

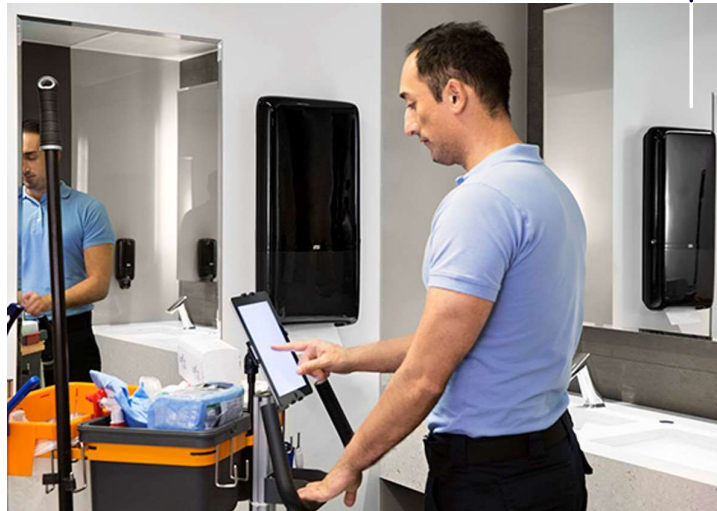
Welcome to Essity's Business Area Web Presentations

**DAY 1 – ESSITY GROUP and
HEALTH & MEDICAL**



**December 7, 2022
at 15:00– 16:15 CET**

**DAY 2 –
PROFESSIONAL HYGIENE**



**December 8, 2022
at 15:00– 16:00 CET**

**DAY 3 –
CONSUMER GOODS**



**December 9, 2022
at 15:00– 16:00 CET**

Agenda Day 1

**DAY 1 – ESSITY GROUP and
HEALTH & MEDICAL**

Essity Group

Magnus Groth, President and CEO

Health & Medical

Ulrika Kolsrud, President Health & Medical Solutions

Q&A

Magnus Groth and Ulrika Kolsrud



**December 7,
at 15:00 p.m.– 16:15 p.m. CET**

Essity Group

Magnus Groth,
President and CEO



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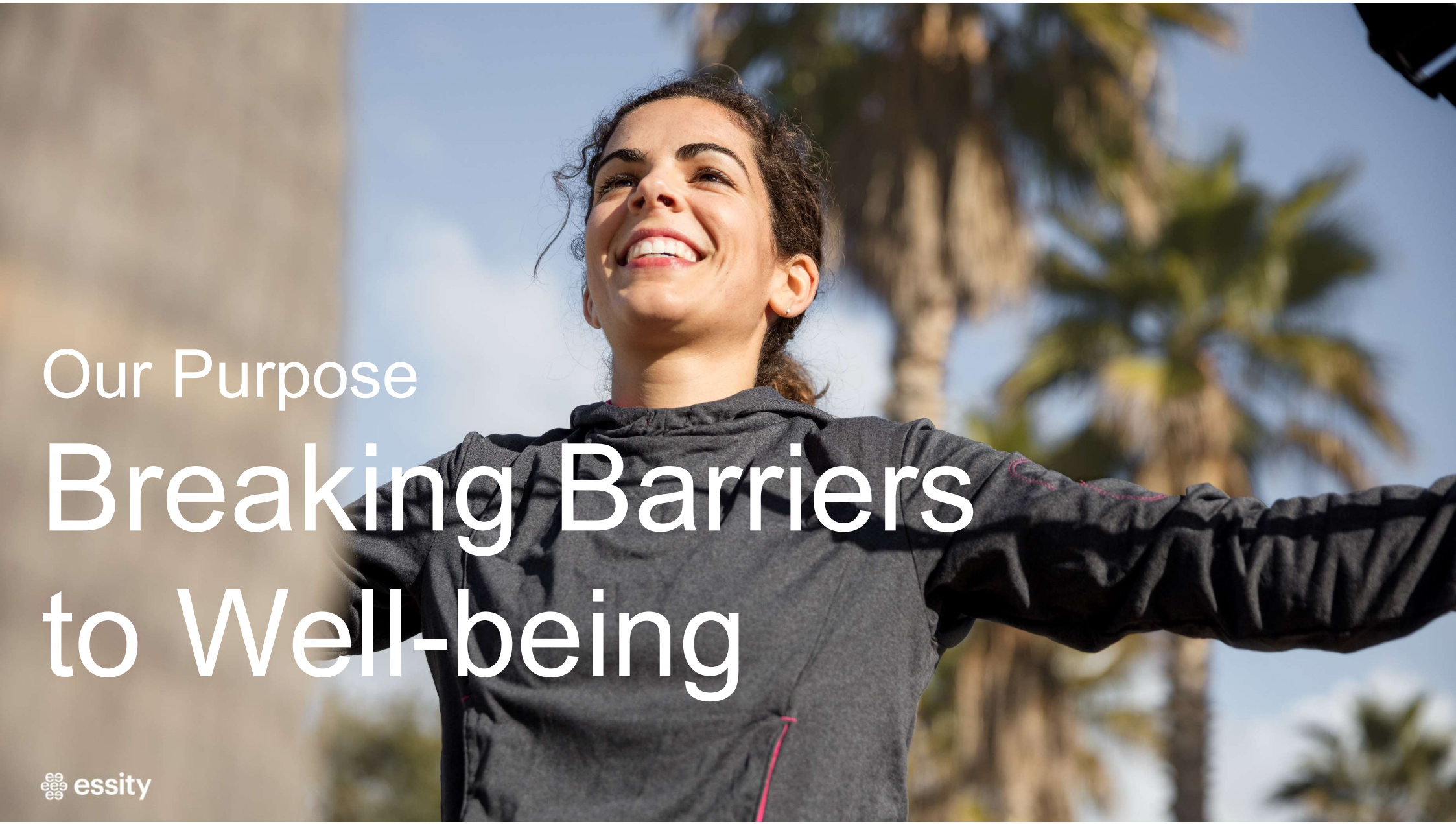
Net sales
2021 SEKbn

150

Sales in
countries

46,000
employees





Our Purpose
Breaking Barriers
to Well-being

Portfolio of Leading Brands

Trusted and used by over 1 billion users every day



Three Attractive Business Areas

HEALTH & MEDICAL



Holistic health and medical solutions along the continuum of care

PROFESSIONAL HYGIENE



Hygiene management solutions for a broad set of commercial applications

CONSUMER GOODS



Personal and home hygiene for all stages of life

Favorable Market Trends

A photograph of two women jogging on a path in a park. The woman on the left is wearing a light-colored zip-up hoodie and dark pants, smiling. The woman on the right is wearing a green long-sleeved shirt and light blue pants, also smiling. The background is a lush green park with trees and a path.

Growing and
Aging Population

Prevalence of
Chronic Conditions

Increased Disposable Income
and Higher Living Standards

Awareness about
Hygiene and Health

Sustainability

Digitalization

Current Addressable Market



Market Size 2021:
EUR 120BN
↗ >3%

↗ Expected Market Growth CAGR (Compound Annual Growth Rate) 2023-2027

Source: The information has been compiled by Essity for presentation purposes based on data taken from external market sources including but not limited to retail audit companies, Price Hanna Consultants, SmartTRAK, Fastmarkets RISI and national macroeconomic data.

Financial Targets and Policies

Annual sales growth¹⁾

>5%

Capital structure

**Maintain
a solid
investment
grade rating**

Adjusted return on
capital employed²⁾

**>17%
by 2025**

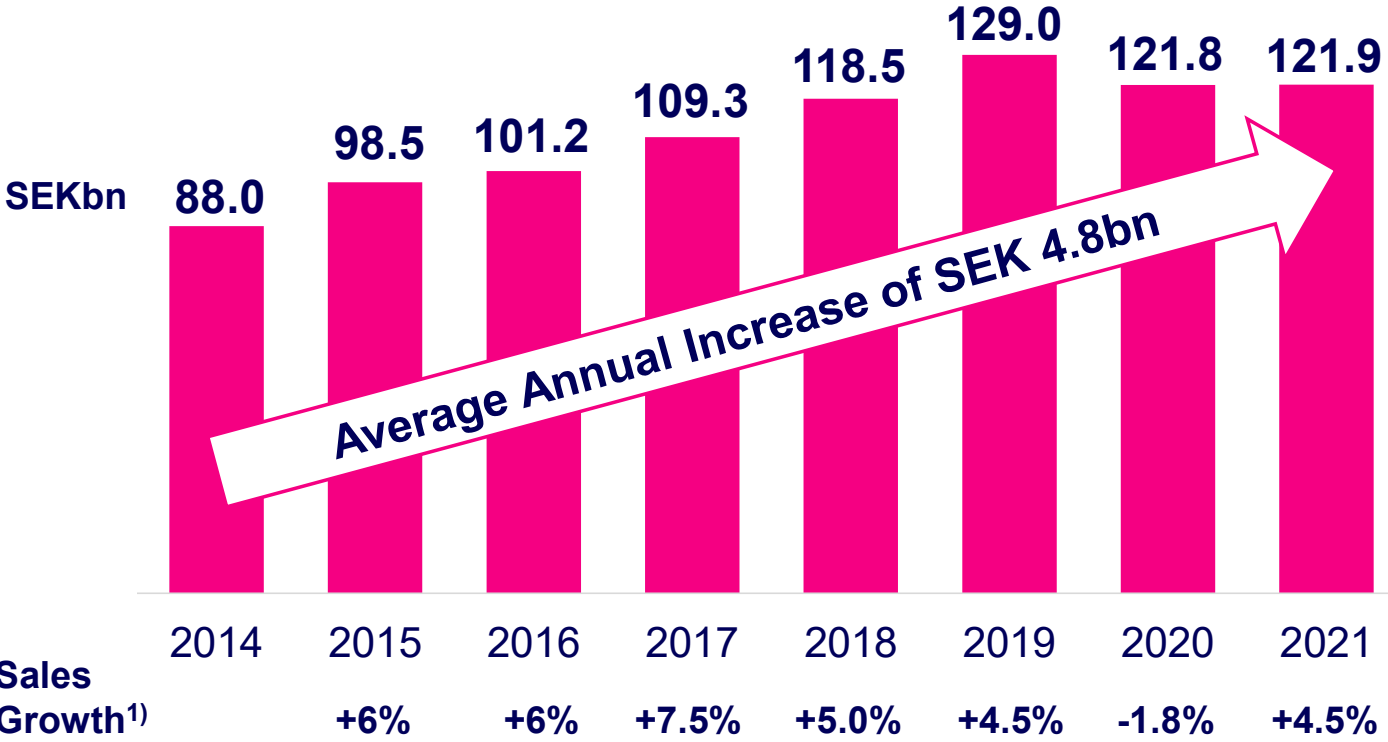
Dividend

**Long-term
stable and
rising
dividends**

¹⁾ Including organic sales growth and acquisitions

²⁾ Excluding items affecting comparability

Development of Net Sales



9M 2022
Sales Growth¹⁾
+18.4%

¹⁾ Including organic sales growth and acquisitions

Acceleration of Acquisitions

Over SEK 17bn invested last 2 years



COACH | **ZONAS** | **ELASTIKON**



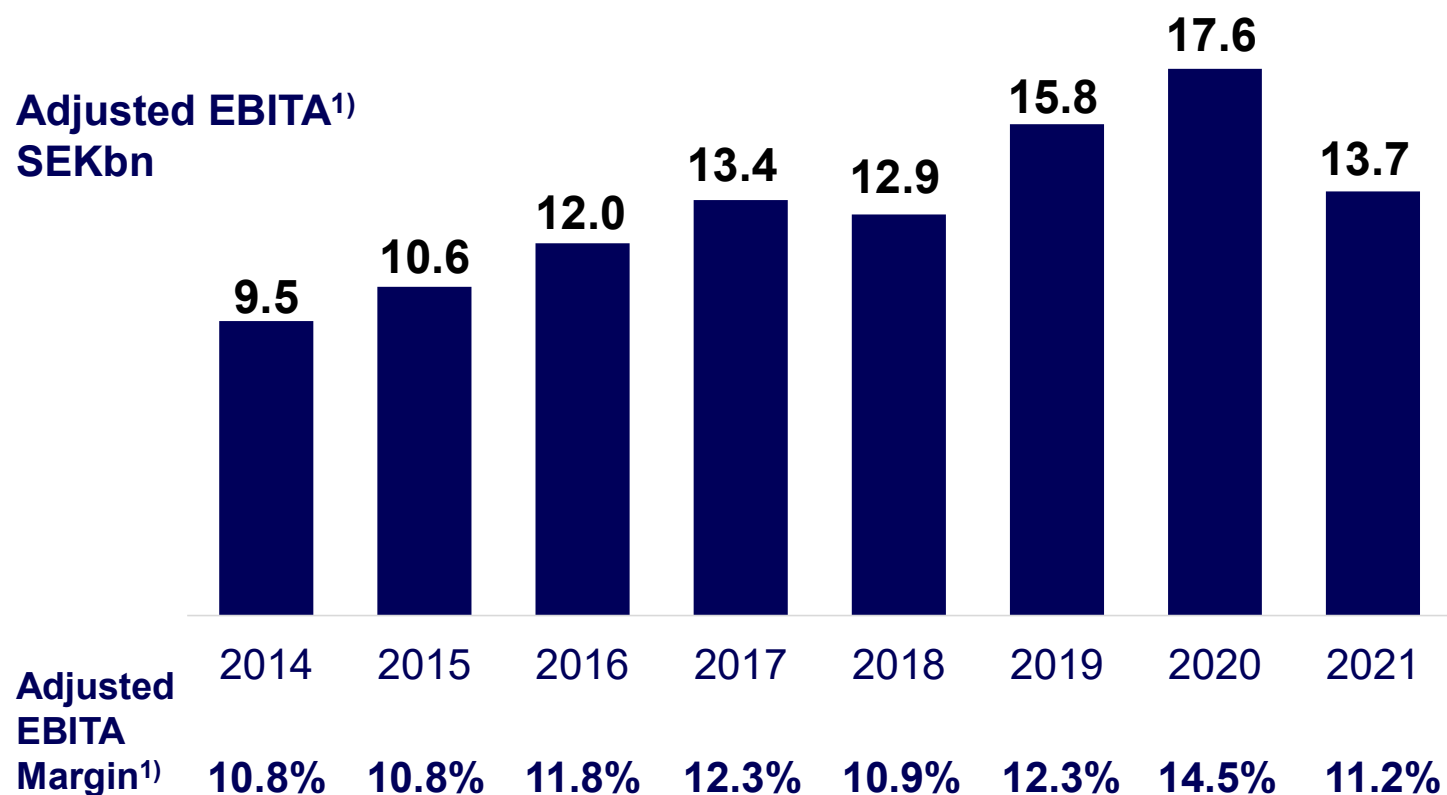
Modibodi



Hydrofera

knix

Development of Profitability

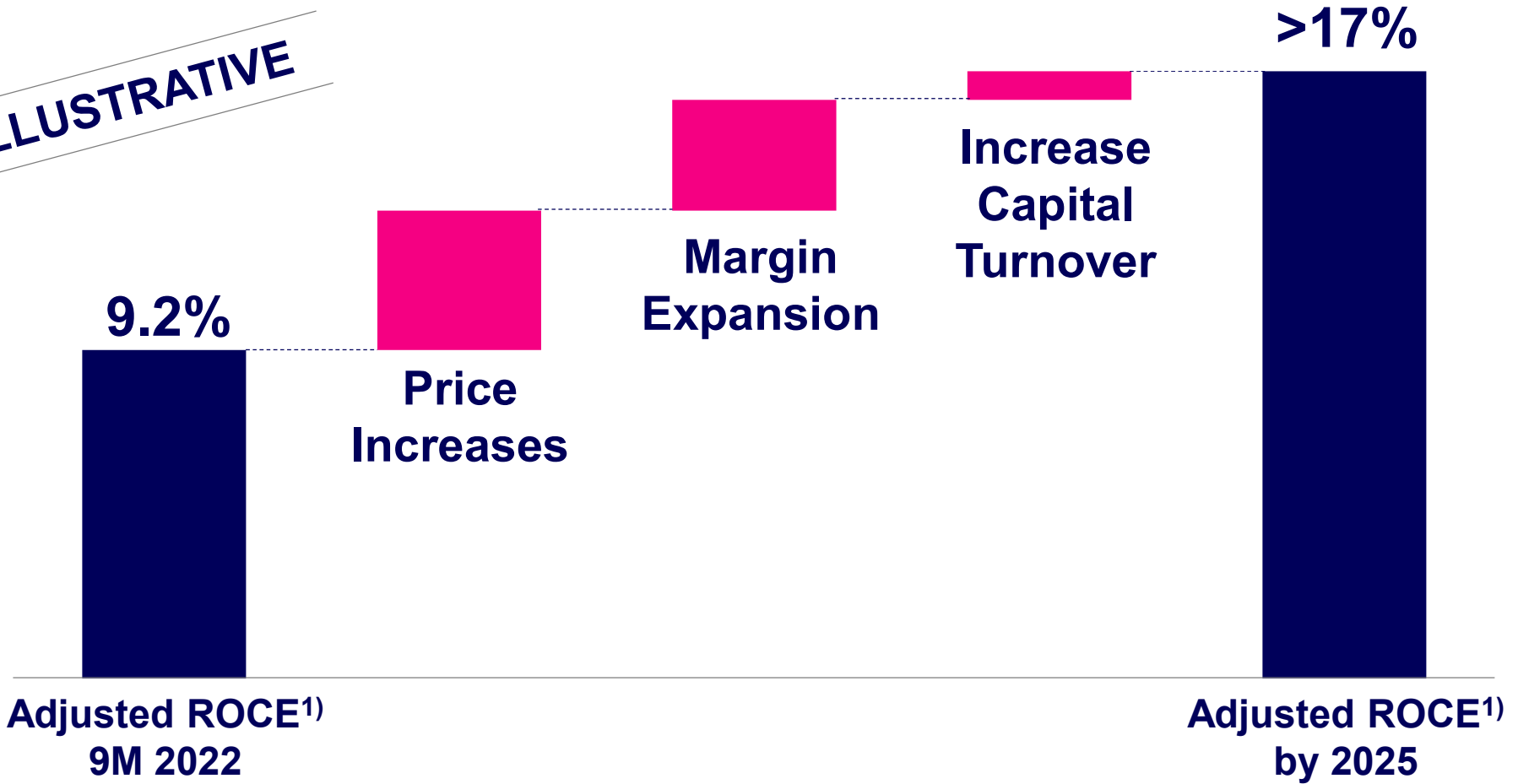


Adj EBITA¹⁾
CAGR²⁾
+5.4%

¹⁾ Excluding items affecting comparability
²⁾ Compound Annual Growth Rate

Roadmap to ROCE >17% by 2025

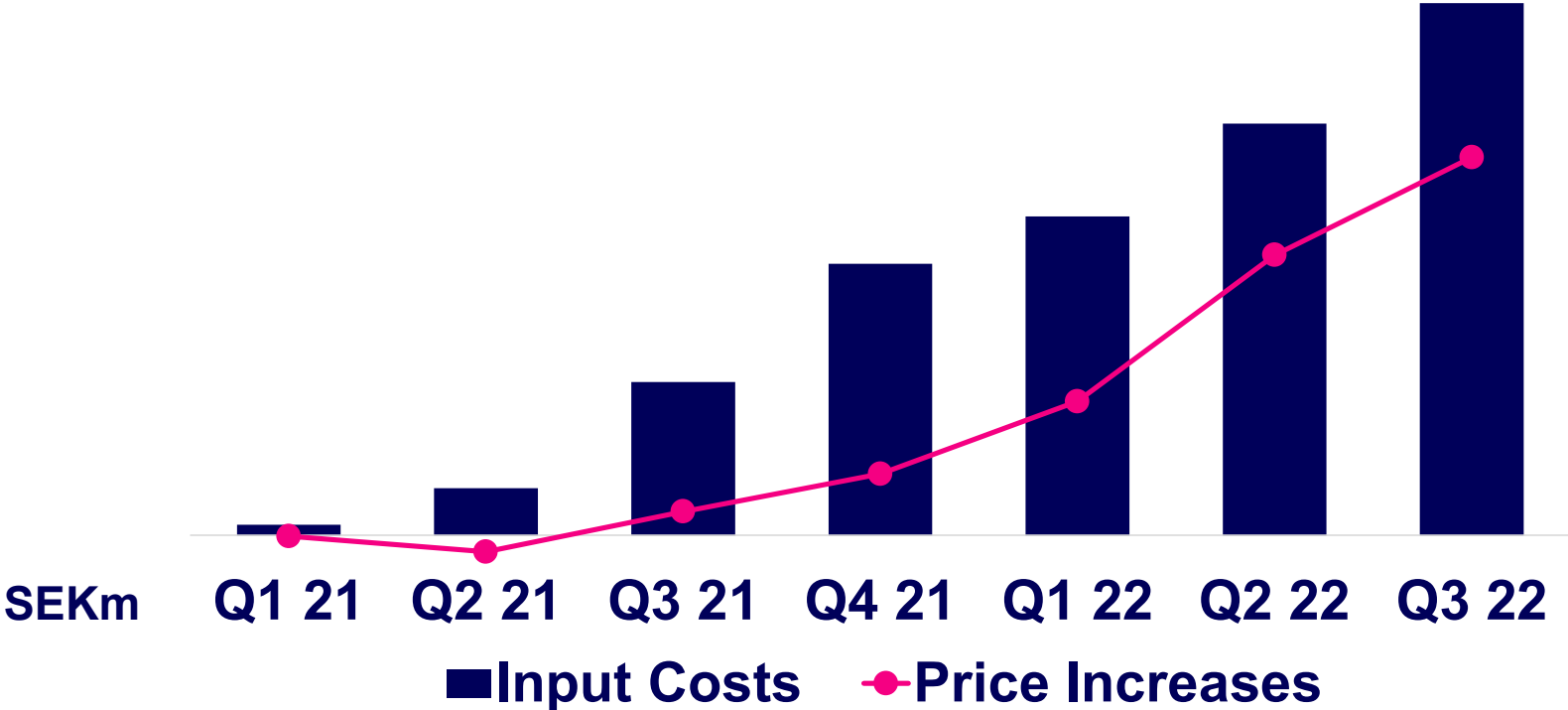
ILLUSTRATIVE



1) Excluding items affecting comparability

Input Costs vs Price Increases

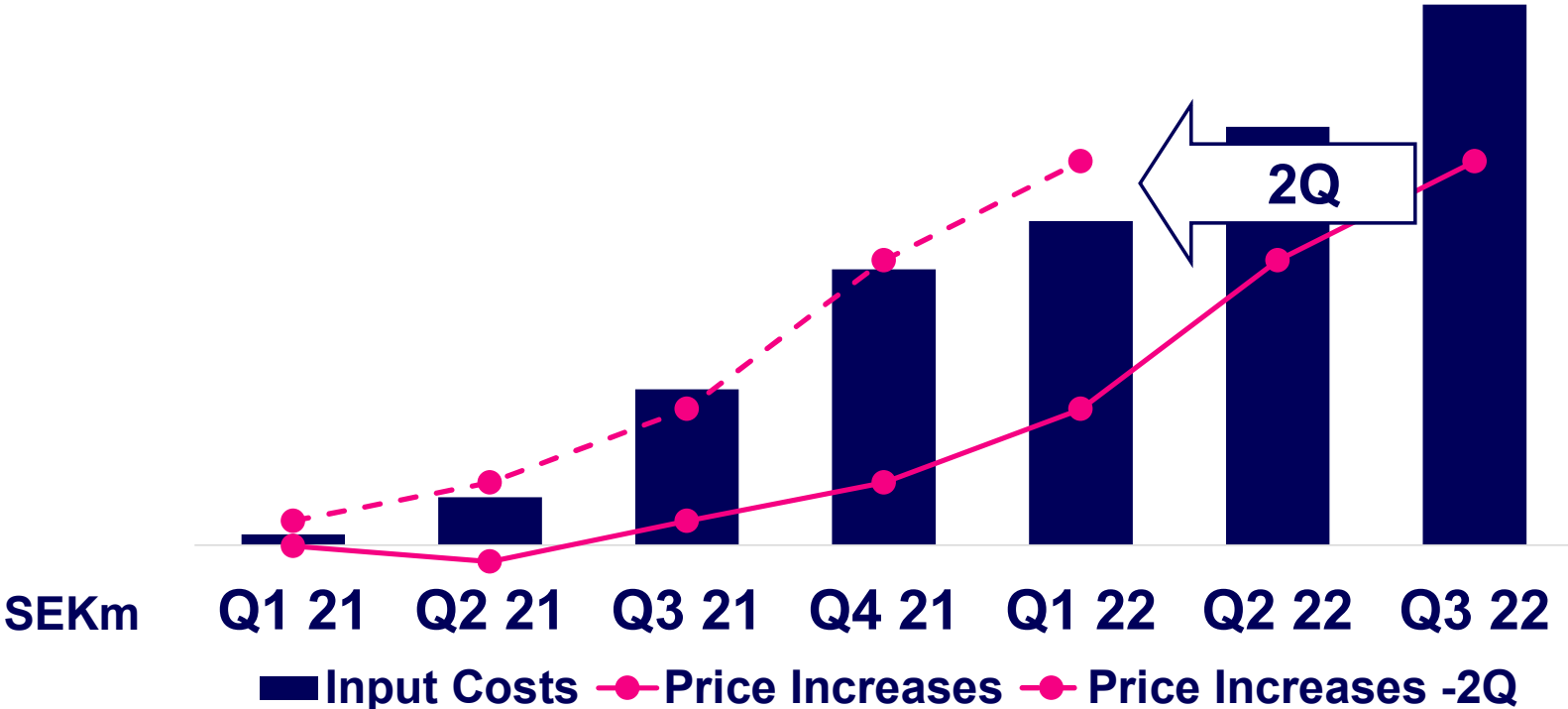
Accumulated Sequential Development Since Q4 2020



Input Costs: Raw Material, Energy and Distribution.

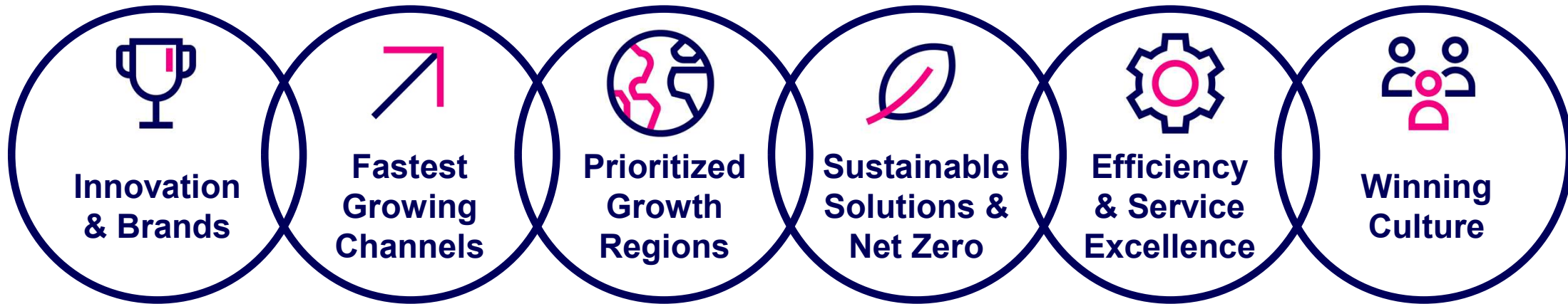
Compensation With Two Quarters Lag

Accumulated Sequential Development Since Q4 2020



Input Costs: Raw Material, Energy and Distribution.

Priorities For Profitable Growth

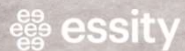


Portfolio Optimization with Growth in High Yielding Segments
Performance Management incl Cure or Kill

Innovating Leading Brands and Sustainable Solutions

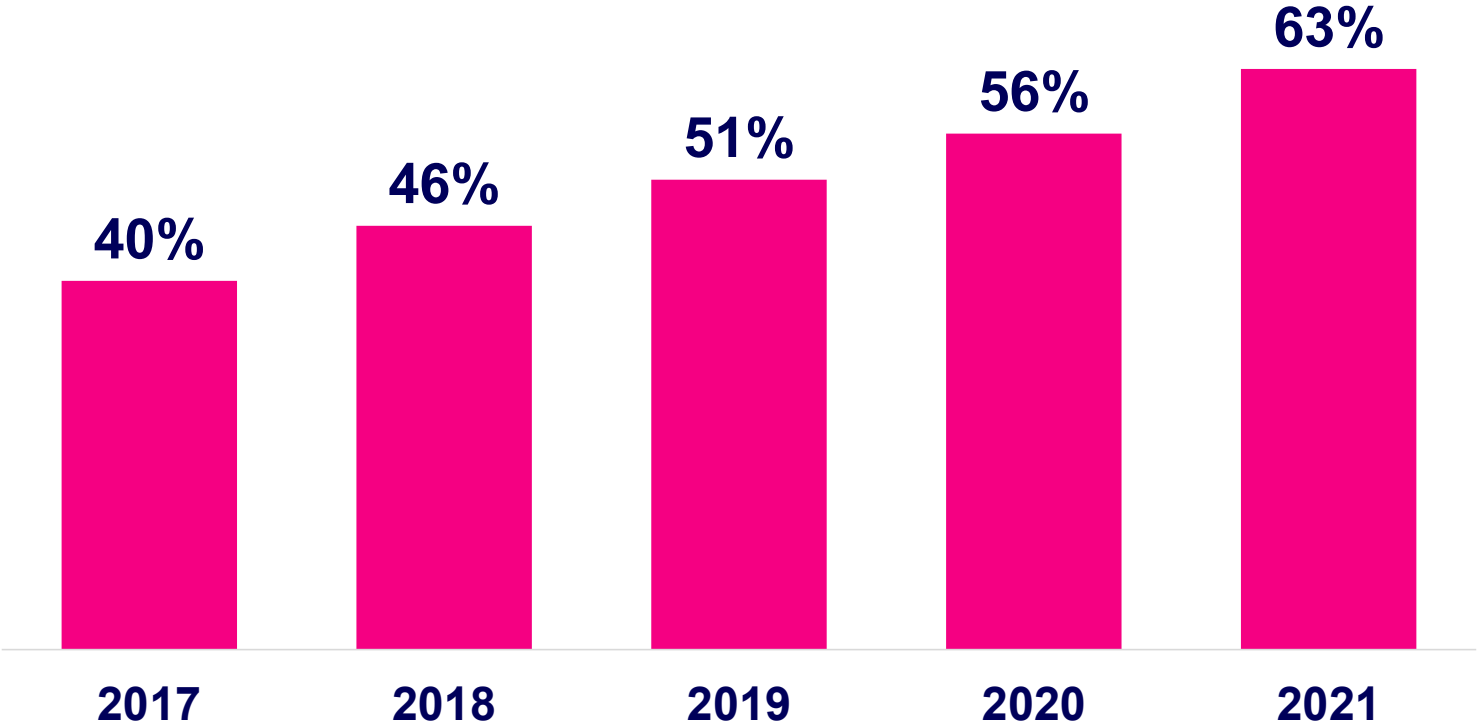
Position #1 or #2

~90%
of branded
sales



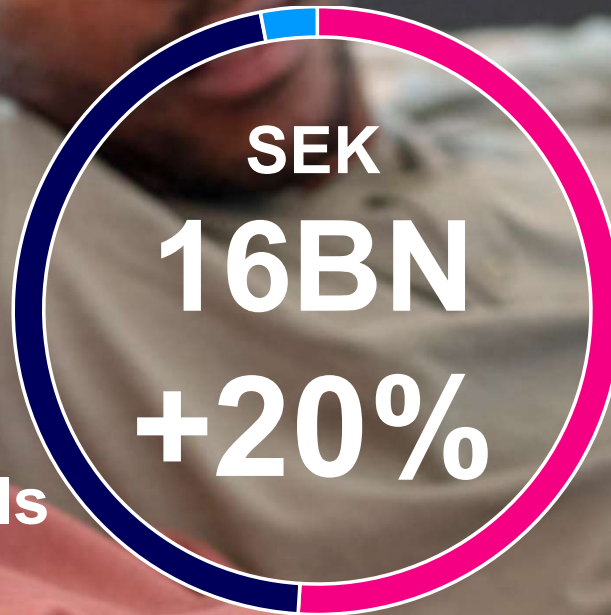
Product Superiority

Customer/Consumer Preferred Products



Leading in Fastest Growing Channels

Direct-to-Consumer



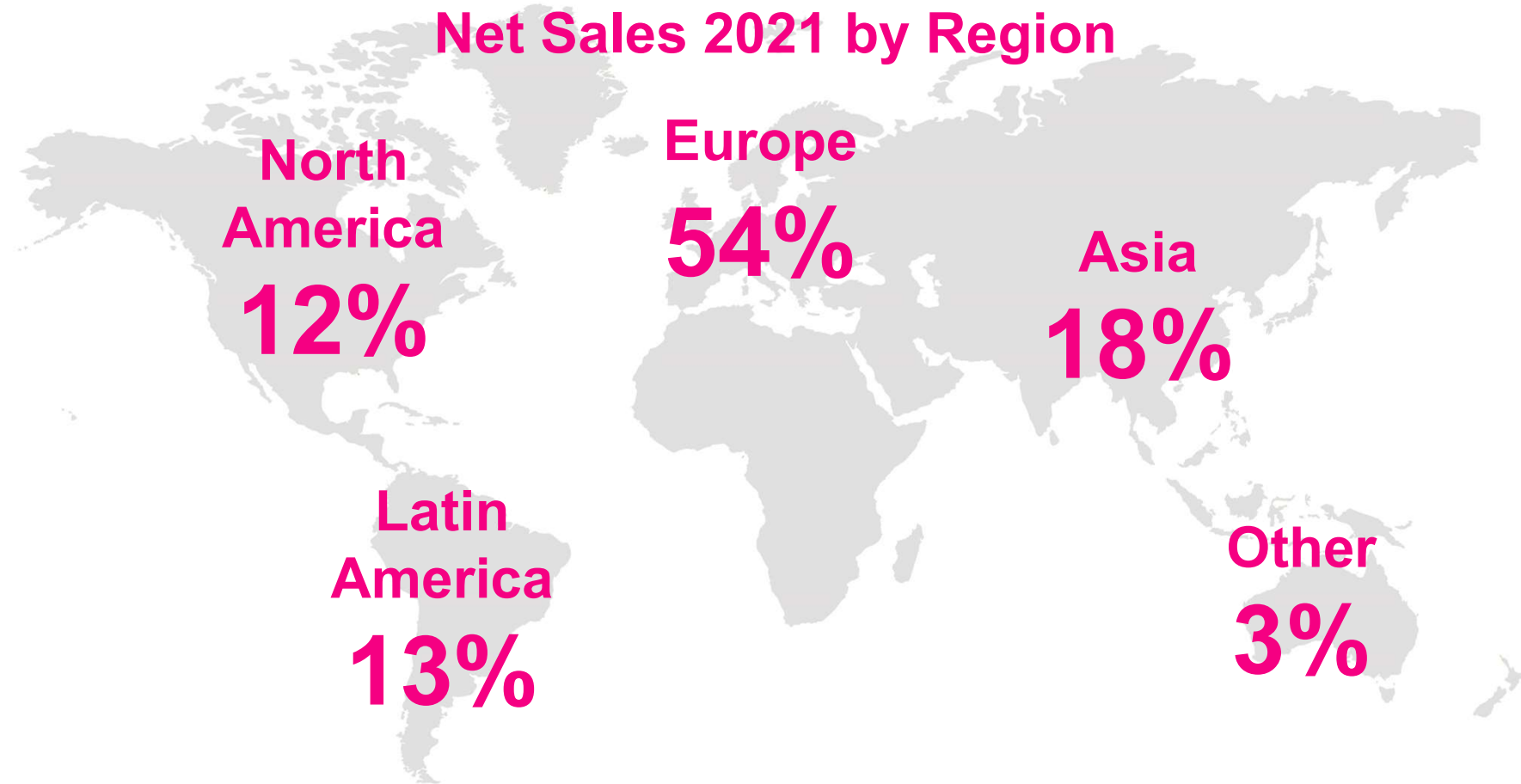
Pure
Players

Multi-
channels

E-commerce Sales 9M 2022

14% of sales

Priority to Grow in East Asia, Latin America and the US





Journey to Net Zero

Net Zero Key Action Areas

Sustainable solutions



Low carbon raw material



Fossil fuel free production



Resource efficiency



Breakthrough technologies



Zero production waste



Clean transportation



Less waste after use





Efficiency & Service Excellence

Efficiencies and Lower Carbon Footprint

+20%

Million Pieces/FTE

Productivity

Personal Care
Products

2017–9M 2022

-9%

MWh/ton

**Energy
Efficiency¹⁾**

2010–9M 2022

-15%

Scope 1 and 2

**Science
Based Targets**

2016–2021

¹⁾ Tissue production

A Winning Corporate Culture

We are committed to delivering superior results.



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

Beliefs

We have the courage to take the lead.



We collaborate across teams, functions and businesses.

Forward-looking Statements

Certain statements in this presentation includes forward-looking statements, including statements reflecting management's current views relating to the growth of the market, future market conditions, future events, financial conditions, and expected operational performance, including, in particular the following: -Our goals, strategies and operational expectations; -Industry trends, future characteristics and development of the markets in which we operate; -Our future liquidity, capital resources, capital expenditures and cost savings; -The expected demand for new products and services as well as plans to launch new products and services including R&D expenditures; -The ability to deliver on future plans and to realize potential for future growth; -The expected performance of strategic cooperation activities and joint ventures; -The time until acquired entities and businesses will be integrated and accretive to income; and -Technology and industry trends including the regulatory and standardization environment in which we operate, competition and customer structure.

We caution investors that these statements are subject to risks and uncertainties many of which are difficult to predict and generally beyond our control that could cause actual results to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements.

Risks and uncertainties to which our forward-looking statements are subject include, without limitation: (1) the ability to successfully manage global financial risks, including foreign currency fluctuations, currency exchange or pricing controls and localized volatility; (2) the ability to successfully manage local, regional or global economic volatility, including reduced market growth rates, and to generate sufficient income and cash flow to allow the Company to affect the expected dividend payments; (3) the ability to manage disruptions in credit markets or changes to our credit rating; (4) the ability to maintain key manufacturing and supply arrangements (including execution of supply chain optimizations, and sole supplier and sole manufacturing plant arrangements) and to manage disruption of business due to factors outside of our control, such as, natural disasters and acts of war or terrorism; (5) the ability to successfully manage cost fluctuations and pressures, including prices of commodity and raw materials, and costs of labor, transportation, energy, pension and healthcare; (6) the ability to stay on the leading edge of innovation, obtain necessary intellectual property protections and successfully respond to changing consumer habits and technological advances attained by, and patents granted to, competitors; (7) the ability to compete with our local and global competitors in new and existing sales channels, including by successfully responding to competitive factors such as prices, promotional incentives and trade terms for products; (8) the ability to manage and maintain key customer relationships; (9) the ability to protect our reputation and brand equity by successfully managing real or perceived issues, including concerns about safety, quality, ingredients, efficacy or similar matters that may arise; (10) the ability to successfully manage the financial, legal, regulatory, reputational and operational risk associated with third party relationships, such as our suppliers, distributors, contractors and external business partners; (11) the ability to rely on and maintain key company and third party information technology systems, networks and services, and maintain the security and functionality of such systems, networks and services and the data contained therein; (12) the ability to successfully manage uncertainties related to changing political conditions and potential implications such as exchange rate fluctuations and market contraction; (13) the ability to successfully manage regulatory and legal requirements and matters (including, without limitation, those laws and regulations involving product liability, intellectual property, competition law, privacy, tax, environmental and other sustainability matters, and accounting and financial reporting) and to resolve pending matters within current estimates; (14) the ability to manage changes in applicable tax laws and regulations including maintaining our intended tax treatment of divestiture transactions; (15) the ability to successfully manage our ongoing acquisition, divestiture and joint venture activities, in each case to achieve the Company's overall business strategy and financial objectives, without impacting the delivery of base business objectives; and (16) the ability to successfully achieve productivity improvements and cost savings and manage ongoing organizational changes, while successfully identifying, developing and retaining key employees, including in key growth markets where the availability of skilled or experienced employees may be limited.

Important factors that could affect whether and to what extent any of our forward-looking statements materialize include, but are not limited to, the factors described above and in the section Risk factors in the most recent Annual and Sustainability Report and in our quarterly reports. These forward-looking statements also represent our estimates and assumptions only as of the date that they were made and are not to be seen as projections or earnings guidance. We expressly disclaim a duty to provide updates to these forward-looking statements, and the estimates and assumptions associated with them, after the date of this presentation, to reflect events or changes in circumstances or changes in expectations or the occurrence of anticipated events, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any of our securities.

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