## HALFY FAR 2023 RESULTS

DSV A/S Conference call 25 July 2023, 11:00 am CEST

Global Transport and Logistics

### Agenda

- Highlights
- Business segments
- Financial review
- Upgraded outlook for 2023
- Q&A

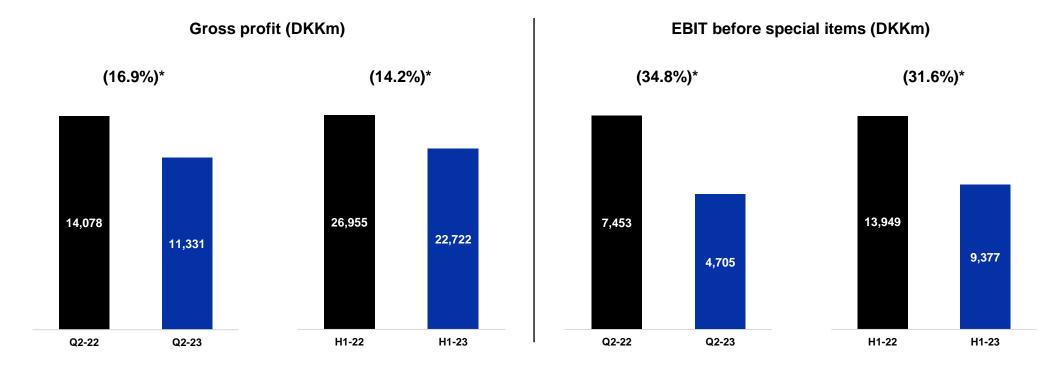
## Forward-looking statements

This presentation contains forward-looking statements.

Such statements are subject to risks and uncertainties, as various factors, many of which are beyond DSV A/S' control, may cause actual developments and results to differ materially from the expectations contained in the presentation.

### Highlights H1 2023

- Solid financial performance across all business areas in soft markets.
- 2023 EBIT guidance upgraded to **DKK 17-18.5 billion** (previously DKK 16-18 billion).
- Strong cash flow, supported by a significant reduction of net working capital.
- EPS down just 3% year on year, supported by lower number of shares.
- New three-month **DKK 4.0 billion** share buyback programme launched.



### Air & Sea

(DKKm)	Q2 2023	Q2 2022	Growth*	H1 2023	H1 2022	Growth
Gross profit Air	3,574	5,052	(26.8%)	7,301	9,747	(23.8%)
Gross profit Sea	3, 180	4,523	(27.3%)	6,480	8,465	(22.1%)
Total gross profit	6,754	9,575	(27.1%)	13,781	18,212	(23.0%)
EBIT	3,574	6,163	(40.1%)	7,200	11,387	(35.7%)

\*) Growth rates are in constant currencies.

13.8%

Q1-23

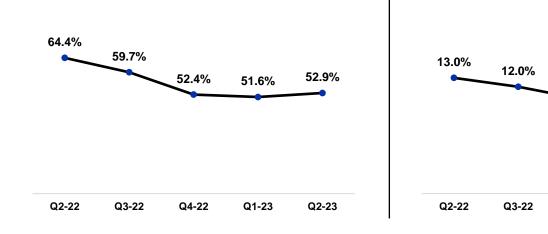
15.5%

Q2-23

**Operating margin** 

10.6%

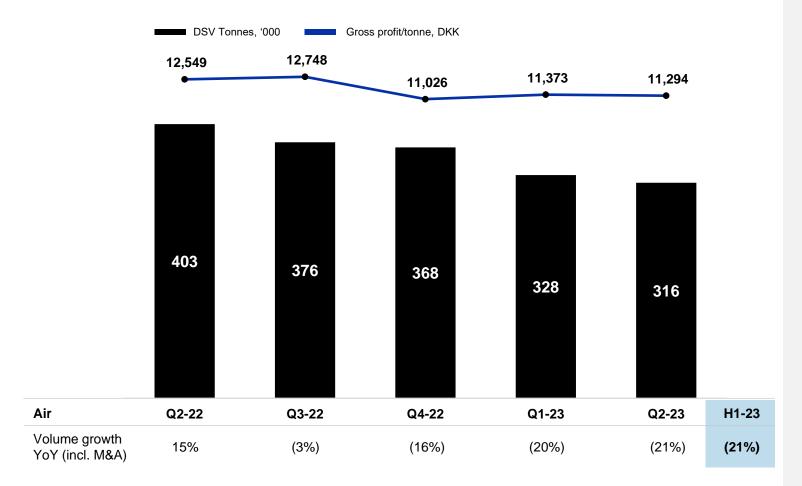
Q4-22



**Conversion ratio** 

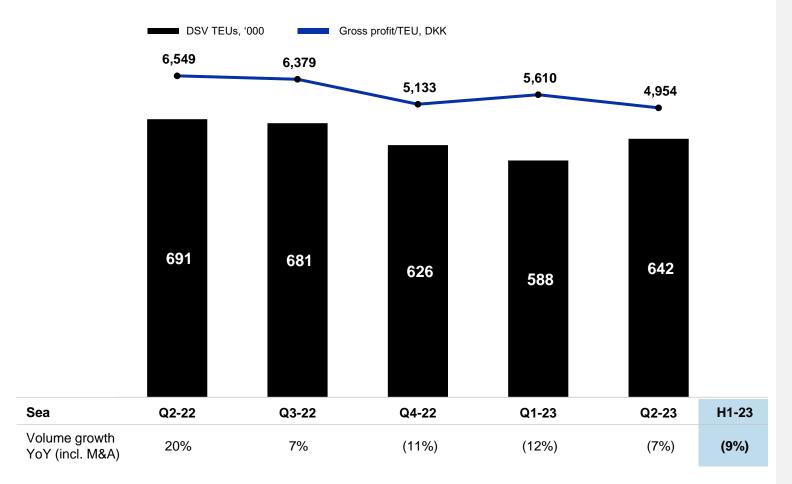
- Gross profit impacted by lower volumes and lower yields compared to the record levels in Q2-22.
- Freight markets have largely normalised after the congestion and disruption in recent years.
- We are reinforcing our commercial efforts in a highly competitive market.
- Conversion ratio stayed above the 50% mark, reflecting the division's focus on cost management.

### Air freight Q2 2023



- Gross profit yields maintained at high level, reflecting pricing discipline and efficient capacity management.
- Global air freight volumes impacted by lower demand and a continued shift from air to sea.
- APAC export volumes continue to show weakest development.
- We estimate that DSV's air volume development was below the general market – impacted by our focus on high-yielding verticals.

### Sea freight Q2 2023



#### Management commentary

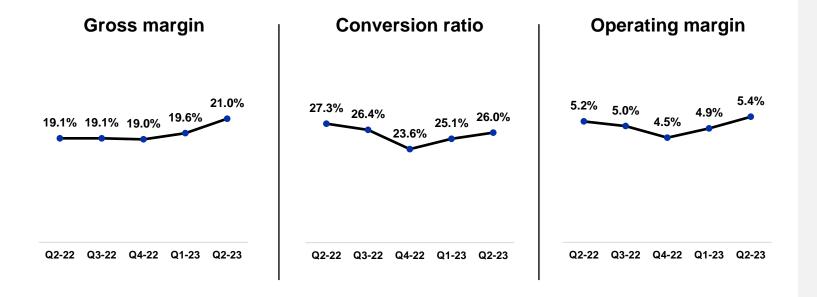
- Gross profit yields are declining, as expected, but still at high absolute level, supported by smaller average shipment size.
- From a volume perspective, momentum improved in Q2-23, especially on the Asia-Europe trade lane.
- Trans Pacific and Trans Atlantic were the weakest trade lanes.
- We estimate that DSV's sea volume performance was slightly below the general market also here impacted by our focus on high-yielding cargo.

DSV's volume growth was impacted by the addition of GIL in the period Q3-21 to Q3-22.

### Road

(DKKm)	Q2 2023	Q2 2022	Growth*	H1 2023	H1 2022	Growth*
Revenue	9,650	10,835	(8.9%)	19,744	21,023	(4.5%)
Gross profit	2,023	2,074	(0.3%)	3,999	4,012	1.4%
EBIT	525	566	(5.6%)	1,020	1,064	(2.8%)

\*) Growth rates are in constant currencies.

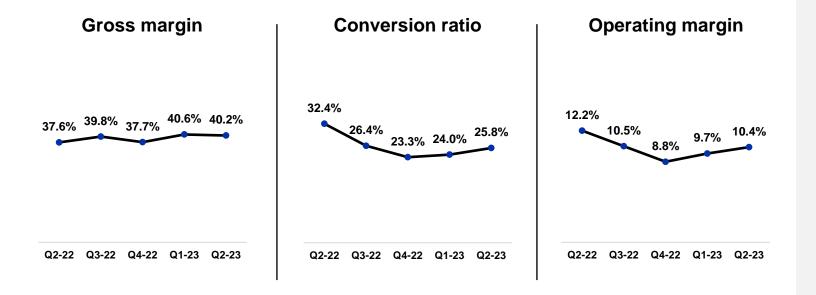


- DSV Road performed well and gained market share in a soft market.
- Both domestic and international markets were impacted by the general economic slowdown.
- Higher gross margin, supported by growth in the European groupage network.
- Best performance in Germany and the Netherlands.

### **Solutions**

(DKKm)	Q2 2023	Q2 2022	Growth*	H1 2023	H1 2022	Growth*
Revenue	5,898	6,182	(0.9%)	11,523	12,344	(4.6%)
Gross profit	2,373	2,324	6.0%	4,658	4,646	2.2%
EBIT	613	753	(15.0%)	1,161	1,542	(23.4%)

\*) Growth rates are in constant currencies.



- Lower activity levels across several industries.
- Gross margin is supported by the ongoing consolidation in large and efficient warehouses and implementation of warehouse automation.
- The cost base was impacted by inflation and expansion of the warehouse capacity. The new capacity is not yet fully utilised, which dilutes the conversion ratio compared to a very strong H1-22.
- Americas achieved the best performance, whereas the APAC region underperformed compared to H1-22.

### P&L H1 2023

(DKKm)	Q2 2023	Q2 2022	Growth*	H1 2023	H1 2022	Growth*
Headlines						
Revenue	37,727	62,749	(37.8%)	78,681	123,874	(35.4%)
Gross profit	11,331	14,078	(16.9%)	22,722	26,955	(14.2%)
EBIT before special items	4,705	7,453	(34.8%)	9,377	13,949	(31.6%)
Profit for the period	3,375	5,070		6,662	9,456	
P&L items						
Cost base (staff, other ext., depreciations)	6,626	6,625		13,345	13,006	
Special items, costs	-	257		-	661	
Financial items, FX adj. (gain in "()")	(105)	240		(62)	293	
Net interest costs	277	276		580	552	
KPIs						
Gross margin (%)	30.0	22.4		28.9	21.8	
Operating margin (%)	12.5	11.9		11.9	11.3	
Conversion ratio (%)	41.5	52.9		41.3	51.7	
Effective tax rate (%)	25.5	24.1		24.8	24.0	
Employees (end of period)				74,178	76,071	
Diluted adjusted EPS 12 months				69.8	71.8	(2.8%)
Average diluted number of shares				221,520	236,147	

- Revenue was impacted by lower freight rates and declining volumes.
- Gross profit was supported by continued strong yields in Air & Sea and improved margins in Road and Solutions.
- Cost saving initiatives have been implemented but were partly offset by cost inflation (estimated at 4-5% yearon-year).
- FX adjustments mainly related to intercompany balances and had no impact on cash flow.
- Effective tax rate close to 25%, impacted by high dividend payments from subsidiaries leading to higher withholding tax .

### Cash flow H1 2023

(DKKm)	H1 2023	H1 2022	Variance
EBITDA before special items	11,963	16,377	(4,414)
Change in working capital	2,540	(957)	3,497
Tax, interest, change in provisions, etc.	(3,491)	(2,577)	(914)
Special items	(263)	(508)	245
Cash flow from operating activities	10,749	12,335	(1,586)
Cash flow from investing activities	(1,494)	(341)	(1,153)
Free cash flow	9,255	11,994	(2,739)
Cash flow from financing activities	(9,472)	(9,831)	359
Calculation of adjusted free cash flow:			
Free cash flow	9,255	11,994	
Acquisition of subsidiaries reversed	550	-	
Special items reversed	263	508	
Repayment of lease liabilities	(1,931)	(1,814)	
Adjusted free cash flow	8,137	10,688	(2,551)
KPIs			
Net working capital (NWC)	2,651	8,846	
NWC in % of revenue	1.8	3.6	
Net interest-bearing debt (NIBD)	30,350	27,868	
Gearing ratio (NIBD/EBITDA before special items)	1.2x	1.0x	
ROIC before tax (%)	20.4	27.2	
ROIC before tax (excl. goodwill and customer relationships, %)	87.2	103.3	

- Strong cash flow for H1-23.
- Significant NWC improvement mainly in Q1-23 and further 0.5 DKK billion in Q2-23 due to lower revenue and continued optimisation of processes.
- NWC at 1.8% of annual revenue.
- Gearing ratio at 1.2% and new share buyback programme launched.
- Weighted average duration of corporate bonds, committed loans and credit facilities was 7.8 years at the end of Q2-23.

### **Allocations to shareholders**

- New safe harbour share buyback programme of **DKK 4.0 billion** starting 25 July 2023 and running until 23 October 2023.
- **5.7 million shares bought back** in H1 2023 at an average price of DKK 1,275.
- On 25 July 2023, the portfolio of treasury shares was 5.8 million shares (representing 2.7% of the share capital).

Allocations to shareholders 2023 (DKKm)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Announced 2023
Dividend (DKK 6.50 per share)	1,424				1,424
Share buyback – rest of 2022 programme	1,197				1,197
Share buyback – 2.5 billion	1,822	678			2,500
Share buyback – 4.5 billion		3,533	967		4,500
Share buyback – 4.0 billion (estimated quarterly split)			3,000	1,000	4,000
Total announced allocations	4,443	4,211	3,967	1,000	13,621

### Upgraded outlook for 2023

(DKKm)	Updated outlook	Previous outlook	Actual 2022
EBIT before special items	17,000-18,500	16,000-18,000	25,204
Effective tax rate	25.0%	24.0%	23.9%

#### Main assumptions for H2-23

- We assume a gradual recovery in global trade volumes and that there will be no significant worsening of the global economic environment in H2 2023.
- As market normalisation continues, we expect further decline in gross profit yields for air and sea, compared to the level in H1 2023.
- For Road and Solutions, we expect that markets will be flat or decline slightly.
- The expected effective tax rate is impacted by higher withholding tax on dividends from subsidiaries.
- Currency exchange rates will remain at current levels.

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### P&L details - Group

Group (DKKm)	FY 2018	FY 2019	FY 2020	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	YTD 2023
Revenue	79,053	94,701	115,932	182,306	61,125	62,749	60,560	51,231	235,665	40,954	37,727	78,681
Direct costs	61,564	70,947	87,398	144,691	48,248	48,671	47,022	39,575	183,516	29,563	26,396	55,959
Gross profit	17,489	23,754	28,534	37,615	12,877	14,078	13,538	11,656	52,149	11,391	11,331	22,722
Other external expenses	3,036	3,133	3,291	4,173	1,289	1,338	1,431	1,501	5,559	1,340	1,235	2,575
Staff costs	8,241	10,329	11,684	13,025	3,912	4,039	4,333	4,031	16,315	4,110	4,074	8,184
EBITDA before special items	6,212	10,292	13,559	20,417	7,676	8,701	7,774	6,124	30,275	5,941	6,022	11,963
Depreciation of right-of-use assets		2,734	2,990	3,144	892	912	942	1,037	3,783	962	988	1,950
Amortisation and depreciation of owned assets	762	904	1,049	1,050	288	336	326	338	1,288	307	329	636
EBIT before special items	5,450	6,654	9,520	16,223	6,496	7,453	6,506	4,749	25,204	4,672	4,705	9,377
Special Items, net costs	-	800	2,164	478	404	257	456	-	1,117	-	-	-
Financial income		131	254	206	67	76	83	380	606	90	169	259
Financial expenses - lease liabilities		383	434	495	162	175	181	209	727	195	205	400
Financial expenses	249	606	1,549	552	234	417	8	86	745	241	136	377
Profit before tax	5,201	4,996	5,627	14,904	5,763	6,680	5,944	4,834	23,221	4,326	4,533	8,859
Tax on profit for the period	1,213	1,290	1,369	3,650	1,377	1,610	1,518	1,045	5,550	1,039	1,158	2,197
Profit for the period	3,988	3,706	4,258	11,254	4,386	5,070	4,426	3,789	17,671	3,287	3,375	6,662
Gross margin, %	22.1	25.1	24.6	20.6	21.1	22.4	22.4	22.8	22.1	27.8	30.0	28.9
Operating margin, %	6.9	7.0	8.2	8.9	10.6	11.9	10.7	9.3	10.7	11.4	12.5	11.9
Conversion ratio, %	31.2	28.0	33.4	43.1	50.4	52.9	48.1	40.7	48.3	41.0	41.5	41.3
Tax percentage	23.3	25.8	24.3	24.5	23.9	24.1	25.5	21.6	23.9	24.0	25.5	24.8
Blue-collar costs (included in direct costs)	4,791	5,299	5,274	6,280	1,802	1,882	1,942	2,021	7,647	1,886	1,892	3,778
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Number of full-time employees (end of period)	47,394	61,216	56,621	77,958	77,358	76,071	76,715	76,283	76,283	74,613	74,178	74,178

### P&L details – Air & Sea

Air & Sea (DKKm)	FY 2018	FY 2019	FY 2020	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	YTD 2023
Divisional revenue	36,972	51,151	73,689	131,901	45,887	47,282	45,339	35,923	174,431	26,213	22,993	49,206
Direct costs	27,779	38,634	56,780	108,132	37,250	37,707	36,204	28,646	139,807	19,186	16,239	35,425
Gross profit	9,193	12,517	16,909	23,769	8,637	9,575	9,135	7,277	34,624	7,027	6,754	13,781
Other external expenses	1,854	2,267	2,870	3,366	1,076	1,028	1,097	1,043	4,244	1,023	883	1,906
Staff costs	3,560	5,093	6,048	6,598	2,033	2,082	2,276	2,080	8,471	2,093	2,005	4,098
EBITDA before special items	3,779	5,157	7,991	13,805	5,528	6,465	5,762	4,154	21,909	3,911	3,866	7,777
Depreciation of right-of-use assets		484	679	708	220	216	217	249	902	214	216	430
Amortisation and depreciation of owned assets	86	167	286	329	84	86	90	89	349	71	76	147
EBIT before special items	3,693	4,506	7,026	12,768	5,224	6,163	5,455	3,816	20,658	3,626	3,574	7,200
Gross margin, %	24.9	24.5	22.9	18.0	18.8	20.3	20.1	20.3	19.8	26.8	29.4	28.0
Operating margin, %	10.0	8.8	9.5	9.7	11.4	13.0	12.0	10.6	11.8	13.8	15.5	14.6
Conversion ratio, %	40.2	36.0	41.6	53.7	60.5	64.4	59.7	52.4	59.7	51.6	52.9	52.2
Number of full-time employees (end of period)	12,130	21,516	18,008	24,675	23,700	23,292	23,225	23,032	23,032	22,270	21,695	21,695
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Air & Sea split and volume Air												
Revenue, DKKm	18,892	27,134	44,756	70,846	24,207	25,032	22,499	18,853	90,591	14,265	12,166	26,431
Gross profit DKKm	4,627	6,594	10,275	13,051	4,695	5,052	4,793	4,063	18,603	3,727	3,574	7,301
Airfreight, ton	689,045	1,071,266	1,272,405	1,510,833	410,911	402,594	375,990	368,477	1,557,972	327,712	316,456	644,168
GP/ton, DKK	6,715	6,155	8,075	8,638	11,426	12,549	12,748	11,026	11,941	11,373	11,294	11,334
Sea												
	18,000	24.047	20.000	61,055	04 600	22.250	22.940	17.070	02.040	11.040	10 007	00 775
Revenue, DKKm	18,080	24,017	28,933	10,718	21,680	22,250	22,840	17,070	83,840	11,948	10,827	22,775
Gross profit DKKm	4,566	5,923	6,634		3,942	4,523	4,342	3,214	16,021	3,300	3,180	6,480
Sea freight, TEU GP/TEU, DKK	1,442,348 3,166	1,907,126 3,106	2,204,902 3,009	2,493,951 4,298	667,653 5,904	690,621 6,549	680,683 6,379	626,190 5,133	2,665,147 6,011	588,207 5,610	641,924 4,954	1,230,131 5,268

### P&L details – Road and Solutions

Road (DKKm)	FY 2018	FY 2019	FY 2020	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	YTD 2023
Divisional revenue	31,243	31,621	30,395	35,416	10,188	10,835	10,406	10,078	41,507	10,094	9,650	19,744
Direct costs	25,935	25,465	24,257	28,321	8,250	8,761	8,417	8,168	33,596	8,118	7,627	15,745
Gross profit	5,308	6,156	6,138	7,095	1,938	2,074	1,989	1,910	7,911	1,976	2,023	3,999
Other external expenses	1,326	1,060	1,021	1,122	341	373	342	369	1,425	363	367	730
Staff costs	2,706	2,864	2,799	3,149	871	904	895	873	3,543	902	918	1,820
EBITDA before special items	1,276	2,232	2,318	2,824	726	797	752	668	2,943	711	738	1,449
Depreciation of right-of-use assets		862	828	858	205	202	193	185	785	185	179	364
Amortisation and depreciation of owned assets	129	119	100	109	23	29	34	32	118	31	34	65
EBIT before special items	1,147	1,251	1,390	1,857	498	566	525	451	2,040	495	525	1,020
Gross margin, %	17.0	19.5	20.2	20.0	19.0	19.1	19.1	19.0	19.1	19.6	21.0	20.3
Operating margin, %	3.7	4.0	4.6	5.2	4.9	5.2	5.0	4.5	4.9	4.9	5.4	5.2
Conversion ratio, %	21.6	20.3	22.6	26.2	25.7	27.3	26.4	23.6	25.8	25.1	26.0	25.5
Number of full-time employees (end of period)	12,850	13,644	14,003	16,888	17,001	16,484	16,496	16,701	16,701	16,291	16,234	16,234
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Solutions (DKKm)	FY 2018	FY 2019	FY 2020	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023	Q2 2023	YTD 2023
Solutions (DKKm) Divisional revenue	FY 2018 13,229	FY 2019 14,390	FY 2020 14,608	FY 2021 18,734	<b>Q1 2022</b> 6,162	<b>Q2 2022</b> 6,182	<b>Q3 2022</b> 5,841	<b>Q4 2022</b> 6,224	<b>FY 2022</b> 24,409	<b>Q1 2023</b> 5,625	<b>Q2 2023</b> 5,898	<b>YTD 2023</b> 11,523
Divisional revenue	13,229	14,390	14,608	18,734	6,162	6,182	5,841	6,224	24,409	5,625	5,898	11,523
Divisional revenue Direct costs	13,229 10,194	14,390 9,421	14,608 9,239	18,734 12,081	6,162 3,840	6,182 3,858	5,841 3,516	6,224 3,877	24,409 15,091	5,625 3,340	5,898 3,525	11,523 6,865
Divisional revenue Direct costs	13,229 10,194	14,390 9,421	14,608 9,239	18,734 12,081	6,162 3,840	6,182 3,858	5,841 3,516	6,224 3,877	24,409 15,091	5,625 3,340	5,898 3,525	11,523 6,865
Divisional revenue Direct costs Gross profit	13,229 10,194 <b>3,035</b>	14,390 9,421 <b>4,969</b>	14,608 9,239 <b>5,369</b>	18,734 12,081 <b>6,653</b>	6,162 3,840 <b>2,322</b>	6,182 3,858 <b>2,324</b>	5,841 3,516 <b>2,325</b>	6,224 3,877 <b>2,347</b>	24,409 15,091 <b>9,318</b>	5,625 3,340 <b>2,285</b>	5,898 3,525 <b>2,373</b>	11,523 6,865 <b>4,658</b>
Divisional revenue Direct costs Gross profit Other external expenses	13,229 10,194 <b>3,035</b> 955	14,390 9,421 <b>4,969</b> 1,088	14,608 9,239 <b>5,369</b> 1,089	18,734 12,081 <b>6,653</b> 1,338	6,162 3,840 <b>2,322</b> 423	6,182 <u>3,858</u> <b>2,324</b> 405	5,841 <u>3,516</u> <b>2,325</b> 448	6,224 3,877 <b>2,347</b> 483	24,409 15,091 <b>9,318</b> 1,759	5,625 3,340 <b>2,285</b> 453	5,898 3,525 <b>2,373</b> 420	11,523 6,865 <b>4,658</b> 873
Divisional revenue Direct costs Gross profit Other external expenses Staff costs	13,229 10,194 <b>3,035</b> 955 1,141	14,390 9,421 <b>4,969</b> 1,088 1,306	14,608 9,239 <b>5,369</b> 1,089 1,449	18,734 12,081 <b>6,653</b> 1,338 1,664	6,162 3,840 <b>2,322</b> 423 525	6,182 3,858 <b>2,324</b> 405 552	5,841 3,516 <b>2,325</b> 448 600	6,224 3,877 <b>2,347</b> 483 577	24,409 15,091 <b>9,318</b> 1,759 2,254	5,625 3,340 <b>2,285</b> 453 588	5,898 3,525 <b>2,373</b> 420 613	11,523 6,865 <b>4,658</b> 873 1,201
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets	13,229 10,194 <b>3,035</b> 955 1,141	14,390 9,421 <b>4,969</b> 1,088 1,306	14,608 9,239 <b>5,369</b> 1,089 1,449	18,734 12,081 <b>6,653</b> 1,338 1,664	6,162 3,840 <b>2,322</b> 423 525	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486	5,841 3,516 <b>2,325</b> 448 600	6,224 3,877 <b>2,347</b> 483 577	24,409 15,091 <b>9,318</b> 1,759 2,254	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557	5,898 3,525 <b>2,373</b> 420 613	11,523 6,865 <b>4,658</b> 873 1,201
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items	13,229 10,194 <b>3,035</b> 955 1,141	14,390 9,421 <b>4,969</b> 1,088 1,306 <b>2,575</b>	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b>	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b>	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b>	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486 128	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b>	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b>	24,409 15,091 <b>9,318</b> 1,759 2,254 <b>5,305</b>	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b>	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b>	11,523 6,865 <b>4,658</b> 873 1,201 <b>2,584</b>
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets	13,229 10,194 <b>3,035</b> 955 1,141 <b>939</b>	14,390 9,421 <b>4,969</b> 1,088 1,306 <b>2,575</b> 1,326	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b> 1,422	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b> 1,546	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b> 461	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b> 525	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b> 595	24,409 15,091 <b>9,318</b> 1,759 2,254 <b>5,305</b> 2,067	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b> 585	11,523 6,865 <b>4,658</b> 873 1,201 <b>2,584</b> 1,142
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets Amortisation and depreciation of owned assets	13,229 10,194 <b>3,035</b> 955 1,141 <b>939</b> 230	14,390 9,421 <b>4,969</b> 1,088 1,306 <b>2,575</b> 1,326 236	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b> 1,422 248	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b> 1,546 330	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b> 461 124	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486 128	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b> 525 139	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b> 595 146	24,409 15,091 <b>9,318</b> 1,759 2,254 <b>5,305</b> 2,067 537	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557 139	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b> 585 142	11,523 6,865 <b>4,658</b> 873 1,201 <b>2,584</b> 1,142 281
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets Amortisation and depreciation of owned assets	13,229 10,194 <b>3,035</b> 955 1,141 <b>939</b> 230	14,390 9,421 <b>4,969</b> 1,088 1,306 <b>2,575</b> 1,326 236	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b> 1,422 248	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b> 1,546 330	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b> 461 124	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486 128	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b> 525 139	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b> 595 146	24,409 15,091 <b>9,318</b> 1,759 2,254 <b>5,305</b> 2,067 537	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557 139	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b> 585 142	11,523 6,865 <b>4,658</b> 873 1,201 <b>2,584</b> 1,142 281
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets Amortisation and depreciation of owned assets EBIT before special items	13,229 10,194 <b>3,035</b> 955 1,141 <b>939</b> 230 <b>709</b>	14,390 9,421 <b>4,969</b> 1,088 1,306 <b>2,575</b> 1,326 236 <b>1,013</b>	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b> 1,422 248 <b>1,161</b>	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b> 1,546 330 <b>1,775</b>	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b> 461 124 <b>789</b>	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486 128 <b>753</b>	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b> 525 139 <b>613</b>	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b> 595 146 <b>546</b>	24,409 15,091 <b>9,318</b> 1,759 2,254 <b>5,305</b> 2,067 537 <b>2,701</b>	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557 139 <b>548</b>	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b> 585 142 <b>613</b>	11,523 6,865 <b>4,658</b> 873 1,201 <b>2,584</b> 1,142 281 <b>1,161</b>
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets Amortisation and depreciation of owned assets EBIT before special items Gross margin, %	13,229 10,194 <b>3,035</b> 955 1,141 <b>939</b> 230 <b>709</b> 22.9	14,390 9,421 4,969 1,088 1,306 2,575 1,326 236 1,013 34.5	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b> 1,422 248 <b>1,161</b> 36.8	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b> 1,546 330 <b>1,775</b> 35.5	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b> 461 124 <b>789</b> 37.7	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486 128 <b>753</b> 37.6	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b> 525 139 <b>613</b> 39.8	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b> 595 146 <b>546</b> 37.7	24,409 15,091 <b>9,318</b> 1,759 2,254 <b>5,305</b> 2,067 537 <b>2,701</b> 38.2	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557 139 <b>548</b> 40.6	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b> 585 142 <b>613</b> 40.2	11,523 6,865 4,658 873 1,201 2,584 1,142 281 1,161 40.4
Divisional revenue Direct costs Gross profit Other external expenses Staff costs EBITDA before special items Depreciation of right-of-use assets Amortisation and depreciation of owned assets EBIT before special items Gross margin, % Operating margin, %	13,229 10,194 <b>3,035</b> 955 1,141 <b>939</b> 230 <b>709</b> 22.9 5.4	14,390 9,421 4,969 1,088 1,306 2,575 1,326 236 1,013 34.5 7.0	14,608 9,239 <b>5,369</b> 1,089 1,449 <b>2,831</b> 1,422 248 <b>1,161</b> 36.8 7.9	18,734 12,081 <b>6,653</b> 1,338 1,664 <b>3,651</b> 1,546 330 <b>1,775</b> <i>35.5</i> 9.5	6,162 3,840 <b>2,322</b> 423 525 <b>1,374</b> 461 124 <b>789</b> 37.7 12.8	6,182 3,858 <b>2,324</b> 405 552 <b>1,367</b> 486 128 <b>753</b> 37.6 12.2	5,841 3,516 <b>2,325</b> 448 600 <b>1,277</b> 525 139 <b>613</b> 39.8 10.5	6,224 3,877 <b>2,347</b> 483 577 <b>1,287</b> 595 146 <b>546</b> 37.7 8.8	24,409 15,091 9,318 1,759 2,254 5,305 2,067 537 2,701 38.2 11.1	5,625 3,340 <b>2,285</b> 453 588 <b>1,244</b> 557 139 <b>548</b> <i>40.6</i> 9.7	5,898 3,525 <b>2,373</b> 420 613 <b>1,340</b> 585 142 <b>613</b> 40.2 10.4	11,523 6,865 4,658 873 1,201 2,584 1,142 281 1,161 40.4 10.1

### **Balance sheet**

(DKKm)									
Assets	30.06.2023	30.06.2022	Variance	31.12.2022	Equity and liabilities	30.06.2023	30.06.2022	Variance	31.12.2022
Intangibles assets	77,298	79,707	(2,409)	77,674	DSV shareholders' share of equity	70,080	78,473	(8,393)	71,519
Right-of-use assets	15,216	13,974	1,242	14,694	Non-controlling interests	236	179	57	222
Property, plant and equipment	5,991	6,529	(538)	6,284	Total equity	70,316	78,652	(8,336)	71,741
Other receivables	2,949	2,530	419	2,461	Lease liabilities	13,714	12,442	1,272	13,190
Deferred tax assets	3,404	2,790	614	3,494	Borrowings	21,503	21,443	60	21,398
					Pensions and similar obligations	1,063	290	773	1,183
					Provisions	4,163	3,507	656	4,260
					Deferred tax liabilities	556	572	(16)	504
Total non-current assets	104,858	105,530	(672)	104,607	Total non-current liabilities	40,999	38,254	2,745	40,535
								_	
Trade receivables	24,235	40,726	(16,491)	32,387	Lease liabilities	3,604	3,457	147	3,577
Contract assets	4,512	8,964	(4,452)	5,785	Borrowings	458	1,667	(1,209)	814
Inventories	3,583	872	2,711	1,889	Trade payables	13,142	18,013	(4,871)	14,992
Other receivables	4,455	4,045	410	4,179	Accrued cost of services	9,342	14,915	(5,573)	12,085
Cash and cash equivalents	9,853	11,348	(1,495)	10,160	Provisions	2,233	2,088	145	2,407
Assets held for sale	44	5	39	38	Other payables	9,417	10,745	(1,328)	9,640
					Tax payables	2,029	3,699	(1,670)	3,254
Total current assets	46,682	65,960	(19,278)	54,438	Total current liabilities	40,225	54,584	(14,359)	46,769
Total assets	151,540	171,490	(19,950)	159,045	Total equity and liabilities	151,540	171,490	(19,950)	159,045
			(0.40=)						<b>00 5</b> -5
Net working capital (NWC)	2,651	8,846	(6,195)	5,116	Net interest-bearing debt (NIBD)	30,350	27,868	(2,482)	29,870

### **Investor Relations**

DSV A/S is listed on the Copenhagen stock exchange under the symbol 'DSV'.

For further company information, please visit: www.dsv.com

Financial calendar 2023		Investor
02 Feb. 2023	Annual Report 2022	DSV A/S Hovedgade
16 Mar. 2023	Annual General Meeting 2023	investor@d
27 Apr. 2023	Interim Financial Report, Q1 2023	Flemming ( flemming.o.
25 Jul. 2023	Interim Financial Report, H1 2023	Alexander alexander.p
24 Oct. 2023	Interim Financial Report, Q3 2023	Sebastian I sebastian.rc

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