

KLIMA-THERM GROUP

KLIMA-THERM GROUP HAS BEEN OPERATING SINCE MAY 1996. THE GROUP IS ONE OF THE LARGEST SUPPLIERS OF AIR CONDITIONING, VENTILATION, HEATING AND REFRIGERATION EQUIPMENT AND A DYNAMICALLY GROWING ENTERPRISE IN THE RENEWABLE ENERGY SOURCES SECTOR.

The company offers comprehensive solutions dedicated to commercial and industrial buildings, as well as devices designed for use in houses and flats.



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Klima-Therm Group is an international organisation, currently comprising seven affiliated enterprises, which employ more than five hundred employees in total. The Group operates in Poland, Sweden, Finland, Estonia, Germany and, outside Europe, in the United States. Thanks to an extensive distribution network, **KLIMA-THERM GROUP'S PRODUCTS ARE EXPORTED TO ALMOST 40 COUNTRIES ACROSS THE WORLD.**

The company combines the role of a distributor and a manufacturer. This gives it an exceptional degree of flexibility in regard to customer requirements and specifications while boosting the company's competitiveness. The flagship brands from the air conditioning and heat pump sector distributed by the Group include the Japanese brand Fujitsu and Klima-Therm's own brand KAISAI. The manufactured devices belong to the air handling unit segment, and the production process is carried out under the Klimor brand.

HVACR

Heating Ventilation
Air Conditioning Refrigeration



ACTIVITY

Production | Distribution

TYPES OF DEVICES

Domestic | Commercial | Industrial



CLIENTS

Companies and institutions | HVACR designers
Wholesalers and distributors | Installers | End customers

SECTORS

Office buildings | Public utility buildings | Industry
Commerce and services | Residential buildings

RES

Renewable Energy Sources

Company with a global reach

**7 companies
in 6 countries
521 employees**



POLAND



ESTONIA



SWEDEN



GERMANY

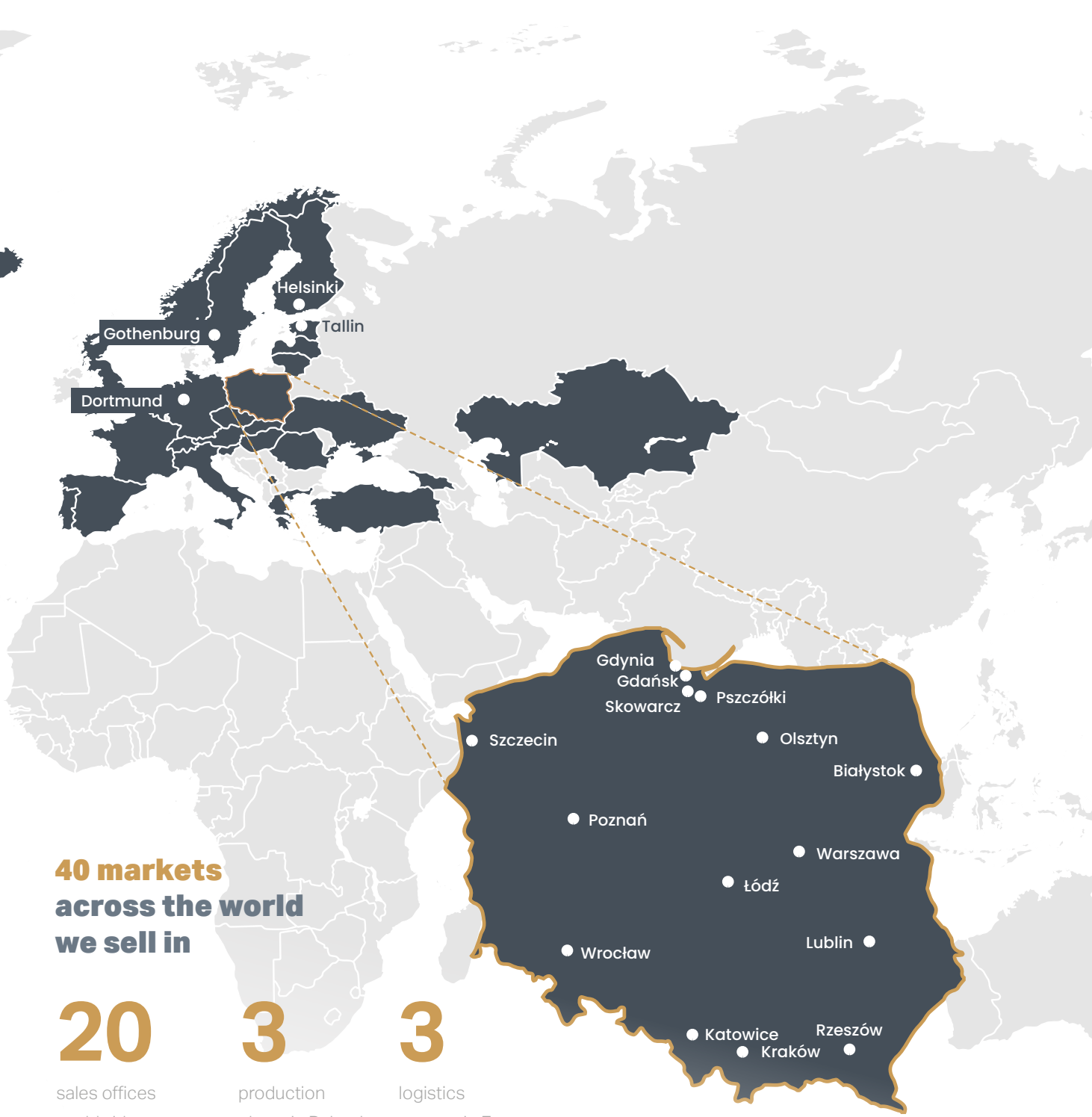


FINLAND



USA

Åland Islands | Austria | Belgium | Bulgaria | Canada | China | Czech Republic | Denmark | Estonia | Finland
France | Georgia | Germany | Greece | Hungary | Iceland | Italy | Jordan | Kazakhstan | Kosovo | Kuwait | Latvia
Lithuania | Malta | Moldova | Netherlands | Norway | Poland | Portugal | Romania | Slovakia | Slovenia | Spain
Sweden | Switzerland | Ukraine | United Kingdom | United States of America



40 markets
across the world
we sell in

20

sales offices
worldwide

3

production
plants in Poland

3

logistics
centres in Europe

Superior quality in management with SAP S/4HANA



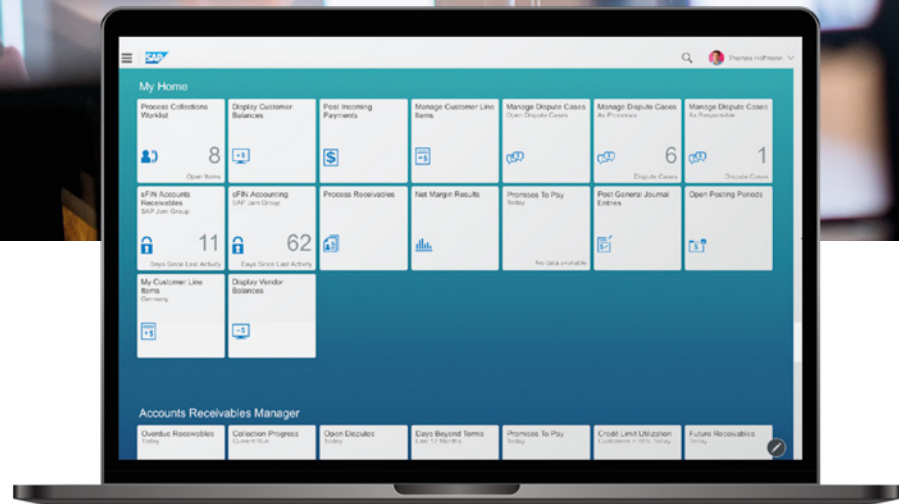
Management processes aided by the latest ERP system – SAP S/4 HANA, ensuring comprehensive insight into key business operations across all companies.

With SAP S/4 HANA, management can effectively track and manage various business functions such as finance, sales, procurement, production and inventory. This system integrates data from various sources, providing real-time analytics and reporting capabilities for informed decision-making. Moreover, SAP

S/4 HANA offers advanced features such as predictive analytics, machine learning and artificial intelligence, enabling companies to optimize their operations and improve overall efficiency. By leveraging SAP S/4 HANA, organizations can gain a competitive advantage, improve customer satisfaction, and drive business growth.



SAP S/4 HANA



Experienced market player

The awards and certificates we have earned not only confirm the highest quality of the products and services offered by our company, but also represent our commitment to continuous development and the striving for excellence.

Trusted partner in business



New challenges

Green energy transformation



Klima-Therm Group is an active member of numerous trade associations operating in the air conditioning and ventilation market, as well as organisations focused on the process of energy transformation and electrification of heating in Europe.



WE
CARE
ABOUT
AIR

MISSION & GOALS

Klima-Therm Group's mission, which is expressed with the motto "We Care About Air", is the quality and comfort of air – in the office, at home and in all areas where people work and spend their time.

The company's vision is to provide its clients with state-of-the-art air conditioning, ventilation and heating solutions that are energy-efficient, environmentally friendly, functional and durable. These solutions do not only correspond to current trends but are primarily in line with the needs and expectations of investors and end users.

As much as we care about the air, we take care of the nearer and further surroundings of our business enterprise. We are confident that transparent and ethical behaviour, commitment to the company's stakeholders and respect for the environment build additional value that positively affects our shared future.

The company's objectives focus on increasing competitiveness and ensuring its continued growth through:

- ➔ Simultaneous development of distribution and production activities

- ➔ A complementary product portfolio in different price segments

- ➔ Sales intensification of own brands

- ➔ Globalisation of activities: increase in the activity of foreign companies and export growth

- ➔ Boosted sales of air-to-water heat pumps

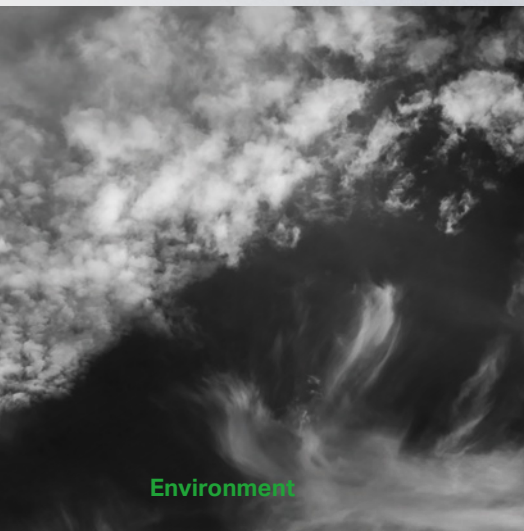
- ➔ Extension of the Renewable Energy Sources (RES) product range

- ➔ Implementation of the most advanced air conditioning and ventilation technologies

ESG HIGHLIGHTS

Responsibility is the company's key building block

We are convinced that we can make a positive impact on our surroundings through our actions and pro-environmental attitudes. Drawing on past achievements and established practices, we focus our attention on a better future – as this is how we want to ensure the company's continued growth for the benefit of people and the environment.



Environment



Social responsibility



Corporate governance



Development in line with the ESG philosophy

In order to grow in a more responsible and sustainable manner, we have already embarked on the process of standardising our operations according to ESG (Environmental, Social and Corporate Governance) criteria. By the end of 2024, the pillars of the new strategy will have an impact on all key areas of our business related to environment protection, social responsibility and corporate governance.

What does ESG mean to us?

As a company, we recognise that our activities have an effect on the world we live in. For this reason, we have adopted a sustainable approach, focusing on three key areas in our activities: environment, society and governance.

E-Environmental

- Our products are energy-efficient
- Our devices use refrigerants with low GWP
- We invest in the Renewable Energy Source segment
- We implement solutions dedicated to low-energy buildings
- We minimise the environmental impact of our operations

S-Social

- We care about the health, safety and growth of our employees
- Our employees are provided with comfortable working conditions and advanced tools
- We respect diversity and foster a sense of belonging
- We respect labour rights
- We protect personal data

G-Governance

- We have implemented the SAP S/4 HANA ERP management system
- Our business activity is subject to external verification (ISO, GDPR and financial audits)
- We report and make public our activities on an annual basis
- We have developed a 'Code of Ethics' listing good working practices
- We ensure the cybersecurity of resources

New challenges

Sustainable future



By acting in accordance with ESG principles, we aim to reduce the negative impact of our activities on the environment while creating value for our stakeholders, including our employees, clients, local communities and investors. We are committed to ethical and responsible business conduct and place emphasis on transparency and corporate accountability to grow the trust and loyalty of our stakeholders.

MANAGEMENT BOARD



Daniel Jaśkiewicz

President of the Management Board of Klima-Therm Group

Daniel Jaśkiewicz founded Klima-Therm in 1996, and one year later entered into cooperation with the Japanese corporation Fujitsu General as a strategic partner in the distribution of air conditioning systems. He then spread his business to Northern Europe, i.e.: Sweden, Finland and Estonia, which initiated the company's expansion process abroad and transformed Klima-Therm Group into an international organisation of capital-related entities. At the end of 2010, Klima-Therm acquired Klimor, a Polish company. This proved a real turning point in the creation of the company's own production facilities and its entry into the ventilation sector. The competencies of Klima-Therm Group

as a manufacturer were further strengthened by the acquisition of Clima-Produkt and Barbor, which were then consolidated under the Klimor brand. Since 2011, Daniel Jaśkiewicz has been consistently building its own brand of KAISAI air conditioners and heat pumps, significantly increasing the organisation's competitiveness in the most prospective market segments. In 2016, the founder decided to expand outside Europe and established a subsidiary in North America – Klimor USA, Inc. This was yet another crucial step on the way to globalising the business and transforming the Klima-Therm Group into an internationally recognised brand.



Andrzej Walendowicz

Vice President of the Management Board,
Chief Commercial Officer

Associated with Klima-Therm Group since 2007. He serves as Chief Commercial Officer and Vice President of the Management Board in Klima-Therm and Klimor. A graduate of the Gdańsk University of Technology at the Faculty of Mechanical Engineering with a degree in Ventilation and Air Conditioning. As an experienced manager with an industry-specific background, Andrzej Walendowicz successfully guided the Group through a business transformation process – building a sales department founded on first-rate technical and commercial specialists and augmenting the organisation's engineering profile.



Jarosław Gawroński

Board Member, Chief Financial Officer

A graduate of the Gdańsk University of Technology and the prestigious MBA programme organised by GFKM and RSM Erasmus University, which he completed with honours. He has extensive experience in financial reporting, controlling and liquidity management of companies. Jarosław Gawroński has been part of Klima-Therm since 2008 and Klimor since 2011. He acts as Chief Financial Officer and Board Member of both companies. Previously, he managed the finances of the Polish branches of European leaders in the food industry and worked for one of the largest auditing firms. Jarosław Gawroński is a qualified statutory auditor.



Marek Kupiec

President of Klimor's Management Board

Involved with the ventilation industry since 1994, with the last 16 years spent working for Klima-Therm Group. In 2011, he took over the role of the President of the Management Board of the Klimor manufacturing company, previously serving as the Technical Director at Klima-Therm and Vice President of its Management Board. Graduate of the Gdańsk University of Technology, Marek Kupiec qualified with an industry-specific degree in Ventilation and Air Conditioning. He considers his greatest success to be "the creation and construction of a well-coordinated creative and manufacturing entity which has become an industry leader".

MESSAGE FROM THE PRESIDENT OF THE MANAGEMENT BOARD

“We are growing in strength, becoming a global company”

The year 2022 was an incredibly positive year for Klima-Therm Group. We achieved a record level of sales revenue of PLN 959 million. This represents a 75% increase over 2021 and almost a threefold increase in turnover over the past five years. These historical results are entirely attributable to our customers and employees, who have taken our company to a whole new level.

Excellent use of potential

We recorded increased sales across all categories, particularly in the prospective segment of RES products with a significant share of heat pumps. Air-to-water heat pumps were undoubtedly the best-selling product of the past year, with an estimated 200,000 units sold in Poland and 3 million across Europe. We made the most of the boosted interest in heat pumps, delivering almost six times as many units to the market year on year.

Global approach

Our objective is to systematically scale our business from a global perspective. We are pursuing two paths of globalisation – on the one hand, we increase the activities of foreign enterprises, and on the other, we effectively expand company exports. In 2022 alone, our foreign European companies grew by 42%. In North America, we recorded revenue growth of 22%. Export activities – implemented through active sales of Klima-Therm’s own brands of Kaisai and Klimor – increased by as much as 54%.



Daniel Jaškiewicz

Founder and President of the Management Board of Klima-Therm Group

On the international stage

The global presence of Klima-Therm is enhanced by its regular attendance at the largest and most important trade fairs in the world. The company is consistently showcasing its solutions at events such as the Mostra Convegno trade fair in Milan, the ISH in Frankfurt and Chillventa in Nuremberg. These trade fairs are also invaluable for expanding our international distribution network. In turn, the American trade show AHR Expo gives us an excellent opportunity to meet the representatives of dozens of distribution companies from the US and Canada with which we cooperate.

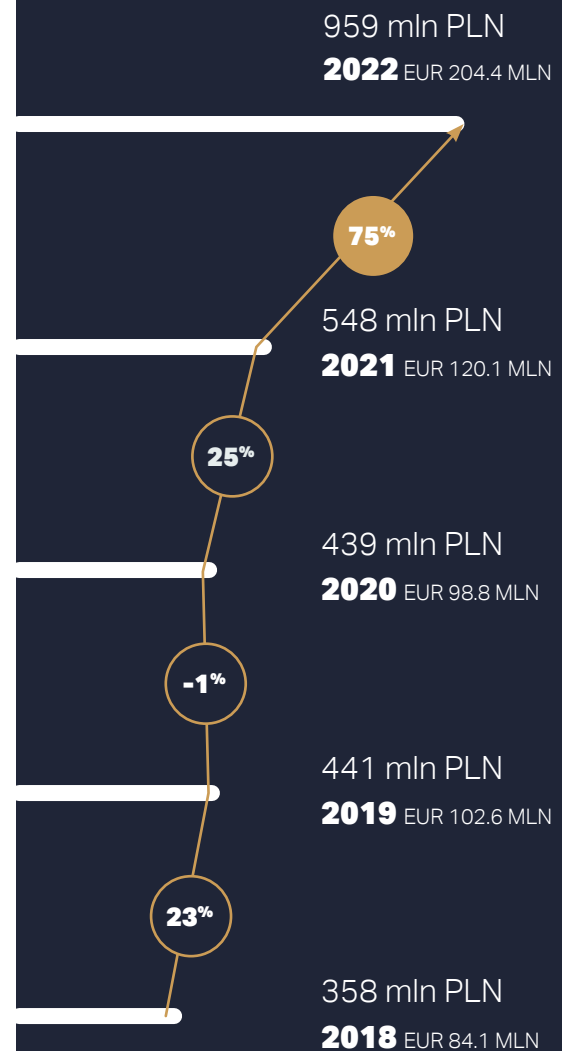
We are growing in strength, becoming a global company. The Group's well-established position on the market, the increasingly dynamic activity of its companies abroad and the extensive promotion of its solutions on the international stage have all been key to transforming Klima-Therm into a trusted global supplier. In this way, we are acquiring new contracts worldwide and building the potential for continued far-sighted development of the entire organisation.

TOTAL REVENUE

Financial results

Total revenue of Klima-Therm Group in 2018–2022

2 744 mln PLN



(*) Sales value expressed in EUR converted at the average annual exchange rate fixed by the Polish National Bank (NBP); [2022] EUR = PLN 4.6869; [2021] EUR = PLN 4.5674; [2020] EUR = 4.4448; [2019] EUR = 4.2980; [2018] EUR = 4.2623

SUBSIDIARIES

Meet our entities

Klima-Therm Sp. z o.o. | Poland

Klima-Therm – the General Representative of the Japanese company Fujitsu General in Poland, Scandinavia and the countries of the Baltic region – provides superior quality solutions in air conditioning, ventilation, refrigeration and heating. The comprehensive portfolio of equipment distributed by Klima-Therm comprises brands such as: Fujitsu, KAISAI, General, Fuji Electric, Auratsu, Klima-Therm by Clint, Klima-Therm by Sabiana and Klima-Therm by

Montair. The company's products include Split and Multi Split air conditioners, Airstage VRF systems, air-to-water heat pumps and chilled water systems. The nationwide network of Klima-Therm's offices and regional commercial representative facilities currently numbers 17 locations. As an umbrella brand, Klima-Therm is an international capital group comprising subsidiary companies – 7 companies in 6 countries.

Klimor Sp. z o.o. | Poland

A company with traditions and the manufacturer of the first Polish air handling unit. Founded in 1967 in Gdynia, the company has been operating within the structure of Klima-Therm Group since 2010. Klimor operates three production plants located in Gdynia, Pszczółki and Skowarcz. The Klimor brand boasts an extensive selection of modern air handling and ventilation units, as well as a group of special-purpose products – dedicated to the so-called clean sectors (hospitals, laboratories), rooms with high humidity (indoor swimming pools) and production halls. The principal product range is complemented by solutions for the shipbuilding industry. Klimor's leading product line is the EVO series of air handling units launched in 2020.

Klimor Inc. | USA

The founding of Klimor USA in 2016 is closely connected with the strategy of Klima-Therm Group, which aims to increase its production activity and open up to new customers and markets outside Europe. Klimor USA operates in the United States and Canada based on a network of independent representatives comprising more than 100 partner branches. The company boasts more than one hundred completed projects, including prestigious facilities such as TELUS Vancouver (BC), Princeton University (NJ), Eastern Oregon University, La Grande (OR), Merck Durham Plant (NC) and Florida Institute of Technology in Melbourne (FL).

Klima-Therm AB | Sweden

A Swedish distribution company founded in 2004 in Gothenburg (formerly FG Nordic). The company supplies a comprehensive range of office and industrial air-conditioning systems and solutions for domestic use, which include equipment manufactured by brands such as Fujitsu, Fuji Electric, MTA, Kaisai, Klimor and Emicon, among others. With the acquisition of SKiAB in 2016, the General Distributor of Clivet chilled water systems, the company

has increased its recognition in the Swedish market. Klima-Therm AB has experienced systematic growth in recent years, which has been validated by prestigious certificates: UC Gold Company for superior creditworthiness and UC Nordic Growth for revenue dynamics. The growth of the business has been augmented by the expansion of the representative facilities, which currently stand as three: in Partille, Malmö and Stockholm.

Klima-Therm OY | Finland

One of the three subsidiaries in Northern Europe – formerly operating as FG Finland – was established in 2004 in Helsinki. As the exclusive distributor of Fujitsu, General and Fuji Electric air conditioning systems on the Finnish market, the company effectively bolsters Klima-Therm Group's position in Nordic countries with regard to the sale of

comfort air conditioning systems, including the increasingly popular air-to-water heat pumps. The company continues to develop by skilfully adjusting its product portfolio to the current market demands. The main objective of Klima-Therm OY is to achieve the leading share in Finland's heating and cooling sector.

Klima-Therm OÜ | Estonia

The Estonian company Klima-Therm OÜ (previously FG Baltics) is headquartered in Tallinn. Since 2008, the company has been operating in the Lithuanian, Latvian and Estonian markets as the General Representative of Fujitsu, General and Fuji Electric brands. The company's portfolio includes air conditioning and heating systems dedicated to large facilities and solutions designed for individual customers. Klima-Therm OÜ primarily distributes air-to-water and air-to-air heat pumps as well as Split and Multi Split air conditioners. On the Estonian market, Klima-Therm OÜ operates in cooperation with its strategic business partner, FSK OÜ.

Klima-Therm GmbH | Germany

2018 with its headquarters in Dortmund. It was established under the original name Kaisai (Euro) GmbH, with the primary objective of introducing Kaisai brand air conditioners and heat pumps to the markets in Germany and Austria. As the business grew, the company expanded its portfolio of distributed equipment to include, among others, the Klimor brand. As a consequence of this portfolio expansion and business dynamics in German-speaking countries, in January 2022 the company changed its name to Klima-Therm, which completed the process of consolidating the Group's distribution activities under one strong and recognisable brand.

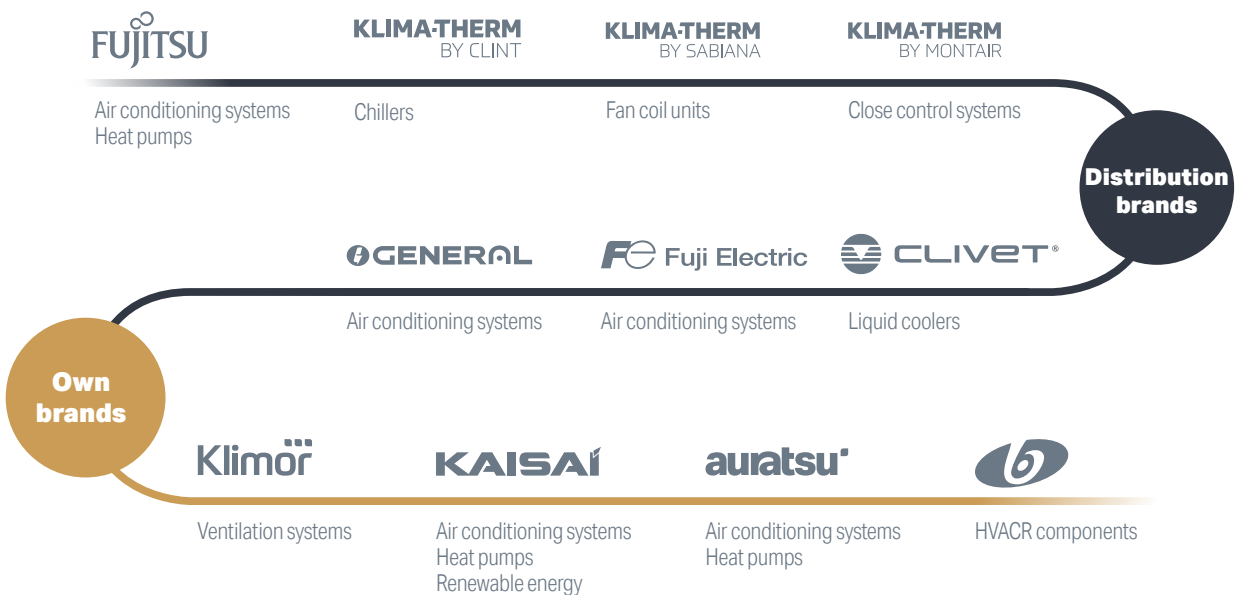
BRANDS AND PRODUCTS

Klima-Therm Group provides its customers with a carefully selected portfolio of global brands and own products.

Brands from Klima-Therm Group’s portfolio represent different product segments – from split and multi split air conditioners, VRF systems, water chilling units, air handling and ventilation units to heat pumps and other devices from the Renewable Energy Sources (RES) sector. Such a versatile

product range provides customers with an even greater choice, as well as increases the competitiveness of the company in terms of supplying solutions tailored to diverse project specifications, specific investment needs and the defined budget.

Leading brands






















Product segments and their application



Split air conditioners	■ ■ ■ ■ ■ ■						
Multi Split systems		■ ■ ■ ■ ■ ■					
VRF systems			■		■		
Water chilling units			■ ■ ■		■ ■ ■ ■ ■		■
Fan coil units			■ ■ ■ ■ ■		■ ■ ■ ■ ■		
Close control systems							■
Air conditioning and ventilation units		■	■	■	■		■
Compact recuperation units	■ ■	■ ■					
Air-to-water heat pumps	■ ■ ■ ■	■ ■					
Air-to-air heat pumps	■ ■						
High-power heat pumps – New in 2023		■ ■	■ ■	■ ■			
Photovoltaic modules	■	■	■	■	■	■	■
Photovoltaic inverters	■	■	■	■	■	■	■
Energy storage systems – Launch in 2023	■	■					
Dehumidifiers	■	■			■		

- Fujitsu ■ Fuji Electric ■ Auratsu ■ Thermica ■ KT by Sabiana ■ Kaisai
- General ■ Clivet ■ Cotes ■ Klimor ■ KT by Montair ■ KT by Clint
- MTA ■ Emicon ■ Eden

Brands and products in home markets

		 Poland	 Sweden	 Finland	 Estonia	 USA	 Germany
	SPLIT	■	■	■	■		
	VRF	■	■	■	■		
	ATW HP	■	■	■	■		
	SPLIT	■	■	■	■		
	SPLIT	■	■	■	■		
	VRF	■					
	CHILLER	■					
	FAN COIL	■					
	FAN COIL	■					
	CHILLER		■				
	FAN COIL		■				
	ATW HP		■				
	SPLIT	■	■	■			■
	PORTABLE AC	■	■				■
	ATW HP	■	■	■			■
	PV	■					■
	PV INVERTERS	■					■
	ERV	■	■				■
	AIR CURTAINS	■	■	■			■
	SPLIT	■					■
	ATW	■					■
	AHU	■	■	■		■	■
	ERV	■				■	■
	ATW HP	■					
	CHILLER		■				
	ATW HP		■				
	CHILLER		■				
	ATW HP		■				
	FAN COIL		■				

Volumes of units sold in 2022

154 757

Split air conditioners
(AC) (units)

24 105

Heat pumps
(ATW) (units)

2 934

Air handlers
(AHU) (units)

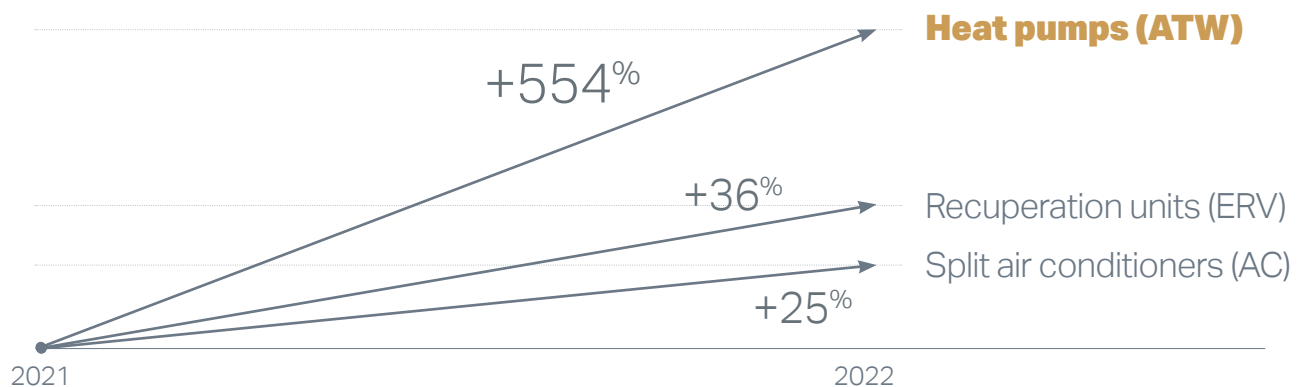
1 965

Recuperation units
(ERV) (units)

1 486

VRF systems
(AC) (units)

TOP 3 of sales – Growth leaders 2022 vs. 2021



New products in 2022/23



BLAST
Domestic ventilation
units with heat recovery

Arctic Power reversible
high-power heat pumps

Console floor
air conditioners

Kaisai ICE Black/White
wall-mounted
air conditioner series

SALES CHANNELS

Klima-Therm Group conducts its commercial activity through sales intended for investments and framework agreements with network clients and using the indirect sales model – through a network of distributors, partner companies and wholesalers.

Klima-Therm Group employs a team of qualified technical and commercial advisers, RES engineers and customer service employees to implement sales across all channels. The company's strengths in this way are:

- Professional technical and sales advice
- Sales team comprising more than 120 people
- Exhaustive customer service.

Direct sales: Investment sales



Indirect sales

Poland



Authorised Distributors



Wholesalers and retailers



Authorised Service Partners (ASP)

Export



Representatives (REPs) in the USA



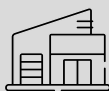
Sales partners



Household appliance stores in Sweden

Direct sales: Network customers

(companies with a network of branches)



BANK OUTLETS



PETROL STATIONS



DRUGSTORES



KNOWLEDGE SHARING

Key priorities of the company include building substantive partnerships with clients and actively participating in creating the best industry practices. It was with this premise in mind that the Klima-Therm Group Academy was established in 2007.

The main objective of the Academy is to enhance the qualifications of HVACR professionals and improve their know-how of the latest products, technologies and design solutions.

The Klima-Therm Academy offers training courses using ultra-modern facilities which offer professionally prepared lecture rooms and demonstration instruments and devices. An experienced team of instructors ensures the highest quality

of imparted knowledge – they are experts from the air conditioning, ventilation and RES sector.

Training courses take place at the Academy's three fully-equipped educational centres located in Gdańsk, Warsaw and Katowice, and also as online lectures.

The basic scope of training includes:



A series of lectures under the 'HVACR Designer Academy'



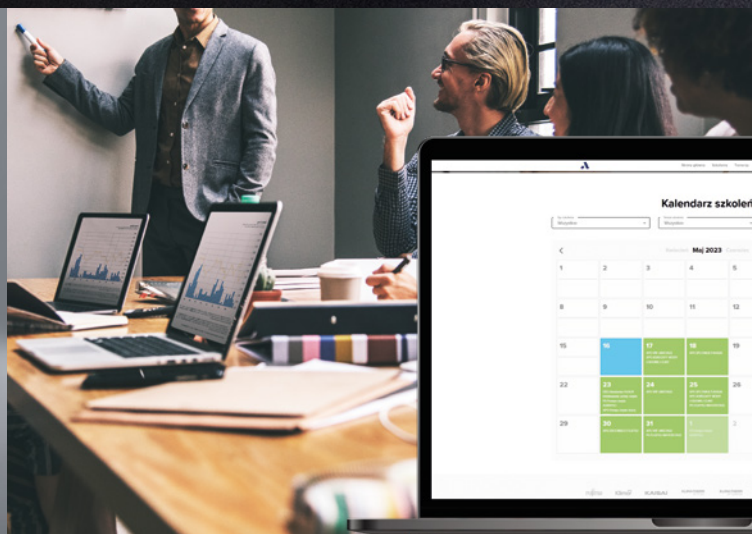
Authorisation programmes relating to the company's products

Training for students and those attending industry-specific vocational schools

Mobile Showroom

In 2022, the Academy's activities were expanded to include a new form of presentation – mobile showrooms.

Two vehicles displaying equipment manufactured by the KAISAI brand pay visits to distributor outlets and wholesalers in various locations in Europe and also participate in local trade fairs.



Training for Service Partners in regard to commissioning, in-warranty repairs and maintenance of heat pumps

In-house training for technical and commercial advisers

For more information visit:
szkolenia.klima-therm.com

REFERENCES

A global reach, renowned brands, a comprehensive portfolio of highest quality solutions, and several hundred highly skilled employees are fundamental to the success of Klima-Therm Group.

This success is reflected in the trust placed in the company by several thousand clients, which include the representatives of the largest international enterprises and brands. Systems and devices supplied by Klima-Therm Group en-

sure the air comfort of users across Poland and many regions of the world. This is not only a source of pride to the company but, above all, its commitment to ensuring the highest quality of products and services.

From our portfolio of references

TRADE AND SERVICES

Biedronka	Galeria Młociny	Orlen
CityFit, Lublin	Ikea	Primark, Kraków
Decathlon	Leroy Merlin	Reserved (Great Britain)
Empik	Lidl	Rossmann
eobuwie	Lotos,	Super-Pharm
Galeria Arkadia	Media Markt	TBC Bank (Georgia)

INDUSTRY

BorgWarner	Hutchinson	Radwag
BSH	KGHM	Rosinski Packaging
Cyfrowy Polsat	Luiseville Manufacturing (Canada)	Tauron
Dr. Schumacher	Michelin	Tele-fonika Kable
Goodyear	PGE	Tikkurila
Grupa Azoty	Pollena	Valeo



C200, Gdańsk

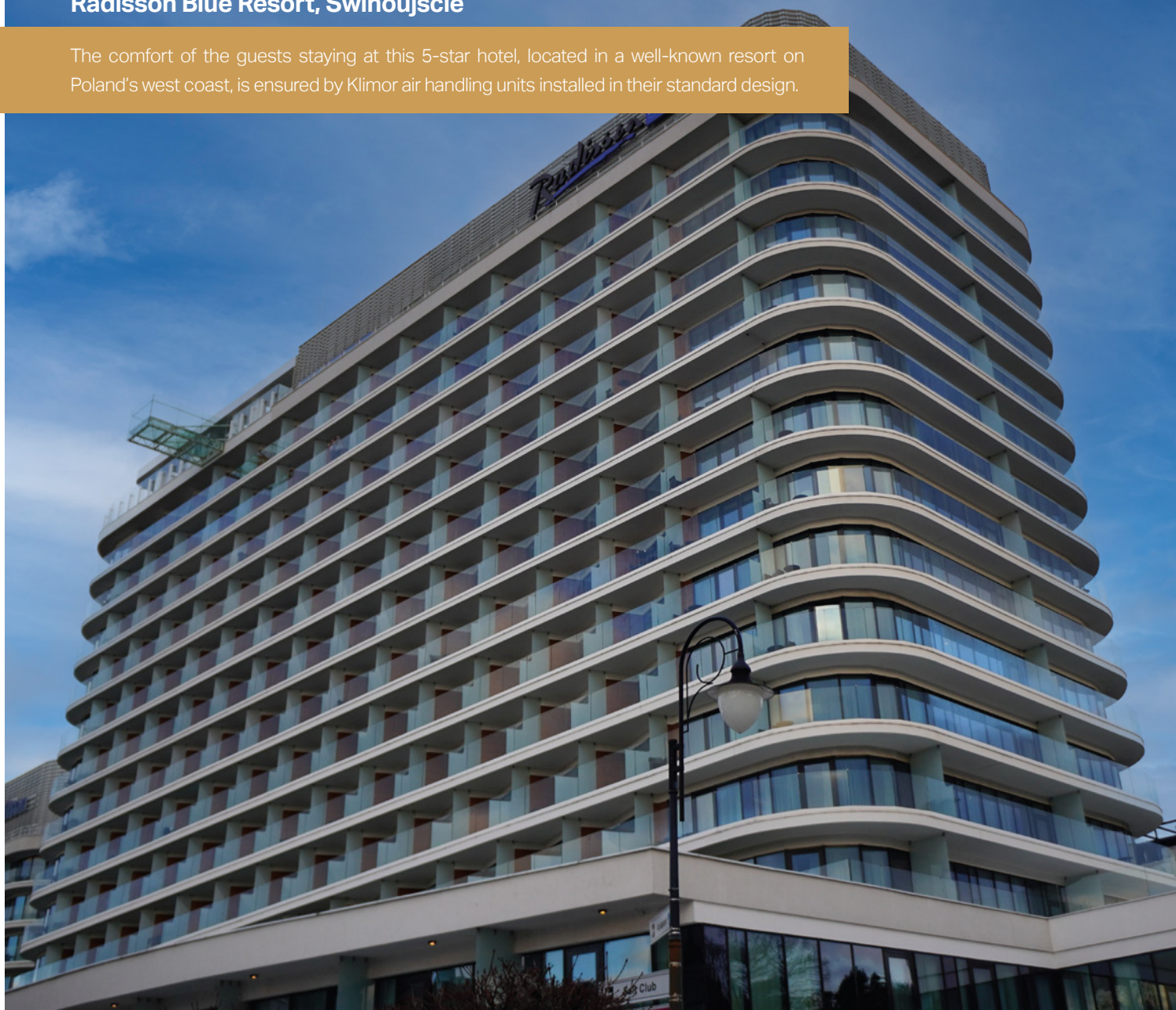
Premises belonging to the 'Centrala' office complex – an investment carried out with the use of Fujitsu VRF V-III, VR-III systems and Klimor air handling units.

OFFICE BUILDINGS

Agata Meble, Katowice	Future Four, Gliwice	Park Avenue, Warszawa
BCB Bałtyckie Centrum Biznesu, Gdańsk	Kielecki Park Technologiczny, Kielce	Rawa Office, Katowice
C200 Office, C300 Office, Gdańsk	Main Seneca Corporation, New York	Sagittarius Business House, Wrocław
Comarch Office, Kraków	Morska Agencja, Gdynia	Szucha Premium Offices, Warszawa
Cybernetyki Office Center, Warszawa	Olivia Business Centre, Gdańsk	Tensor, Gdynia
Centaurus, Olsztyn	Orange Office Park, Kraków	Quatro Business Park Five, Kraków

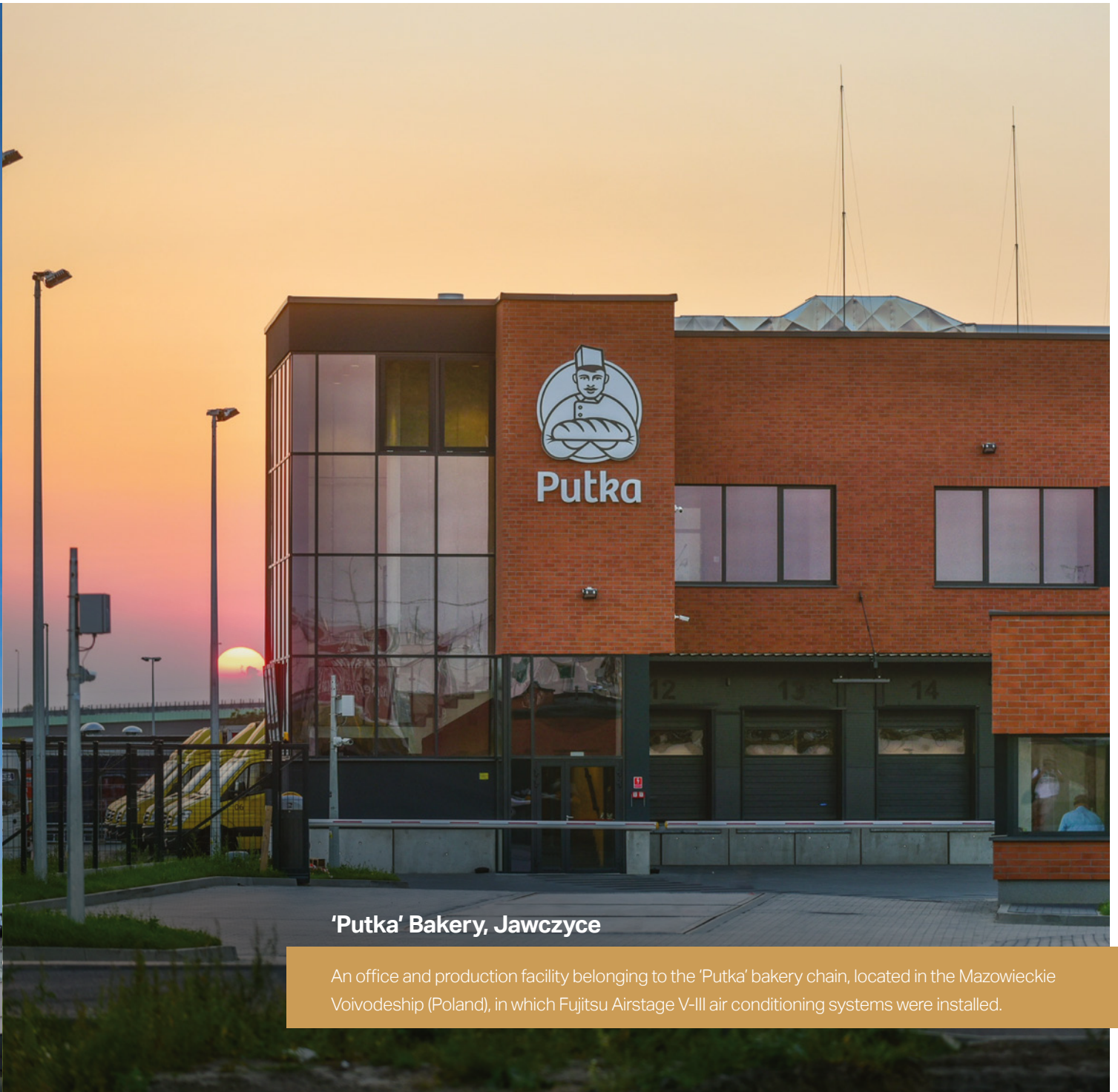
Radisson Blue Resort, Świnoujście

The comfort of the guests staying at this 5-star hotel, located in a well-known resort on Poland's west coast, is ensured by Klimor air handling units installed in their standard design.



HOTELS

Arche hotels, Poland	Hotel Żubrówka, Białowieża	Nadodrzański Dwór, Nowa Sól
Best Western Grand Hotel, Kielce	Hotele Arche	Primavera Conference & SPA, Jastrzębia Góra
Crystal Mountain Resort, Wisła	Hotel Różany Gaj, Gdynia	Qubus Hotel, Zielona Góra
Dwór Uphagena, Gdańsk	Ibis Hotel, Lithuania	Radisson SAS
Hotel Warszawa, Augustów	Mercure Sepia, Bydgoszcz	Sofitel Luxury Hotels



'Putka' Bakery, Jawczyce

An office and production facility belonging to the 'Putka' bakery chain, located in the Mazowieckie Voivodeship (Poland), in which Fujitsu Airstage V-III air conditioning systems were installed.

CAR DEALERS

 BMW

 Ferrari

 Lexus

 Mercedes-Benz

 Seat

 Toyota

FOOD INDUSTRY

 Dr. Oetker

 Frito Lay

 Ferrero Rocher

 Grzybki Bakery

 JBB

 Lubella

 Maluta

 Mlekovita

 Nestle Group

 Putka Bakery

 Trumpf Mauxion Chocolates

 Wedel

Sopot railway station

A modern railway station complex combined with a shopping mall, for which Klimor air handling units, Klima-Therm by Clint water chilling units and Klima-Therm by Sabiana fan coil units were supplied.



EDUCATION

Allen Stevenson School (USA, New York)	Politechnika Warszawska	Uniwersytet Ekonomiczny w Krakowie
GA Tech Polytechnic (USA, Atlanta)	Politechnika Łódzka	Uniwersytet Gdański
Judith Smith School (Canada, Montreal)	Solar Decathlon University (Canada, Montreal)	Uniwersytet Warszawski
Politechnika Białostocka	The British School, Warszawa	Wyższa Szkoła Bankowa w Gdyni



Orlando Sanford International Airport, Florida (US)

Klimor air handling units take care of air comfort in the buildings of one of Orlando's two commercial airports.

PUBLIC AND FINANCIAL INSTITUTIONS

Archiwum Państwowe w Białymstoku	Getin Noble Bank	PKO BP
Centrum Dziedzictwa Historycznego Miasta Gdańska	ING Bank Śląski	PKP
Centrum Historii Zajeżdźnia, Wrocław	Maxwell Air Force Base, Alabama	PZU
Citibank Port Charlotte, Florida	Orlando Sanford Intl. Airport	Sąd Rejonowy w Białymstoku

MARKETING SUPPORT

Investing in marketing projects that build value for the customer and the organisation is a pillar of Klima-Therm Group's dynamic development.

Marketing is vital to achieving the company's current sales targets and strategic plans. It is also an effective tool for strengthening the image of Klima-Therm Group as a leading supplier of air conditioning, ventilation and heating equipment.



INTERNATIONAL TRADE FAIRS

Building the global position of Klima-Therm Group through regular participation in the world's largest trade fairs | Promotion of own brands: Kaisai and Klimor

HVACR industry trade fairs we participate in:

Mostra Convegno Expocomfort in Milan (IT), Chillventa in Nuremberg (DE), ISH - Frankfurt am Main (DE)

CHILLVENTA

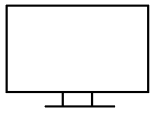


mostra convegno
expocomfort

ISH

KAISAI ADVERTISING CAMPAIGN

An intensive advertising campaign in traditional media aimed at building awareness of KAISAI air conditioners and heat pumps among consumers



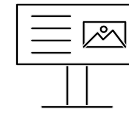
TV sponsorship campaign:

TVN, Polsat, TVP1,
special interest channels



Radio:

sponsor credits at RMF Group,
Eurozet and Polskie Radio stations



Out-of-home media:

advertisement boards
with a size of 12x4 m



Klima-Therm

leader of advertising

Klima-Therm was the largest advertiser of
2022, with a **25% share in the HVACR +
RES industry spending in Poland** (*)

(*) According to data from Ad Expert, Kantar Media

25%

PRODUCTION AND RESEARCH ACTIVITIES

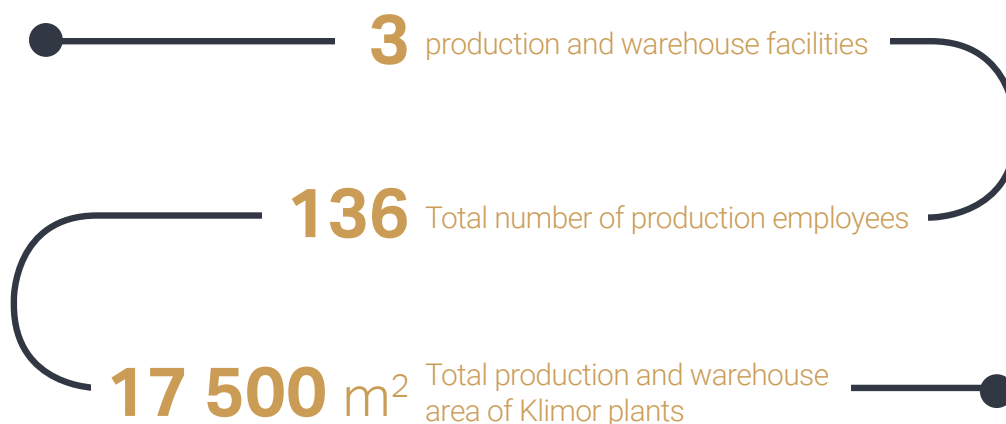
The production activities of Klima-Therm Group are carried out at three Klimor plants located in Poland, the Pomeranian Province.

The manufactured devices are of the highest quality and comply with the most exacting global standards in terms of their technical parameters and quality of workmanship. Klimor manufactures air conditioning and ventilation units which meet numerous restrictive standards in relation to certification, namely DIN 1946-4:2008, PN-EN 1886:2008 and PN-EN 13053+A1:2011. Moreover, Klimor has implemented the ISO 14001:2015 environmental management

system integrated with the requirements of the ISO 9001 quality system. Since 2019, the manufacturer has been an active member of the European industry organisation – Eurovent Association, and in 2020 it successfully completed the certification process of its products according to EUROVENT unified technical standards and norms.



Klimor production plants





Gdynia

Total production
and warehouse area:

7 700 m²

Number of production
employees:

76 people

Scope of production: Medium and large size air handling units from the EVO series designed for industrial use



Pszczółki

Total production
and warehouse area:

3 400 m²

Number of production
employees:

30 people

Scope of production: Medium and small size air handling units from the EVO series designed for commercial and industrial use



Skowarcz

Total production
and warehouse area:

6 400 m²

Number of production
employees:

30 people

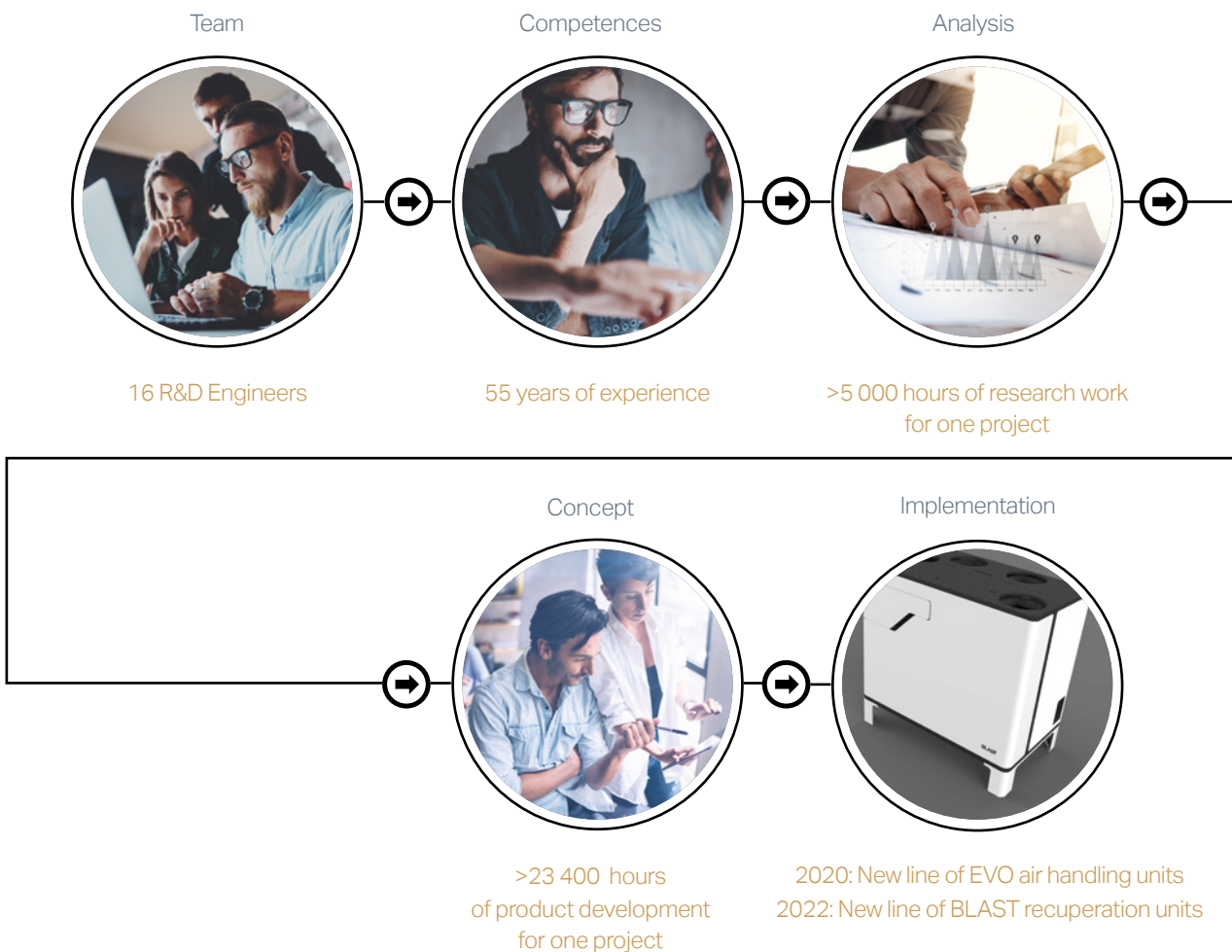
Scope of production: 'Klimor Smart Solution' equipment, domestic ventilation devices, such as compact recuperation units from the BLAST series

Research and development

Research and development play a vital role in the production process.

An experienced team of more than a dozen R&D engineers and product managers skilfully transform customer needs into a technical concept. The implementation of every new idea is preceded by detailed research, calculations and testing of prototypes, resulting in the continued improvement of Klimor devices. In-house R&D is not all

about product development, however, as it also functions as a valuable source of countless ground-breaking concepts that allow Klima-Therm Group to remain the leading supplier in the HVACR industry. One such concept was the development of a new line of EVO air handling units and the start of their regular production in 2020.



STORAGE AND LOGISTIC FACILITIES

Klima-Therm Group has a modern storage and distribution infrastructure that offers both regional and international coverage.

It consists of four logistics centres – in Poland (Dąbrowa Górnicza, Gdańsk), Sweden (Gothenburg) and Finland (Tuusula), as well as local warehouses located at Klimor plants. The handling of all sales processes is supported by the central SAP system, which was replaced at the beginning of 2022 with its latest, smart version dedicated to managing the company's resources in real-time – SAP S/4HANA.

2022

4 logistics centres and 27,000 m² of warehouse space



More than
50,000 m²
in total

The new logistics centre, with an area of approximately 24,000 m²

2023/ 24

ENVIRONMENT

**WE
PRODUCE
RESPONSIBLY**

In harmony with the environment

The environmental management system implemented in compliance with ISO 14001:2015 at Klimor sites is an important validation of the company's vocation on its environmental responsibility.

In our production processes, we pay particular attention to aspects such as:

- reduced consumption of raw materials, energy and production materials,
- reduction of generated pollution and waste,
- reduction of the fees for the use of natural resources.

WE PRIORITIZE RECYCLING

We understand the importance of recycling

The recovery rate of used equipment is almost 100%. All end-of-life devices are sent for recycling and disposal, ensuring compliance with the EU directive on waste electrical and electronic equipment.

WE IMPLEMENT ADVANCED HVACR TECHNOLOGIES

Thanks to remote supervision with the Kaisai Service Module (KSM) device, we operate with units remotely and implement energy integration within the client's facility. This allows for real operational savings and reduces the investment's carbon footprint. We provide access to renewable energy for commercial buildings through high-power heat pumps with EVI (enhance vapor injection), Microchannel and Turbocore technologies. Thanks to this, we achieve the highest values of energy efficiency indicators.

Thanks to factors with low GWP (global warming potential), we are ready to implement the new draft F-gas act today. Our units use environmentally friendly refrigerants: R32, R454B, R452B, R513A, R290 GWP = 3 and R1234ze with GWP <1.

WE ARE ENVIRONMENTALLY CONSCIOUS

We use an environmentally friendly car fleet

As of 2017, our fleet of company vehicles is made up of modern Toyota hybrid cars, which are much more eco-friendly.

WE FOCUS ON GREEN ENERGY

Sustainable investments

All three Klimor production plants have been equipped with photovoltaic (PV) systems, which significantly reduce the annual electricity demand of the production and office buildings. By investing in green energy, the company has not only optimised its operating costs – it has also become a conscious participant in the energy transition process, aiming to increase the share of RES in Poland's energy mix.

WE BUILD ECOLOGICALLY

Office and logistics center ‚AZYMUTALNA‘

In 2023, Klima-Therm Group began the construction of its new headquarters located in Gdańsk at street Azymutalna, in close proximity to the Lech Wałęsa Airport. The investment will include a five-storey office building, training and research facilities and a warehouse with 50 loading docks, which will ultimately serve as KlimaTherm Group's main logistics hub for Europe.

This innovative building project has been designed in compliance with the principles of the ESG concept and the standards set out by the internationally recognised multi-criteria green building certification system – LEED® – Leadership in Energy and Environmental Design.

Meeting LEED® requirements is about:

- Lowering the operating costs of buildings
- Reducing the negative impact of investments on the environment
- Creating company resources that are beneficial to the health and comfort of all users of the facilities

**WE
CARE
ABOUT**

SUSTAINABILITY

**WE CARE
ABOUT
A FRIENDLY
WORKING
ENVIRONMENT**

AZYMUTALNA - a zero-energy building

The basic design principles of the "Azymutalna" building consider eco-friendly, low-carbon and zero-energy solutions, as well as responsibility and concern for nature. Ecological materials will be used for the fabric of the building, while the necessary installations will take into account the necessity to minimise energy consumption and ensure the highest level of air quality and comfort in office and utility premises.





AZYMUTALNA - key facts

- ➔ Modern office and logistics centre in an attractive, well-connected location – a workplace for more than 200 people

- ➔ The facility's own PV system with a total capacity of 1MWp will cover the annual electricity needs of the building. In cooperation with a 500kW, 1800kWh large-scale electricity storage and high-power heat pumps, full annual balancing of the building will be ensured

- ➔ Environmentally friendly solutions for employees and customers include bicycle parking spots and electric vehicle charging stations

- ➔ The main building has approximately 6,100 m² of surface area earmarked for office premises, training and research facilities and a social area

- ➔ The warehouse, with a surface area of 21,300 m², is equipped with the intelligent radioshuttle automated storage system providing increased efficiency in logistics processes

- ➔ Implementation of the most advanced air conditioning and ventilation technologies

**SCHEDULED COMPLETION
OF THE INVESTMENT: Q4 2024**







CONSOLIDATED FINANCIAL STATEMENTS SUMMARY 2022

Consolidated balance sheet

ASSETS	31.12.2022	31.12.2021
Non-current assets		
Intangible fixed assets	3 547	4 475
Goodwill of subsidiaries	3 628	4 033
Tangible fixed assets	79 895	76 125
Long term investments	37 612	36 013
Long term prepayments and deferred expenses	8 883	3 893
	133 565	124 539
Current assets		
Inventories	295 784	110 744
Short term receivables	130 901	90 822
Short term investments	78 005	76 106
Short term prepayments and deferred expenses	4 068	3 778
	508 758	281 450
TOTAL ASSETS	642 323	405 989
EQUITY AND LIABILITIES		
31.12.2022		
31.12.2021		
Equity		
Share capital	20 000	20 000
Reserve capital	78 117	64 526
Other capital reserves	3 803	3 803
Foreign exchange differences	(1 120)	187
Accumulated profit from previous years	6 148	3 095
Net profit	123 768	39 644
Appropriation of the net profit during the financial year	(19 000)	-
	211 716	131 255
Minority interest	1 094	418
Negative goodwill of subsidiaries	1 652	1 886
Liabilities and provisions for liabilities	427 861	272 430
Provisions for liabilities	27 947	23 125
Long term liabilities	16 806	55 686
Short term liabilities	382 549	193 178
Accruals and deferred income	559	441
	430 607	274 734
TOTAL EQUITY AND LIABILITIES	642 323	405 989

All the financial data expressed in thousands of PLN

Consolidated profit and loss account

	01.01.2022 - 31.12.2022	01.01.2021 - 31.12.2021
Net revenues and net revenue equivalents		
Net revenues from the sale of finished products and services	150 124	131 974
Change in inventories of finished goods and work in progress	1 346	1 996
Work performed by the entity and capitalized	10	98
Net revenues from the sale of merchandise and raw materials	807 120	413 658
	958 600	547 726
Operating expenses		
Depreciation	(4 499)	(4 410)
Materials and energy	(85 329)	(72 701)
External services	(65 614)	(46 388)
Taxes and charges	(3 257)	(2 080)
Payroll	(71 644)	(66 259)
Social security and other benefits	(18 369)	(15 117)
Other expenses by kind	(18 198)	(7 844)
Cost of merchandise and raw materials sold	(542 003)	(284 443)
	(808 913)	(499 242)
Profit on sales	149 687	48 484
Other operating revenues		
Profit on the disposal of non-financial fixed assets	-	63
Grants	7	234
Other operating revenues	4 920	1 060
	4 927	1 357
Other operating costs		
Loss on the disposal of non-financial fixed assets	(40)	-
Revaluation of non-financial assets	(749)	(181)
Other operating costs	(2 278)	(2 199)
	(3 067)	(2 380)
Operating profit	151 547	47 461
Financial revenue		
Interest	6 599	4 296
Profit on the disposal of financial assets	-	122
Other	812	844
	7 411	5 262
Financial costs		
Interest	(3 820)	(1 199)
Other	(1 846)	(1 317)
	(5 666)	(2 516)
Gross profit on business activities	153 292	50 207
Amortisation of goodwill from subsidiaries	(405)	(405)
Amortisation of negative goodwill from subsidiaries	234	233
Profit before taxation	153 121	50 035
Corporate income tax	(28 671)	(10 108)
Profit attributable to minority shareholders	(682)	(283)
NET PROFIT	123 768	39 644

All the financial data expressed in thousands of PLN

Consolidated cash flow statement

	01.01.2022- 31.12.2022	01.01.2021- 31.12.2021
Cash flows from operating activities		
Net profit	123 768	39 644
Adjusted for:		
Minority interest	682	283
Amortisation and depreciation	4 803	4 714
Amortisation of goodwill from subsidiaries	405	405
Amortisation of negative goodwill from subsidiaries	(234)	(233)
Foreign exchange profit	(1 660)	(916)
Interest and participation in profits (dividends)	(2 798)	(3 157)
Profit on investing activities	39	(185)
Change in provisions	4 822	2 324
Change in inventories	(185 040)	7 232
Change in receivables	(40 079)	(31 842)
Change in short term liabilities, excluding loans and borrowings	173 494	42 222
Change in accruals, prepayments and deferred income	(5 162)	(1 801)
Operating activities other adjustments	-	(243)
	(50 728)	18 803
Net cash flows from operating activities	73 040	58 447
Cash flows from investing activities		
Cash inflows	13 512	33 381
Disposal of tangible and intangible fixed assets	74	111
From financial assets, including:	119	8 692
of third parties	119	8 692
- interest	119	1 798
- other financial assets proceeds	-	6 894
Other investing proceeds	13 319	24 578
Cash outflows	(24 713)	(50 497)
Purchase of tangible and intangible fixed assets	(7 502)	(3 743)
Purchase of investment property and intangible fixed assets	(74)	(21)
Other investing disbursements	(17 137)	(46 733)
Net cash flows from investing activities	(11 201)	(17 116)
Cash flows from financing activities		
Cash inflows	47 671	-
Loans and borrowings	36 787	-
Other financial proceeds	10 884	-
Cash outflows	(116 155)	(30 977)
Dividends and other payments to shareholders	(42 000)	(23 350)
Repayment of loans and borrowings	(69 579)	(5 613)
Repayment of finance lease liabilities	(957)	(725)
Interest paid	(3 619)	(1 095)
Other financial outflows	-	(194)
Net cash flows from financing activities	(68 484)	(30 977)
Total net cash flows	(6 645)	10 354
Balance sheet change in cash	(6 645)	10 354
Cash at the beginning of the financial year	14 821	4 467
Cash at the end of the financial year	8 176	14 821

All the financial data expressed in thousands of PLN

Consolidated statement of changes in equity

	Share capital	Reserve capital	Other capital reserves	Foreign exchange differences	Profit from the previous years	Net profit	Appropriation of the net profit during the financial year	Total equity
Equity as of 01.01.2022	20 000	64 526	3 803	187	42 739	-	-	131 255
Distribution of profit from the previous years	-	13 591	-	-	(13 591)	-	-	-
Dividends	-	-	-	-	(23 000)	-	(19 000)	(42 000)
Net profit	-	-	-	-	-	123 768	-	123 768
Foreign exchange differences	-	-	-	(1 307)	-	-	-	(1 307)
Equity as of 31.12.2022	20 000	78 117	3 803	(1 120)	6 148	123 768	(19 000)	211 716
Equity as of 31.12.2022, after considering the proposed profit distribution.								190 716

	Share capital	Reserve capital	Other capital reserves	Foreign exchange differences	Profit from the previous years	Net profit	Appropriation of the net profit during the financial year	Total equity
Equity as of 01.01.2021	20 000	62 000	3 803	1 096	28 764	-	-	115 663
Distribution of profit from the previous years	-	2 526	-	-	(2 526)	-	-	-
Dividends	-	-	-	-	(23 143)	-	-	(23 143)
Net profit	-	-	-	-	-	39 644	-	39 644
Foreign exchange differences	-	-	-	(909)	-	-	-	(909)
Equity as of 31.12.2021	20 000	64 526	3 803	187	3 095	39 644	-	131 255
Equity as of 31.12.2021, after considering the proposed profit distribution								111 255

Basis for preparation

The summary consolidated financial statements which comprise the consolidated balance sheet as at 31 December 2022, the consolidated profit and loss account, statement of changes in consolidated equity and consolidated cash flow statement for the year then ended, have been extracted from the annual consolidated financial statements for the year ended 31 December 2022 prepared in accordance with the Accounting Act dated 29 September 1994 (Official Journal from 2023, item 120; "Accounting Act") and related bylaws and other applicable regulations.

The summary consolidated financial statements omit the notes comprising significant accounting policies and other explanatory information as required by the Accounting Act and related bylaws and other applicable regulations. Therefore, to obtain full understanding of the financial statements, the summary consolidated financial statements should be read in conjunction with the annual consolidated financial statements from which the summary financial statements were extracted.

**TRANSLATORS' EXPLANATORY NOTE**

The English content of this report is a free translation of the registered auditor's report of the below-mentioned Polish Company. In Poland statutory accounts as well as the auditor's report should be prepared and presented in Polish and in accordance with Polish legislation and the accounting principles and practices generally adopted in Poland.

The accompanying translation has not been reclassified or adjusted in any way to conform to the accounting principles generally accepted in countries other than Poland, but certain terminology current in Anglo-Saxon countries has been adopted to the extent practicable. In the event of any discrepancies in interpreting the terminology, the Polish language version is binding.

Independent auditor's report on the summary consolidated financial statements

To the Shareholders' Meeting of Klima-Therm Sp. z o.o.

Our opinion

In our opinion, the accompanying summary consolidated financial statements of the capital group Klima-Therm Sp. z o.o. ("the Group") for the financial year from 1 January to 31 December 2022, presented on pages from 52-55 of the Annual Report 2022, are consistent, in all material respects, with the audited consolidated financial statements, on the basis described on page 55 of the Annual Report 2022.

The summary consolidated financial statements

The Group's summary consolidated financial statements derived from the audited consolidated financial statements for the year ended 31 December 2022 comprise:

- the consolidated balance sheet as at 31 December 2022;
- the consolidated profit and loss account for the year then ended;
- the consolidated cash flow statement for the year then ended;
- the consolidated statement of changes in equity for the year then ended.

The summary consolidated financial statements do not contain all the disclosures required by the Accounting Act of 29 September 1994 ("Accounting Act"). Reading the summary consolidated financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited consolidated financial statements and the auditor's report thereon. The audited consolidated financial statements, and the summary consolidated financial statements, do not reflect the effects of events that occurred subsequent to the date of our report on the audited consolidated financial statements.

The audited consolidated financial statements and our report thereon

We expressed an unmodified audit opinion on the audited consolidated financial statements in our report dated 14 April 2023.

Management responsibility for the summary consolidated financial statements

Management is responsible for the preparation of the summary consolidated financial statements on the basis described on page 55 of the Annual Report 2022.

Auditor's responsibility

Our responsibility is to express an opinion on whether the summary consolidated financial statements are consistent, in all material respects, with the audited consolidated financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing 810 (Revised), 'Engagements to Report on Summary Financial Statements'.

Registered Auditor preparing this report and responsible for the audit of Group's consolidated financial statements on behalf of PricewaterhouseCoopers Polska spółka z ograniczoną odpowiedzialnością Audyt sp.k., a company entered on the list of Registered Audit Companies with the number 144:

Marcin Dreliszak
Registered Auditor
No. 13645

Gdańsk, 14 April 2023

PricewaterhouseCoopers Polska spółka z ograniczoną odpowiedzialnością Audyt sp.k., Olivia Star, Al. Grunwaldzka 472C, 80-309 Gdańsk, Polska, T: +48 (58) 552 9000, F: +48 (58) 552 9090, www.pwc.com

PricewaterhouseCoopers Polska spółka z ograniczoną odpowiedzialnością Audyt sp.k., wpisana jest do Krajowego Rejestru Sądowego prowadzonego przez Sąd Rejonowy dla m. st. Warszawy, pod numerem KRS 0000750050, NIP 526-021-02-28. Siedzibą Spółki jest Warszawa, ul. Polna 11.

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