

Interim Report Quarter 3, 2025

October 23, 2025



Highlights Q3 2025

- Positive organic sales growth with higher prices, positive volumes and product mix
- Higher margins
- Strong cash flow
- Impactful innovations
- Measures launched to accelerate profitable growth:
 - **Reshape of organization** to be faster, more focused and more agile
 - Group-wide **cost savings program**

Organic sales growth

+0.9%

EBITA excl. IAC

SEK
5,056m

EBITA margin excl. IAC

14.6%

EPS

SEK
4.86

Health & Medical

Business highlights

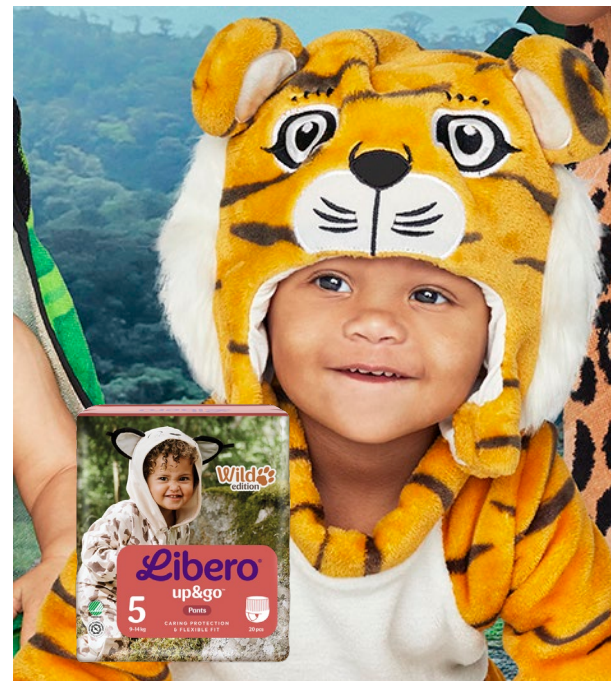
- Growing Medical Solutions for 18 consecutive quarters
- Good growth across therapy areas – Wound Care, Compression and Orthopedics
- Incontinence Products Health Care back to volume growth
- Launch of Actimove Manus Air – a breakthrough in treatment of wrist fracture
- Launch of TENA ProSkin Stretch Day & Night – supporting healthcare providers in managing strained budgets



Consumer Goods

Business highlights

- Continued strong growth in Incontinence Products Retail
- Feminine Care growth remained high
- Baby Care sales improved with market share gains for Libero in Nordics
- Consumer Tissue volumes down in Europe, but record high sales for Regio in Mexico
- Superiority through new better TENA Discreet Ultra and SABA Buenes Noche



Professional Hygiene

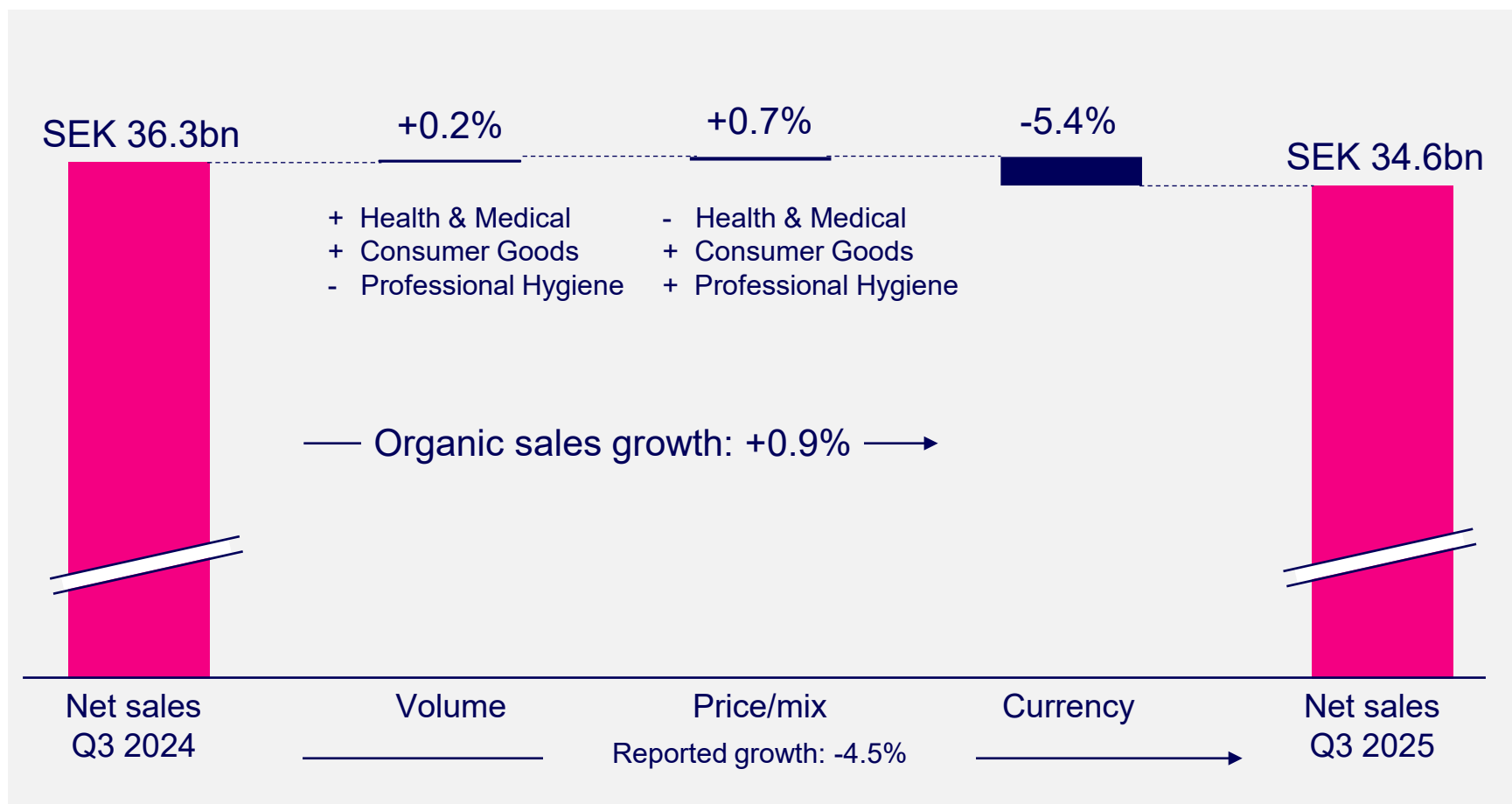
Business highlights

- Continued challenging market conditions, especially in HoReCa
- Positive volume growth vs Q2
- Strong growth in Latin America, stable in Europe and negative in North America
- Strong growth in premium products
- Selective price management and launch of value products
- Recognized as best supplier by Inpacs – especially important as customers are consolidating



Sales development

Higher prices, positive volumes and mix



Positive organic sales growth in all business areas:

Health & Medical +1.7%

- Incontinence Health Care +0.7%
- Medical Solutions +3.1%

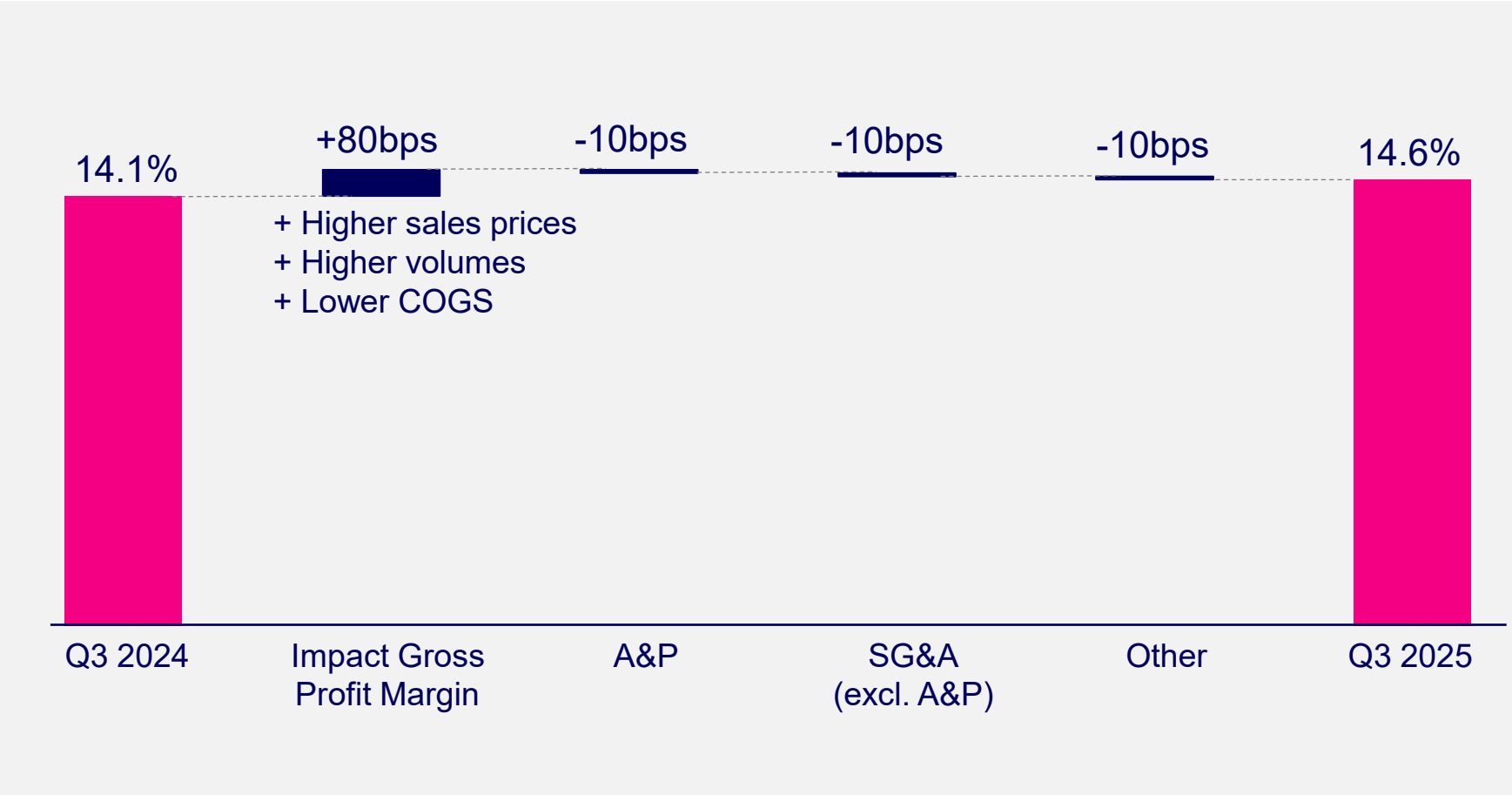
Consumer Goods +0.8%

- Incontinence Retail +9.1%
- Feminine Care +4.6%
- Baby Care -1.3%
- Consumer Tissue -1.9%

Professional Hygiene +0.7%

Margin development

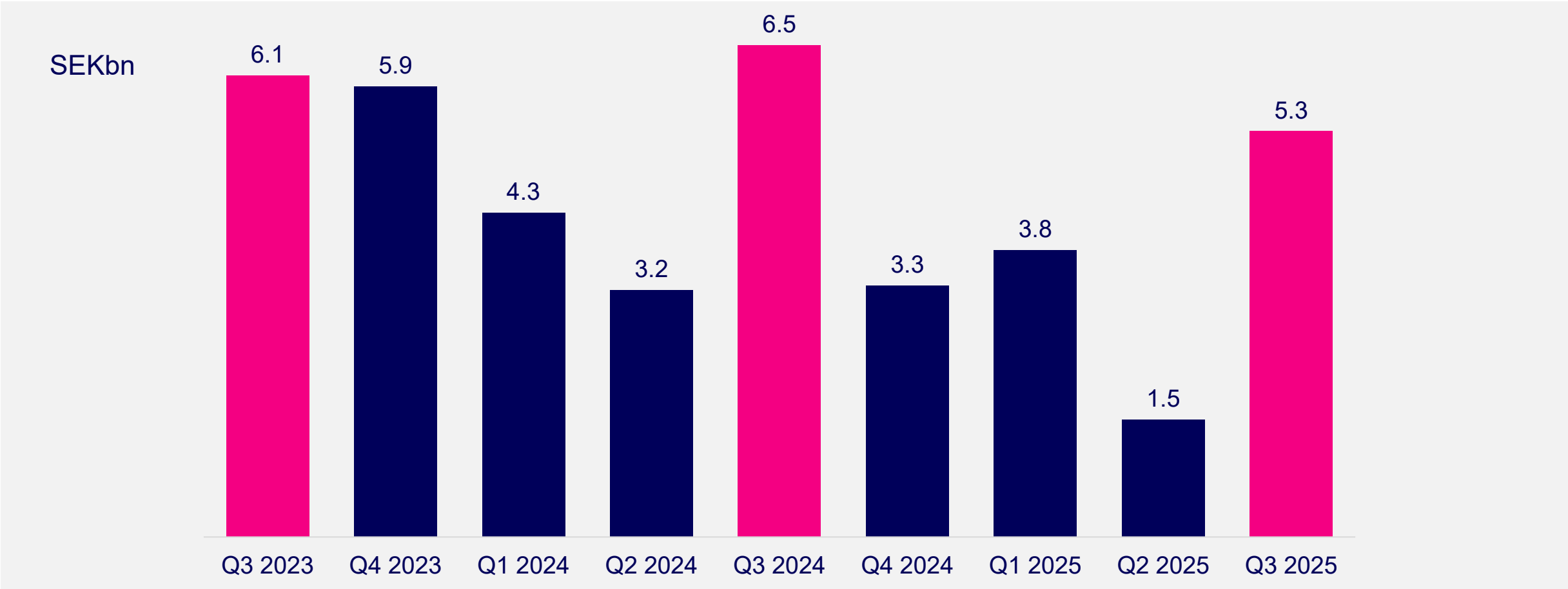
Higher gross and EBITA margins excl IAC



	<u>EBITA margin</u> <u>excl. IAC</u>
Health & Medical	18.3%
Consumer Goods	12.7%
Professional Hygiene	18.3%

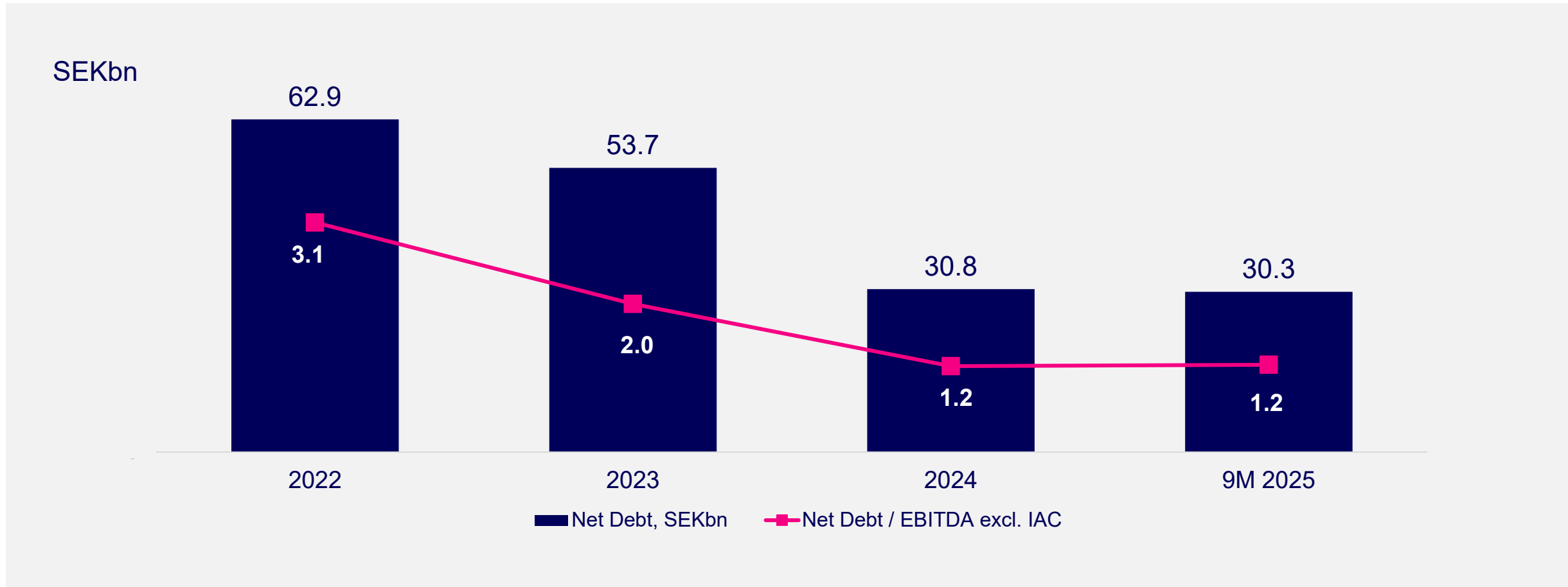
Operating cash flow

Strong cash flow generation



Balance sheet

Continued reduction of net debt



Financial targets

Annual organic
sales growth

>3%

EBITA margin
excl. IAC

>15%

Accelerating profitable growth



Focus on
high yielding
segments

Grow in
attractive
geographic
areas

Differentiated,
insight-based
innovations

Deliver
superior
customer
experience

Capture
efficiencies
across the
value chain

Strong
performance
culture

Significant potential to fuel growth and improve performance

- Realizing Essity's full potential requires sharper focus on the most attractive categories and segments
- Stronger end-to-end accountability, decentralized decision-making and less operational complexity will unlock the full power of the organisation
- Lower cost base is needed to free up resources to support profitable volume growth initiatives and secure competitiveness



Actions to fuel growth and improve performance

Reshaping
the organization

Cost savings
program

Unlocking the power of the organization,
freeing up resources to accelerate profitable growth and
maximizing the potential of Essity's product portfolio

Summary

- Positive organic sales growth, higher margins and strong cash flow in Q3
- Measures launched to fuel growth and improve performance
- Priorities
 - Continue efforts to accelerate profitable volume growth in a challenging market
 - Achieve SG&A and COGS savings
 - Reshape the organization to be faster, more focused and more agile



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.



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



Q&A

