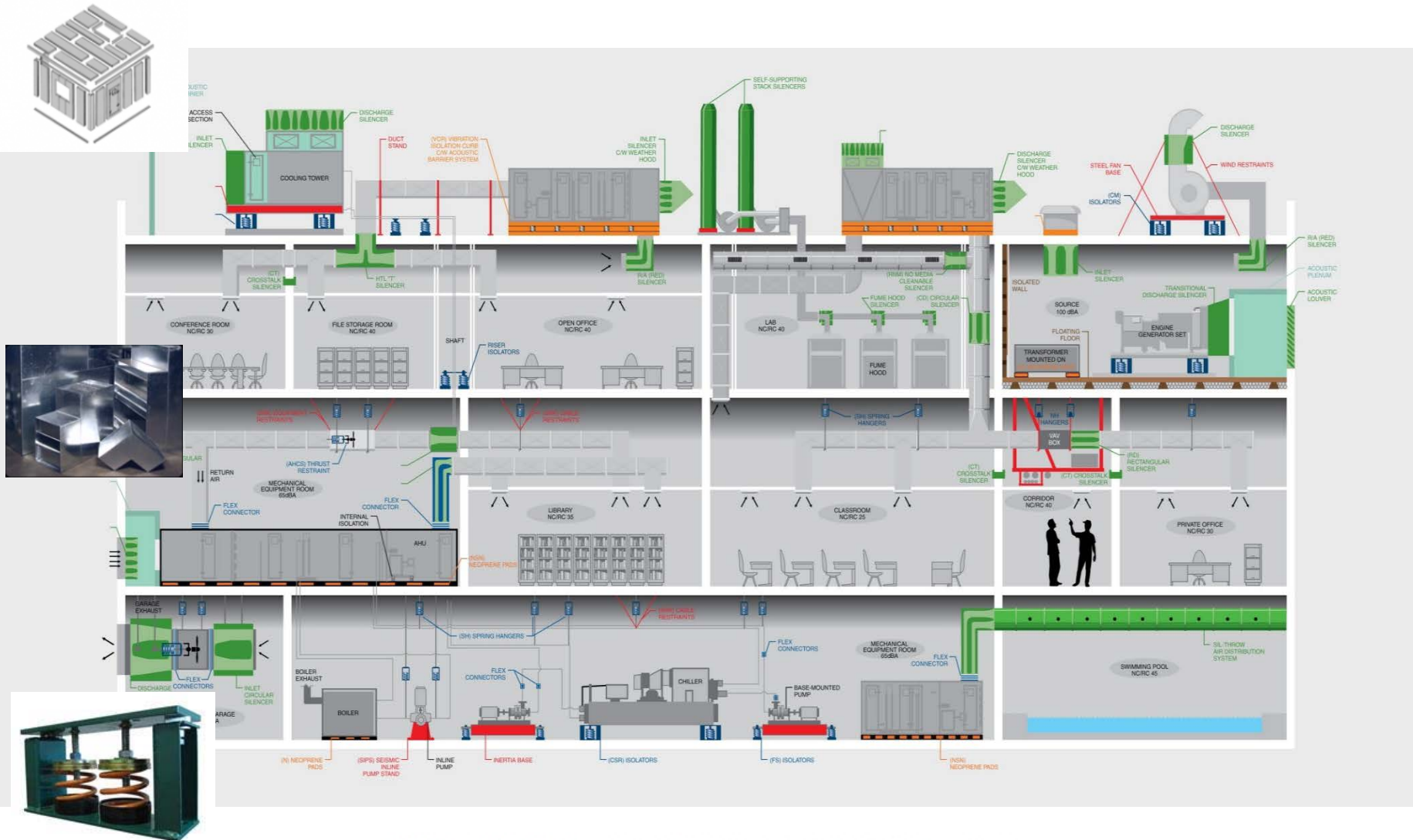
”Well-managed, profitable, key management committed”



Swegon[®]

VIBRO-ACOUSTICS[®]

VA's Integrated Systems Approach



VIBRO-ACOUSTICS®

Swegon



P.LEMMENS
AIR MOVEMENT COMPANY

MURAL



MURAL 450

MURAL 600

MURAL 800

MURAL 1200

FLAT



FLAT 450

FLAT 600

FLAT 1000

FLAT 1600

FLAT 2000

GLOBAL



GLOBAL 800

GLOBAL 1200

GLOBAL 2000

GLOBAL 3000

GLOBAL 4000

GLOBAL 5000

GLOBAL 6000

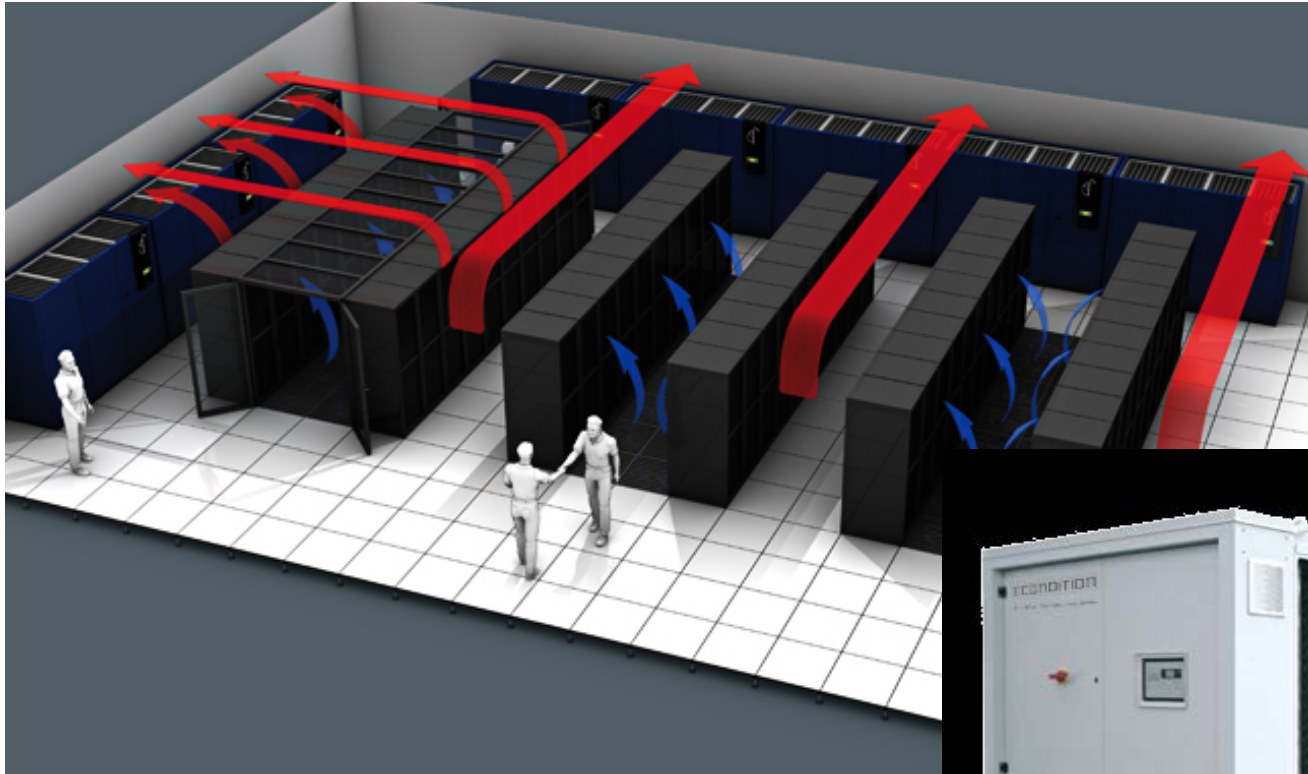
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ECONDITION

Air Conditioning · Free Cooling · Energy Services

(Closing targeted on 29th of August)

Econdition Data Center Cooling



Summarizing Swegon Journey...

- ❑ **High growth ambition on solid base**
- ❑ **Strategy well defined and rolling out – "THE Indoor Climate Company"**
- ❑ **Organisation adapted to revised strategy – Business Areas**
- ❑ **Currently investing in and building up "future growth platform"**
 - ❑ Structure
 - ❑ Management capacity, competence development
 - ❑ Processes, IT
 - ❑ R&D, Sales competence for organic growth
 - ❑ Acquisitions
- ❑ **Three strategic acquisitions completed in 2014 to enhance growth**
 - ❑ Vibro Acoustics > North America entry platform
 - ❑ Lemmens > Leading compact AHU manufacturer
 - ❑ Econdition > Data cooling & German stronghold



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