Q3 2022 result presentation

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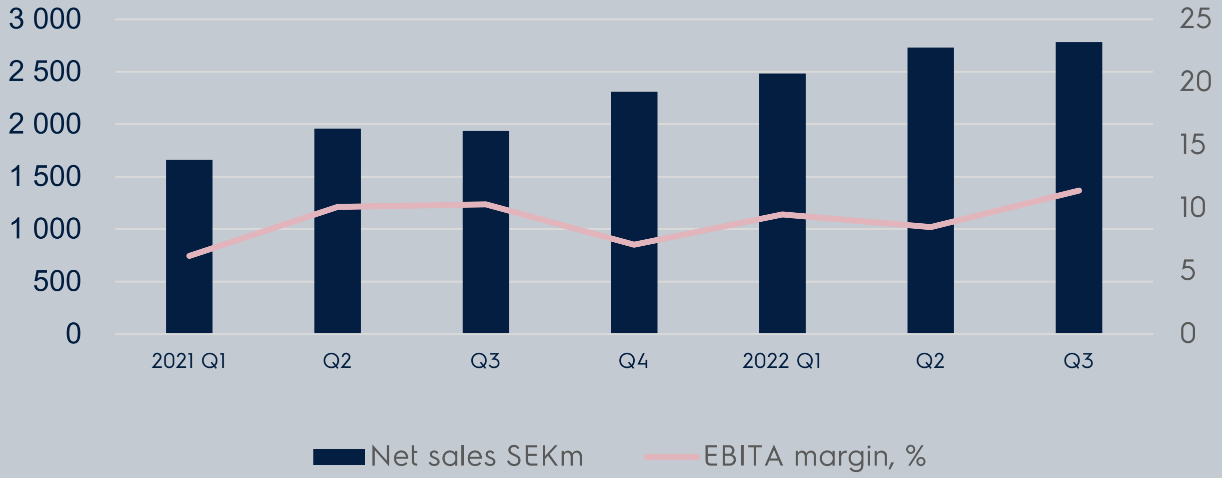
Q3 highlights

- Continued sales recovery for the sixth consecutive quarter
- Organically, sales increased by 15.8%. The acquisition of Unified Brands contributed by 20.4%. Currency had a positive effect of 8.9%. The divestment of the Russian operations had a negative effect of 1.3%
- EBITA increased by 60% and was SEK 317m (199), corresponding to a margin of 11.4% (10.3)
- Costs for raw material was compensated by price increases
- Operating cash flow after investments in the quarter amounted to SEK 56m (412)

SEKm	Jul-Sep 2022	Jul-Sep 2021	Change, %
Net sales	2,782	1,935	43.8
EBITA	317	199	59.5
EBITA margin, %	11.4	10.3	
Operating cash flow after investments	56	412	



Q3 organic sales development per region*

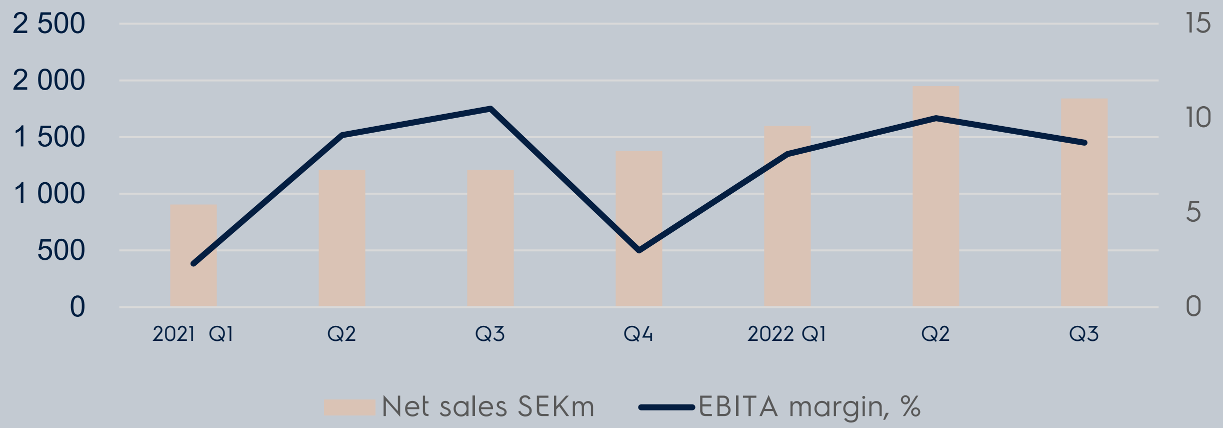
*Excluding Unified Brands

Q3 Food & Beverage

Continued sales increase

- Sales increased by 51.9%. Organically, sales increased by 8.7%, Unified Brands contributed with 32.3%. Currency had a positive effect of 12.4%
- Sales increased by approximately 3% in Europe, by 12% in Americas and by 20% in Asia Pacific, Middle East and Africa
- Unified Brands continue to have a good sales growth with an underlying EBITA margin being accretive to the Group margin
- EBITA increased by 52% and amounted to SEK 194m (127) corresponding to a margin of 10.5% (10.5)

SEKm	Jul-Sep 2022	Jul-Sep 2021	Change %
Net sales	1,840	1,211	51.9
Organic growth, %	8.7	15.7	
Acquisitions, %	32.2	-	
Divestments, %	-1.4	-	
Currency, %	12.4	-2.5	
EBITA	194	127	52.8
EBITA margin, %	10.5	10.5	

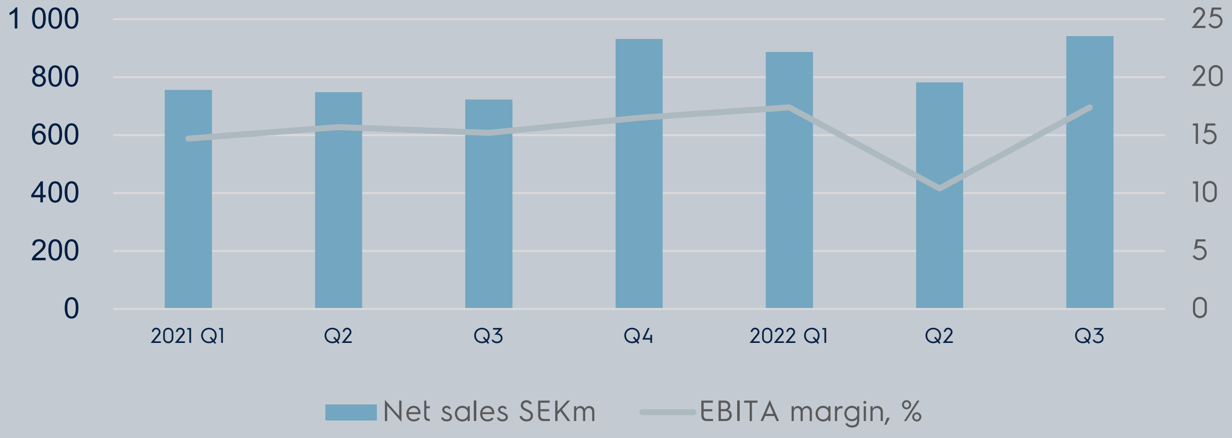


Q3 Laundry

Continued strong sales, order intake increased

- Sales increased organically by 28.1%
- The growth was driven by a continued good demand and a shift of sales from the second quarter to the third quarter
- Strong sales increase in the US of 65%, 7% in Asia Pacific, Middle East and Africa. In Europe sales increased by 20%
- EBITA increased by 48%, and amounted to SEK 163m (110) corresponding to a margin of 17.3% (15.2)
- The component shortages that we experienced in the second quarter are solved and should not have an impact in the coming months

SEKm	Jul-Sep 2022	Jul-Sep 2021	Change, %
Net sales	942	723	30.2
Organic growth, %	28.1	8.2	
Divestments, %	-1.2	-	
Currency, %	3.3	-1.6	
EBITA	163	110	47.7
EBITA margin, %	17.3	15.2	



Financial overview – Q3

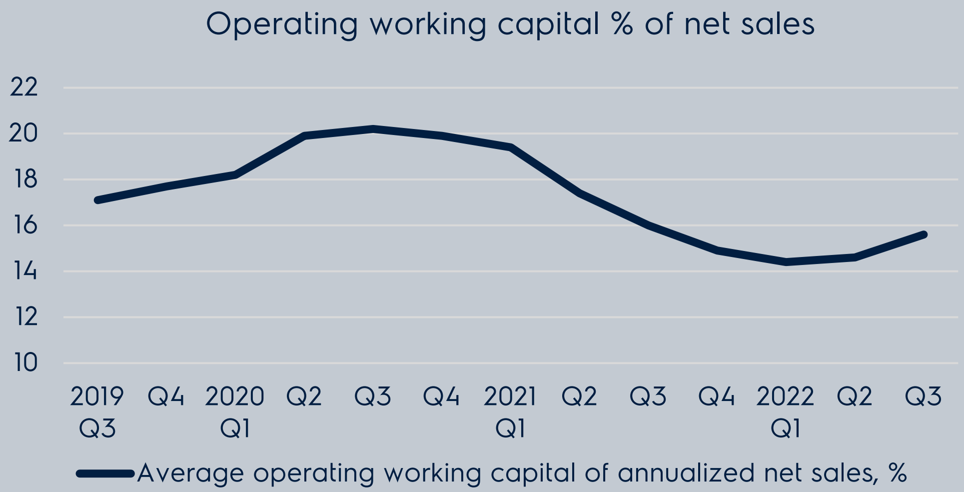
SEKm	Jul-Sep 2022	Jul-Sep 2021	Change, %
Net sales	2,782	1,935	43,8
Gross operating income	925	675	
Gross operating margin, %	33.2	34.9	
Operating income	277	183	
Operating margin %	10.0	9.5	
EBITA	317	199	
EBITA margin, %	11.4	10.3	

EBITA development

- The higher EBITA was primarily driven by positive currency, pricing and the contribution from Unified Brands
- Some continued inefficiencies in the supply chain and cost increases have burdened
- Costs for raw material are now being compensated by price increases and is foreseen to remain so in the fourth quarter
- Gross margin impacted by the inclusion of Unified Brands and lower productivity

Operating working capital (OWC) and financial position

SEKm	30 Sep 2022	30 Sep 2021
Inventories	2,118	1,213
Trade receivables	2,208	1,489
Trade payables	2,021	1,483
Operating working capital	2,305	1,219
Operating working capital of annualized net sales, %	15.6	16,0
Interest-bearing loans	3,085	601
Net provisions for post-employment benefits	106	44
Lease liabilities	315	243
Other liabilities	44	16
Cash and cash equivalents	894	852
Net debt	2,711	33
Net debt/EBITDA ratio	2.3	0.0



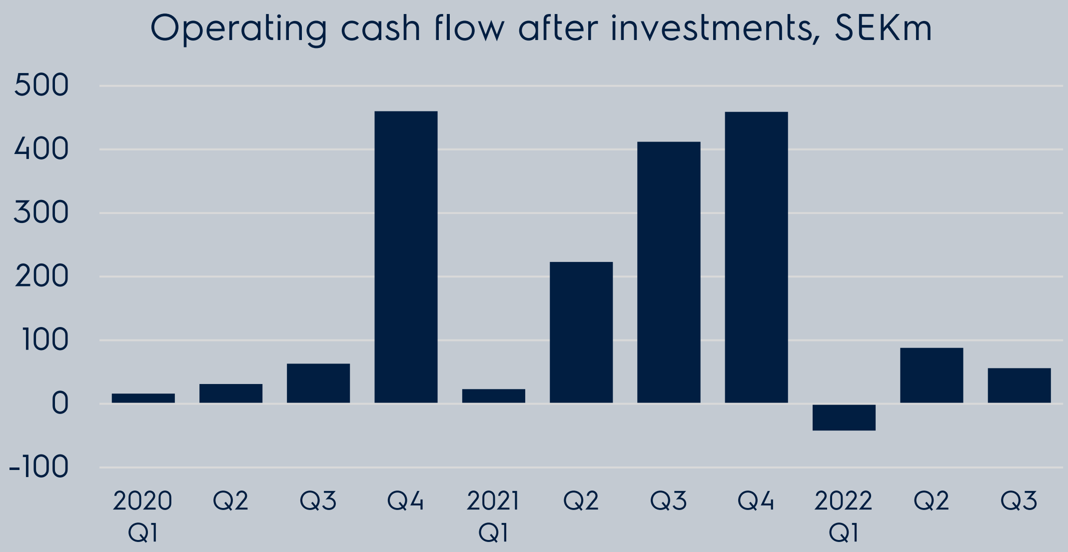
- Despite higher safety stock of components and higher stock to create product availability, OWC on sales remain on a relatively low level
- Net debt increased mainly due to the acquisition of Unified Brands
- Provision for Swiss pension fund increased by SEK 256m. No impact on Financial net debt and income for the period

Solid financial means in place

Credit facilities and loans	Amount	Maturity, year
Term loan	SEK 600m	2027
Sustainability linked loan	EUR 60m	2028
Syndicated Term loan	EUR 140m	2024
Revolving credit facility	EUR 172m	2027
Liquid funds	SEK 938m	

Operating cash flow

SEKm	Jul-Sep 2022	Jul-Sep 2021
EBIT	277	183
Depreciation, amortization and other non-cash items	112	61
Change in operating assets and liabilities	-309	164
Investments in intangible and tangible assets	-24	-22
Changes in other investments	-0	26
Operating cash flow after investments	56	412



Sustainable solutions to deliver long-term value for our customers around the world

- The headlines and reality of increased energy prices are causing concern globally
- For the hospitality industry, keeping appliances switched on is a major concern
- Efficient and energy-saving products and solutions have long been part of our portfolio

Sustainable refrigeration with Ecostore

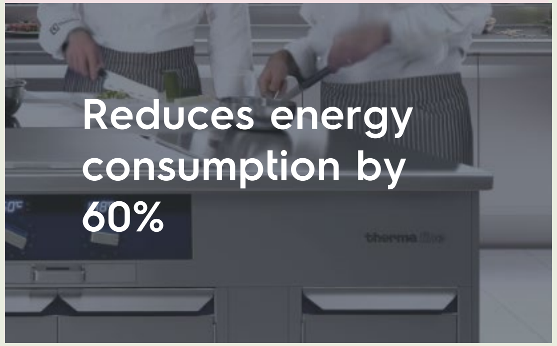
65% less energy consump-tion

Wins with dishwashing's low-running costs

Up to 34% energy savings

Energy-saving smart cooking features

Induction Cooking System



Reduces energy consumption by 60%

Laundry – championing lower consumption

Our Line 6000 Heat Pump Tumble Dryer

Up to 60% energy savings

Summary

- Continued sales recovery for the sixth consecutive quarter
- Organically, sales increased by 15.8%. Unified Brands contributed by 20.4%
- EBITA was 60% higher than last year and amounted to SEK 317m (199) with a corresponding margin of 11.4% (10.3)
- Costs for raw material are now being compensated by prior price increases and is foreseen to remain so in the fourth quarter
- Order intake was on pre-pandemic levels in the quarter, but softening demand in Food & Beverage in Europe
- Order stock is still higher than last year, in particular in Laundry and in North America which gives confidence short term
- General economic uncertainty and consumer sentiment gives reason to be careful. We are preparing for different scenarios

Q&A

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