



A Global, Leading
Hygiene and Health
Company

Magnus Groth
President and CEO



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





For everybody and every body

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



Three Attractive Business Areas

Health & Medical



Holistic health and medical solutions along the continuum of care

Consumer Goods



Personal and home hygiene for all stages of life

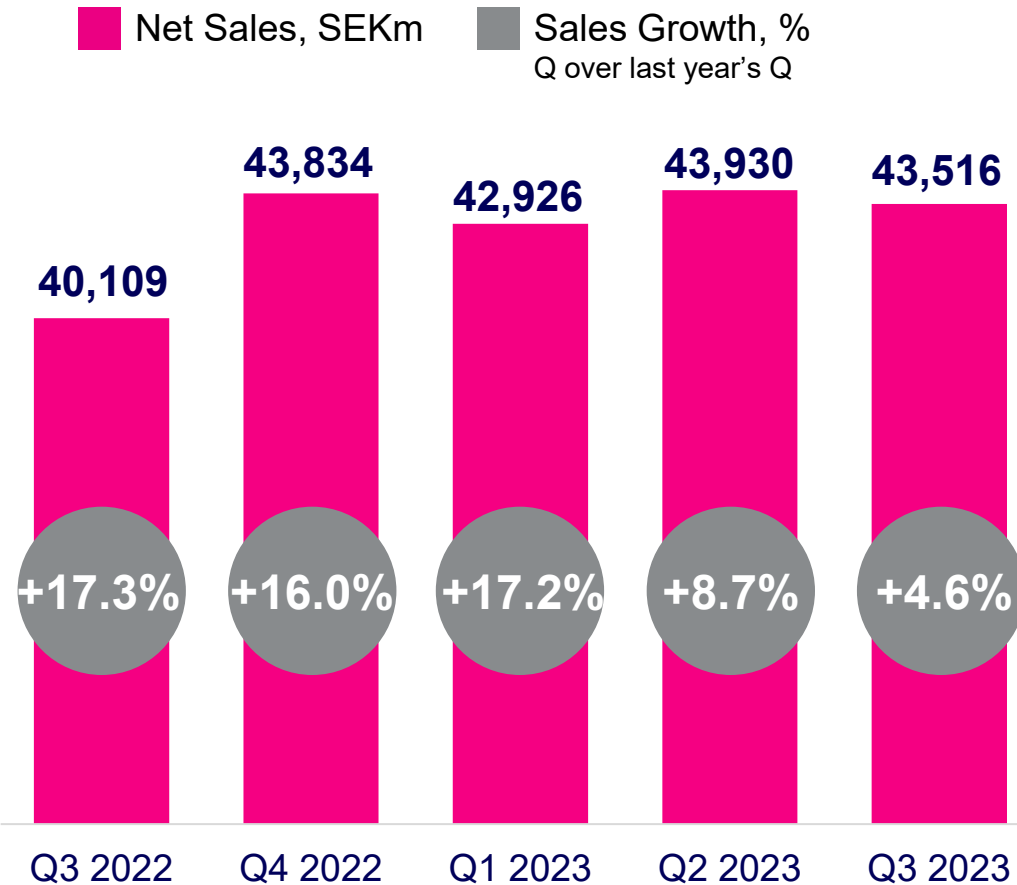
Professional Hygiene



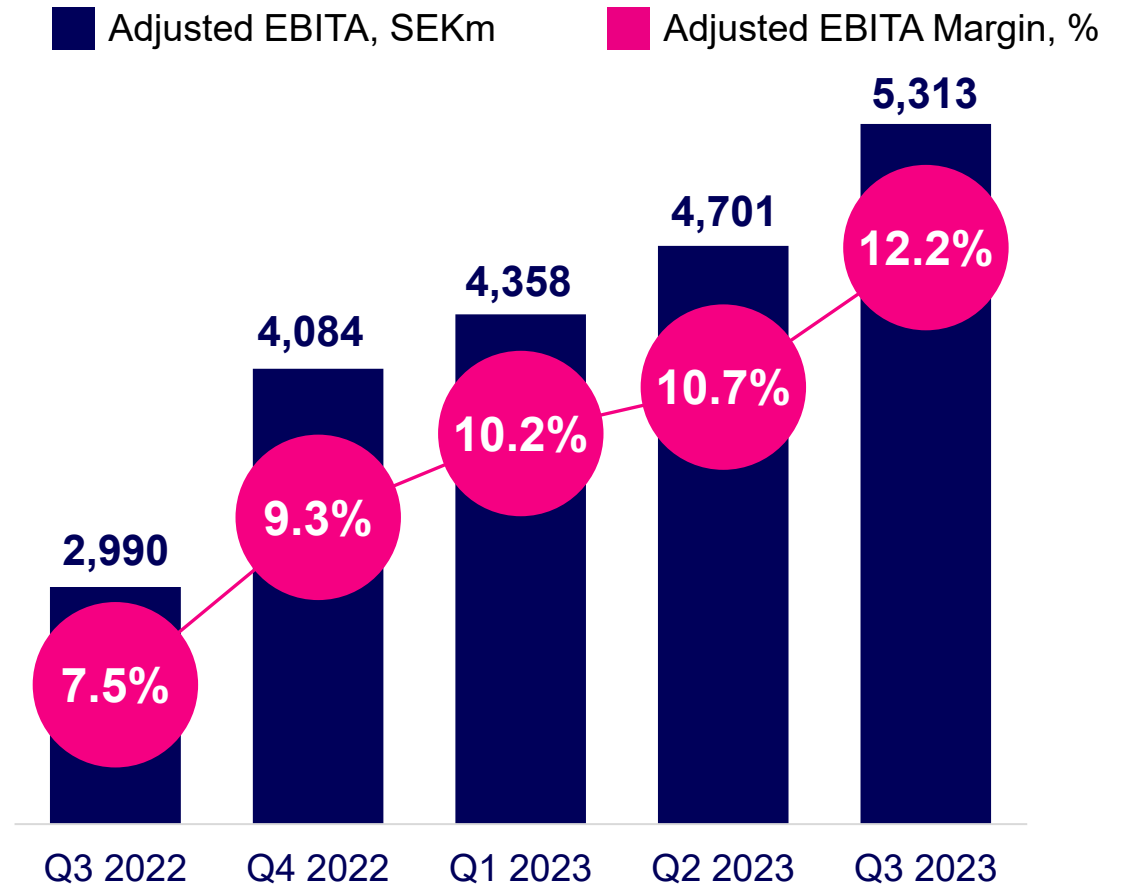
Hygiene management solutions for a broad set of commercial applications

Strong Development of Sales and Profits

Net Sales and Sales Growth¹⁾



Adjusted EBITA and EBITA margin²⁾



¹⁾ Including organic sales growth and acquisitions

²⁾ Excluding items affecting comparability

Progress on Key Priorities



Price Management

+5.9% in Price

Strong price effect this quarter while still successfully protecting our #1 and #2 positions

Innovation & Brands

+1% in Mix

Growth in high margin product segments and important product launches

This quarter, products were launched under the brands TENA, JOBST, Actimove, Tempo and Plenty



Cost Efficiency

SEK 224m

generated from cost savings in Q3

Examples:

- Raw material rationalization
- Fiber mix
- Sourcing negotiations
- E-save

Growth in Fastest Growing Categories and Channels

Inco Retail +15%
Feminine Care +9%
Knix +15%
Compression +12%
Hydrofera +20%

E-commerce

14% of net sales
Q3 2023

Leading in Sustainability

Q3 initiatives:

Recycled waste as raw material in Hondouville, France

Green electricity generation in Suameer, Netherlands

[Full list of ESG targets and initiatives on website](#)

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

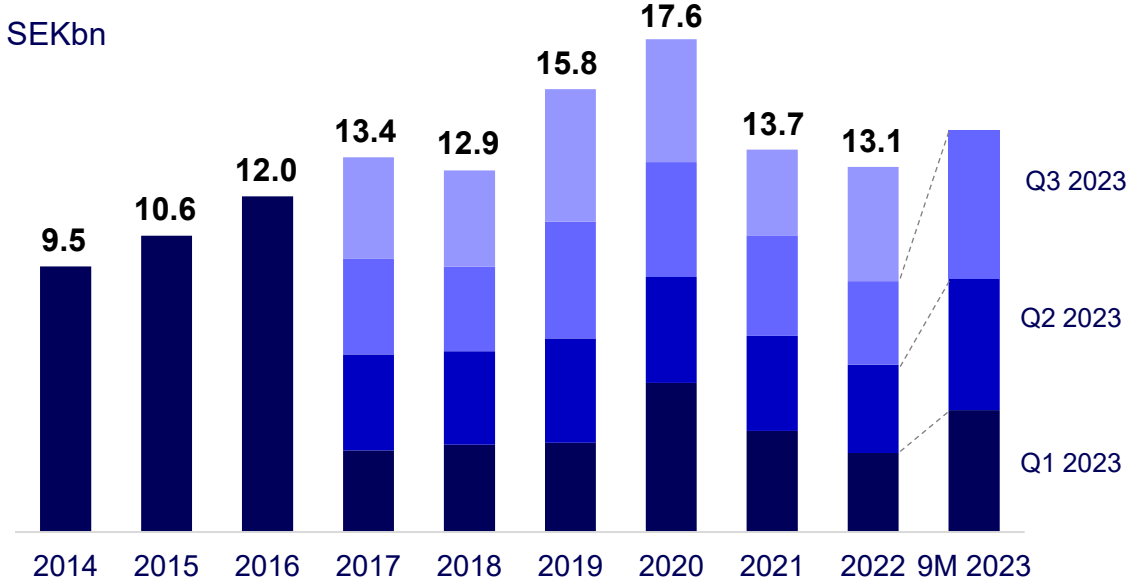
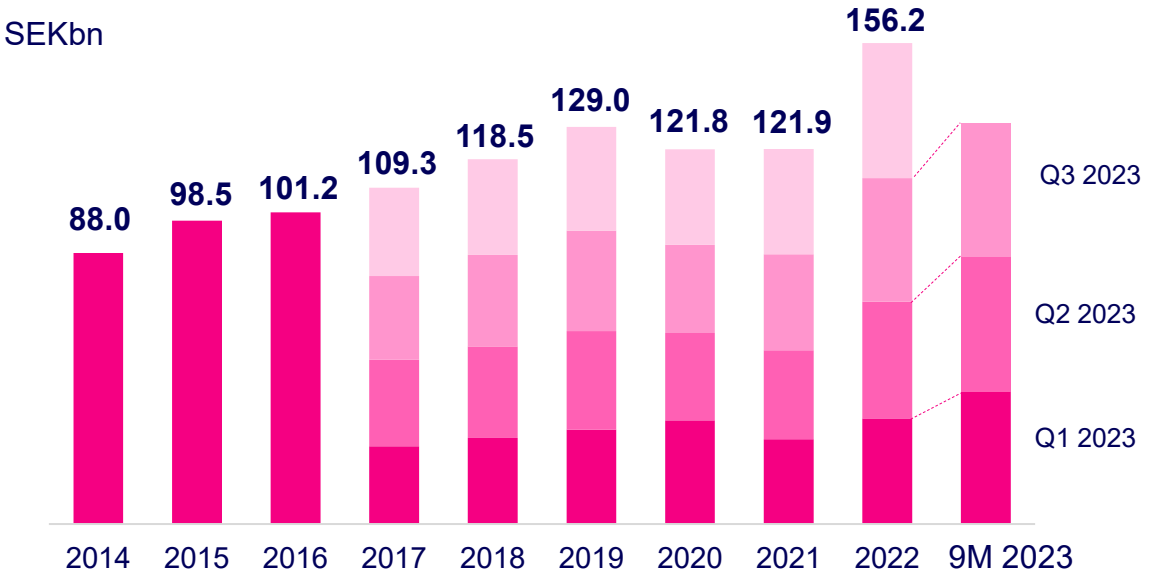
Long-term
stable and
rising
dividends

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

Back To Strong Sales and Profit Trajectory

Net Sales

Adjusted EBITA¹⁾

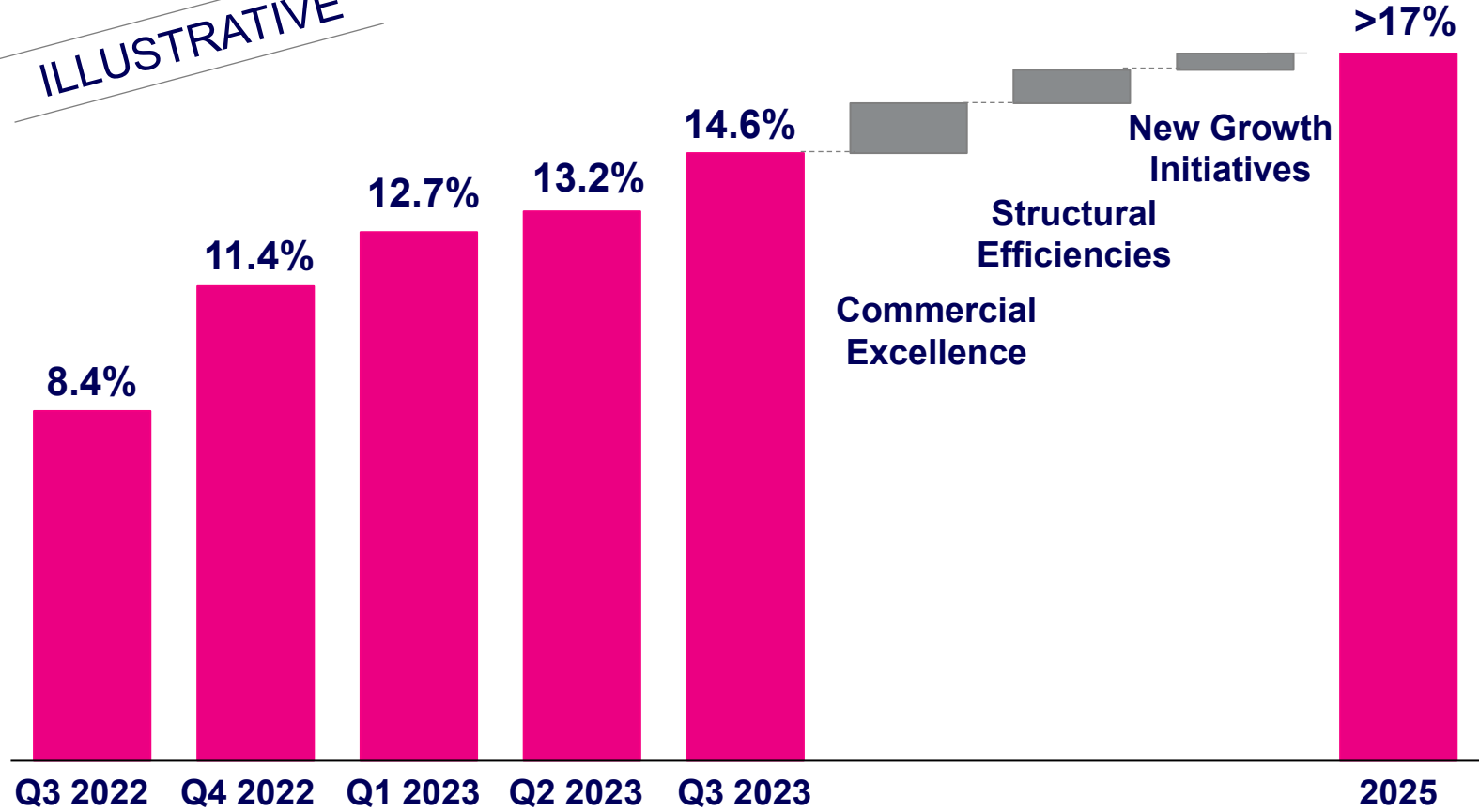


Sales Growth ²⁾	Adjusted EBITA Margin ¹⁾
+6%	10.8%
+6%	10.8%
+7.5%	11.8%
+5.0%	12.3%
+4.5%	10.9%
-1.8%	12.3%
+4.5%	14.5%
+17.7%	11.2%
+9.8%	8.4%
	11.0%

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

Roadmap to Adjusted ROCE >17%

ILLUSTRATIVE



Commercial Excellence

- Innovation & brand building
- Sustainable solutions
- Market share gains
- Price management
- Profitable growth

Structural Efficiencies

- Efficiency
- Service excellence
- Digitalization
- SG&A
- Continuous improvement

New Growth Initiatives

- Adjacent categories
- New digital models
- Expand into new categories



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



Q & A



