

CAREL

CAREL INDUSTRIES S.p.A. 2023 – 9M Results

31st October 2023



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9M 2023 – Highlights

CAREL reported again a double-digit organic revenue growth in Q3 2023, with a further increase in the Group adj. EBITDA margin.

+24.0%
Revenues growth⁽¹⁾

- **Organic growth (LFL and constant exchange rates) stood at 12.7%**, in line with the guidance given in August.
- **Positive overall results in the HVAC market in spite of a deceleration in the heat pumps sector. No significant signs of recovery in the Refrigeration investment cycle** (compared to previous quarters) due also to the worsened economic scenario.

22.7%
Adj. EBITDA margin

- **Adj. EBITDA margin equal to 22.7%**, higher than 9M 2022 (21.9%) and H1 2023 (22.1%). Including the one-off costs related to M&A (~2.3m€), the EBITDA margin reported would stand at 22.3%.
- **The positive operating leverage, a better product mix and the continued effects deriving from previous price-list increases** offset higher costs of raw materials (persistent inflation even if lower compared to 2022).

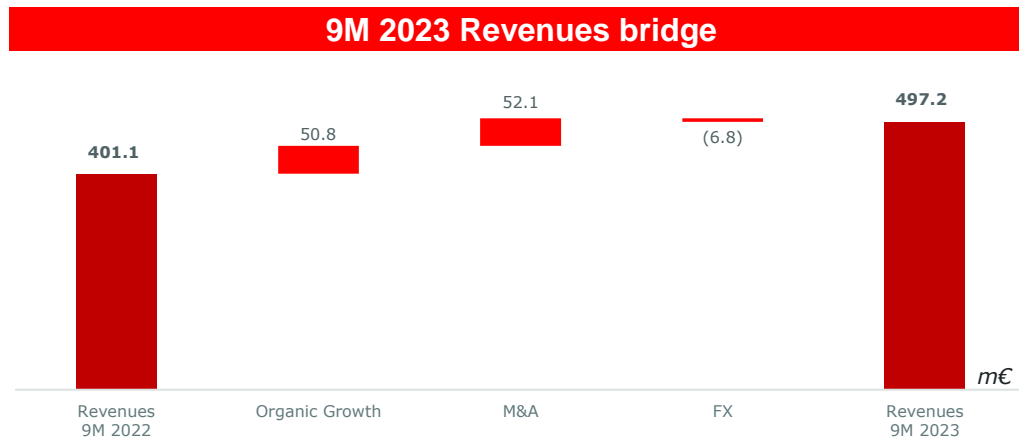
265_{m€}
NFP

- **Excluding the impact (~184m€) of the transactions carried out in 2023 (Eurotec and Kiona) the NFP would stand at ~81m€ (vis-à-vis ~96m€ in FY 2022).**
- Δ NWC substantially in line with what reported in H1 2023.
- **NFP to LTM EBITDA⁽²⁾ lower than 2x**

⁽¹⁾Compared to 9M ended 30 September 2022 (Including the acquisition of Eurotec and Kiona in 2023); ⁽²⁾NFP 9M 2023 – LTM EBITDA calculated as the sum of 9M 2023 reported EBITDA and Q4 2022 reported EBITDA

9M 2023 – Results

KPIs				
	m€	9M 2022	9M 2023	Δ%
Revenue		401.1	497.2	24.0%
Organic Revenue		401.1	451.9⁽¹⁾	12.7%
EBITDA		85.9	110.7	28.8%
Adj. EBITDA ⁽²⁾		87.7	113.0	28.9%
Adj. EBITDA /Revenue		21.9%	22.7%	
Net Profit		52.6	59.1	12.2%
Capex		15.4	15.0	-2.6%



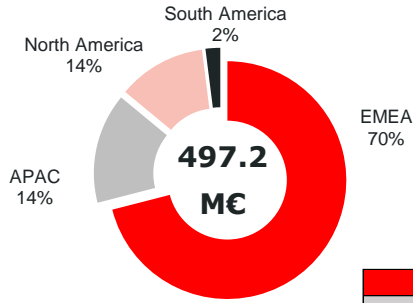
⁽¹⁾ Excl. ~52.1m€ (change in the consolidation perimeter) and ~6.8m€ (negative FX impact);

⁽²⁾ Adjustments mainly related to M&A costs.

- **Revenue +24.0%: Q3 2023 marked another double-digit organic growth quarter (10.4%)**, thanks mainly to a positive performance in the HVAC sector. Expected slow-down in the heat-pumps market materialized in Europe. In the first 9M 2023 **change-in-perimeter contribution equal to 52.1m€** and negative FX impact for 6.8m€
- **Adj. EBITDA +28.9%:** The very positive results reported in revenue were reflected in Adj. EBITDA growth. The increase in Adj. EBITDA margin was due to the **operating leverage** effect, to a **better products mix** (benefitting from the easing of the raw material shortage) and continued effects of previous price-list increases.
- **Net Profit +12.2%:** benefitting from the operating results. Higher tax rate (23.8%) impacted by a different country-mix and changes in regulations.
- **Capex:** in line with 9M 2022

9M 2023 – Revenue breakdowns

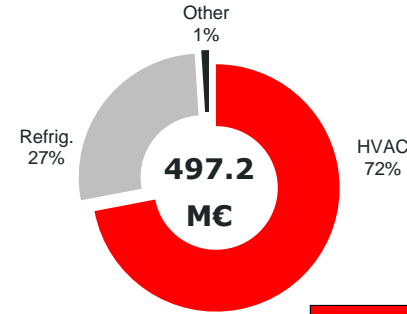
Breakdown by region



Area	9M 2022	9M 2023	Δ%	Δ% fx
EMEA	284.9	348.2	22.2%	22.5%
APAC	57.6	67.4	16.9%	24.7%
Americas (North)	48.9	71.5	46.1%	48.9%
Americas (South)	9.6	10.1	5.5%	5.0%
Total Revenue	401.1	497.2	24.0%	25.7%

- **EMEA** – The combination of organic growth and M&A kept the growth rate >20%. Slow-down in the heat-pumps sector.
- **APAC** – Excluding the negative impact of FX, growth rate was close to 25%. Excellent performance in India and South Korea plus a number of commercial opportunities seized. China’s macro-economic scenario still weak.
- **Americas (North)** – Very positive performance in Q3 2023 thanks to data centres and to some projects related to BESS (Battery Energy Storage Systems). Positive performance from SENVA.
- **Americas (South)** – The good results reported in Brazil were partly offset by the impact of the macro-economic scenario in other regions.

Breakdown by sector



Sector	9M 2022	9M 2023	Δ%	Δ% fx
HVAC	267.9	361.2	34.9%	36.4%
Refrig.	130.0	133.7	2.9%	4.8%
Core Revenue	397.8	494.9	24.4%	26.1%
No core	3.3	2.3	-29.4%	-26.5%
Total Revenue	401.1	497.2	24.0%	25.7%

- **HVAC: Excellent growth confirmed also in the first 9M 2023** (~17% excluding M&A) in spite of a slow down in heat pumps.
- **Refrigeration: Q3 2023 growth rate in line with what reported in H1 2023** thanks also to the contribution from Kiona. Weak demand in food service and a deceleration in the investment cycle in food retail confirmed.

From EBITDA to Net Profit

	K€	9M '22	9M '23	Δ%
EBITDA		85,918	110,705	28.8%
	D&A	-17,033	-23,137	
EBIT		68,885	87,568	27.1%
	<i>Financial (charges)/income</i>	-2,189	-5,919	
	<i>FX gains/losses</i>	-549	-893	
	<i>Companies consolidated with eq. method</i>	2,361	292	
EBT		68,508	81,048	18.3%
	<i>Taxes</i>	-14,236	-19,325	
	<i>Minorities</i>	-1,635	-2,645	
Group net profit		52,636	59,079	12.2%

- **Higher D&A** mainly due to the purchase price allocation amortization.

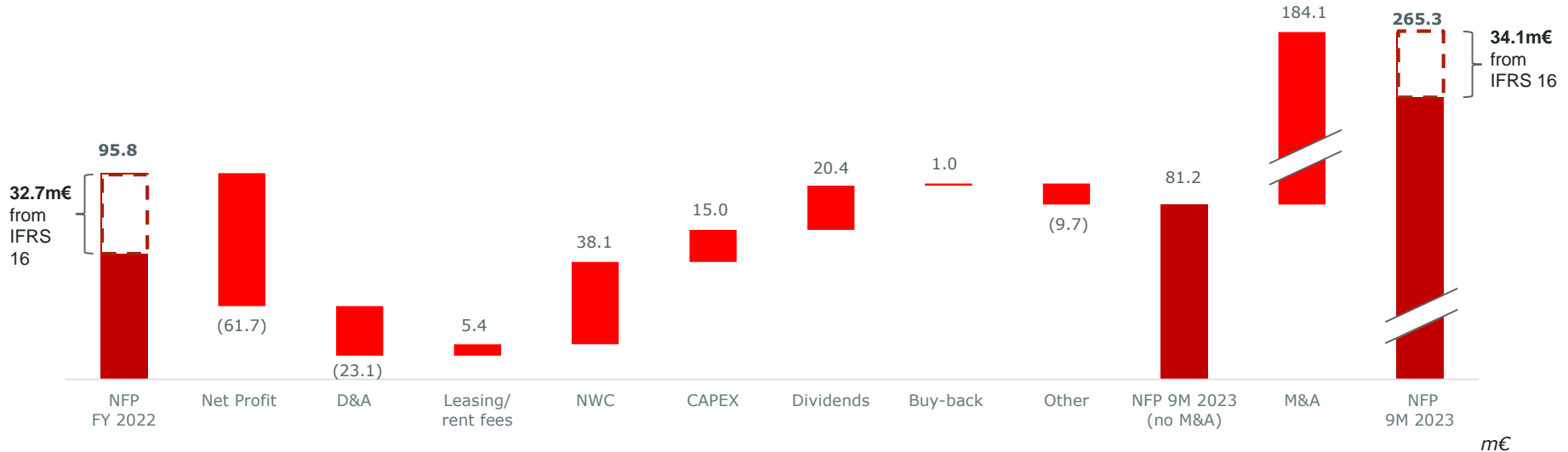
- **Higher Financial charges** due to the macro trend on interest rates and non-cash interests linked to the put-call options on a number of minority stakes.

- Lower net gain deriving from associates (equity method) due to an extraordinary item reported in H1 2022

- **Higher tax-rate (23.8%)**, compared to 9M 2022 (20.8%) due to a different Country-mix and a number of changes in regulations.

- Higher minorities due to **strong performance reported by CFM.**

9M 2023 – NFP Bridge



- **Total NFP equal to 265m€, including 184m€ coming from M&A (Kiona and Eurotec). NFP to LTM EBITDA* lower than 2x**
- **ΔNWC +38.1m€:** Substantially in line with what reported in H1 2023. The growth compared to FY 2022 was driven by higher receivables due to higher revenues and an increase in inventory (~25m€) mainly linked to the raw material shortage phenomenon reported in the last two years and to the desire to increase supply resilience.
- **34.1m€ related to IFRS 16 accounting effect.**

(*) NFP 9M 2023 – LTM EBITDA calculated as the sum of 9M 2023 reported EBITDA and Q4 2022 reported EBITDA

Closing Remarks

9M 2023 Results

- In spite of a deterioration of the macro-economic scenario, **CAREL reported again a double-digit organic revenues growth in Q3 2023 compared to Q3 2022.**
- Balanced mix between **organic growth and M&A contribution** led to a **24% growth in total revenues compared to 9M 2022.**
- **Further increase in EBITDA margin** both as adjusted (22.7%) and as reported (22.3%).
- **Completion of the Kiona acquisition (and Eurotec acquisition in January 2023)**

Capital Increase

- **The target date already disclosed to complete the rights issue by the end of this year is confirmed (subject to the market conditions and regulatory bodies approval).**

Outlook

- **Macro-economic scenario deteriorated** in the last months and volatility greatly increased.
- In **heat pumps**, despite the presence of a **solid structural trend**, a **temporary deceleration in the growth rate** is materializing in some European countries.
- **In Refrigeration** the weak demand trend reported in H1 2023 continued in Q3 2023 and no significant signs of recovery in the investment cycle have materialized so far.

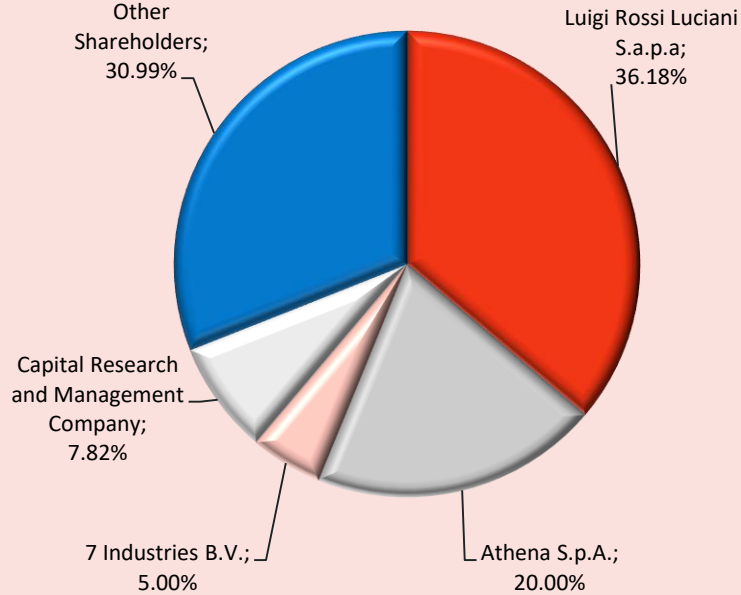
Guidance

Taking the above into account and excluding any further worsening of the economic scenario, the Group expects total revenue of approximately 646m€ for FY 2023 with a +2%/-2% variability on this central value following the significant volatility present today on the market, which could lead to the postponement of some deliveries to 2024. The Group adj. EBITDA margin in FY 2023 is expected to be between 20.5% - 21.5%.

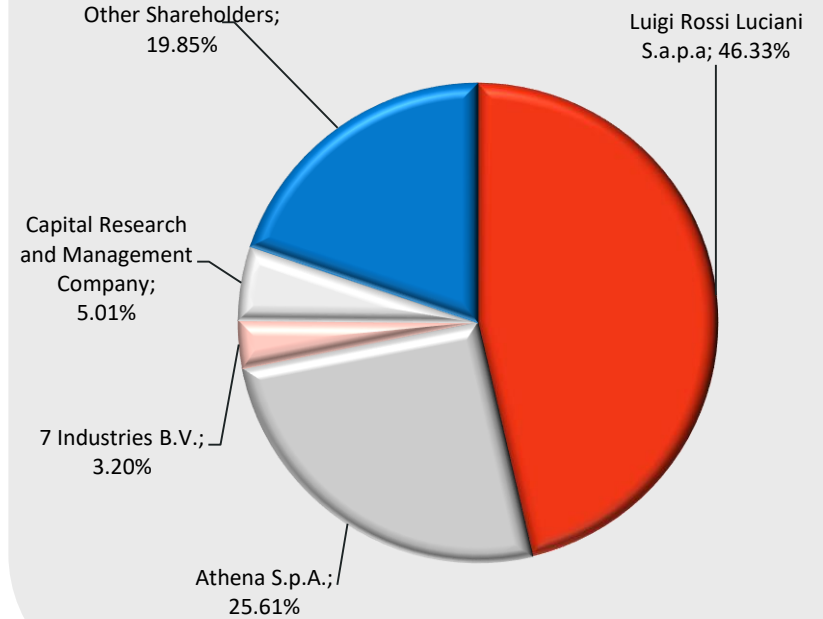
Annexes

Shareholding structure (>3% voting rights)

**CAREL Industries S.p.A.
Number of shares**



**CAREL Industries S.p.A.
Voting rights**



Income statement and Balance Sheet

Income statement

	K€	9M 2023	9M 2022	Delta %
Revenues		497,213	401,076	24.0%
Other revenues		3,712	3,179	16.7%
Operating costs		(390,220)	(318,337)	22.6%
Operating costs adj.		(387,902)	(316,566)	22.5%
EBITDA		110,705	85,918	28.8%
EBITDA ADJ.		113,023	87,689	28.9%
Depreciation and impairments		(23,137)	(17,033)	35.8%
EBIT		87,568	68,885	27.1%
EBT		81,048	68,508	18.3%
Taxes		(19,325)	(14,236)	35.7%
Net result of the period		61,724	54,271	13.7%
Non controlling interest		2,645	1,635	61.7%
Group net result		59,079	52,636	12.2%

Balance sheet

	K€	9M 2023	FY 2022*	Delta %
Fixed Capital		492,426	313,282	57.2%
Working Capital		109,579	85,899	27.6%
Employees defined benefit plan		(8,171)	(8,129)	0.5%
Net invested capital		593,834	391,053	51.9%
Equity		184,313	221,247	(16.7%)
Non current liabilities		144,198	73,965	95.0%
Net financial position (asset)		265,322	95,841	176.8%
Total		593,834	391,053	51.9%

*Restated

Company Profile

Leading provider of advanced control solutions for HVAC/R



Growing key markets

- **HVAC:** Industrial, Residential, Commercial
- **Refrigeration:** Food Retail and Food Service

Leadership in premium niches

- **Control solutions**
- **High Efficiency** applications

Innovation focus

- **6 main R&D centers** (Europe x3, China and US 2x)
- **>5%¹ of Revenues** invested in R&D

Global footprint

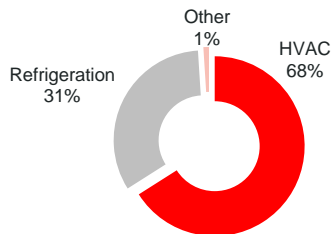
- **15 production plants** (6x Italy, 2xCroatia, Poland, 2x Germany, China, 2xUS and Brazil)

Key financials – 2022A

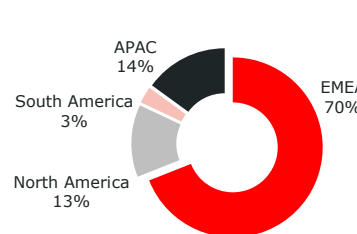
Revenue	EBITDA	EBITDA margin	Net income
€545m	€112m	~20.5%	€62m
+15% CAGR 2015A-22A	+17% CAGR 2015-22A	~200bps Margin expansion 2015A-22A	+16% CAGR 2015A-22A

Revenue breakdown - 2022A

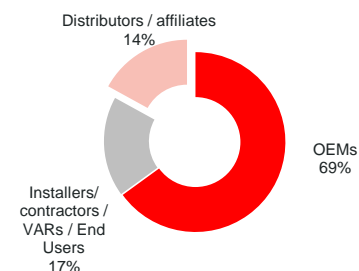
By market



By geography



By channel



Source: Company information

Note: 1) avg. 2015A-22A – In 2020-2022 the R&D/revenue avg. ratio was ~4.5% due to a strong growth in revenue.

Note: financial data refer to consolidated accounts of CAREL Industries S.p.a. 2015-2022 IFRS. Comparability might be affected by change in consolidation perimeter

We operate in attractive niches across a wide range of end-markets...

HVAC

Industrial

Data Centers



Industry and Process



Pharma and Food



Residential

Residential



Commercial

Shopping Centers



Office Space



Recreational



Refrigeration

Food Retail

Convenience Stores



Food Service

Restaurant Chains



Hypermarkets



Refrigerated Merchandisers



...through a one-stop-shop portfolio of components and platforms



Programmable controls



Electronic controls easily programmable and customizable

HMI and unit terminals



User interfaces for units and systems

Parametric controls



Entry level electronic controllers

Adiabatic humidifiers and evaporative coolers



Pressure water atomizers

Isothermal humidifiers



Steam production systems

Heat exchangers



Heat exchangers for AHU

Dampers



Dampers and other AHU components

Power solutions



Electrical panels

Sensors and protection devices



Temperature/humidity and air quality sensors

Electronic expansion valves & drivers



Electronic valves for the modulation of refrigerant flow

Speed controllers & inverters



Speed control devices for BLDC compressors

Compressors¹



BLDC compressors

Remote management, monitoring systems, IoT



Solution for local / remote management monitoring and optimization

Services



Innovative services based on the IoT capabilities

Distinctive ability to meet customers' demand for tailored integrated solutions using standard platforms

Source: Company information
Note: 1) developed with partners

Long track record of revenue growth

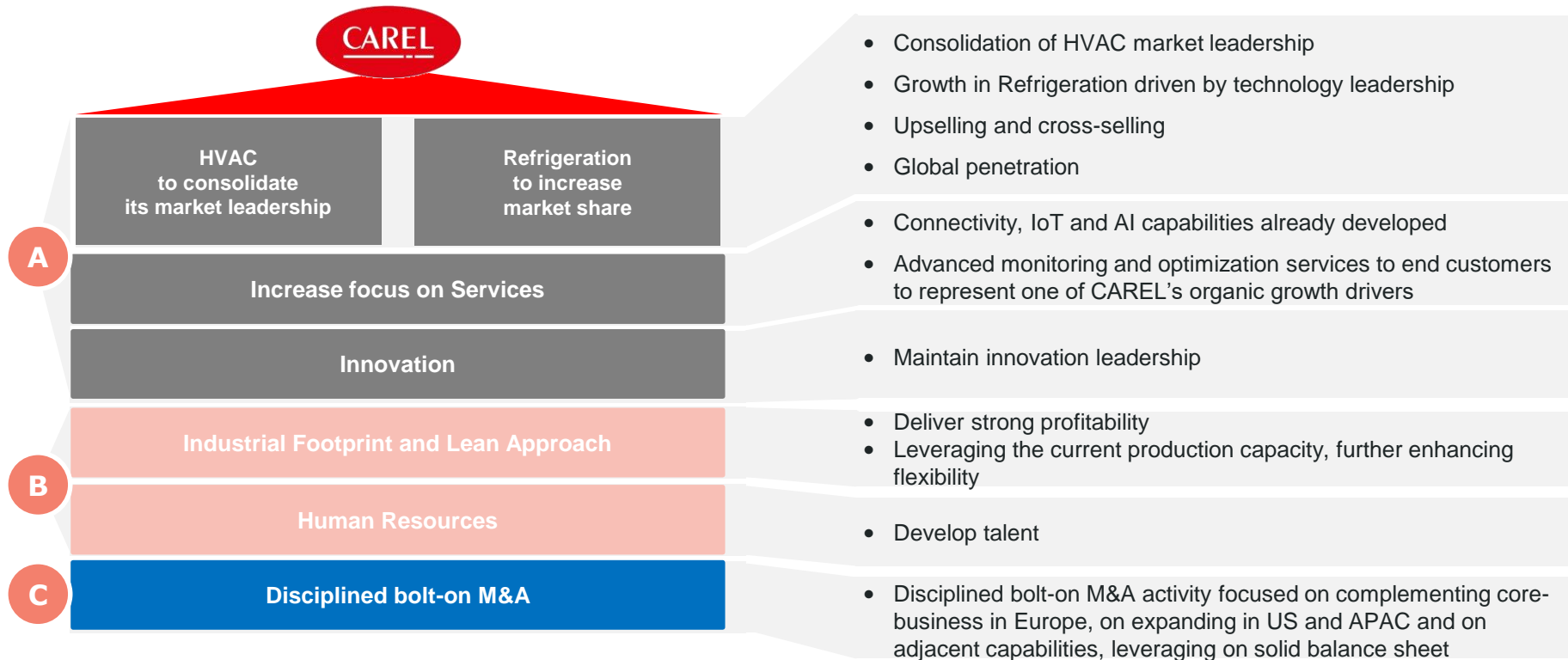
Revenue (€m)



Source: Company information Note: financial data refer to consolidated accounts of CAREL Industries S.p.a. for the period 2011A-2023A (IFRS 2015A- 2020A; ITA GAAP 2011A-2014A) and CAREL S.p.a. for the period 2000A-2010A (ITA GAAP). Comparability might be affected by change in reporting standard and in consolidation perimeter.

Legend: R&D centre Plants Acquisitions of local distributors

Well-articulated strategies to continue the growth track record



CAREL general strategy for 2023-2026 will be oriented to the research for new innovative technological solutions with a major focus on energy saving, transition to natural refrigerants, widening high-efficiency solutions offer and geographical expansion

Source: Company information

Leading provider of advanced energy efficient control solution



1 High-tech leader in attractive niches of the HVAC/R industry



High value applications

...CONSOLIDATED
IN **HVAC** PREMIUM NICHES

...INNOVATION-ORIENTED
IN **REFRIGERATION**

Deep knowledge of final applications is key

39%
European market share
in Chillers



In Europe

SIGNIFICANT ROOM FOR FURTHER EXPANSION

Energy efficiency and high performance are critical

60%
European market share
in Roof-tops



In Europe

BREAK-THROUGH INNOVATIONS

-50% kWh²
HEEZ energy consumption

Requirement for tailored and customizable solutions

42%
market share
In CRAC for Data Centers⁽¹⁾



In Europe

Higher efficiency³
Rotary DC technology

Solutions accounting for a low percentage of the final equipment value

GROWING PRESENCE
Globally

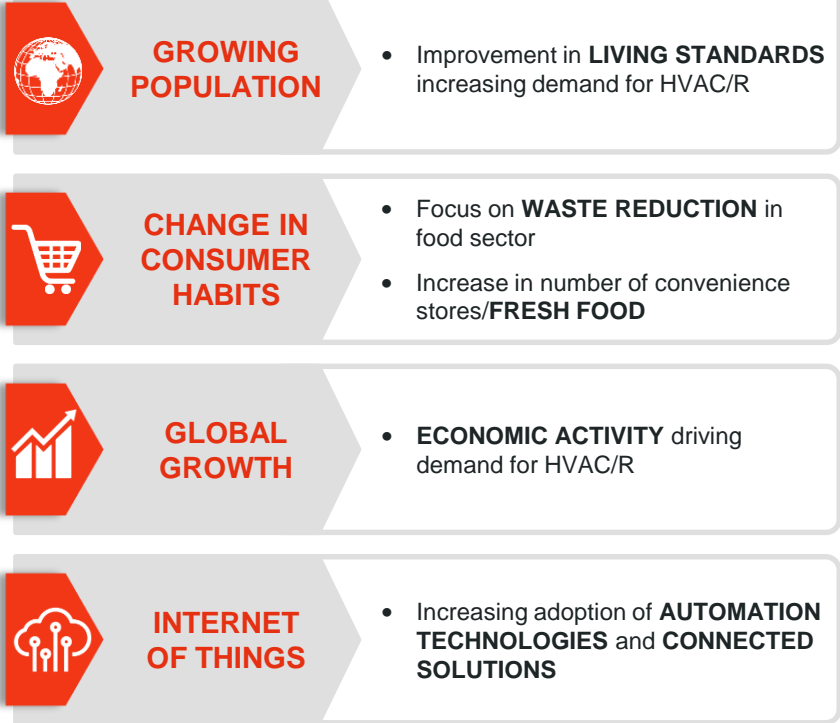
Source: Company elaborations as of 31 December 2022 based on Building Services Research and Information Association data as of 31 December 2021
 Note: 1) the rest of the market is mainly driven by proprietary solutions 2) tested by third-party laboratory compared to Top-ten EU benchmarks; 3) compared to average semi-hermetic

2 Attractive market growth supported by secular trends

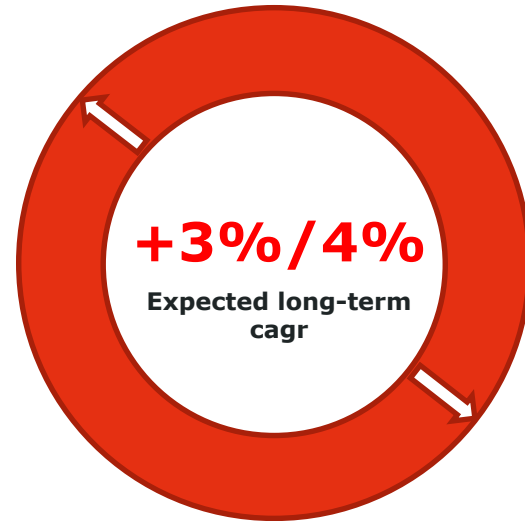
Secular trends...

...supporting attractive market growth

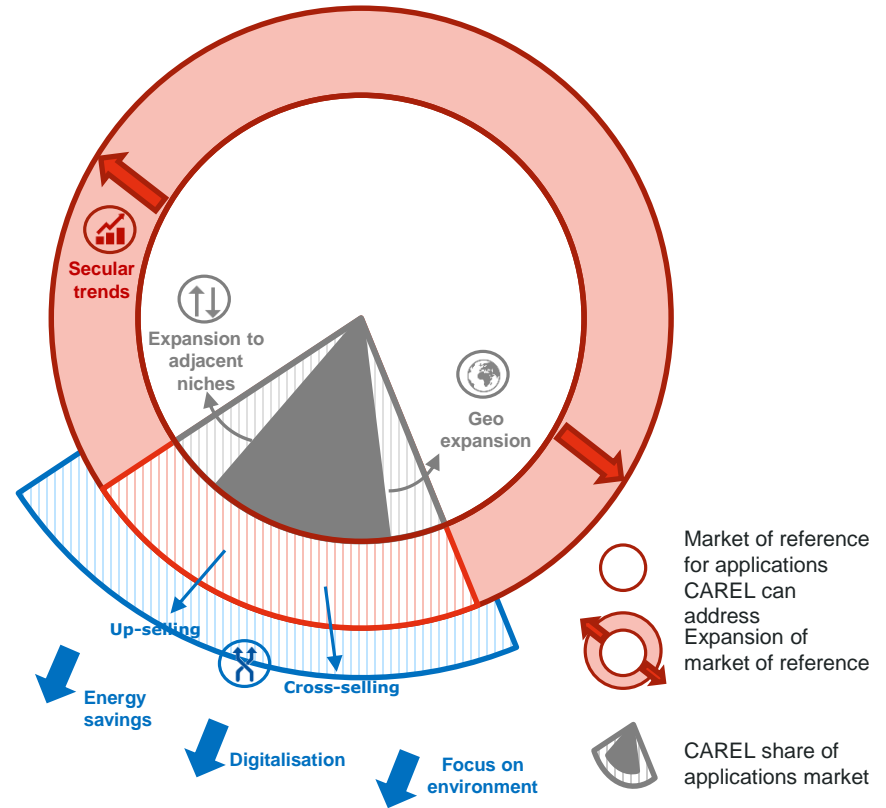
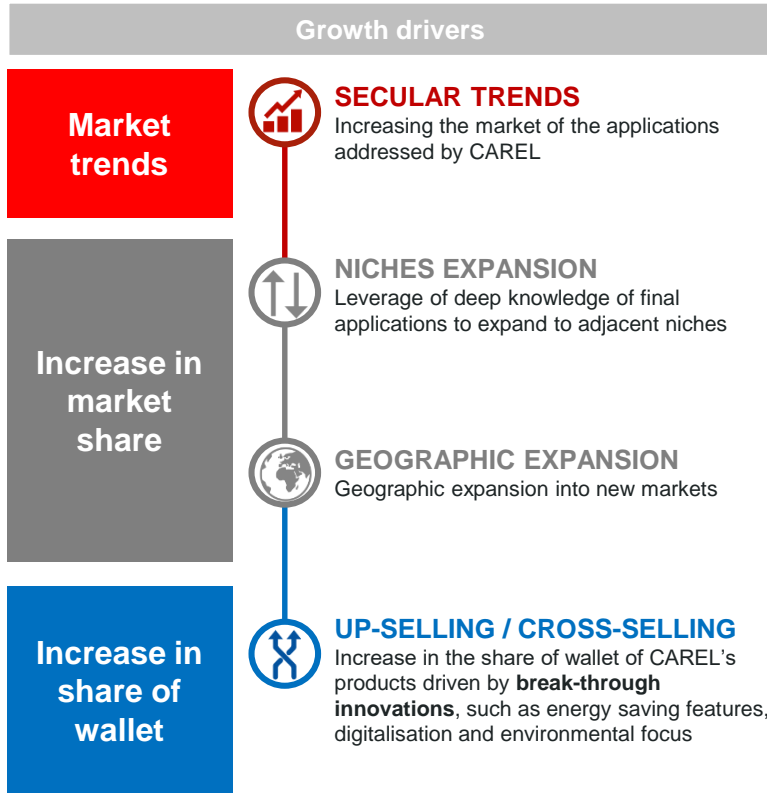
Reference HVAC and refrigeration Market



Source: Company information



2 Growth is driven by market trends and focused strategic actions...



2 ...and favoured by up-selling and cross-selling

FROM PRODUCT PLATFORMS TO INTEGRATED ELECTRONIC SOLUTIONS...

PRODUCT PLATFORMS



From a **COMBINATION OF PRODUCTS FROM DIFFERENT PLATFORMS**



To an **ECOSYSTEM TO QUICKLY ADOPT NEW TECHNOLOGIES**

SYSTEMS



...IN THE HVAC AND REFRIGERATION MARKETS

HVAC

Example of a **CHILLER UNIT**

Before

APPLICA

DC Technology

μchiller

Refrigeration

Example of a **BEVERAGE COOLER**

Before

APPLICA

DC Technology

3 Positioning and innovation capability hard to replicate

>5% OF REVENUE¹

Invested annually in R&D

~12% OF TOTAL WORKFORCE

dedicated to R&D

6 R&D CENTRES

PROPRIETARY SOFTWARE

Vast library of proprietary software modules developed over the past 15 years: **maximizing customizations and reducing time-to-market**

RESEARCH COLLABORATION

With Tier-1 Universities and Research Institutions

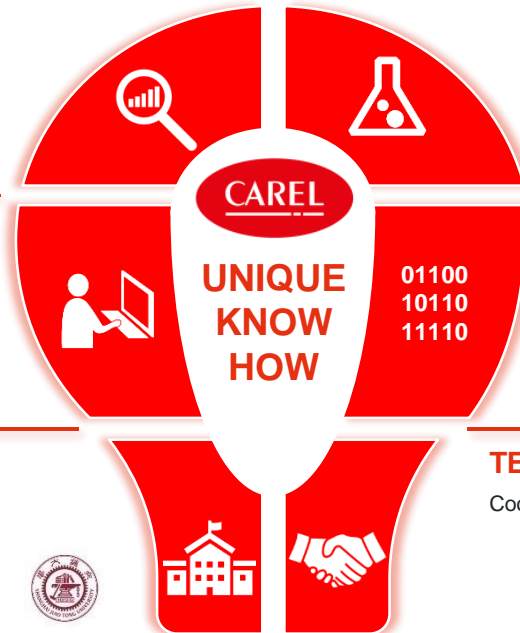


COMBINING 5 DOMAINS

- Hardware & Firmware
- Software
- Mechanics
- Thermodynamics
- IoT

TECHNOLOGICAL PARTNERS

Cooperation with technology leaders



AWARD
WINNING
BUSINESS

 Nov-13 Electrolux Supplier Award 	 Jan-16 AHR Expo Innovation Award 	 Apr-17 China Refrigeration Innovation Award 	 Sep-17 World Beverage Innovation Award 	 Oct-17 RAC Cooling Industry Award 	 Apr-18 China Refrigeration Award
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Source: Company information at 31/12/2022

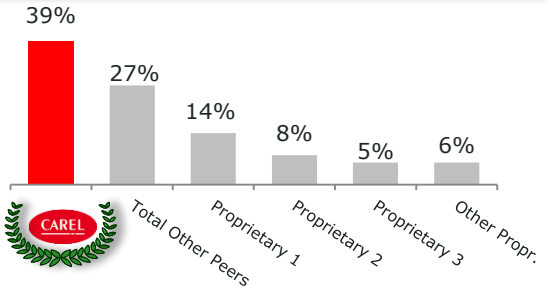
Note: 1) avg. 2015A-22A. In 2020-2022 the R&D/revenue avg. ratio was ~4.5% due to a strong growth in revenue

3 Leadership position in HVAC OEM premium niches...

Leadership positioning in premium niches...

...with no perfect comparable

Chiller European Market Share



Rooftop European Market Share



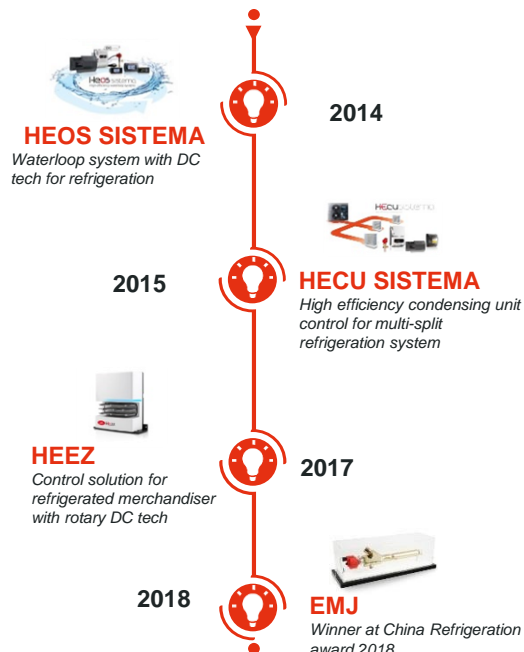
	CAREL	OEM proprietary solutions	Large diversified competitors	EM / Low cost competitors
Vertical niche approach	✓✓✓	✓✓	✓	✓✓✓
Innovation pace & knowledge of final applications	✓✓✓	✓	✓✓	✓✓
Integrated solutions	✓✓✓	✓	✓✓	✓
Global operations	✓✓✓	✓✓	✓✓✓	✓
Flexibility for tailored solutions	✓✓✓	✓✓	✓	✓✓✓
Economies of scale	✓✓✓	✓	✓✓	✓

Source: Company elaborations as of 31 December 2022 based on Building Services Research and Information Association data as of 31 December 2021



Leveraging on HVAC experience...

...CAREL is a leader in innovation



	CAREL	Large diversified competitors	EM / Low cost competitors
Vertical niche approach	✓✓✓	✓✓	✓✓✓
Innovation pace & knowledge of final applications	✓✓✓	✓✓	✓
Integrated solutions	✓✓✓	✓✓	✓
Global operations	✓✓✓	✓✓✓	✓
Flexibility for tailored solutions	✓✓✓	✓✓	✓✓✓
Economies of scale	✓✓✓	✓✓	✓

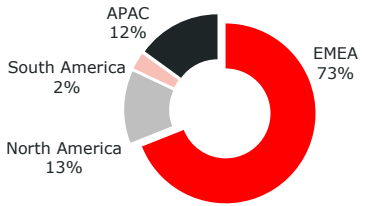
Source: Company information and elaborations

4 Highly efficient global operations

GLOBAL PRODUCTION FOOTPRINT

DIRECT AND HIGHLY SKILLED SALES NETWORK

BEST POSITIONED TO CAPTURE GLOBAL GROWTH OPPORTUNITIES



Revenue 2022A breakdown by geography

NORTH AMERICA

- 2 Plants
- 232 Employees
- 74 Sales force
- 2 R&D Centre

WESTERN EUROPE

- 9 Plants
- 1,220 Employees
- 201 Sales force
- 3 R&D Centre

NORTH APAC

- 1 Plant
- 308 Employees
- 85 Sales force
- 1 R&D Centre

SOUTH AMERICA

- 1 Plant
- 58 Employees
- 18 Sales force

RoEMEA

- 2 Plants
- 432 Employees
- 123 Sales force

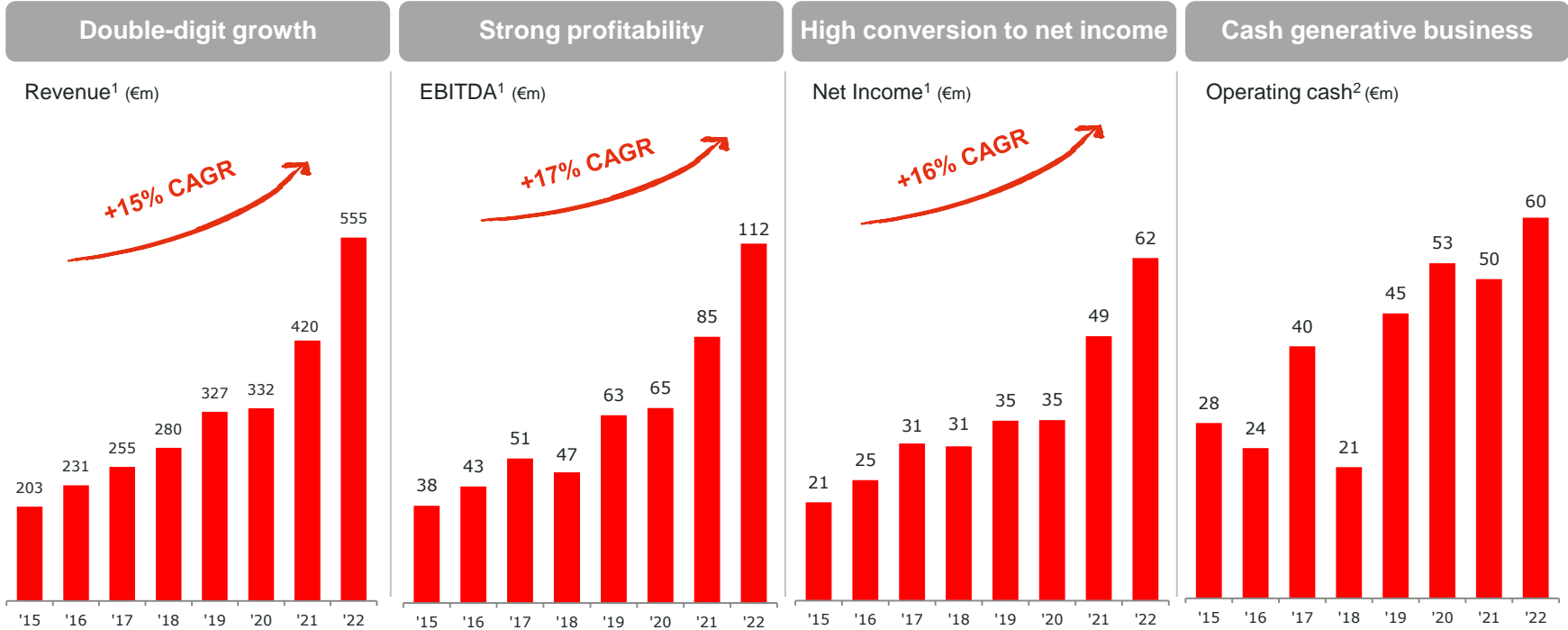
SOUTH APAC

- 49 employees
- 49 Sales force

Legend: R&D centres Plants Commercial subsidiaries

Source: Company information at 31/12/2022

5 Track record of profitable growth



Resulting in a solid balance sheet and strong value creation to shareholders

Source: Company information Note: 2015-2022 IFRS
 Note: 1) Including the contribution from M&A and the impact of the non recurring IPO Costs (~8m€ in 2018) 2) Operating cash calculated as cash flow from operations – Net Capex;

6 Global expansion, innovation and services

A



6 Pursuing external growth through disciplined bolt-on M&A



CAREL has performed **detailed analyses and scouting of potential targets**, thus promoting an **opportunistic approach** with a focus on **3 MAIN EXPANSION AREAS**:



M&A

M&A – 2023 – Kiona



- **Company profile:** Kiona is a leading Norway-based Software as a Service (“SaaS”) provider of property technologies solutions for energy consumption optimization and building digitalization in retail & industrial refrigeration, public, commercial and multi-residential facilities.
- **Rationale:** The transaction serves as a strategic move to further strengthen CAREL's positioning as a global leader in the HVAC-R industry, addressing the increasing digitalization and shift towards servitization of the sector, as Kiona is expected to materially enhance and accelerate the development of CAREL's software and digital services offering.
- **Transaction structure:** Carel Industries S.p.A acquired 82.4% of Kiona on the 31st of August 2023. The acquisition consideration implies a 100% Enterprise Value of NOK 2.35 billion (c. €210m). Each of the founder & CEO and other minor shareholders retained a significant portion of their stake, which on an aggregate basis accounts for a c. 17.6% minority stake subject to a 3-years lock up period followed by a put and call option scheme.



- **Industrial fitting:**
 - ✓ Increasing R&D fire-power in digital solutions by joining CAREL and Kiona teams.
 - ✓ Strengthening CAREL capabilities to develop and sell digital services.
 - ✓ Opening new commercial opportunities for Kiona
 - ✓ Developing technological synergies between the Kiona system at the installation level and the CAREL controls on the HVAC/R units

M&A – 2022 – Senva



- **Company profile:** SENVA is a US company located in Oregon **specialising in the design and manufacture of a wide range of sensors**, mainly in the air-conditioning and ventilation sectors, and with a **significant presence in indoor air quality**.
- **Rationale:** the acquisition of SENVA is a further step towards the process of external growth through complementary products in reference applications that began in 2018. As in the case of Arion's acquisition (April 2022), the **focus in the sensors segment is key to making products more efficient and more connected to their ecosystem, while also facilitating the activation of digital services**. Furthermore, Numerous synergies can be achieved through the integration of CAREL and SENVA
- **Transaction structure:** Carel Industries S.p.A acquires all SENVA Inc.'s business through a SPV held by Carel USA Inc., Carel Industries S.p.A.'s US subsidiary. **That acquisition is valued at USD 34 million**. CAREL will also make an additional payment of up to USD 4 million tied to certain EBITDA results, for a total potential acquisition value of USD 38 million.

M&A – 2022 – Klingenburg



- **Company profile:** Klingenburg GmbH and Klingenburg International Sp. Z.o.o. are leading producers of a wide range of **products used mainly for heat recovery in ventilation and humidification systems, adiabatic cooling and air purification.**
- **Rationale:** The transaction rationale is mainly attributable to the **high degree of complementarity between Recuperator and Klingenburg** in relation to the respective technologies of specialisation (**plate exchangers for Recuperator and rotary for Klingenburg**) and to the application areas. Furthermore it will **strengthen CAREL's profile as a supplier of complete control solutions** with high added value in the conditioning and refrigeration industry, with **energy efficiency** as one of their main characteristics.
- **Transaction structure:** The transaction, through which CAREL Industries S.p.A. takes over control of Klingenburg GmbH and Klingenburg International Sp. Z.o.o. via the **acquisition of 100% of the share capital of the German and Polish companies**, took place in response to an Enterprise Value of Euro **12.0 million** (adjusted for approximately 2 million deferred capex).

M&A – 2022 – Sauber



- **Company profile:** Sauber is based in Porto Mantovano (Mantua) and is active mainly in the sector of on-field installation and maintenance services for HVAC/humidification systems in commercial and residential buildings, with a **strong focus on energy saving and optimization.**
- **Rationale:** the transaction can be traced back to the implementation of one of the main pillars of CAREL's strategy of strengthening its services area (digital, on-field and consulting) both by internal activities and through acquisitions.
- **Transaction structure:** Carel takes over control of Sauber through the acquisition of 70% of its share capital. The acquisition of the remaining 30%, the valuation of which is tied to Sauber future results, is governed by a cross-option mechanism between the parties, exercisable in 2025.

M&A – 2022 – Arion



- **Company profile:** Arion is the joint venture based in Bolgare (Bergamo Province - Italy), established in 2015 between CAREL and Bridgeport S.p.A. with the aim of developing sensor technology expressly dedicated to the air conditioning and refrigeration sectors.
- **Rationale:** The transaction is consistent with the Group's long-term strategy since the use of increasingly advanced sensors will make the equipment more efficient, more reliable and more connected with the eco-system in which they are inserted, also facilitating the activation of digital services.
- **Transaction structure:** Carel acquired a further 30% of the share capital of Arion reaching a 70% stake.

M&A – 2021 – CFM



- **Company profile:** a long-standing **distributor and partner in Turkey** as well as a **provider of digital and on-field services** and complete high added value solutions dedicated to OEMs, contractors and end users in the Turkish HVAC (Heating, Ventilation and Air conditioning) and Refrigeration market.
- **Transaction structure:** Carel took control of CFM through the acquisition of 51% of the share capital of the company The acquisition of the remaining 49% of CFM, the valuation of which is tied to CFM future results, is governed by a cross-option mechanism between the parties, exercisable between 2024 and 2027.

M&A – 2021 – Enginia



- **Company profile:** Enginia has been operating in the AHU sector since 1997 and has grown year after year to become a recognized leader, particularly as regards the manufacture production of dampers for air handling units.
- **Rationale:** expansion of the product portfolio in the HVAC market, consolidating CAREL's role as a supplier of complete solutions to manufacturers of air handling units through advanced solutions in terms of performance and energy efficiency.
- **Transaction structure:** Carel, through its subsidiary Recuperator, acquired 100% of the share capital of Enginia.

**The transaction included the real estate complex that houses the company's headquarters, which was valued separately.*

M&A – 2018 – Recuperator



- **Company profile:** Recuperator is an Italy-based company active in the design, production and sale of "air-to-air" heat exchangers.
- **Rationale:** Integration with Recuperator expands CAREL's product portfolio in the HVAC market, consolidating its role as a supplier of complete solutions to manufacturers of air handling units, providing them with ever better solutions in terms of performance and energy efficiency.
- **Transaction structure:** The purchase price for the entire share capital of Recuperator is EUR 25.7 million, financed through the use of CAREL's own funds and bank loans

M&A – 2018 – HygroMatik

HYGROMATIK[®]
WE HUMIDIFY THE AIR



- **Company profile:** HygroMatik is based in Henstedt-Ulzburg, near Hamburg. It designs, produces and markets humidifiers and related accessories, in the industrial, commercial and wellness field.
- **Rationale:** integration with HygroMatik will consolidate Carel's positioning in German-speaking countries and in northern Europe thanks to the strong penetration of the acquired company in these markets and will allow for a better positioning in the context of different applications, leveraging the strength of the brand, the industrial excellence and specialised expertise in the field of humidification of one of the main players in the sector
- **Transaction structure:** The purchase price and the related cash-out for the entire share capital of HygroMatik GmbH amounted to EUR 56.1 million, financed through the use of own funds and bank loans,

