



A Leading Global Hygiene and Health Company

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President and CEO



A photograph of three women of diverse backgrounds laughing together. They are wearing black clothing, including crop tops and high-waisted briefs. The woman on the left has dark curly hair, the woman in the middle has long wavy brown hair, and the woman on the right has long wavy brown hair with grey streaks. They are all smiling broadly and looking towards each other. The background is a plain, light-colored wall.

Essity's Purpose

Breaking Barriers to Well-being

156

Net sales 2022
SEKbn

150

Sales in
countries

48,000

employees



Strong Brands Trusted by Over 1 Billion People Every Day



Three Attractive Business Areas

Health & Medical



16%
of net sales
2022

Holistic health and medical solutions along the continuum of care

Consumer Goods



61%
of net sales
2022

Personal and home hygiene for all stages of life

Professional Hygiene



23%
of net sales
2022

Hygiene management solutions for a broad set of commercial applications

Global Market Positions

Health & Medical

Incontinence Products Health Care	#1
Compression Therapy	#1
Orthopedics	#3
Wound Care	#5

Consumer Goods

Incontinence Products Retail	#2
Consumer Tissue	#3
Feminine Care	#5
Baby Care	#5

Professional Hygiene

Professional Hygiene	#1
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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.

Favorable Market Trends

A photograph of two women jogging on a path in a park. The woman on the left is older, with short blonde hair, wearing a light-colored zip-up hoodie and dark leggings. The woman on the right is younger, with dark hair, wearing a green long-sleeved shirt and light blue leggings. They are both smiling and appear to be in good health. 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

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

Innovation for Increased Customer Value and Leading Brands



Position
#1 or #2
~90%
of branded sales

... with Lower Climate Footprint



Committed to Sustainable Solutions and Net Zero Emissions by 2050



Essity Household Products
Sustainability Yearbook Member
S&P Global ESG Score 2022

75 /100

As of February 7, 2023. Position and Score are industry specific and reflect exclusion screening criteria. Learn more at [spglobal.com/esg/yearbook](https://www.spglobal.com/esg/yearbook)

S&P Global Sustainable1

Efficiency, Service Excellence & Sustainability

Manufacturing
Roadmap

Digitalization

SG&A

Cost culture and
continuous improvement

Carbon
Emissions
-18%

Science Based Targets,
Scope 1 and 2,
vs 2016

Value Creating Acquisitions



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



Modibodi



Hydrofera

knix



knix

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Strategic Review of Ownership

In Vinda and Consumer Tissue Private Label Europe

- Aim of reducing Consumer Tissue's share of the Company's total sales
- Includes exploring different options and may result in divestments, although no such decisions have yet been taken



Strategy for Profitable Growth



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Q&A



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.



Breaking Barriers to **Well-being**