



Electrolux
Professional
Group

Q4 2023 result presentation

Alberto Zanata, President and CEO

Fabio Zarpellon, CFO

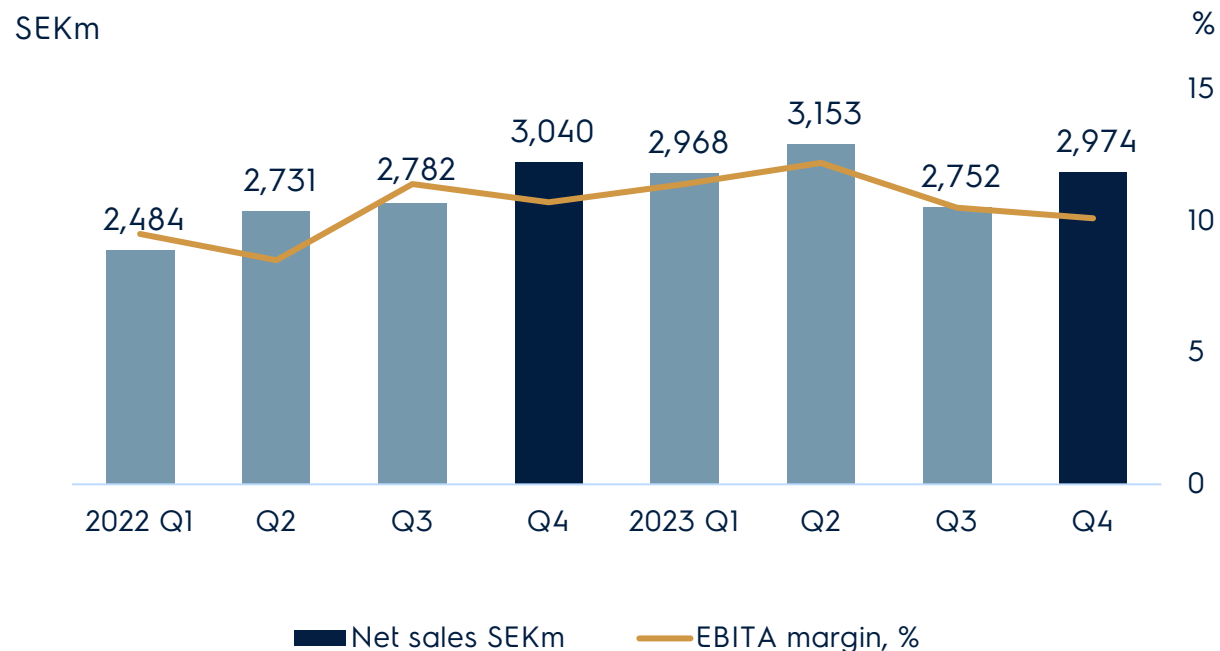
“Step-by-step building a stronger company.”

Q4 highlights

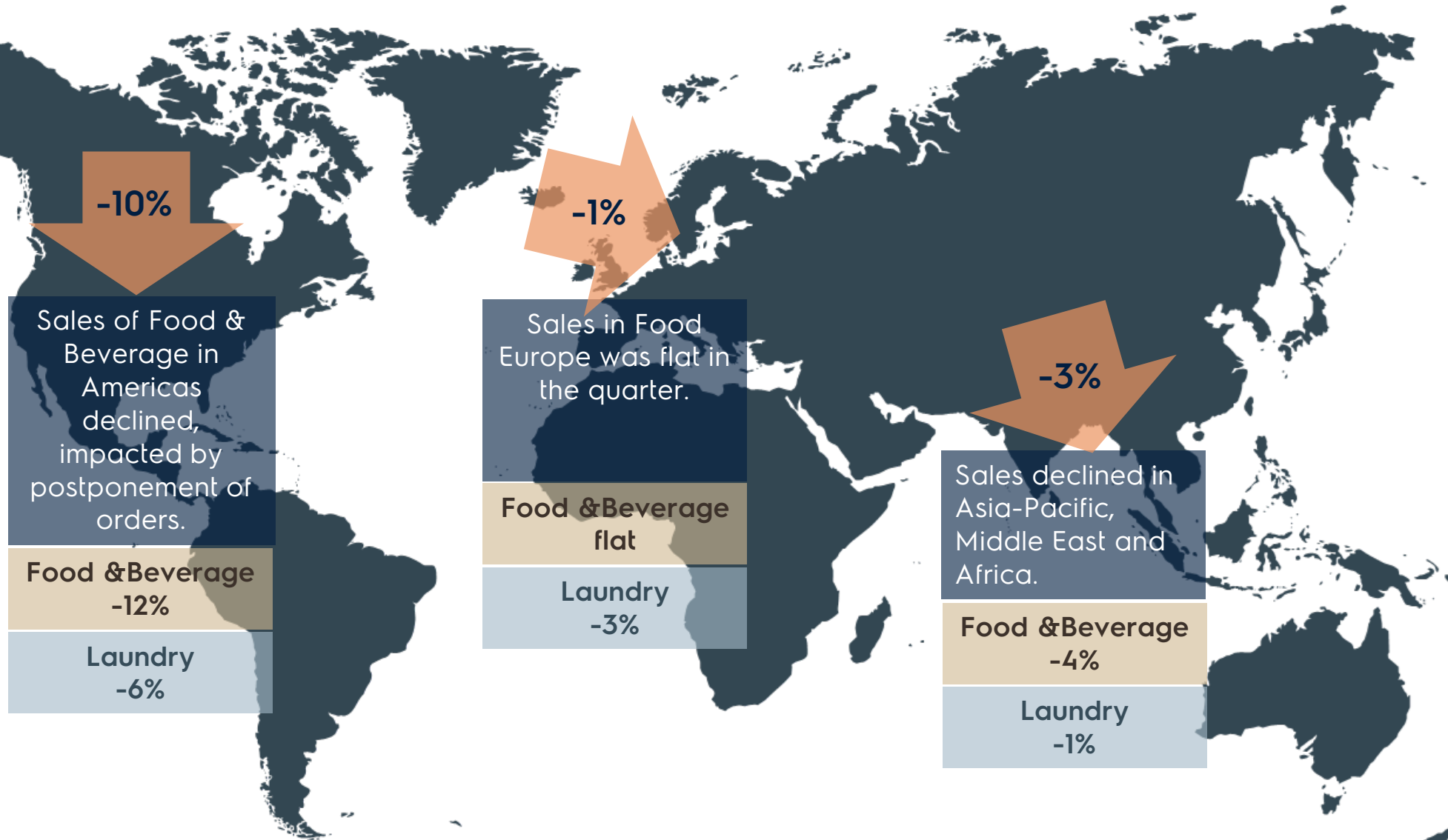
Solid results, despite somewhat declining sales

- Sales decreased by 2.2%
- Organically, sales decreased by 3.7%.
- The sales decline during the fourth quarter was at a lower rate than during the third quarter.
- EBITA decreased by 7.0%, to SEK 302m (324), corresponding to a margin of 10.1% (10.7).
- EBITA was negatively impacted by lower volumes, and currency transaction effects.
- Operating cash flow after investments amounted to SEK 570m (533).
- Net debt/EBITDA at 0.9x (1.5).
- Proposed dividend of SEK 0.80 (0.70).

SEKm	Oct-Dec 2023	Oct-Dec 2022	Change, %
Net sales	2,974	3,040	-2.2
EBITA	302	324	-7.0
EBITA margin, %	10.1	10.7	-0.6ppt
Operating cash flow after investments	570	533	+8.3



Q4 organic sales development per region

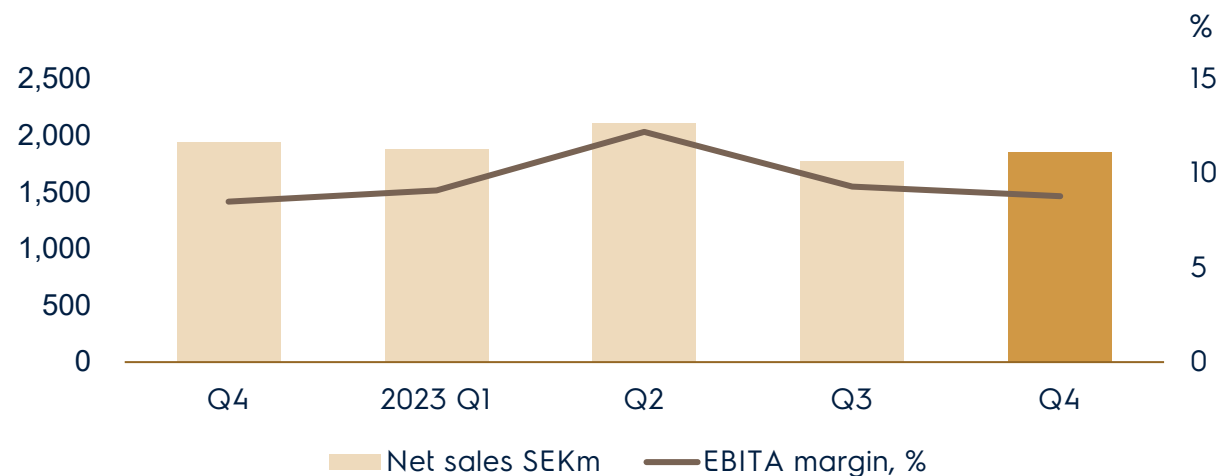


Q4 Food & Beverage

Improved margin. Flat sales in Europe. Signs of recovery in the US even if sales declined

- Organically, sales decreased by 4.2%, but less than in the third quarter.
- Sales were flat in Europe, but decreased organically by approximately 12% in America, and by 4% in Asia-Pacific, Middle East and Africa.
- Sales in the US were impacted by postponement of orders.
- EBITA amounted to SEK 163 (162) corresponding to a margin of 8.8% (8.5).
- Order intake for Food & Beverage was somewhat higher than a year ago. Signs of recovery in the US.

SEKm	Oct-Dec 2023	Oct-Dec 2022	Change, %
Net sales	1,855	1,904	-2.6
Organic growth, %	-4.2	9.5	
Acquisitions, %	-	17.0	
Divestments, %	-	-1.6	
Currency, %	1.6	13.3	
EBITA	163	162	+0.3
EBITA margin, %	8.8	8.5	+0.3ppt

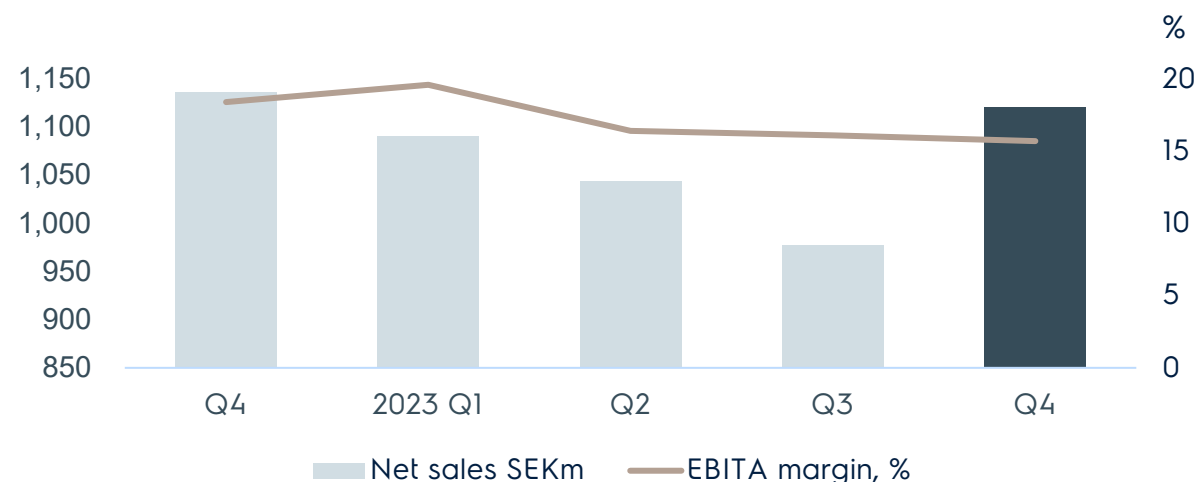


Q4 Laundry

Only slight sales decline compared to a very strong quarter of last year

- Organically sales declined by 3% compared to the strong sales catch-up in the corresponding quarter of last year, due to component shortages in the second quarter.
- Sales decreased organically by 3% in Europe, by 6% in Americas, and by 1% in Asia Pacific, Middle East and Africa.
- EBITA decreased and amounted to SEK 176m (209) corresponding to a margin of 15.7% (18.4).
- The decline in margin is mainly due to volume decline and currency transaction effects.
- Order intake for Laundry was somewhat higher than last year.

SEKm	Oct-Dec 2023	Oct-Dec 2022	Change, %
Net sales	1,120	1,136	-1.5
Organic growth, %	-3.0	19.4	
Divestments, %	-	-1.6	
Currency, %	1.5	4.2	
EBITA	176	209	-15.9
EBITA margin, %	15.7	18.4	-2.7ppt



Financial overview Q4

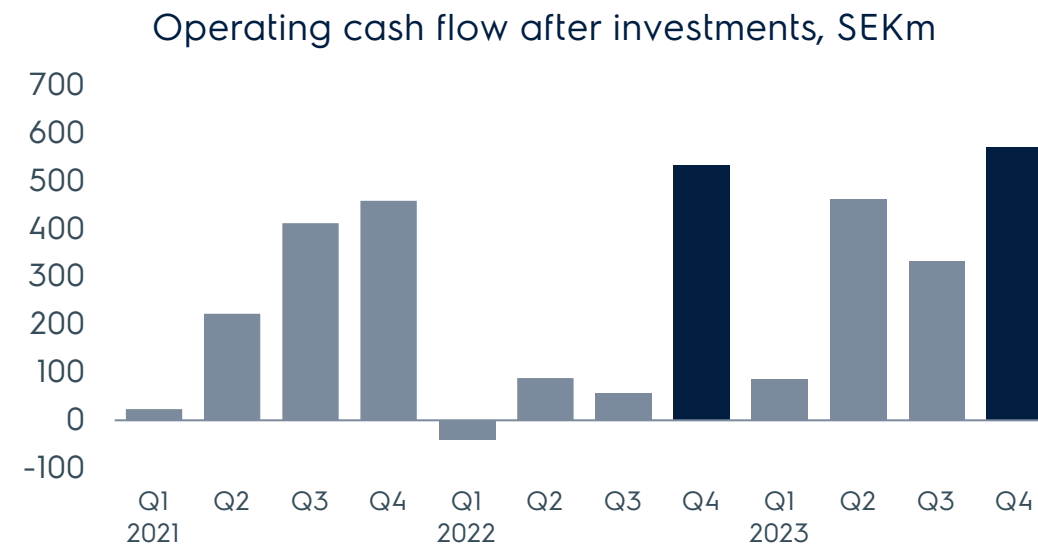
SEKm	Oct-Dec 2023	Oct-Dec 2022	Change, %
Net sales	2,974	3,040	-2.2
Gross operating income	955	968	-0.1
Gross operating margin, %	32.1	31.8	
Operating income	261	284	-8.2
Operating margin %	8.8	9.3	
Income after financial items	236	248	
Income for the period	168	204	-17.6
Earnings per share, SEK	0.59	0.71	
EBITA	302	324	-7.0
EBITA margin, %	10.1	10.7	

EBITA development

- The somewhat lower EBITA mainly due to lower sales volumes in the US and in Laundry.
- Net financial items decreased mainly due to lower debt compared to a year ago, somewhat offset by higher interest rate cost.
- Income for the period amounted to SEK 168m (204), corresponding to SEK 0.59 (0.71) in earnings per share.

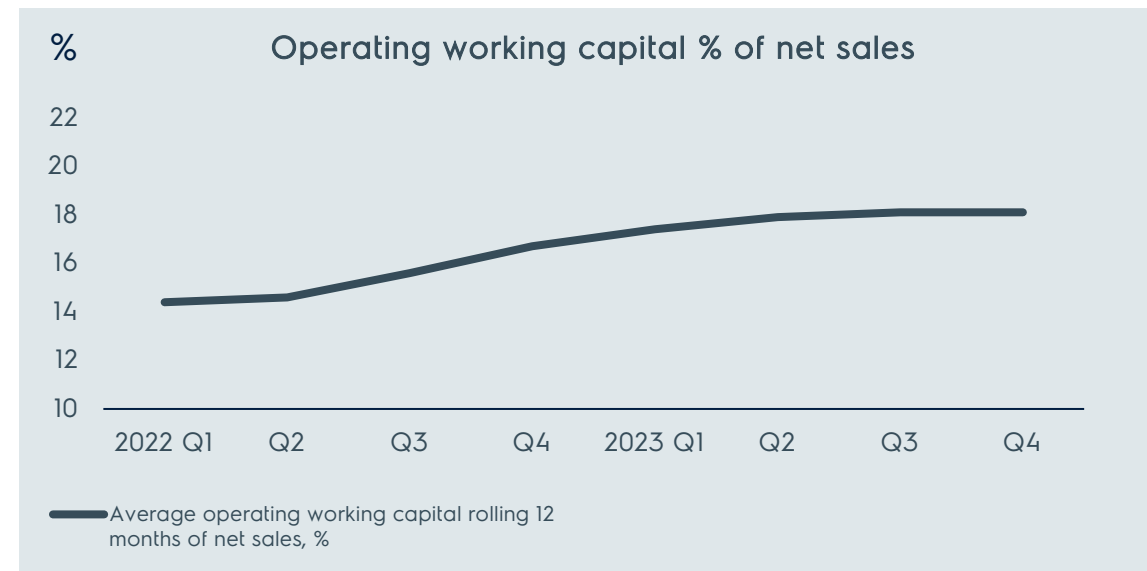
Continued strong cash generation

SEKm	Oct-Dec 2023	Oct-Dec 2022
EBITDA	261	284
Depreciation, amortization and other non-cash items	119	102
Change in operating assets and liabilities	278	206
Investments in intangible and tangible assets	-87	-76
Changes in other investments	-0	17
Operating cash flow after investments	570	533



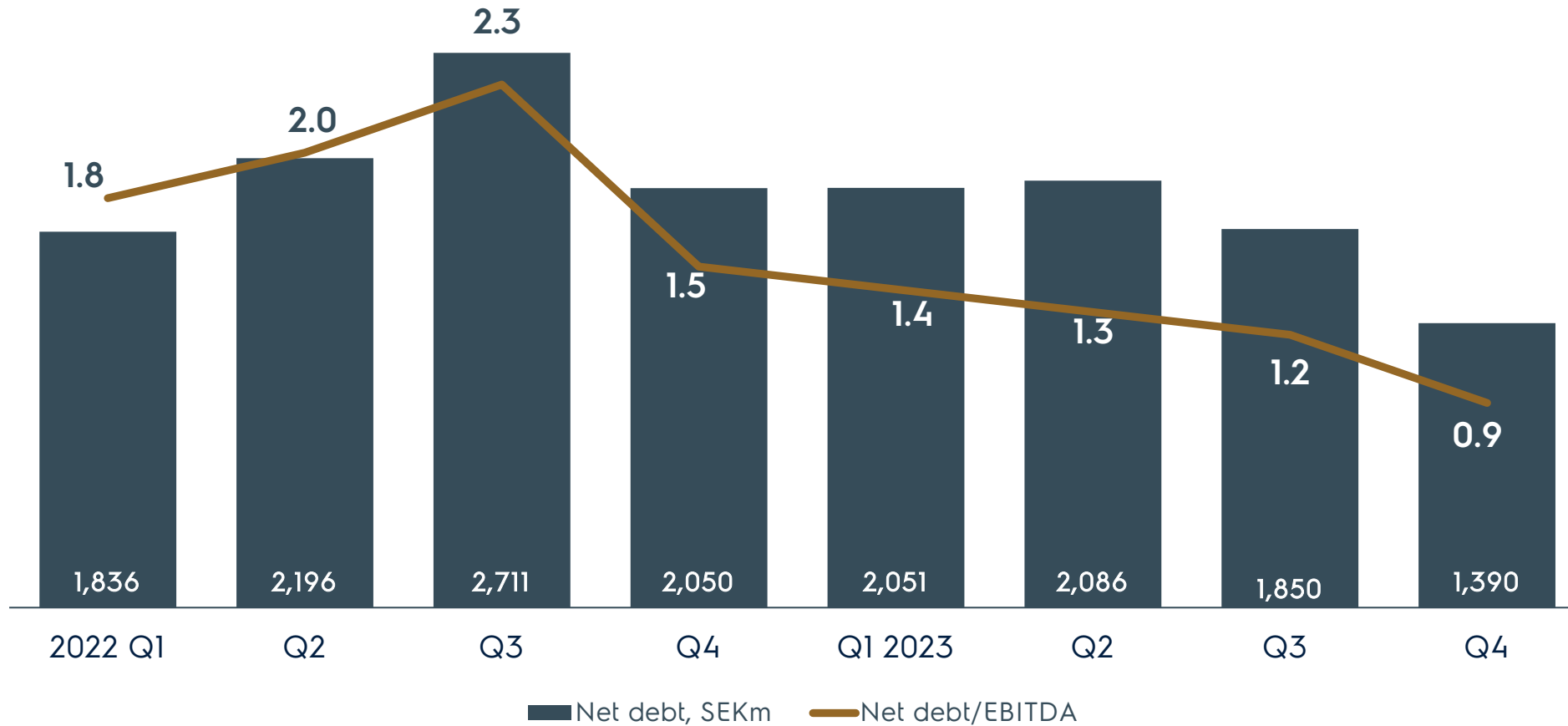
Operating working capital (OWC) and financial position

SEKm	31 Dec, 2023	31 Dec, 2022
Inventories	1,692	1,981
Trade receivables	1,904	2,028
Trade payables	1,761	2,040
Operating working capital	1,834	1,968
Operating working capital of annualized net sales, %	18.1	16.7
Short- and long-term loans	1,908	2,832
Net provisions for post-employment benefits	98	103
Lease liabilities	319	304
Other liabilities	54	62
Other assets	30	152
Cash and cash equivalents and short-term investments	959	1,098
Net debt	1,390	2,050
Net debt/EBITDA ratio	0.9	1.5



- Operating working capital as percentage of rolling 12 months net sales amounted to 18.1%.
- Significant reduction (SEK -426m) in inventory compared to six months ago.
- Net debt/EBITDA further improved to 0.9x.

Further improved Net debt/EBITDA ratio



Tosei - reliable Japanese Technology



Electrolux
Professional
Group

- On January 10, Electrolux Professional Group acquired Tosei Corporation – a leading company in professional Laundry and Food vacuum packing in Japan.
- Purchase price SEK 1,620m (JPY 23.006bn) on a cash and debt free basis.
- Tosei will strengthen Electrolux Professional Group's presence in Japan (today less than 2% of Group sales) in attractive segments.
- Tosei had sales of approximately SEK 940m in 2023. After synergies, the EBITA-margin is expected to be well in line with Electrolux Professional's EBITA-target of 15%.
- Acquisition and Integration related costs are expected to be between SEK 40 – 60m in total during 2024 and 2025.
- The acquisition was financed by a new bridge facility, which Electrolux Professional plans to refinance during 2024 with long-term debt, potentially from debt capital markets. The net debt/EBITDA ratio after the acquisition is expected to stay below 2.0x.

Tosei - reliable Japanese Technology



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- Founded in 1950, Tosei is a leading company in professional Laundry and Vacuum packing in Japan.
- 340 employees. Head office in Tokyo and Factory in Izunokuni, Shizuoka.
- A portfolio of washers and dryers, mainly for laundromats (Coin-ops) as well as vacuum packing machines such as Table-top, Stationary and fully automatic.
- Main brands are Tosei and Tospack.

TOSEI



Tosei
Coin-operated
Washer/Dryer

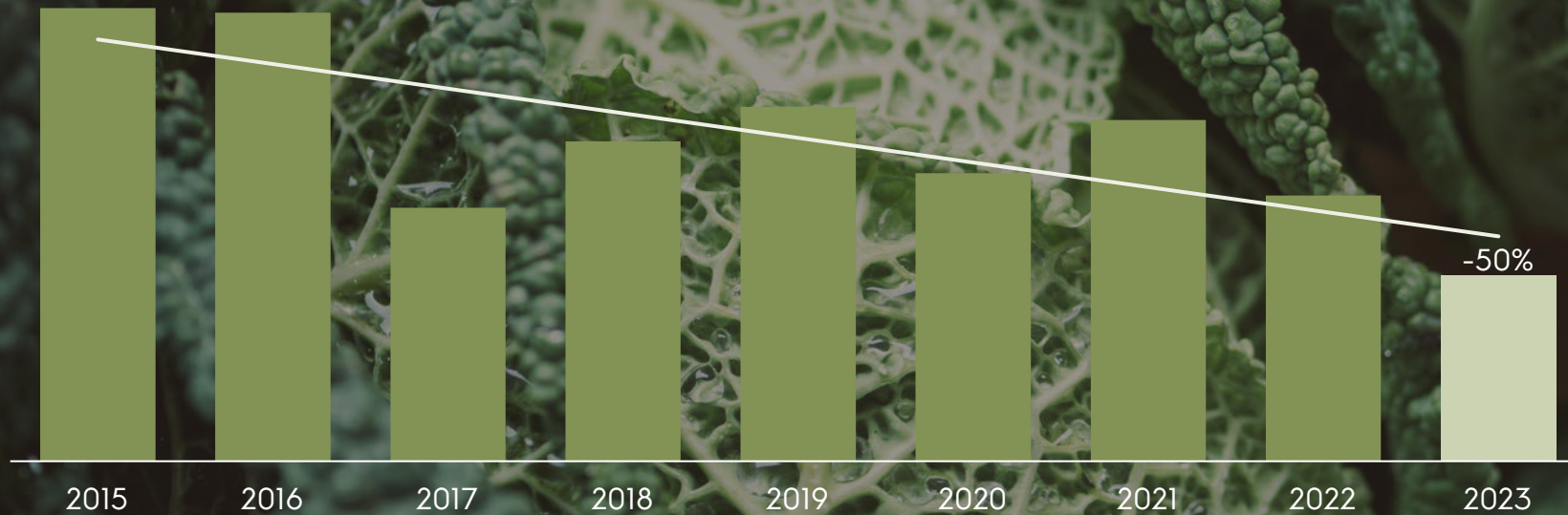


Tospack
Table-top vacuum
solution

Co2 emissions target 2015-2025 reached

We met our 50% CO2 reduction target for 2025 (compared to 2015) already in 2023 - two years ahead of plan.

* CO2e emissions (tons) scope 1 and 2



* Including contributions from acquisitions made 2015-2019. Unified brands, acquired December 2021 is not included)

Summary

- Solid 2023 with further steps towards our financial targets with increased sales and EBITA, improving profitability.
- With the acquisition of Tosei we are growing in attractive segments in Japan.
- Sales declined less during the fourth quarter than the third quarter. Signs of recovery in the US.
- EBITA of SEK 302m (324) in the fourth quarter, and a margin of 10.1% (10.7), mainly due to lower volumes and currency transaction effects.
- Strong cash generation and strong balance sheet also after the acquisition of Tosei.
- Earnings per share SEK 2.70 (2.39) for 2023. Proposed dividend SEK 0.80 (0.70).
- We expect to improve step-by-step during 2024. Healthy order stock, signs of lower interest rates and lower inflation are positive, but still short-term macroeconomic uncertainty.

Investor Day 2024

- Timing: March 13, 2024, 09.00-12.00 (CET) (doors open 08.30, the event ends with mingle lunch)
- Venue: Hotel Courtyard by Marriott, Rålambshovsleden 50, Stockholm
- Agenda: Focus on Laundry, Food & Beverage in Asia, and the recent acquisition of Tosei in Japan
- Presenters: Alberto Zanata, CEO, Fabio Zarpellon, CFO, Paolo Schira, President Business Area Laundry, Richard Flynn, President Business Area Food APAC & MEA.
- Kindly register for either the event or the virtual live streaming, using the registration form on our Corporate website, by March 1st.
- Welcome!



Q&A



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