

## Press release

Stockholm, December 19, 2023

# Essity reports Vinda as discontinued operations as of Q4 2023 and publishes updated comparable figures

As announced on December 15, 2023, Essity will, as of the fourth quarter of 2023, classify the financial reporting of Vinda as discontinued operations. Today, Essity is publishing updated comparable figures to reflect this change in accounting.

### EARNINGS TREND

SEKm	2023:3	2023:2	2023:1	2022:4	2212	2112
Net sales	37,092	37,078	36,352	36,629	131,320	101,466
Gross profit	10,683	10,454	10,359	9,935	32,026	29,144
Adjusted gross profit <sup>1</sup>	11,670	10,809	10,321	10,237	33,925	29,290
Adjusted operating profit before amortization of acquisition-related intangible assets (EBITA) <sup>1</sup>	5,147	4,617	4,281	4,112	12,047	11,451
Operating profit before amortization of acquisition-related intangible assets (EBITA)	3,497	4,131	4,368	3,818	9,876	11,822
Amortization of acquisition-related intangible assets	-277	-279	-283	-288	-1,111	-844
Adjusted operating profit <sup>1</sup>	4,870	4,338	3,998	3,824	10,936	10,607
Items affecting comparability	-1,967	-519	87	-305	-2,445	371
Operating profit	2,903	3,819	4,085	3,519	8,491	10,978
Financial items	-644	-588	-625	-561	-1,320	-567
Profit before tax	2,259	3,231	3,460	2,958	7,171	10,411
Adjusted profit before tax <sup>1</sup>	4,226	3,750	3,373	3,263	9,616	10,040
Income taxes	-696	-786	-809	-736	-2,006	-2,398
Profit for the period from continuing operations	1,563	2,445	2,651	2,222	5,165	8,013
Profit for the period from discontinued operations	88	106	52	24	899	1,797
Profit for the period, total operations	1,651	2,551	2,703	2,246	6,064	9,810
Earnings per share before and after dilution, continuing operation, SEK	2.20	3.46	3.75	3.14	7.28	10.96
Adjusted earnings per share before and after dilution, continuing operation, SEK <sup>2</sup>	4.83	4.26	3.93	3.75	11.60	11.18
Earnings per share before and after dilution, total operations, SEK	2.26	3.53	3.79	3.15	7.93	12.27

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

<sup>2</sup>Excluding items affecting comparability and amortization of acquisition-related intangible assets.

## NET SALES BY BUSINESS AREA

SEKm	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	7,158	6,905	6,665	6,589	24,708	21,255
Consumer Goods	19,729	20,056	20,257	20,454	72,241	55,821
Professional Hygiene	10,184	10,123	9,422	9,617	34,393	24,392
Other	21	-6	8	-31	-22	-2
Total	37,092	37,078	36,352	36,629	131,320	101,466

## ORGANIC SALES GROWTH BY BUSINESS AREA

(%)	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	5.8	8.0	10.6	4.5	7.2	5.5
Consumer Goods	-0.4	5.7	14.8	18.4	17.6	0.2
Professional Hygiene	5.7	11.7	22.6	20.7	25.4	5.8
Total	2.4	7.7	15.9	16.0	17.3	2.6

## SALES GROWTH, INCLUDING ORGANIC SALES GROWTH AND ACQUISITIONS BY BUSINESS AREA

(%)	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	5.8	8.0	10.6	6.4	9.6	6.6
Consumer Goods	1.1	8.7	17.2	21.1	20.0	1.6
Professional Hygiene	5.7	11.7	22.9	21.3	27.7	7.7
Total	3.3	9.3	17.4	18.0	19.7	4.0

## ADJUSTED EBITA BY BUSINESS AREA

SEKm	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	1,188	947	777	719	2,904	3,800
Consumer Goods	2,395	2,417	2,400	2,293	6,354	5,767
Professional Hygiene	1,887	1,582	1,288	1,405	3,843	2,673
Other	-323	-329	-184	-305	-1,054	-789
Total	5,147	4,617	4,281	4,112	12,047	11,451

## ADJUSTED OPERATING PROFIT BY BUSINESS AREA

SEKm	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	979	737	560	499	2,058	3,082
Consumer Goods	2,332	2,356	2,338	2,231	6,109	5,650
Professional Hygiene	1,881	1,577	1,282	1,400	3,823	2,663
Other	-322	-332	-182	-306	-1,054	-788
Total adjusted operating profit <sup>1</sup>	4,870	4,338	3,998	3,824	10,936	10,607
Financial items	-644	-588	-625	-561	-1,320	-567
Profit before tax <sup>1</sup>	4,226	3,750	3,373	3,263	9,616	10,040
Income taxes	-995	-941	-803	-815	-2,206	-2,474
Net profit for the period <sup>2</sup>	3,231	2,809	2,570	2,448	7,410	7,566
<sup>1</sup> Excluding items affecting comparability before tax amounting to:	-1,967	-519	87	-305	-2,445	371
<sup>2</sup> Excluding items affecting comparability after tax amounting to:	-1,668	-364	81	-226	-2,245	447

## ADJUSTED EBITA MARGIN BY BUSINESS AREA

(%)	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	16.6	13.7	11.7	10.9	11.8	17.9
Consumer Goods	12.1	12.1	11.8	11.2	8.8	10.3
Professional Hygiene	18.5	15.6	13.7	14.6	11.2	11.0
Total	13.9	12.5	11.8	11.2	9.2	11.3

## ADJUSTED GROSS MARGIN BY BUSINESS AREA

(%)	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	42.0	39.0	37.8	36.3	37.4	42.7
Consumer Goods	28.3	26.3	26.3	25.7	23.0	25.7
Professional Hygiene	30.2	28.1	26.3	26.8	23.4	24.0
Total	31.5	29.2	28.4	27.9	25.8	28.9

## ADJUSTED RETURN ON CAPITAL EMPLOYED BY BUSINESS AREA

(%)	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	13.3	10.7	9.1	8.3	8.7	12.8
Consumer Goods	17.2	17.6	18.2	16.7	12.8	14.2
Professional Hygiene	28.0	22.7	18.6	19.3	14.0	11.7
Total	17.2	15.8	15.2	13.9	10.9	12.4

## OPERATING CASH FLOW BY BUSINESS AREA

SEKm	2023:3	2023:2	2023:1	2022:4	2212	2112
Health & Medical	1,676	323	270	818	2,396	3,834
Consumer Goods	2,235	1,732	1,760	1,043	3,567	5,152
Professional Hygiene	2,370	1,782	951	1,344	3,219	2,311
Other	-227	-990	-111	-585	-1,503	-1,552
Total	6,054	2,847	2,870	2,620	7,679	9,745

## NET SALES BY CATEGORY

(%)	2212
<b>Health &amp; Medical</b>	<b>19</b>
of which	
Incontinence Products Health Care	11
Medical Solutions	8
<b>Consumer Goods</b>	<b>55</b>
of which	
Incontinence Products Retail	7
Feminine Care	8
Baby Care	5
Consumer Tissue	35
<b>Professional Hygiene</b>	<b>26</b>

## NET SALES PER REGION

(%)	2212
Europe	62
Latin America	16
North America	16
Asia	2
Other	4

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### About Essity

Essity is a global, leading hygiene and health company. We are dedicated to improving well-being through our products and services. Sales are conducted in approximately 150 countries under the leading global brands TENA and Tork, and other strong brands, such as Actimove, JOBST, Knix, Leukoplast, Libero, Libresse, Lotus, Modibodi, Nosotras, Saba, Tempo, TOM Organic, Vinda and Zewa. The company's headquarters is located in Stockholm, Sweden, and Essity is listed on Nasdaq Stockholm. Essity breaks barriers to well-being and contributes to a healthy, sustainable and circular society. More information at [www.essity.com](http://www.essity.com).