

Elanders

Consumer Goods
Sweden

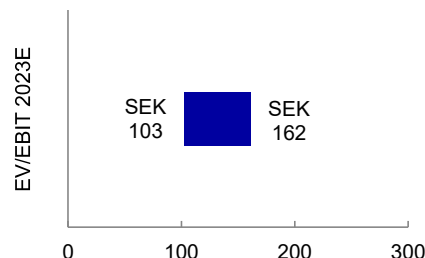
KEY DATA

Stock country	Sweden
Bloomberg	ELANB.SS
Reuters	ELANB.ST
Share price (close)	SEK 99.60
Free float	50%
Market cap. (bn)	EUR 0.31/SEK 3.52
Website	www.elanders.com
Next report date	17 Oct 2023

PERFORMANCE



VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2023E	2024E	2025E
Sales	-1%	-1%	-1%
EBIT (adj)	-2%	-2%	-1%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Carl Ragnerstam
Associate DirectorGustav Berneblad
Analyst

Set for Q3 margin expansion

We lower adjusted EBIT by 1-2% for 2023E-25E ahead of Elanders' Q3 2023 report. Due to diminishing demand in all larger customer segments, which accelerated during the second half of Q2, we expect that sales for Supply Chain Solutions will remain burdened. Despite sitting on overcapacity, we look for a y/y EBIT margin uplift of ~50bp, supported by the phase-out of the buy-and-sell business and the exit from the unprofitable road transportation business in Germany. As such, we pencil in flat y/y adjusted EBIT. The market outlook remains uncertain, but we expect Elanders to release SEK 260m of working capital in H2 2023, supporting strong cash flow, and to achieve net debt/EBITDA of 3.7x by the end of the year. We lower our multiples-based fair value range to SEK 103-162 (106-166).

We expect a flat y/y EBIT development in Q3

We expect Elanders to deliver a decent Q3 report on 17 October, with net sales of SEK 3,609m (-9% y/y, -16% organic), primarily driven by weakness in Supply Chain Solutions and tough comps. While we expect Automotive to hold up decently, we assume that the commentary in Q2 about more hesitant customers and a softer end market in Fashion and Lifestyle in North America will have impacted Bergen Logistics. Elanders also noted worsening demand in its larger segments during late Q2, which, along with its exit from unprofitable sections of the road transportation operations in Germany, will likely make a dent in the top line. On the positive side, we expect Print and Packaging Solutions to hold up better (-5% organic growth) as consumer demand for low-ticket items within online printing should be more resilient. Despite cost pressure from sitting on overcapacity, we expect adjusted EBIT of SEK 203m, flat y/y, implying a group margin of 5.6%, supported by the phase-out of the buy-and-sell business.

Estimates and valuation

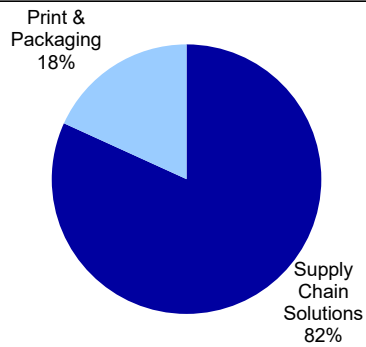
Ahead of the Q3 results, we lower adjusted EBIT by 1-2% for 2023E-25E as we continue to closely monitor the worsening consumer sentiment related to widespread price inflation and higher interest rates. On the positive side, we still argue for strong cash flow in H2 and pencil in a SEK 260m working capital release, which yields a net debt/EBITDA of 3.7x for 2023E. We lower our multiples-based fair value range to SEK 103-162 (106-166), implying an EV/EBIT range of 11-13x for 2024E.

SUMMARY TABLE - KEY FIGURES

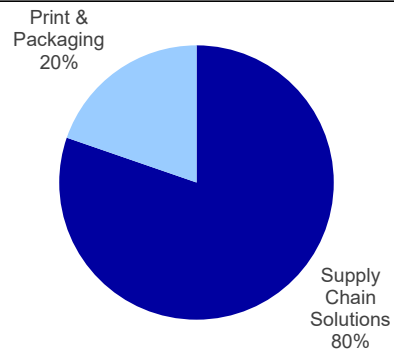
SEKm	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	11,254	11,050	11,732	14,974	14,447	14,962	15,571
EBITDA (adj)	1,409	1,426	1,497	1,979	2,043	1,981	2,056
EBIT (adj)	509	546	596	877	897	955	1,025
EBIT (adj) margin	4.5%	4.9%	5.1%	5.9%	6.2%	6.4%	6.6%
EPS (adj, SEK)	7.13	9.19	9.56	13.95	11.58	13.40	15.19
EPS (adj) growth	-0.4%	29.0%	4.0%	46.0%	-17.0%	15.7%	13.4%
DPS (ord, SEK)	0.00	3.10	3.60	4.15	4.40	5.00	5.20
EV/Sales	0.6	0.6	1.0	0.8	0.7	0.7	0.6
EV/EBIT (adj)	13.9	13.0	19.1	14.4	11.9	10.7	9.5
P/E (adj)	12.2	13.0	18.2	10.7	8.6	7.4	6.6
P/BV	1.1	1.5	1.9	1.4	0.9	0.8	0.8
Dividend yield (ord)	0.0%	2.6%	2.1%	2.8%	4.4%	5.0%	5.2%
FCF Yield bef A&D, lease	16.7%	23.2%	3.5%	0.1%	21.2%	15.8%	17.2%
Net debt	3,994	2,854	5,249	7,276	7,159	6,664	6,134
Net debt/EBITDA	3.2	2.0	3.5	3.7	3.7	3.4	3.0
ROIC after tax	5.9%	6.4%	5.7%	5.8%	5.5%	6.2%	6.7%

Source: Company data and Nordea estimates

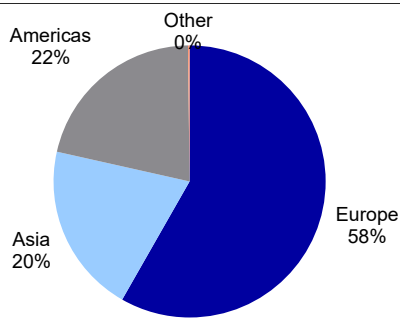
Selected charts

ELANDERS: REVENUE SPLIT BY SEGMENT (%), 2023E


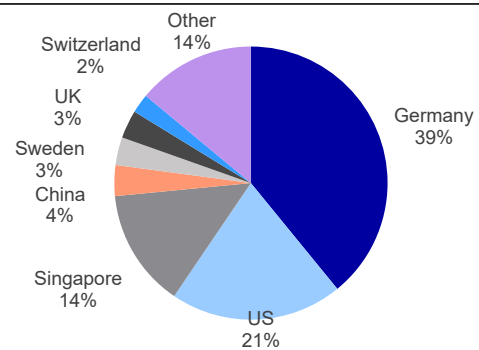
Source: Company data and Nordea estimates

ELANDERS: ADJ EBIT SPLIT BY SEGMENT (%), 2023E


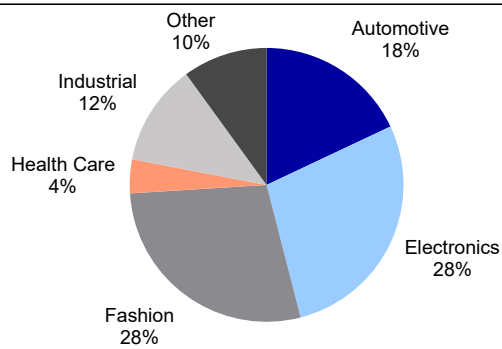
Source: Company data and Nordea estimates

ELANDERS: SALES SPLIT BY REGION (%), 2022


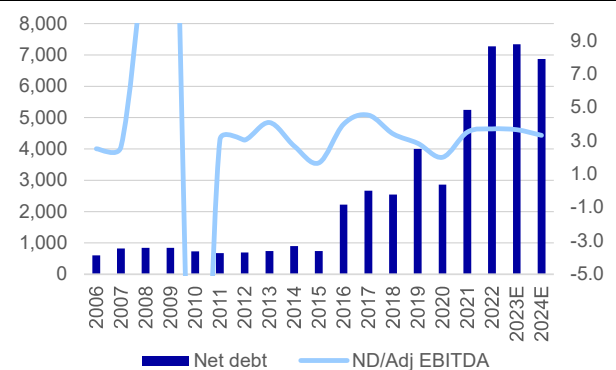
Source: Company data and Nordea estimates

ELANDERS: SALES SPLIT BY COUNTRY (%), 2022


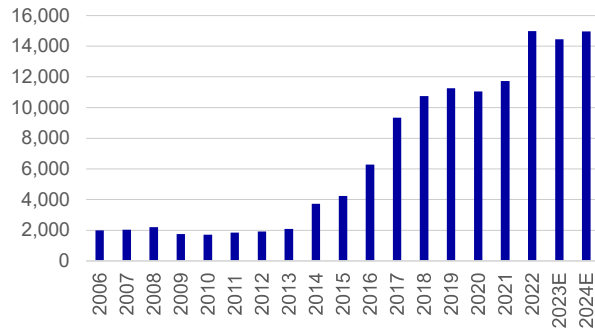
Source: Company data and Nordea estimates

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


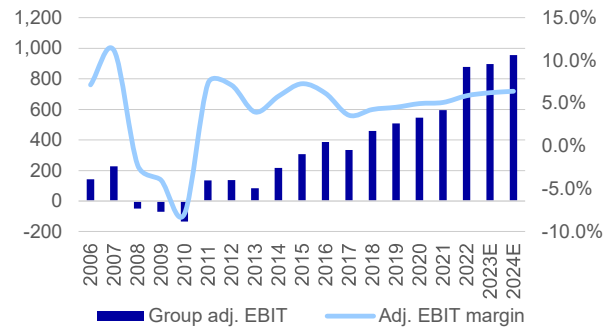
Source: Company data and Nordea estimates

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


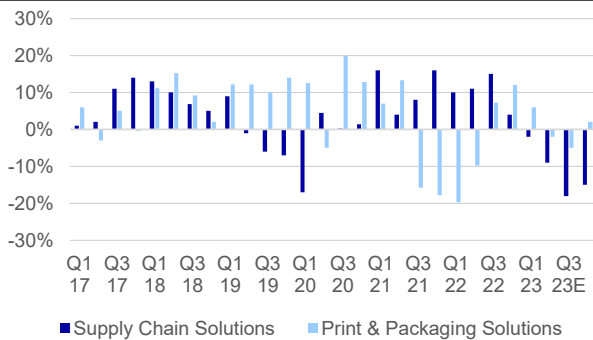
Source: Company data and Nordea estimates

ELANDERS: GROUP NET SALES DEVELOPMENT (SEKm)

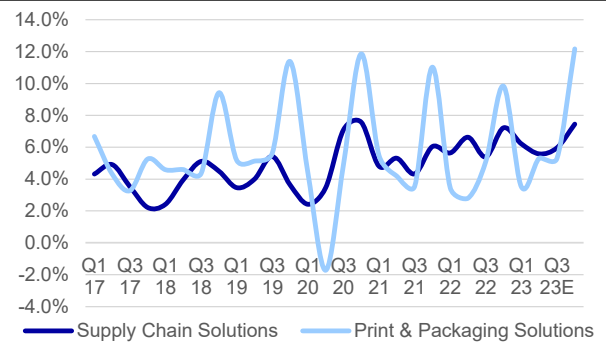
Source: Company data and Nordea estimates

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

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

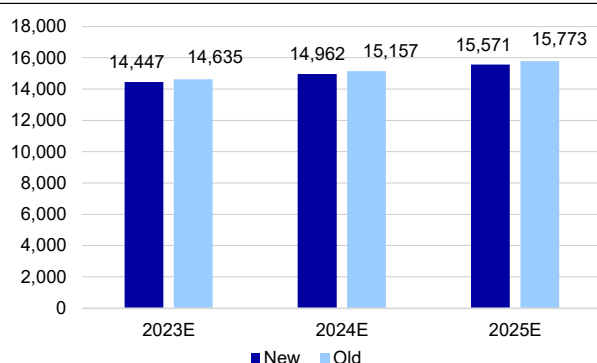
Estimate revisions

ELANDERS: ESTIMATE REVISIONS (SEKm; EPS IN SEK)

SEKm	New estimates			Old estimates			Difference %		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Net sales	14,447	14,962	15,571	14,635	15,157	15,773	-1%	-1%	-1%
EBITA	891	1,020	1,080	909	1,039	1,094	-2%	-2%	-1%
Amortisation of intangibles	-76	-65	-55	-76	-65	-55	0%	0%	0%
EBIT	815	955	1,025	833	974	1,039	-2%	-2%	-1%
Net financials	-304	-273	-253	-304	-273	-253	0%	0%	0%
PTP	511	682	773	529	701	787	-3%	-3%	-2%
Income tax	-167	-205	-232	-173	-210	-236	-3%	-3%	-2%
Net profit	343	478	541	356	491	551	-4%	-3%	-2%
Earnings per share (SEK)	9	13	15	10	14	15	-4%	-3%	-2%
Adj. EBITA	973	1,020	1,080	991	1,039	1,094	-2%	-2%	-1%
Adj. EBIT	897	955	1,025	915	974	1,039	-2%	-2%	-1%
Tax on EO	27	0	0	27	0	0	n.a	n.a	n.a
Adj. Net profit	452	478	541	465	491	551	-3%	-3%	-2%
Adj. EPS	12	13	15	13	14	15	-3%	-3%	-2%
Adj. EBITA margin	6.7%	6.8%	6.9%	6.8%	6.9%	6.9%	0.0pp	0.0pp	0.0pp
Adj. EBIT margin	6.2%	6.4%	6.6%	6.3%	6.4%	6.6%	0.0pp	0.0pp	0.0pp
Adj. Incremental margin	-3.8%	11.2%	11.6%	-11.4%	11.2%	10.6%	7.5pp	0.0pp	1.0pp
Net sales per segment									
Supply Chain Solutions	11,926	12,391	12,949	12,071	12,542	13,107	-1%	-1%	-1%
Print & Packaging Solutions	2,652	2,705	2,759	2,695	2,749	2,804	-2%	-2%	-2%
Group functions	44	44	45	44	44	45	0%	0%	0%
Eliminations	-175	-179	-182	-175	-179	-182	0%	0%	0%
Group net sales	14,447	14,962	15,571	14,635	15,157	15,773	-1%	-1%	-1%
Adj EBIT per segment									
Supply Chain Solutions	752	807	874	765	821	883	-2%	-2%	-1%
Print & Packaging Solutions	185	188	193	190	193	197	-3%	-3%	-2%
Group functions	-39	-40	-41	-39	-40	-41	0%	0%	0%
Group EBIT	897	955	1,025	915	974	1,039	-2%	-2%	-1%
Adj. EBIT margin									
Supply Chain Solutions	6.3%	6.5%	6.7%	6.3%	6.5%	6.7%	0.0pp	0.0pp	0.0pp
Print & Packaging Solutions	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	-0.1pp	-0.1pp	-0.1pp
Group	5.6%	6.4%	6.6%	5.7%	6.4%	6.6%	-0.1pp	0.0pp	0.0pp

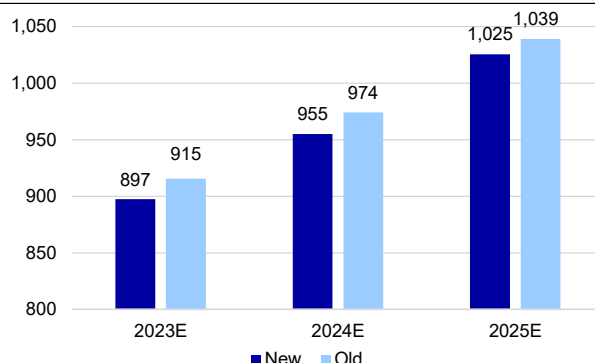
Source: Nordea estimates

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

Stock	Rec.	Mcap.	Adj. EV/EBITDA		Adj. EV/EBITA		Adj. EV/EBIT		Adj. P/E		Div. yield		ND/EBITDA		ROIC	
		SEKm	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E
Agility	-	52,114	11.2x	10.7x	-	-	17.3x	15.5x	1.9x	1.5x	18.0%	27.0%	-	-	5.9%	6.2%
CH Robinson	-	110,635	16.3x	14.4x	17.9x	14.9x	19.0x	16.3x	23.3x	19.8x	2.8%	2.9%	1.9x	1.8x	23.0%	28.2%
DSV	BUY	309,600	13.1x	12.9x	16.6x	16.6x	16.6x	16.6x	21.7x	20.6x	0.7%	0.7%	1.5x	1.9x	12.8%	12.3%
Elanders	-	3,522	5.2x	5.2x	11.0x	10.0x	11.9x	10.7x	8.6x	7.4x	4.4%	5.0%	3.7x	3.4x	5.5%	6.2%
Expeditors	-	186,772	14.0x	14.6x	15.7x	14.9x	14.9x	16.1x	21.4x	22.6x	1.2%	1.3%	-	-	35.7%	34.2%
ID Logistics	-	18,068	6.1x	5.6x	21.0x	18.8x	20.9x	18.6x	26.7x	22.0x	0.0%	0.0%	2.0x	1.7x	0.0%	0.0%
J.B Hunt	-	214,032	11.2x	10.1x	-	-	18.3x	15.8x	24.5x	20.8x	0.9%	0.9%	0.7x	0.7x	15.0%	15.5%
Kerry Logistics	-	17,244	5.9x	4.3x	-	-	12.2x	8.6x	14.1x	9.0x	2.2%	3.5%	-	-	4.8%	7.6%
Kuehne + Nagel	-	379,701	11.3x	12.3x	16.1x	17.7x	15.7x	17.6x	21.4x	24.2x	3.8%	3.2%	-	-	134.6%	135.8%
Landstar	-	69,713	14.3x	12.8x	-	-	16.8x	15.0x	23.0x	20.3x	0.7%	0.7%	-	-	32.4%	36.2%
Old Dominion	-	484,398	22.6x	19.3x	-	-	27.0x	22.8x	36.4x	30.2x	0.4%	0.4%	-	-	29.9%	31.9%
XPO Logistics	-	94,483	11.6x	10.0x	-	-	20.6x	16.5x	29.8x	22.3x	0.0%	0.0%	2.6x	2.0x	12.3%	14.9%
Average		161,690	11.9x	11.0x	16.4x	15.5x	17.6x	15.8x	21.1x	18.4x	2.9%	3.8%	2.1x	1.9x	26.0%	27.4%
Median		102,559	11.5x	11.5x	16.3x	15.8x	17.1x	16.2x	22.3x	20.7x	1.0%	1.1%	1.9x	1.9x	13.9%	15.2%
Elanders		3,522	5.2x	5.2x	11.0x	10.0x	11.9x	10.7x	8.6x	7.4x	4.4%	5.0%	3.7x	3.4x	5.5%	6.2%
vs. peer average	-	-	-56%	-53%	-33%	-35%	-32%	-32%	-59%	-60%	1.5pp	3.9pp	77%	76%	-20pp	-9pp
vs. peer median	-	-	-54%	-55%	-33%	-36%	-30%	-34%	-61%	-64%	3.4pp	3.9pp	87%	81%	-8pp	-9pp

Source: Refinitiv and Nordea estimates

Detailed estimates

ELANDERS: QUARTERLY ESTIMATES (SEKm; EPS IN SEK)

(SEKm)	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23E	Q4 23E
Net sales	3,371	3,525	3,979	4,099	3,589	3,450	3,609	3,799
Cost of goods sold	-2,879	-3,000	-3,417	-3,448	-3,064	-2,877	-3,086	-3,195
Gross profit	492	525	562	651	525	573	523	604
Sales and administrative expenses	-338	-356	-380	-410	-405	-401	-343	-367
Other operating income	26	83	36	51	25	24	42	81
Other operating expenses	-16	-11	-26	-41	-18	-24	-20	-6
EBITDA	430	506	466	550	438	493	459	571
Depreciation	-33	-31	-30	-45	-47	-45	-47	-49
EBITA	187	263	216	273	146	191	222	332
Amortisation of intangible acq related assets	-22	-22	-23	-22	-19	-19	-19	-19
EBIT	165	241	193	251	127	172	203	313
Net financials	-36	-36	-42	-70	-77	-73	-77	-77
PTP	129	205	151	181	50	99	126	236
Income tax	-41	-63	-35	-41	-25	-34	-38	-71
Net profit	88	142	115	140	25	65	88	165
Earnings per share (SEK)	2.40	3.87	3.04	3.87	0.69	1.81	2.29	4.47
Adj. EBITDA	430	466	475	608	506	507	459	571
Adj. EBITA	187	223	225	331	214	205	222	332
Adj. EBIT	165	201	202	309	195	186	203	313
Tax on EO	0	-12	2	13	34	5	0	0
Adj. Net profit	88	170	109	95	-9	56	88	165
Adj. EPS	2.40	4.66	2.84	2.61	-0.28	1.55	2.29	4.47
Gross margin	14.6%	14.9%	14.1%	15.9%	14.6%	16.6%	14.5%	15.9%
EBITDA margin	12.8%	14.4%	11.7%	13.4%	12.2%	14.3%	12.7%	15.0%
EBITA margin	5.5%	7.5%	5.4%	6.7%	4.1%	5.5%	6.1%	8.7%
EBIT margin	4.9%	6.8%	4.9%	6.1%	3.5%	5.0%	5.6%	8.2%
Incremental margin	5.8%	14.4%	7.4%	5.7%	-17.3%	92.0%	-2.7%	-20.7%
Adj. EBITDA margin	12.8%	13.2%	11.9%	14.8%	14.1%	14.7%	12.7%	15.0%
Adj. EBITA margin	5.5%	6.3%	5.7%	8.1%	6.0%	5.9%	6.1%	8.7%
Adj. EBIT margin	4.9%	5.7%	5.1%	7.5%	5.4%	5.4%	5.6%	8.2%
Adj. Incremental margin	5.8%	14.4%	7.4%	5.7%	-17.3%	92.0%	-2.7%	-20.7%

Source: Company data and Nordea estimates

ELANDERS: QUARTERLY SALES AND EBIT BRIDGE

(SEKm)	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23E	Q4 23E
Net sales								
Supply Chain Solutions	2,769	2,914	3,325	3,259	2,979	2,887	3,040	3,020
Print & Packaging Solutions	637	643	686	874	645	603	598	807
Group functions	10	11	11	11	12	12	10	10
Eliminations	-45	-43	-43	-45	-47	-52	-38	-38
Total sales	3,371	3,525	3,979	4,099	3,589	3,450	3,609	3,799
Sales bridge								
Volume	3%	6%	13%	6%	-1%	-8%	-16%	-11%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	20%	14%	16%	4%	0%	0%	0%	0%
FX	6%	7%	9%	12%	8%	8%	7%	4%
Other	0%	0%	0%	0%	-2%	-3%	0%	0%
Total growth	23%	27%	39%	22%	6%	-2%	-9%	-7%
Sales bridge								
Volume	53	167	373	175	-17	-283	-629	-465
Price/Mix	0	0	0	0	0	0	0	0
Structural	540	384	471	148	16	16	0	0
FX	164	205	270	412	285	294	259	166
Other	0	0	0	0	-67	-101	0	0
Total growth	758	756	1,114	735	216	-75	-370	-300
Growth per segment quarterly (%)								
Supply Chain Solutions								
Volume	10%	11%	15%	4%	-2%	-9%	-18%	-15%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	24%	16%	21%	6%	1%	1%	0%	0%
FX	6%	7%	10%	12%	9%	9%	7%	4%
Other	0%	0%	0%	0%	0%	-1%	3%	3%
Total growth	34%	34%	45%	21%	8%	-1%	-9%	-7%
Print & Packaging Solutions								
Volume	-20%	-10%	7%	12%	6%	-2%	-5%	2%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	5%	6%	0%	0%	0%	0%	0%	0%
FX	6%	7%	9%	13%	7%	6%	5%	3%
Other	0%	0%	0%	0%	-11%	-11%	-13%	-13%
Total growth	-8%	3%	16%	25%	1%	-6%	-13%	-8%
EBIT per segment quarterly (SEKm)								
Supply Chain Solutions	156	233	179	187	185	161	181	225
Print & Packaging Solutions	22	18	26	76	-45	18	32	98
Group functions	-13	-10	-12	-12	-12	-7	-10	-10
Group EBIT	165	241	193	251	127	172	203	313
Adj. EBIT per segment quarterly								
Supply Chain Solutions	156	193	179	235	185	161	181	225
Print & Packaging Solutions	22	18	35	86	23	32	32	98
Group functions	-13	-10	-12	-12	-12	-7	-10	-10
Adj group EBIT	165	201	202	309	195	186	203	313
EBIT margin per segment quarterly								
Supply Chain Solutions	5.6%	8.0%	5.4%	5.7%	6.2%	5.6%	6.0%	7.4%
Print & Packaging Solutions	3.5%	2.8%	3.8%	8.7%	-7.0%	3.0%	5.3%	12.2%
EBIT margin	4.9%	6.8%	4.9%	6.1%	3.5%	5.0%	5.6%	8.2%
Adj. EBIT margin per segment quarterly								
Supply Chain Solutions	5.6%	6.6%	5.4%	7.2%	6.2%	5.6%	6.0%	7.4%
Print & Packaging Solutions	3.5%	2.8%	5.1%	9.8%	3.5%	5.3%	5.3%	12.2%
Adj EBIT margin	4.9%	5.7%	5.1%	7.5%	5.4%	5.4%	5.6%	8.2%

Source: Company data and Nordea estimates

ELANDERS: ANNUAL ESTIMATES (SEKm; EPS IN SEK)

(SEKm)	2018	2019	2020	2021	2022	2023E	2024E	2025E
Net sales	10,742	11,254	11,050	11,732	14,974	14,447	14,962	15,571
Cost of goods sold	-9,331	-9,780	-9,532	-10,088	-12,744	-12,222	-12,871	-13,395
Gross profit	1,411	1,474	1,518	1,644	2,230	2,225	2,091	2,176
Sales and administrative expenses	-1,034	-1,145	-1,050	-1,119	-1,484	-1,515	-1,557	-1,610
Other operating income	112	66	13	82	196	172	177	182
Other operating expenses	-30	-33	-44	-28	-94	-67	245	277
EBITDA	747	1,260	1,426	1,482	1,952	1,961	1,981	2,056
Depreciation	-203	-156	-169	-123	-139	-188	-256	-251
EBITA	522	416	599	639	939	891	1,020	1,080
Amortisation of intangible acq related assets	-64	-56	-53	-59	-89	-76	-65	-55
EBIT	458	360	546	580	850	815	955	1,025
Net financials	-93	-143	-131	-98	-184	-304	-273	-253
PTP	365	217	415	482	666	511	682	773
Income tax	-107	-63	-86	-151	-180	-167	-205	-232
Net profit	258	154	329	331	485	343	478	541
Earnings per share (SEK)	7.19	4.19	9.19	9.11	13.19	9.26	13.40	15.19
Adj. EBITDA	747	1,409	1,426	1,498	1,979	2,043	1,981	2,056
Adj. EBITA	522	565	599	655	966	973	1,020	1,080
Adj. EBIT	458	509	546	596	877	897	955	1,025
Tax on EO	0	43	0	5	7	27	0	0
Adj. Net profit	258	346	329	352	520	452	478	541
Adj. EPS	7.16	9.79	9.19	9.70	14.16	12.34	13.40	15.19
Gross margin	13.1%	13.1%	13.7%	14.0%	14.9%	15.4%	14.0%	14.0%
EBITDA margin	7.0%	11.2%	12.9%	12.6%	13.0%	13.6%	13.2%	13.2%
EBITA margin	4.9%	3.7%	5.4%	5.4%	6.3%	6.2%	6.8%	6.9%
EBIT margin	4.3%	3.2%	4.9%	4.9%	5.7%	5.6%	6.4%	6.6%
Incremental margin	10.7%	-19.1%	-91.2%	5.0%	8.3%	6.6%	27.1%	11.6%
Adj. EBITDA margin	7.0%	12.5%	12.9%	12.8%	13.2%	14.1%	13.2%	13.2%
Adj. EBITA margin	4.9%	5.0%	5.4%	5.6%	6.5%	6.7%	6.8%	6.9%
Adj. EBIT margin	4.3%	4.5%	4.9%	5.1%	5.9%	6.2%	6.4%	6.6%
Adj. Incremental margin	8.9%	10.0%	-18.1%	7.3%	8.7%	-3.8%	11.2%	11.6%

Source: Company data and Nordea estimates

ELANDERS: ANNUAL SALES AND EBIT BRIDGE

(SEKm)	2018	2019	2020	2021	2022	2023E	2024E	2025E
Net sales								
Supply Chain Solutions	8,526	8,775	8,408	9,204	12,267	11,926	12,391	12,949
Print & Packaging Solutions	2,244	2,564	2,728	2,606	2,840	2,652	2,705	2,759
Group functions	47	37	40	40	43	44	44	45
Eliminations	-75	-122	-126	-117	-176	-175	-179	-182
Total sales	10,946	11,254	11,050	11,733	14,974	14,447	14,962	15,571
Sales bridge								
Volume	8%	1%	0%	7%	7%	-9%	4%	4%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	1%	0%	0%	4%	13%	0%	0%	0%
FX	5%	4%	-2%	-4%	9%	7%	0%	0%
Other	0%	0%	0%	0%	0%	-1%	0%	0%
Total growth	15%	5%	-2%	6%	28%	-4%	4%	4%
Sales bridge								
Volume	848	69	14	791	769	-1,394	518	612
Price/Mix	0	0	0	0	0	0	0	0
Structural	48	-51	5	390	1,543	31	0	0
FX	502	472	-227	-497	1,051	1,003	0	0
Other	0	0	0	0	0	-168	0	0
Total growth	1,398	489	-208	684	3,363	-529	518	612
Growth per segment annual (%)								
Supply Chain Solutions								
Volume	8%	-2%	-3%	11%	10%	-11%	4%	5%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	1%	0%	0%	4%	16%	0%	0%	0%
FX	6%	4%	-1%	-5%	9%	7%	0%	0%
Other	0%	0%	0%	0%	0%	1%	0%	0%
Total growth	22%	3%	-4%	9%	33%	-3%	4%	5%
Print & Packaging Solutions								
Volume	9%	12%	10%	-4%	-3%	0%	2%	2%
Price/Mix	0%	0%	0%	0%	0%	0%	0%	0%
Structural	0%	-2%	0%	3%	3%	0%	0%	0%
FX	4%	4%	-4%	-3%	9%	5%	0%	0%
Other	0%	0%	0%	0%	0%	-12%	0%	0%
Total growth	1%	14%	6%	-4%	9%	-7%	2%	2%
EBIT per segment annual (SEKm)								
Supply Chain Solutions	346	220	435	459	755	752	807	874
Print & Packaging Solutions	132	174	147	162	142	103	188	193
Group functions	-20	-34	-36	-42	-47	-39	-40	-41
Group EBIT	458	360	546	579	850	815	955	1,025
Adj. EBIT per segment annual								
Supply Chain Solutions	346	362	435	475	763	752	807	874
Print & Packaging Solutions	132	181	147	162	161	185	188	193
Group functions	-20	-34	-36	-42	-47	-39	-40	-41
Adj group EBIT	458	509	546	596	877	897	955	1025
EBIT margin per segment annual								
Supply Chain Solutions	4.1%	2.5%	5.2%	5.0%	6.2%	6.3%	6.5%	6.7%
Print & Packaging Solutions	5.9%	6.8%	5.4%	6.2%	5.0%	3.9%	7.0%	7.0%
EBIT margin	4.2%	3.2%	4.9%	4.9%	5.7%	5.6%	6.4%	6.6%
Adj. EBIT margin per segment annual								
Supply Chain Solutions	4.1%	4.1%	5.2%	5.2%	6.2%	6.3%	6.5%	6.7%
Print & Packaging Solutions	5.9%	7.1%	5.4%	6.2%	5.7%	7.0%	7.0%	7.0%
Adj EBIT margin	4.2%	4.5%	4.9%	5.1%	5.9%	6.2%	6.4%	6.6%

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

SEKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	4,237	6,285	9,342	10,742	11,254	11,050	11,732	14,974	14,447	14,962	15,571
Revenue growth	13.6%	48.4%	48.6%	15.0%	4.8%	-1.8%	6.2%	27.6%	-3.5%	3.6%	4.1%
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	427	519	563	725	1,260	1,426	1,481	1,952	1,961	1,981	2,056
Depreciation and impairments PPE	-115	-132	-192	-203	-844	-827	-843	-1,013	-1,070	-962	-976
of which leased assets	0	0	0	0	-688	-658	-720	-874	-882	-770	-780
EBITA	312	387	371	522	416	599	638	939	891	1,020	1,080
Amortisation and impairments	-20	-40	-63	-64	-56	-53	-58	-89	-76	-65	-55
EBIT	292	347	308	458	360	546	580	850	815	955	1,025
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	-33	-44	-80	-93	-143	-131	-98	-184	-304	-273	-253
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	259	303	228	365	217	415	482	666	511	682	773
Reported taxes	-85	-82	-64	-107	-63	-86	-151	-180	-167	-205	-232
Net profit from continued operations	174	221	164	258	154	329	331	485	343	478	541
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	-1	-5	-6	-4	-9	-19	-16	-4	-4
Net profit to equity	174	221	163	253	148	325	322	466	327	474	537
EPS, SEK	6.18	7.48	4.61	7.16	4.19	9.19	9.11	13.19	9.26	13.40	15.19
DPS, SEK	2.20	2.60	2.60	2.90	0.00	3.10	3.60	4.15	4.40	5.00	5.20
of which ordinary	2.20	2.60	2.60	2.90	0.00	3.10	3.60	4.15	4.40	5.00	5.20
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	10.1%	8.3%	6.0%	6.7%	11.2%	12.9%	12.6%	13.0%	13.6%	13.2%	13.2%
EBITA	7.4%	6.2%	4.0%	4.9%	3.7%	5.4%	5.4%	6.3%	6.2%	6.8%	6.9%
EBIT	6.9%	5.5%	3.3%	4.3%	3.2%	4.9%	4.9%	5.7%	5.6%	6.4%	6.6%

Adjusted earnings

EBITDA (adj)	443	558	589	725	1,409	1,426	1,497	1,979	2,043	1,981	2,056
EBITA (adj)	328	426	397	522	565	599	654	966	973	1,020	1,080
EBIT (adj)	308	386	334	458	509	546	596	877	897	955	1,025
EPS (adj, SEK)	6.75	8.80	5.35	7.16	7.13	9.19	9.56	13.95	11.58	13.40	15.19

Adjusted profit margins in percent

EBITDA (adj)	10.5%	8.9%	6.3%	6.7%	12.5%	12.9%	12.8%	13.2%	14.1%	13.2%	13.2%
EBITA (adj)	7.7%	6.8%	4.2%	4.9%	5.0%	5.4%	5.6%	6.5%	6.7%	6.8%	6.9%
EBIT (adj)	7.3%	6.1%	3.6%	4.3%	4.5%	4.9%	5.1%	5.9%	6.2%	6.4%	6.6%

Performance metrics

CAGR last 5 years											
Net revenue	20.0%	27.9%	37.2%	38.7%	24.7%	21.1%	13.3%	9.9%	6.1%	5.9%	7.1%
EBITDA	74.6%	21.4%	21.9%	32.4%	33.9%	27.3%	23.3%	28.2%	22.0%	9.5%	7.6%
EBIT	n.m.	25.9%	21.1%	41.8%	15.6%	13.3%	10.8%	22.5%	12.2%	21.5%	13.4%
EPS	n.m.	20.1%	18.1%	54.5%	3.7%	8.3%	4.0%	23.4%	5.3%	26.2%	10.6%
DPS	n.m.	39.1%	34.1%	29.4%	n.m.	7.1%	6.7%	9.8%	8.7%	n.m.	10.9%
Average last 5 years											
Average EBIT margin	5.6%	5.5%	4.7%	4.6%	4.2%	4.1%	4.2%	4.7%	5.0%	5.6%	5.9%
Average EBITDA margin	9.4%	8.9%	7.7%	7.4%	8.3%	9.2%	10.1%	11.5%	12.7%	13.1%	13.2%

VALUATION RATIOS - ADJUSTED EARNINGS

SEKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
P/E (adj)	9.4	12.1	15.3	12.2	12.2	13.0	18.2	10.7	8.6	7.4	6.6
EV/EBITDA (adj)	5.7	9.6	9.4	7.8	5.0	5.0	7.6	6.4	5.2	5.2	4.7
EV/EBITA (adj)	7.7	12.6	14.0	10.8	12.5	11.8	17.4	13.0	11.0	10.0	9.0
EV/EBIT (adj)	8.2	13.9	16.7	12.3	13.9	13.0	19.1	14.4	11.9	10.7	9.5

VALUATION RATIOS - REPORTED EARNINGS

SEKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
P/E	10.2	14.2	17.8	12.2	20.8	13.0	19.1	11.4	10.8	7.4	6.6
EV/Sales	0.60	0.85	0.60	0.52	0.63	0.64	0.97	0.84	0.74	0.68	0.62
EV/EBITDA	5.9	10.3	9.9	7.8	5.6	5.0	7.7	6.5	5.5	5.2	4.7
EV/EBITA	8.1	13.9	15.0	10.8	17.0	11.8	17.9	13.4	12.0	10.0	9.0
EV/EBIT	8.7	15.5	18.1	12.3	19.7	13.0	19.7	14.8	13.1	10.7	9.5
Dividend yield (ord.)	3.5%	2.4%	3.2%	3.3%	0.0%	2.6%	2.1%	2.8%	4.4%	5.0%	5.2%
FCF yield	12.7%	-50.2%	-11.3%	10.3%	38.8%	38.1%	-5.4%	15.7%	46.3%	37.7%	39.3%
FCF Yield bef A&D, lease adj	12.5%	7.0%	-9.0%	9.5%	16.7%	23.2%	3.5%	0.1%	21.2%	15.8%	17.2%
Payout ratio	32.6%	29.6%	48.6%	40.5%	0.0%	33.7%	37.7%	29.7%	38.0%	37.3%	34.2%

Source: Company data and Nordea estimates

BALANCE SHEET

SEKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Intangible assets	1,269	3,081	3,136	3,218	3,229	3,085	4,517	4,923	4,847	4,782	4,727
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	1,269	3,081	3,136	3,218	3,229	3,085	2,017	1,268	1,192	1,127	1,072
of which goodwill	0	0	0	0	0	0	2,500	3,655	3,655	3,655	3,655
Tangible assets	533	1,047	1,075	1,056	2,139	2,255	3,372	5,071	4,689	4,544	4,391
of which leased assets	0	0	0	0	1,207	1,164	1,081	2,000	1,592	1,489	1,376
Shares associates	0	0	0	0	0	0	352	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	297	0	0	0	0	0
Total non-current assets	1,802	4,128	4,211	4,274	5,368	5,637	8,241	10,346	9,888	9,679	9,471
Inventory	266	295	390	468	335	233	400	619	433	449	467
Accounts receivable	825	1,396	1,795	1,762	1,740	624	1,822	2,139	1,864	1,930	2,009
Short-term leased assets	0	0	0	0	658	720	438	567	770	780	790
Other current assets	139	312	333	511	448	324	0	0	0	0	0
Cash and bank	529	651	679	722	655	1,101	898	904	1,505	1,907	2,334
Total current assets	1,758	2,654	3,197	3,463	3,836	3,002	3,558	4,229	4,572	5,066	5,600
Assets held for sale	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	3,560	6,782	7,408	7,737	9,204	8,639	11,799	14,575	14,460	14,745	15,071
Shareholders equity	1,488	2,411	2,453	2,707	2,777	2,908	3,304	3,870	4,001	4,319	4,679
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	4	0	19	35	39	43
Total Equity	1,488	2,411	2,453	2,707	2,777	2,912	3,304	3,889	4,036	4,358	4,722
Deferred tax	83	233	208	199	320	188	0	0	0	0	0
Long term interest bearing debt	20	2,646	2,504	2,442	2,214	1,990	4,413	5,268	5,268	5,268	5,268
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	253	271	271	271	271
Other long-term liabilities	0	0	0	0	0	0	0	0	0	0	0
Non-current lease debt	0	0	0	0	1,259	1,278	913	1,961	1,756	1,663	1,560
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	103	2,879	2,712	2,641	3,793	3,456	5,579	7,500	7,295	7,202	7,099
Short-term provisions	0	0	0	1	1	0	0	0	0	0	0
Accounts payable	722	1,263	1,403	1,569	1,597	1,588	1,457	1,596	1,540	1,595	1,660
Current lease debt	0	0	0	0	639	639	639	639	639	639	639
Other current liabilities	0	0	0	1	1	0	0	0	0	0	0
Short term interest bearing debt	1,247	228	840	819	398	44	821	951	951	951	951
Total current liabilities	1,969	1,491	2,243	2,390	2,636	2,271	2,917	3,186	3,130	3,185	3,250
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	3,560	6,781	7,408	7,738	9,206	8,639	11,800	14,575	14,460	14,745	15,071
Balance sheet and debt metrics											
Net debt	738	2,223	2,665	2,539	3,994	2,854	5,249	7,276	7,159	6,664	6,134
of which lease debt	0	0	0	0	1,898	1,917	1,552	2,600	2,395	2,302	2,199
Working capital	507	740	1,115	1,171	925	-407	765	1,162	757	784	816
Invested capital	2,309	4,868	5,326	5,445	6,293	5,230	9,006	11,508	10,646	10,463	10,287
Capital employed	2,755	5,285	5,797	5,968	7,287	6,863	10,090	12,708	12,650	12,879	13,140
ROE	12.3%	11.3%	6.7%	9.8%	5.4%	11.4%	10.4%	13.0%	8.3%	11.4%	11.9%
ROIC	9.0%	7.3%	4.5%	5.8%	5.9%	6.4%	5.7%	5.8%	5.5%	6.2%	6.7%
ROCE	11.3%	9.6%	6.0%	7.8%	7.7%	7.7%	7.0%	7.7%	7.1%	7.5%	7.9%
Net debt/EBITDA	1.7	4.3	4.7	3.5	3.2	2.0	3.5	3.7	3.7	3.4	3.0
Interest coverage	8.9	7.9	3.9	4.9	2.5	4.2	5.9	4.6	2.7	3.5	4.1
Equity ratio	41.8%	35.6%	33.1%	35.0%	30.2%	33.7%	28.0%	26.6%	27.7%	29.3%	31.0%
Net gearing	49.6%	92.2%	108.6%	93.8%	143.8%	98.0%	158.9%	187.1%	177.4%	152.9%	129.9%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

SEKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
EBITDA (adj) for associates	427	519	563	725	1,260	1,426	1,481	1,952	1,961	1,981	2,056
Paid taxes	-85	-104	-133	-127	-114	-41	-128	-196	-167	-205	-232
Net financials	0	0	0	1	-143	-131	-98	-184	-304	-273	-253
Change in provisions	0	0	0	1	0	-1	253	18	0	0	0
Change in other LT non-IB	0	0	0	0	0	-297	297	0	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	-66	-71	-75	-149	229	310	-603	-8	-50	0	0
Funds from operations (FFO)	276	344	355	451	1,232	1,266	1,202	1,582	1,439	1,504	1,572
Change in NWC	-8	-13	-419	4	104	461	-139	-476	405	-27	-32
Cash flow from operations (CFO)	269	331	-64	455	1,336	1,727	1,063	1,106	1,844	1,477	1,540
Capital expenditure	-46	-112	-196	-161	-133	-88	-128	-229	-214	-150	-156
Free cash flow before A&D	223	219	-260	294	1,203	1,639	935	877	1,630	1,327	1,384
Proceeds from sale of assets	4	-1,794	-67	24	-7	-28	0	0	0	0	0
Acquisitions	0	0	0	0	0	0	-1,267	-46	0	0	0
Free cash flow	227	-1,575	-327	318	1,196	1,611	-332	831	1,630	1,327	1,384
Free cash flow bef A&D, lease adj	223	219	-260	294	515	981	215	3	748	557	604
Dividends paid	-29	-58	-92	-93	-129	58	-112	-136	-147	-156	-177
Equity issues / buybacks	0	695	0	0	0	0	0	0	0	0	0
Net change in debt	-125	1,029	462	-225	-1,152	-1,119	0	0	0	0	0
Other financing adjustments	0	0	0	0	1	-655	-720	-861	-882	-770	-780
Other non-cash adjustments	0	31	-15	43	17	532	1,609	357	0	0	0
Change in cash	72	122	28	43	-67	446	-203	6	601	402	427
Cash flow metrics											
Capex/D&A	34.1%	65.1%	76.9%	60.3%	14.8%	10.0%	14.2%	20.8%	18.7%	14.6%	15.1%
Capex/Sales	1.1%	1.8%	2.1%	1.5%	1.2%	0.8%	1.1%	1.5%	1.5%	1.0%	1.0%
Key information											
Share price year end (/current)	63	106	82	87	87	120	174	150	100	100	100
Market cap.	1,787	3,140	2,899	3,083	3,083	4,229	6,152	5,304	3,522	3,522	3,522
Enterprise value	2,525	5,363	5,564	5,622	7,077	7,087	11,401	12,599	10,716	10,225	9,699
Diluted no. of shares, year-end (m)	28.2	29.6	35.4	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 research report has not been prepared for distribution outside the EU, the UK or the US. The content of this research report is not a product disclosure statement or other regulated document for the purposes of the Australian Corporations Act 2001 (CTH). The distribution of this research report in Australia has not been authorised by any regulatory authority in Australia, and Nordea bank Abp is not licensed by the Australian Securities and Investment Commission to provide financial services in Australia.

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, Finanstilsyn (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 upon 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.

This report may not be mechanically duplicated, photocopied or otherwise reproduced, in full or in part, under applicable copyright laws.

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 11/10/2023, 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 and/or services

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 and/or ancillary services to the company/ companies.

Issuer Review

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

Completion Date

12 Oct 2023, 23:12 CET

Nordea Bank Abp	Nordea Bank Abp, filial i Sverige	Nordea Danmark, Filial af Nordea Bank Abp, Finland	Nordea Bank Abp, filial i Norge
Nordea IB & Equity Division, Equity Research Visiting address: Aleksis Kiven katu 7, Helsinki FI-00020 Nordea Finland	Nordea IB & Equity Division, Equity Research Visiting address: Smålandsgatan 17 SE-105 71 Stockholm Sweden	Nordea IB & Equity Division, Equity Research Visiting address: Grønlandsvej 10 DK-2300 Copenhagen S Denmark	Nordea IB & Equity Division, Equity Research Visiting address: Essendropsgate 7 N-0107 Oslo Norway
Tel: +358 9 1651 Fax: +358 9 165 59710	Tel: +46 8 614 7000 Fax: +46 8 534 911 60	Tel: +45 3333 3333 Fax: +45 3333 1520	Tel: +47 2248 5000 Fax: +47 2256 8650
Reg.no. 2858394-9 Satamaradankatu 5 Helsinki			