



Jetpak Top Holding

2019 Q4 investor presentation

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Jetpak

Today's presenters



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Q4 highlights

Some fluctuations– but results expected

- Adj. EBITA margin improvement of 1,3 percentage units compared to Q4-18
- Adj. EBITA improvement of 14,8% compared to Q4-18
- Cost efficiency/reduced overhead improved profitability
- Business model support EBITA margin
- Organic growth at 1,9% isolated for the quarter
- Major accounts down trade but longtail remained stable
- Acquisition of 3D will reduce future cyclicality
- Macro economic KPI's indicates uncertain market situation

10,5%
Adjusted EBITA margin
(2019 Q4: 9,2%)

SEK 22.9m
Adjusted EBITA
(2019 Q4: 20,0m)

0,7%
Total sales growth
(2019 Q4 vs 2018 Q4)

1,9%
Underlying Org. growth
(2019 Q4 vs 2018 Q4)



Full year highlights

Best ever result – in line with target

- Strong adj. EBITA margin improvement of 0,9 percentage units compared to 2018
- Adj. EBITA improvement of 14,4% compared to 2018
- Share price increased 43%
- Favorable segment growth towards ad-hoc supports margin improvement
- Further cost efficiency by negotiations and internal process improvements
- Organic growth at 3,5% for the year
- Strong quarterly fluctuations due to customers structural changes
- The result is on track and in line with long-term targets
- Room for dividend adjustment 4 SEK/sh

10,7%

Adjusted EBITA margin
(2019 FY: 9,8)

SEK 92.9m

Adjusted EBITA
(2019 FY: 81,2)

4,6%

Total sales growth
(2019 FY vs 2018 FY)

3,5%

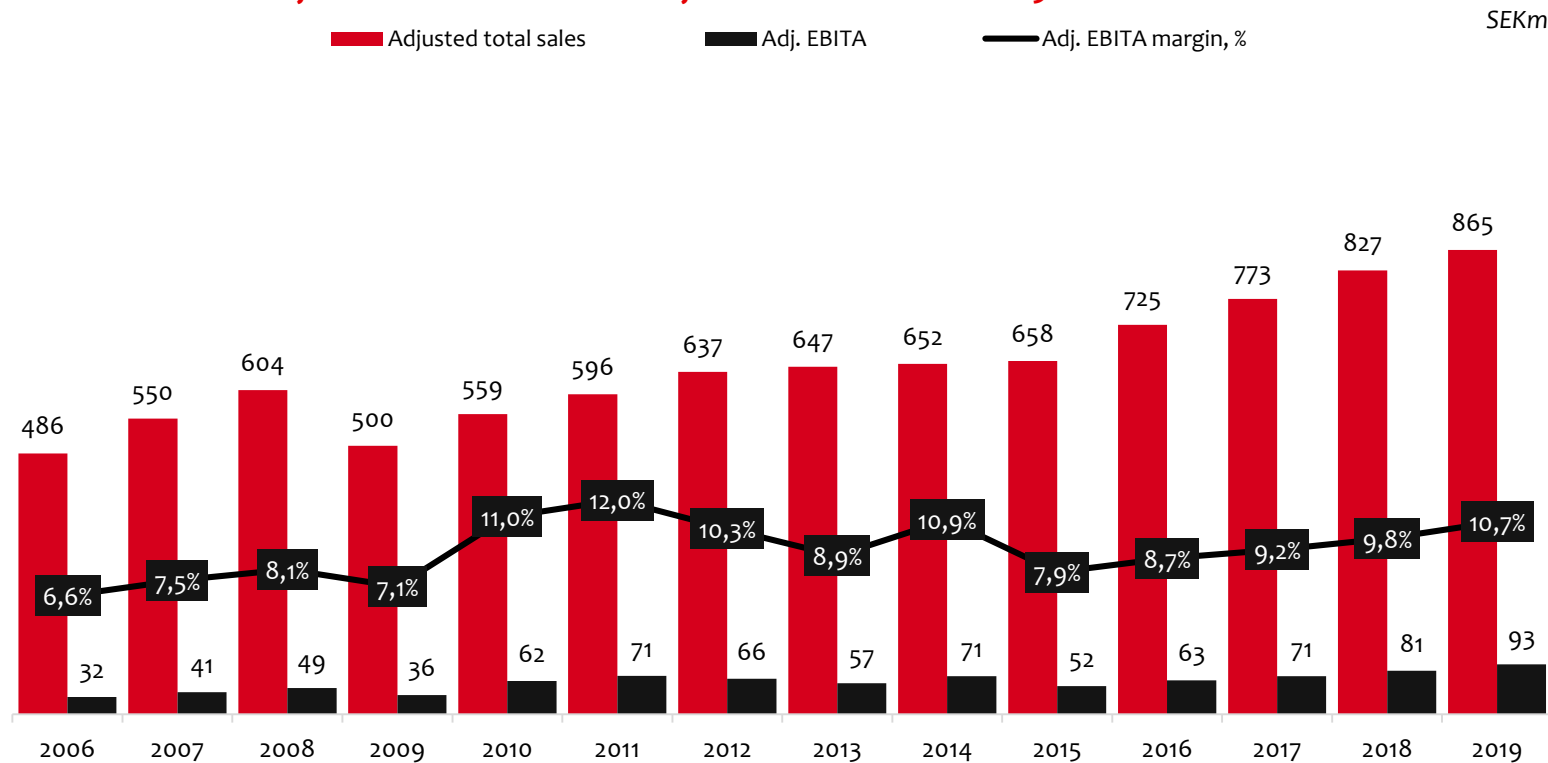
Underlying Org. growth
(2019 FY vs 2018 FY)



Financial KPI development

Continued strong growth in line with targets

Adjusted total sales and adjusted EBITA 2006-2019¹⁾



Sales Ad-hoc, %	60%	62%	58%	64%	64%	64%	60%	57%	59%	54%	50%	48%	49%	51%
Sales Systemized, %	40%	38%	42%	36%	36%	36%	40%	43%	41%	46%	50%	52%	51%	49%

Note: Excludes "Other operating income"

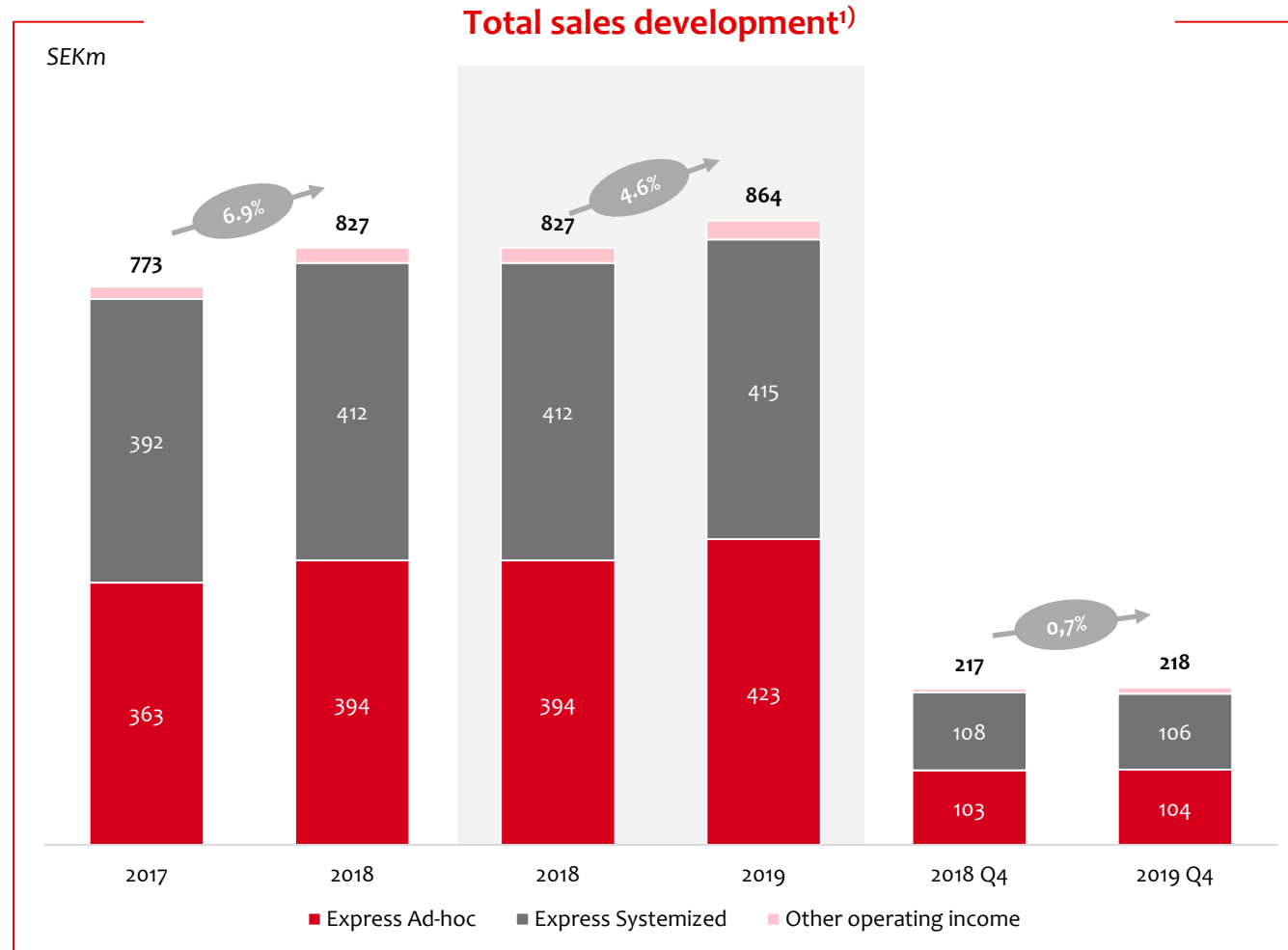
1) Adjusted for Jetpak Borg that was acquired in 2006 and divested in 2015 (by-night distribution in Norway), Jetpak By Night that was started in 2008 and shut down in 2012 (by-night distribution from Benelux area) and the Finnish subsidiary Lähettipirkka (ground distribution in Finland) that was acquired in 2006 and shut down in 2009 as well as non-recurring costs during the period 2011-2017

Total growth

Total growth as expected – and with a modest Q4

Comments

- Total sales increased by 0,7% isolated Q4 2019 vs 2018 whereas underlying organic growth increased by 1,9%
- Express Ad-hoc had a sales growth of 0,6% isolated Q4 2019 vs 2018 (-1,0% adjusted for FX and acquisitions=organic growth)
- Express Systemized had a negative sales growth of -2,4% isolated Q3 2019 vs 2018 (1,7% adjusted for FX, acquisitions and divestments=organic growth)
- Major accounts down traded on ad hoc in Q4, but long tail remained stable
- Q4 signings indicates, that development will stabilize
- Q4 was bumpy, but isolated growth was strong in December



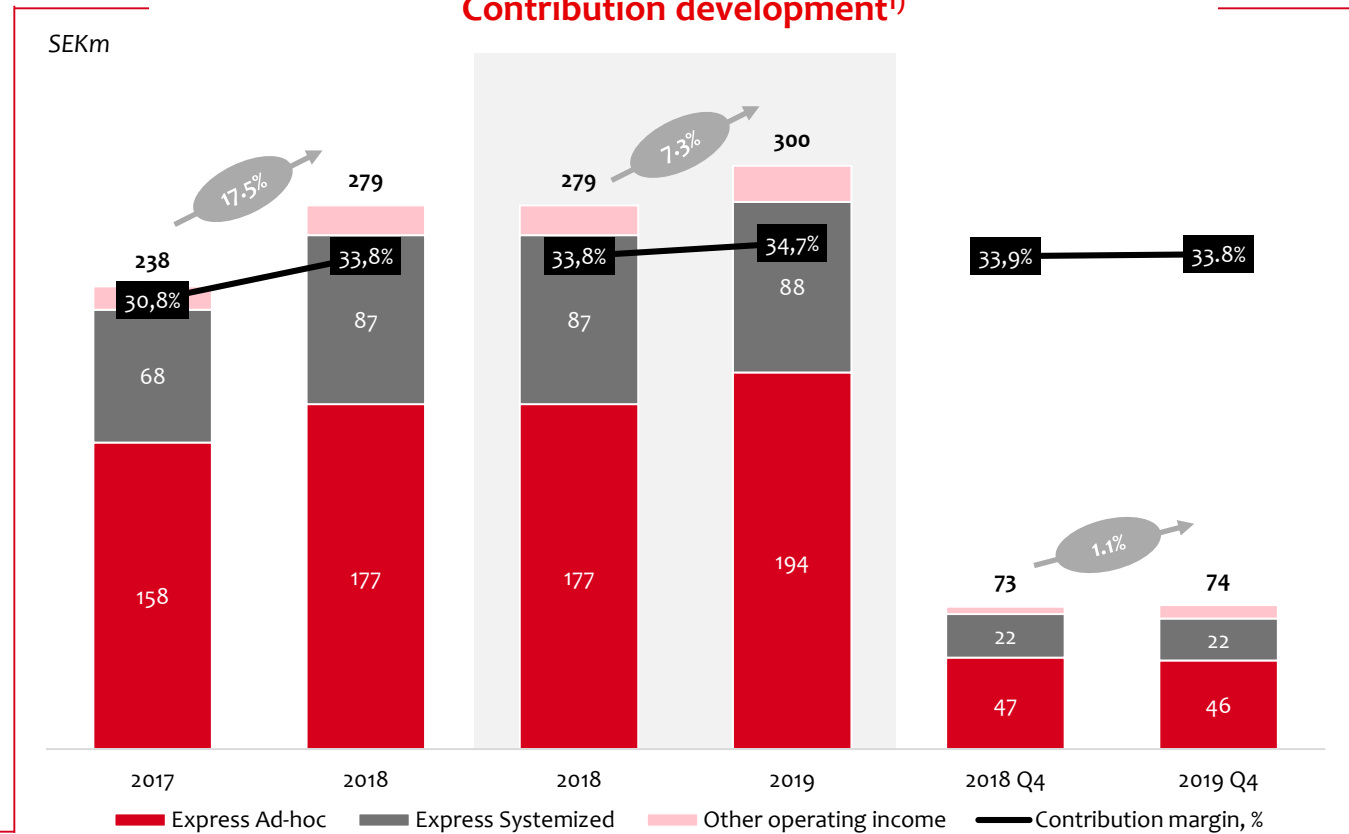
Contribution

Positive development FY – segment change/production cost impacted Q4

Comments

- Group contribution margin in line with last year 33.9% (33.8%) for the isolated quarter
- Full year group contribution has increased by 0.9 p.p. to 34.7% (33.8%)
- Mainly due to favorable product mix combined with ongoing contribution optimization programs (both towards customers and suppliers)
- Q4 margins were influenced by adjusted production costs from previous quarters

Contribution development¹⁾



Contribution margin, %	2017	2018	2019	2018 Q4	2019 Q4
Express Ad-hoc	43.4%	45.0%	45.7%	45.6%	43.9%
Express Systemized	17.4%	21.1%	21.1%	20.7%	20.4%

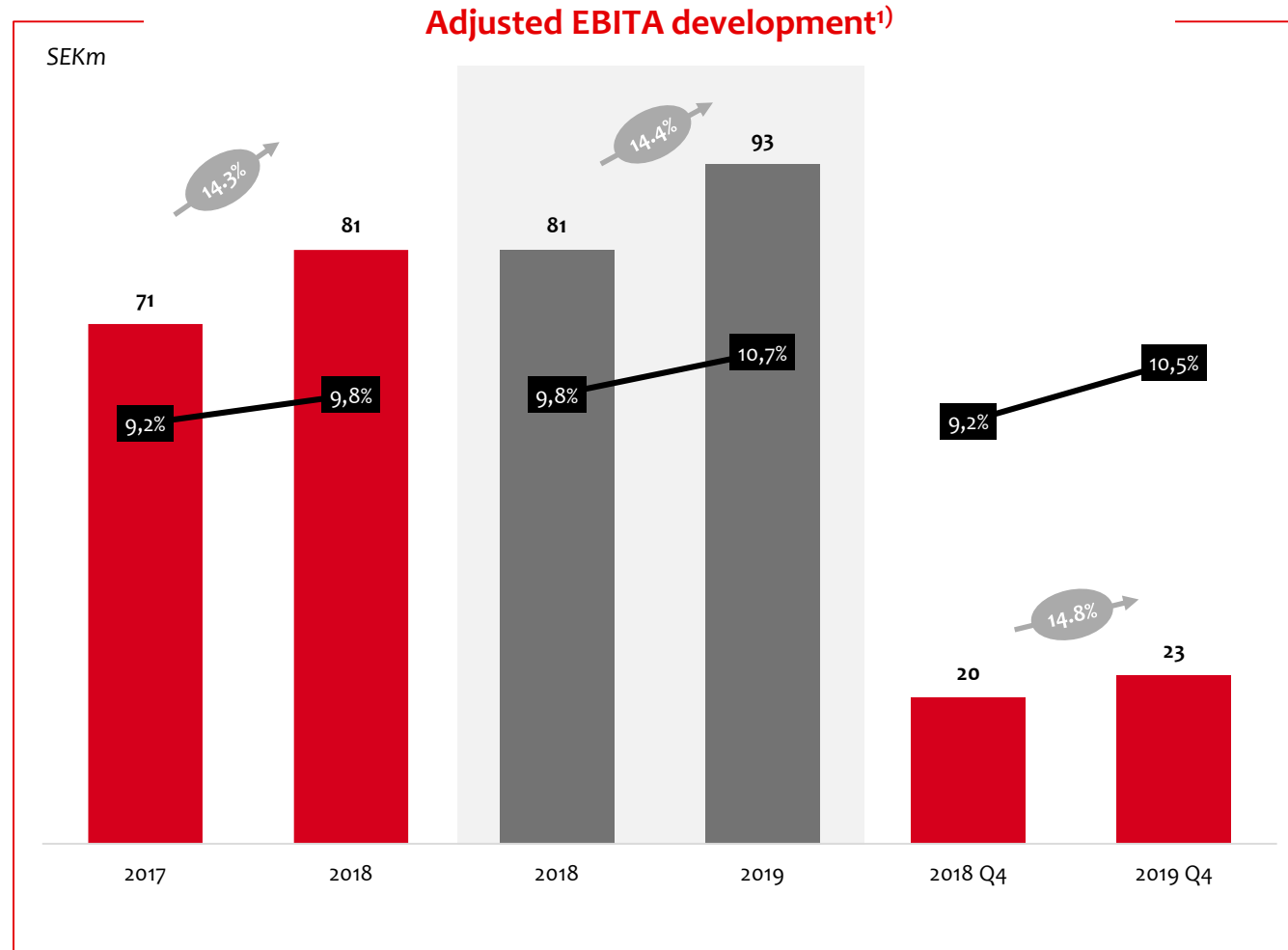
1) Note that 2017 has been adjusted downwards for lost luggage dispute provision which positively impacted total sales (other operating income) with SEK 32.1m

EBITA margin

Development in line with target

Comments

- Continued growth in adj. EBITA, growing 14.8% between 2018 Q4 (SEK 20.0m) and 2019 Q4 (SEK 23.0m)
- Adjusted EBITA margin improved by 1.3 p.p. from 9.2% 2018 Q4 to 10.5% 2019 Q4
- Full year growth in adj. EBITA by 14.4% from SEK 81.2m in 2018 to SEK 92.9m in 2019
- Adjusted EBITA margin improved for full year by 0.9 p.p. from 9.8% in 2018 to 10.7% in 2019



Financial targets

Overall positive development supports increased dividends

Sales growth

5%

Average annual organic sales growth of 5 percent over a cycle

Actual

2018 FY 3,0%
2019 FY 3,5%

Profitability

12%

Long-term adjusted EBITA margin of 12 percent

Actual

2018 FY 9,8%
2019 FY 10,7%

Capital structure

<2,5x

<2.5x net debt / adj. EBITDA
(on a rolling 12-month basis)

Actual

2018 FY 1,3x¹⁾
2019 FY 1,1x²⁾

Dividend policy

>50%

At least 50 percent of net profit

Proposal

4 SEK per share,
71,4% of net profit

Focus areas 2020

Initiatives contributing to continued growth and profitability

- Cost synergies through full integration of 3D and merge of Danish operations
- Establish and pursue Nordic strategy within pharma and temperature controlled transports
- Establish inbound in night product based on extended linehaul services in Scandinavia
- Introduce special service desk on systemwide level
- Identify and close new M&A case in EU based on defined selection criteria
- Design NL organization to provide further organic growth
- Continued focus on sales efficiency and vertical solution selling
- Cost optimization and ground distribution business models is continued high priority
- Balancing growth and EBITA margin remains a challenge

Profitable growth and margin optimization

Expansion of European network based on systemized & ad-hoc airfreight solutions

Acquisition of M&A target in Airfreight segment (Europe)

Optimized capacity management models within ground distribution

Obtain cost synergies and Nordic commercial potential by DK acquisition





Appendix

Income statement in summary

SEKm	2017	2018	2019	2018 Q4	2019 Q4
Net sales	755.7	805.9	838.4	211.5	209.6
Other operating income	49.5	20.8	26.1	5.2	8,5
Total sales	805.2	826.7	864.5	216.7	218.1
Other external costs	-552.5	-574.5	-564.7	-154.3	-143.9
Employee benefits expenses	-149.1	-175.6	-177.8	-45.0	-44.2
Depreciation and amortization	-8.5	-9.3	-30.7	-3.6	-7.6
Other operating expenses	-1.5	-	-	-	-
Total operating expenses	-711.5	-759.4	-772.8	-202.9	-195.8
Operating profit	93.7	76.2	91.6	13.7	22.4
Financial income	0.0	0.3	0.1	0.1	0.1
Financial expenses	-32.0	-51.3	-10.2	-26.5	-1.3
Profit after financial items	61.7	16.2	81.8	-12.5	21.2
Income tax	-9.7	-9.7	-14.6	2.2	-2,5
Profit/loss for the period	52.0	13.6	67.2	-10.3	18.6

Balance sheet in summary

SEKm	2018	2019
ASSETS		
Non-current assets		
Other intangible assets	209.3	206.4
Goodwill	504.9	512.1
Tangible non-current assets	8.5	4.8
Access rights assets	-	56.4
Other non-current assets	-	-
Total non-current assets	722.7	779.7
Current assets		
Inventory	-	0.4
Accounts receivable	110.5	103.8
Tax receivables	3.1	3.0
Other receivables	2.8	1.8
Prepaid expenses and accrued income	8.5	10.5
Cash and cash equivalents	55.1	87.1
Total current assets	180.0	206.6
TOTAL ASSETS	902.7	986.3

SEKm	2018	2019
Total equity	536.3	614.2
Non-current liabilities		
Bond	-	-
Non-current liabilities	161.9	152.4
Leasing debt	-	37.9
Provisions for deferred taxes	10.7	10.8
Provisions for pensions	2.9	2.9
Total non-current liabilities	175.5	203.2
Current liabilities		
Bond	-	-
Borrowing from credit institutions	12.1	6.7
Leasing debt	-	19.1
Accounts payable	60.9	53.9
Tax liabilities	12.8	14.8
Other current liabilities	10.5	9.3
Accrued expenses and prepaid income	94.6	65.1
Total current liabilities	190.8	168.9
TOTAL EQUITY AND LIABILITIES	902.7	986.3

Cash flow statement in summary

SEKm	2018	2019
Cash flow from operating activities before changes in working capital	34.5	98,9
Cash flow from working capital changes	4.2	-31.7
Cash flow from operating activities	38.7	67.2
Cash flow from investing activities	-14.2	-8.7
Cash flow from financing activities	-10.1	-29.7
Cash flow for the period	14.3	28.8
Cash and cash equivalents at the beginning of the period	38.6	55.1
Exchange rate difference	2.1	3.2
Cash and cash equivalents at the end of the period	55.1	87.1

Comments

- IPO cost accrued in 2018 but paid in 2019 (working capital therefore affected by SEK 24m)