



The Electrolux Group.

The world's No.1 choice.

Nine months results, 2002

Hans Stråberg
President and CEO

Industry shipments and estimated trend in demand, 9m 2002

North America

- Core appliances
- Air-cond.
- Vacuum cleaners
- Outdoor products¹⁾
- Outdoor products²⁾

Europe

- Core appliances
- Vacuum cleaners
- Professional appliances
- Outdoor products¹⁾
- Outdoor products²⁾

Asia

- Core appliances
- Outdoor products²⁾

Brazil

- White goods

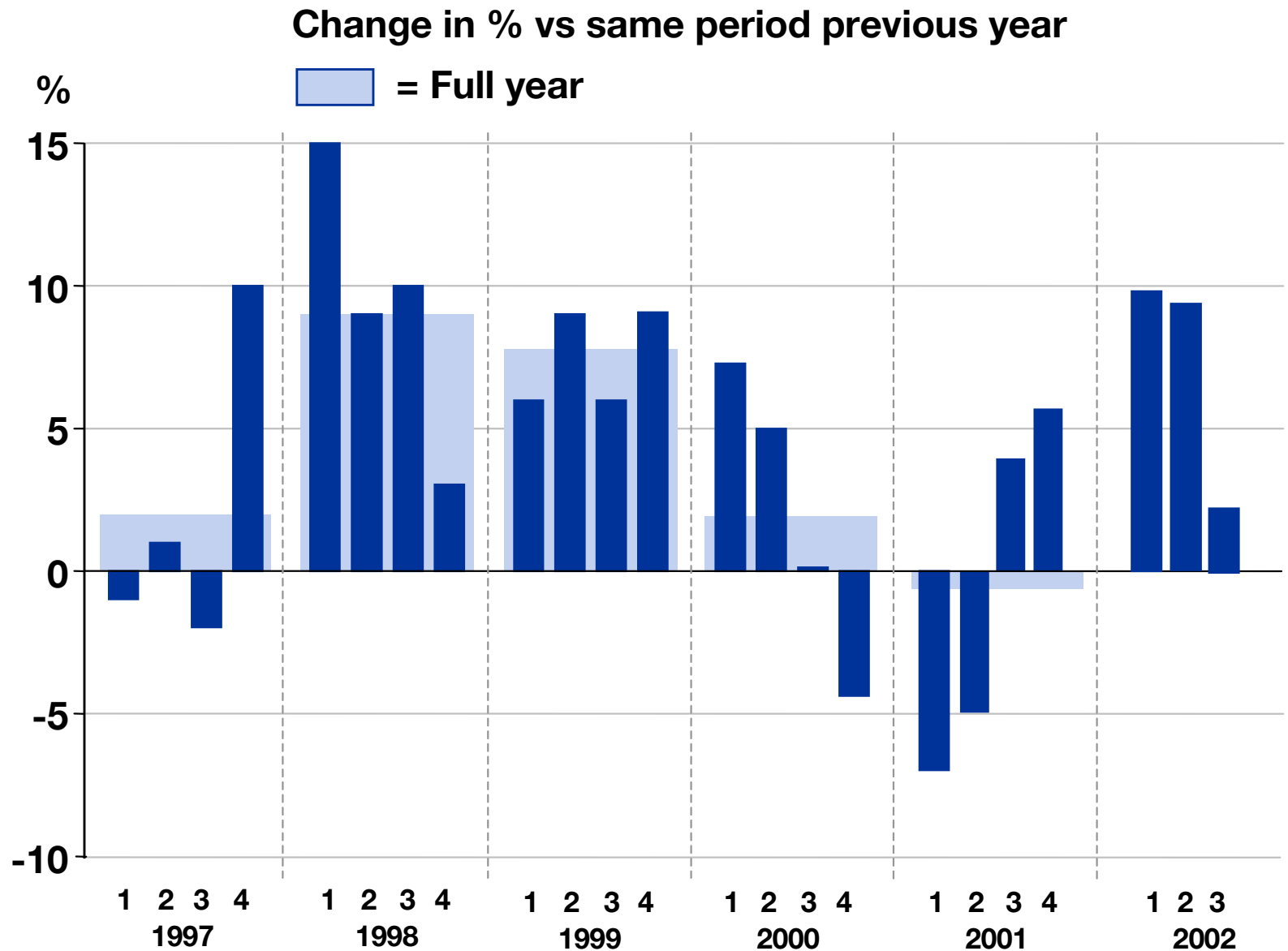
Australia

- White goods

1) Consumer products
2) Professional products

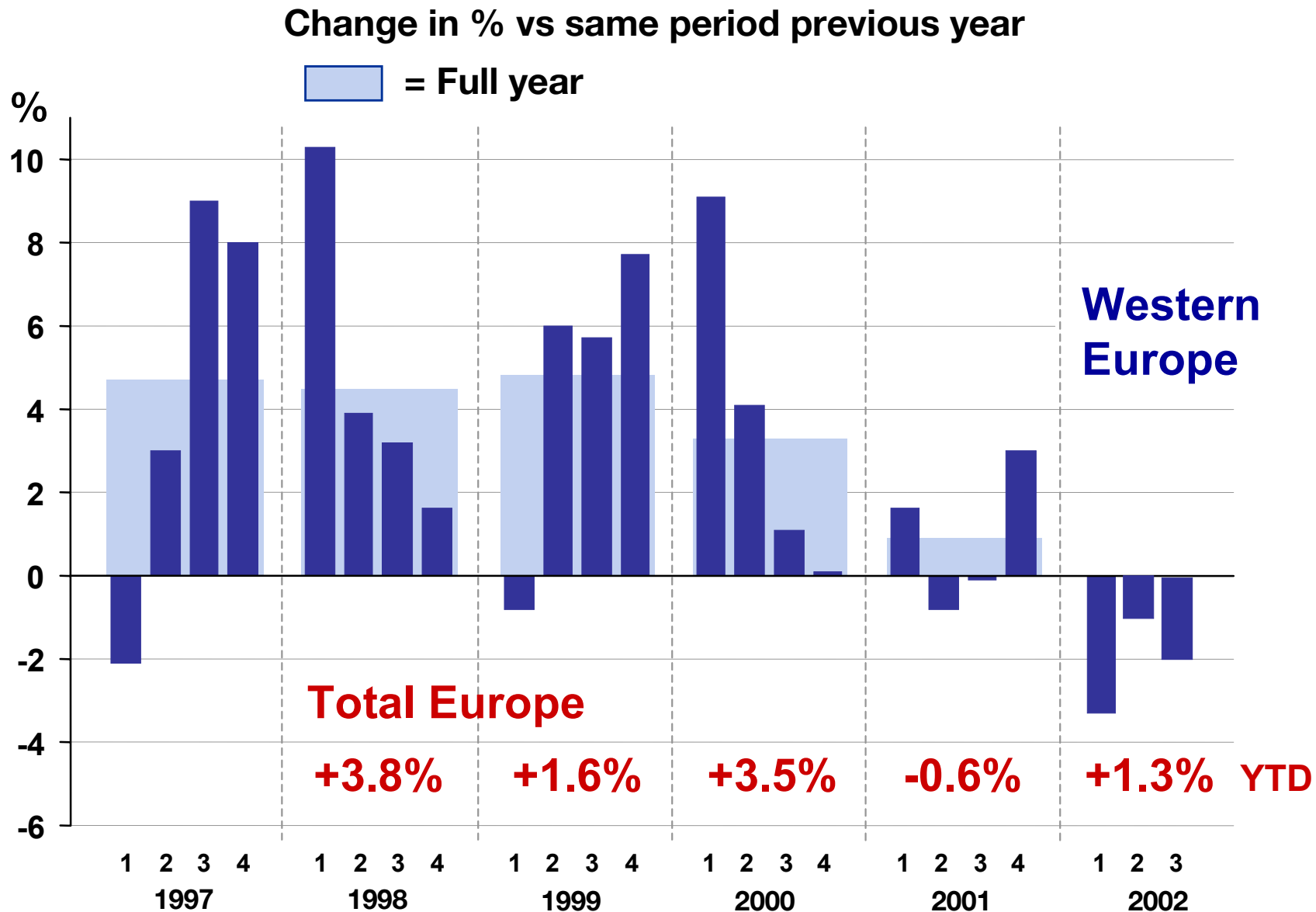
Core appliances, USA

Industry unit shipments



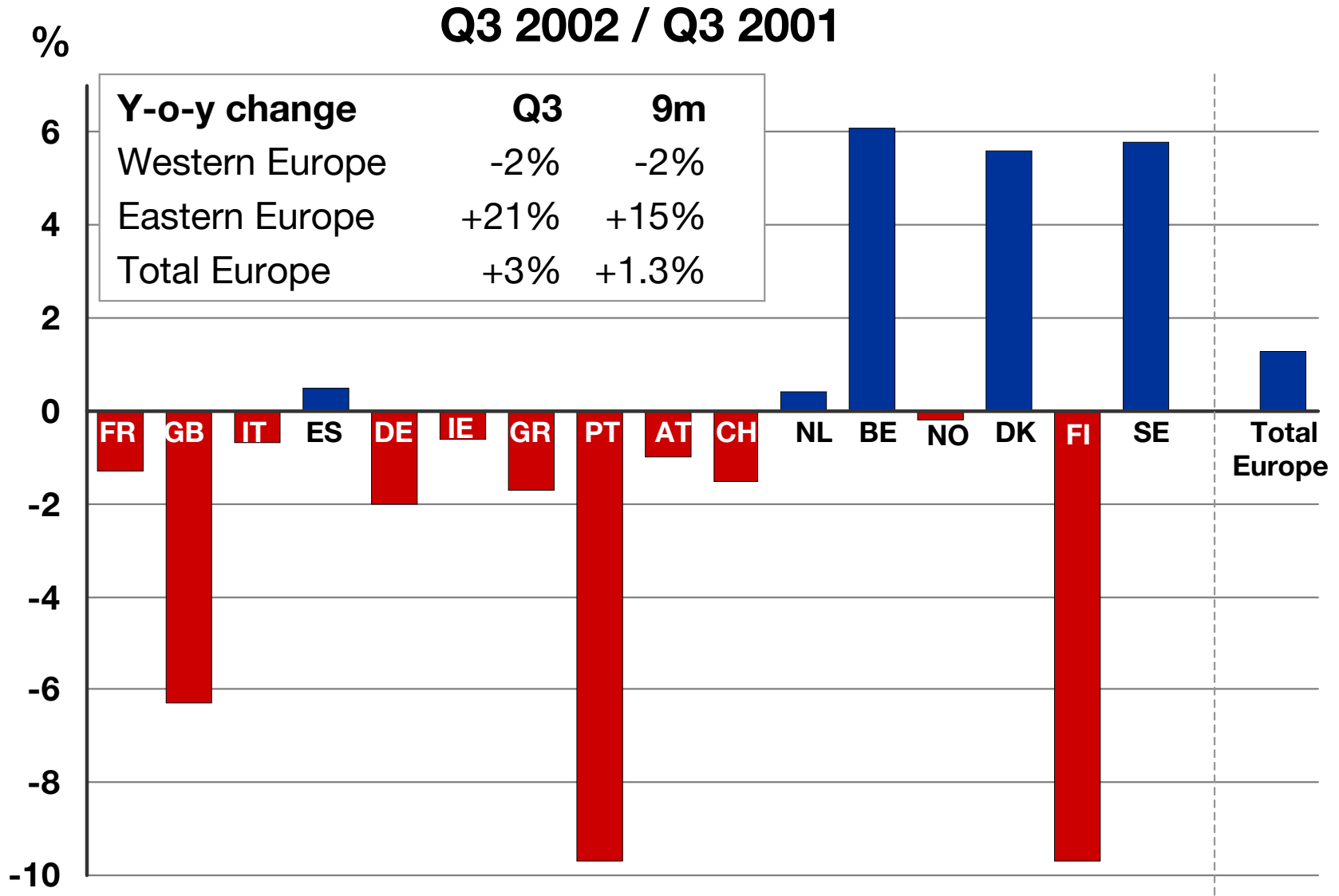
Core appliances, Europe

Industry unit shipments



Core appliances, Western Europe

Industry unit shipments

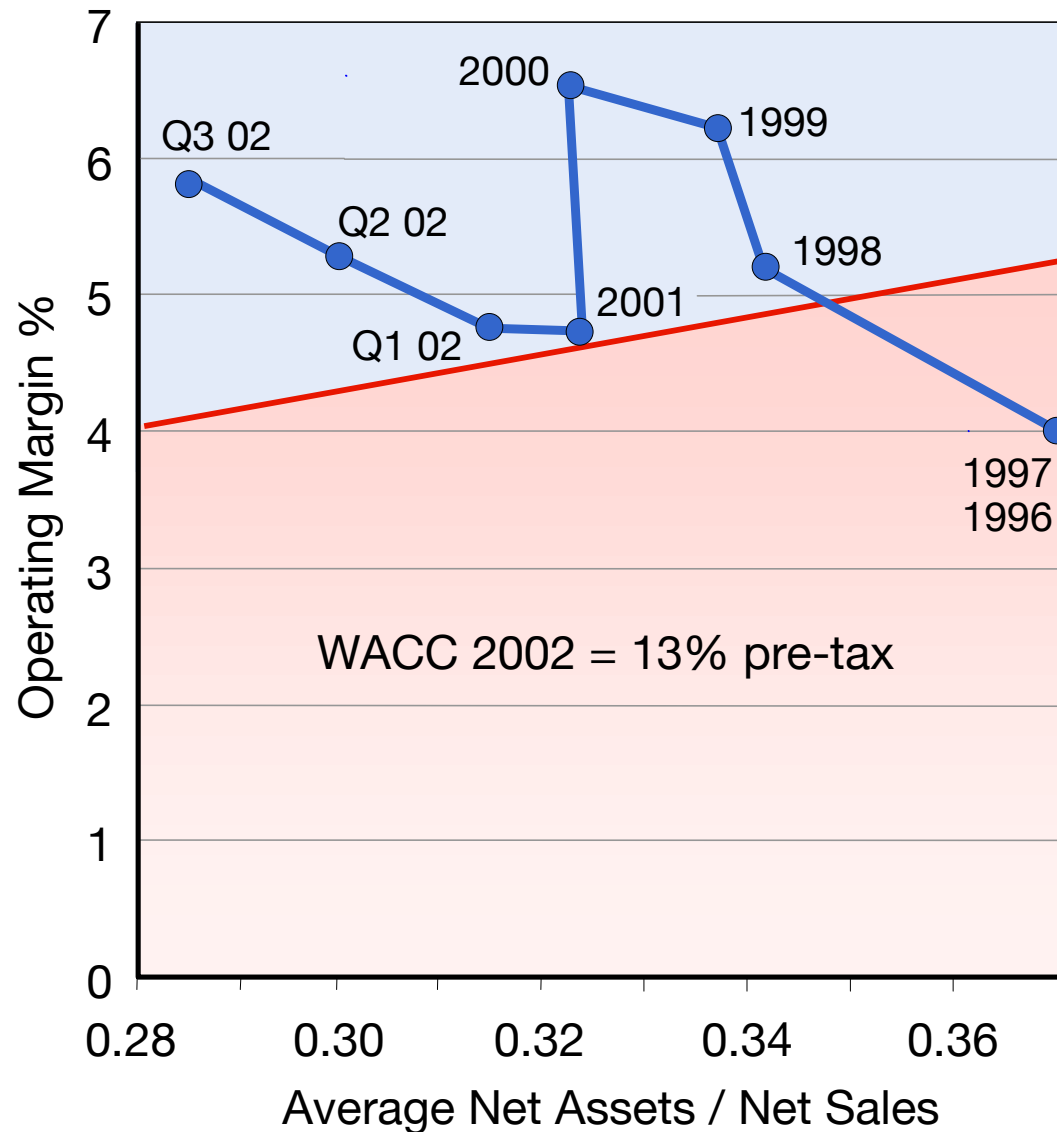


Sales and earnings

Excluding items affecting comparability

SEKm	9M 2002	9M 2001	Change	Full year 2001
Net sales	102,564	103,922	-1.3%	135,803
Operating income	6,384	4,973	+28%	6,422
<i>Margin, %</i>	6.2	4.8		4.7
Income after financial items	6,194	4,096	+51%	5,356
<i>Margin, %</i>	6.0	3.9		3.9
Net income per share, SEK	13.10	8.30	+58%	11.10
Value creation	2,720	229	+2,491	262
Return on equity, %	18.9	13.0		12.9
Return on net assets, %	22.6	14.7		14.6
Net debt/equity ratio	0.13	0.30		0.37

Total Group



Key Data 9m 2002

Sales: SEK 102,564m
-1.3%

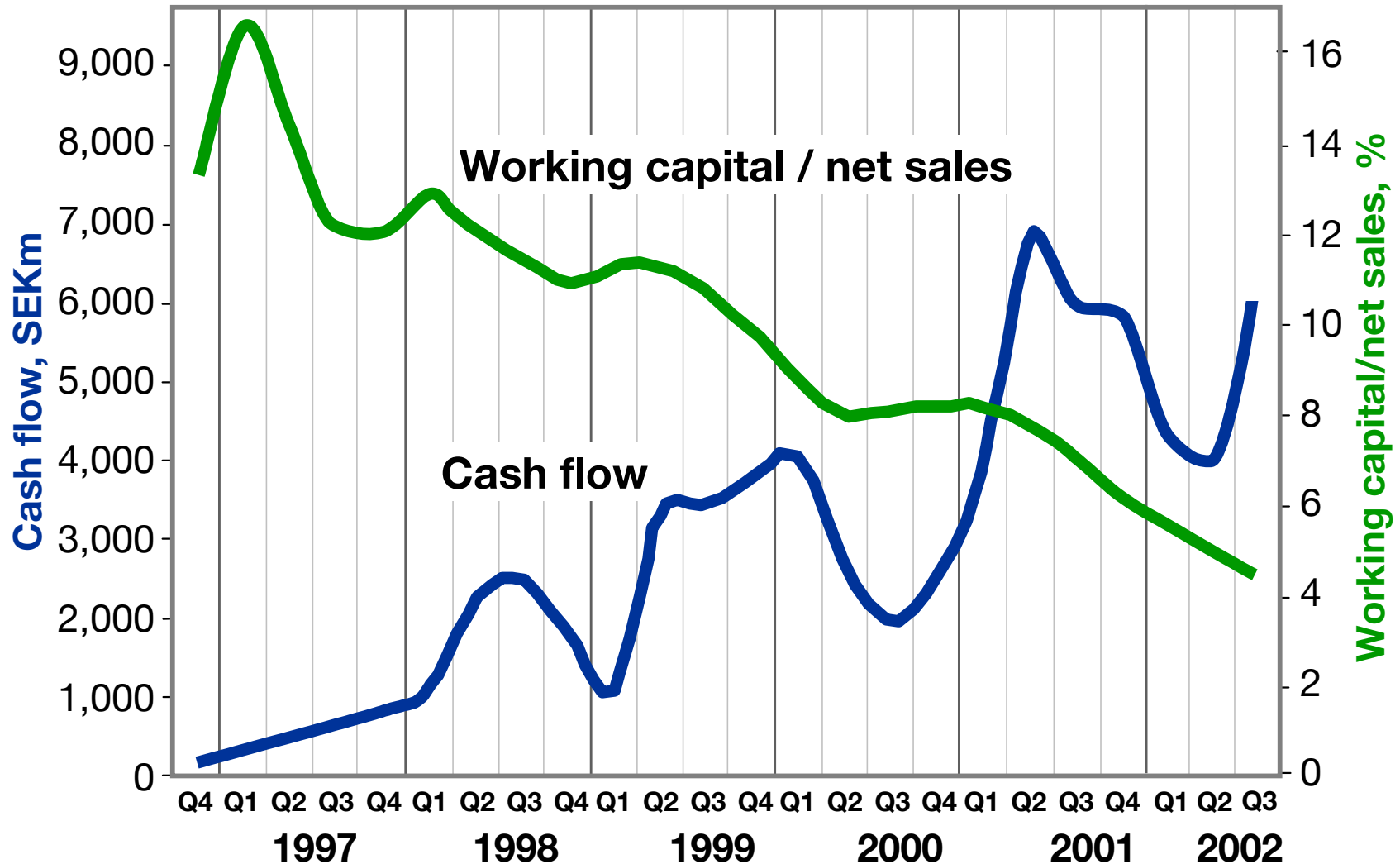
EBIT: SEK 6,384m
+28%

Value creation:
SEK 2,720
SEK +2,491m

Working capital and cash flow

1997 - 2002 Q3

12 months figures



Cash flow: Cash flow from operations and investments excl. investments and divestments of operations

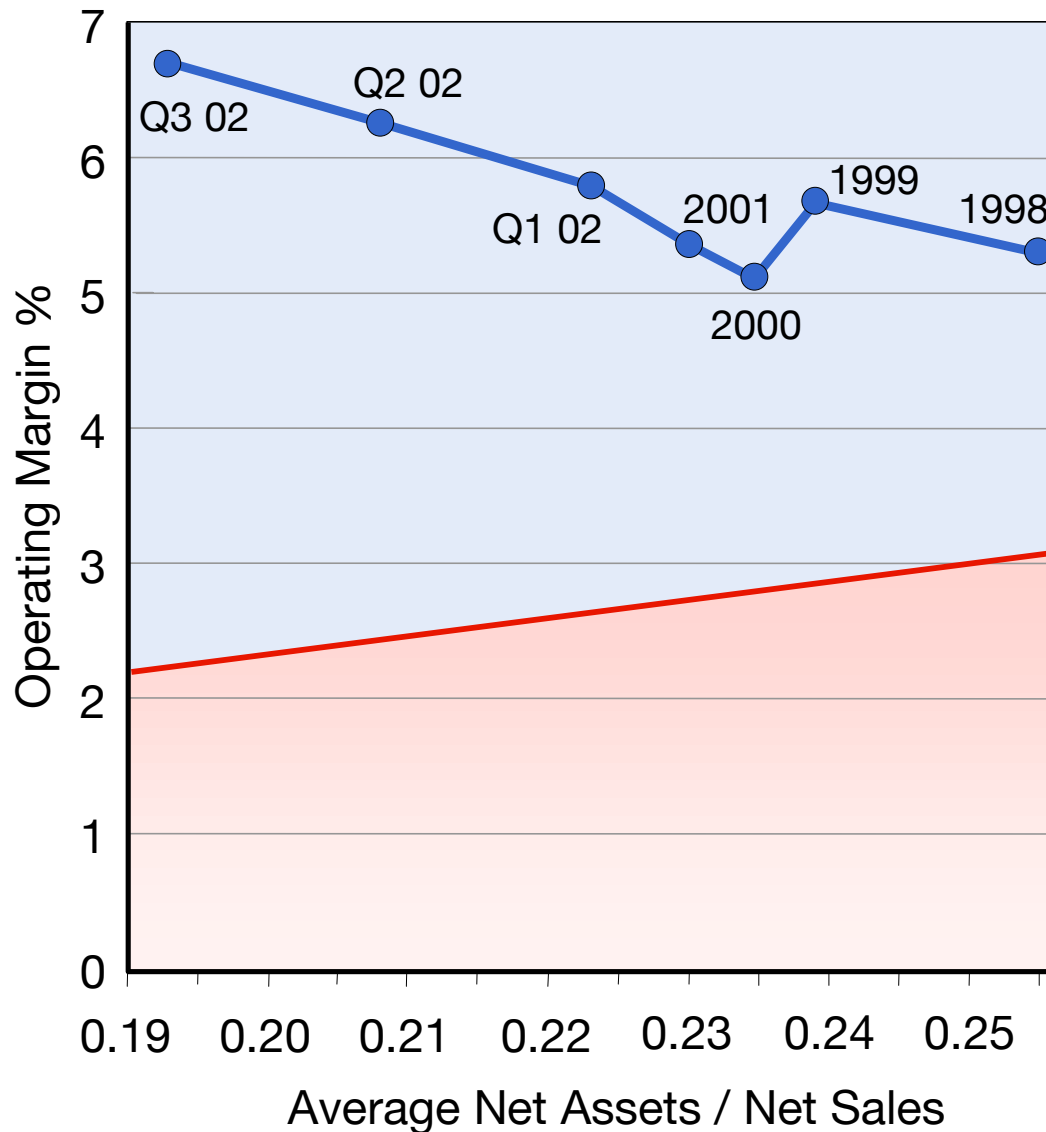
Restructuring on track

- **Utilized of total provisions: SEK 2,347m, or 62%**
- *Approx. 85% of provision refers to write-downs.*
- **Personnel cutbacks as of Sept. 30, 2002: 3,450**
- **Closed compressor plant in US and cooking plant in Norway**

Data as per September 30, 2002

<i>SEKm</i>	Provision	Utilized up to Q3	Savings up to Q3	Estimated savings 2002	Estimated savings 2003
Major appliances, Europe	997	359	77	206	552
Floor care products, Europe	19	16	-	9	17
Garden equipment, Europe	157	101	51	51	96
Major appliances, North America	114	98	88	157	210
Major appliances, Rest of the world	40	25	32	38	47
Total Consumer Durables	1,327	599	352	461	922
Food-service equipment	168	160	79	89	89
Components	1,710	1,548	240	273	343
Other	56	40	33	33	36
Total	3,261	2,347	704	856	1,390

Consumer Durables, Europe



Key data 9m 2002

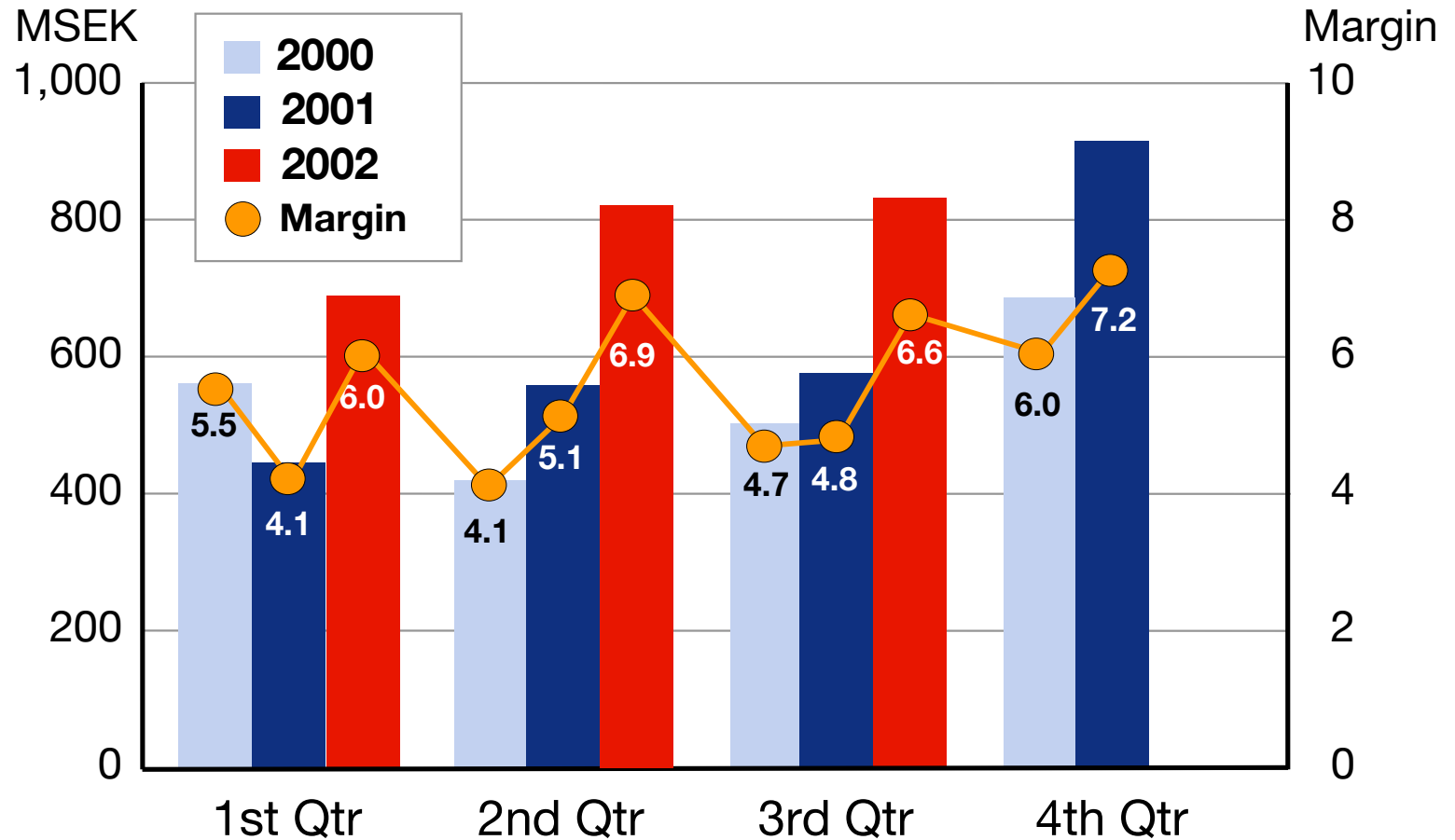
Sales: SEK 35,742m
+3.9%

EBIT: SEK 2,323m
+44.3%

Value creation:
SEK 1,435m
SEK +816m

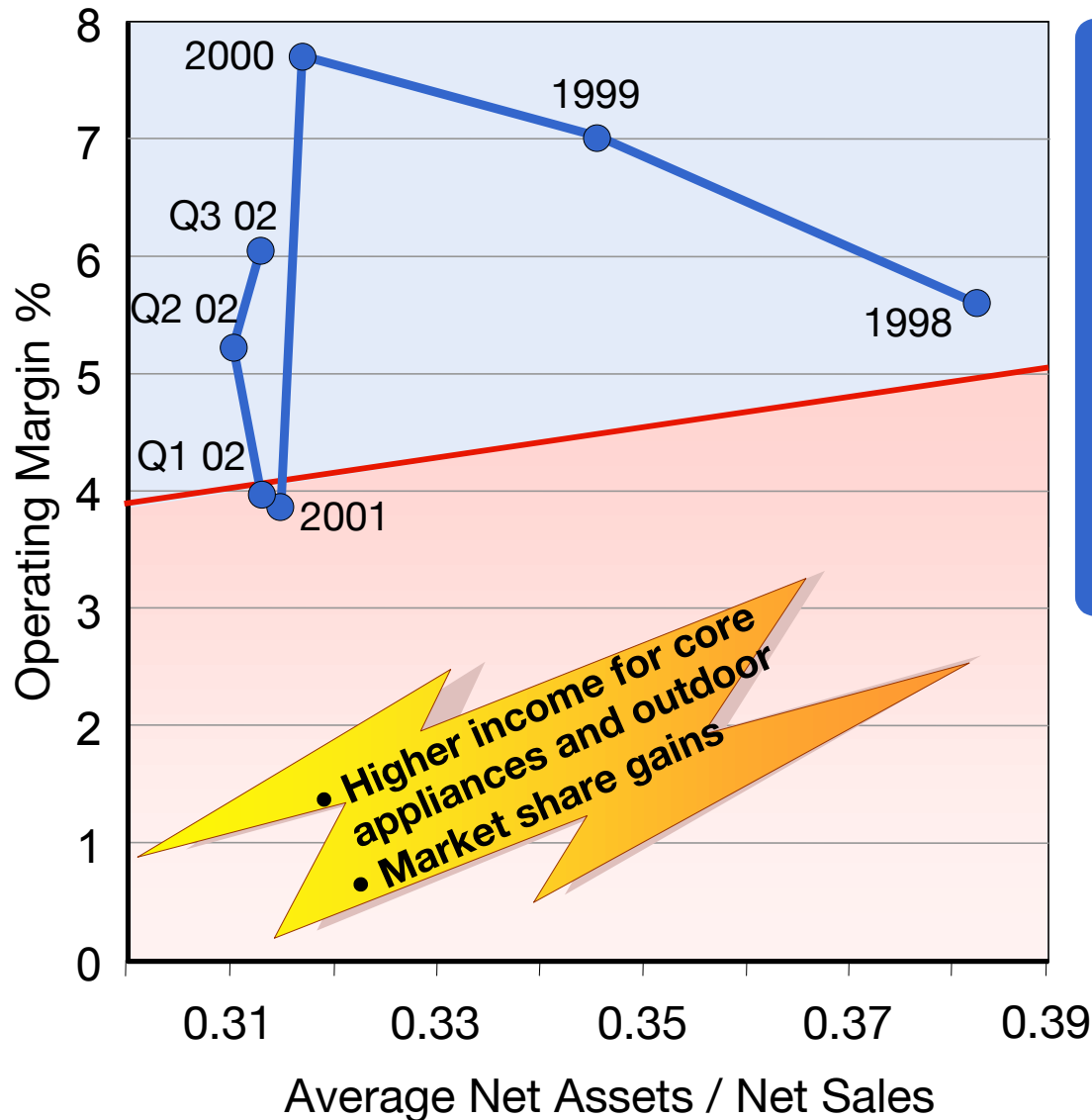


Higher operating income for Consumer Durables, Europe



- Higher sales - key accounts and Eastern Europe
- Market share gains

Consumer Durables, North America



Key data 9m 2002

Sales: SEK 39,250m
+4.5%

EBIT: SEK 2,791m
+66.1%

Value creation:
SEK 1,137m
SEK +1,045m



Double-branding Electrolux- Frigidaire in US as of October, 2002



Frigidaire
Electrolux

STAINLESS STEEL



GALLERY PROFESSIONAL SERIES

C O O K I N G

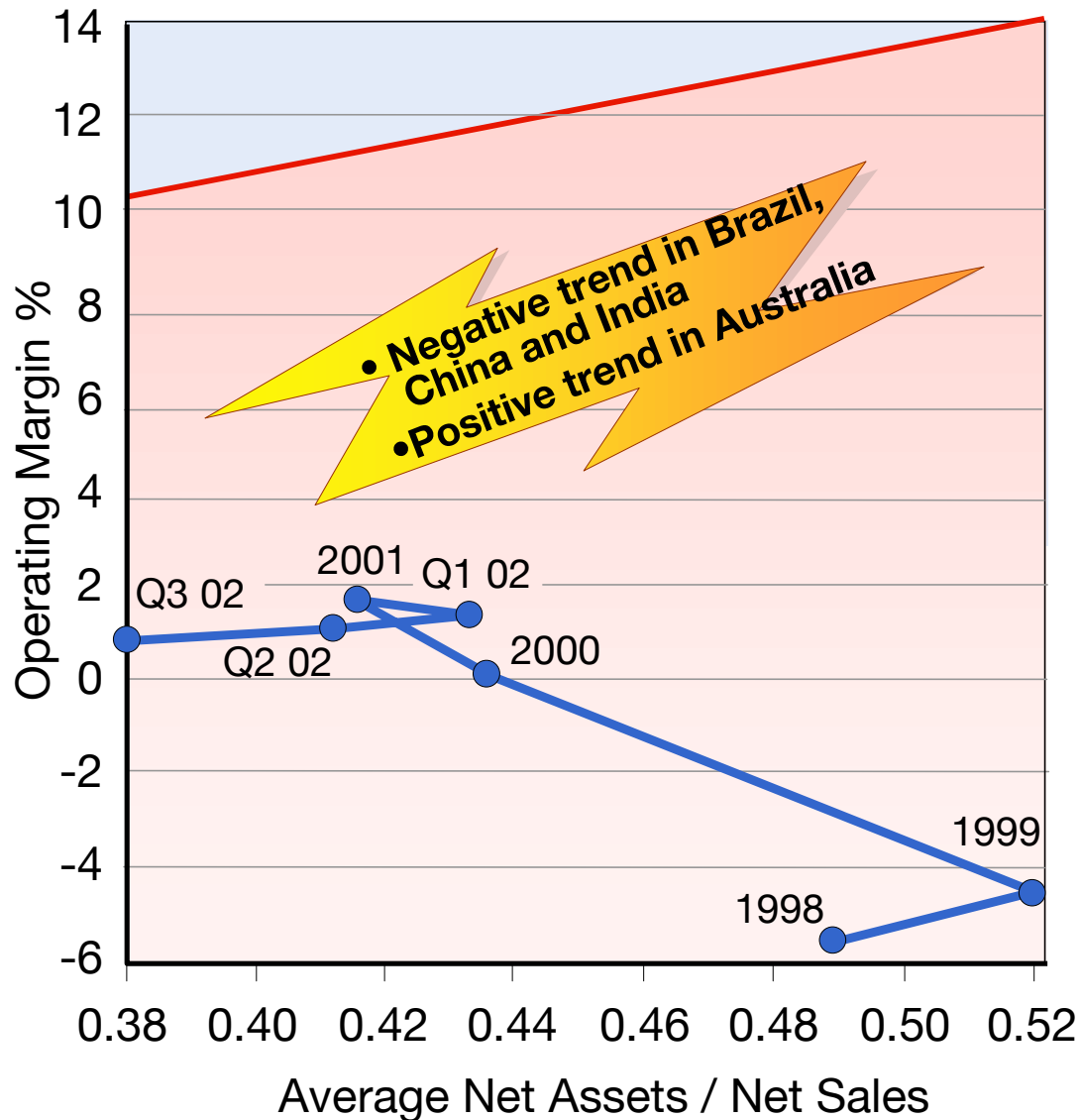
RANGES • SLIDE-INS • WALL OVENS
COOKTOPS • MICROWAVES • HOODS



Frigidaire
Electrolux

GALLERY PROFESSIONAL SERIES

Consumer Durables, Rest of the World



Key data 9m 2002

Sales: SEK 11,026
+0.5%

EBIT: SEK 35m
-82.1%

Value creation:
SEK -818m
SEK +35m



Introduction of Electrolux brand and product range in Australia, Oct 2002



 **Electrolux**

GALLERY

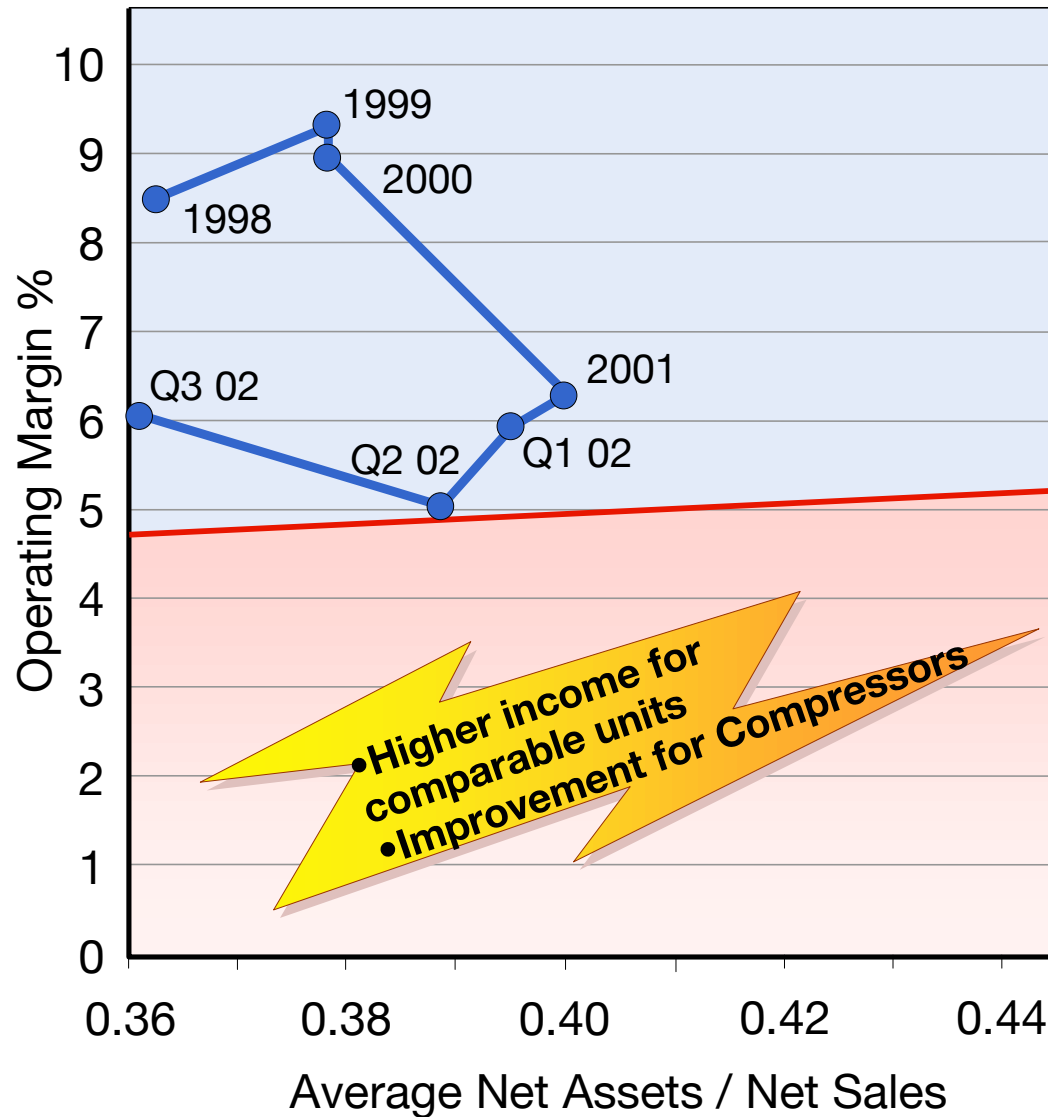
- Launch in high-end segment
- Provides the base for future transfer of existing brands to Electrolux.
- New product launches in 2003-2004

Sales and income - appliances, Rest of the world

	Market	Sales	EBIT
Australia	↗	→	→
China	→	↗	↘
India	→	↗	→
Brazil	→	↗	↘



Professional Indoor Products



Key data 9M 2002

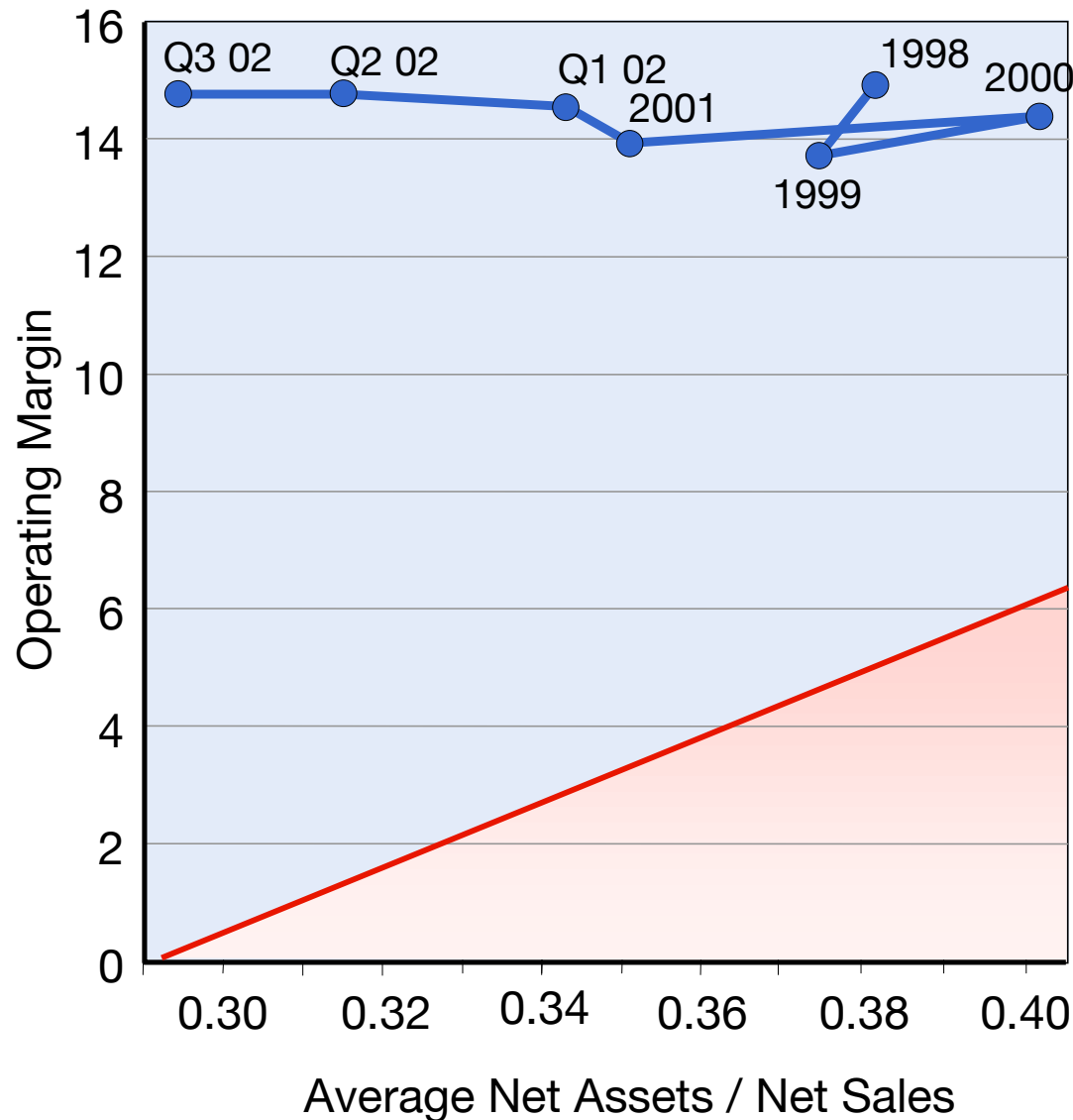
Sales: SEK 8,253m
-38.6%

EBIT: SEK 594m
-38.3%

Value creation:
SEK 207m
SEK -106m



Professional Outdoor Products



Key data 9M 2002

Sales: SEK 8,174m
+11.6%

EBIT: SEK 1,177m
+19.9%

Value creation:
SEK 881m
SEK +208m



Summary of 9m, 2002

Negatives

- Lower demand for appliances in Western Europe
- Continued negative trend in income in Brazil, India and China

Positives

- Marked upturn in income in North America
- Continued positive trend in sales and income for appliances in Europe
- Higher income in Professional Products
- Strong balance sheet and cash flow

Outlook for the rest of 2002

- Market demand estimated to be flat or slightly down in both Europe and North America compared with last year.

“Notwithstanding the above expectations for market demand, and on the basis of the ongoing restructuring measures as well as the costs related to the new refrigerator line in the US in 2001, the Group should achieve a significant improvement in operating income and value created for the full year 2002, excluding items affecting comparability.”

Report for the First Nine Months of 2002

Factors affecting forward-looking statements

This presentation contains “forward-looking” statements within the meaning of the US Private Securities Litigation Reform Act of 1995. Such statements include, among others, the financial goals or targets of Electrolux for future periods and future business and financial plans. Actual results may differ materially from these goals and targets due to a variety of factors. These factors include, but may not be limited to the following; the success in developing new products and marketing initiatives, progress in achieving operational and capital efficiency goals, the success in identifying growth opportunities and acquisition candidates and the integration of these opportunities with existing businesses, progress in achieving structural and supply-chain reorganization goals, competitive pressures to reduce prices, significant loss of business from major retailers, consumer demand, effects of currency fluctuations and the effect of local economies on product demand as well as the possibility of continued terrorist activity throughout the world and its impact on the global economy.