



A Global, Leading
Hygiene and Health
Company

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This presentation may contain forward-looking statements. Such statements are based on our current expectations and are subject to certain risks and uncertainties that could negatively affect our business. Please read our most recent annual and sustainability report for a better understanding of these risks and uncertainties.



156

Net sales 2022
SEKbn

150

Sales in
countries

48,000

employees



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

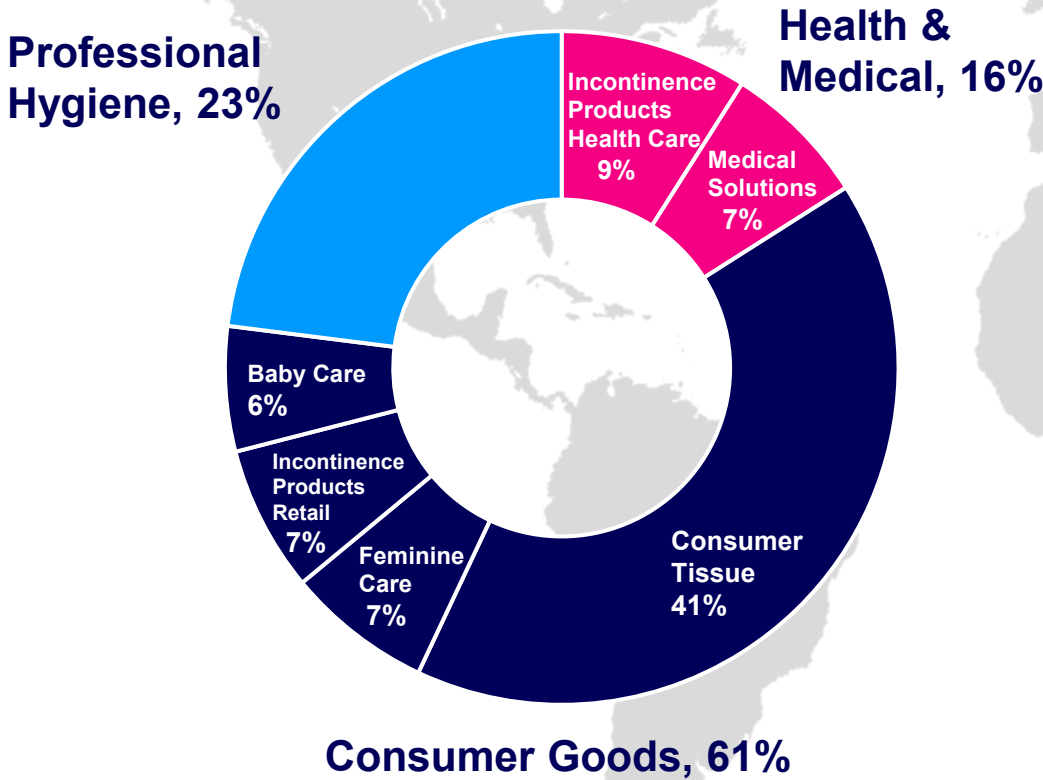


23%
of net sales
2022

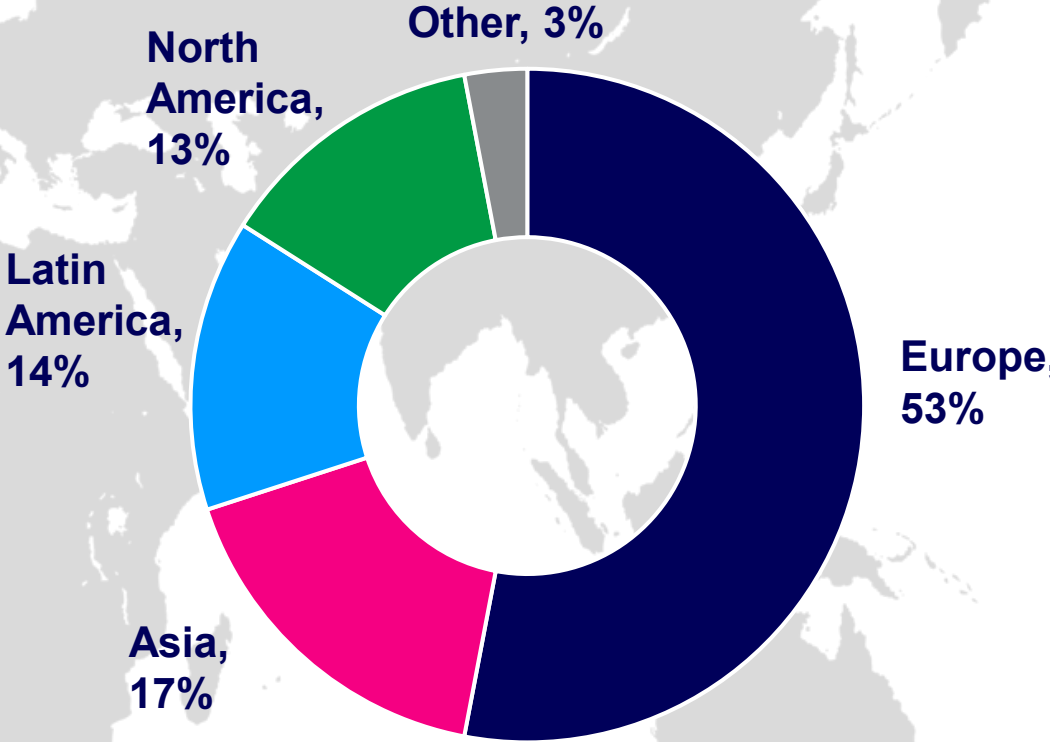
Hygiene management solutions for a broad set of commercial applications

Net Sales Split 2022

By Business Area and Category



By Region



Portfolio of Leading Brands

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.



For everybody and every body

Every day our brands care for the hygiene and health of a billion people across 150 countries



Innovating for Increased Customer Value



... and Lower Climate Footprint



Committed to Net Zero Emissions by 2050

Science Based Targets
-18%
Scope 1 and 2
(2022 vs 2016)



MSCI
ESG RATINGS



CCC B BB BBB A AA **AAA**



FTSE4Good



Clear Long-term Financial Targets and Capital Allocation Priorities

Annual sales growth¹⁾

Average sales growth
+6.6% 2015-9M 2023

>5%

Capital structure

Baa1 long-term rating from
Moody's and BBB+ from S&P

Maintain
solid
investment
grade rating

Adjusted return on capital employed²⁾

Adjusted ROCE has
increased from 8.4% Q3
2022 to 14.6% in Q3 2023

>17%
by 2025

Dividend

Dividend policy aiming for
stable and rising dividends
Dividend +26% 2018-2022

Long-term
stable and
rising
dividends

¹⁾Including organic sales growth and acquisitions
²⁾Excluding items affecting comparability

Health & Medical



Key Figures Q3 2023

+5.8%

Organic sales growth¹⁾

41.4%

Adjusted gross margin²⁾

16.3%

Adjusted EBITA margin²⁾

¹⁾ Including volume and price/mix

²⁾ Excluding items affecting comparability



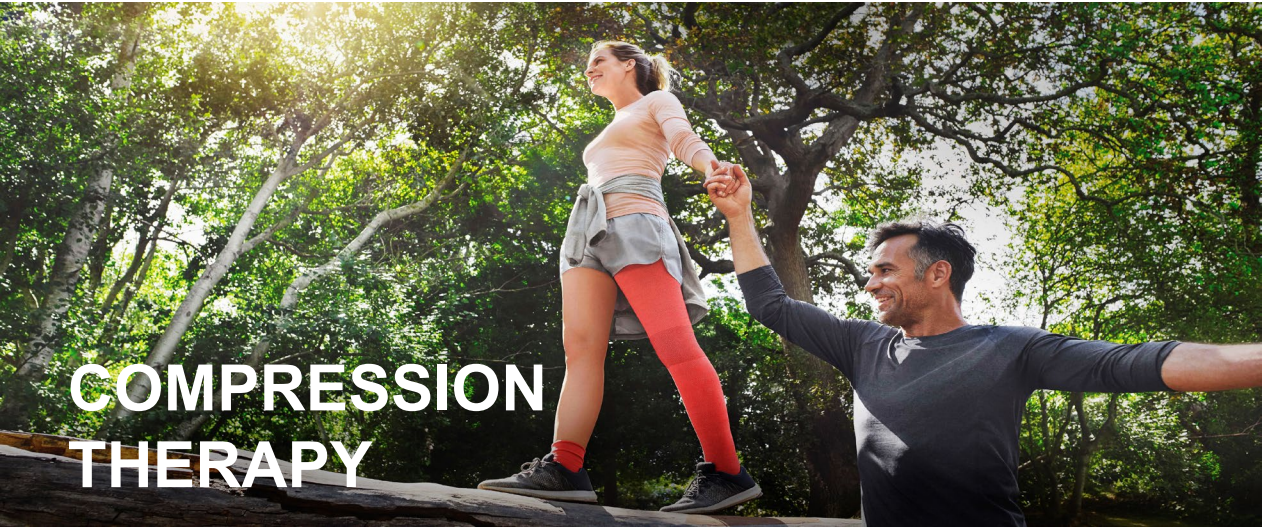
Health & Medical Categories



INCONTINENCE PRODUCTS



WOUND CARE



COMPRESSION THERAPY



ORTHOPEDICS

Comprehensive Assortment



**INCONTINENCE
PRODUCTS**



WOUND CARE



**COMPRESSION
THERAPY**



ORTHOPEDICS

Current Addressable Market Health & Medical



Market Size 2021:
EUR ~15BN
↗ **>4%**

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

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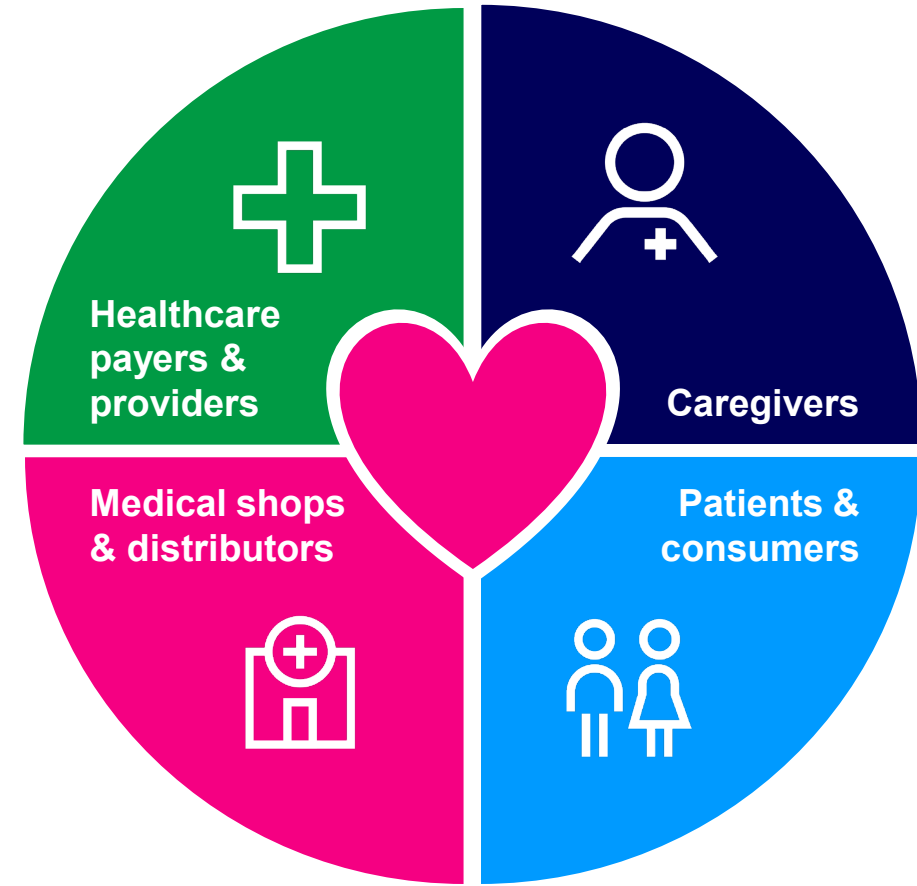
Well Positioned for Profitable Growth

- Targeting high prevalence conditions
- Growing market with favorable trends
- High margins and low capital intensity
- Strong positions, Global no. 1 with TENA and JOBST
- Strong brands and successful innovations



Unique Set of Capabilities Combining Consumer and Medical Expertise

- Strong R&D capabilities
- Customer insights - all stakeholders
- Broad channel presence
- Medical expertise
- Benchmark in Brand building
- Consumer/Shopper know-how



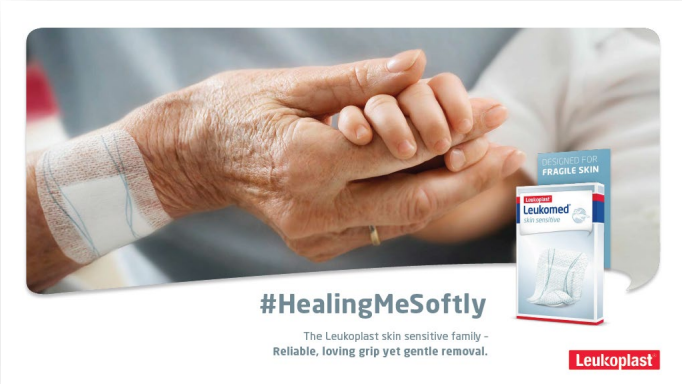


Wound Care

Take the Lead,
Leveraging our unique solutions

Leveraging Our Unique Solutions & Expertise

Unique solutions to address relevant **Health Care needs**



Leveraging our recent **M&A's**

Hydrofera®

abigo

Expanding in **Pharmacy and E-commerce**





Compression Therapy

Strengthen our #1 Position

Delighting All Stakeholders

Convenience
for **the customer**



Health Economic benefits
for **the payer**



Superior comfort & style
for **the user**





Orthopedics

Strengthen position, building on market leadership in Fracture Management

Win Across Channels

Own the cast room, leveraging on our expert position

Leverage our unique solutions and recent M&A to win in **Sports channel**

Win in **Pharmacy and E-commerce** with Actimove





Incontinence Products Lead & Shape the Market

Best Individual Care & Best Use of Available Resources

WIDE RANGE OF
TENA PRODUCTS



TRAINING AND
SUPPORT



TENA SMARTCARE
DIGITAL SOLUTIONS



TENA TOOLS



Expansion Strategy for Profitable Growth

CHANNELS/CUSTOMERS



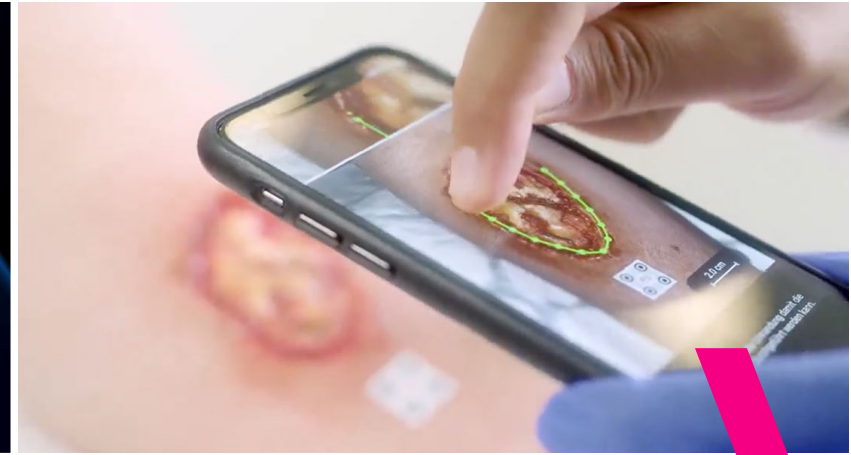
- Home Care
- Family carers
- Selfpay

GEOGRAPHIES



- Emerging markets
- Penetration globally

OFFERS



- Sustainable solutions
- Continuum of care
- Digital solutions

Priorities

- Accelerate **profitable growth** – organically and through acquisitions
- Further **strengthen leading market positions**
- **Innovate** and expand offerings to enhance customer experience
- **Price management** and **efficiency improvements**



Health & Medical



WELCOME
to Essity's webcast
Innovating for
Profitable and Sustainable Growth
November 27, 15:00 - 16:30 CET



Q & A



