

LATOUR CMD 2016

SWEGON

HANNU SAASTAMOINEN

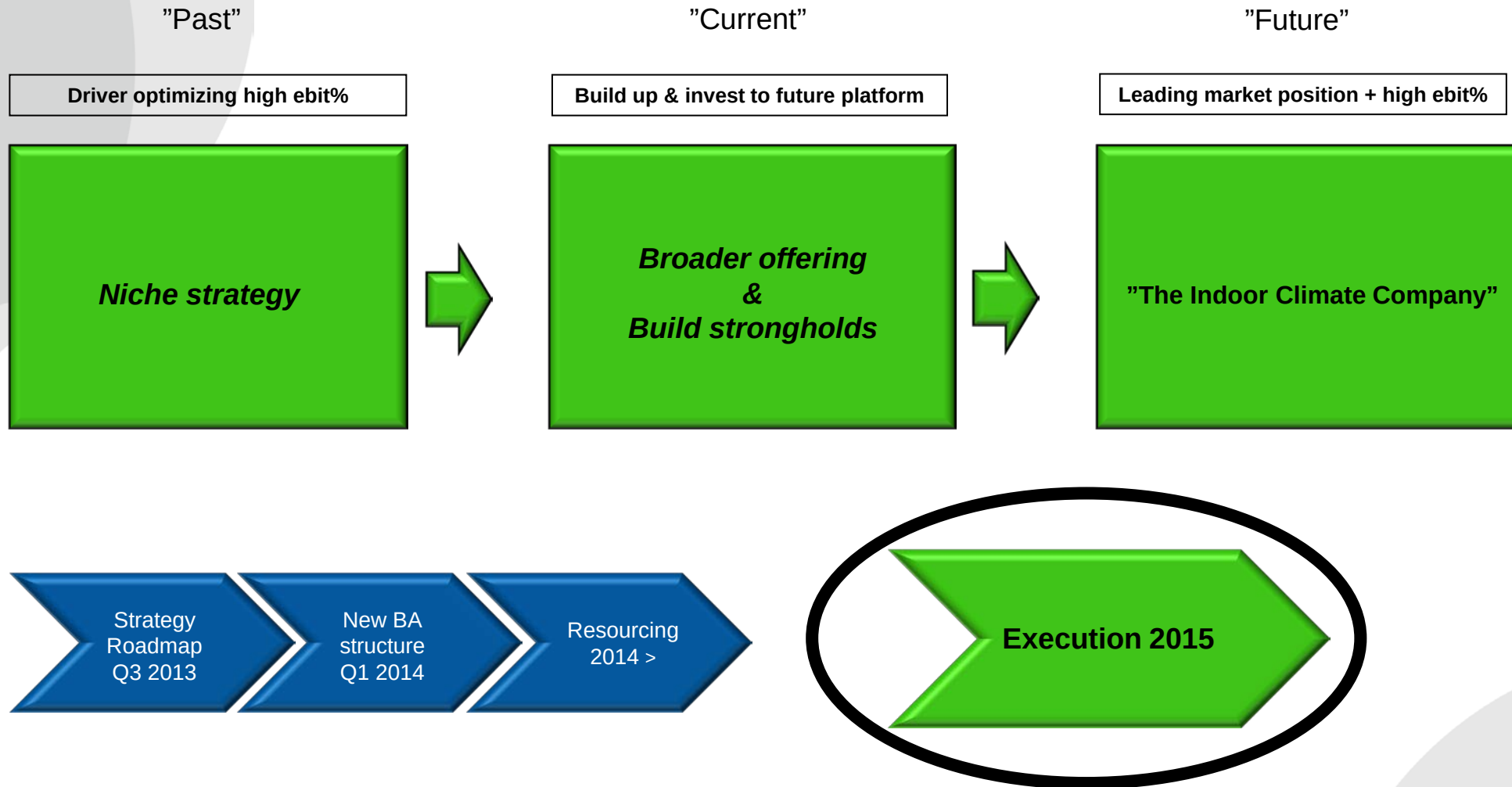




The **indoor climate** company

"The Transformation Journey Continues..."

Swegon Transformation Journey - this is where we left you...



HVAC Industry Development

Positive drivers keep strengthening...



The People

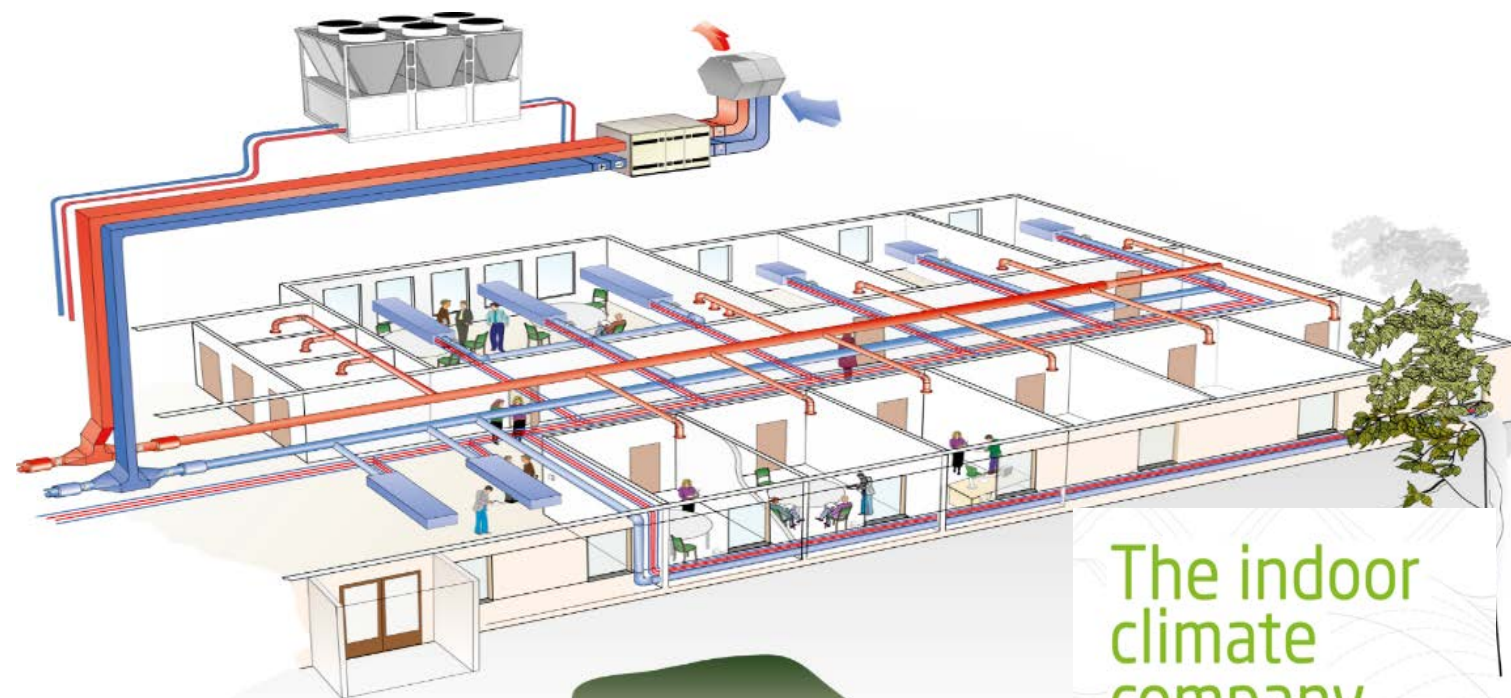
The Planet



40 % of the world's energy is consumed by buildings

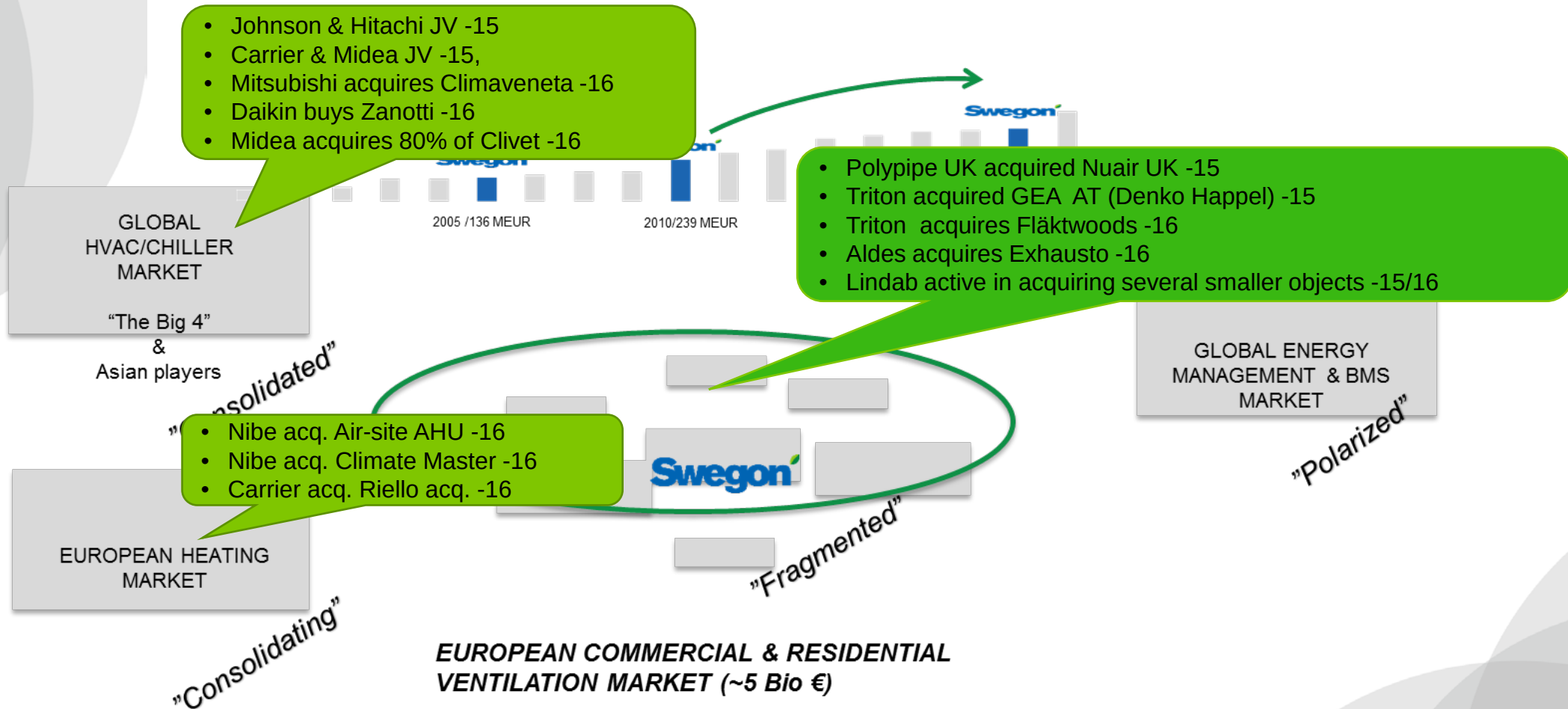


The Wallet



The indoor
climate
company

Industry consolidation seems to be accelerating...



>> Creating a power position on a fragmented European ventilation market...

Swegon Roadmap Execution

Swegon – Pushing growth on several fronts



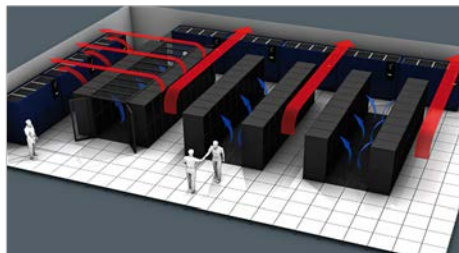
Intense R&D and new segments...

PARASOL-family



Data Center Cooling Program

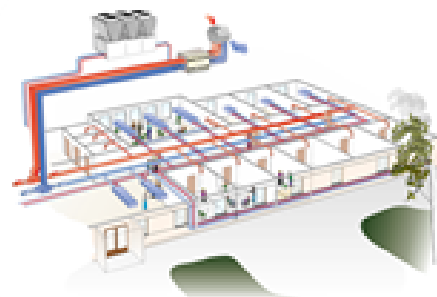
Econdition Data Center Cooling



Service support offering



IDC Systems & Digitalization...

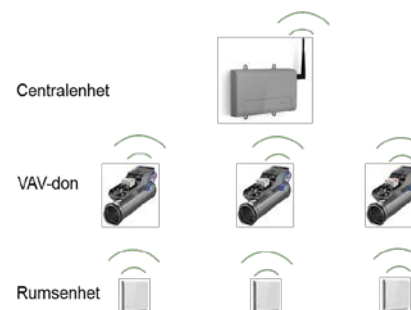


Leading System Approach

New Wise



1st. Pilot in Torsplan 2, Stockholm



New Service Platforms

Swegon driving change in an digitalized world

SWEGON CONNECT

- Cloud based service with the latest technology.
- Effective surveillance, optimization, logging, support and maintenance in Commercial Ventilation applications.
- Cost effective solution that enable our customers to monitor products and system performance remotely.

SWEGON NEW WISE

- New revolutionary IoT based (wireless communication) indoor climate control system.
- Effective demand controlled ventilation for maximum energy savings.
- Simple user interface.
- Simple and flexible to install, maintain and upgrade.
- Offers substantial installation cost savings.

BLUEYE

- Blueye is a remote surveillance system for cooling applications.
- Blueye generates email and sms notifications regarding status of the connected equipment.
- To simplify service and maintenance, system performance data is logged in cloud based service for real-time access by the service organization.



Swegon – Pushing growth on several fronts



Selective acquisitions...

VIBRO-ACOUSTICS*



ECONDITION

Air Conditioning - Free Cooling - Energy Services



The background is a solid green color. In the top-left corner, there are two overlapping circles of a lighter shade of green. In the bottom-right corner, there are several overlapping circles of varying shades of green, creating a layered effect.

Delivery

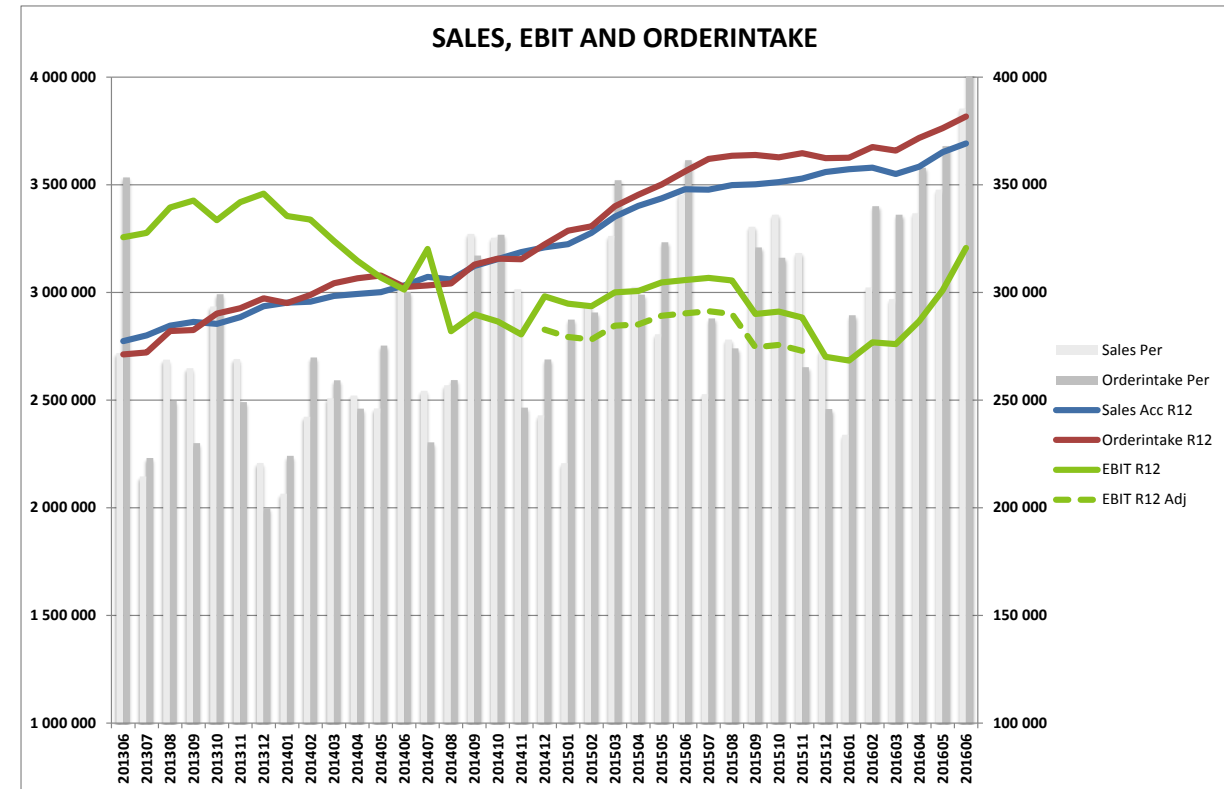
Turning the corner - Key Financials

Organic Growth + trend since June 2015!

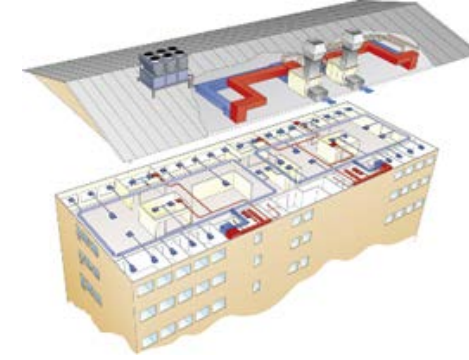
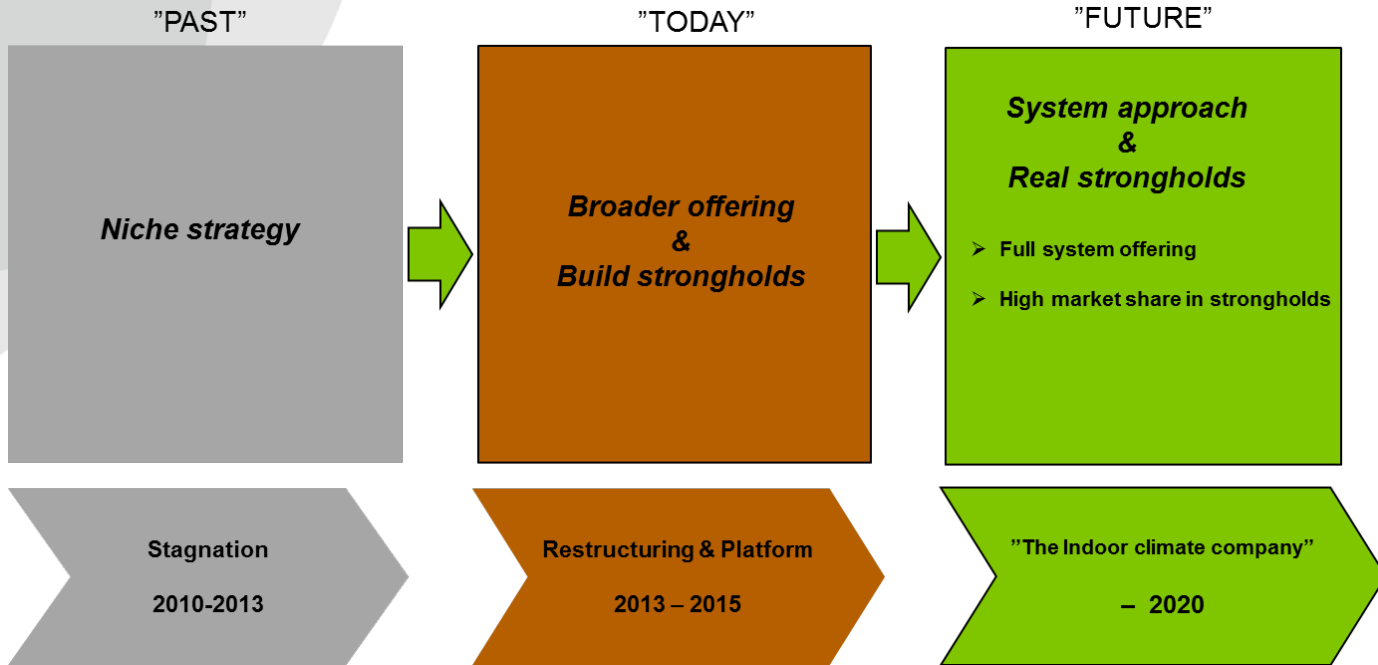
- ❖ R12 orders 7.1%, Invoicing 5.9%
- ❖ YTD Orders **+12.5%**, Q2 **+18.4%**
- ❖ YTD Invoicing **+9.9%**, Q2 **+17.5%**

Top line improvement starting to show in profits!

- ❖ R12 recovered to 322 MSEK
- ❖ YTD Ebit margin **8.9%** (LY 6.7%), Q2 **11.6%** (LY 8.6%)



Swegon – "The Indoor Climate Company"



Strongholds



Questions?

Thank You!