



THIS IS DOMETIC

 **DOMETIC**

DOMETIC OVERVIEW

ANNUAL REVENUE,
SEK b

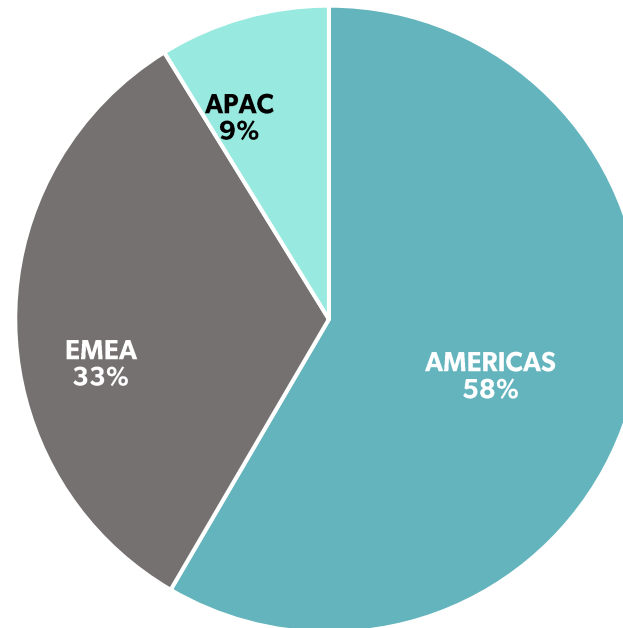
27.8

(USD 2.6 b)

NO. OF
EMPLOYEES

8,000

NET SALES BY GEOGRAPHIC REGION



PRODUCTS SOLD
IN MORE THAN

100

COUNTRIES

SALES
OFFICES IN OVER

30

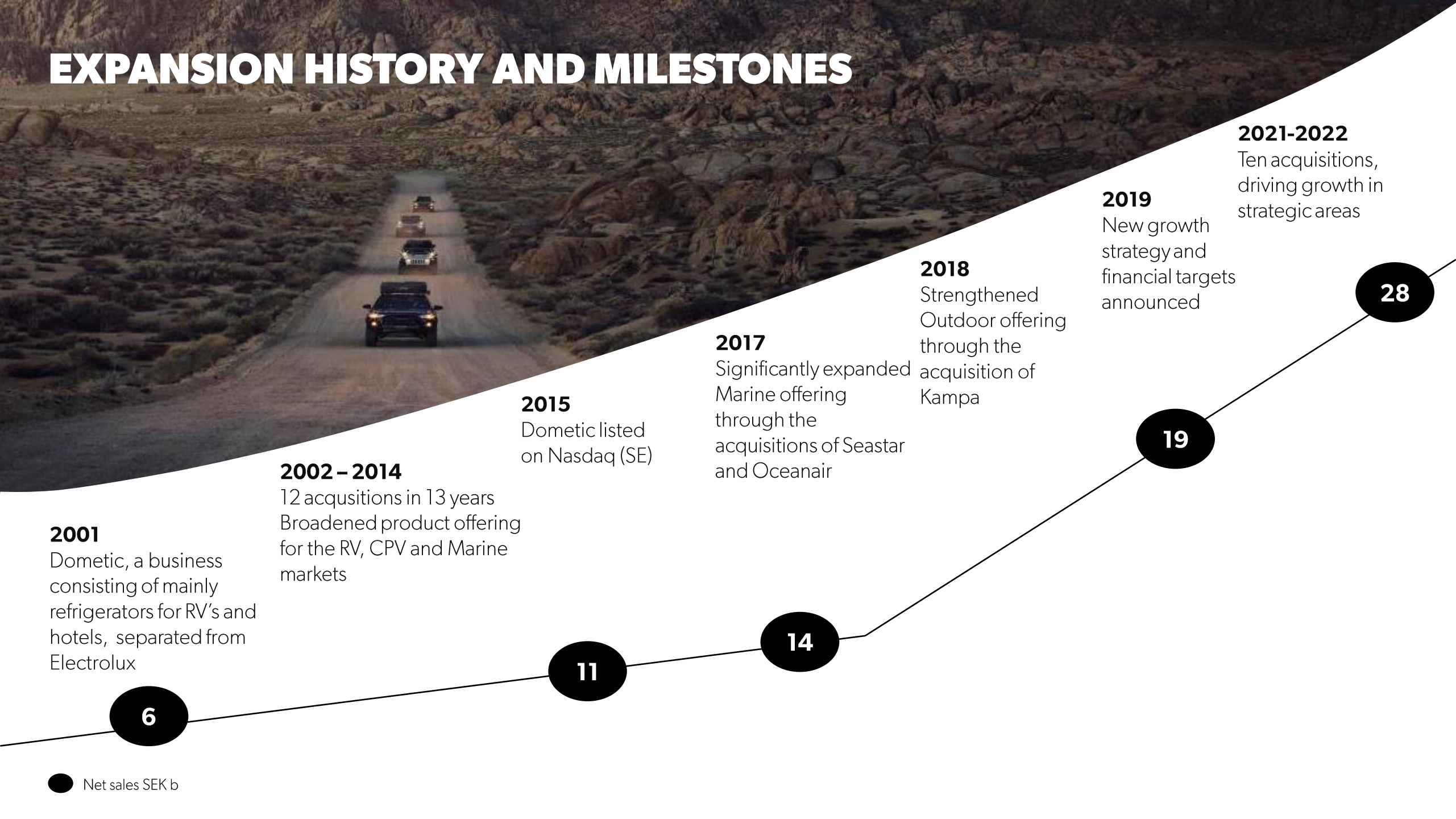
COUNTRIES



WHERE WE COME FROM

Dometic's roots go back to the early 1900's when Baltzar von Platen and Carl Munters invented the absorption refrigeration technology.

EXPANSION HISTORY AND MILESTONES



2001
Dometic, a business consisting of mainly refrigerators for RV's and hotels, separated from Electrolux

6

2002 – 2014
12 acquisitions in 13 years
Broadened product offering for the RV, CPV and Marine markets

2015
Dometic listed on Nasdaq (SE)

11

2017
Significantly expanded Marine offering through the acquisitions of Seastar and Oceanair

14

2018
Strengthened Outdoor offering through the acquisition of Kampa

2019
New growth strategy and financial targets announced

19

2021-2022
Ten acquisitions, driving growth in strategic areas

28

A WELL DIVERSIFIED BUSINESS

SALES BY APPLICATION AREA



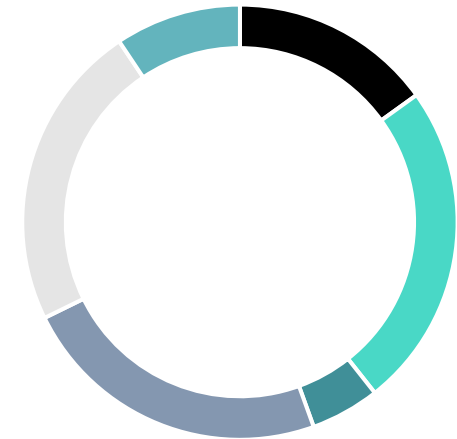
- Food and Beverage 38%
- Climate 30%
- Power & Control 21%
- Other Applications 11%

SALES BY SALES CHANNEL



- OEM 43%
- Service & Aftermarket 28%
- Distribution 29%

SALES BY SEGMENT



- LV Americas 15%
- LV EMEA 24%
- LV APAC 5%
- Marine 23%
- Mobile Cooling Sol. 23%
- Global Ventures 10%



**OUR PURPOSE:
WE EMPOWER MORE PEOPLE TO CONNECT
WITH NATURE AND ELEVATE THEIR
SENSE OF FREEDOM IN THE OUTDOORS**



OUR VISION

- To be the **true world leader**, most successful and innovative provider of **Technical Outdoor Living Solutions**
- To **lead in innovation** and provide smart, reliable products with outstanding design that offer true added value to our customers
- To offer an **attractive workplace** to our employees



SEGMENT STRUCTURE



LAND VEHICLES AMERICAS

- Products and solutions for land-based vehicles (RVs, CPVs, SUVs etc)
- Stand-alone outdoor products for land-based activities (tents, mobile cooking products etc)

LAND VEHICLES EMEA

- Products and solutions for land-based vehicles (RVs, CPVs, SUVs etc)
- Stand-alone outdoor products for land-based activities (tents, mobile cooking products etc)

LAND VEHICLES APAC

- Products and solutions for land-based vehicles (RVs, CPVs, SUVs etc)
- Stand-alone outdoor products for land-based activities (tents, mobile cooking products etc)

MARINE

- Product solutions for customers in the Marine industry

MOBILE COOLING SOLUTIONS

- Mobile cooling and drinkware products under the Dometic, Igloo and Cool Gear brands)

GLOBAL VENTURES

Include subsegments:

- Other Global Verticals (Residential, Hospitality, Mobile Deliveries
- Mobile Power Solutions

Net sales by Segment



● LVA 15% ● LVE 24% ● LVC 5% ● Marine 23% ● Mobile Cooling 23% ● Global Ventures 10%

SEGMENT PRODUCT PORTFOLIO


LAND VEHICLES

AMERICAS	EMEA	APAC
		

MARINE



MOBILE COOLING SOLUTIONS



GLOBAL VENTURES

MPS	OGV
	

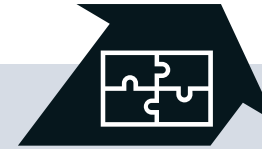
THE GLOBAL TRENDS IMPACT VERTICAL END-USER MARKETS AND CREATE NEW OPPORTUNITIES



**INCREASED LEISURE
SPENDING**



**THE WORLD IS BECOMING
MORE MOBILE**



**MARKET
CONSOLIDATION**



**SUSTAINABILITY IS
A REALITY**

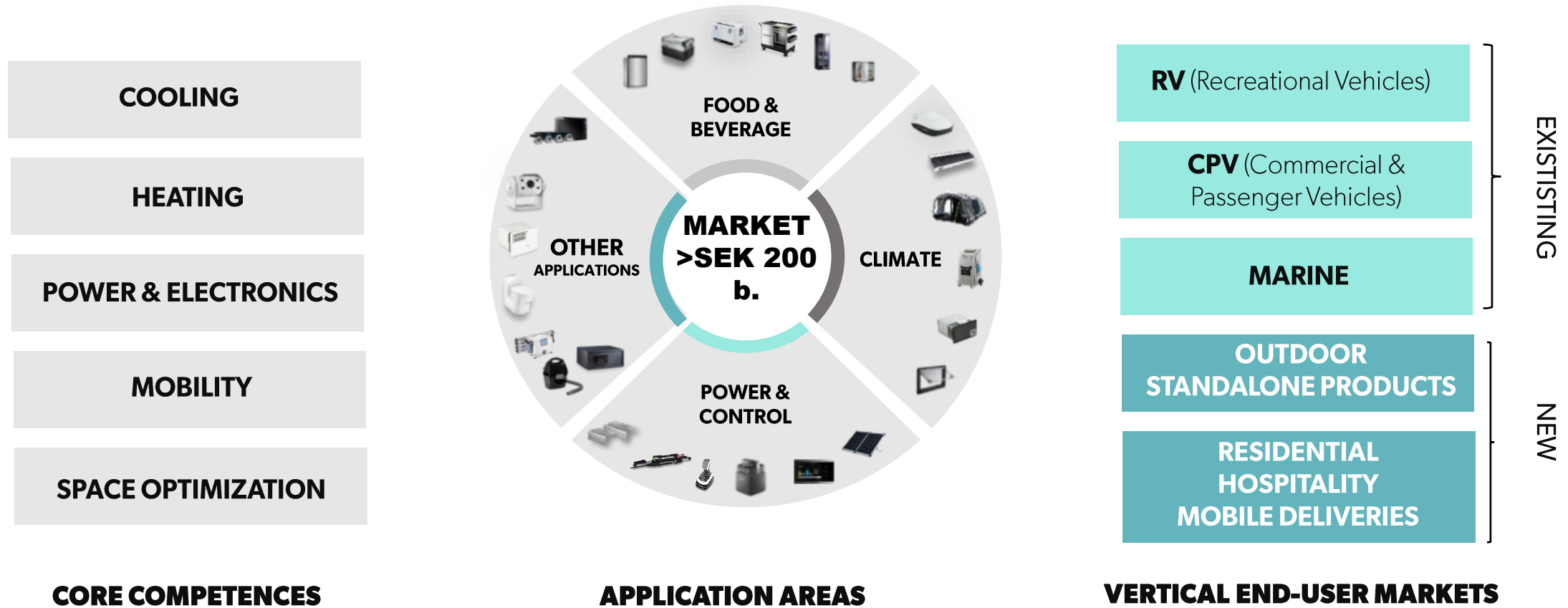


**INNOVATION
INCREASINGLY IMPORTANT**

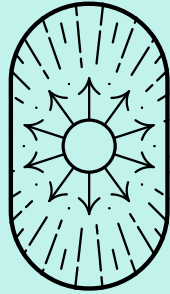


**DIGITALIZATION AND
E-COMMERCE REVOLUTION**

CORE COMPETENCES SERVING SEVERAL APPLICATION AREAS AND VERTICAL END-USER MARKETS



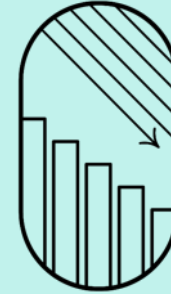
OUR STRATEGY



**PROFITABLE EXPANSION
IN MOBILE LIVING**



**PRODUCT LEADERSHIP
THROUGH
INNOVATION**



**CONTINUOUS COST
REDUCTIONS**

BUILDING TOGETHER

Common values

Global talent pool and
development

Strong leadership skills on all
levels of organization

Employee engagement

Common toolbox
for execution

SUSTAINABILITY

OUR STRATEGY: PRODUCT DRIVEN WITH CUSTOMER FOCUS DELIVERED BY PASSIONATE & COMPETENT PEOPLE



PRODUCT DRIVEN

We believe that the product is the driving force of our business and we develop innovative, high-quality products and solutions which are also cost efficient



CUSTOMER FOCUSED

We focus on meeting or exceeding our customers' expectations with our products and services.



PASSIONATE & COMPETENT PEOPLE

We believe that passionate and competent people are the basis for our continuous success.

OUR DEVELOPMENT IN THE OUTDOOR SEGMENT

REACHING A SUBSTANTIALLY LARGER CUSTOMER BASE

From installed products

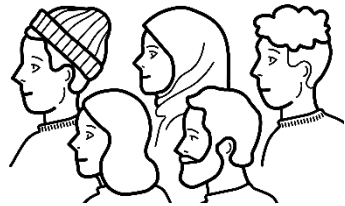


To installed and stand-alone products



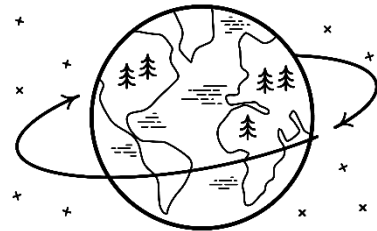


SUSTAINABILITY FOCUS AREAS



PEOPLE

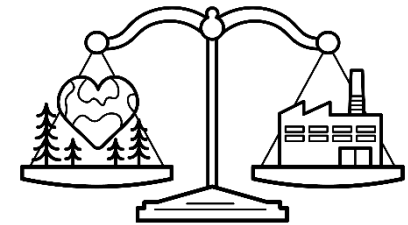
Offer safe, inclusive, diverse and dynamic workplace – allowing every employee to reach their full potential for the best of the company as a whole.



PLANET

Offer innovative, durable, circular, low carbon products.

Minimize climate impact, increase resource efficiency and support circularity



GOVERNANCE

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

A white SUV is driving away on a dirt road that winds through a vast, hazy landscape. The scene is bathed in a warm, golden light, suggesting either sunrise or sunset. The terrain is covered in low-lying vegetation, and the background shows rolling hills that fade into a thick mist or haze. The overall mood is one of adventure and exploration in a remote, natural setting.

 **DOMETIC**