

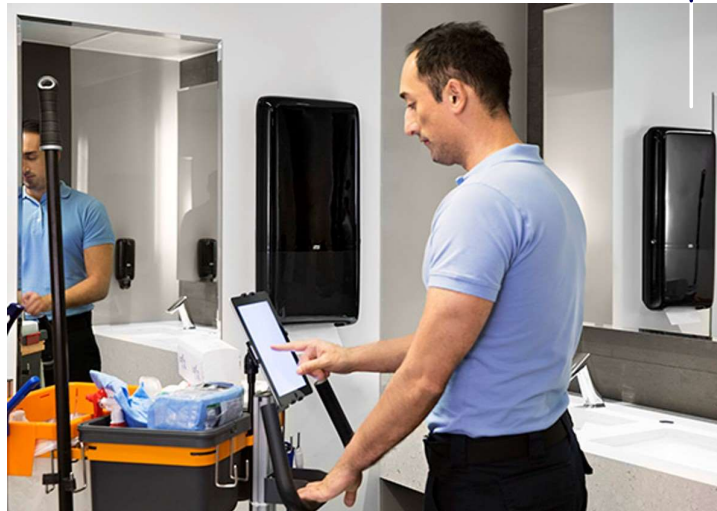
Welcome to Essity's Business Area Web Presentations

**DAY 1 – ESSITY GROUP and
HEALTH & MEDICAL**



**December 7, 2022
at 15:00– 16:15 CET**

**DAY 2 –
PROFESSIONAL HYGIENE**



**December 8, 2022
at 15:00– 16:00 CET**

**DAY 3 –
CONSUMER GOODS**



**December 9, 2022
at 15:00– 16:00 CET**

Agenda Day 2

**DAY 2 –
PROFESSIONAL HYGIENE**

Professional Hygiene

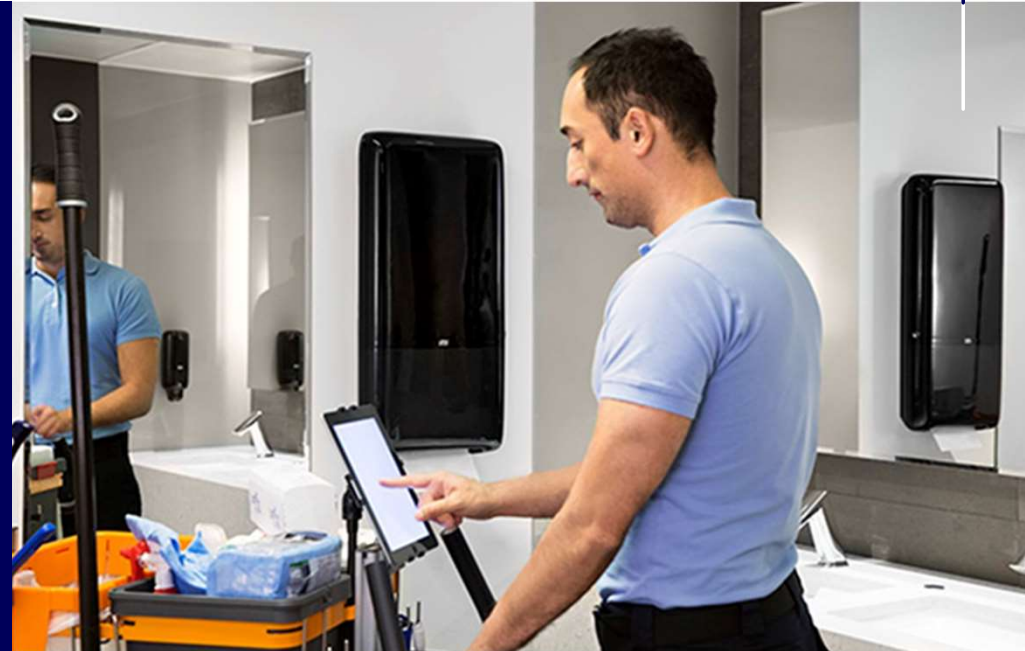
Magnus Groth, President and CEO

Don Lewis, President Professional Hygiene

Pablo Fuentes, President Latin America

Q&A

Magnus Groth, Don Lewis, Pablo Fuentes



**December 8, 2022
at 15:00– 16:00 CET**

122

Net sales
2021 SEKbn

150

Sales in
countries

46,000
employees



Essity Group Financial Targets

Annual sales growth¹⁾

>5%

Adjusted return on
capital employed²⁾

>17%
by 2025

¹⁾ Including organic sales growth and acquisitions

²⁾ Excluding items affecting comparability

Three Attractive Business Areas

HEALTH & MEDICAL



Holistic health and medical solutions along the continuum of care

PROFESSIONAL HYGIENE



Hygiene management solutions for a broad set of commercial applications

CONSUMER GOODS



Personal and home hygiene for all stages of life

Professional Hygiene



Professional Hygiene



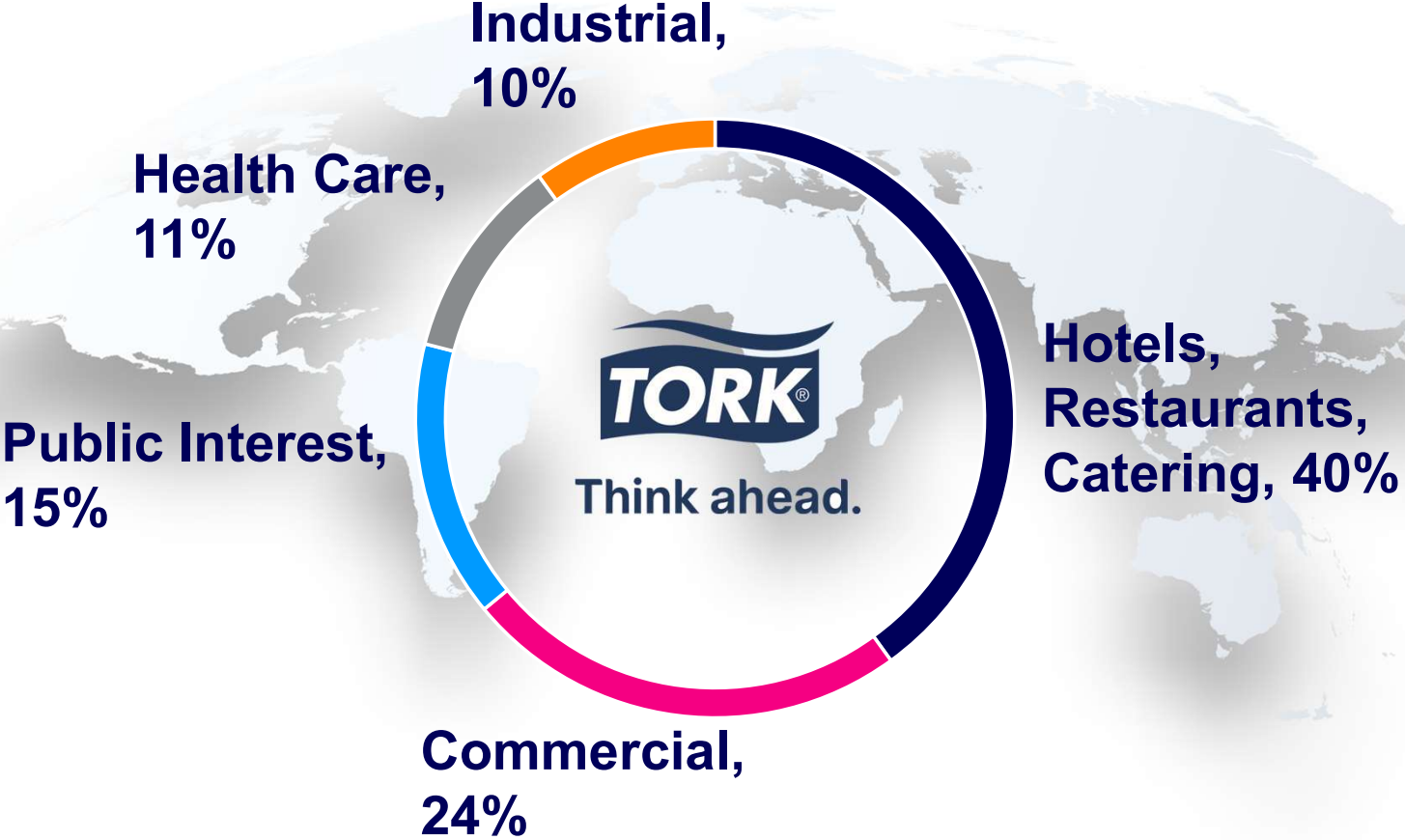
Think ahead.

¹⁾ Excluding items affecting comparability

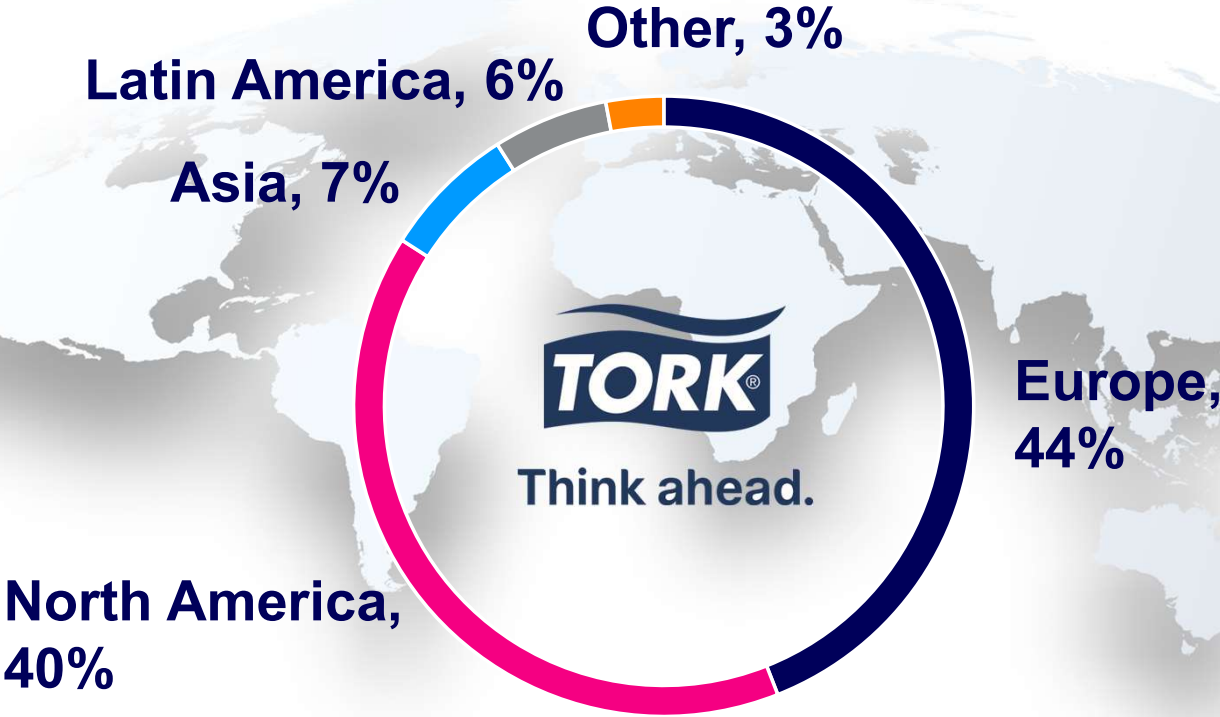
Net Sales Split 2021 – Categories



Net Sales Split 2021 – Customer Segments



Net Sales Split 2021 – Geographies



Key Figures 9M 2022

+27.4%

Net sales growth¹⁾

21.9%

Adjusted gross margin²⁾

9.9%

Adjusted EBITA margin²⁾

12.1%

Adjusted ROCE²⁾

¹⁾ Including organic sales growth and acquisitions

²⁾ Excluding items affecting comparability



Business Area Web Presentation - Professional Hygiene



A Post-Pandemic World





Favorable Trends Shaping the Future

Professional Hygiene Categories



**Tissue,
Services & Solutions**



Soaps & Sanitizers



Wiping & Cleaning

Professional Hygiene Products



Think ahead.



Tissue, Services & Solutions



Soaps & Sanitizers



Wiping & Cleaning

Current Addressable Market Professional Hygiene

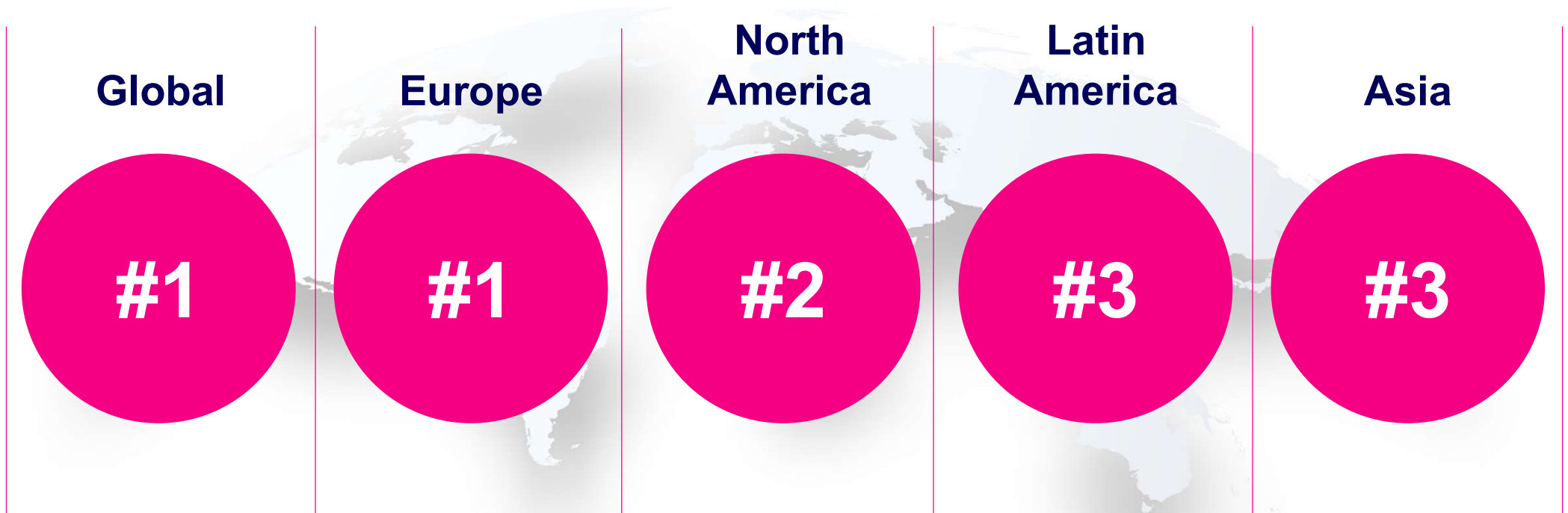


Market Size 2021:
EUR ~12BN
↗ **>4%**

↗ Expected Market Growth CAGR (Compound Annual Growth Rate) 2023-2027

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 Market Positions



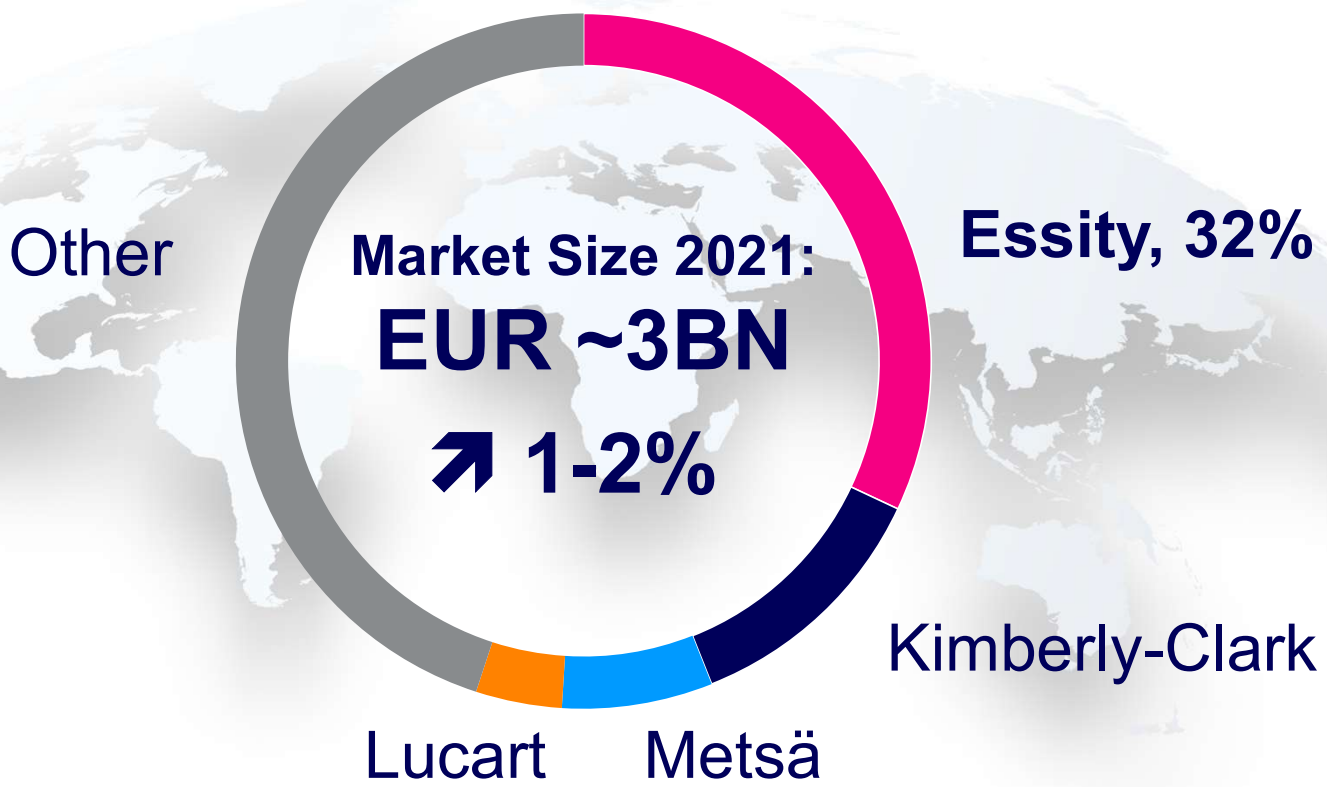
Source: The information has been compiled by Essity for presentation purposes based on data taken from external market sources including but not limited to retail audit companies, Price Hanna Consultants, SmartTRAK, Fastmarkets RISI and national macroeconomic data.

Global #1



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.

#1 in Europe

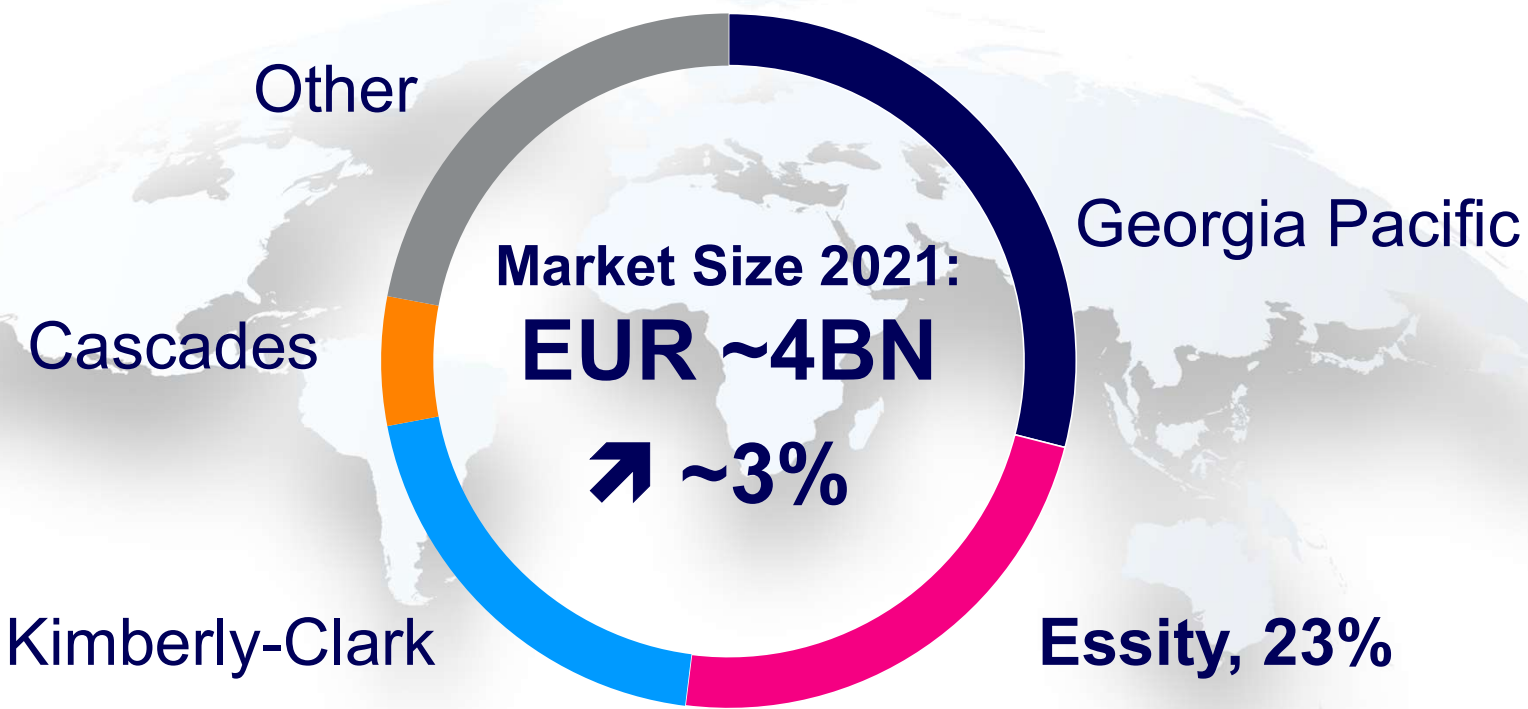


↗ Expected Market Growth CAGR (Compound Annual Growth Rate) 2023-2027

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.



#2 in North America

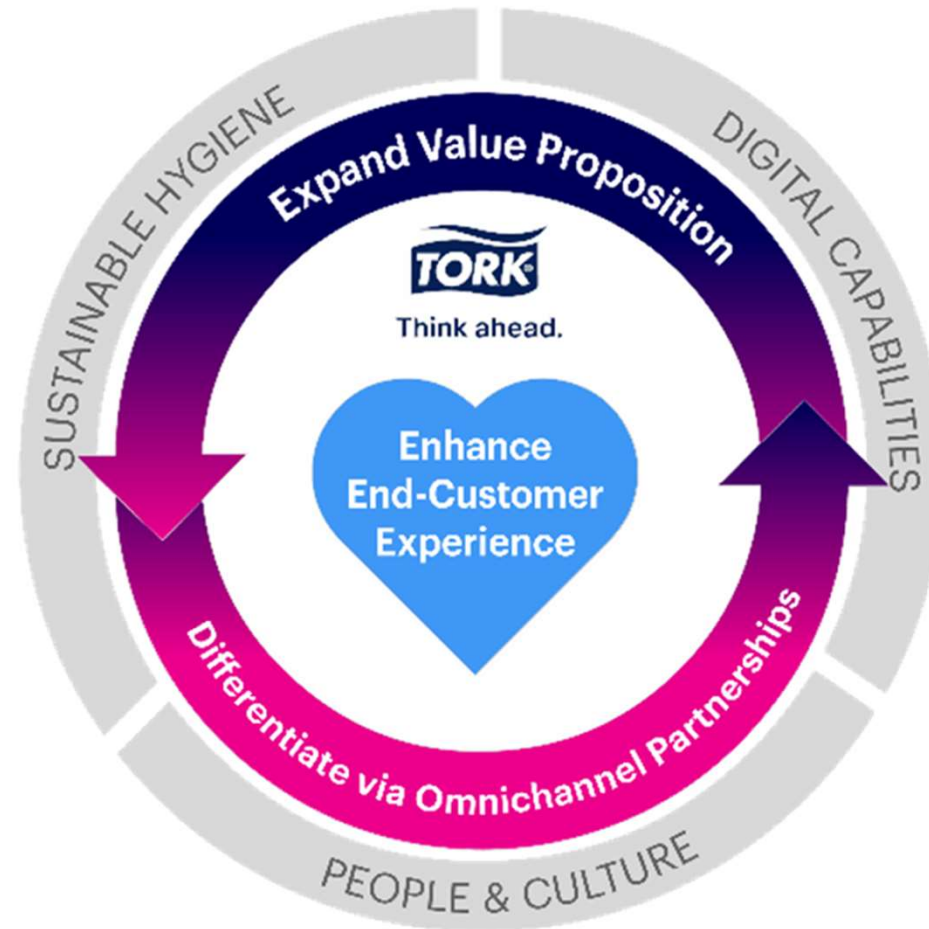


↗ Expected Market Growth CAGR (Compound Annual Growth Rate) 2023-2027

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.



Tork, the Global Shaper in Professional Hygiene





Tissue, Services & Solutions

Tork PeakServe[®] Important Benefits



600

More guests
served



250%

More hand
towels



X2

Carry double
the towels



3 sec

Quicker than
jet air dryers



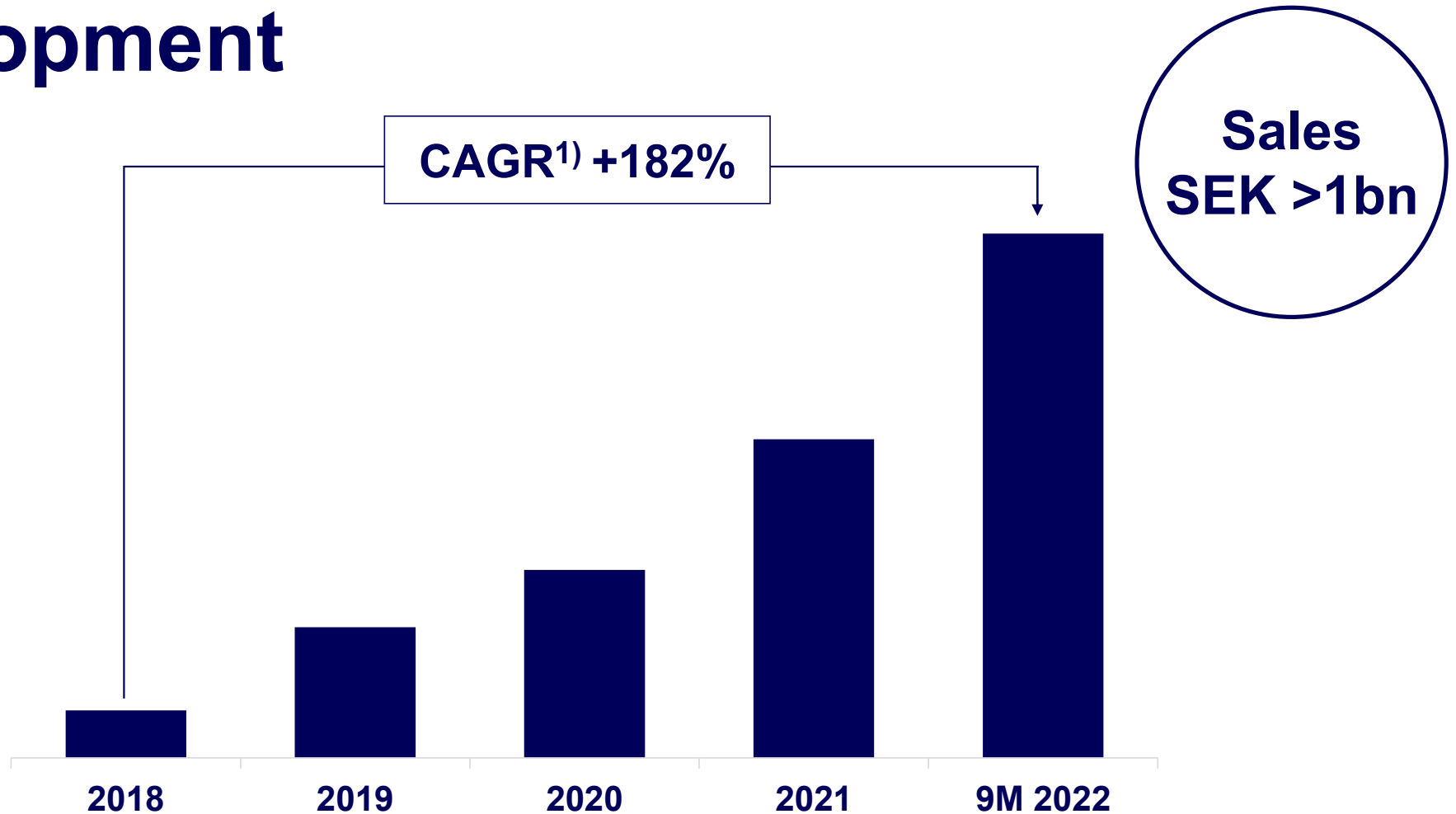
1/2

Cut refill
time in half

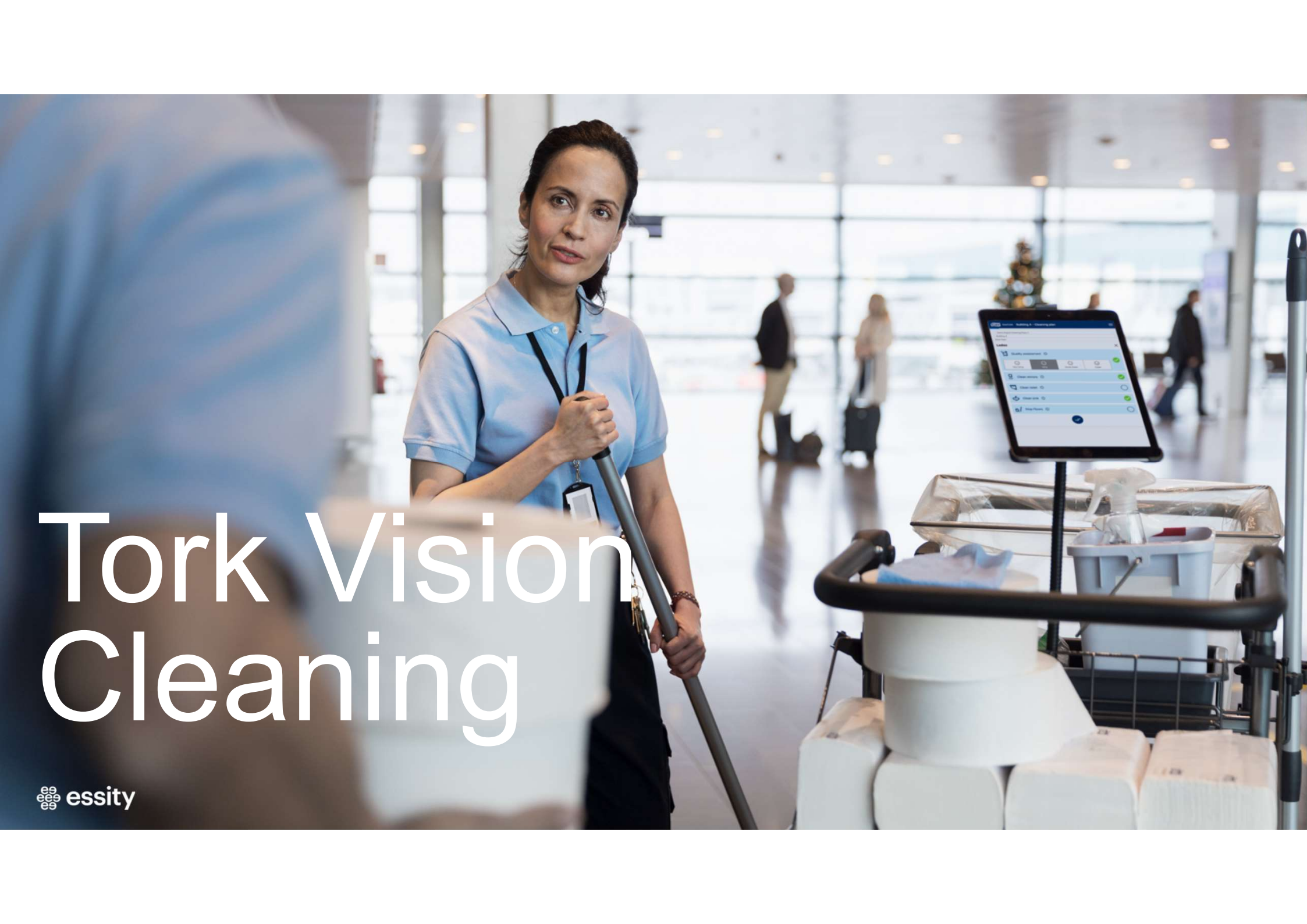
Tork PeakServe® Serving Facilities With One System Across Many Markets



Tork PeakServe® Strong Sales Development



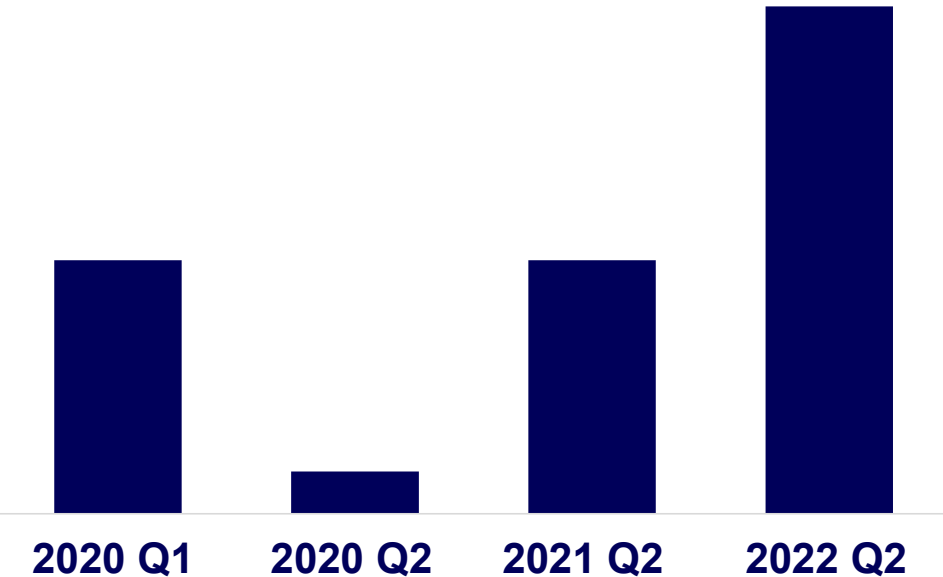
¹⁾Compound Annual Growth Rate



Tork Vision Cleaning

Actual Results from Major European Airport Using Tork Vision Cleaning

Number of Visitors



100% more visitors

70% fewer cleans

0% complaints about empty dispensers

New York Vision Cleaning Customers This Year





Tork PaperCircle

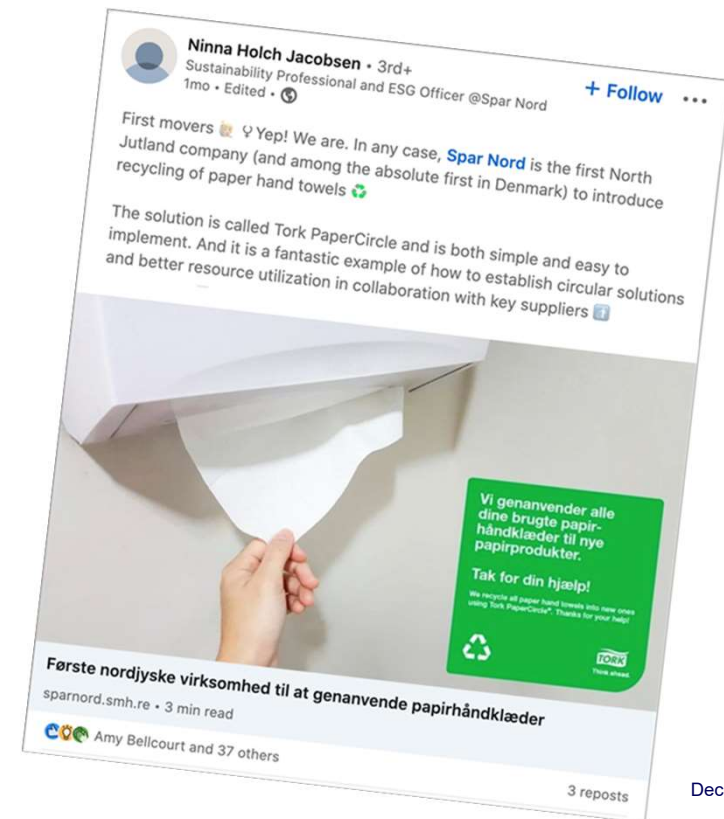
 essity

Tork PaperCircle® Circular Service for Paper Hand Towels



Tork PaperCircle in 14 Markets

35 million people have access to Tork PaperCircle supporting a more circular planet



Soaps & Sanitizers

Soaps & Sanitizers

A Prioritized Growth Area

Leading innovations

Targeted Go-To-Market

Awareness & Training



Innovation Award Winner



TORK Think ahead.

Tork Clarity Hand Washing Foam Soap

ISSA SHOW
2022 INNOVATION AWARDS
INDUSTRY CHOICE AWARD



To learn more, visit www.TorkUSA.com/ISSA

Soaps & Sanitizers

+21%

**Organic Sales
Growth
9M 2022**



Wiping & Cleaning

essity

Wiping & Cleaning

A Prioritized Growth Area

**Continued organic growth
with geographic expansion**

**Accelerating growth through
M&A and Partnerships**

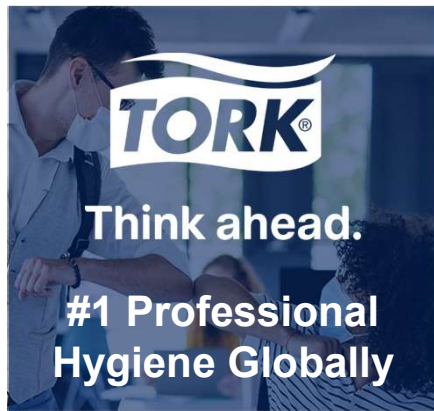
Capability Building



Expanding Wiping & Cleaning in North America



Combining the Strength of Leading Brands for Disinfection



Wiping & Cleaning



+20%

**Organic Sales
Growth**

9M 2022

Accelerating Digitalization



Strong Trajectory of Direct E-commerce Business



¹⁾Compound Annual Growth Rate

Winning with Distributors via Differentiated Omni-channel Approach

Starting with optimized digital content

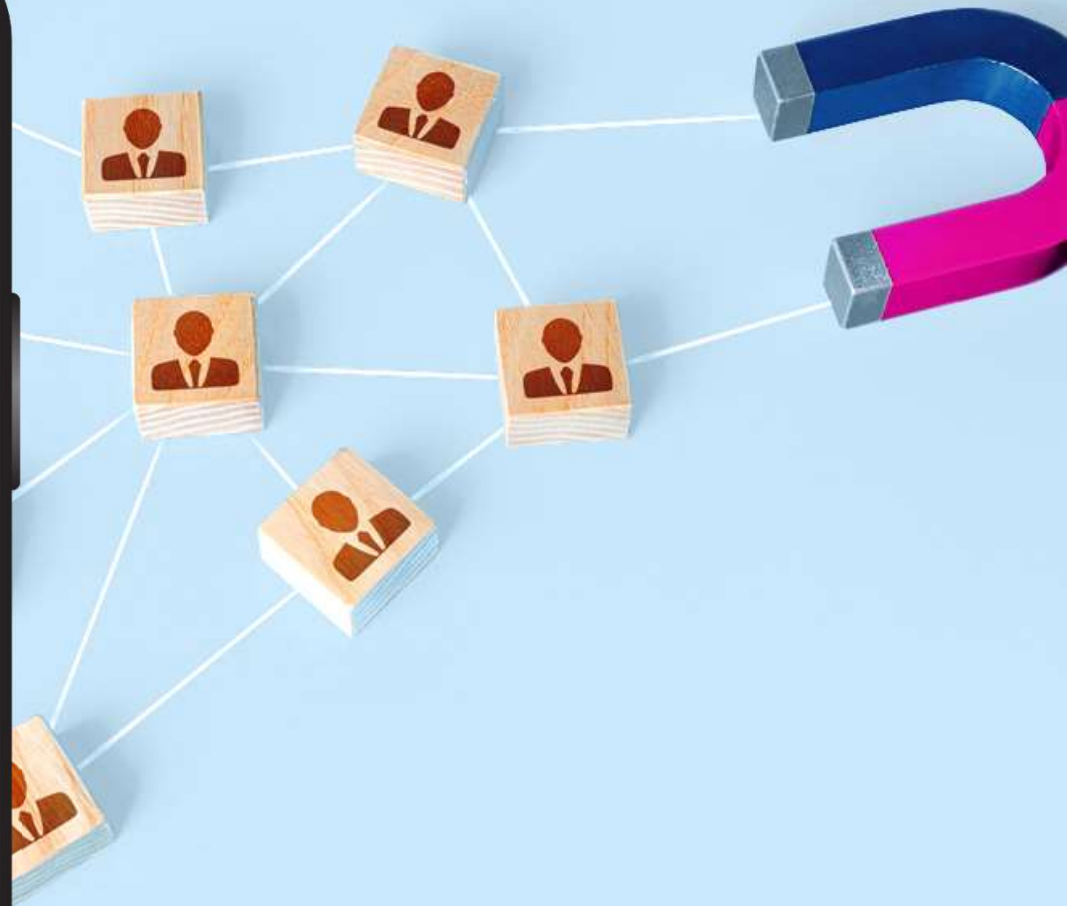
The image shows a hand holding a smartphone that displays an Amazon product page for Tork PeakServe Continuous Paper Hand Towels. The product is described as 'Tork PeakServe Continuous Paper Hand Towels White H5, Premium, Compressed, 12 x 270 sheets, 105066'. The price is \$78.80 (\$2.45 / 100 Sheets). A financing option is offered: 'Pay \$13.13/month for 6 months (plus S&H, tax) with 0% interest equal monthly payments when you're approved for an Amazon Store Card. Available at a lower price from other sellers that may not offer free Prime shipping.' The product specifications include: Brand: Tork, Unit Count: 3240.0 Count, Sheet Count: 3240, Ply Rating: 1-Ply, Color: White. An 'About this item' section lists several benefits, such as improved performance compared to other refills, 20% more absorbency, and compatibility with H5 dispensers. The right side of the screen shows the purchase options, including 'Add to Cart' and 'Buy Now' buttons, and a note that 'Only 10 left in stock - order soon'. A pink circular callout on the right side of the phone screen contains the text: 'Proven to Drive up to +43% Sell-Out'.

Leveraging Digital to Deliver Superior Customer Experiences





- > Digitalization efforts accelerating
- > Expand direct e-commerce models
- > Win via **differentiated omni-channel** approach
- > Leverage digital to **deliver superior customer experiences**





Growing in Emerging Markets

Emerging Markets

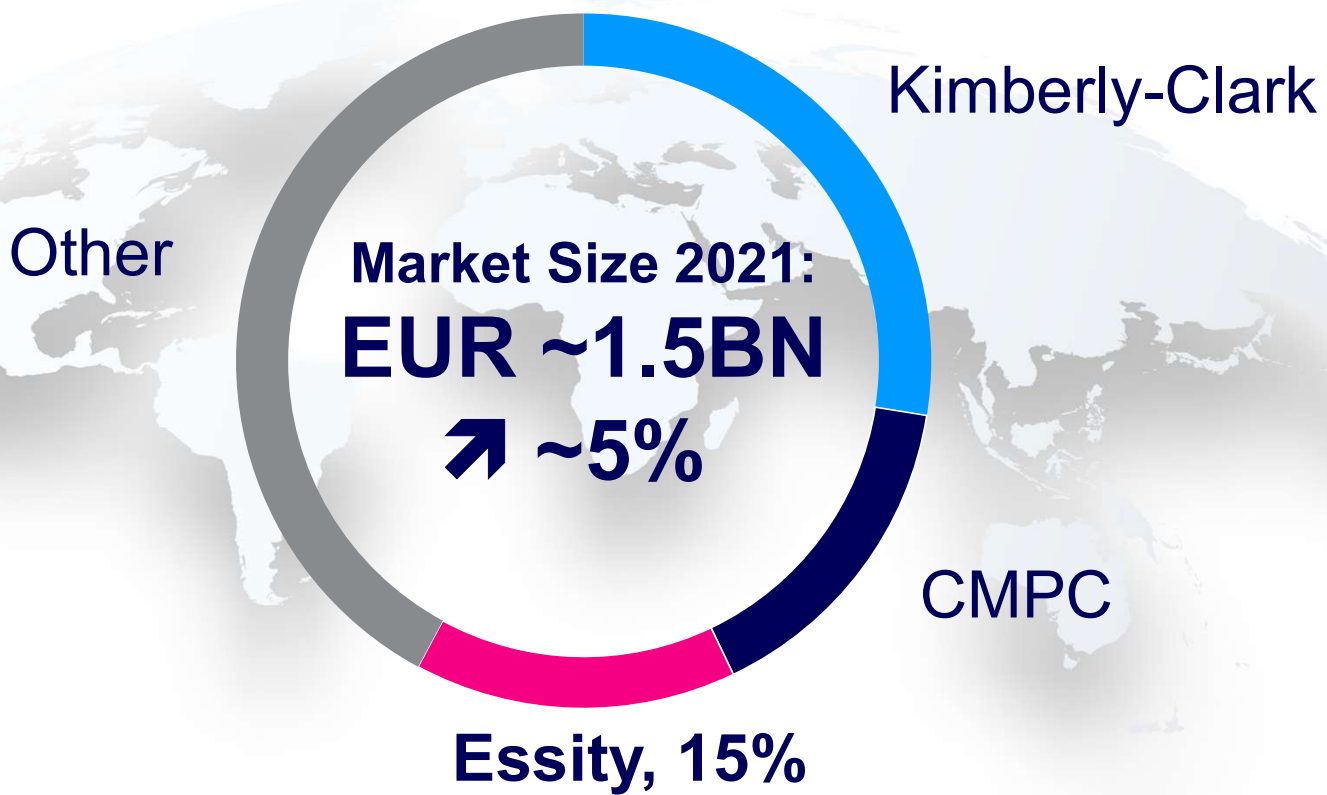


Market Size 2021:
EUR ~4.5BN
↗ **6-7%**

↗ Expected Market Growth CAGR (Compound Annual Growth Rate) 2023-2027

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.

#3 in Latin America



↗ Expected Market Growth CAGR (Compound Annual Growth Rate) 2023-2027

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.



Professional Hygiene Latin America Development of Sales and Profitability

Net Sales
CAGR¹⁾
+8.5%

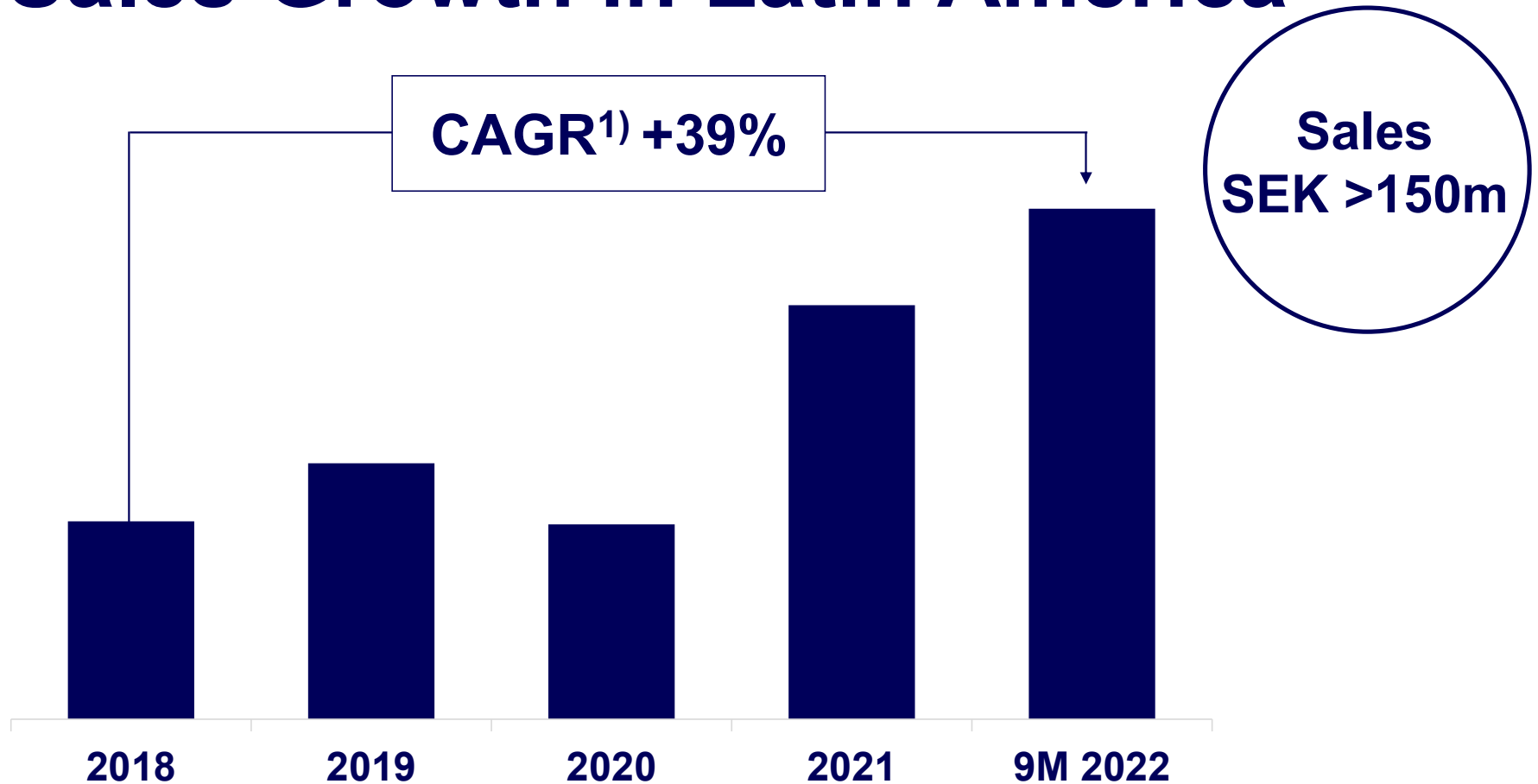
Adj EBITA²⁾
CAGR¹⁾
+14%

¹⁾ Compound Annual Growth Rate 2015-2021
²⁾ Excluding items affecting comparability



Tork SmartOne®

Tork SmartOne® Strong Sales Growth in Latin America

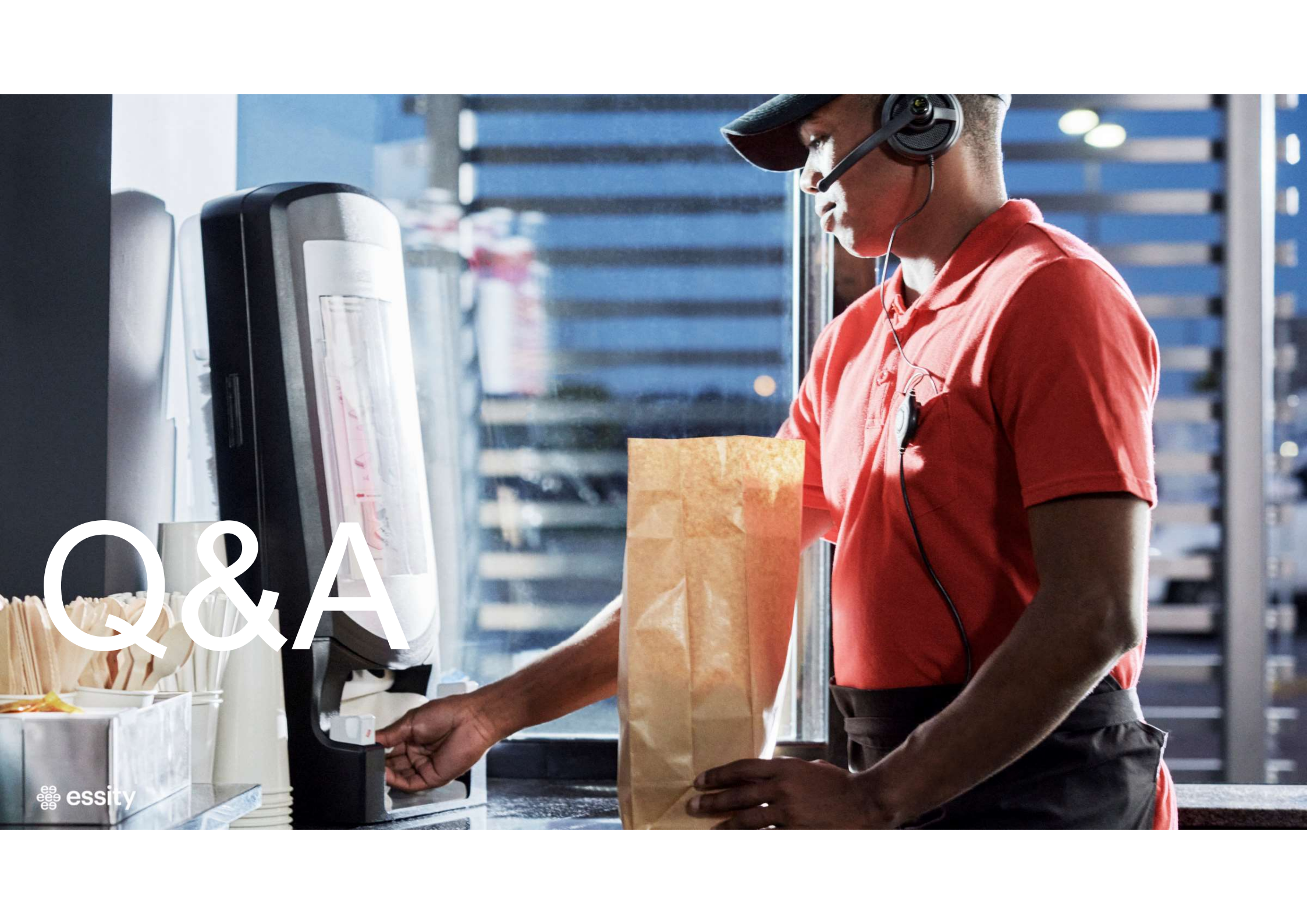


¹⁾Compound Annual Growth Rate

Priorities

- Continue **price management**
- Maintain and further strengthen Tork as the **unique leader in sustainable** hygiene solutions
- **Innovate** to further enhance end customer experience
- **Accelerate growth** in the high margin & high growth segments and channels
- Continue to grow in **selected D&E markets**





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.

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 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, regulatory, 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 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, competition law, privacy, tax, environmental and other sustainability matters, 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.

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.

This presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any of our securities.

Investor Relations Contacts

