

DSV

Updating EPS accretion and ROCE scenarios in a potential Schenker tie-up

Updating Schenker EBIT post synergies scenarios

Deutsche Bahn launched the sale process of DB Schenker in December (link). Recent articles (link) suggest there are 4 bidders left in the race including DSV with the final bids expected in July. We revisit our prior work on EPS accretion scenarios for DSV in a hypothetical tie-up with Schenker (link) and rebase our synergy scenarios to reflect FY23 DB Schenker results. Figure 1 illustrates our estimates for EPS accretion and ROCE under 12 scenarios. We show the EPS sensitivity for an EV range of €13-20bn. Assuming the transaction would take place towards the middle of the range (€15-17bn) we calculate a potential EPS accretion of 10-18% for DSV (Figure 2, Figure 3) based on c€1.36bn of incremental EBIT. From our conversations many investors seem cautious on DSV currently and are waiting to see more clarity around the outcome of the tender process.

Framing the synergies scenarios

We update our synergies scenarios in a potential DSV Schenker tie-up and assume a low case with Schenker EBIT post synergies of €1.03bn (vs previously €1.15bn), a mid case of €1.36bn and a high case of €1.71bn (broadly unchanged vs previously €1.38bn/€1.72bn) (Figure 4). In most of the scenarios, we conclude DSV could generate meaningful EPS accretion. On top, we see further EPS accretion on DSV's current perimeter as we believe operating leverage could further improve DSV Air & Sea EBIT/GP conversion ratio. Our post-synergies EBIT scenarios for Schenker reflect a combination of outcomes having as a starting point DSV consensus EBIT margins in FY25 and Schenker/ other logistics names achieved EBIT margins in 2H2023/FY23. Our low case includes limited synergies achievable in Land/Rail/Solutions (together c.56% of Schenker revenues in 2H23). Our interactive model is available upon request.

A doubling of volumes would further increase Air & Sea conversion ratio

Between 2010 and 2023, DSV has increased its Air & Sea EBIT/GP conversion ratio from 32% to 51.5% mainly to reflect operating leverage as volumes have increased by 426% in Air, and by 256% in Ocean. A potential Schenker tie-up could broadly double the air/sea volumes. We believe this would likely further increase the Air & Sea conversion ratio. We calculate that a 2.5% - 5% increase in the conversion ratio would imply an incremental EBIT of DKr 0.55bn-1.12bn. This could translate into an incremental EPS accretion of ~3-6%.

Valuation: trades on ~14x FY25e EV/EBIT, vs historical 17.5x-18.0x, DCF-derived PT of DKr 1,400/sh

| Highlights (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
|--|----------|----------------------|--------------------|----------------------|------------------------|----------------------|-------------------------|---------------|
| Revenues | 182,306 | 235,665 | 150,785 | 148,420 | 156,389 | 161,777 | 166,957 | 172,310 |
| EBIT (UBS) | 16,223 | 25,204 | 17,723 | 15,918 | 17,098 | 18,071 | 18,880 | 19,723 |
| Net earnings (UBS) | 11,475 | 18,309 | 12,205 | 11,082 | 13,397 | 14,712 | 15,569 | 17,273 |
| EPS (UBS, diluted) (DKr) | 49.33 | 79.44 | 56.63 | 53.06 | 67.14 | 77.14 | 83.40 | 92.53 |
| DPS (net) (DKr) | 5.50 | 6.50 | 7.00 | 8.07 | 10.04 | 11.45 | 12.28 | 13.51 |
| Net (debt) / cash | (28,454) | (28,819) | (33,638) | (34,063) | (34,774) | (35,650) | (27,219) | (16,935) |
| Profitability/valuation | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| EBIT (UBS) margin % | 8.9 | 10.7 | 11.8 | 10.7 | 10.9 | 11.2 | 11.3 | 11.4 |
| ROIC (EBIT) % | 19.3 | 24.5 | 17.2 | 15.2 | 16.1 | 16.9 | 17.4 | 18.0 |
| EV/EBITDA (UBS core) x | 16.6 | 10.0 | 13.4 | 11.5 | 10.4 | 9.5 | 9.0 | 8.6 |
| P/E (UBS, diluted) x | 28.1 | 14.3 | 22.1 | 19.8 | 15.7 | 13.6 | 12.6 | 11.4 |
| Equity FCF (UBS) yield % | 2.5 | 8.1 | 4.2 | 4.8 | 5.1 | 5.2 | 5.4 | 5.7 |
| Dividend yield (net) % | 0.4 | 0.6 | 0.6 | 0.8 | 1.0 | 1.1 | 1.2 | 1.3 |
| Source: Company accounts, LSEG Eikon, price of DKr 1,051.50 on 03-Jun-2024 1 | | cs marked as (UBS) h | ave had analyst ad | justments applied. V | /aluations: based on a | an average share pri | ce that year, (E): base | ed on a share |

Denmark Trucking 12-month rating Buy DKr1,400.00 12m price target Price (03 Jun 2024) DKr1,048.5 RIC: DSV.CO BBG: DSV DC **Trading data and key metrics** 52-wk range DKr1,489.00-958.40 Market cap. DKr219b/US\$31.9b Shares o/s 209m (ORD) Free float 96% Avg. daily volume ('000) 387 Avg. daily value (m) DKr411.4 Common s/h equity (12/24E) DKr70.8b P/BV (12/24E) 3.0x Net debt to EBITDA (12/24E) 1.6x EPS (UBS, diluted) (DKr) UBS Cons. 12/24E 53.06 54.72

Equities

12/25E

12/26E

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67.14

77.14

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62.04

70.38

DSV UBS Research

EPS ACCRETION SCENARIOS

Figure 1: Potential EPS accretion/dilution and post-tax ROCE achievable in our hypothetical scenarios

| | | | | | Buyback continued | | Buyback | stopped | | | |
|---|-------------------|-------------------------|-----------------------|---------------|-----------------------------------|-------------------------------|-----------------------------------|-------------------------------|----------------------|--|--------------------------------|
| DB Schenker EBIT post acquisition | Acquisition price | Incremental Net Debt | Incremental Equity | UBS 2025E EPS | Pro-forma EPS post-acquisition | EPS accretion / (dilution) | Pro-forma EPS post-acquisition | EPS accretion / (dilution) | Implied EV / EBIT | Net Debt / EBITDA post acquisition | Post-tax ROCE post-acquisition |
| € m | €m | €m | €m | DKK | DKK | % | DKK | % | | | |
| 1,034 | 13,000 | 11,000 | 2,000 | 66.91 | 77.83 | 16.3% | 75.83 | 13.3% | 12.6x | 3.05x | 6.0% |
| 1,364 | 13,000 | 11,000 | 2,000 | 66.91 | 86.62 | 29.5% | 84.40 | 26.1% | 9.5x | 2.86x | 8.0% |
| 1,711 | 13,000 | 11,000 | 2,000 | 66.91 | 95.91 | 43.4% | 93.44 | 39.7% | 7.6x | 2.68x | 10.0% |
| 1,034 | 15,000 | 11,000 | 4,000 | 66.91 | 72.46 | 8.3% | 70.72 | 5.7% | 14.5x | 3.05x | 5.2% |
| 1,364 | 15,000 | 11,000 | 4,000 | 66.91 | 80.65 | 20.5% | 78.71 | 17.6% | 11.0x | 2.86x | 6.9% |
| 1,711 | 15,000 | 11,000 | 4,000 | 66.91 | 89.29 | 33.5% | 87.15 | 30.3% | 8.8x | 2.68x | 8.7% |
| 1,034 | 17,000 | 11,000 | 6,000 | 66.91 | 67.78 | 1.3% | 66.26 | -1.0% | 16.4x | 3.05x | 4.6% |
| 1,364 | 17,000 | 11,000 | 6,000 | 66.91 | 75.44 | 12.8% | 73.74 | 10.2% | 12.5x | 2.86x | 6.1% |
| 1,711 | 17,000 | 11,000 | 6,000 | 66.91 | 83.53 | 24.8% | 81.65 | 22.0% | 9.9x | 2.68x | 7.7% |
| 1,034 | 20,000 | 11,000 | 9,000 | 66.91 | 61.80 | -7.6% | 60.53 | -9.5% | 19.3x | 3.05x | 3.9% |
| 1,364 | 20,000 | 11,000 | 9,000 | 66.91 | 68.78 | 2.8% | 67.37 | 0.7% | 14.7x | 2.86x | 5.2% |
| 1,711 | 20,000 | 11,000 | 9,000 | 66.91 | 76.15 | 13.8% | 74.59 | 11.5% | 11.7x | 2.68x | 6.5% |

Source: UBS analysis and estimates.

Figure 2: Illustrative scenario - Calculations on EPS accretion, assuming incremental 2025E EBIT of €1,364m and an acquisition price of €15bn

| emental Net Income from DB Sche | enker acquisition (2025E) | | | | |
|--|--|----------------------------|--|---------------------------|--|
| | | | | | |
| EBIT | € m | 1,364 | Post-synergies EBIT scenario: | | Mid |
| Interest expense | | 440 | | | |
| Profit before tax | | 924 | Assumptions: | Incremental net debt | 11,000 |
| Tax expense | | 222 | | Interest rate | 4.0% |
| Net income for the period | | 702 | | Tax rate | 24.0% |
| EBIT | DKK m | 10,171 | | DKK / EUR | 7.46 |
| Interest expense | | 3,282 | | | |
| Profit before tax | | 6,889 | | | |
| Tax expense | | 1,653 | | | |
| Net income for the period | | 5,235 | | | |
| res issued for acquisition | | | | | |
| Acquisition price | € m | 15,000 | Acquisition price scenario: | | 2 |
| Incremental equity issued | | 4,000 | | | |
| | | | Assumptions: | DSV share price today | 1,054 DKK |
| Shares issued | '000 | 31,452 | | | 141 € |
| | | | | | |
| | | | | | Discount on share |
| P&L - no acquisition (2025E) | | | DSV P&L - acquisition scenario (20 |)25E) | |
| P&L - no acquisition (2025E) | DKK m | 13.230 | | 025E) | 127 € |
| P&L - no acquisition (2025E) Net income for the period | DKK m | 13,230 87 | Net income for the period |)25E) | 127 € 18,465 |
| P&L - no acquisition (2025E) | | 13,230 87 13,143 | | | 127 € |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest | | 87 | Net income for the period Non-controlling interest | | 127 € 18,465 87 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable | | 87 | Net income for the period Non-controlling interest Profit for the period attributable | | 127 € 18,465 87 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding | to shareholders | 87 13,143 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding | to shareholders | 18.465 87 18.378 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM | to shareholders | 87 13,143 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM | to shareholders | 18.465 87 18.378 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS | to shareholders | 87 13,143 196,439 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS | to shareholders | 18.465 87 18.378 227,891 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS | to shareholders '000 DKK | 87 13,143 196,439 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS | to shareholders | 18.465 87 18.378 227,891 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS Assuming if share buybacks stopp | to shareholders '000 DKK ped for 2025E: | 87 13,143 196,439 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS EPS accretion / (dilution) | to shareholders '000 DKK | 18.465 87 18.378 227,891 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS | to shareholders '000 DKK ped for 2025E: | 87 13,143 196,439 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS | to shareholders '000 DKK | 18.465 87 18.378 227,891 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS Assuming if share buybacks stopp Average shares LTM - no buyback | to shareholders '000 DKK ped for 2025E: | 13,143 196,439 66.91 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS EPS accretion / (dilution) | to shareholders '000 DKK | 18.465 87 18.378 227,891 80.65 |
| P&L - no acquisition (2025E) Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS Assuming if share buybacks stopp Average shares LTM - no buyback | to shareholders '000 DKK ped for 2025E: | 13,143 196,439 66.91 | Net income for the period Non-controlling interest Profit for the period attributable Average shares LTM Issued and outstanding EPS Basic EPS EPS accretion / (dilution) Average shares LTM - no buyback Issued and outstanding | to shareholders '000 DKK | 18.465 87 18.378 227,891 80.65 |

Source: Company data, UBS estimates, Refinitiv. DSV share price as of 3rd June 2024. Model available upon request. For Schenker we assume a 24% tax rate as per Deutsche Bahn AR 2023.

Figure 3: Illustrative scenario - Calculations on EPS accretion, assuming incremental 2025E EBIT of €1,364m and an acquisition price of €17bn



Source: Company data, UBS estimates, Refinitiv. DSV share price as of 3rd June 2024. Model available upon request. For Schenker we assume a 24% tax rate as per Deutsche Bahn AR 2023.

Figure 4: Updating the synergy scenarios based on FY23 Schenker results

| Scena | ario | Revenue attrition | EBIT margin | Assumptions | | | | | | | |
|-------|---------|----------------------|-------------|---|--|--|--|--|--|--|--|
| ow | | 15% | | We assume 85% of annualised 2H23 revenue to reflect volume attrition due to customer overlap between DB Schenker and DSV, and EBIT margins in | | | | | | | |
| | € 1,034 | | 12% | 1) Air and Sea. Schenker achieved 9% EBIT margin in FY22/23 and 4% in FY19 | | | | | | | |
| | | | 2% | 2) Road: achieved margin in 2023 for DB Schenker was 1.8% | | | | | | | |
| | | | 5% | 3) Contract Logistics: achieved margin in 2022 for DB Schenker was 5.2% in 2023 was 7.7% | | | | | | | |
| /lid | | 10% | | We assume 90% of annualised 2H23 DB Schenker revenue and EBIT margins in: | | | | | | | |
| | € 1,364 | | 13% | 1) Air and Sea: achieved margin in 4Q23 for DSV | | | | | | | |
| | | | 4% | 2) Road: average of industry peers. We model DSV Road ~5% EBIT margin in FY24, on a standalone basis. | | | | | | | |
| | | | 7% | 3) Contract Logistics: average of industry peers. We model DSV EBIT margin ~10% in FY24 standalone. | | | | | | | |
| ligh | | 5% | | We assume 95% of annualised 2H23 DB Schenker revenue and EBIT margins in: | | | | | | | |
| | € 1,711 | | 14.0% | 1) Air and Sea: assuming increasing contribution margin due to operating leverage. BBG cons 2025 13.5% | | | | | | | |
| | | | 5.5% | 2) Road: 2025E Bloomberg consensus for DSV 5.5% | | | | | | | |
| | | | 10.5% | 3) Contract Logistics: 2025E Bloomberg consensus for DSV 10.6% | | | | | | | |

Source: UBS analysis and estimates, Bloomberg. We note Schenker generated EBIT of EUR 1,129m in FY23 - although the annual report flags provision reversals and sales of assets have represented a tailwind to other operating income in Schenker.

DB SCHENKER FINANCIALS

Figure 5: DB Schenker historical financials

| DB Schenker Financials (€ mn) | | | | | | | | | | | | | | | | | | | |
|---|---------|---------|------------|-----------|-------------------|------------|-----------|-----------|------------------|-----------|------------------|------------|------------|------------|-------------|--------------|------------|------------|------|
| , | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 1H23 | 2H23 | 2023 |
| Revenues | 14,022 | 14,732 | 11,292 | 14,310 | 14,867 | 15,389 | 14,857 | 14,943 | 15,451 | 15,128 | 16,430 | 17,050 | 17,091 | 17,671 | 22,939 | 27,604 | 10,080 | 9,047 | 19 |
| external rev | | 14,680 | 11,249 | 14,257 | 14,808 | 15,335 | 14,814 | 14,894 | 15,390 | 15,059 | 16,345 | 16,973 | 17,018 | 17,601 | 22,853 | 27,545 | 10,067 | 9,037 | 19 |
| Land transport | | 6,358 | 5,086 | 5,864 | 6,376 | 6,415 | 6,370 | 6,362 | 6,317 | 6,358 | 6,608 | 7,092 | 7,125 | 6,716 | 6,952 | 7,852 | 4,103 | 3,749 | 7. |
| Air and Ocean | | 7,114 | 5,051 | 7,135 | 6,998 | 7,227 | 6,647 | 6,550 | 6,753 | 6,257 | 6,503 | 6,734 | 6,632 | 8,228 | 12,963 | 16,530 | 4,591 | 3,944 | 8, |
| Contract Logistics | | 1,280 | 1,152 | 1,310 | 1,487 | 1,750 | 1,841 | 2,030 | 2,381 | 2,514 | 2,634 | 2,622 | 2,734 | 2,715 | 2,965 | 3,195 | 1,386 | 1,355 | 2,7 |
| Revenues as % of total | | | | | | | | | | | | | | | | | | | |
| Land transport | | 43% | 45% | 41% | 43% | 42% | 43% | 43% | 41% | 42% | 40% | 42% | 42% | 38% | 30% | 28% | 41% | 41% | 4 |
| Air and Ocean | | 48% | 45% | 50% | 47% | 47% | 45% | 44% | 44% | 41% | 40% | 39% | 39% | 47% | 57% | 60% | 46% | 44% | 4 |
| Contract Logistics | | 9% | 10% | 9% | 10% | 11% | 12% | 14% | 15% | 17% | 16% | 15% | 16% | 15% | 13% | 12% | 14% | 15% | 1 |
| Gross Margin | | | | | | | 32% | 33% | 34% | 36% | 34% | 35% | 36% | 35% | 32% | 31% | 40% | 42% | 4 |
| EBITDA Adi | 590 | 551 | 371 | 478 | 572 | 609 | 518 | 520 | 589 | 599 | 676 | 703 | 1.082 | 1.307 | 1.826 | 2.512 | 1.011 | 898 | 1.9 |
| EBITDA Margin | 4% | 4% | 3% | 3% | 4% | 4% | 3% | 3% | 4% | 4% | 4% | 4% | 6% | 7% | 8% | 9% | 10.0% | 9.9% | 10 |
| EBIT Adj | 421 | 381 | 199 | 304 | 403 | 418 | 335 | 332 | 395 | 410 | 477 | 503 | 538 | 711 | 1,234 | 1,841 | 626 | 503 | 1,1 |
| EBIT Margin | 3.0% | 2.6% | 1.8% | 2.1% | 2.7% | 2.7% | 2.3% | 2.2% | 2.6% | 2.7% | 2.9% | 3.0% | 3.1% | 4.0% | 5.4% | 6.7% | 6.2% | 5.6% | 5. |
| D&A | 169 | 170 | 172 | 174 | 169 | 191 | 183 | 188 | 194 | 189 | 199 | 200 | 544 | 596 | 592 | 671 | 385 | 395 | 7 |
| EBIT Contribution (%) | | | | | | | | | | | | | | | | | | | |
| Land and Transport | | 55.6% | 54.3% | 32.6% | 33.5% | 33.7% | 27.5% | 28.9% | 25.1% | 20.0% | 20.0% | 25.0% | 32.0% | 22.0% | 8.0% | 8.6% | 19.5% | 3.6% | 12 |
| Air & Ocean | | 50.5% | 38.7% | 61.2% | 58.1% | 60.8% | 57.3% | 60.8% | 64.6% | 53.9% | 55.0% | 51.0% | 49.0% | 63.0% | 83.3% | 81.6% | 62.1% | 75.9% | 68 |
| Contract Logistics | | | 9.0% | 14.5% | 12.4% | 11.2% | 23.0% | 23.8% | 26.8% | 26.1% | 25.0% | 18.0% | 15.0% | 15.0% | 8.7% | 9.0% | 18.2% | 19.5% | 18 |
| Others | 100.0% | -6.1% | -2.0% | -8.2% | -4.0% | -5.7% | -7.8% | -13.6% | -16.5% | 0.0% | 0.0% | 6.0% | 4.0% | 0.0% | 0.0% | 0.8% | 0.2% | 1.0% | 0 |
| EBIT | | 381 | 199 108 | 304 99 | 403 135 | 418 141 | 335 92 | 332 96 | 395 99 | 410 82 | 477 95 | 503 126 | 538 172 | 711 158 | 1,234 99 | 1,841 158 | 626 122 | 503 | 1,1 |
| Land and Transport | | 212 | | | 234 | | | 202 | | 221 | | 257 | 264 | 448 | | | 389 | | |
| Air & Ocean | | 193 | 77 | 186 | | 254 | 192 | | 255 | | 262 | | | | 1,028 | 1,503 | | 382 | |
| Contract Logistics | | 23 | 18 | 44 | 50 | 47 | 77 | 79 | 106 | 107 | 119 | 91 | 81 | 105 | 107 | 166 | 114 | 98 | 2 |
| EBIT Margins (%) | | | | | | | | | | | | | | | | | | | |
| Land and Transport | | 3.3% | 2.1% | 1.7% | 2.1% | 2.2% | 1.4% | 1.5% | 1.6% | 1.3% | 1.4% | 1.8% | 2.4% | 2.4% | 1.4% | 2.0% | 3.0% | 0.5% | 1 |
| Air & Ocean | | 2.7% | 1.5% | 2.6% | 3.3% | 3.5% | 2.9% | 3.1% | 3.8% | 3.5% | 4.0% | 3.8% | 4.0% | 5.4% | 7.9% | 9.1% | 8.5% | 9.7% | 9 |
| Contract Logistics | | -1.8% | 1.6% | 3.4% | 3.4% | 2.7% | 4.2% | 3.9% | 4.5% | 4.3% | 4.5% | 3.5% | 3.0% | 3.9% | 3.6% | 5.2% | 8.2% | 7.2% | 7 |
| No of employees FTEs | 59,605 | 62,074 | 57,134 | 58,671 | 62,197 | 64,199 | 64,051 | 64,810 | 66,327 | 68,388 | 71,888 | 75,817 | 76,153 | 74,161 | 75,418 | 76,591 | 75,424 | | 72 |
| Revenue per employee | 235,249 | 237,330 | 197,641 | 243,902 | 239,031 | 239,708 | 231,956 | 230,566 | 232,952 | 221,208 | 228,550 | 224,884 | 224,430 | 238,279 | 304,158 | 360,408 | 133,644 | 129,414 | 263, |
| Gross Capital expenditure | 230 | 231 | 196 | 189 | 246 | 321 | 335 | 240 | 238 | 209 | 246 | 273 | 662 | 817 | 842 | 946 | 324 | 626 | |
| Net Financial debt | na | na | na | 414 | -171 | 15 | 96 | 454 | -28 | 860 | 909 | 847 | 1,823 | 1,699 | 1,025 | 924 | 662 | 396 | 1 |
| Capital Employed | na | na | na | 2,599 | 2,425 | 2,684 | 2,695 | 2,811 | 2,589 | 2,472 | 2,588 | 2,490 | 3,734 | 3,781 | 3,804 | 4106 | 4,203 - | 85 | 4 |
| Investment grants received | na | na | na | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -4 | 4 | |
| Employees % Land transport | | | | | | | | | | | | | | | | | | | |
| Land transport Air and Ocean logistics | | | | | | | | | | | | | | | | | | | |
| Air and Ocean logistics Contract logistics | | | | | | | | | | | | | | | | | | | |
| Other | | | | | | | | | | | | | | | | | | | |
| Volumes | | | | | | | | | | | | | | | | | | | |
| and ('000) | 69,568 | 72,805 | 70,052 | 80,816 | 95,836 | 95,325 | 95,543 | 98,867 | 99,361 | 99,638 | 100,452 | 106,468 | 107,132 | 108,166 | 110,700 | 102,800 | 50,500 | 50,300 | 10 |
| | 1,270 | 1.229 | 1.032 | 1,225 | 1,149 | 1.095 | 1.092 | 1.112 | 1,128 | 1,179 | 1.300 | 1,304 | 1.186 | 1.094 | 1.438 | 1.326 | 571 | 577 | 1 |
| Air ('000) | | | | | | | | | | | | | | | | | | | |
| Air ('000) Ocean ('000 TEU) | 1,455 | 1,454 | 1,424 | 1,647 | 1,763 | 1,905 | 1,891 | 1,983 | 1,942 | 2,006 | 2,169 | 2,203 | 2,294 | 2,052 | 2,003 | 1,909 | 883 | 900 | 1. |

Source: Company data from Deutsche Bahn

DSV (DSV.CO)

| Income Statement (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | %ch | 12/25E | %ch | 12/26E | 12/27E | 12/28E |
|---|-----------------|--------------------|-----------------|-----------------|------------------|----------------|---------------|----------------|-----------------|----------------|
| Revenues | 182,306 | 235,665 | 150,785 | 148,420 | -1.6 | 156,389 | 5.4 | 161,777 | 166,957 | 172,310 |
| Gross profit | 37,615 | 52,149 | 43,818 | 41,898 | -4.4 | 43,182 | 3.1 | 44,612 | 45,985 | 47,431 |
| EBITDA (UBS) | 20,417 | 30,275 | 22,997 | 21,567 | -6.2 | 22,780 | 5.6 | 23,800 | 24,684 | 25,624 |
| Depreciation & amortisation | (4,194) | (5,071) | (5,274) | (5,649) | -7.1 | (5,682) | -0.6 | (5,729) | (5,804) | (5,900) |
| EBIT (UBS) | 16,223 | 25,204 | 17,723 | 15,918 | -10.2 | 17,098 | 7.4 | 18,071 | 18,880 | 19,723 |
| Associates & investment income | 0 | 0 | 0 | 0 | - | 0 | - | 0 | 0 | 0 |
| Other non-operating income | 0 | 0 | 0 | 0 | - | 0 | - | 0 | 0 | 0 |
| Net interest | (841) | (866) | (1,233) | (1,242) | -0.7 | (136) | 89.0 | 240 | 403 | 1,281 |
| Exceptionals (incl goodwill) | (478) | (1,117) | 0 | 0 | - | 0 | - | 0 | 0 | 0 |
| Pre-tax profit | 14,904 | 23,221 | 16,490 | 14,675 | -11.0 | 16,962 | 15.6 | 18,312 | 19,283 | 21,005 |
| Tax | (3,650) | (5,550) | (4,083) | (3,504) | 14.2 | (3,732) | -6.5 | (3,908) | (4,080) | (4,291) |
| Profit after tax | 11,254 | 17,671 | 12,407 | 11,172 | -10.0 | 13,230 | 18.4 | 14,404 | 15,204 | 16,714 |
| Preference dividends | 0 | 0 | 0 | 0 | - | 0 | | 0 | 0 | 0 |
| Minorities | (49) | (103) | (92) | (87) | 5.4 | (87) | 0.0 | (87) | (87) | (87) |
| Extraordinary items | 0 | 0 | 0 | 0 | - | 0 | - | 0 | 0 | 0 |
| Net earnings (local GAAP) | 11,205 | 17,568 | 12,315 | 11,085 | -10.0 | 13,143 | 18.6 | 14,317 | 15,117 | 16,627 |
| Net earnings (UBS) | 11,475 | 18,309 | 12,205 | 11,082 | -9.2 | 13,397 | 20.9 | 14,712 | 15,569 | 17,273 |
| Tax rate (%) | 24.5 | 23.9 | 24.8 | 23.9 | -3.6 | 22.0 | -7.8 | 21.3 | 21.2 | 20.4 |
| Dor Chara (DVr) | 43/34 | 12/22 | 12/22 | 12/245 | 0/ -I- | 12/255 | 0/ -l- | 12/205 | 12/275 | 13/305 |
| Per Share (DKr) | 12/21 | 12/22 | 12/23 | 12/24E | %ch | 12/25E | %ch | 12/26E | 12/27E | 12/28E |
| EPS (UBS, diluted) | 49.33 48.16 | 79.44 76.23 | 56.63 57.14 | 53.06 53.07 | -6.3 -7.1 | 67.14 65.87 | 26.5 24.1 | 77.14 75.07 | 83.40 80.98 | 92.53 89.07 |
| EPS (local GAAP, diluted) | 48.16 50.44 | 76.23 80.54 | 57.14 57.16 | 53.07 | -7.1 -6.3 | 65.87 67.82 | 24. i 26.6 | 75.07 77.96 | | 93.53 |
| EPS (UBS, basic) DPS (net) (DKr) | 5.50 | 6.50 | 7.00 | 8.07 | -6.3 15.3 | 10.04 | 24.3 | 11.45 | 84.30 12.28 | 13.51 |
| Cash EPS (UBS, diluted) ¹ | 67.35 | 101.45 | 81.10 | 80.11 | -1.2 | 95.61 | 19.4 | 107.18 | 114.49 | 124.14 |
| Book value per share | 308.76 | 326.57 | 328.41 | 350.12 | 6.6 | 379.02 | 8.3 | 415.37 | 485.65 | 563.28 |
| Average shares (diluted) | 233 | 230 | 216 | 209 | -3.1 | 200 | -4.5 | 191 | 187 | 187 |
| Average shares (unuted) | 233 | 230 | 210 | 205 | -5.1 | 200 | -4.5 | 131 | 107 | 107 |
| Balance Sheet (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | %ch | 12/25E | %ch | 12/26E | 12/27E | 12/28E |
| Net tangible fixed assets | 19,971 | 20,978 | 21,869 | 23,135 | 5.8 | 24,077 | 4.1 | 25,139 | 26,286 | 27,502 |
| Net intangible fixed assets | 76,661 | 77,674 | 77,106 | 77,083 | 0.0 | 76,960 | -0.2 | 76,845 | 76,737 | 76,636 |
| Investments | , 0 | , 0 | , 0 | 803 | _ | 3,285 | 309.1 | 6,368 | 9,691 | 12,438 |
| Other assets | 5,939 | 5,955 | 5,761 | 5,569 | -3.3 | 5,569 | 0.0 | 5,569 | 5,569 | 5,569 |
| Total fixed assets | 102,571 | 104,607 | 104,736 | 106,589 | 1.8 | 109,891 | 3.1 | 113,921 | 118,282 | 122,145 |
| Net working capital | 5,024 | 1,900 | 3,530 | 4,358 | 23.5 | 4,358 | 0.0 | 4,658 | 4,933 | 5,208 |
| Cash | 8,299 | 10,160 | 6,452 | 9,392 | 45.6 | 8,681 | -7.6 | 7,805 | 16,236 | 26,520 |
| Short term debt | (7,912) | (4,391) | (5,947) | (7,856) | -32.1 | (7,856) | 0.0 | (7,856) | (7,856) | (7,856) |
| Long term debt | (28,841) | (34,588) | (34,143) | (35,599) | -4.3 | (35,599) | 0.0 | (35,599) | (35,599) | (35,599) |
| Preferred shares | 0 | 0 | 0 | 0 | - | 0 | - | 0 | 0 | 0 |
| Net (debt) / cash | (28,454) | (28,819) | (33,638) | (34,063) | -1.3 | (34,774) | -2.1 | (35,650) | (27,219) | (16,935) |
| Other debt-deemed liabilities | (908) | (1,183) | (1,281) | (1,218) | 4.9 | (1,218) | 0.0 | (1,218) | (1,218) | (1,218) |
| Provisions & non-debt deemed liabs | (3,955) | (4,764) | (4,381) | (4,473) | -2.1 | (4,473) | 0.0 | (4,473) | (4,473) | (4,473) |
| Total equity | 74,278 | 71,741 | 68,966 | 71,193 | 3.2 | 73,783 | 3.6 | 77,238 | 90,305 | 104,727 |
| Minority interests | (175) | (222) | (263) | (356) | -35.4 | (443) | -24.4 | (530) | (617) | (704) |
| Common s/h equity | 74,103 | 71,519 | 68,703 | 70,837 | 3.1 | 73,340 | 3.5 | 76,708 | 89,688 | 104,023 |
| Operating invested capital | 103,640 | 101,743 | 103,885 | 105,671 | 1.7 | 106,491 | 0.8 | 107,739 | 109,051 | 110,442 |
| Total capital employed | 103,640 | 101,743 | 103,885 | 106,474 | 2.5 | 109,776 | 3.1 | 114,106 | 118,742 | 122,880 |
| Cook Floor (DK::) | 42/24 | 42/22 | 42/22 | 42/245 | 0/ -1- | 42/255 | 0/ -1- | 42/265 | 42/275 | 43/305 |
| Cash Flow (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | %ch | 12/25E | %ch | 12/26E | 12/27E | 12/28E |
| EBIT (UBS) Depreciation & amortisation | 16,223 4,194 | 25,204 5,071 | 17,723 5,274 | 15,918 5,649 | -10.2 7.1 | 17,098 | 7.4 0.6 | 18,071 | 18,880 5,804 | 19,723 |
| Net change in working capital | (4,604) | 2,840 | 826 | (517) | 7.1 | 5,682 0 | - | 5,729 (300) | (275) | 5,900 (275) |
| Net interest | (785) | (1,149) | (1,076) | (1,322) | -22.9 | (1,218) | 7.9 | (1,442) | (1,520) | (1,466) |
| Tax paid | (2,263) | (5,178) | (5,589) | (3,522) | 36.9 | (3,732) | -5.8 | (3,908) | (4,080) | (4,291) |
| Other operating | (563) | (5,178) | (700) | (3,329) | <i>30.9</i> - | (3,732) | -5.0 | (3,300) | (4,080) | (4,291) |
| Operating cash flow | 12,202 | 26,846 | 16,458 | 16,265 | -1.2 | 17,830 | 9.6 | 18,150 | 18,810 | 19,592 |
| Tangible capital expenditure | (3,920) | (4,424) | (4,677) | (5,301) | -13.3 | (6,175) | -16.5 | (6,339) | (6,494) | (6,656) |
| Intangible capital expenditure | (303) | (280) | (345) | (310) | 10.2 | (326) | -5.4 | (338) | (348) | (360) |
| Equity free cash flow | 7,979 | 22,142 | 11,436 | 10,655 | -6.8 | 11,328 | 6.3 | 11,474 | 11,968 | 12,577 |
| Net (acquisitions) & disposals | 0 | 22,142 0 | 0 (11,430 | 0,055 | -0.6 | 11,328 | - | 0 | 0 | 12,377 |
| Equity dividends paid | (920) | (1,320) | (1,424) | (1,533) | -7.7 | (1,639) | -6.9 | (1,950) | (2,137) | (2,292) |
| Share issues / (buybacks) | (17,057) | (19,695) | (12,203) | (7,621) | 37.5 | (9,000) | -18.1 | (9,000) | (2,137) | (2,232) |
| Net other cash flows | 1,595 | (166) | (840) | (7,66) | 8.8 | (1,400) | -82.8 | (1,400) | (1,400) | 0 |
| Cash flow (inc)/dec in net debt | (8,403) | 961 | (3,031) | 735 | - | (711) | - | (876) | 8,431 | 10,285 |
| FX / non cash items | (2,952) | (1,326) | (1,788) | (1,160) | 35.1 | 0 | _ | 0 | 0 | 0,203 |
| 1 // / HOH Cash Hellis | | | | | | | | | | |

Source: Company accounts, UBS estimates. (UBS) metrics use reported figures which have been adjusted by UBS analysts. Cash EPS (UBS, diluted) is calculated using UBS net income adding back depreciation and amortization.

DSV (DSV.CO)

| Valuation (x) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
|--|-------------|-------------|--------------|---------|---------------|---------|---------|----------|
| P/E (local GAAP, diluted) | 28.8 | 14.9 | 21.9 | 19.8 | 15.9 | 14.0 | 12.9 | 11.8 |
| P/E (UBS, diluted) | 28.1 | 14.3 | 22.1 | 19.8 | 15.6 | 13.6 | 12.6 | 11.3 |
| P/CEPS | 20.1 | 11.0 | 15.3 | 13.0 | 10.9 | 9.7 | 9.1 | 8.4 |
| Equity FCF (UBS) yield % | 2.5 | 8.1 | 4.2 | 4.9 | 5.2 | 5.2 | 5.5 | 5.7 |
| Dividend yield (net) % | 0.4 | 0.6 | 0.6 | 0.8 | 1.0 | 1.1 | 1.2 | 1.3 |
| P/BV | 4.5 | 3.5 | 3.8 | 3.0 | 2.8 | 2.5 | 2.2 | 1.9 |
| EV/revenues (core) | 1.9 | 1.3 | 2.0 | 1.7 | 1.5 | 1.4 | 1.3 | 1.3 |
| EV/EBITDA (UBS core) | 16.6 | 10.0 | 13.4 | 11.5 | 10.4 | 9.4 | 9.0 | 8.6 |
| EV/EBIT (core) | 20.9 | 12.0 | 17.3 | 15.5 | 13.8 | 12.4 | 11.7 | 11.2 |
| EV/OpFCF (core) | 17.4 | 10.4 | 13.8 | 11.9 | 10.8 | 9.8 | 9.3 | 8.9 |
| EV/op. invested capital | 4.0 | 2.9 | 3.0 | 2.4 | 2.2 | 2.1 | 2.0 | 2.0 |
| Enterprise value (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| Market cap. | 315,573 | 272,073 | 274,376 | 219,346 | 219,346 | 219,346 | 219,346 | 219,346 |
| Net debt (cash) | 22,777 | 28,637 | 31,229 | 33,851 | 34,419 | 34,419 | 34,419 | 36,560 |
| Buy out of minorities | 175 | 28,037 | 263 | 35,651 | 34,419 443 | 530 | 617 | 704 |
| • | 908 | | | | | | | |
| Pension provisions/other | | 1,183 | 1,281 | 1,218 | 1,218 | 1,218 | 1,218 | 1,218 |
| Total enterprise value | 339,432 | 302,115 | 307,148 | 248,271 | 239,926 | 231,013 | 231,100 | 233,328 |
| Non core assets | 0 | 0 | 0 | (803) | (3,285) | (6,368) | (9,691) | (12,438) |
| Core enterprise value | 339,432 | 302,115 | 307,148 | 247,468 | 236,641 | 224,645 | 221,409 | 220,890 |
| Growth (%) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| Revenue | 57.3 | 29.3 | (36.0) | (1.6) | 5.4 | 3.4 | 3.2 | 3.2 |
| EBITDA (UBS) | 50.6 | 48.3 | (24.0) | (6.2) | 5.6 | 4.5 | 3.7 | 3.8 |
| EBIT (UBS) | 70.4 | 55.4 | (29.7) | (10.2) | 7.4 | 5.7 | 4.5 | 4.5 |
| EPS (UBS, diluted) | 77.5 | 61.1 | (28.7) | (6.3) | 26.5 | 14.9 | 8.1 | 10.9 |
| Net DPS | 37.5 | 18.2 | 7.7 | 15.3 | 24.3 | 14.1 | 7.3 | 10.0 |
| Margins & Profitability (%) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| Gross profit margin | 20.6 | 22.1 | 29.1 | 28.2 | 27.6 | 27.6 | 27.5 | 27.5 |
| EBITDA margin | 11.2 | 12.8 | 15.3 | 14.5 | 14.6 | 14.7 | 14.8 | 14.9 |
| EBIT (UBS) margin | 8.9 | 10.7 | 11.8 | 10.7 | 10.9 | 11.2 | 11.3 | 11.4 |
| Net earnings (UBS) margin | 6.3 | 7.8 | 8.1 | 7.5 | 8.6 | 9.1 | 9.3 | 10.0 |
| ROIC (EBIT) | 19.3 | 24.5 | 17.2 | 15.2 | 16.1 | 16.9 | 17.4 | 18.0 |
| ROIC post tax | 14.5 | 18.6 | 12.9 | 11.6 | 12.8 | 13.6 | 14.1 | 14.9 |
| ROE (UBS) | 19.1 | 25.1 | 17.4 | 15.9 | 18.6 | 19.6 | 18.7 | 17.8 |
| Capital structure & Coverage (x) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| Net debt / EBITDA | 1.4 | 1.0 | 1.5 | 1.6 | 1.5 | 1.5 | 1.1 | 0.7 |
| Net debt / total equity % | 38.3 | 40.2 | 48.8 | 47.8 | 47.1 | 46.2 | 30.1 | 16.2 |
| Net debt / (net debt + total equity) % | 27.7 | 28.7 | 32.8 | 32.4 | 32.0 | 31.6 | 23.2 | 13.9 |
| Net debt/EV % | 6.7 | 9.5 | 10.2 | 13.6 | 14.3 | 15.2 | 13.6 | 9.5 |
| Capex / depreciation % | 93.5 | 9.3 87.2 | 88.7 | 93.8 | 108.7 | 110.6 | 111.9 | 112.8 |
| | 2.2 | 1.9 | 3.1 | 3.6 | 3.9 | 3.9 | 3.9 | 3.9 |
| Capex / revenue % | 2.2 19.3 | 1.9 29.1 | 3. I 14.4 | | 3.9 NM | 3.9 | 3.9 | 3.9 |
| EBIT / net interest | | | | 12.8 | | | _ | - |
| Dividend cover (UBS) | 9.2 | 12.4 | 8.2 | 6.6 | 6.8 | 6.8 | 6.9 | 6.9 |
| Div. payout ratio (UBS) % | 10.9 | 8.1 | 12.2 | 15.1 | 14.8 | 14.7 | 14.6 | 14.4 |
| Revenues by division (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| Others | 182,306 | 235,665 | 150,785 | 148,420 | 156,389 | 161,777 | 166,957 | 172,310 |
| Total | 182,306 | 235,665 | 150,785 | 148,420 | 156,389 | 161,777 | 166,957 | 172,310 |
| EBIT (UBS) by division (DKrm) | 12/21 | 12/22 | 12/23 | 12/24E | 12/25E | 12/26E | 12/27E | 12/28E |
| Others | 16,223 | 25,204 | 17,723 | 15,918 | 17,098 | 18,071 | 18,880 | 19,723 |
| Total | 16,223 | 25,204 | 17,723 | 15,918 | 17,098 | 18,071 | 18,880 | 19,723 |
| | , | , | ,5 | , | , | , | , | ,5 |

Source: Company accounts, UBS estimates. (UBS) metrics use reported figures which have been adjusted by UBS analysts.

Forecast returns

| Forecast price appreciation | 33.5% |
|-----------------------------|-------|
| Forecast dividend yield | 0.8% |
| Forecast stock return | 34.3% |
| Market return assumption | 8.3% |
| Forecast excess return | 26.0% |
| | |

Company Description

Founded in 1976, DSV is a Danish-based global freight forwarding and contract logistics company, with more than 60,000 employees in more than 90 countries. The company is ranked 2nd in Air and 3rd in Sea globally. DSV has grown organically and via acquisitions: DFDS Transport (2000), Frans Maas (2006), ABX Logistics (2008), UTi (2016) and Panalpina (2019). The company has a good geographic diversification with 62% of group revenues generated in EMEA, 21% in Americas and 17% in APAC.

Valuation Method and Risk Statement

Risks for DSV include, but are not limited to, volatility in European road freight volumes as well as in global air and sea freight, significant increases or decreases in freight rates, global and localised GDP/Industrial Production growth, union intervention, regulatory intervention and significant event risk, including mergers and acquisitions. In addition, the negotiations of contracts in third-party logistics are opaque and margin risk is a constant threat as customers as well as competitors erode profitability. All these sources of risk could severely affect DSV and hence might impact on profitability. Our price target is derived using the weighted average of a DCF (WACC 7.4%, long-term growth rate 2.5%) and FY24E EV/EBIT multiples discounted back to today's value.

Quantitative Research Review

UBS Global Research publishes a quantitative assessment of its analysts' responses to certain questions about the likelihood of an occurrence of a number of short term factors in a product known as the 'Quantitative Research Review'. The views for this month can be found below. Views contained in this assessment on a particular stock reflect only the views on those short term factors which are a different timeframe to the 12-month timeframe reflected in any equity rating set out in this note. For previous responses please make reference to (i) previous UBS Global Research reports; and (ii) where no applicable research report was published that month, the Quantitative Research Review which can be found at https://neo.ubs.com/quantitative, or contact your UBS sales representative for access to the report or the Quantitative Research Team on qa@ubs.com. A consolidated report which contains all responses is also available and again you should contact your UBS sales representative for details and pricing or the Quantitative Research Team on the email above.

DSV

| Question | Response |
|---|-------------|
| 1. Is the industry structure facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting worse, 3 = no change, 5 = getting better, N/A = no view) | 3 |
| 2. Is the regulatory/government environment facing the firm likely to improve or deteriorate over the next six months? Rate on a scale of 1-5 (1 = getting tougher 3 = no change, 5 = getting better, N/A = no view) | 3 |
| 3. Over the last 3-6 months in broad terms have things been improving/no change/getting worse for this stock? Rate on a scale of 1-5 (1 = getting a lot worse, 3 = not much change, 5 = getting a lot better, N/A = no view) | 3 |
| 4. Relative to the current CONSENSUS EPS forecast, is the next company EPS update likely to lead to: (1 = negative surprise vs consensus, 3 = in-line with consensus, 5 = positive surprise vs consensus expectations, N/A = no view) | 3 |
| 5. What's driving the difference? | |
| 6. Relative to YOUR current earnings forecast, is there relatively greater risk at the next earnings result of:(1 = downside skew risk to earnings, 3 = equal upside or downside risk to earnings, 5 = upside skew risk to earnings, N/A = no view) | 3 |
| 7. What's driving the difference? | |
| 8. Is there an upcoming catalyst for the company over the next three months? | No Catalyst |
| 9. Is there an actual or approximate date for the catalyst? | |
| 10. Is the catalyst date an actual or approximate date? | |
| 11. What is the catalyst? | |

Required Disclosures

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UBS Global Research: Global Equity Rating Definitions

| 12-Month Rating | Definition | Coverage ¹ | IB Services ² |
|-------------------|---|-----------------------|--------------------------|
| Buy | FSR is > 6% above the MRA. | 51% | 36% |
| Neutral | FSR is between -6% and 6% of the MRA. | 40% | 38% |
| Sell | FSR is > 6% below the MRA. | 8% | 33% |
| Short-Term Rating | Definition | Coverage ³ | IB Services ⁴ |
| Buy | Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event. | <1% | <1% |
| Sell | Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event. | <1% | <1% |

Source: UBS. Rating allocations are as of 31 March 2024.

- 1:Percentage of companies under coverage globally within the 12-month rating category.
- 2:Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.
- 3: Percentage of companies under coverage globally within the Short-Term rating category.
- 4:Percentage of companies within the Short-Term rating category for which investment banking (IB) services were provided within the past 12 months.

KEY DEFINITIONS: Forecast Stock Return (FSR) is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months. In some cases, this yield may be based on accrued dividends. **Market Return Assumption (MRA)** is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium). **Under Review (UR)** Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation. **Short-Term Ratings** reflect the expected near-term (up to three months) performance of the stock and do not reflect any change in the fundamental view or investment case. **Equity Price Targets** have an investment horizon of 12 months.

EXCEPTIONS AND SPECIAL CASES: UK and European Investment Fund ratings and definitions are: Buy: Positive on factors such as structure, management, performance record, discount; **Neutral:** Neutral on factors such as structure, management, performance record, discount; **Sell:** Negative on factors such as structure, management, performance record, discount. **Core Banding Exceptions (CBE):** Exceptions to the standard +/-6% bands may be granted by the Investment Review Committee (IRC). Factors considered by the IRC include the stock's volatility and the credit spread of the respective company's debt. As a result, stocks deemed to be very high or low risk may be subject to higher or lower bands as they relate to the rating. When such exceptions apply, they will be identified in the Company Disclosures table in the relevant research piece.

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UBS AG London Branch: Amy Yi Li, Cristian Nedelcu, CFA.

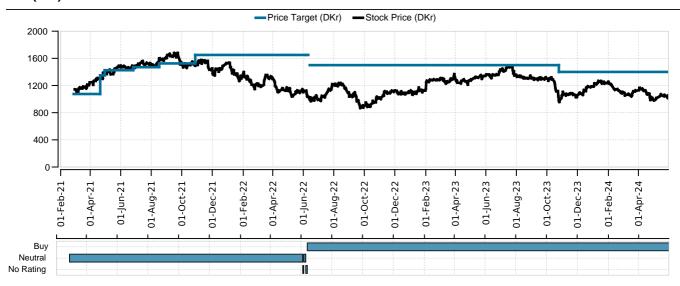
Company Disclosures

| Company Name | Reuters | 12-month rating | Price | Price date |
|--------------|---------|-----------------|----------|-------------|
| DSV | DSV.CO | Buy | DKr1,054 | 31 May 2024 |

Source: UBS Global Research; LSEG Eikon. All prices as of local market close. Ratings in this table are the most current published ratings prior to this report. They may be more recent than the stock pricing date.

Unless otherwise indicated, please refer to the Valuation and Risk sections within the body of this report. For a complete set of disclosure statements associated with the companies discussed in this report, including information on valuation and risk, please contact UBS Securities LLC, 1285 Avenue of Americas, New York, NY 10019, USA, Attention: Investment Research.

DSV (DKr)



| Date | Stock Price (DKr) | Price Target (DKr) | Rating |
|------------|-------------------|--------------------|---------|
| 2021-02-26 | 1132.00 | 1075.00 | Neutral |
| 2021-04-20 | 1302.50 | 1350.00 | Neutral |
| 2021-04-29 | 1379.50 | 1425.00 | Neutral |
| 2021-06-25 | 1486.00 | 1470.00 | Neutral |
| 2021-08-16 | 1556.00 | 1525.00 | Neutral |
| 2021-10-27 | 1498.00 | 1650.00 | Neutral |

| Rating | Price Target (DKr) | Stock Price (DKr) | Date |
|-----------|--------------------|-------------------|------------|
| No Rating | - | 1115.50 | 2022-06-04 |
| Neutral | 1650.00 | 1115.50 | 2022-06-06 |
| No Rating | - | 1045.00 | 2022-06-10 |
| Buy | 1500.00 | 1009.50 | 2022-06-13 |
| Buy | 1400.00 | 1045.00 | 2023-10-24 |

Source: UBS Global Research; LSEG Eikon as of 31-May-2024. All prices as of local market close. Ratings as of date shown.

Additional Prices: Kuehne+Nagel, CHF284.60 (09 Feb 2024); A.P. Moller-Maersk, DKr10905.00 (09 Feb 2024); DHL Group, €42.36 (09 Feb 2024); Source: UBS. All prices as of local market close.

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