



Q3 Results – October 23, 2024

Pavel Hajman, CEO
Terry Burke, CFO

Growth in the strategic areas: robotics and battery

- Good growth in robotic mowers and battery-powered products
- Strong cash flow and reduced net debt
- Negative organic growth reflect continued challenging market conditions and restrained consumer spending
- Additional cost reductions launched to reduce fixed cost and enhance efficiency
- Focus on long-term value through innovation, with an extensive 2025 robotic launch program



Strong cash flow in the quarter



NET SALES

SEK **9,739**_m (10,512)

ORGANIC SALES -4%

- Growth in robotics, battery and parts and accessories
- Challenging market conditions and restrained consumer spending
- Weak demand in North America



OPERATING INCOME

SEK **53**_m (415)

- Lower volumes and capacity utilization
- Higher promotional activities
- Delivering on cost savings programs



DIRECT OPERATING
CASH FLOW

SEK **4,020**_m (1,814)

- Strong cash flow in the quarter and year to date
- Reduced inventory levels
- Positive effect from lower trade receivables
- Lower net debt



ROBOTICS AND BATTERY

20% (21) of Group R12

- Strong growth in pro robotics
- Continued growth for boundary wire free residential robotic sales
- Solid product pipeline for the 2025 season

Husqvarna Forest & Garden Division

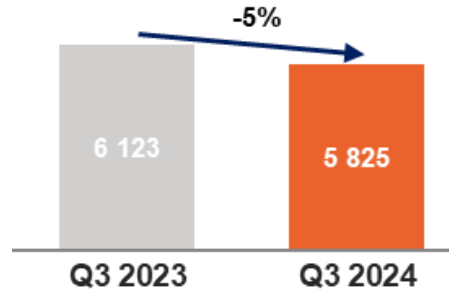


Q3: Organic sales declined 1%; operating margin at 2.5%

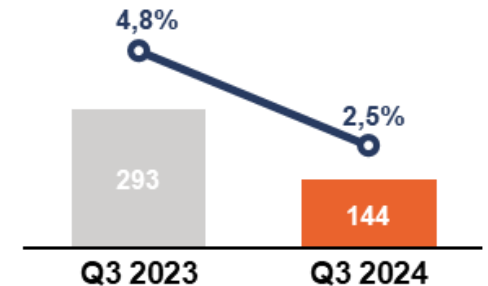
- Good growth for pro & residential robotics, consumer battery products and P&A
- Lower sales in petrol-powered products; specifically wheeled in North America
- Operating income impacted by lower volumes & capacity utilization and higher promotional activities

YTD 2024: Organic sales declined 9%; operating margin at 10.9%

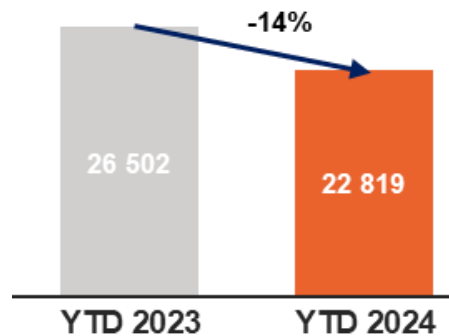
Net sales



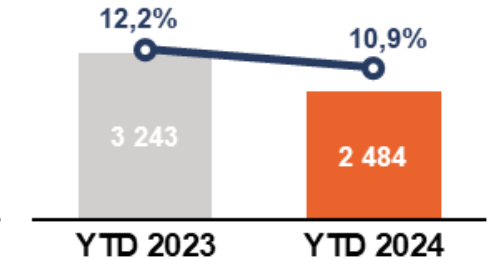
Operating income, excl. IAC



Net sales



Operating income, excl. IAC



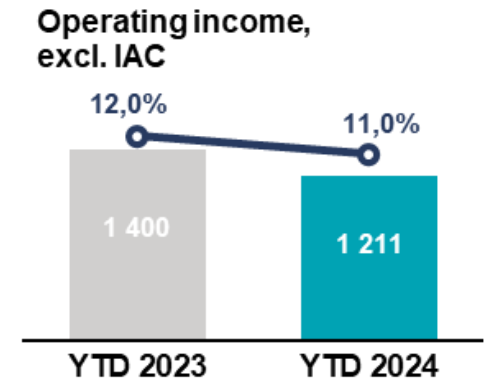
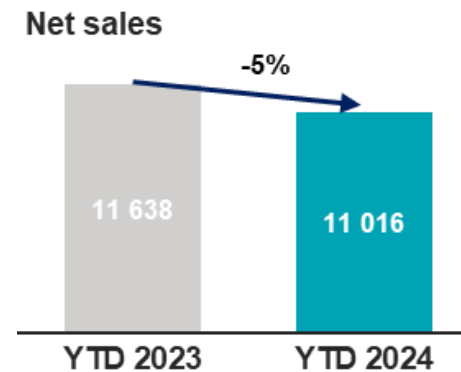
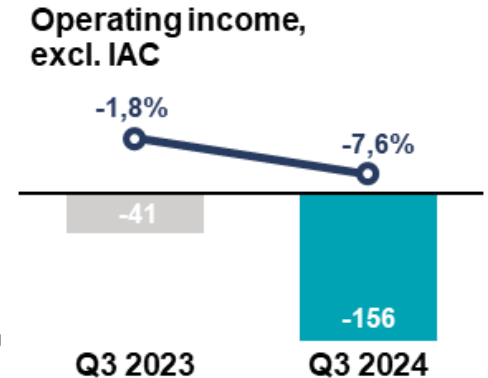
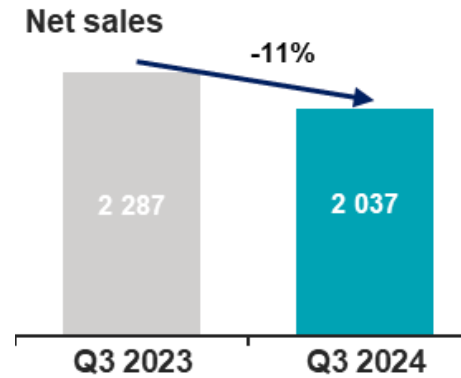
Gardena Division



Q3: Organic sales declined 8%; operating margin at -7.6%

- Good sales for battery products and hand tools
- Watering business decreased, due to unfavourable weather in July. However, gradually improved during the quarter
- Negative volume and mix impacting profitability, partly offset by cost savings

YTD 2024: Organic sales declined 5%; operating margin at 11.0%



Husqvarna Construction Division

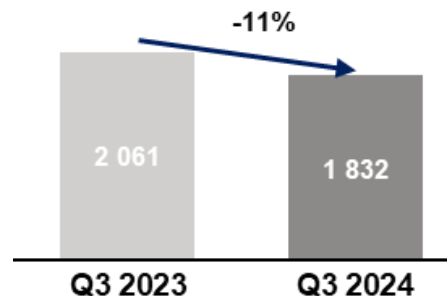


Q3: Organic sales declined 8%; operating margin at 8.2%

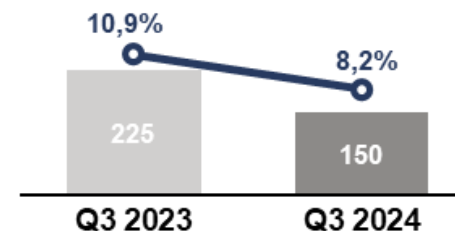
- Sales growth in Europe. Weak market and lower sales in North America
- Good performance for power cutters, demolition robots and P&A
- Lower volumes and capacity utilization impacting profitability, partly offset by cost savings

YTD 2024: Organic sales declined 6%; operating margin at 9.4%

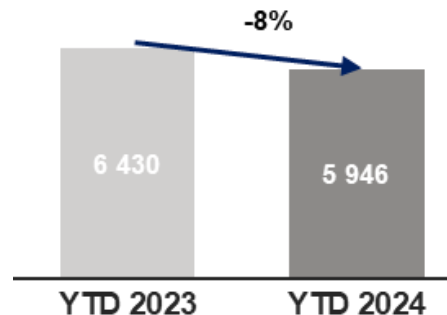
Net sales



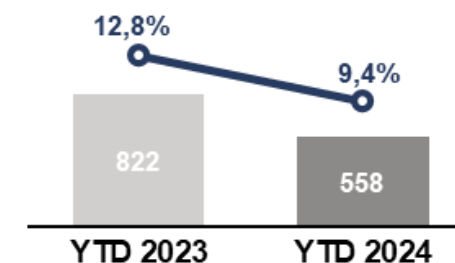
Operating income, excl. IAC



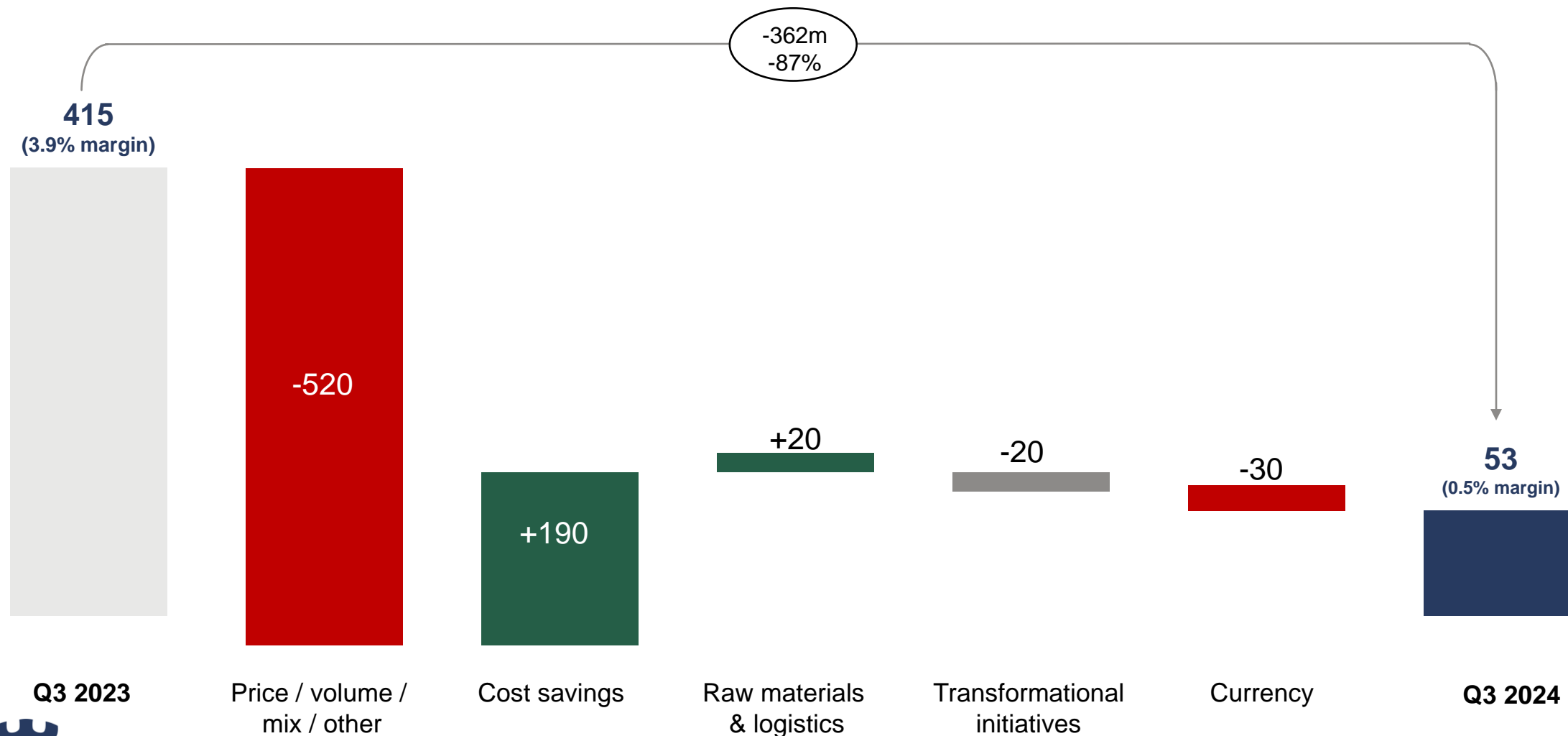
Net sales



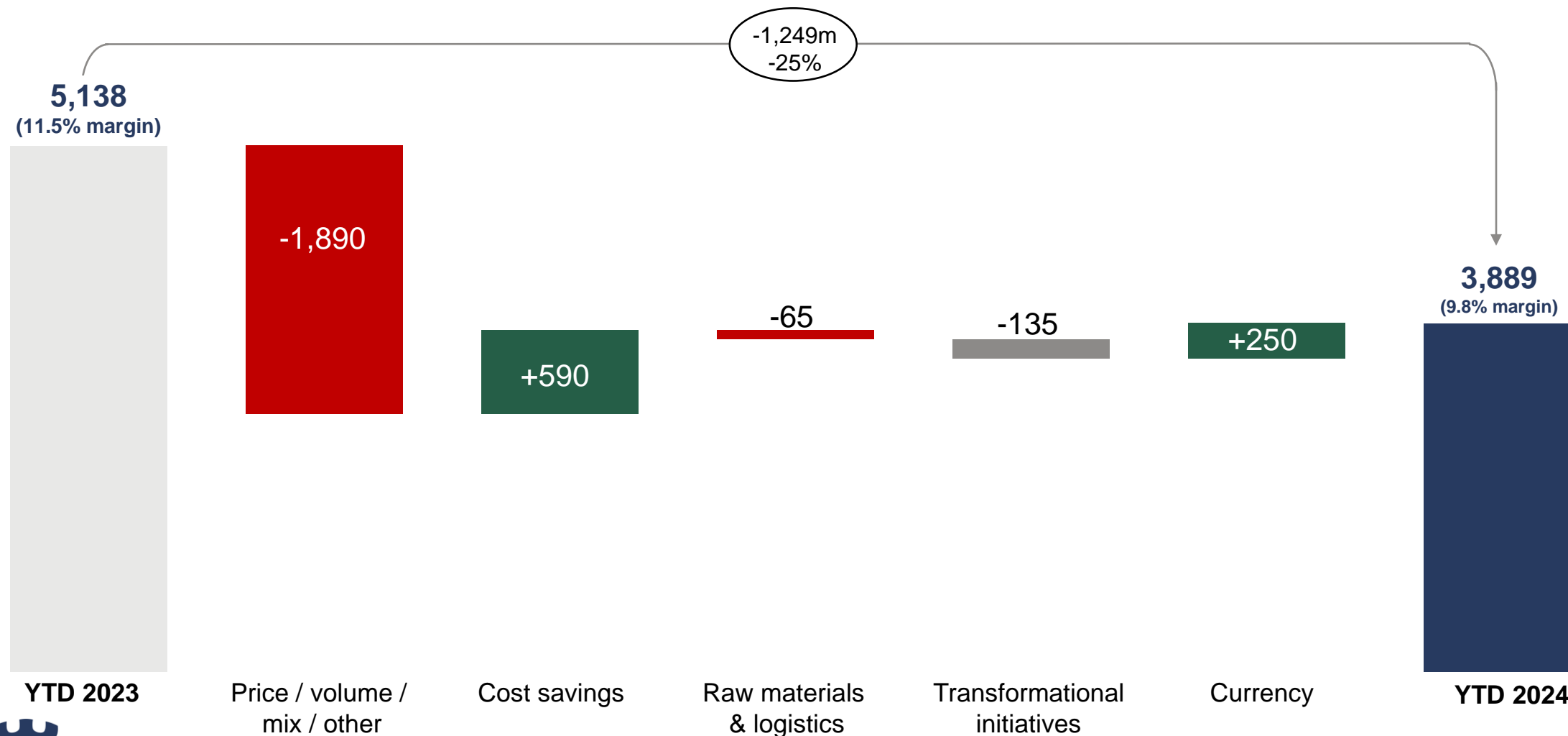
Operating income, excl. IAC



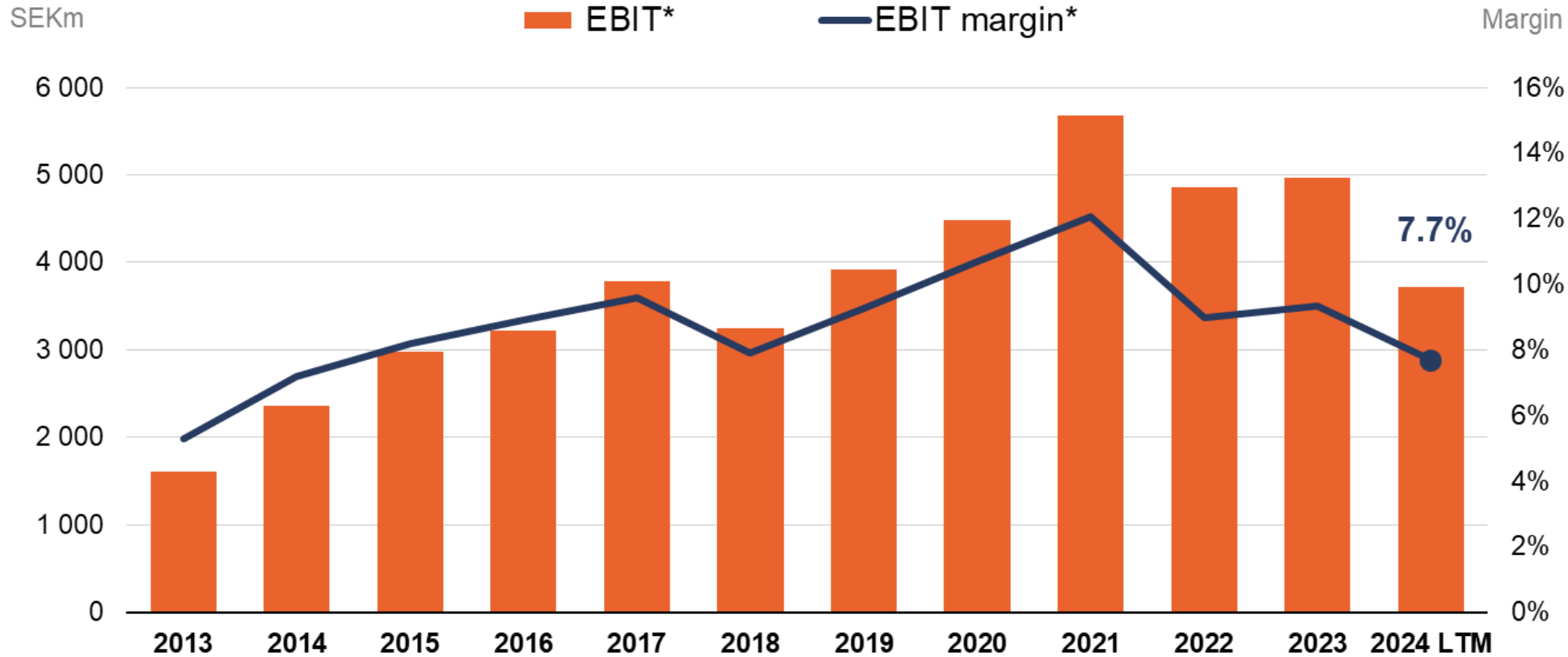
Q3 2024 EBIT bridge (excl. IAC)



YTD 2024 EBIT bridge (excl. IAC)



Husqvarna Group – EBIT development



Husqvarna Group

**Operating income excluding items affecting comparability*

Additional fixed cost savings

- Additional cost saving measures, leading to savings of SEK 500m in fixed costs
- Impacting approximately 400 positions
- Majority will have full effect in 2025
- Combined with our existing acceleration program, total targeted savings are now SEK 1.7bn
- Non-recurring costs of SEK 600m in Q4
- Continue to identify and implement additional efficiency measures

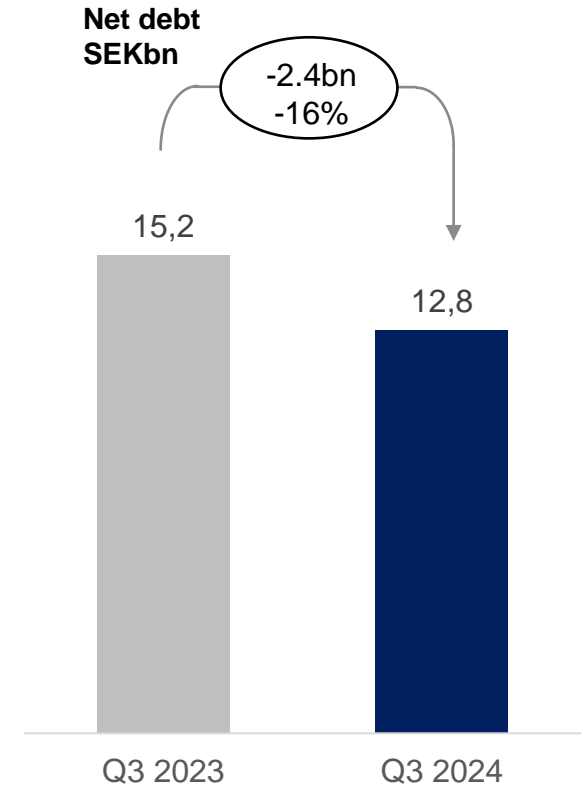
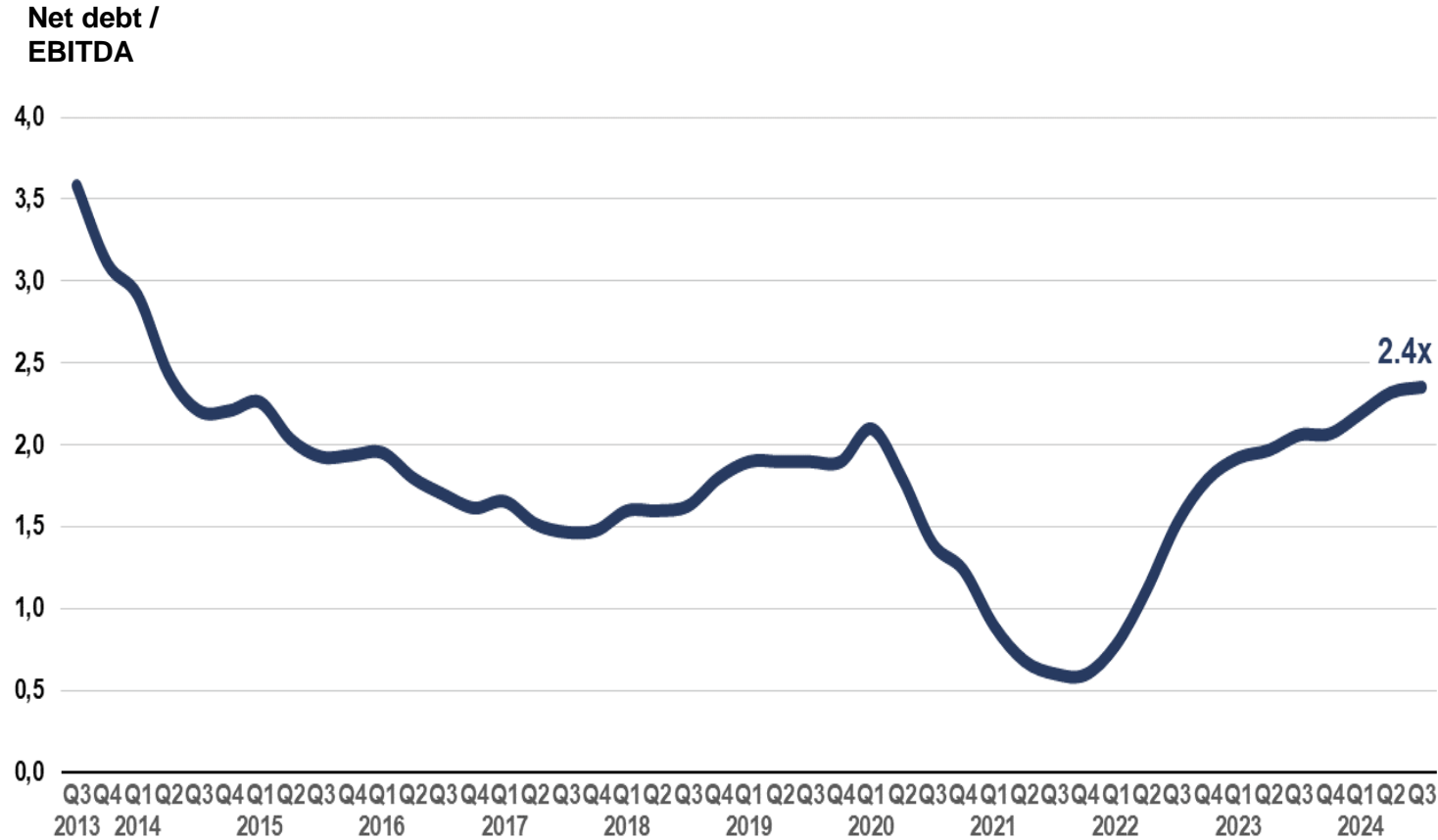


Consolidated balance sheet

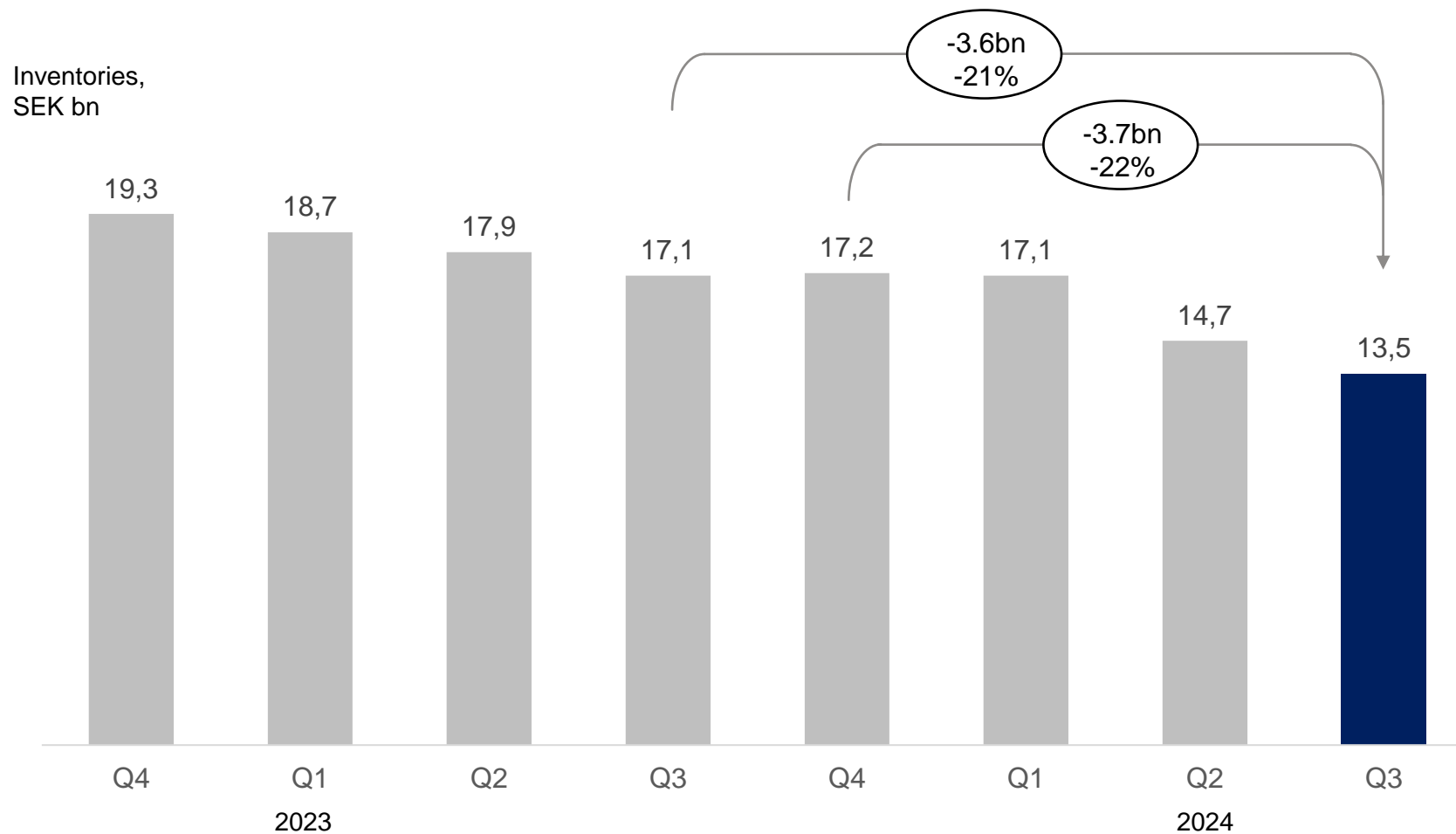
SEKm	Sep 30, 2024	Sep 30, 2023	Dec 31, 2023
Non-current assets	30 360	31 266	30 592
Inventories	13 521	17 090	17 184
Trade receivables	6 081	6 562	5 289
Other current assets	1 846	2 474	3 018
Cash and cash equivalents	3 428	2 196	1 527
Total assets	55 235	59 588	57 610
Total equity	24 704	26 129	23 772
Borrowings	11 767	13 299	14 586
Lease liabilities	1 941	2 247	2 084
Provisions for pensions	2 110	1 637	2 209
Other provisions	1 839	2 065	2 035
Trade payables	4 341	5 016	5 487
Other liabilities	8 534	9 194	7 436
Total equity and liabilities	55 235	59 588	57 610

- Solid financial position
- Good cash collections lowers trade receivables
- Strong results from active efforts to reduce inventory levels
- Lower payables due to reducing manufacturing and inventory

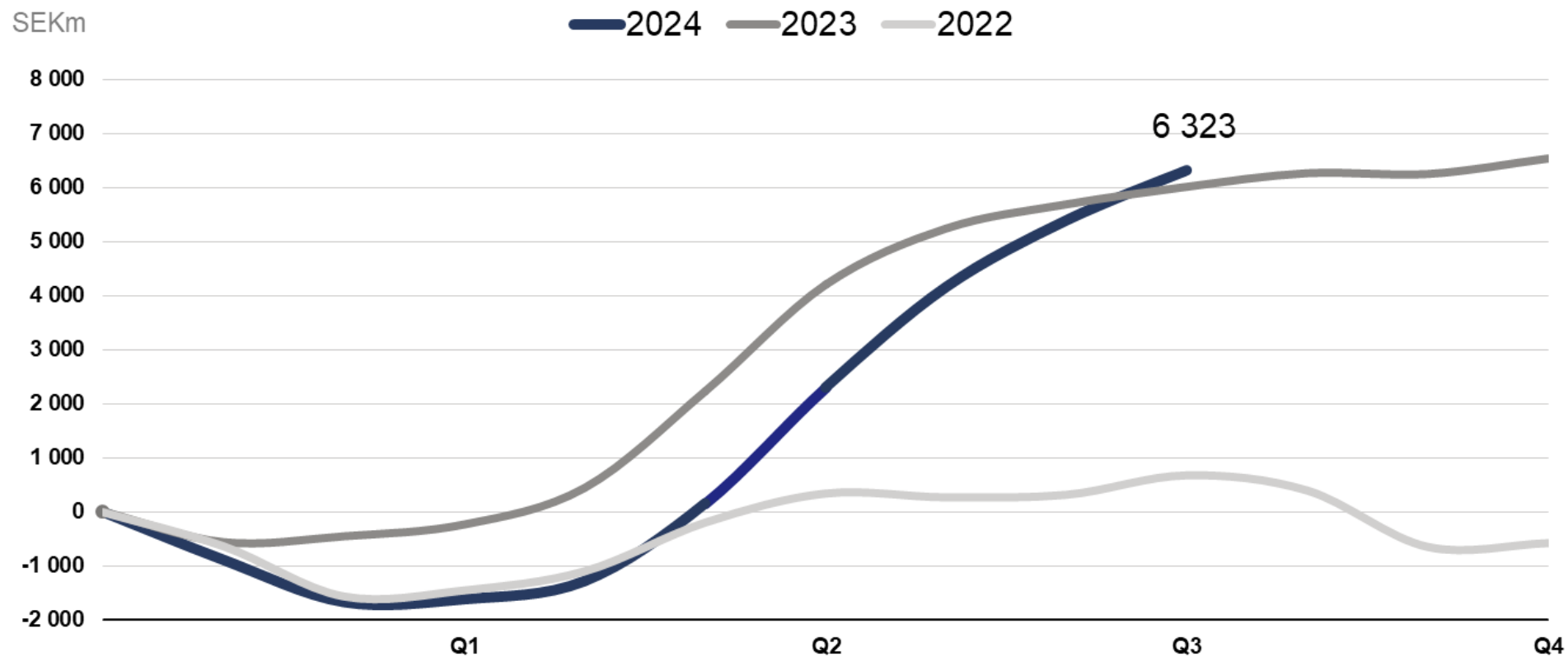
Net debt decreased by SEK 2.4bn since last year, however lower EBITDA



Reducing inventory levels



Record direct operating cash flow



Trade receivables financing used in H1 2022 and H1 2023

Investing in our value creation areas



Robotic mowers



Battery-powered products



Professional solutions



Watering products



Launch of 13 new boundary wire free robotic mowers for 2025



- Strong growth in professional robotics, driven by golf and sports
- Total 13 new robotic mower launches for 2025, all boundary wire free
 - 4 professional models
 - 9 residential models



Good progress on our Sustainovate 2025 targets



CARBON

Reduce absolute CO₂ emissions by -35%

Status Q3 2024:

-56%



CIRCULAR

Launch 50 new circular innovations

Status Q3 2024:

33



PEOPLE

Empower 5 million people to make sustainable choices

Status Q3 2024:

3.6m



Husqvarna
Group

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**Husqvarna
Group**

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