



Electrolux Professional Group Debt Investor Presentation

Stockholm, March 14, 2024



- Welcome
- This is Electrolux Professional Group
- Strategic priorities
- Financials
- Key credit highlights
- Q&A



Fabio Zarpellon
CFO



Paulo Kubis
Head of Treasury



This is Electrolux Professional Group

This is Electrolux Professional Group

Spin off from Electrolux and listing of Electrolux Professional in March 2020



Different end markets, customers and drivers for success with different margin levels



Increased focus, customer value and development opportunities



Enable Electrolux Professional to realize strategies with a separate Board and Management Team

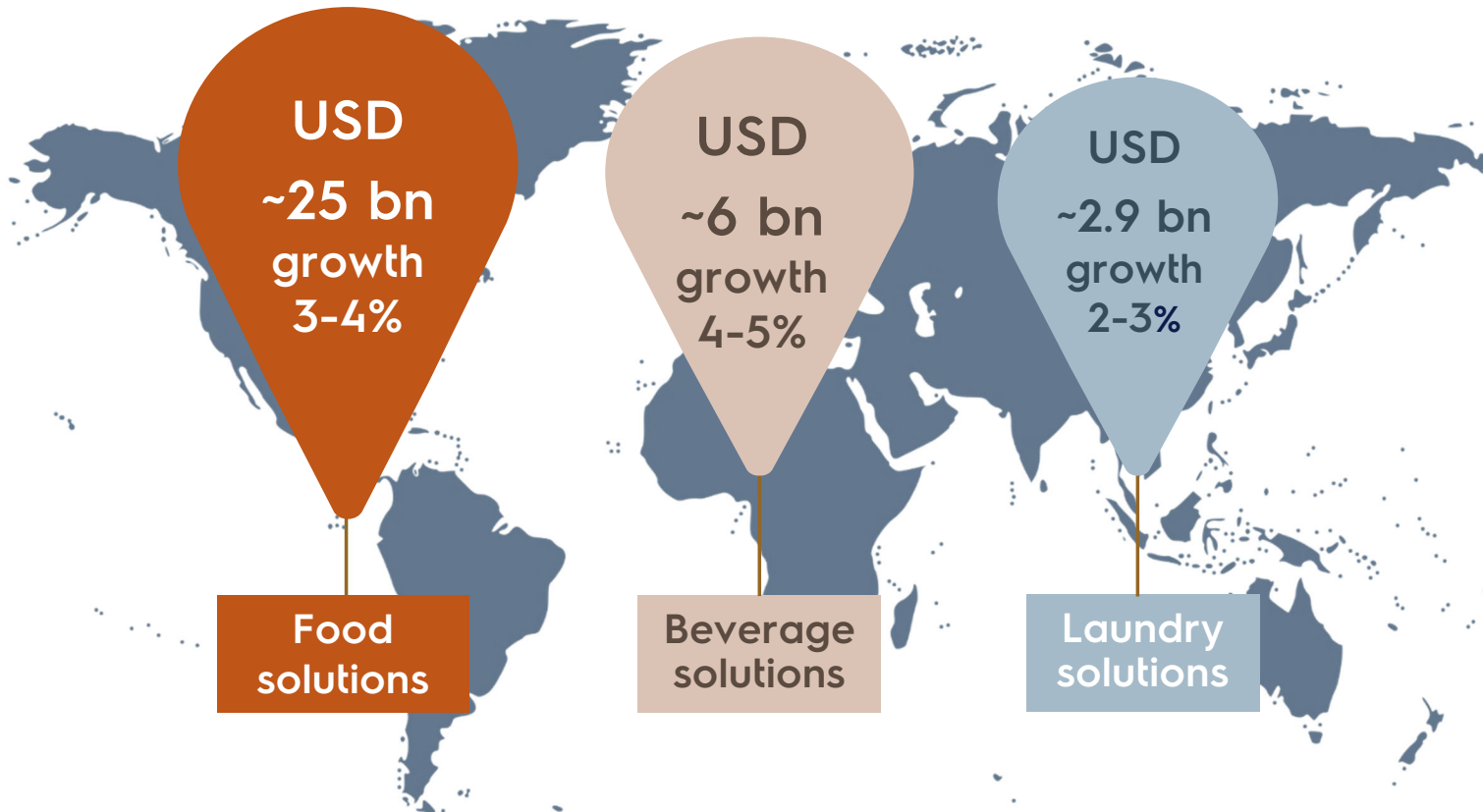


More effectively drive acquisition strategy since valuations (multiples) are higher in the professional appliances industry



This is Electrolux Professional Group

Our markets



Source: Company estimates for 2023

Underlying trends

- Digitalization
- Increased demand for take-away and delivery
- Climate change and use of resources
- Labor availability
- Societal changes



This is Electrolux Professional Group

Electrolux Professional Group in 2023



Net sales SEK
12 bn

EBITA, SEK
1.3 bn

EBITA
margin*
11.1%

Employing
~4,300*

*includes TOSEI acquired in 2024

Serving
~110
countries

Net sales by segment

64%

Food & Beverage

36%

Laundry

10.1%
EBITA margin*

16.6%
EBITA margin*

Net sales by geography

~61%
Europe



~27%
Americas



~12%
APAC & MEA

* EBITA excl Items affecting comparability

Providing solutions to customers



Restaurants



Hotels



Restaurant chains



Bars & Cafés



Self-service Laundries



Food Distribution



Care



Business, Transport & Industry



Commercial Laundries



Public Institutions

This is Electrolux Professional Group

Offering outstanding customer experience

A group of trustable, category champion brands



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

UNIC SPM CRATHCO



Laundry



Sustainable and flexible commercial Laundry solutions to improve productivity and ergonomics

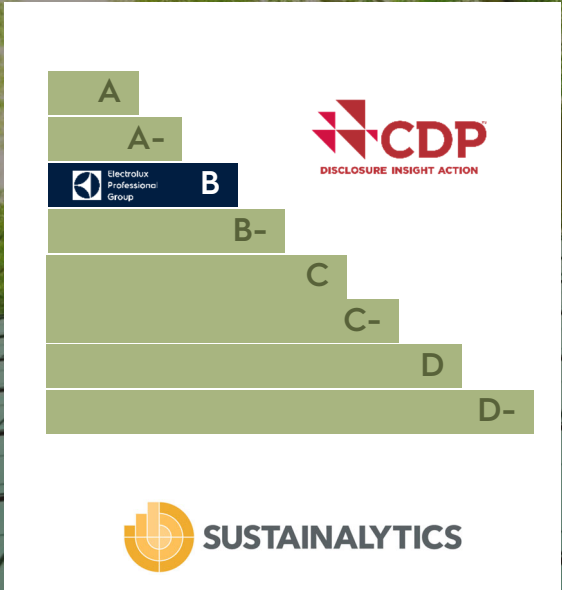


Ranked as Industry leader in sustainability



- Sustainalytics ESG risk rating “low risk” rated
- CDP questionnaire for climate change B rated

Company	CDP climate change	ESG risk rating
Electrolux Professional AB	B	10.8 low risk
Company 2	D	27.8 medium risk
Company 3	D	30.4 high risk
Company 4	n/a	n/a
Company 5	n/a	29.9 medium risk
Company 6	B-	23.3 medium risk
Company 7	F	n/a



Improved sustainability performance

Target to be climate neutral in operations in 2030



- Scope 1 and 2 – emissions from own operations.
 - * Compared 2015 baseline** Compared 2019 baseline
- Scope 3 - indirect use phase emissions of sold products. Compared 2019 baseline
 - *** Will be disclosed in 2024

A chef in a white uniform is operating a Vitamix K550 blender. The chef's hands are visible, one holding the lid and the other adjusting the speed dial. The blender is filled with a mixture. On the stainless steel countertop next to the blender are various fresh ingredients: a red onion, a bunch of red chili peppers, a head of garlic, a bunch of cherry tomatoes, two green chili peppers, and a small bowl of chickpeas. A slice of lemon and a knife are also visible. The background is a blurred kitchen setting.

Strategic priorities

Strategic priorities are confirmed

1 GROW through innovation

Industry innovation - Sustainability - Energy efficiency - Connected and digital platform

1

2 EXPAND in high margin products, segments, and geographies

Grow sales organically in laundry, restaurant chains - Potential M&A

2

3 BOOST Customer Care & Service as a solution offer

Global service network - Increase sales of spare parts, service, consumables

3

4 INVEST in Digitalization to unlock additional customer value

4

Innovative, sustainable, low consuming solutions



GourmeXpress
High speed oven for food chains customers.

TANGO XP
A complete line of high-performing fully automatic coffee machines.

Line 6000 Heat Pump Tumble Dryer
Advanced technology that consistently reduces drying times with energy savings.

Hero Dryer
Free standing dishwash blower for reusable items in fast-food chain restaurants.

Thermaline pressure braising pan
Cooking time reduction ensures high productivity, while saving energy.

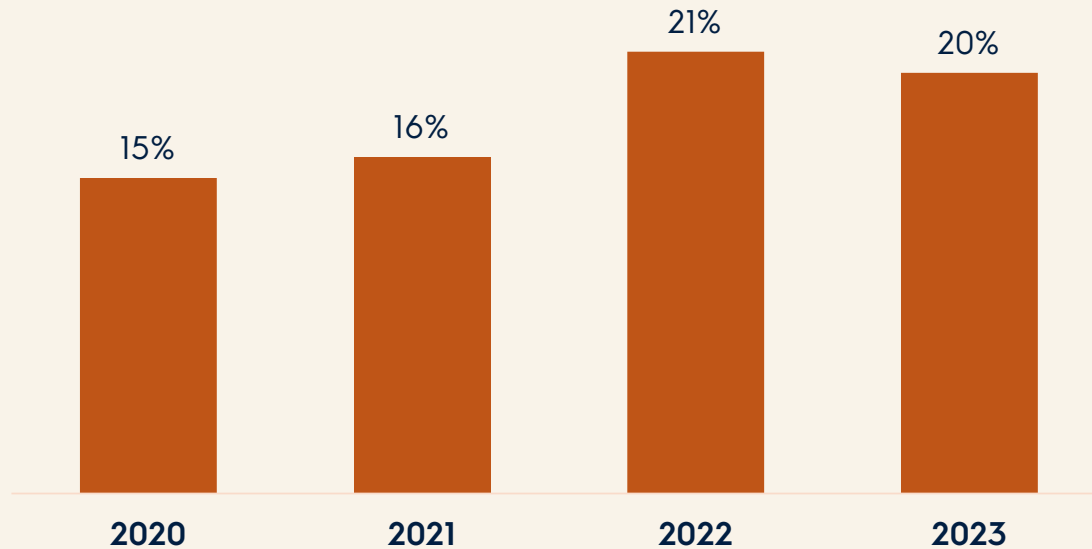


- Higher than target Margin
- Commercial Restaurant Chains

- Higher than target Margin
- Commercial Restaurant Chains

Good sales growth in restaurant chains

Chains sales in % of Food & Beverage sales



- US is home to most large global food service chains
- Growth in restaurant chains with the 2021 acquisition of Unified brands
- No growth in 2023 due to weak Chain market development in the US, however product test on a good level

Recent acquisitions further expanded the Group



Unified Brands, US in 2021

- Unified Brands acquisition delivered sales exceeding expectations with an accretive EBITA margin
- Now fully integrated, systems and process harmonization finalized



TOSEI Corporation, Japan in 2024

- Leading player in professional Laundry and vacuum packing business in Japan.
- APAC-MEA will increase from approximately 12% to 20% of Group sales.
- Japan - 2nd largest market globally in Laundry



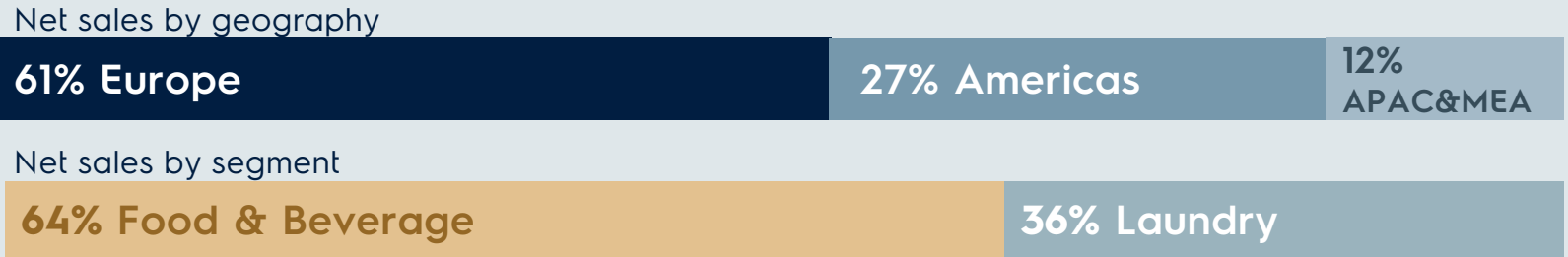
Since the spin-off, acquisitions have contributed with more than 20% increases in sales and EBITA, with accretive effects on margin

Acquisition of TOSEI further changes our footprint

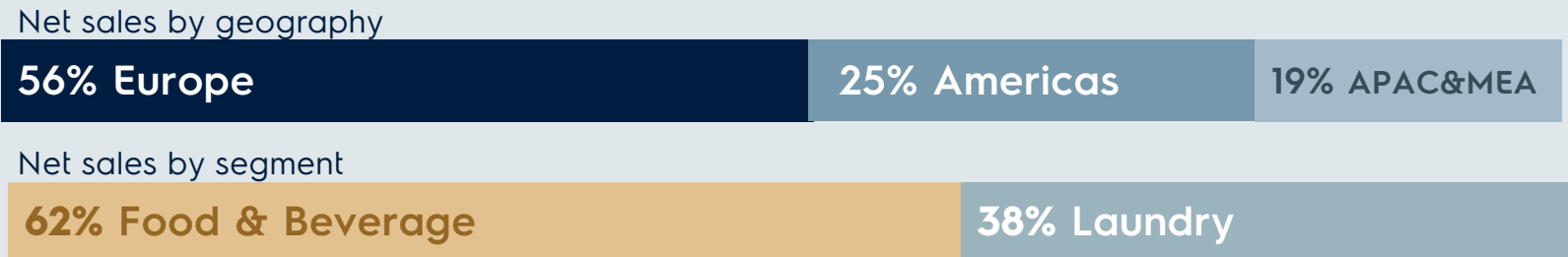
(2023 proforma)



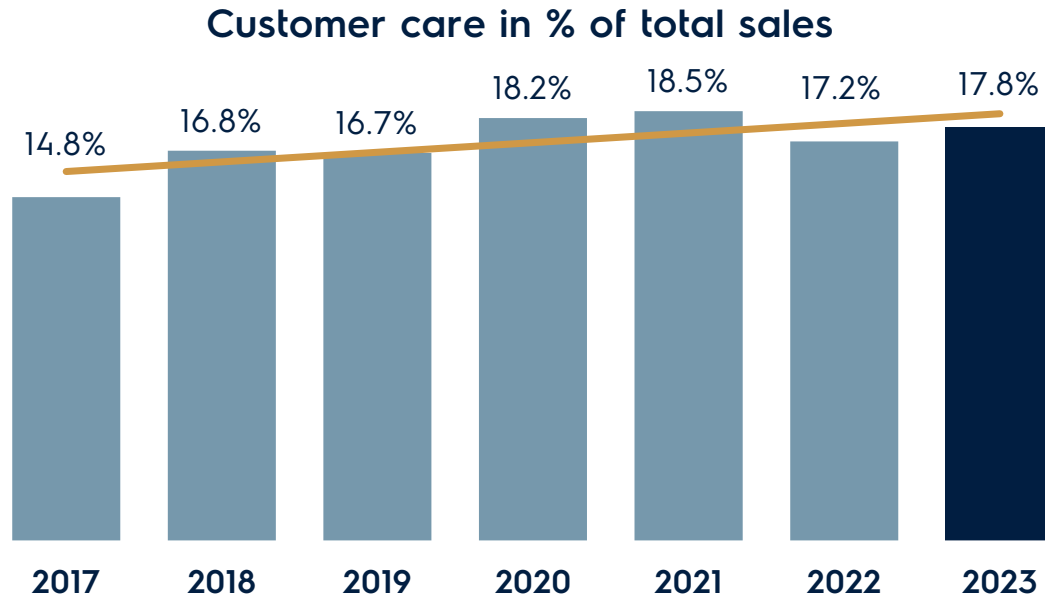
Pre acquisition



Post acquisition



Customer Care growth contributes to profitability



- Customer care grew 6% in 2023 - more than product sales
- Accessories and consumables grew most

Digital is starting to shape our industry

Significant investments in digitalization focusing on Connected solutions and roll-out of the digital customer platform

Connected appliances

Connected
appliance of future
installed base

50%

- One user interface across food, laundry and beverage segments
- Valuable data storage & analyze features

Digital customer platform

Partner/distributor
interaction*

50%

2023 58% (63)

Distribution
on-line orders*

65%

2023 80% (60)

* To onboarded partners and distributors

1,930

partners

32

countries onboarded



Electrolux
Professional
Group

Financials

We are progressing towards our financial targets



Net sales growth target

4%

2023: 2.6%
(2022: 16.9%)

Profitability target

15%

2023: 11.1%
(2022: 10.1%)

Assets efficiency target

Operating working capital as per cent
of net sales

15%

2023: 18.1%
(2022: 16.7%)

Capital structure target

Net debt/EBITDA ratio below¹

2.5x

2023: 0.9x
(2022: 1.5x)

Dividend

30%

of income

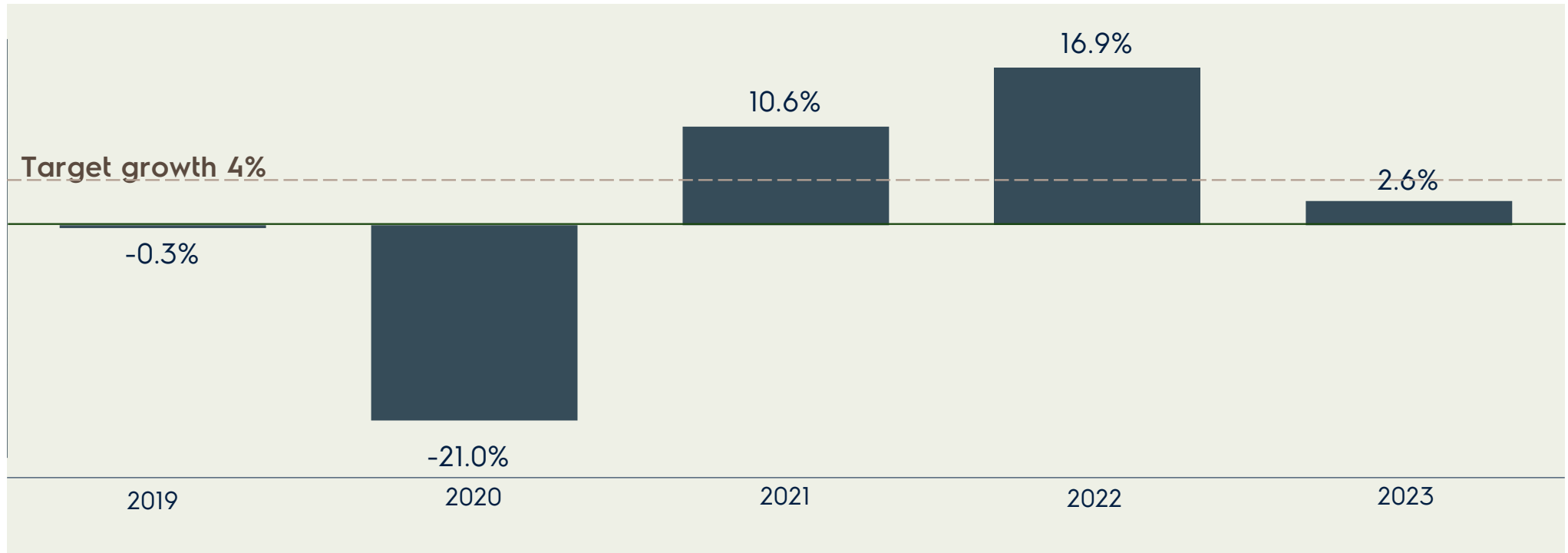
Proposed 2023: 30%

Note:

1. Higher levels may be temporarily acceptable in case of acquisitions, provided a clear path to deleveraging

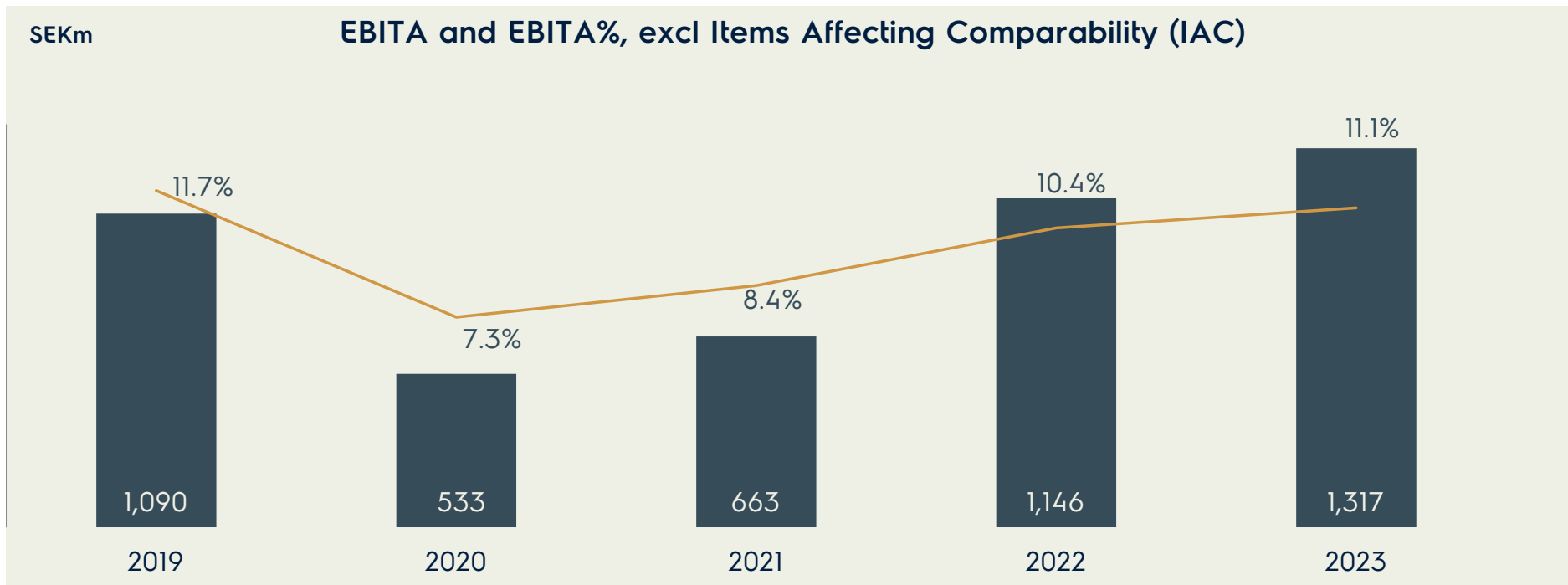
Financial target: Net sales growth target 4%

Strong organic sales development after the pandemic – target to grow 4%

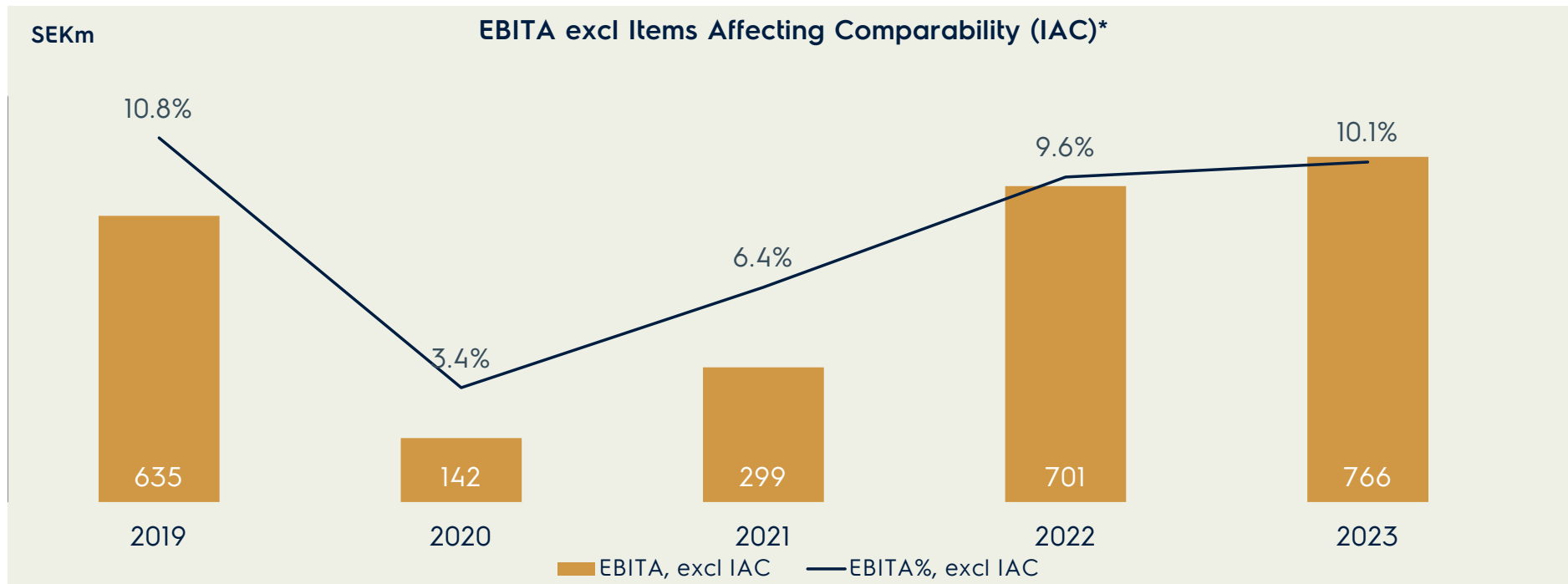


Margin almost back to pre-pandemic level and 20% higher in value

- target to continue step-by-step improvement to 15%

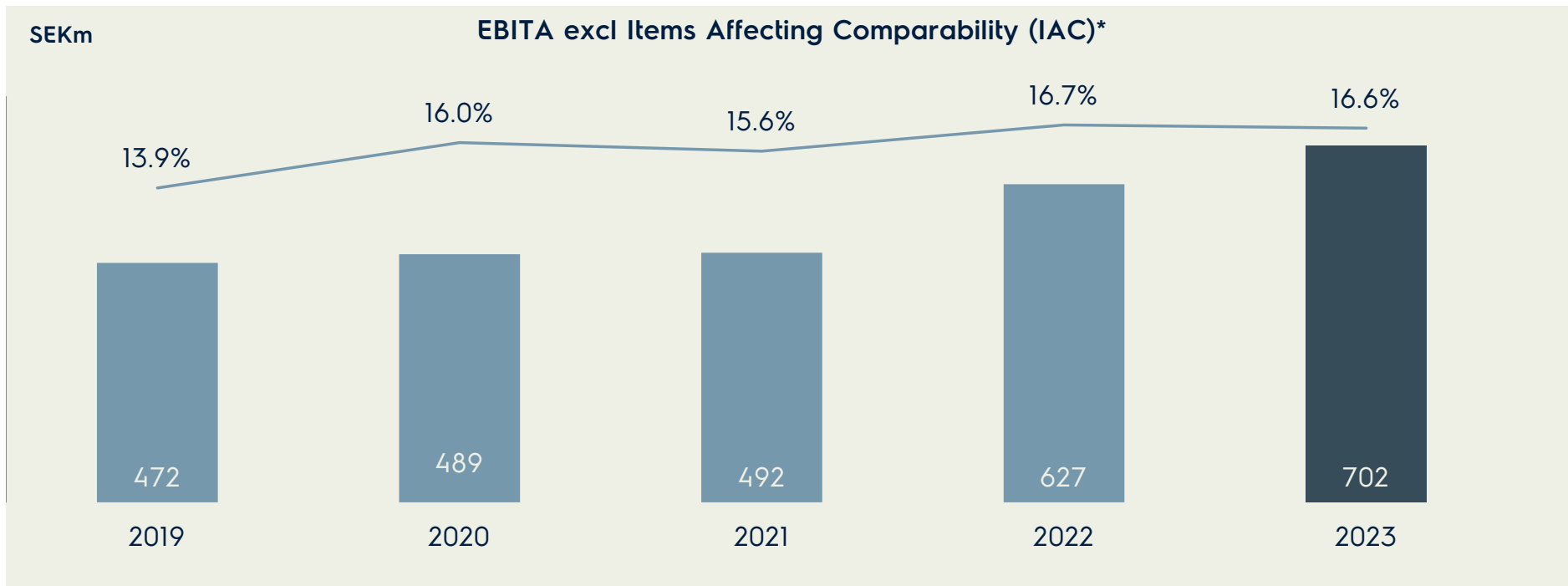


Food & Beverage EBITA-margin has structurally been growing after the pandemic



*Items Affecting Comparability (IAC): Acquisitions and divestments

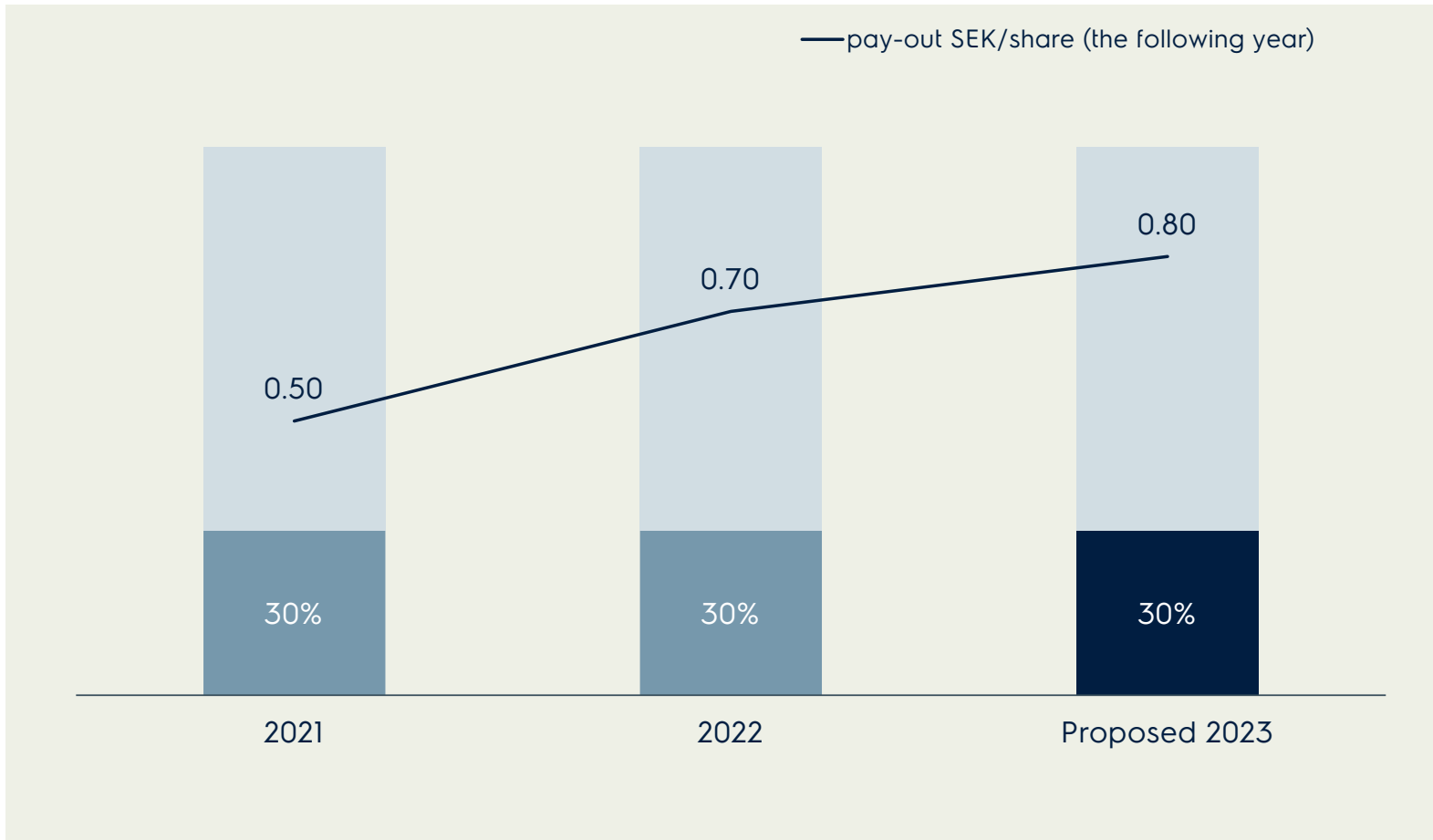
Laundry – a resilient high-margin business



*Items Affecting Comparability (IAC): Acquisitions and divestments

Financial target: Dividend 30% of income

Dividend in line with target last three years



Target:
30% of net income

Electrolux Professional heading into 2024

Demand

- Market growth has normalized to pre pandemic levels (2-4%)

Inflation and interest rates

- Inflation and interest rates coming down – should increase customers willingness to invest

Price increases

- “Normal” price increases (1-2%) implemented

Raw material prices

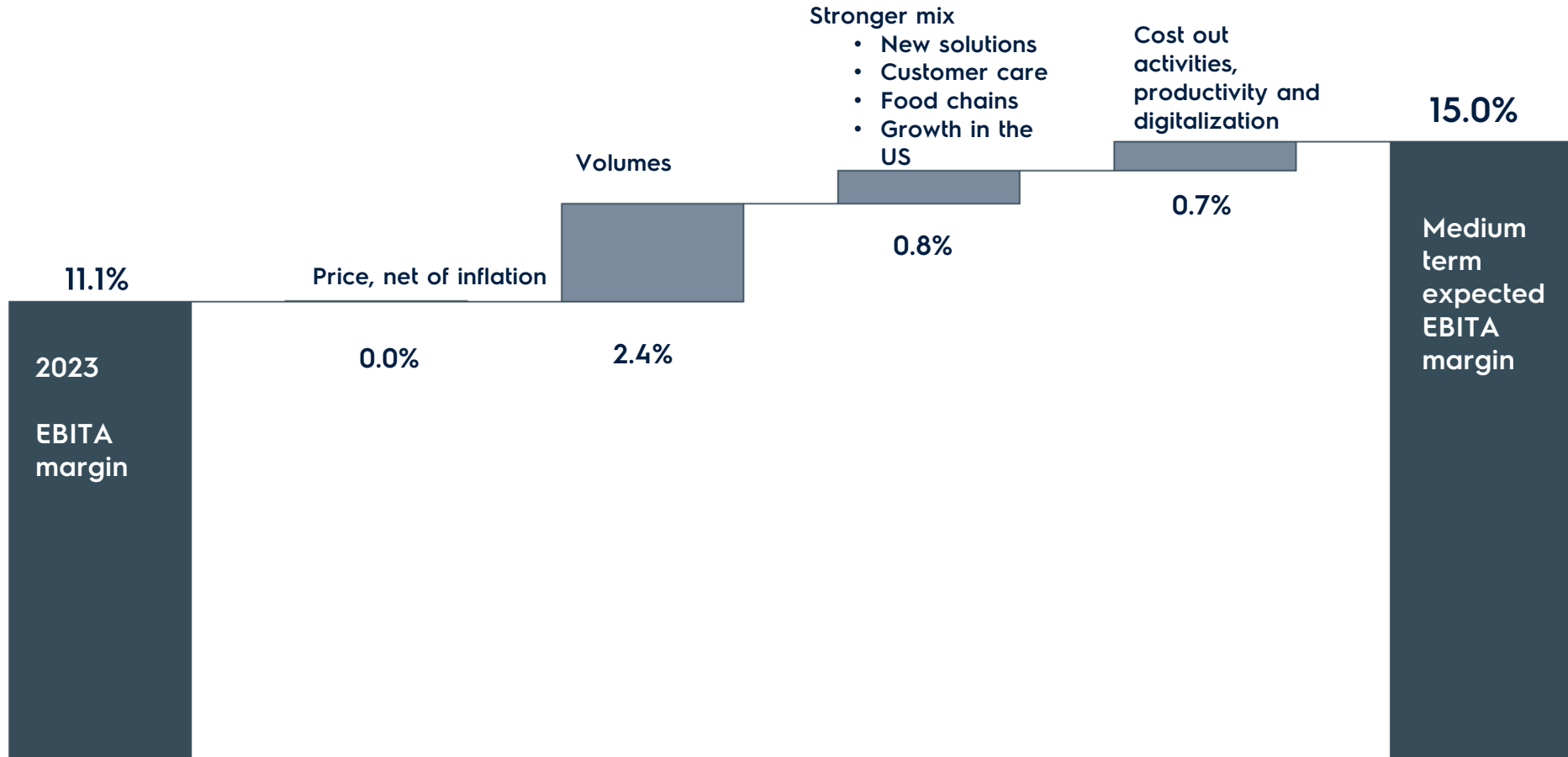
- Raw material prices expected to be somewhat lower

Integration of TOSEI

- Integration of TOSEI will create synergies from 2025

Financial target: Profitability target 15%

Building blocks to achieve 15% EBITA margin

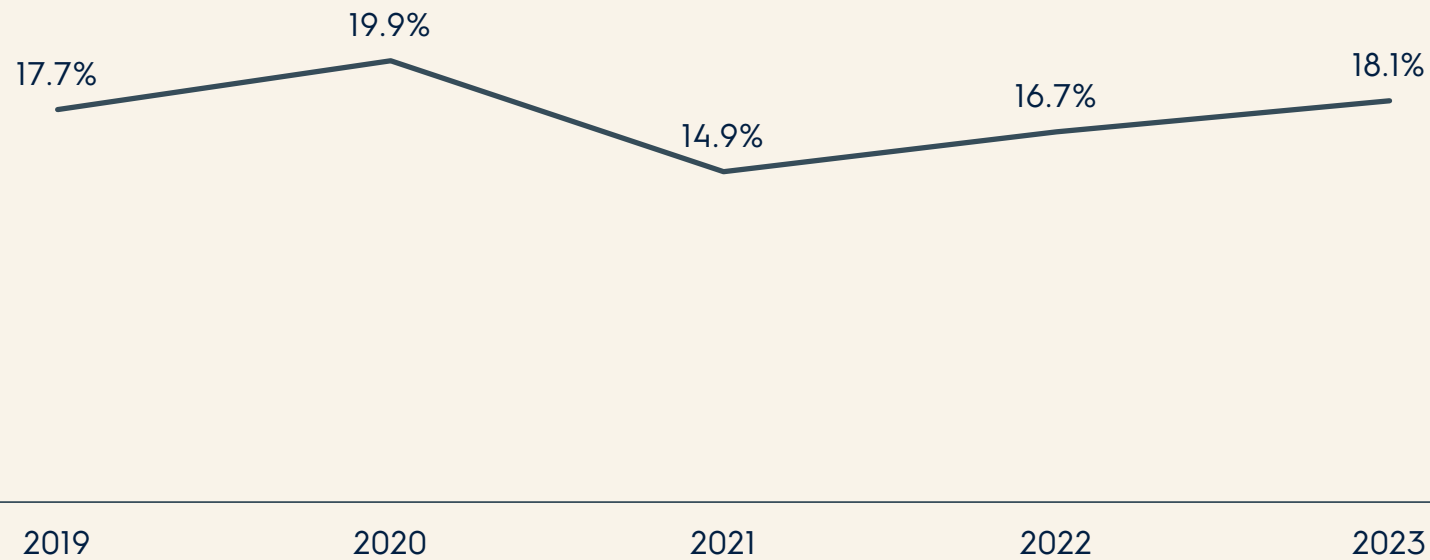


Financial target: Operating working capital as per cent of net sales - target 15%

Operating working capital increased...



Operating working capital as % of sales

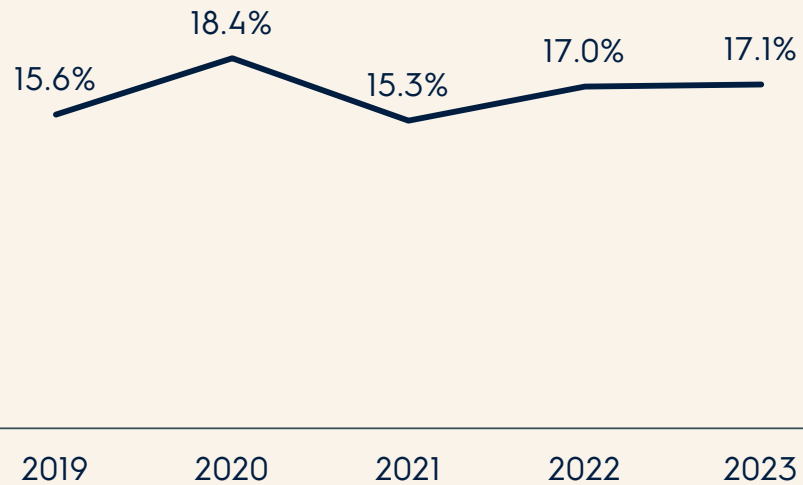


Financial target: Operating working capital as per cent of net sales – target 15%

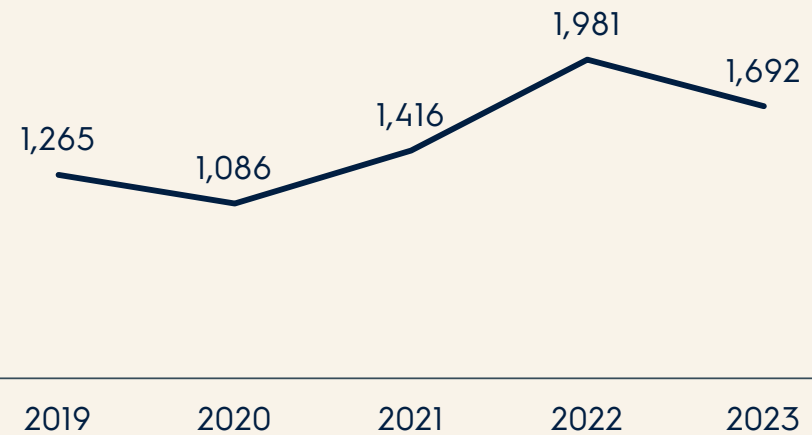
...but inventory started to decrease second half of 2023



Inventory, average % of sales

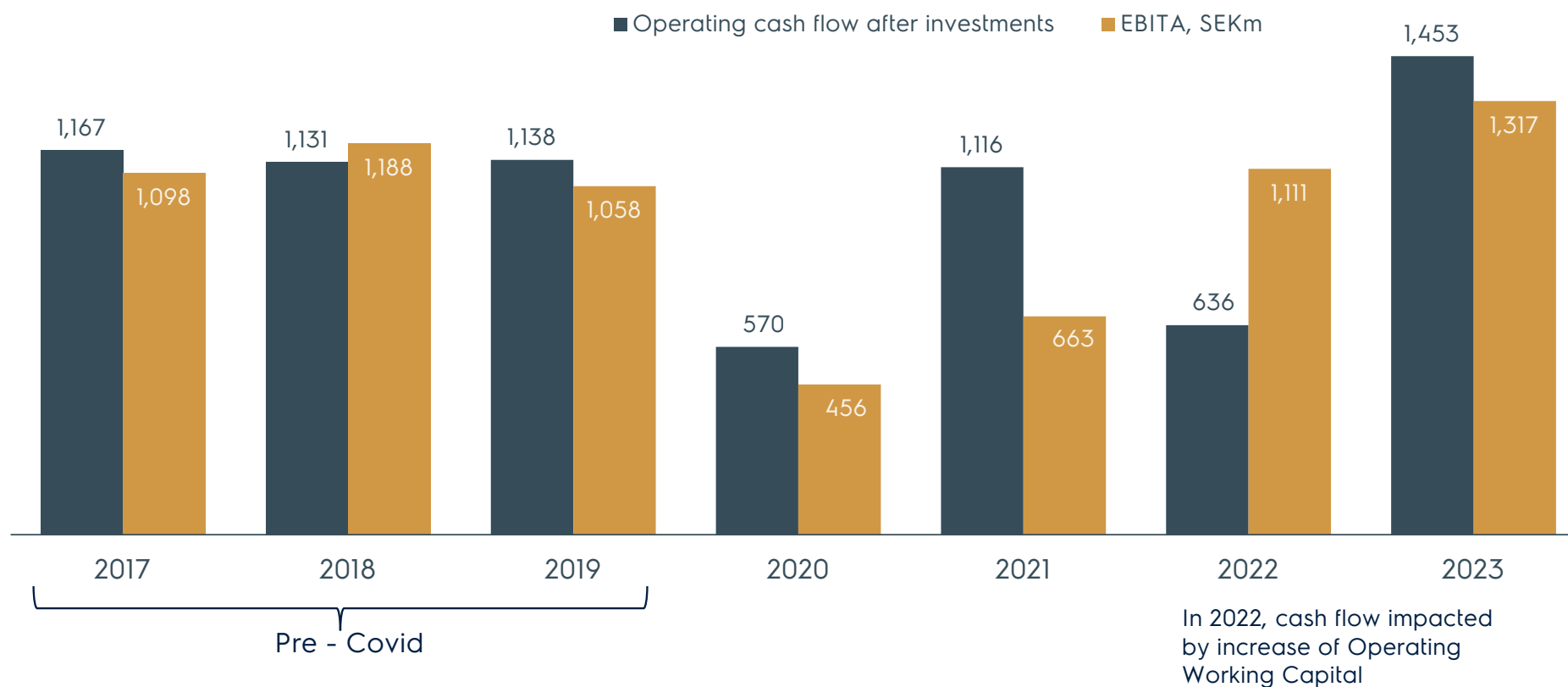


Inventory in SEKm



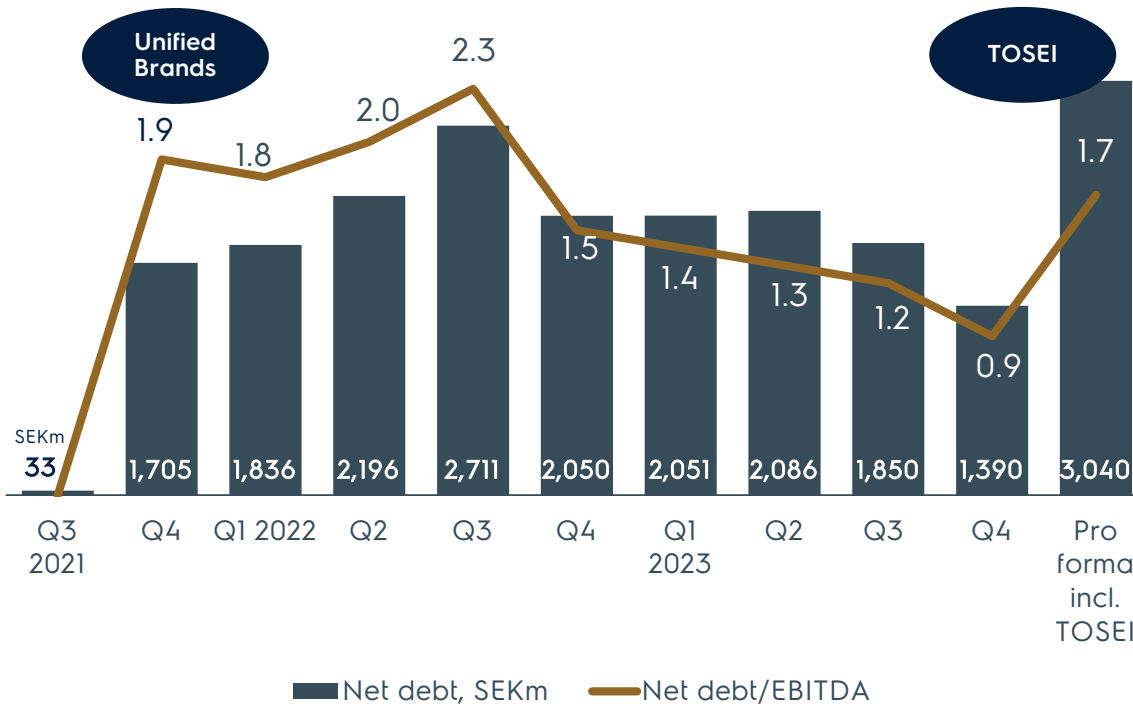
Proven good cash conversion over the years

Cash flow above or almost above EBITA



Financial target: Net debt/EBITDA ratio below 2.5x

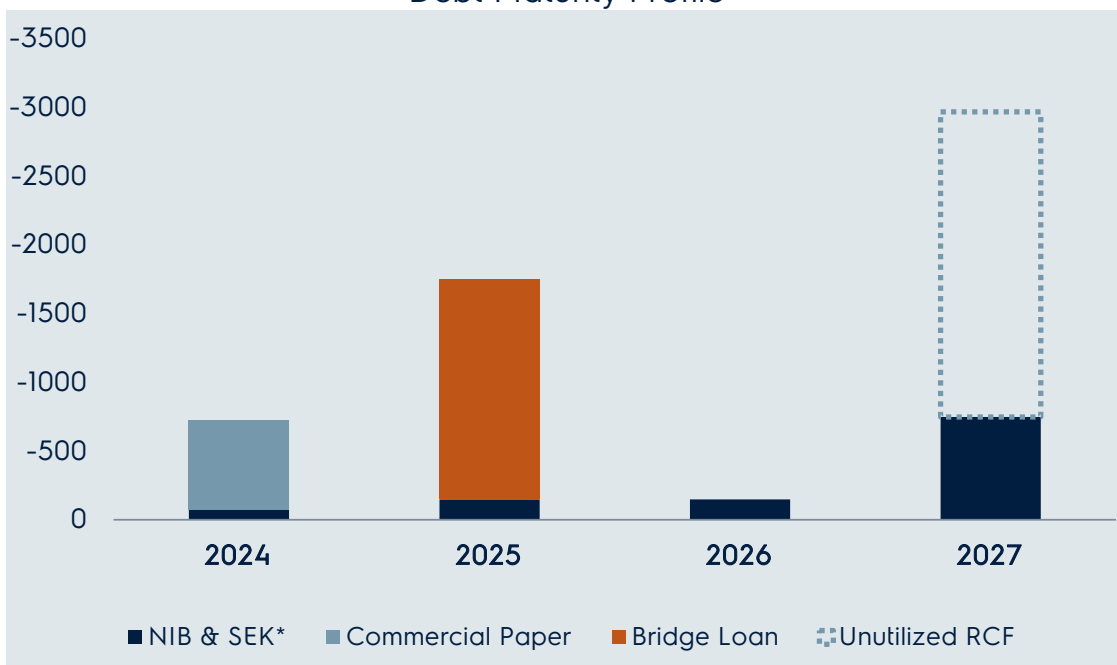
Net debt/EBITDA ratio is below limit of 2.5x also after TOSEI acquisition



- Further improved Net debt/EBITDA ratio during 2023
- Historically stable track record of maintaining ND/EBITDA below 2.5x
 - Higher levels may be temporarily acceptable in case of acquisitions, provided a clear path to deleveraging
- Leverage targets formally mandated in the financial policy

Strong credit profile

Debt Maturity Profile



Alternatives in place to ensure sustainable maturity profile

- EUR 200m unutilized Revolving Credit Facility
- Diverse funding sources including debt capital markets programmes in place
- Strong and supportive bank group, with mix of strong global and regional banks covering the Group 's footprint
- Mandated liquidity reserve of SEK 500m at all times

Significantly mitigate refinancing-risk
Reassure credit quality

* NIB Nordic Investment Bank, SEK Svensk Exportkredit

Key credit highlights

A solid Group with large potential



- Track record of solid EBITA and cash flow generation also in economic downturns
- Solid balance sheet even after recent acquisition



- Delivering on an organic profitable growth journey accelerated by accretive acquisitions



- Attractive and large Laundry business with strong profitability
- Diverse funding sources and unutilized committed back-up facilities



- Focused plan to generate margin expansion
- Flexibility for M&A
- Stable and supportive ownership structure

Q&A



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Appendix

This is Electrolux Professional Group

A leading provider of professional food service, beverage and laundry solutions



13 manufacturing plants

Sales in **110** countries

4,300* employees

*includes TOSEI acquired in 2024

Listed on Nasdaq
Stockholm

Food Solutions

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

Laundry Solutions

Beverage Solutions

Our guiding principles:

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



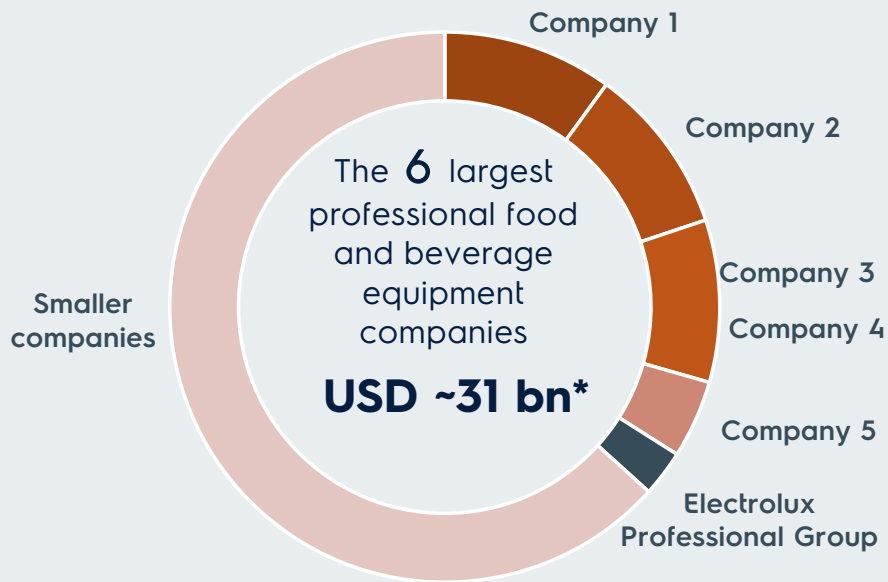
Customer Care

- Digital connectivity
- Global Customer care
- Project capabilities

The global professional equipment industry



Food & Beverage

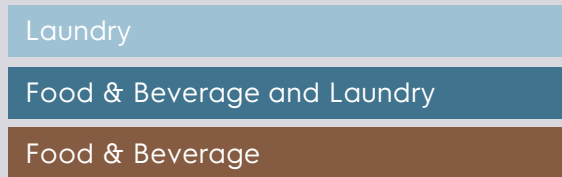
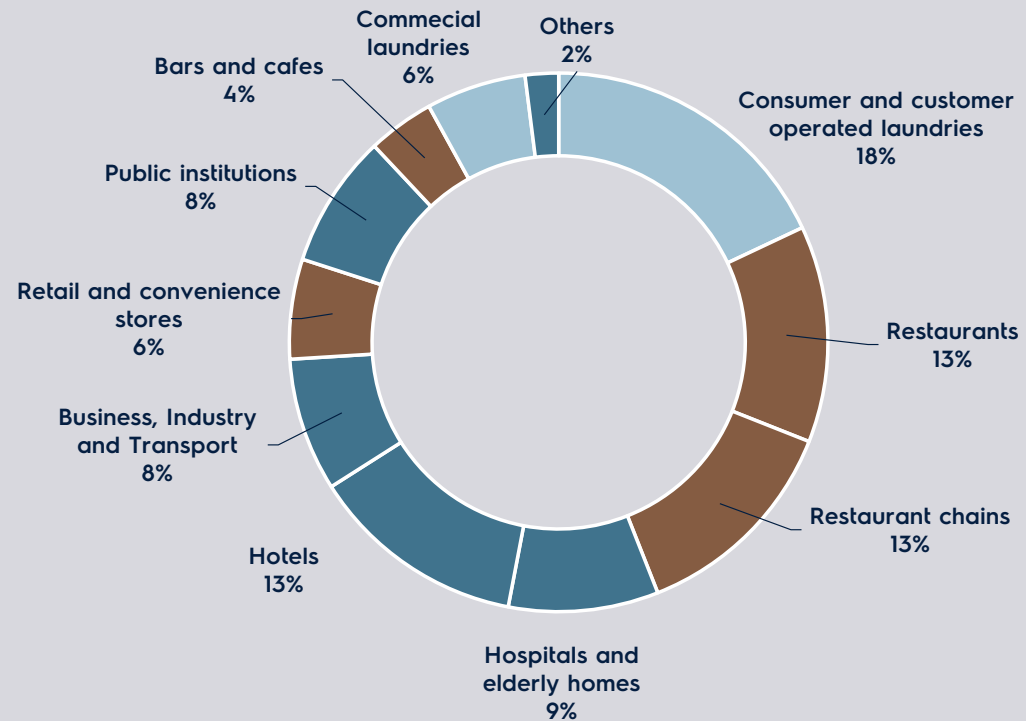


Laundry



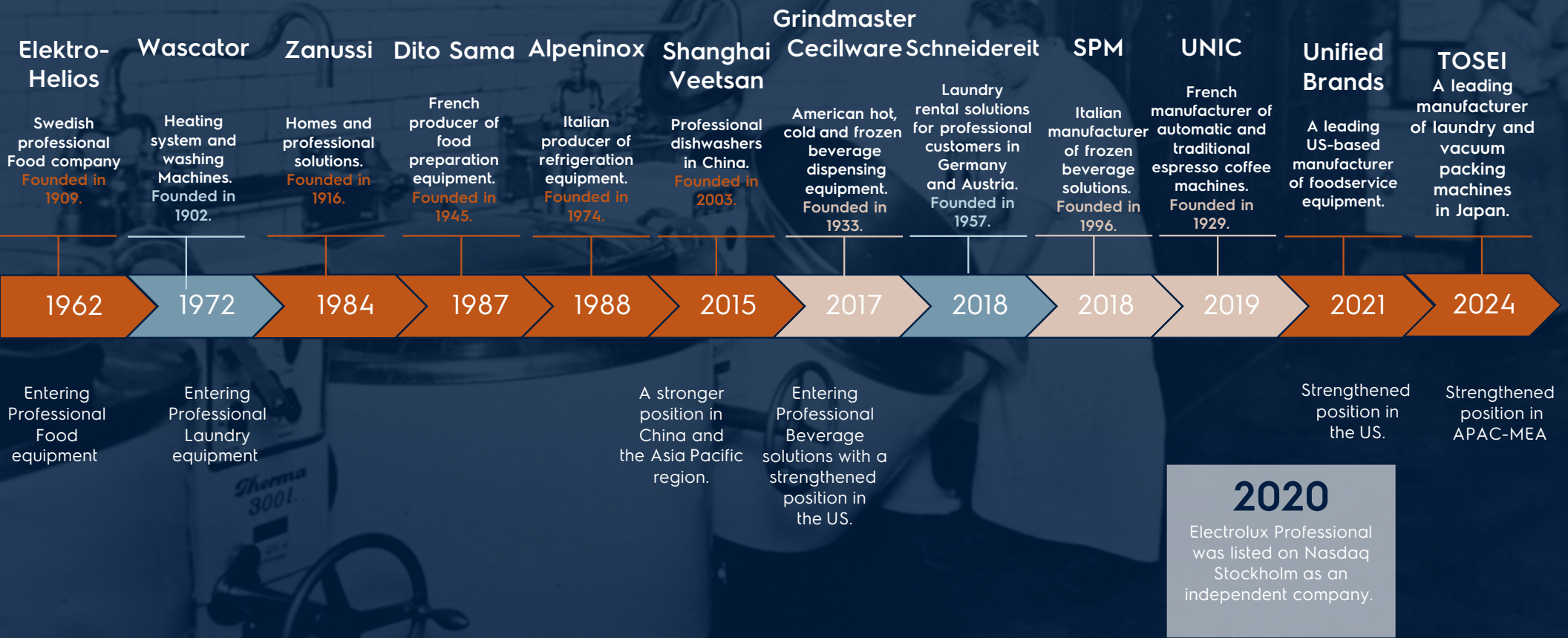
* 2023 markets, own company estimates

Electrolux Professional sales per customer segment*



* Figures are partially estimates since Electrolux Professional do not always have information about the end customer.

A history of acquisitions as a growth accelerator



Acquisition of TOSEI strengthens the Group's geographical presence



- A leading player in professional laundry and vacuum packing business in Japan with 340 employees including one factory



- Globally, Japan 2nd largest market in Laundry, and 3rd largest in Food & Beverage
- Strengthens the Group's presence in Japan (previously less than 2% of Group sales)



- EBITA in line with Electrolux Professional 2023 EBITA-margin. After synergies, the EBITA-margin is expected to be well in line with the Group's EBITA-target of 15%



- Strong in innovation (combo washer-dryer and futon dry, vacuum with heating), and product reliability
- Advanced and proven IoT solution, key to succeed in the coin-op market

TOSEI – financial insights



- Sales of SEK 930m in 2023
- EBITA-margin of 11.1% - in line with Electrolux Professional Group profitability
- Historically, margin has been higher, but declined last year, mainly due to higher input cost not compensated by price, and a slower general laundry market
- TOSEI is expected to grow in 2024 with improved underlying profitability
 - Integration cost of SEK -15m, and SEK -30m in inventory revaluation (Inventory step-up) will impact reported profitability
- After synergies, TOSEI profitability should be well in line with the Electrolux Professional Group EBITA-target of 15%. Synergies gradually during 2025 and 2026

Food Service offering

Modular Cooking



Cook&Chill



Refrigeration and Servery



Food Preparation



Dishwashing



High-speed Cooking



Beverage offering

Hot Beverages



Chilled Drinks



Slush/Frozen Drinks



Coffee



Cold/Frozen Creams



Soft Serve



Laundry system offering

Front loaded washer extractors



Tumble dryers



Barrier washers and Ironers



myPRO semi-professional washers, dryers and ironers



Laundry detergents



Consolidated statement of total comprehensive income



SEKm	Fourth quarter		Full year	
	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	2,974	3,040	11,848	11,037
Cost of goods sold	-2,020	-2,072	-7,850	-7,421
Gross operating income	955	968	3,997	3,616
Selling expenses	-481	-502	-1,969	-1,829
Administrative expenses	-216	-195	-873	-819
Other operating income and expenses	3	14	-1	-13
Operating income	261	284	1,154	955
Financial items, net	-24	-36	-121	-61
Income after financial items	236	248	1,033	895
Taxes	-68	-44	-259	-209
Income for the period	168	204	775	686
Items that will not be reclassified to income for the period:				
Remeasurement of provisions for post-employment benefits	2	-6	4	-152
Income tax relating to items that will not be reclassified	-0	0	-1	14
Total	2	-6	3	-138
Items that may be reclassified subsequently to income for the period:				
Cash flow hedges	-19	-	-15	-
Exchange-rate differences on translation of foreign operations	-299	-32	-138	360
Income tax relating to items that may be reclassified	25	-	13	-
Total	-293	-32	-140	360
Other comprehensive income, net of tax	-291	-38	-137	223
Total comprehensive income for the period	-123	166	638	909

SEKm	Fourth quarter		Full year	
	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Income for the period attributable to:				
Shareholders of the Parent Company	168	204	775	686
Total	168	204	775	686
Total comprehensive income for the period attributable to:				
Shareholders of the Parent Company	-123	166	638	909
Total	-123	166	638	909
Earnings per share, SEK				
Basic, SEK	0.59	0.71	2.70	2.39
Diluted, SEK	0.59	0.71	2.70	2.39
Average number of shares				
Basic, million	287.4	287.4	287.4	287.4
Diluted, million	287.4	287.4	287.4	287.4

Consolidated balance sheet



SEKm	December 31 2023	December 31 2022	SEKm	December 31 2023	December 31 2022
ASSETS			EQUITY AND LIABILITIES		
<i>Non-current assets</i>			<i>Equity attributable to shareholders of the Parent Company</i>		
Property, plant and equipment, owned	1,559	1,577	Share capital	29	29
Property, plant and equipment, right-of-use	309	294	Other paid-in capital	5	5
Goodwill	3,290	3,381	Other reserves	378	517
Other intangible assets	837	997	Retained earnings	4,293	3,719
Deferred tax assets	427	428	<i>Equity attributable to shareholders of the Parent Company</i>	<i>4,705</i>	<i>4,270</i>
Pension plan assets	2	0	Total equity	4,705	4,270
Other non-current assets	17	19			
Total non-current assets	6,441	6,696	<i>Non-current liabilities</i>		
<i>Current assets</i>			Long-term borrowings	1,192	2,824
Inventories	1,692	1,981	Long-term lease liabilities	221	225
Trade receivables	1,904	2,028	Deferred tax liabilities	96	116
Tax assets	166	70	Provisions for post-employment benefits	100	103
Other current assets	266	416	Other provisions	317	288
Short-term financial assets	-	200	Total non-current liabilities	1,926	3,557
Cash and cash equivalents	959	898	<i>Current liabilities</i>		
Total current assets	4,986	5,592	Trade payables	1,761	2,040
Total assets	11,427	12,288	Tax liabilities	440	416
			Other liabilities	1,659	1,773
			Short-term borrowings	716	7
			Short-term lease liabilities	98	79
			Other provisions	122	146
			Total current liabilities	4,796	4,461
			Total equity and liabilities	11,427	12,288

Change in consolidated equity

SEKm	Full year	
	Jan-Dec 2023	Jan-Dec 2022
Opening balance	4,270	3,525
Total comprehensive income for the period	638	909
Share-based incentive program	25	13
Equity swap for share-based incentive program	-27	-33
Dividend to shareholders of the Parent Company	-201	-144
Total transactions with equity holders	-203	-164
Closing balance	4,705	4,270

Consolidated cash flow statement



SEKm	Fourth quarter		Full year	
	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Operations				
Operating income	261	284	1,154	955
Depreciation and amortization	110	106	427	413
Other non-cash items	9	-5	36	47
Financial items paid, net ¹	-26	-33	-111	-55
Taxes paid	-101	-30	-355	-226
Cash flow from operations, excluding change in operating assets and liabilities	252	322	1,150	1,135
Change in operating assets and liabilities				
Change in inventories	207	110	260	-433
Change in trade receivables	31	169	96	-277
Change in trade payables	58	6	-269	88
Change in other operating assets, liabilities and provisions	-18	-79	-62	-37
Cash flow from change in operating assets and liabilities	278	206	24	-660
Cash flow from operations	530	528	1,175	475
Investments				
Acquisition of operations	-	-	-	4
Divestment of operations	-	-	-	-35
Capital expenditure in property, plant and equipment	-81	-70	-163	-130
Capital expenditure in product development	-2	-	-9	-
Capital expenditure in other intangibles	-4	-6	-19	-9
Other	-0	17	3	18
Cash flow from investments	-87	-59	-188	-152
Cash flow from operations and investments	443	470	987	323

SEKm	Fourth quarter		Full year	
	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Financing				
Change in short-term investments, net	-	-200	200	-200
Change in short-term borrowings, net ²	131	-243	766	-1,362
New long-term borrowings	-	-	-	1,534
Amortization of long-term borrowings	-229	-0	-1,543	-0
Repayment of lease liabilities	-24	-19	-86	-80
Dividend	-	-	-201	-144
Equity swap for share-based incentive program	-	-	-27	-33
Cash flow from financing	-122	-463	-892	-285
Total cash flow	321	7	94	38
Cash and cash equivalents at beginning of period	654	894	898	836
Exchange-rate differences referring to cash and cash equivalents	-16	-3	-34	24
Cash and cash equivalents at end of period	959	898	959	898

1) For the period January 1 to December 31: interest and similar items received SEK 23m (10), interest and similar items paid SEK -137m (-55) and other financial items received/paid SEK 13m (0). Interest paid for lease liabilities SEK -11m (-10)

2) Of which short-term loans with a duration of more than 3 months for the period January 1 to December 31: new loans SEK -m (5,255), repaid loans SEK -m (-6,617)

Financial reports

Quarterly data

SEKm	Full year 2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Full year 2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Food & Beverage										
Net sales	7,616	1,855	1,775	2,109	1,878	7,290	1,904	1,840	1,949	1,597
EBITA	766	163	165	258	180	679	162	194	195	129
EBITA margin, %	10.1	8.8	9.3	12.2	9.6	9.3	8.5	10.5	10.0	8.1
Amortization	-145	-37	-38	-36	-35	-137	-36	-36	-33	-33
Operating income	620	126	127	222	145	542	126	158	162	96
Operating margin, %	8.1	6.8	7.2	10.5	7.7	7.4	6.6	8.6	8.3	6.0
Laundry										
Net sales	4,231	1,120	977	1,044	1,090	3,747	1,136	942	782	887
EBITA	702	176	157	171	198	608	209	163	82	154
EBITA margin, %	16.6	15.7	16.1	16.4	18.1	16.2	18.4	17.3	10.4	17.4
Amortization	-17	-4	-4	-4	-4	-18	-4	-4	-4	-5
Operating income	686	172	153	167	194	590	205	158	78	149
Operating margin, %	16.2	15.3	15.7	16.0	17.8	15.7	18.0	16.8	9.9	16.8
Group common costs										
	-152	-37	-33	-44	-38	-177	-47	-39	-44	-47
Total Group										
Net sales	11,848	2,974	2,752	3,153	2,968	11,037	3,040	2,782	2,731	2,484
EBITA	1,317	302	290	385	340	1,111	324	317	233	236
EBITA margin, %	11.1	10.1	10.5	12.2	11.4	10.1	10.7	11.4	8.5	9.5
Amortization	-163	-41	-42	-40	-39	-155	-40	-40	-37	-37
Operating income	1,154	261	247	345	301	955	284	277	196	199
Operating margin, %	9.7	8.8	9.0	10.9	10.1	8.7	9.3	10.0	7.2	8.0
Financial items, net	-121	-24	-33	-24	-39	-61	-36	-22	-8	5
Income after financial items	1,033	236	214	321	262	895	248	255	188	203
Income for the period	775	168	159	257	190	686	204	195	132	155
Earnings per share, SEK ¹	2.70	0.59	0.55	0.89	0.66	2.39	0.71	0.68	0.46	0.54

1) Basic number of outstanding shares.

Six year overview

SEKm, if not otherwise stated	2023	2022	2021	2020	2019	2018
Net sales	11,848	11,037	7,862	7,263	9,281	8,666
Organic growth, %*	2.6	16.9	10.6	-21.0	-0.3	4.1
EBITA*	1,317	1,111	663	456	1,058	1,188
EBITA, %*	11.1	10.1	8.4	6.3	11.4	13.7
Operating income*	1,154	955	592	387	992	1,143
Operating margin, %*	9.7	8.7	7.5	5.3	10.7	13.2
Income after financial items	1,033	895	587	363	978	1,134
Income for the period	775	686	487	278	663	952
Items affecting comparability*	-	-35	-	-77	-32	-
Capital expenditure*	-191	-139	-159	-273	-257	-169
Operating cash flow after investments*	1,453	636	1,116	570	1,138	1,131
Earnings per share, SEK ¹	2.70	2.39	1.69	0.97	2.31	3.31
Dividend per share, SEK ^{1,2}	0.80	0.70	0.50	-	-	-
Net debt ³	1,390	2,050	1,705	549	1,025	-226
EBITDA ³	1,581	1,369	886	684	1,280	1,363
Net debt/EBITDA ratio*	0.9	1.5	1.9	0.8	0.8	-0.2
Operating working capital % of net sales*	18.1	16.7	14.9	19.9	17.7	16.3
Average number of shares, million ¹	287.4	287.4	287.4	287.4	287.4	287.4
Number of employees, end of period	3 978	4,022	3,973	3,515	3,624	3,555

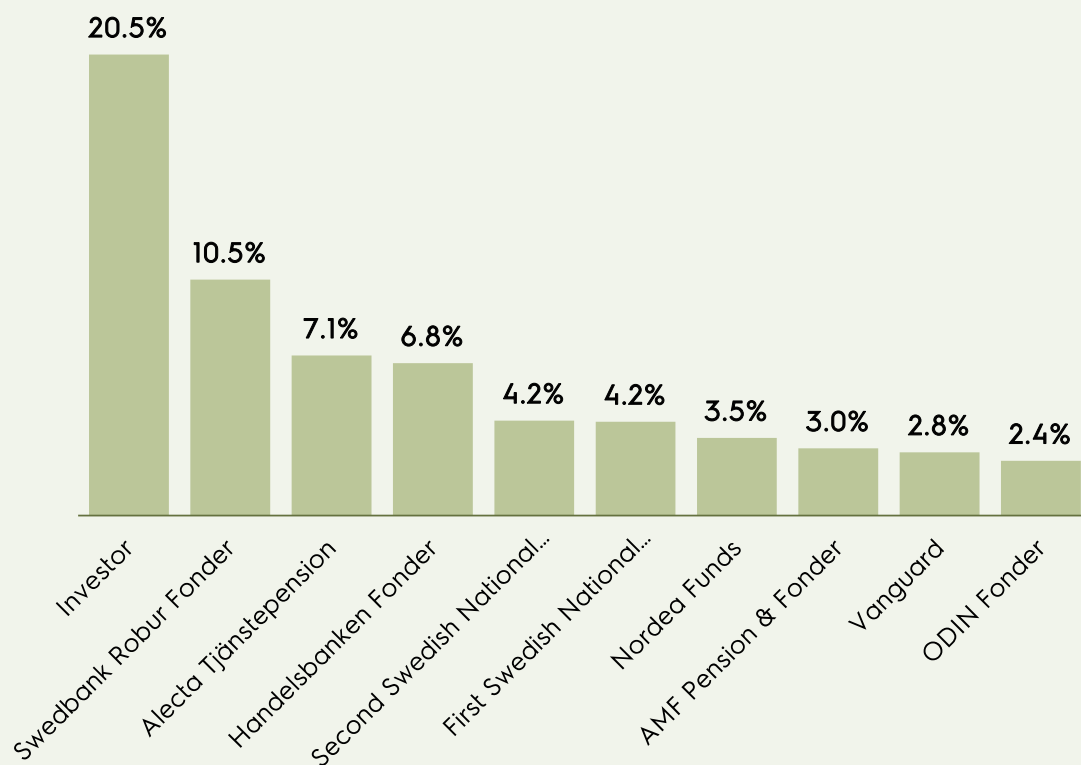
*) Alternative performance measure
1) Basic number of outstanding shares
2) 2023, proposed by the Board
3) Rolling four quarters

Largest shareholders and distribution by countries



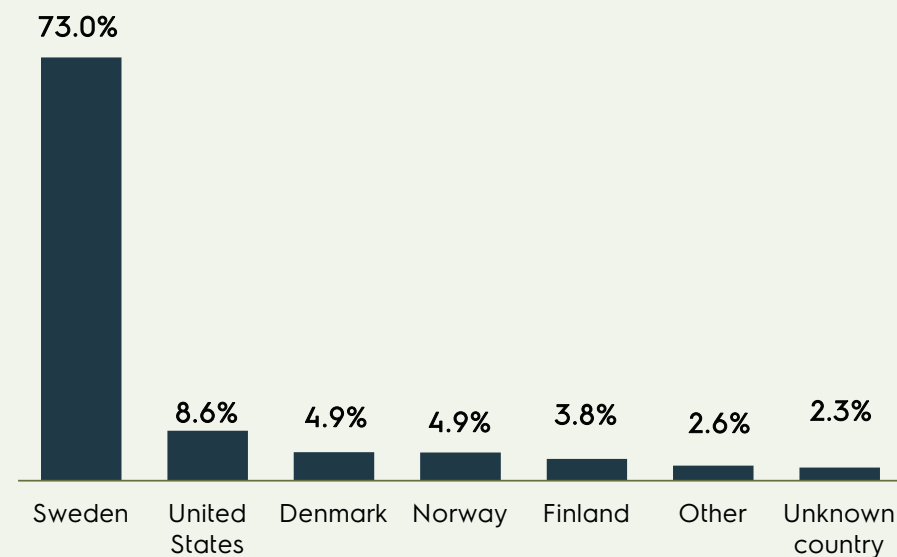
Shareholder distribution, Dec 31, 2023

■ Capital



Shareholder distribution by country, Dec 31, 2023

■ Capital



Further reference to Prospectus and financial reports



Group web site

<https://www.electroluxprofessional.com/corporate/>

Debt page

<https://www.electroluxprofessional.com/corporate/debt-information/>

Annual report archive page

<https://www.electroluxprofessional.com/corporate/annual-reports/>

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