



Electrolux
Professional
Group

Q4 2022 result presentation

Alberto Zanata, President and CEO

Fabio Zarpellon, CFO

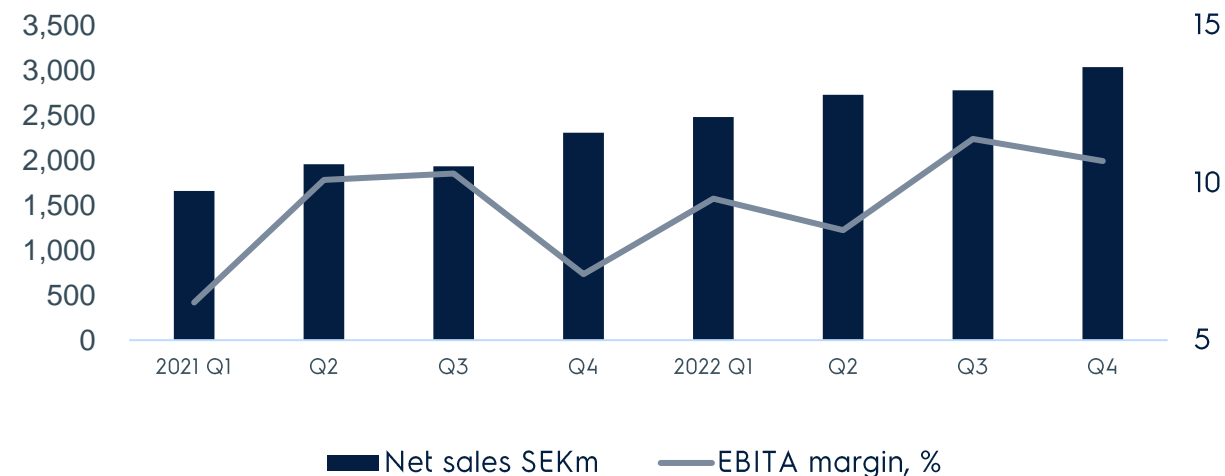
"In summary, 2022 has been a good year for Electrolux Professional Group despite the uncertain geopolitical situation, high inflation and component shortages."

Q4 highlights

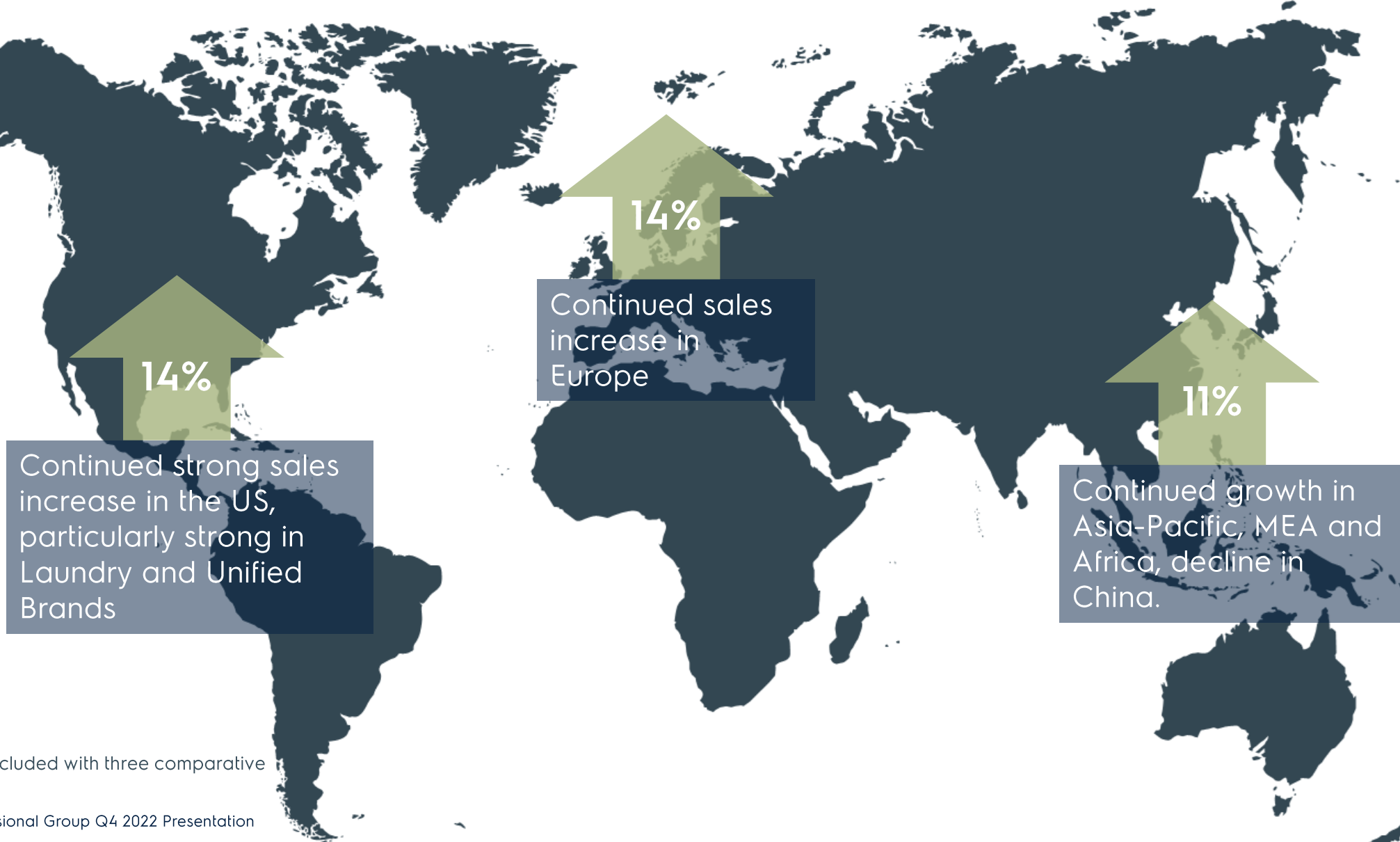
A solid quarter

- Sales recovery continued in Q4
- Organically, sales increased by 13.4%.
- EBITA almost doubled to SEK 324m (164), corresponding to a margin of 10.7% (7.1)
- Price increases are now fully compensating for the increased component and raw material costs
- Order intake somewhat better in the fourth quarter than in the third quarter with order stock at a healthy level. However, demand in Food & Beverage in Europe remain soft
- Operating cash flow after investments amounted to SEK 533m (459) in the quarter
- Net debt/EBITDA improved significantly to 1.5, compared to 2.3 at the end of the third quarter, 2022

SEKm	Oct-Dec 2022	Oct - Dec 2021	Change, %
Net sales	3,040	2,309	31.7
EBITA	324	164	97.3
EBITA margin, %	10.7	7.1	
Operating cash flow after investments	533	459	



Q4 organic sales development per region*



*Unified Brands included with three comparative months in 2021

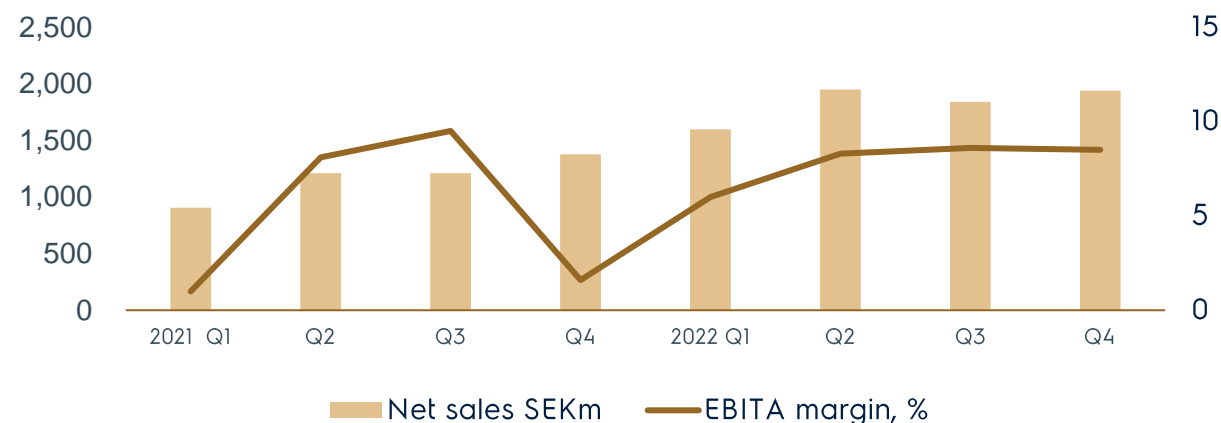
Q4 Food & Beverage



Strong profit improvement

- Organically, sales increased by 9.5%.
- Sales increased by approximately 12% in Europe, by 8% in Americas*, and by 8% Asia Pacific, Middle East and Africa
- EBITA increased and amounted to SEK 162m (41) corresponding to a margin of 8.5% (3.0)

SEKm	Oct-Dec 2022	Oct-Dec 2021	Change%
Net sales	1,940	1,377	38.2
Organic growth, %	9.5	21.6	
Acquisitions, %	17.0	9.5	
Divestments, %	-1.6	-	
Currency, %	13.3	0.4	
EBITA	162	41	292.8
EBITA margin, %	8.5	3.0	



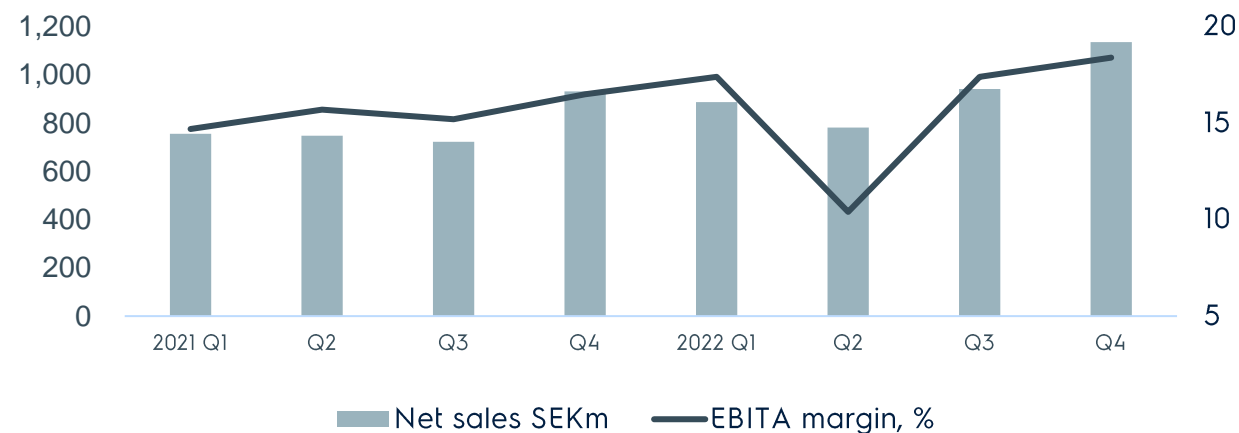
*Unified Brands included with three comparative months in 2021

Q4 Laundry

Continued strong profitable growth

- Sales increased organically by 19.4%
- Strong sales increase in Americas of 35%, 17% in Europe and 14% in Asia Pacific, Middle East and Africa.
- EBITA increased by 36.3%, and amounted to SEK 209m (153) corresponding to a margin of 18.4% (16.5)
- Strong order intake in the quarter

SEKm	Oct-Dec 2022	Oct-Dec 2021	Change, %
Net sales	1,136	932	22.0
Organic growth, %	19.4	5.4	
Divestments, %	-1.6	-	
Currency, %	4.2	-0.5	
EBITA	209	153	36.3
EBITA margin, %	18.4	16.5	



Financial overview – Q4

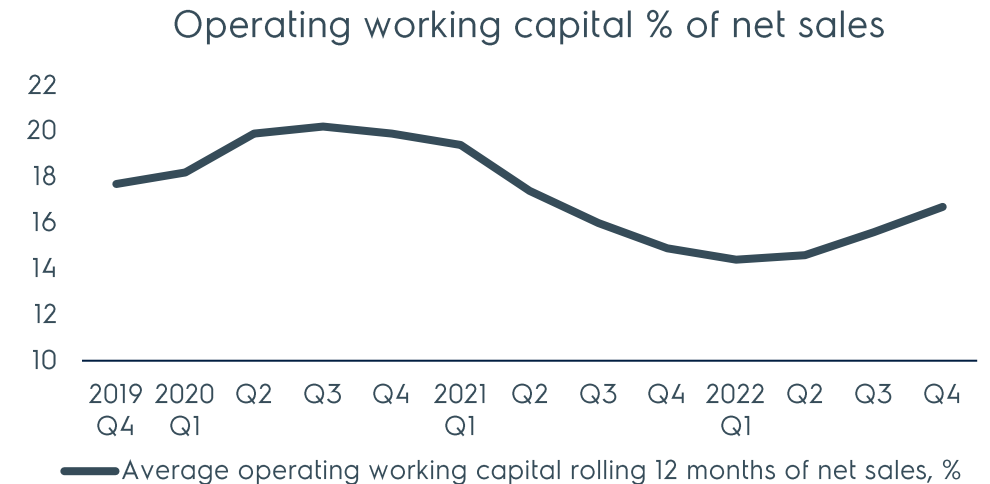
SEKm	Oct-Dec 2022	Oct-Dec 2021	Change, %
Net sales	3,040	2,309	31.7
Gross operating income	968	756	
Gross operating margin, %	31.8	32.7	
Operating income	284	141	
Operating margin %	9.3	6.1	
EBITA	324	164	
EBITA margin, %	10.7	7.1	

EBITA development

- The higher EBITA was primarily driven by price increases, the contribution from Unified Brands, and increased sales of Laundry
- Some remaining inefficiencies in the supply chain burdened
- Price increases are now fully compensating for the increased component and raw material costs

Operating working capital (OWC) and financial position

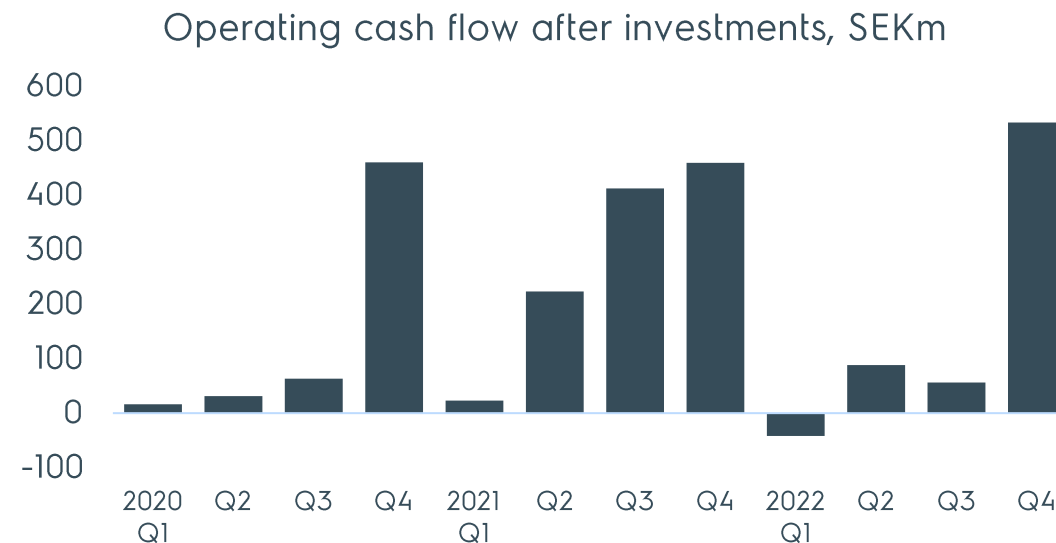
SEKm	31 Dec 2022	31 Dec 2021
Inventories	1,981	1,416
Trade receivables	2,028	1,625
Trade payables	2,040	1,814
Operating working capital	1,969	1,227
Operating working capital of annualized net sales, %	16.7	14.9
Interest-bearing loans	2,832	2,260
Net provisions for post-employment benefits	103	-39
Lease liabilities	304	326
Other liabilities	-91	-6
Cash and cash equivalents and short term investments	1,098	836
Net debt	2,050	1,705
Net debt/EBITDA ratio	1.5	1.9



- Inventory and trade receivables decreased during the fourth quarter, but operating working capital as per cent of annualized sales increased
- Net debt/EBITDA improved significantly compared to the third quarter of 2022, and December 2021

Operating cash flow

SEKm	Oct-Dec 2022	Oct-Dec 2021
EBIT	284	141
Depreciation, amortization and other non-cash items	101	88
Change in operating assets and liabilities	206	307
Investments in intangible and tangible assets	-76	-84
Changes in other investments	17	7
Operating cash flow after investments	533	459

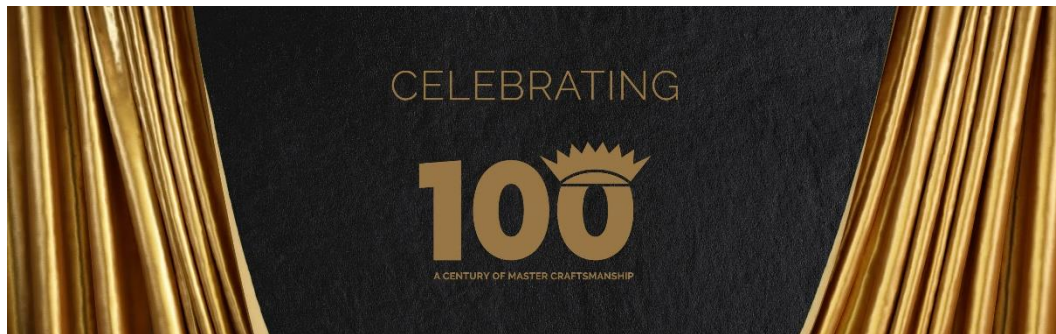


- Strong cash flow driven by EBITA and reduced Operating Working Capital
- Cash flow is normalizing after some weak quarters

Molteni – a century of master craftsmanship



- 2023 marks the celebration of a century of master craftsmanship for Molteni
- Our luxury brand of professional stoves
- Hand-crafted and assembled in our workshop in Saint-Vallier, in the south of France
- Each stove has its own individual personality, created according to the needs and preferences of each Chef



The corporate brand Electrolux Professional Group introduced



- To clarify the role of Electrolux Professional, both as a company and business brand
- Offer support to the development of other brands
- Majority of sales remains under the Electrolux Professional brand
- Other brands will add “part of Electrolux Professional Group” when needed to reinforce the strength of being part of a larger Group



- All our US Food & Beverage brands at the NAFEM Show in Orlando in February



A sustainability leader in our industry

- We achieved highest ranking among listed companies in our industry on the climate change list, Carbon Disclosure Project (CDP)
- Retained our B-score
- Also achieved the 'low ESG risk"-rating, by Sustainalytics, Morningstar Company
- #1 ranking among listed, ranked competitors in our industry, and #3 out of the 558 companies ranked in the Machinery industry



Summary

- A solid fourth quarter, record high sales for the full year
- EBITA almost doubled during the quarter, increased by 67% full year
- Earnings per share SEK 2.39 (1.69) for 2022. Proposed dividend SEK 0.70 (0.50)
- Order intake somewhat better in Q4 than in Q3 but remain relatively soft for Food & Beverage in Europe. Order stock at a good level
- Price is now fully compensating for increased component and raw material costs. Further price increases implemented beginning of 2023
- In 2022, and the fourth quarter, Unified Brands delivered sales growth exceeding expectations, with an EBITA margin accretive to the Group margin
- We are a sustainability leader in our industry
- Cautiously optimistic for beginning of 2023, but prepared for different scenarios in case of an economic downturn



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Q&A





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