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## Consolidated results for 2007

Stockholm 15 February 2008

- Net sales for the full year 2007 rose to SEK $33,284 \mathrm{~m}(29,402)$ and income for the period to SEK 2,036 $\mathrm{m}\left(1,862^{*}\right)$, corresponding to SEK 5.29 (4.83*) per share.
- Lower operating income in fourth quarter due to Gardena's normal seasonality and higher material costs for Consumer Products in North America.
- Improved operating income for Consumer Products in Rest of the World, excluding Gardena.
- Higher sales and income for Professional Products, margin remained at a high level.
- The Board proposes a dividend of SEK 2.25 (2.25)** per share corresponding to an increase of $29 \%$, adjusted for the bonus issue in 2007, and to a total dividend payment of SEK 862 m (667).
*Pro forma
** Before bonus issue of 88.9 million shares

| SEKm | Fourth quarter 2007 | Fourth <br> quarter <br> 2006 | Change, \% | Change, adjusted for currency and acquisitions, $\%^{2)}$ | Full year 2007 | Full year 2006 | Change, \% | Change, adjusted for currency and acquisitions, $\%^{2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 5,196 | 4,539 | 14 | -1 | 33,284 | 29,402 | 13 | 3 |
| EBITDA | 549 | 498 | 10 |  | 4,645 | 3,957 | 17 |  |
| EBITDA margin, \% | 10.6 | 11.0 |  |  | 14.0 | 13.5 |  |  |
| Operating income | 269 | 346 | -22 | 1 | 3,564 | 3,121 | 14 | 3 |
| Operating margin, \% | 5.2 | 7.6 |  |  | 10.7 | 10.6 | - | - |
| Income after financial items | 94 | 279 | -66 |  | 2,889 | 2,692 ${ }^{1 /}$ | 7 | - |
| Margin, \% | 1.8 | 6.1 |  | - | 8.7 | $9.2{ }^{11}$ | - | - |
| Income for the period | 80 | 197 | -59 |  | 2,036 | 1,862 ${ }^{1 /}$ | 9 | - |
| Earnings per share, SEK ${ }^{3}$ | 0.21 | 0.51 | -59 |  | 5.29 | $4.83{ }^{1)}$ | 9 | - |
| Return on capital employed, \% ${ }^{4}$ | - | - | - |  | 17.6 | $23.8{ }^{11}$ | - | - |
| Return on equity, \% ${ }^{4)}$ | - | - | - |  | 28.6 | $32.5{ }^{11}$ | - | - |

## 1) Pro forma.

2) Including both transaction and translation effects excluding acquisitions.
3) After dilution. Based on an average of $383.2(385,1)$ million shares for the fourth quarter and 384.6 million (385.1) for the full year. Earnings per share and no. of shares for 2006 are adjusted for the bonus issue in May 2007.
4) Calculated as rolling 12 months.

| Address | Visiting Address | Telephone | Fax | Reg. No. | Web site |
| :---: | :---: | :---: | :---: | :---: | :---: |
| HUSQVARNA AB (publ) |  |  |  |  |  |
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| SE-104 25 Stockholm |  |  |  |  |  |

## HUSOVARNA'S 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 as well as combined financial statements. The difference between the pro forma information and the combined financial statements is described in Note 29 in the Group's Annual report 2006.

This report shows pro forma comparable figures for the full year 2007. The income statement and cash flow analysis on pages 10 and 12 show pro forma and combined comparable figures.

## Pro forma financial information

The pro forma financial information has been prepared in order to describe Husqvarna on a stand-alone basis, and is 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.

Financial net, taxes, earnings per share and cash flow for 2006 are shown pro forma in the report and are marked by an asterisk*.

## Combined Financial Statements

Operations were transferred to Husqvarna at book values reported by Electrolux according to the predecessor basis. The combined financial statements represent the financial position, results of operations and cash flows of Husqvarna AB 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 on 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 RFR 1.1 from the Swedish Financial Reporting Board.

The financial statements of the Parent Company have been prepared in accordance with the Swedish Annual Accounts Act and the accounting standard RFR 2.1 "Accounting for Legal Entities".

The accounting principles applied in this interim report are described in Husquarna's Annual Report. The IFRS amendments and interpretations effective since 1 January 2007 have had no material effect on the Group's financial statements. The accounting principles are also available at www.husqvarna.com under Investor Relations.

## Acquisitions

Acquisitions during 2007 are included in the Group's accounts as follows:

| Date of acquisition | Company | Business area |
| :--- | :--- | :--- |
| 1 February 2007 | Klippo AB | Professional products |
| 28 February 2007 | King Concepts | Professional products |
| 20 March 2007 | Gardena AG | Consumer Products |
| 2 April 2007 | Zenoah | Professional products |
| 1 June 2007 | Soff-Cut | Professional products |

For more information, see page 17.

## Net sales and income

## Fourth quarter 2007

## Net sales

Net sales for the Husqvarna Group in the fourth quarter of 2007 amounted to SEK $5,196 m,(4,539)$ corresponding to an increase of $14 \%$. The increase refers to acquisitions during the year.

Adjusted for acquisitions, net sales declined by $3 \%$ in SEK and by $1 \%$ in comparable currencies.

## Operating income

Operating income decreased by $22 \%$ to SEK 269 m (346), corresponding to an operating margin of $5.2 \%$ (7.6). The decline refers mainly to the acquisition of Gardena and the seasonality of its earnings, which normally involves a negative result in the fourth quarter.

Adjusted for acquisitions, operating income increased by $7 \%$ as a result of a substantial improvement for operations outside North America. The consumer operation in North America showed a substantial downturn in operating income due to higher costs for materials and components.

Changes in exchange rates, including both transaction and translation effects, had a total positive impact on operating income of approximately SEK 21 m . Transaction effects, net of hedging contracts, amounted to approximately SEK 11 m , and effects from translation of income statements in subsidiaries amounted to approximately SEK 10 m .

## Financial net

Net financial items for the fourth quarter amounted to SEK -175m (-67). The financial net was adversely affected by higher net borrowings related to the acquisitions.

## Income after financial items

Income after financial items declined to SEK 94m (279), corresponding to a margin of $1.8 \%$ (6.1).

## Taxes

Total taxes amounted to SEK $-14 \mathrm{~m}(-82)$, corresponding to $14.9 \%$ (29.4) of income after financial items. The lower tax rate refers mainly to positive effects of adjustments of tax reserves in the quarter.

## Earnings per share

Income for the period was SEK 80 m (197), corresponding to SEK 0.21 (0.51) per share after dilution.

## Full year 2007

## Net sales

Net sales for the full year 2007 rose by $13 \%$ to SEK 33,284m (SEK 29,402m). The increase refers mainly to acquisitions during the year.

Adjusted for acquisitions, net sales declined by $2 \%$ in SEK and rose by $3 \%$ in comparable currencies.

## Operating income

Operating income rose by $14 \%$ to $\operatorname{SEK} 3,564 \mathrm{~m}(3,121)$ and operating margin amounted to $10.7 \%(10.6)$. The improvement in operating income refers mainly to acquisitions.

Adjusted for acquisitions, operating income rose by $2 \%$. Operations outside North America reported a substantial improvement in operating income, while the consumer operation in North America showed a substantial decline due to higher costs for materials and components.

In comparable currencies and adjusted for acquisitions, operating income rose by $3 \%$. Changes in exchange rates, including both transaction and translation effects, had a total negative impact on operating income of approximately SEK -21 m . Transaction effects net of hedging contracts had a positive impact of approximately SEK 66m, and referred mainly to the weakening of the USD against SEK and CAD. Translation of income statements in subsidiaries had a negative impact of approximately SEK -87m.

## Financial net

Net financial items for the full year 2007 amounted to SEK -675m (-429*). The financial net was negatively affected by higher net borrowings related to the acquisitions.

## Income after financial items

Income after financial items increased by 7\% to SEK $2,889 \mathrm{~m}\left(2,692^{*}\right)$, corresponding to a margin of 8.7\% (9.2).

## Taxes

Total taxes amounted to SEK -853m (-830*), corresponding to 29.5 \% (30.8*) of income after financial items.

## Earnings per share

Income for the period rose by $9 \%$ to SEK $2,036 \mathrm{~m}\left(1,862^{*}\right)$, corresponding to SEK 5.29 (4.83*) per share after dilution.

## OUTLOOK FOR THE FIRST QUARTER OF 2008

Inventories of the Group's garden products at retailers at the end of the year are estimated to have been on a level with the previous year. The Group's listings with retailers for the 2008 season are in line with 2007.

The Group's shipments to the trade in the first quarter of 2008 are expected to be lower in the US and higher in Europe, as compared to the first quarter of 2007.

## *Pro forma

## Operating cash flow

| Operating cash flow | Fourth <br> quarter | Fourth <br> quarter <br> 2006 | Full year <br> 2007 | Full year <br> 2006 <br> Pro forma |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEKm |  |  |  |  |
| Cash flow from operations, excluding changes in | 274 | 193 | 3,232 | 2,626 |
| operating assets and liabilities | -283 | 273 | -576 | $-1,194$ |
| Changes in operating assets and liabilities | -9 | 466 | $\mathbf{2 , 6 5 6}$ | $\mathbf{1 , 4 3 2}$ |
| Cash flow from operations | -206 | -174 | -813 | -897 |
| Cash flow from investments | $\mathbf{- 2 1 5}$ | $\mathbf{2 9 2}$ | $\mathbf{1 , 8 4 3}$ | $\mathbf{5 3 5}$ |
| Operating cash flow |  |  |  |  |

Operating cash flow for the fourth quarter decreased to SEK -215m (292). The decline was due mainly to higher inventories, which were at an unusually low level in 2006 due to a late start-up of production for the coming season. The build up of inventories in 2007 is aimed at improving delivery capability for the 2008 season and limiting the need for a strong increase in production in the first quarter of 2008.

Operating cash flow for the full year increased to SEK $1,843 \mathrm{~m}$ (535). The improvement refers mainly to trade payables, which were at an exceptionally high level at the start of 2006. Higher inventories had a negative impact as explained above.

## Capital expenditure

Capital expenditure in 2007 amounted to SEK 857m (890), corresponding to $3 \%$ (3) of net sales. Capital expenditure will be higher in 2008 as a result of acquisitions in 2007.

## FINANCIAL POSITION

The Group's equity as of 31 December 2007, excluding minority interest, amounted to SEK 7,349m $(6,252)$, corresponding to SEK 19.11 (16.23) per share.

The net debt/equity ratio increased to 1.63 (0.68), while the equity/asset ratio declined to $25.7 \%$ (38.3).
The Group's net borrowings as of 31 December 2007 increased to SEK 12,012 m (4,250), mainly as a result of the acquisitions. Net borrowings increased by SEK 472 m in the fourth quarter.

| Net borrowings |  |  |
| :--- | ---: | ---: |
|  | 31 December | 31 December |
| SEKm | $\mathbf{2 0 0 7}$ | 2006 |
| Interest-bearing liabilities | 13,318 | 5,090 |
| Liquid funds | 1,306 | 840 |
| Net borrowings | $\mathbf{1 2 , 0 1 2}$ | $\mathbf{4 , 2 5 0}$ |
|  |  |  |
| Net debt/equity | 1.63 | 0.68 |
| Equity/assets ratio, \% | 25.7 | 38.3 |

## Performance by business area

Operations in Husqvarna comprise two business areas - Consumer Products and Professional Products. Consumer Products is divided into two geographical areas, i.e. North America and Rest of the world. Professional Products comprises three areas, i.e. Forestry, Commercial Lawn and garden, and Construction.

## Consumer Products

| SEKm | Fourth quarter $2007$ | Fourth quarter $2006$ | Change, \% | Change, adjusted for currency and acquisitions, $\%^{1)}$ | $\begin{array}{r} \text { Full year } \\ 2007 \end{array}$ | $\begin{array}{r} \text { Full year } \\ 2006 \\ \hline \end{array}$ | Change, \% | Change, adjusted for currency and acquisitions, $\%^{1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 2,328 | 2,028 | 15 | -4 | 20,621 | 18,335 | 12 | 2 |
| Operating income | -113 | 14 | N.A. | -119 | 1,638 | 1,415 | 16 | -6 |
| Operating margin, \% | -4.9 | 0.7 | - | - | 7.9 | 7.7 | - | - |

1) Including both transaction and translation effects, excluding acquisitions.

Sales of garden equipment, excluding chainsaws, are seasonally low during the fourth quarter and refer mainly to the build-up of inventory in the trade for the coming season.

Sales for Consumer Products increased substantially in the fourth quarter, due mainly to the acquisition of Gardena. Excluding Gardena, sales were lower than in the previous year due to a decline in North America. Sales for the North American operation are estimated to have declined less than overall industry shipments, however.

Excluding Gardena, operating income for Consumer Products was in line with the previous year. The North American operation reported a substantial downturn in operating income due mainly to higher costs for materials and components. The operation outside North America showed an improvement as a result of a positive trend in sales and margin for Husqvarna-branded products as well as positive transactional exchange-rate effects.

Full year 2007, excluding acquisitions
Sales for Consumer Products for the full year declined, and operating income was largely unchanged.
Sales in North America declined in SEK but were in line with the previous year in local currency.The Group is estimated to have increased its market share. Sales outside North America were higher than in 2006.

Income in North America showed a substantial downturn due to higher material costs. The decline was offset by a corresponding increase outside North America attributable to higher volumes, an improved product mix with a higher share of Husqvarna-branded products in the dealer channel, and positive exchange-rate effects.

## Professional Products

| SEKm | Fourth quarter 2007 | Fourth quarter 2006 | Change, \% | Change, adjusted for currency and acquisitions , \% ${ }^{1)}$ | Full year 2007 | Full year 2006 | Change, \% | Change, adjusted for currency and acquisitions , \% ${ }^{1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 2,868 | 2,511 | 14 | 2 | 12,663 | 11,067 | 14 | 4 |
| Operating income | 442 | 397 | 11 | 11 | 2,123 | 1,875 | 13 | 12 |
| Operating margin, \% | 15.4 | 15.8 | - | - | 16.8 | 16.9 | - | - |

1) Including both transaction and translation effects excluding acquisitions.

Sales for Professional products rose considerably in the quarter, primarily due to acquisitions. Excluding acquisitions, sales for this business area were largely unchanged.

Excluding acquisitions, operating income showed a significant improvement, mainly referring to Construction. Income for Lawn and garden also increased from the previous year, while income for Forestry was somewhat lower than in 2006.

## Full year 2007, excluding acquisitions

Sales and income for Professional Products for the full year increased over 2006. The improvement in both sales and income was attributable mainly to Lawn and garden, which reported good growth and higher margin for both riders and handheld products in Europe.

Sales for Forestry increased in Eastern Europe and Latin America but declined in North America and Western Europe, and were unchanged overall in SEK. Operating income was in line with 2006 despite negative exchange-rate effects. Sales for Construction declined in SEK but rose in comparable currencies, and both operating income and margin were unchanged.

## RISKS AND UNCERTAINTY FACTORS

A number of factors can affect Husqvarna's operations in terms of operational risks and financial risks. Operational risks are managed by the operative units and financial risks by the Group Treasury function.

## Operational risks

Operational risks include general economic conditions and consumer spending, particularly in North America and Europe, where the majority of the Group's products are sold. An economic downturn in these markets may have an adverse effect on Group earnings.

Demand for the Group's products is also dependent on weather conditions. Demand for such products as lawn mowers and tractors tends to decline in dry weather, whereas demand for chainsaws increases after storms.

Husqvarna's operations are also subject to seasonal variations. Demand for Consumer Products and Commercial Lawn and Garden normally peaks in the second quarter, while the peak season for chainsaws is normally the third quarter. Husqvarna has adapted its production processes and supply chain to respond to these conditions. However, parameters such as cash flow and production follow the seasonal variations in demand, which results in relatively greater risk exposure for the Group during concentrated periods of time.

## Financial risks

Financial risks refer primarily to exchange rates, interest rates and credit risks. Risk management within the Husqvarna Group is regulated by a financial policy established by the Board of Directors. The increased indebtedness resulting from acquisitions as well as the seasonality of the Group's operations increase the exposure to changes in both exchange rates and interest rates.

## Acquisitions

Husqvarna has completed a number of acquisitions during the past 12 months. Although the Group has historically demonstrated an ability to successfully integrate acquired businesses, such integration always involves certain risks. Net sales can be negatively affected and costs can be higher than anticipated.

For more information on risk factors, see the Annual Report.

## Parent Company

Net sales for the Parent Company, Husqvarna AB, for the full year 2007 amounted to SEK 10,156m $(9,404)$, of which SEK $7,750 \mathrm{~m}(7,097)$ referred to sales to Group Companies and SEK $2,406 \mathrm{~m}(2,307)$ to external customers. Income after financial items amounted to SEK $2,208 \mathrm{~m}(1,405)$, including dividends received from subsidiaries in the amount of SEK $643 m(0)$. Income for the year was SEK $1,906 m(1,148)$.

Investments in tangible and intangible assets during the period amounted to SEK 230 m (224). Liquid funds at the end of the period amounted to SEK $11,100 \mathrm{~m}(5,955)$.

Undistributed earnings in the Parent Company at the end of the period amounted to SEK 7,738 m $(7,517)$. During the year a dividend payment was made to shareholders in the amount of SEK 667 m .

## Repurchase of own shares

In the third quarter of 2007 Husqvarna repurchased 1,969,000 own B-shares for a total of SEK 166 m . The average purchase price was SEK 84.05 . Husqvarna thus owns $0.5 \%$ of the total number of outstanding shares.

The repurchases were in accordance with the authorization by the AGM in April 2007 and in order to hedge the company's obligations in connection with implemented incentive programs.

## Proposals to Annual general Meeting in 2008

The Annual General Meeting (AGM) of Husqvarna AB will be held at 4 pm on Wednesday 23 April 2008, at the Elmia Congress Centre, Elmiavägen in Jönköping, Sweden.

## Dividend for 2007

The Board of Directors proposes a dividend for 2007 of SEK 2.25 (2.25) per share, corresponding to an increase of $29 \%$ adjusted for the bonus issue in 2007 , and to a total dividend payment of SEK 862 m (667). The bonus issue in 2007 comprised 88.9 million shares and was implemented as of May 16 . The proposed dividend for 2007 corresponds to approximately $42 \%$ of income for the period.

The Group's long-term goal is for the dividend to correspond to $25-50 \%$ of income for the period.

## Other proposals

## New long-term incentive program

The Board of Directors proposes that the AGM adopt a new performance-based incentive program for a maximum of 50 senior managers. The program is based on the same parameters as the program for 2007.

## Repurchase of own shares

The Board proposes that the AGM authorize the Board to acquire B-shares totalling up to $3 \%$ of the total number of shares, and to pay for the shares in cash. The shares may be purchased only on the Stockholm Stock Exchange, in order to hedge the company's obligations, including employer contributions, pursuant to the long-term incentive programs for 2006, 2007 and the proposed 2008 program.

Guidelines for remuneration of senior management
The Board proposes that the AGM adopt principles for remuneration and other conditions of employment for Husqvarna Group Management. The principles will be largely unchanged from those approved in 2007.

## Authorization for new share issue

The Board of Directors also proposes that the AGM authorize the Board to issue not more than 38.5 million A- and B-shares, on one or more occasions, during the period until the Annual General Meeting in 2009.

The purpose of the authorization is to give flexibility to make acquisitions for which payment will be made in own shares. The price of the new shares shall be based on the prevailing market price of the Husqvarna share.

More information on the above proposals will be provided well in advance of the AGM.

Stockholm 15 February 2008
Bengt Andersson
President and CEO

## Presentation And telephone conference

A combined presentation and telephone conference will be held at 14.30 CET on 15 February 2008, at the Husqvarna head office at Lindhagensgatan 126 in Stockholm, Sweden. In order to participate in the telephone conference, please call $+46(0) 850520114$ or $+44(0) 2071620125$. A replay of the presentation will be available at the web site.

REPORTING DATES IN 2008

April 23 Interim report for January-March (date of Annual General Meeting)
July 18 Interim report for January-June
October 23 Interim report for January-September

This interim report comprises information which Husqvarna is required to disclose under the Securities Exchange and Clearing Operations Act and/or the Financial Instruments Trading Act. It was released for publication at 08.30 CET on 15 February 2008.

This report has not been audited.

## CONSOLIDATED INCOME STATEMENT

| SEKm | Fourth quarter $2007$ | Fourth quarter $2006$ | $\begin{array}{r} \text { Full year } \\ 2007 \\ \hline \end{array}$ | Full year 2006 <br> Pro forma | Full year 2006 Combined |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 5,196 | 4,539 | 33,284 | 29,402 | 29,402 |
| Cost of goods sold | -3,490 | -3,076 | -23,509 | -21,477 | -21,477 |
| Gross operating income | 1,706 | 1,463 | 9,775 | 7,925 | 7,925 |
| Selling expense | -1,140 | -821 | -4,927 | -3,727 | -3,727 |
| Administrative expense | -307 | -300 | -1,303 | -1,086 | -1,086 |
| Other operating income/expenses | 10 | 4 | 19 | 9 | 9 |
| Operating income*) | 269 | 346 | 3,564 | 3,121 | 3,121 |
| Margin, \% | 5.2 | 7,6 | 10.7 | 10.6 | 10.6 |
| Financial items, net | -175 | -67 | -675 | -429 | -378 |
| Income after financial items | 94 | 279 | 2,889 | 2,692 | 2,743 |
| Margin, \% | 1.8 | 6.1 | 8.7 | 9.2 | 9.3 |
| Taxes | -14 | -82 | -853 | -830 | -846 |
| Income for the period | 80 | 197 | 2,036 | 1,862 | 1,897 |
| Attributable to: |  |  |  |  |  |
| Equity holders of the Parent Company | 79 | 197 | 2,029 | 1,862 | 1,897 |
| Minority interests in income for the period | 1 | 0 | 7 | 0 | 0 |
| *) Operating income includes: |  |  |  |  |  |
| Depreciation and amortization | 280 | 152 | 1,081 | 836 | 836 |
| Basic earnings per share, SEK ${ }^{11}$ | 0.21 | 0.51 | 5.29 | 4.83 | 4.93 |
| Diluted earnings per share, SEK ${ }^{11}$ | 0.21 | 0.51 | 5.29 | 4.83 | 4.93 |
| Basic weighted average number of shares |  |  |  |  |  |
| outstanding, millions ${ }^{11}$ | 383.2 | 385.1 | 384.6 | 385.1 | 385.1 |
| Diluted weighted average number of shares outstanding, millions ${ }^{1)}$ | 383.2 | 385.1 | 384.6 | 385.1 | 385.1 |

1) Earnings per share and number of shares have been adjusted for the bonus issue made in May 2007.

Consolidated results for 2007

CONSOLIDATED BALANCE SHEET

| SEKm | $\begin{array}{r} 31 \text { December } \\ 2007 \end{array}$ | 31 December 2006 |
| :---: | :---: | :---: |
| Assets |  |  |
| Property plant and equipment | 4,312 | 3,575 |
| Goodwill | 5,461 | 1,780 |
| Other intangible assets | 4,031 | 511 |
| Investments in associates | 12 | 6 |
| Deferred tax assets | 898 | 628 |
| Financial assets | 207 | 246 |
| Total non-current assets | 14,921 | 6,746 |
| Inventories | 7,758 | 5,165 |
| Trade receivables | 3,912 | 3,106 |
| Derivatives | 90 | 142 |
| Tax receivables | 256 | 112 |
| Other current assets | 650 | 386 |
| Cash and cash equivalents | 1,216 | 698 |
| Total current assets | 13,882 | 9,609 |
| Total assets | 28,803 | 16,355 |
| Assets pledged | 44 | 38 |
| Equity and liabilities |  |  |
| Total equity attributable to equity holders |  |  |
| of the Parent Company | 7,349 | 6,252 |
| Minority interest | 40 | 12 |
| Total equity | 7,389 | 6,264 |
| Long-term borrowings | 2,911 | 4,683 |
| Deferred tax liabilities | 1,666 | 567 |
| Provisions for pensions and other post-employment benefits | 1,059 | 363 |
| Other provisions | 570 | 477 |
| Total non-current liabilities | 6,206 | 6,090 |
| Trade payables | 2,731 | 2,209 |
| Tax liabilities | 342 | 233 |
| Other liabilities | 1,520 | 1,096 |
| Short-term borrowings | 10,130 | 303 |
| Derivatives | 277 | 104 |
| Other provisions | 208 | 56 |
| Total current liabilities | 15,208 | 4,001 |
| Total equity and liabilities | 28,803 | 16,355 |
| Contingent liabilities | 20 | 41 |

Consolidated results for 2007

CONSOLIDATED CASH FLOW STATEMENT

| SEKm | Fourth quarter $2007$ | Fourth quarter $2006$ | Full year 2007 | Full year 2006 <br> Pro forma | Full year 2006 Combined |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operations |  |  |  |  |  |
| Income after financial items | 94 | 279 | 2,889 | 2,692 | 2,743 |
| Depreciation and amortization | 280 | 152 | 1,081 | 836 | 836 |
| Change in accrued and prepaid interest | -10 | -8 | 29 | 1 | 1 |
| Taxes paid | -90 | -230 | -767 | -903 | -606 |
| Cash flow from operations, excluding change in operating assets and liabilities | 274 | 193 | 3,232 | 2,626 | 2,974 |
| Change in operating assets and liabilities |  |  |  |  |  |
| Change in inventories | -1,799 | -954 | -1,468 | 716 | 716 |
| Change in trade receivables | 1,620 | 1,108 | 992 | 2 | 2 |
| Change in trade payables | 373 | 273 | -15 | -1,787 | -1,787 |
| Change in other operating assets/liabilities | -477 | -154 | -85 | -125 | 149 |
| Cash flow from operating assets and liabilities | -283 | 273 | -576 | -1,194 | -920 |
| Cash flow from operations | -9 | 466 | 2,656 | 1,432 | 2,054 |
| Investments |  |  |  |  |  |
| Acquisitions of operations | -9 | -119 | -8,876 | -558 | -558 |
| Capital expenditure in property, plant and equipment | -207 | -169 | -698 | -735 | -735 |
| Capitalization of product development and software | -33 | -37 | -159 | -155 | -155 |
| Other | 34 | 32 | 44 | -7 | -7 |
| Cash flow from investments | -215 | -293 | -9,689 | -1,455 | -1,455 |
| Total cash flow from operations and investments | -224 | 173 | -7,033 | -23 | 599 |
| Financing |  |  |  |  |  |
| Change in short-term investments | 0 | -88 | 0 | 233 | -38 |
| Change in interest-bearing liabilities | -176 | -82 | 8,389 | -224 | -3,559 |
| Dividend | - | - | -667 | - | - |
| Repurchase of shares | - | - | -166 | - | - |
| Dividend/Group contribution to Electrolux | - | - | - | - | -777 |
| Contribution from Electrolux | - | - | - | - | 4,250 |
| Cash flow from financing | -176 | -170 | 7,556 | 9 | -124 |
| Total cash flow | -400 | 3 | 523 | -14 | 475 |
| Cash and cash equivalents at beginning of period | 1,604 | 719 | 698 | 729 | 267 |
| Exchange-rate differences | 12 | -24 | -5 | -17 | -44 |
| Cash and cash equivalents at end of period | 1,216 | 698 | 1,216 | 698 | 698 |

Consolidated results for 2007

Net SALES BY business Area

| SEKm | Fourth quarter 2007 | Fourth quarter 2006 | Change, \% | Change, adjusted for currency and acquisitions, $\%^{1)}$ | Full year 2007 | Full year 2006 | Change, \% | Change, adjusted for currency and acquisitions, $\%^{1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer |  |  |  |  |  |  |  |  |
| Products | 2,328 | 2,028 | 15 | -4 | 20,621 | 18,335 | 12 | 2 |
| Professional |  |  |  |  |  |  |  |  |
| Products | 2,868 | 2,511 | 14 | 2 | 12,663 | 11,067 | 14 | 4 |
| Total | 5,196 | 4,539 | 14 | -1 | 33,284 | 29,402 | 13 | 3 |

1) Including both transaction and translation effects, excluding acquisitions.

Operating income by business area

| SEKm | Fourth quarter 2007 | Fourth quarter 2006 | Change, \% | Change, adjusted for currency and acquisitions, $\%^{1)}$ | Full year 2007 | Full year 2006 | Change, \% | Change, adjusted for currency and acquisitions, $\%^{1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer |  |  |  |  |  |  |  |  |
| Products | -113 | 14 | -907 | -119 | 1.638 | 1,415 | 16 | -6 |
| Margin, \% | -4.9 | 0.7 | - | - | 7.9 | 7.7 | - | - |
| Professional |  |  |  |  |  |  |  |  |
| Products | 442 | 397 | 11 | 11 | 2.123 | 1,875 | 13 | 12 |
| Margin, \% | 15.4 | 15.8 | - | - | 16.8 | 16.9 | - | - |
| Total business |  |  |  |  |  |  |  |  |
| areas | 329 | 411 | -20 | 0 | 3.761 | 3,290 | 14 | 4 |
| Margin, \% | 6,3 | 9.1 | - | - | 11.3 | 11.2 | - | - |
| Group common costs etc. | -60 | -65 | 8 | 2 | -197 | -169 | -17 | -19 |
| Total | 269 | 346 | -22 | 1 | 3.564 | 3,121 | 14 | 3 |
| Margin, \% | 5.2 | 7.6 | - | - | 10.7 | 10.6 | - | - |

[^0]Consolidated results for 2007

Key ratios

|  | Fourth quarter $2007$ | Fourth quarter $2006$ | $\begin{array}{r} \text { Full year } \\ 2007 \\ \hline \end{array}$ | Full year 2006 Pro forma | Full year 2006 Combined |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales, SEKm | 5.196 | 4,539 | 33,284 | 29,402 | 29,402 |
| Operating income, SEKm | 269 | 346 | 3,564 | 3,121 | 3,121 |
| Net sales growth, \% | 14 | -9 | 13 | 2 | 2 |
| Gross margin, \% | 32.8 | 32.2 | 29.4 | 27.0 | 27,0 |
| Operating margin, \% | 5.2 | 7.6 | 10.7 | 10.6 | 10,6 |
| Working capital, SEKm | 6.146 | 4.335 | 6.146 | 4,335 | 4,335 |
| Return on capital employed, \% | - | - | 17.6 | 23.8 | 24,1 |
| Return on equity, \% | - | - | 28.6 | 32.5 | 43.2 |
| Earnings per share, SEK ${ }^{1 /}$ | 0.21 | 0.51 | 5.29 | 4.83 | 4.93 |
| Capital-turnover rate, times | - | - | 1.8 | 2.4 | 2,4 |
| Operating cash flow, SEKm | -215 | 292 | 1,843 | 535 | 1,157 |
| Net debt/equity ratio | - | - | 1.63 | 0.68 | 0.68 |
| Capital expenditure, SEKm | 240 | 206 | 857 | 890 | 890 |
| Average number of employees | - | - | 16,093 | 11,412 | 11,412 |

1) After dilution. Earnings per share and number of shares for 2006 have been adjusted for the bonus issue made in May 2007.

Net Sales and income by quarter

| Net sales and income |  | Q1 | Q2 | Q3 | Q4 | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales, SEKm | 2007 | 9,214 | 12,048 | 6,826 | 5,196 | 33,284 |
|  | 2006 | 9,338 | 10,133 | 5,392 | 4,539 | 29,402 |
| Operating income, SEKm | 2007 | 984 | 1,758 | 553 | 269 | 3,564 |
|  | Margin, \% | 10.7 | 14.6 | 8.1 | 5.2 | 10.7 |
|  | 2006 | 929 | 1,275 | 571 | 346 | 3,121 |
|  | Margin, \% | 9.9 | 12.6 | 10.6 | 7.6 | 10.6 |
| Income after financial items, SEKm | 2007 | 876 | 1,528 | 391 | 94 | 2,889 |
|  | Margin, \% | 9.5 | 12.7 | 5.7 | 1.8 | 8.7 |
|  | 2006 | $792^{11}$ | 1,154 ${ }^{17}$ | 467 | 279 | 2,692 ${ }^{11}$ |
|  | Margin, \% | $8.5^{1)}$ | $11.4{ }^{1)}$ | 8.7 | 6.1 | $9.2^{11}$ |
| Income for the period, SEKm | 2007 | 613 | 1,070 | 273 | 80 | 2,036 |
|  | 2006 | $546{ }^{11}$ | 7971) | 322 | 197 | 1,862 ${ }^{11}$ |
| Earnings per share, SEK ${ }^{2)}$ | 2007 | 1.59 | 2.77 | 0.70 | 0.21 | 5.29 |
|  | 2006 | $1.42^{1)}$ | $2.07{ }^{1)}$ | 0.84 | 0.51 | $4.83{ }^{11}$ |

1) Pro forma.
2) After dilution. Earnings per share and number of shares have been adjusted for the bonus issue made in May 2007.

Consolidated results for 2007

Net sales by business area per quarter

| SEKm |  | Q1 | Q2 | Q3 | Q4 | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Products | 2007 | 6,207 | 8,418 | 3,668 | 2,328 | 20,621 |
|  | 2006 | 6,540 | 6,993 | 2,774 | 2,028 | 18,335 |
| Professional Products | 2007 | 3,007 | 3,630 | 3,158 | 2,868 | 12,663 |
|  | 2006 | 2,798 | 3,140 | 2,618 | 2,511 | 11,067 |
| Total | 2007 | 9,214 | 12,048 | 6,826 | 5,196 | 33,284 |
|  | 2006 | 9,338 | 10,133 | 5,392 | 4,539 | 29,402 |

Operating income by business area per quarter

| SEKm |  | Q1 | Q2 | Q3 | Q4 | Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer Products | 2007 | 521 | 1,164 | 66 | -113 | 1,638 |
|  | Margin, \% | 8.4 | 13.8 | 1.8 | -4.9 | 7.9 |
|  | 2006 | 503 | 734 | 164 | 14 | 1,415 |
|  | Margin, \% | 7.7 | 10.5 | 5.9 | 0.7 | 7.7 |
| Professional Products | 2007 | 510 | 642 | 529 | 442 | 2.123 |
|  | Margin, \% | 17,0 | 17,7 | 16,8 | 15,4 | 16,8 |
|  | 2006 | 455 | 576 | 447 | 397 | 1,875 |
|  | Margin, \% | 16.3 | 18.3 | 17.1 | 15.8 | 16.9 |
| Group common costs etc. | 2007 | -47 | -48 | -42 | -60 | -197 |
|  | 2006 | -29 | -35 | -40 | -65 | -169 |
| Total | 2007 | 984 | 1,758 | 553 | 269 | 3,564 |
|  | Margin, \% | 10.7 | 14.6 | 8.1 | 5.2 | 10.7 |
|  | 2006 | 929 | 1,275 | 571 | 346 | 3,121 |
|  | Margin, \% | 9.9 | 12.6 | 10.6 | 7.6 | 10.6 |

Net sales and operating income, 12 months rolling

| SEKm |  | Q1 | Q2 | Q3 | Q4 |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Net sales, SEKm | 2007 | 29,278 | 31,193 | 32,627 | $\mathbf{3 3 , 2 8 4}$ |
|  | 2006 | 30,226 | 30,629 | 29,863 | 29,402 |
| Operating income, SEKm | 2007 | 3,176 | 3,659 | 3,641 | 3,564 |
|  | Margin, $\%$ | 10.8 | 11.7 | 11.2 | 10.7 |
|  | 2006 | 3,042 | 3,155 | 3,102 | 3,121 |
|  | Margin, $\%$ | 10.1 | 10.3 | 10.4 | 10.6 |

## ChANGE IN GROUP EQUITY

|  | Full year 2007 |  |  | Full year 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Equity $\begin{gathered}\text { Minority } \\ \text { interest Total equity }\end{gathered}$ |  |  | Minority |  |  |
| SEKm |  |  |  | Equity | interest | l equity |
| Opening balance | 6,252 | 12 | 6,264 | 2,416 | 0 | 2,416 |
| Transactions in equity, net ${ }^{1 \text { 1 }}$ | - | - | - | -1,903 | - | -1,903 |
| Dividend | -667 | - | -667 | - | - | - |
| Unconditional shareholder contribution ${ }^{2 /}$ | - | - | - | 4,250 | - | 4,250 |
| Change in hedge reserve | -102 | - | -102 | 61 | - | 61 |
| Available for sale instrument | -3 | - | -3 | - | - | - |
| Translation difference | 0 | - | 0 | -476 | - | -476 |
| Repurchase of shares | -166 | - | -166 | - | - | - |
| Share-based payment | 6 | - | 6 | 7 | - | 7 |
| Other | - | 21 | 21 | - | 12 | 12 |
| Income for the period | 2,029 | 7 | 2,036 | 1,897 | 0 | 1,897 |
| Closing balance | 7,349 | 40 | 7,389 | 6,252 | 12 | 6,264 |

1) Mainly effects from transfer of operations from Electrolux and dividend/group contributions from Husqvarna to Electrolux.
2) An unconditional shareholder's contribution of SEK 4,250m from Electrolux 15 May 2006 in order to adjust the capital structure of Husqvarna $A B$ prior to distribution.

## FOUR-YEAR REVIEW

|  | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6} \mathbf{6}^{2)}$ | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 4}{ }^{(1) 2)}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, SEKm | 33,284 | $\mathbf{2 9 , 4 0 2}$ | $\mathbf{2 8 , 7 6 8}$ | $\mathbf{2 7 , 2 0 2}$ |
| Operating income, SEKm | 3,564 | 3,121 | 2,898 | 2,983 |
| Net sales growth, \% | 13 | 2 | 6 | 1 |
| Gross margin, \% | 29,4 | 27.0 | 26.6 | 26.9 |
| Operating margin, \% | 10.7 | 10.6 | 10.1 | 11.0 |
| Return on capital employed, \% | 17.6 | 24.1 | 31.0 | 31.1 |
| Return on equity, \% | 28.6 | 43.2 | 46.0 | 41.9 |
| Capital turn-over rate, times | 1.8 | 2.4 | 2.6 | 2.9 |
| Operating cash flow, SEKm | 1,843 | 1,157 | 1,736 | 2,073 |
| Capital expenditure, SEKm | 857 | 890 | 1,259 | 1,040 |
| Average number of employees | 16,093 | 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.
2) Combined financial statements.

## AcQuisitions during 2007

| Date of acquisition | Company | Business area | Consideration paid ${ }^{1)}$, SEKm | Acquired Net debt, SEKm | Enterprise value ${ }^{1)}$, SEKm | Annual net sales ${ }^{2)}$, SEKm |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 February 2007 | Klippo AB | Professional products | 222 | 5 | 227 | 150 |
| 28 February 2007 | King Concepts | Professional products | 126 | 2 | 128 | 30 |
| 20 March 2007 | Gardena AG | Consumer Products | 2,949 | 3,938 | 6,887 | 3,800 |
| 2 April 2007 | Zenoah | Professional products | 1,026 | 73 | 1,099 | 1,200 |
| 1 June 2007 | Soff-Cut | Professional products | 302 | 234 | 536 | 240 |
| Total |  |  | 4,625 | 4,252 | 8,877 | 5,420 |

1) Including acquisition cost.
2) Financial year for Gardena 1 October - 30 September 2006; for Zenoah 1 April - 31 March 2006; for King Concepts 1 July - 30 June 2006.

## SPECIFICATION OF ALL NET ASSETS ACQUIRED AND GOODWILL

|  | Acquired companies <br> book values | Fair value adjustment |
| :--- | ---: | ---: | ---: | | Fair value, acquisition |
| ---: |
| balance |, | 0 |
| :--- |
| SEKm |

Total contribution from acquisitions to Group's net sales for the full year amounted to SEK 4,075m and SEK 328 m to operating income.

Consolidated results for 2007

## Gardena

Gardena is the most significant acquisition during 2007 and is therefore shown separately below.

| Fair value, acquisition |  |  |  |
| :---: | :---: | :---: | :---: |
| SEKm | Book value | Fair value adjustment | balance |
| Goodwill | 1,774 | -1,774 | 0 |
| Other intangible assets | 159 | 3,009 | 3,168 |
| Property, plant and equipment | 888 | 0 | 888 |
| Other non-current assets | 161 | -15 | 146 |
| Inventories | 845 | 53 | 898 |
| Trade receivables | 1,188 | 0 | 1,188 |
| Other operating assets | 151 | 0 | 151 |
| Trade payables | -311 | 0 | -311 |
| Other operating liabilities and |  |  |  |
| provisions | -1,255 | -937 | -2,192 |
| Net debt | -3,938 | 0 | -3,938 |
| Net identifiable assets | -338 | 336 | -2 |
| Goodwill |  |  | 2,951 |
| Consideration paid |  |  | 2,949 |
| Cash and cash equivalents acquired |  |  | -102 |
| Net cash paid |  |  | 2,847 |

The majority of the other intangible assets consist of the trademark Gardena, which has been deemed to have indefinite life. The inventory has been valued to fair value at the date of acquisition, which has increased the purchased inventory by SEK 53m. Due to Gardena's high turnover of inventory in the second quarter the full amount was charged to the income statement during that quarter. The Gardena operation's net sales for the nine months it has been part of Husqvarna amounted to SEK $2,915 \mathrm{~m}$ with an operating income of SEK 282 m , excluding the above mentioned charge for the Group.
During the fourth quarter the purchase price allocation have been finalized which resulted in an increased value allocated to the trademark Gardena compared to the preliminary purchase price allocation.

Consolidated results for 2007

## Parent Company

Income statement

|  |  |  |
| :--- | ---: | ---: |
| SEKm | Full year |  |
| 2007 | Full year |  |
| 2006 |  |  |
|  |  |  |
| Net sales | 10,156 | 9,404 |
| Cost of goods sold | $-7,389$ | $-7,020$ |
| Gross operating income | 2,767 | 2,384 |
| Selling expense | -902 | -765 |
| Administrative expense | -376 | -298 |
| Other operating income/expense | -2 | 3 |
| Operating income | 1,487 | 1,324 |
| Financial items, net | 721 | 81 |
| Income after financial items | $\mathbf{2 , 2 0 8}$ | 1,405 |
| Appropriations | -302 | -257 |
| Income before taxes | $\mathbf{1 , 9 0 6}$ | 1,148 |
| Taxes | -358 | -338 |
| Income for the period | 1,548 | 810 |

## BaLANCE SHEET

|  |  |  |
| :--- | ---: | ---: |
|  | Full year | Full year |
| SEKm | 2007 | 2006 |
| Non-current assets | 5,055 | 4,172 |
| Current assets | 23,261 | 13,845 |
| Total assets | $\mathbf{2 8 , 3 1 6}$ | 18,017 |
| Equity | 8,530 | 8,131 |
| Untaxed reserves | 963 | 661 |
| Provisions | 62 | 63 |
| Interest-bearing liabilities | 12,374 | 7,204 |
| Current liabilities | 6,387 | 1,958 |
| Total equity and liabilities | $\mathbf{2 8 , 3 1 6}$ | $\mathbf{1 8 , 0 1 7}$ |

## 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. |
| Equity/assets ratio | Equity as a percentage of total assets. |
| Capital employed | Total liabilities and equity less non-interest bearing debt including deferred tax liability |
| 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 interests, 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]:    1) Including both transaction and translation effects, excluding acquisitions.
