## (4) Electrolux

## INTERIM REPORT July - September, 2004

Stockholm, October 20, 2004

- Net sales for the first nine months amounted to SEK 92,031m $(95,762)$ and net income to SEK $2,420 \mathrm{~m}(3,624)$, corresponding to SEK 8.05 (11.55) per share
- Continued strong cash flow in third quarter and for the period as a whole
- Operating income for the third quarter adversely affected by substantially higher materials prices
- Decline in income for Consumer Durables in Europe, due to higher brand spend and weaker demand in some Western European markets
- Higher income for both Consumer Outdoor Products and Professional Outdoor Products

| Amounts in SEKm, unless otherwise stated | Third quarter $2004$ | Third quarter 2003 | Change | Nine months 2004 | Nine months 2003 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 29,588 | 30,387 | -2.6\% | 92,031 | 95,762 | -3.9\% |
| Operating income ${ }^{1)}$ | 1,092 | 1,320 | -17.3\% | 3,577 | 5,527 | -35.3\% |
| Operating income, excl. items affecting comparability | 1,368 | 1,698 | -19.4\% | 5,238 | 5,905 | -11.3\% |
| Margin, \% | 4.6 | 5.6 |  | 5.7 | 6.2 |  |
| Income after financial items ${ }^{1)}$ | 944 | 1,286 | -26.6\% | 3,307 | 5,418 | -39.0\% |
| Income after financial items, excl. items affecting comparability | 1,220 | 1,664 | -26.7\% | 4,968 | 5,796 | -14.3\% |
| Margin, \% | 4.1 | 5.5 |  | 5.4 | 6.1 |  |
| Net income ${ }^{1)}$ | 677 | 767 | -11.7\% | 2,420 | 3,624 | -33.2\% |
| Net income, excl. items affecting comparability | 860 | 1,145 | -24.9\% | 3,501 | 4,002 | -12.5\% |
| Net income per share, SEK ${ }^{1)^{2)}}$ | 2.35 | 2.50 | -6.0\% | 8.05 | 11.55 | -30.3\% |
| Net income per share, excl. items affecting comparability, SEK ${ }^{2)}$ | 3.00 | 3.70 | -18.9\% | 11.65 | 12.75 | -8.6\% |
| Value creation | 442 | 649 | -207 | 2,395 | 2,659 | -264 |
| Return on equity, $\%^{1)}$ |  |  |  | 12.9 | 17.4 |  |
| Return on equity, excl. items affecting comparability, \% |  |  |  | 18.6 | 19.2 |  |

${ }^{1)}$ Income for the third quarter of 2004 includes items affecting comparability in the amount of SEK -276m (-378) and for the first nine months SEK -1,661m (-378).
${ }^{2)}$ Based on an average of 291.3 (312.2) million shares after share redemption and buy-backs for the third quarter and 300.7 (314.1) million for the first nine months of the year.

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## NET SALES AND INCOME

## Third quarter

Net sales for the Electrolux Group in the third quarter amounted to SEK 29,588m as against SEK $30,387 \mathrm{~m}$ for the same period in the previous year. The decline is attributable to changes in exchange rates and divestments, while the trend in volume/price/mix was positive.

| Changes in net sales | Third |
| :--- | ---: |
|  | quarter |
| $\%$ | 2004 |
| Changes in Group structure | -1.2 |
| Changes in exchange rates | -2.8 |
| Changes in volume/price/mix | 1.4 |
| Total | -2.6 |

Operating income declined by $17.3 \%$ to SEK $1,092 \mathrm{~m}(1,320)$, corresponding to $3.7 \%(4.3)$ of net sales. Income after financial items decreased by $26.6 \%$ to SEK 944m $(1,286)$, which corresponds to $3.2 \%$ (4.2) of sales. Net income declined by $11.7 \%$ to SEK 677 m (767), corresponding to a decline of $6.0 \%$ in net income per share to SEK 2.35 (2.50).

The above-mentioned operating income figure includes costs of SEK 60 m relating to measures taken to improve profitability within the Group's Australian operation, which are not included in items affecting comparability.

The Group's spending on brand-building was approximately SEK 100m higher than in the third quarter in 2003.

## Items affecting comparability

Operating income for the third quarter of 2004 includes items affecting comparability in the amount of SEK -276m (-378). These include charges totaling SEK -153m for the previously announced closure of the Group's vacuum-cleaner plant in El Paso, Texas, and SEK -103m relating to actions taken to improve profitability within appliances in Australia, and SEK -20m to the development of a competence center in Västervik, Sweden.

| Items affecting comparability SEKm |  |  | Nine months 2004 |  |
| :---: | :---: | :---: | :---: | :---: |
| Restructuring provisions and write-downs |  |  |  |  |
| Floor-care products, North America (Q3 2004) | -153 |  | -153 |  |
| Appliances, Australia (Q3 2004) | -103 |  | -103 |  |
| Vacuum-cleaner plant in Västervik, Sweden (Q3, Q2 2004) | -20 |  | -187 |  |
| Refrigerator plant in Greenville, USA (Q1 2004) |  |  | -979 |  |
| Capital loss, divestment of Compressor operation (Q3 2003) |  | -85 |  | -85 |
| Other |  |  |  |  |
| Settlement in vacuum-cleaner lawsuit in USA (Q2 2004) |  |  | -239 |  |
| Provision for German laundrette operations (Q3 2003) |  | -293 |  | -293 |
| Total | -276 | -378 | -1,661 | -378 |

## Income excluding items affecting comparability

Excluding the above-mentioned items affecting comparability, operating income declined by $19.4 \%$ to SEK 1,368m (1,698), representing 4.6\% (5.6) of net sales. Income after financial items decreased by $26.7 \%$ to SEK $1,220 \mathrm{~m}(1,664)$, corresponding to $4.1 \%$ (5.5) of net sales. Net income
decreased by $24.9 \%$ to SEK $860 \mathrm{~m}(1,145)$, corresponding to a decline of $18.9 \%$ in net income per share to SEK 3.00 (3.70).

## Effects of changes in exchange rates

Changes in exchange rates compared with the third quarter of 2003, had a positive impact on operating income of approximately SEK 17 m , primarily due to positive transaction effects.

Income after financial items was positively affected by changes in exchange rates in the amount of approximately SEK 25 m .

## Financial net

Net financial items for the third quarter declined to SEK -148m compared to SEK -34m for the same period previous year. The decline refers mainly to increased net borrowings following the share redemption program, increased interest rates on particularly borrowings in USD, and reduced interest income as a result of lower Swedish interest rates. Net financial items in the third quarter 2003 were positively impacted by interest income of approximately SEK 45 m on a tax refund from a previously divested operation.

## First nine months of 2004

Net sales for the Electrolux Group in the first nine months of 2004 amounted to SEK 92,031m, as against SEK 95,762m for the same period in the previous year. The decrease refers to changes in exchange rates and divestments, while changes in volume/price/mix had a positive affect.

| Changes in net sales | Nine <br> months |
| :--- | ---: |
| \% | 2004 |
| Changes in Group structure | -2.6 |
| Changes in exchange rates | -4.0 |
| Changes in volume/price/mix | 2.7 |
| Total | -3.9 |

Operating income declined by $35.3 \%$ to SEK $3,577 \mathrm{~m}(5,527)$, corresponding to $3.9 \%(5.8)$ of net sales. Income after financial items decreased by $39.0 \%$ to SEK $3,307 \mathrm{~m}(5,418)$, which corresponds to $3.6 \%$ (5.7) of sales. Net income amounted to SEK $2,420 \mathrm{~m}(3,624)$, corresponding to SEK 8.05 (11.55) per share.

Changes in exchange rates compared to the previous year, including both translation and transaction effects, had a negative impact on operating income of approximately SEK -45m. This effect is mainly due to the strengthening of the Swedish krona against the US dollar.

## Income excluding items affecting comparability

Excluding the previously mentioned items affecting comparability, operating income declined by $11.3 \%$ to SEK $5,238 \mathrm{~m}(5,905)$, representing $5.7 \%(6.2)$ of net sales. Income after financial items decreased by $14.3 \%$ to SEK 4,968m (5,796), corresponding to $5.4 \%$ (6.1) of net sales. Net income decreased by 12.5\% to SEK 3,501m $(4,002)$, corresponding to a decline of $8.6 \%$ in net income per share to SEK 11.65 (12.75).

## Net sales and operating income by business area

Net sales for Consumer Durables decreased by 2.6\% to SEK 79,809m (81,948). Operating income, excluding items affecting comparability, declined by $9.2 \%$ to SEK 4,335m $(4,776)$, corresponding to an operating margin of $5.4 \%$ (5.8).

Net sales for Professional Products declined by $11.4 \%$ to SEK 12,175m (13,745). Operating income, excluding items affecting comparability, decreased by $9.4 \%$ to SEK $1,503 \mathrm{~m}(1,659)$, corresponding to an operating margin of $12.3 \%$ (12.1). The decline in sales and operating income for this business area refers mainly to divestments.

For changes in net sales and operating income in comparable currencies, see tables on page 15.

## Outlook for full year 2004 ${ }^{*}$

Market demand for the full year 2004 is expected to show some growth over the previous year in both Europe and North America.

On the basis of increased spending on R\&D and brand-building aimed at strengthening the Group long-term, as well as a negative impact from changes in exchange rates, operating income for the full year 2004 is expected to be significantly lower than in 2003, excluding items affecting comparability.

As communicated in a press release on September 23, 2004, expectations for Group earnings has been revised downward from the outlook published in the half-yearly report, due to higher prices for raw materials and components. Operating income excluding items affecting comparability was previously expected to be somewhat lower than in 2003, and is now expected to be significantly lower.
${ }^{*}$ ) The previous outlook published in the half-yearly report stated:
Market demand in 2004 is expected to show some growth from the previous year in both Europe and North America.

On the basis of increased spending on R\&D and brand-building aimed at strengthening the Group long-term, as well as expectations for continued negative impact from changes in exchange rates, operating income for the full year 2004 is expected to be somewhat lower than in 2003, excluding items affecting comparability. There is a risk, that higher costs for steel could have an increasingly negative impact on income for the second half of the year, however.

## CASH FLOW

Cash flow from operations and investments in the third quarter was in line with the previous year, excluding proceeds from divestments in 2003. Cash flow was negatively impacted by a decline in income, increased capital expenditure, and a payment in the amount of approximately SEK 300m referring to the US pension fund. Lower increase in working capital and lower spending on restructuring had a positive impact.

For the first nine months of the year, cash flow from operations and investments improved by SEK $1,049 \mathrm{~m}$, excluding proceeds from divestments in the previous year. The improvement is mainly due to a lower increase in working capital, particularly accounts receivable, as well as lower spending in the restructuring programs.

| Cash flow SEKm |  |  | Nine months 2004 |  | Full year 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flow from operations, excluding change in operating assets and liabilities | 1,783 | 1,706 | 5,724 | 5,920 | 7,124 |
| Change in operating assets and liabilities | 2,207 | 2,013 | -780 | -3,327 | -831 |
| Capital expenditure in tangible fixed assets | -1,145 | -924 | -2,952 | -2,333 | -3,463 |
| Other | -107 | -51 | -542 | 141 | 36 |
|  | 2,738 | 2,744 | 1,450 | 401 | 2,866 |
| Divestment of operations | - | 865 | - | 865 | 857 |
| Cash flow from operations and investments | 2,738 | 3,609 | 1,450 | 1,266 | 3,723 |

## FInANCIAL POSItion

## Equity

Equity, as of September 30, 2004, amounted to SEK 23,252m (27,456), which corresponds to SEK 79.85 (87.90) per share. The decline refers mainly to the redemption of shares, and the onetime charge of SEK 1,599m to opening equity at the beginning of the year following the implementation of the new Swedish accounting standard RR 29 Employee benefits, (relating to pensions and other employee benefits).

Return on equity was $12.9 \%$ (17.4). Excluding items affecting comparability, return on equity was 18.6\% (19.2).

| Change in equity | Nine <br> months | Nine <br> months | Full year |
| :--- | ---: | ---: | ---: |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Opening balance | $\mathbf{2 7 , 4 6 2}$ | 27,629 | 27,629 |
| Adjustment of opening balance*) | $\mathbf{- 1 , 5 9 9}$ | - | - |
| Dividend payment | $\mathbf{- 1 , 9 9 3}$ | $-1,894$ | $-1,894$ |
| Repurchase of shares, net | $\mathbf{- 1 1 2}$ | -853 | $-1,669$ |
| Redemption of shares | $-\mathbf{3 , 0 4 2}$ | - | - |
| Minimum liability, US pensions | - | - | -123 |
| Translation differences | $\mathbf{1 1 6}$ | $-1,050$ | $-1,259$ |
| Net income | $\mathbf{2 , 4 2 0}$ | 3,624 | 4,778 |
| Closing balance | $\mathbf{2 3 , 2 5 2}$ | 27,456 | 27,462 |
| ${ }^{\text {*) }}$ One-time effect of implementing the new accounting standard RR 29, Employee benefits. |  |  |  |

## Net borrowings

Interest-bearing liabilities declined to SEK 12,224m $(13,648)$. Liquid funds at the end of the period amounted to SEK $8,573 \mathrm{~m}(12,264)$. Net borrowings increased to SEK $3,651 \mathrm{~m}(1,384)$.

The net debt/equity ratio was 0.16 (0.05), and the equity/assets ratio was $33.5 \%(41.1)$.

| Net borrowings | September 30 | September 30 | December 31 |
| :--- | ---: | ---: | ---: |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Interest-bearing liabilities | $\mathbf{1 2 , 2 2 4}$ | 13,648 | 12,501 |
| Liquid funds | $\mathbf{- 8 , 5 7 3}$ | $-12,264$ | $-12,602$ |
| Net borrowings | $\mathbf{3 , 6 5 1}$ | 1,384 | -101 |
|  |  |  |  |
| Net debt/equity ratio | $\mathbf{0 . 1 6}$ | 0.05 | 0.00 |
| Equity/assets ratio, \% | $\mathbf{3 3 . 5}$ | 41.1 | 42.7 |

## Net assets

Net assets, as of September 30, 2004, amounted to SEK 26,145m (28,090). Average net assets for the period amounted to SEK 28,159m (31,009). Adjusted for items affecting comparability, average net assets amounted to SEK 31,593m (33,294), corresponding to $25.7 \%(26.1)$ of net sales.

The decline in average net assets referred mainly to changes in exchange rates, divestment of operations and the adjustment of opening equity following the implementation of the new accounting standard for employee benefits.

The return on net assets was $16.9 \%$ as against $23.8 \%$ in the previous year. Excluding items affecting comparability, the return on net assets was $22.1 \%$ (23.6).

## Working capital

Working capital as of September 30, 2004, declined to SEK 1,677m $(5,745)$, corresponding to $1.4 \%(4.9)$ of annualized net sales. Approximately SEK 2,600m of the decline refers to the adjustment of assets and liabilities referring to pensions and other employee benefits following the implementation of the new accounting standard for employee benefits.

Inventories amounted to SEK 15,730m (14,299), and accounts receivable to SEK 23,396m $(23,886)$, corresponding to $13.5 \%(12.3)$ and $20.0 \%(20.6)$ of annualized net sales, respectively. Accounts payable amounted to SEK 15,482m $(14,188)$, corresponding to $13.3 \%(12.2)$ of annualized net sales.

## VALUE CREATED

Total value created during the first nine months of 2004 amounted to SEK 2,395m $(2,659)$. Lower operating income in 2004 was partly offset by lower average net assets. The capitalturnover rate was 3.88 as compared to 3.84 in the previous year.

The WACC rate for 2004 is calculated at $12 \%$ as compared to $13 \%$ for 2003 . The change of the WACC rate has positively impacted value creation in 2004 by SEK 237 m.

## Operations by business area in the third quarter

## Consumer Durables, Europe

| Consumer Durables, Europe | Third | Third | Nine | Nine |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | quarter | quarter | months | months | Full year |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Net sales | $\mathbf{1 0 , 7 9 3}$ | 11,445 | $\mathbf{3 1 , 1 0 6}$ | 32,744 | 44,267 |
| Operating income | $\mathbf{7 8 0}$ | 875 | $\mathbf{2 , 1 8 1}$ | 2,251 | 3,289 |
| Operating margin, \% | $\mathbf{7 . 2}$ | 7.6 | $\mathbf{7 . 0}$ | 6.9 | 7.4 |

Total industry shipments of core appliances in Europe increased in volume by almost 3\% over the third quarter of 2004. Shipments in Western Europe increased by approximately 1\%, while Eastern Europe showed an increase of almost 9\%.

| Industry shipments of core appliances | Third <br> quarter | Nine <br> months |
| :--- | ---: | ---: |
| in Europe | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 4}$ |
| Year-over-year, \% | 1.2 | 2.1 |
| Western Europe $^{1)}$ | 8.7 | 7.8 |
| Eastern Europe (excl. Turkey) $^{1)}$ | $\mathbf{2 . 9}$ | $\mathbf{3 . 3}$ |
| Total Europe |  |  |
| 1) Preliminary figures |  |  |

Group sales of appliances in Europe decreased somewhat compared to the third quarter of the previous year, as a result of lower volumes in Western Europe, particularly in Germany. Group sales in Eastern Europe showed a continued positive trend, however. Operating income and margin decreased due to higher investments in brand-building and lower volumes.

Market demand for floor-care products in Europe increased somewhat, although primarily in the lower price segments. Sales for the Group's European operation were lower than in the previous year. Operating income and margin declined substantially as a result of lower volumes, an unfavorable product mix and downward pressure on prices.

## Consumer Durables, North America

| Consumer Durables, North America | Third | Third | Nine | Nine |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | quarter | quarter | months | months | Full year |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Net sales | $\mathbf{8 , 0 3 4}$ | 8,396 | $\mathbf{2 3 , 0 9 0}$ | 24,741 | 32,247 |
| Operating income | $\mathbf{1 7 1}$ | 318 | $\mathbf{7 8 3}$ | 1,237 | 1,583 |
| Operating margin, \% | $\mathbf{2 . 1}$ | 3.8 | $\mathbf{3 . 4}$ | 5.0 | 4.9 |

Industry shipments of core appliances in the US increased in volume in the third quarter by approximately $7 \%$ over the same period in the previous year. Shipments of major appliances, i.e., including room air-conditioners and microwave ovens, rose by approximately $4 \%$.

| Industry shipments of core appliances | Third <br> quarter | Nine <br> months |
| :--- | ---: | ---: |
| in North America | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 4}$ |
| Year-over-year, \% | 6.6 | 8.6 |
| Core appliances | 3.8 | 4.6 |
| Major appliances |  |  |

Group sales of core appliances in North America were somewhat higher in USD but declined in SEK. Operating income was substantially lower than in the previous year, mainly due to higher costs for raw materials and components.

The market for floor-care products in the US increased in volume. Sales for the Group's American operation declined in the lower price segments. Operating income was slightly negative.

## Consumer Durables, Rest of the world

| Consumer Durables, Rest of the world SEKm | Third quarter 2004 | Third quarter <br> 2003 | $\begin{array}{r} \text { Nine } \\ \text { months } \\ 2004 \\ \hline \end{array}$ | Nine <br> months <br> 2003 | Full year 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 3,310 | 3,070 | 9,780 | 9,010 | 12,544 |
| Operating income | -119 | 12 | -112 | -157 | 0 |
| Operating margin, \% | -3.6 | 0.4 | -1.1 | -1.7 | 0.0 |

The market for core appliances in Brazil showed a continued strong upturn in the third quarter. Group sales of appliances increased substantially as a result of a strong increase in demand and launches of new products. Operating income improved despite higher costs for materials and was positive.

Group sales in India rose in the third quarter, mainly in terms of air conditioners and microwave ovens, which have been added to the product offering. Operating income for the Indian operation declined, however, as a result of lower sales of refrigerators and downward pressure on prices. A substantial improvement in income was achieved for the nine-month period as a whole, however.

Group sales of appliances in China were lower than in the previous year. Operating income for the Chinese operation improved somewhat as a result of restructuring and cost cutting, but remained negative.

The market for appliances in Australia increased in volume. Sales for the Group's Australian operation were largely unchanged from the previous year. Operating income showed a substantial downturn. The Group is currently implementing an action program to improve profitability in the Australian operation. This includes discontinuing production at several facilities, as well as measures to improve efficiency at remaining facilities and in marketing and sales. Operating income for the third quarter was negatively impacted by costs of approximately SEK 60m related to this on-going program, which are not included in items affecting comparability.

## Consumer Durables, Outdoor Products

| Outdoor products | Third | Third | Nine | Nine |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | quarter | quarter | months | months | Full year |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Net sales | $\mathbf{3 , 5 4 6}$ | 3,462 | $\mathbf{1 5 , 8 3 3}$ | 15,453 | 17,223 |
| Operating income | 261 | 220 | $\mathbf{1 , 4 8 3}$ | 1,445 | 1,493 |
| Operating margin, \% | $\mathbf{7 . 4}$ | 6.4 | $\mathbf{9 . 4}$ | 9.4 | 8.7 |

Demand for consumer outdoor products in Europe is estimated to have increased somewhat over the third quarter in 2003. The Group's European operation reported good growth in sales. Operating income improved considerably, mainly as a result of a larger proportion of sales of products imported from the US operation.

Group sales of consumer outdoor products in North America increased somewhat in USD, mainly within chainsaws and other handheld product categories. Operating income increased significantly and margin improved.

## Professional Indoor Products

| Professional Indoor Products | Third | Third | Nine | Nine |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | quarter | quarter | months | months | Full year |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Net sales | $\mathbf{1 , 5 1 7}$ | 1,718 | $\mathbf{4 , 7 6 8}$ | 6,379 | 8,113 |
| Operating income | $\mathbf{1 1 1}$ | 124 | $\mathbf{3 3 7}$ | 455 | 556 |
| Operating margin, \% | $\mathbf{7 . 3}$ | 7.2 | $\mathbf{7 . 1}$ | 7.1 | 6.9 |

Demand for food-service equipment in Europe is estimated to have been somewhat lower than in the third quarter 2003. Sales for this product line were largely unchanged from the previous year. Operating income improved for comparable units, and was positively impacted by increased sales of new products.

Sales for laundry equipment increased in most European markets. Operating income and margin improved substantially as a result of higher volumes and improved efficiency in production.

Overall, operating income and margin for Professional Indoor Products improved for comparable units.

## Professional Outdoor Products

| Professional Outdoor Products | Third | Third | Nine | Nine |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | quarter | quarter | months | months | Full year |
| SEKm | $\mathbf{2 0 0 4}$ | 2003 | $\mathbf{2 0 0 4}$ | 2003 | 2003 |
| Net sales | $\mathbf{2 , 3 7 4}$ | 2,274 | $\mathbf{7 , 4 0 7}$ | 7,366 | 9,596 |
| Operating income | 377 | 341 | $\mathbf{1 , 1 6 6}$ | 1,204 | 1,462 |
| Operating margin, \% | $\mathbf{1 5 . 9}$ | 15.0 | $\mathbf{1 5 . 7}$ | 16.3 | 15.2 |

Market demand for professional outdoor products is estimated to have shown some growth compared to the third quarter in 2003.

Group sales of chainsaws and professional lawn and garden equipment increased significantly, while sales of diamond tools and power cutters declined.

Overall, sales for Professional Outdoor Products increased. Operating income and margin improved.

## STRUCTURAL CHANGES

During the third quarter of 2004, a restructuring program was initiated to improve profitability in the Group's vacuum-cleaner operation in the US. The total cost of the program amounts to approximately SEK 153m, which has been reported under items affecting comparability in the quarter. The program includes closure of a plant in El Paso, Texas, and transfer of production to the Group's plant in Mexico, as well as outsourcing of the components manufactured at the plant in Mexico. The changes affect about 850 employees.

Restructuring measures are also being implemented within the Australian appliance operation. These include closing production of cooker hoods in Dudley Park, Adelaide, closing production of small refrigerators and freezers in Orange, closing the motor plant in Adelaide and the cooker plant in New Zealand, as well as divesting the tooling business. The costs of these measures
amount to SEK 103m, which has been reported under items affecting comparability in the third quarter.

In July 2004, an evaluation was initiated regarding a potential closure of a cooker plant in Reims, France, as part of the on-going consolidation of European production. The plant has approximately 240 employees. Closure would incur an estimated total cost of approximately SEK 350 m , including write-down of assets and other related costs.

Earlier this year it was decided that a refrigerator plant in Greenville, Michigan, USA, will be closed during the second quarter of 2005, and a vacuum cleaner plant in Västervik, Sweden will be closed during the first quarter of 2005. The costs of closing the Greenville plant is estimated at SEK $1,100 \mathrm{~m}$, of which SEK 979 m was charged against operating income for the first quarter of 2004. The cost of closing the Västervik plant is estimated at SEK 220m, of which SEK 167 m was charged in the second quarter of 2004 and SEK 20 m in the third quarter.

## REPURCHASE AND REDEMPTION OF SHARES

## Repurchase and transfer of own shares

During the first nine months of 2004, Electrolux repurchased 750,000 B-shares, of which 250,000 shares were repurchased in the third quarter.

As of September 30, 2004, Electrolux held 17,739,400 B-shares, corresponding to $5.7 \%$ of the total number of outstanding shares.

| Cancellation and repurchase of shares <br> in $\mathbf{2 0 0 4}$ | Total number <br> of outstanding <br> A-shares | Total number <br> of outstanding <br> B-shares | No. of shares <br> held by <br> Electrolux | No. of shares held <br> by other |
| :--- | ---: | ---: | ---: | ---: |
| shareholders |  |  |  |  |

## OTHER ITEMS

## Nomination procedure for election of Board members

In accordance with the nomination procedure for election of Board members that was approved by the AGM in April 2004, the Chairman of the Board should contact at least three of the largest shareholders during the fourth quarter of the year.

The shareholder representatives contacted are Anders Scharp of Investor, Ramsay J. Brufer of Alecta Mutual Pension Insurance, Marianne Nilsson of Robur Investment Funds and Carl Rosén
of Second Swedish National Pension Fund. These representatives will under the leadership of the Chairman jointly prepare a proposal for members of the Board of Directors and the fee to the Board of Directors which will be presented to the AGM for approval.

## 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. Many of the cases involve multiple plaintiffs who have made identical allegations against many other defendants who are not part of the Electrolux Group.

As of September 30, 2004, the Group had a total of 823 lawsuits pending, representing approximately 18,400 plaintiffs. A total of 61 new cases with approximately 3,400 plaintiffs were filed during the third quarter of 2004 and 17 pending cases with approximately 3,300 plaintiffs were resolved. Approximately 17,100 of the plaintiffs relate to cases pending in the state of Mississippi.

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

## Parent Company

Net sales for the Parent Company, AB Electrolux, for the first nine months of 2004 amounted to SEK 4,973m $(4,830)$. Income after financial items was SEK $2,218 \mathrm{~m}(5,917)$, including dividends from subsidiaries in the amount of SEK 3,491m (4,753). Capital expenditures in tangible and intangible assets were SEK 243m (99). Liquid funds at the end of the period amounted to SEK $4,199 \mathrm{~m}(8,101)$ as against SEK $8,767 \mathrm{~m}$ at the start of the year.

Stockholm, October 20, 2004
Hans Stråberg
President and CEO

[^0]CONSOLIDATED INCOME STATEMENT, SEKM

|  | Third quarter $2004$ | Third quarter $2003$ | Nine months 2004 | $\begin{array}{r} \text { Nine } \\ \text { months } \\ 2003 \end{array}$ | $\begin{gathered} \text { Full } \\ \text { year } \\ 2003 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 29,588 | 30,387 | 92,031 | 95,762 | 124,077 |
| Cost of goods sold | -22,523 | -23,071 | -69,524 | -72,656 | -93,742 |
| Selling expense | -4,311 | -4,122 | -13,165 | -12,718 | -16,877 |
| Administrative expense | -1,343 | -1,436 | -4,058 | -4,328 | -5,699 |
| Other operating income/expense | -43 | -60 | -46 | -155 | -121 |
| Items affecting comparability | -276 | -378 | -1,661 | -378 | -463 |
| Operating income* | 1,092 | 1,320 | 3,577 | 5,527 | 7,175 |
| Margin, \% | 3.7 | 4.3 | 3.9 | 5.8 | 5.8 |
| Financial items, net | -148 | -34 | -270 | -109 | -169 |
| Income after financial items | 944 | 1,286 | 3,307 | 5,418 | 7,006 |
| Margin, \% | 3.2 | 4.2 | 3.6 | 5.7 | 5.6 |
| Taxes | -267 | -514 | -886 | -1,791 | -2,226 |
| Minority interests in net income | 0 | -5 | -1 | -3 | -2 |
| Net income | 677 | 767 | 2,420 | 3,624 | 4,778 |
| * Including depreciation and amortization in the amount of: | -773 | -789 | -2,358 | -2,491 | -3,353 |
| Net income per share, SEK | 2.35 | 2.50 | 8.05 | 11.55 | 15.25 |
| Number of shares after buy-backs, million | 291.2 | 312.3 | 291.2 | 312.3 | 307.1 |
| Average number of shares after buy-backs, million | 291.3 | 312.2 | 300.7 | 314.1 | 313.3 |

## CONSOLIDATED BALANCE SHEET, SEKM

|  | $\begin{array}{r} \text { September } 30 \\ 2004 \\ \hline \end{array}$ | $\begin{array}{r} \text { September } 30 \\ 2003 \\ \hline \end{array}$ | $\begin{array}{r} \text { Full year } \\ 2003 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Fixed assets | 25,818 | 23,988 | 23,610 |
| Inventories, etc. | 15,730 | 14,299 | 14,945 |
| Accounts receivable | 23,396 | 23,886 | 21,172 |
| Other receivables | 4,492 | 4,939 | 4,699 |
| Liquid funds | 8,573 | 12,264 | 12,602 |
| Total assets | 78,009 | 79,376 | 77,028 |
| Equity and liabilities |  |  |  |
| Shareholders' equity | 23,252 | 27,456 | 27,462 |
| Minority interests | 11 | 116 | 27 |
| Interest-bearing liabilities and provisions | 12,224 | 13,648 | 12,501 |
| Non-interest-bearing liabilities and provisions | 42,522 | 38,156 | 37,038 |
| Total equity and liabilities | 78,009 | 79,376 | 77,028 |
| Contingent liabilities | 1,227 | 1,384 | 1,179 |

## CHANGE IN EQUITY, SEKM

|  | Nine <br> months | Nine <br> months | Full year |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 4}$ | 2003 | 27,629 |
| Opening balance | $\mathbf{2 7 , 4 6 2}$ | 27,629 | - |
| Adjustment of opening balance ${ }^{1)}$ | $\mathbf{- 1 , 5 9 9}$ | - | $-1,894$ |
| Dividend payment | $\mathbf{- 1 , 9 9 3}$ | $-1,894$ | $-1,669$ |
| Repurchase of shares, net | $\mathbf{- 1 1 2}$ | -853 | - |
| Redemption of shares | $\mathbf{- 3 , 0 4 2}$ | - | -123 |
| Minimum liability, US pensions | $\mathbf{-}$ | $-1,259$ |  |
| Translation differences | $\mathbf{1 1 6}$ | $-1,050$ | 4,778 |
| Net income | $\mathbf{2 , 4 2 0}$ | 3,624 | 27,462 |
| Closing balance | $\mathbf{2 3 , 2 5 2}$ | 27,456 | 2 |

${ }^{1)}$ One-time effect of implementing the new accounting standard RR 29, Employee benefits.

## CONSOLIDATED CASH FLOW STATEMENT, SEKM

|  | Third quarter $2004$ | Third quarter 2003 | Nine months 2004 | Nine months 2003 | Full year 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operations |  |  |  |  |  |
| Income after financial items | 944 | 1,286 | 3,307 | 5,418 | 7,006 |
| Depreciation and amortization | 773 | 789 | 2,358 | 2,491 | 3,353 |
| Provisions and capital gains/losses | 220 | -213 | 1,248 | -905 | -1,418 |
| Taxes paid | -154 | -156 | -1,189 | -1,084 | -1,817 |
| Changes in operating assets and liabilities |  |  |  |  |  |
| Change in inventories | 603 | 964 | -700 | 44 | -746 |
| Change in accounts receivable | 1,183 | 647 | -1,887 | -4,462 | -1,624 |
| Change in accounts payable | -173 | -374 | 533 | -184 | 582 |
| Change in other operating assets and liabilities | 594 | 776 | 1,274 | 1,275 | 957 |
| Cash flow from operations | 3,990 | 3,719 | 4,944 | 2,593 | 6,293 |
| Investments |  |  |  |  |  |
| Acquisition and divestment of operations | - | 865 | - | 865 | 857 |
| Capital expenditure in tangible fixed assets | -1,145 | -924 | -2,952 | -2,333 | -3,463 |
| Capitalization of product development and software | -166 | -110 | -476 | -284 | -470 |
| Other | 59 | 59 | -66 | 425 | 506 |
| Cash flow from investments | -1,252 | -110 | -3,494 | -1,327 | -2,570 |
| Total cash flow from operations and investments | 2,738 | 3,609 | 1,450 | 1,266 | 3,723 |
| Financing |  |  |  |  |  |
| Change in interest-bearing liabilities | -557 | -624 | -504 | -185 | -1,480 |
| Dividend | - | - | -1,993 | -1,894 | -1,894 |
| Redemption and repurchase of shares, net | -40 | 19 | -3,154 | -853 | -1,669 |
| Cash flow from financing | -597 | -605 | -5,651 | -2,932 | -5,043 |
| Total cash flow | 2,141 | 3,004 | -4,201 | -1,666 | -1,320 |
| Liquid funds at beginning of period | 6,483 | 9,426 | 12,602 | 14,300 | 14,300 |
| Exchange-rate differences referring to liquid funds | -51 | 695 | 172 | -370 | -378 |
| Liquid funds at end of period | 8,573 | 12,264 | 8,573 | 12,264 | 12,602 |
| Change in net borrowings |  |  |  |  |  |
| Total cash flow excl. change in loans | 2,698 | 3,628 | -3,697 | -1,481 | 160 |
| Net borrowings at beginning of period | -6,408 | -5,707 | 101 | -1,398 | -1,398 |
| Exchange-rate differences referring to net |  |  |  |  |  |
| borrowings | 59 | 695 | -55 | 1,495 | 1,339 |
| Net borrowings at end of period | -3,651 | -1,384 | -3,651 | -1,384 | 101 |

NET SALES BY BUSINESS AREA, SEKM

|  | Third quarter 2004 |  | Nine months 2004 |  | Full year 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Durables |  |  |  |  |  |
| Europe | 10,793 | 11,445 ${ }^{1)}$ | 31,106 | 32,744 ${ }^{1)}$ | 44,267 ${ }^{1)}$ |
| North America | 8,034 | 8,396 | 23,090 | 24,741 | 32,247 |
| Rest of the world | 3,310 | 3,070 | 9,780 | 9,010 | 12,544 |
| Outdoor products | 3,546 | 3,462 | 15,833 | 15,453 | 17,223 |
| Total Consumer Durables | 25,683 | 26,373 | 79,809 | 81,948 | 106,281 |
| Professional Products |  |  |  |  |  |
| Indoor | 1,517 | 1,718 ${ }^{\text {2) }}$ | 4,768 | 6,379 ${ }^{\text {2) }}$ | $8,113^{2)}$ |
| Outdoor | 2,374 | 2,274 | 7,407 | 7,366 | 9,596 |
| Total Professional Products | 3,891 | 3,992 | 12,175 | 13,745 | 17,709 |
| Other | 14 | 22 | 47 | 69 | 87 |
| Total | 29,588 | 30,387 | 92,031 | 95,762 | 124,077 |

${ }^{1)}$ Net sales for 2003 excluding the divested shareholdings in Vestfrost A/S amounted to SEK 11,322m for the third quarter, SEK $31,935 \mathrm{~m}$ for the first nine months and SEK $43,461 \mathrm{~m}$ for the full year.
${ }^{2}$ ) Net sales for 2003 excluding the divested compressor operation amounted to SEK 1,467m for the third quarter, SEK 4,742m for the first nine months and SEK 6,483m for the full year.

OPERATING INCOME BY BUSINESS AREA, SEKM

|  | Third quarter $2004$ | Third quarter 2003 | Nine months 2004 | Nine months $2003$ | Full year 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Durables |  |  |  |  |  |
| Europe | 780 | $875^{1)}$ | 2,181 | 2,251 ${ }^{1)}$ | 3,289 ${ }^{1)}$ |
| Margin, \% | 7.2 | 7.6 | 7.0 | 6.9 | 7.4 |
| North America | 171 | 318 | 783 | 1,237 | 1,583 |
| Margin, \% | 2.1 | 3.8 | 3.4 | 5.0 | 4.9 |
| Rest of the world | -119 | 12 | -112 | -157 | 0 |
| Margin, \% | -3.6 | 0.4 | -1.1 | -1.7 | 0.0 |
| Outdoor products | 261 | 220 | 1,483 | 1,445 | 1,493 |
| Margin, \% | 7.4 | 6.4 | 9.4 | 9.4 | 8.7 |
| Total Consumer Durables | 1,093 | 1,425 | 4,335 | 4,776 | 6,365 |
| Margin, \% | 4.3 | 5.4 | 5.4 | 5.8 | 6.0 |
| Professional Products |  |  |  |  |  |
| Indoor | 111 | $124^{2)}$ | 337 | $455^{2)}$ | $556{ }^{2)}$ |
| Margin, \% | 7.3 | 7.2 | 7.1 | 7.1 | 6.9 |
| Outdoor | 377 | 341 | 1,166 | 1,204 | 1,462 |
| Margin, \% | 15.9 | 15.0 | 15.7 | 16.3 | 15.2 |
| Total Professional Products | 488 | 465 | 1,503 | 1,659 | 2,018 |
| Margin, \% | 12.5 | 11.6 | 12.3 | 12.1 | 11.4 |
| Common Group costs, etc. | -213 | -192 | -600 | -530 | -745 |
| Items affecting comparability | -276 | -378 | -1,661 | -378 | -463 |
| Total | 1,092 | 1,320 | 3,577 | 5,527 | 7,175 |

[^1]
## CHANGE IN NET SALES BY BUSINESS AREA

| Change in net sales Year-over-year, \% |  | Third quarter 2004 in comparable currency | Nine <br> months <br> 2004 | Nine months 2004 <br> in comparable currency |
| :---: | :---: | :---: | :---: | :---: |
| Consumer Durables |  |  |  |  |
| Europe | -5.7 | -6.0 | -5.0 | -4.7 |
| North America | -4.3 | 2.4 | -6.7 | 1.9 |
| Rest of the world | 7.8 | 11.6 | 8.5 | 10.5 |
| Outdoor products | 2.4 | 6.7 | 2.5 | 9.8 |
| Total Consumer Durables | -2.6 | 0.4 | -2.6 | 1.7 |
| Professional Products |  |  |  |  |
| Indoor | -11.7 | -11.5 | -25.3 | -24.5 |
| Outdoor | 4.4 | 6.8 | 0.6 | 4.1 |
| Total Professional Products | -2.5 | -1.1 | -11.4 | -9.2 |
| Total | -2.6 | 0.1 | -3.9 | 0.1 |

## CHANGE IN OPERATING INCOME BY BUSINESS AREA

| Change in operating income Year-over-year, \% | Third quarter 2004 | Third quarter 2004 in comparable currency | $\begin{array}{r} \text { Nine } \\ \text { months } \\ 2004 \\ \hline \end{array}$ | Nine months 2004 <br> in comparable currency |
| :---: | :---: | :---: | :---: | :---: |
| Consumer Durables |  |  |  |  |
| Europe | -10.9 | -10.8 | -3.1 | -2.8 |
| North America | -46.2 | -46.3 | -36.7 | -32.3 |
| Rest of the world | -1,091.7 | -1,145.5 | -28.7 | -33.8 |
| Outdoor products | 18.6 | 18.8 | 2.6 | 10.3 |
| Total Consumer Durables | -23.3 | -22.7 | -9.2 | -5.5 |
| Professional Products |  |  |  |  |
| Indoor | -10.5 | -12.0 | -25.9 | -26.2 |
| Outdoor | 10.6 | 14.9 | -3.2 | -0.7 |
| Total Professional Products | 4.9 | 7.7 | -9.4 | -7.7 |
| Total, excluding items affecting comparability | -19.4 | -18.7 | -11.3 | -7.9 |
| Total | -17.3 | -17.0 | -35.3 | -34.1 |

## KEY RATIOS

|  | Third quarter 2004 |  | $\begin{array}{r} \text { Nine } \\ \text { months } \\ 2004 \end{array}$ | Nine months 2003 | Full year 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income per share, SEK ${ }^{1)}$ | 2.35 | 2.50 | 8.05 | 11.55 | 15.25 |
| Excl. items affecting comparability | 3.00 | 3.70 | 11.65 | 12.75 | 16.75 |
| Return on equity, $\%^{2)}$ |  |  | 12.9 | 17.4 | 17.3 |
| Excl. items affecting comparability |  |  | 18.6 | 19.2 | 18.9 |
| Return on net assets, \% ${ }^{3 /}$ |  |  | 16.9 | 23.8 | 23.9 |
| Excl. items affecting comparability |  |  | 22.1 | 23.6 | 23.7 |
| Net debt/equity ratio ${ }^{4)}$ |  |  | 0.16 | 0.05 | 0.00 |
| Capital expenditure, SEKm | 1,145 | 924 | 2,952 | 2,333 | 3,463 |
| Average number of employees | 72,189 | 75,684 | 72,760 | 78,006 | 77,140 |

${ }^{1)}$ Based on an average of 291.3 (312.2) million shares after share redemption and buy-backs for the third quarter and 300.7 (314.1) million for the first nine months of the year.
${ }^{2)}$ Net income, expressed as a percentage of average equity.
${ }^{3)}$ Operating income, expressed as a percentage of average net assets.
${ }^{4)}$ Net borrowings, i.e., interest-bearing liabilities less liquid funds, in relation to adjusted equity.

## EXCHANGE RATES IN SEK

|  | Nine <br> months | Nine <br> months | Full <br> year <br> 2003 |
| :--- | ---: | ---: | ---: |
| USD, average | 2004 | 2003 | 8.08 |
| USD, end of period | 7.48 | 8.25 | 7.26 |
| EUR, average | 7.34 | 7.66 | 9.13 |
| EUR, end of period | 9.15 | 9.15 | 9.07 |
| GBP, average | 9.06 | 8.94 | 13.25 |
| GBP, end of period | 13.54 | 13.33 | 12.87 |

NET SALES AND INCOME PER QUARTER, SEKM

| Net sales and income |  | $1^{\text {st }}$ qtr | $2^{\text {nd }} \mathrm{qtr}$ | $3^{\text {rd }} \mathrm{qtr}$ | $4^{\text {th }}$ qtr | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales, SEKm | 2004 | 30,493 | 31,950 | 29,588 |  |  |
|  | 2003 | 32,062 | 33,313 | 30,387 | 28,315 | 124,077 |
| Operating income, SEKm | 2004 | 726 | 1,759 | 1,092 |  |  |
|  | Margin, \% | 2.4 | 5.5 | 3.7 |  |  |
|  | $2004{ }^{1)}$ | 1,705 | 2,165 | 1,368 |  |  |
|  | Margin, \% | 5.6 | 6.8 | 4.6 |  |  |
|  | 2003 | 1,798 | 2,409 | 1,320 | 1,648 | 7,175 |
|  | Margin, \% | 5.6 | 7.2 | 4.3 | 5.8 | 5.8 |
|  | $2003{ }^{2)}$ | 1,798 | 2,409 | 1,698 | 1,733 | 7,638 |
|  | Margin, \% | 5.6 | 7.2 | 5.6 | 6.1 | 6.2 |
| Income after financial items, SEKm | 2004 | 648 | 1,715 | 944 |  |  |
|  | Margin, \% | 2.1 | 5.4 | 3.2 |  |  |
|  | $2004{ }^{1)}$ | 1,627 | 2,121 | 1,220 |  |  |
|  | Margin, \% | 5.3 | 6.6 | 4.1 |  |  |
|  | 2003 | 1,798 | 2,334 | 1,286 | 1,588 | 7,006 |
|  | Margin, \% | 5.6 | 7.0 | 4.2 | 5.6 | 5.6 |
|  | $2003{ }^{2)}$ | 1,798 | 2,334 | 1,664 | 1,673 | 7,469 |
|  | Margin, \% | 5.6 | 7.0 | 5.5 | 5.9 | 6.0 |
| Net income, SEKm | 2004 | 532 | 1,211 | 677 |  |  |
|  | $2004{ }^{1)}$ | 1,142 | 1,499 | 860 |  |  |
|  | 2003 | 1,246 | 1,611 | 767 | 1,154 | 4,778 |
|  | $2003{ }^{2)}$ | 1,246 | 1,611 | 1,145 | 1,239 | 5,241 |
| Net income per share, SEK | 2004 | 1.75 | 3.95 | 2.35 |  |  |
|  | $2004{ }^{1)}$ | 3.70 | 4.95 | 3.00 |  |  |
|  | 2003 | 3.95 | 5.10 | 2.50 | 3.70 | 15.25 |
|  | $2003{ }^{2)}$ | 3.95 | 5.10 | 3.70 | 4.00 | 16.75 |
| Value creation, SEKm | 2004 | 776 | 1,177 | 442 |  |  |
|  | 2003 | 731 | 1,279 | 649 | 790 | 3,449 |

${ }^{1)}$ Excluding items affecting comparability, which amounted to SEK -979m in the first quarter, SEK -406m in the second quarter and SEK-276m in the third quarter.
${ }^{2)}$ Excluding items affecting comparability, which amounted to SEK -378m in the third quarter and SEK -85m in the fourth quarter.

NET SALES BY BUSINESS AREA, PER QUARTER, SEKM

| Consumer Durables |  | $1^{\text {st }} \mathrm{qtr}$ | $2^{\text {nd }} \mathrm{qtr}$ | $3^{\text {rd }} \mathrm{qtr}$ | $4^{\text {th }} \mathrm{qtr}$ | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Europe | 2004 | 10,386 | 9,927 | 10,793 |  |  |
|  | 2003 | 10,843 | 10,456 | 11,445 | 11,523 | 44,267 |
| North America | 2004 | 7,365 | 7,691 | 8,034 |  |  |
|  | 2003 | 7,921 | 8,424 | 8,396 | 7,506 | 32,247 |
| Rest of the world | 2004 | 3,147 | 3,323 | 3,310 |  |  |
|  | 2003 | 2,887 | 3,053 | 3,070 | 3,534 | 12,544 |
| Outdoor products | 2004 | 5,611 | 6,676 | 3,546 |  |  |
|  | 2003 | 5,722 | 6,269 | 3,462 | 1,770 | 17,223 |
| Total Consumer Durables | 2004 | 26,509 | 27,617 | 25,683 |  |  |
|  | 2003 | 27,373 | 28,202 | 26,373 | 24,333 | 106,281 |
| Professional Indoor Products | 2004 | 1,558 | 1,693 | 1,517 |  |  |
|  | 2003 | 2,165 | 2,496 | 1,718 | 1,734 | 8,113 |
| Professional Outdoor Products | 2004 | 2,409 | 2,624 | 2,374 |  |  |
|  | 2003 | 2,500 | 2,592 | 2,274 | 2,230 | 9,596 |
| Total Professional Products | 2004 | 3,967 | 4,317 | 3,891 |  |  |
|  | 2003 | 4,665 | 5,088 | 3,992 | 3,964 | 17,709 |

OPERATING INCOME BY BUSINESS AREA, PER QUARTER, SEKM

| Consumer Durables |  | $1^{\text {st }} \mathrm{qtr}$ | $2^{\text {nd }} \mathrm{qtr}$ | $3^{\text {rd }} \mathrm{qtr}$ | $4^{\text {th }} \mathrm{qtr}$ | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Europe | 2004 | 641 | 760 | 780 |  |  |
|  | Margin, \% | 6.2 | 7.7 | 7.2 |  |  |
|  | 2003 | 639 | 737 | 875 | 1,038 | 3,289 |
|  | Margin, \% | 5.9 | 7.0 | 7.6 | 9.0 | 7.4 |
| North America | 2004 | 277 | 335 | 171 |  |  |
|  | Margin, \% | 3.8 | 4.4 | 2.1 |  |  |
|  | 2003 | 391 | 528 | 318 | 346 | 1,583 |
|  | Margin, \% | 4.9 | 6.3 | 3.8 | 4.6 | 4.9 |
| Rest of the world | 2004 | 5 | 2 | -119 |  |  |
|  | Margin, \% | 0.2 | 0.1 | -3.6 |  |  |
|  | 2003 | -120 | -49 | 12 | 157 | 0 |
|  | Margin, \% | -4.2 | -1.6 | 0.4 | 4.4 | 0.0 |
| Outdoor products | 2004 | 507 | 715 | 261 |  |  |
|  | Margin, \% | 9.0 | 10.7 | 7.4 |  |  |
|  | 2003 | 505 | 720 | 220 | 48 | 1,493 |
|  | Margin, \% | 8.8 | 11.5 | 6.4 | 2.7 | 8.7 |
| Professional Indoor Products | 2004 | 94 | 132 | 111 |  |  |
|  | Margin, \% | 6.0 | 7.8 | 7.3 |  |  |
|  | 2003 | 138 | 193 | 124 | 101 | 556 |
|  | Margin, \% | 6.4 | 7.7 | 7.2 | 5.8 | 6.9 |
| Professional Outdoor Products | 2004 | 343 | 446 | 377 |  |  |
|  | Margin, \% | 14.3 | 17.0 | 15.9 |  |  |
|  | 2003 | 415 | 448 | 341 | 258 | 1,462 |
|  | Margin, \% | 16.6 | 17.3 | 15,0 | 11.6 | 15.2 |
| Common Group costs, etc. | 2004 | -162 | -225 | -213 |  |  |
|  | 2003 | -170 | -168 | -192 | -215 | -745 |
| Items affecting comparability | 2004 | -979 | -406 | -276 |  |  |
|  | 2003 | - | - | -378 | -85 | -463 |

## FIVE-YEAR REVIEW

|  | $\mathbf{2 0 0 3}$ | 2002 | 2001 | 2000 | 1999 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales, SEKm | $\mathbf{1 2 4 , 0 7 7}$ | 133,150 | 135,803 | 124,493 | 119,550 |
| Operating income, SEKm | $\mathbf{7 , 1 7 5}$ | 7,731 | 6,281 | 7,602 | 7,204 |
| Margin, \% | 5.8 | 5.8 | 4.6 | 6.1 | 6.0 |
| Margin, excluding items affecting comparability, \% | $\mathbf{6 . 2}$ | 6.1 | 4.7 | 6.5 | 6.2 |
| Income after financial items, SEKm | $\mathbf{7 , 0 0 6}$ | 7,545 | 5,215 | 6,530 | 6,142 |
| Margin, \% | 5.6 | 5.7 | 3.8 | 5.2 | 5.1 |
| Margin, excluding items affecting comparability, \% | $\mathbf{6 . 0}$ | 6.0 | 3.9 | 5.6 | 5.3 |
| Net income, SEKm | $\mathbf{4 , 7 7 8}$ | 5,095 | 3,870 | 4,457 | 4,175 |
| Net income per share, SEK | $\mathbf{1 5 . 2 5}$ | 15.60 | 11.35 | 12.40 | 11.40 |
| Average number of shares after buy-backs, million | $\mathbf{3 1 3 . 3}$ | 327.1 | 340.1 | 359.1 | 366.2 |
| Dividend, adjusted for share issues, SEK | $\mathbf{6 . 5 0}$ | 6.00 | 4.50 | 4.00 | 3.50 |
| Value creation, SEKm | $\mathbf{3 , 4 4 9}$ | 3,461 | 262 | 2,423 | 1,782 |
| Return on equity, \% | $\mathbf{1 7 . 3}$ | 17.2 | 13.2 | 17.0 | 17.1 |
| Return on net assets, \% | $\mathbf{2 3 . 9}$ | 22.1 | 15.0 | 19.6 | 18.3 |
| Net debt/equity ratio | $\mathbf{0 . 0 0}$ | 0.05 | 0.37 | 0.63 | 0.50 |
| Capital expenditure, SEKm | $\mathbf{3 , 4 6 3}$ | 3,335 | 4,195 | 4,423 | 4,439 |
| Average number of employees | $\mathbf{7 7 , 1 4 0}$ | 81,971 | 87,139 | 87,128 | 92,916 |

## Definitions

## Capital indicators

## Annualized sales

Net assets

Adjusted equity

Working capital
Net borrowings
Net debt/equity ratio

Equity/assets ratio

## Other key ratios

Net income per share

Operating margin
Value creation

Return on equity

Return on net assets

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

Total assets, excluding liquid funds, interest-bearing financial receivables, as well as non-interest-bearing liabilities and provisions.

Equity, including minority interests.

Net assets less fixed assets and deferred tax assets/liabilities.

Total interest-bearing liabilities less liquid funds.
Net borrowings in relation to adjusted equity.

Adjusted equity as a percentage of total assets less liquid funds.

Net income divided by the average number of shares after buy-backs.

Operating income expressed as a percentage of net sales.
Operating income excluding items affecting comparability less the weighted average cost of capital (WACC) on average net assets excluding items affecting comparability. [(Net sales - operating costs = operating income) - (WACC x average net assets)]. The WACC for 2004 is $12 \%$ before tax. For 2003 and 2002 the WACC was $13 \%$ and for previous years $14 \%$.

Net income expressed as a percentage of average equity.

Operating income expressed as a percentage of average net assets.

This report has not been audited.
In this report Electrolux has applied the same accounting principles as in the Annual Report for 2003, as described in note 1, with the exception of employee benefits. The new accounting standard RR 29, Employee benefits, has been applied as of January 1, 2004. Historical data have not been restated.

## Telephone conference and presentation

A telephone conference will be held at 15.00 CET on October 20, 2004. The conference will be chaired by Hans Stråberg, President and CEO of Electrolux, and Fredrik Rystedt, CAO. A slide presentation of the third quarter results for 2004 is available on the Electrolux website: www.electrolux.com/latestreport

## Financial reports in 2005

Quarterly report, 4th quarter 2004 February 15
Quarterly report, $1^{\text {st }}$ quarter and Annual General Meeting

April 20
Quarterly report, $2{ }^{\text {nd }}$ quarter
July 19
Quarterly report, $3^{\text {rd }}$ quarter
October 25

## For more information

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


[^0]:    Factors affecting forward-looking statements
    This report contains "forward-looking" statements within the meaning of the US Private Securities Litigation Reform Act of 1995. Such statements include, among others, the financial goals and targets of Electrolux for future periods and future business and financial plans. These statements are based on current expectations and are subject to risks and uncertainties that could cause actual results to differ materially due to a variety of factors. These factors include, but may not be limited to the following; consumer demand and market conditions in the geographical areas and industries in which Electrolux operates, effects of currency fluctuations, competitive pressures to reduce prices, significant loss of business from major retailers, the success in developing new products and marketing initiatives, developments in product liability litigation, progress in achieving operational and capital efficiency goals, the success in identifying growth opportunities and acquisition candidates and the integration of these opportunities with existing businesses, progress in achieving structural and supply-chain reorganization goals.

[^1]:    ${ }^{1)}$ Operating income for 2003 excluding the divested shareholdings in Vestfrost A/S amounted to SEK 866m for the third quarter, SEK $2,230 \mathrm{~m}$ for the first nine months and SEK 3,268m for the full year.
    ${ }^{2)}$ Operating income for 2003 excluding the divested compressor operation amounted to SEK 103 m for the third quarter, SEK 305 m for the first nine months and SEK 411m for the full year.

