



# A Leading Global Hygiene and Health Company

**Fredrik Rystedt**

CFO and Executive Vice President



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.



A photograph of three diverse women of different ages and ethnicities laughing joyfully. They are dressed in 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 hair with grey streaks. They are all smiling broadly and have their arms around 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



# Three Attractive Business Areas

## HEALTH & MEDICAL



Holistic health & medical solutions along the continuum of care

## CONSUMER GOODS



Personal and home hygiene for all stages of life

## PROFESSIONAL HYGIENE



Hygiene management solutions for a broad set of commercial applications

# Strong Brands Trusted by Over 1 Billion People Every Day



# 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 white zip-up hoodie over a blue shirt and dark leggings. The woman on the right is younger, with dark hair tied back, wearing a green long-sleeved top 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 growth<sup>1)</sup>

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>5%

Capital structure

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Maintain  
a solid  
investment  
grade rating

Adjusted return on  
capital employed<sup>2)</sup>

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>17%  
by 2025

Dividend

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Long-term  
stable and  
rising  
dividends

<sup>1)</sup>Including organic sales growth and acquisitions

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



# Road to Sales Growth and ROCE Targets

Adjusted return on capital employed



# Innovation for Increased Customer Value and Leading Brands



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

# ... with Lower Climate Footprint

**Carbon Emissions**  
**-18%**  
Science Based Targets,  
Scope 1 and 2,  
vs 2016



# Efficiency Improvements

**Energy Savings**  
**Material**  
**Rationalization**  
**Sourcing**  
**Waste**  
**Reduction**

**Footprint**  
**Optimization**  
**and**  
**Production**  
**Efficiency**

**Integrated**  
**Supply Chain**

**SG&A**

# Acquisitions in Fast Growing Segments



# Summary Q2 2023

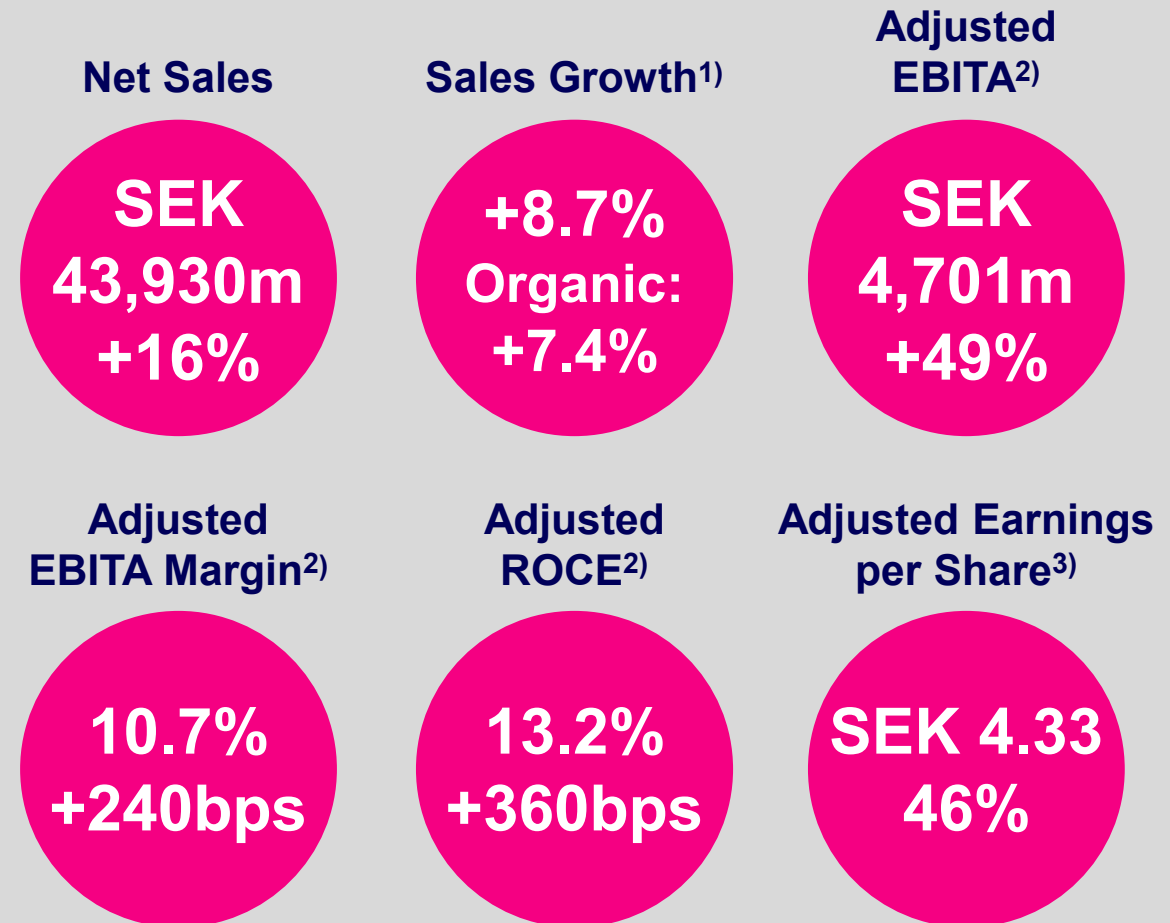
- High sales growth and significant earnings improvement
- Exited Russia
- Strategic Review progressing according to plan
- Sustainable innovations for increased well-being
- Progress towards ROCE target

<sup>1)</sup> Including organic sales growth and acquisitions

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

<sup>3)</sup> Excluding items affecting comparability and amortization of acquisition-related intangible assets

Q2 2023 vs Q2 2022



# Strategic Review of Ownership

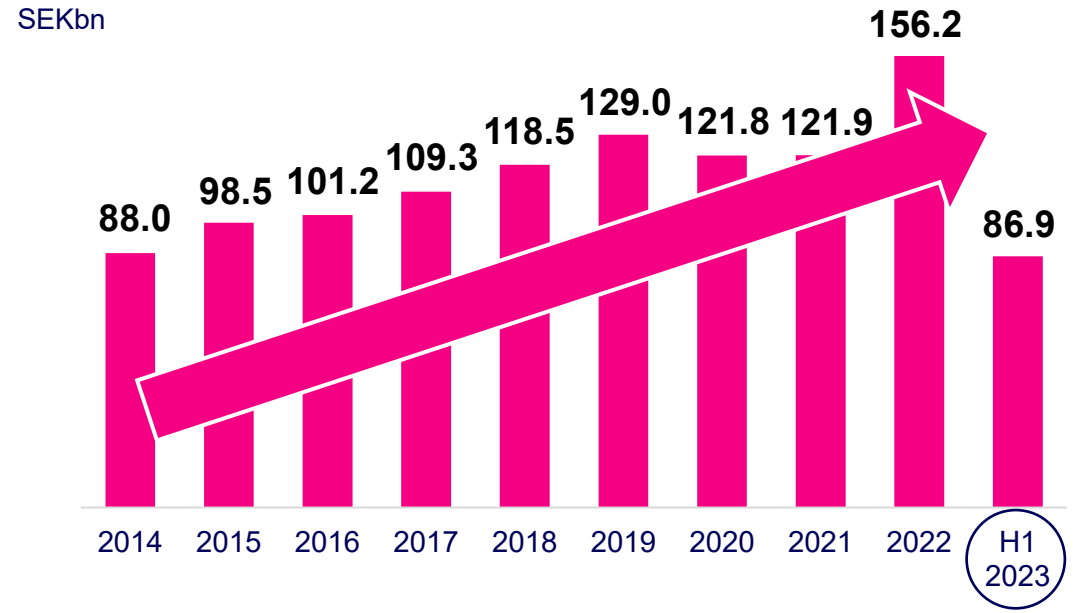
## In Vinda and Consumer Tissue Private Label Europe

- 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

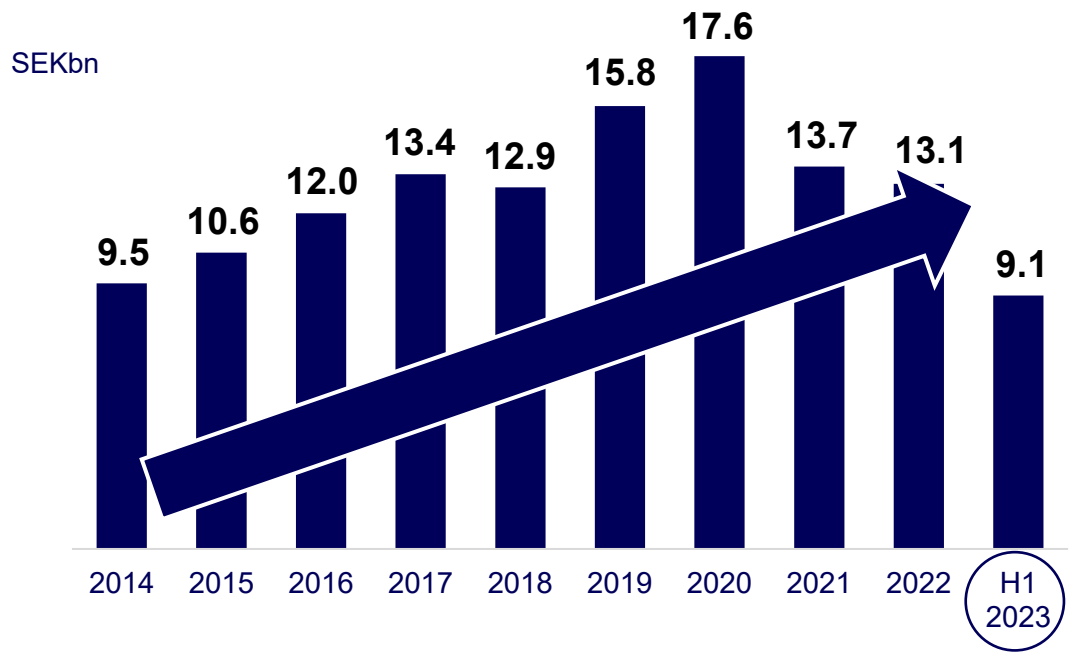


# Development of Sales and Profitability

Net Sales



Adjusted EBITA<sup>1)</sup>



Sales Growth<sup>2)</sup> +6% +6% +7.5% +5.0% +4.5% -1.8% +4.5% +17.7% +12.8%

Adjusted EBITA Margin<sup>1)</sup> 10.8% 10.8% 11.8% 12.3% 10.9% 12.3% 14.5% 11.2% 8.4% 10.4%

<sup>1)</sup> Excluding items affecting comparability  
<sup>2)</sup> Including organic sales growth and acquisitions



# 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.

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Breaking Barriers to **Well-being**