

DOMETIC Q1 2025 REPORT



JUAN VARGUES

PRESIDENT AND CEO



Q1 2025 HIGHLIGHTS

Market development

- Continued challenging market situation
- Turbulent macro-economics including tariff uncertainties
- Retail inventories are lower than last year; however customers are cautious with their inventory levels

Performance

- **-10% organic sales growth**
 - All sales channels improved compared to Q4
 - OEM remain challenging as anticipated
- **EBITA margin before i.a.c. 10.4% (11.8%)**
 - Effect from lower sales, partly offset by sales mix, new products and cost reductions
- **Free cash flow SEK -0.4 b (-0.2) in a seasonally weaker quarter**
 - Leverage 3.3x compared to 3.1x in Q4

Q1 2025 FINANCIAL SUMMARY

Net sales of SEK 5,830 m, -11% total growth

- -10% Organic
- 0% FX
- 0% M&A
- -1% Portfolio changes

EBITA before i.a.c. of SEK 606 m, -21%

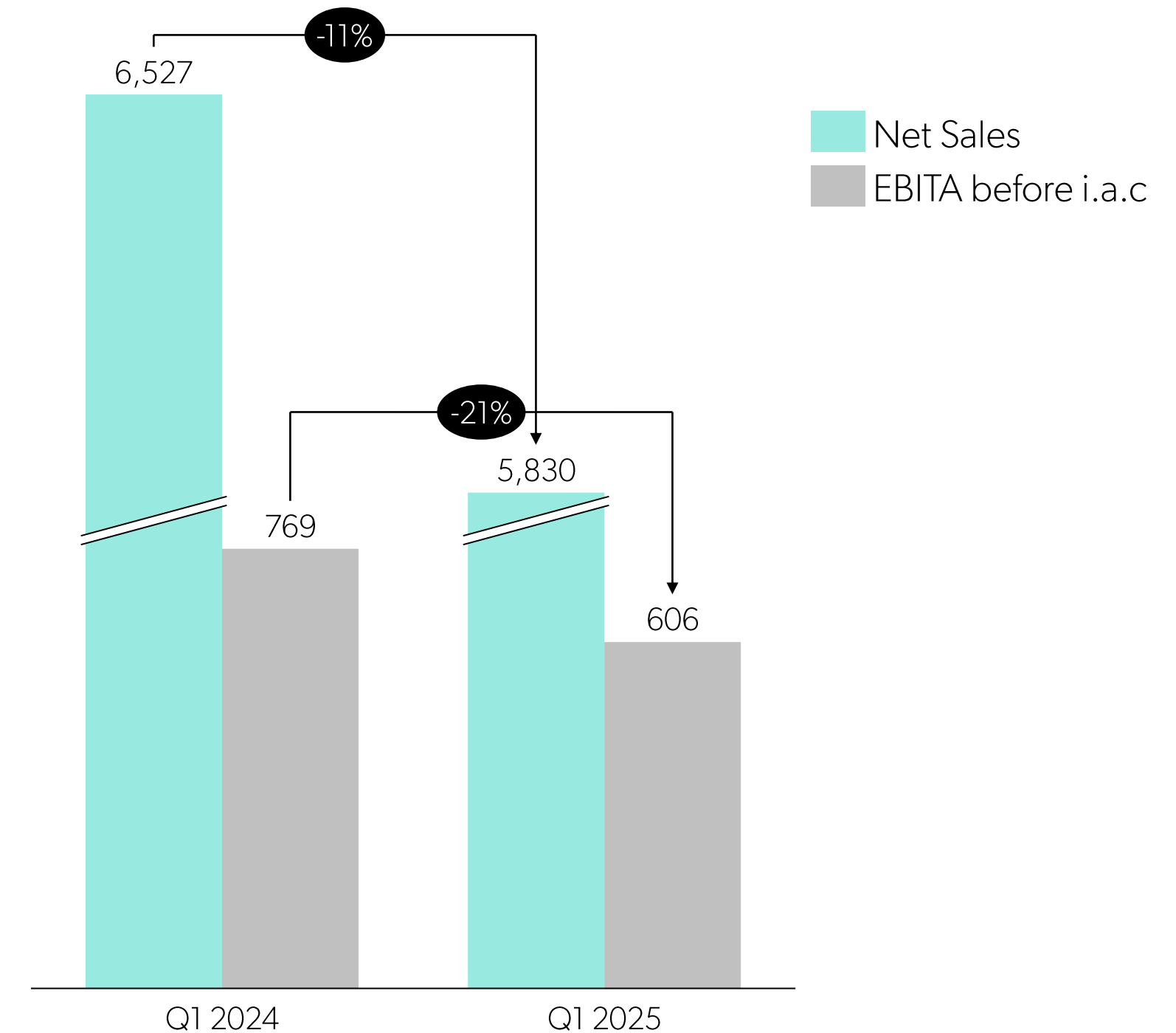
- EBITA margin of 10.4% (11.8%)

EPS of SEK 0.57 (0.85)

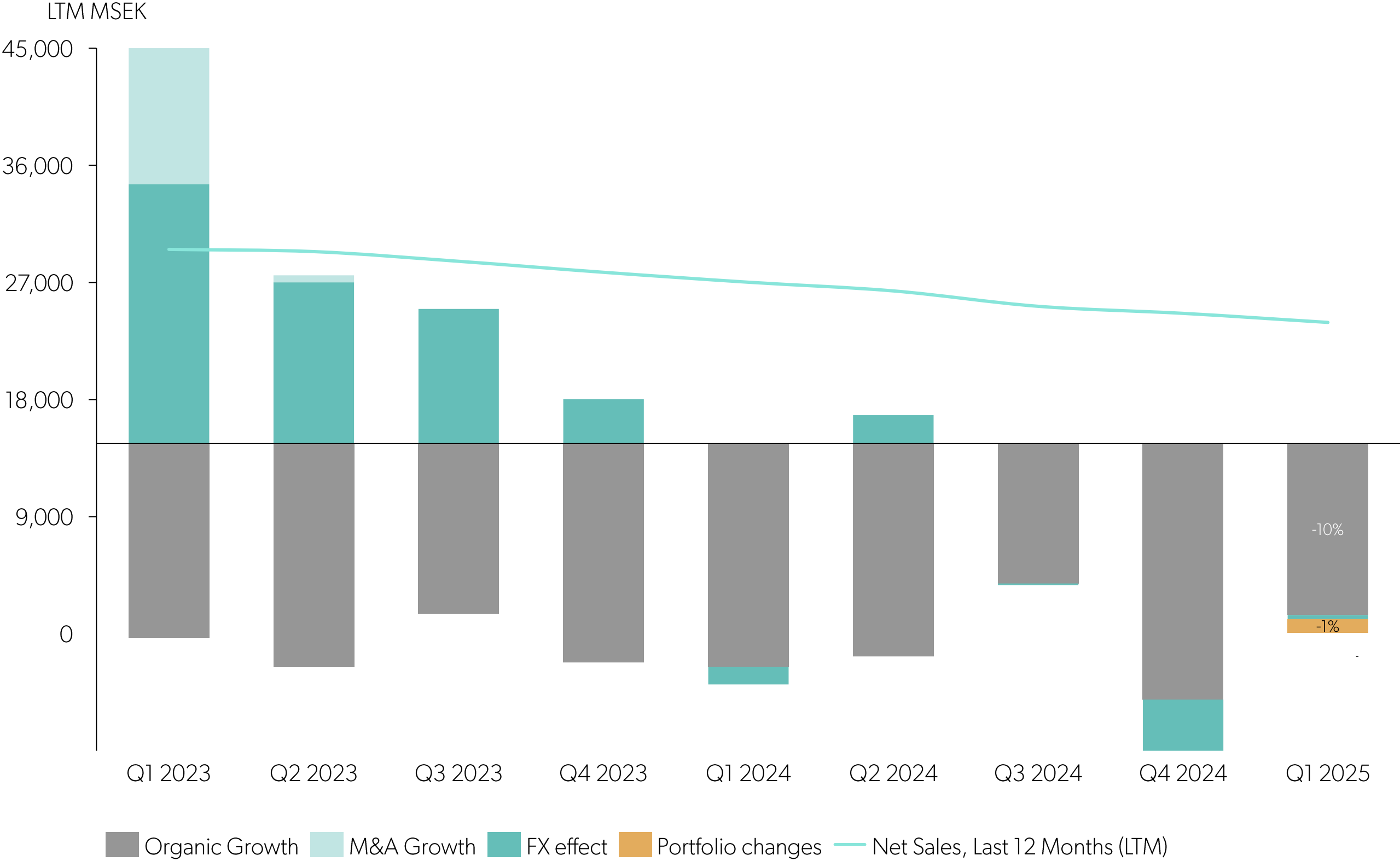
Adjusted EPS of SEK 0.88 (1.21)

Free cash flow of SEK -406 m (-213)

Leverage 3.3x (3.0x)



NET SALES DEVELOPMENT BY QUARTER



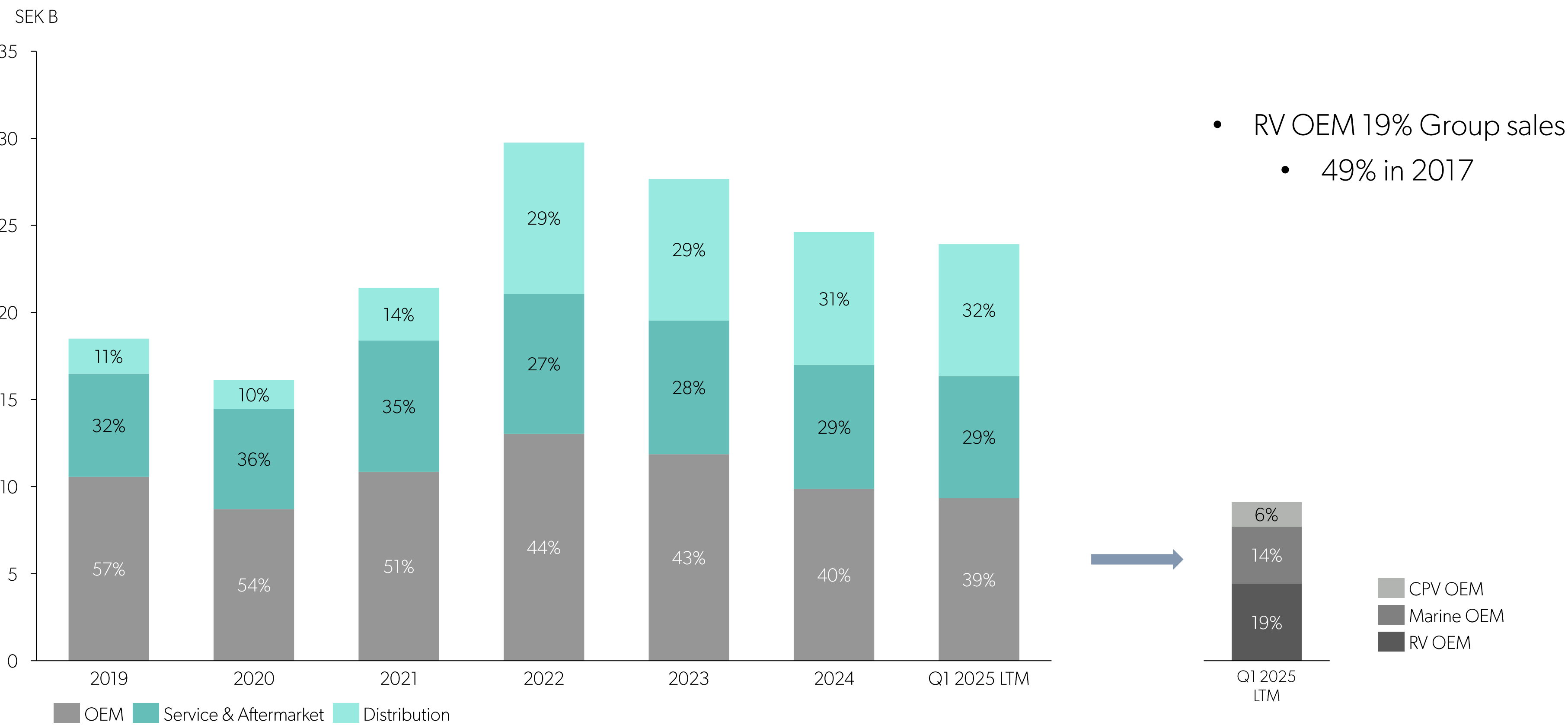
Q1 2025

Net Sales SEK 5,830 m

Organic growth -10%

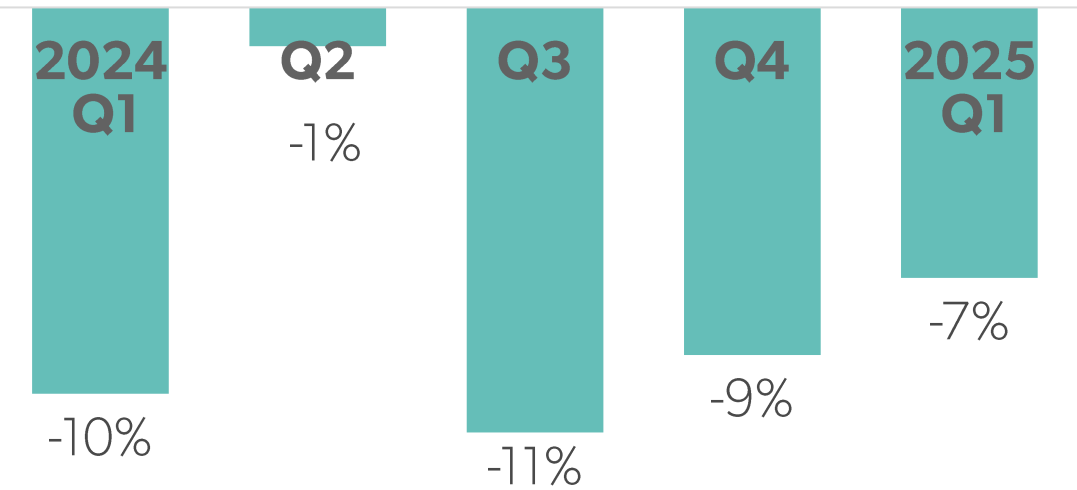
- Segment Land Vehicles -12% where of:
 - Americas -1%
 - EMEA -15%
 - APAC -20%
- Marine -13%
- Mobile Cooling Solutions -4%
- Global Ventures -6%

NET SALES BY SALES CHANNEL



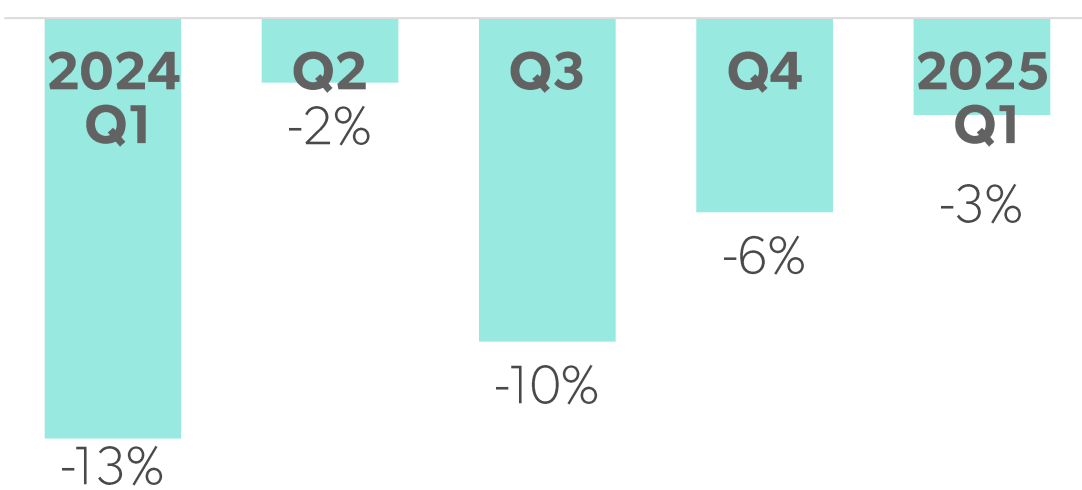
ORGANIC GROWTH BY SALES CHANNEL

Service & Aftermarket



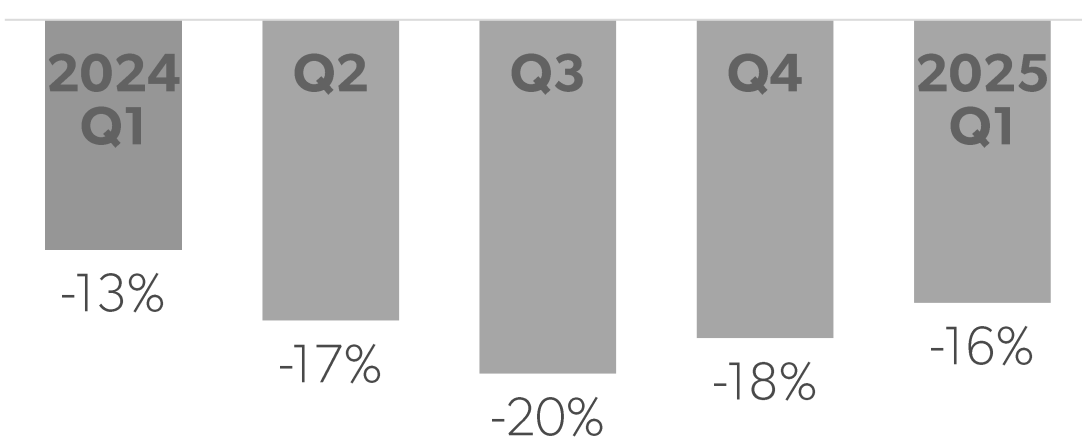
- An improvement compared to 2H 2024
- Low single-digit decline in segment Land Vehicles
- Segment Marine remains slow

Distribution



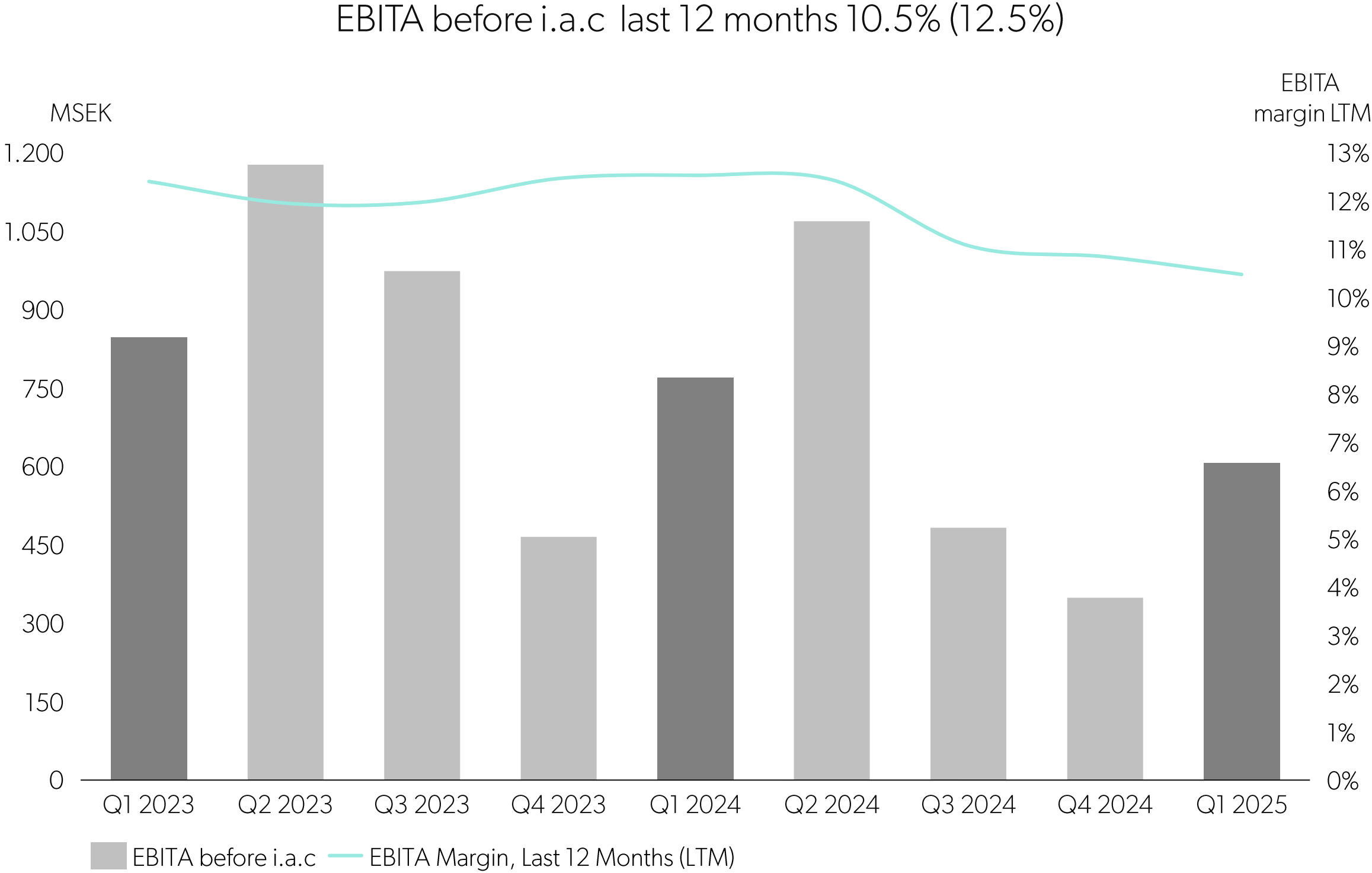
- Continued sequential improvement
- Growth in the Hospitality and Residential businesses
- Mobile Cooling Solutions -4% compared to -5% in Q4 2024

OEM



- An improvement compared to 2H 2024 supported by Land Vehicles in the Americas region
- Decline driven by segment Land Vehicles in EMEA and APAC
- Marine OEM remains slow

EBITA AND EBITA MARGIN BEFORE I.A.C



Q1 2025

EBITA before i.a.c margin 10.4% (11.8%)

- Gross margin 28.7% (27.9%)
- Shows resilience considering the lower volumes
- Supported by sales mix, new product launches, cost reductions and speed in execution
- Investments in product development and sales capabilities in strategic growth areas, impact operating expenses in percent of net sales

TARIFFS

FACTS

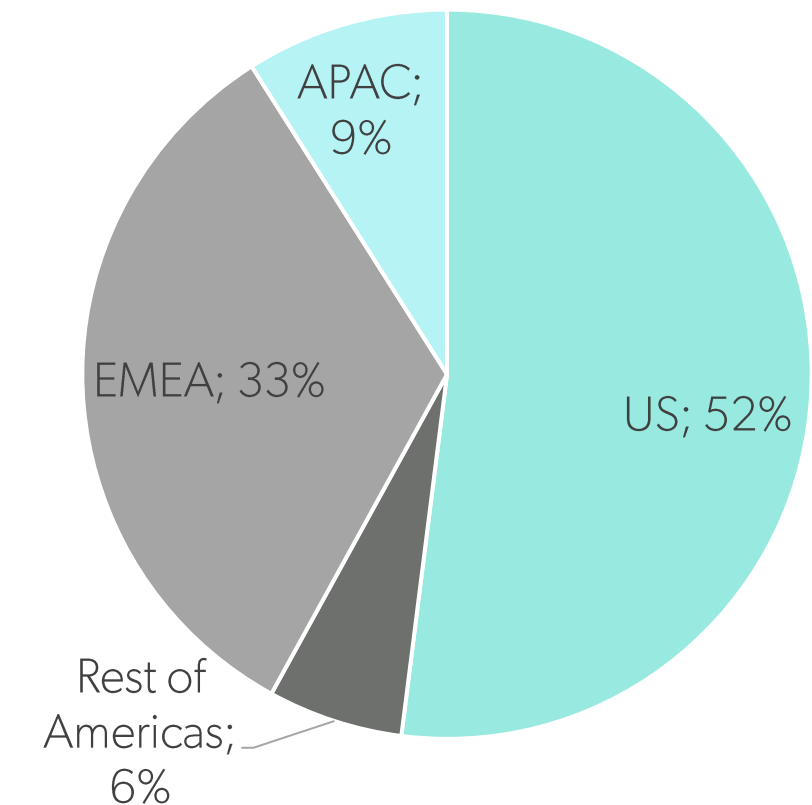
- 50% of the annual sales is in the US
 - Of which close to 60% is produced in the US
 - Import mainly from Mexico, Canada and China
- Products from Mexico and Canada are currently to a large extent included in the USMCA¹⁾ exemption list – no tariffs
- Good geographic spread of our factories, including 9 in the US
- Well positioned in the US from a competitive perspective going forward

ACTIONS

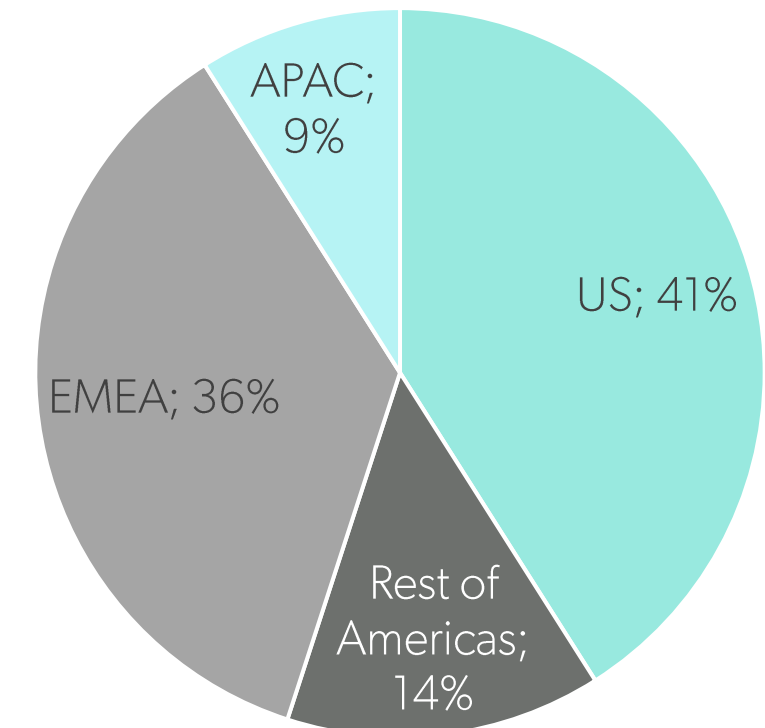
- Short-term action is to selectively pass any increased tariffs on to customers
- Evaluating long-term options with changed logistic flows and more local production

¹⁾USMCA: North American free trade agreement

Dometic 2024 Net sales



Dometic factory location





LAND VEHICLES

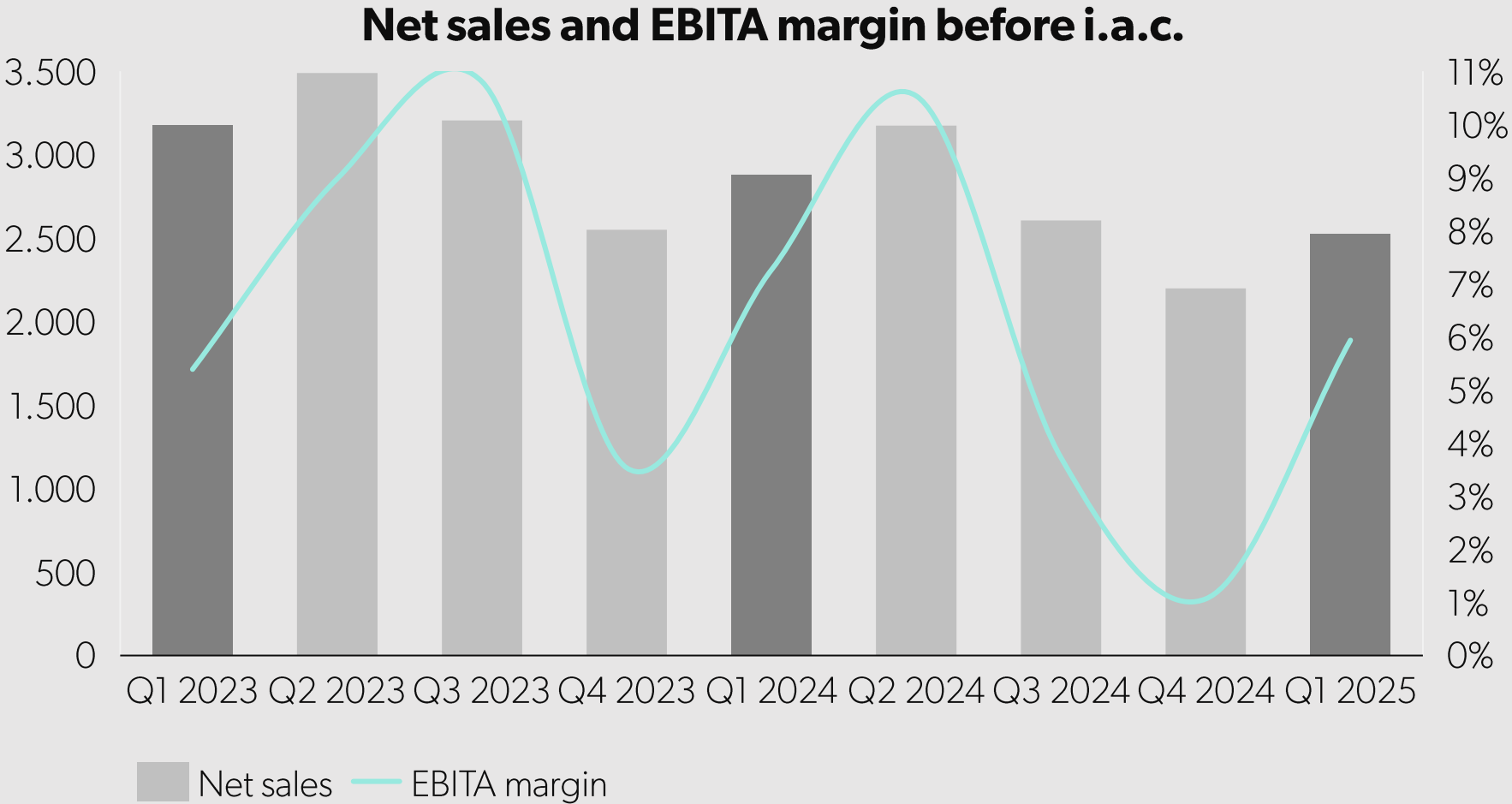
Q1 2025

Net sales SEK 2,527 m, -12%

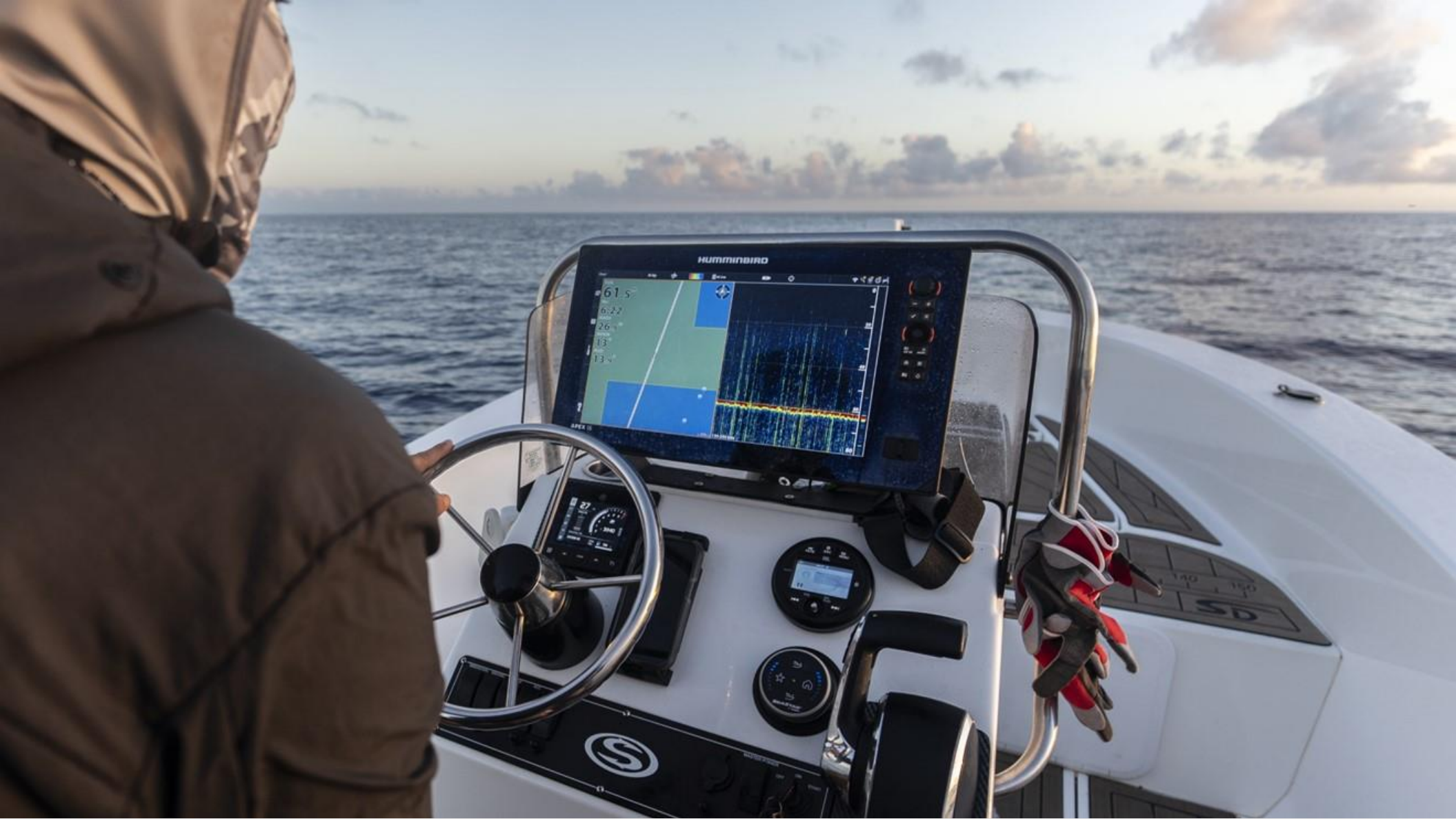
- Organic growth -12%
- Low single-digit decline in Service & Aftermarket
- OEM remains low due to lower RV production in EMEA and APAC
- Stable sales in Americas

EBITA before i.a.c. SEK 150 m (207)

- EBITA Margin 5.9% (7.2%)
- Decline due to lower sales in EMEA and APAC
- Reduced losses in Americas



SEK m	Q1 2025 Net sales	Organic growth	Q1 2025 EBITA %	Q1 2024 EBITA %
Segment Land Vehicles	2,527	-12%	5.9%	7.2%
-Americas	829	-1%	-9.8%	-11.5%
-EMEA	1,445	-15%	10.9%	11.9%
-APAC	253	-20%	29.3%	30.3%



MARINE

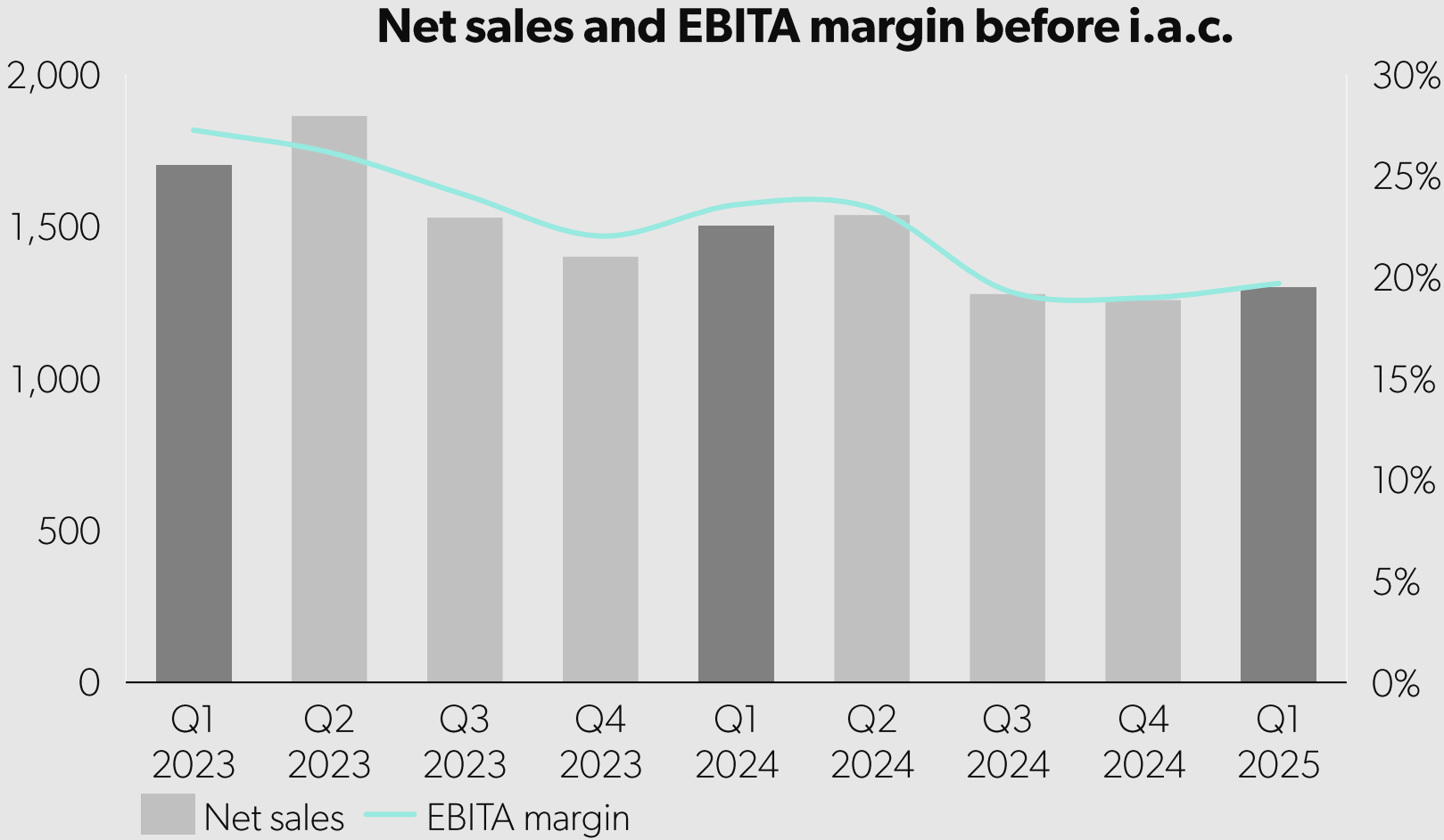
Q1 2025

Net sales SEK 1,299 m, -13%

- Organic growth -13%
- Decline in Service & Aftermarket and OEM
- New product area successfully launched at the Miami boat show in February

EBITA before i.a.c. SEK 256 m (353)

- EBITA Margin 19.7% (23.6%)
- Effect from lower sales, partly offset by cost reductions





MOBILE COOLING SOLUTIONS

Q1 2025

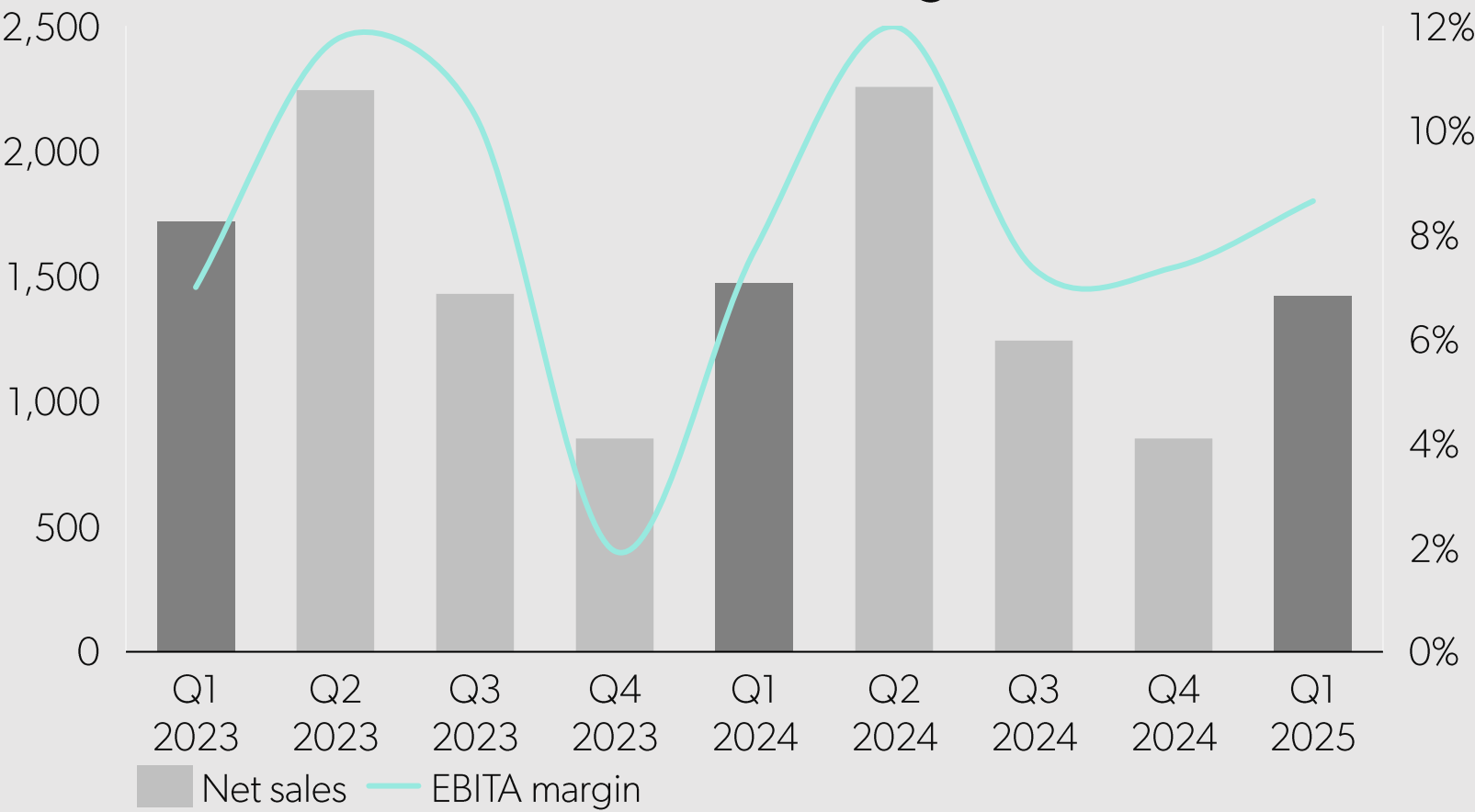
Net sales SEK 1,420 m, -4%

- Organic growth -4%
- Retailers remain cautious building inventories
- Well positioned on the US market with a broad product range and local production

EBITA before i.a.c. SEK 123 m (113)

- EBITA Margin 8.6% (7.7%)
- Supported by product innovation and cost reductions

Net sales and EBITA margin before i.a.c.





GLOBAL VENTURES

Q1 2025

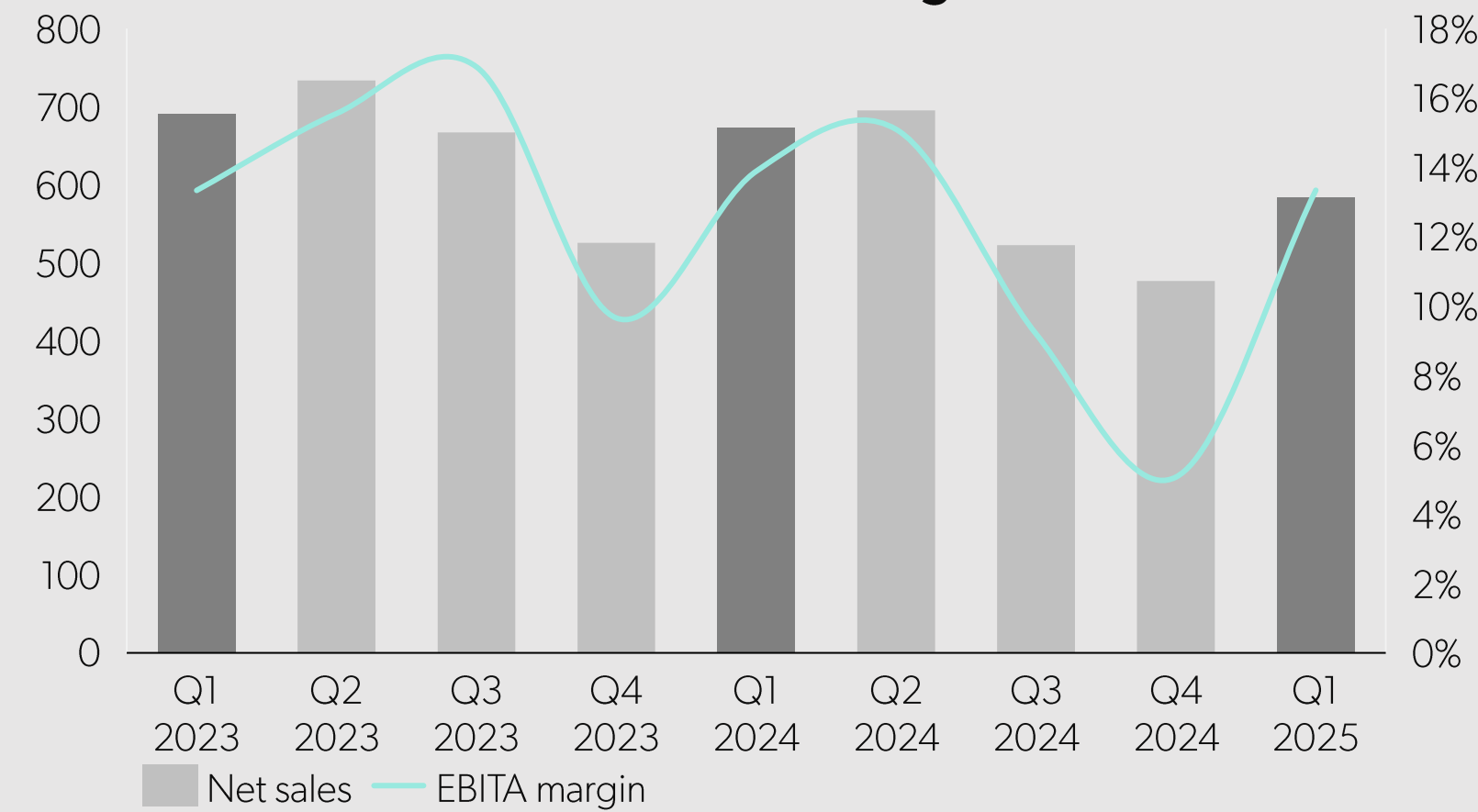
Net sales SEK 584 m, -13%

- Impact from strategic portfolio changes
- Organic growth -6%
- Growth in Hospitality and Residential
- Decline in Mobile Power Solutions driven by lower RV production in the industry

EBITA before i.a.c. SEK 78 m (96)

- EBITA Margin 13.3% (14.2%)
- Significant improvements in Residential and Hospitality
- Slight decline in Mobile Power Solutions driven by lower net sales
- Investing in product development and sales capabilities

Net sales and EBITA margin before i.a.c.



SUSTAINABILITY AND INNOVATION

Q1 2025

LTIFR¹⁾ at 1.2

- Efforts focusing on injury prevention continue throughout the organization

Share of female managers 30%

- Driven by increased focus on diversity, equity and inclusion initiatives

Share of renewable energy in operations 34%

- Increasing use of renewable electricity within Dometic’s manufacturing and distribution facilities

Share of high-spend direct material suppliers assessed for sustainability 48%

- Remaining audits are planned coming quarters

Product innovation index improved to 21% (18%)

- Product innovation is a major driver for reducing CO₂ emissions

KPI	Focus area	Actual	Actual last year	2025 Target
LTIFR ¹⁾	People	1.2	1.4	<1.5
Share of female managers	People	30%	29%	30%
Share of renewable electricity in operations	Planet	34%	23%	35%
Share of high-spend direct material suppliers assessed for sustainability	Governance	48%	n/a	65%
Product Innovation Index	Planet	21%	18%	25%
OUR FOCUS AREAS AND AMBITIONS				



PEOPLE

Offer a safe, inclusive, diverse and dynamic workplace – allowing every employee to reach their full potential for the best of the company as a whole

PLANET

Offer innovative, durable and low-carbon products that support circularity




GOVERNANCE

Safeguard human rights at all times while pursuing fair business and labor practices

LTIFR: Lost Time Injury Frequency Rate

A COMPLETE RANGE OF MOBILE COOLING SOLUTIONS FOR THE OUTDOOR MARKET

ACROSS ALL PRICE POINTS AND TECHNOLOGIES

	ACTIVE HARD COOLERS	PASSIVE HARD COOLERS	SOFT COOLERS	DRINKWARE
\$\$\$	<div>↗️ DOMETIC</div> <div>CFX5 Series</div> <div></div>	<div>↗️ DOMETIC</div> <div>COOL ICE Series</div> <div></div>	<div>↗️ DOMETIC</div> <div>PCS Series</div> <div></div>	<div>↗️ DOMETIC</div> <div></div>
\$\$	<div>↗️ DOMETIC</div> <div>CFX2 Series</div> <div></div>	<div>IGLOO®</div> <div>TRAILMATE Series</div> <div></div>	<div>IGLOO®</div> <div>TRAILMATE Series</div> <div></div>	<div>IGLOO®</div> <div></div>
\$	<div>IGLOO®</div> <div>ICF Series</div> <div></div>	<div>IGLOO®</div> <div>LATITUDE Series</div> <div></div>	<div>IGLOO®</div> <div>LATITUDE Series</div> <div></div>	



DOMETIC SHOP AT GO OUTDOORS IN YORK, UK

Grand opening of the store-in-store at Europe's largest outdoor retail store

ENTERING NEW PRODUCT AREA IN MARINE

- Gyrostabilizer launched at Miami boat show in February – won American boating industry Innovation Award and highly positive customer feedback
- Fast growing 500 MUSD market
- Perfect fit to our world leading steering system business
- More cost effective and energy efficient than any available product on the market
- First product in a series of models for different type of boats



A WHOLE NEW LEVEL

In Marine Gyro Stabilization



GLOBAL COST REDUCTION PROGRAM

Announced on December 12, 2024

Target

- SEK 750 m in annual runrate saving when fully implemented end of 2026

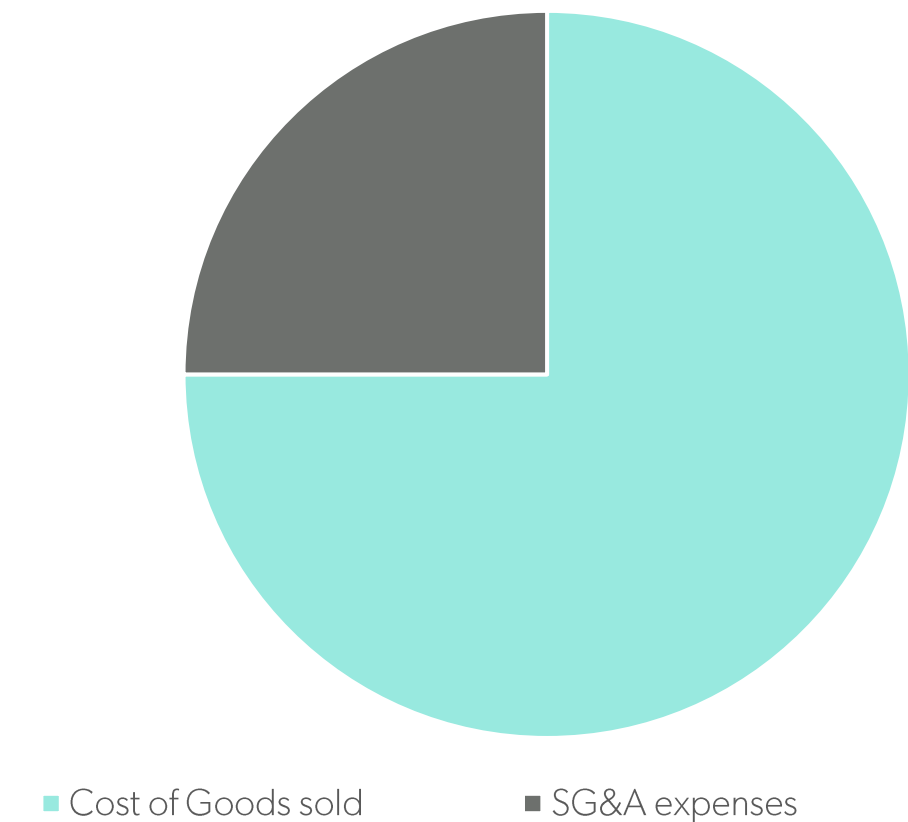
Progress savings

- Closed one Manufacturing site and one Distribution center
- 150 employees impacted
- Annual runrate saving end of Q1: SEK 100 m
- Cash out in the quarter: SEK 40 m

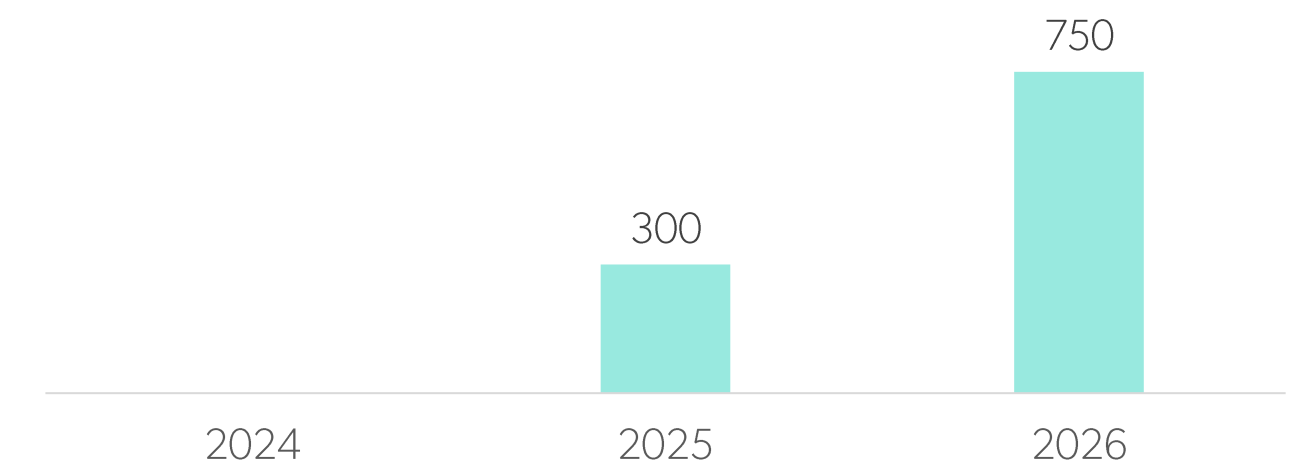
Portfolio changes update

- Impact on net sales growth in the quarter from discontinued businesses: -1%.
- Divestment activities are progressing well and discussions with potential buyers are ongoing

Total savings SEK 750 m



Runrate saving (end of year), SEK m





STEFAN FRISTEDT

CFO

Q1 2025 INCOME STATEMENT

Gross profit margin 28.7% (27.9%)

- Continuous work to adjust capacity to lower volumes
- Sales mix and new products launches contribute

Operating expenses SEK -1,066 m (-1,049)

- Reduced operating expenses in constant FX
- Increased in percent of net sales
- Investments in strategic growth areas
- Other operating income and expenses SEK -37 m, FX hedge effects

Net financial expenses SEK -198 m (-218)

- Net interest bank loans and financial income SEK -138 m (-199)
- FX revaluation and other items SEK -59 m (-19)

Taxes SEK -87 m (-119)

- Tax rate 32% (30%)

SEK m

Net sales

Gross Profit

Operating Expenses

EBITA bef i.a.c.

Items affecting comparability

Amortization and impairment of acquisition-related IA

EBIT

Net financial expenses

Taxes

Net profit

	Q1 2025	Q1 2024
Net sales	5,830	6,527
Gross Profit	1,672	1,818
	28.7%	27.9%
Operating Expenses	-1,066	-1,049
	-18.3%	-16.1%
EBITA bef i.a.c.	606	769
	10.4%	11.8%
Items affecting comparability	-2	-11
Amortization and impairment of acquisition-related IA	-140	-147
EBIT	465	611
	8.0%	9.4%
Net financial expenses	-198	-218
Taxes	-87	-119
Net profit	181	273

SUMMARY Q1 AND LTM CASH FLOW

Q1 2025

Operating cash flow

- Working capital impacted by seasonality
 - Working capital reduced with SEK 1,1 b LTM
- Cash out related to restructuring SEK 40 m
- Carefully prioritizing investments in fixed assets, Q1 2024 was at a low level

Free cash flow before M&A

- Income tax paid declined
- Paid/Received interest net trending down

Cash flow for the period

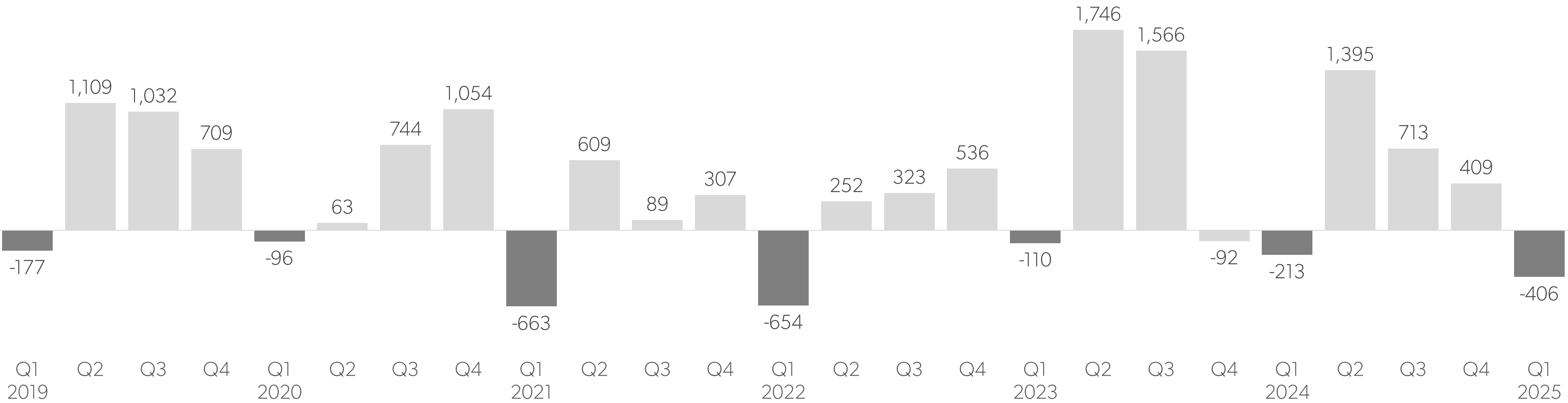
- Refinancing activities performed in the quarter

SEK m	Q1 2025	Q1 2024	LTM Q1 2025	FY 2024
EBIT	465	611	-1,269	-1,123
Adjustments for non-cash items	255	465	4,543	4,753
Changes in Working Capital	-674	-799	1,103	978
Investments in fixed assets	-110	-66	-423	-379
Operating cash flow	-63	212	3,954	4,229
Income tax paid	-115	-170	-685	-740
Paid/Received Interest net	-142	-170	-826	-854
Payment of lease liabilities	-90	-85	-357	-352
Other	5	-1	26	20
Free Cash Flow	-406	-213	2,111	2,304
Acquisitions/divestments net	0	-103	-57	-159
Financing, ex interest net and lease liabilities	900	-738	-701	-2,339
Cash flow for the period	493	-1,054	1,353	-195

LTM = Last 12 Months

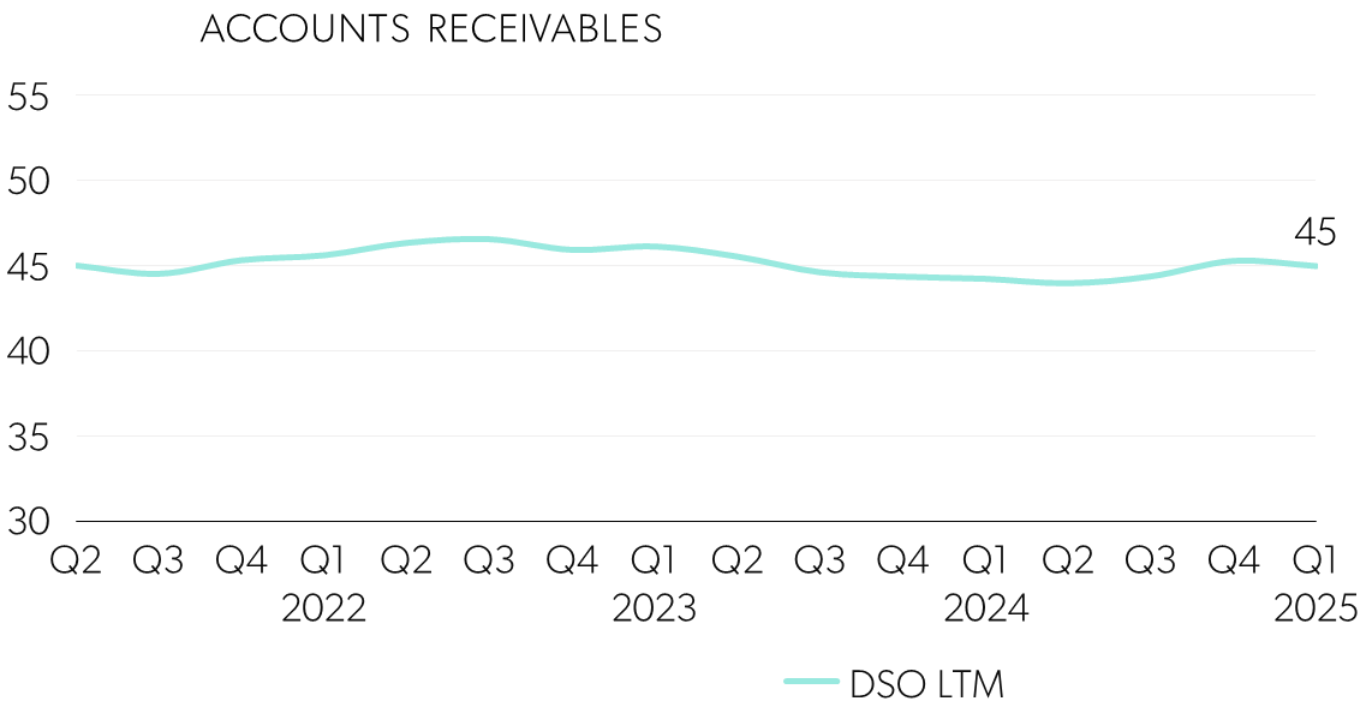
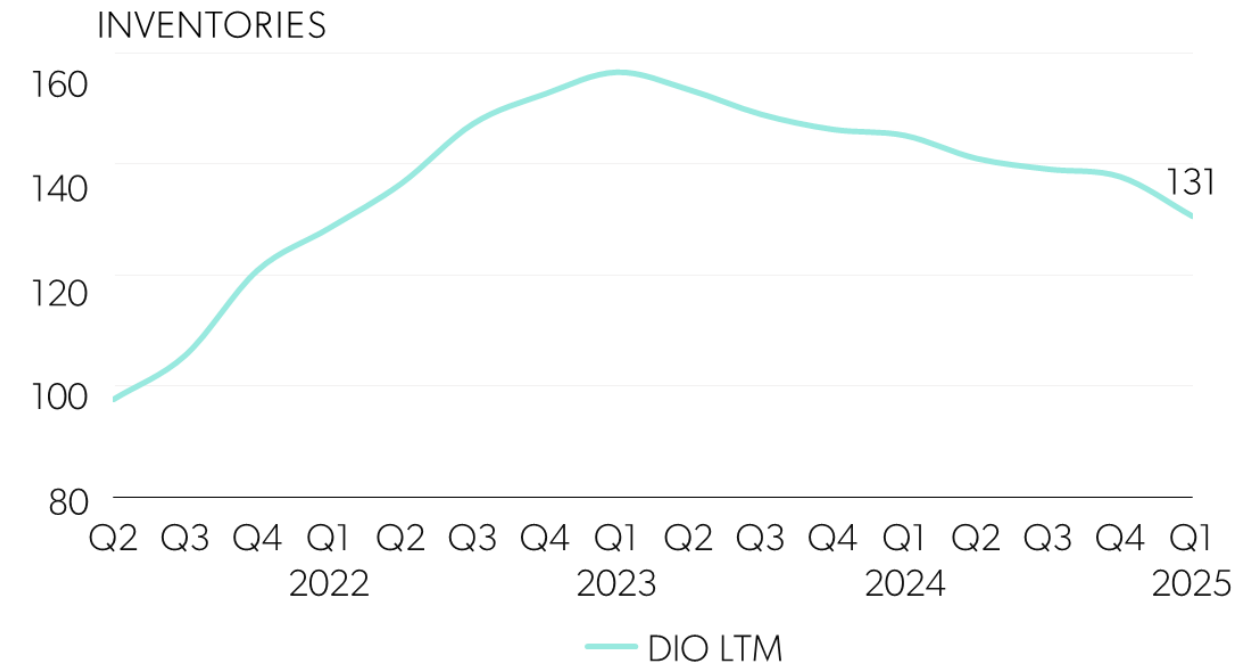
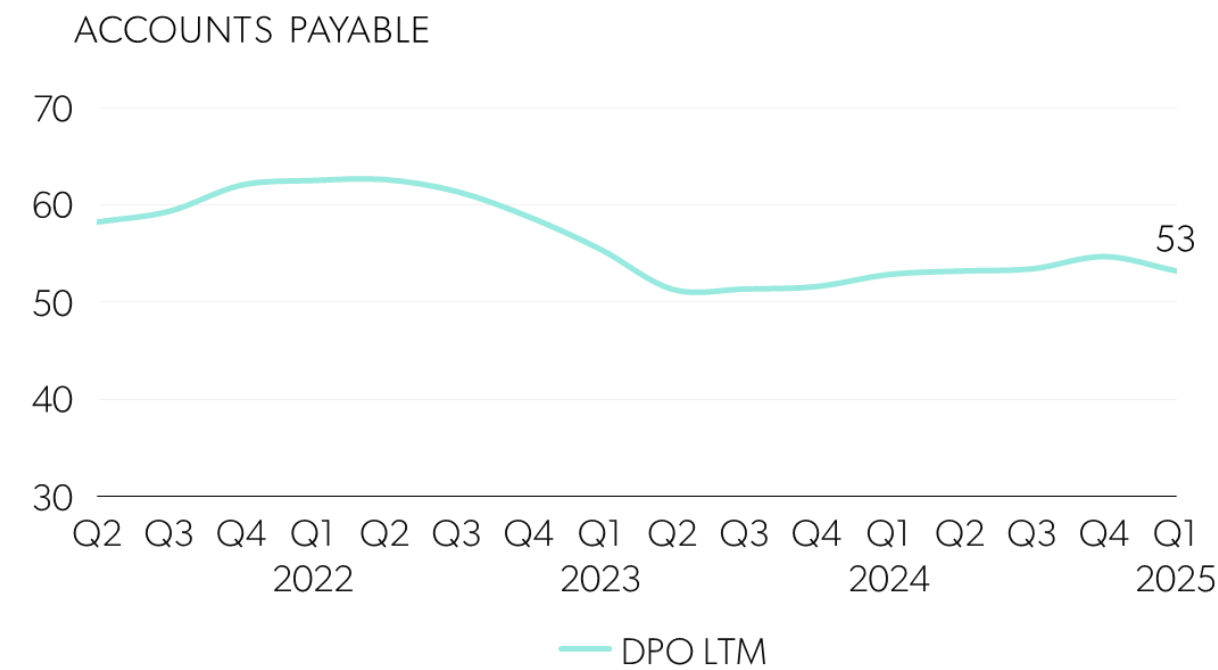
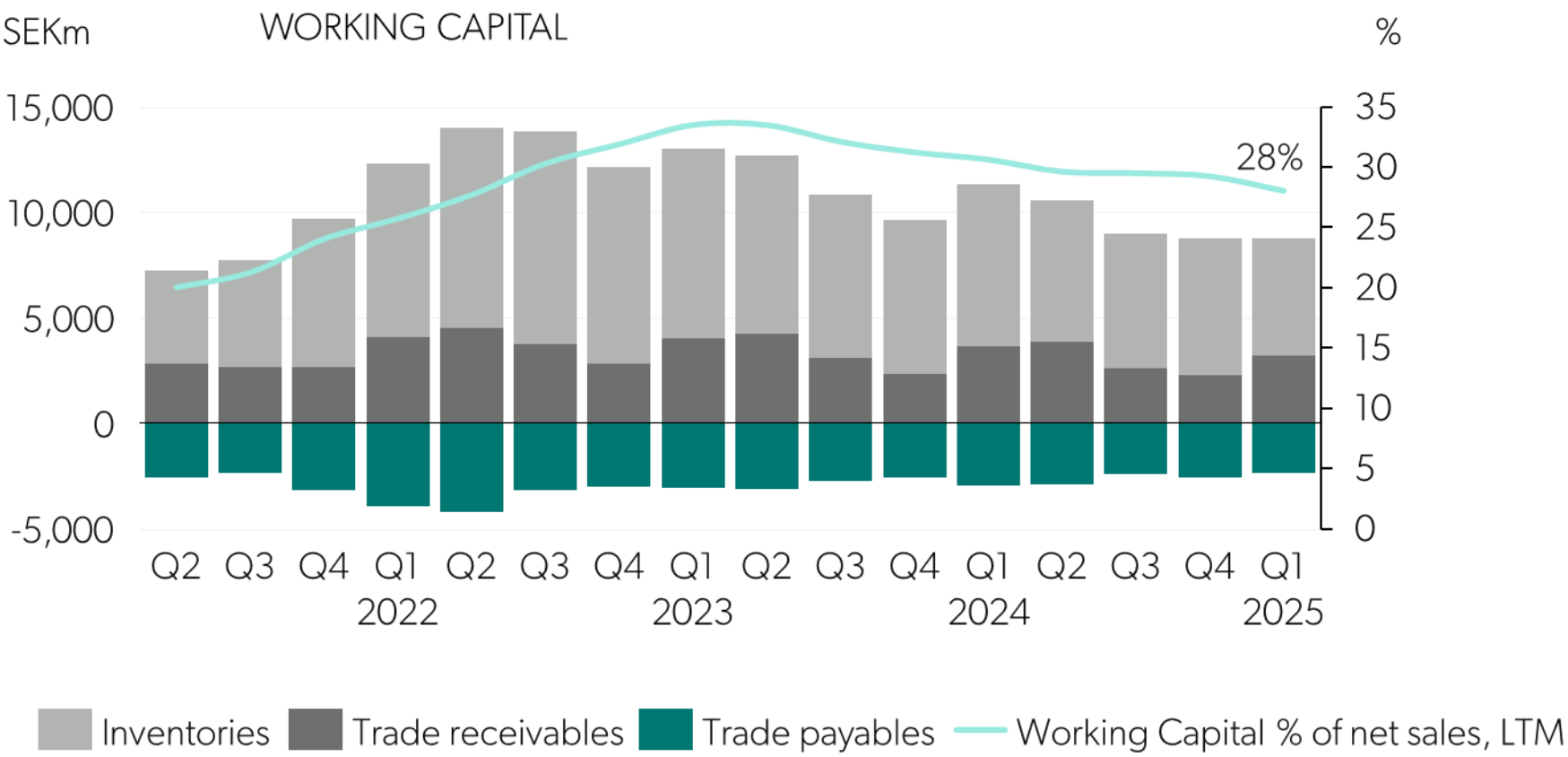
FREE CASH FLOW, SEK M

Q1 A SEASONALLY WEAKER QUARTER



WORKING CAPITAL DAYS

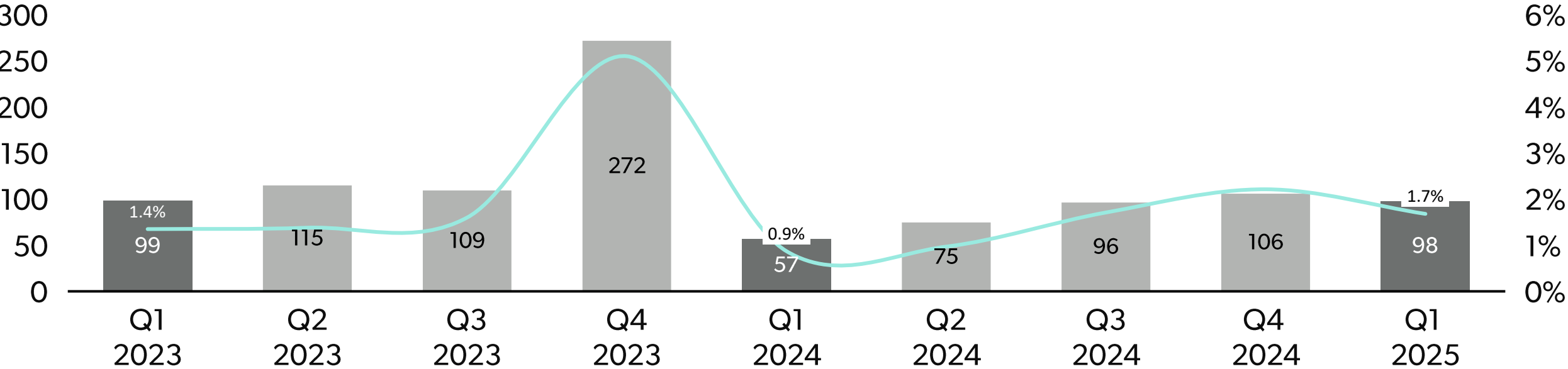
- Working capital last 12 months 28% (31%) of net sales
 - 27% in the quarter
- Inventory balance SEK 5.6 b (7.7)
 - Number of days 131 (145), gradually decreasing
- Further potential to optimize working capital towards target 20% of net sales



LTM = Last 12 Months

CAPEX AND RESEARCH & DEVELOPMENT

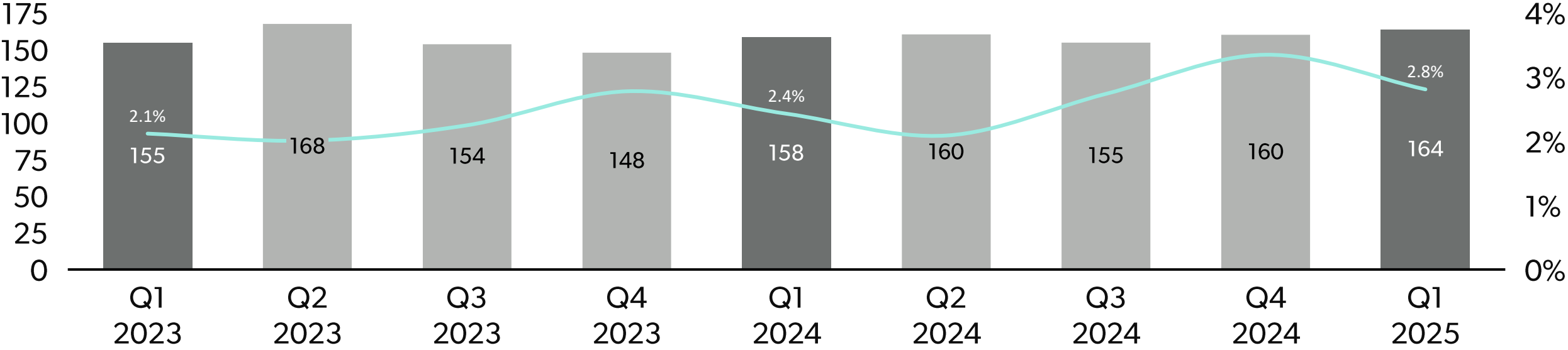
CAPEX



Q1 2025 CAPEX 1.7% (0.9%) of net sales

- 2024 full year: 1.3% of net sales

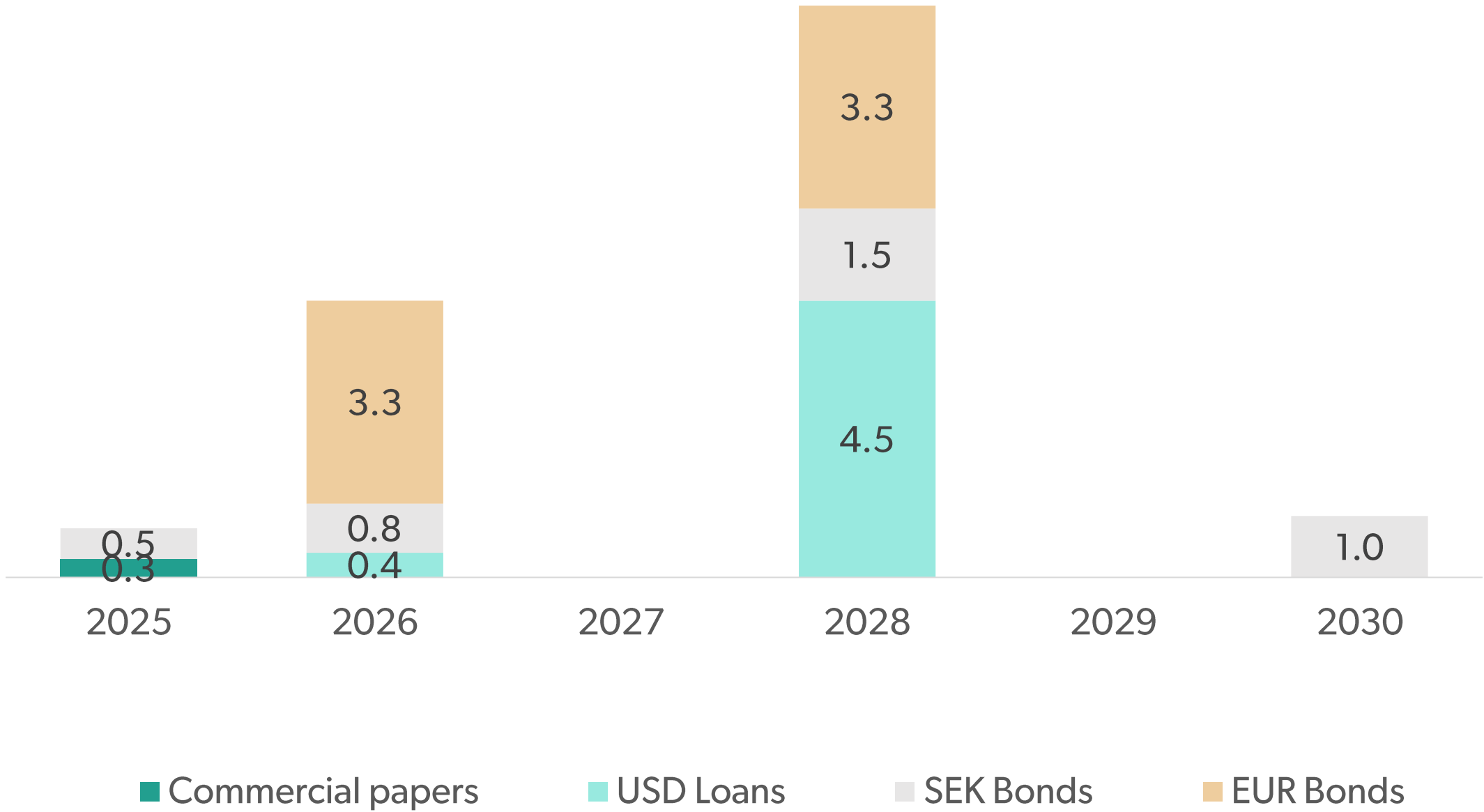
R&D



Q1 2025 R&D 2.8% (2.4%) of net sales

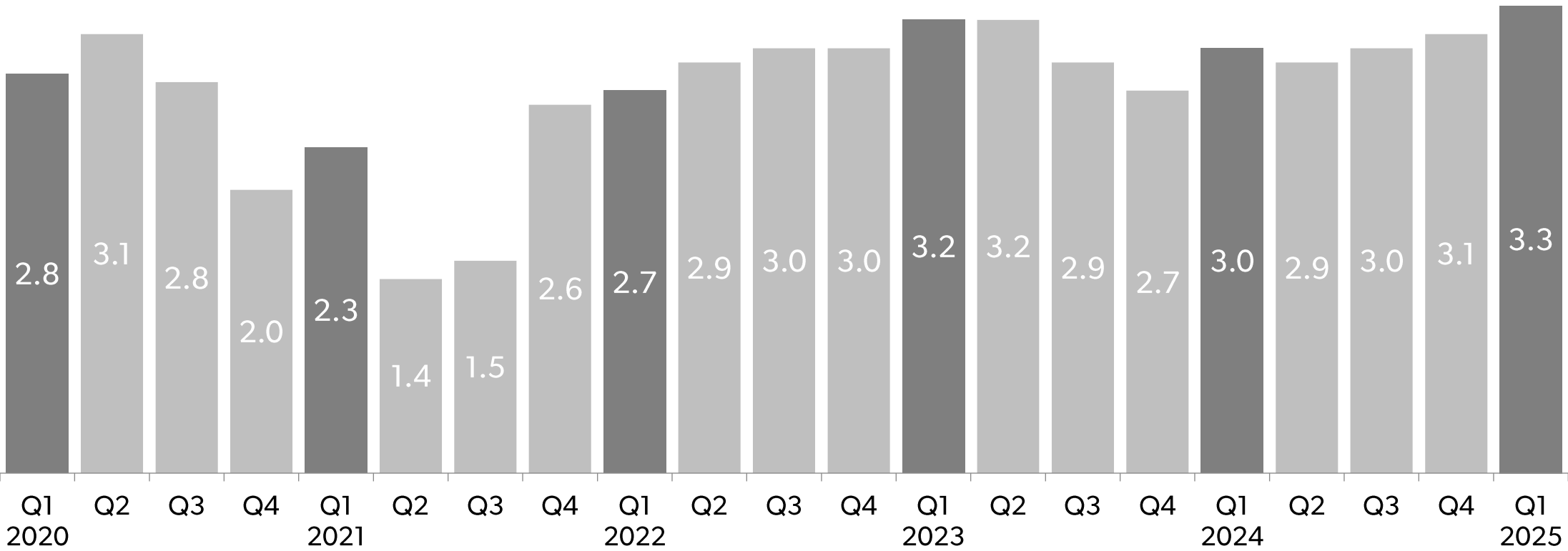
- 2024 full year 2.6% of net sales

DEBT MATURITY PROFILE



- Issued SEK 2.5 billion in the Swedish krona bond market in the quarter
- Repaid an EKN-backed loan of SEK 1,000 m and SEK 500 m of a SEK bond, both maturing in 2025
- USD loan previously maturing in 2027 prolonged to 2028
- Average maturity rate from 2.1 years in Q4 2024 to 2.5 years (2.7 years including extension options)
- Average interest rate 4.7%
- Undrawn revolving credit facility available of EUR 280 m maturing in 2028
- Updated EMTN and Certificate program

NET DEBT TO EBITDA LEVERAGE RATIO



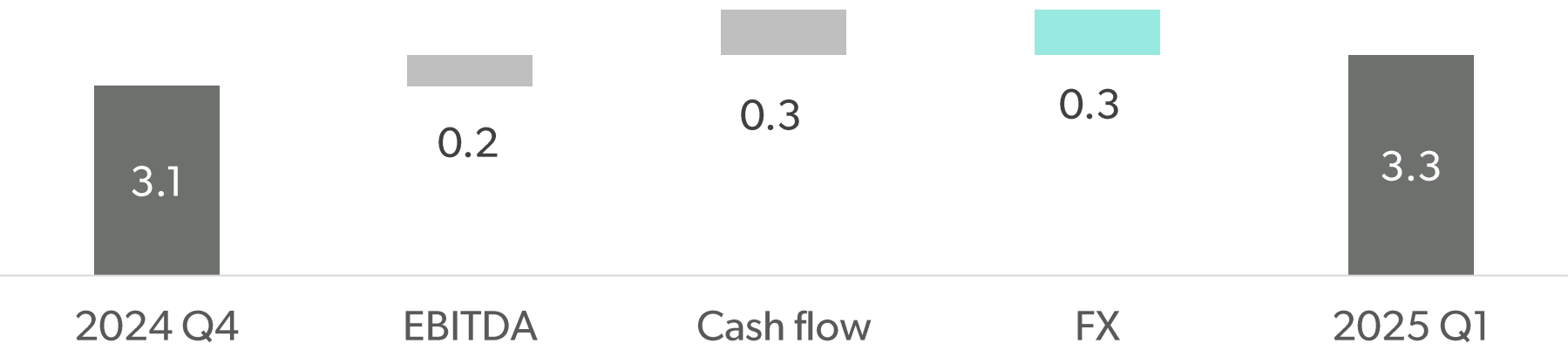
Net debt leverage ratio 3.3x (3.0x) and compared to 3.1x in Q4 2024

- Positive effect from FX
- Reduced EBITDA
- Q1 a seasonally weaker operating cash flow quarter
- High focus across the organization on protecting margin and reducing working capital

Committed on achieving our leverage target of around 2.5x.

- Due to the current macroeconomic situation, it is difficult to assess the timing of target achievement

Q4 2024 to Q1 2025 development



Q1 2025 SUMMARY

Business highlights

- Robust performance in turbulent times
- Taking actions to mitigate tariff impact
- Customer inventories are lower than before and some signs of recovery. Under normal circumstances we expect:
 - Continued gradually recovery in Service & Aftermarket and Distribution
 - Possible improvements in OEM during 2H
 - However high uncertainty on the impact from trade wars on consumer behaviour and demand

Strategic highlights

- Investing in structural growth areas. Product innovation index 21% (18%)
- Global cost reduction program implementation progressing as plan



Q&A

DISCLAIMER

SOME STATEMENTS HEREIN ARE FORWARD-LOOKING AND THE ACTUAL OUTCOME COULD BE MATERIALLY DIFFERENT. IN ADDITION TO THE FACTORS EXPLICITLY COMMENTED UPON, THE ACTUAL OUTCOME COULD BE MATERIALLY AFFECTED BY OTHER FACTORS, (A) CHANGES IN ECONOMIC, MARKET AND COMPETITIVE CONDITIONS, (B) SUCCESS OF BUSINESS AND OPERATING INITIATIVES, (C) CHANGES IN THE REGULATORY ENVIRONMENT AND OTHER GOVERNMENT ACTIONS, (D) FLUCTUATIONS IN EXCHANGE RATES AND (E) BUSINESS RISK MANAGEMENT.

•

THIS PRESENTATION HAS BEEN PREPARED BY [] (THE "COMPANY") SOLELY FOR USE AT THIS PRESENTATION AND IS FURNISHED TO YOU SOLELY FOR YOUR INFORMATION AND MAY NOT BE REPRODUCED OR REDISTRIBUTED, IN WHOLE OR IN PART, TO ANY OTHER PERSON. THE PRESENTATION DOES NOT CONSTITUTE AN INVITATION OR OFFER TO ACQUIRE, PURCHASE OR SUBSCRIBE FOR SECURITIES. BY ATTENDING THE MEETING WHERE THIS PRESENTATION IS MADE, OR BY READING THE PRESENTATION SLIDES, YOU AGREE TO BE BOUND BY THE FOLLOWING LIMITATIONS.

•

THE INFORMATION AND OPINIONS CONTAINED IN THIS DOCUMENT ARE PROVIDED AS AT THE DATE OF THIS PRESENTATION AND ARE SUBJECT TO CHANGE WITHOUT NOTICE.