



# Sales Development 2024

**BELIMO Holding AG**

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**\*\*\*Please note: this session will be recorded.\*\*\***

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# Sales Development 2024

## Overview



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## Market

### Strong Demand in Americas

- Robust growth in the construction sector.
- Increased demand from reshoring and data centers.
- Market share gains.

### Accelerating Growth in Data Centers

- Ongoing investments in data center capital expenditures.
- Transition to liquid cooling and standardization.

### Positive Momentum Fueled by Emission Reduction Efforts in EMEA

- Strong demand for energy-efficient renovations offsetting challenges in new construction.

## Belimo

### Expansion, Innovation, and Partnership Growth

- Capacity expansion initiatives.
- Launch of new products including digital tools for RetroFIT+ (e.g. Assistant App 2).
- Expanding network of partners for RetroFIT+ and Digital Ecosystem.

### Launching New Strategic Initiative: Data Centers

- Global initiative to strengthen Belimo's position innovation leader.
- Coordinating resources as well as expertise across regions.

### SBTi Commitment Filed

- Commitment to SBTi targets.
- Alignment with Belimo's climate strategy for scope 1&2 and 3 emissions.
- Funding climate action via the Belimo Climate Foundation.

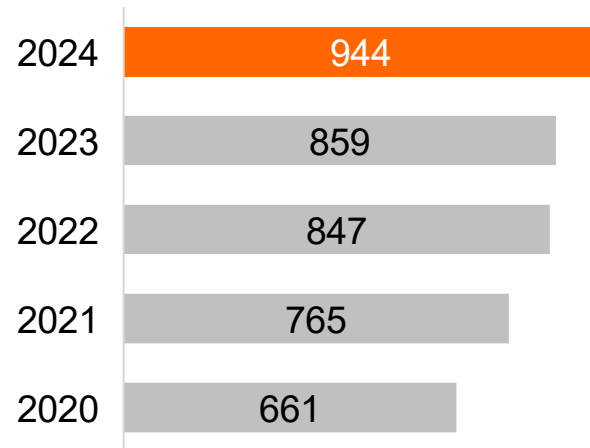
# Sales Development 2024

## Overview Sales 2024

Net Sales Development

**Net Sales**  
in CHF million

**943.9**



**YoY Net Sales Growth**  
in CHF in %, 2024

**9.9**

**YoY Net Sales Growth**  
in LC in %, 2024

**13.1**

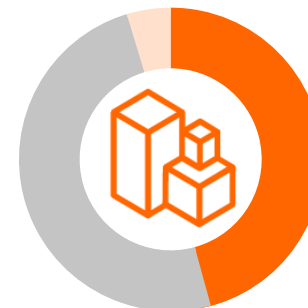
Regions & Applications

**Net Sales by Region**



- 41.3% EMEA
- 46.0% Americas
- 12.7% Asia Pacific

**Net Sales by Business Line**



- 45.7% Damper Actuators
- 49.6% Control Valves
- 4.7% Sensors and Meters

# Sales Development 2024

## Overview Sales 2024

### Net Sales Bridge

(in CHF in % - compared to prior year)

Net Sales Composition

Volume & Mix

9.8



Price

2.9



Others

0.4



FX

-3.2



Total Net Sales Growth

9.9



➔ **Positive volume & mix effect** driven by customer mix and high-end pressure independent control valves.

➔ **Positive price realization** largely compensating for the FX headwinds.

# Sales Development 2024

## Sales Review by Region – Overview

Growth Rates in Local Currencies in %

In % of Total Net Sales

5.9

**EMEA**

Strong growth in renovation-related demand/contracting channel drives volume recovery.

**EMEA**

Overall challenging market political instability postponing investments.

41.3

19.8

**Americas**

Increasing demand momentum from data centers on top of overall solid construction market.

**Americas**

Strong and broad-based market demand.

46.0

14.6

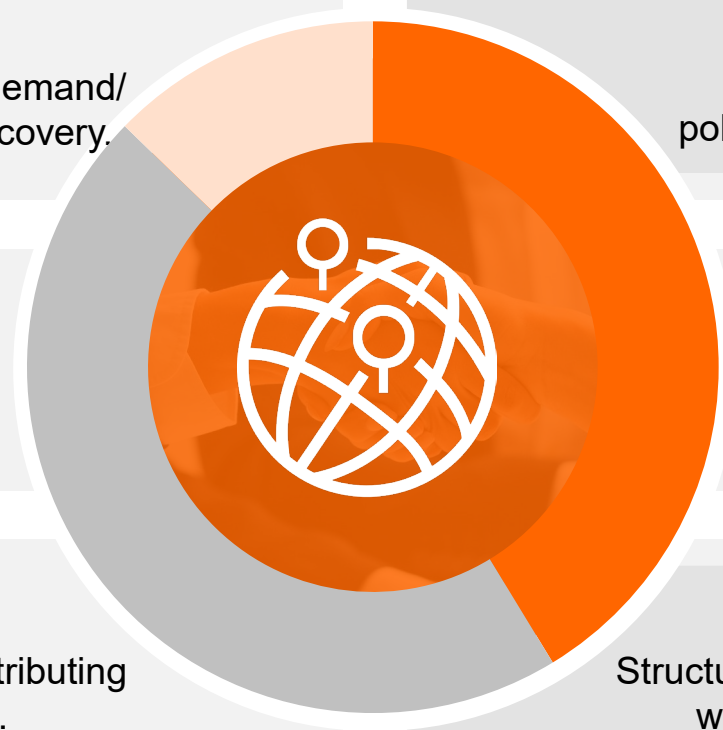
**Asia Pacific**

Broad-based growth, all markets contributing data-center related demand booming.

**Asia Pacific**

Structurally growing HVAC market, alignment with sustainability goals and regulations.

12.7

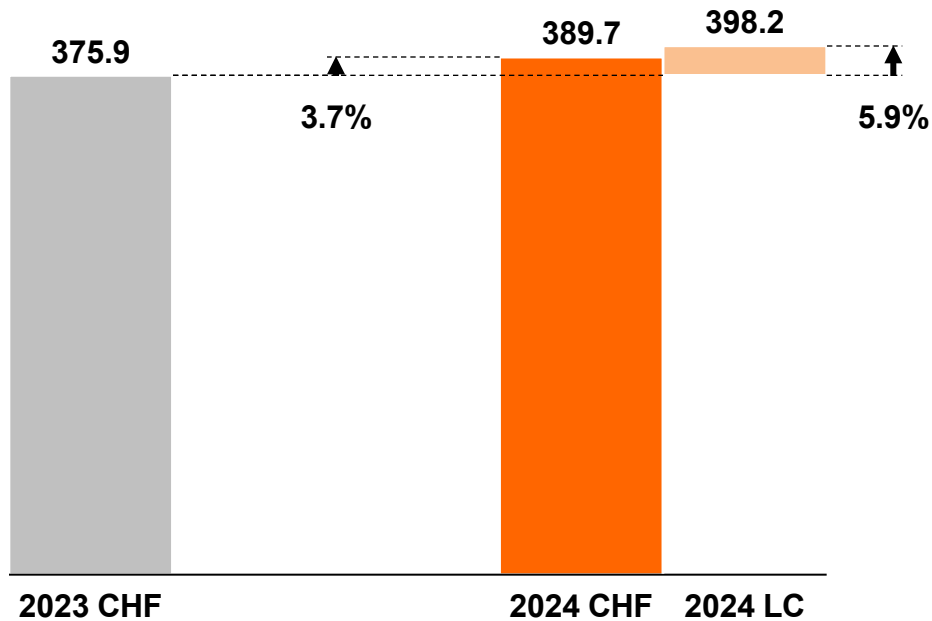


# Sales Development 2024

## Sales by Region – EMEA

### EMEA

in CHF million, LC adjusted at previous year rates



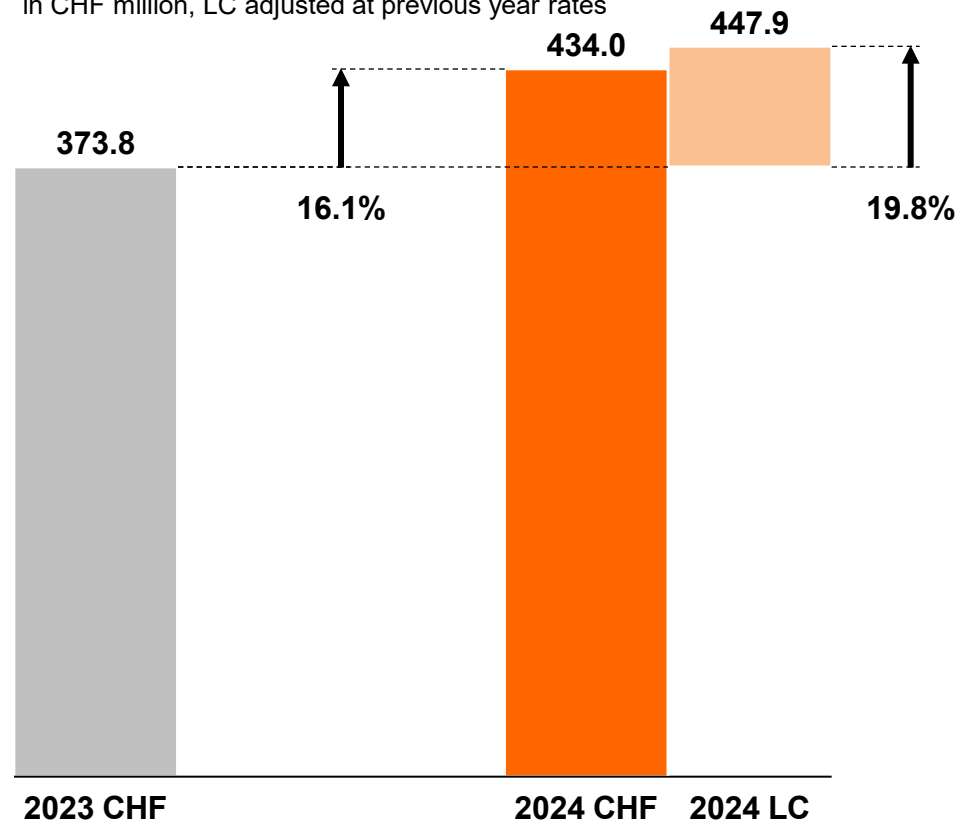
- Solid net sales increase of **5.9% in LC**.
- Growth driven by **renovation**. New build construction market impacted by high interest rates and political uncertainty
- Challenging market conditions in key countries like Germany.
- Successful scaling of the **RetroFIT+** initiative to meet high renovation demand across European sales organizations.
- Modest recovery in OEM volumes and data center demand supported revenue growth in Damper Actuators.

# Sales Development 2024

## Sales by Region – Americas

### Americas

in CHF million, LC adjusted at previous year rates



- **19.8% net sales growth in LC**, becoming Belimo's largest revenue-contributing region.
- **Broad-based positive trends** across traditional business verticals and channels.
- Strengthened position with **next-gen data center cooling solutions** and expanded partnerships with leading chip designers.
- Product success across categories with strong performance in Control Valves, Sensors and Meters as well as Damper Actuators.

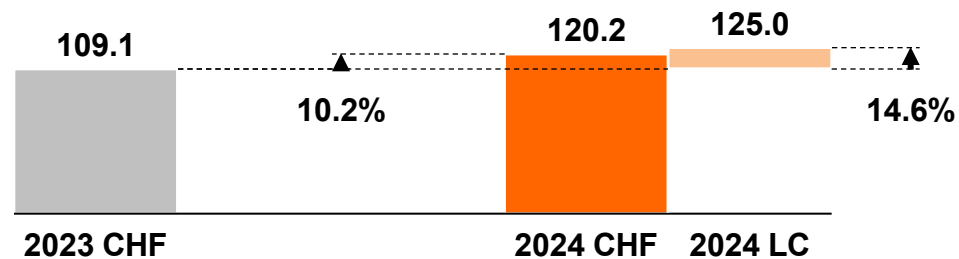


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## Sales by Region – Asia Pacific

### Asia Pacific

in CHF million, LC adjusted at previous year rates



- **Net sales growth of 14.6% in LC.**
- Despite challenging circumstances, **China**, the region's largest market, **achieved double-digit growth**, driven by targeted initiatives in key verticals such as data centers, semiconductors, railways, and electronics factories.
- HVAC business in **India thrived**, supported by data centers, infrastructure, pharmaceuticals, and eco-friendly building trends.
- Strong performance across all business lines.

# Sales Development 2024

## Sales Review by Business Line

Growth Rates in Local Currencies in %

In % of Total Net Sales

9.7

### Damper Actuators

Demand accelerated driven by volume recovery with OEMs and data centers.

### Damper Actuators

Weighted towards sales generated by the OEM channel compared to contracting.

45.7

15.4

### Control Valves

Double-digit growth rate and further strong market share gains.

### Control Valves

Strong growth with pressure-independent control valves.

49.6

25.0

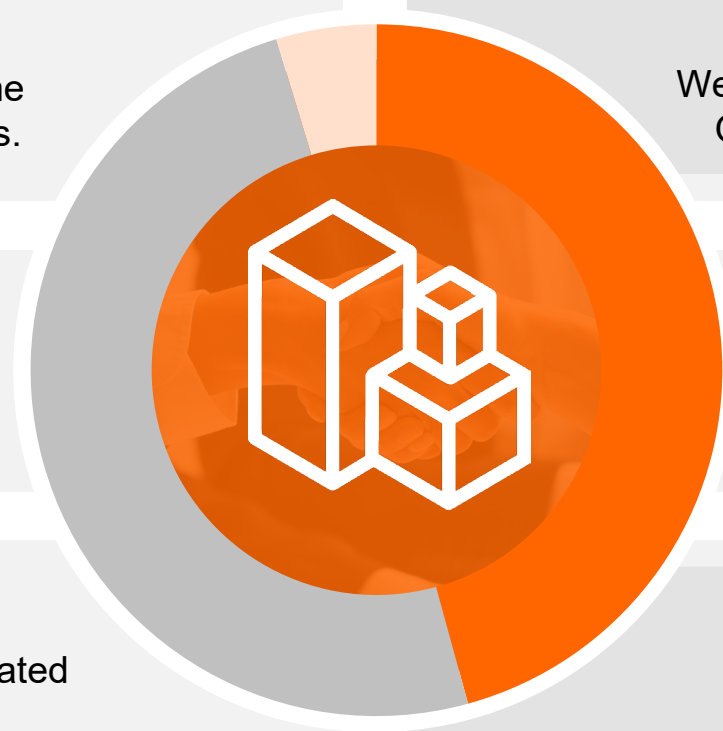
### Sensors and Meters

Launched first sensor-actuator integrated solution, more to come in 2025.

### Sensors and Meters

Reached ~CHF 44 million sales after introducing sensors in 2017.

4.7



# Publications and Agenda



## **Publication of Annual Report 2024**

February 24, 2025

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## **Annual General Meeting 2025**

March 24, 2025

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## **Ex-Dividend Date**

March 26, 2025

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## **Dividend Payment**

March 28, 2025

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## **Publication of Semiannual Report 2025**

July 21, 2025

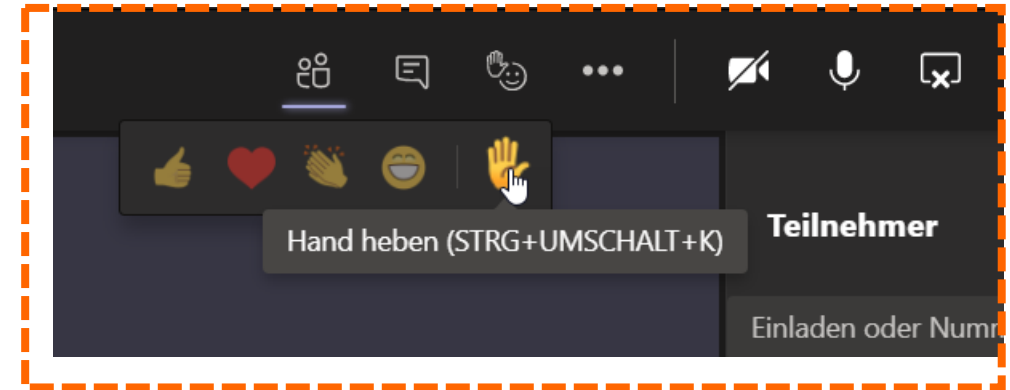
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# Sales Development 2024

## Q&A

For questions, please:

- Raise your "hand". 🙋
- Wait for the moderator to ask you to speak.
- Unmute yourself.
- State your name and ask your question(s).
- Mute yourself after all questions have been answered.
- Lower your "hand". 🙋✋



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- Changes in the business strategy.

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