

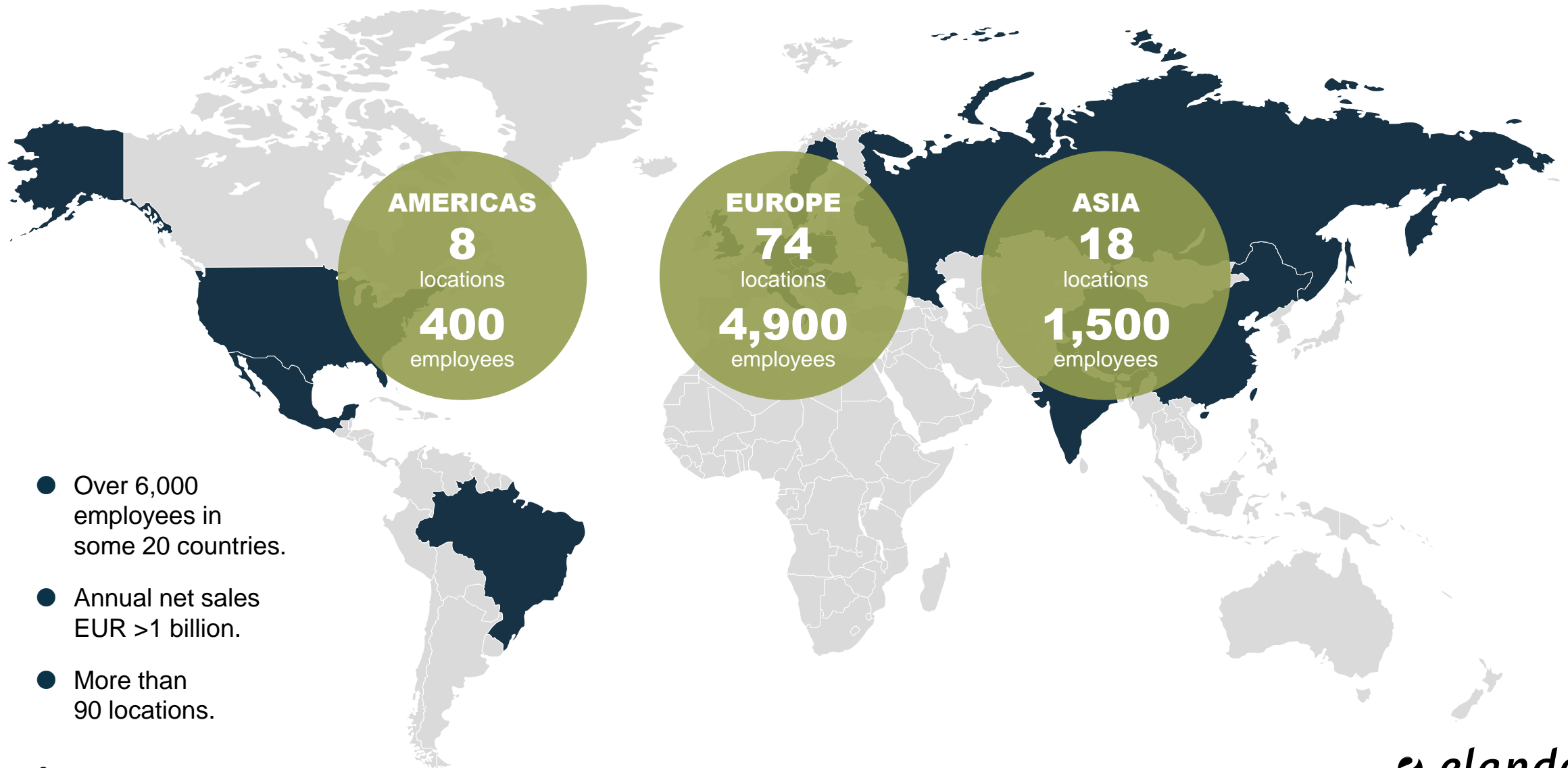
A stylized, semi-transparent globe is centered in the background. It shows the outlines of continents in a darker shade of blue against a lighter blue background. The globe is slightly tilted.

QUARTERLY REPORT

January – September 2021

15 October 2021

Elanders today



- Over 6,000 employees in some 20 countries.
- Annual net sales EUR >1 billion.
- More than 90 locations.

Elanders' major customer segments

Our major customer segments' approximate share of total net sales



20%

Automotive



30%

Electronics



20%

Fashion & Lifestyle



<5%

**Health Care &
Life Science**



15%

Industrial

Operational highlights and financials Q3, 2021



Third quarter 2021

	January - September		Third quarter		Last 12 months	Full year 2020
	2021	2020	2021	2020		
Net sales, MSEK	8,369	8,164	2,865	2,778	11,255	11,050
EBITDA, MSEK	1,012	965	328	390	1,478	1,431
EBITA, MSEK ¹⁾	413	342	126	190	669	598
EBITA-margin, %	4.9	4.2	4.4	6.8	5.9	5.4
Result before tax, MSEK	301	203	88	147	512	414
Result after tax, MSEK	211	136	57	101	367	292
Earnings per share, SEK	5.84	3.78	1.54	2.83	10.17	8.12
Operating cash flow, MSEK	575	1,090	208	455	1,268	1,783
Net debt, MSEK	3,253	3,567	3,253	3,567	3,253	2,854
Net debt/EBITDA ratio, times ²⁾	2.4	2.8	2.5	2.3	2.2	2.0
Net debt/EBITDA ratio excl. IFRS 16, times ²⁾	2.0	2.8	2.1	1.8	1.7	1.5

¹⁾ EBITA equals the operating profit plus amortization of assets identified in conjunction with acquisitions.

²⁾ The key ratios have been annualised

Actual

- The shortage of semiconductors created lots of disturbances for some of the customers in their production. The shortage means big fluctuations in customer demands that changes from one week to another. It makes it almost impossible to adjust our cost-structure accordingly.
- Negotiations are now ongoing with several customers to find solutions that can decrease the negative impact of the extra costs created by the fluctuations.
- The negative impact from the shortage of semiconductors was mainly impacting our result in July and August. We could see a recovery in the second half of September. We expect that the disturbances will continue in the fourth quarter, but with less negative impact.
- Last year in Q3, we still had positive effects on the result from the sale of PPE products. The majority of our customers also showed a very strong recovery from the negative COVID-19 impacts in Q1 and Q2.

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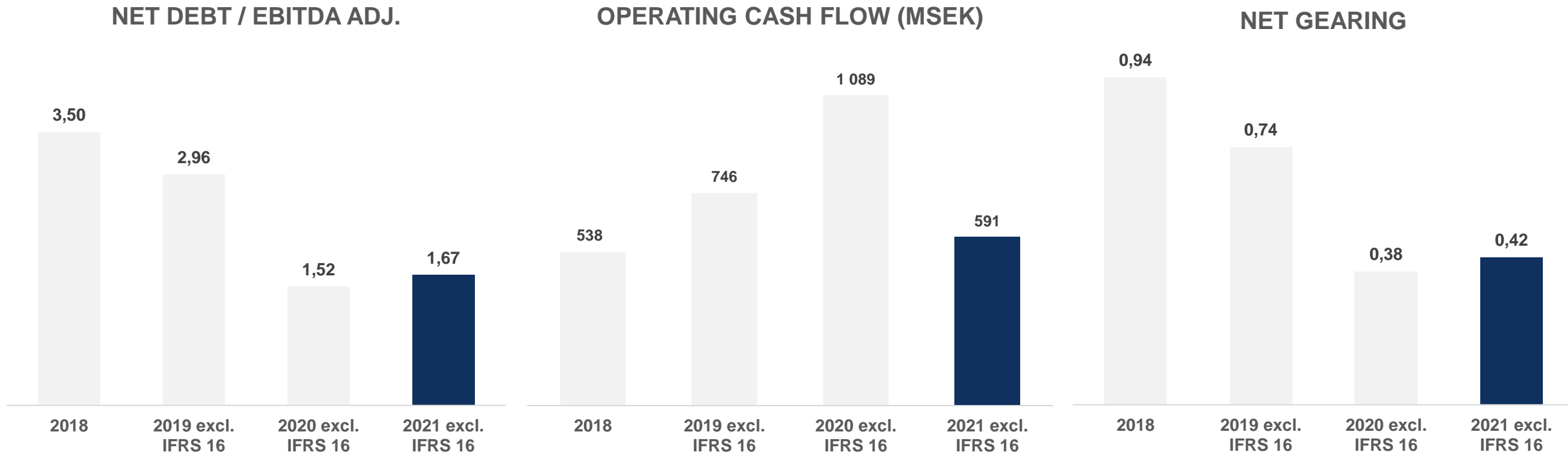
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Actual (cont.)

- Net sales grew organically by three percent. The growth came from business area Supply Chain Solutions. The drivers behind the growth was mainly increased prices for Air & Sea services, buy & sell activities for Electronics in Asia and increased volumes for Fashion & Lifestyle in Europe.
- We continue to receive lots of requests from both existing and new customers, especially when it comes to e-commerce solutions for the Fashion & Lifestyle segment. To meet the increased demand from Fashion & Lifestyle customers we are now exploring different options to increase our capacity.

Stronger financial position



Comments:

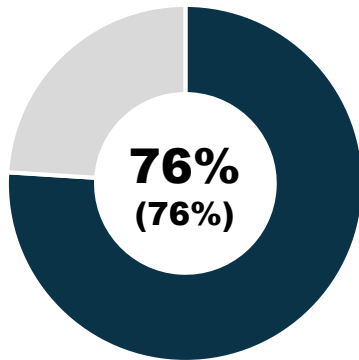
- Rolling 12 months data
- Historic data shows that Elanders normally has a strong cash flow and can handle temporary increases in net debt in connection with acquisitions or larger investments

Our business areas

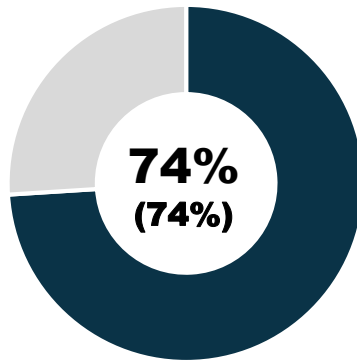
Supply Chain Solutions

Key figures	Jul-Sep 2021	Jul-Sep 2020
Net sales, SEK million	2,292	2,130
EBITA, SEK million	112	162
EBITA margin, %	4.9	7.6

Share of total net sales
(rolling 12m)



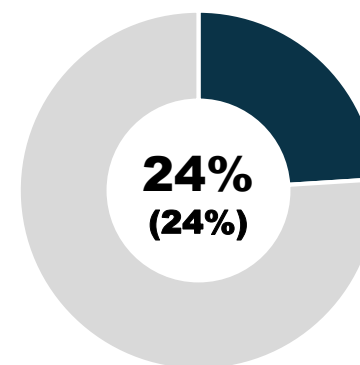
Share of EBITA
(rolling 12m)



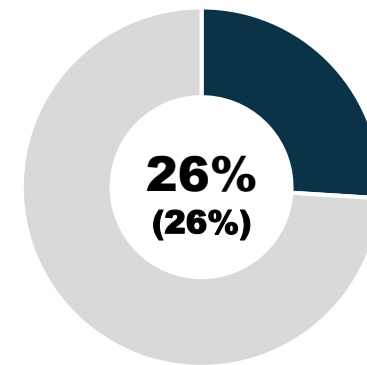
Print & Packaging Solutions

Key figures	Jul-Sep 2021	Jul-Sep 2020
Net sales, SEK million	592	672
EBITA, SEK million	24	35
EBITA margin, %	4.1	5.1

Share of total net sales
(rolling 12m)



Share of EBITA
(rolling 12m)



Sales by customer segments

Net sales per quarter

MSEK	2021			2020		
	Third quarter	Second quarter	First quarter	Fourth quarter	Third quarter	Second quarter
Customer segments						
Automotive	507	559	584	563	546	340
Electronics	917	809	729	817	775	915
Fashion & Lifestyle	629	624	673	670	630	511
Health Care & Life Science	127	138	101	99	220	524
Industrial	379	367	383	440	405	318
Other	306	273	264	298	203	206
Net sales	2,865	2,769	2,734	2,886	2,778	2,814

Automotive

- The lack of semiconductors decreased the sales to Automotive compared to last year, which affected our margins very negatively. Positive is that our customers still can see a very high underlying demand. We expect that they will try to catch up as soon as they have enough semiconductors. We continue to develop our services for electric car models and have secured two new projects relating to storing, handling and assembly of battery cells.

Electronics

- Electronic shows a good growth compared to last year. The growth mainly comes from increased share of buy & sell business in Asia and our new service offering, Renewed Tech. Some of our customers were suffering from the lack of semiconductors. It resulted in less production in Asia and lower quantities of products coming to Europe. This put some pressure on our margins.

Sales by customer segments (cont.)

Net sales per quarter

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Fashion & Lifestyle

- Our sales was in line with last year despite a growth of 30% in Europe, which was leveled out by decreased sales in the USA. The latter was because there was less buy & sell of freight volumes for our subscription box customers.
- We continue to see a strong growth from our customers in the e-commerce channels and the recovery of retail continues.

Health Care & Life Science

- The one-off business with personal protective equipment boosted sales in Q2 and Q3, 2020.
- Some new interesting customers have been obtained, which have good potential for the future.

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Net sales per quarter

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Industrial

- Sales for Industrial was in line with last year, but some of our customers were affected by lack of semiconductors.

Other

- Other sales increased and was mainly driven by the acquisition of Schätzl and online-print volumes.

Going forward

- The underlying demand is still very strong in all our customer segments, and we continue to have a lot of requests from both existing and new customers.
- We continue to grow within e-commerce solutions for Fashion & Lifestyle customers. Therefore, we are looking at how we can expand our capacity, both in existing and other markets. Our global footprint makes us very attractive for brands that want to grow outside their home market.
- Our strong financial position enables us to increase the number of acquisitions.
- We want to continue to grow in the Life Cycle Management area. It will help both us and our customers to reduce carbon dioxide emissions.
- The stronger Swedish Krona puts some pressure on both net sales and result, as almost all sales and earnings are in Euro and US Dollars.
- We are carefully optimistic going forward. However, the COVID-19 pandemic and the lack of semi-conductors will continue to make the market conditions uncertain, which we need to be prepared for.

Questions?



KEY FACTS

This is Elanders

HQ GOTHENBURG, SWEDEN



NASDAQ OMX STOCKHOLM



TWO BUSINESS AREAS



80%

Supply Chain Solutions



20%

Print & Packaging Solutions

GLOBAL OPERATIONS



>1

Net sales, EUR billion



>6,000

Number of employees



>90

Locations, total



>1,000,000

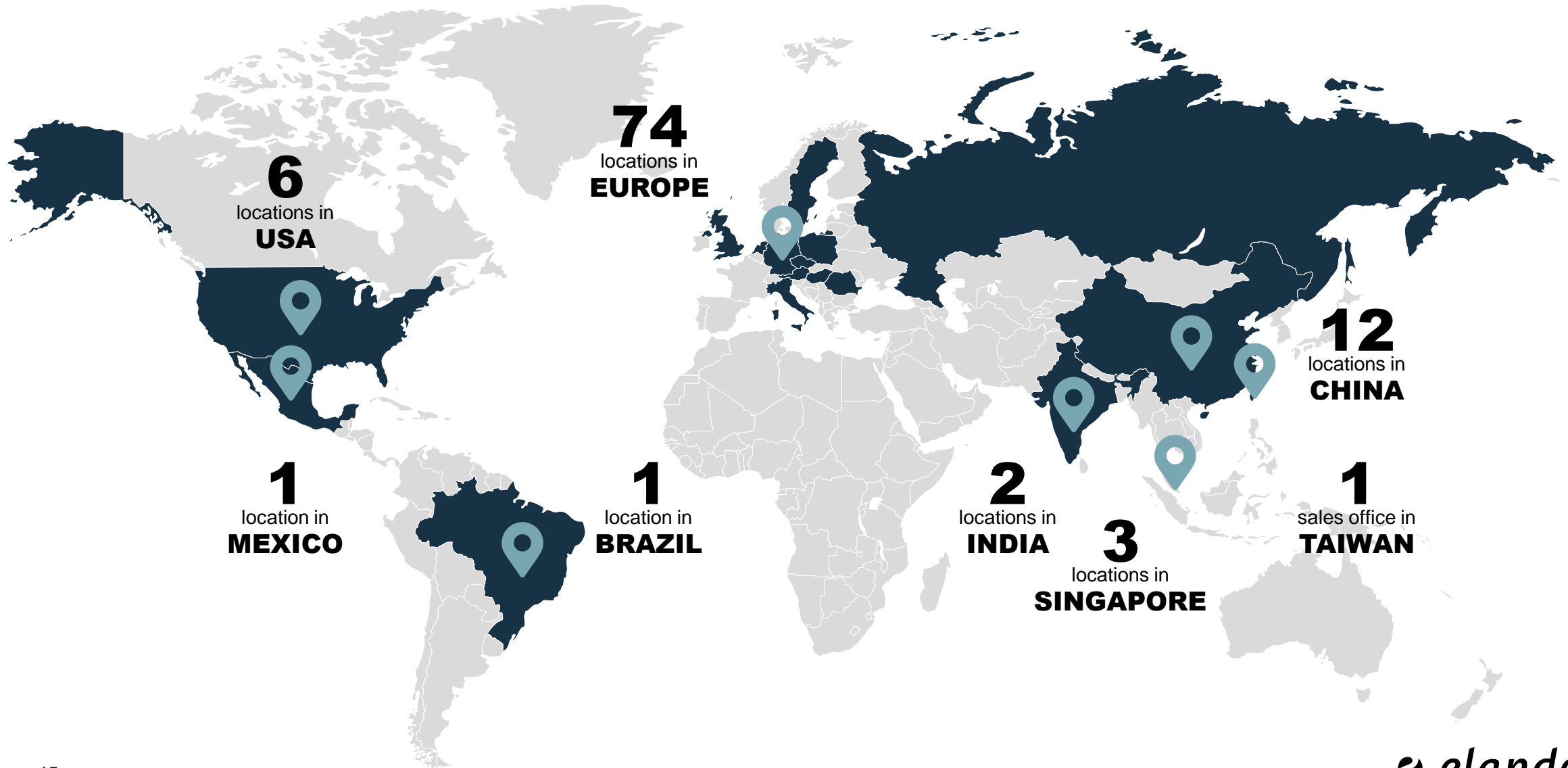
Total m² of production and warehouse space



~20

Number of countries, presence

Elanders' footprint



Elanders' business proposal

1

We develop **efficient end-to-end solutions** that makes life easier for our customers

2

With our global footprint we can offer both **local and global solutions** and also help local companies to act global

We have a very **entrepreneurial approach** to everything we do which makes it possible for us to deliver fast, flexible and bespoke solutions

3

Our deep integration into our clients processes makes us a **solid long time partner** and we have been serving the majority of our big clients for more than **20 years**

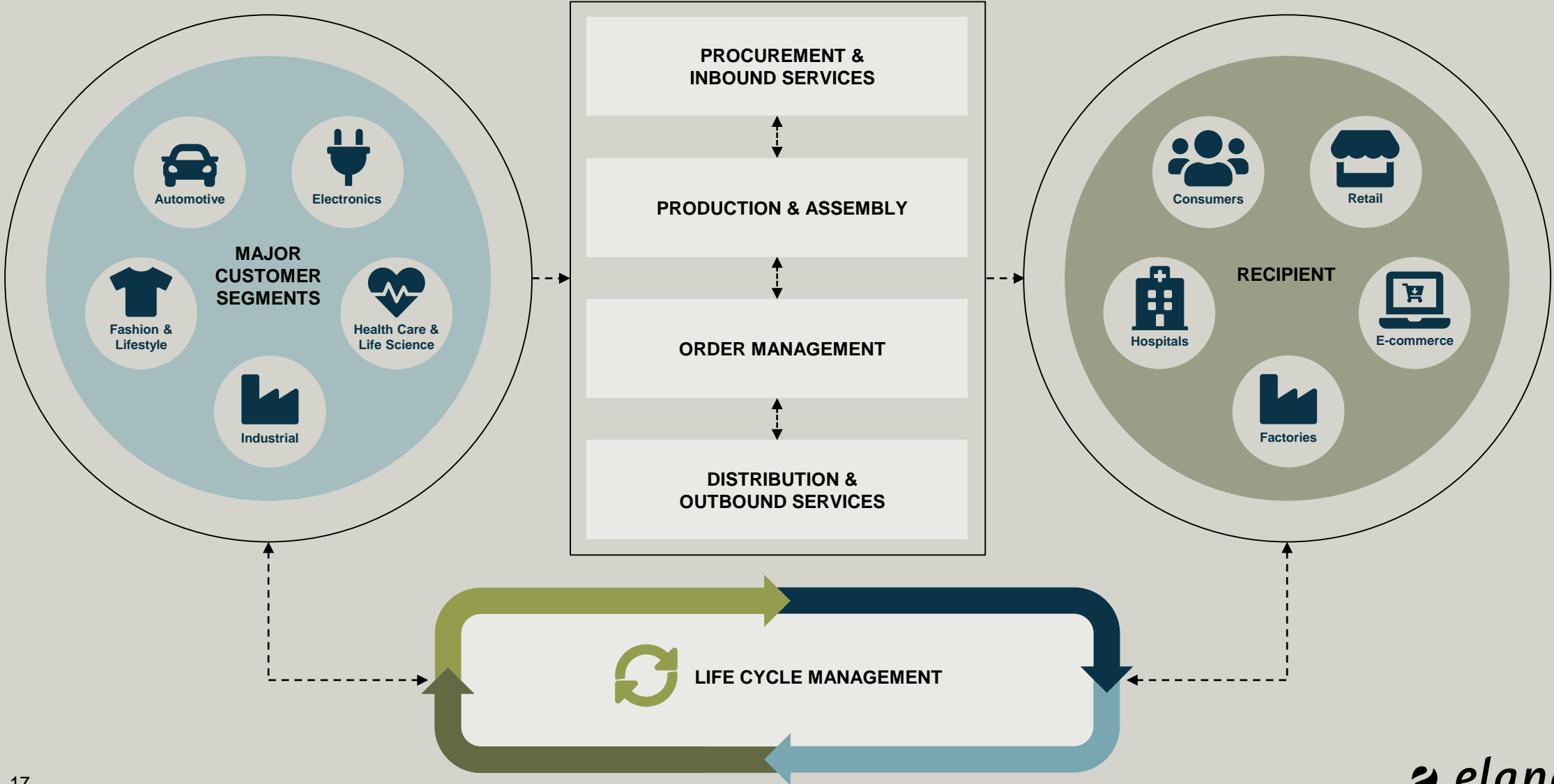
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When it comes to **sustainability** we always try to deliver the best solution for our clients and also to develop unique solutions when it comes to **life cycle management**.

5

Our end-to-end solution

Diversified customer base channelled into unified processes creates opportunities for multi-sites and knowledge sharing which benefits our clients.



Some of our peers / major competitors in this industry



Kuehne + Nagel



ID Logistics



XPO Logistics



DSV



Clipper Logistics

<i>Country:</i>	Switzerland	France	USA	Denmark	United Kingdom
<i>Turnover in equiv. MEUR (2020):</i>	21,000	1,643	14,600	15,000	450
<i>No of employees (2020):</i>	72,000	21,500	102,000	57,000	8,000
<i>Description:</i>	A logistics player that is very strong in Air & Sea freight. 25% of the turnover is in contract logistics.	An international contract logistics group with a client portfolio balanced between retail, industry, detail-picking, healthcare and e-commerce sectors	Active in contract logistics and transportation. Contract logistics is about 35% of the revenues. The remainder (65%) is transportation services including brokerage	A logistics company focusing on Air & Sea (62%), Road transportation (26%) and Solutions (12%).	A provider of value-added logistics solutions, e-fulfilment and returns management services.
<i>Type of company:</i>	Public	Public	Public	Public	Public

