

# Interim Report Quarter 3, 2024

Magnus Groth, President and CEO

Fredrik Rystedt, CFO and EVP

October 24, 2024



# Magnus Groth

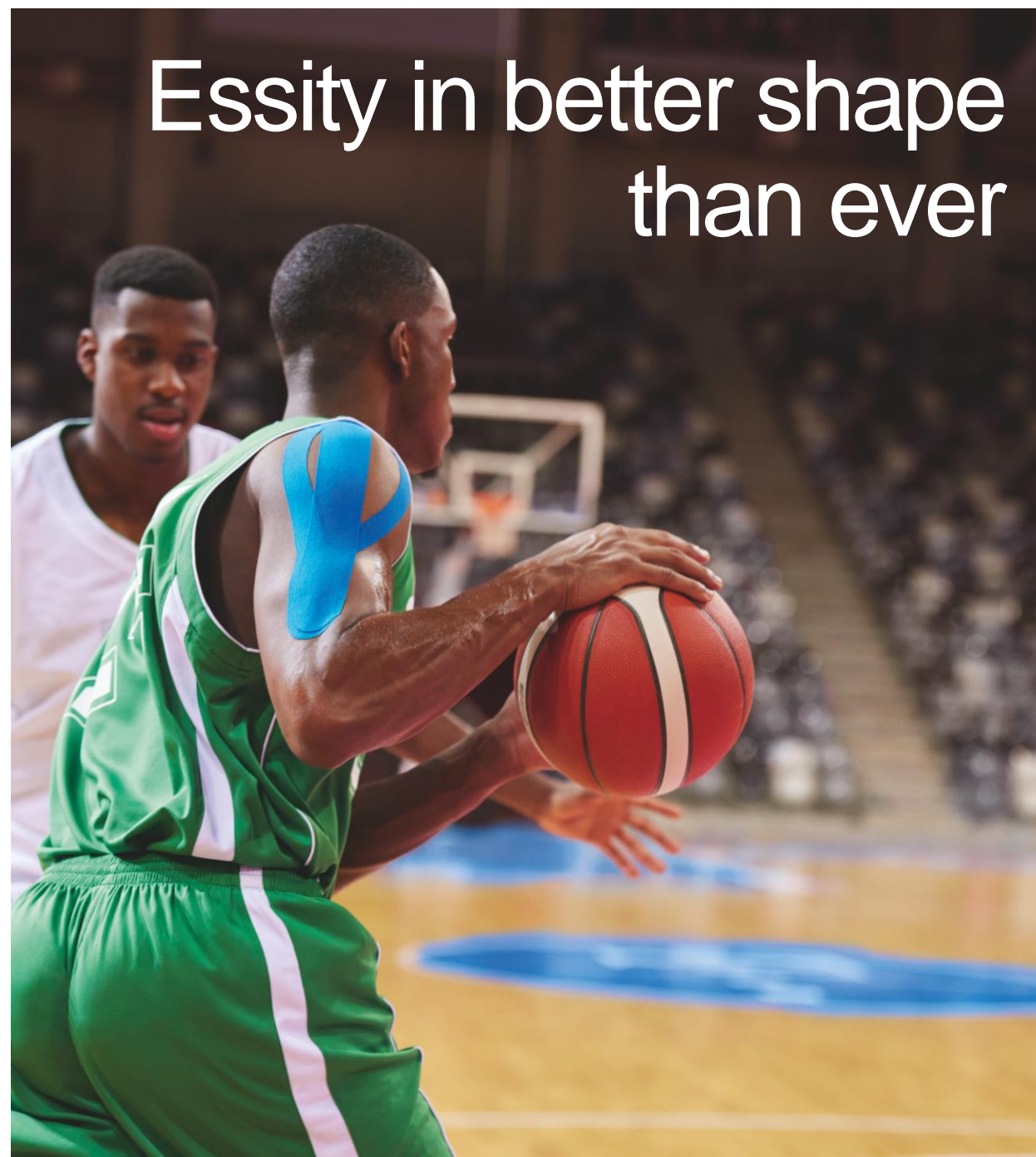
President and CEO



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

# Q3 – Profitable growth and higher market shares

- Higher volumes and market share gains
- Good pricing discipline, sequentially higher prices
- Strong EBITA and higher margin
- Record high cash flow
- Net-Zero emissions target validated by SBTi



# Financial summary

## Q3 2024 vs Q3 2023

Organic Sales Growth

**+1.9%**  
**+3.4%**  
excl restructuring

EBITA excl IAC

**SEK**  
**5,097m**

EBITA Margin excl IAC

**14.1%**  
**+20bps**

ROCE excl IAC

**17.7%**  
**+50bps**



# Our business areas

Accelerating profitable growth



**20%**  
of sales  
9M 2024

## Health & Medical

› Grow to scale



**54%**  
of sales  
9M 2024

## Consumer Goods

› Accelerate high-margin categories



**26%**  
of sales  
9M 2024

## Professional Hygiene

› Expand global leadership

# Health & Medical

## Continued strong development

### Organic sales growth +2.8%

- Higher volumes +2.1%
- Higher prices and positive mix +0.7%
- Incontinence Products Health Care +3.0%
- Medical Solutions +2.6%

### Profitability

- EBITA excl IAC SEK 1,386m
- EBITA margin excl IAC 19.4%, +280bps



The improved flexibility of new Cutimed® Sorbion®, a super-absorbent dressing, allows for easier and more convenient application of the product on difficult wounds and different body contours. A product development that is an improvement both for patients and healthcare professionals.

# Consumer Goods

## Higher volumes in all categories

### Organic sales growth +3.0%

- Higher volumes in all categories +5.3%
- Price/Mix -2.3%
- Incontinence Products Retail +6.3%
- Feminine Care +4.9%
- Baby Care +0.1%
- Consumer Tissue +2.0%

### Profitability

- EBITA excl IAC SEK 2,285m
- EBITA margin excl IAC 11.8%, -30bps



New TENA Pants protect+ offers even better leakage protection, while the product is comfortable and gentle on the skin.

# Consumer Goods – Leading positions with increasing market shares

#1 or #2 Position

Increasing Shares

Increasing or Stable

90%

53%

71%

% of Branded Sales

*Market share development for last 3 months vs Moving Annual Total (12 months rolling)*



# Professional Hygiene

## Strong growth in premium assortment

**Organic sales growth -0.8%, +4.7% excl. restructuring**

- Volumes -4.6%
- Higher prices and positive mix +3.8%

### Profitability

- EBITA excl IAC SEK 1,812m
- EBITA margin excl IAC 18.6%, +10bps



Tork exelCLEAN is a cleaning cloth for lighter cleaning tasks. Stronger and with longer durability than cleaning cloths made from paper, they can be rinsed and re-used.

# Net-Zero emission target validated by SBTi

Greenhouse gas emissions,  
Science-based targets  
Scope 1, 2, 3

Target 2030  
**-35%**

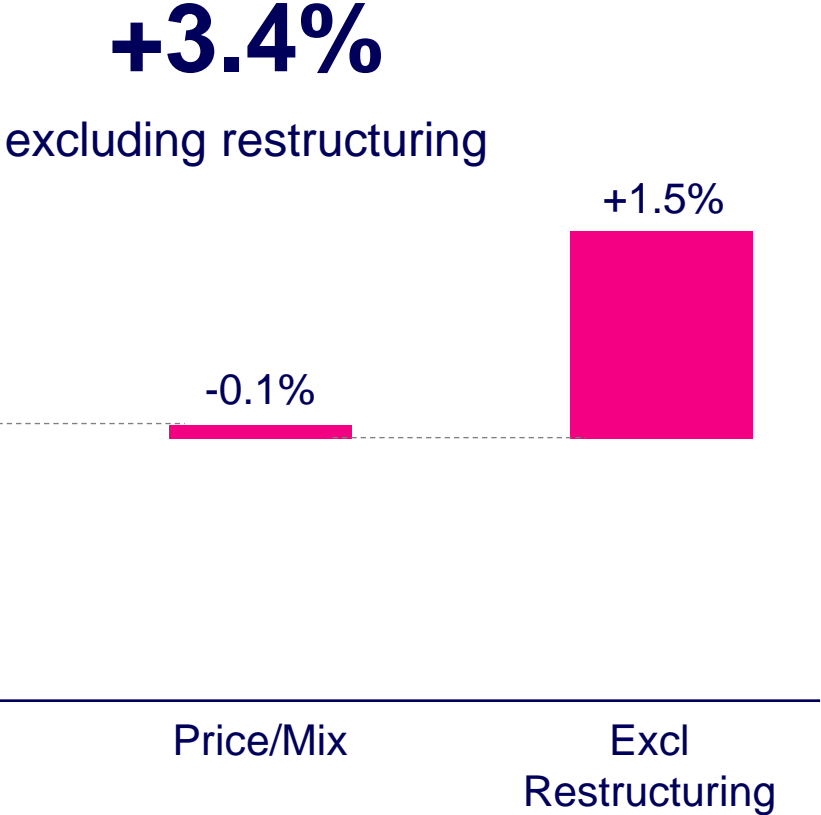
Target 2050  
**Net-Zero**

# Fredrik Rystedt CFO and EVP

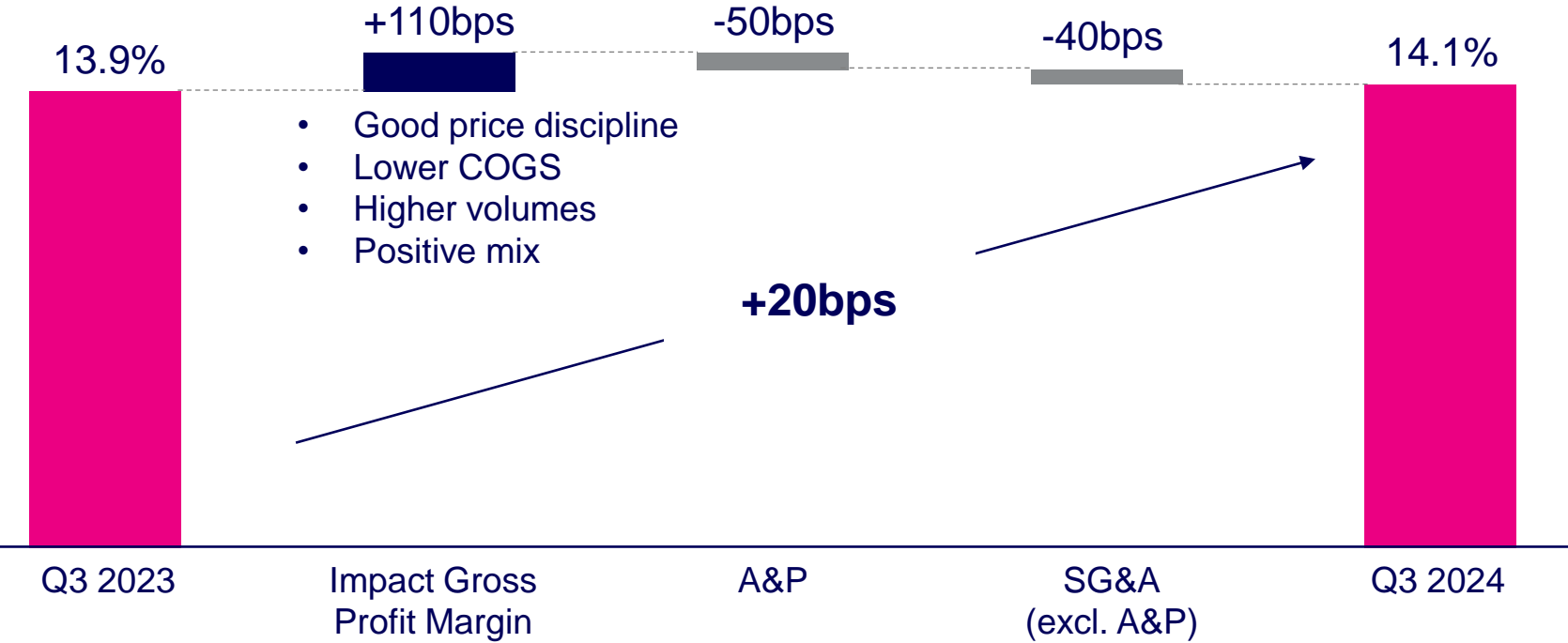


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# Strong organic sales growth

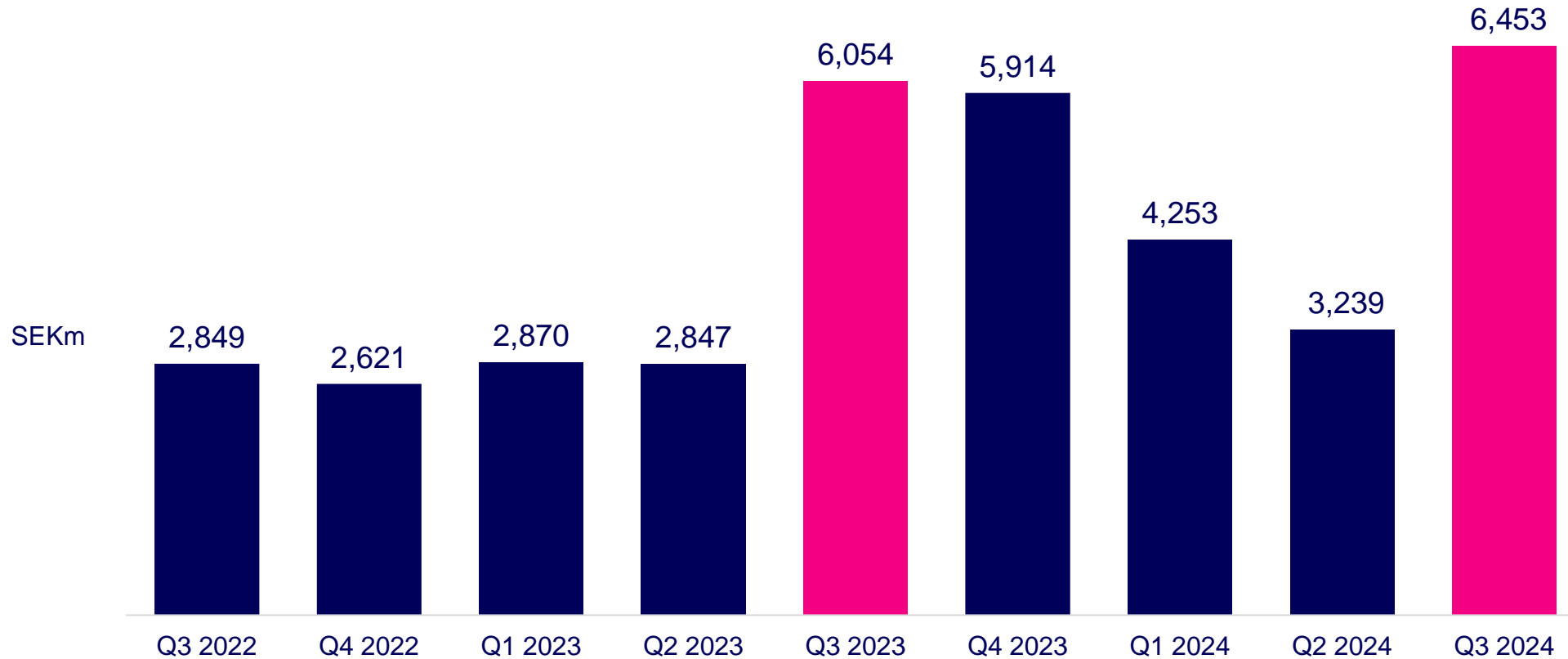


# Higher EBITA margin excl. IAC

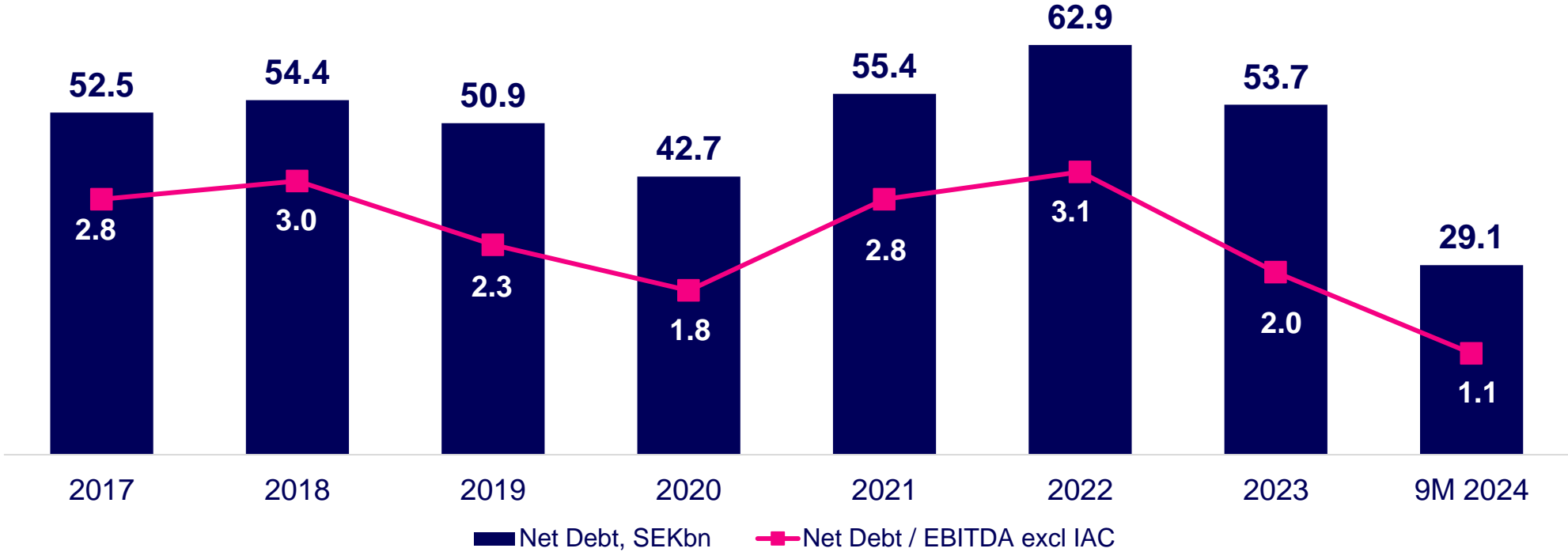


# Record high cash flow generation

## Operating Cash flow



# Strengthened balance sheet





**Capital Markets Day 2024**

# **Accelerating Profitable Growth**

**December 3  
Valls, Spain**



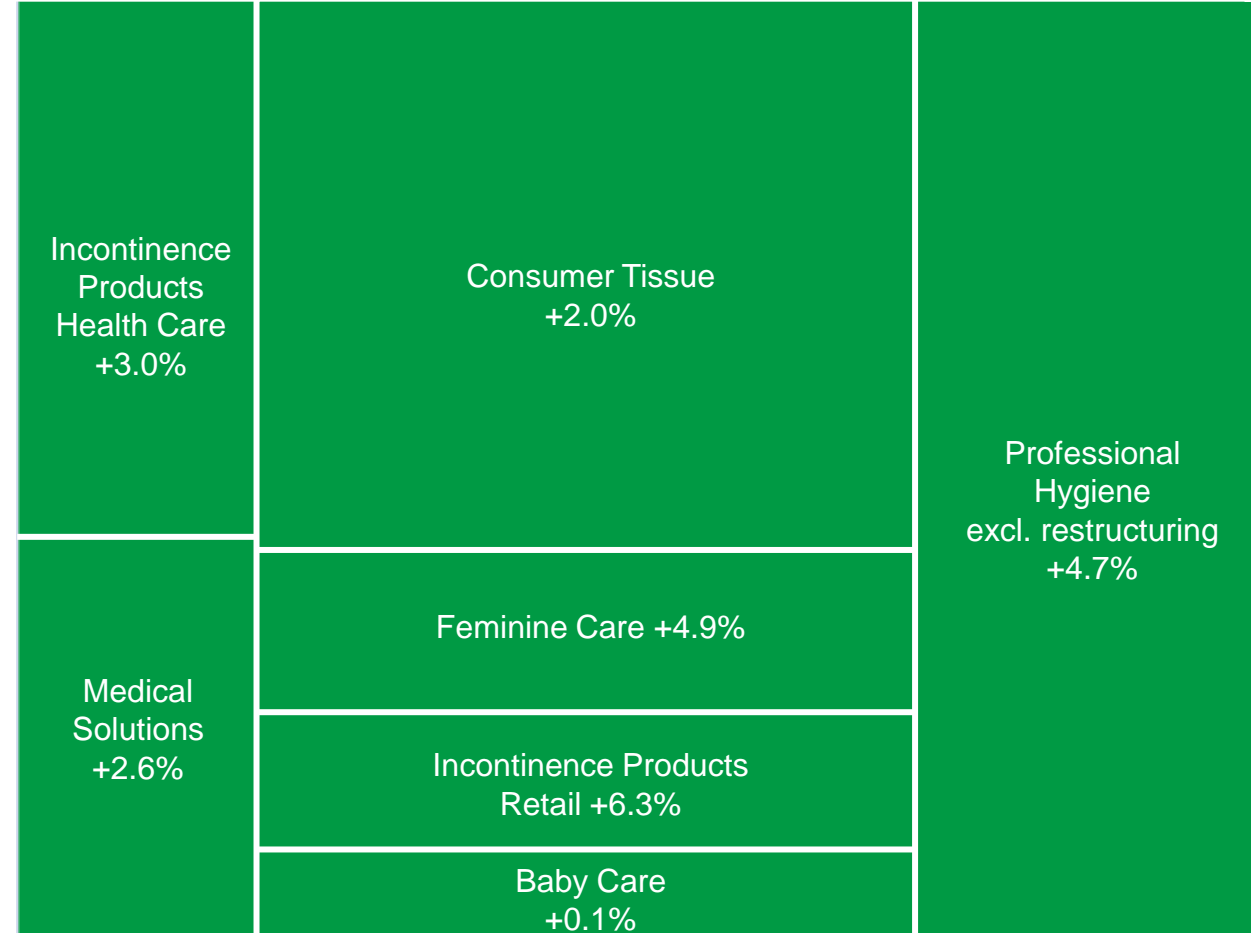
# Q & A



# Summary

- Essity in better shape than ever
- Continued priority to accelerate profitable growth
- Strong development in the quarter with
  - Higher volumes and market share gains
  - Strong EBITA and higher margin
  - Record high cash flow
  - Solid financial position

## Organic Sales Growth Q3 2024 vs Q3 2023



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 report for a better understanding of these risks and uncertainties.





Breaking Barriers to Well-being

