

# NADIA NOFRONI

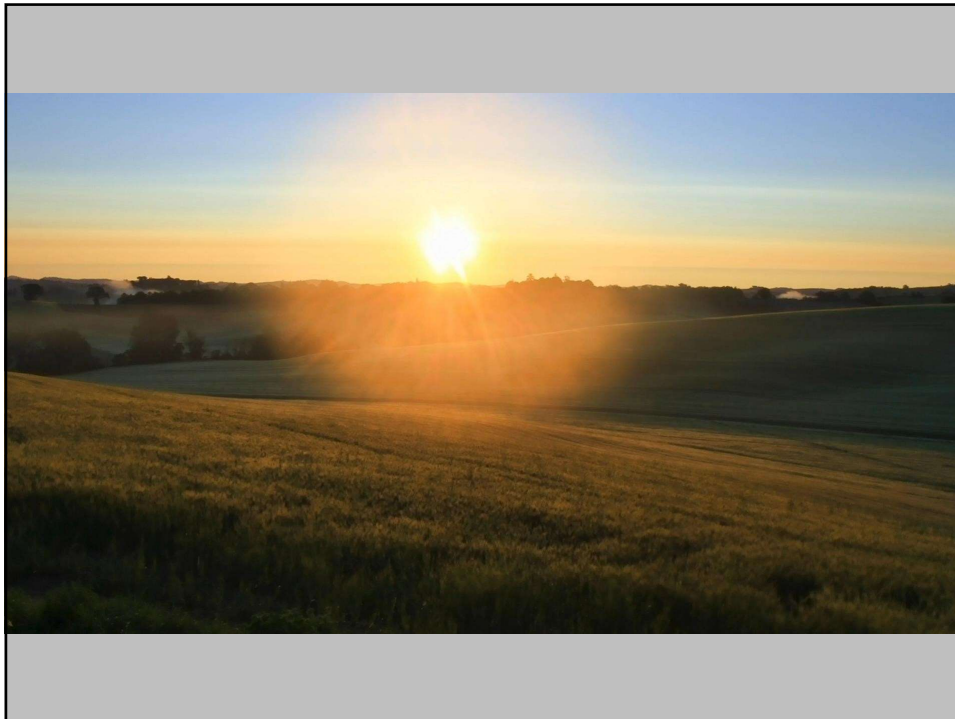
**Senior Sales Manager Africa  
di Electrolux Professional**

MVF PARMA



**Electrolux Professional - Food, Beverage & Laundry**  
Easier, more profitable and truly sustainable

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**Electrolux**  
PROFESSIONAL

## The **One**

Electrolux Professional is one of the leading global providers of food service, beverage and laundry solutions for professional users with:

- Digital connectivity
- Global Customer care
- Project capabilities

**Our mission:**  
Making our customers' work-life easier, more profitable – and truly sustainable every day

**Food Solutions**

**Laundry Solutions**

**Beverage Solutions**

**Customer Care**

**11** manufacturing plants  
Sales in **110** countries  
**3,500** employees

Our guiding principles:

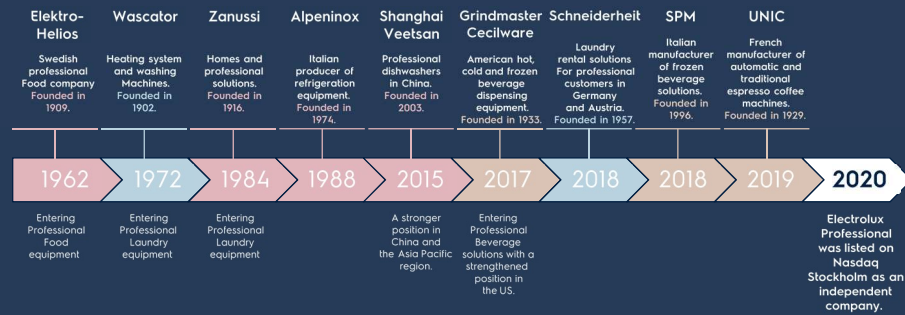
- Be Customer obsessed
- Build Trust
- Be Bold
- Act Sustainably

Listed on Nasdaq Stockholm

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## A history of acquisitions as a growth accelerator



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## Electrolux Professional snapshot 2020



Net sales SEK  
**7.3 bn**

EBITA SEK  
**0.5 bn**

EBITA margin  
**6.3%**

Employing  
**~3,500**

Serving  
**~110**  
countries

### Net sales by segment

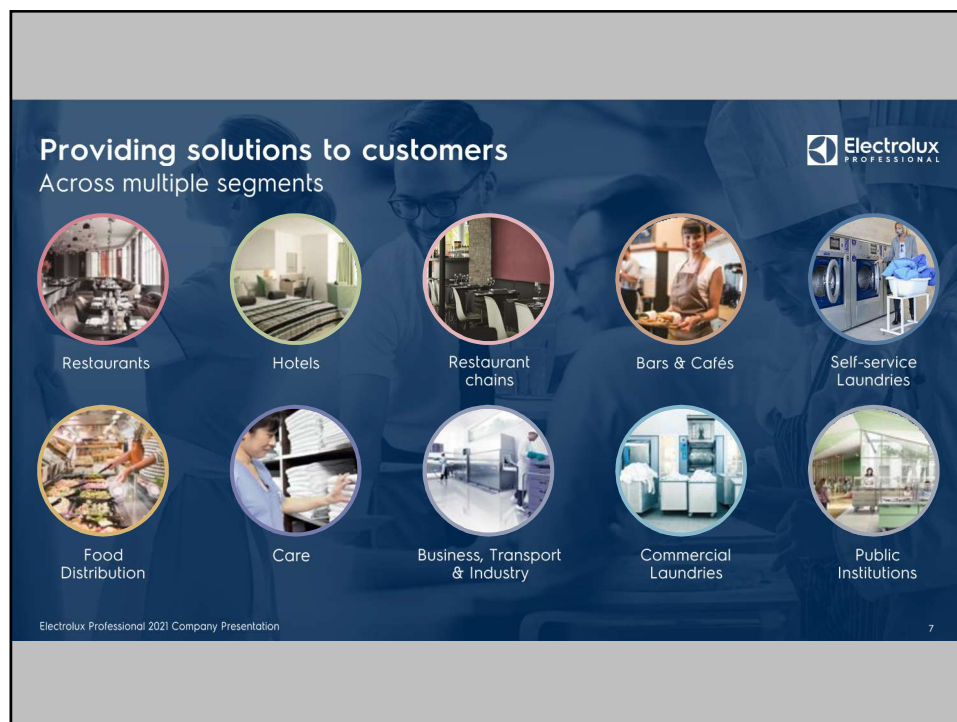


### Net sales by geography



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## Offering outstanding customer experience

Our main product categories




 **Food**



Human-centered kitchen solutions that boost efficiency, to create great-tasting and effortless results

 **Beverage**



Innovative beverage solutions that simplify use while reducing waste, for delicious, quality beverages

 **Laundry**



Sustainable and flexible commercial Laundry solutions to improve productivity and ergonomics

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## Complete Food Service offering



**Modular Cooking**



**Cook&Chill**



**Refrigeration and Servery**



**Food Preparation**



**Dishwashing**



**High-speed Cooking**



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## Complete Beverage offering



### Hot Beverages



### Chilled Drinks



### Slush/Frozen Beverages



### Coffee



### Frozen Creams



### Soft Serve



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## Complete Laundry system offering



### Front loaded washer extractors



### Tumble dryers



### Barrier washers and Ironers



### myPRO semi-professional washers, dryers and ironers



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## Experience the OnE

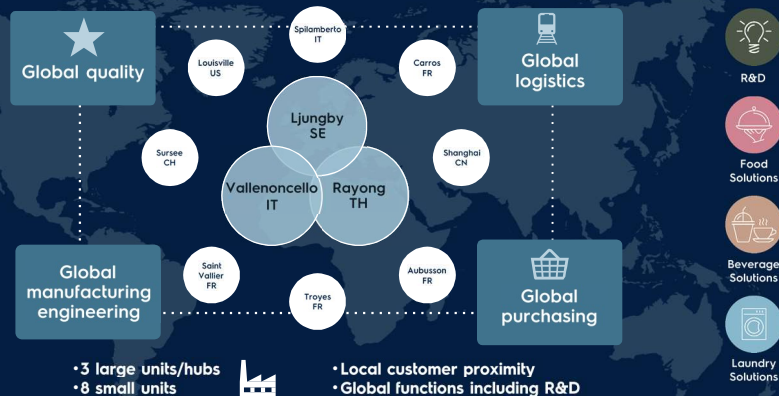


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Vallenoncello	IT	CoE
Assago	IT	Demo kitchen
Modena	IT	SPM Factory Showroom
St. Denis	FR	CoE
Aubusson	FR	Udo Sama Factory Showroom
Nice	FR	UNIC Factory Showroom
St. Vallier	FR	Mollini Factory Showroom
Alcobendas	ES	CoE
Stockholm	SE	CoE
Ljungby	SE	Factory showroom
Helsinki	FI	Showroom & demo kitchen
Copenhagen	DK	Showroom & demo kitchen
Sursee	CH	CoE
Rothenburg	DE	Taste Lab
Luton	UK	CoE
North America	US	NA Headquarter
North America	US	Partner locations
Tokyo	JP	Showrooms & Demo kitchen
Auckland	NZ	not yet open - Showroom
Dubai	UAE	ICCA Sponsored kitchen
Moscow	RU	CoE & Sponsored kitchens
Istanbul	TR	CoE
Prague	CZ	Sponsored Kitchen
Shanghai	CN	Sponsored Kitchen
Singapore	SG	CoE
Gurgaon	IN	Showroom & Demo kitchen
Rayong	TH	Factory showroom

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## A Global industrial footprint to serve customers expanding globally



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## Sustainability strategy and targets



### • Target set to be climate neutral by 2030

- Sustainable solutions - Grow the business by developing sustainable, innovative low-running cost solutions
- Sustainable operations - Operational excellence and Electrolux Professional Production System drives sustainability performance
- Ethics and relationship - Ethical practices enabling business by providing trust



- CO2 reduction aligned with Paris agreement

Scope 1&2  
**-50%**  
2025

- Lost time injury rate

LTI rate  
**<0,3**  
2025

- Diversity & inclusion

Gender balance  
**40/60**  
2030

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## 2020 sustainability performance and highlights



CO<sub>2</sub> emissions

CO<sub>2</sub>e Reduction\*  
**-36%**



Injury rate

Lost time Injury rate\*\*  
**1,1**



Gender balance

Managerial Positions\*\*\*  
**26/74**



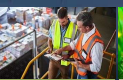
Energy

Renewable Energy  
**48%**



Waste

Waste Recovery\*\*\*\*  
**92%**



Suppliers

Supplier env./H&S audits  
**72**



Certifications

ISO 14001 coverage  
**94%**

\* Target -50% by 2025 compared to 2015. Including new acquisitions (5/12 new plants included since base year). Comparable baseline -60%.

\*\* Target below 0.3 by 2025

\*\*\* Target 40/60 by 2030.

\*\*\*\* Including waste to energy and material recovery. Water efficiency baseline only include 2015 plants excluding St. Vallier.



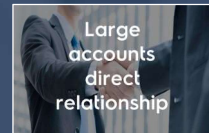
Signatory of the UN Global Compact and first corporate ESG rating

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## Digital is shaping the Professional industry



### Our digital vision 2024

Connected appliance of future installed base

**50%**

On-line sales distribution

**65%**

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## Cutting edge innovation – R&D to differentiate the offer by adding value solutions



Cater to customers' needs and increase customer productivity and efficiency

- › digitalization of appliances
- › appliance connectivity
- › appliance agility
- › minimizing environmental impact
- › more energy-efficient and resource-efficient solutions



- 4% of sales invested in R&D - highest in the industry
- Product Testing
- Internal PhD Academy
- Partnering with Universities on research projects



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## A strong Customer care offering

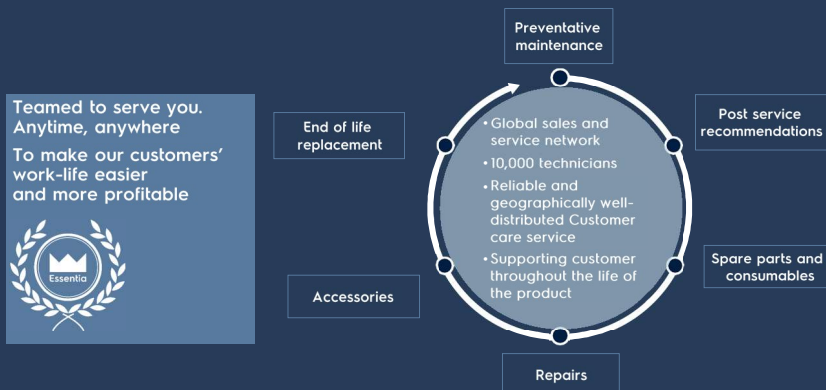


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## Boosting our Customer care

Being an integral part of the full solution delivery



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profitable – and truly sustainable every day

