



# This is Essity

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For everybody and every body

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



Leukoplast®



JOBST

Libero



# Essity in numbers

A global, leading hygiene and health company

Net sales 2024

\$13.9B

Sales in countries

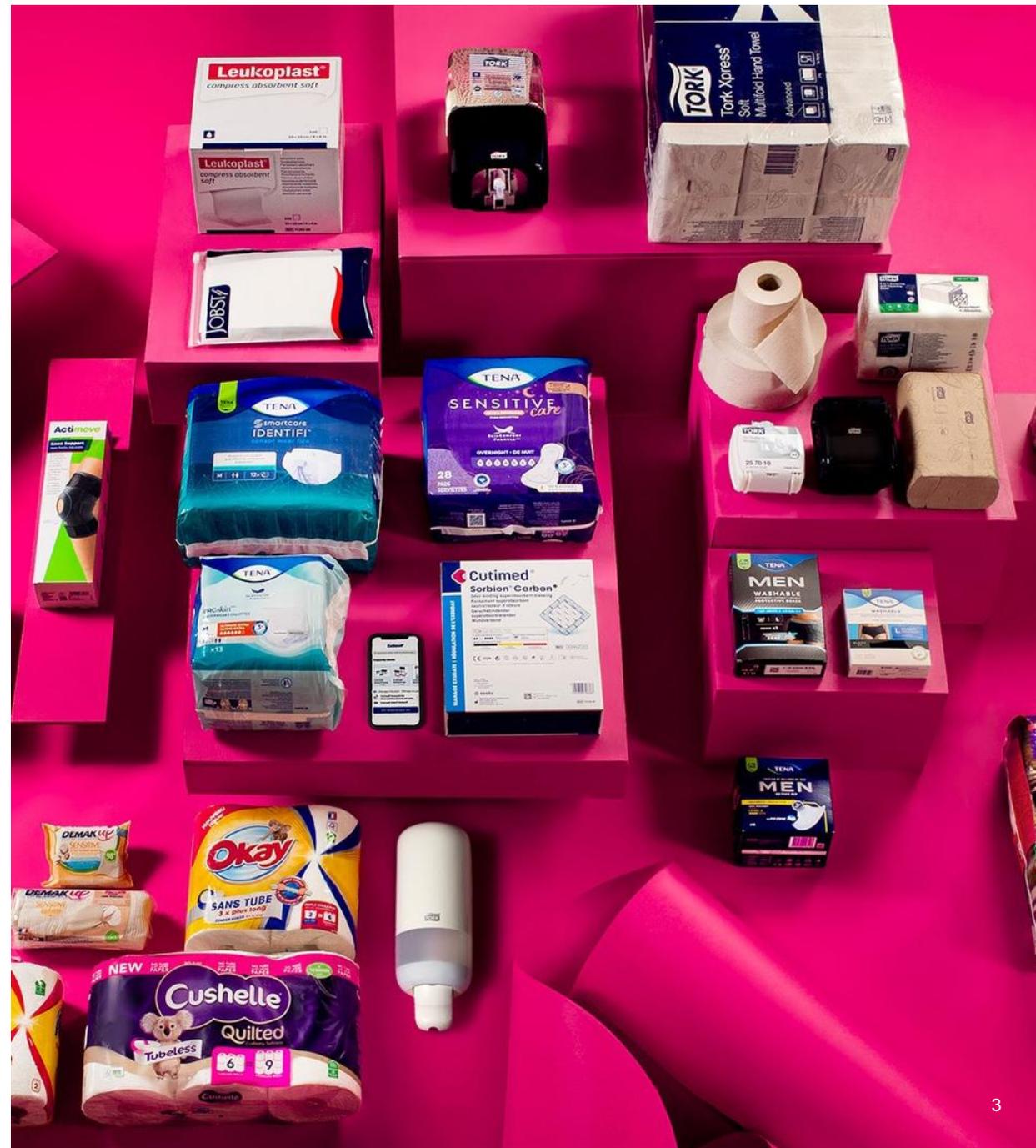
150

Employees

36,000

Production facilities

70



# Global market positions



Health & Medical	
Incontinence Products Health Care	#1
Compression Therapy	#1
Orthopedics	#3
Wound Care	#5

Consumer Goods	
Incontinence Products Retail	#2
Consumer Tissue	#3
Feminine Care	#5
Baby Care	#5

Professional Hygiene	
Professional Hygiene	#1

Source: The information has been compiled by Essity for presentation purposes based on external market sources and internal estimates covering all markets in the listed categories.

# Three attractive business areas



## Health & Medical

Holistic health and medical solutions along the continuum of care

20%

of net sales 2024



## Consumer Goods

Personal and home hygiene for all stages of life

54%

of net sales 2024



## Professional Hygiene

Sustainable hygiene management solutions for a broad set of commercial applications

26%

of net sales 2024

# Sustainability

# Commitment to the United Nations Sustainable Development Goals (SDGs)

- Essity plays an important role in contributing to the UN Sustainable Development Goals (SDGs)
- We focus particularly on six goals where we have the expertise and can contribute the most
- Essity is a signatory to the UN Global Compact and works to overcome global challenges through cooperation and partnerships

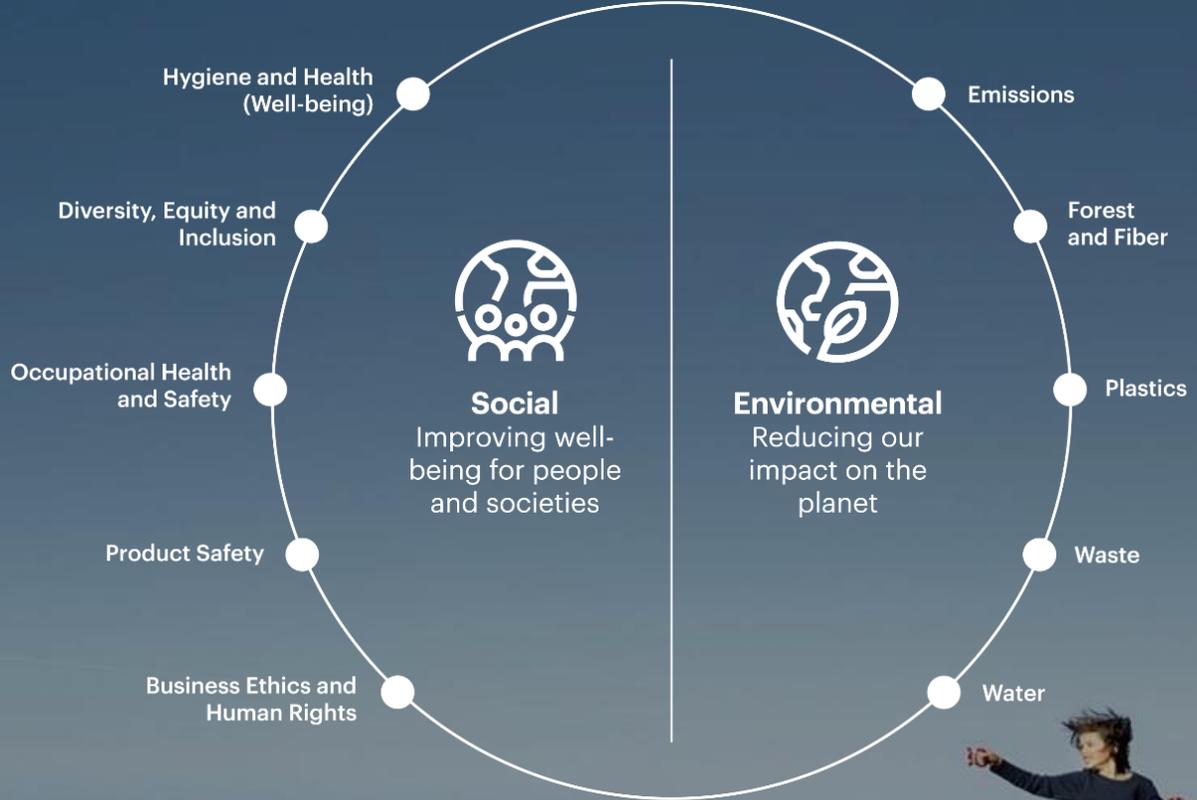


# Essity's sustainability playing field

Sustainability is integrated into everything we do, driven by a strategic foundation that shapes and directs every action.

Our action areas are crucial for reducing our environmental impact, driving commercial success, and ensuring Essity's license to operate.

Essity's sustainability playing field: our strategic foundation





Think ahead.

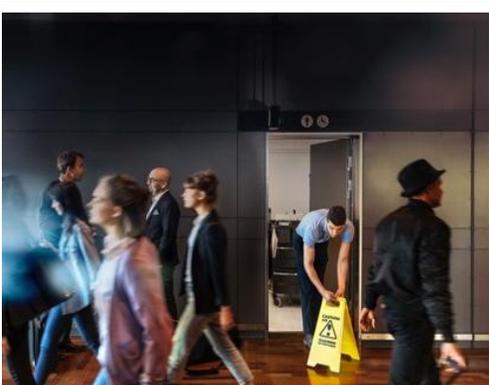
# Leading in Professional Hygiene





Think ahead.

# Segment approach drives customer understanding

<p><b>Commercial</b></p> 	<p><b>Industry</b></p> 	<p><b>Horeca</b></p> 	<p><b>Healthcare</b></p> 	<p><b>Public interest</b></p> 
				
<p><b>Passenger Terminals, Retail Offices and Recreation</b></p>	<p><b>Manufacturing, Food processing, Transportation Other Ind. Activities</b></p>	<p><b>Hotels / Lodging and Food services</b></p>	<p><b>Short-term and long-term Institutions and HC practitioners</b></p>	<p><b>Education, Non-Government Institutions, Government</b></p>

## Deep end customer understanding

- Market & end-customer research
- Segment subject matter experts

## Industry shaping innovations

- Delivering on customer's needs
- Helping businesses to be ready for business

## Distinctive 360° Omni-Channel activation

- Media activation – on and offline
- Customer-specific programs and trainings

# Tork #1 professional hygiene brand in the world



Think ahead.



# Tork sustainability focus areas

Tork is committed to developing innovative, sustainable hygiene solutions that are better for business, people and the planet.



## Materials & packaging

Responsible sourcing and increased use of renewable, recycled and natural content.



## Use & waste

Reducing waste through reduced consumption and circular solutions.



## Carbon

Lowering carbon impact throughout the total life cycle of Tork products and services.



## Hygiene for all

We are dedicated to raising hygiene standards for the majority of users.

For the planet

And for people

# Tork is more than refills

## Industry Leading, Award-Winning Dispensers



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Easy to use certification from the Swedish Rheuma Association



reddot award

Prestigious international competition established in 1954 with an expert jury that selects the best product design of the year.



Recognized as a symbol of design excellence around the world since 1953, the iF Design Award welcomes over 5,000 submissions from 70 countries every year.



Covering new consumer products from around the world, GOOD DESIGN is a prestigious award organized annually by the Chicago Athenaeum Museum of Architecture and Design in cooperation with the European Centre for Architecture, Art, Design and Urban Studies.



The International Design Society of America conducts the premier International Design Excellence Awards® (IDEA) recognizing design excellence in product design around the world. Winning entries receive worldwide press and are housed in a permanent collection at the Henry Ford.



Think ahead.

# Tork Vision Cleaning

Unleash the power of real-time data and transform your way of working

What if you could **respond to cleaning and dispenser refill needs before you get complaints?**

Now you can. Tork Vision Cleaning, the world's leading facility management solution, uses data to help you better support facility hygiene and meet high cleaning expectations.



## What it helps you achieve:

- ✓ Cleaning quality and user satisfaction
- ✓ Increased efficiency and optimized labor
- ✓ Deeper insights with built-in reports and analytics



Dispensers are stocked

**99%**

of the time<sup>1</sup>

**91%**

reduction in dispenser checks – saving hundreds of hours per year<sup>2</sup>

**20%**

time saved<sup>3</sup>

1. Measured across nearly 13,000 connected dispensers between June-December 2019, based on time per month that a dispenser is in an empty status against total time per month.

2. Based on customer feedback for dispenser checks over 6 months before vs after installing Tork Vision Cleaning (between June-December 2019). Measured across 16 sites connected to Tork Vision Cleaning, with each dispenser check taking approx. 20 seconds.

3. Based on the documented results achieved by three Tork Vision Cleaning customers, measured before and after the implementation of Tork Vision Cleaning.

Note: Tork Vision Cleaning was formerly known as Tork EasyCube®.

# Tork PaperCircle<sup>®</sup>

## The world's first paper hand towel recycling service



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Your visitors and employees use the washrooms as usual, but throw used paper hand towels in a separate container after drying their hands



The cleaners empty the containers as usual, but keep the used paper hand towels separated from other waste on the cleaning trolley



Our recycling partners collect the used paper hand towels and bring them to the local Essity paper mill



Essity's mill recycles the used paper hand towels into new tissue products



Your used paper hand towels return to the cycle as new tissue products



Together, we can reduce carbon footprint by up to **40%<sup>1</sup>** and cut waste by up to **20%<sup>2</sup>** compared to other waste handling options

<sup>1</sup> Potential CO<sub>2</sub> e savings from recycling of used hand towels compared to incineration with energy recovery. Estimation based on a third party verified life cycle assessment for EU average conditions, where avoided processes from alternative use of fresh fibers and energy were considered. Potential savings in kg CO<sub>2</sub> e is calculated based on the result from the life cycle assessment and the collected weight reported to us. Estimate should not be used for carbon footprint calculations or reporting purposes.

<sup>2</sup> Based on results from Tork PaperCircle<sup>®</sup> pilot customers in Germany and The Netherlands

# Winning with Tork



Think ahead.

## Omnichannel expertise



## Brand strength



Think ahead.

#1 Professional Hygiene Brand in the World

## Product and Service Innovation



## Sustainability



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