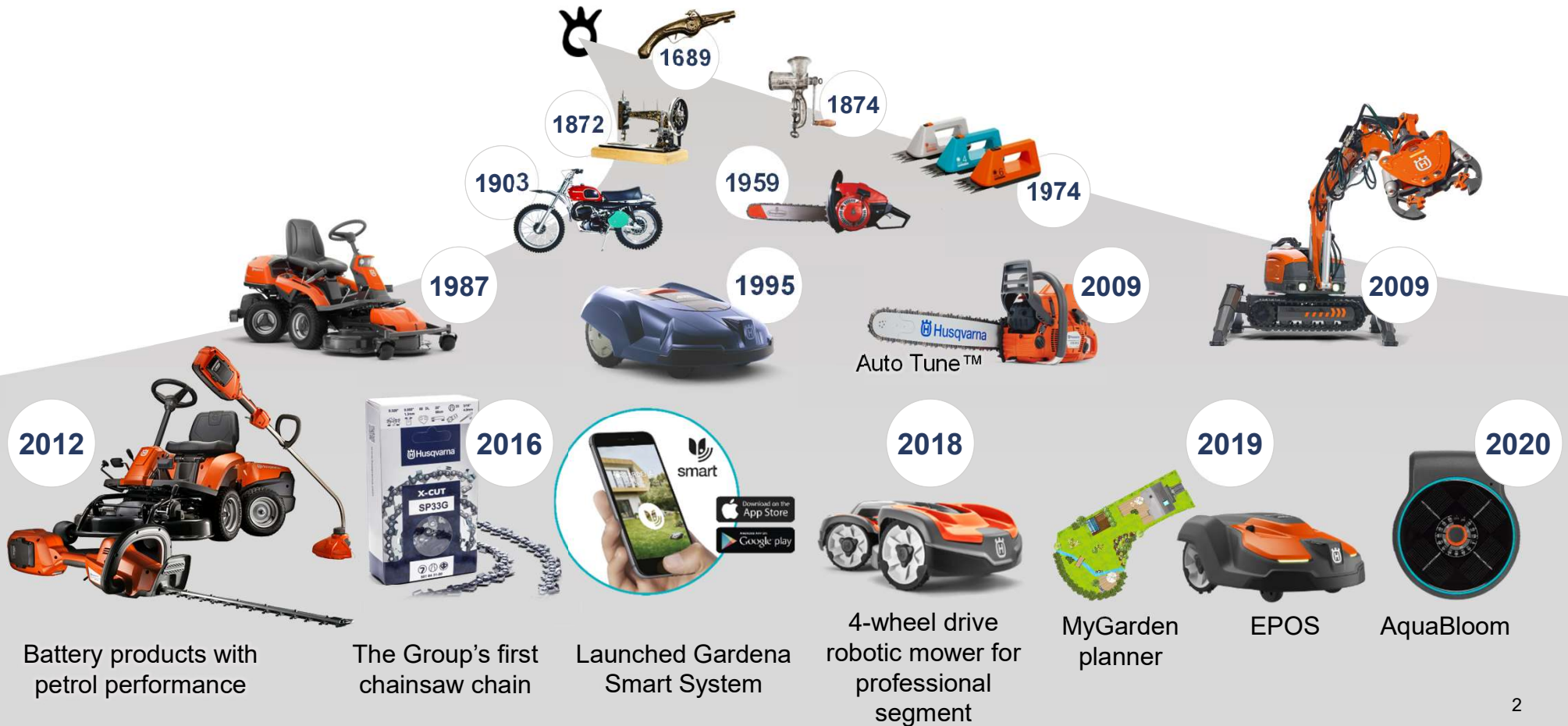




# Shaping great experiences

WISE Networking Day 28 January  
Per Orestig, Director Shared R&D

# 330+ years of innovation



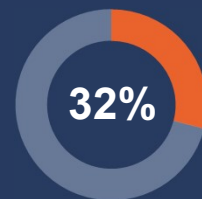


## Husqvarna Group in brief

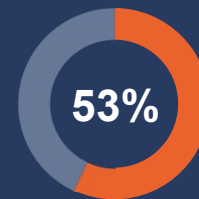
World-leader in outdoor products for forest, park and garden care, as well as equipment and diamond tools for the light construction industry.

- 334 years in business
- 13,800 employees, 28 production sites
- Sales in more than 130 countries
- Net sales SEK 53.3bn

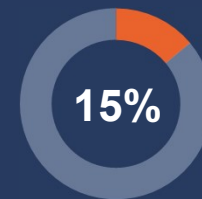
### SALES DISTRIBUTION



North America



Europe



Rest of the world

# Strong, market-leading divisions

## Husqvarna Forest & Garden Division

- Global leader in robotic mowers
- Global no. 2 in handheld products



Share of Group net sales LTM	Share of Group operating income
	
SEKm 31,759	Operating margin: 10%

## Gardena Division

- Global leader in residential watering and smart garden systems
- Strong position in garden tools



Share of Group net sales LTM	Share of Group operating income
	
SEKm 12,964	Operating margin: 8.8%

## Husqvarna Construction Division

- Leading positions in power cutters, floor saws, surface preparation equipment, dust and slurry solutions
- Strong positions in demolition robots and diamond tools for our segments



Share of Group net sales LTM	Share of Group operating income
	
SEKm 8,398	Operating margin: 11.9%

## Who we are

We make a difference to people who shape green spaces and urban environments through our leadership in user-centered and sustainable solutions. With our passion for innovation, we create products and services for customers around the world.



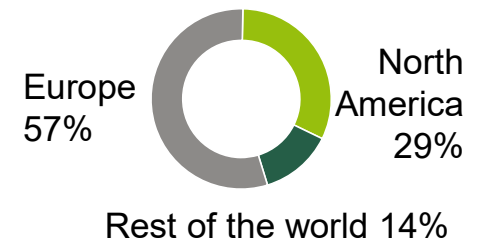
Shared R&D  
Digital Solutions  
Battery competence Center

# Global presence



- ➔ Major R&D sites
- Major production facilities
- Sales offices or distributors

## Sales by geographical area



# Sustainovate 2025 targets – progress update 2023



CARBON

Reduce absolute CO<sub>2</sub> emissions by -35%

**-51%**



CIRCULAR

Launch 50 new circular innovations

**30**



PEOPLE

Empower 5 million people to make sustainable choices

**2.7M**

# HUSQVARNA R-STRATEGIES

**Reduce**



**Reuse**



**Repair**



**Remanufacture**



**Recycle**





# Key Technologies Materials

## Key Technology / Material

### Additive manufacturing

- All types of materials
- Prototyping/serial production
- Recycled AM

### Light alloys

- Green casting
- Casting technologies
- Recycled Mg, Al

### Steel / Cast iron

- Green steel
- Casting technologies

### Polymer materials

- Sustainable polymers
- Production processes

### Tribology

- Wear resistance
- Lubrication and lubricants

### Coating

- Improved properties
- Protective

## Key Technology / Domain

### Light weight

- Optimize material use in product design/product production
- New production processes

### Batteries

- Material selection
- Charging, conductivity, resistance
- Legal requirements

### Electric

- Electrical connections
- Electronic materials, weldability, corrosion

### Lifetime quality improvement (Long term performance)

- Corrosion resistance
- Ageing factors

## Key Technology / Human

### Material science

Knowledge transfer

### Material traceability

- PLM, ERP, Legislative regulations (CSRD, DPP, PFAS, ...)

## Key Technology / Support

Simulation, AI / data handling

Material Characterization

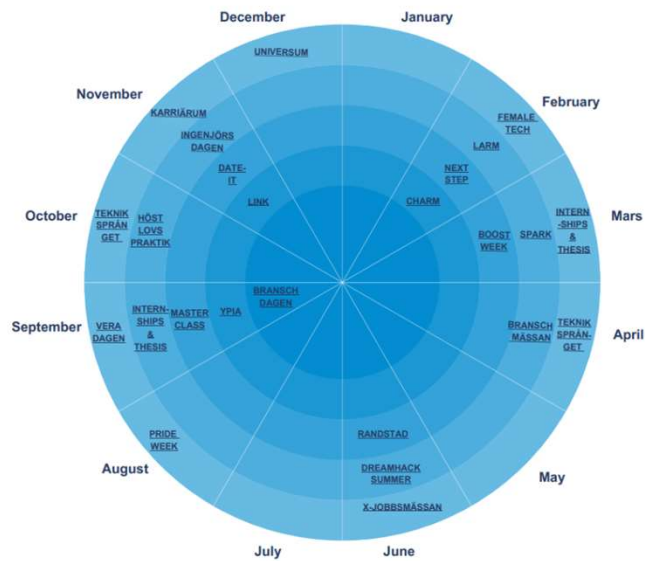
Material supply chain resilience



Husqvarna  
Group

# Academia collaboration – enable competence and innovations

## Annual Wheel



Husqvarna Group



KKstiftelsen

Specific Wheels
University
Primary - Highschool
Professionals

03

## SuPRA Network



## Talent Acquisition

## Technology Research

Husqvarna collaborate with the academia to strengthen the competitiveness of the business with competence. Through supporting schools and students during their educations, we meet students who are potential future employees and provide an inspiring insight into the industry's challenges. The collaboration also gives us a platform with the researchers and other industry partners in joint projects to accelerate our knowledge building and technology development.



# Circular Innovations at Husqvarna



# REDUSE, REUSE & REPAIR



## Power for all alliance

Launched already in 2021, this cross-brand battery system founded together with Bosch, allows customers to use the same battery in more than 100 different products from several brands.

Gardena



## Smart lawn service

Piloted in Germany, Smart lawn services offers commercial customers the chance to lease Pro-Automower®. With our service partners, we take care of everything, from installation to maintenance, blade replacement and remote monitoring. Customers in turn, pay per m<sup>2</sup>.

Husqvarna Forest & Garden



## Lease Plus

All-inclusive solution for the residential consumers including the product, installation, service, winter storage and insurance. in order to prolong the lifetime of the Automower®. When the contract expires, the Automower® is returned, refurbished and get a 2nd life.

Husqvarna Forest & Garden

# REMANUFACTURING



## Refurbish of large machines

A buy-back framework piloted for machines sold to the construction industry where we systematically assess and recondition used large machines to enable a second, or even a third life.

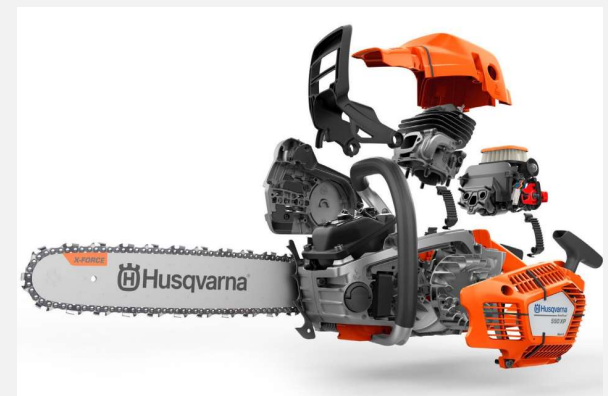
Husqvarna Construction



## Reuse of PCBAs

Repair of PCBA from returned robotic lawnmowers, which is sold as "Husqvarna Economy Parts" allowing for a reuse of these component and reducing the cost to repair an older machine.

Husqvarna Forest & Garden



## ReSpare

A new marketplace for dealers to trade used and obsolete spare parts. By making these parts available to service technicians, we aim at extending the lives of machines such as chain saws, tillers and brush cutters. The ReSpare platform can also be used to trade refurbished machines between dealers.

Husqvarna Forest & Garden

# RECYCLE



## EcoLine watering

Plastic components consist of at least 65% recycled material – even up to 90% in some items, most of which come from household waste. All packaging is made from 100% recycled and recyclable material.

Gardena



## Magnesium recycling

A magnesium-rich industrial waste from Huskvarna site has until now been sent to destruction and landfill due to the complexity of the waste stream. As a result of a collaboration with Stena Aluminium this waste can be used as an input material to their alloy production, reducing the need for virgin magnesium

Huskvarna Forest & Garden



## Diamond tools in cardboard packaging

New packaging materials are introduced for the Huskvarna diamond tools range. We shift away from virgin plastics to cardboard-based solutions with a design maintaining optimal protection of the sharp and heavy diamond tools

Huskvarna Construction



Husqvarna®