



Interim Report First Quarter 2020



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.

Summary

Q1 2020 vs Q1 2019

- Strong increase in net sales and earnings
 - Partially a consequence of COVID-19
 - Sharp sales increase in March of 19.7%
 - Strong underlying business performance
- Higher volumes, better mix and cost savings
- Lower prices mainly in Consumer Tissue
- Lower raw material and energy costs
- Increased sales and marketing costs

Net Sales

**SEK
33,712m
+10.0%**

Organic Net Sales¹⁾

+7.8%

Adjusted EBITA²⁾

**SEK
5,333m
+67%**

Adjusted EBITA Margin²⁾

**15.8%
+540bps**

Operating Cash Flow

**SEK
4,481m
+108%**

Earnings per Share

**SEK
4.61
+85%**

Adjusted ROCE²⁾

**18.4%
+710bps**

Adjusted ROE²⁾

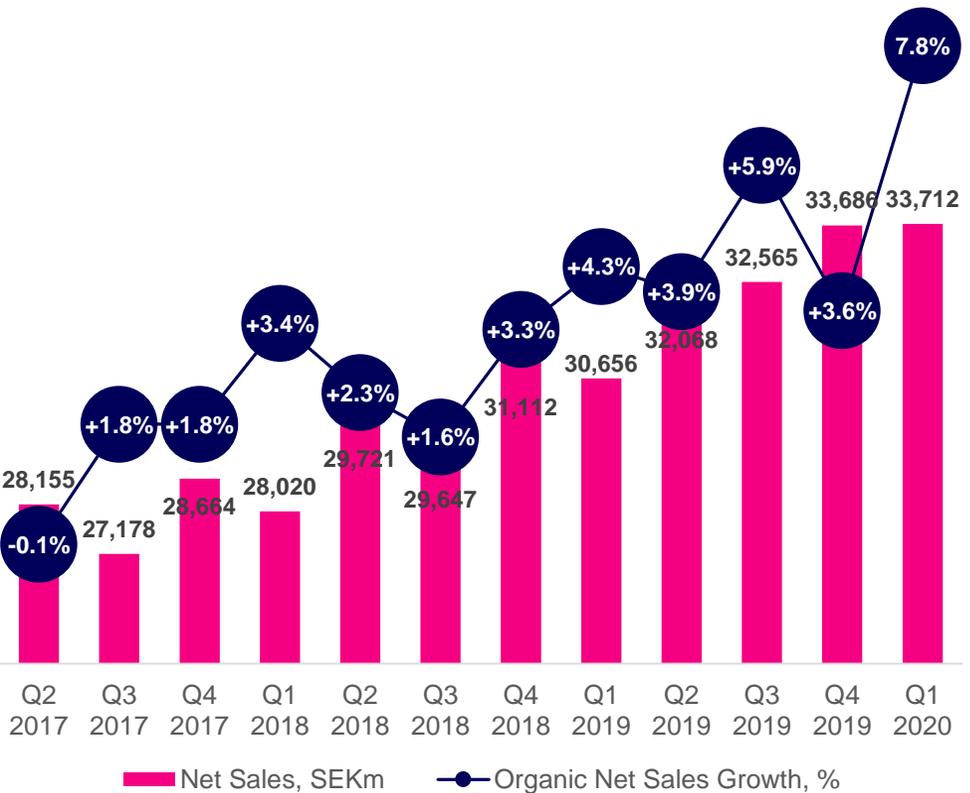
**22.4%
+780bps**

¹⁾ Net sales which excludes exchange rate effects, acquisitions and divestments

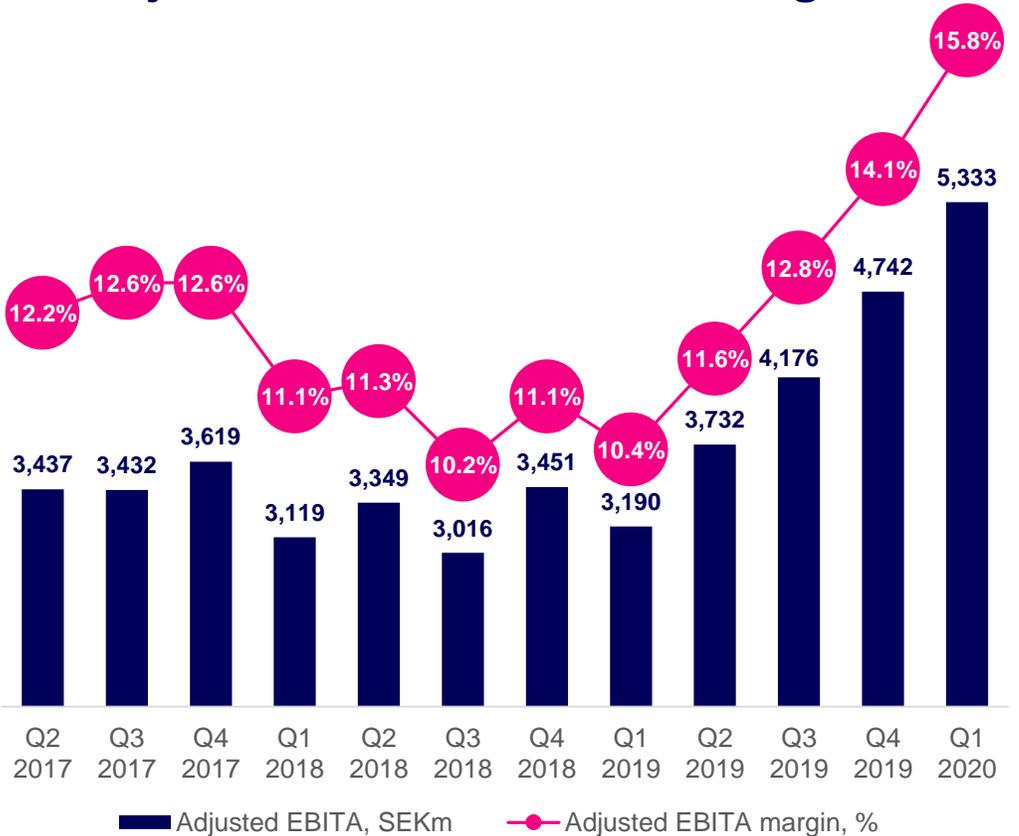
²⁾ Excluding items affecting comparability

Increased Sales and Profitability

Net Sales and Organic Net Sales Growth¹⁾



Adjusted EBITA and EBITA margin²⁾

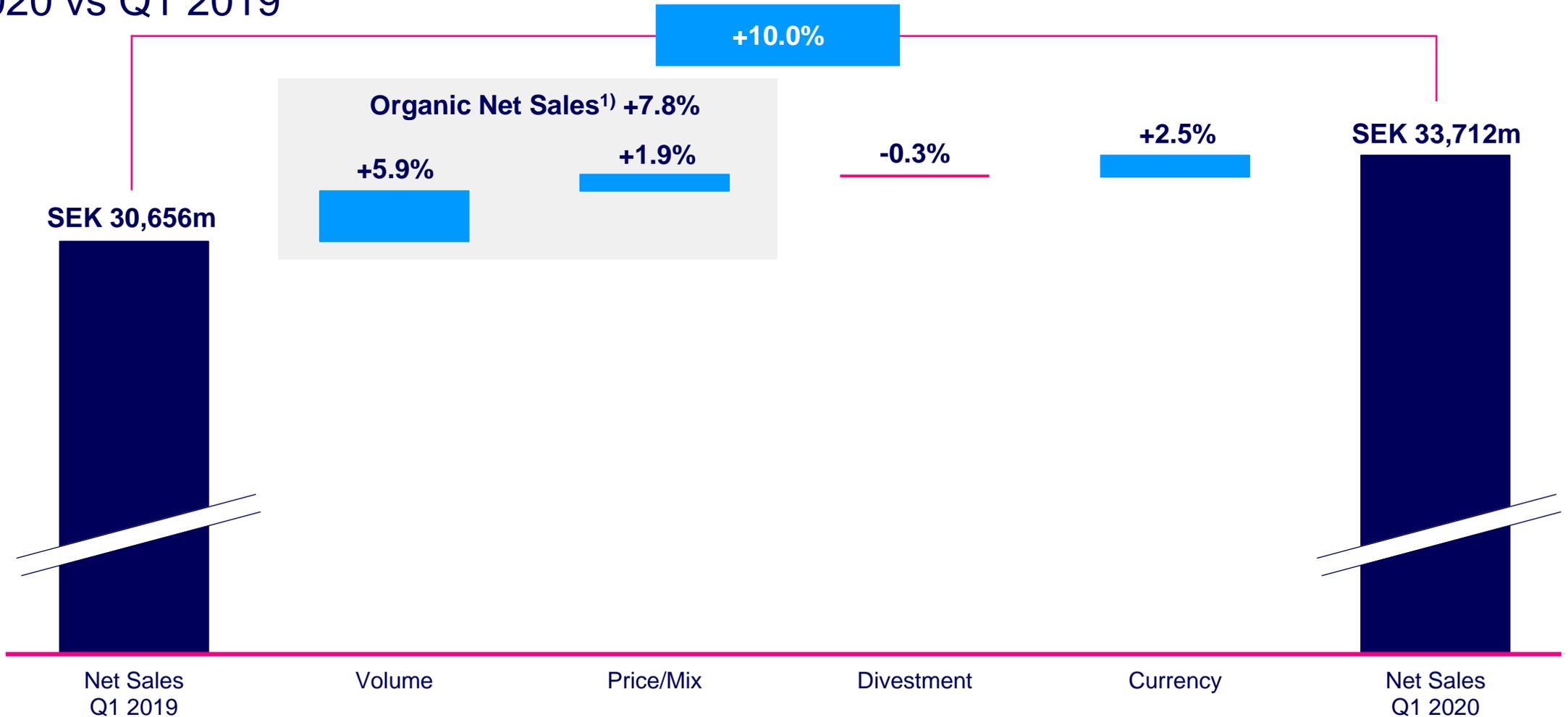


¹⁾ Organic net sales which excludes exchange rate effects, acquisitions and divestments

²⁾ Excluding items affecting comparability

Net Sales

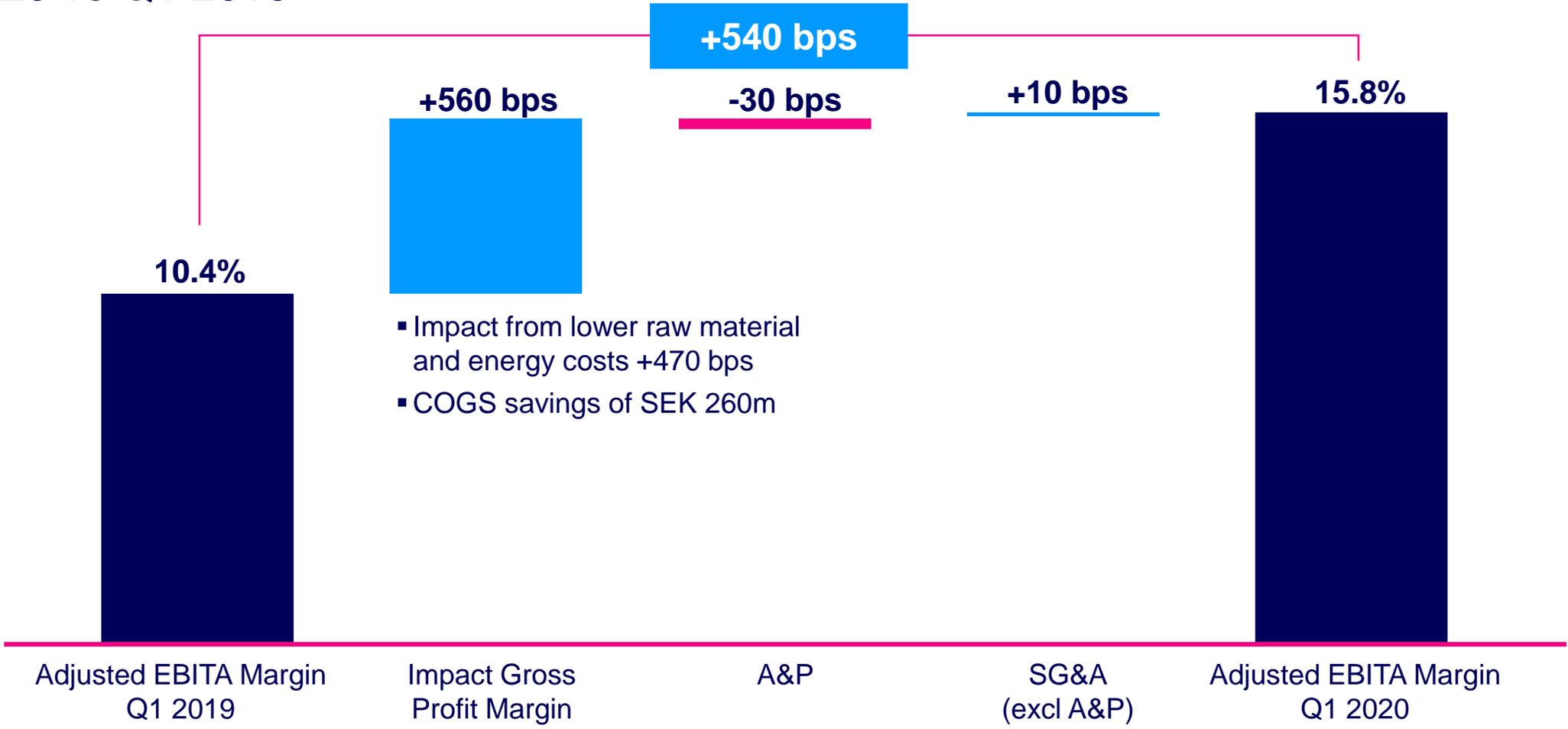
Q1 2020 vs Q1 2019



¹⁾ Net sales which excludes exchange rate effects, acquisitions and divestments

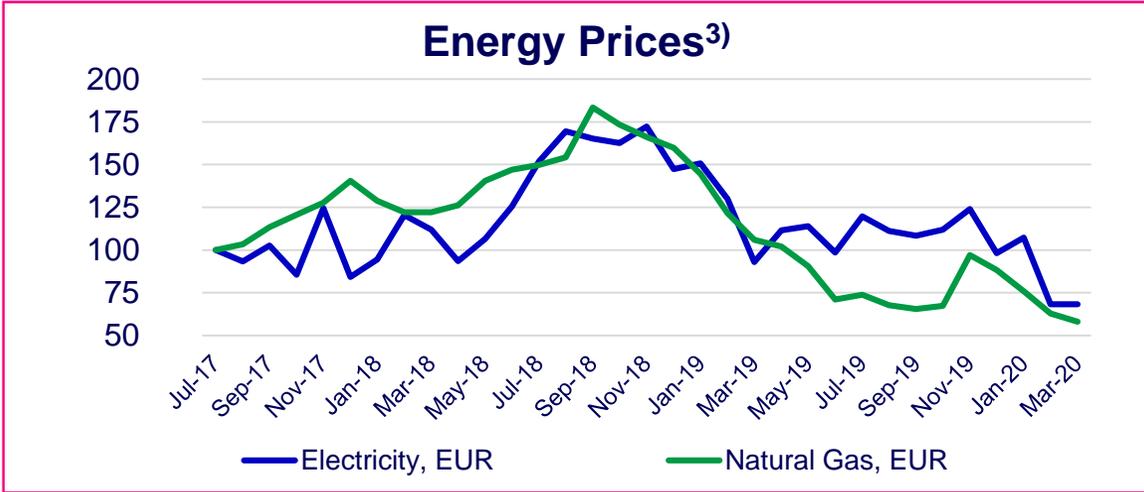
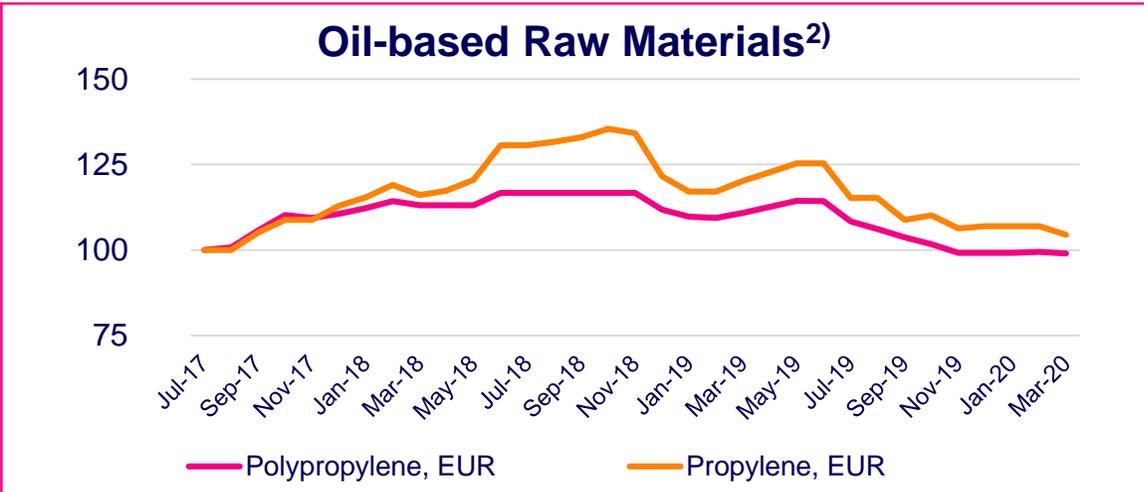
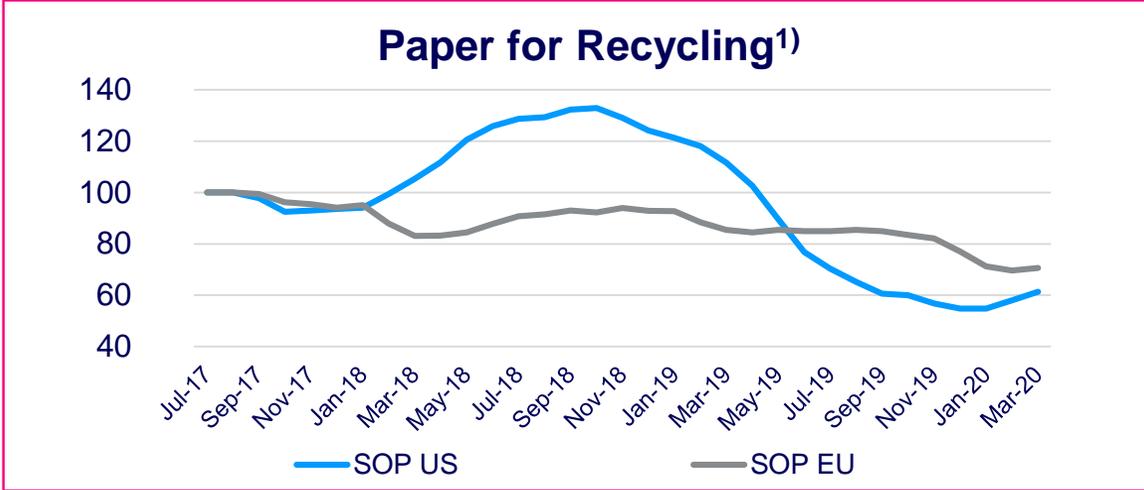
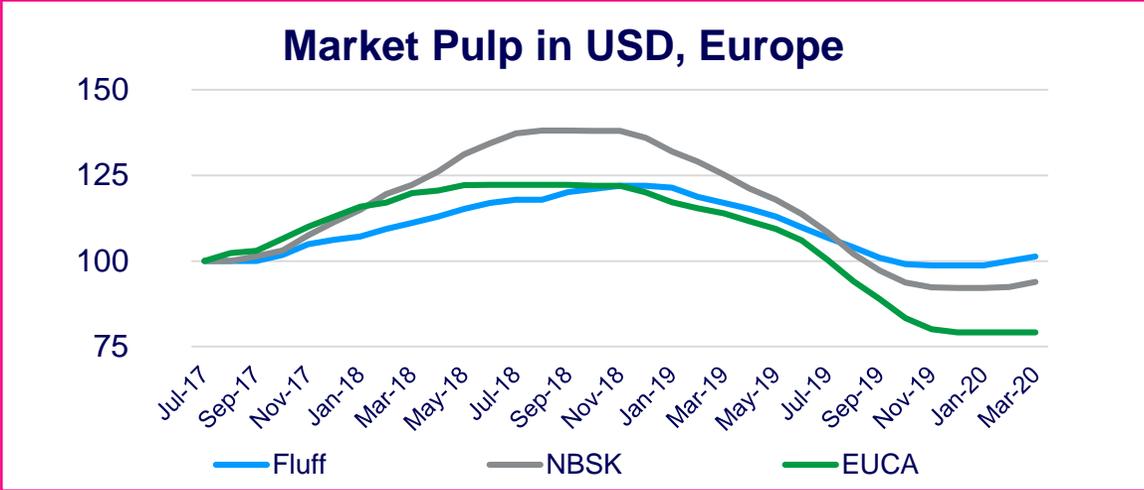
Adjusted EBITA Margin¹⁾

Q1 2020 vs Q1 2019



¹⁾ Excluding items affecting comparability

Raw Material Development



Source: Fastmarkets RISI, Fastmarkets FOEX, VDP, Macrobond, Epexspot, ICIS

Index 100 = July 2017
¹⁾ Sorted Office Paper. Index in local currencies. EU refers to Germany ²⁾ Polypropylene major feedstock of non-woven material, Propylene major feedstock of SAP material ³⁾ Electricity Germany. Natural Gas, TTF Index

Innovations

Q1 2020

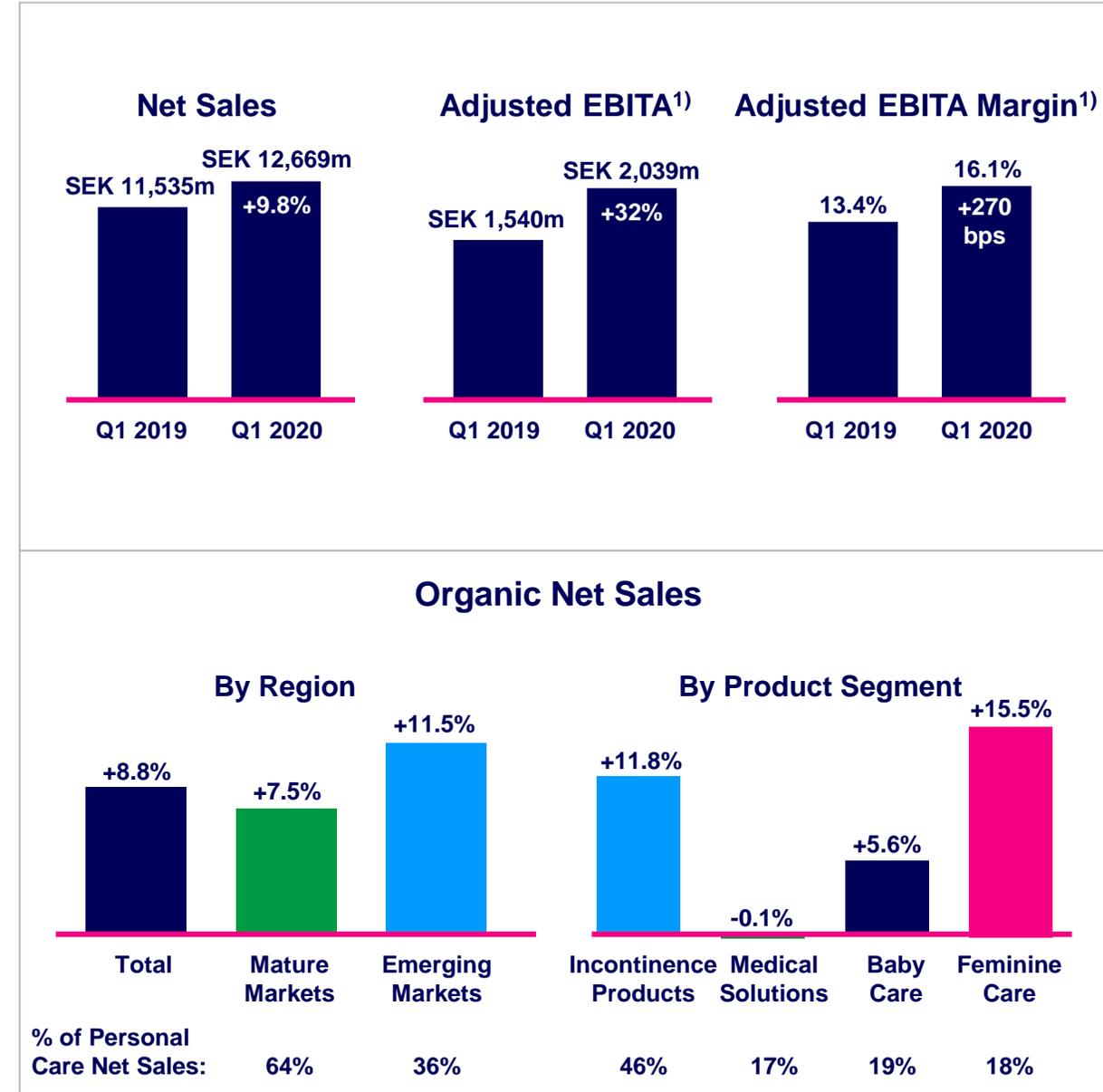


Manufacturing of surgical and face masks for health and elderly care as well as for our employees

Personal Care

Q1 2020 vs Q1 2019

- Organic net sales increased 8.8%
 - Volume +6.9% and price/mix +1.9%
 - Partially impacted by COVID-19
 - Sharp sales increase in March of 17.0%
- Higher volumes, higher prices, better mix and cost savings
- Lower raw material costs
- Higher distribution costs
- Increased sales and marketing costs and MDR
- Acquisitions of ABIGO Medical and Novioscan



¹⁾ Excluding items affecting comparability

Consumer Tissue

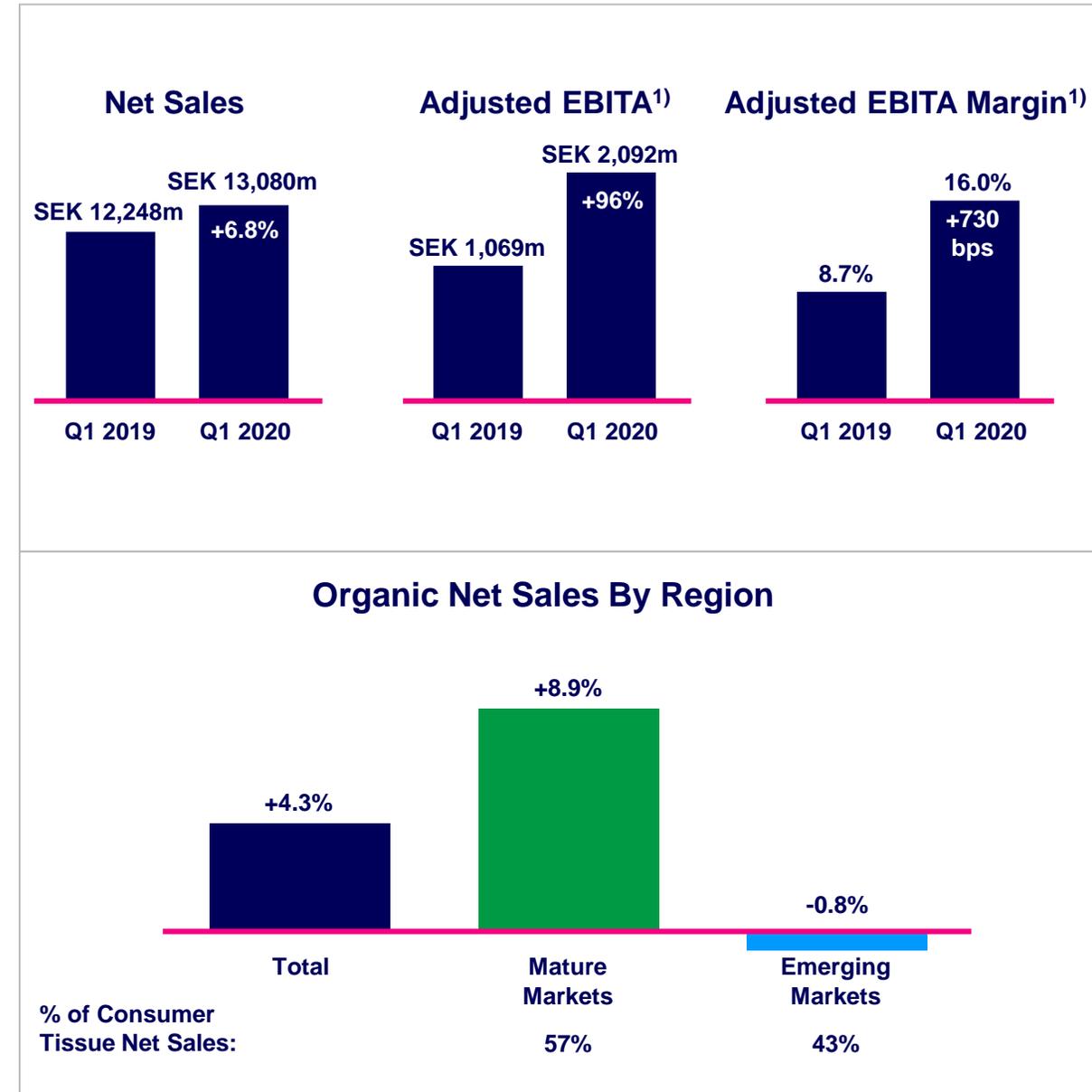
Q1 2020 vs Q1 2019

- Organic net sales increased 4.3%
 - Volume +3.7% and price/mix +0.6%
 - Partially impacted by COVID-19
 - Sharp sales increase in March of 19.5%

- Higher volumes, positive mix, cost savings but lower prices

- Lower raw material and energy costs

- Higher distribution costs

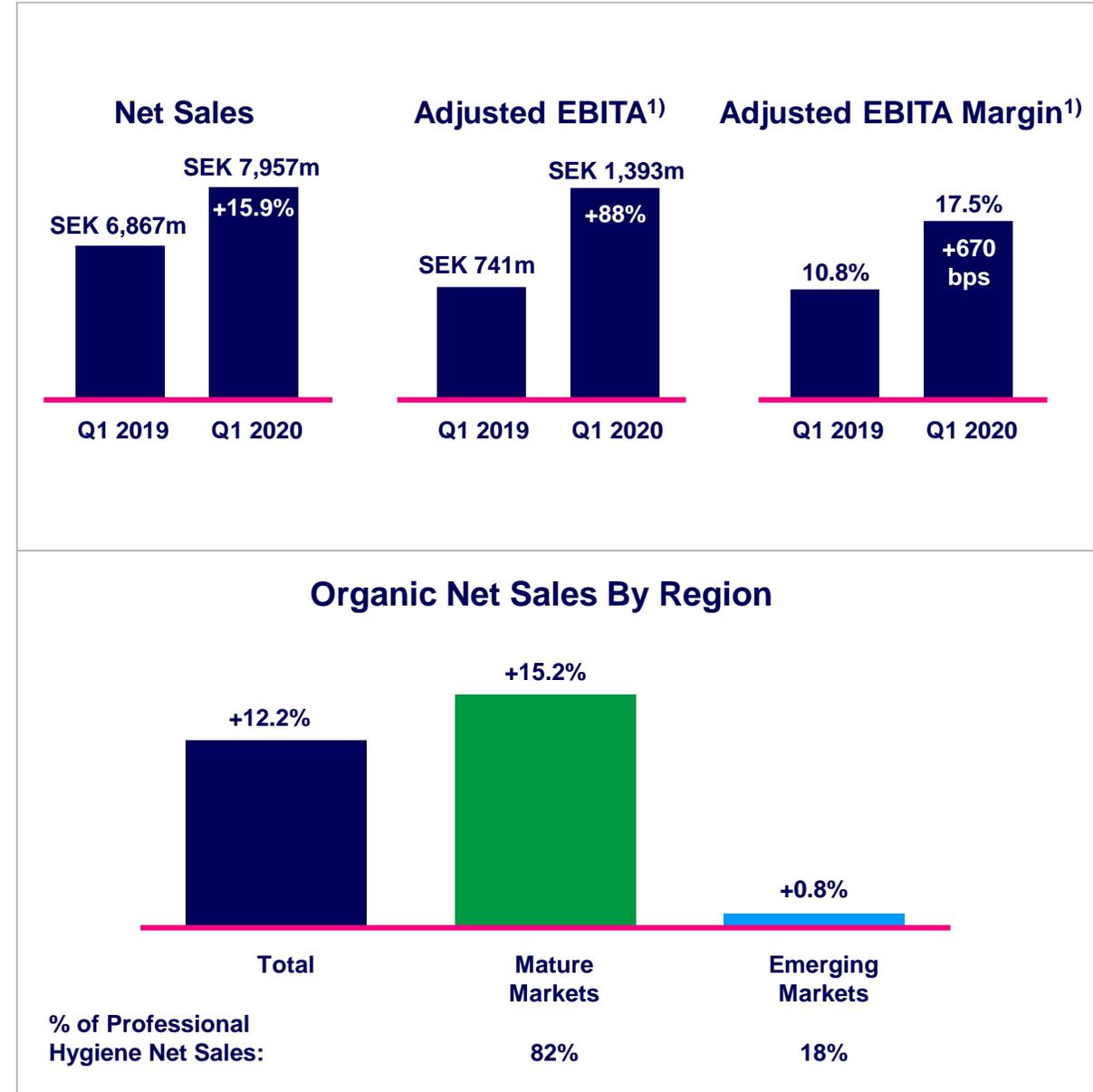


¹⁾ Excluding items affecting comparability

Professional Hygiene

Q1 2020 vs Q1 2019

- Organic net sales increased 12.2%
 - Volume +7.9% and price/mix +4.3%
 - Partially impacted by COVID-19
 - Sharp sales increase in March of 24.5%
- Higher volumes, better mix, higher prices and cost savings
- Lower raw material and energy costs
- Higher distribution costs
- Increased sales and marketing costs



¹⁾ Excluding items affecting comparability

COVID-19

- Leading hygiene and health solutions
- Educational efforts on importance of hand hygiene
- Manufacturing of surgical and face masks in Sweden, US and Mexico for health and elderly care as well as for our employees
- Supporting NGOs, local initiatives and WHO Covid-19 Solidarity Response Fund
- Positive feedback from customers appreciating our support, service and delivery reliability

**Care for
Our People**

**Contribute
to Society**

**Secure
Business
Success**

Summary

Q1 2020

- Strong increase in net sales and earnings
 - Partially a consequence of COVID-19. Sales in future quarters will be adversely impacted
 - Strong underlying business performance
- Acquisitions of ABIGO Medical and Novioscan
- Increasing importance of hygiene and health





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