



Q3 Results – October 21, 2025

Glen Instone, CEO
Terry Burke, CFO

Highlights from the Group



AI Vision
lawnmowers to
reach market in
2026



Improved bestseller
Chainsaws Hit
Dealers Ahead of
Fall Season



Husqvarna
present at >1500
golf courses
globally



Promising
introduction of
Autogrinder



Q3 Summary

Growth in professional and improved EBIT

- Flat organic growth with mixed demand
- Solid EBIT improvement
- Delivering on cost savings
- Headwinds from FX and tariffs
- Reduced net debt

Gearing up for the future

- New cost-efficiency measures
- Announced new innovations for 2026



Growth in the professional segment and improved EBIT in Q3



NET SALES

SEK **9,204**_m (9,739)

FLAT ORGANIC SALES
GROWTH

- Organic growth in the Husqvarna Forest & Garden and Construction divisions
- Strong growth in the professional segment
- Challenging market conditions in North America



OPERATING INCOME

SEK **140**_m (53)

MARGIN 1.5% (0.5)

- Favorable product mix
- Delivering on cost savings programs
- Negative impact from currency effects and tariffs



DIRECT OPERATING
CASH FLOW

SEK **3,455**_m (4,020)

- Inventory reduced by SEK 1.3bn
- Net debt reduced by SEK 2.9bn compared to last year
- Net debt/EBITDA was 2.2 (2.4)



ROBOTICS AND BATTERY

22% (20) of Group R12

- Strong growth from new boundary wire-free robotic mowers
- Presence at >1,500 golf courses

Husqvarna Forest & Garden Division

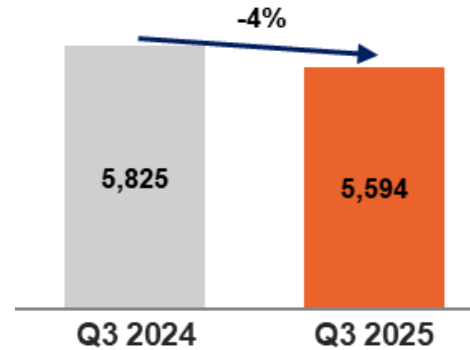


**Q3: Organic growth 1%;
operating margin at 4.0%**

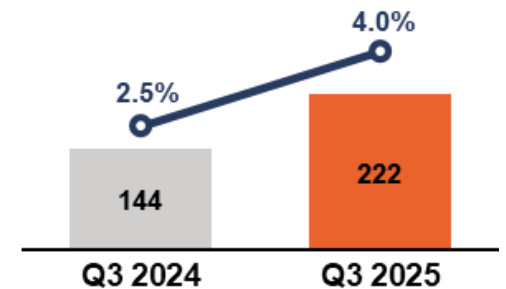
- Strong growth in the professional segment: robotic mowers and handheld
- Challenging situation with lower result in North America
- Negative effects from currency and tariffs

**YTD: Organic growth 4%;
operating margin at 10.9%**

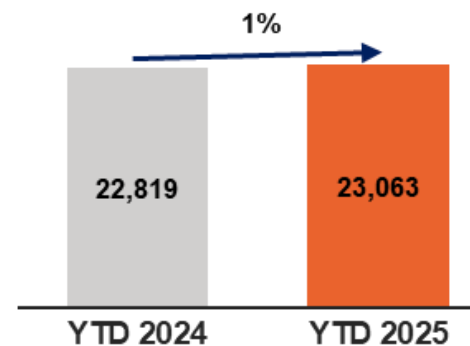
Net sales



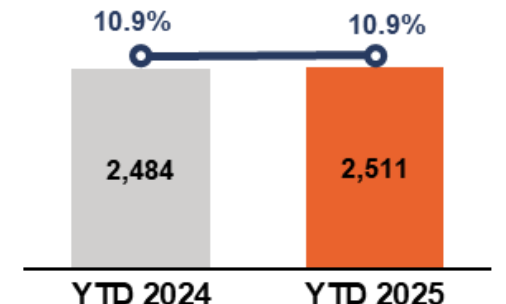
Operating income, excl IAC



Net sales



Operating income, excl. IAC



Note: Operating income excluding items affecting comparability

Gardena Division

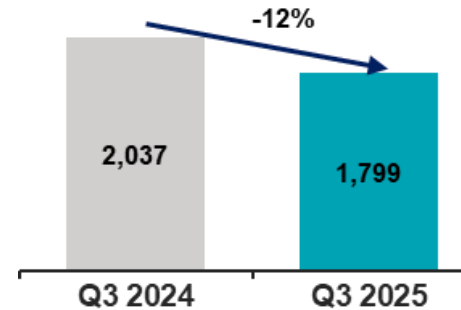


**Q3: Organic growth -7%;
operating margin at -9.0%**

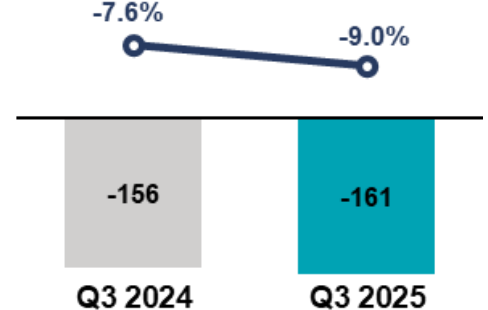
- Growth in the watering business
- Decline for robotic mowers and hand tools
- Operating income declined slightly due to lower volumes, partly offset by cost savings

**YTD: Organic growth -2%;
operating margin at 10.5%**

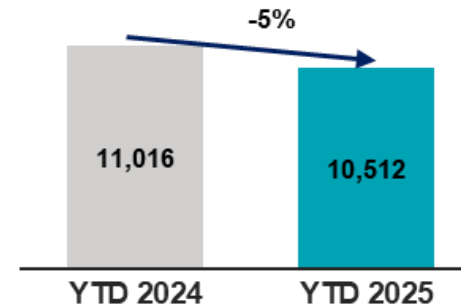
Net sales



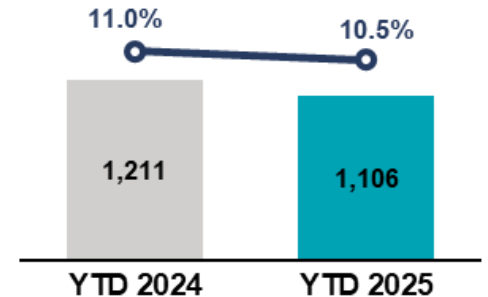
Operating income, excl. IAC



Net sales



Operating income, excl. IAC



Note: Operating income excluding items affecting comparability

Husqvarna Construction Division

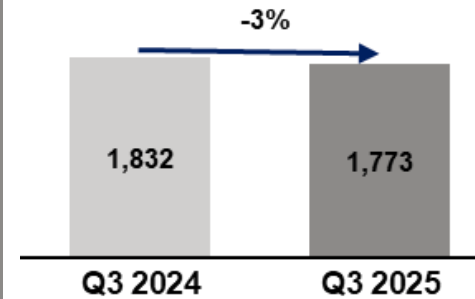


**Q3: Organic growth 3%;
operating margin at 11.5%**

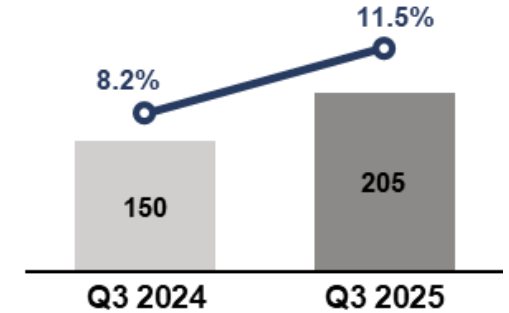
- Growth for power cutters and aftermarket sales
- Increased EBIT driven by mix, cost savings and operational efficiency
- Negative impact from currency effects and tariffs

**YTD: Organic growth -4%;
operating margin at 10.5%**

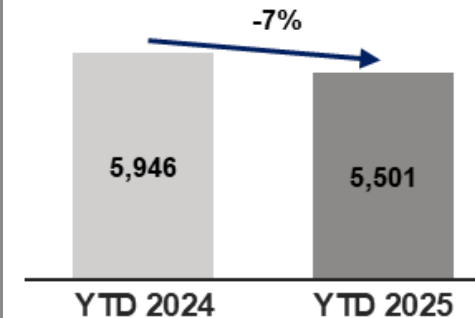
Net sales



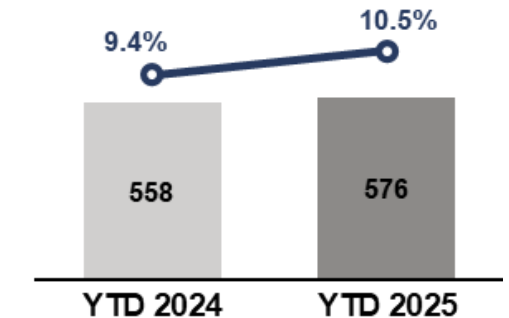
Operating income, excl. IAC



Net sales

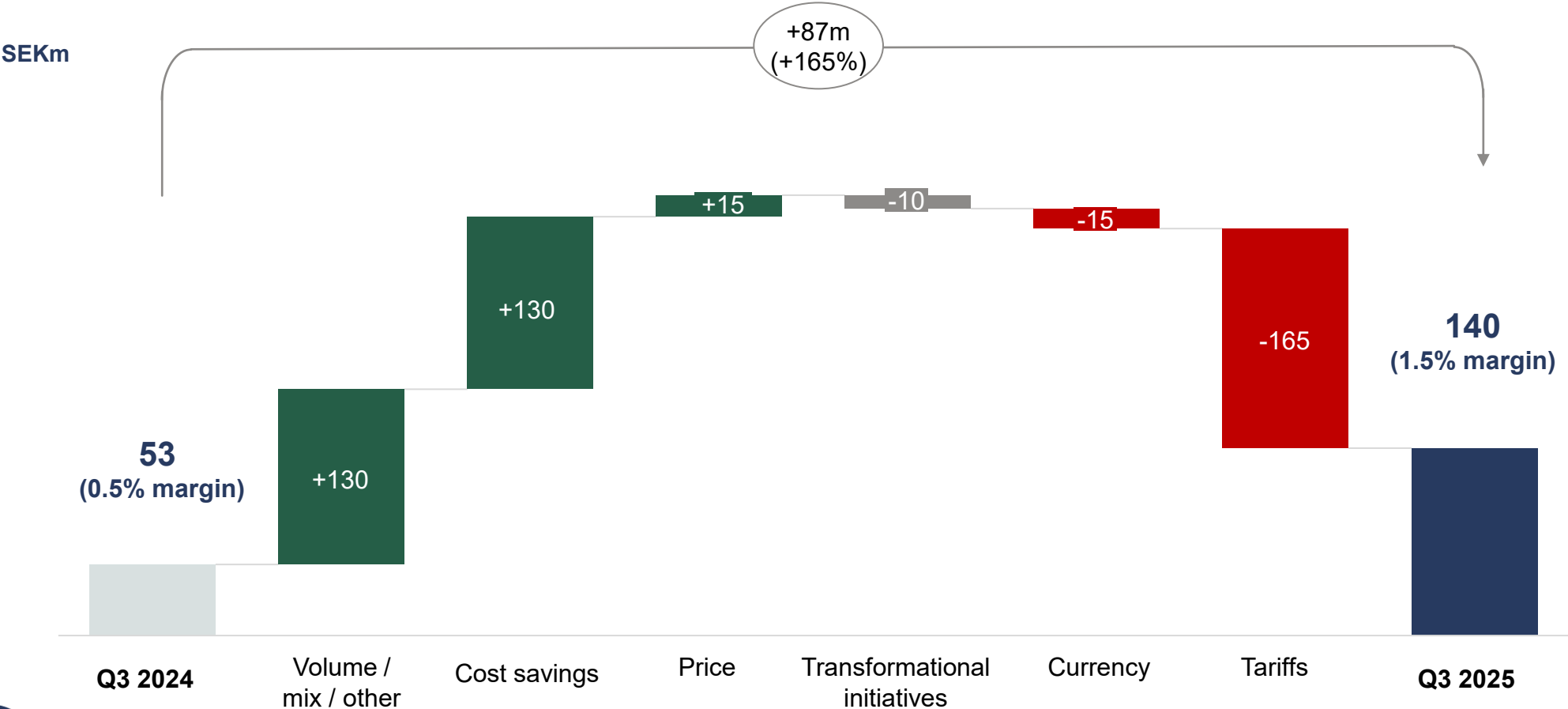


Operating income, excl. IAC

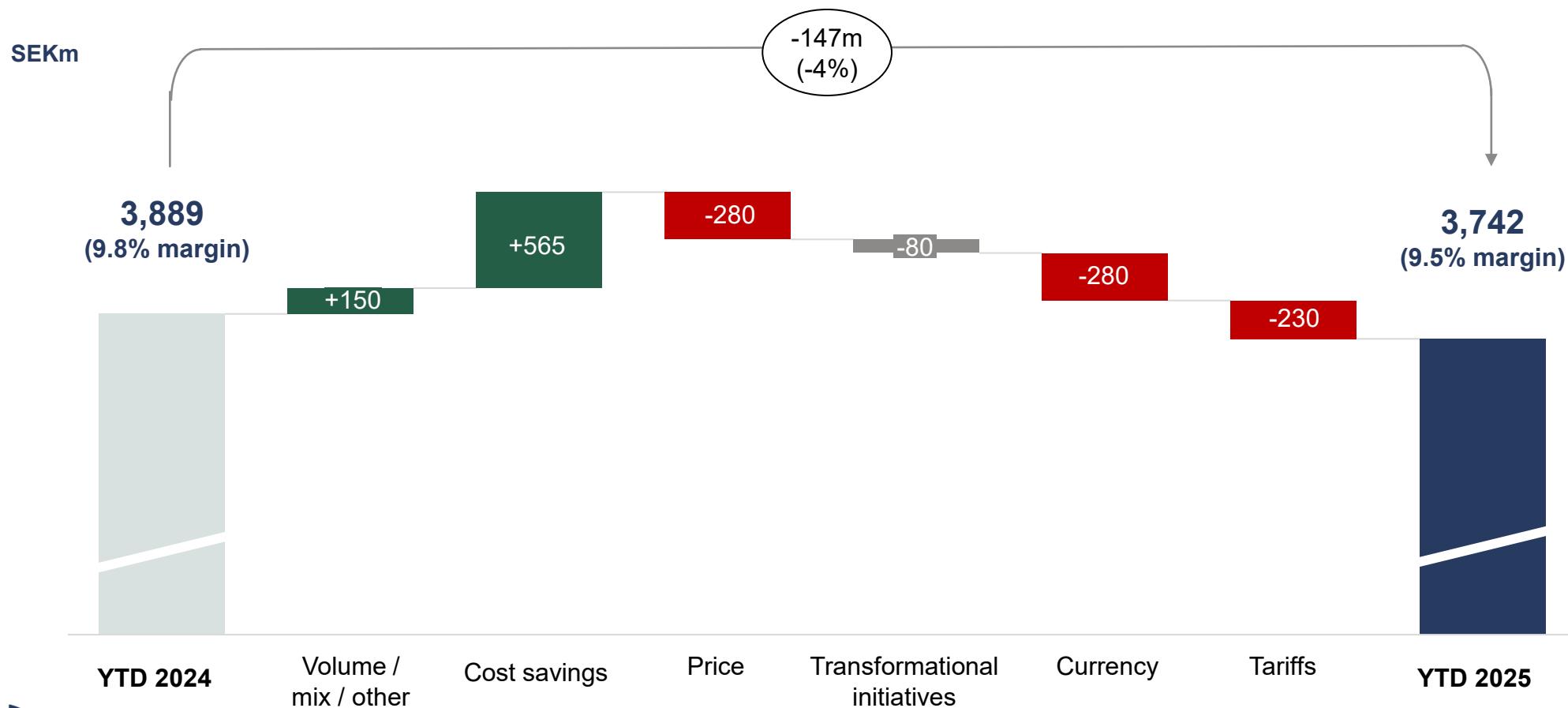


Note: Operating income excluding items affecting comparability

Q3 EBIT bridge (excl. IAC)



YTD EBIT bridge (excl. IAC)

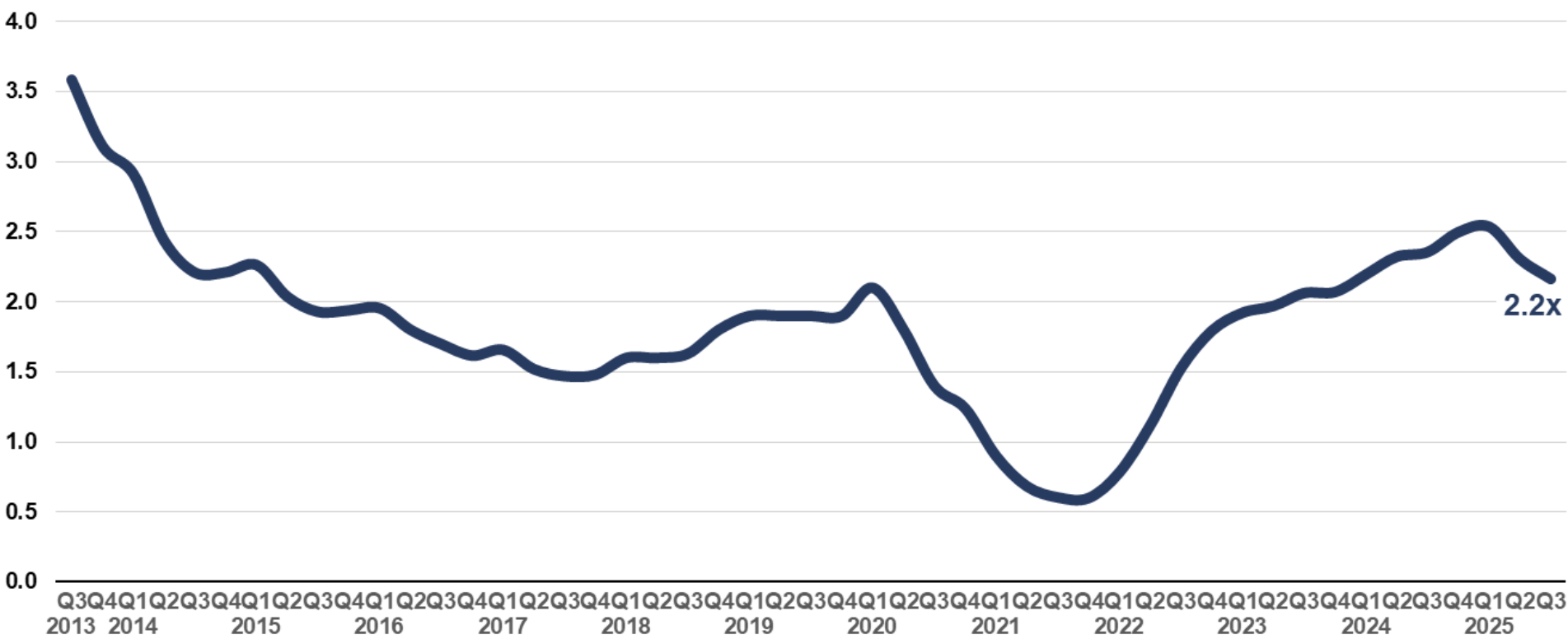


Consolidated balance sheet

SEKm	Sep 30, 2025	Sep 30, 2024
Non-current assets	29,198	30,360
Inventories	12,248	13,521
Trade receivables	5,730	6,081
Other current assets	2,415	1,846
Cash and cash equivalents	3,895	3,428
Total assets	53,485	55,235
Total equity	24,644	24,704
Borrowings	10,499	11,767
Lease liabilities	1,614	1,941
Provisions for pensions	1,931	2,110
Other provisions	1,718	1,839
Trade payables	5,253	4,341
Other liabilities	7,826	8,534
Total equity and liabilities	53,485	55,235

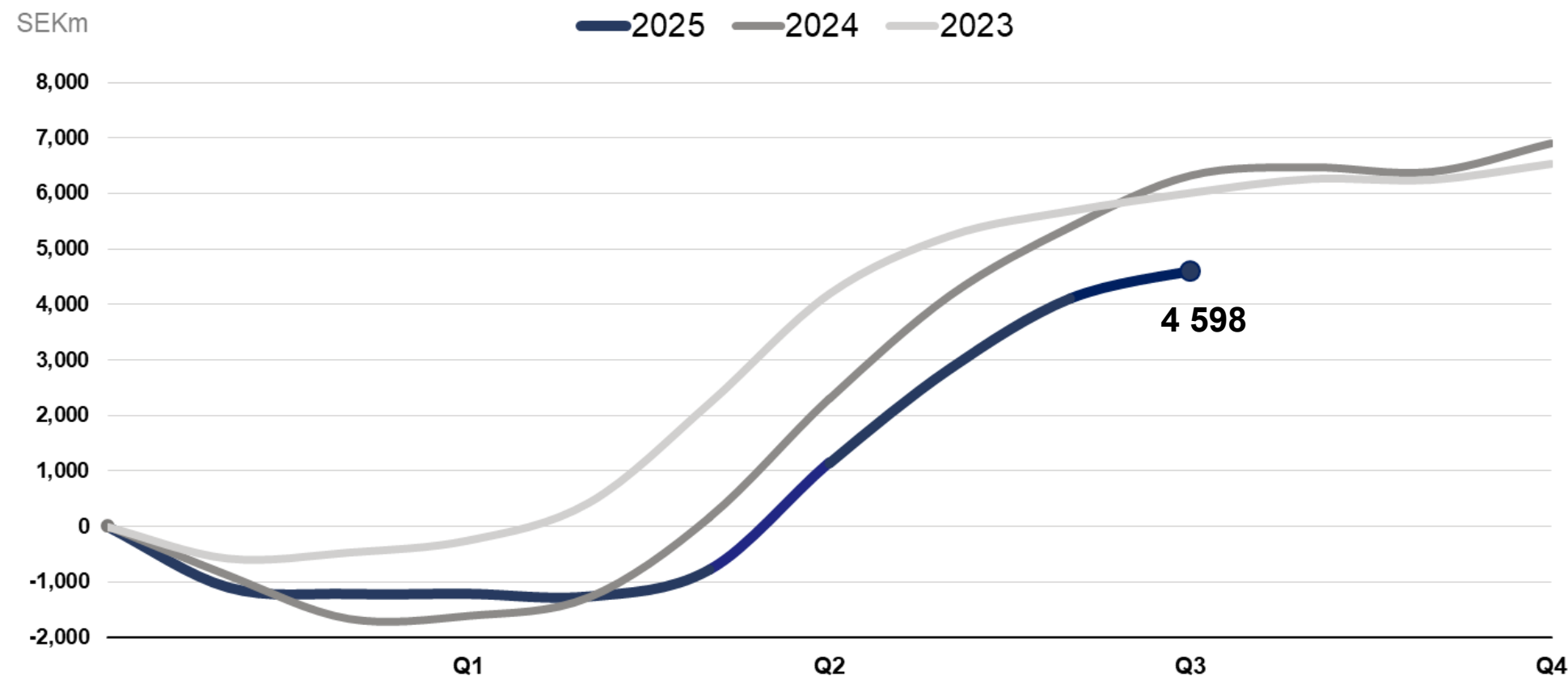
- Solid financial position
- Inventory reduction of SEK 1.3bn
- Lower borrowings

Net debt / EBITDA (R12)



Note: average net debt / rolling 12 months EBITDA, excl. items affecting comparability

Direct operating cash flow



Robotic mowers grew 12% in YTD 2025

Share of robotic
mower sales
(SEK 7,8bn LTM)

Growth YTD

The professional segment



Premium / mid-range
segment



Entry segment



Continued progress on Sustainovate 2025



CARBON

Reduce absolute CO₂ emissions by 35%

Status Q3 2025:

-55%



CIRCULAR

Launch 50 new circular innovations

Status Q3 2025:

45



PEOPLE

Empower 5 million people to make sustainable choices

Status Q3 2025:

5.5m



Husqvarna
Group

Q3 Summary

Growth in professional and improved EBIT

- Flat organic growth with mixed demand
- Solid EBIT improvement
- Delivering on cost savings
- Headwinds from FX and tariffs
- Reduced net debt

Gearing up for the future

- New cost-efficiency measures
- Announced new innovations for 2026



Welcome to attend Husqvarna Group's Capital Markets Day

December 10, 2025
Stockholm

Q&A



**Husqvarna
Group**

www.husqvarnagroup.com

