

Presentation Quarter 2, 2026

July 16, 2026

Ulrika Kolsrud

President and CEO



Highlights Q2 2026

- Higher volumes and positive mix
- Three of four business areas growing
- Resilient profitability in a volatile environment
- Cost savings according to plan

Organic sales growth

+0.3%
of which
volume +1.4%

EBITA excl. IAC

SEK
4,685m

EBITA margin
excl. IAC

13.4%

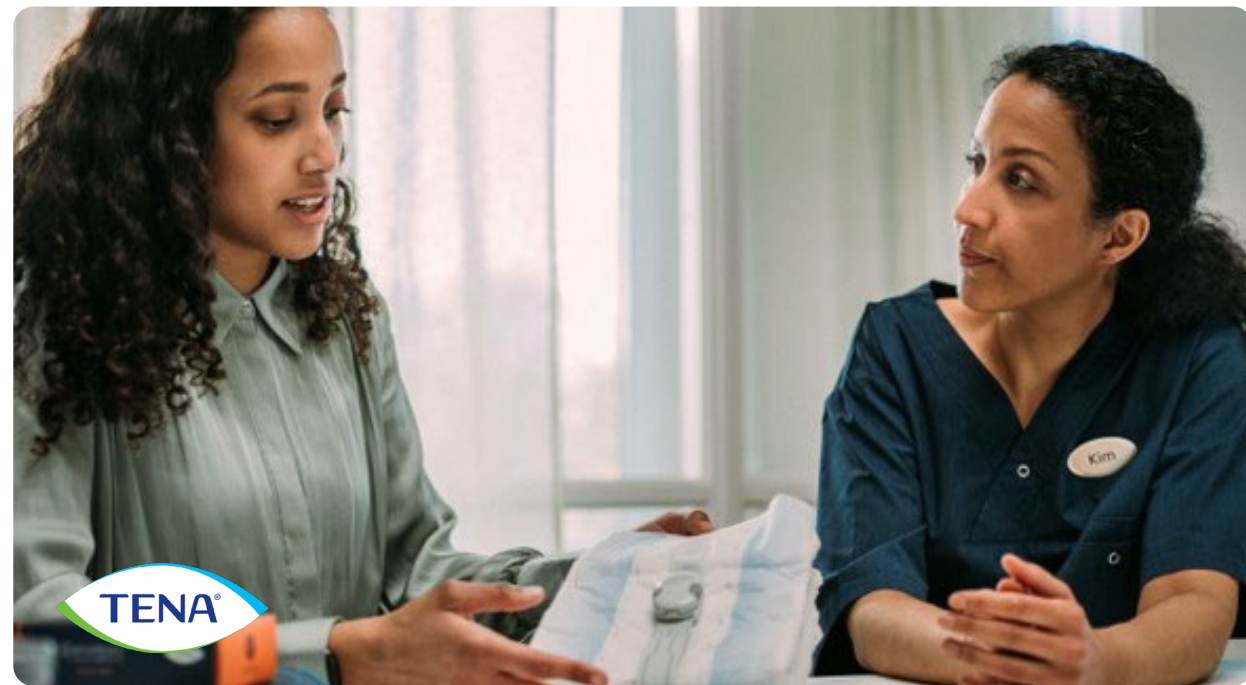
Operating cash flow

SEK
2,790m

Health & Medical

Q2 2026

- Continued strong growth in North America, good growth in Europe
- Good growth in Incontinence Products
- Strong growth in Medical Solutions with especially strong contribution from Wound Care
- Value based procurement gaining traction
- Introducing next generation of Delta-Cast Prints, based on a new digital printing technology



Personal Care

Q2 2026

- Growth across all regions
- Continued robust growth for Incontinence Products and Feminine Care
- Baby Care challenging but continued strong growth for Libero
- Negative margin impact from Feminine Care acquisition – measures to accelerate transition
- Several product upgrades – TENA, TENA Men and Libresse – supporting sales and market share growth



Consumer Tissue

Q2 2026

- Sales decline driven by volume and price
- Higher volumes for branded in Europe
- Margins impacted by previous price reductions and increasing cost headwinds
- Focused actions to drive pricing and gain profitable volumes
- Active innovation agenda
 - Lotus Sensitive Confort, France
 - Regio Rinde+, Mexico



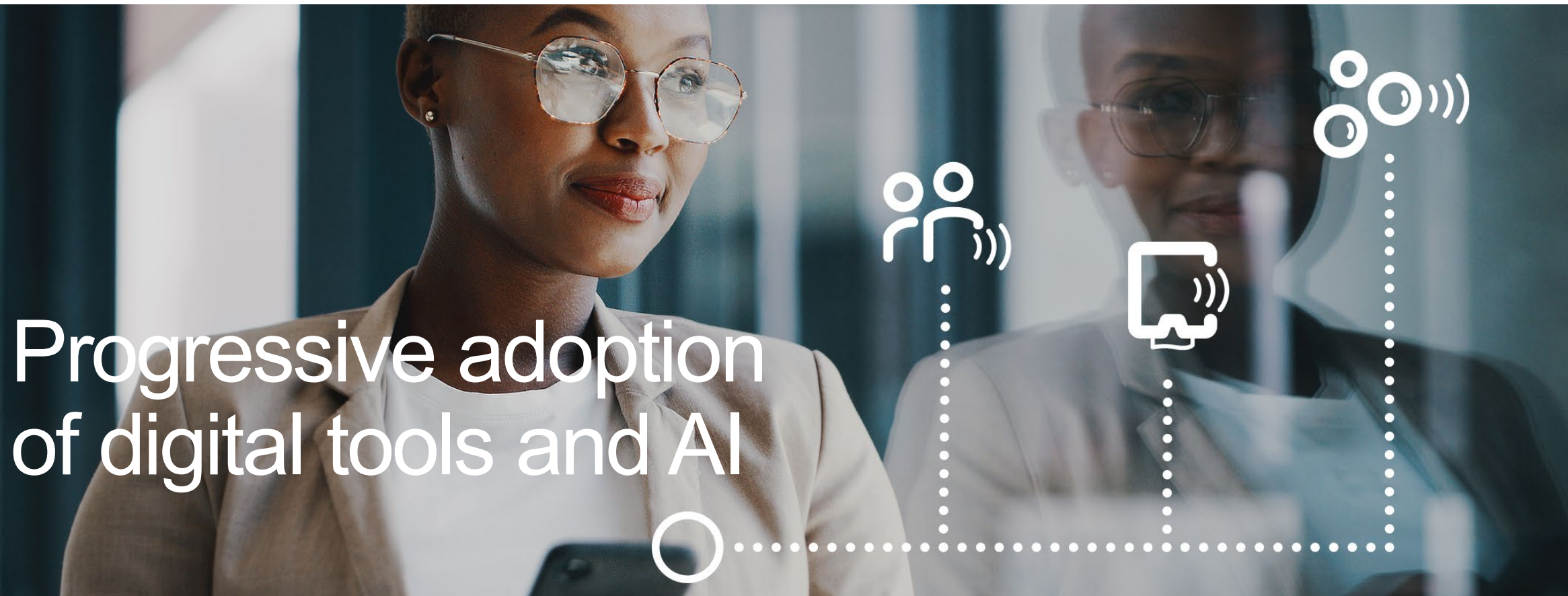
Professional Hygiene

Q2 2026

- Growth across all regions
- Strategic products continued to outperform
- Strong volume growth in North America driven by strategic products, large accounts and good momentum in base products
- Tork Mini Jumbo Toilet Paper 2-Roll dispenser launched in North America and Europe



Progressive adoption of digital tools and AI



➤ **Tork Vision Cleaning**
uses data and AI to optimize cleaning in high-traffic facilities and reached an estimated 1.3 billion people in 2025

➤ **Speed and agility in innovation**
Ex: launch of our patented smart protect technology six months ahead of time through rapid prototyping, digital simulations, and early virtual testing

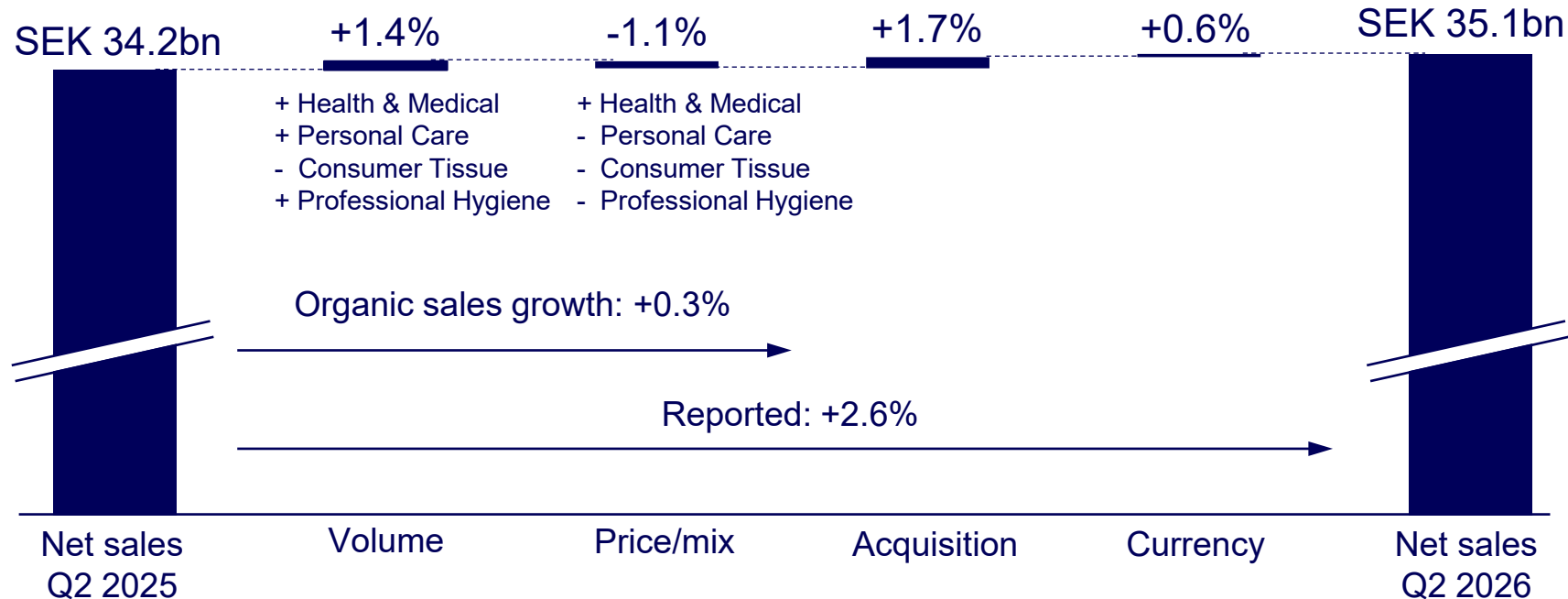
➤ **An agentic, group-wide AI solution for procurement**
deployed during the quarter, contributing to greater efficiency and improved data quality

Fredrik Rystedt

EVP and CFO

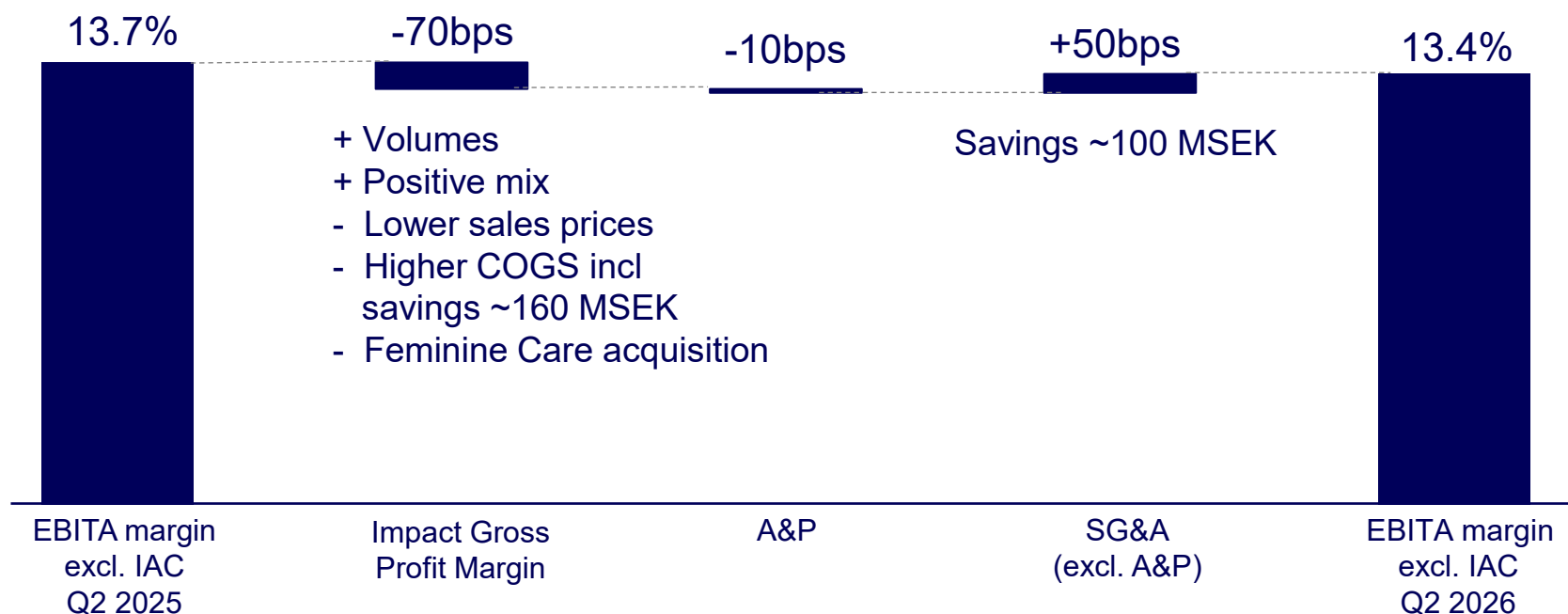


Sales - positive contribution from volumes, mix and M&A



Organic sales growth:	+0.3%
Health & Medical	+3.1%
• Incontinence Health Care	+2.4%
• Medical Solutions	+4.1%
Personal Care	+3.8%
• Incontinence Retail	+6.6%
• Feminine Care	+5.9%
• Baby Care	-4.3%
Consumer Tissue	-5.3%
Professional Hygiene	+2.1%

Resilient profits with contribution from Health & Medical and Professional Hygiene



Note: Due to roundings, figures may not add up precisely to the totals shown, and minor variances may exist compared with the reported figures.

EBITA margin excl. IAC: 13.4%

Health & Medical 18.9%

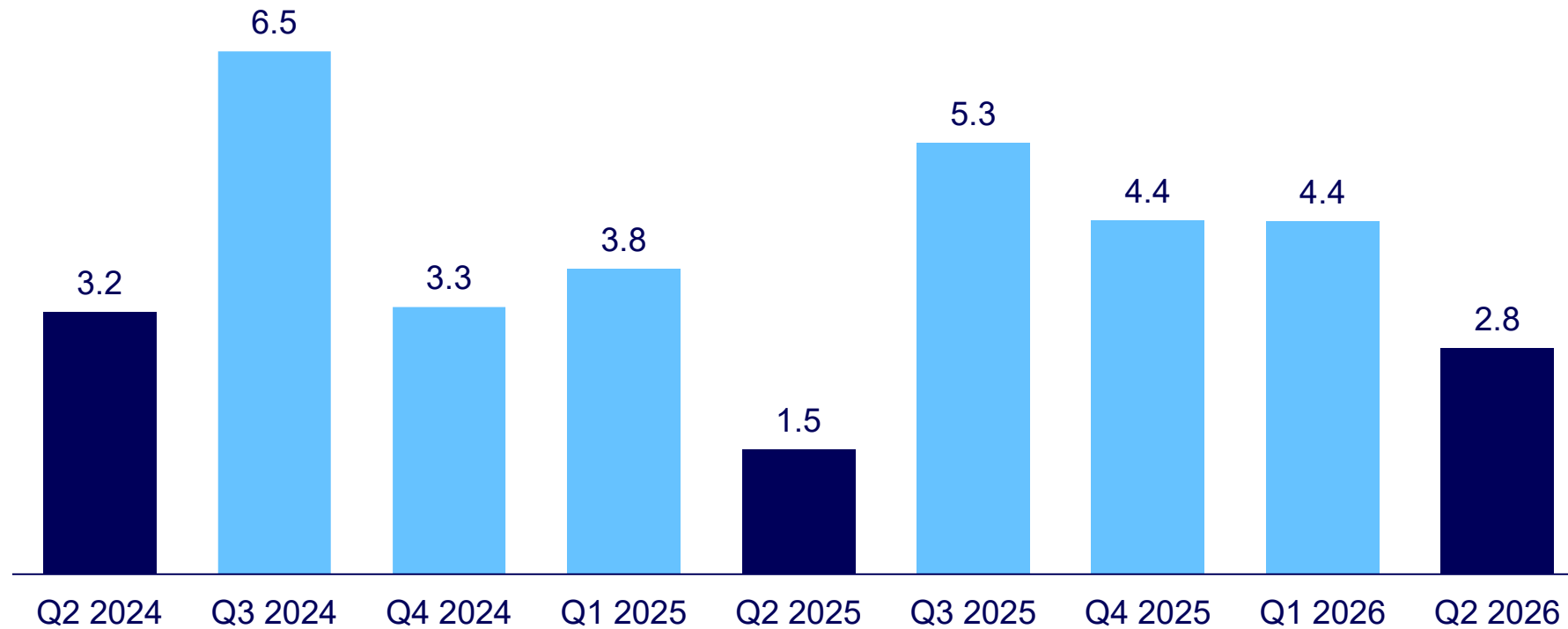
Personal Care 12.8%

Consumer Tissue 9.7%

Professional Hygiene 17.2%

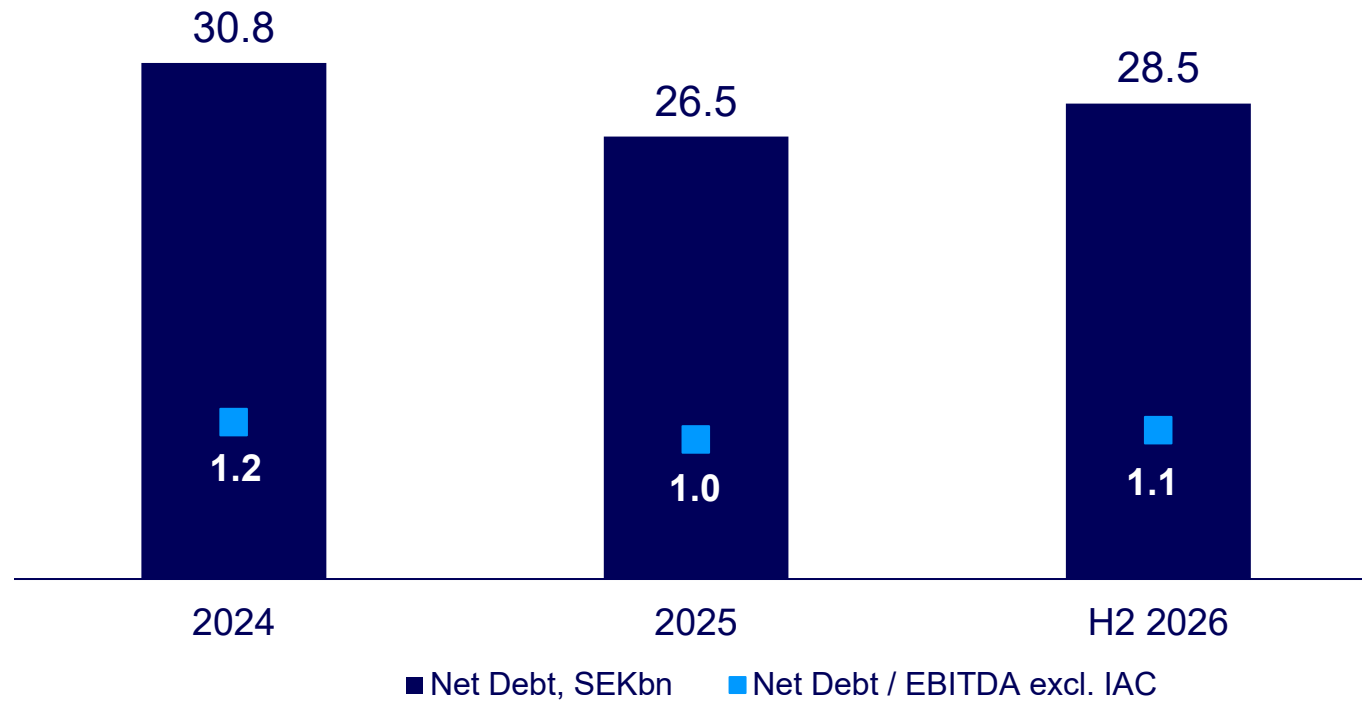
Operating cash flow

SEKbn



Strong balance sheet

SEKbn



Ulrika Kolsrud

President and CEO



Summary

- Q2 2026 – volume driven growth and resilient profitability
- Priorities H2 2026:
 - Compensate higher input costs with price, while growing market shares
 - Successful execution of initiatives
 - Integration of Feminine Care acquisition
 - SG&A cost saving program to invest in profitable growth
 - Leverage new organization
 - Consumer Tissue strategic review
 - Drive further actions to accelerate progress and returns



Actions to accelerate progress and returns



Lowering our
cost base
further

Sharpening
the innovation
agenda

Investing
to grow

Accelerating
portfolio shift

Committed to our financial targets

Annual organic
sales growth

>3%

EBITA margin
excl. IAC

>15%

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.





Q&A

