## @Husqvarna

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## Interim Report January-March 2007

Stockholm 19 April 2007

- Net sales amounted to SEK $9,214 \mathrm{~m}(9,338)$ and income for the period to SEK 613m (546*), corresponding to SEK 2.07 (1.84*) per share
- Operating income for the first quarter rose to SEK 984m (929), and margin improved to 10.7 \% (9.9)
- Good sell-in of consumer garden products to retailers
- Higher sales for Consumer Products in comparable currencies, higher operating income and margin
- Continued strong performance for Professional Products
* Pro forma

| SEKm, unless otherwise stated | $\begin{array}{r} \text { First } \\ \text { quarter } \\ 2007 \\ \hline \end{array}$ | $\begin{array}{r} \text { First } \\ \text { quarter } \\ 2006 \end{array}$ | Change,\% | Change in comparable currencies, $\%^{1)}$ | $\begin{array}{r} \text { Full year } \\ 2006 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 9,214 | 9,338 | -1 | 6 | 29,402 |
| Operating income | 984 | 929 | 6 | 9 | 3,121 |
| Operating margin, \% | 10.7 | 9.9 | - | - | 10.6 |
| EBITDA | 1,211 | 1,166 | 4 | 8 | 3,957 |
| EBITDA margin, \% | 13.1 | 12.5 | - | - | 13.5 |
| Income after financial items | 876 | $792^{2)}$ | 112) | - | 2,692 ${ }^{\text {2) }}$ |
| Margin, \% | 9.5 | 8.5 ${ }^{2)}$ | - | - | $9.2{ }^{2)}$ |
| Income for the period | 613 | $546{ }^{2)}$ | $12^{2)}$ | - | 1,862 ${ }^{\text {2) }}$ |
| Earnings per share, SEK ${ }^{3 /}$ | 2.07 | $1.84{ }^{2)}$ | $12^{2)}$ | - | $6.29{ }^{2)}$ |
| Return on capital employed, \% ${ }^{4}$ | $22.8{ }^{2)}$ | $24.0{ }^{2)}$ | - | - | $23.8{ }^{2)}$ |
| Return on equity, $\%{ }^{4}$ | $31.4{ }^{2)}$ | $38.5^{2)}$ | - | - | $32.5^{2)}$ |

1) Including both transaction and translation effects.
2) Pro forma.
3) Before dilution. To enable comparison, the figures for both 2006 and 2007 are based on the number of shares as of 31 March 2007, i.e. 296,259,153.
4) Calculated on a 12-month basis.

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## FINANCIAL INFORMATION

The Husqvarna Group was established and capitalized as of 31 May 2006. Operations in Husqvarna previously comprised the Outdoor Product segment within the Electrolux Group.

During 2006 Husqvarna published pro forma financial information and combined financial statements. The difference between the pro forma financial information and the combined financial statements is described in Note 29 in the Group's annual report.

This report shows pro forma comparable figures for the first quarter of 2006. The income statement, the balance sheet and the cash flow analysis on pages 7-9 show both pro forma and combined comparable figures.

## Pro forma financial information

The pro forma financial information 2006 has been prepared in order to describe Husqvarna on a standalone basis, and was based on the assumption that Husqvarna was established and capitalized as of 1 January 2005 for the pro forma income statement and 31 December 2005 for the pro forma balance sheet.

The following financial information for 2006 is shown pro forma in the report and has been marked with an asterix: financial net, taxes, net borrowings and equity. This affects the cash flow and the following key ratios: earnings per share, equity per share, net debt/equity, equity/assets, return on capital employed and return on equity.

## Combined Financial Statements

Operations were transferred to Husqvarna at book values reported by Electrolux according to the predecessor basis. The combined financial statements 2006 represent the financial position, results of operations and cash flows of Husqvarna $A B$ and its subsidiaries and other legal entities, which were included in the former Outdoor Product segment within Electrolux.

As the establishment of the Group was finalized by 31 May 2006, the income statement, balance sheet, equity statement and cash flow statement as of 1 June 2006 and onward represent the consolidated values for the Group.

## Accounting principles

Husqvarna applies International Financial Reporting Standards (IFRS) as adopted by the European Union. This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and RR 31 from the Swedish Financial Accounting Standards Council.

The accounting principles applied in this interim report are described in Husqvarna's annual report. The accounting principles are also available at www.husqvarna.com under Investor Relations.

## NET SALES AND INCOME

## Net sales

Net sales for the Husqvarna Group in the first quarter of 2007 amounted to SEK $9,214 \mathrm{~m}$, as against SEK $9,338 \mathrm{~m}$ for the same period in the previous year, corresponding to a decline of $1 \%$. The decline refers mainly to Consumer Products in North America, while net sales for Professional Products increased over the previous year.

After adjustment for exchange rate fluctuations, net sales increased by $6 \%$, due mainly to a substantial increase for Professional Products.

## Operating income

Operating income rose by $6 \%$ to SEK 984m (929), and operating margin improved to 10.7\% (9.9). The improvement refers to both Professional Products and Consumer Products.

Adjusted for changes in exchange rates, the Group's operating income increased by 9\%. Including both transaction and translation effects, changes in exchange rates had a total negative impact on operating income of SEK - 26 m in comparison with the previous year. Transaction effects net of hedging contracts, amounted to SEK 20 m , and the effect of translation of income statements in subsidiaries amounted to SEK -46m.

Financial net
Net financial items for the first quarter amounted to SEK -108m (-137*). The financial net was negatively impacted by higher interest rates, which were more than offset by lower average net borrowings during the quarter.

## Income after financial items

Income after financial items amounted to SEK 876m (792*), corresponding to a margin of 9.5\% (8.5*).

## Taxes

Total taxes amounted to SEK -263m (-246*), corresponding to 30\% (31*) of income after financial items.

## Earnings per share

Income for the period was SEK 613m (546*), corresponding to SEK 2.07 (1.84*) per share before dilution.

## Operating cash flow

| Operating cash flow |  | First quarter | Full year |
| :---: | :---: | :---: | :---: |
|  | First quarter | 2006 | 2006 |
| SEKm | 2007 | Pro forma | Pro forma |
| Cash flow from operations, excluding changes in operating assets and liabilities | 912 | 783 | 2,626 |
| Changes in operating assets and liabilities | -3,651 | -5,142 | -1,194 |
| Cash flow from operations | -2,739 | -4,359 | 1,432 |
| Cash flow from investments, excluding acquisitions | -156 | -301 | -897 |
| Operating cash flow | -2,895 | -4,660 | 535 |

The operating cash flow was negative in the first quarter, following the normal seasonal pattern, and amounted to SEK $-2,895 m\left(-4,660^{*}\right)$. The improvement over the previous year is mainly explained by unusually high account payables at the beginning of 2006.

[^0]
## FINANCIAL POSITION

Group equity as of 31 March 2007, excluding minority interests, amounted to SEK 6,953m (5,263*), corresponding to SEK 23.47 (17.77*) per share.

The net debt/equity ratio amounted to 2.08 (1.89*) and the equity/asset ratio to $22.1 \%\left(23.1^{*}\right)$.
The Group's net borrowings as of 31 March 2007 amounted to SEK 14,535m (9,926*). Net borrowings rose by SEK 10,285m from year-end 2006. Approximately SEK 7,200m of the increase is related to financing of the completed acquisitions, mainly Gardena. The remainder refers mainly to the seasonally negative cash flow.

|  |  | 31 March |  |
| :--- | ---: | ---: | ---: |
| Net borrowings | 31 March | 2006 | 31 December |
| SEKm | 2007 | Pro forma | 2006 |
| Interest-bearing liabilities | 15,645 | 10,983 | 5,090 |
| Liquid funds | 1,110 | 1,057 | 840 |
| Net borrowings | $\mathbf{1 4 , 5 3 5}$ | $\mathbf{9 , 9 2 6}$ | $\mathbf{4 , 2 5 0}$ |
|  |  |  |  |
| Net debt/equity | 2.08 | 1.89 | 0.68 |
| Equity/assets ratio, \% | 22.1 | 23.1 | 38.3 |

Performance by business area

Consumer Products

| SEKm | First quarter $2007$ | First quarter $2006$ | Change, \% | Change in comparable currencies, \% ${ }^{1)}$ | Full year 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 6,207 | 6,540 | -5 | 3 | 18,335 |
| Operating income | 521 | 503 | 4 | 11 | 1,415 |
| Operating margin, \% | 8.4 | 7.7 | - | - | 7.7 |

1) Including both transaction and translation effects.

Deliveries in the first quarter comprise mainly sell-ins to retailers prior to the coming season. Retail inventories at the end of the quarter are estimated to have been largely unchanged compared to the previous year.

Group sales in North America in the first quarter of 2007 increased in comparable currencies, but decreased in SEK. The increase refers mainly to higher sales of garden tractors and lawn mowers. Operating income and margin for the North American operation improved, mainly as a result of an improved product mix, despite higher costs for raw materials.

Group sales in Europe increased somewhat in comparable currencies and were largely unchanged in SEK. Higher sales of lawn mowers compensated for lower sales of chainsaws. Operating income for the European operation improved, mainly due to positive effects of exchange rates referring to products imported from the US operation.

Group inventories were significantly lower than in the first quarter of 2006, excluding acquisitions.
Overall sales for the Consumer Products business area increased in comparable currencies, but decreased in SEK. Operating income and margin improved in comparison with the previous year.

[^1]
## Professional Products

|  | First <br> quarter | First <br> quarter |  | Change in <br> comparable | Full year |
| :--- | ---: | ---: | ---: | ---: | ---: |

1) Including both transaction and translation effects.

Market demand for professional chainsaws in the first quarter is estimated to have been largely unchanged from the previous year, showing an increase in Europe and a decrease in the US. Group sales rose over the previous year, despite negative impact from currencies. Higher sales in Europe more than compensated for a decline in the US. Operating income improved, while margin was largely unchanged from the previous year.

Sales for Commercial Lawn and garden rose considerably, also after adjustment for the acquisition of Dixon Industries in the US and Klippo in Sweden. The increase in sales refers mainly to good growth in Europe for riders. Both operating income and margin rose, due mainly to higher production volumes, improved productivity and a better product mix.

Market demand for diamond tools and cutting equipment for the construction industry is estimated to have declined in the US and shown some growth in Europe. Group sales were somewhat lower in SEK but were higher in comparable currencies, also after adjustment for the consolidation of the joint venture in China as of year-end 2006. Operating income and margin declined, due mainly to negative transactional currency impact and costs referring to the launch of Husqvarna as the global brand for products sold to the construction industry.

Overall sales for the Professional Products business area increased from the previous year. Operating income and margin improved.

## Changes in group structure

At the beginning of January 2007 Husqvarna signed an agreement to acquire Klippo AB of Sweden. Klippo is the largest producer of petrol-driven walk-behind lawn mowers in the Swedish market, mainly for professional users. In 2006, the company reported sales of approximately SEK 150m and had about 50 employees. Klippo is included in the first quarter with sales of SEK 34 m and operating income of SEK 6 m .

At the end of March the acquisition of the German company Gardena AG was completed. In the fiscal year ending September 2006, Gardena reported sales of approximately SEK 3,800m (EUR 422 m ) and operating income of approximately SEK 486 m (EUR 54m). The company has approximately 2,900 employees. Gardena is included in the Group's accounts within Consumer Products as of 31 March 2007, and had no effect on the Group's result in the first quarter. According to a preliminary acquisition analysis, most of the surplus value of approximately SEK $5,000 \mathrm{~m}$ has been allocated to brand and goodwill.

At the beginning of April the acquisition of the outdoor products operation within Komatsu Zenoah was completed. Sales for this operation in the latest fiscal year ending 31 March 2006 amounted to approximately SEK 1,200m (approximately JPY 19 billion), of which about half were in Japan. The operation will be consolidated in the Group's accounts within Professional Products as of April 2007.

At the end of February 2007 the Group acquired King Concepts in Australia, which manufactures equipment and consumables for floor preparation and concrete polishing. The company has annual sales of approximately SEK 30 m and 15 employees. The acquisition strengthens the Group's position within equipment for the construction industry.

Stockholm 19 April 2007
Bengt Andersson
President and CEO

## Telephone conference

A telephone conference will be held at 14.00 CET on 19 April, 2007. A replay of the telephone conference will be available at the Group's website www.husqvarna.com/ir. Slides used during the conference call will also be available at the web site.

## Reporting dates in 2007

July $24 \quad$ Interim report for January-June
October 19 Interim report for January-September

This report has not been audited.

CONSOLIDATED INCOME STATEMENT

| SEKm | First quarter 2007 | First quarter 2006 Pro forma | First quarter 2006 Combined | $\begin{array}{r} \text { Full year } \\ 2006 \\ \text { Pro forma } \\ \hline \end{array}$ | Full year 2006 Combined |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 9,214 | 9,338 | 9,338 | 29,402 | 29,402 |
| Cost of goods sold | -6,907 | -7,120 | -7,120 | -21,477 | -21,477 |
| Gross operating income | 2,307 | 2,218 | 2,218 | 7,925 | 7,925 |
| Selling expense | -1,034 | -1,052 | -1,052 | -3,727 | -3,727 |
| Administrative expense | -289 | -241 | -241 | -1,086 | -1,086 |
| Other operating income/expenses | 0 | 4 | 4 | 9 | 9 |
| Operating income*) | 984 | 929 | 929 | 3,121 | 3,121 |
| Margin, \% | 10.7 | 9.9 | 9.9 | 10.6 | 10.6 |
| Financial items, net | -108 | -137 | -95 | -429 | -378 |
| Income after financial items | 876 | 792 | 834 | 2,692 | 2,743 |
| Margin, \% | 9.5 | 8.5 | 8.9 | 9.2 | 9.3 |
| Taxes | -263 | -246 | -259 | -830 | -846 |
| Income for the period | 613 | 546 | 575 | 1,862 | 1,897 |
| Attributable to: |  |  |  |  |  |
| Equity holders of the Parent Company | 612 | 546 | 575 | 1,862 | 1,897 |
| Minority interests in income for the period | 1 | 0 | 0 | 0 | 0 |
| ${ }^{\text {* }}$ Operating income includes: |  |  |  |  |  |
| Depreciation and amortization | 227 | 237 | 237 | 836 | 836 |
| Earnings per share, SEK | 2.07 | 1.84 | 1.94 | 6.29 | 6.40 |
| After dilution, SEK | 2.07 | 1.84 | 1.94 | 6.29 | 6.40 |
| Number of shares, millions | 296.3 | $296.3^{1)}$ | 296.3 ${ }^{1)}$ | 296.3 | 296.3 |

1) To enable comparison, figures for both 2006 and 2007 are based on the number of shares as of 31 March 2007, i.e. 296,259,153.

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Consolidated Balance sheet

|  |  | 31 March | 31 March |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31 March | 2006 | 2006 | 31 December |
| SEKm | 2007 | Pro forma | Combined | 2006 |
| Assets |  |  |  |  |
| Property, plant and equipment | 4,474 | 3,830 | 3,830 | 3,575 |
| Goodwill | 5,976 | 1,811 | 1,811 | 1,780 |
| Other intangible assets | 2,668 | 482 | 482 | 511 |
| Investments in associates | 7 | 7 | 7 | 6 |
| Deferred tax assets | 831 | 835 | 835 | 628 |
| Financial assets | 246 | 177 | 177 | 246 |
| Total non-current assets | 14,202 | 7,142 | 7,142 | 6,746 |
| Inventories | 6,578 | 6,240 | 6,240 | 5,165 |
| Trade receivables | 9,112 | 7,882 | 7,882 | 3,106 |
| Derivatives | 161 | 57 | 57 | 142 |
| Tax receivables | 50 | 80 | 80 | 112 |
| Other current assets | 455 | 366 | 366 | 386 |
| Short-term investments | 0 | 271 | 271 | 0 |
| Cash and cash equivalents | 1,060 | 729 | 311 | 698 |
| Total current assets | 17,416 | 15,625 | 15,207 | 9,609 |
| Total assets | 31,618 | 22,767 | 22,349 | 16,355 |
| Assets pledged | 38 | 44 | 44 | 38 |
| Equity and liabilities |  |  |  |  |
| Total equity attributable to equity holders |  |  |  |  |
| of the Parent Company | 6,953 | 5,263 | 1,067 | 6,252 |
| Minority interests | 33 | 1 | 1 | 12 |
| Total equity | 6,986 | 5,264 | 1,068 | 6,264 |
| Long-term borrowings | 11,111 | 6,258 | 253 | 4,683 |
| Deferred tax liabilities | 1,345 | 540 | 540 | 567 |
| Provisions for pensions and other post-employment benefits | 1,104 | 376 | 376 | 363 |
| Other provisions | 571 | 459 | 459 | 477 |
| Total non-current liabilities | 14,131 | 7,633 | 1,628 | 6,090 |
| Trade payables | 3,431 | 3,036 | 3,036 | 2,209 |
| Tax liabilities | 389 | 259 | 259 | 233 |
| Other liabilities | 2,036 | 1,775 | 1,775 | 1,096 |
| Short-term borrowings | 4,392 | 4,624 | 14,407 | 303 |
| Derivatives | 142 | 101 | 101 | 104 |
| Other provisions | 111 | 75 | 75 | 56 |
| Total current liabilities | 10,501 | 9,870 | 19,653 | 4,001 |
| Total equity and liabilities | 31,618 | 22,767 | 22,349 | 16,355 |
| Contingent liabilities | 102 | 134 | 134 | 41 |

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CONSOLIDATED CASH FLOW STATEMENT

| SEKm | First quarter 2007 | First quarter 2006 Pro forma | First quarter 2006 Combined | Full year 2006 Pro forma | Full year 2006 Combined |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operations |  |  |  |  |  |
| Income after financial items | 876 | 792 | 834 | 2,692 | 2,743 |
| Depreciation and amortization | 227 | 237 | 237 | 836 | 836 |
| Change in accrued and prepaid interest | 20 | 0 | 0 | 1 | 1 |
| Taxes paid | -211 | -246 | -190 | -903 | -606 |
| Cash flow from operations, excluding change in operating assets and liabilities | 912 | 783 | 881 | 2,626 | 2,974 |
| Change in operating assets and liabilities |  |  |  |  |  |
| Change in inventories | -390 | -4 | -4 | 716 | 716 |
| Change in trade receivables | -4,688 | -4,574 | -4,481 | 2 | 2 |
| Change in trade payables | 29 | -1,158 | -1,160 | -1,787 | -1,787 |
| Change in other current assets | 834 | 184 | 184 | 141 | 141 |
| Change in other operating liabilities and provisions | 564 | 410 | 607 | -266 | 8 |
| Cash flow from operating assets and liabilities | -3,651 | -5,142 | -4,854 | -1,194 | -920 |
| Cash flow from operations | -2,739 | -4,359 | -3,973 | 1,432 | 2,054 |
| Investments |  |  |  |  |  |
| Acquisitions of operations | -7,220 | -193 | -193 | -558 | -558 |
| Capital expenditure in property, plant and equipment | -129 | -238 | -238 | -735 | -735 |
| Capitalization of product development and software | -35 | -28 | -28 | -155 | -155 |
| Other | 8 | -35 | -35 | -7 | -7 |
| Cash flow from investments | -7,376 | -494 | -494 | -1,455 | -1,455 |
| Total cash flow from operations and investments | -10,115 | -4,853 | -4,467 | -23 | 599 |
| Financing |  |  |  |  |  |
| Change in short-term investments | 92 | 0 | -271 | 233 | -38 |
| Change in interest-bearing liabilities | 10,365 | 4,853 | 5,560 | -224 | -3,559 |
| Dividend/Group contribution to Electrolux | - | - | -777 | - | -777 |
| Contribution from Electrolux | - | - | - | - | 4,250 |
| Cash flow from financing | 10,457 | 4,853 | 4,512 | 9 | -124 |
| Total cash flow | 342 | 0 | 45 | -14 | 475 |
| Cash and cash equivalents at beginning of period | 698 | 729 | 267 | 729 | 267 |
| Exchange-rate differences | 20 | 0 | -1 | -17 | -44 |
| Cash and cash equivalents at end of period | 1,060 | 729 | 311 | 698 | 698 |

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Net Sales by business area
\(\left.$$
\begin{array}{lrrrr}\hline & \begin{array}{r}\text { First } \\
\text { quarter }\end{array} & \text { First quarter } \\
\text { SEKm } & \mathbf{2 0 0 7} & 2006 & & \begin{array}{r}\text { Change in } \\
\text { comparable }\end{array}
$$ <br>

Change, \% \& currencies, \%^{11}\end{array}\right]\)| 3 |
| :--- |
| Consumer Products |
| Professional Products |

1) Including both transaction and translation effects.

## Operating income by business area

| SEKm | First quarter $2007$ | First quarter $2006$ | Change, \% | Change in comparable currencies, $\%^{1)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Consumer Products | 521 | 503 | 4 | 11 |
| Margin, \% | 8.4 | 7.7 |  |  |
| Professional Products | 510 | 455 | 12 | 11 |
| Margin, \% | 17.0 | 16.3 |  |  |
| Total business areas | 1,031 | 958 | 8 | 11 |
| Margin, \% | 11.2 | 10.3 |  |  |
| Group common costs etc. | -47 | -29 |  |  |
| Total | 984 | 929 | 6 | 9 |
| Margin, \% | 10.7 | 9.9 |  |  |

1) Including both transaction and translation effects.

## Key ratios

$\left.\begin{array}{lrrrrr}\hline & & & \text { Full year } \\ 2000\end{array}\right)$

[^2]Husqvarna - Interim Report January - March 2007

Net Sales and income by quarter

| Net sales and income |  | Q1 | Q2 | Q3 | Q4 | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales, SEKm | 2007 | 9,214 |  |  |  |  |
|  | 2006 | 9,338 | 10,133 | 5,392 | 4,539 | 29,402 |
| Operating income, SEKm | 2007 | 984 |  |  |  |  |
|  | Marginal, \% | 10.7 |  |  |  |  |
|  | 2006 | 929 | 1,275 | 571 | 346 | 3,121 |
|  | Marginal, \% | 9.9 | 12.6 | 10.6 | 7.6 | 10.6 |
| Income after financial items, SEKm | 2007 | 876 |  |  |  |  |
|  | Marginal, \% | 9.5 |  |  |  |  |
|  | 2006 | $792{ }^{1)}$ | 1,154 ${ }^{1)}$ | 467 | 279 | 2,692 ${ }^{1)}$ |
|  | Marginal, \% | 8.5 | 11.4 | 8.7 | 6.1 | 9.2 |
| Income for the period, SEKm | 2007 | 613 |  |  |  |  |
|  | 2006 | $546{ }^{1)}$ | $797{ }^{11}$ | 322 | 197 | 1,862 ${ }^{1)}$ |
| Earnings per share, SEK ${ }^{2 /}$ | 2007 | 2.07 |  |  |  |  |
|  | 2006 | $1.84{ }^{1)}$ | $2.69{ }^{1)}$ | 1.09 | 0.66 | $6.29{ }^{1)}$ |

1) Pro forma.
2) Before dilution. To enable comparison, figures for both 2006 and 2007 are based on the number of shares as of 31 March 2007, i.e. 296,259, 153.

Net Sales by business area per quarter

| SEKm |  | Q1 | Q2 | Q3 | Q4 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Consumer Products | 2007 | 6,207 |  |  |  |
|  | 2006 | 6,540 | 6,993 | 2,774 | 2,028 |
| Professional Products | 2007 | 3,007 |  |  |  |
|  | 2006 | 2,798 | 3,140 | 2,618 | 2,511 |
| Total | 2007 | 9,214 |  |  | 11,067 |

Operating income by business area per quarter

| SEKm |  | Q1 | Q2 | Q3 | Q4 | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Products | 2007 | 521 |  |  |  |  |
|  | Margin, \% | 8.4 |  |  |  |  |
|  | 2006 | 503 | 734 | 164 | 14 | 1,415 |
|  | Margin, \% | 7.7 | 10.5 | 5.9 | 0.7 | 7.7 |
| Professional Products | 2007 | 510 |  |  |  |  |
|  | Margin, \% | 17.0 |  |  |  |  |
|  | 2006 | 455 | 576 | 447 | 397 | 1,875 |
|  | Margin, \% | 16.3 | 18.3 | 17.1 | 15.8 | 16.9 |
| Group common costs etc. | 2007 | -47 |  |  |  |  |
|  | 2006 | -29 | -35 | -40 | -65 | -169 |
| Total | 2007 | 984 |  |  |  |  |
|  | Margin, \% | 10.7 |  |  |  |  |
|  | 2006 | 929 | 1,275 | 571 | 346 | 3,121 |
|  | Margin, \% | 9.9 | 12.6 | 10.6 | 7.6 | 10.6 |

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Net Sales and operating income, 12 MONTHS ROLLING

| SEKm |  | Q1 | Q2 | Q3 | Q4 |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Net sales, SEKm | 2007 | 29,278 |  |  |  |
|  | 2006 | 30,226 | 30,629 | 29,863 | 29,402 |
| Operating income, SEKm | 2007 | 3,176 |  |  |  |
|  | Margin, $\%$ | 10.8 |  |  |  |
|  | 2006 | 3,042 | 3,155 | 3,102 | 3,121 |
|  | Margin, $\%$ | 10.1 | 10.3 | 10.4 | 10.6 |

Change in Group equity

|  | First quarter 2007 |  |  | First quarter 2006 |  |  | Full year 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEKm | Equity | Minority interest | Total Equity | Equity | Minority interest | Total Equity | Equity | Minority interest | Total Equity |
| Opening balance | 6,252 | 12 | 6,264 | 2,416 | 0 | 2,416 | 2,416 | 0 | 2,416 |
| Transactions in equity ${ }^{1 /}$ | - | - | - | -1,866 | - | -1,866 | -1,903 | - | -1,903 |
| Unconditional shareholder contribution ${ }^{2)}$ | - | - | - | - | - | - | 4,250 | - | 4,250 |
| Change in hedge reserve | -65 | - | -65 | 23 | - | 23 | 61 | - | 61 |
| Translation difference | 153 | - | 153 | -80 | - | -80 | -476 | - | -476 |
| Share-based payment | 1 | - | 1 | - | - | - | 7 | - | 7 |
| Other | - | 20 | 20 | - | - | - | - | 12 | 12 |
| Income for the period | 612 | 1 | 613 | 575 | - | 575 | 1,897 | - | 1,897 |
| Closing balance | 6,953 | 33 | 6,986 | 1,068 | 0 | 1,068 | 6,252 | 12 | 6,264 |

1) Mainly effects of transfers of operations from Electrolux and dividend/Group contributions from Husquarna to Electrolux.
2) An unconditional shareholder's contributions of SEK $4,250 \mathrm{~m}$ from Electrolux 15 May 2006 in order to adjust the capital structure of Husqvarna $A B$ prior to distribution.

## Three Year review

| Combined | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 4}{ }^{1)}$ |
| :--- | ---: | ---: | ---: |
| Net sales, SEKm | 29,402 | 28,768 | 27,202 |
| Operating income, SEKm | 3,121 | 2,898 | 2,983 |
| Net sales growth, \% | 2 | 6 | 1 |
| Gross margin, \% | 27.0 | 26.6 | 26.9 |
| Operating margin, \% | 10.6 | 10.1 | 11.0 |
| Return on capital employed, \% | 24.1 | 31.0 | 31.1 |
| Return on equity, \% |  | 43.2 | 46.0 |
| Capital turn-over rate, times | 2.4 | 2.6 | 41.9 |
| Operating cash flow, SEKm | 1,157 | 1,736 | 2.9 |
| Capital expenditure, SEKm | 890 | 1,259 | 1,040 |
| Average number of employees | 11,412 | 11,681 | 11,657 |

1) Restated to comply with IFRS, except for IAS 39 . If IAS 39 had been applied in 2004, the volatility in income, net borrowings and equity would most probably have been higher.

| DEFINITIONS |  |
| :---: | :---: |
| Capital indicators |  |
| Net assets | Total assets exclusive of liquid funds and interest-bearing financial receivables, less operating liabilities, non-interest-bearing provisions and deferred tax liabilities. |
| Operating working capital | Inventories and trade receivables less trade payables. |
| Working capital | Current assets exclusive of liquid funds and interest-bearing financial receivables, less operating liabilities and non-interest-bearing provisions. |
| Net borrowings | Total interest-bearing liabilities less liquid funds. |
| Liquid funds | Cash and cash equivalents, short term investments as well as fair value derivative assets. |
| Net debt/equity ratio | Net borrowings in relation to total adjusted equity. |
| Capital employed | Total liabilities and equity less non-interest bearing debt including deferred tax liability. |
| Equity/assets ratio | Equity as a percentage of total assets. |
| Other key ratios |  |
| Earnings per share | Income for the period divided by the number of shares. |
| Net sales growth | Net sales as a percentage of the preceding period. |
| Gross margin | Gross operating income as a percentage of net sales. |
| Operating margin | Operating income as a percentage of net sales. |
| Return on equity | Income for the period as a percentage of average equity. |
| Return on capital employed | Operating income plus financial income as a percentage of average capital employed. |
| Operating cash flow | Total cash flow from operations and investments, excluding acquisitions and divestments of operations. |
| EBITDA | Earnings before interest, taxes, depreciation and amortization. |
| Capital expenditure | Property, plant and equipment and capitalization of product development and software. |

## Factors affecting forward-looking statements

This report contains forward-looking statements in the sense referred to in the American Private Securities Litigation Reform Act of 1995. Such statements comprise, among other things, financial goals, goals of future business and financial plans. These statements are based on present expectations and are subject to risks and uncertainties that may give rise to major deviations of the result due to several aspects. These aspects include, among other things: consumer demand and market conditions in the geographical areas and lines of business in which Husqvarna operates, the effects of currency fluctuations, downward pressure on prices due to competition, a material reduction of sales by important distributors, any success in developing new products and in marketing, outcome of any product responsibility litigation, progress when it comes to reach the goals set for productivity and efficient use of capital, successful identification of growth opportunities and acquisition objects, and to integrate these into the existing business and successful achievement of goals to make the supply chain more efficient.


[^0]:    * Pro forma

[^1]:    * Pro forma

[^2]:    1) Before dilution. To enable comparison, figures for both 2006 and 2007 are based on the number of shares as of 31

    March 2007, i.e. 296,259,153.
    2) Gardena is not included.

