

AGM 2023

Magnus Groth
President and CEO



With brands such as TENA, TENA for Men, Knix, TOM Organic, Libresse, Bodyform, Saba, Nosotras and Modibodi, Essity is a global market leader in the fast-growing leakproof apparel segment.

Essity – A Leading Hygiene and Health Company

156

Net sales 2022
SEKbn

150

Sales in
countries

48,000

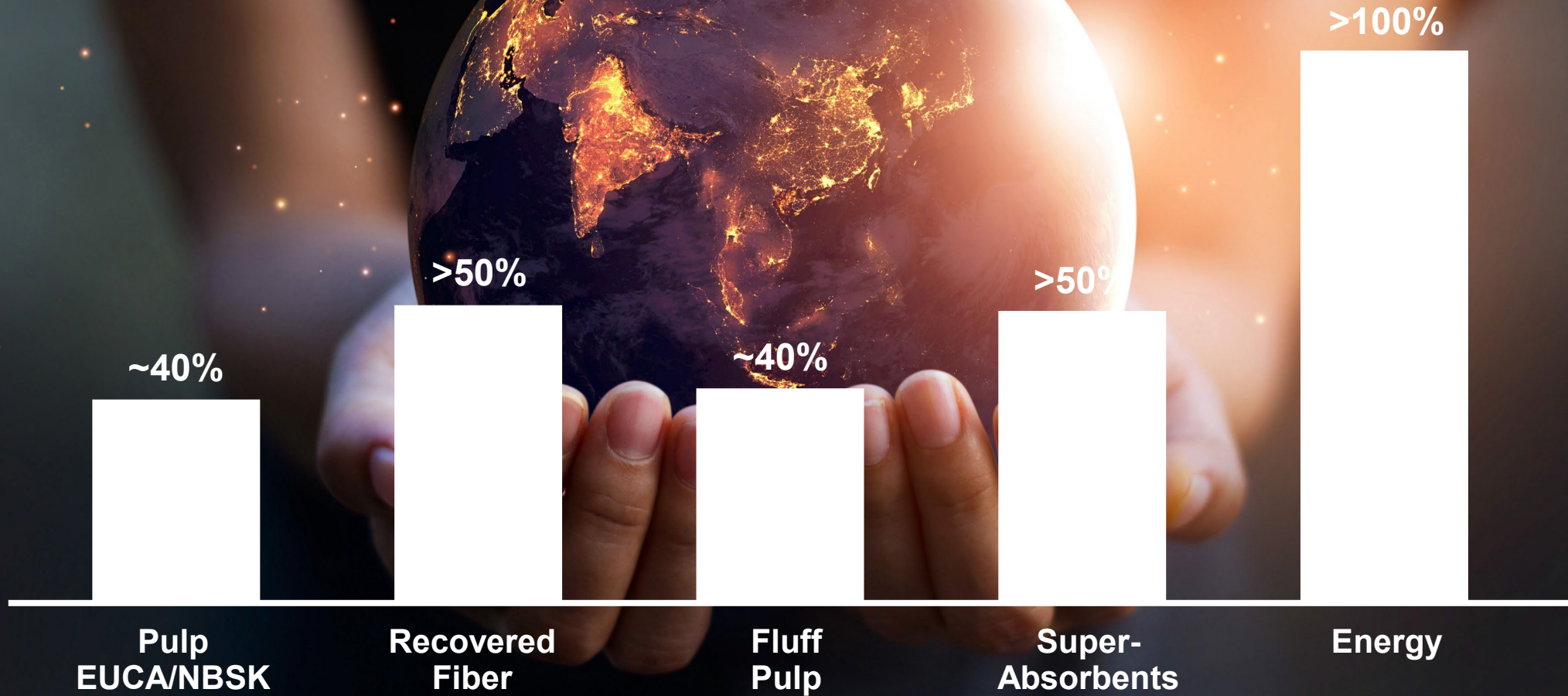
employees



Strong Brands Trusted by Over 1 Billion People Every Day



2022 Challenging Environment



The graph shows the increase 2022 compared to 2021



And major disturbances in the supply chain

2022

Higher Productivity and Efficiency Improvements

**Manufacturing
Roadmap**

E-save

Digitalization

**Cost culture and
continuous improvement**

2022

Innovations for Increased Customer Value and Leading Brands



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

2022 ... with Lower Climate Footprint

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



2022 Acquisitions in Fast Growing Segments



2022

Record
sales

Sales
156
SEKbn

Adjusted EBITA
in line with 2021

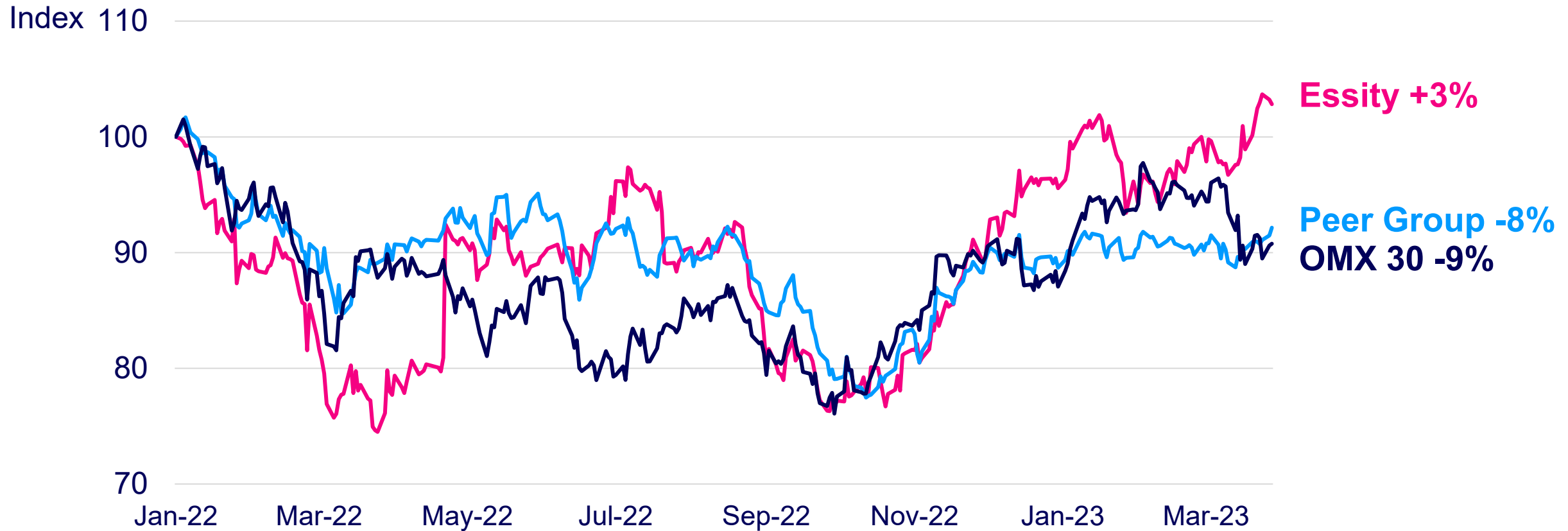
Adjusted
EBITA
13.1
SEKbn

Sales
Growth

+17.7%
Organic and
acquisitions

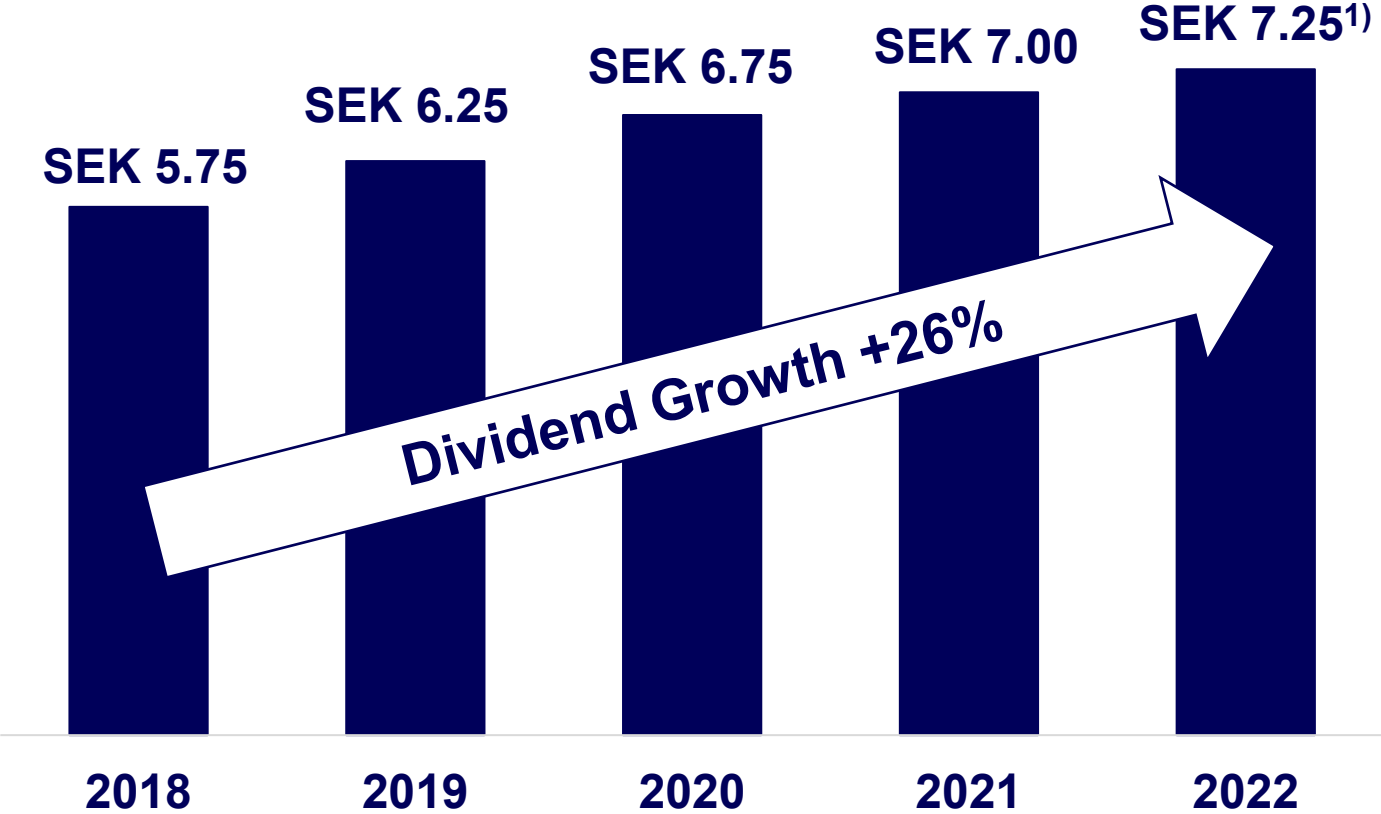
Total Shareholder Return

January 1, 2022 – March 28, 2023



Proposed Dividend

Proposed Dividend¹⁾



¹⁾ Proposed by the Board of Directors

Financial Targets and Policies

Annual sales growth¹⁾

>5%

Capital structure

**Maintain
a solid
investment
grade rating**

Adjusted return on
capital employed²⁾

**>17%
by 2025**

Dividend

**Long-term
stable and
rising
dividends**

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

Favorable Market Trends

A photograph of two women jogging on a path in a park. The woman on the left is wearing a white zip-up hoodie and dark pants, smiling. The woman on the right is wearing a green long-sleeved top and light blue leggings, also smiling. 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

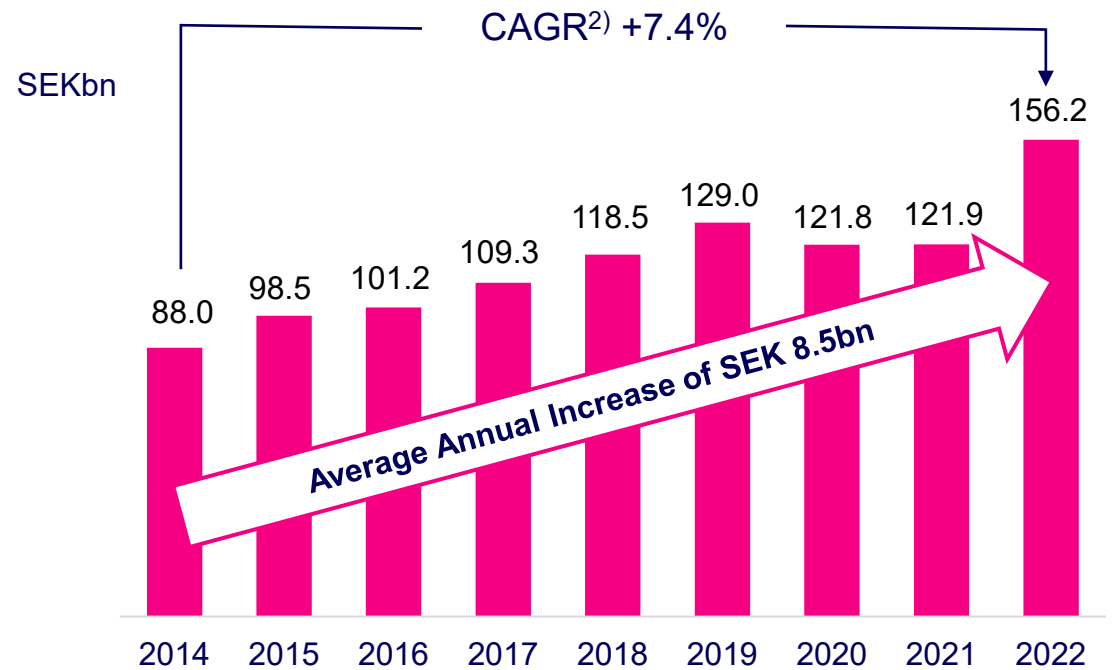
Awareness about
Hygiene and Health

Sustainability

Digitalization

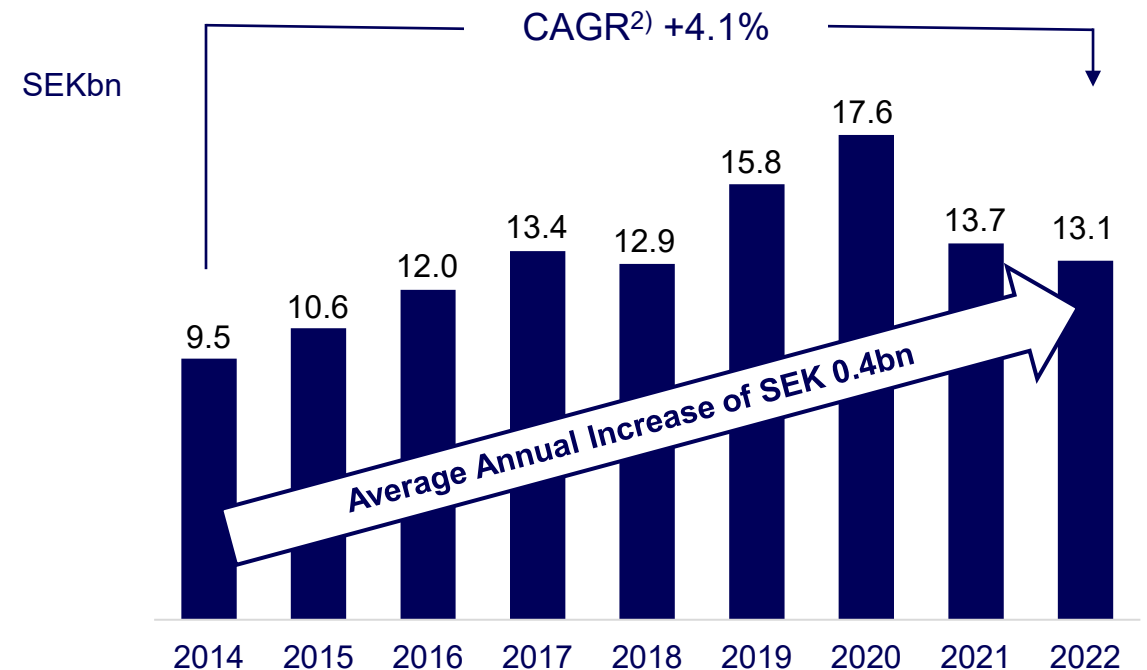
Sales and Profitability Development

Net Sales



Year	Sales Growth ³⁾
2014	
2015	+6%
2016	+6%
2017	+7.5%
2018	+5.0%
2019	+4.5%
2020	-1.8%
2021	+4.5%
2022	+17.7%

Adjusted EBITA¹⁾



Year	Adjusted EBITA margin ¹⁾
2014	10.8%
2015	10.8%
2016	11.8%
2017	12.3%
2018	10.9%
2019	12.3%
2020	14.5%
2021	11.2%
2022	8.4%

¹⁾ Excluding items affecting comparability

²⁾ Compound Annual Growth Rate

³⁾ Including organic sales growth and acquisitions

New Customer-oriented Organization

HEALTH & MEDICAL



CONSUMER GOODS

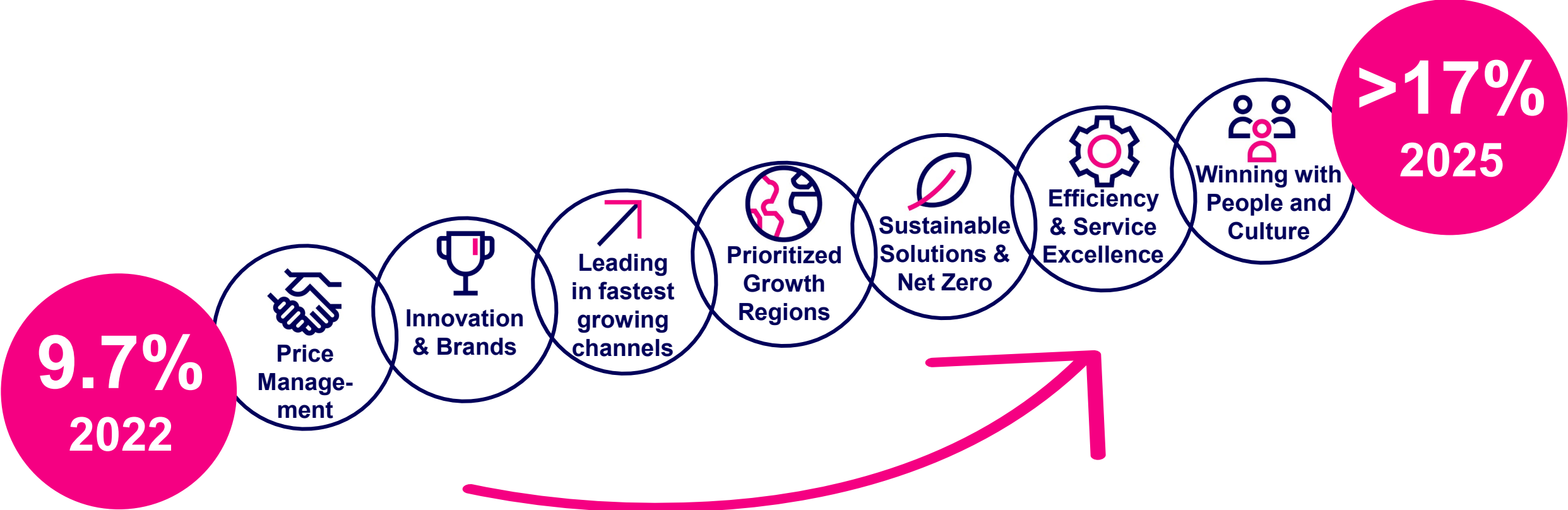


PROFESSIONAL HYGIENE



Road to ROCE Target

Adjusted Return on capital employed >17% by 2025



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.



