

INVESTOR PRESENTATION

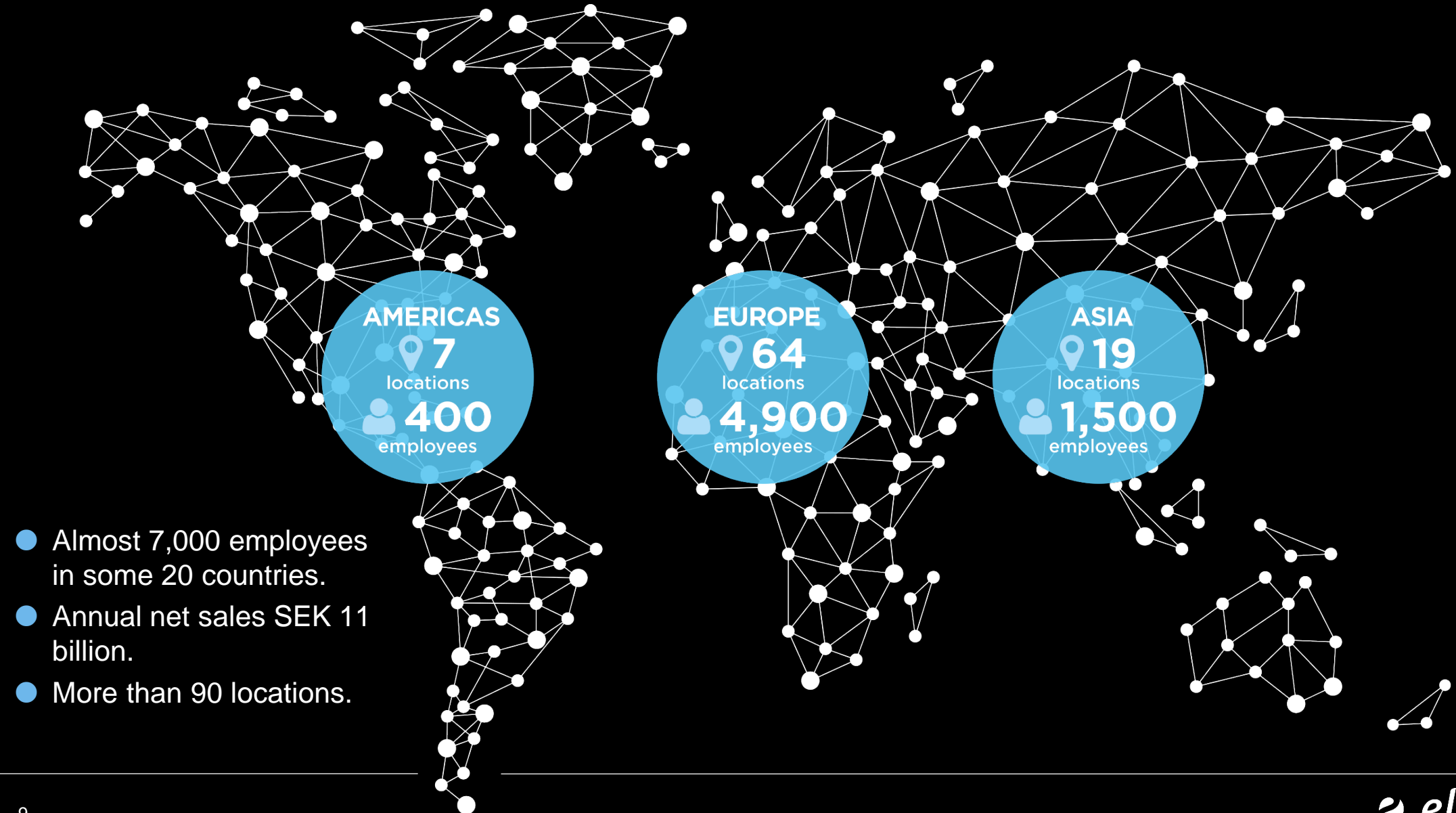
September 2019

WE SUPPLY

THE WORLD



Elanders today



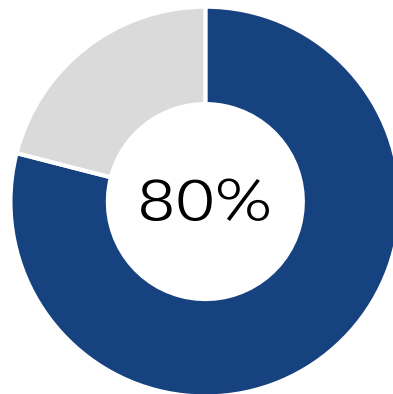
- Almost 7,000 employees in some 20 countries.
- Annual net sales SEK 11 billion.
- More than 90 locations.

Our business areas in 2019



SUPPLY CHAIN SOLUTIONS

Share of total net sales



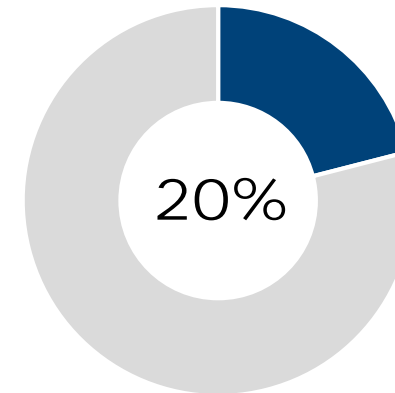
Mentor Media
MEMBER OF ELANDERS GROUP

 **LGI**
MEMBER OF ELANDERS GROUP



PRINT & PACKAGING SOLUTIONS

Share of total net sales



 **elanders**

 **fotokasten**

 **myphotobook**

Our major customer segments

Our major customer segments' share of total net sales



25%

Automotive



35%

Electronics



15%

Fashion & Lifestyle



<5%

Health Care &
Life Science



15%

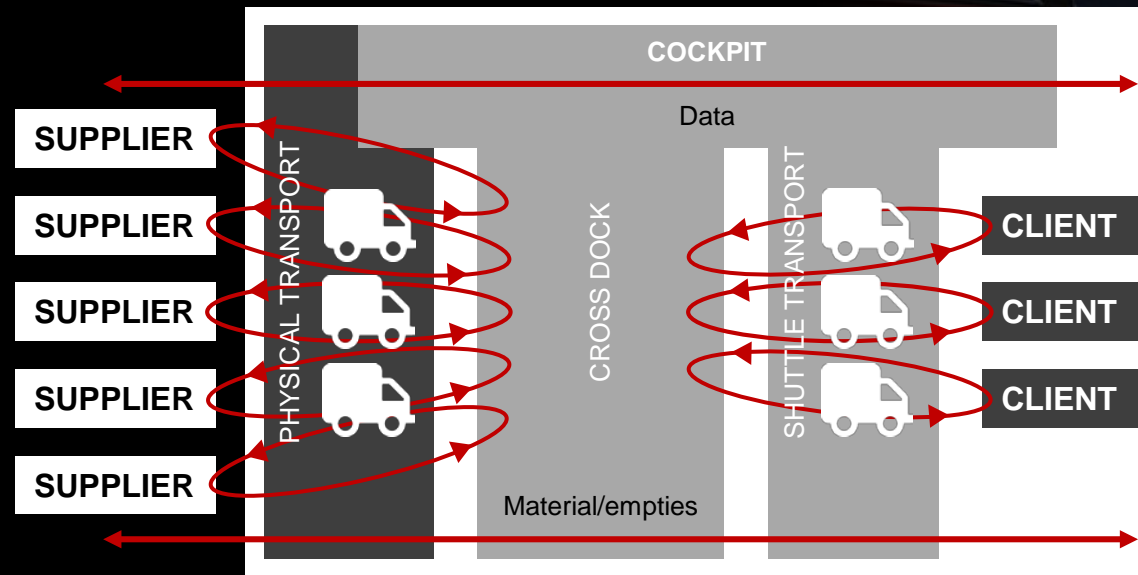
Industrial

Automotive

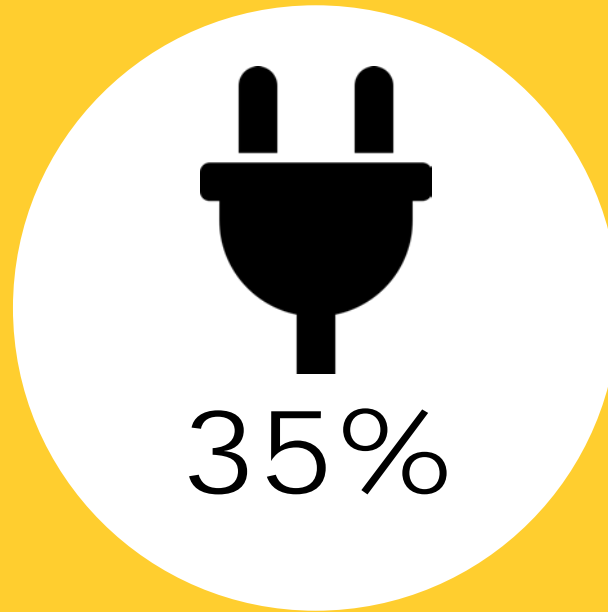


Centralized hub for production, development & spare parts

- End-to-end supply chain solution (pick up at the supplier and deliver to customer site).
- The solution also includes the handling of special packaging for the various car parts.
- Just-in-sequence deliveries to the customer's different facilities.
- Daily volume of 60 trucks.

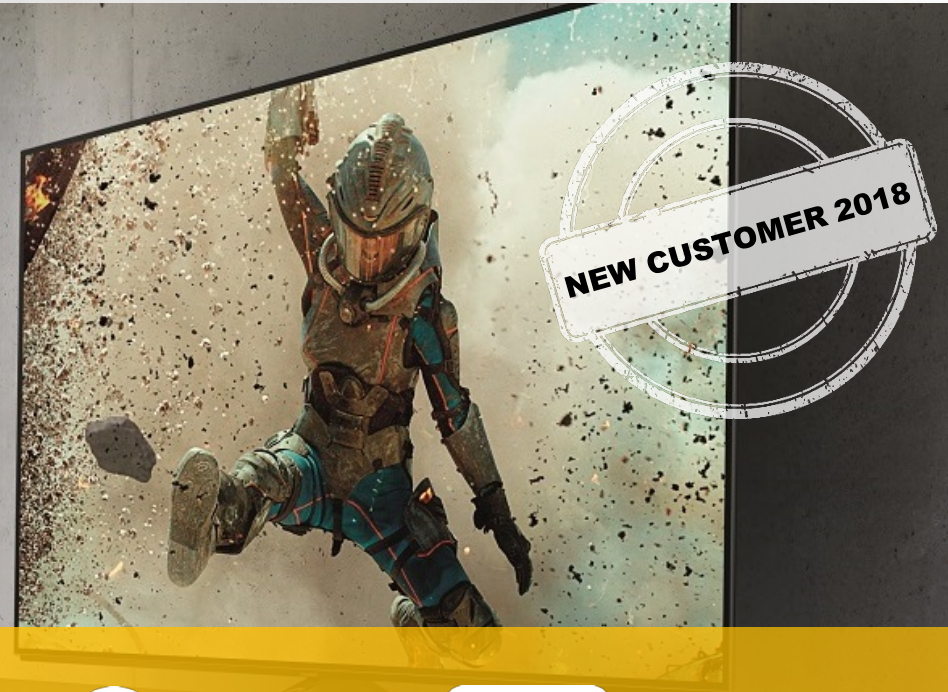


Electronics



Electronic products

- Elanders took over the business starting from July 2018.
- Contract over five years with an option to prolong for another three years.
- Location at existing site in Germany.
- Employees: 125 FTE.
- Products: TV, Cameras, Air Condition etc. for the European market.



MANUFACTURING



CUSTOMS AND
CONTROL TOWER



DISTRIBUTION
WAREHOUSE



SERVICES



DELIVERY

Health Care & Life Science



From logistics to service provider in medical technology

- Elanders is an outsourcing partner regarding a customer's diagnostic equipment
- Elanders' services includes, but are not limited to, the following:
 - Distribution of equipment, spare parts and consumables
 - Installation and service on site
 - Return handling including repairs in Elanders repair center, where 20 technicians work
 - Recycling of discontinued equipment



WAREHOUSING



DELIVERIES



REPAIR CENTER SERVICES

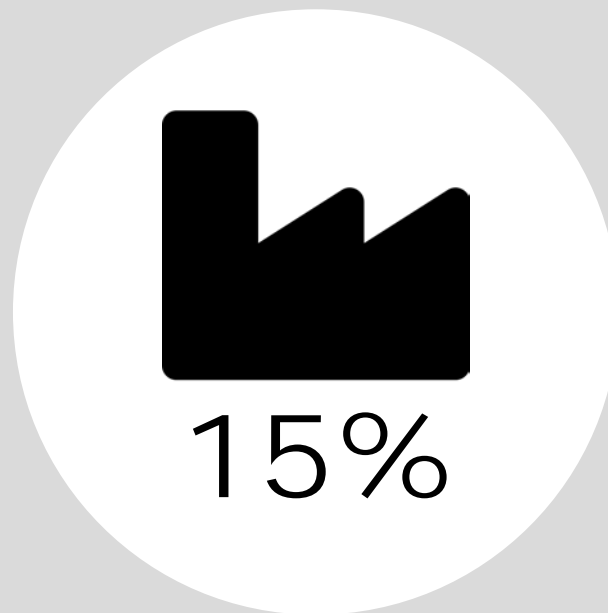


ON SITE SERVICES



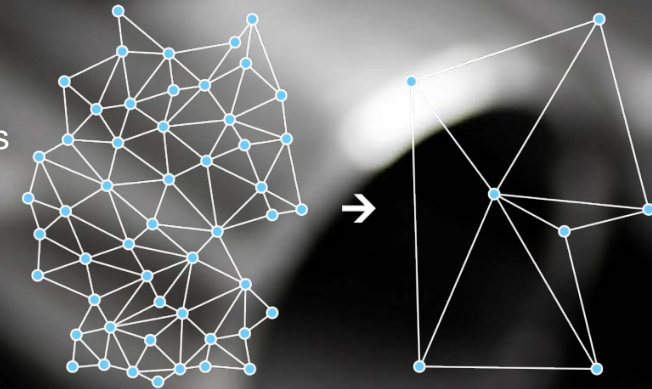
RECYCLING

Industrial



Industrial orders with extremely short lead times

- Elanders is an outsourcing partner to a heating products and hot water solutions company in Germany
- When Elanders took over the business 52 service centers became seven distribution centers
- Elanders' services for the customer include everything from:
 - Distribution and exports of heat pumps, radiators and spare parts
 - Orders are received until 22:00 with delivery the next day
 - The components that are handled are ranging from small parts to heat pumps weighing hundred of kilos and several meter long metal pipes
 - Deliveries of 17,000 order lines per day from the seven distribution centers that together comprise 100,000 m² in floor space



PREVIOUS: 52 service centers in Germany.
TODAY: 6 local and one regional distribution centers.



Fashion & Lifestyle



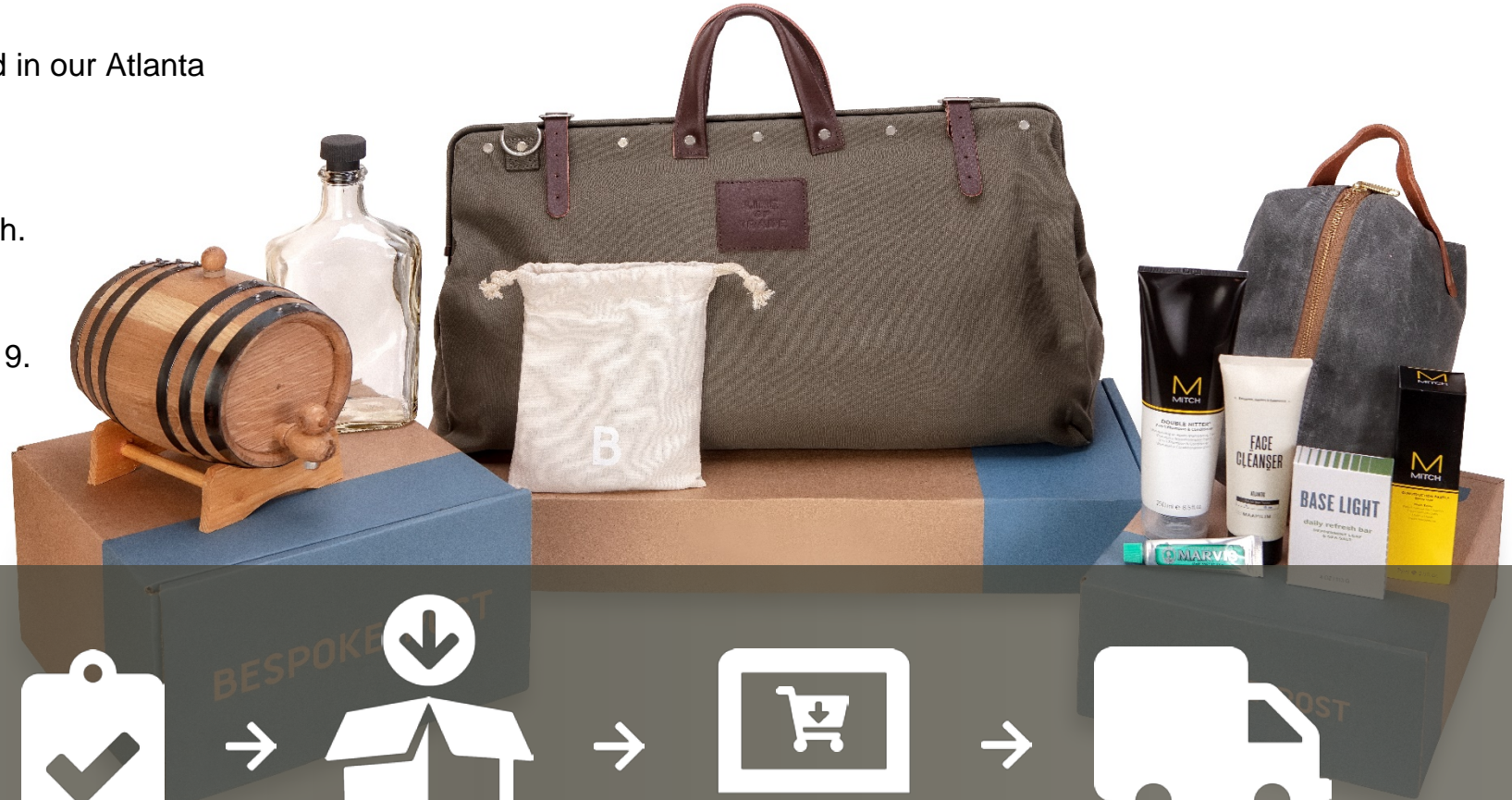
Exclusive products requires flexible logistics solutions

- Elanders is a global outsourcing partner regarding a customer's high-end products
- High-end fashion is a fast moving market which demands fast and flexible delivery capabilities
- Annual volume of 1.8 million products for nine different sub brands
- Elanders' services include the following:
 - Picking up products at the customer's suppliers, quality control and storage
 - Value-added services such as unpacking, ironing, sewing, labeling and special packaging
 - Global distribution through three distribution centers in Munich, Boston and Hong Kong to over 1,800 sales locations worldwide



Subscription boxes

- The supply chain operations started in our Atlanta printing facility in the end of 2015.
- 12 different customers.
- 750,000 outbound deliveries / month.
- 10,000 different products.
- Estimated sales of MUSD 50 in 2019.



INBOUND LOGISTICS



TESTS



KITTING AND ASSEMBLY



E-COMMERCE




DELIVERY

Sustainability



Electric truck for a major sports car manufacturer

- Elanders has, together with one of its customers, invested in an electric truck from MAN. The truck has a operating range of 130 kilometers after being fully charged.
- 5-6 times per day the truck travels the distance of 19 kilometer between Elanders' warehouse and the customer's factory.
- This truck is the first of its kind being used in daily operations on public roads in Germany.
- The customer has developed a charging station for the truck, which has been installed at Elanders' warehouse.
- The truck is charged at the same time as goods are being loaded onto the truck. 45 minutes of charging gives it an operating range of 100 kilometers.



The eTruck reduces the carbon dioxide emissions by 30 tons per year

Financials



The first six months 2019

Actual (excluding IFRS 16 effects)

- Net sales increased by ten percent to MSEK 5,525 (5,035), of which five percentage points were organic growth.
- EBITA increased to MSEK 237 (199), which corresponded to an EBITA margin of 4.3 (4.0) percent.
- The net result increased to MSEK 120 (76) or SEK 3.02 (2.10) per share.
- Operating cash flow increased to MSEK 390 (-34). Excluding the effects of implementing IFRS 16, operating cash flow increased to MSEK 220 (-34). Cash flow for the period includes a positive one-off effect of MSEK 47 (0) from sales of accounts receivable, i.e. factoring.
- The Net Debt / EBITDA ratio (rolling 12 month) decreased to 3.3 from 5.2 same period last year.

The first six months 2019 (cont.)

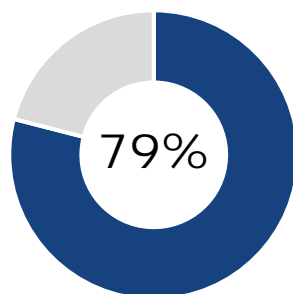
Supply Chain Solutions *(excl. IFRS 16 effects)*

Key figures	Jan-Jun 2019	Jan-Jun 2018*
Net sales, SEK million	4,361	3,982
EBITA, SEK million	190	155
EBITA margin, %	4.4	3.9

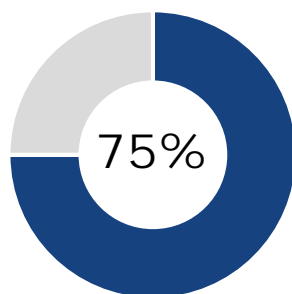
Print & Packaging Solutions *(excl. IFRS 16 effects)*

Key figures	Jan-Jun 2019	Jan-Jun 2018*
Net sales, SEK million	1,205	1,067
EBITA, SEK million	63	54
EBITA margin, %	5.2	5.1

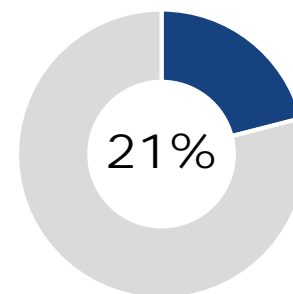
Share of total net sales
(rolling 12m)



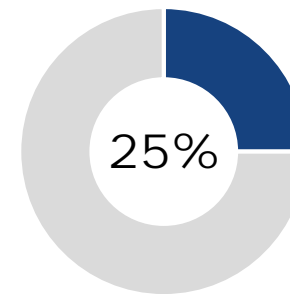
Share of EBITA
(rolling 12m)



Share of total net sales
(rolling 12m)



Share of EBITA
(rolling 12m)



* The figures for the comparison period have been adjusted to reflect the new structure of business areas. The figures for 2018 have not been adjusted for IFRS 16 since the transition to IFRS 16 have been based on the modified retrospective approach.

Our customer segments

Customer segments	Sales Q2, 2019 (rolling 12m), MSEK	Sales 2018, MSEK	Outlook (based on Q2)
● Automotive	2,558	2,499	Stable demand, even though market is down with a few percentages.
● Electronics	3,824	3,520	No signs of weakness in the market yet for our major customers. The outcome from the trade war between the USA and China is a big question mark.
● Fashion & Lifestyle	1,975	1,826	Good growth in general.
● Health Care & Life Science	266	265	Stable market for the moment.
● Industrial	1,620	1,662	Negative trend for our major customers, which affect our sales.
● Other	989	970	A mix of many customers. Difficult to say a clear trend.
Total net sales	11,232	10,742	

IFRS 16 impact

Financial overview

	First six months			Rolling 12 months		
	2019	2019 excl. IFRS 16 ¹⁾	2018	2019, Q2 ³⁾	2019 excl. IFRS 16 ¹⁾	FY2018
Net sales, MSEK	5,525	5,525	5,035	11,232	11,232	10,742
EBITDA, MSEK	683	336	302	1,451	759	725
EBITA, MSEK ²⁾	255	237	199	595	561	523
EBITA-margin, %	4.6	4.3	4.0	5.3	5.0	4.9
Net debt at the end of the period, MSEK	4,587	2,513	2,915	4,587	2,513	2,915
Net debt/EBITDA ratio ³⁾	3.4	3.7	4.8	3.2	3.3	4.0

¹⁾ Excluding the effect from the transition to IFRS 16, which means that the same accounting principles as 2018 have been used. IFRS 16 is effective from 1 January 2019 and has affected the accounting of the Group's lease agreements. For more details, see page 13.

²⁾ EBITA refers to Earnings before interest, taxes and amortization; operating result plus amortization of assets identified in conjunction with acquisitions.

³⁾ Half year IFRS 16 effect has been extrapolated for the full year.

Questions?



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