



Q1 2020 Result presentation

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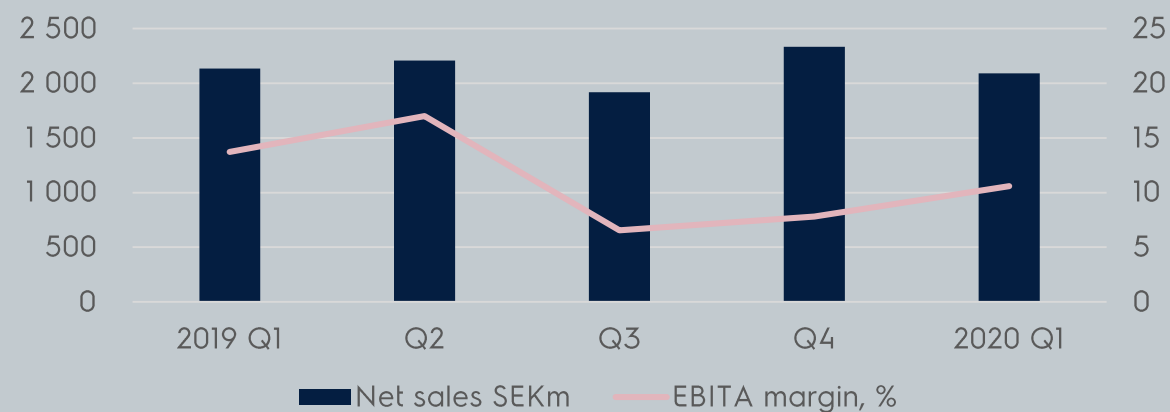
Challenging period

- Listing on Nasdaq Stockholm on March 23
- Market conditions heavily affected by Covid-19
- Organic sales decline by -13.7%
- Laundry so far less affected than Food & Beverage

Cost reduction and strict cash management

- Re-evaluation of all investments
- Product and purchasing plans adjusted
- Actions to secure operational cash flow
- Higher corporate costs as an independent company but ongoing cost reduction
- Strong balance sheet

SEKm	Jan - Mar 2020	Jan - Mar 2019	Change, %
Net sales	2,091	2,302	-9.2
EBITA	221	316	-30.0
EBITA margin, %	10.6	13.7	
Operating cash flow after investments	16	217	



Consequences and actions

- Safety for employees and customers top priority
- Crisis and business continuity teams in place since end of February
- All factories are operational, but some with reduced production
- Regional and global warehouses increased stock

Sales development and outlook

- Jan – Feb sales only partly impacted, but March sales decreased by approximately 25%
- The general market uncertainty is significant
- Not possible to make a forecast for the financial development since the extend of the pandemic cannot be predicted
- Customer segments served with Laundry so far less affected

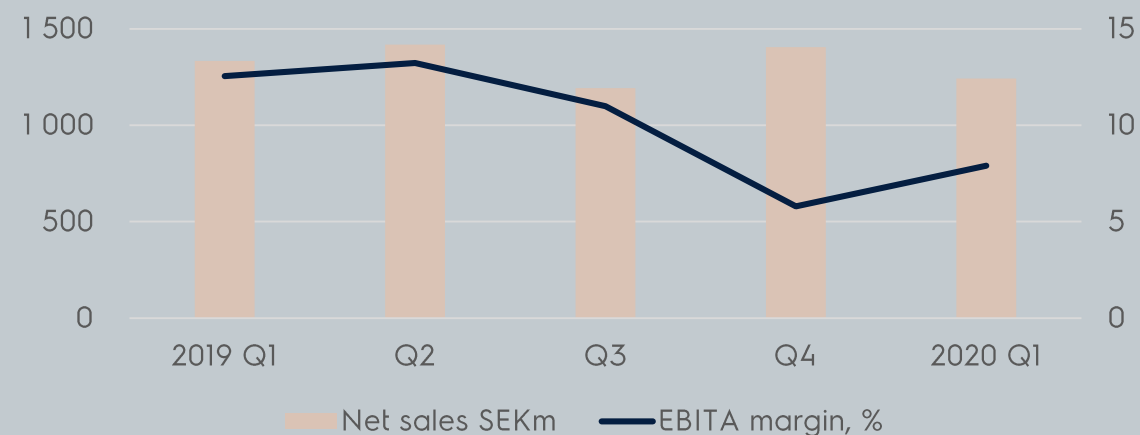
Sales development by region



Lower volumes

- Lower sales volumes mainly related to coronavirus in China, US and southern Europe
- US lower chain roll-outs compared to last year
- Acquisition of UNIC in April 2019
- EBITA decrease mainly due to lower volumes that was only partially compensated by cost saving activities

SEKm	Jan - Mar 2020	Jan - Mar 2019	Change, %
Net sales	1,243	1,456	-14.6
Organic growth, %	-20.4	11.0	
Acquisitions, %	2.7	6.1	
Currency, %	3.1	5.0	
EBITA	99	183	-46.0
EBITA margin, %	7.9	12.5	



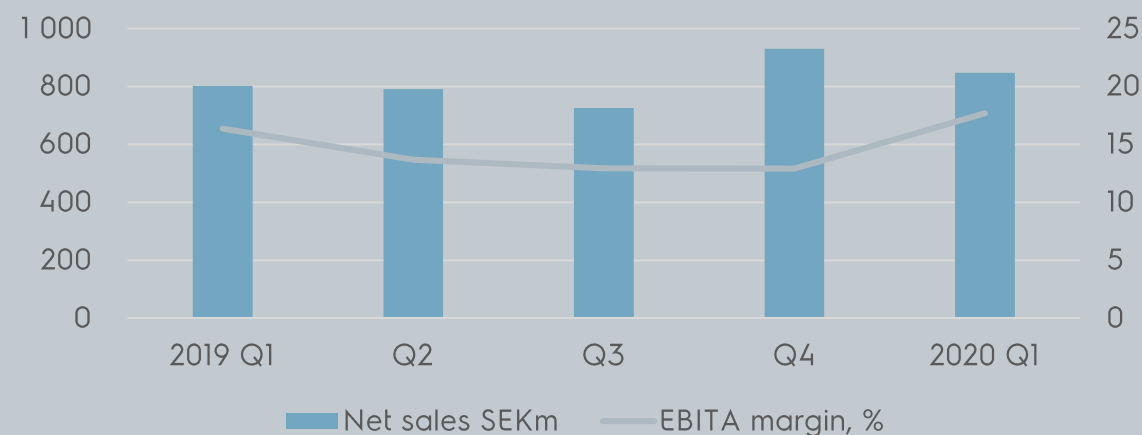
Mixed sales development

- Sales increase in Europe, small decline in US
- Substantial decline in APAC due to coronavirus restrictions in Japan and South Korea

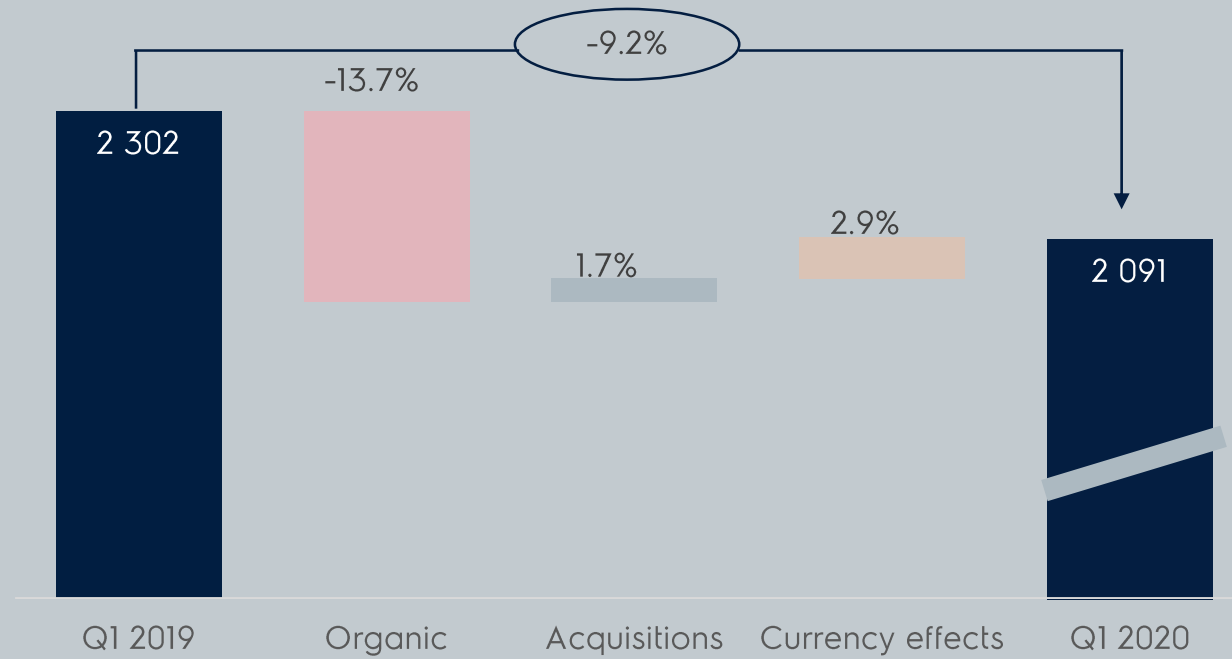
Improved profit

- Lower product and development cost

SEKm	Jan - Mar 2020	Jan - Mar 2019	Change, %
Net sales	848	846	0.2
Organic growth, %	-2.1	6.7	
Acquisitions, %	-	6.3	
Currency, %	2.4	3.5	
EBITA	150	138	8.5
EBITA margin, %	17.7	16.4	



Sales bridge, %



SEKm	Jan - Mar 2020	Jan - Mar 2019	Change, %
Net sales	2,091	2,302	-9.2
Gross operating income	769	861	-10.7
Gross operating margin, %	36.8	37.4	
Selling expenses	-388	-424	-8.6
Administrative expenses	-179	-133	34.1
Other operating income/expenses	2	-3	
Operating income	205	301	-31.9
Operating margin, %	9.8	13.1	
EBITA	221	316	-30.0
EBITA margin, %	10.6	13.7	

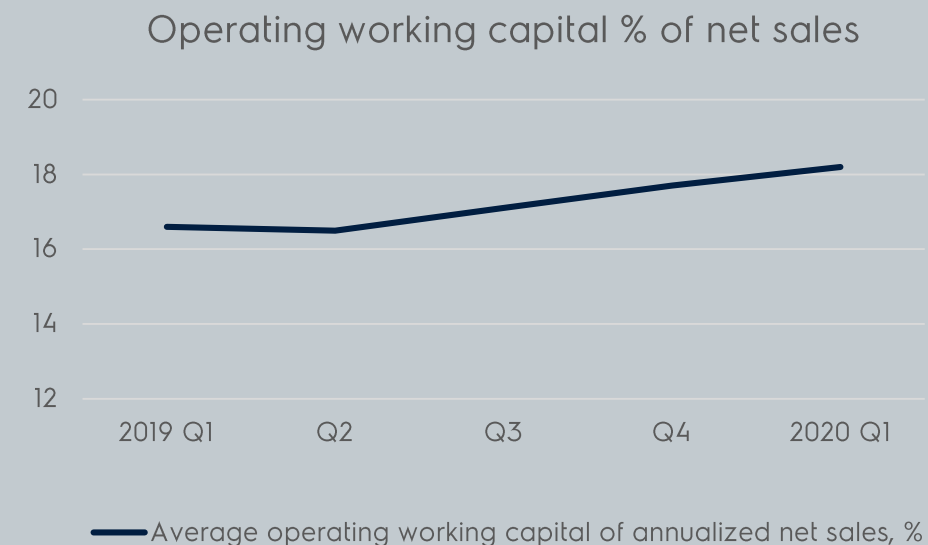
EBITA development

- Lower volumes main driver for decline in EBITA
- Efficiency measures compensated approximately one third of the decline in EBITA related to lower volumes
- Increase in administrative expenses is mainly related to corporate cost as a stand-alone company

Operating working capital and Financial position



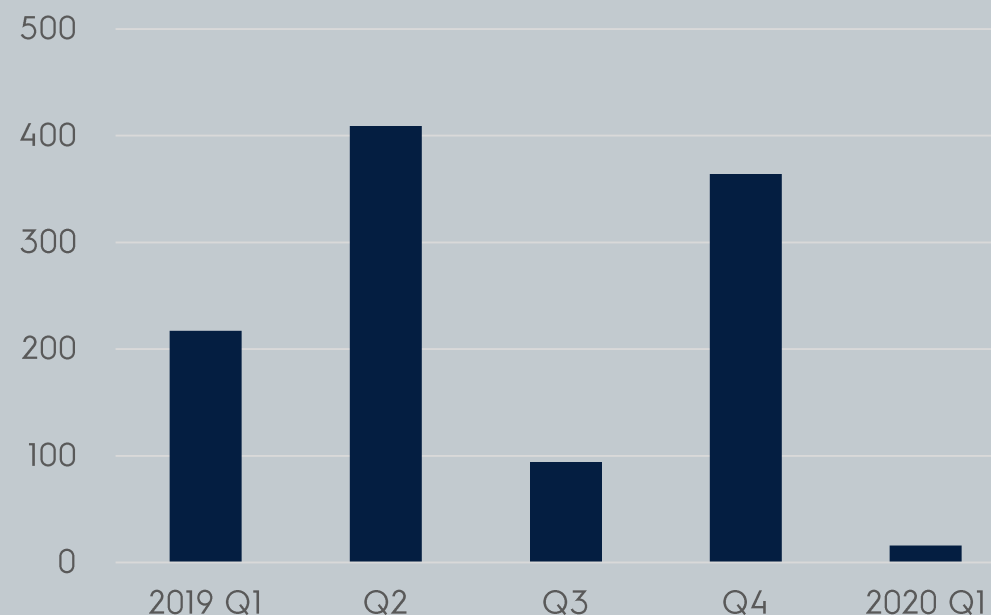
SEKm	31 Mar 2020	31 Dec 2019	31 Mar 2019
Inventories	1,457	1,265	1,378
Trade receivables	1,774	1,687	1,722
Trade payables	-1,627	-1,606	-1,580
Operating working capital	1,604	1,346	1,520
Operating working capital of annualized net sales, %	18.2	17.7	16.6
Interest-bearing liabilities	1,267	997	
Net provisions for post-employment benefits	221	195	
Lease liabilities	230	243	
Other liabilities	13	246	
Liquid funds	-643	-656	
Net debt	1.088	1.025	
Net debt/EBITDA	0.9	0.8	



Operating cash flow

SEKm	Jan - Mar 2020	Jan - Mar 2019
EBIT	205	301
Depreciation, amortization and other non-cash items	76	68
Change in operating assets and liabilities	-169	-130
Investments in intangible and tangible assets	-104	-22
Changes in other investments	7	-
Operating cash flow after investments	16	217

Operating cash flow after
investments, SEKm



Laundry segment can contribute during COVID-19



War against an invisible enemy



Speed up implementation of solutions



Healthcare turns to whom find quickest solutions

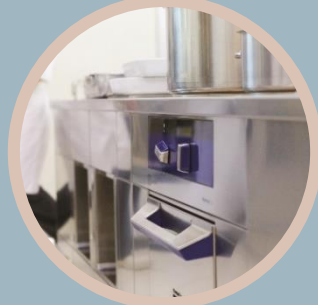


Strategies differs between countries

Laundry segment: Recent opportunities



Laundry for a Covid-19 hospital in **Moscow**.
Delivered in 2 weeks.



Kitchens for two x Covid-19 hospitals in **Turkey**.
Factories mobilized to produce in record time.



Kitchen + Laundry in **Montenegro**.



Central clinic Express Covid-19 Pullman BW Lille University Hospital in **France**.



Nursing Home group in **Germany** 150 units of myPRO washers & dryers



Laundry and Kitchen units sold to several hospitals and one prison in **The Dominican Republic**

Summary

- Lower sales primarily in the end of the quarter related to coronavirus
- Laundry stable with increased margins
- Strict cost and cash control
- General market uncertainty is significant. Not possible to make a financial forecast
- Strong financial position – can handle a longer period of downturn

Q&A





Electrolux
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