

UBS Global Consumer Conference

Fredrik Rystedt
CFO and Executive Vice President



Essity – A Global, Leading Hygiene and Health Company

147.1 Net sales 2023
SEKbn

18.9 Adjusted EBITA 2023
SEKbn

36,000
employees



A large, diverse group of people of various ages, ethnicities, and abilities are posed together against a solid purple background. The group includes a young boy, a woman holding a baby, a woman in a wheelchair, a woman in a headscarf, a man in a suit, a man in a baseball cap, a woman in a lab coat, a pregnant woman, a woman with a cast on her leg, and a young girl sitting on the floor. The overall mood is positive and inclusive.

For everybody and every body

Every day our brands care for the hygiene and health of one billion people in 150 countries

Attractive Business Areas

Health & Medical



19%
of sales 2023

Consumer Goods



54%
of sales 2023

Professional Hygiene



27%
of sales 2023

Leading Global Market Positions

Health & Medical

Consumer Goods

Professional Hygiene

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

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

- Professional Hygiene #1



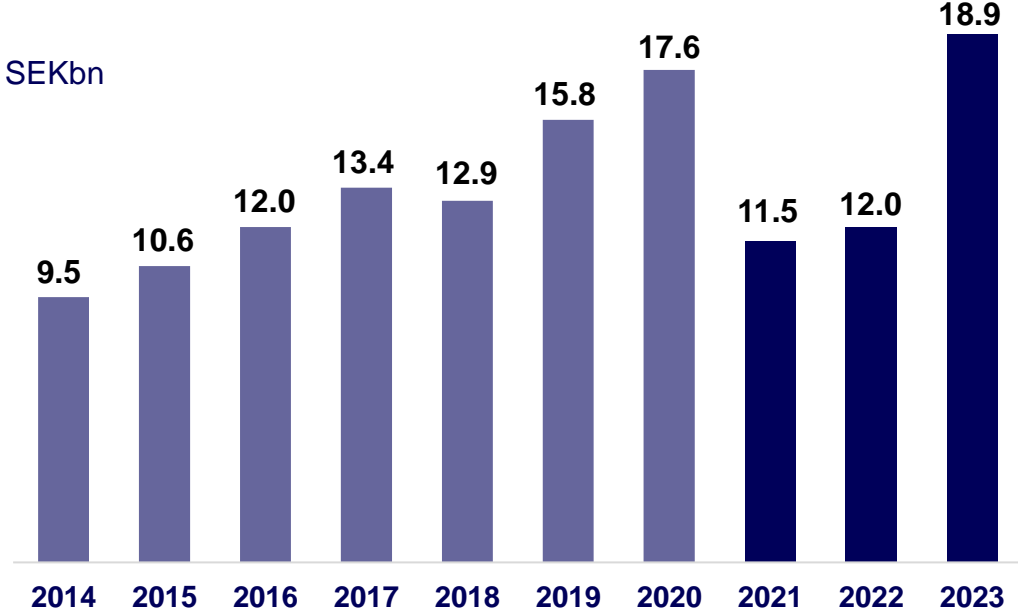
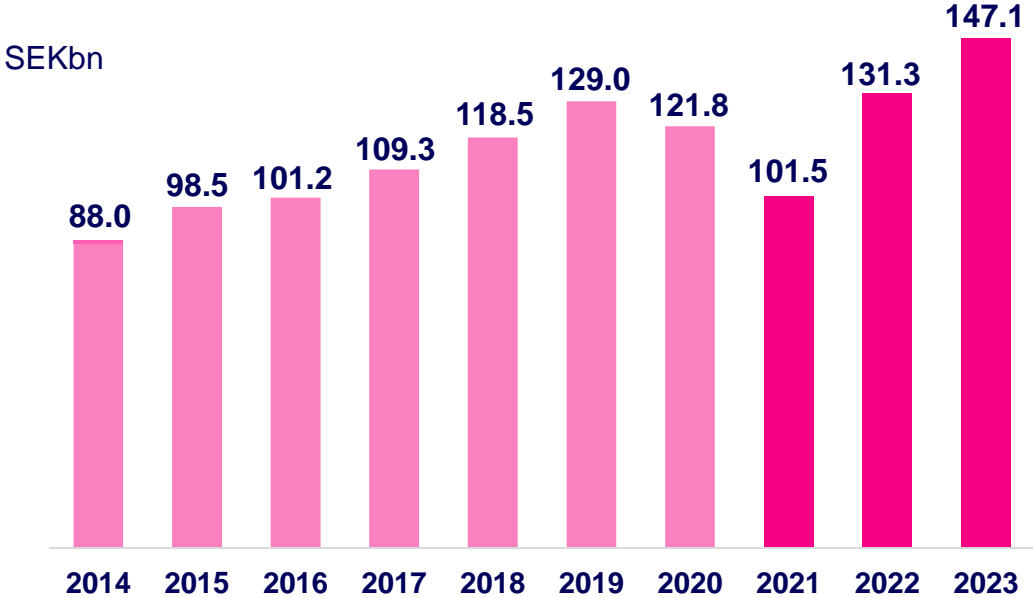
Position #1 or #2
~90%
of branded sales

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.

Strong Development of Sales and Profits

Sales

Adjusted EBITA¹⁾



Sales Growth²⁾ +6% +6% +7.5% +5.0% +4.5% -1.8% +4.0% +19.7% +6.7%

Adjusted EBITA Margin¹⁾ 10.8% 10.8% 11.8% 12.3% 10.9% 12.3% 14.5% 11.3% 9.2% 12.8%

¹⁾ Excluding items affecting comparability
²⁾ Including organic sales growth and acquisitions
 2014-2020 Not restated. 2021-2023 Vinda classified as discontinued operations.

Key Achievements 2023

Highest profit ever and strong platform for growth

Substantially improved structural margins for all business areas

Good progress on key priorities – innovation, efficiency and sustainability

Pre-conditional public offer announced for the shares in Vinda – enabling more attractive portfolio



Libresse

Saba

Bodyform

Financial Targets and Policies

Annual sales growth¹⁾

>5%

Adjusted return on capital employed²⁾

>17%
by 2025

Capital structure

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

Maintain
a solid
investment
grade rating

Dividend

Dividend policy aiming for stable and rising dividends

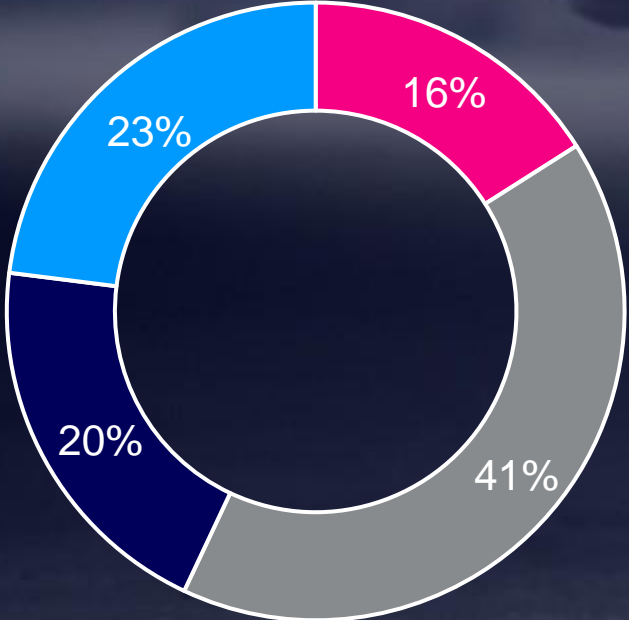
Long-term
stable and rising
dividends

¹⁾ Including organic sales growth and acquisitions

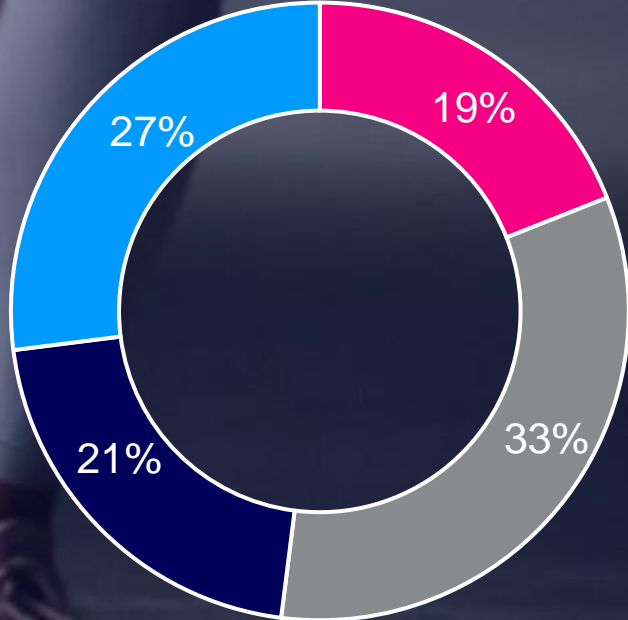
²⁾ Excluding items affecting comparability

Long-term Portfolio Direction

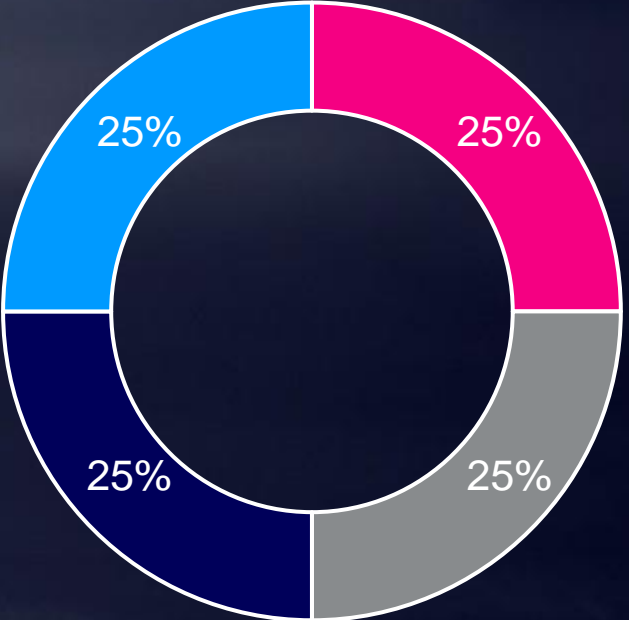
Net Sales Split 2022



Net Sales Split 2023



Long-term Direction



Consumer Goods

Health & Medical Professional Hygiene Personal Care Consumer Tissue



Priorities 2024

Strong platform for growth

- Volume growth in high yielding segments
- Innovation, brands and market shares gains
- Price management
- Operational efficiency and digitalization
- Continued progress on ESG



Invest in Essity

Every day our brands care for the hygiene and health of 1bn people in 150 countries

 Leading in an attractive market

 Strong brands and innovations

 Clear value creating strategy

 Sustainability at the core

 Attractive financial profile

 Proven execution



