

THIS IS DOMETIC

Introduction for Suppliers



 **DOMETIC**

DOMETIC IN BRIEF

Dometic is a global market leader in branded solutions for Mobile Living in the application areas of Food & Beverage, Climate, Power & Control and Other applications.

Dometic provides products and solutions for use in recreational vehicles, pleasure boats, workboats, trucks, premium cars, outdoor activities as well as for home and professional use. Dometic is organized in four Segments: Segments Americas, EMEA, APAC and Global. Segment Global consist of sub-segment Marine and sub-segment Other Global Verticals.

Dometic operates 22 manufacturing and assembly sites in 11 countries with sales in approximately 100 countries. Dometic has a global distribution and dealer network in place to serve the aftermarket.



DOMETIC TODAY

MARCH 31, 2021

REVENUE,
SEK b*

17
(2 billion US\$)

NO. OF
EMPLOYEES

7,000



PRODUCTS SOLD
IN MORE THAN

100
COUNTRIES

OFFICES IN OVER

30
COUNTRIES

DOMETIC - MAKING MOBILE LIVING EASY

Dometic's mission is to make Mobile Living easy. It is all about providing products, solutions and services that fulfill the needs and expectations of the customers.

To succeed in the mission – making Mobile Living easy – Dometic aims to realize profitable growth through the following priorities: Profitable Expansion in Mobile Living, Product Leadership through Innovation and Continuous Cost Reductions.

SUSTAINABILITY TARGETS

 ETHICS	 PEOPLE	 PRODUCTS	 ENVIRONMENT
<ul style="list-style-type: none">• Continue to implement the Code of Conduct• Implement training program on anti-trust and export control• Conduct supplier audits	<ul style="list-style-type: none">• Reduce injury rate• Improve gender distribution• Increase competence management	<ul style="list-style-type: none">• Reduce energy consumption• Reduce the use of greenhouse gases• Reduce stock keeping units (SKU)• Improve material control	<ul style="list-style-type: none">• Reduce space• Accelerate energy savings• Reduce water consumption• Increase recycling of waste

EXPANSION HISTORY AND MILESTONES

2001
Dometic, a business consisting of mainly refrigerators for RVs and hotels, separated from Electrolux

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

2015
Dometic listed on Nasdaq (SE)

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

2018
Strengthened Outdoor offering through the acquisition of Kampa

2019
New growth strategy and financial targets announced

2021
Eight acquisitions announced to drive growth in strategic areas



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

Mobile living made easy.

 **DOMETIC**

DOMETIC BRAND

SEGMENTATION UNDER A COMMON UMBRELLA BRAND



 **DOMETIC** OUTDOOR



 **DOMETIC** HOME



 **DOMETIC** PROFESSIONAL



 **DOMETIC** SERVICE

Mobile living made easy.



TECHNOLOGY LEADERSHIP SERVING SEVERAL VERTICAL MARKETS

RVs



CPVs



Passenger cars



Leisure Marine



Professional Marine



Hospitality



Residential



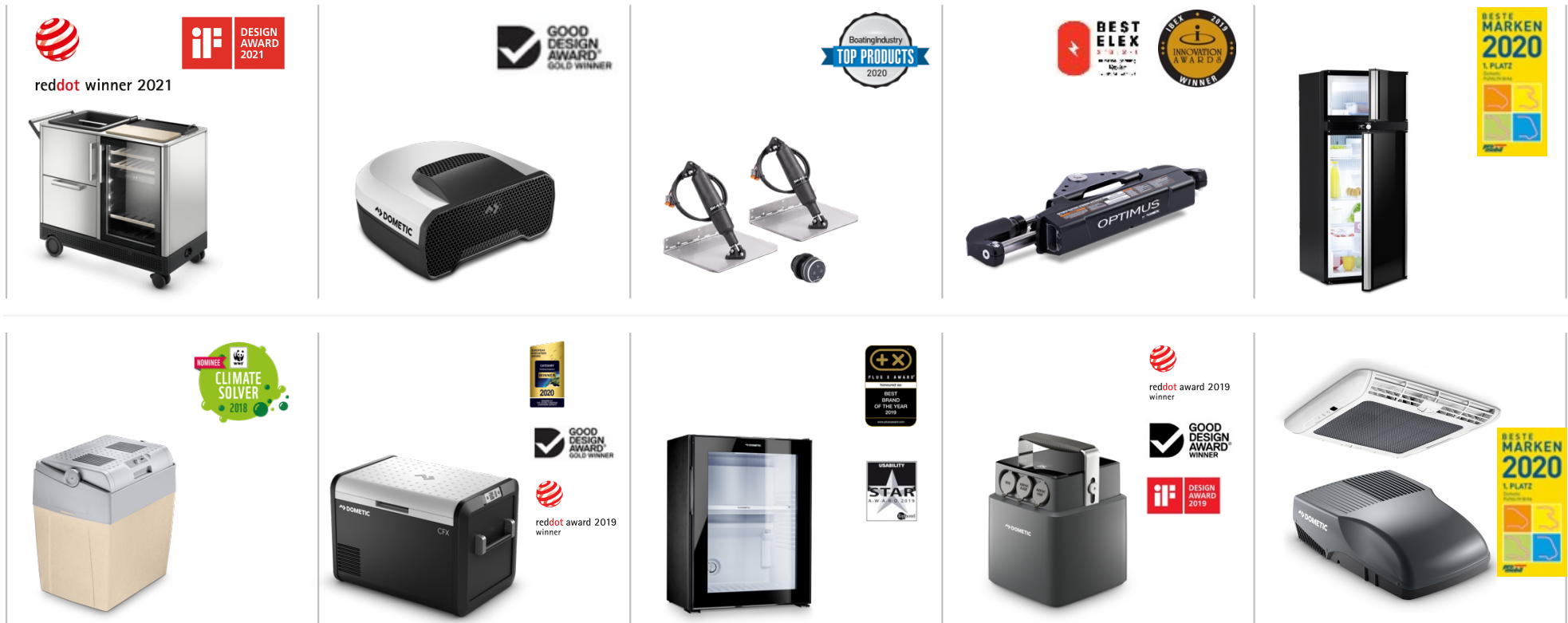
Mobile Deliveries



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DOMETIC – PRODUCT LEADERSHIP AND STRONG BRAND



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DOMETIC CORE VALUES

CORE VALUES

Four core values define what it takes to work at Dometic. They guide employees with regard to how to interact with each other and with external stakeholders.

We are passionate: We are proactive and curious, inspired by new technologies and ideas – and eager to share our expertise with customers.

- **We are passionate** about our products and their quality and we show attention to detail.
- **We understand** our end users and how they use our products.

We act responsibly: We are professional and reliable. By taking the customer perspective into account, we develop rewarding long-term business relationships that help customers make Mobile Living easy.

- **We put health and safety first**, act with integrity and have high ethical standards in everything we do.
- **We are fast and responsive** to customers.



We are building together: Everything we do is about teamwork – across segments and between functions. There is always room for improvement, as no individual or organization is perfect. We need each other to create a successful business – for the benefit of all our stakeholders, to achieve our financial and sustainability targets and to realize our aspirations.

- **We focus** on what is best for the company as a whole.
- **We stick to our word** and work as a team.

We embrace change: We listen to our customers and to their customers. This forms the basis for creating innovative, future-proof solutions. We always strive to find new and better ways to do what we do.

- **We are performance-driven** and always strive for continuous improvements.