

# Annual General Meeting 2020

Magnus Groth  
President and CEO



# Covid-19

- Leading hygiene and health solutions
- Educational efforts on importance of hand hygiene
- Manufacturing of face masks in Mölnlycke
- Support to WHO Covid-19 Solidarity Response Fund

**Care for  
Our People**

**Contribute  
to Society**

**Secure  
Business  
Success**

# Essity, a leading global hygiene and health company

Net sales 2019

# 129

SEKbn

Market capitalization

# 212

SEKbn at Dec 31, 2019

Sales in approximately

# 150

 countries

Employees, approximately

# 46,000



# Strong Growth and Higher Earnings

2019 vs 2018

Net sales

**128,975**  
SEKm  
**+8.8%**

Adjusted EBITA margin<sup>1)</sup>

**12.3%**  
**+1.4**  
percentage points

Adjusted EBITA<sup>1)</sup>

**15,840**  
SEKm  
**+22%**

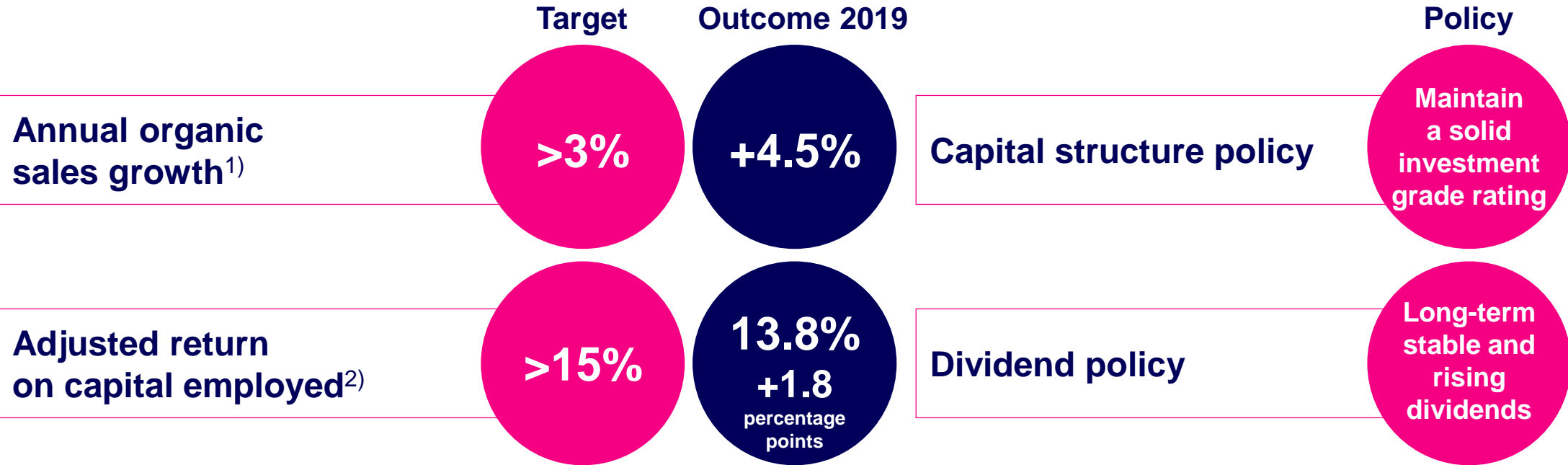
Earnings per share

**13.12**  
SEK  
**+17%**



<sup>1)</sup> Excluding items affecting comparability

# Financial Targets and Outcomes

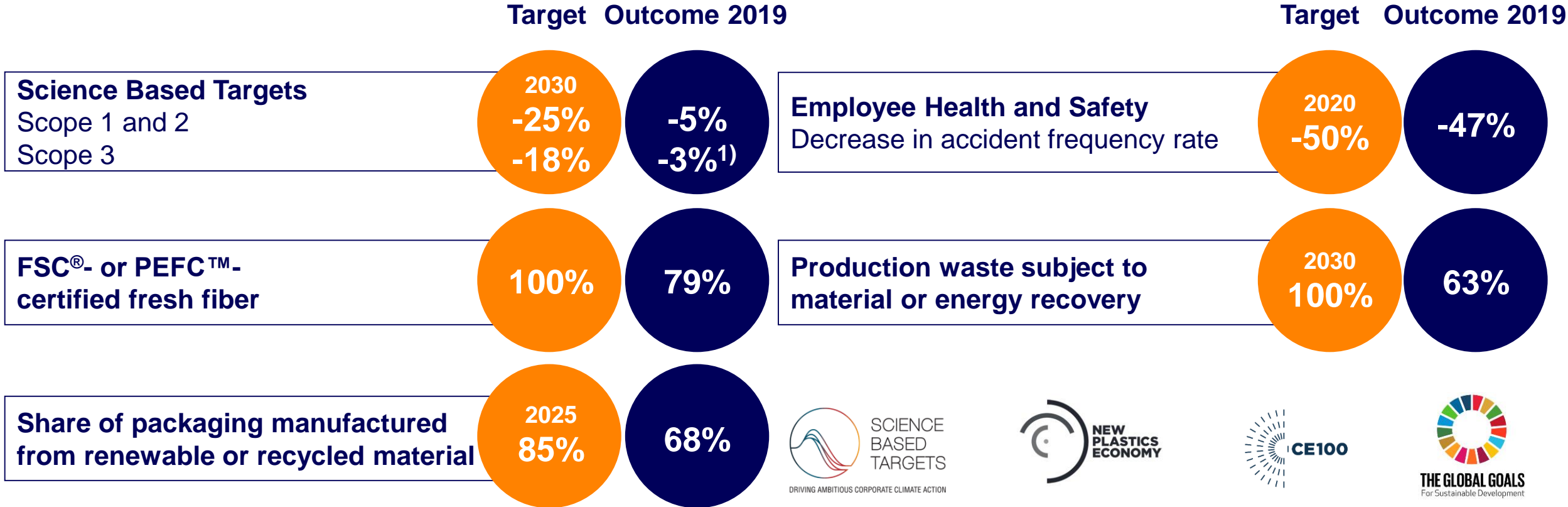


<sup>1)</sup> Net sales excluding exchange rate effects, acquisitions and divestments

<sup>2)</sup> Excluding items affecting comparability

# Sustainable Value Chain

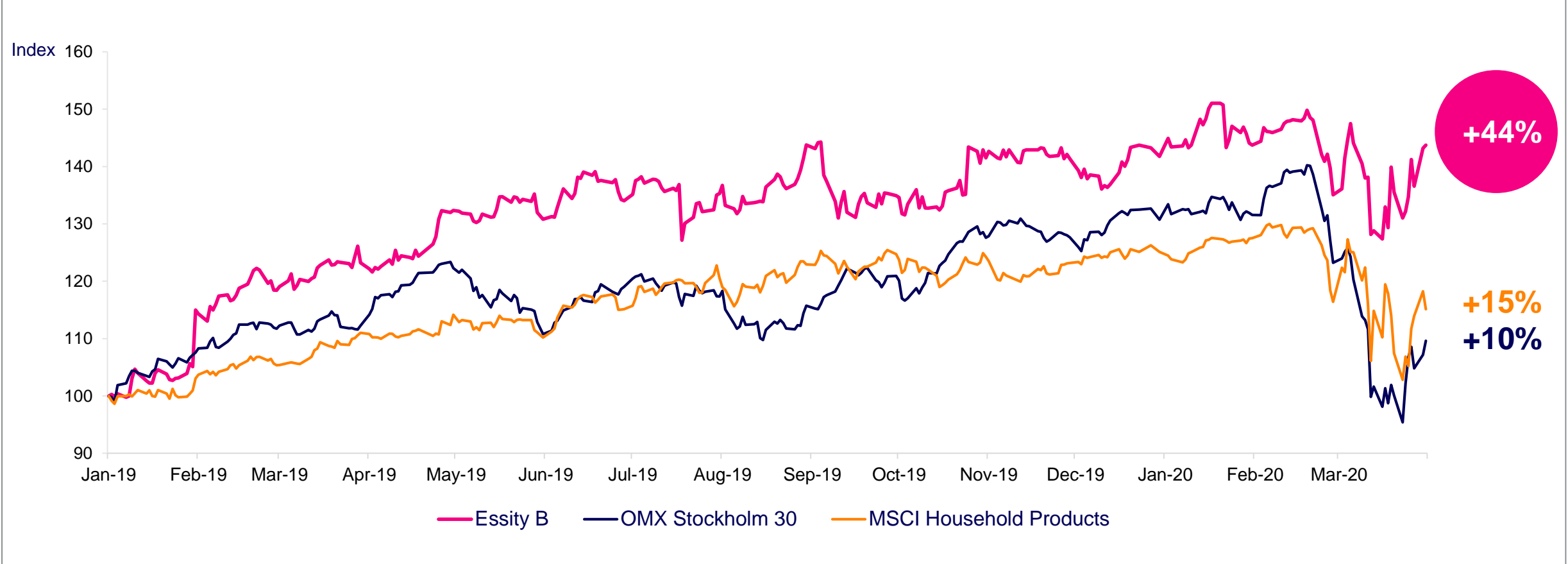
## Selection of Sustainability Targets



<sup>1)</sup> Outcome for Scope 3 is for 2018

# Total Shareholder Return

January 1, 2019 – March 31, 2020



Source: Bloomberg



# Global Market Positions

#1 or #2 position in approximately 90 countries within at least one product category

Incontinence Products

1



Professional Hygiene

1



Consumer Tissue

2



Medical Solutions

4



Baby Care

5



Feminine Care

6



Source: The information has been compiled by Essity for presentation purposes based on statistics taken from external market sources, including IRI, Fastmarkets RISI, Price Hanna Consultants, SmartTRAK and National Macro Economics.



# Successful Innovations

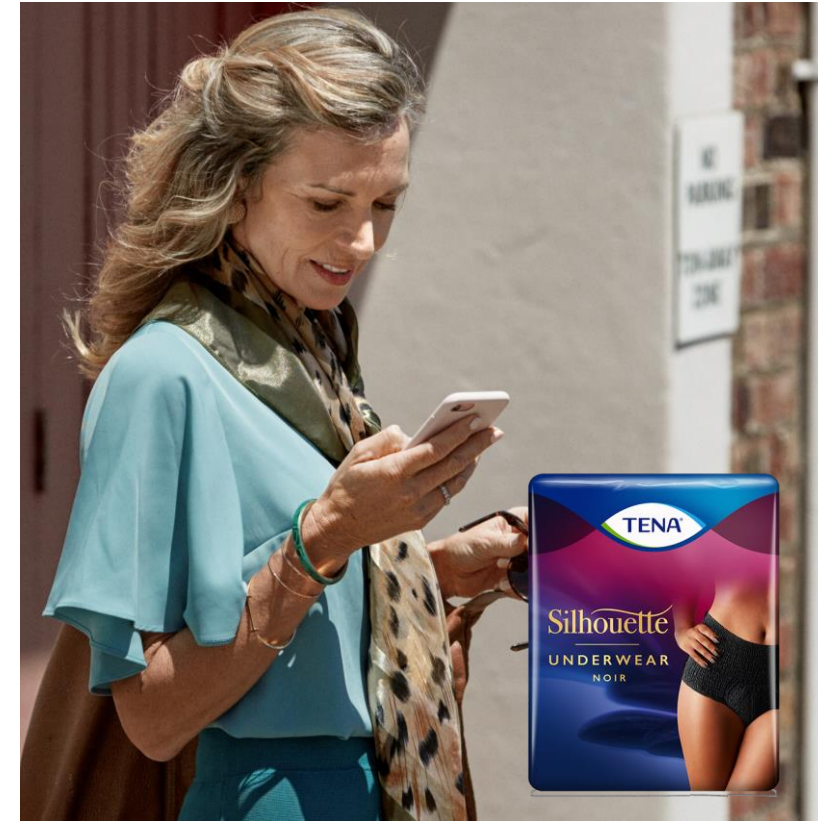
Enhanced customer and consumer value and reduced environmental footprint



Think ahead.



Leukoplast®



# Digital Progress

- Online sales amounted to SEK 13bn 2019
  - Increase by 16% vs 2018
  - 10% of net sales
- Digital products and solutions
  - Tork EasyCube®
  - TENA Identifi™
- Communication with customers and consumers
- Increased efficiency, product quality and delivery reliability in production, logistics and administration



# Sustainability Initiatives



**Investment in alternative fiber technology**



**Tork PaperCircle®**



**Collaboration with Unicef in Mexico**

# Winning Corporate Culture

Essity named Sweden's most attractive employer 2019<sup>1)</sup>

We are committed to delivering superior results.



We care for our customers, consumers, the environment and each other.

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## Beliefs

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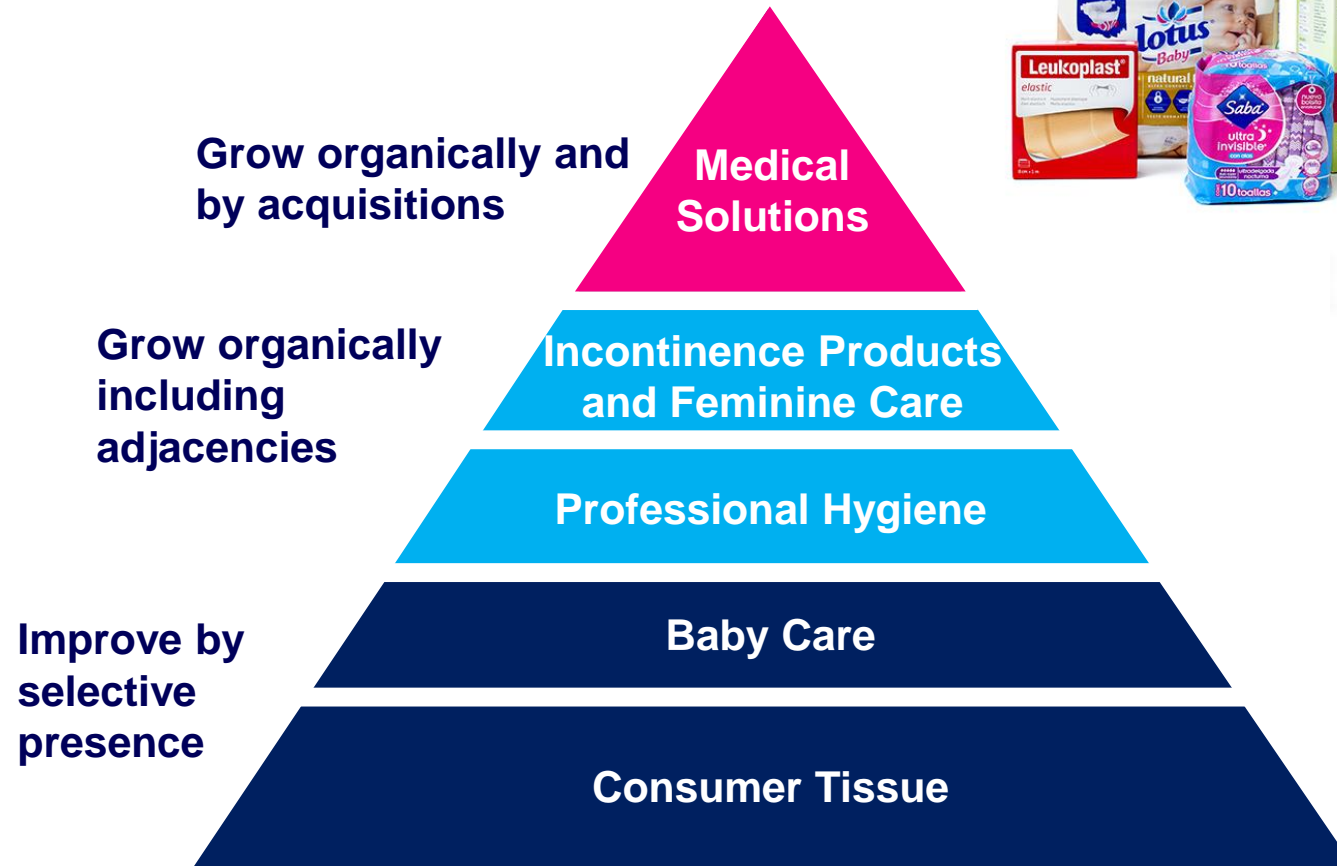
We have the courage to take the lead.



We collaborate across teams, functions and businesses.

<sup>1)</sup>By the recruitment and staffing company Randstad

# Clear Strategy



# Favorable Market Trends

- Growing and aging population
- Higher disposable income and living standards
- Increased awareness of hygiene and health
- Focus on sustainability
- Digitalization



# Long-term Value Creation

With the vision: Dedicated to improving well-being through leading hygiene and health solutions

**Strong brands  
and successful  
innovations**

**Leading  
positions  
in an attractive  
market**

**High-  
performing  
organization  
with a winning  
corporate  
culture**

**Sustainable  
business model  
with profitable  
growth**





**essity**