## Interim Report January - June 2013

Stockholm, July 19, 2013

Highlights of the second quarter of 2013- Net sales amounted to SEK 27,674m (27,763) and income for the period wasSEK 642m (701), or SEK 2.24 (2.44) per share.2

- Organic sales growth was $5.9 \%$, while currencies had a negative impact of $-6.2 \%$. ..... 2
- Latin America reported an organic growth of 18\%. ..... 5- The North American core appliances market was up by approximately $9 \%$ in the quarterand Electrolux continued to gain market share in its core categories.4
- North America reached an operating margin of 8\% as a result of increased volumes and improvements in price and mix.4
- In Europe, lower volumes and prices as well as negative currency movements impacted results negatively.4
- Negative impact from currencies by SEK -181m impacted earnings for Europe and Latin America. ..... 3
- Operating cash flow improved substantially over the first quarter of 2013 and amounted to SEK 2.5 billion.


## Financial overview

| SEKm ${ }^{11}$ | First half 2012 | First half 2013 | Change, \% | Q2 2012 | Q2 2013 | Change, \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 53,638 | 53,002 | -1 | 27,763 | 27,674 | 0 |
| Organic growth, \% | 4.7 | 4.9 |  | 5.8 | 5.9 |  |
| Operating income | 2,019 | 1,757 | -13 | 1,112 | 1,037 | -7 |
| Margin, \% | 3.8 | 3.3 |  | 4.0 | 3.7 |  |
| Income after financial items | 1,622 | 1,424 | -12 | 910 | 859 | -6 |
| Income for the period | 1,200 | 1,064 | -11 | 701 | 642 | -8 |
| Earnings per share, SEK ${ }^{\text {2 }}$ | 4.20 | 3.72 |  | 2.44 | 2.24 |  |
| Operating cash flow ${ }^{3 /}$ | 3,563 | -340 | -110 | 3,606 | 2,507 | -30 |

1) Key ratios are excluding items affecting comparability. There were no items affecting comparability in the second quarters of 2013 and 2012. Items affecting comparability amounted to SEK $-82 \mathrm{~m}(0)$ for the first half of 2013, see page 12. Items affecting comparability includes costs for restructuring programs to make the Group's production competitive in the long term.
2) Basic, based on an average of 286.2 (286.1) million shares for the second quarter of 2013 , excluding shares held by Electrolux
3) Excluding financial items paid, taxes paid and acquisitions and divestments of operations.

For earnings per share after dilution, see page 12.
For definitions, see page 22.

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## About Electrolux

Electrolux is a global leader in household appliances and appliances for professional use, selling more than 50 million products to customers in more than 150 markets every year. The company makes thoughtfully designed, innovative solutions based on extensive consumer research, meeting the desires of today's consumers and professionals. Electrolux products include refrigerators, dishwashers, washing machines, cookers, air conditioners and small appliances such as vacuum cleaners, all sold under esteemed brands like Electrolux, AEG, Zanussi and Frigidaire. In 2012, Electrolux had sales of SEK 110 billion and about 61,000 employees. For more information go to http://group.electrolux.com/

## Market overview

In the second quarter of 2013 market demand in Europe for core appliances rose somewhat year-over-year but continued to decline in several of Electrolux core markets. Demand in other core markets and emerging markets showed growth.

Demand in Western Europe showed a slight growth and demand in North America increased by approximately 9\%. Market demand in Australia is estimated to have increased.

Market demand in Eastern Europe increased by 2\% and demand in Latin America and Southeast Asia continued to show growth. However, the growth rate in Latin America slowed down in the quarter.

Market demand for core appliances in Europe in 2013 is expected to decline, while demand in North America is expected to increase.


## The second quarter in summary*

| SEKm | First half 2012 | First half 2013 | Change \% | Q2 2012 | Q2 2013 | Change, \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 53,638 | 53,002 | -1.2 | 27,763 | 27,674 | -0.3 |
| Change in net sales, \%, whereof |  |  |  |  |  |  |
| Organic growth | - | - | 4.9 | - | - | 5.9 |
| Changes in exchange rates | - | - | -6.1 | - | - | -6.2 |
| Operating income |  |  |  |  |  |  |
| Major Appliances Europe, Middle East and |  |  |  |  |  |  |
| Africa | 476 | 9 | -98 | 205 | -2 | -101 |
| Major Appliances North America | 619 | 1,120 | 81 | 488 | 663 | 36 |
| Major Appliances Latin America | 594 | 512 | -14 | 316 | 261 | -17 |
| Major Appliances Asia/Pacific | 327 | 254 | -22 | 172 | 148 | -14 |
| Small Appliances | 118 | 67 | -43 | 25 | 50 | 100 |
| Professional Products | 284 | 171 | -40 | 154 | 112 | -27 |
| Other, common Group costs, etc. | -399 | -376 | 6 | -248 | -195 | 21 |
| Operating income, excluding items affecting comparability | 2,019 | 1,757 | -13 | 1,112 | 1,037 | -7 |
| Margin, \% | 3.8 | 3.3 |  | 4.0 | 3.7 |  |
| Items affecting comparability | - | -82 |  | - | - |  |
| Operating income | 2,019 | 1,675 | -17 | 1,112 | 1,037 | -7 |
| Margin, \% | 3.8 | 3.2 |  | 4.0 | 3.7 |  |

* All comments are excluding items affecting comparability. For items affecting comparability, see page 12.
- Organic growth of 5.9\%.
- Continued strong sales growth in Latin America.
- Strong performance for the North American operations.
- Price pressure, lower sales volumes in core markets and unfavorable currency movements impacted the European results.
- Negative impact from currency movements affected earnings in Latin America and Europe.

Net sales for the Electrolux Group declined by $0.3 \%$ in the second quarter of 2013. Organic growth was $5.9 \%$, while changes in exchange rates had a negative impact of $-6.2 \%$. The organic sales growth was mainly attributable to the operations in Latin America, Asia/Pacific and Small Appliances.

Operating income declined to SEK 1,037m (1,112), corresponding to a margin of $3.7 \%$ (4.0).

The North American operations continued to show a positive earnings trend. Price and mix improvements as well as higher sales volumes of core appliances contributed to the positive performance.

In Europe, price pressure and lower sales volumes in several of the Group's core markets had an adverse effect on operating income. Unfavorable currency movements had a negative impact on operating income for the operations in Latin America.

## Effects of changes in exchange rates

Changes in exchange rates had a negative impact of SEK -181m on operating income year-over-year in the quarter. The impact of transaction effects was SEK -288 m , results from hedging operations SEK 163 m and translation effects SEK -56 m . The unfavorable currency movements were mainly attributable to the operations in Europe and Latin America. The weakening of the British pound and several other negative currency movements impacted operations in Europe. The results from the Latin American operations were negatively impacted by the strengthening of the US dollar against the Brazilian real.

Financial net
Net financial items for the second quarter of 2013 improved to SEK -178m (-202).

## Income for the period

Income for the period amounted to SEK 642m (701), corresponding to SEK 2.24 (2.44) in earnings per share, see page 12.

## First half of 2013

Net sales for the Electrolux Group in the first half of 2013 amounted to SEK $53,002 \mathrm{~m}(53,638)$. Net sales declined by $1.2 \%$. Organic growth was $4.9 \%$, while changes in exchange rates had a negative impact of $-6.1 \%$.

Operating income declined to SEK 1,757m $(2,019)$, corresponding to a margin of $3.3 \%$ (3.8). Income after financial items amounted to SEK $1,424 \mathrm{~m}(1,622)$. Income for the period was SEK $1,064 \mathrm{~m}(1,200)$, corresponding to SEK 3.72 (4.20) in earnings per share.

## Share of sales by business area for the first half of 2013



## Consumer Durables, $95 \%$

- Europe, Middle East and Africa, 29\%

North America, 30\%

- Latin America, 20\%
- Asia/Pacific, $8 \%$
- Small Appliances, $8 \%$
- Professional Products, 5\%

Operating income and margin*


## Business areas

Major Appliances Europe, Middle East and Africa

| Industry shipments of core appliances in Europe, <br> units, year-over-year, \% | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Western Europe | -2 | -3 | -1 | 0 |  |
| Eastern Europe (excluding Turkey) | 3 | 4 | 1 | 3 |  |
| Total Europe | $\mathbf{- 1}$ | $\mathbf{- 1}$ | $\mathbf{- 1}$ | $\mathbf{2}$ | $\mathbf{- 2}$ |


| SEKm |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 34,278 | 16,481 | 15,635 | 8,216 | 8,040 |
| Organic growth, \% | 3.2 | 7.7 | -0.7 | 7.6 | 2.5 |
| Operating income | 1,105 | 476 | 9 | 205 |  |
| Operating margin, \% | 3.2 | 2.9 | 0.1 | 2.5 | 0.0 |

In the second quarter of 2013, market demand for appliances in Europe increased year-over-year. Western Europe was slightly positive compared with a weak market in the previous year. Demand increased in Germany, the UK and the Nordic countries, while weak demand continued in Southern Europe, the Benelux countries and France. Demand in Eastern Europe rose by 2\%, mainly driven by growth in Russia, while demand declined throughout the rest of Eastern Europe.

In the second quarter, sales in Europe showed organic growth year-over-year, mainly due to an improved product mix. The product mix was positively impacted by the launch of high-end appliances across markets in Europe under the Electrolux brand, The Inspiration Range.

However, operating income declined. Price pressure, lower sales volumes in several of Electrolux core markets and unfavorable cur-
 rency movements had an adverse impact on operating income for the quarter.

## Major Appliances North America

Industry shipments of appliances in the US,

| units, year-over-year, \% | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Core appliances | -2 | -4 | 7 | 0 | 9 |
| Microwave ovens and home comfort products | 1 | -4 | -7 | -5 | -14 |
| Total Major Appliances | $\mathbf{0}$ | $\mathbf{- 4}$ | $\mathbf{3}$ | $\mathbf{- 2}$ | $\mathbf{1}$ |

SEKm

|  |  |  |  | 8,448 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 30,684 | 15,706 | 16,126 | 8,599 | 3.1 |
| Organic growth, \% | 6.9 | 2.8 | 7.4 | 3.2 |  |
| Operating income | 1,452 | 619 | 1,120 | 488 | 663 |
| Operating margin, \% | 4.7 | 3.9 | 6.9 | 5.7 | 7.8 |

In the second quarter of 2013, market demand for core appliances in North America rose by approximately 9\% year-over-year. Market demand for microwave ovens and home comfort products, such as room air-conditioners, decreased by 14\%. Increased demand for major appliances totaled $1 \%$ during the quarter.

In the second quarter, sales in North America increased year-over-year due to higher volumes of core appliances and price/mix improvements. Sales volumes of air-conditioners declined due to cold weather. The favorable market environment and new distribution channels had a positive impact on sales. Sales volumes rose in several of the core appliance product categories and the Group continued to capture market shares.

Operating income improved substantially, due to volume growth in core appliances and price/mix improvements. The consolidation
 of cooking production to Memphis in Tennessee, USA, from L'Assomption in Quebec, Canada, continued to have a negative impact on earnings, due to temporarily higher manufacturing costs for operating two factories simultaneously.

## Major Appliances Latin America

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 22,044 | 10,332 | 10,357 | 5,183 | 5,472 |
| Organic growth, \% | 34.6 | 40.4 | 12.6 | 48.0 | 17.6 |
| Operating income | 1,590 | 594 | 512 | 316 | 261 |
| Operating margin, \% | 7.2 | 5.7 | 4.9 | 6.1 | 4.8 |

In the second quarter of 2013, market demand for core appliances in Latin America is estimated to have increased slightly year-overyear, mainly driven by higher demand in Brazil for air-conditioners and washing machines. The growth rate slowed down during the quarter.

In Latin America organic growth for Electrolux continued in the quarter year-over-year, primarily a result of volume growth, price increases and an improved product mix in Brazil. The significance of sales in other Latin American markets outside Brazil is increasing and during the quarter accounted for about $35 \%$ of total sales.

However, operating income declined for the quarter due to negative impact of currency movements. Volume growth, higher prices and an improved product mix contributed to earnings, while higher costs for sourced products had a negative impact.


## Major Appliances Asia/Pacific

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 8,405 | 4,039 | 4,175 | 2,198 | 2,227 |
| Organic growth, \% | 2.9 | 2.1 | 9.1 | 4.7 | 7.7 |
| Operating income | 746 | 327 | 254 | 172 | 148 |
| Operating margin, $\%$ | 8.9 | 8.1 | 6.1 | 7.8 | 6.6 |

In the second quarter of 2013, market demand for major appliances in Australia, Southeast Asia and China is estimated to have grown year-over-year. Growth was particularly strong in Southeast Asia and China, and the Group continued to show strong sales growth.

Operating income deteriorated in the quarter year-over-year, mainly a result of continued decline in the country mix as sales in emerging markets demonstrated higher growth than in Australia and New Zealand. A negative customer mix in Australia, start up costs for the new refrigerator plant in Rayong in Thailand and investments related to a new range of products for the Chinese and Southeast Asian markets, which will be launched in the third quarter of 2013, also impacted earnings in the quarter.

However, higher volumes and favorable profitability in Southeast Asia and China had a positive impact on operating income.


## Small Appliances

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 9,011 | 4,210 | 4,124 | 2,105 | 2,104 |
| Organic growth, \% | 8.4 | 10.4 | 3.7 | 13.2 | 6.5 |
| Operating income | 461 | 118 | 67 | 25 | 50 |
| Operating margin, \% | 5.1 | 2.8 | 1.6 | 1.2 | 2.4 |

In the second quarter of 2013, market demand for vacuum cleaners in Europe and North America increased year-over-year.

During the quarter, the Group's organic sales increased due to higher volumes, an improved product mix and higher prices. Sales volumes for small domestic appliances continued to display strong growth, especially in Europe and Asia/Pacific. Higher sales of cordless, handheld vacuum cleaners and coffee machines in most regions had a positive impact on the product mix.

Operating income improved year-over-year, primarily a result of price/mix improvements and higher sales volumes.


## Professional Products

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 5,571 | 2,870 | 2,584 | 1,462 | 1,383 |
| Organic growth, \% | -3.9 | -0.7 | -6.4 | -2.8 | -1.7 |
| Operating income | 588 | 284 | 171 | 154 | 112 |
| Operating margin, $\%$ | 10.6 | 9.9 | 6.6 | 10.5 | 8.1 |

In the second quarter, market demand in Southern and Northern Europe, where Electrolux holds a strong position, continued to decline year-over-year, while demand in emerging markets and in the US increased somewhat.

Electrolux sales decreased year-over-year in the second quarter due to lower volumes. Sales of professional food-service equipment declined, while sales of professional laundry equipment saw some growth.

Operating income declined year-over-year, primarily a result of lower sales volumes. Earnings were negatively impacted by investments in new products to promote growth in new markets and channels. Although sales are improving, costs for launching the new ultraluxury product range Electrolux Grand Cuisine, also impacted results negatively in the quarter. However, operating income was positively impacted by price increases and an improved mix.


## Cash flow

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operations | 7,789 | 3,250 | 3,305 | 1,770 | 1,827 |
| Change in operating assets and liabilities | 1,528 | 2,273 | -1,680 | 2,793 | 1,764 |
| Capital expenditure | -4,538 | -1,960 | -1,965 | -957 | -1,084 |
| Operating cash flow | 4,779 | 3,563 | -340 | 3,606 | 2,507 |
| Acquisitions and divestments of operations | -164 | -45 | -202 | - | -1 |
| Financial items paid, net | -673 | -286 | -280 | -184 | -200 |
| Taxes paid | -1,564 | -957 | -463 | -382 | -200 |
| Cash flow from operations and investments | 2,378 | 2,275 | -1,285 | 3,040 | 2,106 |
| Dividend | -1,868 | -1,860 | -1,860 | -1,860 | -1,860 |
| Sale of shares | 212 | 212 | - | - | - |
| Total cash flow, excluding change in loans and short-term investments | 722 | 627 | -3,145 | 1,180 | 246 |

Cash flow from operations and investments in the second quarter of 2013 amounted to SEK 2,106m $(3,040)$.

Cash flow from operations and investments in the second quarter 2013 improved substantially over the first quarter. Higher earnings and activities to improve inventory levels contributed to the strong cash flow in the quarter. In addition, the cash flow from trade receivables and accounts payable reflects the sales growth in the quarter.

The decline in operating cash flow in the quarter year-over-year related mainly to lower sales of air-conditioners in North America compared to a very strong season in the previous year.

Payments for the ongoing restructuring and cost-cutting programs amounted to SEK -92m in the quarter.

Investments in the second quarter mainly related to investments within manufacturing facilities for new products. Major projects are the cooker plant in Memphis, Tennessee, in the US and the refrigerator plant in Rayong in Thailand. The cooker plant in Memphis is receiving investment support from state authorities.

The dividend payment for 2012 of SEK 1,860m was paid to shareholders during the quarter.

## Financial position

Net debt

| SEKm | Dec. $\mathbf{3 1 , \mathbf { 2 0 1 2 }}$ | June 30,2012 | June $\mathbf{3 0 , \mathbf { 2 0 1 3 }}$ |
| :--- | ---: | ---: | ---: | ---: |
| Borrowings | 13,088 | 15,047 | 15,882 |
| Liquid funds | 7,403 | 9,189 | 7,313 |
| Financial net debt | $\mathbf{5 , 6 8 5}$ | $\mathbf{5 , 8 5 8}$ | $\mathbf{8 , 5 6 9}$ |
| Net provisions for post-employment benefits | 4,479 | 3,717 | 2,851 |
| Net debt | $\mathbf{1 0 , 1 6 4}$ | $\mathbf{9 , 5 7 5}$ | $\mathbf{1 1 , 4 2 0}$ |
| Net debt/equity ratio | 0.65 | 0.56 | 0.72 |
| Equity | $\mathbf{1 5 , 7 2 6}$ | $\mathbf{1 7 , 0 5 5}$ | $\mathbf{1 5 , 9 0 2}$ |
| Equity per share, SEK | 54.96 | 59.60 | 55.56 |
| Return on equity, \% | 14.4 | 14.0 | 13.1 |
| Equity/assets ratio, \% | 23.2 | 24.5 | 22.6 |

Net debt increased to SEK $11,420 \mathrm{~m}(9,575)$. Net debt has been impacted by the negative cash flow from operations and investments in the first half of 2013 as well as the dividend payment in the second quarter. During the second quarter 2013, SEK 1,931m in short-term borrowings were amortized and new long-term borrowings were raised by SEK 1,015m.

Long-term borrowings as of June 30, 2013, including long-term borrowings with maturities within 12 months, amounted to SEK $13,190 \mathrm{~m}$ with average maturity of 3.5 years, compared to SEK 11,005m and 3.1 years at the end of 2012. During 2013 and 2014, long-term borrowings in the amount of SEK 1,282m will mature.


Liquid funds as of June 30, 2013, amounted to SEK 7,313m $(9,189)$, excluding short-term back-up facilities. Electrolux has two unused committed back-up facilities. One EUR 500m multi-currency revolving credit facility, approximately SEK 4,400m, maturing 2016 with extension options for up to two more years and a credit facility of SEK 3,400m maturing 2017.

## Net assets and working capital

Average net assets for the period amounted to SEK 27,826m $(27,710)$. Net assets as of June 30, 2013, amounted to SEK 27,322m $(26,630)$. Adjusted for items affecting comparability, i.e., restructur-
ing provisions, average net assets amounted to SEK 29,614m $(28,671)$, corresponding to $27.9 \%$ (26.7) of net sales.
Working capital as of June 30, 2013, amounted to SEK $-3,998 \mathrm{~m}$ $(-6,470)$, corresponding to $-3.6 \%(-5.9)$ of annualized net sales. The return on net assets was $12.0 \%$ (14.6), and 11.9\% (14.1), excluding items affecting comparability.

It is expected that additional lawsuits will be filed against Electrolux. It is not possible to predict the number of future lawsuits. In addition, the outcome of asbestos lawsuits is difficult to predict and Electrolux cannot provide any assurances that the resolution of these types of lawsuits will not have a material adverse effect on its business or on results of operations in the future.

## Risks and uncertainty factors

As an international group with a wide geographic spread, Electrolux is exposed to a number of business and financial risks. The business risks can be divided into strategic, operational and legal risks. The financial risks are related to such factors as exchange rates, interest rates, liquidity, the giving of credit and financial instruments.

Risk management in Electrolux aims to identify, control and reduce risks. This work begins with the description of risks and risk
management, see the 2012 Annual Report on page 74. No significant risks other than the risks described there are judged to have occurred.

Risks, risk management and risk exposure are described in more detail in the Annual Report 2012,
www.electrolux.com/annualreport2012.

## Press releases 2013

January 31 Electrolux recognized in three prestigious sustainability rankings
February 1 Consolidated results 2012 and CEO

## Keith McLoughlin's comments

February 15 Notice convening the Annual General Meeting of AB Electrolux
February 15 Bert Nordberg proposed as new Board Member of AB Electrolux
February 22 Electrolux Annual Report 2012 is published
March 25 Electrolux restated figures for 2012 following the change in pension accounting standards
March 26 Electrolux issues bond loan
March 27 Bulletin from AB Electrolux Annual General Meeting 2013

Electrolux Sustainability Report 2012 now available online
Interim report January-March 2013 and CEO Keith McLoughlin's comments

## Parent Company AB Electrolux

The Parent Company comprises the functions of the Group's head office, as well as five companies operating on a commission basis for AB Electrolux.

As from 2013, the main financial flows for the business area Major Appliances Europe, Middle East and Africa are included in the Parent Company reporting, which affects the financial statements significantly.

Net sales for the Parent Company, AB Electrolux, for the first half of 2013 amounted to SEK $13,587 \mathrm{~m}(2,915)$ of which SEK $11,126 \mathrm{~m}$ $(1,470)$ referred to sales to Group companies and SEK $2,461 \mathrm{~m}$ $(1,445)$ to external customers. Income after financial items was SEK 45 m (678), including dividends from subsidiaries in the amount of SEK 910m (520). Income for the period amounted to SEK 42m (672). The Parent Company reports group contribution in the income statement as appropriations for the first time in 2013. Corresponding changes have been made in the 2012 financial statements.

Capital expenditure in tangible and intangible assets was SEK 224m (131). Liquid funds at the end of the period amounted to SEK $2,149 \mathrm{~m}$, as against SEK $1,986 \mathrm{~m}$ at the start of the year.

Undistributed earnings in the Parent Company at the end of the period amounted to SEK $13,477 \mathrm{~m}$, as against SEK $15,269 \mathrm{~m}$ at the start of the year. Dividend payment to shareholders for 2012 amounted to SEK $1,860 \mathrm{~m}$.

The income statement and balance sheet for the Parent Company are presented on page 20.

## Accounting and valuation principles

Electrolux applies International Financial Reporting Standards (IFRS) as adopted by the European Union. This report has been prepared in accordance with IAS 34, Interim Financial Reporting, and ÅRL, the Swedish Annual Accounts Act and recommendation RFR 2, Accounting for legal entities, issued by the Swedish Financial Reporting Board. There are no changes in the Group's accounting and valuation principles compared with the accounting and valuation principles described in Note 1 of the Annual Report 2012.

This report has not been audited.

Stockholm, July 19, 2013

Keith McLoughlin
President and CEO

## New pension accounting standards as of 2013

Electrolux applies the amended standard for pension accounting, IAS 19 Employee Benefits, as of January 1, 2013. The main change is that the option to use the corridor approach - previously applied by Electrolux - has been removed. Opening balances for 2013 and reported figures for 2012 have been restated to enable comparison. The impact of the restatement on the financial statements, operating income per business area and key ratios of Electrolux for 2012 was presented in a press release on March 25, 2013. An Excel sheet comprising restated figures in more detail including the interim periods is available for download at http:// www.electrolux.com/ias19/.

All historical unrecognized actuarial gains or losses are included in the measurement of the net defined benefit liability. This increases the net pension liability for 2012 by SEK $4,618 \mathrm{~m}$ and reduces equity by SEK 4,098m. Operating income for 2012 is reduced by SEK 150 m , which is a result of interest costs and return on pension liabilities and -assets no longer being reported within operating income and that amortization of the actuarial losses no longer are used. Financing costs for the net pension liability will be reported within the financial net which deteriorates by SEK 174 m . Income for the period after tax declines by SEK 234 m . The restatement has no impact on the cash flow. A short description of the amended standard is presented below. See also Note 1 in Electrolux Annual Report for 2012, www.electrolux.com/annualreport2012.

The amended standard requires the present value of defined benefit obligations and the fair value of plan assets to be recognized in the financial statements as a net defined benefit liability. Following the amendment, the reported net defined benefit liability will correspond to the actual net obligations for pensions for Electrolux.

As in the past, service costs will be reported within operating income. Electrolux will classify the net pension obligation as a financial liability and report financing costs in the financial net. The discount rate will be used to calculate the financing costs of the net pension obligation. The standard thereby removes the use of an expected return on the plan assets.

Future changes in the net defined benefit liability as a result of, for example, adjustments to discount rates, mortality rates as well as return on plan assets deviating from the discount rate will be presented in other comprehensive income as they occur.

The Board of Directors and the President and CEO certify that the Interim Report for the period January - June 2013 gives a true and fair overview of the Parent Company AB Electrolux and the Group's operations, their financial position and results of operations, and describes significant risks and uncertainties facing the Parent Company and other companies in the Group.

Stockholm, July 19, 2013

Marcus Wallenberg<br>Chairman of the Board of Directors

Ronnie Leten
Deputy Chairman of the Board of Directors

| Lorna Davis | Hasse Johansson <br> Board member <br> Board member |
| :--- | ---: |
| Keith McLoughlin |  |
| Board member, President and CEO | Bert Nordberg |


| Fredrik Persson | Ulrika Saxon |
| :--- | ---: |
| Board member | Board member |


| Torben Ballegaard Sørensen | Barbara Milian Thoralfsson |
| :--- | ---: |
| Board member | Board member |


| Ola Bertilsson | Gunilla Brandt | Ulf Carlsson |
| :--- | :--- | ---: |
| Board member, | Board member, | Board member, |
| employee representative | employee representative | employee representative |

## Consolidated income statement

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 109,994 | 53,638 | 53,002 | 27,763 | 27,674 |
| Cost of goods sold | -87,807 | -43,435 | -42,731 | -22,378 | -22,247 |
| Gross operating income | 22,187 | 10,203 | 10,271 | 5,385 | 5,427 |
| Selling expenses | -11,673 | -5,647 | -5,654 | -3,019 | -2,988 |
| Administrative expenses | -5,541 | -2,595 | -2,857 | -1,311 | -1,397 |
| Other operating income/expenses | 59 | 58 | -3 | 57 | -5 |
| Items affecting comparability | -1,032 | - | -82 | - | - |
| Operating income | 4,000 | 2,019 | 1,675 | 1,112 | 1,037 |
| Margin, \% | 3.6 | 3.8 | 3.2 | 4.0 | 3.7 |
| Financial items, net | -846 | -397 | -333 | -202 | -178 |
| Income after financial items | 3,154 | 1,622 | 1,342 | 910 | 859 |
| Margin, \% | 2.9 | 3.0 | 2.5 | 3.3 | 3.1 |
| Taxes | -789 | -422 | -339 | -209 | -217 |
| Income for the period | 2,365 | 1,200 | 1,003 | 701 | 642 |

Items that will not be reclassified
to income for the period:

| Remeasurement of provisions for post- <br> employment benefits | -917 | 1 | 1,653 | $-1,015$ |
| :--- | ---: | ---: | ---: | ---: |

## Items that may be reclassified <br> subsequently to income for the <br> period:

| Available for sale instruments | 23 | -14 | -14 | -12 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Cash flow hedges | 34 | -3 | 82 | -6 |
| Exchange-rate differences on transla- <br> tion of foreign operations <br> Income tax relating to items that may <br> be reclassified | $-1,532$ | 70 | -286 | 539 |


| Total comprehensive income for the period attributable to: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Equity holders of the Parent Company | 26 | 1,264 | 2,019 | 397 | 1,463 |
| Non-controlling interests | -4 | 2 | - | 8 | - |
| Total | 22 | 1,266 | 2,019 | 405 | 1,463 |
| Earnings per share, SEK | 8.26 | 4.20 | 3.50 | 2.44 | 2.24 |
| Diluted, SEK | 8.24 | 4.19 | 3.49 | 2.44 | 2.23 |
| Number of shares after buy-backs, million | 286.1 | 286.1 | 286.2 | 286.1 | 286.2 |
| Average number of shares after buybacks, million | 285.9 | 285.7 | 286.2 | 286.1 | 286.2 |
| Diluted, million | 286.6 | 286.3 | 287.0 | 286.3 | 287.0 |

## Items affecting comparability

SEKm $\quad$ Full year 2012 $\quad$ First half $2012 \quad$ First half 2013 2013

## Restructuring provisions and

## write-downs

Consolidation of operations within
Small Appliances - - -
Major Appliances, Europe, Middle East
and Africa, adapting manufacturing
footprint

| -927 | - | - | - | - |
| ---: | ---: | ---: | ---: | ---: |
| -105 | - | - | - | - |
| $-1,032$ | - | -82 | - | - |

## Consolidated balance sheet

| SEKm | Dec. 31, 2012 | June 30, 2012 | June 30, 2013 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Property, plant and equipment | 16,693 | 16,399 | 16,970 |
| Goodwill | 5,541 | 5,939 | 5,249 |
| Other intangible assets | 5,079 | 5,099 | 5,107 |
| Investments in associates | 16 | 17 | 216 |
| Deferred tax assets | 4,156 | 3,858 | 3,886 |
| Financial assets | 333 | 299 | 325 |
| Pension plan assets | 286 | 544 | 559 |
| Other non-current assets | 481 | 1,186 | 690 |
| Total non-current assets | 32,585 | 33,341 | 33,002 |
| Inventories | 12,963 | 14,096 | 13,950 |
| Trade receivables | 18,288 | 18,177 | 19,222 |
| Tax assets | 609 | 498 | 610 |
| Derivatives | 184 | 320 | 538 |
| Other current assets | 3,607 | 3,664 | 3,952 |
| Short-term investments | 123 | 618 | 124 |
| Cash and cash equivalents | 6,835 | 7,985 | 6,427 |
| Total current assets | 42,609 | 45,358 | 44,823 |
| Total assets | 75,194 | 78,699 | 77,825 |
| Equity and liabilities |  |  |  |
| Equity attributable to equity holders of the Parent Company |  |  |  |
| Share capital | 1,545 | 1,545 | 1,545 |
| Other paid-in capital | 2,905 | 2,905 | 2,905 |
| Other reserves | -1,146 | 377 | -1,371 |
| Retained earnings | 12,381 | 12,138 | 12,785 |
| Total equity | 15,685 | 16,965 | 15,864 |
| Non-controlling interests | 41 | 90 | 38 |
| Total equity | 15,726 | 17,055 | 15,902 |
| Long-term borrowings | 10,005 | 10,623 | 11,908 |
| Deferred tax liabilities | 1,117 | 1,087 | 1,123 |
| Provisions for post-employment benefits | 4,765 | 4,261 | 3,410 |
| Other provisions | 4,551 | 4,981 | 4,330 |
| Total non-current liabilities | 20,438 | 20,952 | 20,771 |
| Accounts payable | 20,590 | 21,289 | 21,606 |
| Tax liabilities | 1,287 | 1,343 | 1,306 |
| Short-term liabilities | 11,971 | 11,531 | 12,188 |
| Short-term borrowings | 2,795 | 4,106 | 3,791 |
| Derivatives | 241 | 230 | 143 |
| Other provisions | 2,146 | 2,193 | 2,118 |
| Total current liabilities | 39,030 | 40,692 | 41,152 |
| Total equity and liabilities | 75,194 | 78,699 | 77,825 |
|  |  |  |  |
| Contingent liabilities | 1,610 | 1,959 | 1,834 |

## Change in consolidated equity

| SEKm | Dec. 31, 2012 | June 30, 2012 | June 30, 2013 |
| :---: | :---: | :---: | :---: |
| Opening balance | 20,644 | 20,644 | 15,726 |
| Changes in accounting policy ${ }^{11}$ | -2,998 | -2,998 | - |
| Restated opening balance | 17,646 | 17,646 | 15,726 |
| Total comprehensive income for the period | 22 | 1,266 | 2,019 |
| Share-based payment | -141 | -163 | 19 |
| Sale of shares | 212 | 212 | - |
| Dividend | -1,860 | -1,860 | -1,860 |
| Dividend to non-controlling interests | - | -1 | - |
| Acquisition of operations | -153 | -45 | -2 |
| Total transactions with equity holders | -1,942 | -1,857 | -1,843 |
| Closing balance | 15,726 | 17,055 | 15,902 |

1) The effect of the amended standard for pension accounting, IAS 19 Employee Benefits, as of January 1, 2013.

## Consolidated cash flow statement

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operations |  |  |  |  |  |
| Operating income | 4,000 | 2,019 | 1,675 | 1,112 | 1,037 |
| Depreciation and amortization | 3,251 | 1,646 | 1,631 | 826 | 809 |
| Restructuring provisions | 457 | -320 | -157 | -177 | -95 |
| Other non-cash items | 81 | -95 | 156 | 9 | 76 |
| Financial items paid, net | -673 | -286 | -280 | -184 | -200 |
| Taxes paid | -1,564 | -957 | -463 | -382 | -200 |
| Cash flow from operations, excluding change in operating assets and liabilities | 5,552 | 2,007 | 2,562 | 1,204 | 1,427 |
| Change in operating assets and liabilities |  |  |  |  |  |
| Change in inventories | -1,710 | -2,197 | -1,126 | -1,289 | 30 |
| Change in trade receivables | -119 | 1,147 | -1,025 | 287 | -983 |
| Change in accounts payable | 3,086 | 2,856 | 999 | 2,946 | 1,896 |
| Change in other operating assets, liabilities and provisions | 271 | 467 | -528 | 849 | 821 |
| Cash flow from change in operating assets and liabilities | 1,528 | 2,273 | -1,680 | 2,793 | 1,764 |
| Cash flow from operations | 7,080 | 4,280 | 882 | 3,997 | 3,191 |
| Investments |  |  |  |  |  |
| Acquisition of operations ${ }^{10}$ | -164 | -45 | -202 | - | -1 |
| Capital expenditure in property, plant and equipment | -4,090 | -1,817 | -1,501 | -1,033 | -816 |
| Capital expenditure in product development | -477 | -191 | -233 | -98 | -124 |
| Capital expenditure in software | -574 | -248 | -283 | -117 | -150 |
| Other ${ }^{2}$ | 603 | 296 | 52 | 291 | 6 |
| Cash flow from investments | -4,702 | -2,005 | -2,167 | -957 | -1,085 |
| Cash flow from operations and investments | 2,378 | 2,275 | -1,285 | 3,040 | 2,106 |
| Financing |  |  |  |  |  |
| Change in short-term investments | 206 | -289 | -2 | 26 | -2 |
| Change in short-term borrowings | -325 | -316 | 639 | -1,632 | -1,931 |
| New long-term borrowings | 2,569 | 1,007 | 3,025 | 7 | 1,015 |
| Amortization of long-term borrowings | -3,063 | -13 | -841 | -6 | -4 |
| Dividend | -1,868 | -1,860 | -1,860 | -1,860 | -1,860 |
| Sale of shares | 212 | 212 | - | - | - |
| Cash flow from financing | -2,269 | -1,259 | 961 | -3,465 | -2,782 |
| Total cash flow | 109 | 1,016 | -324 | -425 | -676 |
| Cash and cash equivalents at beginning of period | 6,966 | 6,966 | 6,835 | 8,349 | 7,112 |
| Exchange-rate differences referring to cash and cash equivalents | -240 | 3 | -84 | 61 | -9 |
| Cash and cash equivalents at end of period | 6,835 | 7,985 | 6,427 | 7,985 | 6,427 |

1) Includes the purchase and subsequent divestment of the Electrolux head-office building. Electrolux remaining investment in the real estate company is SEK 200 m . 2) Includes grants related to investments of SEK 175 m for Q2 2013 and SEK 261 m for the first half of 2013.

## Key ratios

| SEKm unless otherwise stated | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 109,994 | 53,638 | 53,002 | 27,763 | 27,674 |
| Organic growth, \% | 5.5 | 4.7 | 4.9 | 5.8 | 5.9 |
| Items affecting comparability | -1,032 | - | -82 | - | - |
| Operating income | 4,000 | 2,019 | 1,675 | 1,112 | 1,037 |
| Margin, \% | 3.6 | 3.8 | 3.2 | 4.0 | 3.7 |
| Income after financial items | 3,154 | 1,622 | 1,342 | 910 | 859 |
| Income for the period | 2,365 | 1,200 | 1,003 | 701 | 642 |
| Capital expenditure, property, plant and equipment | -4,090 | -1,817 | -1,501 | -1,033 | -816 |
| Operating cash flow | 4,779 | 3,563 | -340 | 3,606 | 2,507 |
| Earnings per share, SEK ${ }^{11}$ | 8.26 | 4.20 | 3.50 | 2.44 | 2.24 |
| Equity per share, SEK | 54.96 | 59.60 | 55.56 | - | - |
| Capital-turnover rate, times/year | 4.1 | 3.9 | 3.8 | - | - |
| Return on net assets, \% | 14.8 | 14.6 | 12.0 | - | - |
| Return on equity, \% | 14.4 | 14.0 | 13.1 | - | - |
| Net debt | 10,164 | 9,575 | 11,420 | - | - |
| Net debt/equity ratio | 0.65 | 0.56 | 0.72 | - | - |
| Average number of shares excluding shares owned by Electrolux, million | 285.9 | 285.7 | 286.2 | 286.1 | 286.2 |
| Average number of employees | 59,478 | 58,432 | 60,418 | 58,298 | 60,333 |

## Excluding items affecting

## comparability

| Operating income | 5,032 | 2,019 | 1,757 | 1,112 | 4.0 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Margin, \% | 4.6 | 3.8 | 3.3 | 3.7 |  |
| Earnings per share, SEK |  |  |  |  |  |
| Capital-turnover rate, times/year | 11.36 | 4.20 | 3.72 | 2.44 |  |
| Return on net assets, \% | 3.9 | 3.7 | - | - |  |

1) Basic, based on average number of shares, excluding shares owned by Electrolux.

For definitions, see page 22.

## Shares

| Number of shares | Outstanding <br> A-shares | Outstanding <br> B-shares | Shares held <br> by other <br> shares, total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Number of shares as of January 1, 2013 | $8,212,725$ | $300,707,583$ | $308,920,308$ |
| shareholders |  |  |  |

## Exchange rates

| SEK | Dec, 31,2012 | June $\mathbf{3 0 , 2 0 1 2}$ | June $\mathbf{3 0 , 2 0 1 3}$ |
| :--- | ---: | ---: | ---: |
| AUD, average | 6.99 | 7.06 | 6.59 |
| AUD, end of period | 6.76 | 7.09 | 6.23 |
| BRL, average | 3.46 | 3.66 | 3.19 |
| BRL, end of period | 3.19 | 3.45 | 3.04 |
| CAD, average | 6.74 | 6.79 | 6.42 |
| CAD, end of period | 6.55 | 6.80 | 6.43 |
| EUR, average | 8.70 | 8.88 | 8.56 |
| EUR, end of period | 8.58 | 8.78 | 8.79 |
| GBP, average | 10.69 | 10.77 | 10.10 |
| GBP, end of period | 10.48 | 10.87 | 10.27 |
| HUF, average | 0.0300 | 0.0301 | 0.0289 |
| HUF, end of period | 0.0295 | 0.0304 | 0.0298 |
| USD, average | 6.73 | 6.82 | 6.53 |
| USD, end of period | 6.52 | 6.98 | 6.73 |

## Net sales by business area

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Major Appliances Europe, Middle East |  |  |  |  |  |
| and Africa | 34,278 | 16,481 | 15,635 | 8,216 | 8,040 |
| Major Appliances North America | 30,684 | 15,706 | 16,126 | 8,599 | 5,448 |
| Major Appliances Latin America | 22,044 | 10,332 | 10,357 | 5,183 |  |
| Major Appliances Asia/Pacific | 8,405 | 4,039 | 4,175 | 2,198 | 2,227 |
| Small Appliances | 9,011 | 4,210 | 4,124 | 2,105 | 1,462 |
| Professional Products | 5,571 | 2,870 | 2,584 | 0 | 1,104 |
| Other | 1 | 0 | 1 | 0 | 0 |
| Total | $\mathbf{1 0 9 , 9 9 4}$ | $\mathbf{5 3 , 6 3 8}$ | $\mathbf{5 3 , 0 0 2}$ | $\mathbf{2 7 , 7 6 3}$ | $\mathbf{2 7 , 6 7 4}$ |

## Operating income by business area

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Major Appliances Europe, Middle East and Africa | 1,105 | 476 | 9 | 205 | -2 |
| Margin, \% | 3.2 | 2.9 | 0.1 | 2.5 | 0.0 |
| Major Appliances North America | 1,452 | 619 | 1,120 | 488 | 663 |
| Margin, \% | 4.7 | 3.9 | 6.9 | 5.7 | 7.8 |
| Major Appliances Latin America | 1,590 | 594 | 512 | 316 | 261 |
| Margin, \% | 7.2 | 5.7 | 4.9 | 6.1 | 4.8 |
| Major Appliances Asia/Pacific | 746 | 327 | 254 | 172 | 148 |
| Margin, \% | 8.9 | 8.1 | 6.1 | 7.8 | 6.6 |
| Small Appliances | 461 | 118 | 67 | 25 | 50 |
| Margin, \% | 5.1 | 2.8 | 1.6 | 1.2 | 2.4 |
| Professional Products | 588 | 284 | 171 | 154 | 112 |
| Margin, \% | 10.6 | 9.9 | 6.6 | 10.5 | 8.1 |
| Common Group costs, etc. | -910 | -399 | -376 | -248 | -195 |
| Total Group, excluding items affecting comparability | 5,032 | 2,019 | 1,757 | 1,112 | 1,037 |
| Margin, \% | 4.6 | 3.8 | 3.3 | 4.0 | 3.7 |
| Items affecting comparability | -1,032 | - | -82 | - | - |
| Operating income | 4,000 | 2,019 | 1,675 | 1,112 | 1,037 |
| Margin, \% | 3.6 | 3.8 | 3.2 | 4.0 | 3.7 |

## Change in net sales by business area

| Year-over-year, \% | First half 2013 | First half 2013 in comparable currencies | Q2 2013 | Q2 2013 in comparable currencies |
| :---: | :---: | :---: | :---: | :---: |
| Major Appliances Europe, Middle East and Africa | -5.1 | -0.7 | -2.1 | 2.5 |
| Major Appliances North America | 2.7 | 7.4 | -1.8 | 3.2 |
| Major Appliances Latin America | 0.2 | 12.6 | 5.6 | 17.6 |
| Major Appliances Asia/Pacific | 3.4 | 9.1 | 1.3 | 7.7 |
| Small Appliances | -2.0 | 3.7 | 0.0 | 6.5 |
| Professional Products | -10.0 | -6.4 | -5.4 | -1.7 |
| Total change | -1.2 | 4.9 | -0.3 | 5.9 |

## Change in operating income by business area

| Year-over-year, \% | First half 2013 | First half 2013 in comparable currencies | Q2 2013 | Q2 2013 <br> in comparable currencies |
| :---: | :---: | :---: | :---: | :---: |
| Major Appliances Europe, Middle East and Africa | -98.1 | -98.1 | -101.0 | -99.8 |
| Major Appliances North America | 80.9 | 89.0 | 35.9 | 41.4 |
| Major Appliances Latin America | -13.8 | -3.6 | -17.4 | -8.4 |
| Major Appliances Asia/Pacific | -22.3 | -18.1 | -14.0 | -8.8 |
| Small Appliances | -43.2 | -42.7 | 100.0 | 86.3 |
| Professional Products | -39.8 | -37.3 | -27.3 | -24.3 |
| Total change, excluding items affecting comparability | -13.0 | -8.1 | -6.7 | -2.2 |

## Working capital and net assets

| SEKm | Dec. 31, 2012 | \% of annualized net sales | June 30, 2012 | \% of annualized net sales | June 30, 2013 | \% of annualized net sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inventories | 12,963 | 11.3 | 14,096 | 12.8 | 13,950 | 12.6 |
| Trade receivables | 18,288 | 15.9 | 18,177 | 16.5 | 19,222 | 17.3 |
| Accounts payable | -20,590 | -17.9 | -21,289 | -19.3 | -21,606 | -19.5 |
| Provisions | -6,697 |  | -7,174 |  | -6,448 |  |
| Prepaid and accrued income and expenses | -7,467 |  | -7,414 |  | -7,642 |  |
| Taxes and other assets and liabilities | -3,002 |  | -2,866 |  | -1,474 |  |
| Working capital | -6,505 | -5.7 | -6,470 | -5.9 | -3,998 | -3.6 |
| Property, plant and equipment | 16,693 |  | 16,399 |  | 16,970 |  |
| Goodwill | 5,541 |  | 5,939 |  | 5,249 |  |
| Other non-current assets | 8,003 |  | 8,732 |  | 6,338 |  |
| Deferred tax assets and liabilities | 2,158 |  | 2,030 |  | 2,763 |  |
| Net assets | 25,890 | 22.5 | 26,630 | 24.1 | 27,322 | 24.6 |
| Average net assets | 27,070 | 24.6 | 27,710 | 25.8 | 27,826 | 26.2 |
| Average net assets, excluding items affecting comparability | 28,112 | 25.6 | 28,671 | 26.7 | 29,614 | 27.9 |

## Net assets by business area

|  | Assets |  |  | Equity and liabilities |  |  | Net assets |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEKm | $\begin{array}{r} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { June 30, } \\ 2012 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { June 30, } \\ 2013 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Dec. 31, } \\ 2012 \\ \hline \end{array}$ | June 30, $\qquad$ | $\begin{array}{r} \hline \text { June 30, } \\ 2013 \\ \hline \end{array}$ | $\begin{array}{r} \text { Dec. 31, } \\ 2012 \\ \hline \end{array}$ | June 30, $\qquad$ | $\begin{array}{r} \hline \text { June 30, } \\ 2013 \\ \hline \end{array}$ |
| Major Appliances Europe, Middle East and Africa | 22,800 | 22,961 | 22,406 | 14,067 | 13,255 | 13,086 | 8,733 | 9,706 | 9,320 |
| Major Appliances North America | 12,106 | 13,553 | 14,702 | 7,293 | 10,322 | 10,021 | 4,813 | 3,231 | 4,681 |
| Major Appliances Latin America | 13,337 | 13,886 | 13,710 | 6,601 | 7,129 | 6,631 | 6,736 | 6,757 | 7,079 |
| Major Appliances Asia/Pacific | 4,933 | 4,982 | 4,918 | 2,708 | 2,685 | 2,679 | 2,225 | 2,297 | 2,239 |
| Small Appliances | 4,528 | 4,356 | 4,436 | 2,973 | 2,295 | 2,694 | 1,555 | 2,061 | 1,742 |
| Professional Products | 2,664 | 2,827 | 2,725 | 1,681 | 1,874 | 1,796 | 983 | 953 | 929 |
| Other ${ }^{1)}$ | 7,191 | 6,325 | 7,056 | 4,489 | 3,776 | 3,964 | 2,702 | 2,549 | 3,092 |
| Items affecting comparability | -54 | 76 | - | 1,803 | 1,000 | 1,760 | -1,857 | -924 | -1,760 |
| Total operating assets and liabilities | 67,505 | 68,966 | 69,953 | 41,615 | 42,336 | 42,631 | 25,890 | 26,630 | 27,322 |
| Liquid funds | 7,403 | 9,189 | 7,313 | - | - | - | - | - | - |
| Interest-bearing receivables | - | - | - | - | - | - | - | - | - |
| Interest-bearing liabilities | - | - | - | 13,088 | 15,047 | 15,882 | - | - | - |
| Pension assets and liabilities | 286 | 544 | 559 | 4,765 | 4,261 | 3,410 | - | - | - |
| Equity | - | - | - | 15,726 | 17,055 | 15,902 | - | - | - |
| Total | 75,194 | 78,699 | 77,825 | 75,194 | 78,699 | 77,825 | - | - | - |

1) Includes common Group functions and tax items.

## Net sales and income per quarter

| SEKm | Q1 2012 | Q2 2012 | Q3 2012 | Q4 2012 | Full year 2012 | Q1 2013 | Q2 2013 | Q3 2013 | Q4 2013 | $\begin{aligned} & \text { Full year } \\ & 2013 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 25,875 | 27,763 | 27,171 | 29,185 | 109,994 | 25,328 | 27,674 |  |  |  |
| Operating income | 907 | 1,112 | 1,423 | 558 | 4,000 | 638 | 1,037 |  |  |  |
| Margin, \% | 3.5 | 4.0 | 5.2 | 1.9 | 3.6 | 2.5 | 3.7 |  |  |  |
| Operating income, excluding items affecting comparability | 907 | 1,112 | 1,423 | 1,590 | 5,032 | 720 | 1,037 |  |  |  |
| Margin, \% | 3.5 | 4.0 | 5.2 | 5.4 | 4.6 | 2.8 | 3.7 |  |  |  |
| Income after financial items | 712 | 910 | 1,170 | 362 | 3,154 | 483 | 859 |  |  |  |
| Income after financial items, excluding items affecting comparability | 712 | 910 | 1,170 | 1,394 | 4,186 | 565 | 859 |  |  |  |
| Income for the period | 499 | 701 | 923 | 242 | 2,365 | 361 | 642 |  |  |  |
| Earnings per share, SEK ${ }^{11}$ | 1.76 | 2.44 | 3.22 | 0.84 | 8.26 | 1.26 | 2.24 |  |  |  |
| Earnings per share, SEK, excluding items affecting comparability ${ }^{1)}$ | 1.76 | 2.44 | 3.22 | 3.94 | 11.36 | 1.48 | 2.24 |  |  |  |
| Items affecting comparability ${ }^{2 /}$ | - | - | - | -1,032 | -1,032 | -82 | - |  |  |  |
| Number of shares after buy-backs, million | 286.1 | 286.1 | 286.1 | 286.1 | 286.1 | 286.2 | 286.2 |  |  |  |
| Average number of shares after buy-backs, million | 285.4 | 286.1 | 286.1 | 286.1 | 285.9 | 286.2 | 286.2 |  |  |  |

1) Basic, based on average number of shares, excluding shares owned by Electrolux.
2) Restructuring provisions, write-downs and capital loss on divestments.

## Net sales and operating income by

business area per quarter

| SEKm | Q1 2012 | Q2 2012 | Q3 2012 | Q4 2012 | $\begin{array}{r} \text { Full year } \\ 2012 \\ \hline \end{array}$ | Q1 2013 | Q2 2013 | Q3 2013 | Q4 2013 | $\begin{aligned} & \text { Full year } \\ & 2013 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Major Appliances Europe, Middle East and Africa |  |  |  |  |  |  |  |  |  |  |
| Net sales | 8,265 | 8,216 | 8,581 | 9,216 | 34,278 | 7,595 | 8,040 |  |  |  |
| Operating income | 271 | 205 | 294 | 335 | 1,105 | 11 | -2 |  |  |  |
| Margin, \% | 3.3 | 2.5 | 3.4 | 3.6 | 3.2 | 0.1 | 0.0 |  |  |  |
| Major Appliances North America |  |  |  |  |  |  |  |  |  |  |
| Net sales | 7,107 | 8,599 | 7,771 | 7,207 | 30,684 | 7,678 | 8,448 |  |  |  |
| Operating income | 131 | 488 | 496 | 337 | 1,452 | 457 | 663 |  |  |  |
| Margin, \% | 1.8 | 5.7 | 6.4 | 4.7 | 4.7 | 6.0 | 7.8 |  |  |  |
| Major Appliances Latin America |  |  |  |  |  |  |  |  |  |  |
| Net sales | 5,149 | 5,183 | 5,301 | 6,411 | 22,044 | 4,885 | 5,472 |  |  |  |
| Operating income | 278 | 316 | 339 | 657 | 1,590 | 251 | 261 |  |  |  |
| Margin, \% | 5.4 | 6.1 | 6.4 | 10.2 | 7.2 | 5.1 | 4.8 |  |  |  |
| Major Appliances Asia/Pacific |  |  |  |  |  |  |  |  |  |  |
| Net sales | 1,841 | 2,198 | 2,107 | 2,259 | 8,405 | 1,948 | 2,227 |  |  |  |
| Operating income | 155 | 172 | 208 | 211 | 746 | 106 | 148 |  |  |  |
| Margin, \% | 8.4 | 7.8 | 9.9 | 9.3 | 8.9 | 5.4 | 6.6 |  |  |  |
| Small Appliances |  |  |  |  |  |  |  |  |  |  |
| Net sales | 2,105 | 2,105 | 2,112 | 2,689 | 9,011 | 2,020 | 2,104 |  |  |  |
| Operating income | 93 | 25 | 124 | 219 | 461 | 17 | 50 |  |  |  |
| Margin, \% | 4.4 | 1.2 | 5.9 | 8.1 | 5.1 | 0.8 | 2.4 |  |  |  |
| Professional Products |  |  |  |  |  |  |  |  |  |  |
| Net sales | 1,408 | 1,462 | 1,299 | 1,402 | 5,571 | 1,201 | 1,383 |  |  |  |
| Operating income | 130 | 154 | 149 | 155 | 588 | 59 | 112 |  |  |  |
| Margin, \% | 9.2 | 10.5 | 11.5 | 11.1 | 10.6 | 4.9 | 8.1 |  |  |  |
| Other |  |  |  |  |  |  |  |  |  |  |
| Net sales | - | - | - | 1 | 1 | 1 | - |  |  |  |
| Operating income, common group costs, etc. | -151 | -248 | -187 | -324 | -910 | -181 | -195 |  |  |  |
| Total Group, excluding items affecting comparability |  |  |  |  |  |  |  |  |  |  |
| Net sales | 25,875 | 27,763 | 27,171 | 29,185 | 109,994 | 25,328 | 27,674 |  |  |  |
| Operating income | 907 | 1,112 | 1,423 | 1,590 | 5,032 | 720 | 1,037 |  |  |  |
| Margin, \% | 3.5 | 4.0 | 5.2 | 5.4 | 4.6 | 2.8 | 3.7 |  |  |  |
| Items affecting comparability | - | - | - | -1,032 | -1,032 | -82 | - |  |  |  |
| Total Group |  |  |  |  |  |  |  |  |  |  |
| Net sales | 25,875 | 27,763 | 27,171 | 29,185 | 109,994 | 25,328 | 27,674 |  |  |  |
| Operating income | 907 | 1,112 | 1,423 | 558 | 4,000 | 638 | 1,037 |  |  |  |
| Margin, \% | 3.5 | 4.0 | 5.2 | 1.9 | 3.6 | 2.5 | 3.7 |  |  |  |

## Fair value and carrying amount on financial assets and liabilities

| SEKm | Full year 2012 |  | Q2 2012 |  | Q2 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair value | Carrying amount | Fair value | Carrying amount | Fair value | Carrying amount |
| Per category |  |  |  |  |  |  |
| Financial assets at fair value through profit and loss | 1,853 | 1,853 | 3,615 | 3,615 | 1,537 | 1,537 |
| Available-for-sale | 229 | 229 | 188 | 188 | 215 | 215 |
| Loans and receivables | 20,406 | 20,406 | 20,641 | 20,641 | 21,012 | 21,012 |
| Cash | 3,493 | 3,493 | 2,955 | 2,955 | 3,810 | 3,810 |
| Total financial assets | 25,981 | 25,981 | 27,399 | 27,399 | 26,574 | 26,574 |
| Financial liabilities at fair value through profit and loss | 241 | 241 | 230 | 230 | 137 | 90 |
| Financial liabilities measured at amortized cost | 33,524 | 33,390 | 36,196 | 36,018 | 37,465 | 37,305 |
| Total financial liabilities | 33,765 | 33,631 | 36,426 | 36,248 | 37,602 | 37,395 |

## Fair value estimation

Valuation of financial instruments at fair value is done at the most accurate market prices available. Instruments which are quoted on the market, e.g., the major bond and interest-rate future markets, are all marked-to-market with the current price. The foreignexchange spot rate is used to convert the value into SEK. For instruments where no reliable price is available on the market, cash flows are discounted using the deposit/swap curve of the cash flow currency. If no proper cash flow schedule is available, e.g., as in the case with forward-rate agreements, the underlying schedule is used for valuation purposes.

To the extent option instruments are used, the valuation is based on the Black \& Scholes' formula. The carrying value less impairment
provision of trade receivables and payables are assumed to approximate their fair values. The fair value of financial liabilities is estimated by discounting the future contractual cash flows at the current mar-ket-interest rate that is available to the Group for similar financial instruments. The Group's financial assets and liabilities are measured according to the following hierarchy:

Level 1: Quoted prices in active markets for identical assets or liabilities.
Level 2: Inputs other than quoted prices included in Level 1 that are observable for assets or liabilities either directly or indirectly.

Level 3: Inputs for the assets or liabilities that are not entirely based on observable market data.

## Fair value measurement hierarchy

| Financial assets, SEKm | Full year 2012 |  |  | Q2 2012 |  |  | Q2 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 | Level 2 | Total | Level 1 | Level 2 | Total | Level 1 | Level 2 | Total |
| Financial assets | 552 | - | 552 | 299 | - | 299 | 325 | - | 325 |
| Financial assets at fair value through profit and loss | 323 | - | 323 | 111 | - | 111 | 110 | - | 110 |
| Available for sale | 229 | - | 229 | 188 | - | 188 | 215 | - | 215 |
| Derivatives | - | 183 | 183 | - | 320 | 320 | - | 500 | 500 |
| Derivatives for which hedge accounting is not applied, i.e., held for trading | - | 12 | 12 | - | 109 | 109 | - | 168 | 168 |
| Derivatives for which hedge accounting is applied | - | 171 | 171 | - | 211 | 211 | - | 332 | 332 |
| Short-term investments and cash equivalents | 1,347 | - | 1,347 | 3,184 | - | 3,184 | 927 | - | 927 |
| Financial assets at fair value through profit and loss | 1,347 | - | 1,347 | 3,184 | - | 3,184 | 927 | - | 927 |
| Total financial assets | 1,899 | 183 | 2,082 | 3,483 | 320 | 3,803 | 1,252 | 500 | 1,752 |
| Financial liabilities |  |  |  |  |  |  |  |  |  |
| Derivatives | - | 241 | 241 | - | 230 | 230 | - | 136 | 136 |
| Derivatives for which hedge accounting is not applied, i.e., held for trading | - | 95 | 95 | - | 86 | 86 | - | 75 | 75 |
| Derivatives for which hedge accounting is applied | - | 146 | 146 | - | 144 | 144 | - | 61 | 61 |
| Total financial liabilities | - | 241 | 241 | - | 230 | 230 | - | 136 | 136 |

The Group strives for arranging master-netting agreements (ISDA) with the counterparts for derivative transactions and has established such agreements with the majority of the counterparts, i.e., if a counterparty will default, assets and liabilities will be netted. Derivatives are presented gross in the balance sheet.

[^1]
## Parent Company income statement

| SEKm | Full year 2012 | First half 2012 | First half 2013 | Q2 2012 | Q2 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 6,125 | 2,915 | 13,587 | 1,422 | 6,363 |
| Cost of goods sold | -4,638 | -2,161 | -11,710 | -1,028 | -5,840 |
| Gross operating income | 1,487 | 754 | 1,877 | 394 | 523 |
| Selling expenses | -1,297 | -574 | -1,716 | -285 | -886 |
| Administrative expenses | -469 | -114 | -857 | -76 | -319 |
| Other operating income | 293 | 137 | 9 | 51 | - |
| Other operating expenses | -38 | -1 | - | -1 | - |
| Operating income | -24 | 202 | -687 | 83 | -682 |
| Financial income | 1,918 | 739 | 1,077 | 613 | 985 |
| Financial expenses | -946 | -263 | -345 | -142 | -279 |
| Financial items, net | 972 | 476 | 732 | 471 | 706 |
| Income after financial items | 948 | 678 | 45 | 554 | 24 |
| Appropriations | 180 | 71 | 28 | 34 | 33 |
| Income before taxes | 1,128 | 749 | 73 | 588 | 57 |
| Taxes | -9 | -77 | -31 | -20 | -24 |
| Income for the period | 1,119 | 672 | 42 | 568 | 33 |

## Parent Company balance sheet

| SEKm | Dec. 31, 2012 | June 30, 2012 | June 30, 2013 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Non-current assets | 33,436 | 33,470 | 33,909 |
| Current assets | 16,008 | 17,180 | 20,966 |
| Total assets | 49,444 | 50,650 | 54,875 |
| Equity and liabilities |  |  |  |
| Restricted equity | 4,562 | 4,562 | 4,562 |
| Non-restricted equity | 15,269 | 14,172 | 13,477 |
| Total equity | 19,831 | 18,734 | 18,039 |
| Untaxed reserves | 581 | 592 | 565 |
| Provisions | 1,097 | 873 | 1,019 |
| Non-current liabilities | 9,573 | 10,177 | 11,443 |
| Current liabilities | 18,362 | 20,274 | 23,809 |
| Total equity and liabilities | 49,444 | 50,650 | 54,875 |
| Pledged assets | - | 5 | - |
| Contingent liabilities | 1,692 | 1,436 | 1,752 |

## Operations by business area yearly

| SEKm | 2008 | 2009 | 2010 | 2011 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Major Appliances Europe, Middle East and Africa |  |  |  |  |  |
| Net sales | 42,952 | 40,500 | 36,596 | 34,029 | 34,278 |
| Operating income | -303 | 1,912 | 2,297 | 709 | 1,105 |
| Margin, \% | -0.7 | 4.7 | 6.3 | 2.1 | 3.2 |
| Major Appliances North America |  |  |  |  |  |
| Net sales | 29,836 | 32,694 | 30,969 | 27,665 | 30,684 |
| Operating income | 85 | 1,299 | 1,442 | 250 | 1,452 |
| Margin, \% | 0.3 | 4.0 | 4.7 | 0.9 | 4.7 |
| Major Appliances Latin America |  |  |  |  |  |
| Net sales | 10,485 | 13,302 | 16,260 | 17,810 | 22,044 |
| Operating income | 645 | 809 | 951 | 820 | 1,590 |
| Margin, \% | 6.2 | 6.1 | 5.8 | 4.6 | 7.2 |
| Major Appliances Asia/Pacific |  |  |  |  |  |
| Net sales | 6,049 | 7,037 | 7,679 | 7,852 | 8,405 |
| Operating income | 93 | 378 | 793 | 736 | 746 |
| Margin, \% | 1.5 | 5.4 | 10.3 | 9.4 | 8.9 |
| Small Appliances |  |  |  |  |  |
| Net sales | 7,987 | 8,464 | 8,422 | 8,359 | 9,011 |
| Operating income | 764 | 763 | 802 | 543 | 461 |
| Margin, \% | 9.6 | 9.0 | 9.5 | 6.5 | 5.1 |
| Professional Products |  |  |  |  |  |
| Net sales | 7,427 | 7,129 | 6,389 | 5,882 | 5,571 |
| Operating income | 774 | 668 | 743 | 841 | 588 |
| Margin, \% | 10.4 | 9.4 | 11.6 | 14.3 | 10.6 |
| Other |  |  |  |  |  |
| Net sales | 56 | 6 | 11 | 1 | 1 |
| Operating income, common Group costs, etc. | -515 | -507 | -534 | -744 | -910 |
| Total Group, excluding items affecting comparability |  |  |  |  |  |
| Net sales | 104,792 | 109,132 | 106,326 | 101,598 | 109,994 |
| Operating income | 1,543 | 5,322 | 6,494 | 3,155 | 5,032 |
| Margin, \% | 1.5 | 4.9 | 6.1 | 3.1 | 4.6 |
| Items affecting comparability | -355 | -1,561 | -1,064 | -138 | -1,032 |
| Total Group, including items affecting comparability |  |  |  |  |  |
| Net sales | 104,792 | 109,132 | 106,326 | 101,598 | 109,994 |
| Operating income | 1,188 | 3,761 | 5,430 | 3,017 | 4,000 |
| Margin, \% | 1.1 | 3.4 | 5.1 | 3.0 | 3.6 |

## Five-year review

| SEKm unless otherwise stated | 2008 | 2009 | 2010 | 2011 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 104,792 | 109,132 | 106,326 | 101,598 | 109,994 |
| Organic growth, \% | -0.9 | -4.8 | 1.5 | 0.2 | 5.5 |
| Items affecting comparability | -355 | -1,561 | -1,064 | -138 | -1,032 |
| Operating income | 1,188 | 3,761 | 5,430 | 3,017 | 4,000 |
| Margin, \% | 1.1 | 3.4 | 5.1 | 3.0 | 3.6 |
| Income after financial items | 653 | 3,484 | 5,306 | 2,780 | 3,154 |
| Income for the period | 366 | 2,607 | 3,997 | 2,064 | 2,365 |
| Capital expenditure, property, plant and equipment | 3,158 | 2,223 | 3,221 | 3,163 | 4,090 |
| Operating cash flow | 2,875 | 6,603 | 4,587 | 2,745 | 4,779 |
| Earnings per share, SEK | 1.29 | 9.18 | 14.04 | 7.25 | 8.26 |
| Equity per share, SEK | 58 | 66 | 72 | 73 | 55 |
| Dividend per share, SEK | - | 4.00 | 6.50 | 6.50 | 6.50 |
| Capital-turnover rate, times/year | 5.1 | 5.6 | 5.4 | 4.6 | 4.1 |
| Return on net assets, \% | 5.8 | 19.4 | 27.8 | 13.7 | 14.8 |
| Return on equity, \% | 2.4 | 14.9 | 20.6 | 10.4 | 14.4 |
| Net debt | 4,556 | 665 | -709 | 6,367 | 10,164 |
| Net debt/equity ratio | 0.28 | 0.04 | -0.03 | 0.31 | 0.65 |
| Average number of shares excluding shares owned by |  |  |  |  |  |
| Electrolux, million | 283.1 | 284.0 | 284.6 | 284.7 | 285.9 |
| Average number of employees | 55,177 | 50,633 | 51,544 | 52,916 | 59,478 |
| Excluding items affecting comparability |  |  |  |  |  |
| Operating income | 1,543 | 5,322 | 6,494 | 3,155 | 5,032 |
| Margin, \% | 1.5 | 4.9 | 6.1 | 3.1 | 4.6 |
| Earnings per share, SEK | 2.32 | 13.56 | 16.65 | 7.55 | 11.4 |
| Capital-turnover rate, times/year | 4.9 | 5.4 | 5.1 | 4.3 | 3.9 |
| Return on net assets, \% | 7.2 | 26.2 | 31.0 | 13.5 | 17.9 |

## Financial goals over a business cycle

The financial goals set by Electrolux aim to strengthen the Group's leading, global position in the industry and assist in generating a healthy total yield for Electrolux shareholders. The objective is growth with consistent profitability. The key ratios exclude items affecting comparability.

Financial goals

- Operating margin of $>6 \%$
- Capital-turnover rate $>4$ times
- Return on net assets >20\%
- Average annual growth >4\%


## Definitions

## Capital indicators

## Annualized sales

In computation of key ratios where capital is related to net sales, the latter are annualized and converted at year-end-exchange rates and adjusted for acquired and divested operations.

## Net assets

Total assets exclusive of liquid funds, pension plan assets and interest-bearing financial receivables less operating liabilities, non-interest-bearing provisions and deferred tax liabilities.

## Working capital

Current assets exclusive of liquid funds and interest-bearing financial receivables less operating liabilities and non-interest-bearing provisions.

## Total borrowings

Total borrowings consist of interest-bearing liabilities, fair-value derivatives, accrued interest expenses and prepaid interest income, and trade receivables with recourse.

## Net debt

Total borrowings less liquid funds.

## Net debt/equity ratio

Net borrowings in relation to equity.

## Equity/assets ratio

Equity as a percentage of total assets less liquid funds.

## Other key ratios

Organic growth
Sales growth, adjusted for acquisitions, divestments and changes in exchange rates.

## Operating cash flow

Cash flow from operations and investments excluding financial items paid, taxes paid and acquisitions and divestment of operations.

## Earnings per share

Income for the period divided by the average number of shares after buy-backs.

## Operating margin

Operating income expressed as a percentage of net sales.

## Return on equity

Income for the period expressed as a percentage of average equity.

## Return on net assets

Operating income expressed as a percentage of average net assets.

## Capital-turnover rate

Net sales in relation to average net assets.

## President and CEO Keith McLoughlin's comments on the second-quarter results 2013

Today's press release is available on the Electrolux website http://www.electrolux.com/ir

## Telephone conference

A telephone conference is held at 13.00 CET on July 19, 2013. The conference is chaired by Keith McLoughlin, President and CEO of Electrolux. Mr. McLoughlin is accompanied by Tomas Eliasson, CFO, and Peter Nyquist, SVP Investor Relations and Financial Information.

A slide presentation on the second-quarter results of 2013 will be available on the Electrolux website http://www.electrolux.com/ir

Details for participation by telephone are as follows:
Participants in Sweden should call +46850556474
Participants in UK/Europe should call +44 2033645374
Participants in US should call +18557532230
You can also listen to the presentation at
http://www.electrolux.com/interim-report-webcast

## For further information

Peter Nyquist, Senior Vice President, Head of Investor Relations and Financial Information: +46 (0)8 7386003.

Financial information from Electrolux is available at http://www.electrolux.com/ir

## Calendar 2013

Financial reports 2013
Interim report January - September
October 25


[^0]:    For further information, please contact Peter Nyquist, Senior Vice President, Head of Investor Relations and Financial Information, at +4687386003.

[^1]:    The disclosure of this information in the interim report is a consequence of updated disclosure requirements in IAS 34 Interim Financial Reporting. The information was earlier provided yearly in the notes to the financial statements in the Annual Report.

