

RESTATED FINANCIALS FOR 2019-2020

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2019 AND 2020 RESTATE

AVAILABLE AT THE INVESTOR PAGE AT DOMETIC.COM

- **Periods**

- 2019 and 2020 by quarter and full year

- **3 changes**

- 1 Income statement restate**

Logistic costs has been moved from expenses to Cost of Goods sold. Product development costs moved the other way around

- 2 Sales breakdown into three sales channels:**

OEM / Distribution / Service and Aftermarket
Previously only OEM/Aftermarket

- 3 Segment restate**

From 3 regions to 4 segments (Segments Americas, APAC, EMEA and Global)



1 INCOME STATEMENT RESTATE

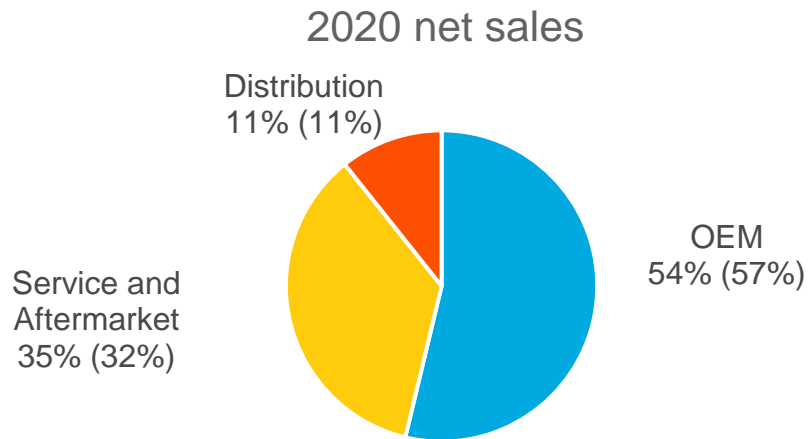
- Costs moved between lines in the income statement, no impact on Operating profit (EBIT)
- Product development costs
 - From Cost of Goods sold to R&D expenses
 - New line in the income statement
 - SEK 336 m in 2020
- Logistic costs
 - From Sales expenses to Cost of Goods sold

	<u>Jan-Dec 2020</u>	
	Previously reported	After restatement
Net Sales	16 207	16 207
Cost of Goods sold	-10 901	-11 571
Gross Profit	5 306	4 635
Gross Profit %	32,7%	28,6%
Sales expenses	-2 220	-1 214
Administrative expenses	-915	-915
Research & development expenses		-336
Other operating income and expenses	64	64
Items affecting comparability	-59	-59
Amortization of acquisition-related intangible assets	-296	-296
Operating Profit	1 880	1 880
Operating Profit %	11,6%	11,6%

2 SALES BREAKDOWN INTO THREE SALES CHANNELS

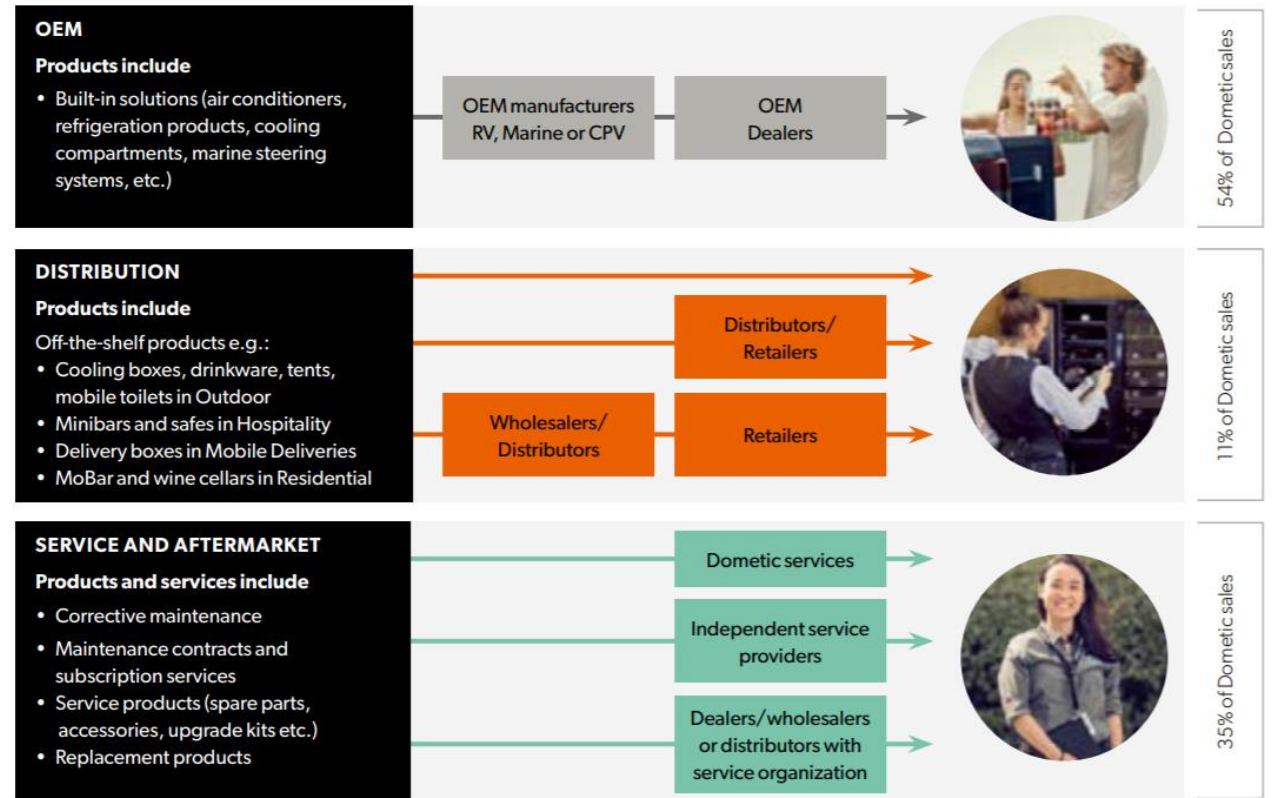
New structure, disclosed for Company total

- OEM - Equipment sales through OEM manufacturers (RV, Marine and CPV)
- Distribution - Equipment sales through distribution channels (Outdoor, Hospitality, Residential, Mobile Deliveries)
- Service and Aftermarket - maintenance, subscription services, spare parts, upgrade kits



THREE MAIN GO-TO-MARKET CHANNELS

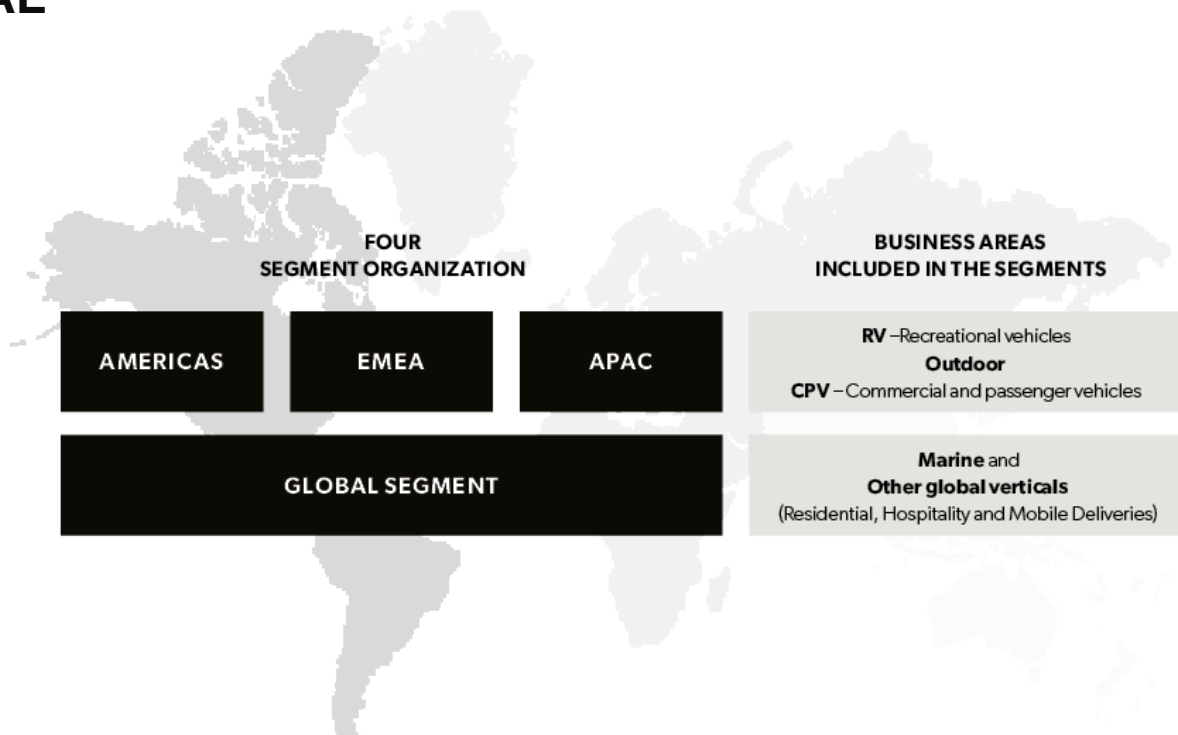
DOMESTIC



3 FROM THREE REGIONS TO FOUR SEGMENTS

SEGMENTS AMERICAS, EMEA, APAC AND GLOBAL

- Aligned with organizational change announced in February 2020 and implemented from Jan 1, 2021.
- Organizational change in line with strategy to broaden Dometic’s addressable market and increase focus through commercial specialization.
- Allows stronger emphasis on existing and new strategic businesses.
- Further increases efficiency improvements.
- Disclosures in new segments structure.
 - Net sales, including organic growth and net sales breakdown by application area.
 - EBIT, before and after items affecting comparability.

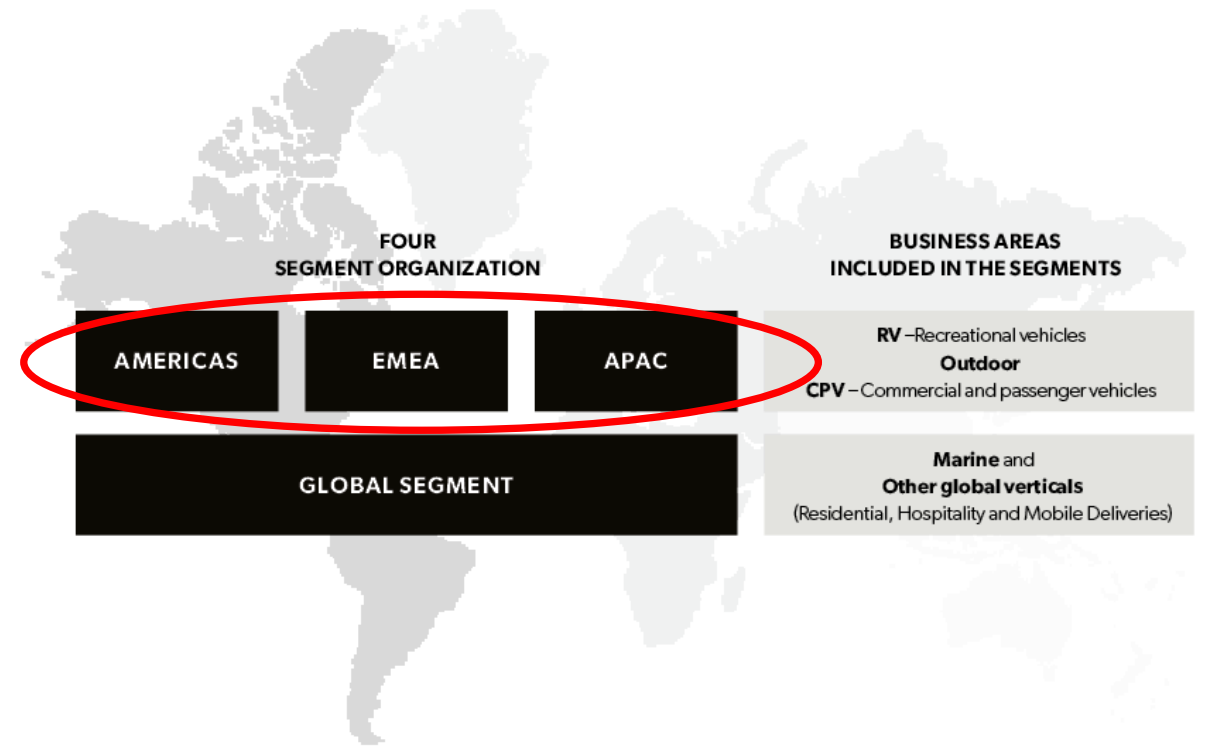


SEK m.	2020 Jan-Dec	2019 Jan-Dec
Net Sales		
Americas	4 447	5 369
EMEA	5 629	6 357
APAC	1 315	1 501
Global	4 816	5 277
Total	16 207	18 503

REGIONAL SEGMENTS

AMERICAS, EMEA, APAC

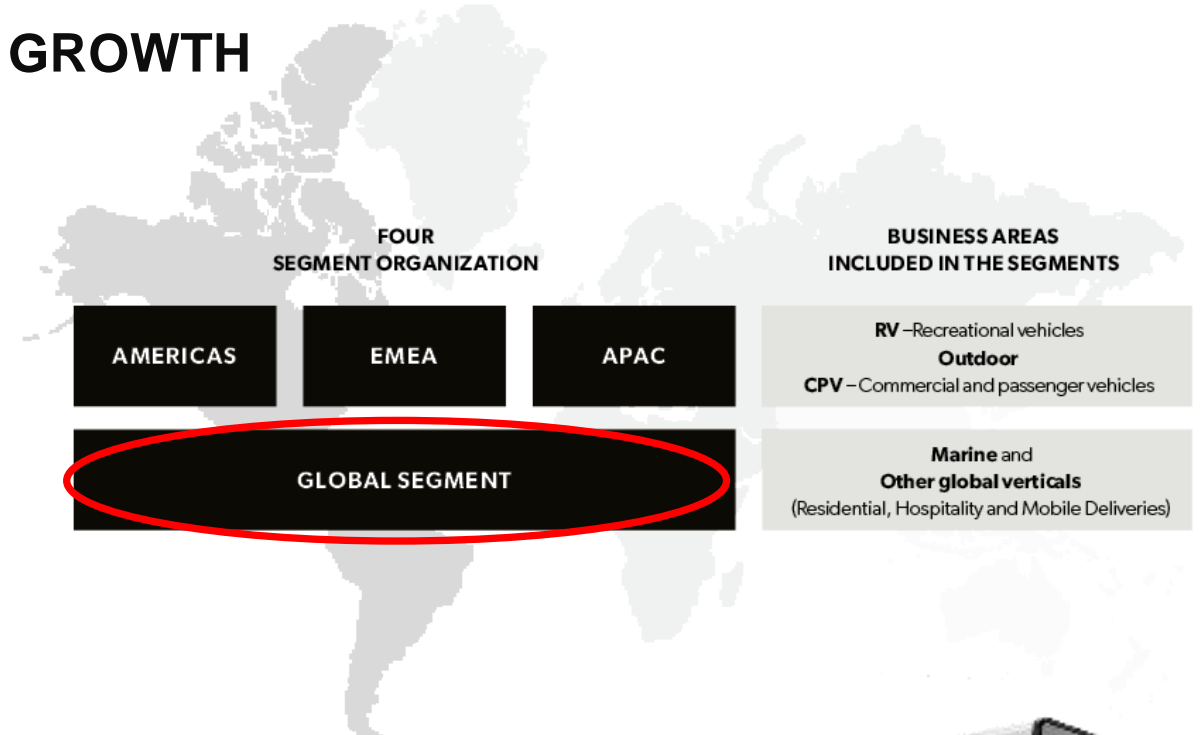
- Capture the potential in the RV, CPV and Outdoor markets
- Accelerate Service and aftermarket growth
- Drive M&A activities
- Reduce complexity in legacy structure and improve efficiencies



GLOBAL SEGMENT - MARINE AND OTHER GLOBAL VERTICALS

BUSINESSES WITH STRONG POTENTIAL FOR GROWTH

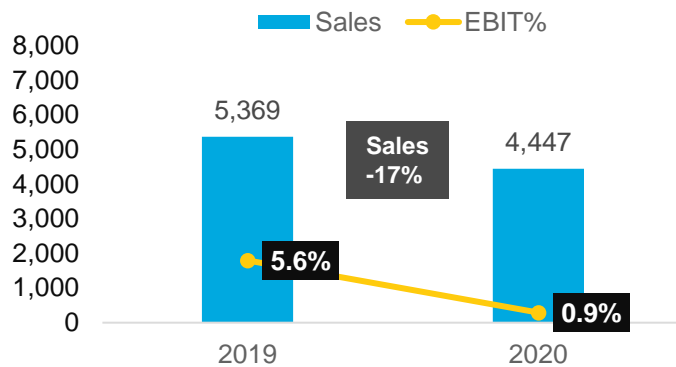
- Marine
 - Expand geographical spread and product offering. Built on the Seastar platform.
 - Global customers.
- Other Global Verticals – Residential, Hospitality and Mobile deliveries.
 - Share the characteristics of relevant global market size, growing trends and opportunities for acquisitive growth.



2019 – 2020 SALES AND EBIT% BEFORE IAC BY SEGMENT

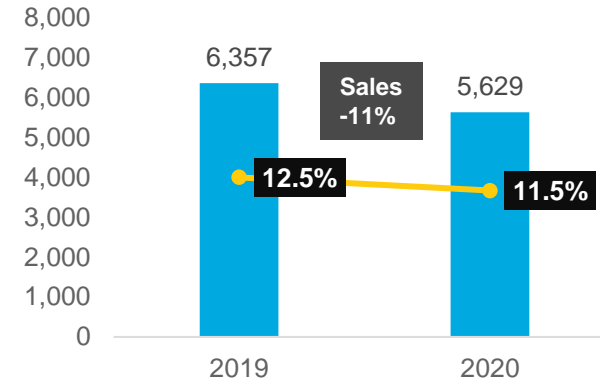
2020 SALES IN ALL SEGMENTS IMPACTED BY COVID-19

Americas



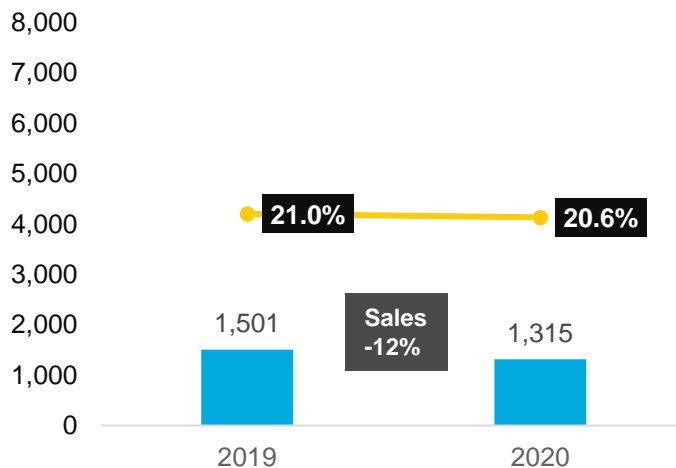
- Q4 organic growth 18%
- EBIT impacted by tariffs and costs due to supply constraints, partly offset by cost reductions
- EBIT improved year over year in the second half of 2020

EMEA



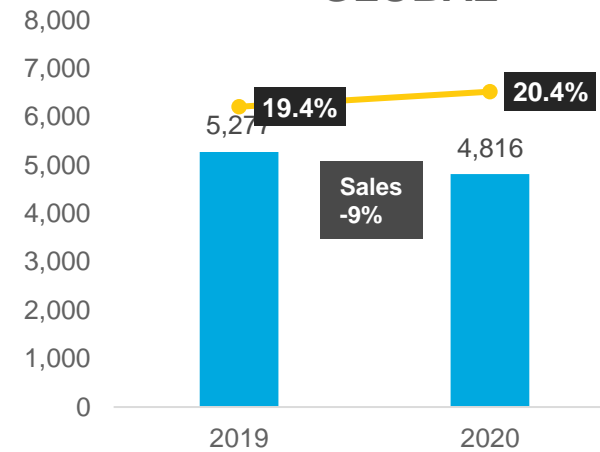
- Q4 organic growth 11%
- EBIT impacted by lower sales, partly offset by cost reductions
- EBIT improved year over year in the second half of 2020

APAC



- Q4 organic growth 11%
- Cost reductions and price management support EBIT development in 2020

GLOBAL



- Q4 organic sales growth 14%
- Marine is the main part of business
- Margin supported by sales mix, cost reductions and innovation initiatives



Q&A

FINANCIAL TABLES AVAILABLE AT
WWW.DOMETIC.COM/EN/SE/ABOUT-US/INVESTORS

A scenic landscape at sunset. In the foreground, a dark grey Volvo station wagon is parked on a grassy field. To its left, a green tent is set up on a rocky outcrop. Two people are sitting on chairs outside the tent, talking. In the background, another car with a roof rack is parked on a higher rocky ledge, with two more people standing nearby. The sky is filled with soft, golden light from the setting sun, with scattered clouds. The overall mood is peaceful and adventurous.

 **DOMETIC**