

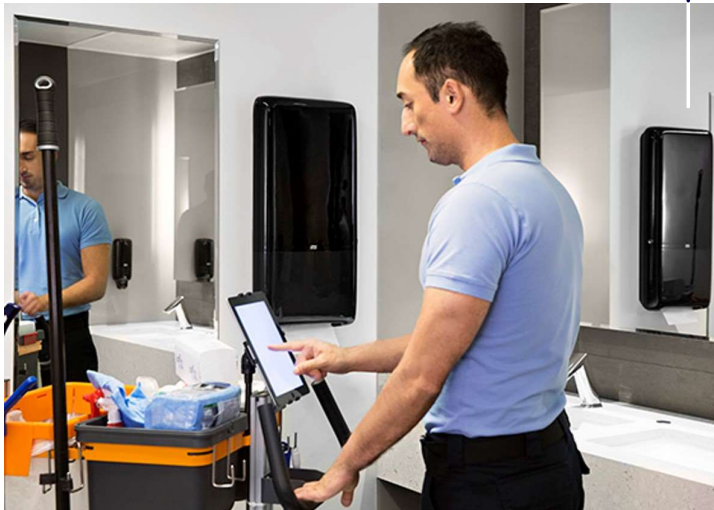
Welcome to Essity's Business Area Web Presentations

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

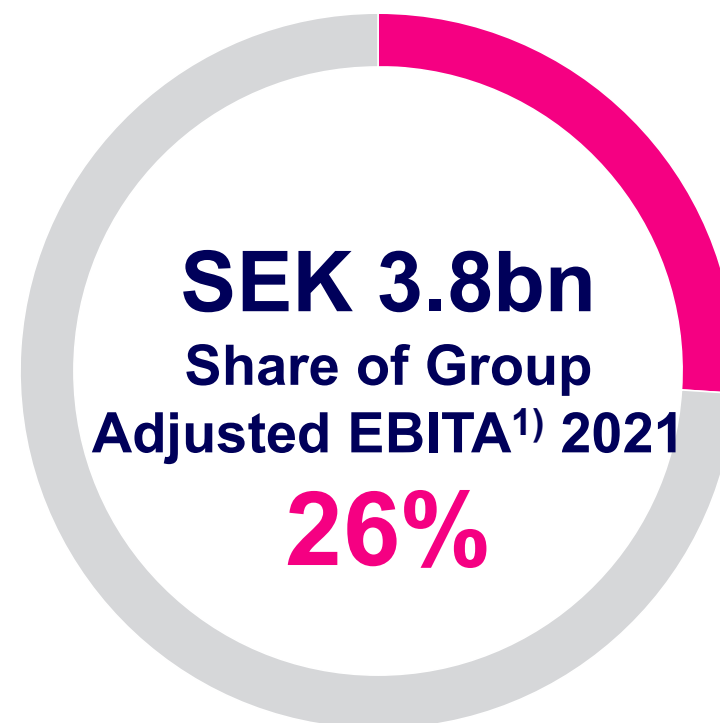


**December 9, 2022
at 15:00– 16:00 CET**

Health & Medical



Health & Medical



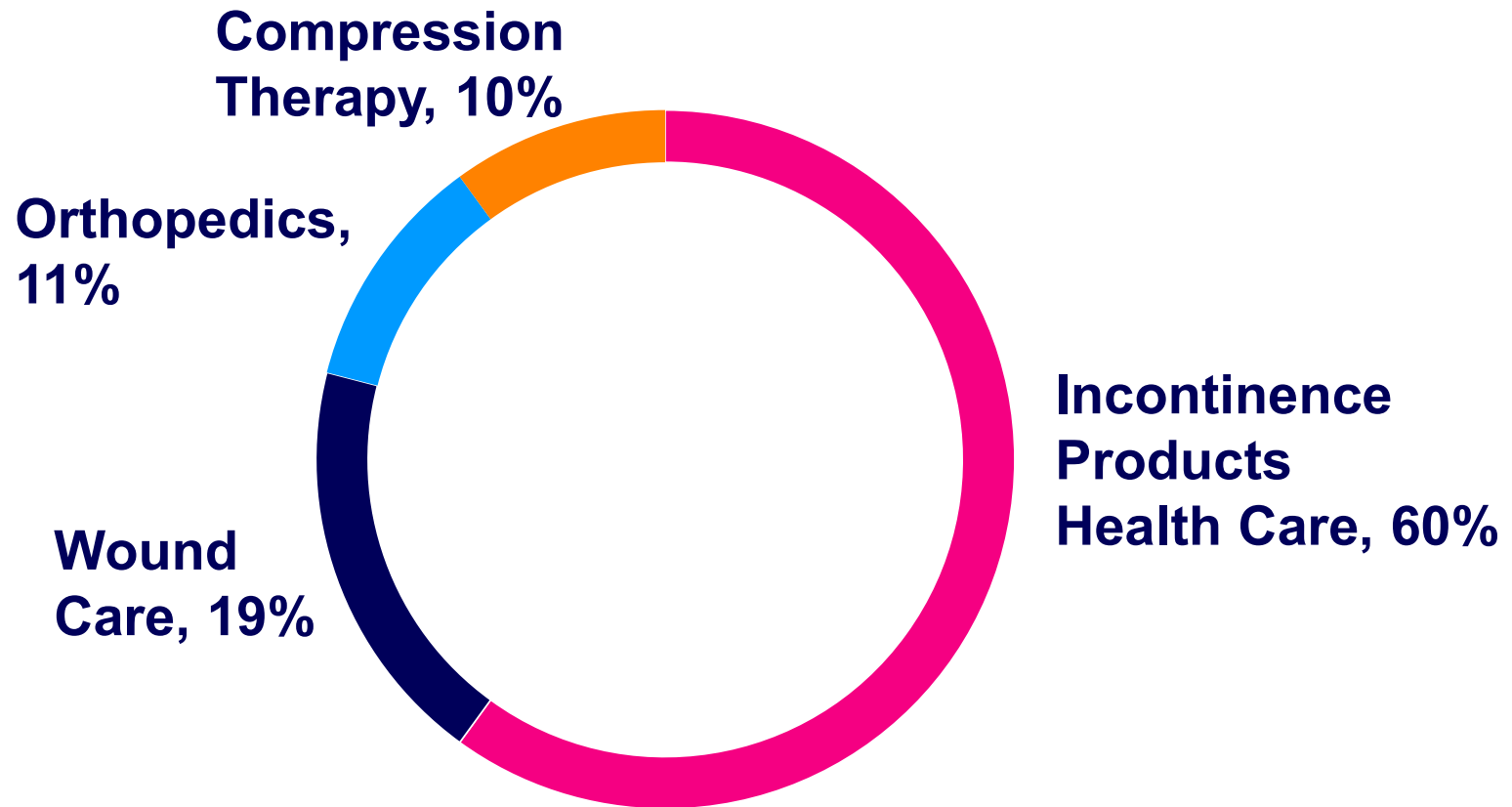
¹⁾ Excluding items affecting comparability



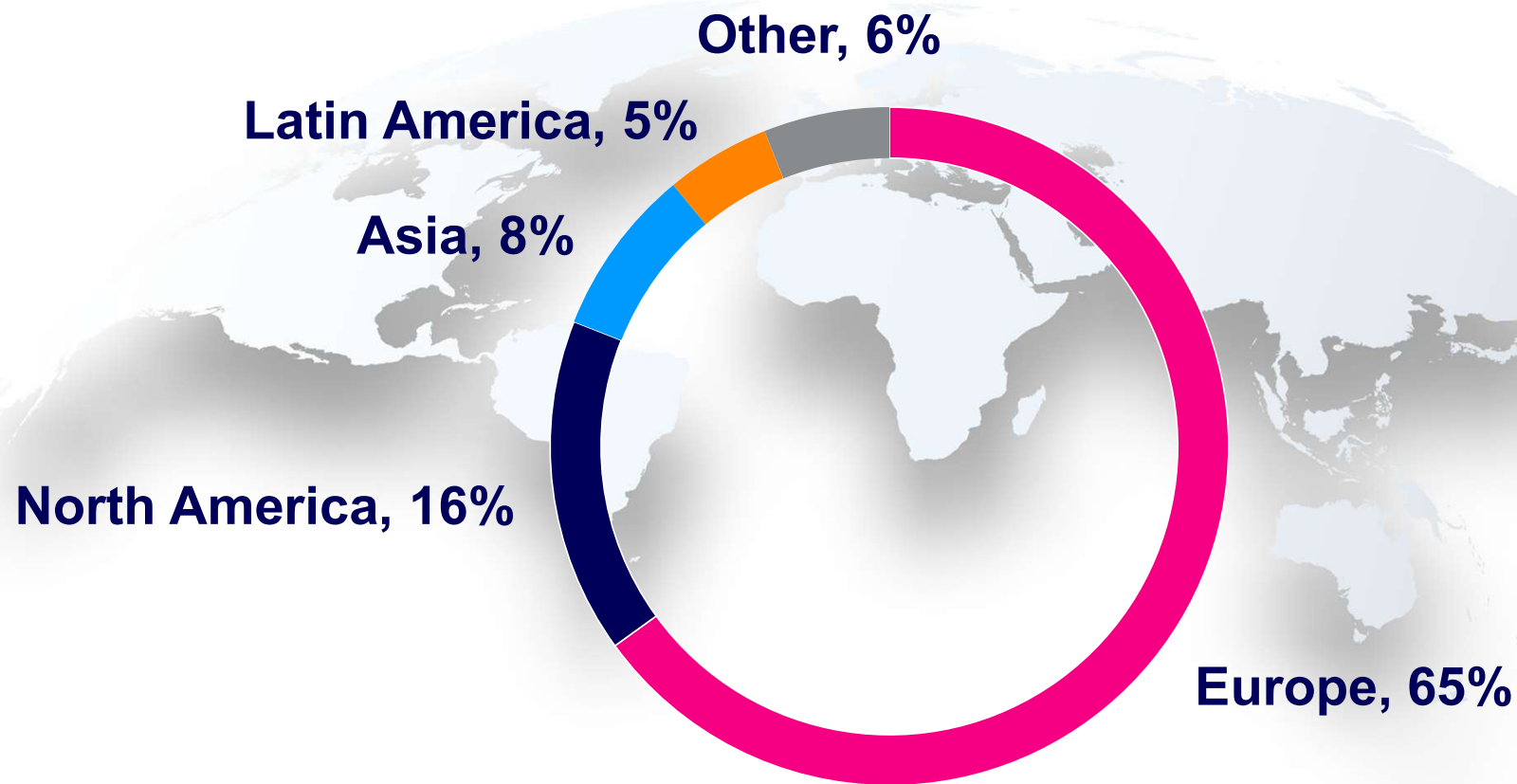
Business Area Web Presentation - Health & Medical

December 7, 2022

Net Sales Split 2021 – Categories



Net Sales Split 2021 – Geographies



Key Figures 9M 2022

+10.8%

Net sales growth¹⁾

37.3%

Adjusted gross margin²⁾

11.8%

Adjusted EBITA margin²⁾

9.5%

Adjusted ROCE²⁾

¹⁾ Including organic sales growth and acquisitions

²⁾ Excluding items affecting comparability



Business Area Web Presentation - Health & Medical

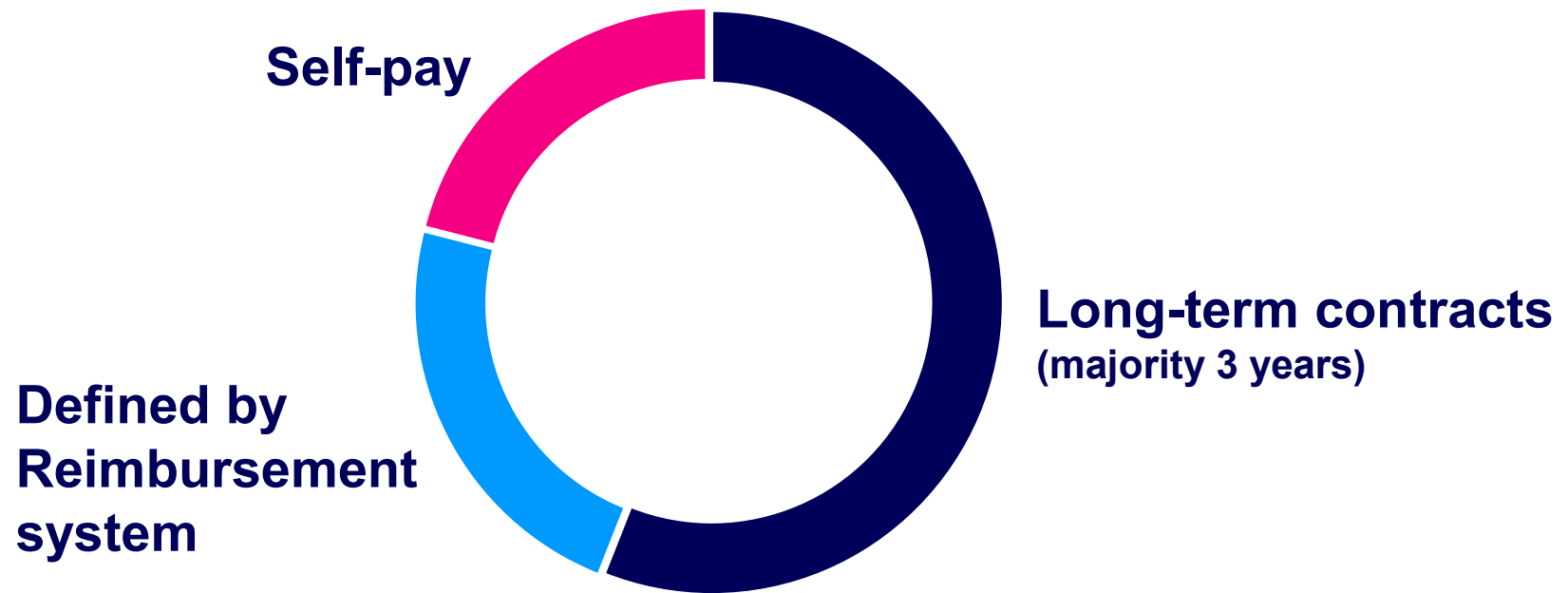


Health & Medical

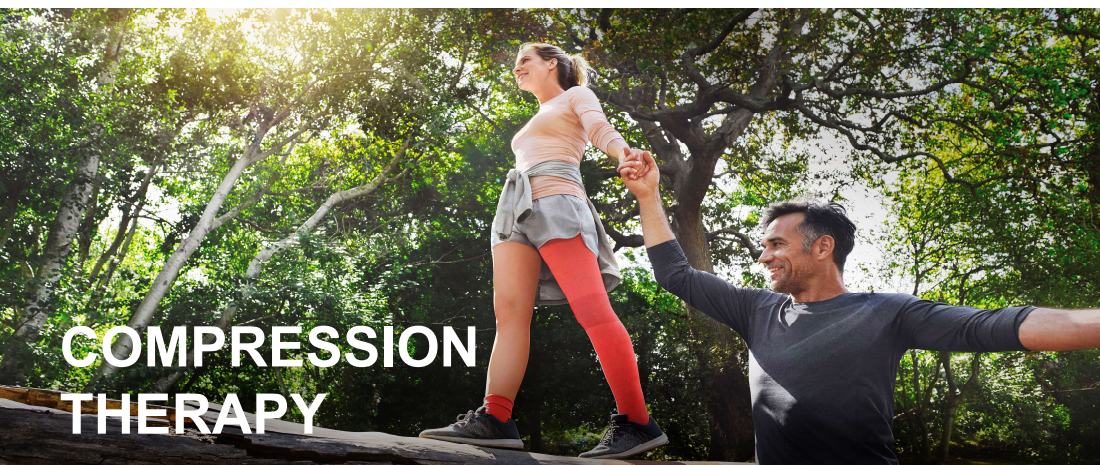


Current Environment

Why Price Increases Take Longer in Incontinence Products Health Care



Health & Medical Categories



Health & Medical Products and Brands



INCONTINENCE PRODUCTS



WOUND CARE

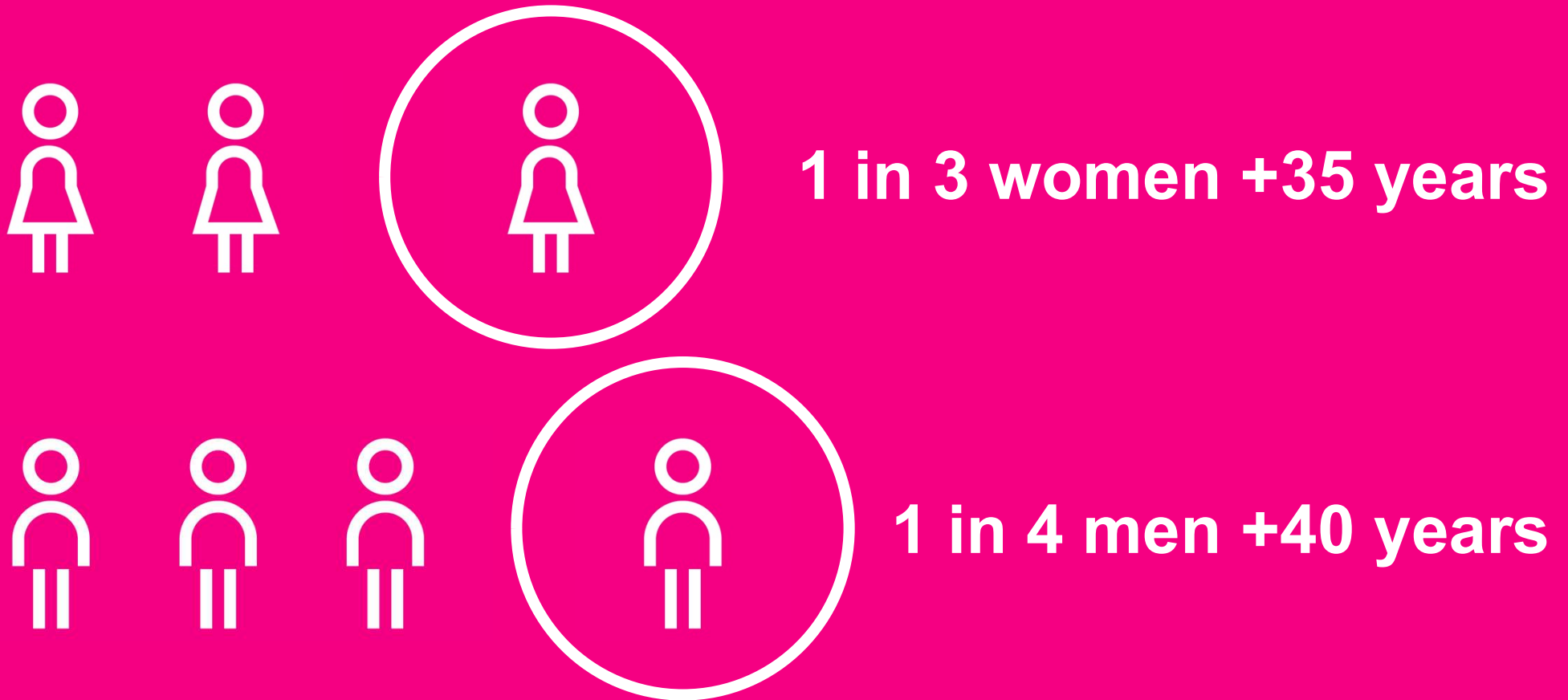


COMPRESSION THERAPY



ORTHOPEDICS

>400 Million People Worldwide Suffer from Incontinence



Source: Irwin et al, Worldwide prevalence estimates of lower urinary tract symptoms, overactive bladder, urinary incontinence and bladder outlet obstruction, 2010

Compression Therapy for Lymphatic and Venous Conditions

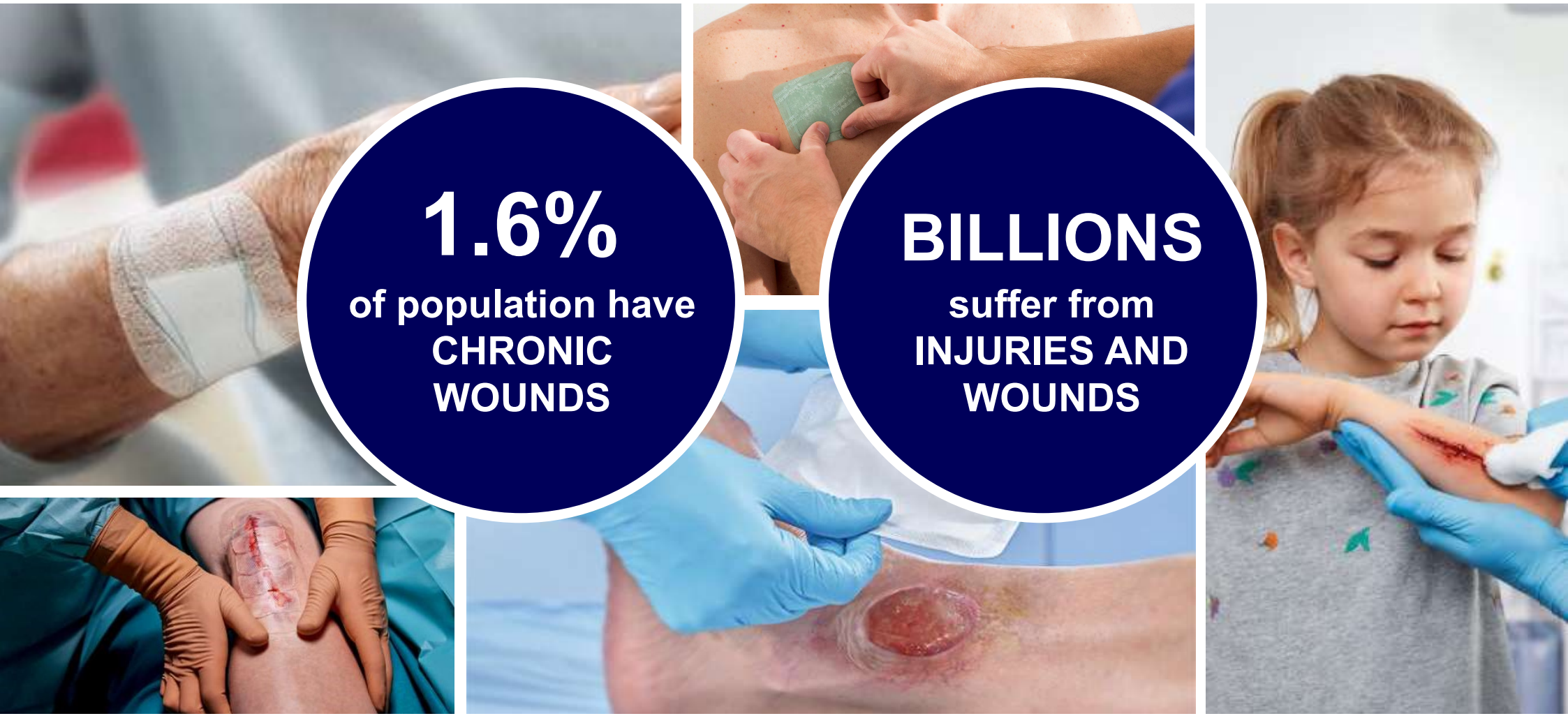


>150M
people suffer from
LYMPHEDEMA

>5%
of adult population¹⁾
affected by
**CHRONIC VENOUS
INSUFFICIENCY**

¹⁾ In developed countries


Treating Chronic and Surgical Wounds, Cuts and Scratches



1.6%
of population have
**CHRONIC
WOUNDS**

BILLIONS
suffer from
**INJURIES AND
WOUNDS**

High Prevalence for Orthopedic Injuries and Chronic Conditions



**Hundreds
of Millions**
orthopedic injuries
per year, globally

10%
of population +60
years suffer from
OSTEOARTHRITIS

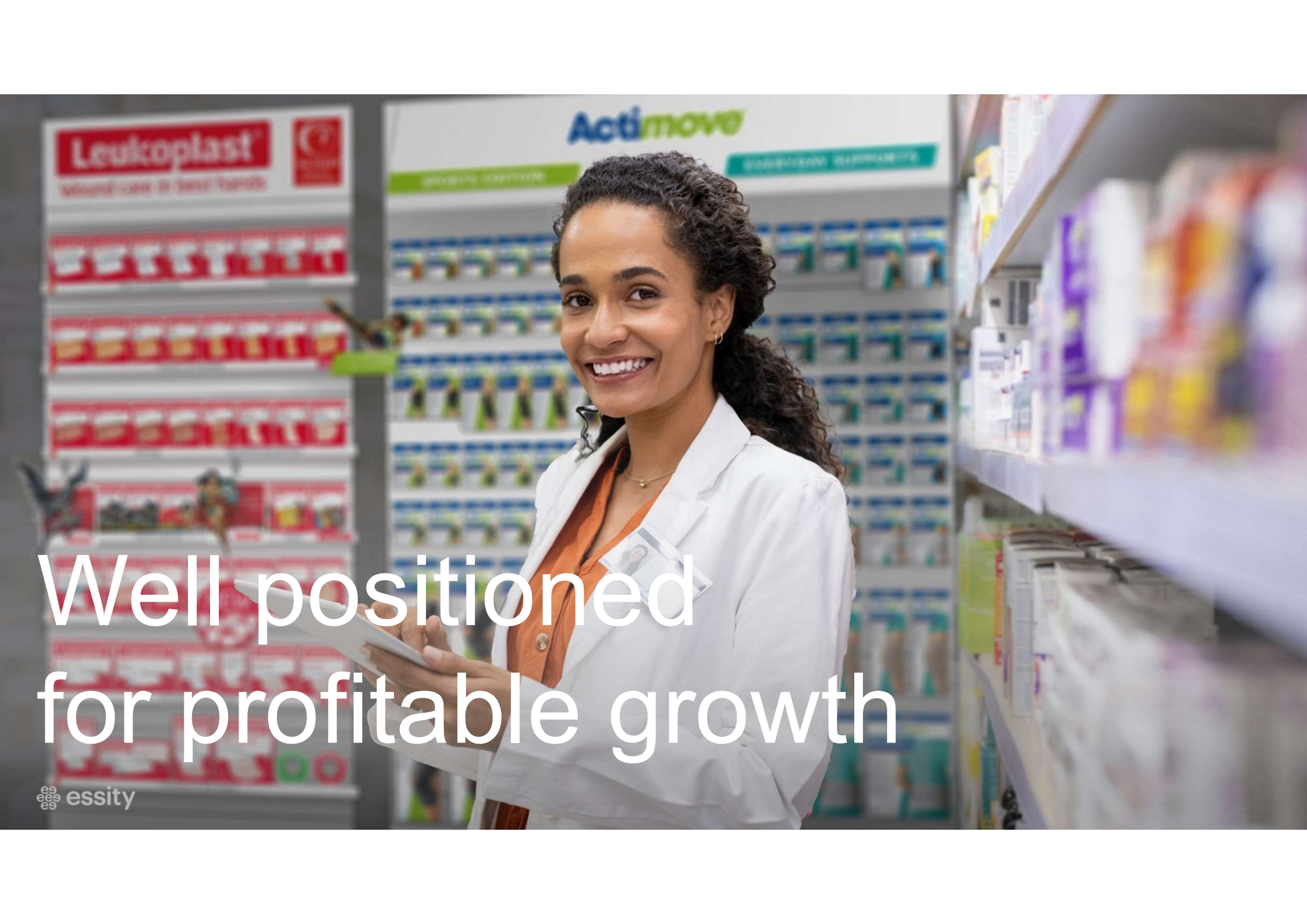
Current Addressable Market Health & Medical



Market Size 2021:
EUR ~15BN
↗ **>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.



Well positioned
for profitable growth

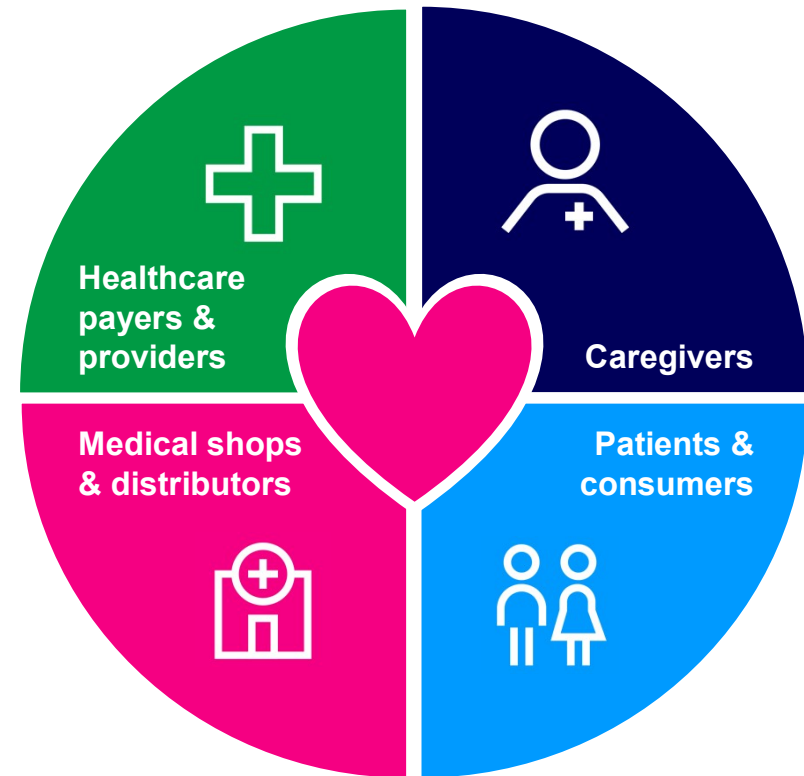
Global Market Positions



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.

Unique Set of Capabilities Combining Consumer and Medical Expertise

- Strong R&D capabilities
- Customer insights - all stakeholders
- Broad channel presence
- Medical expertise
- Benchmark in Brand building
- Consumer/Shopper know-how







Wound Care

Take the Lead,
Leveraging our unique solutions



Wound Care – Upward Moving #5



↗ 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.

Innovations Leukomed T plus Skin Sensitive Leukoplast Eco



Wound Care

+12%

**Organic Sales
Growth
9M 2022**

Compression Therapy - Essity Global #1



↗ 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.

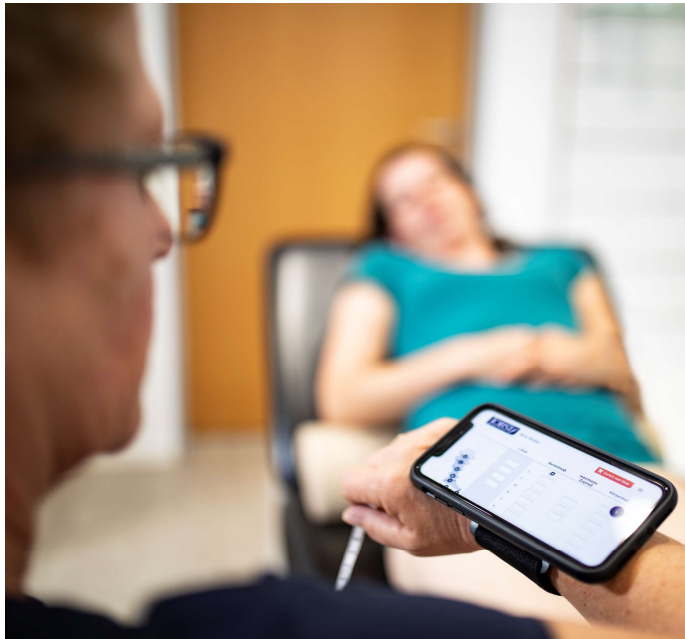


Compression Therapy

Strengthen our #1 Position

Delighting All Stakeholders

Convenience
for **the customer**



Health Economic benefits
for **the payer**



Superior comfort & style
for **the user**



Innovation JOBST

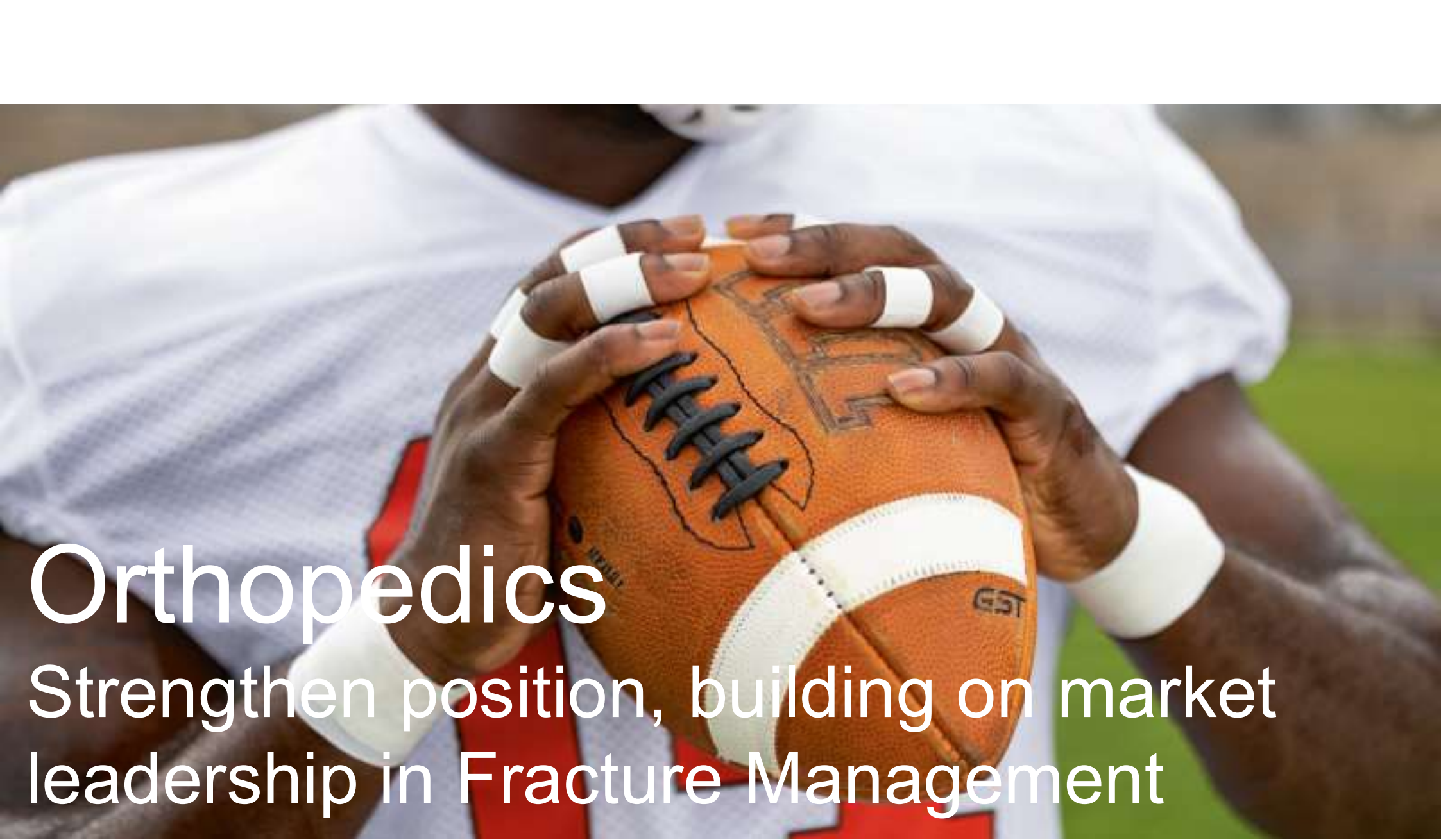


Orthopedics – Fragmented Market with Many Growth Opportunities



↗ 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.



Orthopedics

Strengthen position, building on market leadership in Fracture Management

Orthopedics

+8%

Organic Sales
Growth
9M 2022

+37%

Organic Sales
Growth
Physiotherapy



Incontinence Products

Lead & Shape the Market

TENA Global #1

Incontinence Products Health Care



↗ 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.

TENA North America #3

Incontinence Products Health Care



↗ 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.

TENA Europe #1

Incontinence Products Health Care



↗ 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.

Innovation

TENA Proskin Flex



Best Individual Care & Best Use of Available Resources

**WIDE RANGE
OF TENA
PRODUCTS**



**TRAINING AND
SUPPORT**



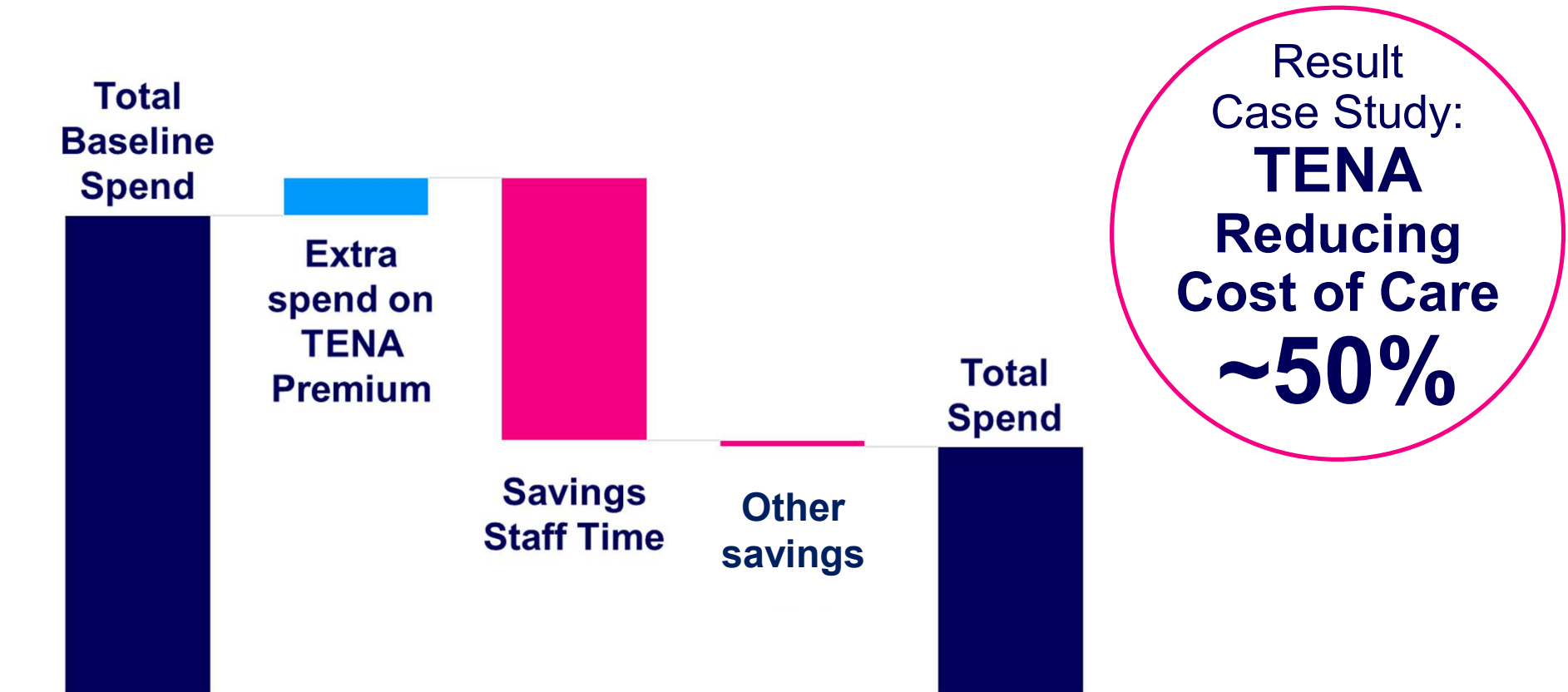
**TENA
SMARTCARE
DIGITAL
SOLUTIONS**



TENA TOOLS



Enabling Cost Efficient Quality Care



Value based procurement pilot

Expansion Strategy for Profitable Growth

CHANNELS/CUSTOMERS



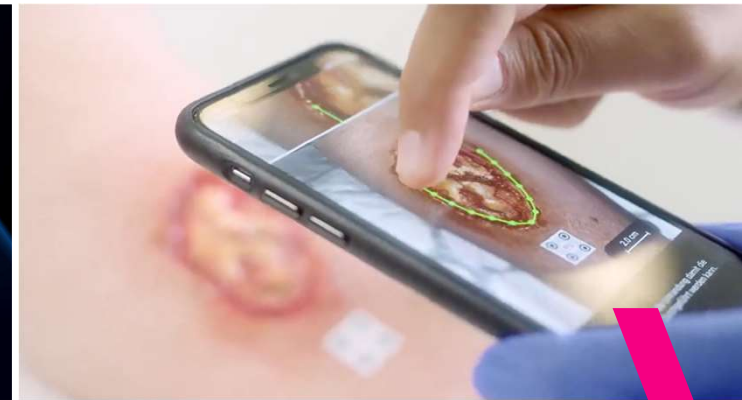
- Home Care
- Care Giving relatives
- Selfpay

GEOGRAPHIES



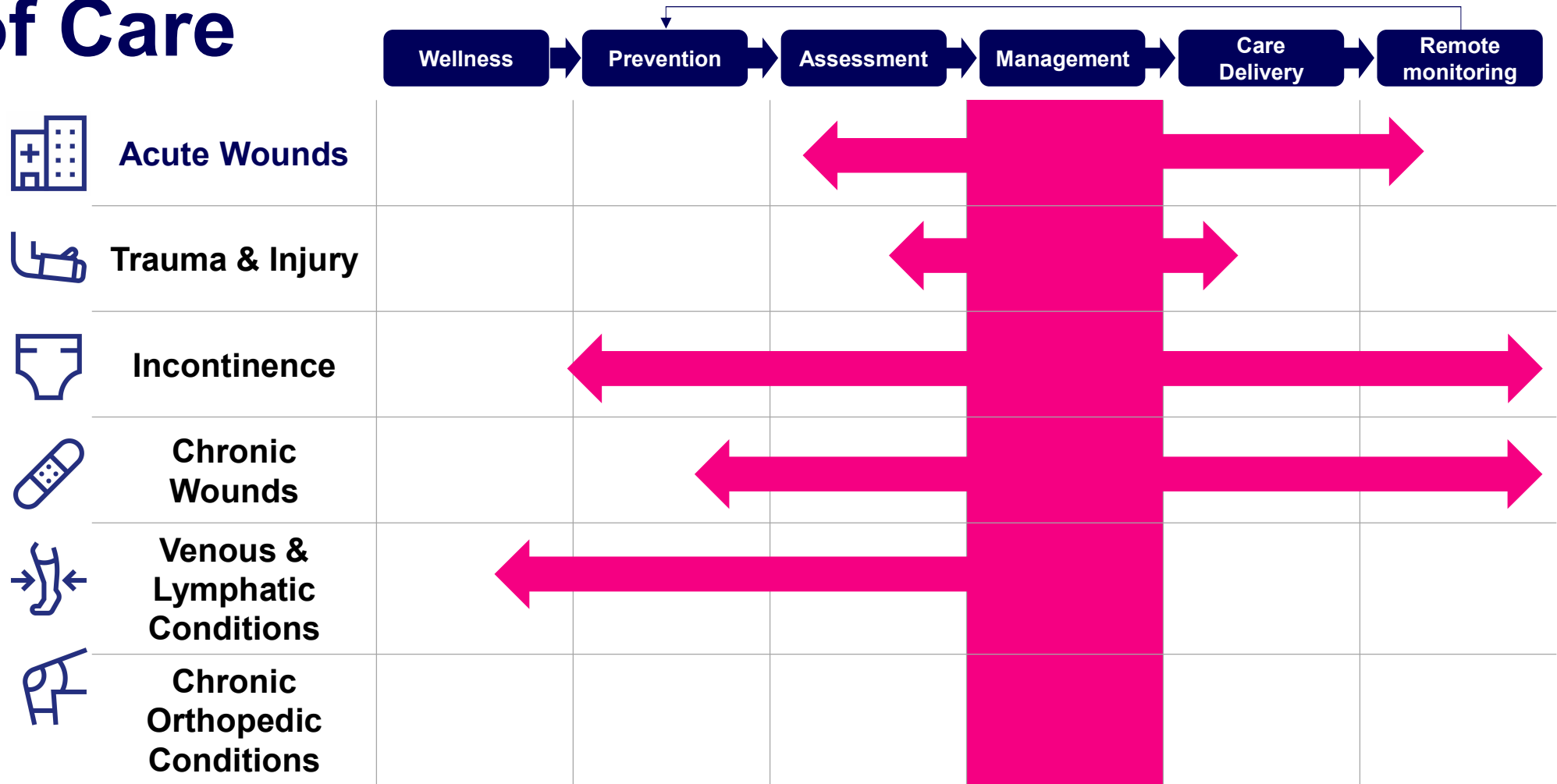
- Emerging markets
- Penetration globally

OFFERS



- Sustainable solutions
- Continuum of care
- Digital solutions

Expanding Offering Along Continuum of Care



TENA SmartCare

Up to
28%
Waste
Reduction

Up to
29%
Less
Leakages

Up to
57%
Reduced
response time

UK

Part of
Greener NHS
program

BE

Government
concluded
“must have”

NL

Labeled
“Sensible care”

EU

Part of
sustainable
consumption
workshop







Enhancing customer experience and improving sales & marketing productivity via omnichannel

Priorities

- Continue **price increases** and efficiency improvements
- **Innovate** for differentiation, cost position improvements and sustainability
- Enhance **customer experience**
- Accelerate **growth** in highest margin areas



Health & Medical

Q&A

Cutimed®
Sorbion® Sachet XL

Cutimed®
Siltec® Sacrum
New Design
Self-adherent silicone
bordered foam dressing
with super absorbers

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.

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