

# Year-end Report 2022

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

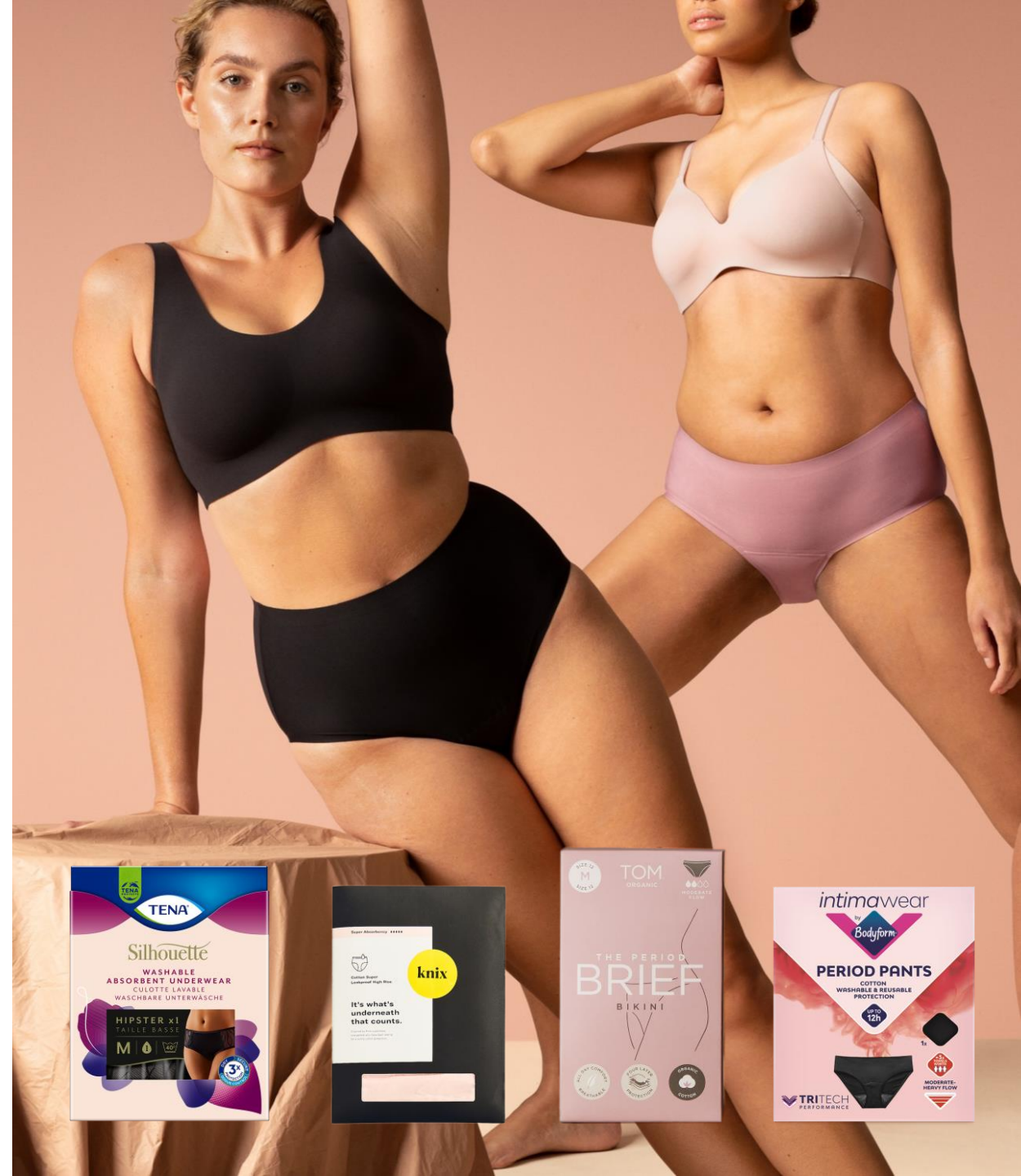


This presentation may contain forward-looking statements. Such statements are based on our current expectations and are subject to certain risks and uncertainties that could negatively affect our business. Please read our most recent annual and sustainability report for a better understanding of these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



# Key Achievements 2022

- Record high sales growth with highest sales ever
- Adjusted EBITA in line with 2021 despite significant cost inflation
- Significant price increases and higher volumes
- Three acquisitions in fast growing segments
- Successful innovations with focus on premiumization, sustainability and digitalization
- E-commerce increased 20% to 15% of sales
- Sustainability progress and awards



# Financials 2022

Net Sales

**SEK  
156,173m  
+28.2%**

Sales Growth<sup>1)</sup>

**+17.7%  
Organic:  
+15.7%**

Adjusted  
EBITA<sup>2)</sup>

**SEK  
13,058m  
-5%**

Adjusted  
EBITA Margin<sup>2)</sup>

**8.4%**

Adjusted  
ROCE<sup>2)</sup>

**9.7%**

Adjusted Earnings  
per Share<sup>3)</sup>

**SEK  
12.28**

<sup>1)</sup> Including organic sales growth and acquisitions

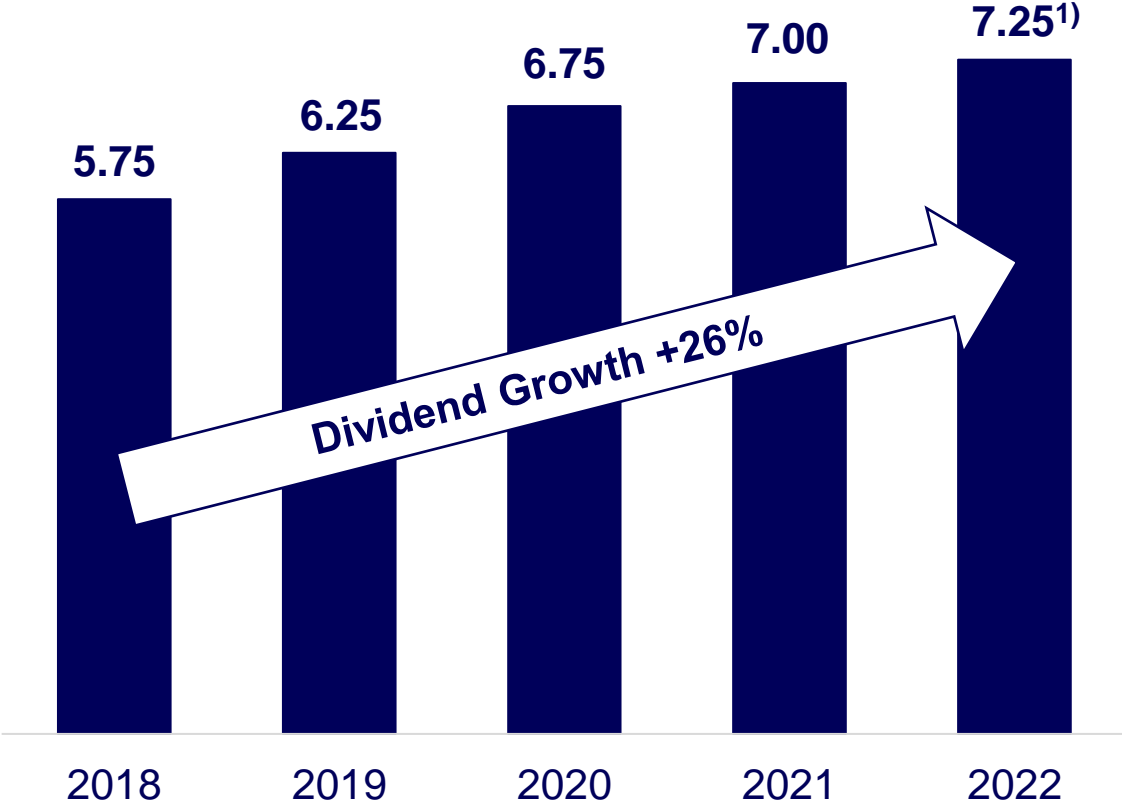
<sup>2)</sup> Excluding items affecting comparability

<sup>3)</sup> Excluding items affecting comparability and amortization of acquisition-related intangible assets



# Dividend

Proposed Dividend<sup>1)</sup>



<sup>1)</sup> Board of Directors Proposal

# Three Acquisitions in Fast Growing Segments

## Wiping & Cleaning and Leakproof Apparel

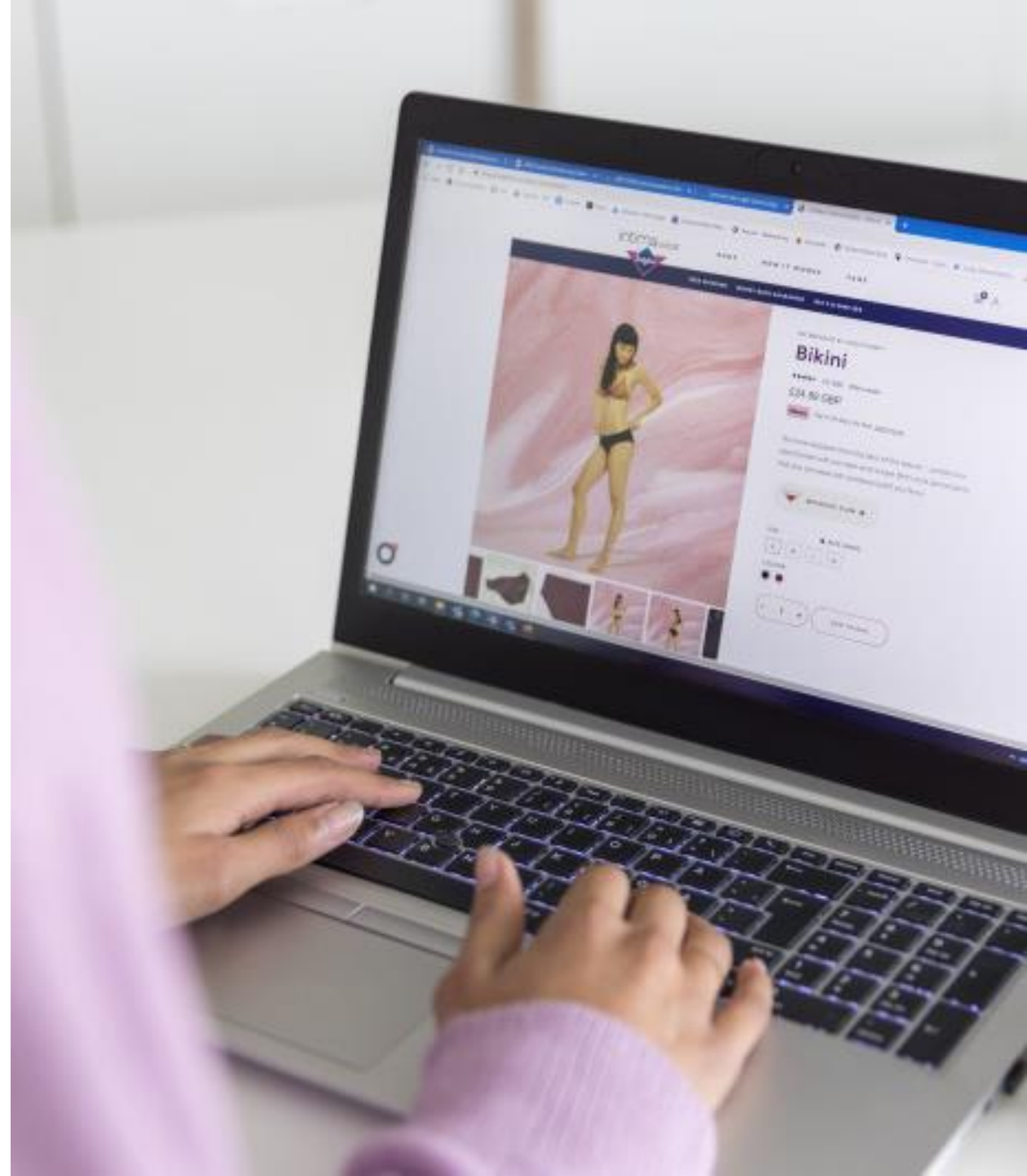
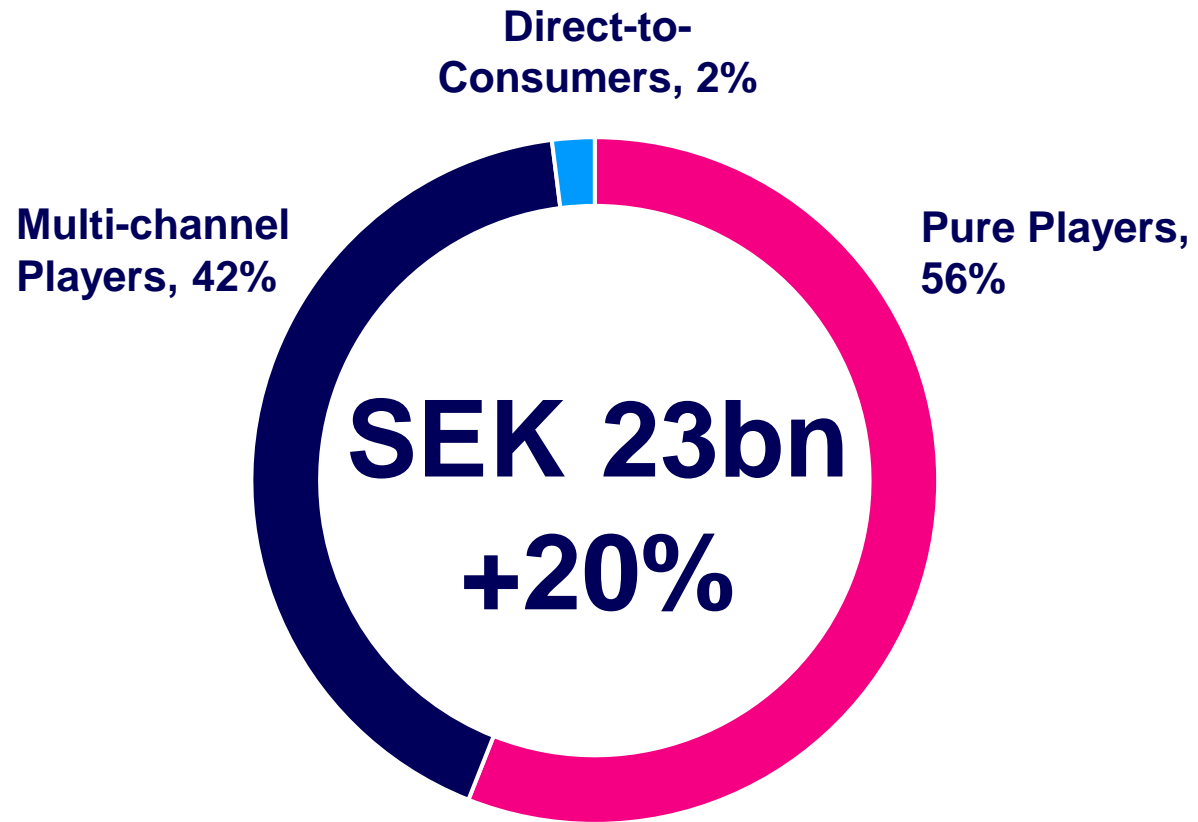


# Innovations 2022



Position  
#1 or #2  
~90%  
of branded sales

# E-commerce 15% of Net Sales 2022





# Leading in Sustainability Progress and Awards

- More reusable and sustainable solutions
- SBT Scope 1&2: -18% CO<sub>2</sub> emissions vs 2016
- Example of awards:
  - Global 100 list by Corporate Knights
  - S&P Global's Sustainability Yearbook 2022
  - CDP's A List for combating deforestation and supplier engagement award in fighting climate change
  - Diversity leader by Financial Times
- Joined UN Foundation's campaign #EqualEverywhere

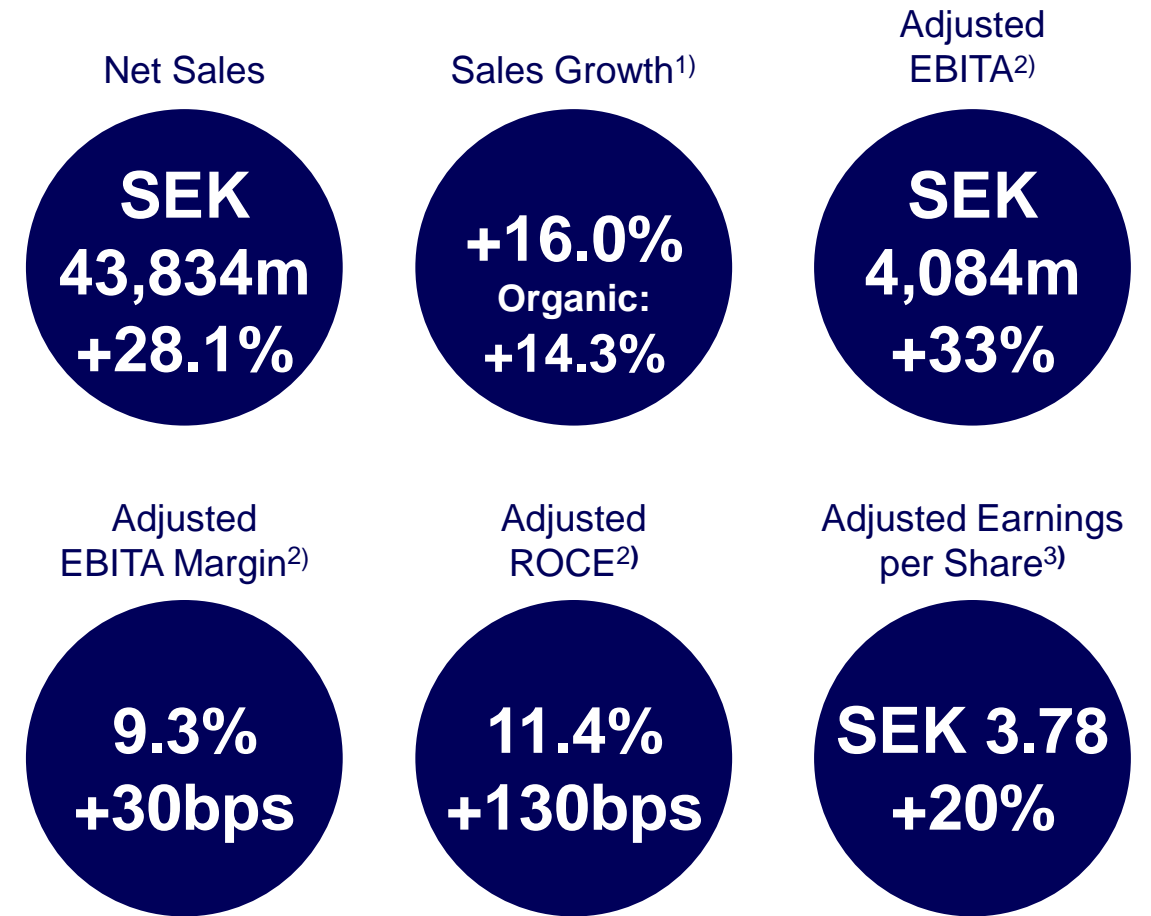


# Summary

## Q4 2022 vs Q4 2021

- Strong sales growth
- Significant price increases of +18.4%, 6% vs Q3 2022
- Lower volumes partly due to Russia and exit of baby diapers in Latin America
- Higher profitability and adjusted EBITA margin
- Continued significant cost inflation
- Adjusted EBITA margin +180 bps vs Q3 2022

## Q4 2022 vs Q4 2021



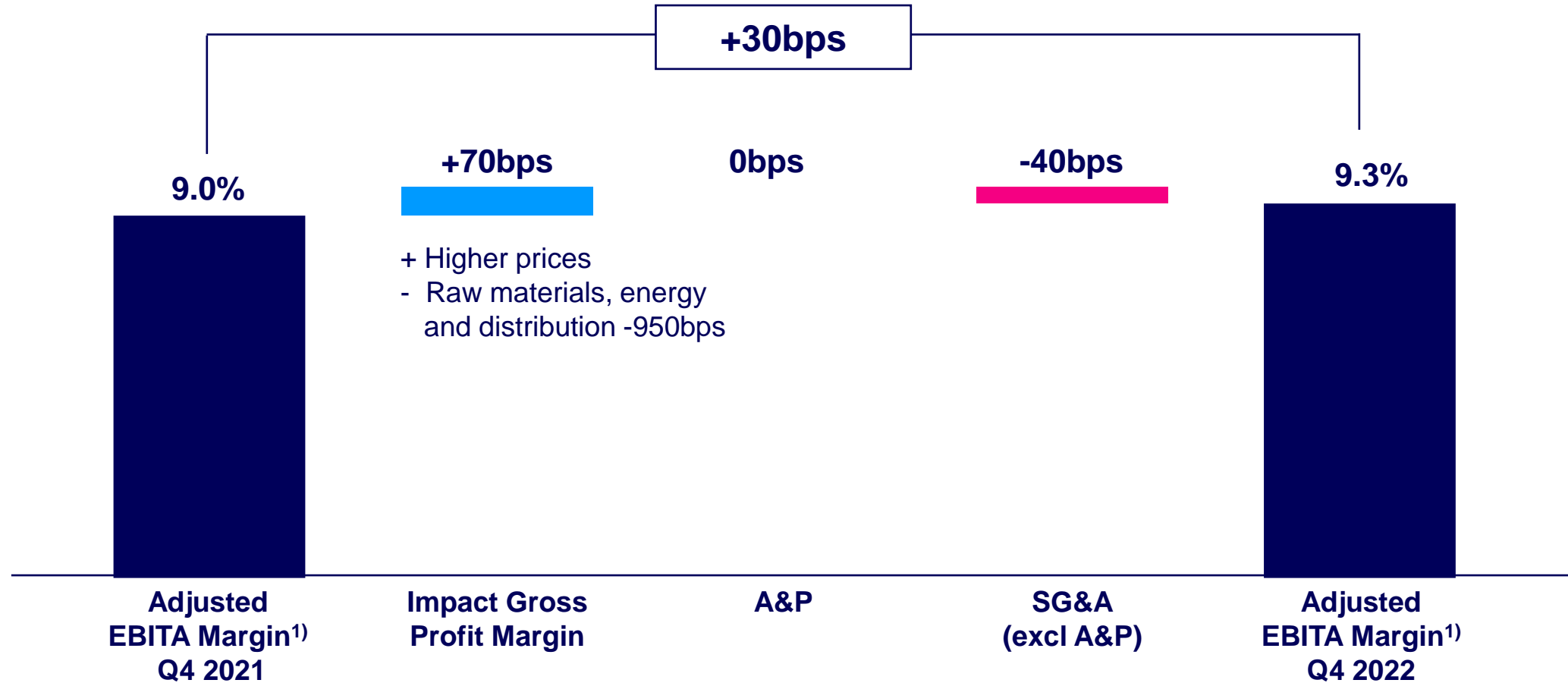
<sup>1)</sup> Including organic sales growth and acquisitions

<sup>2)</sup> Excluding items affecting comparability

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# Adjusted EBITA Margin

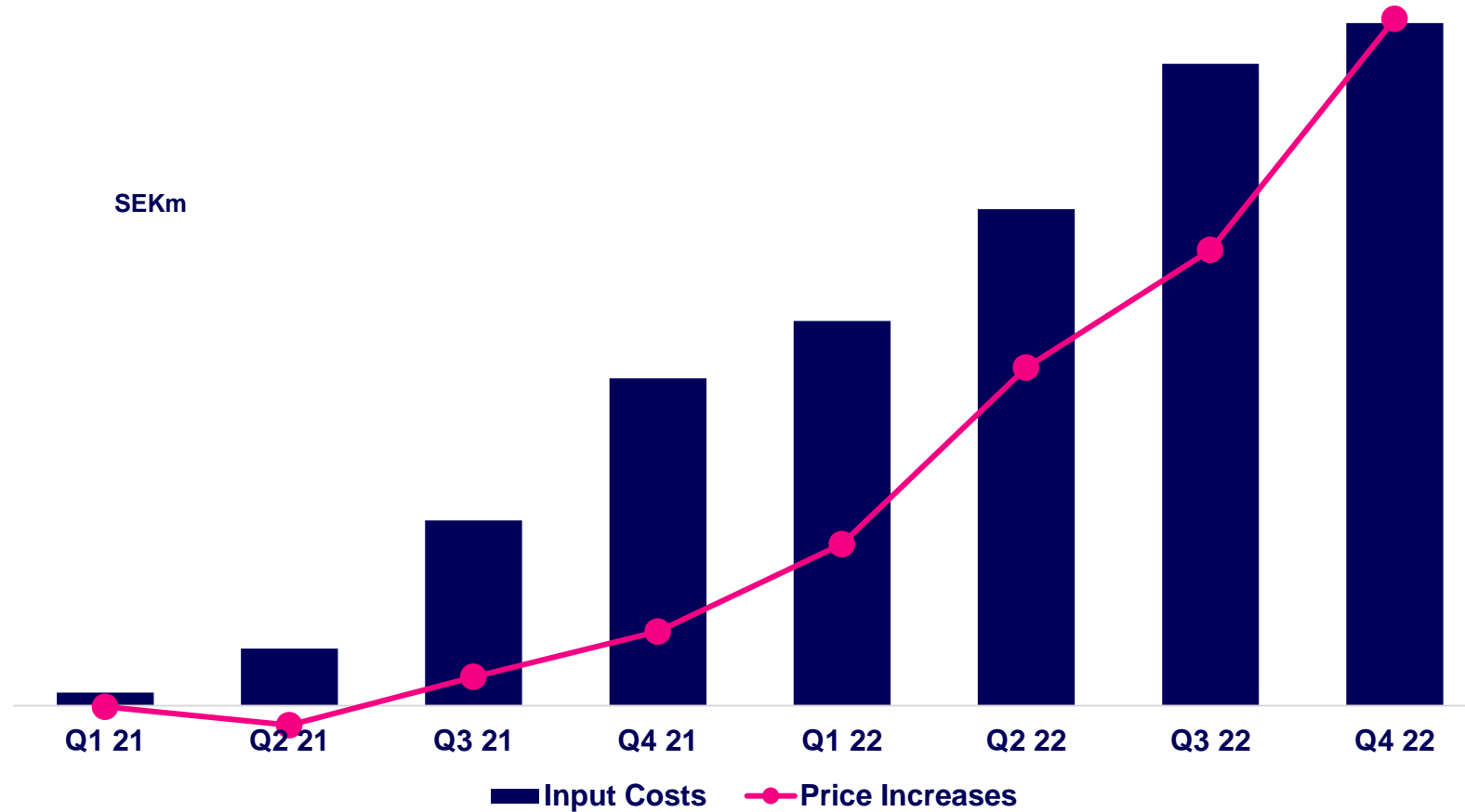
## Q4 2022 vs Q4 2021



<sup>1)</sup> Excluding items affecting comparability

# Input Cost Increases vs Implemented Price Increases

Accumulated sequential development since Q4 2020



Input Costs: Raw Material, Energy and Distribution.

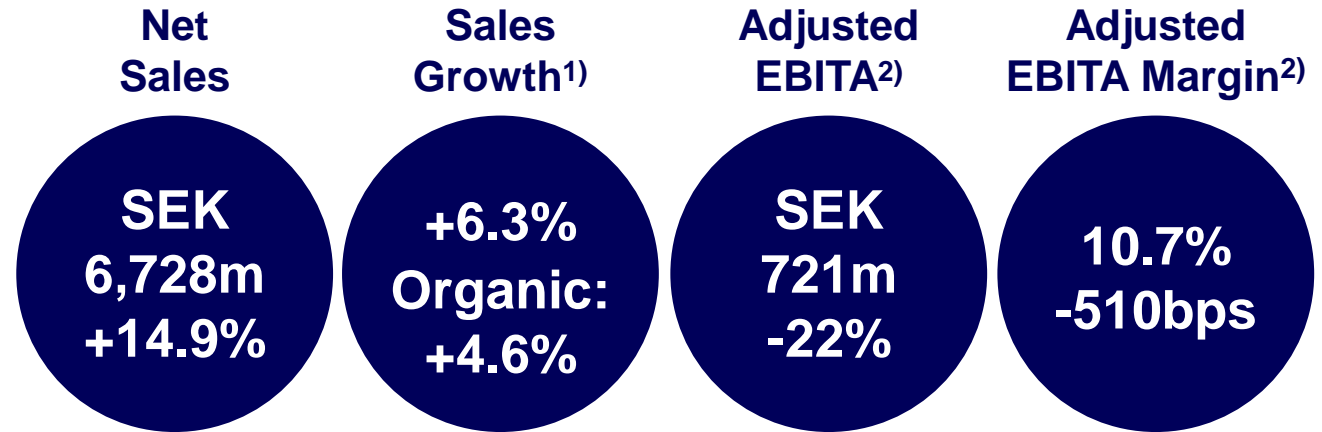
# Health & Medical



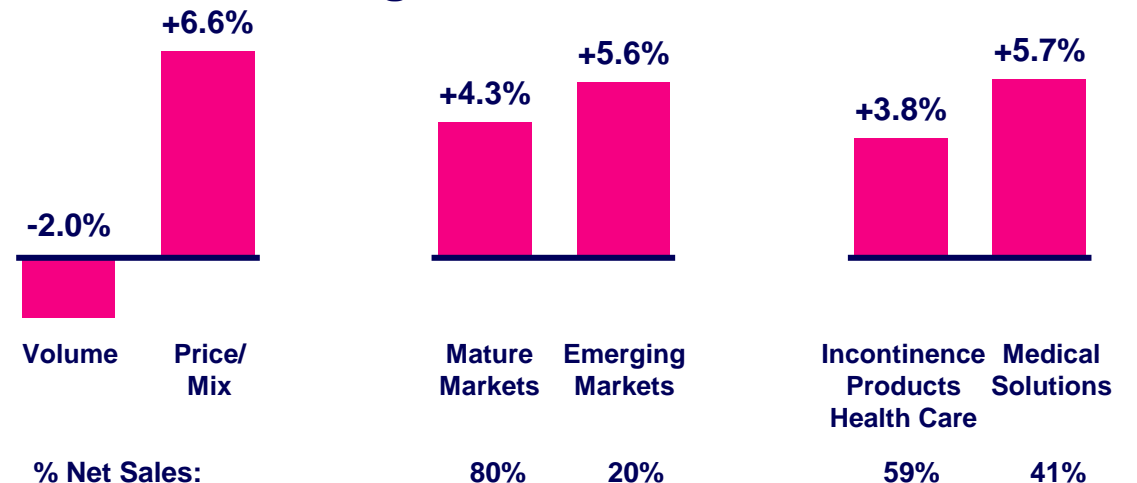
# Health & Medical

## Q4 2022 vs Q4 2021

- Strong organic sales growth
- Higher prices
- Significant cost inflation
  - Higher costs for raw material, energy and distribution
  - SG&A
- Well integrated acquisitions strengthening the business



### Organic Sales Growth



<sup>1)</sup> Including organic sales growth and acquisitions

<sup>2)</sup> Excluding items affecting comparability



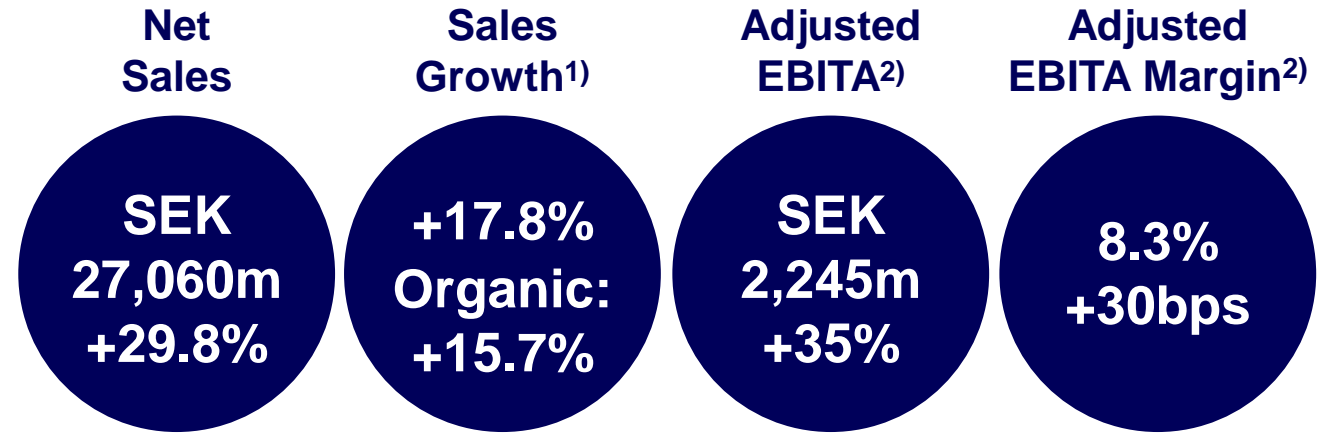
# Consumer Goods



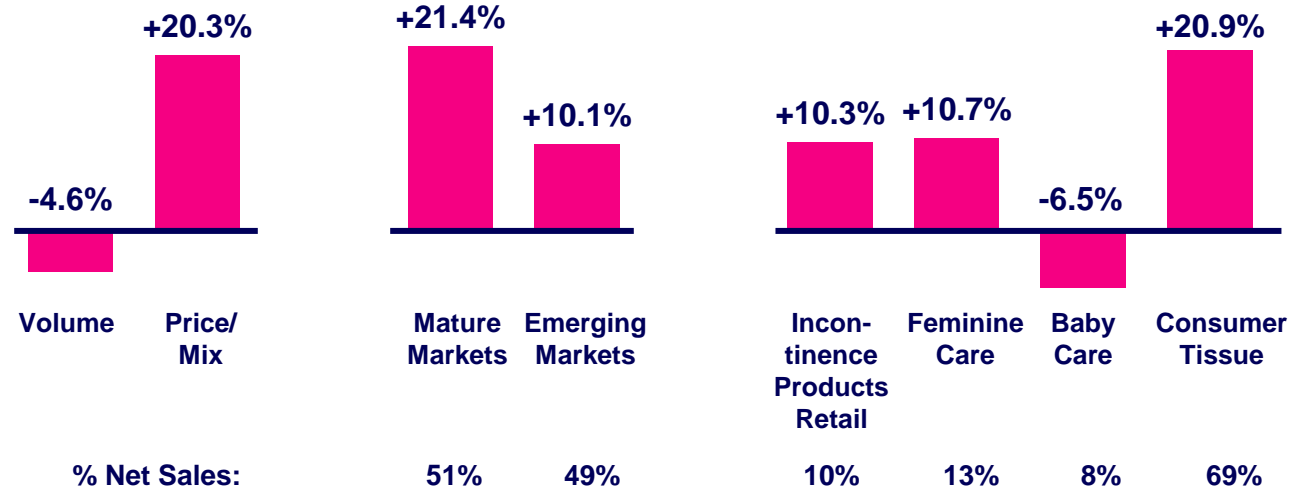
# Consumer Goods

## Q4 2022 vs Q4 2021

- Strong organic sales growth
- Strong sales growth in Knix
- Significant price increases
- Growth in Baby Care negatively impacted by Latin America baby diaper exit
- Higher adjusted EBITA and EBITA margin
- Significant cost inflation
  - Higher costs for raw material, energy and distribution
  - SG&A



### Organic Sales Growth



<sup>1)</sup> Including organic sales growth and acquisitions

<sup>2)</sup> Excluding items affecting comparability



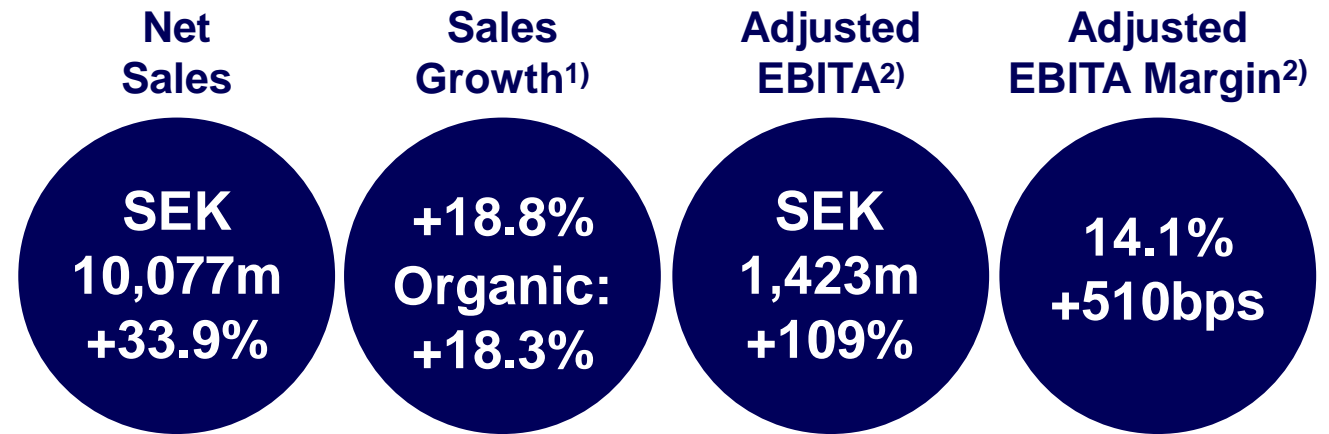


# Professional Hygiene

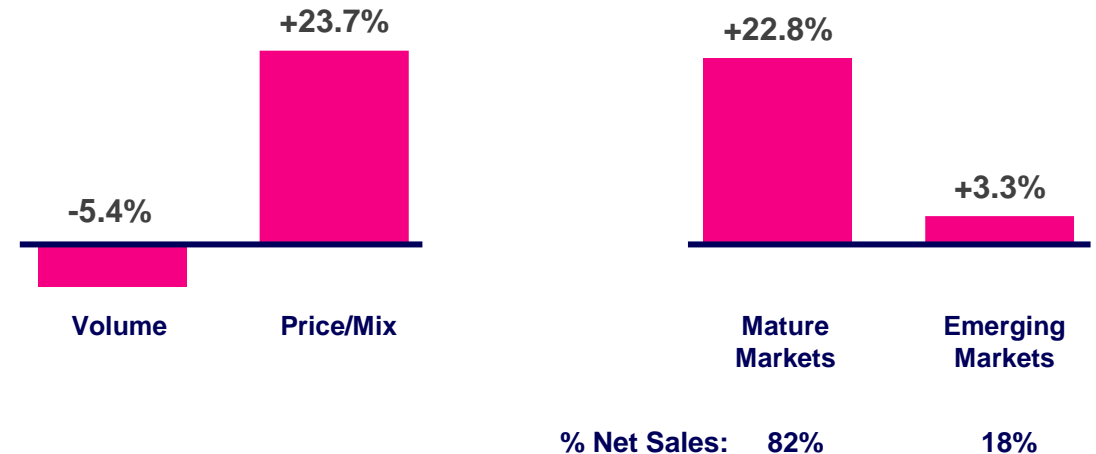
# Professional Hygiene

## Q4 2022 vs Q4 2021

- Strong organic sales growth
- Strong sales growth in Wiping & Cleaning
- Significant price increases
- Higher adjusted EBITA and EBITA margin
- Significant cost inflation
  - Higher costs for raw material, energy and distribution
  - SG&A



### Organic Sales Growth



<sup>1)</sup> Including organic sales growth and acquisitions

<sup>2)</sup> Excluding items affecting comparability

# Priorities 2023

- Price management
- Innovation and brands
- Strong focus on costs and efficiency improvements
- Growth in high margin categories
- Sustainability



**Breaking barriers for well-being**

# Q & A



