

Interim Q2 2025

TABLE OF CONTENT

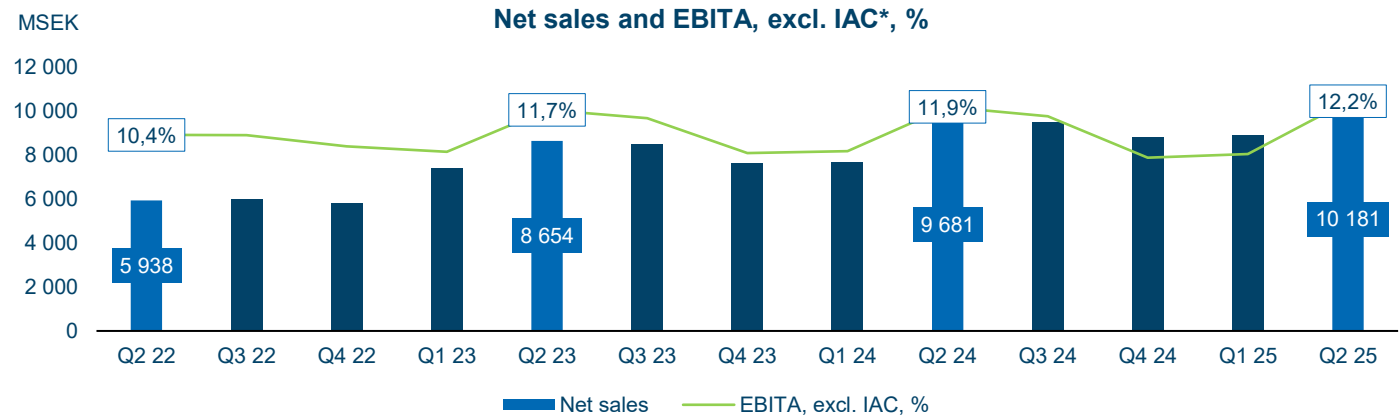
1. Highlights

2. Financials

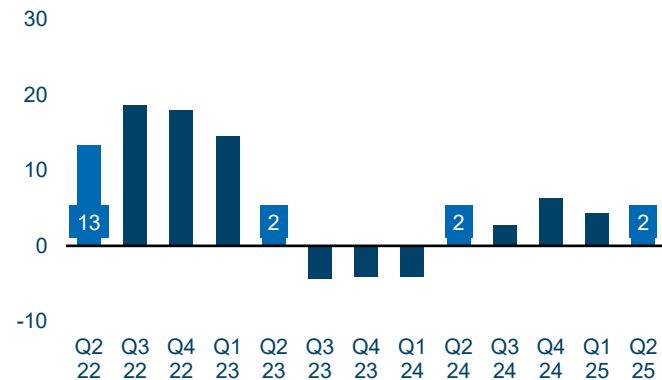
3. Summary

4. Q&A

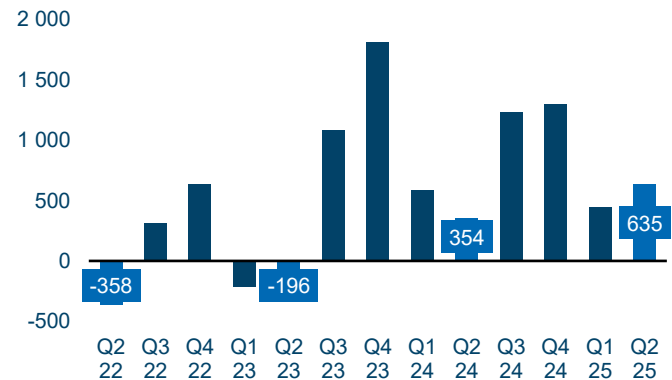
Highlights Q2 2025 – Group



Organic growth, %



Operating cash flow, MSEK

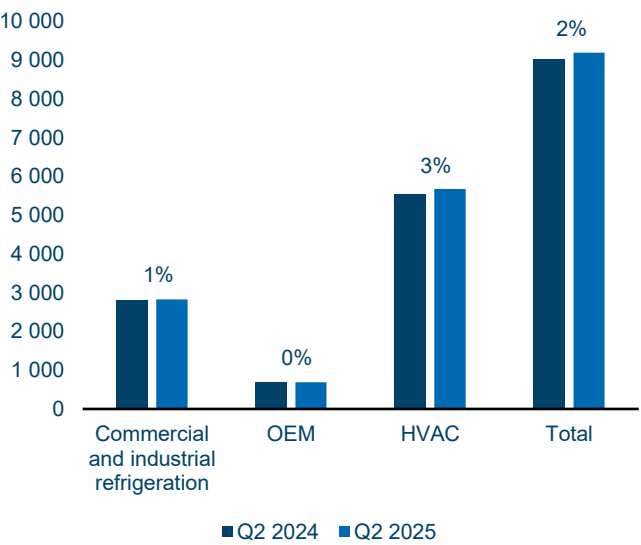


Strong quarter with record-high EBITA margin

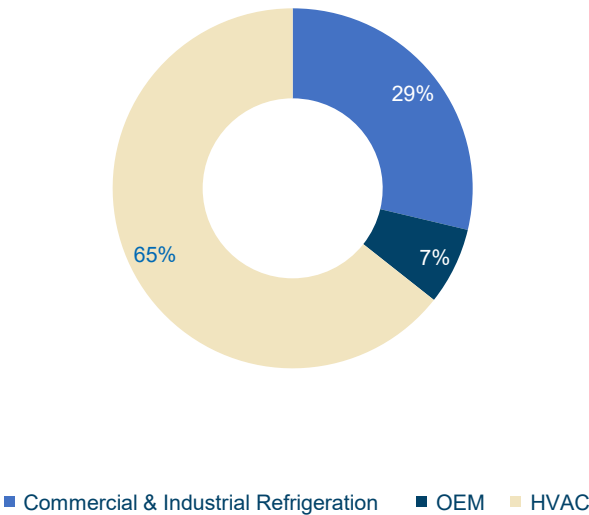
- **Sales** at 10 181 MSEK (9 681), an increase of 12%, excl. FX
 - Organic growth +2%, one less trading day in most countries
 - Acquisition +10%
 - FX -6%
- **EBITA** at 1 238 MSEK (1 148), corresponding to a growth of 15%, excl. FX
 - All time high EBITA margin at 12,2% (11,9), was a result of continued focus on strategic initiatives
- **Good seasonal operating cash flow** at 635 MSEK (354), driven by lower tied-up working capital vs. LY
- **Earnings per share** of 1,56 SEK (1,42), an increase of 10%

Highlights Q2 2025 – Group

Organic sales per product segment



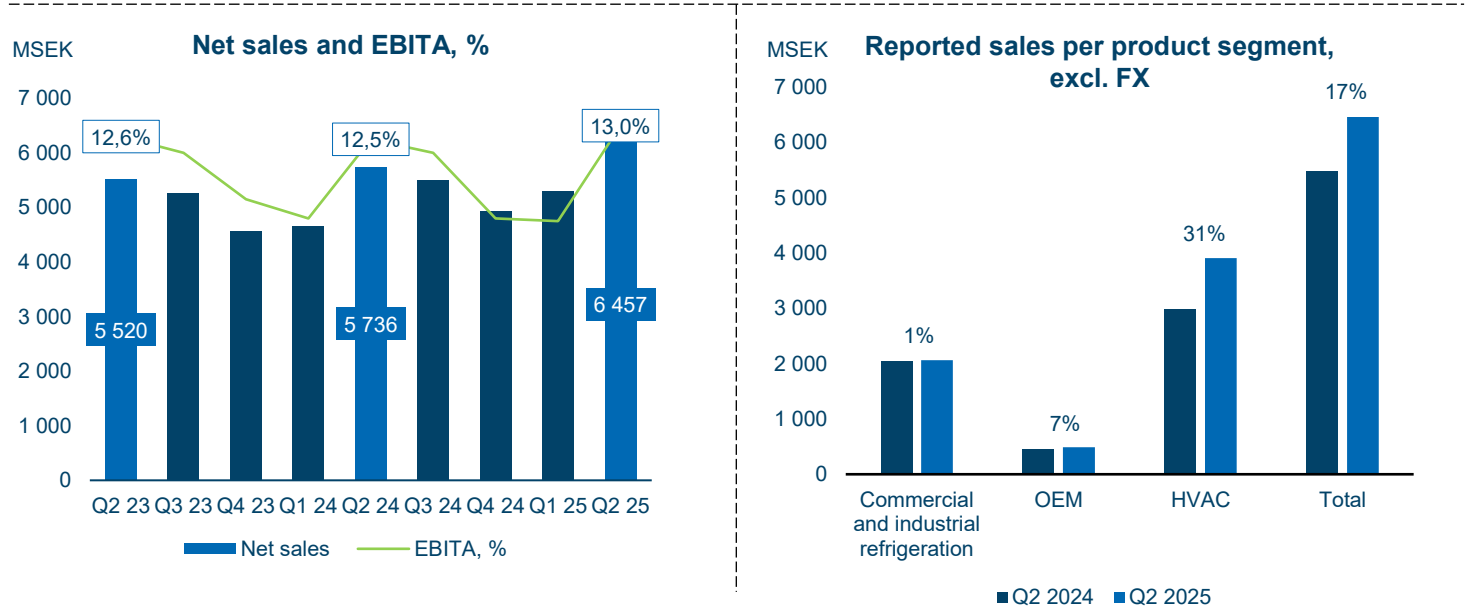
Sales split



- **Product segment HVAC**, continued stable growth
 - Good sales growth from our own brands
- **OEM segment**, sales in line with last year
 - Negatively affected by lower market activity in our European offshore business and larger green projects in Australia and NZ
 - Strong growth in our green OEM companies, especially in EMEA – SCM Frigo and Fenagy
 - SCM Frigo secured another CO₂ project in the US
- **Commercial & Industrial Refrigeration** organic growth of 1%

Highlights Q2 2025 – Division EMEA

MSEK	Q2 25	Q2 24	Change, %	6M 25	6M 24
Net sales	6 457	5 736	12,6	11 762	10 385
Organic change, %	2,2				
Change through acquisition, %	14,8				
Currency effect, %	-4,4				
Change total, %	12,6				
EBITA	839	718	16,8	1 344	1 166
EBITA margin, %	13,0	12,5		11,4	11,2

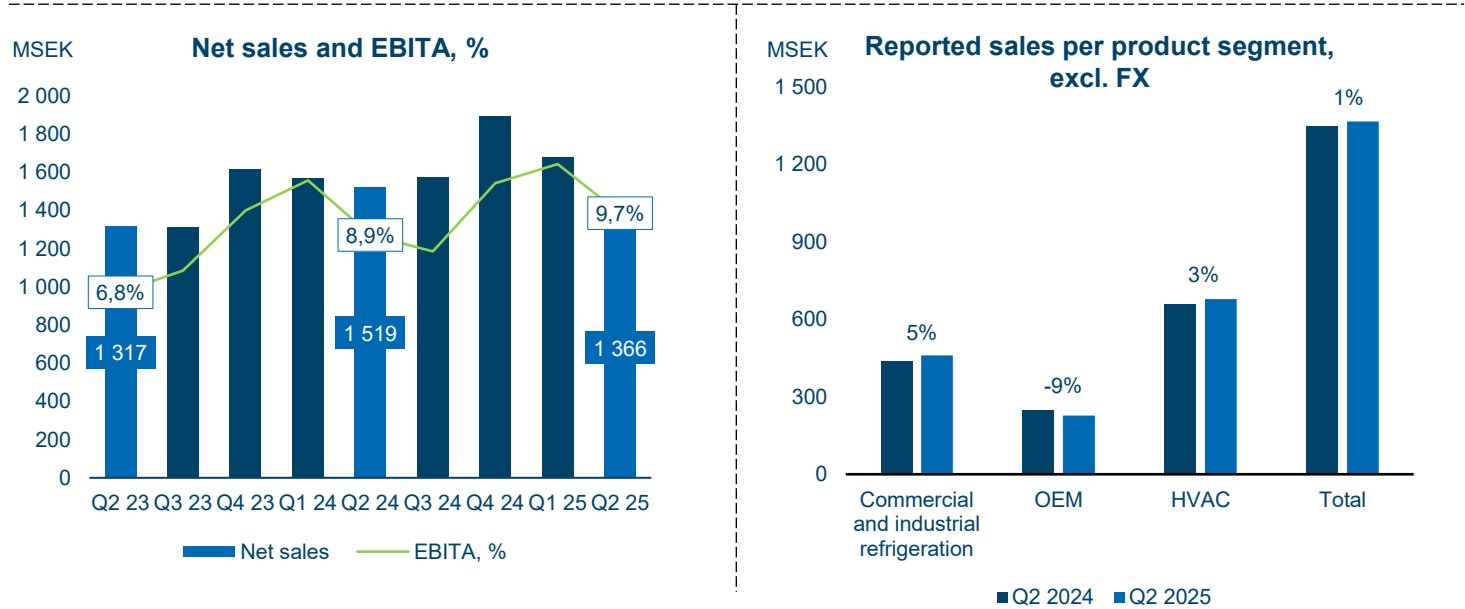


Good growth with record EBITA margin

- Division **EMEA** reported YoY growth of 17%, excl. FX – driven by the **HVAC segment**:
 - Good sales of our own brands as well as acquisitions
 - Continued strong growth in the Eastern Europe
- OEM segment** sales growth of 7%, excl. FX
 - Negatively impacted by lower market activity in our offshore business
 - Strong development of our green OEM companies
 - SCM Frigo secured another CO₂ project in the US, with good activity levels
- Strong EBITA margin**, primarily driven by continued focus on strategic initiatives
- Continued strong development for our **HVAC private label**

Highlights Q2 2025 – Division APAC

MSEK	Q2 25	Q2 24	Change, %	6M 25	6M 24
Net sales	1 366	1 519	-10,1	3 045	3 085
Organic change, %	0,7				
Change through acquisition, %	0,7				
Currency effect, %	-11,5				
Change total, %	-10,1				
EBITA	132	135	-2,3	325	307
EBITA margin, %	9,7	8,9		10,7	9,9

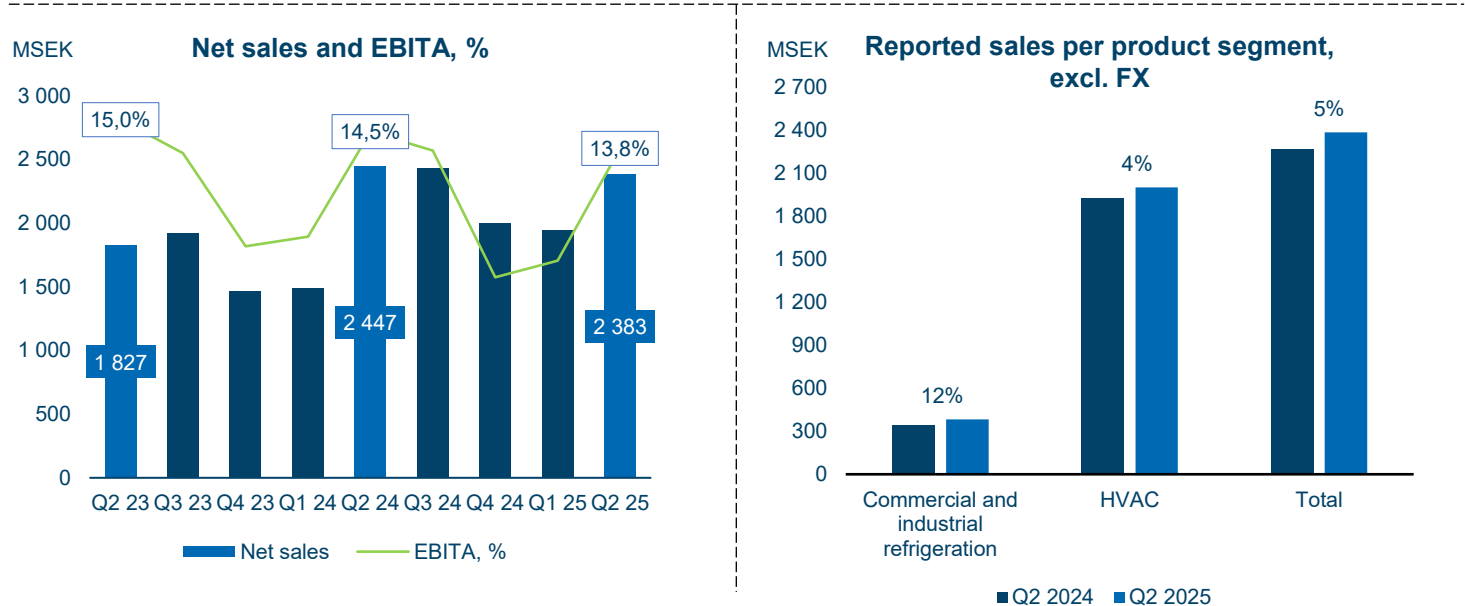


Continued strong EBITA margin development

- **Slower sales growth** in the quarter (+1%, excl. FX) – negatively impacted by lower market activity for larger projects, particularly in the OEM segment
- **Continued positive demand for Commercial refrigeration**
- **The installation of the first TCO₂ project in South Korea commenced during the quarter**
- **The improved EBITA margin** is driven by a good segment mix and the strategic focus on HVAC solutions
- **During the quarter, we acquired Central Refrigeration and Air-Conditioning** in Singapore

Highlights Q2 2025 – Division North America

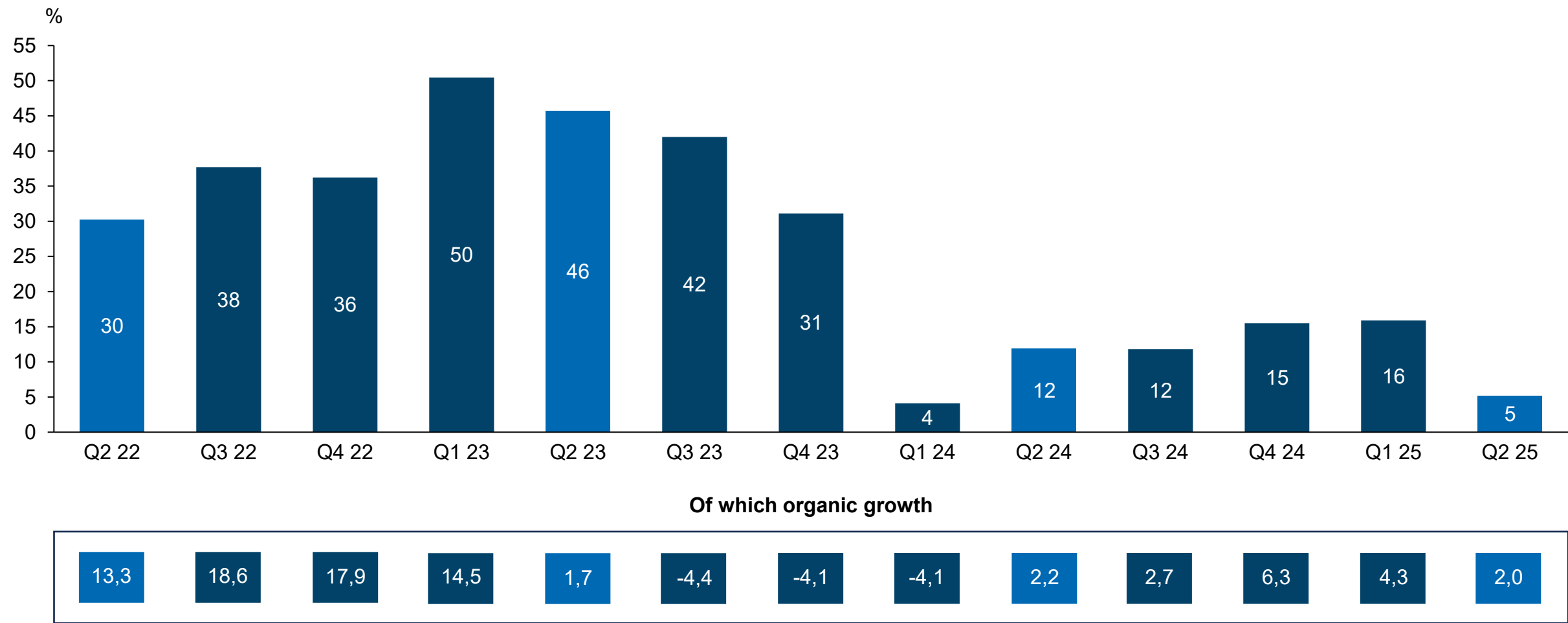
MSEK	Q2 25	Q2 24	Change, %	6M 25	6M 24
Net sales	2 383	2 447	-2,6	4 327	3 933
Organic change, %	2,4				
Change through acquisition, %	2,7				
Currency effect, %	-7,7				
Change total, %	-2,6				
EBITA	328	355	-7,6	504	505
EBITA margin, %	13,8	14,5		11,6	12,8



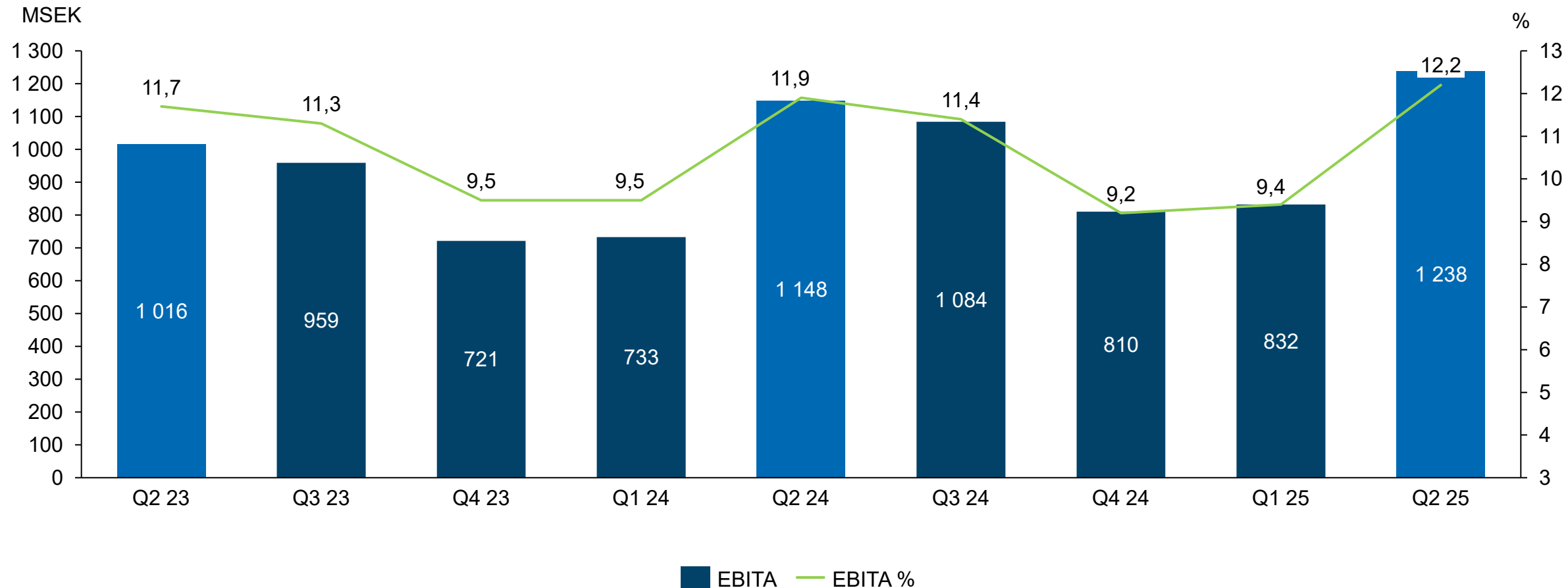
US transition to A2L refrigerants continues

- **Sales growth** in the quarter of 5%, excl. FX, **negatively affected by cooler and rainier weather YoY**
 - Noted an improved level of activity towards the end of the quarter
- The **EBITA margin change** was driven by the dilution effect from recently acquired companies and the establishment of new branches – underlying margin in line with last year
- **New regulations** related to **more environmentally friendly refrigerants with lower GWP** went into effect earlier this year
 - Our inventory position has enabled us to meet customer demand
 - We expect the transition to be fully completed by the end of Q3
- **Increased activity in acquisition discussions** and we continue to have a strong M&A pipeline

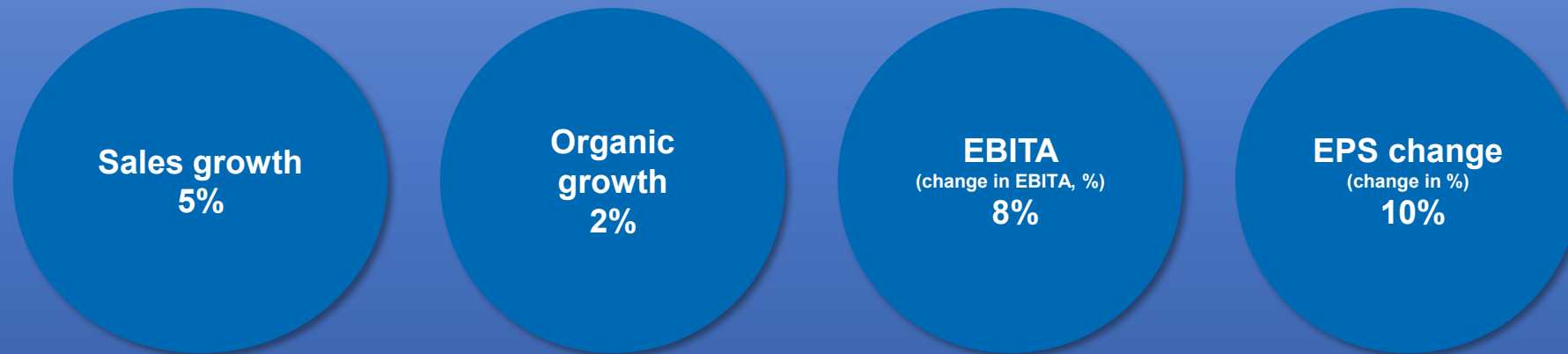
Financials Q2 2025 – Sales development, %



Financials Q2 2025 – EBITA* development



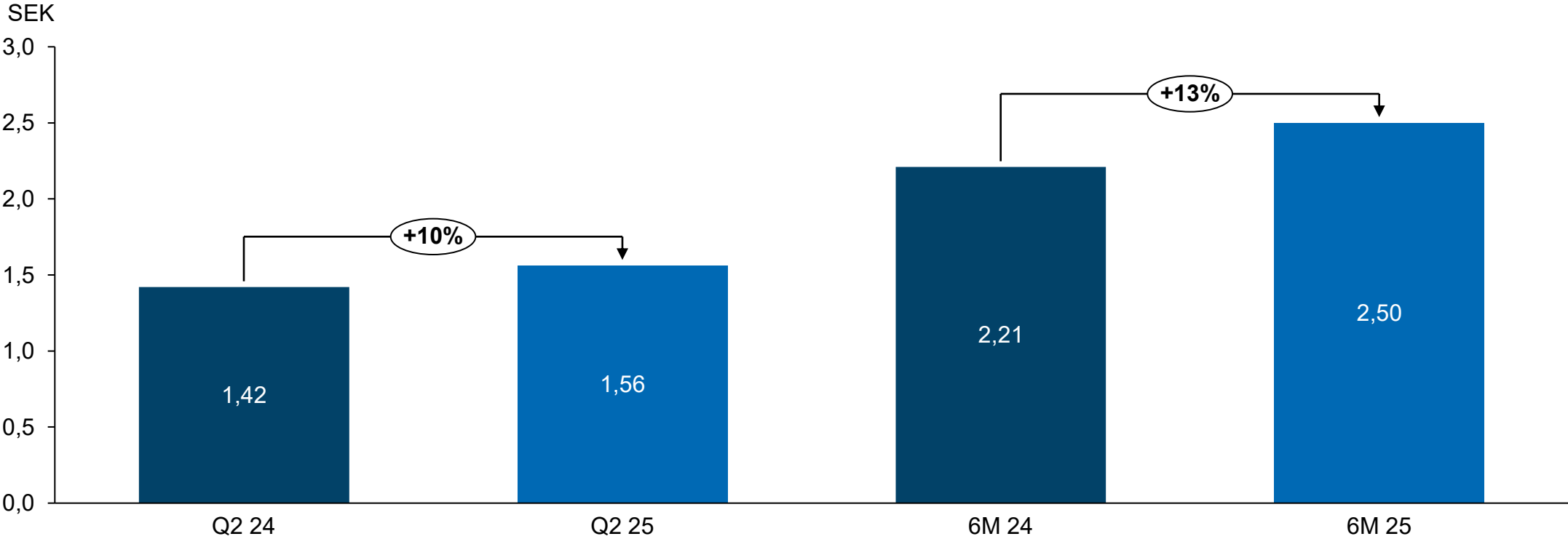
Financials Q2 2025



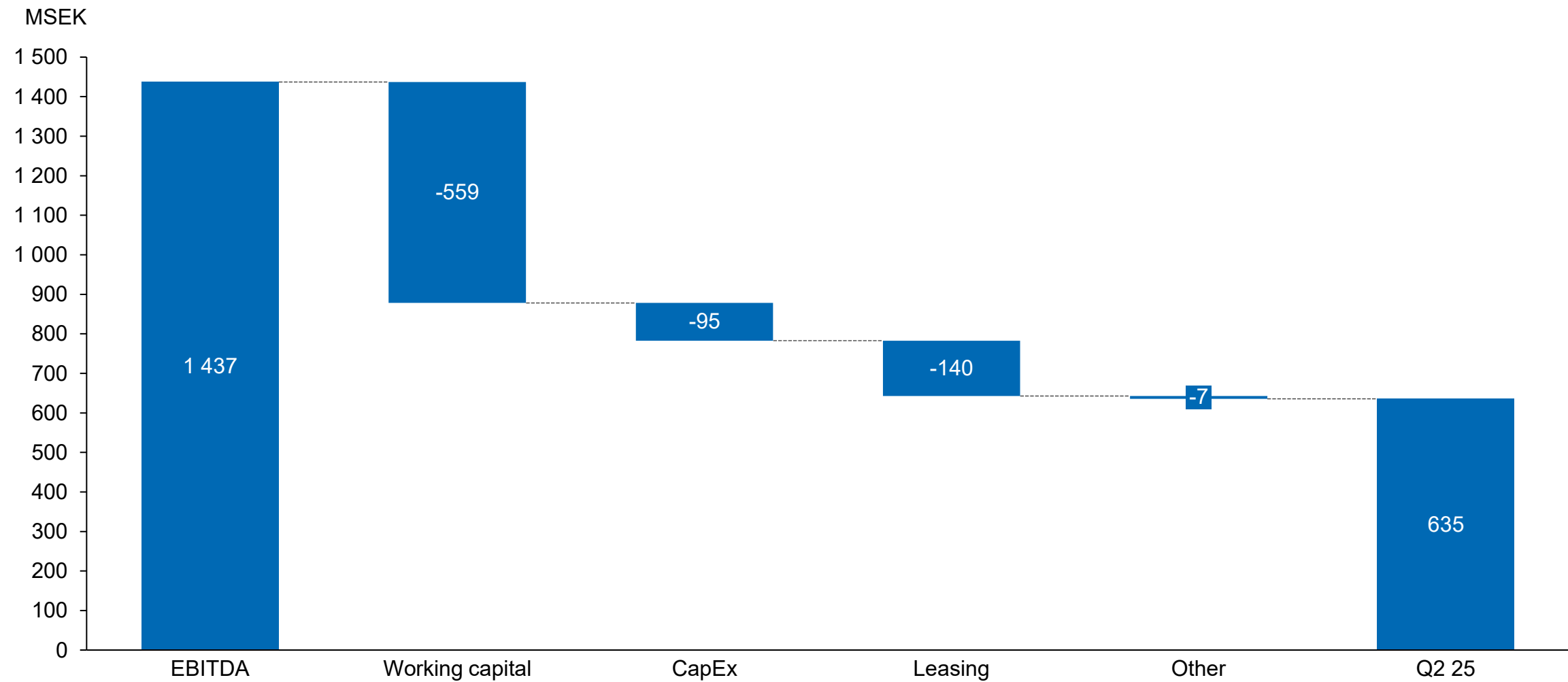
Financials Q2 2025 – P&L

MSEK	Q2 2025	Q2 2024	Change, %	6M 2025	6M 2024	Change, %
Sales	10 181	9 681	5%	19 079	17 360	10%
EBITA	1 238	1 148	8%	2 070	1 882	10%
EBITA margin, %	12,2%	11,9%		10,9%	10,8%	
EBIT	1 185	1 097	8%	1 963	1 781	10%
Net financial income/expense	-127	-139		-258	-280	
Tax	-264	-230		-429	-365	
Net profit	793	728	9%	1 275	1 136	12%
Earnings per share, SEK	1,56	1,42	10%	2,50	2,21	13%

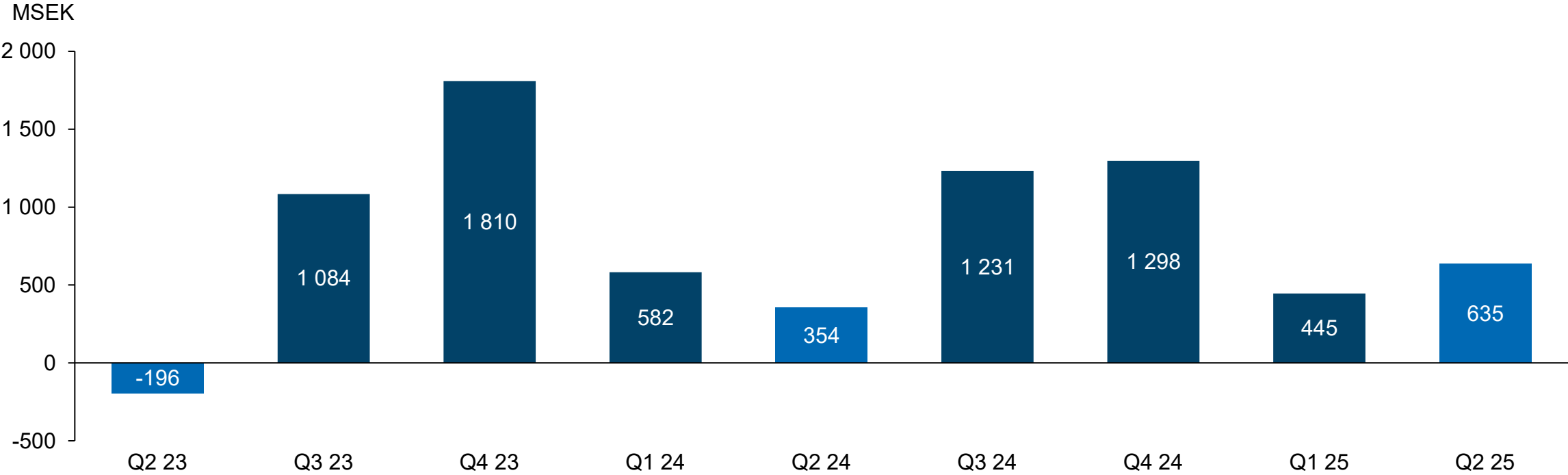
Financials Q2 2025 – Earnings per share



Financials Q2 2025 – Operating cash flow



Financials Q2 2025 – Operating cash flow

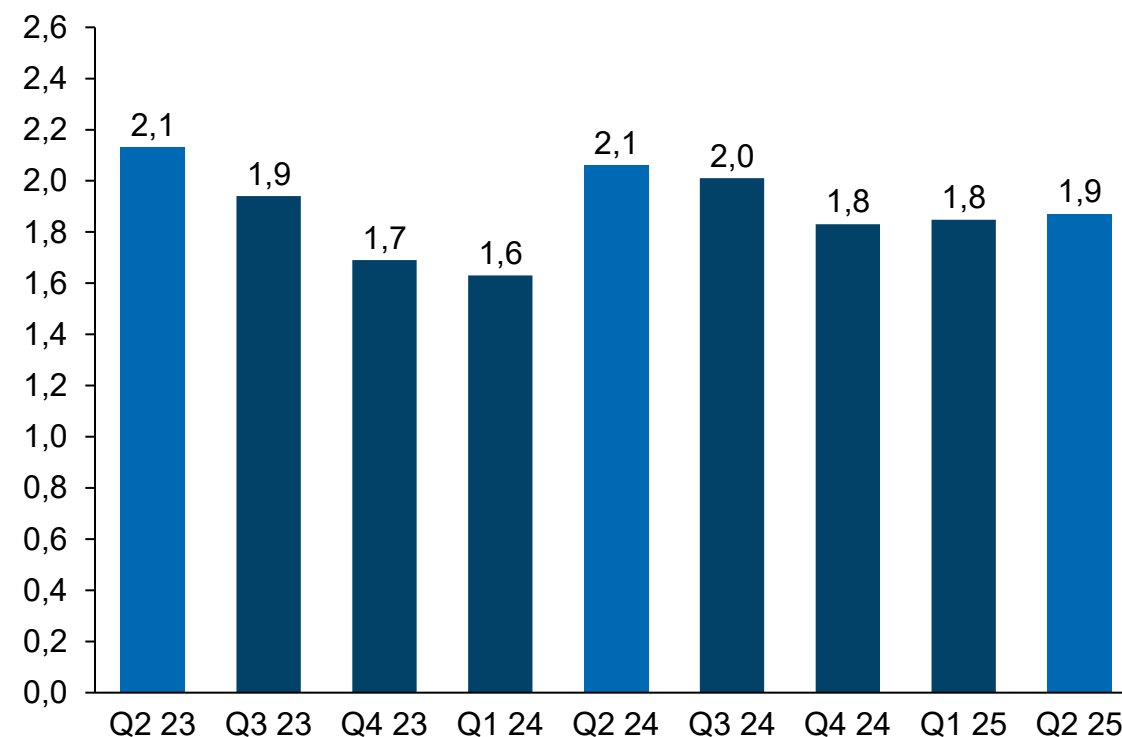


Financials Q2 2025 – Net debt

Net debt

MSEK	Q2 25	Q2 24
LTM EBITDA excl. IAC	4 775	4 300
LTM EBITDA impact of leasing (IFRS 16)	-674	-621
LTM EBITDA excl. leasing (IFRS 16) and IAC	4 101	3 679
Net debt	10 005	10 032
Of which		
Pension debt	130	112
Leasing liabilities, according to IFRS 16	2 210	2 343
Net debt excl. pension and leasing liabilities	7 666	7 577
Net debt / EBITDA*	2,10	2,33
Net debt / EBITDA* excl. leasing and pension	1,87	2,06

Net debt / EBITDA* excl. leasing and pension



Summary Q2

Q2 – Strong quarter with record-high EBITA margin

- Total sales growth of 12%, excl. FX (organic +2%) – one less trading day in most countries
- EBITA growth of 15%, excl. FX, with an all time high EBITA margin at 12,2% (11,9)
- Good seasonal operating cash flow of 635 MSEK (354)
- Earnings per share of 1,56 SEK (1,42), an increase of 10%

Continued solid foundation for long term growth

- Continued good long-term tailwinds supporting our business – Sustainability, Electrification and Regulation
- US transition to A2L refrigerants in HVAC is underway
- The US platform continues to build up well, and trends and activity supports our long-term growth ambitions
 - Refrigeration expansion, private label (very good launch at the end of Q2), new branches and strategic agreements to drive growth with our partners
- Continued good acquisition pipeline going forward

Q&A

Thank you