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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.

# Figures 2021

121,867

Net sales  
SEKm

13,680

Adjusted EBITA<sup>1)</sup>  
SEKm

150

Sales in countries  
approximately

46,000

Employees  
approximately

<sup>1)</sup> Excluding items affecting comparability



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# Business Areas

## Health & Medical



18% of net sales 2021

- Incontinence Products Health Care
- Wound Care
- Compression Therapy
- Orthopedics

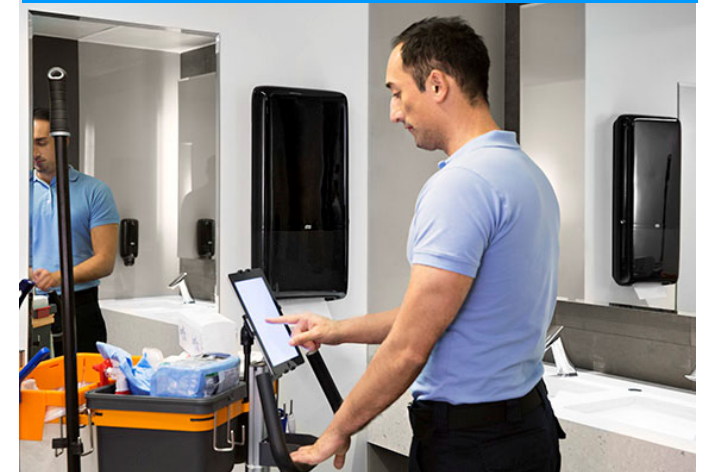
## Consumer Goods



60% of net sales 2021

- Incontinence Products Retail
- Feminine Care
- Baby Care
- Consumer Tissue Branded/Retail Branded
- Division: Consumer Tissue Private Label Europe

## Professional Hygiene



22% of net sales 2021

- Hygiene Solutions
- Tissue
- Skin Care
- Cleaning & Wiping

# Global Market Positions



## Health & Medical

## Consumer Goods

## Professional Hygiene

Incontinence Products	#1	Incontinence Products	#2	Professional Hygiene	#1
Compression Therapy	#1	Consumer Tissue	#2		
Orthopedics	#3	Feminine Care	#5		
Wound Care	#5	Baby Care	#5		

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.

# Financial Targets and Policies

## Target

Annual sales growth<sup>1)</sup>

>5%

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

>17%  
by 2025

## Policy

Capital structure

Maintain a solid investment grade rating

Dividend

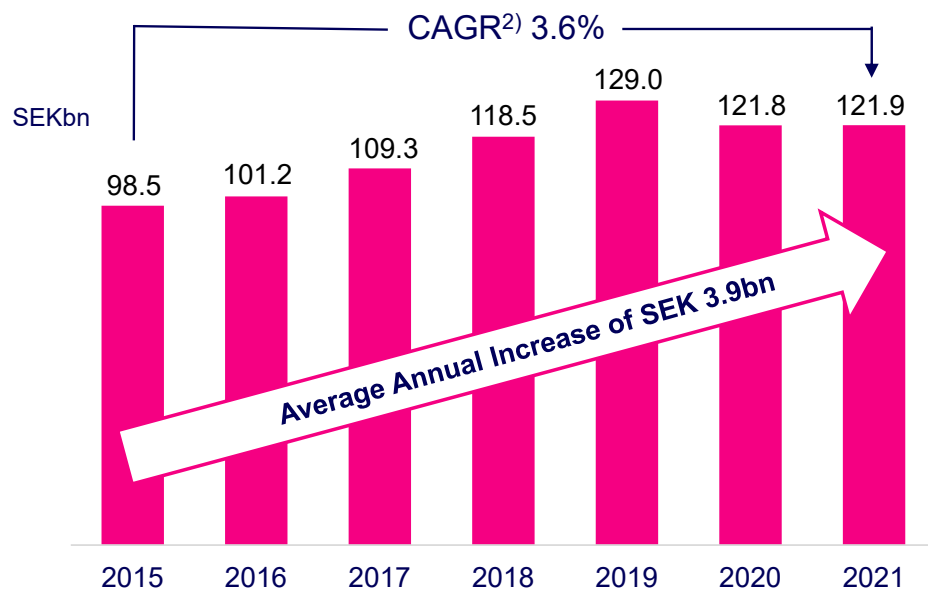
Long-term stable and rising dividends



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

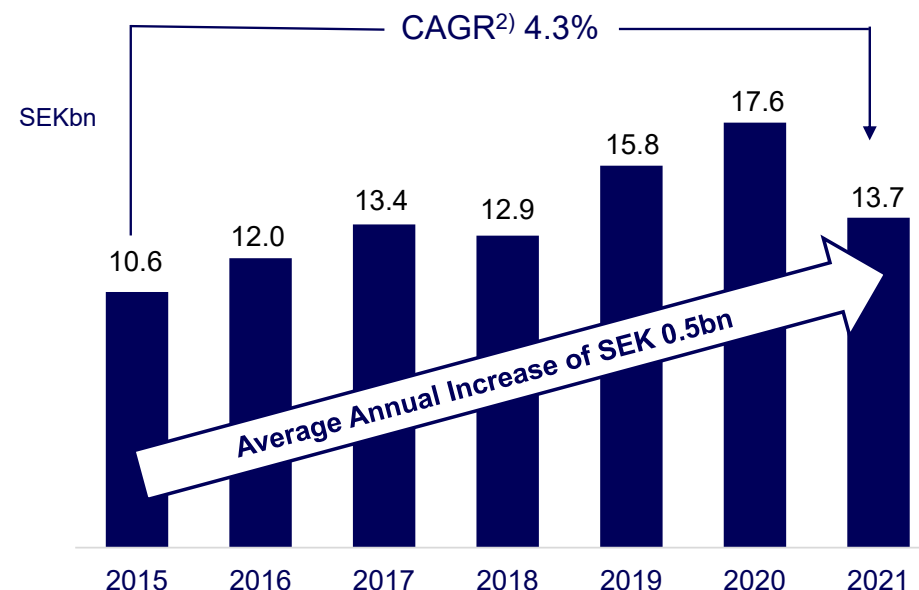
# Development of Sales and Profitability

## Net Sales



Sales Growth <sup>1)</sup>	2015	2016	2017	2018	2019	2020	2021
	+6%	+6%	+7.5%	+5.0%	+4.5%	-1.8%	+4.5%

## Adjusted EBITA<sup>3)</sup>



Adjusted EBITA Margin <sup>3)</sup>	2015	2016	2017	2018	2019	2020	2021
	10.8%	11.8%	12.3%	10.9%	12.3%	14.5%	11.2%

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

<sup>2)</sup> Compound Annual Growth Rate

<sup>3)</sup> Excluding items affecting comparability

# Acceleration of Acquisitions

Over SEK 17bn invested last 18 months



**COACH** | **ZONAS** | **ELASTIKON**



**Modibodi**



*Hydrofera*

**knix**





knix

essity

**modibodi**<sup>®</sup>

# Leakproof Apparel

The fastest growing segment within Intimate Hygiene

- Includes period pants and incontinence underwear
- Today ~7% of the Intimate Hygiene market
- Expected CAGR 2021-2026 above 20%

Source: Estimate based on market data compiled by Essity excluding Asia.



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# Innovating Leading Brands

% Sales Growing or Holding Market Share\*

**~70%**  
of branded sales  
in retail

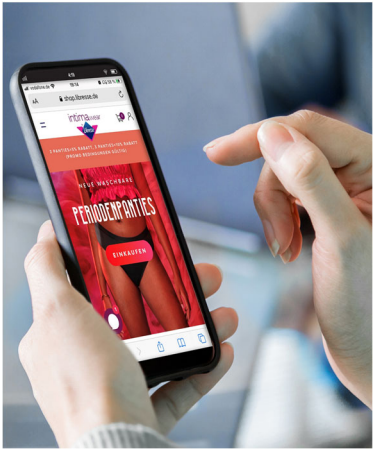


\* Last 12 months as per Q2 2022

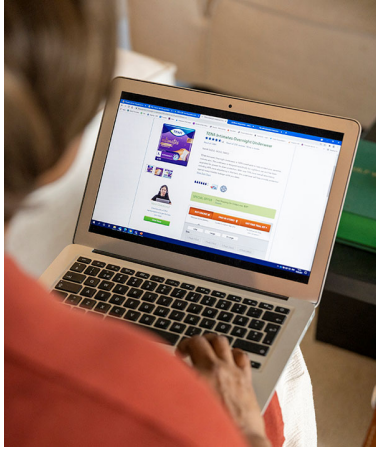


# Accelerating Digitalization

## Digital transformation in all areas



**Customer &  
Consumer  
Interaction**



**E-commerce**



**Digital  
Solutions**



**Digitalization  
in Operations**



**Data Analytics  
&  
Capabilities**

# Committed to Net Zero Emissions by 2050

**BUSINESS AMBITION FOR 1.5°C**  

## Essity's climate targets

in line with the Science Based Targets Initiative (SBTi)

**Near-term target 2030:**

Scope 1 and 2: **-35%**

Scope 3: **-18%**

**Long-term commitment 2050:**

**net zero**



# Investing for the Future in A Very Challenging Environment

## Short term priorities:

- Price increases
- Cost savings

## Long-term priorities:

- Innovation and brands
- Digitalization and sustainability
- Growth in high return businesses





# 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.

The words "believe," "expect," "foresee," "anticipate," "assume," "intend," "likely," "projects," "may," "could," "plan," "estimate," "forecast," "will," "should," "would," "predict," "aim," "ambition," "seek," "potential," "target," "might," "continue," or, in each case, their negative or variations, and similar words or expressions are used to identify forward-looking statements. Any statement that refers to expectations, projections or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements.

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 share repurchases and 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, 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 (including the United Kingdom's decision to leave the European Union) 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, antitrust, privacy, tax, environmental, 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. For additional information concerning factors that could cause actual results and events to differ materially from those projected herein, please refer to our most recent Annual and Sustainability Report for a better understanding of these risks and uncertainties.

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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