



Q1 2009 results presentation

8 May 2009

Summary, Q1 2009

- Weaker market conditions than in Q1 2008
 - Retailers cautious about inventory build-ups
 - Sharp downturn for Construction and in Russia/Eastern Europe
- Higher sales for Consumer Products North America
 - Second consecutive quarter, improved market position
- Strong improvement in cash flow
- Rights issue fully subscribed, increased Group equity by approx. SEK 3 bn



Group sales and earnings


SEKm	Change, %			
	Q1 2009	Q1 2008	As reported	Adjusted*
Net sales	11 152	10 043	11%	-9%
EBITDA	1 138	1 488	-24%	-28%
EBITDA-margin	10,2%	14,8%	-	-
EBIT	786	1 202	-35%	-36%
EBIT-margin,%	7,0%	12,0%	-	-
Pre-tax profit	590	1 060	-44%	-
Income for the period	464	753	-38%	-
Operating cash flow	714	-3 169	-	-

* Excluding costs for personnel cutbacks, acquisitions and adjusted for changes in exchange rates.

- Increase in sales refers to Consumer Products in NA and changes in exchange-rates
- Decline of 35% in EBIT compared to a strong Q1 2008
 - Lower sales and production volumes
 - Less favorable product/country mix
 - Higher costs for materials and components
 - SEK 35m in costs for additional personnel cutbacks
- Strong improvement in cash flow
 - Lower production, sale of approx. SEK 2 bn in trade receivables

Consumer Products

SEKm	Change, %			
	Q1 2009	Q1 2008	As reported	Adjusted*
Sales	8 092	6 830	18%	-5%
EBIT	532	727	-27%	-29%
Margin	6,6%	10,6%	-	-




*Excluding costs for personnel cutbacks and acquisitions, adjusted for changes in exchange-rates

- Higher sales and EBIT in North America in USD
 - Strong growth in handheld products and new listings
 - Lower margin, mainly due to higher costs for materials/components
- Lower sales and EBIT in RoW
 - To both mass-market channels and dealers
 - Sharp downturn in Russia/ Eastern Europe
- Pricing stable in both Europe and North America
- Decline in EBIT compared to strong Q1 2008
 - Higher material costs
 - Lower volumes and less favorable mix

Professional Products

SEKm	Change, %			
	Q1 2009	Q1 2008	As reported	Adjusted*
Sales	3 060	3 213	-5%	-17%
EBIT	293	522	-44%	-44%
Margin	9,6%	16,2%	-	-



*Excluding costs for personnel cutbacks and acquisitions, adjusted for changes in exchange-rates

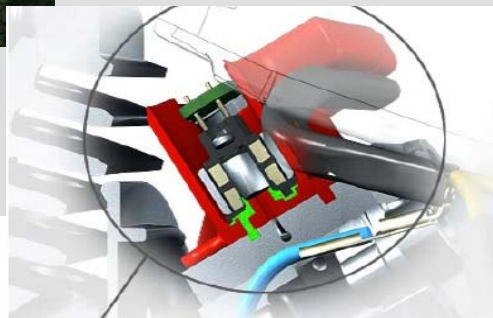
- Decline in sales refers to Construction and Lawn & Garden
 - Continued weak demand for Construction products in all regions and for Lawn & Garden in US
- Sales of chainsaws up in North America, down in all other regions
 - Sharp downturn in Russia and Eastern Europe
- Considerable decline in EBIT, mainly due to:
 - Lower sales and production volumes for Construction
 - Less favorable product and country mix for Forestry and Lawn & Garden

New innovative chainsaws



In 2009, Husqvarna celebrates 50 years as chainsaw producer

- More efficient in terms of emissions and fuel consumption
- Computer-chip controls fuel flow to engine
- Performance of chainsaw automatically optimized



New AutoTune technology

Cost cutting measures

	As of Q1 2009	Previously stated
Announced personnel cutbacks - No. of employees	1,250	960
Total estimated costs, SEKm - of which SEK 35m taken in Q1 2009 and SEK 316m in 2008	351	316
Estimated annual savings, SEKm - Expected to take full effect as of Q3 2009	440	350

Group income statement

	Q1 2009	Q1 2008	Change, quarter	FY 2008
Net Sales	11 152	10 043	11%	32 342
Cost of goods sold	-8 485	-7 022	-21%	-22 965
Gross operating income	2 667	3 021	-12%	9 377
<i>Margin, %</i>	23,9%	30,1%		29,0%
Selling expense	-1 509	-1 447	-4%	-5 496
Administrative expense	-374	-371	-1%	-1 474
Other operating income/expense	2	-1		-46
Operating income^{*)}	786	1 202	-35%	2 361
<i>Margin, %</i>	7,0%	12,0%		7,3%
Financial items, net	-196	-142	-38%	-594
Income after financial items	590	1 060	-44%	1 767
Taxes	-126	-307	-	-479
Income for the period	464	753	-38%	1 288
^{*)} <i>Incl. depreciation/amortization</i>	-352	-286	-23%	-1 163

Group balance sheet

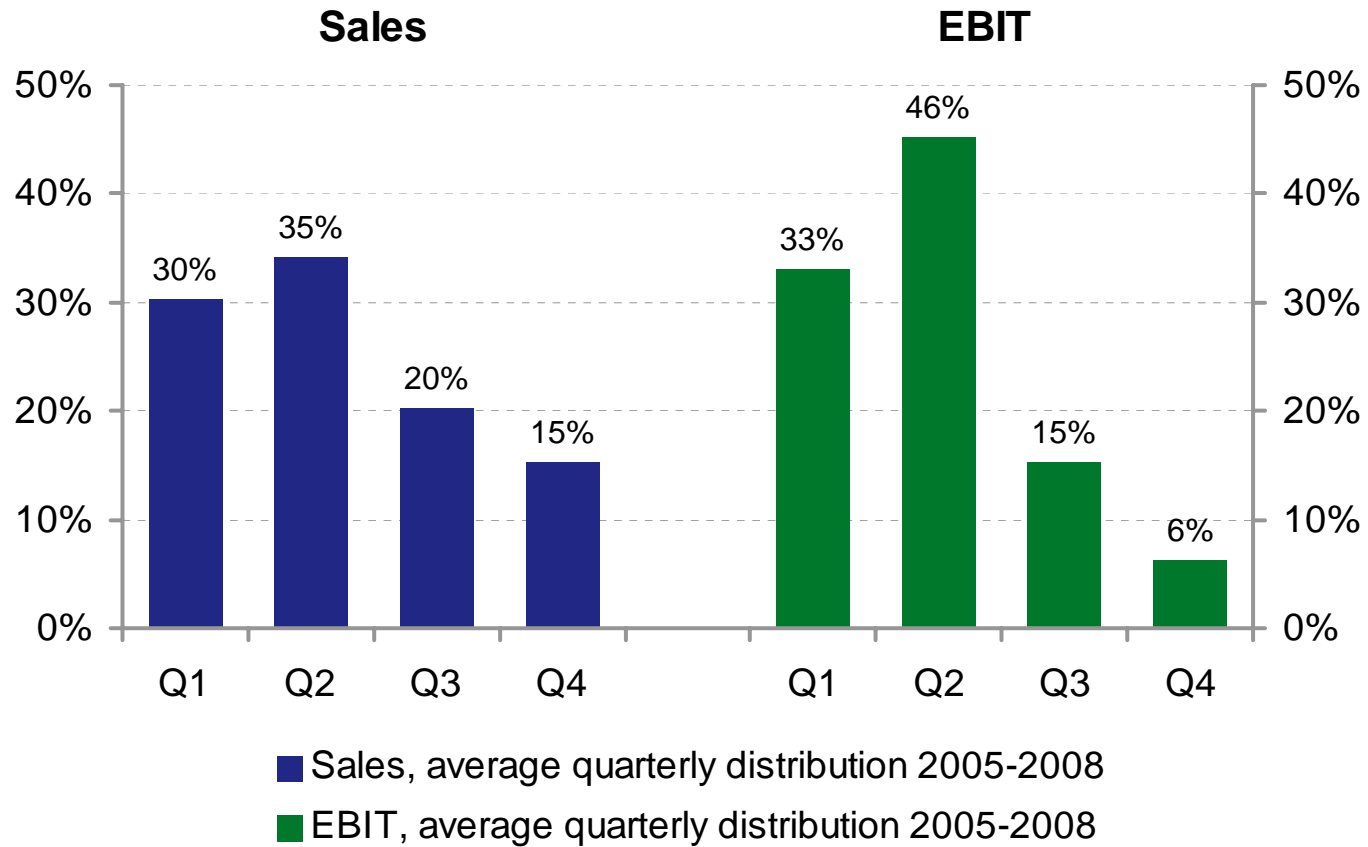
SEKm	Mar 2009	Mar 2008	Dec 2008
Non-current assets	18 065	14 523	17 734
Inventories	8 975	7 723	8 556
Trade receivables	6 825	8 789	4 184
Other current assets	1 144	754	1 128
Liquid funds	2 583	1 511	2 735
Total assets	37 592	33 300	34 337
Total equity	12 579	7 903	8 815
Interest-bearing liabilities	12 895	16 245	16 287
Provisions	4 157	3 452	4 114
Trade payables	5 303	3 284	3 280
Other current liabilities	2 658	2 416	1 841
Total equity and liabilities	37 592	33 300	34 337

Key figures

	Q1 2009	Q1 2008	FY 2008
Net debt, SEKm	10 312	14 734	13 552
Return on capital employed, %	8,4%	17,4%	10,7
Return on equity, %	11,2	29,6	15,8
Net debt/equity ratio	0,82	1,86	1,54
Equity/assets ratio, %	33,5%	23,7%	25,7
Earnings per share, SEK*	0,98	1,65	2,81

*Earnings per share 2008 have been restated as an effect of the rights issue.

Seasonality



Outlook for Q2 2009

- Retail inventories of Group's garden products at the end of Q1 estimated to have been substantially lower than in 2008.
- Retailers expected to continue maintaining inventories at low levels.
- Shipments in Q2 expected to be somewhat lower than in Q2 2008.
 - Consumer products for mass-market channels expected to account for greater share of total sales, while share of construction products will be lower.
- Weather conditions important, as Q2 represents peak of garden season.

Summary

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<ul style="list-style-type: none">• Uncertainty regarding demand/volumes• Customers and end-users remain cautious• Risk of less favorable product/ country mix	<ul style="list-style-type: none">• Stronger positions with retailers• Savings from cost-cutting measures• Integration of acquisitions• Lower costs for materials• Weak SEK• Lower tax cost





Q & A

