



Market Overview 2023

Global industry trends

By leveraging its global scale and focusing on consumer-centric innovation, Electrolux Group is able to benefit from dominant long-term industry trends and rapidly introduce new innovative and sustainable products that are attractive in an increasingly competitive market.



☆☆☆☆☆ Consumer power

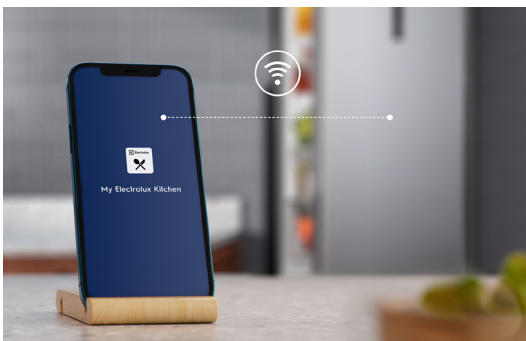
Greater consumer awareness and access to information on prices, offers, product characteristics and consumer reviews online, via social media and through mobile access, increasingly empowers consumers. 93% of consumers say online reviews impact their purchase decisions¹⁾ and 63% of consumers are willing to pay up to 15% more for a better experience²⁾. This makes developing products that offer outstanding consumer experiences more important than ever to allow premium pricing and greater competitiveness.

Consumers are increasingly choosing brands with a purpose that they feel matches their own values. 80% of consumers prefer buying from and into the brands whose actions align with their beliefs and values³⁾.

Strategic focus: Electrolux Group's experience innovation and brand/offering focus are specifically tailored to appeal to targeted consumer segments and needs.



📶 Digitalization



Digitalization enhances consumer power, while enabling increasingly advanced products, and greater productivity and flexibility in industrial operations. Consumers have even greater expectations than before on how they interact digitally with brands and products. Since the pandemic, 69% of consumers are shopping more online³⁾.

Strategic focus: Electrolux Group has a strong focus on consumer experiences, with connectivity and productivity as key value drivers. R&D investments focus on digitalization and will increasingly shift more to software compared to hardware. To utilize common solutions across all business areas and product lines as well as to get speed to scale, the digitalization is performed in the global function Technology & Sustainability.



Sustainability



Sustainability is becoming more important for consumers. Nearly 60% of affluent Americans say they are willing to pay more for products that are environmentally friendly⁴⁾ and 90% of consumers surveyed in Europe, Asia and the Americas are willing to pay more for a brand that gives back to society³⁾.

Authorities around the world are also putting increasing demands on manufacturers to develop and offer more sustainable products, such as product energy efficiency requirements.

Strategic focus: Electrolux Group is a sustainability leader in the appliance industry, demonstrated by numerous third-party recognitions, and has a clear strategic sustainability agenda.



Global scale

The industry is consolidating into a handful of global actors as global scale is necessary due to the increasing pace of innovation and investment requirements as well as to ensure cost competitiveness.

Strategic focus: With sales in 120 countries and investments in global product architectures, Electrolux Group is able to deploy technologies across the Group, leveraging its global scale and competence to be one of the drivers of this consolidation.



Growing global middle class



The expanding global middle class drives market growth in Africa, the Middle East, Eastern Europe, Latin America and Southeast Asia. Emerging markets represent a potential universe of over 6 billion consumers.

Strategic focus: Electrolux Group is a global business with a local presence. It has extensive consumer knowledge and brands targeting growing product categories in regions with a rapidly growing middle class.

¹⁾ Survata for Podium (2017). State of Online Reviews.

²⁾ Simon-Kucher & Partners (2019). The Trend Radar.

³⁾ KPMG (2021). Me, my life, my wallet.

⁴⁾ Ipsos (2022). Who are the affluent environmentalists? An Ipsos point of View.

CORE MARKETS

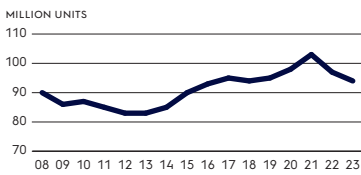
Western Europe

THE APPLIANCE MARKET

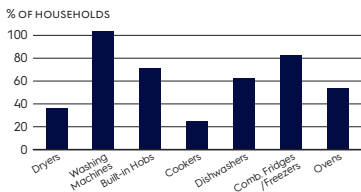
Market characteristics

Western Europe is a fragmented market characterized by widely varying consumer needs between countries and many manufacturers, brands, and retailers. Structural overcapacity and price pressure have led to an ongoing industry consolidation aiming to achieve economies of scale. An increasingly important industry trend is the shift in power towards consumers, having greater awareness and access to information online. There is also significant growth in direct-to-consumer sales.

SELL-OUT OF MAJOR APPLIANCES, INCL. AIR CONDITIONERS



PRODUCT PENETRATION



MAJOR COMPETITORS

Miele · B/S/H · Whirlpool · Samsung · LG Electronics · Arcelik · Dyson

MARKET POSITION

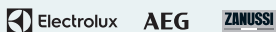
Electrolux Group priorities

Electrolux focuses on strengthening its offering through consumer centric innovation, investing in brand building (Electrolux and AEG) and maintaining strong cost efficiency. A strategic focus area is continued growth in built-in kitchen and premium laundry positions. Emphasis is on energy-efficient products. A priority is also to strengthen consumer direct interactions, with a focus on digital experience, to drive aftermarket sales and brand loyalty.

Electrolux Group market share

- Second largest player with a value market share in core appliances of around 15% and leading position in the Nordics, Switzerland and Italy.
- Strong positions in the targeted segments built-in kitchen and laundry.

BRANDS



SHARE OF GROUP SALES 2023

27%

NET SALES 2023

36 SEKbn

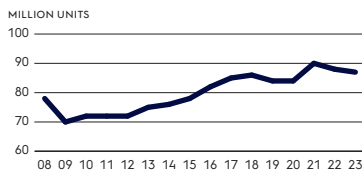
North America

THE APPLIANCE MARKET

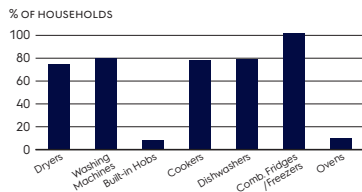
Market characteristics

North America is a mature appliance market with high product penetration. The market is dominated by replacement products, further emphasized with consumers using discretionary investments to remodel their existing homes. Home footprints allow space for many large household appliances in the kitchen, laundry rooms, as well as garages and basements. The market is highly competitive and made up of several large global manufacturers.

SELL-OUT OF MAJOR APPLIANCES, INCL. AIR CONDITIONERS



PRODUCT PENETRATION



MAJOR COMPETITORS

Whirlpool · GE/Haier · LG Electronics · Samsung

MARKET POSITION

Electrolux Group priorities

Electrolux is committed to shaping living for the better through delivering outstanding consumer experiences in the home, leadership in sustainability and strong partner and consumer relationships. With a consumer-driven approach, Electrolux develops and markets innovative, high-quality products and services that strengthen the Frigidaire and Electrolux brands.

Electrolux Group market share

- Volume market share of around 10% in core appliances, predominantly under the Frigidaire brand.

BRANDS



SHARE OF GROUP SALES 2023

34%

NET SALES 2023

45 SEKbn

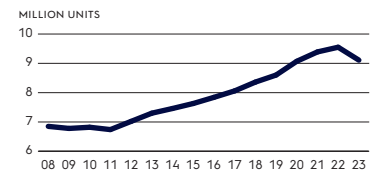
Australia and New Zealand

THE APPLIANCE MARKET

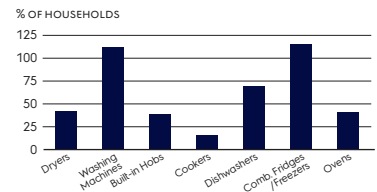
Market characteristics

In Australia and New Zealand, market penetration is high, and demand is primarily driven by design and innovations as well as water and energy efficiency.

SELL-OUT OF MAJOR APPLIANCES, INCL. AIR CONDITIONERS*



PRODUCT PENETRATION*



* Excl. New Zealand

MAJOR COMPETITORS

Samsung · LG Electronics · Fisher & Paykel / Haier · Dyson

MARKET POSITION

Electrolux Group priorities

Electrolux focuses on further strengthening its position in Australia and New Zealand through launches of innovative products under the Electrolux, AEG and Westinghouse brands and products with high energy and water efficiency.

Electrolux Group market share

- Leading market position in Australia and New Zealand, especially in cooking.

BRANDS



SHARE OF GROUP SALES 2023

4%

NET SALES 2023

6 SEKbn

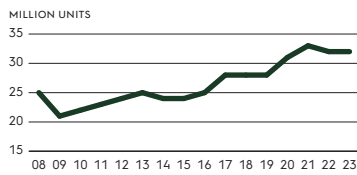
GROWTH MARKETS

Eastern Europe

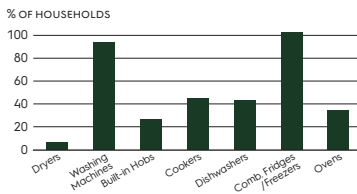
THE APPLIANCE MARKET

Market characteristics
The penetration rate in Eastern Europe is still significantly lower than in Western Europe but a large market for replacement products is emerging. The market is mainly dominated by Western manufacturers.

SELL-OUT OF MAJOR APPLIANCES, INCL. AIR CONDITIONERS*



PRODUCT PENETRATION*



* Excl. Russia

MAJOR COMPETITORS

B/S/H · Whirlpool · Samsung · LG Electronics · Arcelik

MARKET POSITION

Electrolux Group priorities
Electrolux focuses on strengthening its product offering through consumer centric innovation, investing in brand building (Electrolux and AEG) and maintaining strong cost efficiency. A strategic focus area is to continue to grow built-in kitchen and premium laundry positions. Emphasis is on energy-efficient products. A strengthened service offering is also a high priority.

Electrolux Group market share

- Leading position with a value market share in core appliances of 16%.

BRANDS



SHARE OF GROUP SALES 2023

7%

NET SALES 2023

9

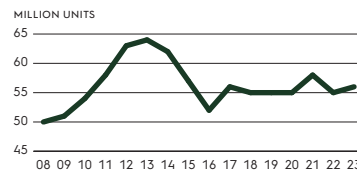
SEKbn

Latin America

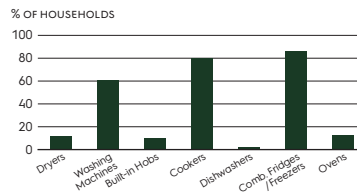
THE APPLIANCE MARKET

Market characteristics
Brazil is the largest appliance market in the region, dominated by a few major manufacturers. Market penetration for built-in products and air-conditioners remains low but increases. Consumers in the region show an increasing interest for energy and water efficiency and other sustainability related topics.

SELL-OUT OF MAJOR APPLIANCES, INCL. AIR CONDITIONERS



PRODUCT PENETRATION



MAJOR COMPETITORS

Whirlpool · LG Electronics · Samsung · Midea

MARKET POSITION

Electrolux Group priorities
Electrolux focuses on strong product portfolio and channel management, driving cost efficiency and product mix. Deployment of relevant innovations delivers outstanding consumer experience and drives growth. The premium brands Electrolux and Fensa (Chile) are strategically supported by brands in lower price points to cover a larger spectrum of consumer preferences.

Electrolux Group market share

- Estimated value market share of about 30% combined in Brazil, Chile and Argentina, with Electrolux brand leadership in the refrigeration and freezer segment.

BRANDS



SHARE OF GROUP SALES 2023

21%

NET SALES 2023

29

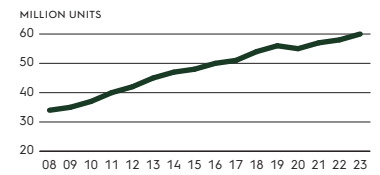
SEKbn

Middle East, Africa and Southeast Asia

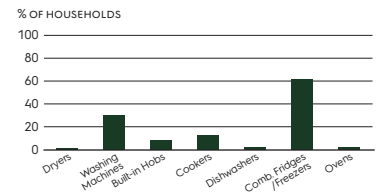
THE APPLIANCE MARKET

Market characteristics
Southeast Asia is characterized by strong growth with emerging economies, rapid urbanization, small living spaces and an expanding middle class. Energy efficient products and premium brands are also growing in popularity. In Africa, product penetration is low but growing with increased household purchasing power.

SELL-OUT OF MAJOR APPLIANCES, INCL. AIR CONDITIONERS*



PRODUCT PENETRATION**



** Middle East and Africa include Egypt, Israel, Morocco, Nigeria, Saudi Arabia, South Africa, UAE

MAJOR COMPETITORS

LG Electronics · Samsung · Panasonic · Toshiba · Hitachi · Haier ·

MARKET POSITION

Electrolux Group priorities
In Southeast Asia, Electrolux focuses on increased presence by further developing new channels and segments and by marketing a broad range of appliances, including compact vacuum cleaners, small domestic appliances, and premium products for the growing middle class. In Africa, Electrolux targets profitable growth in focus areas in pace with growing prosperity and development of retail channels.

Electrolux Group market share

- Strong market position in targeted segments in Southeast Asia, especially front-load washers.
- Strong market position in water heaters in South Africa.

BRANDS



FRIGIDAIRE

SHARE OF GROUP SALES 2023

7%

NET SALES 2023

9

SEKbn



How we create value: www.electroluxgroup.com/ir/create-value



AB Electrolux (publ), 556009-4178
Mailing address: SE-105 45 Stockholm, Sweden
Visiting address: S:t Göransgatan 143, Stockholm
Telephone: +46 8 738 60 00 | Website: www.electroluxgroup.com