

First quarter results 2004

Hans Stråberg,
President and CEO

Industry shipments and estimated trends in demand, Q1 2004



North America

- Core appliances +10%
- Vacuum cleaners +7%
- Outdoor products¹⁾

Brazil

- Core Appliances +20%³⁾

Europe

- Core appliances +3%
- Vacuum cleaners +15%
- Food-service
- Outdoor products¹⁾

Asia

- China +8%³⁾
- India -1%³⁾

Australia

- Core Appliances +13%³⁾

1) Consumer Products

2) Professional Products, excl. Power Cutters and Diamond Tools

3) YTD February

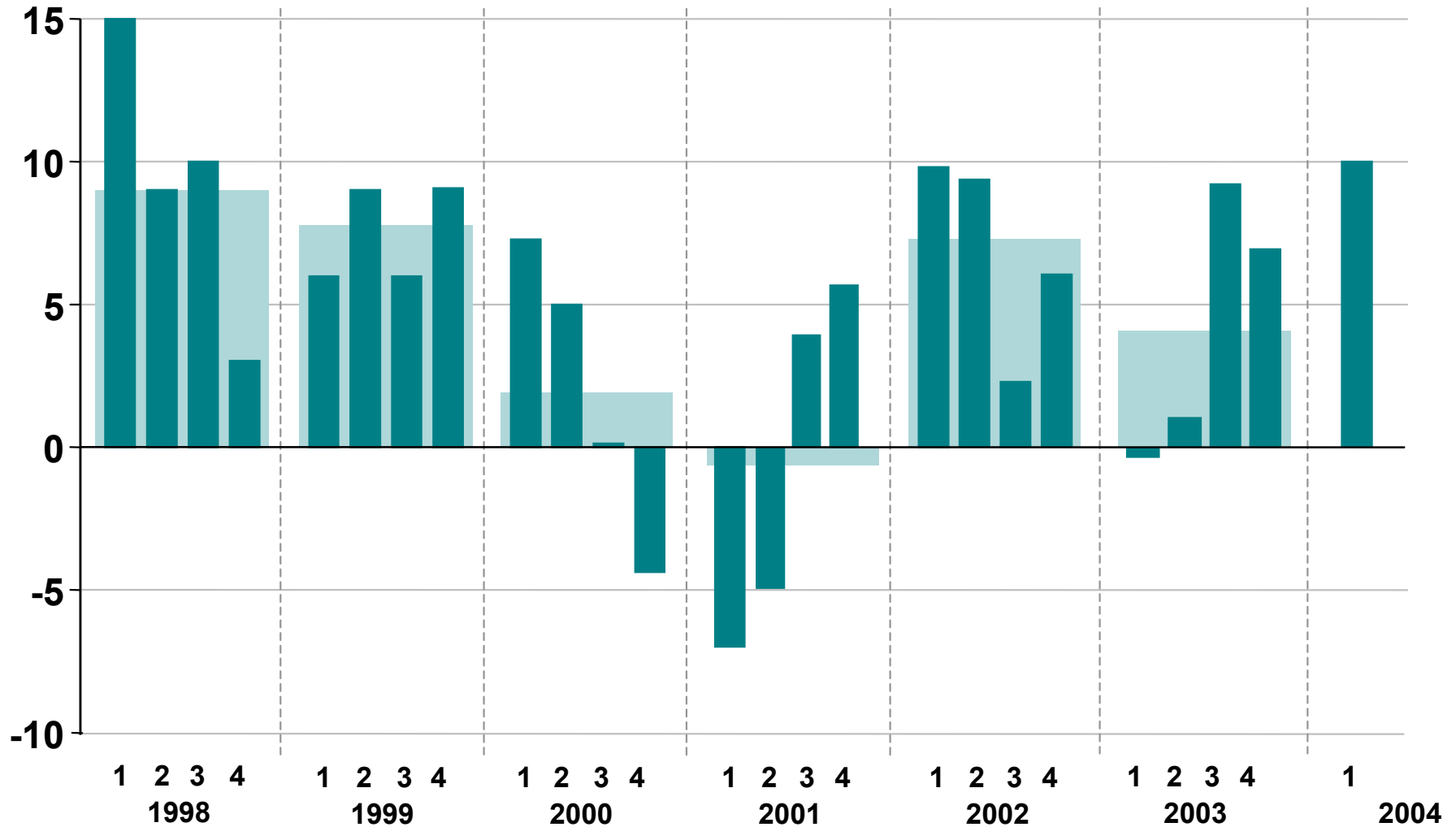
Core appliances, USA

Industry unit shipments



Change in % vs same period previous year

■ = Full year



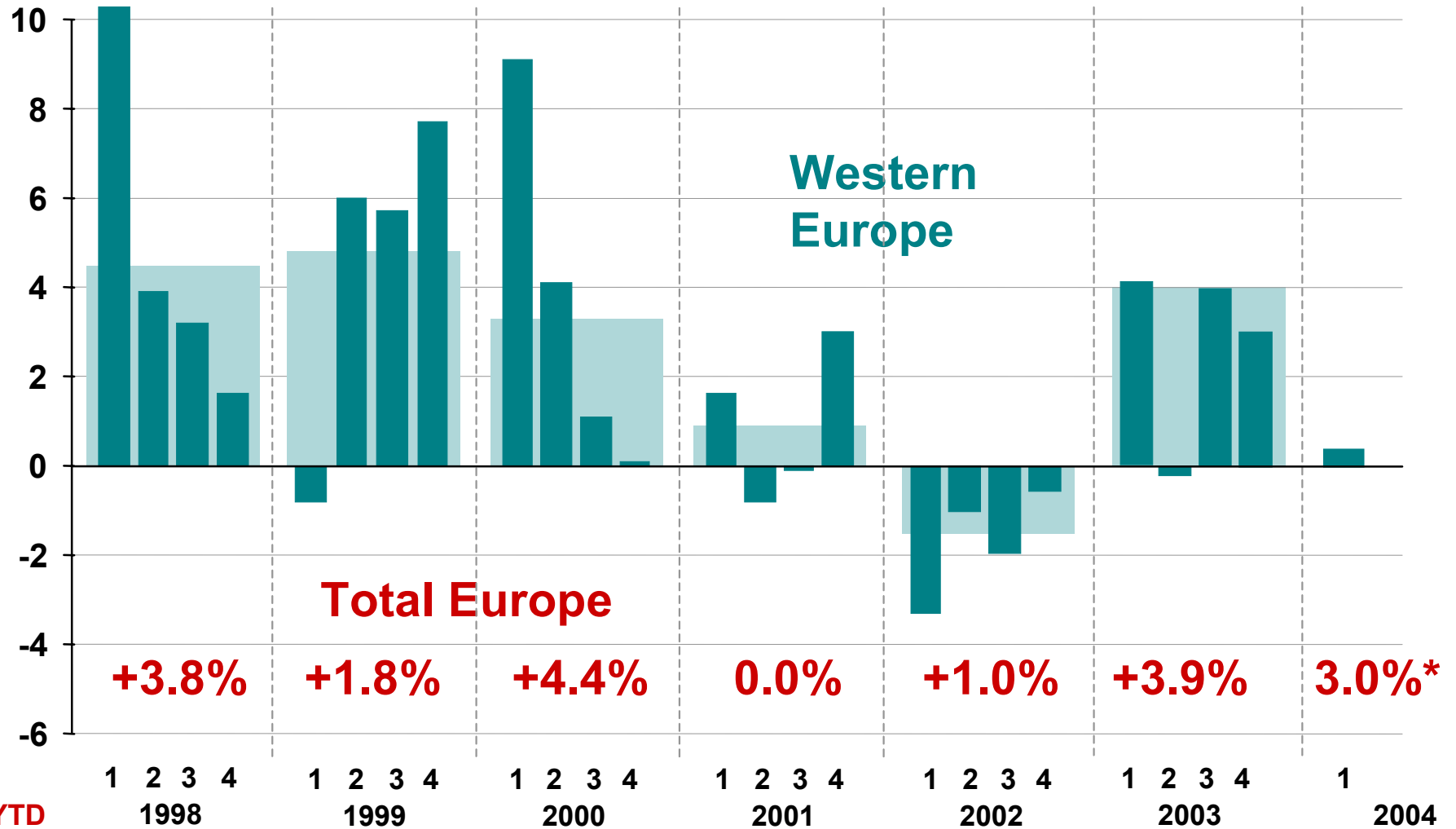
Core appliances, Europe

Industry unit shipments



Change in % vs same period previous year

█ = Full year



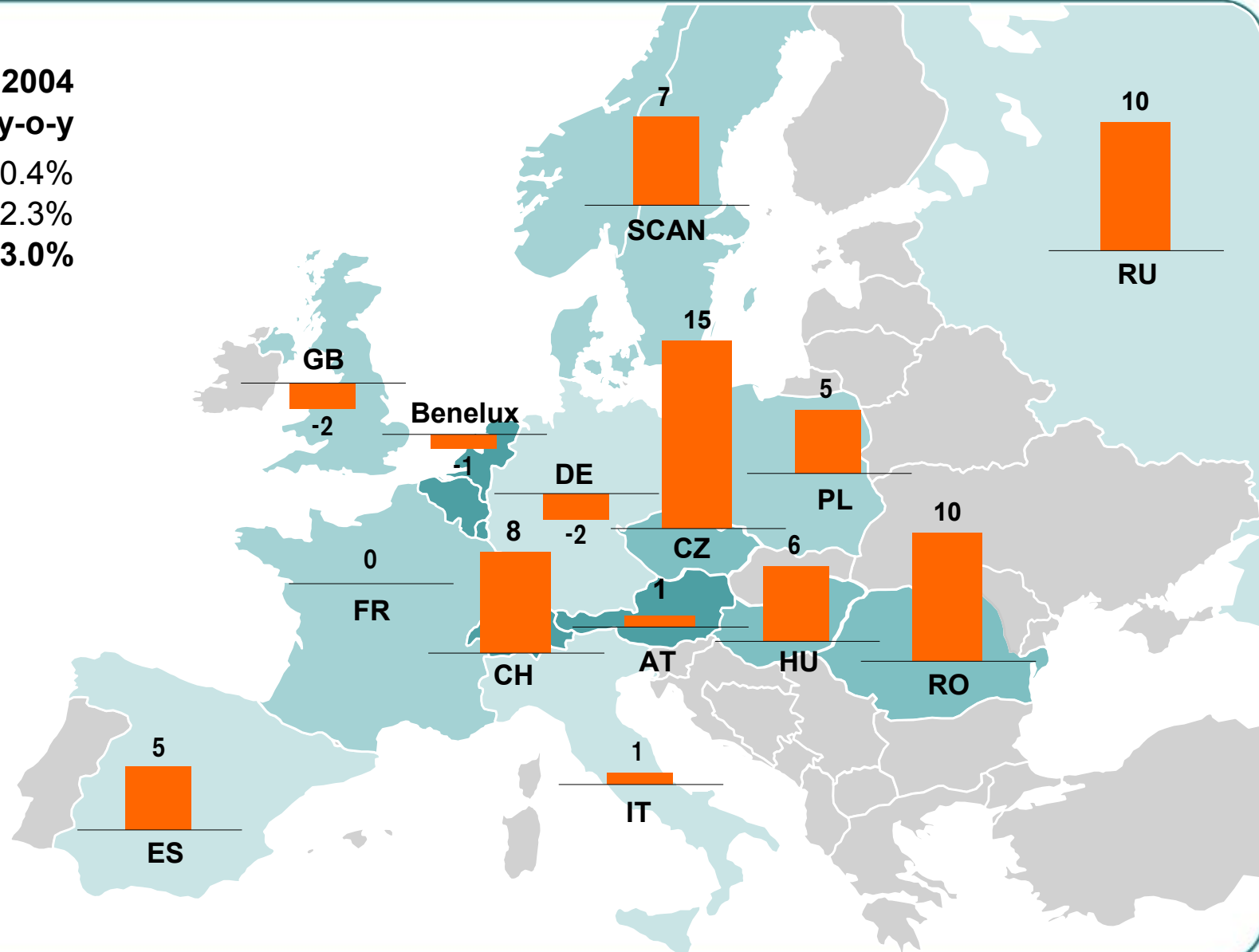
* YTD

Core appliances, Europe

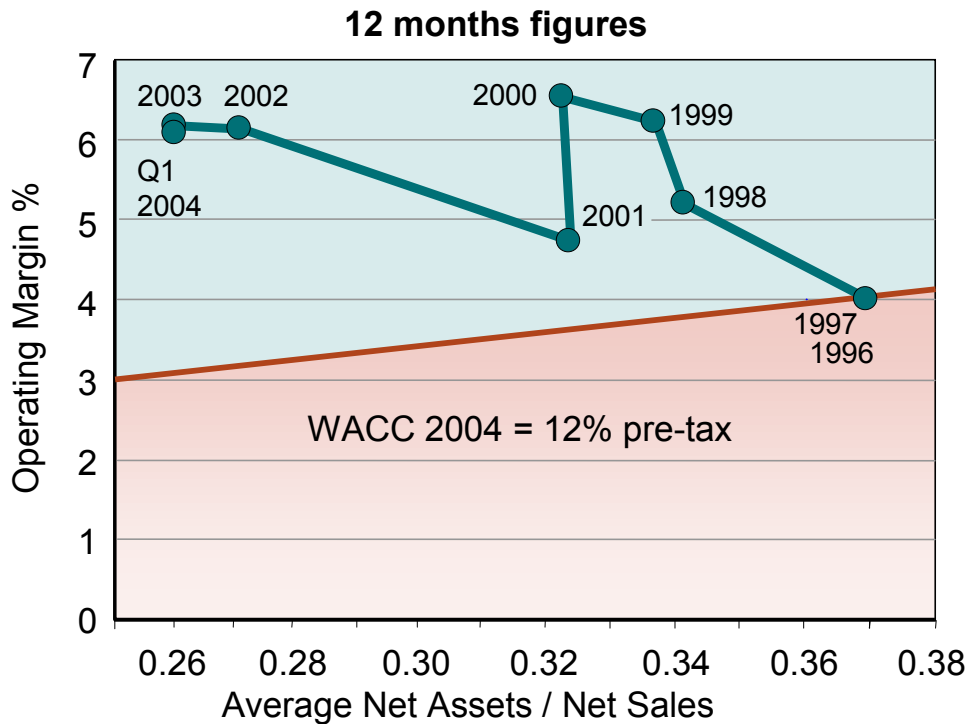
Industry unit shipments



	Q1,2004 y-o-y
Western Europe	+0.4%
Eastern Europe	+12.3%
Total Europe	+3.0%



Key data, Q1 2004



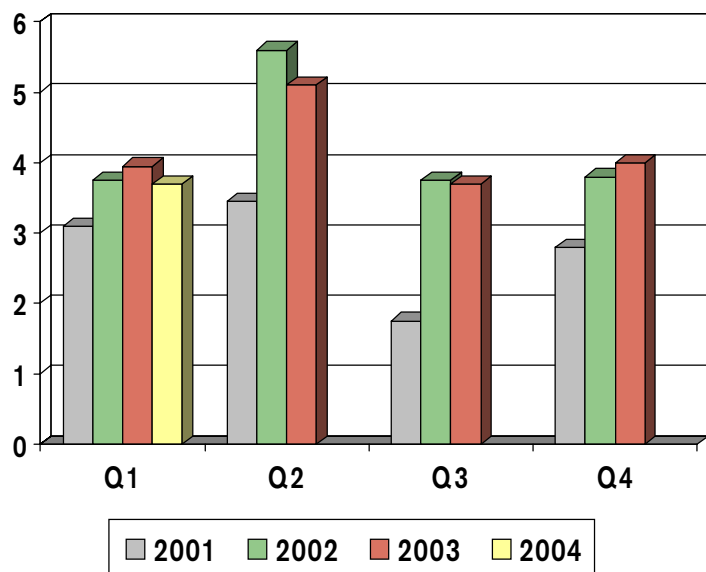
Q1 2004*	SEKm	Change
Sales	30,493	-4.9%
EBIT	1,705	-5.2%
Value creation	776	+45
<i>In comparable currency</i>		
Sales		+1.1%
EBIT		+0.5%

* Excluding items affecting comparability

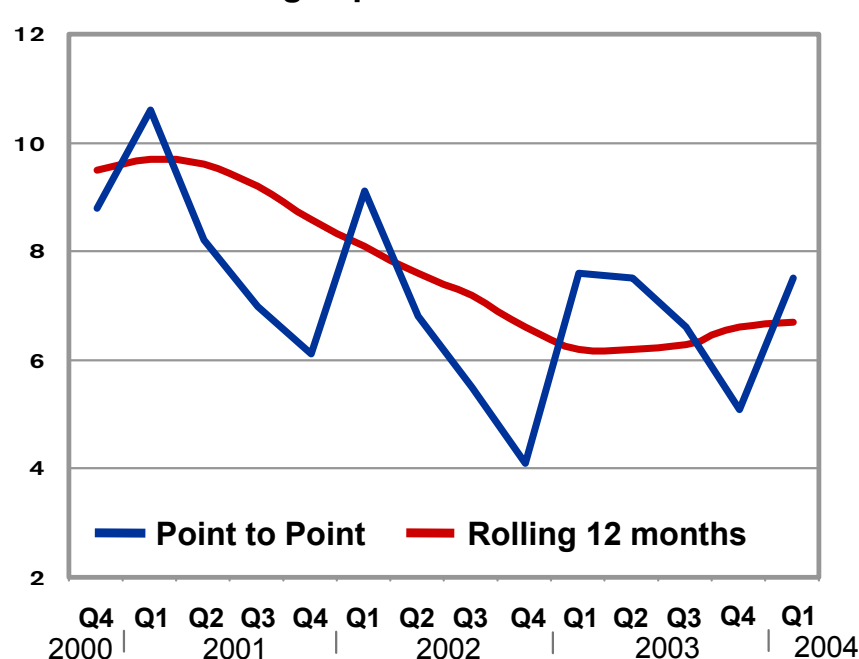
- Sales increased 4.2%, adjusted for changes in exchange rates and in Group structure
- Operating income adversely affected by a charge of SEK -979m for closure of the Greenville plant in the US, and changes in exchange rates in the amount of SEK -125m
- Savings from restructuring amounted to SEK 49m in the quarter

Net income per share and trend in working capital

Net income per share, SEK
excl items affecting comparability



Working capital / Annualized sales



- Net income per share, excluding items affecting comparability down -6,3%, to SEK 3.70 (3.95)
- Cash flow from operations and investments improved mainly due to:
 - lower increase in working capital, particularly accounts receivable
 - lower spending in the restructuring programs

Consumer Durables, Europe



- Margin improved from first quarter 2003
- Appliance sales up in Eastern Europe and Scandinavia, but down in several markets in Central and Southern Europe
- Appliances sales adversely impacted by divestment of holding in Vestfrost (Q1, 2003:SEK 322m) and lower deliveries for less profitable product segments
- Operating income and margin up for appliances, despite increased investments in brand building and product development

Q1 2004*	SEKm	Change
Sales	10,386	-4.2%
EBIT	641	+0.3%
<i>Margin</i>	6.2%	
<i>In comparable currency</i>		
Sales		-3.0%
EBIT		+1.4%

* Excluding items affecting comparability



Consumer Durables, North America



- Substantial decline in income and margin for floor-care products compared to strong first quarter in 2003
- Higher sales and operating income for appliances in USD
- Appliance margin maintained while increasing investment in brand-building and product development
- Good growth in refrigerators, washers, dryers and cookers

Q1 2004*	SEKm	Change
Sales	7,365	-7.0%
EBIT	277	-29.2%
<i>Margin</i>	3.8%	
<i>In comparable currency</i>		
Sales		+6.0%
EBIT		-21.2%

* Excluding items affecting comparability



Shop display of the Electrolux Icon range

 **Electrolux**



New upmarket range showed at trade show in Chicago in April

 **Electrolux**



- High-end range beyond the ICON line
- Launch planned for 2005



Outdoor cooking center

Consumer Durables, Rest of the World



- Appliance sales in Brazil up on new products, strong retailer relationships
- Operating income for Brazilian operation improved and was positive
- Appliance sales in India up strongly, operating loss substantially reduced as a result of restructuring
- China operating loss reduced by restructuring and cost cutting

Q1 2004*	SEKm	Change
Sales	3,147	+9.0%
EBIT	5	+104.3%
<i>Margin</i>	<i>0.2%</i>	
<i>In comparable currency</i>		
Sales		+8.0%
EBIT		+101.9%

* Excluding items affecting comparability



Consumer Durables, Outdoor products



- European demand flat
- Sales and income for European operation largely unchanged
- North American garden demand up
- Strong sales growth in most product areas in US, operating income up substantially in USD

Q1 2004*	SEKm	Change
Sales	5,611	-1.9%
EBIT	507	+0.4%
<i>Margin</i>	<i>9.0%</i>	
<i>In comparable currency</i>		
Sales		+9.0%
EBIT		+13.7%

* Excluding items affecting comparability

Professional Indoor Products



- Lower sales mainly due to divestment of compressor operation (Q1 2003:SEK 685m)
- Sales up for food service operation in Southern Europe and US
- Operating income for food-service operation increased, margin improved
- Sales for laundry equipment declined due to exchange rates and lower volumes, operating income and margin down

Q1 2004*	SEKm	Change
Sales	1,558	-28.0%
EBIT	94	-32.0%
<i>Margin</i>	<i>6.0%</i>	
<i>In comparable currency</i>		
Sales		-26.5%
EBIT		-32.1%

* Excluding items affecting comparability



Professional Outdoor Products



- Market demand estimated to have been unchanged in most categories
- Strong sales growth for chainsaws, but mainly for lower-specified models
- Substantial decline in sales for lawn & garden due to later pre-seasonal shipments
- Sales of diamond tools and power cutters up in local currencies
- Overall, operating income down, partly due to less favorable exchange rates

Q1 2004*	SEKm	Change
Sales	2,409	-3.6%
EBIT	343	-17.2%
<i>Margin</i>	<i>14.2%</i>	
<i>In comparable currency</i>		
Sales		+1.4%
EBIT		-16.3%

* Excluding items affecting comparability



Negatives

- SEK 979m charge to EBIT for closure of Greenville plant
- Unfavorable currency trends
- Downturn in income for floor-care in US
- Lower income for Professional Products

Positives

- Continued strengthening Group through increased focus on products and brand
- Group's EBIT margin unchanged, excl. Greenville charge, despite brand investments
- Good performance for appliances in Europe and US
- Improvement for appliances in Rest of the World

Unchanged outlook for full year 2004

- Some growth in market demand in both Europe and North America
- Increased investment in R&D and brand building
- Negative currency movements
- 2004 operating income somewhat lower than 2003 excluding items affecting comparability

Factors affecting forward-looking statements



Factors affecting forward-looking statements

This presentation 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.