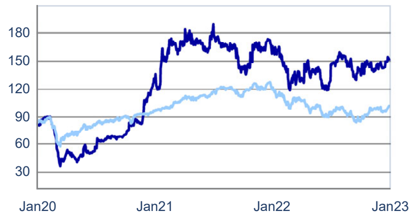
Elanders

Consumer Goods
Sweden

KEY DATA

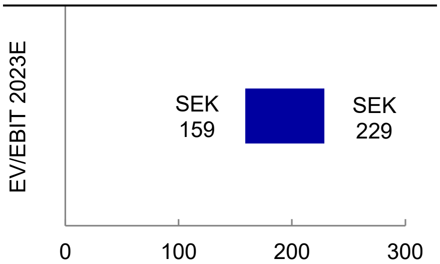
Stock country	Sweden
Bloomberg	ELANB SS
Reuters	ELANb.ST
Share price (close)	SEK 151.4
Free Float	50%
Market cap. (bn)	EUR 0.48/SEK 5.35
Website	www.elanders.com
Next report date	23 Jan 2023

PERFORMANCE



Elanders
Sweden OMX Stockholm All-Share (Rebased)
Source: Refinitiv

VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2022E	2023E	2024E
Sales	1%	1%	0%
EBIT (adj)	1%	6%	6%

Source: Nordea estimates

Nordea IB & Equity - Analysts
Carl Ragnerstam
Analyst

Gustav Berneblad
Analyst

Expecting high single-digit organic growth in Q4

We raise our adjusted EBIT estimates by 6% for 2023-24, mainly as a consequence of the implementation of structural measures for non-profitable parts connected to LGI in Germany, along with favourable FX movements. We expect a solid quarter with high single-digit organic growth in both its segments, and an adjusted EBIT margin uplift of ~60 bp to 7.3%, driven by a firmer margin in Supply Chain Solutions following an improved business environment with fewer headwinds as well as support from Bergen Logistics. As such, we slightly raise our multiples-based fair value to SEK 159-229 (150-216), implying ~11.5-14x EV/EBIT for 2023E.

Expecting organic growth of ~8% in Q4

We expect a solid Q4 report from Elanders on 23 January, with group sales of SEK 4,133m (+23% y/y, of which ~8% is organic and 11.5% is FX). For Supply Chain Solutions, we expect yet another quarter with healthy organic growth (+8%), driven by a mix of Fashion & Lifestyle, the buying and selling component business, and higher freight forwarding volumes. Meanwhile, we continue to envisage Automotive being burdened by supply chain challenges. For Print & Packaging, we model in organic growth of 9%, partly driven by easier comparisons related to one customer insourcing logistics (subscription boxes) in Q3 2021. In addition, we think Elanders' new customer contract within online print, which was announced during Q2 2022, ought to make a strong contribution following the peak season in Q4. We estimate group adjusted EBIT of SEK 300m (+33% y/y), implying a margin of 7.3% (+57 bp y/y), driven by a firmer margin in Supply Chain Solutions with slight support from Bergen Logistics and an improved general business environment with fewer headwinds.

Structural measures and FX to drive revisions

On 16 December, Elanders announced that it will implement structural measures regarding non-profitable parts of the road transportation operations in Germany (connected to LGI). According to Elanders, this will lead to sales being SEK 400m lower on an annual basis but generate SEK 35m in annual savings and thus positively impact the group margin. On the negative side, we continue to closely monitor the worsening consumer sentiment amid a situation of higher interest rates, general price inflation and energy prices as we now enter 2023. However, with the contribution from favourable FX movements, we raise adjusted EBIT by 6% for both 2023E and 2024E. As such, we slightly raise our multiples-based fair value to SEK 159-229 (150-216), implying ~11.5-14x EV/EBIT for 2023E.

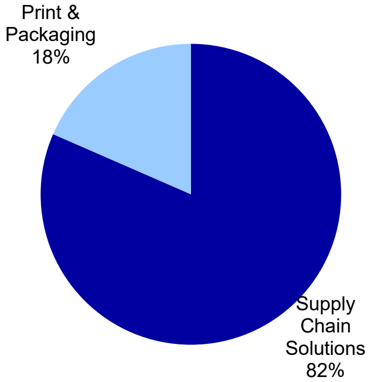
SUMMARY TABLE - KEY FIGURES

SEKm	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	10,742	11,254	11,050	11,732	15,008	15,447	15,941
EBITDA (adj)	725	1,409	1,426	1,497	1,934	2,015	2,074
EBIT (adj)	458	509	546	596	868	978	1,035
EBIT (adj) margin	4.3%	4.5%	4.9%	5.1%	5.8%	6.3%	6.5%
EPS (adj, SEK)	7.16	7.13	9.19	9.56	15.57	13.42	16.91
EPS (adj) growth	33.9%	-0.4%	29.0%	4.0%	62.8%	-13.8%	26.1%
DPS (ord, SEK)	2.90	0.00	3.10	3.50	4.60	4.80	5.00
EV/Sales	0.5	0.6	0.6	1.0	0.8	0.7	0.7
EV/EBIT (adj)	12.3	13.9	13.0	19.1	13.9	11.3	10.2
P/E (adj)	12.2	12.2	13.0	18.2	9.7	11.3	9.0
P/BV	1.1	1.1	1.5	1.9	1.4	1.3	1.2
Dividend yield (ord)	3.3%	0.0%	2.6%	2.0%	3.0%	3.2%	3.3%
FCF Yield bef A&D, lease	9.5%	16.7%	23.2%	3.5%	-4.3%	11.4%	11.0%
Net debt	2,539	3,994	2,854	5,249	6,649	5,616	5,102
Net debt/EBITDA	3.5	3.2	2.0	3.5	3.4	2.8	2.5
ROIC after tax	5.8%	5.9%	6.4%	5.7%	6.5%	7.3%	7.9%

Source: Company data and Nordea estimates

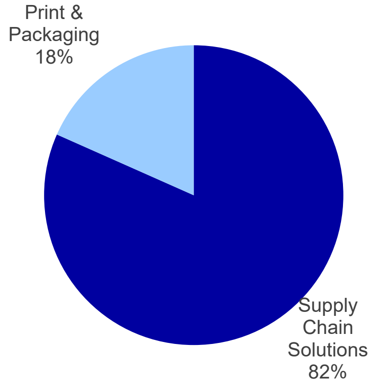
Selected charts

ELANDERS: REVENUE SPLIT BY SEGMENT (%), 2022E



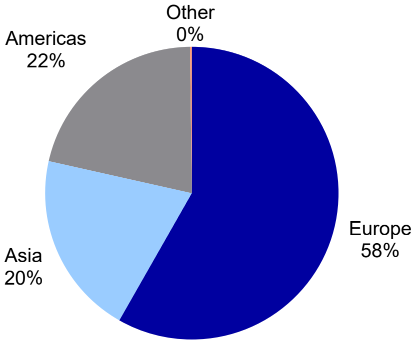
Source: Company data and Nordea estimates

ELANDERS: EBIT SPLIT BY SEGMENT (%), 2022E



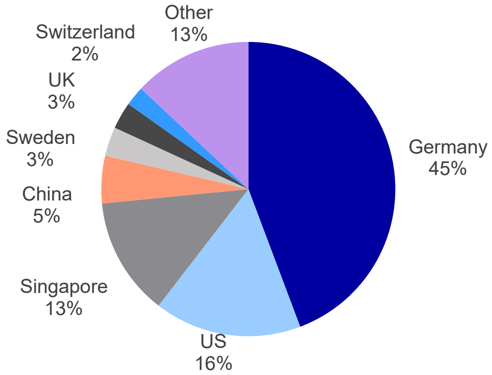
Source: Company data and Nordea estimates

ELANDERS: SALES SPLIT BY REGION (%), 2022E



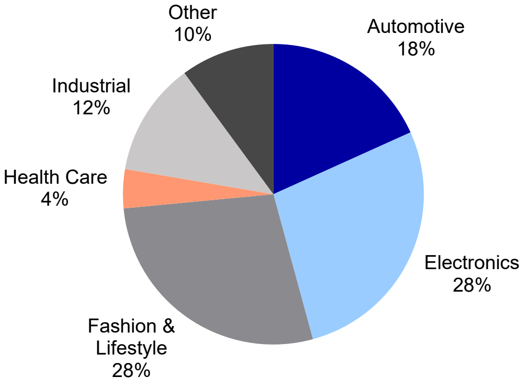
Source: Company data and Nordea estimates

ELANDERS: SALES SPLIT BY COUNTRY (%), 2021



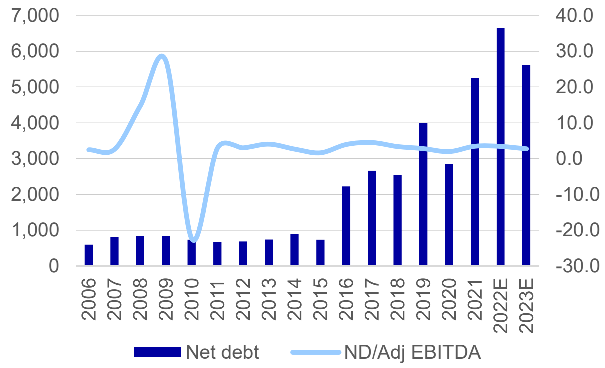
Source: Company data and Nordea estimates

ELANDERS: SALES SPLIT BY END MARKET (%), Q3 LTM 2022



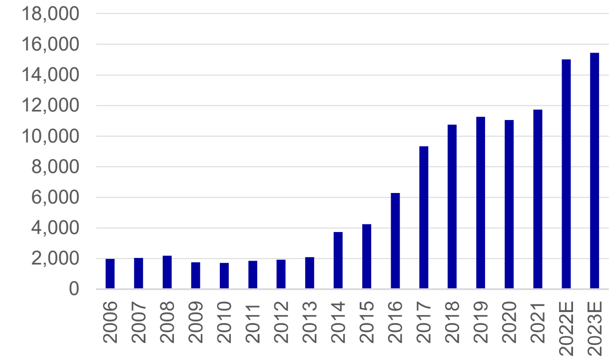
Source: Company data and Nordea estimates

ELANDERS: GROUP LEVERAGE (SEKm), NET DEBT/EBITDA



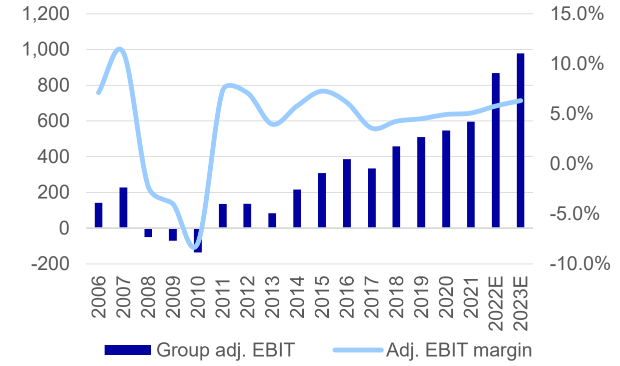
Source: Company data and Nordea estimates

ELANDERS: GROUP NET SALES DEVELOPMENT (SEKm)



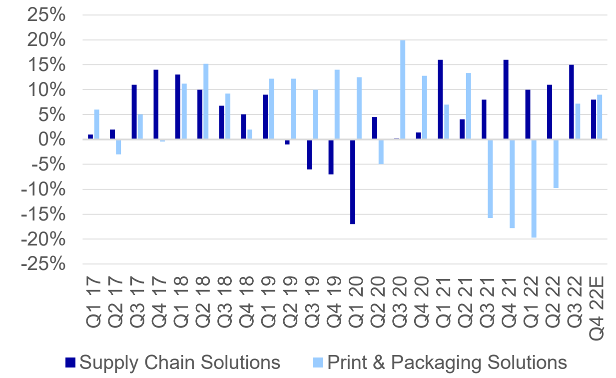
Source: Company data and Nordea estimates

ELANDERS: GROUP ADJUSTED EBIT AND EBIT MARGIN (SEKm AND %)



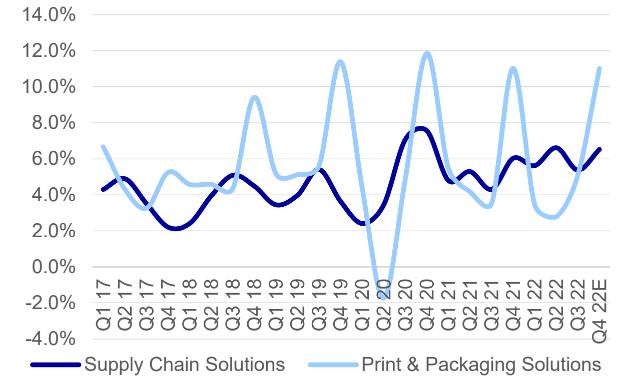
Source: Company data and Nordea estimates

ELANDERS: ORGANIC GROWTH BY SEGMENT (%)



Source: Company data and Nordea estimates

ELANDERS: EBIT MARGIN DEVELOPMENT BY SEGMENT (%)



Source: Company data and Nordea estimates

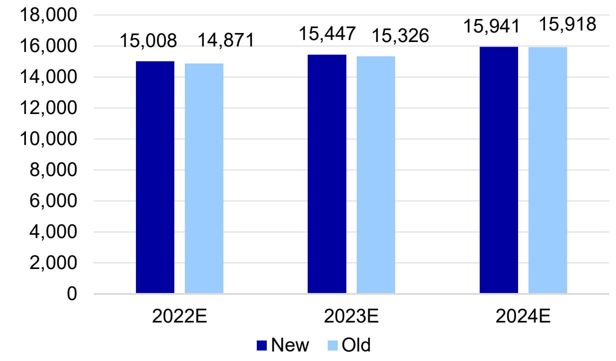
Estimate revisions

ELANDERS: ESTIMATE REVISIONS (SEKm; EPS IN SEK)

	New estimates			Old estimates			Difference %		
SEKm	**2022E**	**2023E**	**2024E**	**2022E**	**2023E**	**2024E**	**2022E**	**2023E**	**2024E**
Net sales	**15,008**	**15,447**	**15,941**	**14,871**	**15,326**	**15,918**	**1%**	**1%**	**0%**
Cost of goods sold	-12,800	-13,247	-13,713	-12,684	-13,144	-13,693	1%	1%	0%
Gross profit	**2,207**	**2,200**	**2,228**	**2,186**	**2,182**	**2,224**	**1%**	**1%**	**0%**
EBITA	985	1,054	1,100	979	996	1,043	1%	6%	5%
Amortisation of intangibles	-86	-76	-65	-86	-76	-65	n.a	n.a	n.a
EBIT	899	978	1,035	893	920	978	1%	6%	6%
Net financials	-57	-260	-175	-166	-216	-175	-66%	21%	0%
PTP	842	718	860	727	704	**803**	16%	2%	7%
Income tax	-236	-215	-258	-205	-211	-241	15%	2%	7%
Net profit	606	502	602	522	493	**562**	16%	2%	7%
Earnings per share (SEK)	16	13	17	14	13	16	17%	2%	7%
Adj. EBITA	954	1,054	1,100	948	996	1,043	1%	6%	5%
Adj. EBIT	**868**	**978**	**1,035**	**862**	**920**	**978**	**1%**	**6%**	**6%**
Tax on EO	-9	0	0	-9	0	0	n.a	n.a	n.a
Adj. Net profit	567	502	602	483	493	562	17%	2%	7%
Adj. EPS	15	13	17	13	13	16	18%	2%	7%
Adj. EBITA margin	6.4%	6.8%	6.9%	6.4%	6.5%	6.6%	0.0pp	0.3pp	0.3pp
Adj. EBIT margin	5.8%	6.3%	6.5%	5.8%	6.0%	6.1%	0.0pp	0.3pp	0.3pp
Adj. Incremental margin	8.3%	25.0%	11.6%	8.5%	12.7%	9.9%	-0.2pp	12.3pp	1.7pp
Net sales per segment									
Supply Chain Solutions	12,340	12,617	13,084	12,230	12,562	13,127	1%	0%	0%
Print & Packaging Solutions	2,794	2,942	2,972	2,768	2,877	2,906	1%	2%	2%
Group functions	41	40	40	41	40	40	0%	0%	0%
Eliminations	-169	-152	-155	-169	-152	-155	0%	0%	0%
Group net sales	**15,007**	**15,447**	**15,941**	**14,870**	**15,326**	**15,918**	**1%**	**1%**	**0%**
Adj EBIT per segment									
Supply Chain Solutions	746	828	883	738	778	834	1%	7%	6%
Print & Packaging Solutions	166	192	195	169	184	187	-1%	4%	4%
Group functions	-44	-42	-43	-44	-42	-43	0%	0%	0%
Group EBIT	**868**	**978**	**1,035**	**862**	**920**	**978**	**1%**	**6%**	**6%**
Adj. EBIT margin									
Supply Chain Solutions	6.4%	6.6%	6.8%	6.4%	6.2%	6.4%	0.0pp	0.4pp	0.4pp
Print & Packaging Solutions	5.6%	6.5%	6.5%	5.8%	6.4%	6.4%	-0.1pp	0.1pp	0.1pp
Group	**6.0%**	**6.3%**	**6.5%**	**6.0%**	**6.0%**	**6.1%**	**0.0pp**	**0.3pp**	**0.3pp**

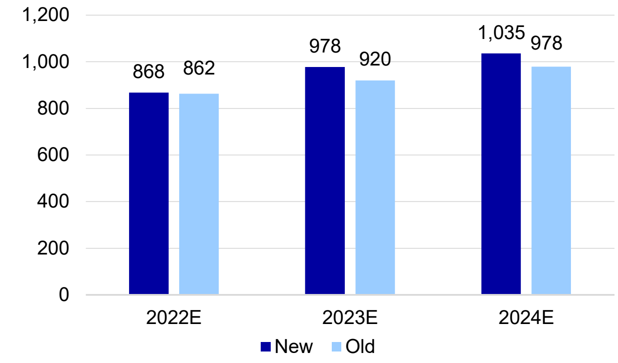
Source: Nordea estimates

NET SALES: NEW ESTIMATES VS OLD ESTIMATES (SEKm)



Source: Nordea estimates

ADJUSTED EBIT: NEW ESTIMATES VS OLD ESTIMATES (SEKm)



Source: Nordea estimates

Valuation

ELANDERS: PEER VALUATION TABLE

		Mcap.	Adj. EV/EBITDA		Adj. EV/EBITA		Adj. EV/EBIT		Adj. P/E		Div. yield		ND/EBITDA		ROIC	
Stock	**Rec.**	**SEKm**	**2023E**	**2024E**	**2023E**	**2024E**	**2023E**	**2024E**	**2023E**	**2024E**	**2023E**	**2024E**	**2023E**	**2024E**	**2023E**	**2024E**
Agility	-	59,327	12.6x	12.0x	-	-	18.3x	17.2x	2.1x	1.8x	30.6%	35.4%	-	-	6.6%	7.2%
CH Robinson	-	114,308	12.6x	12.1x	11.7x	12.7x	13.8x	13.4x	16.9x	15.7x	2.5%	2.6%	1.6x	1.5x	26.6%	28.1%
DSV	BUY	264,600	12.9x	11.2x	16.9x	14.3x	16.9x	14.4x	20.6x	16.6x	0.8%	0.8%	2.0x	2.2x	11.0%	12.7%
Elanders		5,410	5.7x	5.3x	11.2x	10.2x	12.1x	10.9x	11.6x	9.7x	3.1%	3.3%	2.9x	2.6x	6.9%	7.5%
Expeditors	-	181,833	11.5x	12.1x	11.5x	14.7x	12.0x	13.1x	18.8x	20.0x	1.3%	1.2%	-	-	29.5%	39.8%
ID Logistics	-	16,815	6.3x	5.9x	20.8x	18.7x	20.6x	19.1x	22.6x	19.1x	0.0%	0.0%	2.0x	1.7x	0.0%	0.0%
J.B Hunt	-	191,312	9.6x	9.2x	-	-	14.3x	13.7x	18.1x	17.2x	1.0%	1.0%	0.6x	0.5x	18.0%	17.2%
Kerry Logistics	-	34,597	5.0x	5.3x	-	-	7.2x	8.2x	8.4x	9.1x	3.9%	3.8%	-	-	13.1%	13.6%
Huehne & Nagel	-	297,753	8.8x	9.8x	10.1x	11.9x	12.3x	14.1x	17.9x	20.5x	3.7%	3.4%	-	-	68.0%	74.8%
Landstar	-	64,124	12.7x	12.4x	-	-	14.5x	14.4x	19.1x	18.3x	0.7%	0.7%	-	-	33.9%	37.4%
Old Dominion	-	352,079	16.5x	15.1x	-	-	19.2x	17.5x	26.2x	24.1x	0.4%	0.5%	-	-	32.3%	30.1%
XPO Logistics	-	44,897	6.9x	6.2x	-	-	11.3x	9.9x	11.8x	9.6x	0.0%	0.0%	2.1x	1.7x	28.7%	31.1%
Average		**135,588**	**10.1x**	**9.7x**	**13.7x**	**13.8x**	**14.4x**	**13.8x**	**16.2x**	**15.1x**	**4.0%**	**4.4%**	**1.9x**	**1.7x**	**22.9%**	**24.9%**
Median		**89,216**	**10.5x**	**10.5x**	**11.6x**	**13.5x**	**14.1x**	**13.9x**	**18.0x**	**16.9x**	**1.1%**	**1.1%**	**2.0x**	**1.7x**	**22.3%**	**22.6%**
Elanders		**5,410**	**5.7x**	**5.3x**	**11.2x**	**10.2x**	**12.1x**	**10.9x**	**11.6x**	**9.7x**	**3.1%**	**3.3%**	**2.9x**	**2.6x**	**6.9%**	**7.5%**
vs. peer average	-	-	-44%	-46%	-18%	-26%	-16%	-21%	-28%	-36%	-0.9pp	2.1pp	55%	52%	-16pp	-15pp
vs. peer median	-	-	-46%	-50%	-4%	-25%	-14%	-22%	-35%	-43%	2.0pp	2.1pp	43%	51%	-15pp	-15pp

Source: Company data and Nordea estimates

Detailed estimates

ELANDERS: QUARTERLY ESTIMATES (SEKm; EPS IN SEK)

Elanders quarterly estimates (SEKm)	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22E
Net sales	2,734	2,769	2,865	3,364	3,371	3,525	3,979	4,133
Cost of goods sold	-2,352	-2,386	-2,500	-2,850	-2,879	-3,000	-3,417	-3,504
Gross profit	382	383	365	514	492	525	562	628
Sales and administrative expenses	-265	-259	-264	-331	-338	-356	-380	-365
Other operating income	17	12	15	38	26	83	36	46
Other operating expenses	-6	-5	-5	-12	-16	-11	-26	-9
EBITDA	341	343	342	456	430	506	466	563
Depreciation	-23	-21	-41	-38	-33	-31	-30	-54
EBITA	142	145	124	228	187	263	216	319
Amortisation of intangible acq related assets	-14	-13	-13	-19	-22	-22	-23	-19
EBIT	128	132	111	209	165	241	193	300
Net financials	-25	-22	-23	-28	-36	-36	-42	57
PTP	103	110	88	181	129	205	151	357
Income tax	-35	-24	-31	-61	-41	-63	-35	-97
Net profit	68	86	57	120	88	142	115	261
Earnings per share (SEK)	1.95	2.35	1.56	3.25	2.40	3.87	3.04	7.13
Adj. EBITDA	341	343	342	472	430	466	475	563
Adj. EBITA	142	145	124	244	187	223	225	319
Adj. EBIT	128	132	111	225	165	201	202	300
Tax on EO	0	0	0	5	0	-12	2	0
Adj. Net profit	68	86	57	109	88	170	109	261
Adj. EPS	1.95	2.35	1.56	2.95	2.40	4.66	2.84	7.13
Gross margin	14.0%	13.8%	12.7%	15.3%	14.6%	14.9%	14.1%	15.2%
EBITDA margin	12.5%	12.4%	11.9%	13.6%	12.8%	14.4%	11.7%	13.6%
EBITA margin	5.2%	5.2%	4.3%	6.8%	5.5%	7.5%	5.4%	7.7%
EBIT margin	4.7%	4.8%	3.9%	6.2%	4.9%	6.8%	4.9%	7.3%
Incremental margin	37.7%	-162.2%	-75.9%	-7.1%	5.8%	14.4%	7.4%	11.9%
Adj. EBITDA margin	12.5%	12.4%	11.9%	14.0%	12.8%	13.2%	11.9%	13.6%
Adj. EBITA margin	5.2%	5.2%	4.3%	7.3%	5.5%	6.3%	5.7%	7.7%
Adj. EBIT margin	4.7%	4.8%	3.9%	6.7%	4.9%	5.7%	5.1%	7.3%
Adj. Incremental margin	37.7%	-162.2%	-75.9%	-7.1%	5.8%	14.4%	7.4%	11.9%

Source: Company data and Nordea estimates

ELANDERS: QUARTERLY SALES AND EBIT BRIDGE

Elanders sales bridge quarterly (SEKm)	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22E
Net sales								
Supply Chain Solutions	2,060	2,168	2,292	2,684	2,769	2,914	3,325	3,332
Print & Packaging Solutions	694	622	592	698	637	643	686	828
Group functions	10	10	10	10	10	10	11	10
Eliminations	-29	-31	-29	-28	-45	-43	-43	-38
Total sales	**2,735**	**2,769**	**2,865**	**3,364**	**3,371**	**3,524**	**3,979**	**4,133**
Sales bridge								
Volume	14%	6%	3%	7%	3%	6%	13%	8%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	0%	1%	2%	9%	20%	14%	16%	3%
FX	-8%	-9%	-2%	0%	6%	7%	9%	12%
Other	0%	0%	0%	0%	0%	0%	0%	0%
Total growth	**6%**	**-2%**	**3%**	**17%**	**23%**	**27%**	**39%**	**23%**
Sales bridge								
Volume	353	169	69	199	53	166	373	268
Price/Mix	0	0	0	0	0	0	0	0
Structural	11	30	80	268	540	384	471	114
FX	-202	-243	-63	10	164	205	270	387
Other	0	0	0	0	0	0	0	0
Total growth	**163**	**-44**	**87**	**478**	**758**	**755**	**1,114**	**769**
Growth per segment quarterly (%)	**Q1 21**	**Q2 21**	**Q3 21**	**Q4 21**	**Q1 22**	**Q2 22**	**Q3 22**	**Q4 22E**
Supply Chain Solutions								
Volume	16%	4%	8%	16%	10%	11%	15%	8%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	1%	1%	2%	11%	24%	16%	21%	4%
FX	-9%	-9%	-2%	0%	6%	7%	10%	12%
Other	0%	0%	0%	0%	0%	0%	0%	0%
Total growth	**8%**	**-4%**	**8%**	**27%**	**34%**	**34%**	**45%**	**24%**
Print & Packaging Solutions								
Volume	7%	13%	-16%	-18%	-20%	-10%	7%	9%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	0%	0%	6%	5%	5%	6%	0%	0%
FX	-6%	-6%	-2%	1%	6%	7%	9%	10%
Other	0%	0%	0%	0%	0%	0%	0%	0%
Total growth	1%	8%	-12%	-12%	-8%	3%	16%	19%
EBIT per segment quarterly (SEKm)	**Q1 21**	**Q2 21**	**Q3 21**	**Q4 21**	**Q1 22**	**Q2 22**	**Q3 22**	**Q4 22E**
Supply Chain Solutions	99	115	99	146	156	233	179	218
Print & Packaging Solutions	38	26	21	77	22	18	26	91
Group functions	-9	-9	-10	-14	-13	-10	-12	-9
Group EBIT	**128**	**132**	**111**	**209**	**165**	**241**	**193**	**300**
Adj. EBIT per segment quarterly								
Supply Chain Solutions	99	115	99	162	156	193	179	218
Print & Packaging Solutions	38	26	21	77	22	18	35	91
Group functions	-9	-9	-10	-14	-13	-10	-12	-9
Adj group EBIT	**129**	**132**	**111**	**225**	**165**	**201**	**202**	**300**
EBIT margin per segment quarterly								
Supply Chain Solutions	4.8%	5.3%	4.3%	5.4%	5.6%	8.0%	5.4%	6.5%
Print & Packaging Solutions	5.5%	4.2%	3.5%	11.0%	3.5%	2.8%	3.8%	11.0%
EBIT margin	**4.7%**	**4.8%**	**3.9%**	**6.2%**	**4.9%**	**6.8%**	**4.9%**	**7.3%**
Adj. EBIT margin per segment quarterly								
Supply Chain Solutions	4.8%	5.3%	4.3%	6.0%	5.6%	6.6%	5.4%	6.5%
Print & Packaging Solutions	5.5%	4.2%	3.5%	11.0%	3.5%	2.8%	5.1%	11.0%
Adj EBIT margin	**4.7%**	**4.8%**	**3.9%**	**6.7%**	**4.9%**	**5.7%**	**5.1%**	**7.3%**

Source: Company data and Nordea estimates

ELANDERS: ANNUAL ESTIMATES (SEKm; EPS IN SEK)

Elanders annual estimates (SEKm)	2017	2018	2019	2020	2021	2022E	2023E	2024E
Net sales	9,342	10,742	11,254	11,050	11,732	15,008	15,447	15,941
Cost of goods sold	-8,008	-9,331	-9,780	-9,532	-10,088	-12,800	-13,247	-13,713
Gross profit	1,334	1,411	1,474	1,518	1,644	2,207	2,200	2,228
Sales and administrative expenses	-1,067	-1,034	-1,145	-1,050	-1,119	-1,439	-1,492	-1,527
Other operating income	79	112	66	13	82	191	195	200
Other operating expenses	-38	-30	-33	-44	-28	-62	74	134
EBITDA	563	747	1,260	1,426	1,482	1,965	2,015	2,074
Depreciation	-192	-203	-156	-169	-123	-148	-201	-269
EBITA	371	522	416	599	639	985	1054	1,100
Amortisation of intangible acq related assets	-63	-64	-56	-53	-59	-86	-76	-65
EBIT	308	458	360	546	580	899	978	1,035
Net financials	-80	-93	-143	-131	-98	-57	-260	-175
PTP	228	365	217	415	482	842	718	860
Income tax	-64	-107	-63	-86	-151	-236	-215	-258
Net profit	164	258	154	329	331	606	502	602
Earnings per share (SEK)	4.64	7.19	4.19	9.19	9.11	16.44	13.42	16.91
Adj. EBITDA	589	747	1,409	1,426	1,498	1,934	2,015	2,074
Adj. EBITA	397	522	565	599	655	954	1,054	1,100
Adj. EBIT	334	458	509	546	596	868	978	1,035
Tax on EO	7	0	43	0	5	-9	0	0
Adj. Net profit	197	258	346	329	352	567	502	602
Adj. EPS	5.55	7.16	9.79	9.19	9.70	15.32	13.42	16.91
Gross margin	14.3%	13.1%	13.1%	13.7%	14.0%	14.7%	14.2%	14.0%
EBITDA margin	6.0%	7.0%	11.2%	12.9%	12.6%	13.1%	13.0%	13.0%
EBITA margin	4.0%	4.9%	3.7%	5.4%	5.4%	6.6%	6.8%	6.9%
EBIT margin	3.3%	4.3%	3.2%	4.9%	4.9%	6.0%	6.3%	6.5%
Incremental margin	-1.3%	10.7%	-19.1%	-91.2%	5.0%	9.7%	17.9%	11.6%
Adj. EBITDA margin	6.3%	7.0%	12.5%	12.9%	12.8%	12.9%	13.0%	13.0%
Adj. EBITA margin	4.2%	4.9%	5.0%	5.4%	5.6%	6.4%	6.8%	6.9%
Adj. EBIT margin	3.6%	4.3%	4.5%	4.9%	5.1%	5.8%	6.3%	6.5%
Adj. Incremental margin	-1.7%	8.9%	10.0%	-18.1%	7.3%	8.3%	25.0%	11.6%

Source: Company data and Nordea estimates

ELANDERS: ANNUAL SALES AND EBIT BRIDGE

Elanders sales bridge annual (SEKm)	2017	2018	2019	2020	2021	2022E	2023E	2024E
Net sales								
Supply Chain Solutions	7,007	8,526	8,775	8,408	9,204	12,340	12,617	13,084
Print & Packaging Solutions	2,220	2,244	2,564	2,728	2,606	2,794	2,942	2,972
Group functions	35	47	37	40	40	41	40	40
Eliminations	-129	-75	-122	-126	-117	-169	-152	-155
Total sales	**9,342**	**10,946**	**11,254**	**11,050**	**11,733**	**15,007**	**15,447**	**15,941**
Sales bridge								
Volume	7%	8%	1%	0%	7%	8%	-2%	3%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	42%	1%	0%	0%	4%	13%	0%	0%
FX	0%	5%	4%	-2%	-4%	9%	5%	0%
Other	0%	0%	0%	0%	0%	0%	0%	0%
Total growth	**49%**	**15%**	**5%**	**-2%**	**6%**	**28%**	**3%**	**3%**
Sales bridge								
Volume	405	848	69	14	791	860	-314	496
Price/Mix	0	0	0	0	0	0	0	0
Structural	2,624	48	-51	5	390	1,509	31	0
FX	28	503	477	-227	-497	1,026	723	0
Other	0	0	0	0	0	0	0	0
Total growth	**3,058**	**1,399**	**495**	**-208**	**684**	**3,395**	**440**	**496**
Growth per segment annual (%)	**2017**	**2018**	**2019**	**2020**	**2021**	**2022E**	**2023E**	**2024E**
Supply Chain Solutions								
Volume	10%	8%	-2%	-3%	11%	11%	-3%	4%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	65%	1%	0%	0%	4%	16%	0%	0%
FX	1%	6%	4%	-1%	-5%	9%	5%	0%
Other	0%	0%	0%	0%	0%	0%	0%	0%
Total growth	**75%**	**22%**	**3%**	**-4%**	**9%**	**34%**	**2%**	**4%**
Print & Packaging Solutions								
Volume	2%	9%	12%	10%	-4%	-4%	2%	1%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	2%	0%	-2%	0%	3%	3%	0%	0%
FX	0%	4%	4%	-4%	-3%	8%	4%	0%
Other	0%	0%	0%	0%	0%	0%	0%	0%
Total growth	3%	1%	14%	6%	-4%	7%	5%	1%
EBIT per segment annual (SEKm)	**2017**	**2018**	**2019**	**2020**	**2021**	**2022E**	**2023E**	**2024E**
Supply Chain Solutions	253	346	220	435	459	786	828	883
Print & Packaging Solutions	93	132	174	147	162	157	192	195
Group functions	-32	-20	-34	-36	-42	-44	-42	-43
Group EBIT	**308**	**458**	**360**	**546**	**579**	**899**	**978**	**1,035**
Adj. EBIT per segment annual								
Supply Chain Solutions	258	346	362	435	475	746	828	883
Print & Packaging Solutions	109	132	181	147	162	166	192	195
Group functions	-32	-20	-34	-36	-42	-44	-42	-43
Adj group EBIT	**334**	**458**	**509**	**546**	**596**	**868**	**978**	**1035**
EBIT margin per segment annual								
Supply Chain Solutions	3.6%	4.1%	2.5%	5.2%	5.0%	6.4%	6.6%	6.8%
Print & Packaging Solutions	4.2%	5.9%	6.8%	5.4%	6.2%	5.6%	6.5%	6.5%
EBIT margin	**3.3%**	**4.2%**	**3.2%**	**4.9%**	**4.9%**	**6.0%**	**6.3%**	**6.5%**
Adj. EBIT margin per segment annual								
Supply Chain Solutions	3.7%	4.1%	4.1%	5.2%	5.2%	6.0%	6.6%	6.8%
Print & Packaging Solutions	4.9%	5.9%	7.1%	5.4%	6.2%	6.0%	6.5%	6.5%
Adj EBIT margin	**3.6%**	**4.2%**	**4.5%**	**4.9%**	**5.1%**	**5.8%**	**6.3%**	**6.5%**

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT											
SEKm	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022E**	**2023E**	**2024E**
Total revenue	**3,730**	**4,237**	**6,285**	**9,342**	**10,742**	**11,254**	**11,050**	**11,732**	**15,008**	**15,447**	**15,941**
Revenue growth	77.9%	13.6%	48.4%	48.6%	15.0%	4.8%	-1.8%	6.2%	27.9%	2.9%	3.2%
of which organic	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
of which FX	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA	293	427	519	563	725	1,260	1,426	1,481	1,965	2,015	2,074
Depreciation and impairments PPE	-99	-115	-132	-192	-203	-844	-827	-843	-980	-961	-975
of which leased assets	0	0	0	0	0	-688	-658	-720	-832	-760	-770
EBITA	194	312	387	371	522	416	599	638	985	1,054	1,100
Amortisation and impairments	-19	-20	-40	-63	-64	-56	-53	-58	-86	-76	-65
EBIT	175	292	347	308	458	360	546	580	899	978	1,035
of which associates	0	0	0	0	0	0	0	0	0	0	0
Associates excluded from EBIT	0	0	0	0	0	0	0	0	0	0	0
Net financials	-35	-33	-44	-80	-93	-143	-131	-98	-57	-260	-175
of which lease interest	0	0	0	0	0	0	0	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	**140**	**259**	**303**	**228**	**365**	**217**	**415**	**482**	**842**	**718**	**860**
Reported taxes	-52	-85	-82	-64	-107	-63	-86	-151	-236	-215	-258
Net profit from continued operations	88	174	221	164	258	154	329	331	606	502	602
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	0	-1	-5	-6	-4	-9	-25	-28	-4
Net profit to equity	88	174	221	163	253	148	325	322	581	474	598
EPS, SEK	**3.49**	**6.18**	**7.48**	**4.61**	**7.16**	**4.19**	**9.19**	**9.11**	**16.44**	**13.42**	**16.91**
DPS, SEK	1.10	2.20	2.60	2.60	2.90	0.00	3.10	3.50	4.60	4.80	5.00
of which ordinary	1.10	2.20	2.60	2.60	2.90	0.00	3.10	3.50	4.60	4.80	5.00
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit margin in percent											
EBITDA	7.8%	10.1%	8.3%	6.0%	6.7%	11.2%	12.9%	12.6%	13.1%	13.0%	13.0%
EBITA	5.2%	7.4%	6.2%	4.0%	4.9%	3.7%	5.4%	5.4%	6.6%	6.8%	6.9%
EBIT	4.7%	6.9%	5.5%	3.3%	4.3%	3.2%	4.9%	4.9%	6.0%	6.3%	6.5%
Adjusted earnings											
EBITDA (adj)	335	443	558	589	725	1,409	1,426	1,497	1,934	2,015	2,074
EBITA (adj)	236	328	426	397	522	565	599	654	954	1,054	1,100
EBIT (adj)	217	308	386	334	458	509	546	596	868	978	1,035
EPS (adj, SEK)	5.16	6.75	8.80	5.35	7.16	7.13	9.19	9.56	15.57	13.42	16.91
Adjusted profit margins in percent											
EBITDA (adj)	9.0%	10.5%	8.9%	6.3%	6.7%	12.5%	12.9%	12.8%	12.9%	13.0%	13.0%
EBITA (adj)	6.3%	7.7%	6.8%	4.2%	4.9%	5.0%	5.4%	5.6%	6.4%	6.8%	6.9%
EBIT (adj)	5.8%	7.3%	6.1%	3.6%	4.3%	4.5%	4.9%	5.1%	5.8%	6.3%	6.5%
Performance metrics											
CAGR last 5 years											
Net revenue	16.3%	20.0%	27.9%	37.2%	38.7%	24.7%	21.1%	13.3%	9.9%	7.5%	7.2%
EBITDA	40.8%	74.6%	21.4%	21.9%	32.4%	33.9%	27.3%	23.3%	28.4%	22.7%	10.5%
EBIT	n.m.	n.m.	25.9%	21.1%	41.8%	15.6%	13.3%	10.8%	23.9%	16.4%	23.5%
EPS	n.m.	n.m.	20.1%	18.1%	54.5%	3.7%	8.3%	4.0%	29.0%	13.4%	32.2%
DPS	n.m.	n.m.	39.1%	34.1%	29.4%	n.m.	7.1%	6.1%	12.1%	10.6%	n.m.
Average last 5 years											
Average EBIT margin	3.6%	5.6%	5.5%	4.7%	4.6%	4.2%	4.1%	4.2%	4.8%	5.2%	5.8%
Average EBITDA margin	8.0%	9.4%	8.9%	7.7%	7.4%	8.3%	9.2%	10.1%	11.5%	12.6%	13.0%

VALUATION RATIOS - ADJUSTED EARNINGS											
SEKm	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022E**	**2023E**	**2024E**
P/E (adj)	6.9	9.4	12.1	15.3	12.2	12.2	13.0	18.2	9.7	11.3	9.0
EV/EBITDA (adj)	5.4	5.7	9.6	9.4	7.8	5.0	5.0	7.6	6.2	5.5	5.1
EV/EBITA (adj)	7.6	7.7	12.6	14.0	10.8	12.5	11.8	17.4	12.6	10.5	9.6
EV/EBIT (adj)	8.3	8.2	13.9	16.7	12.3	13.9	13.0	19.1	13.9	11.3	10.2

VALUATION RATIOS - REPORTED EARNINGS											
SEKm	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022E**	**2023E**	**2024E**
P/E	10.2	10.2	14.2	17.8	12.2	20.8	13.0	19.1	9.2	11.3	9.0
EV/Sales	0.48	0.60	0.85	0.60	0.52	0.63	0.64	0.97	0.80	0.71	0.66
EV/EBITDA	6.1	5.9	10.3	9.9	7.8	5.6	5.0	7.7	6.1	5.5	5.1
EV/EBITA	9.3	8.1	13.9	15.0	10.8	17.0	11.8	17.9	12.2	10.5	9.6
EV/EBIT	10.3	8.7	15.5	18.1	12.3	19.7	13.0	19.7	13.4	11.3	10.2
Dividend yield (ord.)	3.1%	3.5%	2.4%	3.2%	3.3%	0.0%	2.6%	2.0%	3.0%	3.2%	3.3%
FCF yield	-14.9%	12.7%	-50.2%	-11.3%	10.3%	38.8%	38.1%	-5.4%	10.1%	25.6%	25.4%
FCF Yield bef A&D, lease adj	13.1%	12.5%	7.0%	-9.0%	9.5%	16.7%	23.2%	3.5%	-4.3%	11.4%	11.0%
Payout ratio	21.3%	32.6%	29.6%	48.6%	40.5%	0.0%	33.7%	36.6%	29.6%	35.8%	29.6%

Source: Company data and Nordea estimates

BALANCE SHEET

SEKm	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	1,297	1,269	3,081	3,136	3,218	3,229	3,085	4,517	4,468	4,392	4,328
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	1,297	1,269	3,081	3,136	3,218	3,229	3,085	2,017	1,943	1,867	1,803
of which goodwill	0	0	0	0	0	0	0	2,500	2,525	2,525	2,525
Tangible assets	583	533	1,047	1,075	1,056	2,139	2,255	3,372	2,992	2,899	2,831
of which leased assets	0	0	0	0	0	1,207	1,164	1,081	604	511	408
Shares associates	0	0	0	0	0	0	0	352	352	352	352
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	0	0	0	0	0	0	0	0	0	0	0
Other non-IB non-current assets	0	0	0	0	0	0	0	0	0	0	0
Other non-current assets	0	0	0	0	0	0	297	0	0	0	0
Total non-current assets	1,880	1,802	4,128	4,211	4,274	5,368	5,637	8,241	7,813	7,644	7,510
Inventory	254	266	295	390	468	335	233	400	750	649	670
Accounts receivable	844	825	1,396	1,795	1,762	1,740	624	1,822	2,476	2,549	2,630
Short-term leased assets	0	0	0	0	0	658	720	438	760	770	780
Other current assets	136	139	312	333	511	448	324	0	0	0	0
Cash and bank	457	529	651	679	722	655	1,101	898	482	932	1,353
Total current assets	1,690	1,758	2,654	3,197	3,463	3,836	3,002	3,558	4,469	4,899	5,433
Assets held for sale	0	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	**3,570**	**3,560**	**6,782**	**7,408**	**7,737**	**9,204**	**8,639**	**11,799**	**12,281**	**12,543**	**12,943**
Shareholders equity	1,348	1,488	2,411	2,453	2,707	2,777	2,908	3,304	3,762	4,023	4,452
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	0	0	0	0	0	0	4	0	25	53	57
Total Equity	1,348	1,488	2,411	2,453	2,707	2,777	2,912	3,304	3,787	4,076	4,509
Deferred tax	86	83	233	208	199	320	188	0	0	0	0
Long term interest bearing debt	25	20	2,646	2,504	2,442	2,214	1,990	4,413	4,413	4,413	4,413
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	0	253	0	0	0
Other long-term liabilities	0	0	0	0	0	0	0	0	0	0	0
Non-current lease debt	0	0	0	0	0	1,259	1,278	913	758	675	582
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	0	0	0	0	0	0	0	0	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	111	103	2,879	2,712	2,641	3,793	3,456	5,579	5,171	5,088	4,995
Short-term provisions	0	0	0	0	1	1	0	0	0	0	0
Accounts payable	784	722	1,263	1,403	1,569	1,597	1,588	1,457	1,864	1,918	1,980
Current lease debt	0	0	0	0	0	639	639	639	639	639	639
Other current liabilities	0	0	0	0	1	1	0	0	0	0	0
Short term interest bearing debt	1,327	1,247	228	840	819	398	44	821	821	821	821
Total current liabilities	2,111	1,969	1,491	2,243	2,390	2,636	2,271	2,917	3,324	3,378	3,440
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	**3,570**	**3,560**	**6,781**	**7,408**	**7,738**	**9,206**	**8,639**	**11,800**	**12,281**	**12,543**	**12,943**
Balance sheet and debt metrics											
Net debt	895	738	2,223	2,665	2,539	3,994	2,854	5,249	6,649	5,616	5,102
of which lease debt	0	0	0	0	0	1,898	1,917	1,552	1,397	1,314	1,221
Working capital	449	507	740	1,115	1,171	925	-407	765	1,363	1,279	1,320
Invested capital	2,329	2,309	4,868	5,326	5,445	6,293	5,230	9,006	9,175	8,923	8,830
Capital employed	2,700	2,755	5,285	5,797	5,968	7,287	6,863	10,090	10,418	10,624	10,964
ROE	7.4%	12.3%	11.3%	6.7%	9.8%	5.4%	11.4%	10.4%	16.5%	12.2%	14.1%
ROIC	7.1%	9.0%	7.3%	4.5%	5.8%	5.9%	6.4%	5.7%	6.5%	7.3%	7.9%
ROCE	9.2%	11.3%	9.6%	6.0%	7.8%	7.7%	7.7%	7.0%	8.5%	9.3%	9.6%
Net debt/EBITDA	3.1	1.7	4.3	4.7	3.5	3.2	2.0	3.5	3.4	2.8	2.5
Interest coverage	5.0	8.9	7.9	3.9	4.9	2.5	4.2	5.9	15.8	3.8	5.9
Equity ratio	37.8%	41.8%	35.6%	33.1%	35.0%	30.2%	33.7%	28.0%	30.6%	32.1%	34.4%
Net gearing	66.4%	49.6%	92.2%	108.6%	93.8%	143.8%	98.0%	158.9%	175.6%	137.8%	113.2%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT											
SEKm	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022E**	**2023E**	**2024E**
EBITDA (adj) for associates	**293**	**427**	**519**	**563**	**725**	**1,260**	**1,426**	**1,481**	**1,965**	**2,015**	**2,074**
Paid taxes	-61	-85	-104	-133	-127	-114	-41	-128	-236	-215	-258
Net financials	0	0	0	0	1	-143	-131	-98	-57	-260	-175
Change in provisions	0	0	0	0	1	0	-1	253	-253	0	0
Change in other LT non-IB	0	0	0	0	0	0	-297	297	0	0	0
Cash flow to/from associates	0	0	0	0	0	0	0	0	0	0	0
Dividends paid to minorities	0	0	0	0	0	0	0	0	0	0	0
Other adj to reconcile to cash flow	20	-66	-71	-75	-149	229	310	-603	0	-50	0
Funds from operations (FFO)	**251**	**276**	**344**	**355**	**451**	**1,232**	**1,266**	**1,202**	**1,419**	**1,489**	**1,641**
Change in NWC	-89	-8	-13	-419	4	104	461	-139	-585	84	-41
Cash flow from operations (CFO)	**162**	**269**	**331**	**-64**	**455**	**1,336**	**1,727**	**1,063**	**834**	**1,573**	**1,601**
Capital expenditure	-44	-46	-112	-196	-161	-133	-88	-128	-233	-201	-239
Free cash flow before A&D	**118**	**223**	**219**	**-260**	**294**	**1,203**	**1,639**	**935**	**601**	**1,372**	**1,362**
Proceeds from sale of assets	-252	4	-1,794	-67	24	-7	-28	0	0	0	0
Acquisitions	0	0	0	0	0	0	0	-1,267	-62	0	0
Free cash flow	-134	227	-1,575	-327	318	1,196	1,611	-332	539	1,372	1,362
Free cash flow bef A&D, lease adj	118	223	219	-260	294	515	981	215	-231	612	592
Dividends paid	-18	-29	-58	-92	-93	-129	58	-112	-124	-163	-170
Equity issues / buybacks	121	0	695	0	0	0	0	0	0	0	0
Net change in debt	223	-125	1,029	462	-225	-1,152	-1,119	0	0	0	0
Other financing adjustments	0	0	0	0	0	1	-655	-720	-831	-760	-770
Other non-cash adjustments	49	0	31	-15	43	17	532	1,609	0	0	0
Change in cash	241	72	122	28	43	-67	446	-203	-416	449	422
Cash flow metrics											
Capex/D&A	37.1%	34.1%	65.1%	76.9%	60.3%	14.8%	10.0%	14.2%	21.8%	19.4%	23.0%
Capex/Sales	1.2%	1.1%	1.8%	2.1%	1.5%	1.2%	0.8%	1.1%	1.6%	1.3%	1.5%
Key information											
Share price year end (/current)	36	63	106	82	87	87	120	174	150	151	151
Market cap.	899	1,787	3,140	2,899	3,083	3,083	4,229	6,152	5,353	5,353	5,353
Enterprise value	1,795	2,525	5,363	5,564	5,622	7,077	7,087	11,401	12,027	11,023	10,512
Diluted no. of shares, year-end (m)	25.2	28.2	29.6	35.4	35.4	35.4	35.4	35.4	35.4	35.4	35.4

Source: Company data and Nordea estimates

Disclaimer and legal disclosures

Origin of the report
This publication or report originates from: Nordea Bank Abp, including its branches Nordea Danmark, Filial af Nordea Bank Abp, Finland, Nordea Bank Abp, filial i Norge and Nordea Bank Abp, filial i Sverige (together "Nordea") acting through their units Nordea Markets and Equity Sales & Research.

Nordea Bank Abp is supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the branches are supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the Financial Supervisory Authorities in their respective countries.

Content of report
This report has been prepared solely by Nordea Markets or Equity Sales & Research.

Opinions or suggestions from Nordea Markets credit and equity research may deviate from one another or from opinions presented by other departments in Nordea. This may typically be the result of differing time horizons, methodologies, contexts or other factors.

The information provided herein is not intended to constitute and does not constitute investment advice nor is the information intended as an offer or solicitation for the purchase or sale of any financial instrument. The information contained herein has no regard to the specific investment objectives, the financial situation or particular needs of any particular recipient. Relevant and specific professional advice should always be obtained before making any investment or credit decision

Opinions or ratings are based on one or more methods of valuation, for instance cash flow analysis, use of multiples, behavioural technical analyses of underlying market movements in combination with considerations of the market situation and the time horizon. Key assumptions of forecasts or ratings in research cited or reproduced appear in the research material from the named sources. The date of publication appears from the research material cited or reproduced. Opinions and estimates may be updated in subsequent versions of the report, provided that the relevant company/issuer is treated anew in such later versions of the report.

Validity of the report
All opinions and estimates in this report are, regardless of source, given in good faith, and may only be valid as of the stated date of this report and are subject to change without notice.

No individual investment or tax advice
The report is intended only to provide general and preliminary information to investors and shall not be construed as the basis for any investment decision. This report has been prepared by Nordea Markets or Equity Sales & Research as general information for private use of investors to whom the report has been distributed, but it is not intended as a personal recommendation of particular financial instruments or strategies and thus it does not provide individually tailored investment advice, and does not take into account the individual investor's particular financial situation, existing holdings or liabilities, investment knowledge and experience, investment objective and horizon or risk profile and preferences. The investor must particularly ensure the suitability of an investment as regards his/her financial and fiscal situation and investment objectives. The investor bears the risk of losses in connection with an investment.

Before acting on any information in this report, it is recommendable to consult (without being limited to) one's financial, legal, tax, accounting, or regulatory advisor in any relevant jurisdiction.

The information contained in this report does not constitute advice on the tax consequences of making any particular investment decision. Each investor shall make his/her own appraisal of the tax and other financial merits of his/her investment.

Sources
This report may be based on or contain information, such as opinions, estimates and valuations which emanate from: Nordea Markets' or Equity Sales & Research analysts or representatives, publicly available information, information from other units of Nordea, or other named sources.

To the extent this publication or report is based on or contain information emanating from other sources ("Other Sources") than Nordea Markets or Equity Sales & Research ("External Information"), Nordea Markets or Equity Sales & Research has deemed the Other Sources to be reliable but neither Nordea, others associated or affiliated with Nordea nor any other person, do guarantee the accuracy, adequacy or completeness of the External Information.

Limitation of liability
Nordea or other associated and affiliated companies assume no liability as regards to any investment, divestment or retention decision taken by the investor on the basis of this report. In no event will Nordea or other associated and affiliated companies be liable for direct, indirect or incidental, special or consequential damages (regardless of whether being considered as foreseeable or not) resulting from the information in this report.

Risk information
The risk of investing in certain financial instruments, including those mentioned in this report, is generally high, as their market value is exposed to a lot of different factors such as the operational and financial conditions of the relevant company, growth prospects, change in interest rates, the economic and political environment, foreign exchange rates, shifts in market sentiments etc. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. Past performance is not a guide to future performance. Estimates of future performance are based on assumptions that may not be realized. When investing in individual shares, the investor may lose all or part of the investments.

Conflicts of interest
Readers of this document should note that Nordea Markets or Equity Sales & Research has received remuneration from the company mentioned in this document for the production of the report. The remuneration is not dependent on the content of the report.

Nordea, affiliates or staff in Nordea, may perform services for, solicit business from, hold long or short positions in, or otherwise be interested in the investments (including derivatives) of any company mentioned in the report.

To limit possible conflicts of interest and counter the abuse of inside knowledge, the analysts of Nordea Markets and Equity Sales & Research are subject to internal rules on sound ethical conduct, the management of inside information, handling of unpublished research material, contact with other units of Nordea and personal account dealing. The internal rules have been prepared in accordance with applicable legislation and relevant industry standards. The object of the internal rules is for example to ensure that no analyst will abuse or cause others to abuse confidential information. It is the policy of Nordea that no link exists between revenues from capital markets activities and individual analyst remuneration. Nordea and the branches are members of national stockbrokers' associations in each of the countries in which Nordea has head offices. Internal rules have been developed in accordance with recommendations issued by the stockbrokers associations. This material has been prepared following the Nordea Conflict of Interest Policy, which may be viewed at www.nordea.com/mifid.
Please find a list of all recommendations disseminated by Nordea Equities during the preceding 12-month period here: https://research.nordea.com/compliance

Distribution restrictions
The securities referred to in this report may not be eligible for sale in some jurisdictions. This report is not intended for, and must not be distributed to private customers in the UK or the US or to customers in any other jurisdiction where restrictions may apply.

This publication or report may be distributed in the UK to institutional investors by Nordea Bank Abp London Branch of 6th Floor, 5 Aldermanbury Square, London, EC2V 7AZ, which is under supervision of the European Central Bank, Finanssivalvonta (Financial Supervisory Authority) in Finland and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority in the United Kingdom. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available from us on request.

Nordea Bank Abp (“Nordea”) research is not “globally branded” research. Nordea research reports are intended for distribution in the United States solely to “major U.S. institutional investors,” as defined in Rule 15a-6 under the Securities Exchange Act of 1934. Any transactions in securities discussed within the research reports will be chaperoned by Nordea Securities LLC (“Nordea Securities”), an affiliate of Nordea and a SEC registered broker dealer and member of FINRA. Nordea Securities does not employ research analysts and has no contractual relationship with Nordea that is reasonably likely to inform the content of Nordea research reports. Nordea makes all research content determinations without any input from Nordea Securities.

The research analyst(s) named on this report are not registered/qualified as research analysts with FINRA. Such research analyst(s) are also not registered with Nordea Securities and therefore may not be subject to FINRA Rule 2241 or FINRA Rule 2242 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Analyst Shareholding
Nordea analysts do not hold shares in the companies that they cover.
No holdings or other affiliations by analysts or associates.

Fair value and sensitivity
We calculate our fair values by weighting DCF, DDM, SOTP, asset-based and other standard valuation methods. Our fair values are sensitive to changes in valuation assumptions, of which growth, margins, tax rates, working capital ratios, investment-to-sales ratios and cost of capital are typically the most sensitive.
It should be noted that our fair values would change by a disproportionate factor if changes are made to any or all valuation assumptions, owing to the non-linear nature of the standard valuation models applied (mentioned above). As a consequence of the standard valuation models we apply, changes of 1-2 percentage points in any single valuation assumption can change the derived fair value by as much as 30% or more. All research is produced on an ad hoc basis and will be updated when the circumstances require it.

Marketing Material
This research report should be considered marketing material, as it has been commissioned and paid for by the subject company, and has not been prepared in accordance with the regulations designed to promote the independence of investment research and it is not subject to any legal prohibition on dealing ahead of the dissemination of the report. However, Nordea Markets analysts are according to internal policies not allowed to hold shares in the companies/sectors that they cover.

Market-making obligations and other significant financial interest
Nordea has no market-making obligations in Elanders shares.

As of 10/01/2023, Nordea Abp holds no positions of 0.5% or more of shares issued by Elanders.

As of the publication of this report, the issuer does not hold a position exceeding 5% of the total shares issued in Nordea Abp.

Investment banking transactions
In view of Nordea’s position in its markets readers should assume that the bank may currently or may in the coming three months and beyond be providing or seeking to provide confidential investment banking services to the company/companies

Issuer Review

This report has not been reviewed by the Issuer prior to publication.

Completion Date

11 Jan 2023, 06:56 CET

Nordea Bank Abp

Nordea IB & Equity Division, Equity Research
Visiting address:
Aleksis Kiven katu 7, Helsinki
FI-00020 Nordea
Finland

Tel: +358 9 1651
Fax: +358 9 165 59710

Reg.no. 2858394-9
Satamaradankatu 5
Helsinki

Nordea Bank Abp, filial i Sverige

Nordea IB & Equity Division, Equity Research
Visiting address:
Smålandsgatan 17
SE-105 71 Stockholm
Sweden

Tel: +46 8 614 7000
Fax: +46 8 534 911 60

Nordea Danmark, Filial af Nordea Bank Abp, Finland

Nordea IB & Equity Division, EquityResearch
Visiting address:
Grønjordsvej 10
DK-2300 Copenhagen S
Denmark

Tel: +45 3333 3333
Fax: +45 3333 1520

Nordea Bank Abp, filial i Norge

Nordea IB & Equity Division, Equity Research
Visiting address:
Essendropsgate 7
N-0107 Oslo
Norway

Tel: +47 2248 5000
Fax: +47 2256 8650