



Electrolux
Professional
Group

Investor presentation

Commercial Paper Program

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Leading global provider of Food, Beverage and Laundry solutions



Electrolux Professional Group is one of the leading global providers of food service, beverage and laundry solutions for professional users with:

- Digital connectivity
- Global Customer care
- Project capabilities



Laundry Solutions



Food Solutions



Beverage Solutions



Customer Care

Our mission:
Making our customers' work-life easier, more profitable – and truly sustainable every day

12 manufacturing plants

18 brands

Sales in **110** countries

4,000 employees

Our guiding principles:

- Be Customer obsessed
- Build Trust
- Be Bold
- Act Sustainably

Listed on Nasdaq Stockholm

Offering outstanding customer experience

Food



Human-centered kitchen solutions that boost efficiency, to create great-tasting and effortless results

Beverage



Innovative beverage solutions that simplify use while reducing waste, for delicious, quality beverages

Laundry



Sustainable and flexible commercial Laundry solutions to improve productivity and ergonomics

Electrolux Professional Group 2022



Net sales SEK
11 bn

EBITA, SEK
1,1 bn

EBITA
margin*
10.4%

Employing
~4,000

Serving
~110
countries

Net sales by segment

66%

Food & Beverage



34%

Laundry



9.3%
EBITA margin

16.2%
EBITA margin

Net sales by geography

~58%
Europe



~29%
Americas



~13%
APAC & MEA

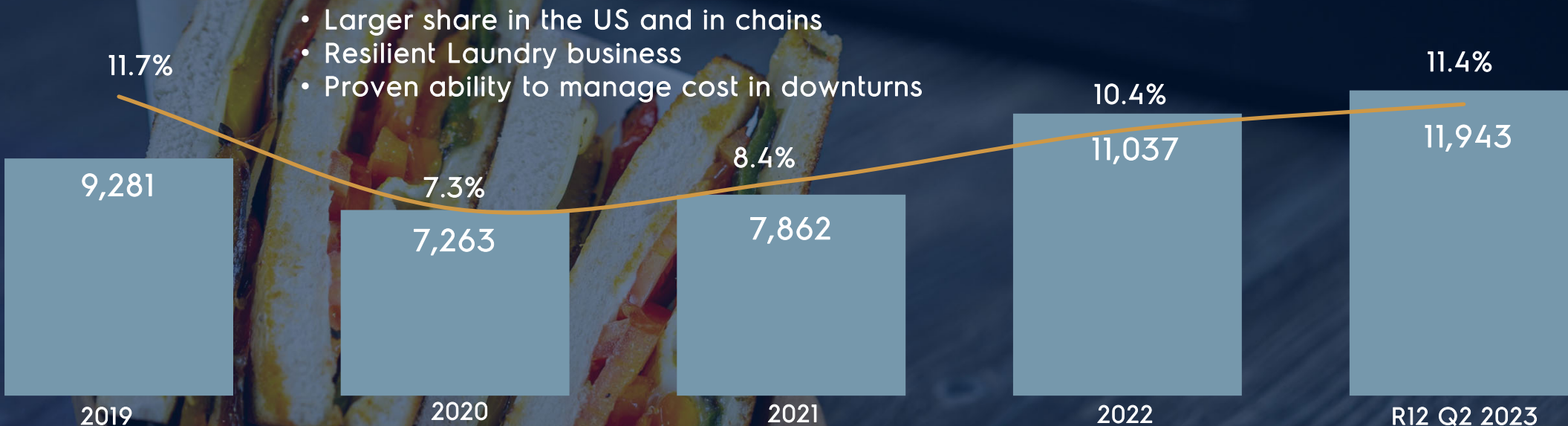


* EBITA excl Items affecting comparability

A solid 2022 with record high growth - a stronger foundation than before



Net Sales SEKm EBITA%, excl IAC

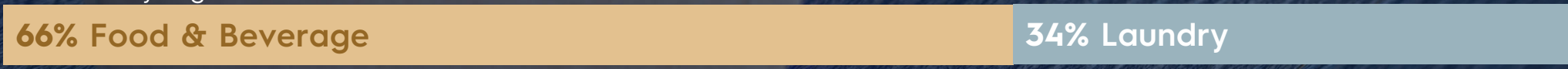


- Larger share in the US and in chains
- Resilient Laundry business
- Proven ability to manage cost in downturns

Net sales by geography



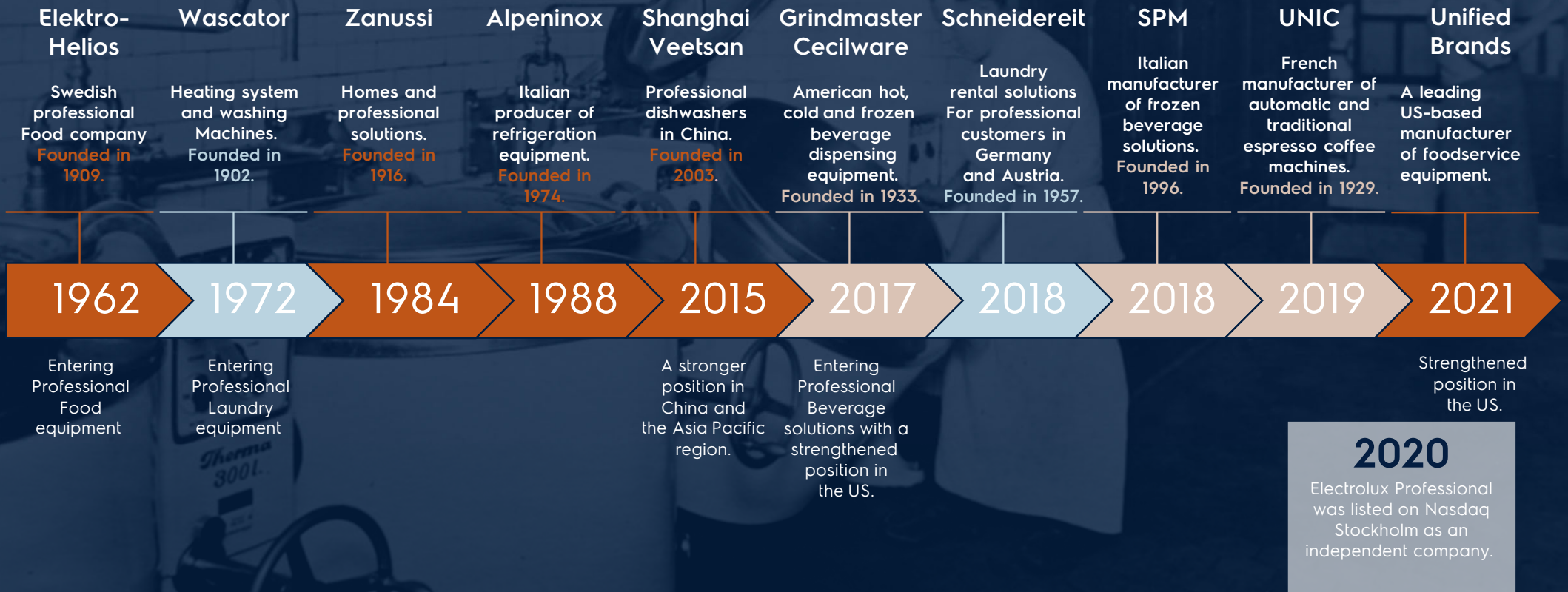
Net sales by segment



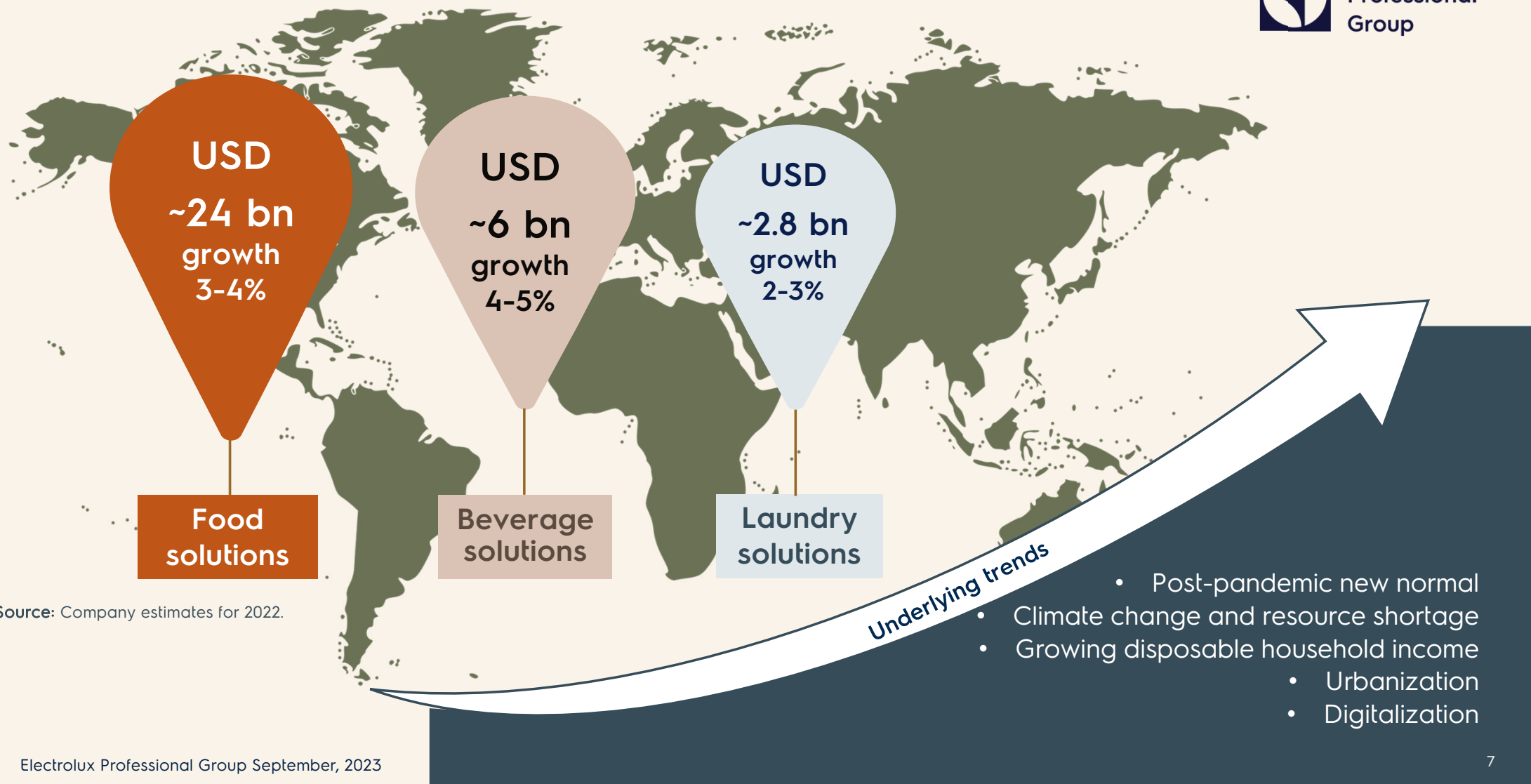
A history of acquisitions as a growth accelerator



A selection of the biggest companies we have acquired



Our markets



Source: Company estimates for 2022.

Our strategic priorities

1

Grow the business through developing sustainable, low running cost solutions

2

Expand in food service chains, especially in North America, beverage and emerging markets

3

Boost customer care

4

Leverage the OnE approach and drive digital transformation

Built on a foundation of operational excellence to improve sales productivity and cost efficiency within the supply chain

Sustainability performance

Target to be climate neutral in operations in 2030



- CO2 reduction aligned with Paris agreement
- Lost time injury rate
- Diversity & inclusion



* Scope 1 and 2 – emissions from own operations. Target -50% by 2025 compared to 2015 with recalculated baseline. Target -70% by 2025 with 2019 baseline.



Financial targets and performance

We are progressing towards our financial targets



Net sales growth target

4%

2022: 16.9%

Profitability target

15%

2022: 10.4%*

Assets efficiency target

Operating working capital as percent
of net sales

15%

2022: 16.7%

Capital structure target

Net debt/EBITDA ratio below

2.5x

2022: 1.5x

Dividend

30%

of income

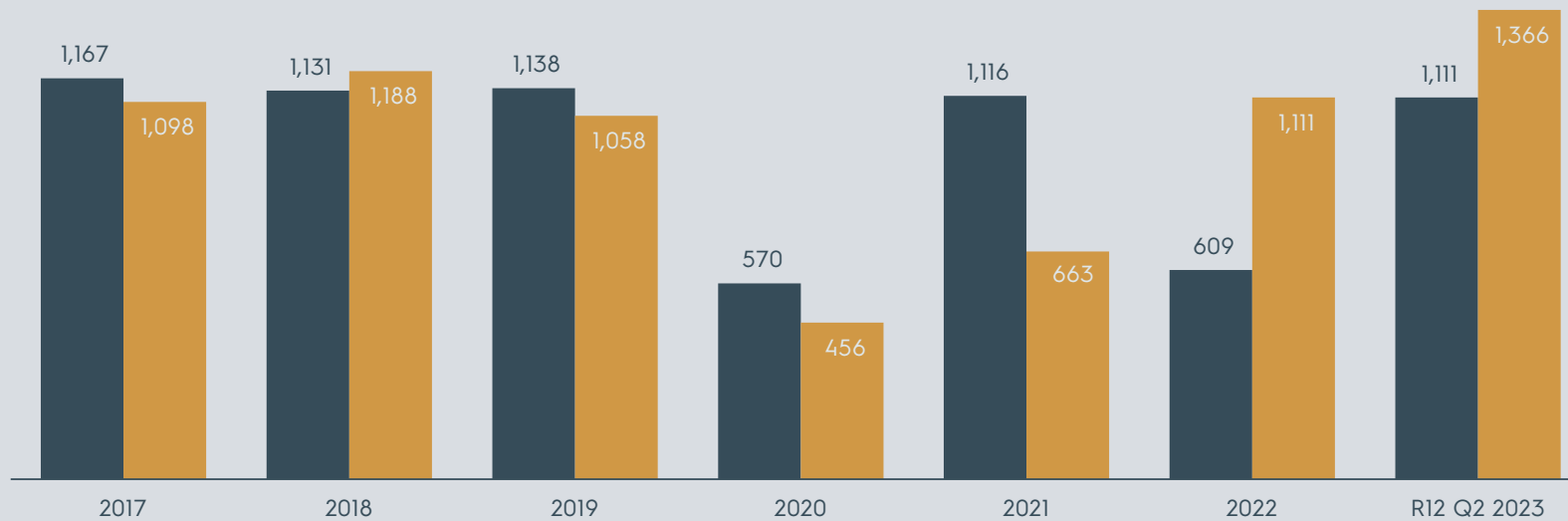
2022 pay out: 30%

*Excl. Items affecting Comparability

Strong cash flow

SEKm

■ Operating cash flow after investments* ■ EBITA



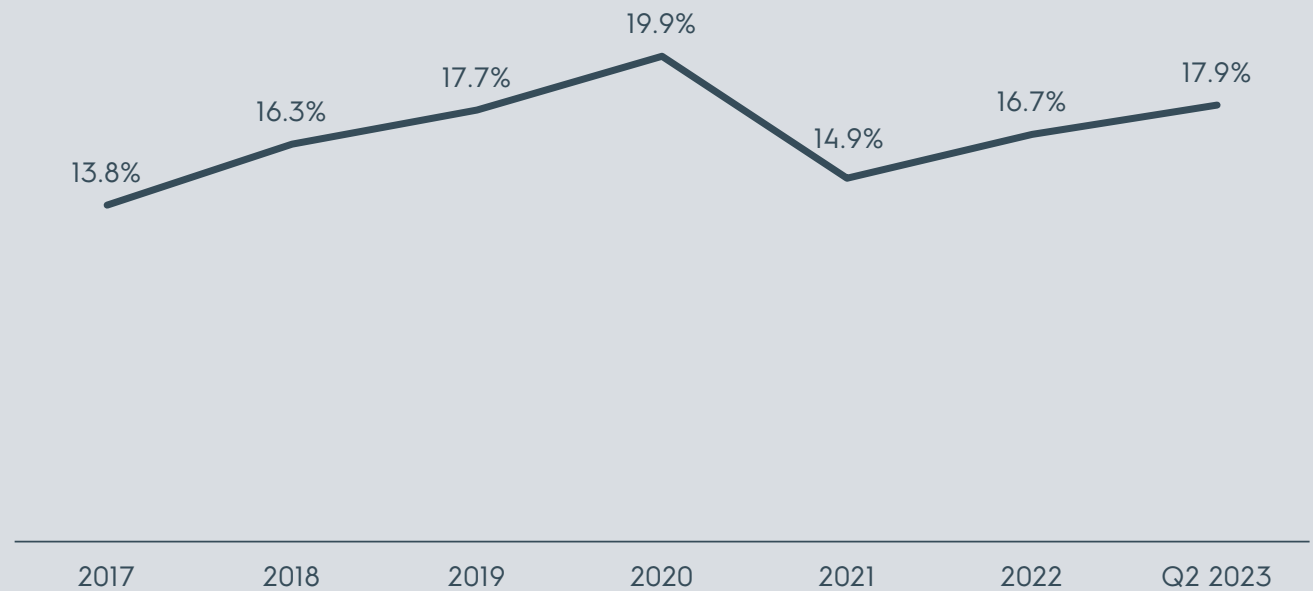
- Proven good cash flow generation over the years
- In 2022, cash flow impacted by increase of OWC

* Cash flow defined as cash flow from operations and investments adjusted for financial items paid, taxes paid and acquisitions/divestments of operations

Operating Working Capital (OWC)

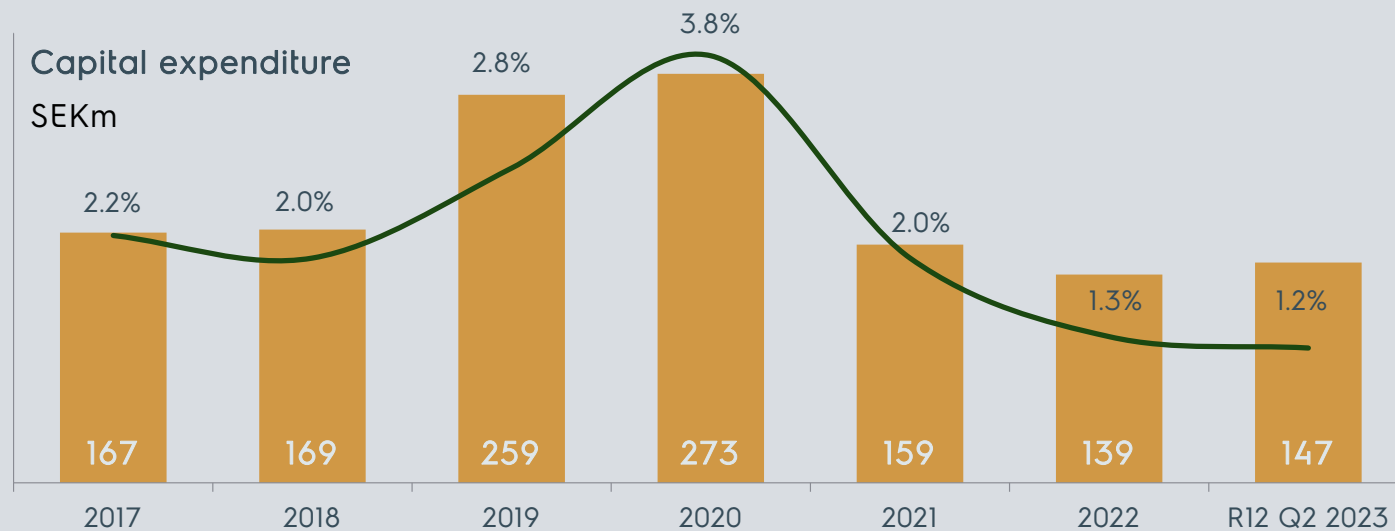
- Business model with low OWC
- 2018-2019 burdened by acquisitions and large phase in/out of products
- In 2022 and 2023 OWC has increased due to safety stock of components, and higher stock to create product availability
- Activities to optimize inventory initiated
- Quality of receivables is good

Operating working capital as % of net sales



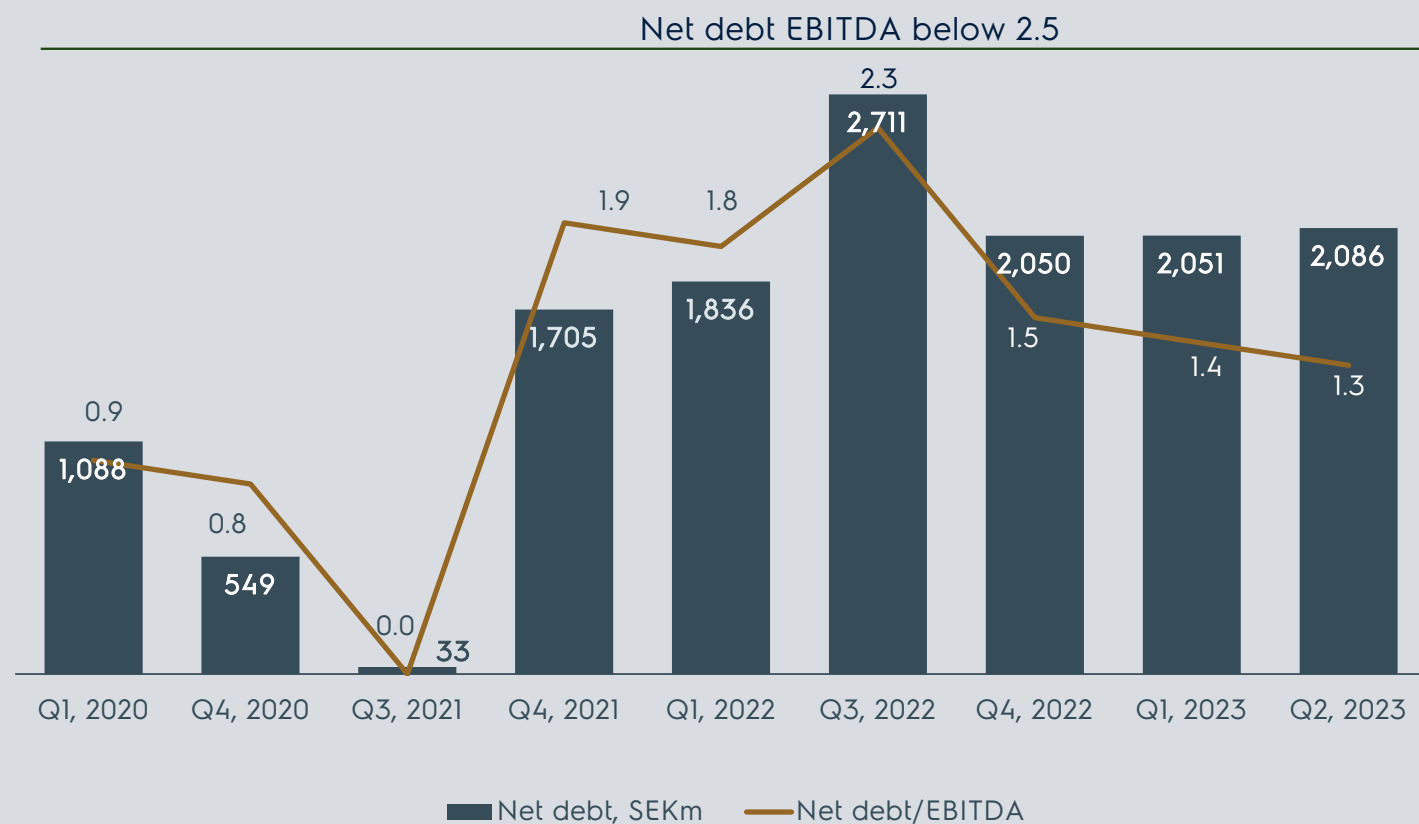
Disciplined capital expenditures

- Business managed with low requirements in terms of new capex
- Capital expenditure level increased in 2019-2020 related to new factory in Thailand
- Capital expenditure requirements expected to be around 2% going forward



Net debt EBITDA ratio well below 2.5X

- Zero net debt prior to Unified Brands acquisition in Q4, 2021
- Low leverage



Financial flexibility in place (Q2, 2023)

Credit facilities and loans	Amount	Maturity, year
Term loan	SEK 600m	2027
Sustainability linked loan	EUR 60m	2028
Revolving credit facility	EUR 200m (unutilized)	2027
Syndicated term loan	EUR 90m	2024
Cash and cash equivalents	SEK 710m	

Commercial Paper Program



Yield level	TBD
Tenor	1-12 months
First issuance	Transaction will follow in the near future, subject to market conditions
Back-up facility	Syndicated EUR 200m RCF

Issuer	Electrolux Professional AB (publ)
Framework Amount	SEK 2,000m or EUR eqv.
Currency	SEK / EUR
Denominations	SEK 1m / EUR 100k
Clearing	Euroclear Sweden
Governing Law	Swedish
Arranger / IPA	Danske Bank
Issuing banks	Danske Bank and SEB

Electrolux Professional heading into second half of 2023

Demand

- Demand has normalized
- Potential recession impact to be monitored



Energy prices

- High energy prices not expected to have material impact on our profit



Price increases

- Price increases implemented to compensate inflation



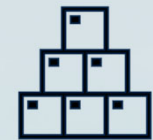
Raw material prices

- Raw material prices for 2023 are expected to be same as average in 2022



Components

- Components availability foreseeably not a problem



A solid Group with large potential



We are operating in an attractive and growing market

Track record of delivering solid EBITA, cash flow and cash conversion.
Solid balance sheet

Focused plan to generate margin, and cash flow expansion



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Q&A





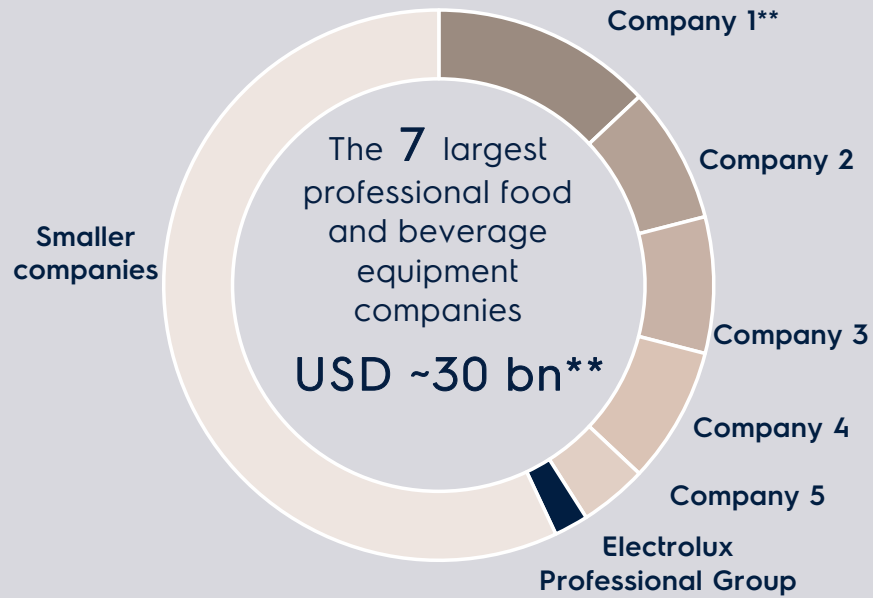
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Appendix



The global professional equipment industry

Food & Beverage



** 2022 markets, own company estimates
** Pro forma

Laundry



** 2022 markets, own company estimates



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