

DOMETIC - RESTATE NEW SEGMENT STRUCTURE

MARCH 28, 2024

JUAN VARGUES, PRESIDENT & CEO

STEFAN FRISTEDT, CFO

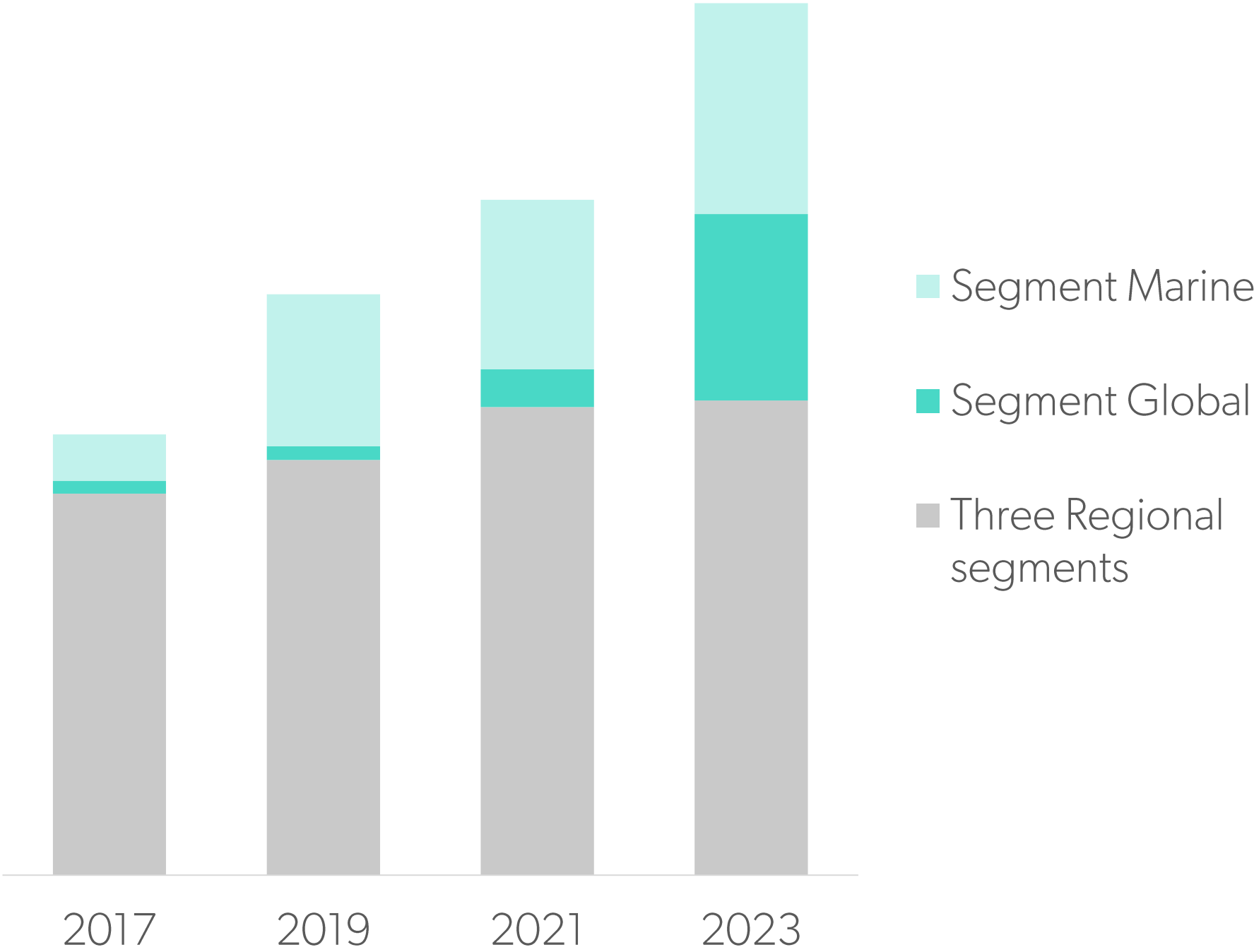
RIKARD TUNEDAL, HEAD OF INVESTOR RELATIONS



DOMETIC

THE DOMETIC TRANSFORMATION JOURNEY

Net Sales development



2017-2020

- Initially three geographical regions managing all products to all verticals
 - High complexity level
- Gradually shifting the focus from a regional led approach to a global, product led approach
 - Segmentation and additional focus on future growth areas

2021-2023

- The first steps on the transformation journey taken 2021 and 2022 with the formation of segments Global and Marine

Next step 2024:

- Mobile Cooling Solutions - a new segment built on the successful Igloo acquisition
- Mobile Power Solutions - a new sub-segment in segment Global Ventures. Six acquisitions in 2021-2022
- Land vehicle solutions will be the focus for the three regional segments

NEW SEGMENT STRUCTURE FROM 2024

FROM



TO

SEGMENT
Americas
EMEA
APAC
Marine
Global

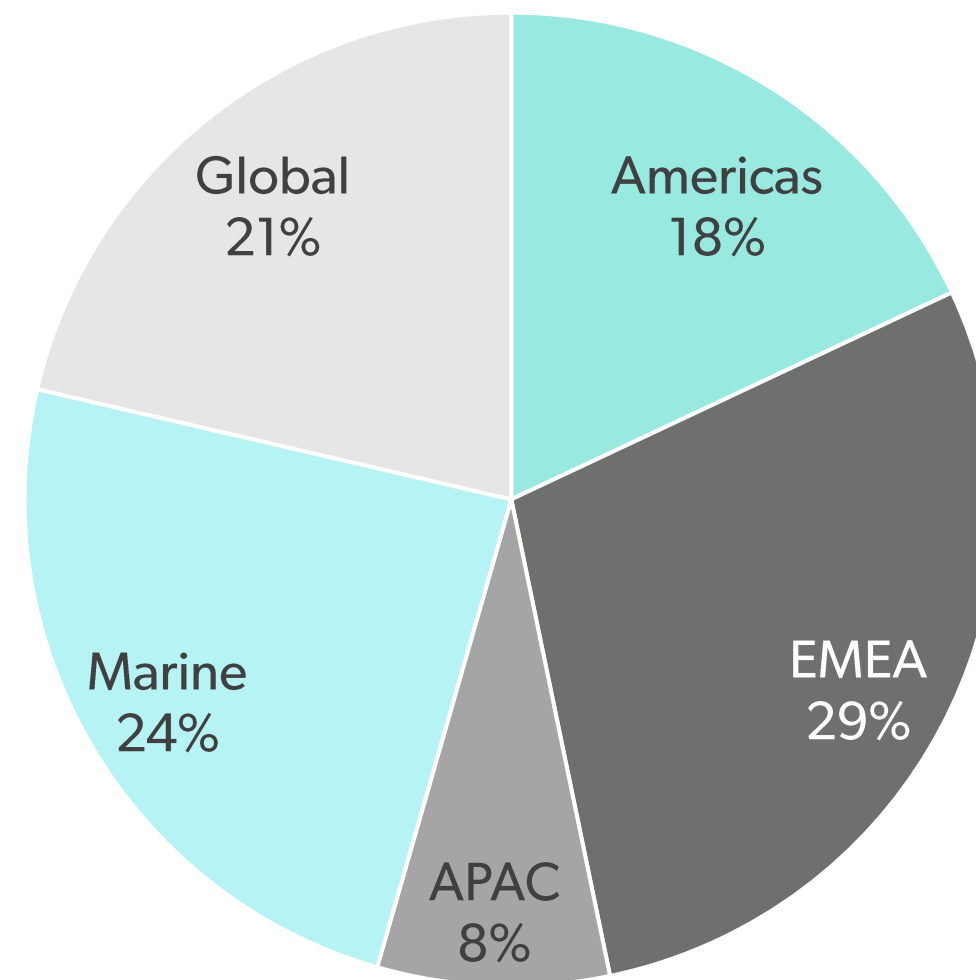
SEGMENT	BUSINESSES INCLUDED
Land Vehicles Americas	<ul style="list-style-type: none"> Products and solutions for land-based vehicles
Land Vehicles EMEA	
Land Vehicles APAC	
Marine	<ul style="list-style-type: none"> Product and solutions for the marine industry
Mobile Cooling Solutions	<ul style="list-style-type: none"> Igloo mobile cooling and drinkware Dometic mobile cooling and drinkware
Global Ventures	<ul style="list-style-type: none"> Mobile Power Solutions Other Global Verticals

- Restated 2022 and 2023 by quarter available at www.dometicgroup.com
- Q1 2024 will be published April 19 in the new structure
 - Net sales by Application area removed, otherwise the same segment-disclosures as before

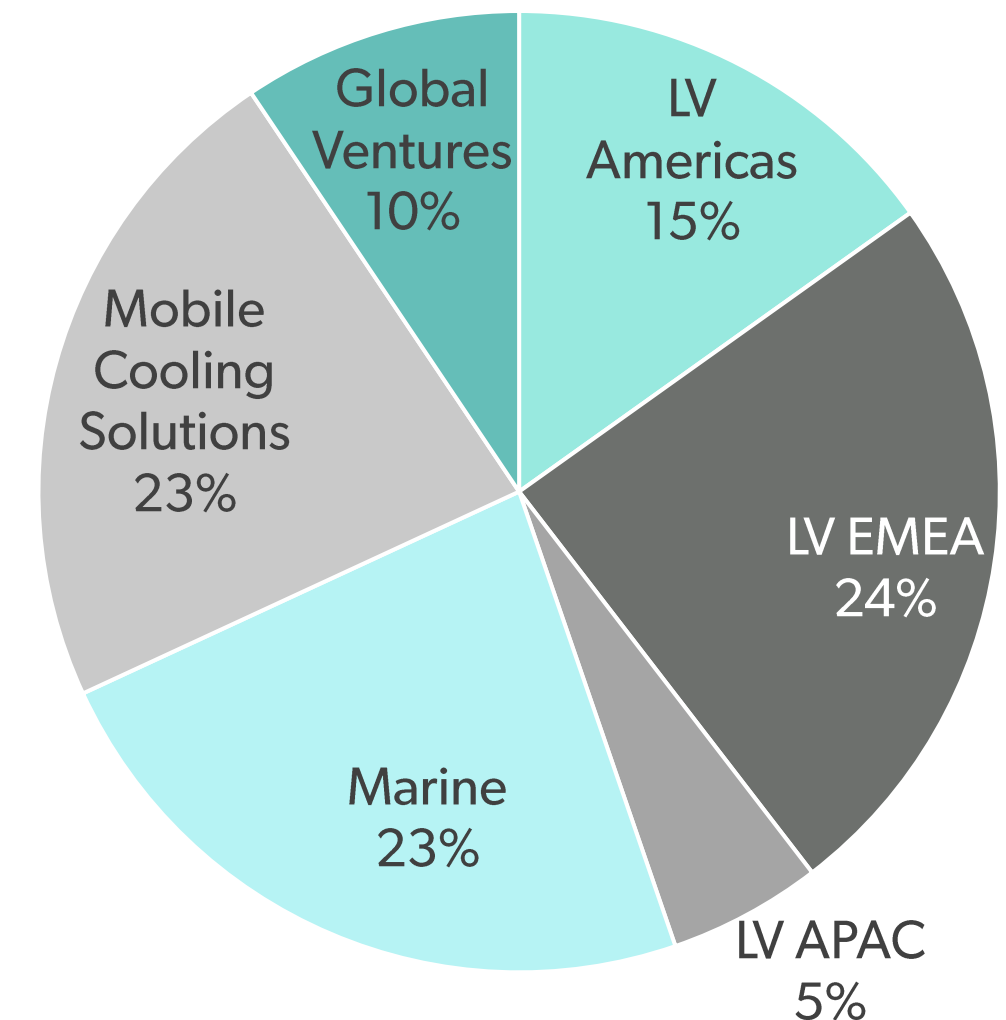
2023 NET SALES IN THE NEW STRUCTURE

- Land Vehicles (LV) Americas, EMEA and APAC represent 44% of group net sales
- Marine 23% of group net sales
- Mobile Cooling Solutions a new segment, 23% of group net sales
 - Mobile Cooling Solutions businesses transferred from other segments
- Global renamed to Global Ventures, 10% of group net sales
 - Mobile Power Solutions businesses transferred from other segments
 - Igloo transferred to Mobile Cooling Solutions
 - Other Global Verticals remains

2023 segment structure



2024 segment structure



SEGMENT LV AMERICAS

- Products and solutions for land-based vehicles in Americas
- Other standalone outdoor products for land-based activities (tents, mobile cooking products, rack and storage etc)
- Mobile Cooling Solutions and Mobile Power Solutions businesses have been transferred to new segments

Segment financials

- 2023 net sales SEK 4,206 m (5,758)
- 2023 EBITA margin before i.a.c. -3.8% (3.4%)
- Sold across all sales channels



SEGMENT LV EMEA

- Products and solutions for land-based vehicles in EMEA
- Other standalone outdoor products for land-based activities (tents, mobile cooking products, rack and storage etc)
- Mobile Cooling Solutions and Mobile Power Solutions businesses have been transferred to new segments

Segment financials

- 2023 net sales SEK 6,782 m (6,568)
- 2023 EBITA margin before i.a.c. 9.3% (9.5%)
- Sold across all sales channels



SEGMENT LV APAC

- Products and solutions for land-based vehicles in Asia Pacific
- Other standalone outdoor products for land-based activities (tents, mobile cooking products, rack and storage etc)
- Mobile Cooling Solutions and Mobile Power Solutions businesses have been transferred to new segments

Segment financials

- 2023 net sales SEK 1,435 m (1,360)
- 2023 EBITA margin before i.a.c. 31.2% (26.6%)
- Sold across all sales channels



SEGMENT MARINE

- Products and solutions for the Marine industry globally
- Mobile Cooling Solutions and Mobile Power Solutions businesses have been transferred to new segments
- Limited impact from the new segment structure. From 24% to 23% of Group net sales

Segment financials

- 2023 net sales SEK 6,492 m (6,459)
- 2023 EBITA margin before i.a.c. 25.0% (26.4%)
- Sold across the Service & Aftermarket and OEM sales channels



SEGMENT MOBILE COOLING SOLUTIONS

- A new segment formed to further drive value creation and secure synergy realization across the group
- Combining the Igloo business and the Dometic mobile cooling and drinkware businesses
- Igloo business >80% of 2023 segment net sales

Segment financials

- 2023 net sales SEK 6,243 m (6,621)
- 2023 EBITA margin before i.a.c. 8.8% (8.3%)
- Sales channel split:
 - Sales channel Distribution



SEGMENT GLOBAL VENTURES

- Includes Mobile Power Solutions and Other Global Verticals (Residential, Hospitality and Mobile Deliveries)
- Mobile Power Solutions appr 70% of segment net sales in 2023. Six acquisitions in 2021-2022 across three geographical segments

Segment financials

- 2023 net sales SEK 2,616 m (2,998)
- 2023 EBITA margin before i.a.c. 14.1% (16.2%)
- Sales channel split:
 - Mobile Power Solutions: Sold across all sales channels
 - Other Global Verticals: Sales channel Distribution



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.





Q1 2024 REPORT PUBLISHED APRIL 19