# Interim Report January – September 2014

Stockholm, October 20, 2014

| Highlights of the third quarter of 2014   | Read more |
|---|-----------|
| Net sales amounted to SEK 28,784m (27,258).   | 2         |
| • Sales increased by 5.6%, whereof currencies had a positive impact of 4.0%.        | 2         |
| Strong improvement in operating income for Major Appliances in Europe.              | 4         |
| Good performance in Latin America and Asia/Pacific in weak markets.                 | 5         |
| • Operating income amounted to SEK 1,392m (1,075), an improvement of 29%.           | 2         |
| Strong cash flow of SEK 1.6bn (1.0).  | 7         |
| • Income for the period was SEK 933m (656), and earnings per share SEK 3.26 (2.29). | 12        |

#### Financial overview

|                              | Nine months | Nine months |           |         |         |           |
|------------------------------|-------------|-------------|-----------|---------|---------|-----------|
| SEKm <sup>1)</sup>           | 2013        | 2014        | Change, % | Q3 2013 | Q3 2014 | Change, % |
| Net sales                    | 80,260      | 80,743      | 1         | 27,258  | 28,784  | 6         |
| Organic growth, %            | 4.9         | 0.7         |           | 4.9     | 1.6     |           |
| Operating income             | 2,832       | 3,308       | 17        | 1,075   | 1,392   | 29        |
| Margin, %                    | 3.5         | 4.1         |           | 3.9     | 4.8     |           |
| Income after financial items | 2,308       | 2,827       | 22        | 884     | 1,250   | 41        |
| Income for the period        | 1,720       | 2,193       | 28        | 656     | 933     | 42        |
| Earnings per share, SEK 2)   | 6.01        | 7.66        |           | 2.29    | 3.26    |           |
| Operating cash flow after    |             |             |           |         |         |           |
| investments <sup>3)</sup>    | 928         | 4,787       | 416       | 1,036   | 1,603   | 55        |

<sup>1)</sup> Figures are excluding items affecting comparability. There were no items affecting comparability in the third quarters of 2014 and 2013. Items affecting comparability amounted to SEK –1,122m (–82) for the first nine months of 2014, see page 12. Items affecting comparability includes costs for restructuring programs to make the Group's production competitive and other restructuring measures to reduce costs.

For earnings per share after dilution, see page 12.

For definitions, see page 24.

#### **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, airconditioners and small appliances such as vacuum cleaners, all sold under esteemed brands like Electrolux, AEG, Zanussi and Frigidaire. In 2013, Electrolux had sales of SEK 109 billion and about 61,000 employees. For more information, go to http://group.electrolux.com/



<sup>&</sup>lt;sup>2)</sup> Basic, based on an average of 286.3 (286.2) million shares for the third quarter, excluding shares held by Electrolux.

<sup>3)</sup> See page 7

### Market overview

#### Market overview

Demand growth in Europe slowed down somewhat in the third quarter, Western Europe increased by 1% while Eastern Europe declined by 4%. In total, the European market was unchanged. In the third quarter, market demand for core appliances in North America increased by approximately 8% year-over-year. Market demand in Australia is estimated to have declined.

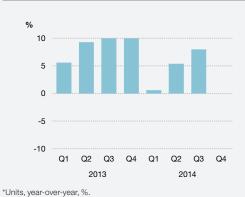
Demand in the growth markets Southeast Asia and China also declined.

Demand for appliances in Brazil stabilized, following the sharp decline in the second quarter. Most other Latin American markets declined.

#### Industry shipments of core appliances in Europe\*



#### Industry shipments of core appliances in the US\*



Sources: Europe: Gfk, North America: AHAM. For other markets there are no comprehensive market statistics.

## The third quarter in summary\*

- Sales increased by 5.6%, primarily due to higher sales in North America and Latin America. Currencies had a positive impact of 4.0%.
- Mix improvements across most business areas.
- Strong earnings recovery in EMEA.
- Good performance for Latin America, Asia/Pacific and Professional Products.
- Sales increased in North America but transition costs for new energy requirements and lower sales of air-conditioners impacted earnings.
- · Price increases and mix improvements offset the negative impact from currency movements.

|   | Nine months | Nine months |           |         |         |           |
|---|-------------|-------------|-----------|---------|---------|-----------|
| SEKm  | 2013        | 2014        | Change, % | Q3 2013 | Q3 2014 | Change, % |
| Net sales   | 80,260      | 80,743      | 0.6       | 27,258  | 28,784  | 5.6       |
| Change in net sales, %, whereof                           |             |             |           |         |         |           |
| Organic growth  | _           | _           | 0.7       | _       | _       | 1.6       |
| Changes in exchange rates                                 | _           | _           | -0.1      | _       | _       | 4.0       |
| Operating income  |             |             |           |         |         |           |
| Major Appliances Europe, Middle<br>East and Africa        | 120         | 825         | 588       | 111     | 484     | 336       |
| Major Appliances North America                            | 1,683       | 1,580       | -6        | 563     | 518     | -8        |
| Major Appliances Latin America                            | 755         | 601         | -20       | 243     | 242     | 0         |
| Major Appliances Asia/Pacific                             | 371         | 248         | -33       | 117     | 125     | 7         |
| Small Appliances  | 164         | 27          | -84       | 97      | 35      | -64       |
| Professional Products                                     | 338         | 482         | 43        | 167     | 184     | 10        |
| Other, common group costs, etc.                           | -599        | -455        | n.a       | -223    | -196    | n.a       |
| Operating income, excluding items affecting comparability | 2,832       | 3,308       | 17        | 1,075   | 1,392   | 29        |
| Margin, %   | 3.5         | 4.1         |           | 3.9     | 4.8     |           |
| Items affecting comparability                             | -82         | -1,122      |           | _       | _       |           |
| Operating income  | 2,750       | 2,186       | -21       | 1,075   | 1,392   | 29        |
| Margin, %   | 3.4         | 2.7         |           | 3.9     | 4.8     |           |

<sup>\*</sup> All comments are excluding items affecting comparability. For items affecting comparability, see page 12.

Net sales for the Electrolux Group increased by 5.6% in the third quarter of 2014, whereof changes in exchange rates had a positive impact of 4.0%. The increase was mainly attributable to sales growth in Latin America, North America and for Professional Products.

Operating income increased to SEK 1,392m (1,075), corresponding to a margin of 4.8% (3.9).

In Europe, operating income improved significantly. Lower operational costs, increased efficiency and mix improvements were the main contributors.

Results in North America were negatively impacted by costs related to the transition of products to comply with new energy requirements as well as lower sales of air-conditioners.

Latin America and Asia/Pacific showed good performance in weak markets as a result of cost cutting and price increases.

Operating income for Small Appliances declined, primarily due to lower sales volumes in North America and Latin America.

Professional Products reported continued improvements in sales and earnings.

#### Effects of changes in exchange rates

Exchange-rate movements had a negative impact of approximately SEK –120m on operating income year-over-year in the quarter. The negative currency impact in the third quarter is at a significantly lower level than in previous quarters. The negative impact in the quarter year-over-year refers mainly to a stronger US dollar against several local currencies in Latin America. Price increases and mix improvements mitigated the negative impact from currencies.

#### Financial net

Net financial items for the third quarter of 2014 amounted to SEK -142m (-191).

#### Income for the period

Income for the period amounted to SEK 933m (656), corresponding to SEK 3.26 (2.29) in earnings per share.

#### First nine months of 2014

Net sales for the Electrolux Group in the first nine months of 2014 amounted to SEK 80,743m (80,260). Net sales increased by 0.6%. Organic growth was 0.7%, while changes in exchange rates had a negative impact of -0.1%.

Operating income improved to SEK 3,308m (2,832), corresponding to a margin of 4.1% (3.5). Income for the period was SEK 2,193m (1,720), corresponding to SEK 7.66 (6.01) in earnings per share. For earnings per share including items affecting comparability, see page 12.

#### **Events during the third quarter of 2014**

#### August 27. Electrolux joins AllSeen Alliance to enable seamlessly connected appliances

Electrolux has joined the AllSeen Alliance, the broadest Internet of Everything open-source project, as a Premier Member. Membership in this collaborative initiative is a key enabler for Electrolux to help realize the promise of this technology and use connectivity to enhance the experience and end result of everyday tasks. For more information, visit http://group.electrolux.com

#### September 8. Electrolux to acquire GE Appliances

Electrolux has entered into an agreement to acquire the appliances business of General Electric ("GE Appliances"), one of the premier manufacturers of kitchen and laundry products in the United States, for a cash consideration of USD 3.3 billion. For more information, see page 9.

### September 11. Electrolux leads Household Durables in Dow Jones Sustainability Indices

Electrolux has been included in the prestigious Dow Jones Sustainability World Index (DJSI World) for 2014, and retained its position as Industry Leader in the Household Durables category for the eighth consecutive year. For more information, visit http:/group.electrolux.com

### September 12. Electrolux Ergorapido turns 10 and 10 million sold

In August, Electrolux produced the 10 millionth Ergorapido. Since its launch in 2004, this vacuum cleaner has been sold in more than 70 countries across all continents from Argentina to Yemen, making the Electrolux Ergorapido the most global battery stick cleaner available. For more information, visit http://group.electrolux.com

### September 25. Nomination Committee appointed for Electrolux AGM 2015

The members of the Nomination Committee have been appointed based on the ownership structure as of August 29, 2014, read more on page 10.

#### Events after the third quarter of 2014

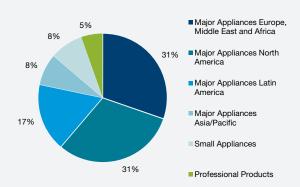
## October 7. Electrolux acquired BeefEater in Australia Electrolux acquired the Australian-based international barbecue

business BeefEater, as part of the strategy to grow in this market segment, see page 5.

#### October 20. Restructuring measures in Europe

The global manufacturing footprint program initiated in 2004 for increased competitiveness is now in its final stages. Consultations are initiated with employee representatives regarding the production in Mariestad, Sweden and Schwanden, Switzerland, see page 8.

#### Share of sales by business area in Q3 2014



#### Operating income and margin\*



\* Excluding items affecting comparability.

### Business areas

#### Major Appliances Europe, Middle East and Africa

In the third quarter of 2014, demand growth for core appliances in Europe slowed down. The overall market was unchanged year-over-year. Western Europe showed a slight recovery of 1%, while Eastern Europe declined by 4%. Demand increased in the UK, the Iberian countries, Switzerland and the Benelux countries, while the Nordics and Italy declined. The decline in Eastern Europe was primarily related to Russia and the Ukraine.

Organic sales declined in the third quarter year-over-year. This was primarily a result of lower sales volumes in Europe but also in the Middle East and Africa. Active product portfolio management but also weak markets, particularly in Eastern Europe, were the main factors for the decline in sales volumes. The strong focus by Electrolux on its most profitable product categories improved the product mix during the quarter.

Operating income improved significantly as a result of the ongoing structural actions to reduce overhead costs and enhance efficiency, as well as mix improvements. Higher sales of built-in kitchen products improved the mix during the quarter, while price pressure had a negative impact on operating income.

#### Operating income and margin



| Industry shipments of core appliances in Europe, units, year-over-year, % | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---|----------------|---------------------|---------------------|---------|---------|
| Western Europe  | -1             | -1                  | 2                   | -1      | 1       |
| Eastern Europe (excluding Turkey)   | 0              | 2                   | 0                   | 1       | -4      |
| Total Europe  | -1             | -1                  | 1                   | -1      | 0       |
| SEKm  |                |                     |                     |         |         |
| Net sales   | 33,436         | 24,155              | 24,713              | 8,520   | 8,741   |
| Organic growth, %   | -0.2           | -0.6                | -0.8                | -0.3    | -1.3    |
| Operating income  | 347            | 120                 | 825                 | 111     | 484     |
| Operating margin, %   | 1.0            | 0.5                 | 3.3                 | 1.3     | 5.5     |

#### **Major Appliances North America**

In the third quarter, market demand for core appliances in North America increased by 8% year-over-year. Market demand for major appliances, including microwave ovens and home comfort products, such as room air-conditioners, increased by 7% during the quarter.

Electrolux organic sales growth in North America was 5% during the third quarter. The improved product mix offset lower sales volumes and price pressure. Sales volumes continued to increase within several categories of core appliances, while sales volumes of room-air conditioners and freezers declined significantly. Sales volumes of freezers and refrigerators were impacted by the comprehensive transition of products as a result of new energy requirements in the US.

Operating income declined. Results in the quarter were impacted by costs related to the transition of products to comply with the new energy requirements as well as lower sales of air-conditioners. A continued strong focus on premium products improved the product mix, while marketing costs increased.

#### Operating income and margin



| Industry shipments of appliances in the US, units, year-<br>over-year, % | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|--|----------------|---------------------|---------------------|---------|---------|
| Core appliances  | 9              | 9                   | 5                   | 12      | 8       |
| Microwave ovens and home comfort products                                | -6             | -7                  | 4                   | -6      | 5       |
| Total Major Appliances   | 5              | 4                   | 5                   | 7       | 7       |
| SEKm   |                |                     |                     |         |         |
| Net sales  | 31,864         | 24,291              | 25,217              | 8,165   | 9,089   |
| Organic growth, %  | 7.6            | 7.6                 | 2.0                 | 8.0     | 5.0     |
| Operating income   | 2,136          | 1,683               | 1,580               | 563     | 518     |
| Operating margin, %  | 6.7            | 6.9                 | 6.3                 | 6.9     | 5.7     |

#### **Major Appliances Latin America**

In the third quarter of 2014, market demand for core appliances in Brazil remained soft, but improved year-over-year, after the sharp downturn in the second quarter. Demand in several other Latin American markets continued to weaken.

Latin America showed an organic sales growth of 8% in the quarter, year-over-year, mainly due to higher prices and increased sales volumes in Brazil. Sales volumes in several other Latin American markets declined due to continued weak market conditions.

Operating income was in line with the year-earlier-period. Measures have been taken to adjust the cost base to lower demand. Price increases largely offset continued currency headwinds and a high rate of inflation.

#### Operating income and margin



| SEKm                | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---------------------|----------------|---------------------|---------------------|---------|---------|
| Net sales           | 20,695         | 15,056              | 13,907              | 4,699   | 5,053   |
| Organic growth, %   | 6.1            | 8.6                 | 0.5                 | 1.6     | 7.8     |
| Operating income    | 979            | 755                 | 601                 | 243     | 242     |
| Operating margin, % | 4.7            | 5.0                 | 4.3                 | 5.2     | 4.8     |

#### Major Appliances Asia/Pacific

In the third quarter of 2014, market demand for major appliances declined in the major markets in the region. Demand declined in Australia and China and in several markets in Southeast Asia. Market demand grew in New Zealand.

Electrolux organic sales declined in the third quarter yearover-year, mainly due to lower sales volumes following weaker market demand. Sales volumes declined mainly in Australia but also to some extent in China, while volumes continued to show a positive trend in Southeast Asia. Price increases mitigated the decline in volumes to some extent.

Operating income increased as a result of an improved cost structure, higher prices and a better product mix. The country mix had a negative impact on operating income.

In late August, Electrolux acquired the Australian-based international barbecue business BeefEater, as part of the strategy to grow in this market segment. BeefEater Barbecues has annual sales of AUD 17 million, approximately SEK 110 million. The operation is consolidated in the Electrolux Group as of September 30, 2014, based on a preliminary purchase price allocation. Sales and income are included as of October.

#### Operating income and margin



| SEKm                | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---------------------|----------------|---------------------|---------------------|---------|---------|
| Net sales           | 8,653          | 6,496               | 6,491               | 2,321   | 2,342   |
| Organic growth, %   | 10.8           | 13.1                | 1.9                 | 20.2    | -4.4    |
| Operating income    | 467            | 371                 | 248                 | 117     | 125     |
| Operating margin, % | 5.4            | 5.7                 | 3.8                 | 5.0     | 5.3     |

#### **Small Appliances**

In the third quarter of 2014, market demand for vacuum cleaners in Europe and North America is estimated to have increased somewhat year-over-year.

Sales for the operations in Small Appliances declined mainly due to lower sales volumes. Lower sales of upright vacuum cleaners in the US and weak market conditions in Latin America impacted sales in the quarter. Sales of small domestic appliances continued to increase year-over-year and displayed good growth in several regions.

Operating income for the third quarter declined year-overyear, primarily as a result of lower volumes. In addition, negative currency development mainly related to Latin America and price pressure had an adverse impact on the results. This was offset to some extent by product mix improvements in all regions.

#### Operating income and margin



|                     |                | Nine months | Nine months |         |         |
|---------------------|----------------|-------------|-------------|---------|---------|
| SEKm                | Full year 2013 | 2013        | 2014        | Q3 2013 | Q3 2014 |
| Net sales           | 8,952          | 6,255       | 6,014       | 2,131   | 2,075   |
| Organic growth, %   | 4.4            | 4.3         | -3.4        | 5.6     | -5.5    |
| Operating income    | 391            | 164         | 27          | 97      | 35      |
| Operating margin, % | 4.4            | 2.6         | 0.4         | 4.6     | 1.7     |

#### **Professional Products**

Overall market demand for professional food-service and professional laundry equipment improved during the third quarter, year-over-year. Western Europe, where Electrolux holds a strong position, is estimated to have been slightly positive, but demand slowed in several markets. Demand in the US and emerging markets displayed growth year-over-year.

Electrolux showed a slight organic growth in the third quarter and the Group continued to gain market shares. Sales growth in Western Europe, which accounts for more than 60% of sales, was the main contributor to this development. Sales in growth markets continued to increase. This was primarily the result of the Group's strategic initiatives to grow in new markets and segments, as well as launches of new products.

Operating income and margin improved compared with the year-earlier period mainly as a result of higher sales volumes and an improved cost structure.

#### Operating income and margin



| SEKm                | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---------------------|----------------|---------------------|---------------------|---------|---------|
| Net sales           | 5,550          | 4,006               | 4,400               | 1,422   | 1,484   |
| Organic growth, %   | 1.7            | -1.3                | 7.1                 | 9.7     | 0.7     |
| Operating income    | 510            | 338                 | 482                 | 167     | 184     |
| Operating margin, % | 9.2            | 8.4                 | 11.0                | 11.7    | 12.4    |

### Cash flow

Operating cash flow after investments in the third quarter of 2014 improved significantly compared with the preceding year and amounted to SEK 1,603m (1,036). The improvement refers mainly to higher earnings and lower capital expenditure. Cash flow from working capital is normally weak in the third quarter reflecting the build up of inventories for the seasonally stronger fourth quarter.

Payments for the ongoing restructuring and cost-cutting programs amounted to SEK 240m in the quarter.

Cash flow for the first nine months far exceeded the level in the preceding year.

#### Operating cash flow after investments



|  |                | Nine months | Nine months |         |         |
|--|----------------|-------------|-------------|---------|---------|
| SEKm   | Full year 2013 | 2013        | 2014        | Q3 2013 | Q3 2014 |
| EBITDA <sup>1)</sup>                         | 7,616          | 5,573       | 6,186       | 2,036   | 2,366   |
| Change in operating assets and liabilities   | -675           | -1,512      | 919         | 168     | 122     |
| Operating cash flow                          | 6,941          | 4,061       | 7,105       | 2,204   | 2,488   |
| Investments in fixed assets <sup>2)</sup>    | -4,529         | -3,133      | -2,318      | -1,168  | -885    |
| Operating cash flow after investments        | 2,412          | 928         | 4,787       | 1,036   | 1,603   |
| Restructuring payments                       | -603           | -361        | -711        | -129    | -240    |
| Acquisitions and divestments of operations   | -205           | -202        | -68         | _       | -67     |
| Operating cash flow after structural changes | 1,604          | 365         | 4,008       | 907     | 1,296   |
| Financial items paid, net                    | -540           | -418        | -420        | -138    | -104    |
| Taxes paid                                   | -1,343         | -938        | -601        | -475    | -99     |
| Free cash flow <sup>3)</sup>                 | -279           | -991        | 2,987       | 294     | 1,093   |
| Dividend                                     | -1,860         | -1,860      | -1,861      | _       | _       |
| Total cash flow, excluding change in loans   |                |             |             |         |         |
| and short-term investments                   | -2,139         | -2,851      | 1,126       | 294     | 1,093   |

<sup>1)</sup> Operating income excluding items affecting comparability plus depreciation and amortization plus other non-cash items.

<sup>2)</sup> Investments excluding acquisitions and divestments of operations.

 $<sup>^{\</sup>rm 3)}$  Cash flow from operations and investments.

### Financial position

The financial net debt decreased by SEK 1,439m during the third quarter of 2014 as a result of the strong operating cash flow after investments. Net provision for post-employment benefits increased by SEK 146m. In total, net debt decreased by SEK 1,293m during the third quarter.

Long-term borrowings as of September 30, 2014, including long-term borrowings with maturities within 12 months, amounted to SEK 12,076m with average maturity of 2.8 years, compared to SEK 12,207m and 3.3 years at the end of 2013. During 2015, long-term borrowings in the amount of SEK 2,551m will mature.

Liquid funds as of September 30, 2014, amounted to SEK 8,257m (5,523), excluding short-term back-up facilities.

#### Net assets and working capital

Average net assets for the period amounted to SEK 24,933m (25,571). Net assets as of September 30, 2014, amounted to SEK 24,900m (26,800). Adjusted for items affecting comparability, i.e., restructuring provisions, average net assets amounted to SEK 27,697m (29,329), corresponding to 25.7% (27.4) of net sales

Working capital as of September 30, 2014, amounted to SEK –7,618m (–3,894), corresponding to –6.5% (–3.6) of annualized net sales. The return on net assets was 17.5% (13.3), and 23.9% (12.9), excluding items affecting comparability.

#### Net debt

| SEKm  | Dec. 31, 2013 | Sept. 30, 2013 | Sept. 30, 2014 |
|---|---------------|----------------|----------------|
| Borrowings                                  | 14,905        | 14,182         | 14,282         |
| Liquid funds <sup>1)</sup>                  | 7,232         | 5,523          | 8,257          |
| Financial net debt                          | 7,673         | 8,659          | 6,025          |
| Net provisions for post-employment benefits | 2,980         | 2,862          | 3,570          |
| Net debt                                    | 10,653        | 11,521         | 9,595          |
| Net debt/equity ratio                       | 0.74          | 0.75           | 0.63           |
| Equity                                      | 14,308        | 15,279         | 15,305         |
| Equity per share, SEK                       | 49.99         | 53.38          | 53.45          |
| Return on equity, %                         | 4.4           | 14.4           | 18.7           |
| Equity/assets ratio, %                      | 20.8          | 22.2           | 21.0           |
|   |               |                |                |

<sup>&</sup>lt;sup>1)</sup> Electrolux has two unused committed back-up facilities. One credit facility of SEK 3,400m maturing in 2017 and one EUR 500m multi-currency revolving credit facility, approximately SEK 4,570m, maturing in 2018.

### Structural changes

In 2013, Electrolux communicated actions to reduce annual costs by SEK 1.8bn for a charge of SEK 3.4bn. Cost savings will be achieved through manufacturing footprint restructuring as well as through overhead-cost reductions. These actions relate mainly to Major Appliances Europe, Middle East and Africa, but also to other business areas and Group Staff.

As of September 30, 2014, restructuring costs amounting to SEK 2.6bn of the SEK 3.4bn plan have been charged to operating income within items affecting comparability.

The global manufacturing footprint program initiated in 2004 for increased competitiveness is now in its final stages. Consultations are initiated with employee representatives regarding the production in Mariestad, Sweden, and Schwanden, Switzerland. These processes will include reviews of potential alterna-

tive solutions for the plants. The potential restructuring costs is expected to be well within the previously communicated total manufacturing footprint charge of SEK 3.4bn for the period 2012-2016. Decisions will be taken after the consultations.

When this program ends, Electrolux will eliminate the practice of "items affecting comparability" and take any potential future restructuring charges directly to earnings.

### Acquisition of GE Appliances

On September 8, 2014, Electrolux announced it has entered into an agreement to acquire the appliance business of General Electric ("GE Appliances"), one of the premier manufacturers of kitchen and laundry products in the United States, for a cash consideration of USD 3.3 billion. The acquisition enhances Electrolux position as a global player in home appliances, offering an unparalleled opportunity to invest in innovation and growth, which will benefit consumers, retailers, employees and shareholders.

#### **Highlights**

- Attractive strategic fit in North America.
- Significant synergies, primarily in sourcing and operations.
- Cash consideration of USD 3.3 billion.
- Transaction expected to be EPS accretive from year one.
- Financing is provided by a committed bridge facility and the transaction is not subject to any financing conditions. A rights issue corresponding to approximately 25% of the consideration is planned following completion of the acquisition.
- Completion of the acquisition is mainly subject to regulatory approvals.

#### Transaction rationale and synergies

The acquisition of GE Appliances is an important step for Electrolux towards realizing the Group's vision: to be the best appliance company in the world as measured by customers, employees and shareholders.

The scale and efficiencies from combining the businesses create a solid financial foundation from which to drive growth in the increasingly global and competitive appliance industry. The Electrolux Group will further strengthen its capacity to invest in innovation and growth. Electrolux has secured the right to the GE Appliances brands through a long term license agreement with GE

The transaction is expected to generate annual cost synergies of approximately USD 300 million. One-off implementation costs and capital expenditures are estimated to USD 300 million and USD 50-70 million, respectively. The largest parts of the synergies are expected in sourcing, operations, logistics and brands

#### Description of GE Appliances

GE Appliances is headquartered in Louisville, Kentucky, and generates more than 90% of its revenue in North America. GE Appliances' product portfolio includes refrigerators, freezers, cooking products, dishwashers, washers, dryers, air-conditioners, water-filtration systems and water heaters. Its revenue split by major product category is approximately 35% cooking, 25% refrigeration, 20% laundry, 10% dishwashers and 10% home comfort (A/C). The company operates its own distribution and logistics network and has nine well-invested manufacturing facilities with 12,000 employees.

The acquisition includes a 48.4% shareholding in the Mexican appliance company Mabe. For nearly 30 years, GE Appliances has had a joint venture with Mabe in Mexico where Mabe develops and manufactures portions of GE Appliances' product offering.

In 2013, GE Appliances had sales of USD 5.7 billion (SEK 37 billion) and an EBITDA of USD 390 million (SEK 2.5 billion) including share of income from Mabe.

#### Transaction terms and timing

Electrolux will acquire GE Appliances for a cash consideration of USD 3.3 billion. The deal is structured primarily as an asset transaction

Completion of the transaction is mainly subject to regulatory approvals. The acquisition is expected to close during 2015.

As is customary in the United States in certain types of transactions, Electrolux has agreed to pay a termination fee of USD 175 million in certain circumstances involving the failure to obtain regulatory approvals.

#### Proforma financials 2013, before synergies

|                           |            | GE Appliances<br>incl. 48.4% of |          |
|---------------------------|------------|---------------------------------|----------|
| USD billion <sup>1)</sup> | Electrolux | Mabe                            | Combined |
| Sales                     | 16.8       | 5.7                             | 22.5     |
| EBITDA                    | 1.1        | 0.4                             | 1.5      |
| EBITDA margin, %          | 6.8        | 6.8                             | 6.8      |

<sup>1)</sup> Figures in SEK have been converted to USD at an exchange rate of SEK/USD 6.515, the average exchange rate in 2013.

The above figures are for illustrative purposes and do not include any impact from synergies, implementation costs and amortization of surplus values resulting from the purchase-price allocation.

The effect of the transaction on Electrolux earnings per share is expected to be accretive from year one. The EBITDA multiple for the full year 2014 is expected to be in the range of 7.0-7.3x.

The transaction is expected to contribute positively to cash flow. The financial position of Electrolux, after completion of the planned rights issue, is expected to be consistent with a financial policy to retain an investment grade credit rating.

For more information on the rationale behind the acquisition, as well as financing, please read the full press release and listen to the investor and press telephone conference held on September 8 at http://www.electrolux.com/ir

### Other items

#### Nomination Committee for Electrolux Annual General Meeting 2015

In accordance with decision by the Annual General Meeting, Electrolux Nomination Committee shall consist of six members. The members should be one representative of each of the four largest shareholders in terms of voting rights that wish to participate in the committee, together with the Chairman of the Electrolux Board and one additional Board member.

The members of the Nomination Committee have been appointed based on the ownership structure as of August 29, 2014. Börje Ekholm, Investor AB, is the Chairman of the committee. The other owner representatives are Kaj Thorén, Alecta, Mathias Leijon, Nordea Investment Funds, and Marianne Nilsson, Swedbank Robur funds. The committee will also include Ronnie Leten and Torben Ballegaard Sørensen, Chairman and Director, respectively, of Electrolux.

The Nomination Committee will prepare proposals for the Annual General Meeting in 2015 regarding Chairman of the Annual General Meeting, Board members, Chairman of the Board, remuneration for Board members and, to the extent deemed necessary, proposal regarding amendments of the current instruction for the Nomination Committee.

Electrolux Annual General Meeting 2015 will be held on March 26 at The Brewery Conference Centre (Münchenbryggeriet), situated at Torkel Knutssonsgatan 2 in Stockholm, Sweden.

Shareholders who wish to submit proposals to the Nomination Committee should send an email to nominationcommittee@ electrolux.com

#### Asbestos litigation in the US

Litigation and claims related to asbestos are pending against the Group in the US. Almost all of the cases refer to externally supplied components used in industrial products manufactured by discontinued operations prior to the early 1970s. The cases involve plaintiffs who have made substantially identical allegations against other defendants who are not part of the Electrolux Group.

As of September 30, 2014, the Group had a total of 3,174 (2,953) cases pending, representing approximately 3,242 (approximately 3,013) plaintiffs. During the third quarter of 2014, 336 new cases with 336 plaintiffs were filed and 128 pending cases with approximately 128 plaintiffs were resolved.

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 2013 Annual Report on page 76. 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 2013, www.electrolux.com/annualreport2013

#### Press releases 2014

| January 22  | Electrolux named Industry Leader in RobecoSAM annual rating                |
|-------------|--|
| January 31  | Consolidated results 2013 and CEO Keith McLoughlin's comments              |
| February 21 | Notice convening the Annual General Meeting of AB Electrolux               |
| February 21 | Changes to the Board of AB Electrolux                                      |
| February 21 | Electrolux Annual Report 2013 is published                                 |
| March 6     | Electrolux Capital Markets Day in Charlotte,<br>USA, November 20, 2014     |
| March 26    | Electrolux unveils new climate impact target in 2013 Sustainability Report |
| March 27    | Bulletin from AB Electrolux Annual General<br>Meeting 2014                 |
| April 25    | Interim Report January-March 2014 and CEO<br>Keith McLoughlin's comments   |

| May 7        | Electrolux Design Lab Top 100+ are online                                    |
|--------------|--|
| May 28       | Electrolux issues Bond Loan  |
| July 18      | Interim Report January-June 2014 and CEO Keith McLoughlin's comments         |
| August 27    | Electrolux joins AllSeen Alliance to enable seamlessly connected appliances  |
| September 8  | Electrolux to acquire GE Appliances  |
| September 11 | Electrolux leads Household Durables in Dow<br>Jones Sustainability Indices   |
| September 12 | Electrolux Ergorapido turns 10 and 10 million sold                           |
| September 25 | Nomination Committee appointed for<br>Electrolux Annual General Meeting 2015 |
| October 7    | Electrolux acquires Australian BBQ business                                  |

### 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.

Net sales for the Parent Company AB Electrolux for the first nine months 2014 amounted to SEK 21,053m (20,957) of which SEK 16,919m (17,079) referred to sales to Group companies and SEK 4,134m (3,878) to external customers. Income after financial items was SEK 142m (364), including dividends from subsidiaries in the amount of SEK 813m (1,703). Income for the period amounted to SEK 376m (443).

Capital expenditure in tangible and intangible assets was SEK 179m (338). Liquid funds at the end of the period amounted to SEK 3,257m, as against SEK 2,795m at the start of the year.

Undistributed earnings in the Parent Company at the end of the period amounted to SEK 11,145m, as against SEK 12,531m at the start of the year. Dividend payment to shareholders for 2013 amounted to SEK 1,861m.

The income statement and balance sheet for the Parent Company are presented on page 21.

Stockholm, October 20, 2014

Keith McLoughlin President and CEO

#### Report of Review of Interim Financial Information report

#### Introduction

We have reviewed the condensed interim financial information (interim report) of AB Electrolux (publ) as of 30 September 2014 and the nine-month period then ended. The board of directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our

#### Scope of Review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm, October 20, 2014

PricewaterhouseCoopers AB

Anders Lundin Authorized Public Accountant Lead partner

Anna Rosendal Authorized Public Accountant

#### 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 2013.

### Consolidated income statement

| SEKm  | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---|----------------|---------------------|---------------------|---------|---------|
| Net sales   | 109,151        | 80.260              | 80,743              | 27,258  | 28,784  |
| Cost of goods sold  | -87,892        | -64,705             | -65,130             | -21,974 | -23,109 |
| Gross operating income <sup>1)</sup>                                  | 21,259         | 15,555              | 15,613              | 5,284   | 5,675   |
| Selling expenses  | -11,564        | -8,415              | -8,460              | -2,761  | -2,919  |
| Administrative expenses   | -5,646         | -4,296              | -3,891              | -1,439  | -1,352  |
| Other operating income/expenses                                       | 6              | -12                 | 46                  | -9      | -12     |
| Items affecting comparability   | -2,475         | -82                 | -1,122              | _       | _       |
| Operating income  | 1,580          | 2,750               | 2,186               | 1,075   | 1,392   |
| Margin, %   | 1.4            | 3.4                 | 2.7                 | 3.9     | 4.8     |
| Financial items, net  | -676           | -524                | -481                | -191    | -142    |
| Income after financial items  | 904            | 2,226               | 1,705               | 884     | 1,250   |
| Margin, %   | 0.8            | 2.8                 | 2.1                 | 3.2     | 4.3     |
| Taxes   | -232           | -567                | -433                | -228    | -317    |
| Income for the period   | 672            | 1,659               | 1,272               | 656     | 933     |
| Items that will not be reclassified to income for the period:         |                |                     |                     |         |         |
| Remeasurement of provisions for post-employment benefits              | 1,851          | 1,669               | -544                | 16      | -154    |
| Income tax relating to items that will not be reclassified            | -636           | -476                | 465                 | -66     | 431     |
|   | 1,215          | 1,193               | -79                 | -50     | 277     |
| Items that may be reclassified subsequently to income for the period: |                |                     |                     |         |         |
| Available for sale instruments  | -69            | -68                 | 19                  | -54     | -4      |
| Cash flow hedges  | 41             | -51                 | 4                   | -133    | 92      |
| Exchange-rate differences on translation of foreign operations        | -1,518         | -1,409              | 1,561               | -1,123  | 837     |
| Income tax relating to items that may be reclassified                 | 29             | 33                  | _                   | 42      | -19     |
|   | -1,517         | -1,495              | 1,584               | -1,268  | 906     |
| Other comprehensive income, net of tax                                | -302           | -302                | 1,505               | -1,318  | 1,183   |
| Total comprehensive income for the period                             | 370            | 1,357               | 2,777               | -662    | 2,116   |
| Income for the period attributable to:                                |                |                     |                     |         |         |
| Equity holders of the Parent Company                                  | 671            | 1,658               | 1,272               | 655     | 933     |
| Non-controlling interests   | 1              | 1                   | _                   | 1       | _       |
| Total   | 672            | 1,659               | 1,272               | 656     | 933     |
| Total comprehensive income for the period attributable to:            |                |                     |                     |         |         |
| Equity holders of the Parent Company                                  | 374            | 1,360               | 2,778               | -659    | 2,116   |
| Non-controlling interests   | -4             | -3                  | -1                  | -3      | _       |
| Total   | 370            | 1,357               | 2,777               | -662    | 2,116   |
| Earnings per share, SEK   | 2.35           | 5.79                | 4.44                | 2.29    | 3.26    |
| Diluted, SEK  | 2.34           | 5.77                | 4.42                | 2.28    | 3.24    |
| Number of shares after buy-backs, million                             | 286.2          | 286.2               | 286.3               | 286.2   | 286.3   |
| Average number of shares after buy-backs, million                     | 286.2          | 286.2               | 286.3               | 286.2   | 286.3   |
| Diluted, million  | 287.3          | 287.0               | 288.1               | 287.0   | 288.5   |

<sup>&</sup>lt;sup>1)</sup> As of 2014, selling and administrative costs in the factories are included in cost of goods sold. This reporting change reduces the reported gross operating income annually by approximately SEK 450m with the corresponding reductions in the line items selling and administrative expenses. The change in calculation has no impact on operating income and previous periods have not been restated.

## Items affecting comparability

| SEKm                                     | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|--|----------------|---------------------|---------------------|---------|---------|
| Restructuring provisions and write-downs |                |                     |                     |         |         |
| Manufacturing footprint restructuring    | -594           | -82                 | -923                | _       | _       |
| Program for reduction of overhead costs  | -975           | _                   | -199                | _       | _       |
| Impairment of ERP system                 | -906           | _                   | _                   | _       | _       |
| Total                                    | -2,475         | -82                 | -1,122              | _       | _       |

## Consolidated balance sheet

| SEKm  | Dec. 31, 2013 | Sept 30, 2013 | Sept 30, 2014 |
|---|---------------|---------------|---------------|
| Assets  |               |               |               |
| Property, plant and equipment                               | 17,264        | 16,672        | 17,844        |
| Goodwill  | 4,875         | 5,006         | 5,103         |
| Other intangible assets                                     | 4,011         | 5,013         | 3,806         |
| Investments in associates                                   | 221           | 220           | 224           |
| Deferred tax assets   | 4,385         | 3,890         | 4,908         |
| Financial assets  | 279           | 275           | 308           |
| Pension plan assets   | 445           | 335           | 522           |
| Other non-current assets                                    | 752           | 697           | 1,040         |
| Total non-current assets                                    | 32,232        | 32,108        | 33,755        |
| Inventories   | 12,154        | 13,477        | 15,463        |
| Trade receivables   | 19,441        | 18,505        | 18,529        |
| Tax assets  | 746           | 606           | 564           |
| Derivatives   | 268           | 152           | 298           |
| Other current assets  | 4,405         | 4,267         | 4,824         |
| Short-term investments                                      | 148           | 156           | 99            |
| Cash and cash equivalents                                   | 6,607         | 4,971         | 7,616         |
| Total current assets  | 43,769        | 42,134        | 47,393        |
| Total assets  | 76,001        | 74,242        | 81,148        |
|   | ,             |               | •             |
| 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  | -2,658        | -2,635        | -1,072        |
| Retained earnings   | 12,482        | 13,429        | 11,896        |
| Total equity  | 14,274        | 15,244        | 15,274        |
| Non-controlling interests                                   | 34            | 35            | 31            |
| Total equity  | 14,308        | 15,279        | 15,305        |
| Long-term borrowings  | 11,935        | 11,859        | 9,524         |
| Deferred tax liabilities                                    | 1,026         | 1,079         | 715           |
| Provisions for post-employment benefits                     | 3,425         | 3,197         | 4,092         |
| Other provisions  | 4,522         | 3,991         | 5,213         |
| Total non-current liabilities                               | 20,908        | 20,126        | 19,544        |
| Accounts payable  | 20,607        | 20,692        | 24,198        |
| Tax liabilities   | 1,331         | 1,239         | 1,180         |
| Short-term liabilities                                      | 12,886        | 12,346        | 13,085        |
| Short-term borrowings                                       | 2,733         | 2,036         | 4,600         |
| Derivatives   | 194           | 280           | 104           |
| Other provisions  | 3,034         | 2,244         | 3,132         |
| Total current liabilities                                   | 40,785        | 38,837        | 46,299        |
| Total equity and liabilities                                | 76,001        | 74,242        | 81,148        |
|   | . 5,501       | ,             | 5.,.10        |
| Contingent liabilities                                      | 1,458         | 1,619         | 2,974         |
|   | ., 100        | 1,010         | -,017         |

# Change in consolidated equity

| SEKm                                      | Dec. 31, 2013 | Sept 30, 2013 | Sept 30, 2014 |
|---|---------------|---------------|---------------|
| Opening balance                           | 15,726        | 15,726        | 14,308        |
| Total comprehensive income for the period | 370           | 1,357         | 2,777         |
| Share-based payment                       | 77            | 58            | 82            |
| Dividend                                  | -1,860        | -1,860        | -1,861        |
| Acquisition of operations                 | -5            | -2            | -1            |
| Total transactions with equity holders    | -1,788        | -1,804        | -1,780        |
| Closing balance                           | 14,308        | 15,279        | 15,305        |

## Consolidated cash flow statement

| SEKm  | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---|----------------|---------------------|---------------------|---------|---------|
| Operations  |                |                     |                     |         |         |
| Operating income  | 1,580          | 2,750               | 2,186               | 1,075   | 1,392   |
| Depreciation and amortization   | 3,356          | 2,480               | 2,728               | 849     | 947     |
| Restructuring provisions  | 1,855          | -286                | 411                 | -129    | -240    |
| Other non-cash items  | 222            | 268                 | 150                 | 112     | 27      |
| Financial items paid, net   | -540           | -418                | -420                | -138    | -104    |
| Taxes paid  | -1,343         | -938                | -601                | -475    | -99     |
| Cash flow from operations, excluding change in operating assets and liabilities | 5,130          | 3,856               | 4,454               | 1,294   | 1,923   |
| Change in operating assets and liabilities                                      |                |                     |                     |         |         |
| Change in operating assets and nabilities  Change in inventories                | 165            | -1,141              | -2,449              | -15     | -573    |
| Change in trade receivables   | -1,932         | -1,141<br>-958      | 1,916               | 67      | -735    |
| Change in accounts payable  | 609            | 826                 | 2.303               | -173    | 993     |
| Change in other operating assets, liabilities and provi-                        | 009            | 020                 | 2,300               | -173    | 990     |
| sions   | 483            | -239                | -851                | 289     | 437     |
| Cash flow from change in operating assets and liabilities                       | -675           | -1,512              | 919                 | 168     | 122     |
| Cash flow from operations   | 4,455          | 2,344               | 5,373               | 1,462   | 2,045   |
| Investments   |                |                     |                     |         |         |
| Acquisition of operations <sup>1)</sup>   | -205           | -202                | -68                 | _       | -67     |
| Capital expenditure in property, plant and equipment                            | -3,535         | -2,346              | -1,854              | -845    | -734    |
| Capital expenditure in product development                                      | -442           | -347                | -267                | -114    | -114    |
| Capital expenditure in software   | -514           | -453                | -199                | -170    | -49     |
| Other <sup>2)</sup>   | -38            | 13                  | 2                   | -39     | 12      |
| Cash flow from investments  | -4,734         | -3,335              | -2,386              | -1,168  | -952    |
| Cash flow from operations and investments                                       | -279           | -991                | 2,987               | 294     | 1,093   |
| Financing   |                |                     |                     |         |         |
| Change in short-term investments  | -25            | -34                 | 49                  | -32     | -21     |
| Change in short-term borrowings   | 1.151          | 86                  | -82                 | -553    | -50     |
| New long-term borrowings  | 3,039          | 3,039               | 1,022               | 14      | 16      |
| Amortization of long-term borrowings  | -1,851         | -1,846              | -1,249              | -1,005  | -5      |
| Dividend  | -1,860         | -1,860              | -1,861              | _       | _       |
| Cash flow from financing  | 454            | -615                | -2,121              | -1,576  | -60     |
| Total cash flow   | 175            | -1,606              | 866                 | -1,282  | 1,033   |
| Cash and cash equivalents at beginning of                                       |                |                     |                     |         |         |
| period  Exchange-rate differences referring to cash and                         | 6,835          | 6,835               | 6,607               | 6,427   | 6,522   |
| cash equivalents  | -403           | -258                | 143                 | -174    | 61      |
| Cash and cash equivalents at end of period                                      | 6,607          | 4,971               | 7,616               | 4,971   | 7,616   |

<sup>1)</sup> Includes the purchase and subsequent divestment of the Electrolux head-office building in 2013. Electrolux remaining investment in the real estate company is SEK 200m.

 $<sup>^{2)}</sup>$  Includes grants related to investments of SEK 222m for the full year of 2013.

# Key ratios

| OFF control of the control of   | E II 0010      | Nine months | Nine months<br>2014 | 00.0040 | 00.0044 |
|---|----------------|-------------|---------------------|---------|---------|
| SEKm unless otherwise stated  | Full year 2013 | 2013        |                     | Q3 2013 | Q3 2014 |
| Net sales   | 109,151        | 80,260      | 80,743              | 27,258  | 28,784  |
| Organic growth, %   | 4.5            | 4.9         | 0.7                 | 4.9     | 1.6     |
| Items affecting comparability   | -2,475         | -82         | -1,122              |         |         |
| Operating income  | 1,580          | 2,750       | 2,186               | 1,075   | 1,392   |
| Margin, %   | 1.4            | 3.4         | 2.7                 | 3.9     | 4.8     |
| Income after financial items  | 904            | 2,226       | 1,705               | 884     | 1,250   |
| Income for the period   | 672            | 1,659       | 1,272               | 656     | 933     |
| Capital expenditure, property, plant and equipment                        | -3,535         | -2,346      | -1,854              | -845    | -734    |
| Operating cash flow after investments                                     | 2,412          | 928         | 4,787               | 1,036   | 1,603   |
| Earnings per share, SEK1)   | 2.35           | 5.79        | 4.44                | 2.29    | 3.26    |
| Equity per share, SEK   | 49.99          | 53.38       | 53.45               | 53.38   | 53.45   |
| Capital-turnover rate, times/year   | 4.0            | 3.9         | 6.5                 | _       | _       |
| Return on net assets, %   | 5.8            | 13.3        | 17.5                | _       | _       |
| Return on equity, %   | 4.4            | 14.4        | 18.7                | _       | _       |
| Net debt  | 10,653         | 11,521      | 9,595               | 11,521  | 9,595   |
| Net debt/equity ratio   | 0.74           | 0.75        | 0.63                | _       | _       |
| Average number of shares excluding shares owned by<br>Electrolux, million | 286.2          | 286.2       | 286.3               | 286.2   | 286.3   |
| Average number of employees   | 60.754         | 60.747      | 59,839              | 60,834  | 58,343  |
| /werage number of employees   | 00,704         | 00.141      | 00,000              | 00,004  | 00,040  |
| Excluding items affecting comparability                                   |                |             |                     |         |         |
| Operating income  | 4,055          | 2,832       | 3,308               | 1,075   | 1,392   |
| Margin, %   | 3.7            | 3.5         | 4.1                 | 3.9     | 4.8     |
| Earnings per share, SEK1)   | 9.81           | 6.01        | 7.66                | 2.29    | 3.26    |
| Capital-turnover rate, times/year   | 3.8            | 3.6         | 5.8                 | _       | _       |
| Return on net assets, %   | 14.3           | 12.9        | 23.9                | _       | _       |

 $<sup>^{1)}\</sup>mbox{Basic, based on average number of shares, excluding shares owned by Electrolux.$ 

## Shares

| Number of shares  | Outstanding<br>A-shares | Outstanding<br>B-shares | Outstanding shares, total | Shares held<br>by Electrolux | Shares held<br>by other<br>shareholders |
|---|-------------------------|-------------------------|---------------------------|------------------------------|---|
| Number of shares as of January 1, 2014                                    | 8,192,539               | 300,727,769             | 308,920,308               | 22,708,321                   | 286,211,987                             |
| Conversion of A-shares into B-shares                                      | _                       | _                       | _                         | _                            | _                                       |
| Sale of shares  | _                       | _                       | _                         | _                            | _                                       |
| Shares allotted to senior managers under the Performance<br>Share Program | _                       | _                       | _                         | -108,437                     | 108,437                                 |
| Number of shares as of September 30, 2014                                 | 8,192,539               | 300,727,769             | 308,920,308               | 22,599,884                   | 286,320,424                             |
| As % of total number of shares  |                         |                         |                           | 7.3%                         |   |

# Exchange rates

| SEK                | Dec. 31, 2013 | Sept 30, 2013 | Sept 30, 2014 |
|--------------------|---------------|---------------|---------------|
| AUD, average       | 6.29          | 6.40          | 6.11          |
| AUD, end of period | 5.75          | 5.99          | 6.33          |
| BRL, average       | 3.03          | 3.08          | 2.91          |
| BRL, end of period | 2.76          | 2.88          | 2.96          |
| CAD, average       | 6.32          | 6.38          | 6.12          |
| CAD, end of period | 6.04          | 6.23          | 6.49          |
| EUR, average       | 8.67          | 8.61          | 9.04          |
| EUR, end of period | 8.91          | 8.66          | 9.14          |
| GBP, average       | 10.23         | 10.12         | 11.15         |
| GBP, end of period | 10.67         | 10.36         | 11.75         |
| HUF, average       | 0.0292        | 0.0290        | 0.0293        |
| HUF, end of period | 0.0300        | 0.0291        | 0.0295        |
| USD, average       | 6.52          | 6.53          | 6.70          |
| USD, end of period | 6.47          | 6.41          | 7.25          |

For definitions, see page 24.

## Net sales by business area

| SEKm  | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|---|----------------|---------------------|---------------------|---------|---------|
|   | 33.436         | 24.155              | 24.713              | 8.520   | 8,741   |
| Major Appliances Europe, Middle East and Africa | 33,430         | 24,100              | 24,713              | 6,320   | 0,741   |
| Major Appliances North America                  | 31,864         | 24,291              | 25,217              | 8,165   | 9,089   |
| Major Appliances Latin America                  | 20,695         | 15,056              | 13,907              | 4,699   | 5,053   |
| Major Appliances Asia/Pacific                   | 8,653          | 6,496               | 6,491               | 2,321   | 2,342   |
| Small Appliances                                | 8,952          | 6,255               | 6,014               | 2,131   | 2,075   |
| Professional Products                           | 5,550          | 4,006               | 4,400               | 1,422   | 1,484   |
| Other   | 1              | 1                   | 1                   | _       | _       |
| Total   | 109,151        | 80,260              | 80,743              | 27,258  | 28,784  |

## Operating income by business area

|   |                | Nine months | Nine months |         |         |
|---|----------------|-------------|-------------|---------|---------|
| SEKm  | Full year 2013 | 2013        | 2014        | Q3 2013 | Q3 2014 |
| Major Appliances Europe, Middle East and Africa | 347            | 120         | 825         | 111     | 484     |
| Margin, %                                       | 1.0            | 0.5         | 3.3         | 1.3     | 5.5     |
| Major Appliances North America                  | 2,136          | 1,683       | 1,580       | 563     | 518     |
| Margin, %                                       | 6.7            | 6.9         | 6.3         | 6.9     | 5.7     |
| Major Appliances Latin America                  | 979            | 755         | 601         | 243     | 242     |
| Margin, %                                       | 4.7            | 5.0         | 4.3         | 5.2     | 4.8     |
| Major Appliances Asia/Pacific                   | 467            | 371         | 248         | 117     | 125     |
| Margin, %                                       | 5.4            | 5.7         | 3.8         | 5.0     | 5.3     |
| Small Appliances                                | 391            | 164         | 27          | 97      | 35      |
| Margin, %                                       | 4.4            | 2.6         | 0.4         | 4.6     | 1.7     |
| Professional Products                           | 510            | 338         | 482         | 167     | 184     |
| Margin, %                                       | 9.2            | 8.4         | 11.0        | 11.7    | 12.4    |
| Common group costs, etc.                        | -775           | -599        | -455        | -223    | -196    |
| Total Group, excluding items affecting          |                |             |             |         |         |
| comparability                                   | 4,055          | 2,832       | 3,308       | 1,075   | 1,392   |
| Margin, %                                       | 3.7            | 3.5         | 4.1         | 3.9     | 4.8     |
| Items affecting comparability                   | -2,475         | -82         | -1,122      | _       |         |
| Operating income                                | 1,580          | 2,750       | 2,186       | 1,075   | 1,392   |
| Margin, %                                       | 1.4            | 3.4         | 2.7         | 3.9     | 4.8     |

## Change in net sales by business area

| Year-over-year, %                               | Nine months<br>2014 | Nine months 2014<br>in local<br>currencies | Q3 2014 | Q3 2014<br>in local<br>currencies |
|---|---------------------|--|---------|-----------------------------------|
| Major Appliances Europe, Middle East and Africa | 2.3                 | -0.8                                       | 2.6     | -1.3                              |
| Major Appliances North America                  | 3.8                 | 2.0  | 11.3    | 5.0                               |
| Major Appliances Latin America                  | -7.6                | 0.5  | 7.5     | 7.8                               |
| Major Appliances Asia/Pacific                   | -0.1                | 1.9  | 0.9     | -4.4                              |
| Small Appliances                                | -3.9                | -3.4                                       | -2.6    | -5.5                              |
| Professional Products                           | 9.8                 | 7.1  | 4.4     | 0.7                               |
| Total change                                    | 0.6                 | 0.7  | 5.6     | 1.6                               |

## Change in operating income by business area

| Year-over-year, %                                     | Nine months<br>2014 | Nine months 2014<br>in local<br>currencies | Q3 2014 | Q3 2014<br>in local<br>currencies |
|---|---------------------|--|---------|-----------------------------------|
| Major Appliances Europe, Middle East and Africa       | 587.5               | 585.5                                      | 336.0   | 316.9                             |
| Major Appliances North America                        | -6.1                | -7.6                                       | -8.0    | -12.7                             |
| Major Appliances Latin America                        | -20.4               | -11.4                                      | -0.4    | 6.1                               |
| Major Appliances Asia/Pacific                         | -33.2               | -29.3                                      | 6.8     | 3.8                               |
| Small Appliances                                      | -83.5               | -82.6                                      | -63.9   | -68.1                             |
| Professional Products                                 | 42.6                | 40.8                                       | 10.2    | 8.3                               |
| Total change, excluding items affecting comparability | 16.8                | 18.1                                       | 29.5    | 25.7                              |

## Working capital and net assets

| SEKm  | Dec. 31,<br>2013 | % of annualized net sales | Sept 30,<br>2013 | % of annualized net sales | Sept 30, 2014 | % of annualized net sales |
|---|------------------|---------------------------|------------------|---------------------------|---------------|---------------------------|
| Inventories   | 12,154           | 10.6                      | 13,477           | 12.5                      | 15,463        | 13.2                      |
| Trade receivables   | 19,441           | 17.0                      | 18,505           | 17.2                      | 18,529        | 15.9                      |
| Accounts payable  | -20,607          | -18.0                     | -20,692          | -19.2                     | -24,198       | -20.7                     |
| Provisions  | -7,556           |                           | -6,235           |                           | -8,345        |                           |
| Prepaid and accrued income and expenses                     | -7,933           |                           | -7,808           |                           | -7,930        |                           |
| Taxes and other assets and liabilities                      | -1,299           |                           | -1,141           |                           | -1,137        |                           |
| Working capital   | -5,800           | -5.1                      | -3,894           | -3.6                      | -7,618        | -6.5                      |
| Property, plant and equipment                               | 17,264           |                           | 16,672           |                           | 17,844        |                           |
| Goodwill  | 4,875            |                           | 5,006            |                           | 5,103         |                           |
| Other non-current assets                                    | 5,263            |                           | 6,205            |                           | 5,378         |                           |
| Deferred tax assets and liabilities                         | 3,359            |                           | 2,811            |                           | 4,193         |                           |
| Net assets  | 24,961           | 21.8                      | 26,800           | 24.9                      | 24,900        | 21.3                      |
| Average net assets  | 27,148           | 24.9                      | 27,571           | 25.8                      | 24,933        | 23.2                      |
| Average net assets, excluding items affecting comparability | 28,915           | 26.5                      | 29,329           | 27.4                      | 27,697        | 25.7                      |

## Net assets by business area

|   |                  | Assets           |                  |                  | Equity and liabilities |                  |                  | Net assets       |                  |  |
|---|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|------------------|------------------|--|
| SEKm  | Dec. 31,<br>2013 | Sept 30,<br>2013 | Sept 30,<br>2014 | Dec. 31,<br>2013 | Sept 30,<br>2013       | Sept 30,<br>2014 | Dec. 31,<br>2013 | Sept 30,<br>2013 | Sept 30,<br>2014 |  |
| Major Appliances Europe, Middle East and Africa | 22,936           | 22,856           | 22,688           | 14,408           | 13,689                 | 14,861           | 8,528            | 9,167            | 7,827            |  |
| Major Appliances North America                  | 12,886           | 13,139           | 16,239           | 7,606            | 8,742                  | 10,758           | 5,280            | 4,397            | 5,481            |  |
| Major Appliances Latin America                  | 12,875           | 13,015           | 13,171           | 6,321            | 6,054                  | 6,687            | 6,554            | 6,961            | 6,484            |  |
| Major Appliances Asia/Pacific                   | 4,866            | 4,925            | 5,468            | 2,852            | 2,922                  | 3,060            | 2,014            | 2,003            | 2,408            |  |
| Small Appliances                                | 4,756            | 4,713            | 4,793            | 3,202            | 2,851                  | 3,059            | 1,554            | 1,862            | 1,734            |  |
| Professional Products                           | 2,720            | 2,692            | 2,915            | 1,760            | 1,786                  | 1,974            | 960              | 906              | 941              |  |
| Other <sup>1)</sup>                             | 7,285            | 7,044            | 7,095            | 7,214            | 5,540                  | 7,070            | 71               | 1,504            | 25               |  |
| Total operating assets and liabilities          | 68,324           | 68,384           | 72,369           | 43,363           | 41,584                 | 47,469           | 24,961           | 26,800           | 24,900           |  |
| Liquid funds                                    | 7,232            | 5,523            | 8,257            | _                | _                      | _                | _                | _                | _                |  |
| Interest-bearing receivables                    | _                | _                | _                | _                | _                      | _                | _                | _                | _                |  |
| Interest-bearing liabilities                    | _                | _                | _                | 14,905           | 14,182                 | 14,282           | _                | _                | _                |  |
| Pension assets and liabilities                  | 445              | 335              | 522              | 3,425            | 3,197                  | 4,092            | _                | _                | _                |  |
| Dividend payable                                | _                | _                | _                | _                | _                      | _                | _                | _                | _                |  |
| Equity  | _                | _                | _                | 14,308           | 15,279                 | 15,305           | _                | _                | _                |  |
| Total   | 76,001           | 74,242           | 81,148           | 76,001           | 74,242                 | 81,148           | _                | _                | _                |  |

 $<sup>^{1\!)}</sup>$  Includes common functions, tax items and restructuring provisions.

## Net sales and income per quarter

| SEKm   | Q1 2013 | Q2 2013 | Q3 2013 | Q4 2013 | Full year<br>2013 | Q1 2014 | Q2 2014 | Q3 2014 | Q4 2014 | Full year<br>2014 |
|--|---------|---------|---------|---------|-------------------|---------|---------|---------|---------|-------------------|
| Net sales  | 25,328  | 27,674  | 27,258  | 28,891  | 109,151           | 25,629  | 26,330  | 28,784  |         |                   |
| Operating income   | 638     | 1,037   | 1,075   | -1,170  | 1,580             | 731     | 63      | 1,392   |         |                   |
| Margin, %  | 2.5     | 3.7     | 3.9     | -4.0    | 1.4               | 2.9     | 0.2     | 4.8     |         |                   |
| Operating income, excluding items affecting comparability                      | 720     | 1,037   | 1,075   | 1,223   | 4,055             | 749     | 1,167   | 1,392   |         |                   |
| Margin, %  | 2.8     | 3.7     | 3.9     | 4.2     | 3.7               | 2.9     | 4.4     | 4.8     |         |                   |
| Income after financial items   | 483     | 859     | 884     | -1,322  | 904               | 575     | -120    | 1,250   |         |                   |
| Income after financial items, excluding items affecting comparability          | 565     | 859     | 884     | 1,071   | 3,379             | 593     | 984     | 1,250   |         |                   |
| Income for the period  | 361     | 642     | 656     | -987    | 672               | 431     | -92     | 933     |         |                   |
| Earnings per share, SEK1)  | 1.26    | 2.24    | 2.29    | -3.44   | 2.35              | 1.50    | -0.32   | 3.26    |         |                   |
| Earnings per share, SEK, excluding items affecting comparability <sup>1)</sup> | 1.48    | 2.24    | 2.29    | 3.80    | 9.81              | 1.55    | 2.85    | 3.26    |         |                   |
| Items affecting comparability <sup>2)</sup>                                    | -82     | _       | _       | -2,393  | -2,475            | -18     | -1,104  | _       |         |                   |
| Number of shares after buy-backs, million                                      | 286.2   | 286.2   | 286.2   | 286.2   | 286.2             | 286.2   | 286.3   | 286.3   |         |                   |
| Average number of shares after buy-backs, million                              | 286.2   | 286.2   | 286.2   | 286.2   | 286.2             | 286.2   | 286.3   | 286.3   |         |                   |

<sup>1)</sup> Basic, based on average number of shares, excluding shares owned by Electrolux.

 $<sup>^{2)}\</sup>mbox{Restructuring provisions, write-downs and capital loss on divestments.}$ 

## Net sales and operating income by business area per quarter

| SEKm   | Q1 2013 | Q2 2013 | Q3 2013 | Q4 2013 | Full year<br>2013 | Q1 2014 | Q2 2014 | Q3 2014 | Q4 2014 | Full year<br>2014 |
|--|---------|---------|---------|---------|-------------------|---------|---------|---------|---------|-------------------|
| Major Appliances Europe,<br>Middle East and Africa   |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 7,595   | 8,040   | 8,520   | 9,281   | 33,436            | 7,865   | 8,107   | 8,741   |         |                   |
| Operating income                                     | 11      | -2      | 111     | 227     | 347               | 142     | 199     | 484     |         |                   |
| Margin, %  | 0.1     | 0.0     | 1.3     | 2.4     | 1.0               | 1.8     | 2.5     | 5.5     |         |                   |
| Major Appliances<br>North America                    |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 7,678   | 8,448   | 8,165   | 7,573   | 31,864            | 7,664   | 8,464   | 9,089   |         |                   |
| Operating income                                     | 457     | 663     | 563     | 453     | 2,136             | 382     | 680     | 518     |         |                   |
| Margin, %  | 6.0     | 7.8     | 6.9     | 6.0     | 6.7               | 5.0     | 8.0     | 5.7     |         |                   |
| Major Appliances<br>Latin America                    |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 4,885   | 5,472   | 4,699   | 5,639   | 20,695            | 4,790   | 4,064   | 5,053   |         |                   |
| Operating income                                     | 251     | 261     | 243     | 224     | 979               | 217     | 142     | 242     |         |                   |
| Margin, %  | 5.1     | 4.8     | 5.2     | 4.0     | 4.7               | 4.5     | 3.5     | 4.8     |         |                   |
| Major Appliances Asia/Pacific                        |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 1,948   | 2,227   | 2,321   | 2,157   | 8,653             | 1,928   | 2,221   | 2,342   |         |                   |
| Operating income                                     | 106     | 148     | 117     | 96      | 467               | 21      | 102     | 125     |         |                   |
| Margin, %  | 5.4     | 6.6     | 5.0     | 4.5     | 5.4               | 1.1     | 4.6     | 5.3     |         |                   |
| Small Appliances                                     |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 2,020   | 2,104   | 2,131   | 2,697   | 8,952             | 2,001   | 1,938   | 2,075   |         |                   |
| Operating income                                     | 17      | 50      | 97      | 227     | 391               | 33      | -41     | 35      |         |                   |
| Margin, %  | 0.8     | 2.4     | 4.6     | 8.4     | 4.4               | 1.6     | -2.1    | 1.7     |         |                   |
| Professional Products                                |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 1,201   | 1,383   | 1,422   | 1,544   | 5,550             | 1,380   | 1,536   | 1,484   |         |                   |
| Operating income                                     | 59      | 112     | 167     | 172     | 510               | 126     | 172     | 184     |         |                   |
| Margin, %  | 4.9     | 8.1     | 11.7    | 11.1    | 9.2               | 9.1     | 11.2    | 12.4    |         |                   |
| Other  |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 1       | _       | _       | _       | 1                 | 1       | _       | _       |         |                   |
| Operating income, common group costs, etc.           | -181    | -195    | -223    | -176    | <b>-</b> 775      | -172    | -87     | -196    |         |                   |
| Total Group, excluding items affecting comparability |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 25,328  | 27,674  | 27,258  | 28,891  | 109,151           | 25,629  | 26,330  | 28,784  |         |                   |
| Operating income                                     | 720     | 1,037   | 1,075   | 1,223   | 4,055             | 749     | 1,167   | 1,392   |         |                   |
| Margin, %  | 2.8     | 3.7     | 3.9     | 4.2     | 3.7               | 2.9     | 4.4     | 4.8     |         |                   |
| Items affecting comparability                        | -82     | _       | _       | -2,393  | -2,475            | -18     | -1,104  | _       |         |                   |
| Total Group  |         |         |         |         |                   |         |         |         |         |                   |
| Net sales  | 25,328  | 27,674  | 27,258  | 28,891  | 109,151           | 25,629  | 26,330  | 28,784  |         |                   |
| Operating income                                     | 638     | 1,037   | 1,075   | -1,170  | 1,580             | 731     | 63      | 1,392   |         |                   |
| Margin, %  | 2.5     | 3.7     | 3.9     | -4.0    | 1.4               | 2.9     | 0.2     | 4.8     |         |                   |

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

|   | Full year  | 2013            | Sept 30,   | 2013            | Sept 30, 2014 |                 |
|---|------------|-----------------|------------|-----------------|---------------|-----------------|
| SEKm  | Fair value | Carrying amount | Fair value | Carrying amount | Fair value    | Carrying amount |
| Per category Per category                                   |            |                 |            |                 |               |                 |
| Financial assets at fair value through profit and loss      | 2,021      | 2,021           | 1,389      | 1,389           | 2,168         | 2,168           |
| Available for sale  | 160        | 160             | 162        | 162             | 177           | 177             |
| Loans and receivables                                       | 20,664     | 20,664          | 19,592     | 19,592          | 20,359        | 20,359          |
| Cash  | 3,871      | 3,871           | 2,918      | 2,918           | 4,145         | 4,145           |
| Total financial assets                                      | 26,716     | 26,716          | 24,061     | 24,061          | 26,849        | 26,849          |
| Financial liabilities at fair value through profit and loss | 171        | 171             | 284        | 284             | 104           | 104             |
| Financial liabilities measured at amortized cost            | 35,405     | 35,275          | 34,705     | 34,587          | 37,786        | 37,636          |
| Total financial liabilities                                 | 35,576     | 35,446          | 34,989     | 34,871          | 37,890        | 37,740          |

#### 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 foreign-exchange 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 market-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

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 indi-

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

### Fair value measurement hierarchy

|   | Fi      | Full year 2013 |       | Sept 30, 2013 |         |       | Sept 30, 2014 |         |       |
|---|---------|----------------|-------|---------------|---------|-------|---------------|---------|-------|
| Financial assets, SEKm  | Level 1 | Level 2        | Total | Level 1       | Level 2 | Total | Level 1       | Level 2 | Total |
| Financial assets  | 279     | _              | 279   | 275           | _       | 275   | 308           | _       | 308   |
| Financial assets at fair value through profit and loss                        | 119     | _              | 119   | 113           | _       | 113   | 131           | _       | 131   |
| Available for sale  | 160     | _              | 160   | 162           | _       | 162   | 177           | _       | 177   |
| Derivatives   | _       | 241            | 241   | _             | 154     | 154   | _             | 297     | 297   |
| Derivatives for which hedge accounting is not applied, i.e., held for trading | _       | 93             | 93    | _             | 15      | 15    | _             | 181     | 181   |
| Derivatives for which hedge accounting is applied                             | _       | 148            | 148   | _             | 139     | 139   | _             | 116     | 116   |
| Short-term investments and cash equivalents                                   | 1,661   | _              | 1,661 | 1,122         | _       | 1,122 | 1,740         | _       | 1,740 |
| Financial assets at fair value through profit and loss                        | 1,661   | _              | 1,661 | 1,122         | _       | 1,122 | 1,740         | _       | 1,740 |
| Total financial assets  | 1,940   | 241            | 2,181 | 1,397         | 154     | 1,551 | 2,048         | 297     | 2,345 |
| Financial liabilities   |         |                |       |               |         |       |               |         |       |
| Derivatives   | _       | 171            | 171   | _             | 284     | 284   | _             | 104     | 104   |
| Derivatives for which hedge accounting is not applied, i.e., held for trading | _       | 78             | 78    | _             | 141     | 141   | _             | 69      | 69    |
| Derivatives for which hedge accounting is applied                             | _       | 93             | 93    | _             | 143     | 143   | _             | 35      | 35    |
| Total financial liabilities   | _       | 171            | 171   | _             | 284     | 284   | _             | 104     | 104   |

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.

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.

# Parent Company income statement

| SEKm                         | Full year 2013 | Nine months<br>2013 | Nine months<br>2014 | Q3 2013 | Q3 2014 |
|------------------------------|----------------|---------------------|---------------------|---------|---------|
| Net sales                    | 28,856         | 20,957              | 21,053              | 7,370   | 7,449   |
| Cost of goods sold           | -25,382        | -18,185             | -18,223             | -6,475  | -6,330  |
| Gross operating income       | 3,474          | 2,772               | 2,830               | 895     | 1,119   |
| Selling expenses             | -3,783         | -2,613              | -2,427              | -897    | -835    |
| Administrative expenses      | -1,196         | -1,125              | -961                | -268    | -255    |
| Other operating income       | 9              | 9                   | _                   | _       | -2      |
| Other operating expenses     | -1,874         | -9                  | -172                | -9      | 2       |
| Operating income             | -3,370         | -966                | -730                | -279    | 29      |
| Financial income             | 2,335          | 1,936               | 1,094               | 859     | 126     |
| Financial expenses           | -826           | -561                | -222                | -216    | -91     |
| Financial items, net         | 1,509          | 1,375               | 872                 | 643     | 35      |
| Income after financial items | -1,861         | 409                 | 142                 | 364     | 64      |
| Appropriations               | 187            | 82                  | 159                 | 54      | 71      |
| Income before taxes          | -1,674         | 491                 | 301                 | 418     | 135     |
| Taxes                        | 765            | -48                 | 75                  | -17     | -49     |
| Income for the period        | -909           | 443                 | 376                 | 401     | 86      |

# Parent Company balance sheet

| SEKm                         | Dec. 31, 2013 | Sept 30, 2013 | Sept 30, 2014 |
|------------------------------|---------------|---------------|---------------|
| Assets                       |               |               |               |
| Non-current assets           | 33,001        | 34,780        | 33,499        |
| Current assets               | 22,027        | 18,022        | 20,584        |
| Total assets                 | 55,028        | 52,802        | 54,083        |
| Equity and liabilities       |               |               |               |
| Restricted equity            | 4,562         | 4,562         | 4,562         |
| Non-restricted equity        | 12,531        | 13,865        | 11,145        |
| Total equity                 | 17,093        | 18,427        | 15,707        |
| Untaxed reserves             | 558           | 557           | 516           |
| Provisions                   | 1,843         | 1,021         | 1,714         |
| Non-current liabilities      | 11,472        | 11,400        | 9,075         |
| Current liabilities          | 24,062        | 21,397        | 27,071        |
| Total equity and liabilities | 55,028        | 52,802        | 54,083        |
| Pledged assets               | _             | _             | _             |
| Contingent liabilities       | 1,815         | 1,655         | 3,417         |

## Operations by business area yearly

| SEKm   | 2009    | 2010    | 2011    | 2012    | 2013    |
|--|---------|---------|---------|---------|---------|
| Major Appliances Europe, Middle East and Africa      |         |         |         |         |         |
| Net sales  | 40,500  | 36,596  | 34,029  | 34,278  | 33,436  |
| Operating income                                     | 1,912   | 2,297   | 709     | 1,105   | 347     |
| Margin, %  | 4.7     | 6.3     | 2.1     | 3.2     | 1.0     |
| Major Appliances North America                       |         |         |         |         |         |
| Net sales  | 32,694  | 30,969  | 27,665  | 30,684  | 31,864  |
| Operating income                                     | 1,299   | 1,442   | 250     | 1,452   | 2,136   |
| Margin, %  | 4.0     | 4.7     | 0.9     | 4.7     | 6.7     |
| Major Appliances Latin America                       |         |         |         |         |         |
| Net sales  | 13,302  | 16,260  | 17,810  | 22,044  | 20,695  |
| Operating income                                     | 809     | 951     | 820     | 1,590   | 979     |
| Margin, %  | 6.1     | 5.8     | 4.6     | 7.2     | 4.7     |
| Major Appliances Asia/Pacific                        |         |         |         |         |         |
| Net sales  | 7,037   | 7,679   | 7,852   | 8,405   | 8,653   |
| Operating income                                     | 378     | 793     | 736     | 746     | 467     |
| Margin, %  | 5.4     | 10.3    | 9.4     | 8.9     | 5.4     |
| Small Appliances                                     |         |         |         |         |         |
| Net sales  | 8,464   | 8,422   | 8,359   | 9,011   | 8,952   |
| Operating income                                     | 763     | 802     | 543     | 461     | 391     |
| Margin, %  | 9.0     | 9.5     | 6.5     | 5.1     | 4.4     |
| Professional Products                                |         |         |         |         |         |
| Net sales  | 7,129   | 6,389   | 5,882   | 5,571   | 5,550   |
| Operating income                                     | 668     | 743     | 841     | 588     | 510     |
| Margin, %  | 9.4     | 11.6    | 14.3    | 10.6    | 9.2     |
| Other  |         |         |         |         |         |
| Net sales  | 6       | 11      | 1       | 1       | 1       |
| Operating income, common Group costs, etc.           | -507    | -534    | -744    | -910    | -775    |
| Total Group, excluding items affecting comparability |         |         |         |         |         |
| Net sales  | 109,132 | 106,326 | 101,598 | 109,994 | 109,151 |
| Operating income                                     | 5,322   | 6,494   | 3,155   | 5,032   | 4,055   |
| Margin, %  | 4.9     | 6.1     | 3.1     | 4.6     | 3.7     |
| Items affecting comparability                        | -1,561  | -1,064  | -138    | -1,032  | -2,475  |
| Total Group, including items affecting comparability |         |         |         |         |         |
| Net sales  | 109,132 | 106,326 | 101,598 | 109,994 | 109,151 |
| Operating income                                     | 3,761   | 5,430   | 3,017   | 4,000   | 1,580   |
| Margin, %  | 3.4     | 5.1     | 3.0     | 3.6     | 1.4     |

Electrolux applies the amended standard for pension accounting, IAS 19 Employee Benefits, as of January 1, 2013. Reported figures for 2012 have been restated to enable comparison. Reported figures for previous years have not been restated.

## Five-year review

| SEKm unless otherwise stated   | 2009    | 2010    | 2011    | 2012    | 2013    |
|--|---------|---------|---------|---------|---------|
| Net sales  | 109,132 | 106,326 | 101,598 | 109,994 | 109,151 |
| Organic growth, %  | -4.8    | 1.5     | 0.2     | 5.5     | 4.5     |
| Items affecting comparability  | -1,561  | -1,064  | -138    | -1,032  | -2,475  |
| Operating income   | 3,761   | 5,430   | 3,017   | 4,000   | 1.580   |
| Margin, %  | 3.4     | 5.1     | 3.0     | 3.6     | 1.4     |
| Income after financial items   | 3,484   | 5,306   | 2,780   | 3,154   | 904     |
| Income for the period  | 2,607   | 3,997   | 2,064   | 2,365   | 672     |
| Capital expenditure, property, plant and equipment                     | 2,223   | 3,221   | 3,163   | 4,090   | -3,535  |
| Operating cash flow after investments                                  | 7,730   | 5,357   | 3,407   | 5,273   | 2,412   |
| Earnings per share, SEK  | 9.18    | 14.04   | 7.25    | 8.26    | 2.35    |
| Equity per share, SEK  | 66      | 72      | 73      | 55      | 50      |
| Dividend per share, SEK  | 4.00    | 6.50    | 6.50    | 6.50    | 6.50    |
| Capital-turnover rate, times/year                                      | 5.6     | 5.4     | 4.6     | 4.1     | 4.0     |
| Return on net assets, %  | 19.4    | 27.8    | 13.7    | 14.8    | 5.8     |
| Return on equity, %  | 14.9    | 20.6    | 10.4    | 14.4    | 4.4     |
| Net debt   | 665     | -709    | 6,367   | 10,164  | 10,653  |
| Net debt/equity ratio  | 0.04    | -0.03   | 0.31    | 0.65    | 0.74    |
| Average number of shares excluding shares owned by Electrolux, million | 284.0   | 284.6   | 284.7   | 285.9   | 286.2   |
| Average number of employees  | 50,633  | 51,544  | 52,916  | 59,478  | 60,754  |
| Excluding items affecting comparability                                |         |         |         |         |         |
| Operating income   | 5,322   | 6,494   | 3,155   | 5,032   | 4,055   |
| Margin, %  | 4.9     | 6.1     | 3.1     | 4.6     | 3.7     |
| Earnings per share, SEK  | 13.56   | 16.65   | 7.55    | 11.36   | 9.81    |
| Capital-turnover rate, times/year                                      | 5.4     | 5,1     | 4.3     | 3.9     | 3.8     |
| Return on net assets, %  | 26.2    | 31.0    | 13.5    | 17.9    | 14.0    |

#### 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 after investments

Cash flow from operations and investments excluding financial items paid, taxes paid, restructuring payments 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.

### Shareholders' information

#### President and CEO Keith McLoughlin's comments on the third-quarter results 2014

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

#### Presentation at Operaterrassen on Oktober 20 at 09.00 CET

The results will on this occasion be presented to the financial community and media at Operaterrassen in Stockholm on Monday, October 20, at 09.00 CET.

The conference is chaired by Electrolux President and CEO Keith McLoughlin. Mr. McLoughlin is accompanied by Tomas Eliasson, CFO. The presentation will be held in English and live webcasted on the Electrolux website, where a slide presentation will be available. It is also possible to participate by telephone.

Venue and time of presentation: Operaterrassen, Operahuset, Karl XII:s torg, Stockholm, 09.00 CET

Link to webcast:

http://www.electrolux.com/interim-report-webcast

Slide presentation for download: http://www.electrolux.com/ir

Details for participation by telephone are as follows: Participants in Sweden should call +46 8 505 564 74 Participants in UK/Europe should call +44 203 364 5374 Participants in US should call +1 855 753 2230

#### For further information, please contact:

Catarina Ihre, Vice President Investor Relations at +46 (0)8 738 60 87 Merton Kaplan, Analyst Investor Relations at +46 (0)8 738 70 06

#### Calender 2015

Consolidated results for 2014 Annual General Meeting Interim report January - March Interim report January - June Interim report January - September January 28 March 26 April 24 July 17 October 23

#### AB Electrolux (publ) 556009-4178