



Q2 2024 result presentation

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“Another step towards our margin target”

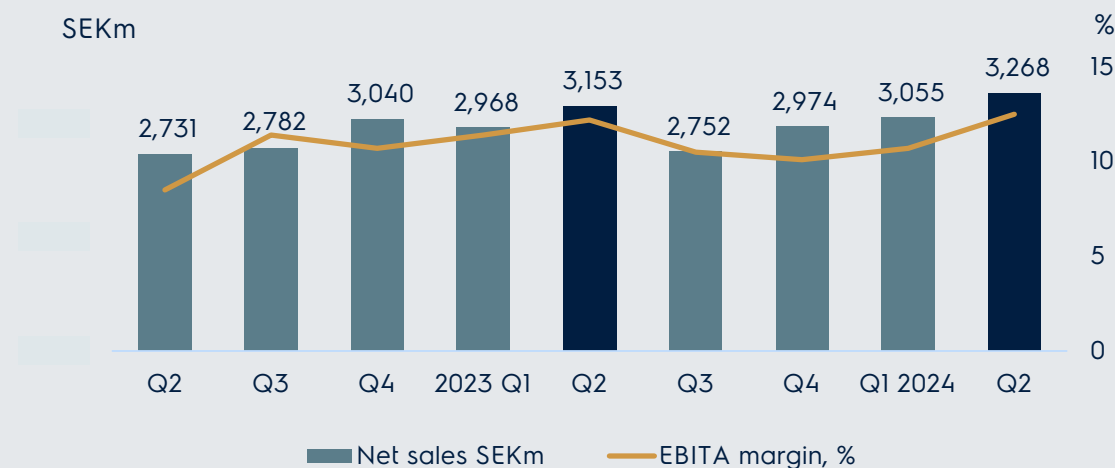
Q2 highlights



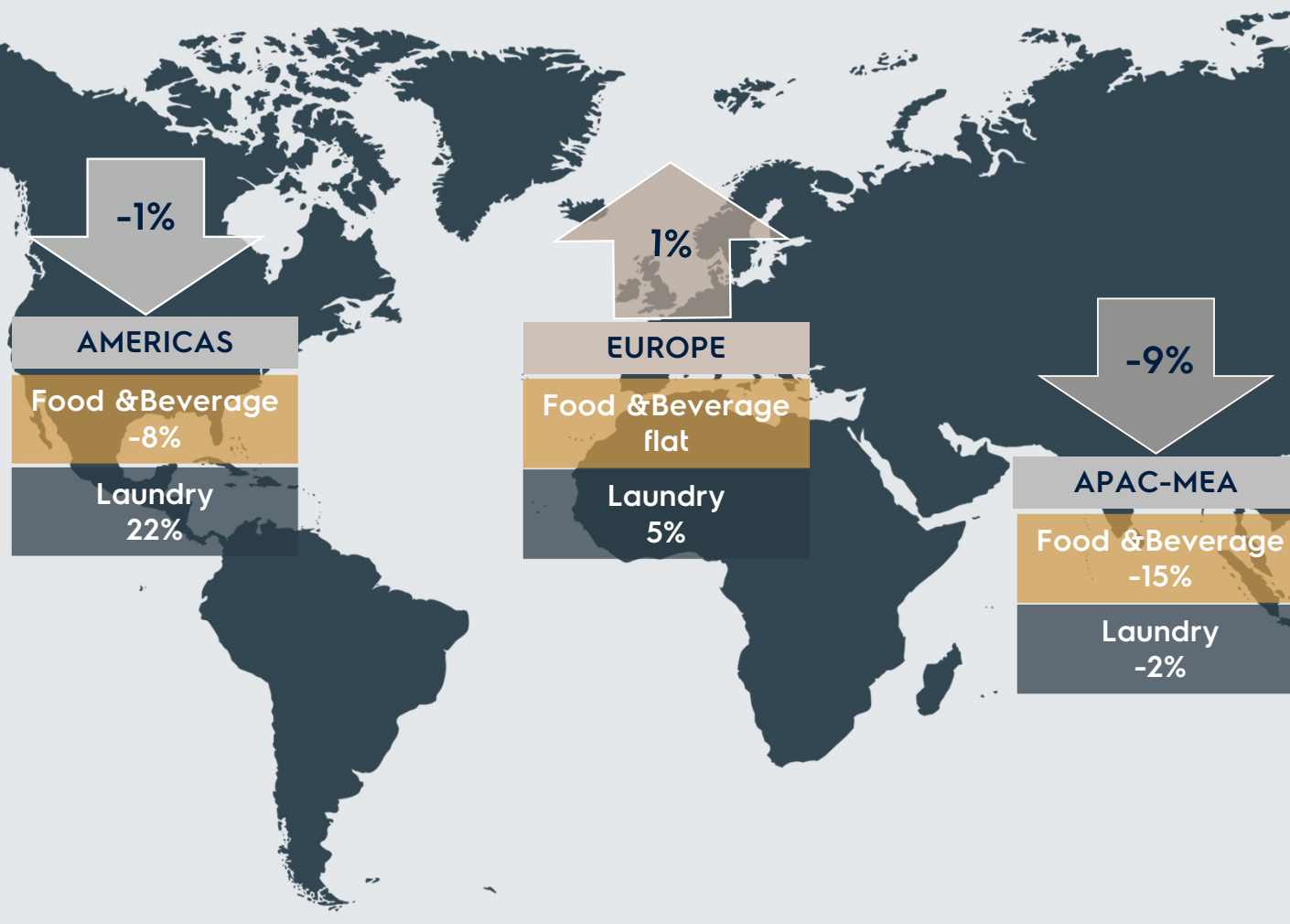
Profitability improved

- Sales increased by 3.7%
- Organically, sales declined by 0.7%. Acquired companies TOSEI and Adventys contributed by 5.9%.
- Adventys, a specialist in induction technology was acquired for a total consideration of SEK 259m.
- EBITA amounted to SEK 410m (385) including integration and acquisition related costs for Adventys and TOSEI of SEK 8m, resulting in an EBITA margin of 12.5% (12.2).
- Excluding acquisition and integration related costs of SEK 8m, comparable EBITA-margin would have been 12.8%.
- Operating cash flow after investments amounted to SEK 392m (462).
- Order intake somewhat higher than a year ago.

SEKm	Apr-Jun 2024	Apr-Jun 2023	Change, %
Net sales	3,268	3,153	3.7
EBITA	410	385	6.4
EBITA margin, %	12.5	12.2	0.3ppt
Comparable EBITA	418	385	8.6
Comparable EBITA margin %	12.8	12.2	0.7ppt
Operating cash flow after Investments	392	462	



Q2 organic sales development per region



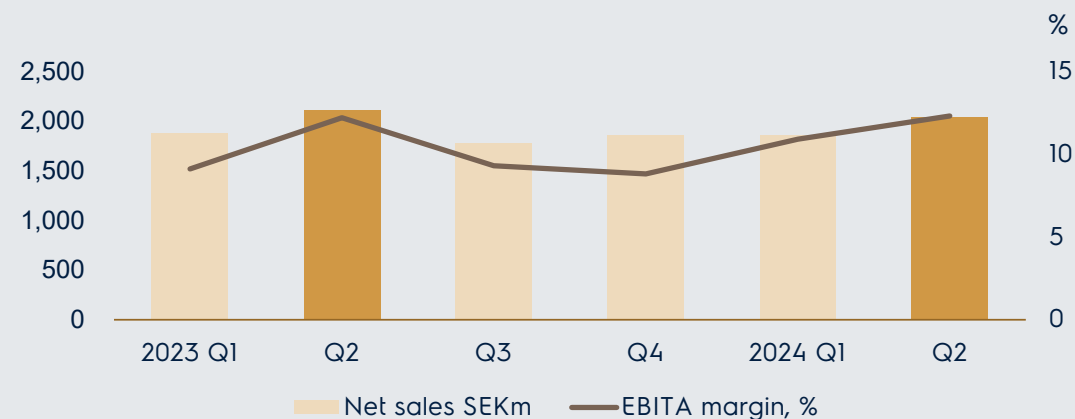
Q2 Food & Beverage



Sales decreased in the quarter - profitability improved somewhat

- Organically sales decreased by 4,3%.
- Sales were flat in Europe but decreased by approximately 8% in Americas and by 15% in APAC-MEA.
- Sales decline in APAC-MEA fully attributable to Middle East.
- Continued signs of recovery in the US. Chain business grew, but institutional market is still weak.
- EBITA amounted to SEK 252m (258), corresponding to a margin of 12.3% (12.2).
- EBITA includes acquisition and integration related costs for Adventys of SEK 7m. Excluding acquisition and integration related costs, comparable margin would have been 12.7%.
- Order intake somewhat higher than a year ago in the US, and significantly higher in Europe.

SEKm	Apr-Jun 2024	Apr-Jun 2023	Change, %
Net sales	2,041	2,109	-3.2
Organic growth, %	-4.3	0.5	
Acquisitions, %	2.8	-	
Divestments, %	-	-0.1	
Currency, %	-1.7	7.8	
EBITA	252	258	-2.4
EBITA margin, %	12.3	12.2	0.1ppt
Comparable EBITA	259	258	
Comparable EBITA margin %	12.7	12.2	0.5ppt



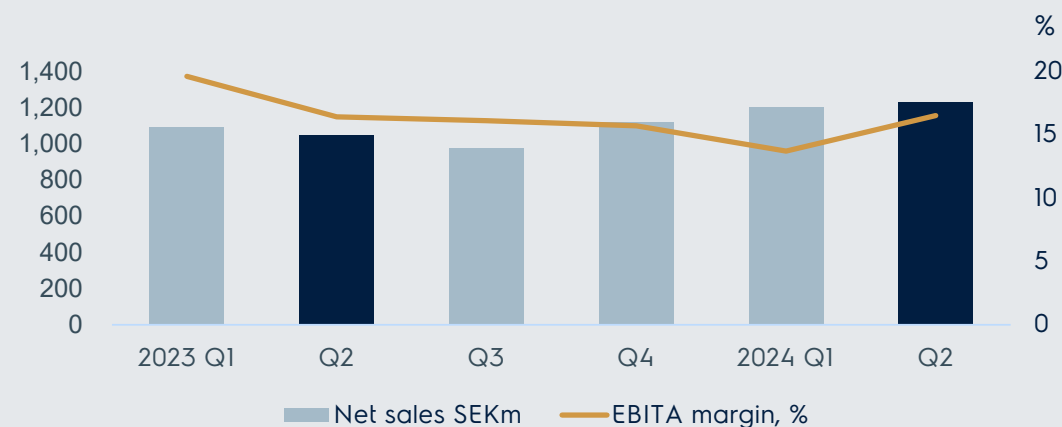
Q2 Laundry



Sales of Laundry grew organically

- Sales increased by 17.5%, including the acquired TOSEI. Organically, sales increased by 6.7%.
- Sales increased by 5% in Europe, by 23% in Americas, but declined by 2% in APAC-MEA.
- The EBITA margin ended at 16.5% (16.4).
- The integration of TOSEI continues in line with plan. TOSEI Laundry sales grew, and EBITA-margin was, as expected in the seasonally weakest quarter, below 10%.
- Excluding TOSEI, EBITA margin would have been 17.4%.
- Order intake was somewhat higher than a year ago

SEKm	Apr-Jun 2024	Apr-Jun 2023	Change, %
Net sales	1,227	1,044	17.5
Organic growth, %	6.7	28.5	
Acquisitions, %	12.1	-	
Divestments, %	-	-0.9	
Currency, %	-1.4	6.0	
EBITA	203	171	18.1
EBITA margin, %	16.5	16.4	0.1ppt



Financial overview Q2



SEKm	Apr-Jun 2024	Apr- Jun 2023	Change, %
Net sales	3,268	3,153	3.7
Gross operating income	1,151	1,067	
Gross operating margin, %	35.2	33.8	
Operating income	353	345	2.3
Operating margin %	10.8	10.9	
Income after financial items	313	321	-2.5
Income for the period	230	257	-2.6
Earnings per share, SEK	0.80	0.89	
EBITA	410	385	6.4
EBITA margin, %	12.5	12.2	0.3ppt
Comparable EBITA	418	385	
Comparable EBITA margin %	12.8	12.2	

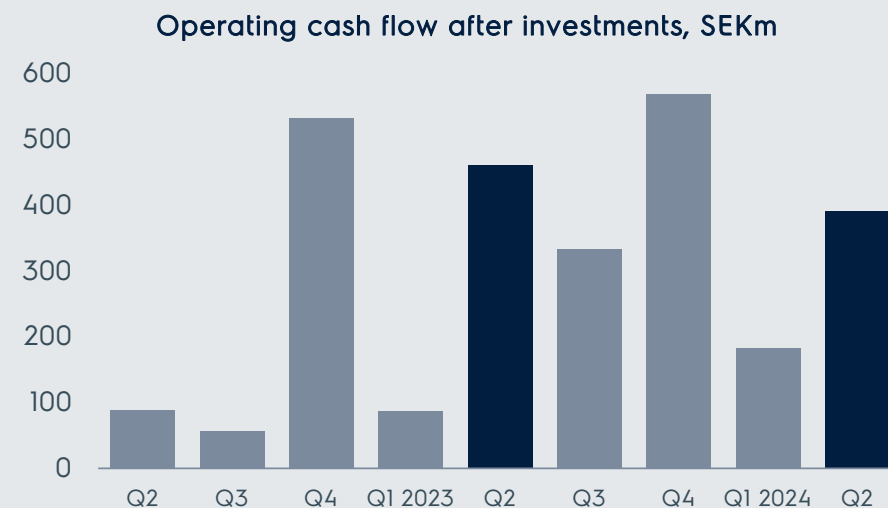
EBITA development

- EBITA amounted to SEK 410m (385) including acquisition and integration related costs for TOSEI and Adventys of SEK 8m, resulting in an EBITA margin of 12.5% (12.2).
- Excluding acquisition and integration related costs, comparable EBITA margin would have been 12.8%.
- Improved EBITA mainly due to price, lower material costs, and volume growth in Laundry.
- Income for the period amounted to SEK 230m (257), corresponding to SEK 0.80 (0.89) in earnings per share.

Continued strong cash generation



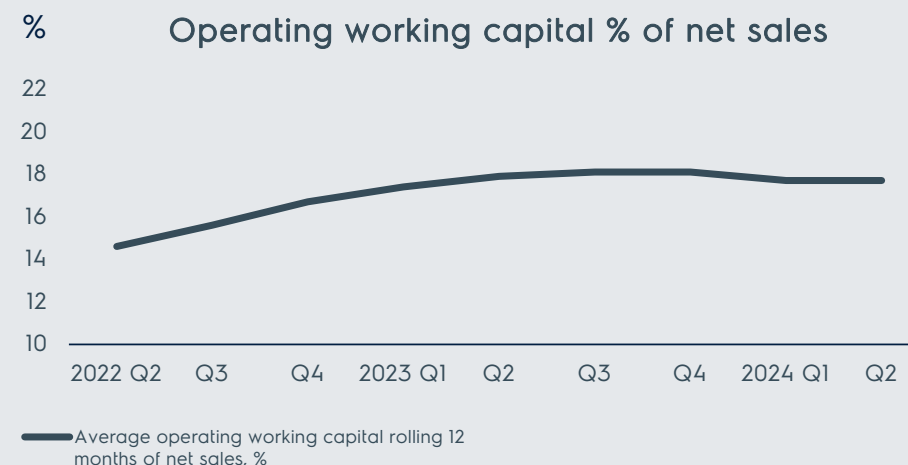
SEKm	Apr-Jun 2024	Apr-Jun 2023
Operating income	353	345
Depreciation, amortization and other non-cash items	148	113
Change in operating assets and liabilities	-34	30
Investments in intangible and tangible assets	-76	-30
Changes in other investments	1	4
Operating cash flow after investments	392	462



- Solid cash flow generation, driven by increased EBITA.
- Operating assets and liabilities increased, mainly in inventory and receivables.
- Investments related to innovation projects to be launched in the coming years increased.

Operating working capital (OWC) and financial position

SEKm	30 June, 2024	30 June, 2023
Inventories	1,998	2,118
Trade receivables	2,419	2,322
Trade payables	2,245	2,144
Operating working capital	2,172	2,296
Operating working capital of annualized net sales, %	17.4	17.9
Short- and long-term loans	3,454	2,378
Net provisions for post-employment benefits	138	110
Lease liabilities	376	307
Other liabilities	52	53
Other assets	184	52
Cash and cash equivalents and short-term investments	731	710
Net debt	3,106	2,086
Net debt/EBITDA ratio	1.9	1.3



- Operating working capital as percentage of rolling 12 months net sales improved and amounted to 17.4% (17.9).
- Inventory main contributor to the improvement.
- Net debt/EBITDA at same level as the first quarter of 2024, despite acquisition and paid dividend.

Acquisition of Adventys

- Adventys, a specialist in induction technology, acquisition was completed on April 26, 2024, at a purchase price of approximately SEK 260m.
- **Adventys**, founded in France in 1999, is a pioneer in design of induction cooking equipment.
- 40 employees based in the factory in Seurre, France.
- Sales of approximately SEK 70m in 2023 with an EBITA-margin above 15%.
- Adventys provides Electrolux Professional Group access to the development of in-house induction technology, whilst strengthens the Group's leading position in horizontal cooking.



Crathco I-PRO with Autofill lid

- Increases consistency with Bag-in-Box Autofill Drink System
- Seamless integration with existing I-PRO dispensers in operation - no additional adjustments needed
- No more refilling, no more downtime. Product is always available - increasing sales.
- Instantly automates current beverage dispenser programs
- Saves Labor - Redirects staff to customers


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Summary

- Sales grew by 3.7% including acquisitions. Organically, sales declined by 0.7%.
- Adventys, a specialist in induction technology was acquired.
- EBITA and EBITA-margin improved. Comparable EBITA-margin (excluding acquisition and integration costs) was 12.8%.
- Continued signs of recovery in the US. Chain business grew, institutional sales declined.
- Order intake somewhat higher than a year ago in Laundry, and in Food & Beverage in the US. Order intake in Europe was significantly higher.
- The improved EBITA-margin represents another step in the right direction.

Q&A



Electrolux Professional
Group Interim report
Q3/2024 will be published

Friday 25 October 2024



**Electrolux
Professional
Group**