

Interim Report Q3 2022

Magnus Groth, President and CEO
Fredrik Rystedt, EVP and CFO



Libero®

Touch Hybrid Diaper





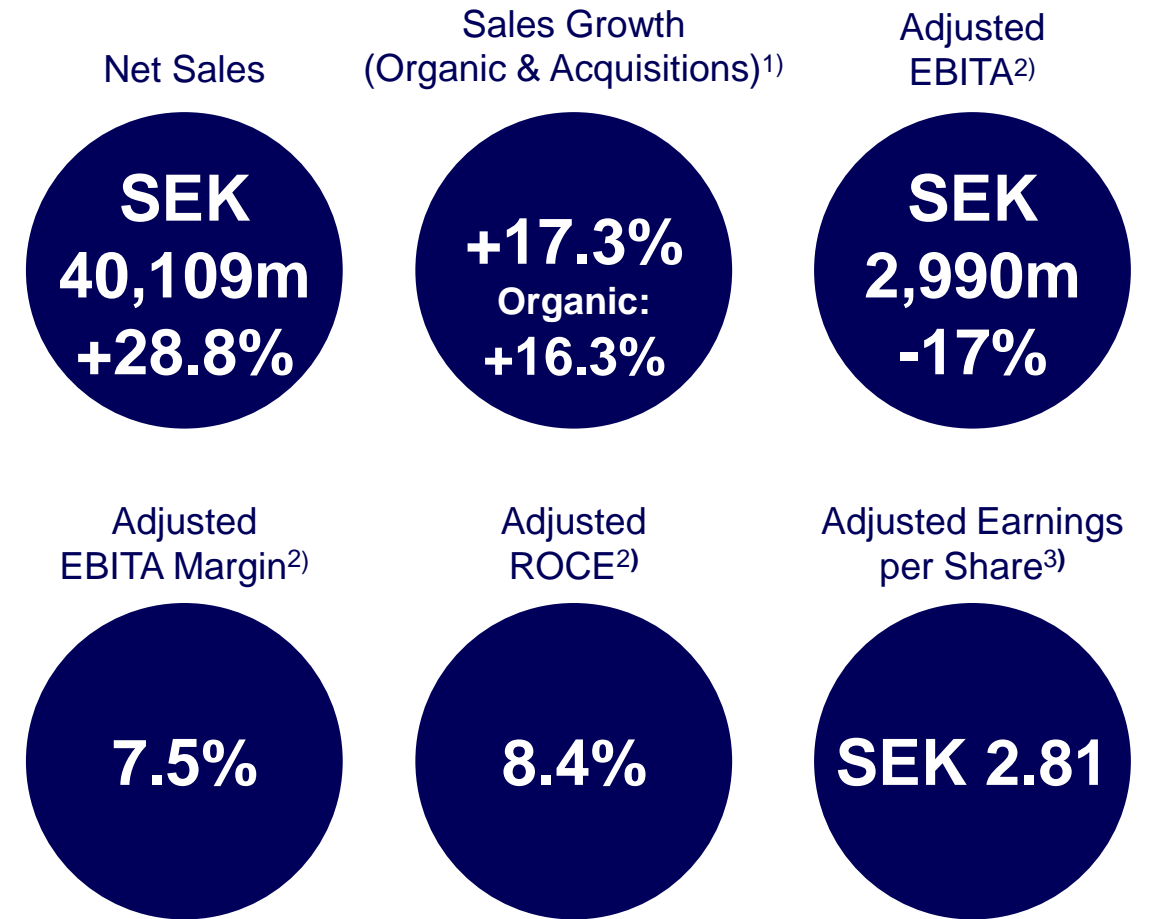
This presentation may contain forward-looking statements. Such statements are based on our current expectations and are subject to certain risks and uncertainties that could negatively affect our business. Please read our most recent annual and sustainability report for a better understanding of these risks and uncertainties.

Summary

Q3 2022

- Strong price execution
- Higher volumes
- Significant cost inflation
- Continued focus and execution on
 - Innovations and brand building
 - Efficiency improvements
 - Digitalization of processes and offerings
 - Sustainability
- Knix and Modibodi acquisitions finalized

Q3 2022 vs Q3 2021



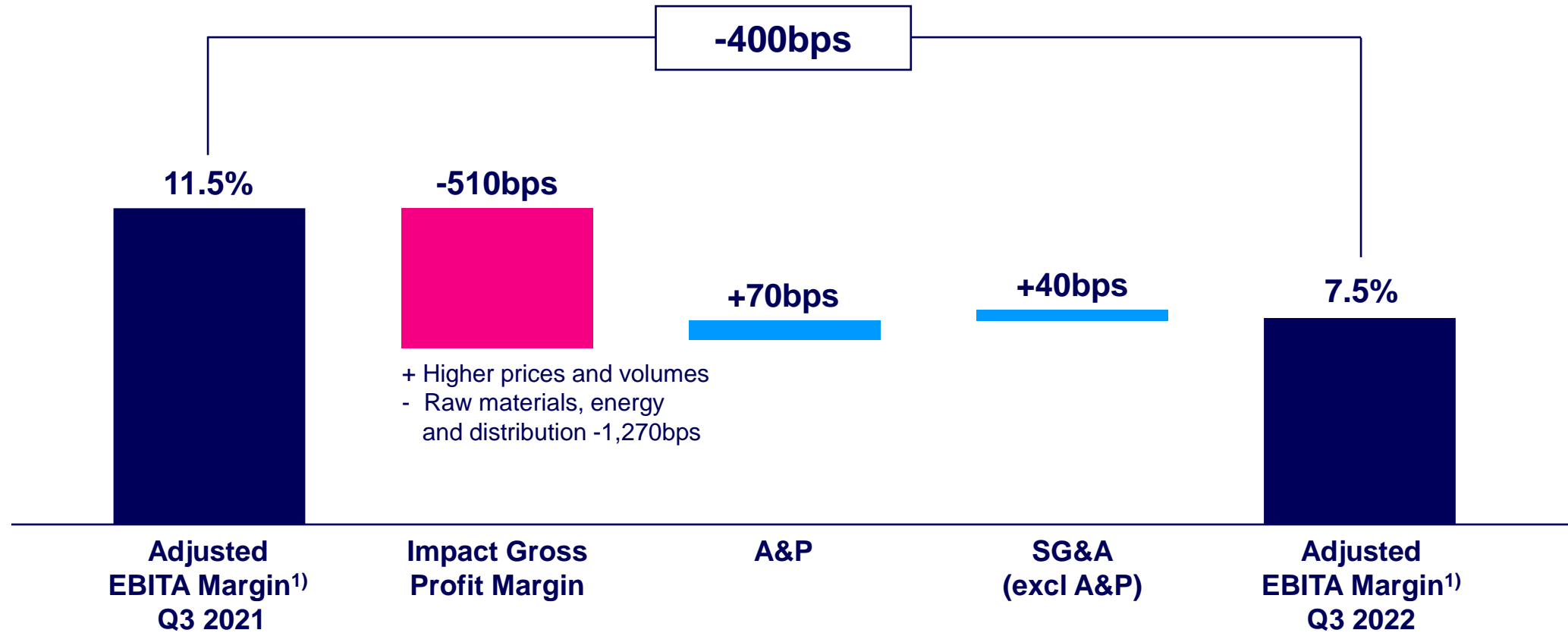
¹⁾ Net sales which excludes exchange rate effects and divestments

²⁾ Excluding items affecting comparability

³⁾ Excluding items affecting comparability and amortization of acquisition-related intangible assets

Adjusted EBITA Margin

Q3 2022 vs Q3 2021



¹⁾ Excluding items affecting comparability

Input Cost Increases vs Implemented Price Increases

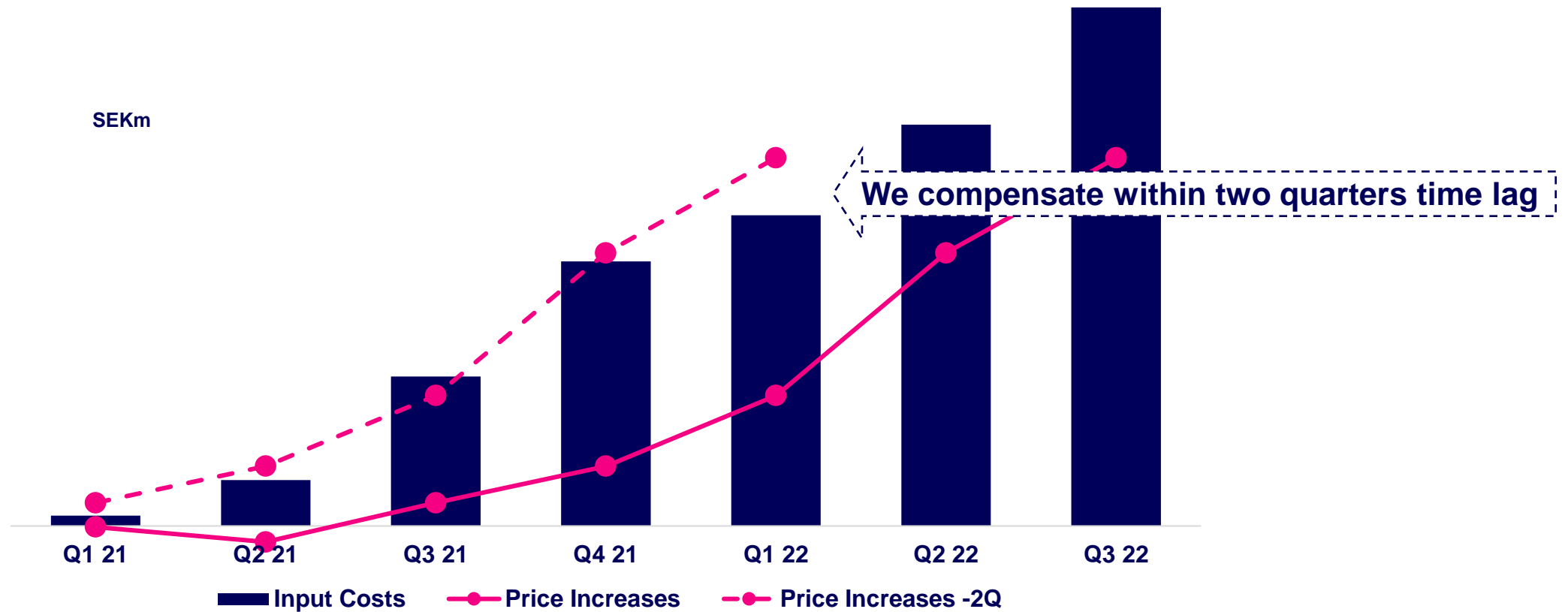
Accumulated sequential development since Q4 2020



Input Costs: Raw Material, Energy and Distribution.

Input Cost Increases vs Implemented Price Increases

Accumulated sequential development since Q4 2020



Input Costs: Raw Material, Energy and Distribution.

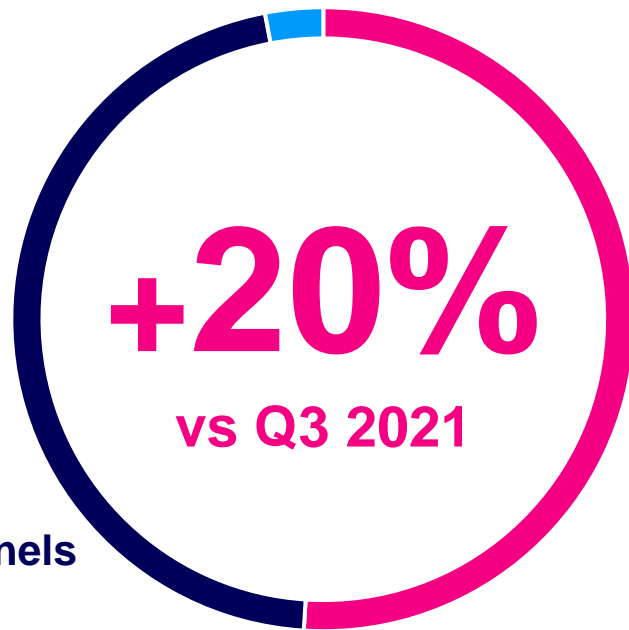


E-commerce

14% of Net Sales Q3 2022

SEK 5.7bn

Direct-to-Consumer



Pure Players

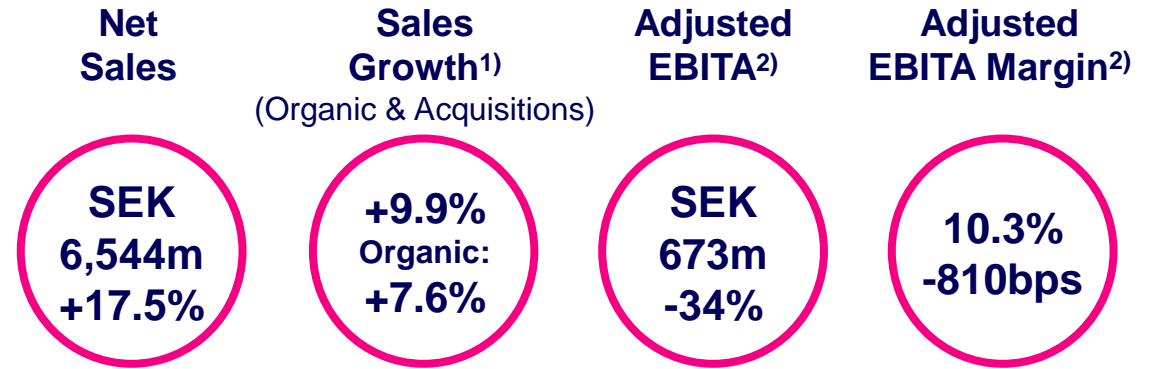
Multi-channels



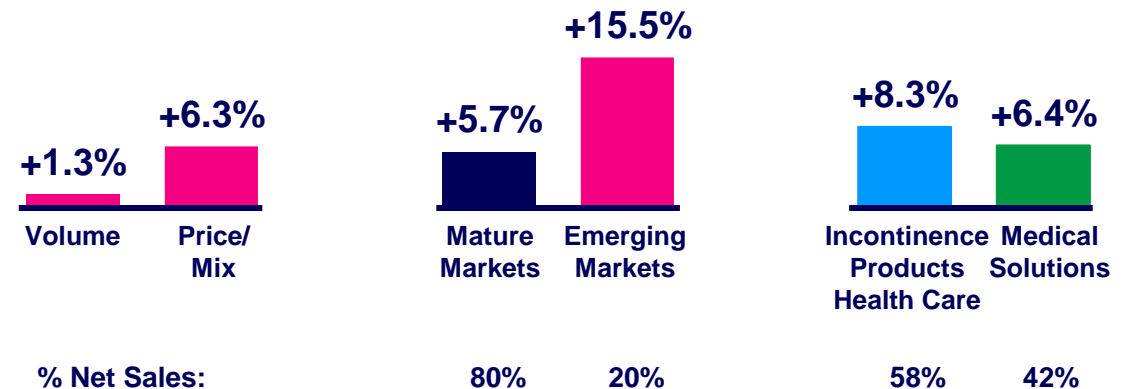
Health & Medical

Q3 2022 vs Q3 2021

- Strong organic sales growth
- Higher prices and volumes
- Significant cost inflation
 - Higher costs for raw material, energy and distribution with margin impact of -980bps
 - SG&A
- Price increases implemented and further increases announced



Organic Sales Growth



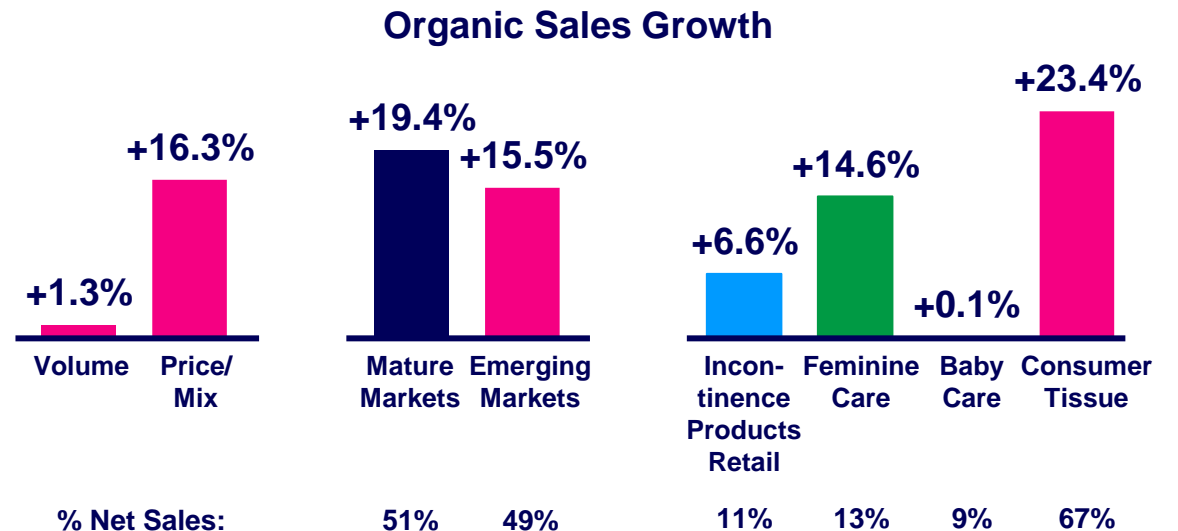
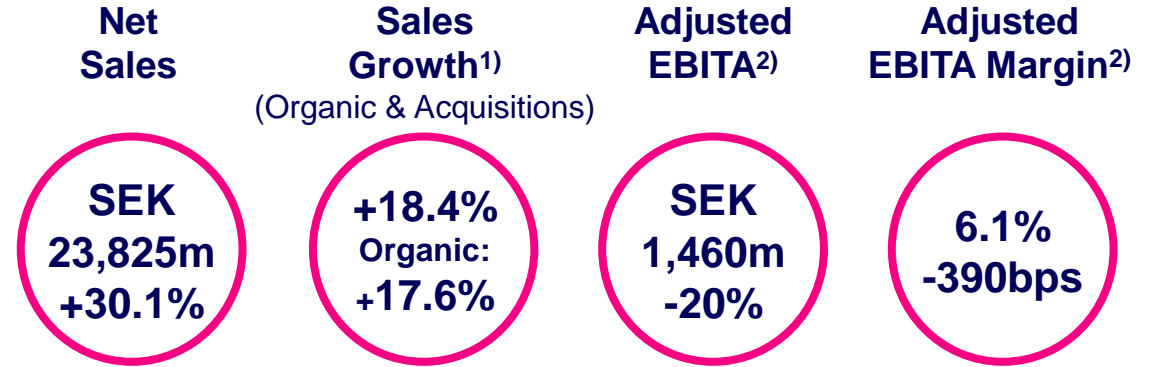
¹⁾ Net sales which excludes exchange rate effects, acquisitions and divestments

²⁾ Excluding items affecting comparability

Consumer Goods

Q3 2022 vs Q3 2021

- Strong organic sales growth
- Higher prices and volumes
- Growth in Baby Care negatively impacted by Latin America baby diaper exit
- Significant cost inflation
 - Higher costs for raw material, energy and distribution with margin impact of -1,450bps
 - SG&A
- Price increases implemented and further increases announced
- Acquisitions of Knix and Modibodi finalized



¹⁾ Net sales which excludes exchange rate effects, acquisitions and divestments

²⁾ Excluding items affecting comparability

Professional Hygiene

Q3 2022 vs Q3 2021

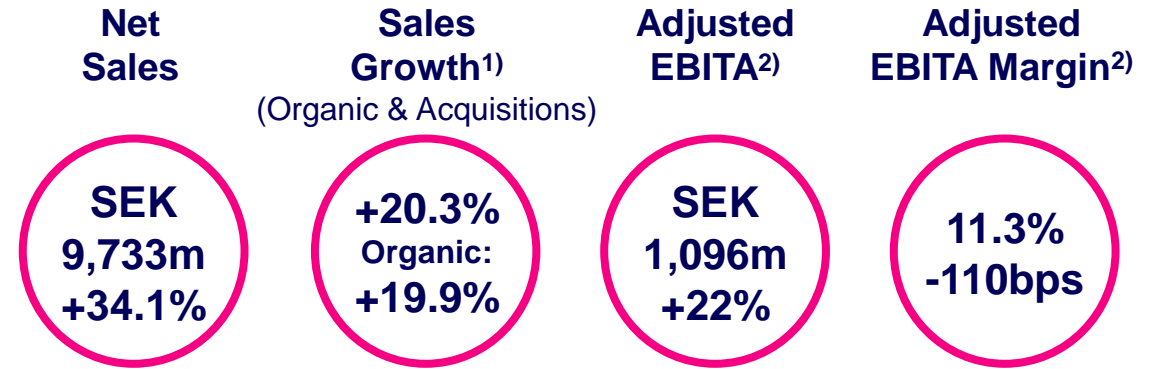
- Strong organic sales growth
- Higher prices and volumes
- Significant cost inflation
 - Higher costs for raw material, energy and distribution with margin impact of -1,000bps
 - SG&A
- Price increases implemented and further increases announced
- Higher adjusted EBITA vs Q3 2021 and sequential improvement of adjusted EBITA and EBITA margin



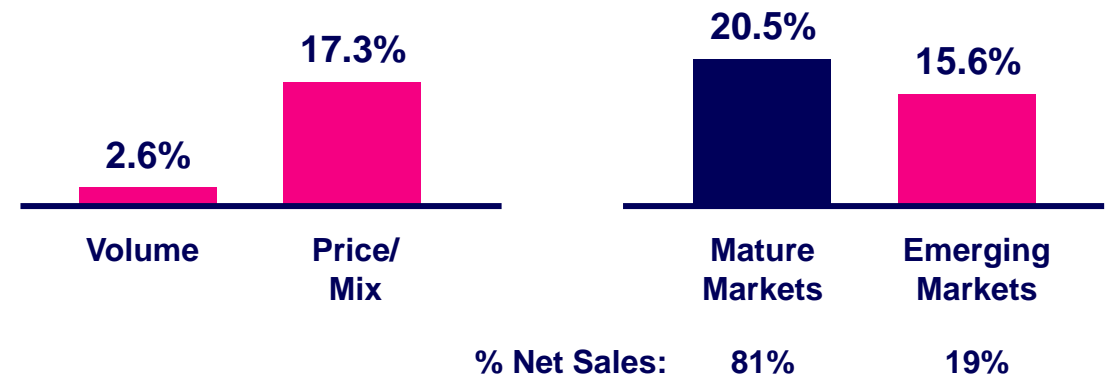
Think ahead.

¹⁾ Net sales which excludes exchange rate effects, acquisitions and divestments

²⁾ Excluding items affecting comparability



Organic Sales Growth



Priorities

- Continued price execution
- Innovations and brand building
- Efficiency improvements
- Digitalization of processes and offerings
- Sustainability



Welcome to web presentations of our Business Areas!

HEALTH & MEDICAL



**December 7,
at 3:00 p.m.– 4:15 p.m. CET**

PROFESSIONAL HYGIENE



**December 8,
at 3:00 p.m.– 4:00 p.m. CET**

CONSUMER GOODS



**December 9,
at 3:00 p.m.– 4:00 p.m. CET**

Q & A

Cutimed®
Sorbion® Sachet XL

Cutimed®
Silteco® Sacrum
New Design

Self-adherent silicone
bordered foam dressing
with super absorbers

