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 products

Europe
- Core appliances
- Vacuum cleaners
- Professional appliances
- Outdoor products

Asia
- Core appliances
- Outdoor products

Brazil
- White goods

Australia
- White goods

1) Consumer products
2) Professional products
Core appliances, USA
Industry unit shipments

Change in % vs same period previous year

%  
15
10
5
0
-5
-10

1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4
Core appliances, Western Europe
Industry unit shipments

Y-o-y change  Q3  9m
Western Europe  -2%  -2%
Eastern Europe  +21%  +15%
Total Europe  +3%  +1.3%

Electrolux
## Sales and earnings
Excluding items affecting comparability

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

- **WACC 2002**: 13% pre-tax
Working capital and cash flow
1997 - 2002 Q3

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

<table>
<thead>
<tr>
<th>Data as per September 30, 2002</th>
<th>SEKm</th>
<th>Provision</th>
<th>Utilized up to Q3</th>
<th>Savings up to Q3</th>
<th>Estimated savings 2002</th>
<th>Estimated savings 2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Major appliances, Europe</td>
<td></td>
<td>997</td>
<td>359</td>
<td>77</td>
<td>206</td>
<td>552</td>
</tr>
<tr>
<td>Floor care products, Europe</td>
<td></td>
<td>19</td>
<td>16</td>
<td>-</td>
<td>9</td>
<td>17</td>
</tr>
<tr>
<td>Garden equipment, Europe</td>
<td></td>
<td>157</td>
<td>101</td>
<td>51</td>
<td>51</td>
<td>96</td>
</tr>
<tr>
<td>Major appliances, North America</td>
<td></td>
<td>114</td>
<td>98</td>
<td>88</td>
<td>157</td>
<td>210</td>
</tr>
<tr>
<td>Major appliances, Rest of the world</td>
<td></td>
<td>40</td>
<td>25</td>
<td>32</td>
<td>38</td>
<td>47</td>
</tr>
<tr>
<td><strong>Total Consumer Durables</strong></td>
<td></td>
<td>1,327</td>
<td>599</td>
<td>352</td>
<td>461</td>
<td>922</td>
</tr>
<tr>
<td>Food-service equipment</td>
<td></td>
<td>168</td>
<td>160</td>
<td>79</td>
<td>89</td>
<td>89</td>
</tr>
<tr>
<td>Components</td>
<td></td>
<td>1,710</td>
<td>1,548</td>
<td>240</td>
<td>273</td>
<td>343</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>56</td>
<td>40</td>
<td>33</td>
<td>33</td>
<td>36</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>3,261</td>
<td>2,347</td>
<td>704</td>
<td>856</td>
<td>1,390</td>
</tr>
</tbody>
</table>
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

- Higher income for core appliances and outdoor
- Market share gains
Double-branding Electrolux- Frigidaire in US as of October, 2002
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

- Negative trend in Brazil, China and India
- Positive trend in Australia
Introduction of Electrolux brand and product range in Australia, Oct 2002

- 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

<table>
<thead>
<tr>
<th>Market</th>
<th>Sales</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>↑</td>
<td>→</td>
</tr>
<tr>
<td>China</td>
<td>↑</td>
<td>→</td>
</tr>
<tr>
<td>India</td>
<td>↑</td>
<td>→</td>
</tr>
<tr>
<td>Brazil</td>
<td>↑</td>
<td>→</td>
</tr>
</tbody>
</table>
Professional Indoor Products

Key data 9M 2002

- Sales: SEK 8,253m -38.6%
- EBIT: SEK 594m -38.3%
- Value creation: SEK 207m SEK -106m

- Higher income for comparable units
- Improvement for Compressors
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.