



# THIS IS DOMETIC



# DOMETIC TODAY

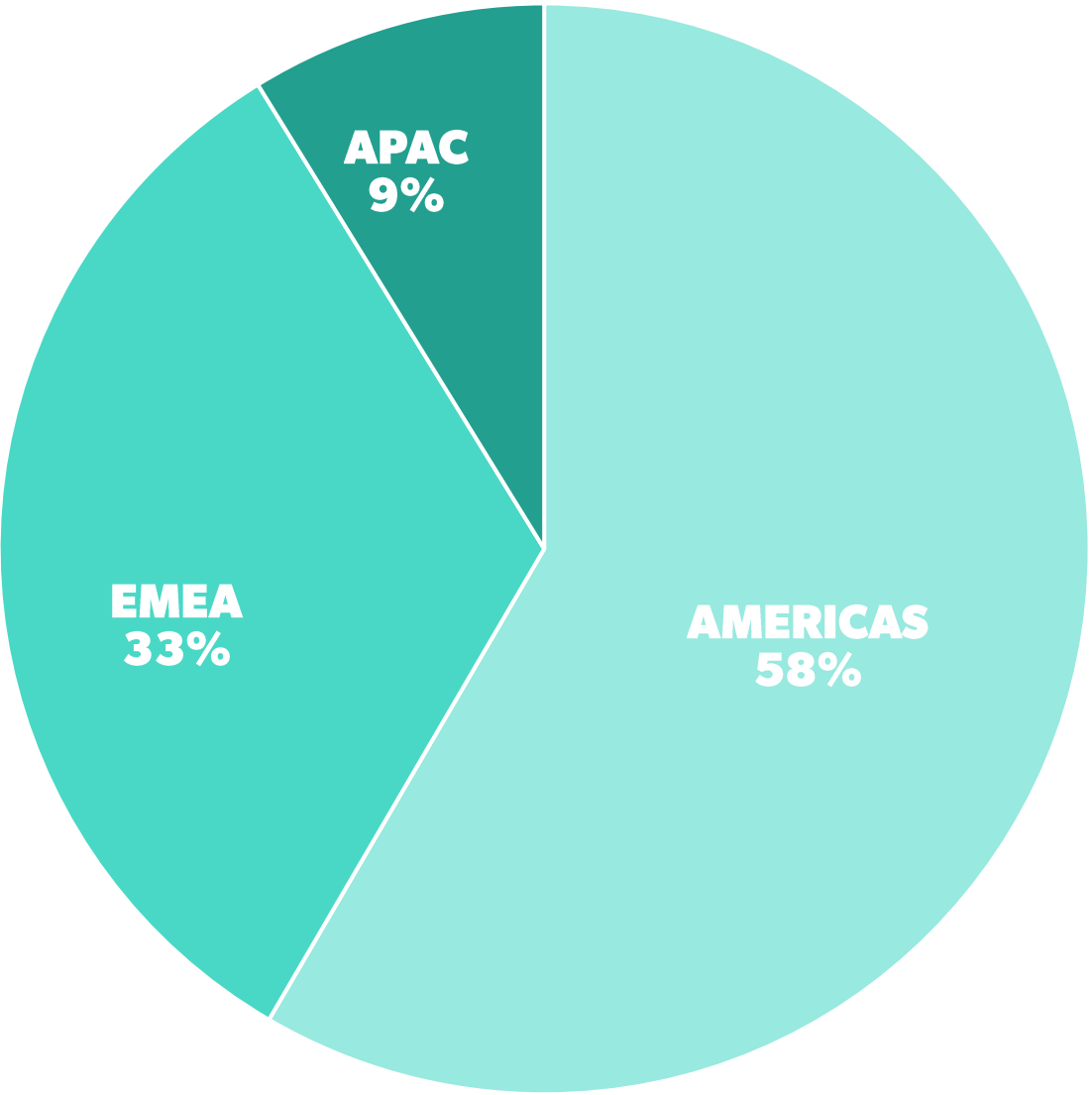
**ANNUAL REVENUE,  
SEK b**

**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

# A WELL-DIVERSIFIED BUSINESS

**SALES BY APPLICATION AREA**



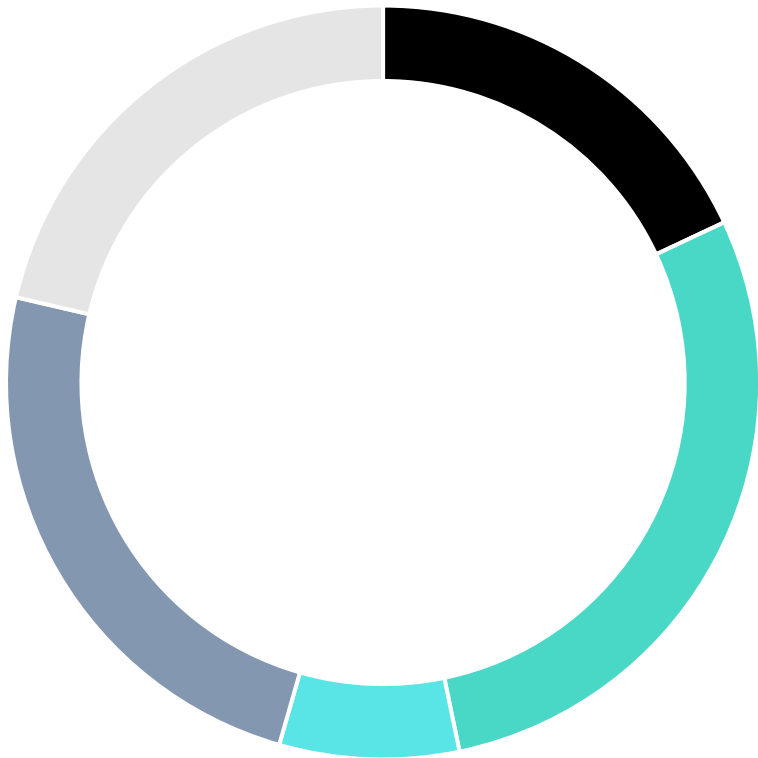
- Food and Beverage 38%
- Climate 30%
- Power & Control 21%
- Other Applications 11%

**SALES BY SALES CHANNEL**



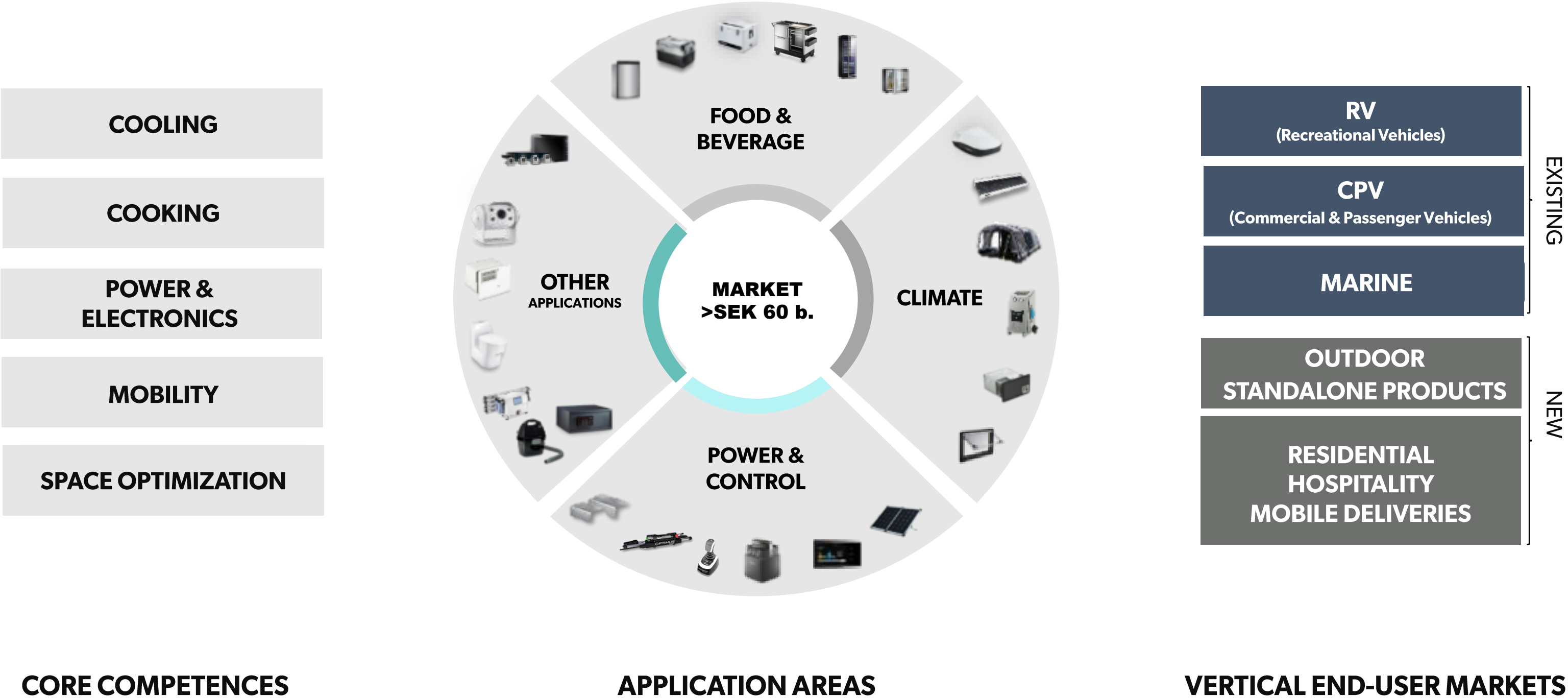
- OEM 43%
- Service & Aftermarket 28%
- Distribution 29%

**SALES BY SEGMENT**



- Americas 18%
- EMEA 29%
- APAC 8%
- Marine 24%
- Global 21%

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







# 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 2001 - 2017

**2001**

**Dometic established**

- Products for RV OEM, Medical, Hotel customers
- Refrigerators, AC's, Windows, Doors, Awnings

**SEK 4B**

5 MAIN PRODUCT CATEGORIES  
10 SITES

**2007**

**WAECO acquired  
– vertical expansion**

- Cooling boxes
- Broadened customer base into Marine and CPV customers
- Added Distribution and Service & Aftermarket network

**SEK 6B**

10 MAIN PRODUCT CATEGORIES  
20 SITES

**2017**

**Oceanair acquired**

- Increased content per boat

**SEK 14B**

14 MAIN PRODUCT CATEGORIES  
28 SITES

**STRONG POSITIONS  
AND HIGH  
INEFFICIENCY IN A  
CYCLICAL AND  
SEASONAL MARKET**



# EXPANSION HISTORY SINCE 2017

## 2018

New growth strategy and financial targets announced

Acquisition of Seastar  
Acquisition of Kampa

## 2021

Acquisition of Twin Eagles, USA  
Acquisition of Valterra Products LLC, USA  
Acquisition of Enerdrive, Australia  
Acquisition of Frontrunner Vehicle Outfitters, South Africa  
Acquisition of Zamp Solar, USA  
Acquisition of Büttner Elektronik, Germany  
Acquisition of Igloo, USA  
Acquisition of Cadac International,  
Acquisition of NDS Energy Italy

## 2022

Acquisition of Treeline Capital LLC

**5 MAJOR  
EXPANSION AREAS:**  
MARINE, STANDALONE,  
MOBILE COOLING, MPS,  
SAM

**SEK 30B**

20 MAIN PRODUCT  
CATEGORIES  
24 SITES





**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

## FIVE SEGMENT ORGANIZATION

Business included in the segments

### AMERICAS

- Products and solutions for:
  - Recreational vehicles (RV)
  - Commercial and passenger vehicles (CPV)
- Stand-alone outdoor products

### EMEA

- Products and solutions for:
  - Recreational vehicles (RV)
  - Commercial and passenger vehicles (CPV)
- Stand-alone outdoor products

### APAC

- Products and solutions for:
  - Recreational vehicles (RV)
  - Commercial and passenger vehicles (CPV)
- Stand-alone outdoor products

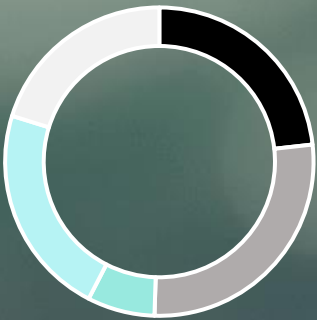
### MARINE

- The complete product offering for customers in the Marine industry

### GLOBAL

- Other Global Verticals (Residential, Hospitality, Mobile Delivery)
- Mobile Cooling (Including both Dometic and Igloo brands)

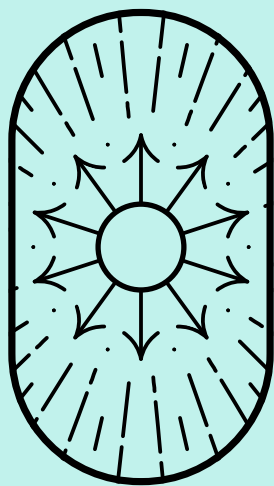
Net sales based on 2022 segment structure



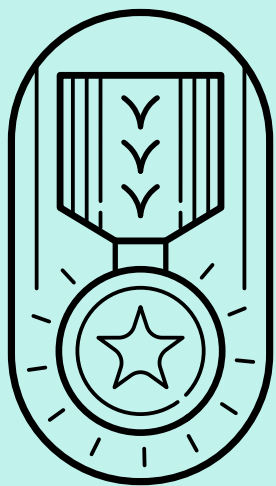
● Americas 23% ● EMEA 27% ● APAC 7% ● Marine 22% ● Global 20%



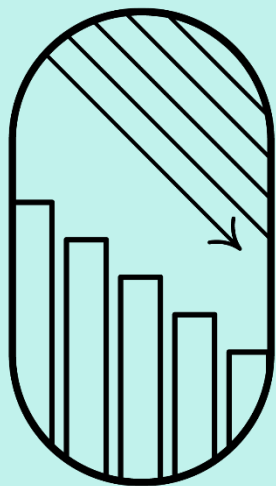
# OUR STRATEGY



**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.



# SUSTAINABILITY FOCUS AREAS

## OUR FOCUS AREAS AND AMBITIONS

### 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.





↗ DOMETIC

