Investor Presentation

Half-year Report 2020

LOGENT
SUPPORTING LOGISTICS

Todays presenter

Mats Steen

Chief Executive Officer

5.5 years at Logent

- 25+ years of supply chain experience, both from industrial and logistics companies
- Previous experience includes 7 years at DB Schenker
  - Divisional head for the land transport division in Sweden with SEK 12.5bn in revenue
  - MD of the Contract Logistics division in Sweden, Denmark, UK and Ireland

Sara Fors

Chief Financial Officer

5.5 years at Logent

- 20+ years of experience within finance from various businesses including staffing, retail and industrials
- Most recent experience as CFO at Lernia, one of the largest staffing and educational companies in Sweden, where she was a key manager in the turnaround of the company

Introduction to Logent

LOGENT SUPPORTING LOGISTICS

Unique service offering covering entire logistics value chain

Extensive customer offering with warehousing and transport management as core, supported by customs services and ports together with an integrated staffing business

Contract logistics
11,1% reported EBITDA margin for 2019[1)]

Staffing support
5,9% EBITDA margin 2019[1)]

Provider of mainly dedicated warehousing solutions with Logent running the customer's warehouse. Ranging from warehousing design to full outsourcing incl. staffing

Customer examples

Boozt, SAAB, BUBBLEROOM

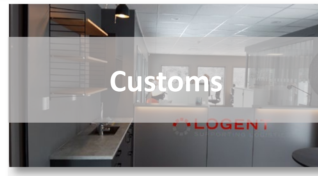
% of sales[2)]: 42%
Avg. contracts: 3-5 yrs

Transport solutions where client outsources logistic function to Logent: from bookings to vendor selection, invoice control, KPI follow-up, general admin and IT integration

Customer examples

systemair, ITAB, FMV

% of sales[2)]: 23%
Avg. contracts: 1-3 yrs

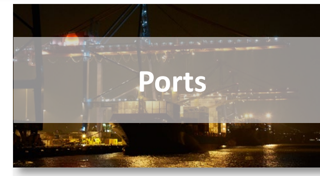


Customs services with on-site border stations and central services hub. Offering ranges from customs declarations to full outsourcing of customs admin

Customer examples

PLANTAGEN, Estrella, systemair

% of sales[2)]: 2%
Avg. contracts: 1-3 yrs



Operations of ports focused on loading/unloading of goods, cargo handling, leasing of space and un/mooring of ships

Customer examples

TALLINK, WW, NYNAS

% of sales[2)]: 13%
Avg. contracts: 3 yrs

Staffing solutions related to logistics built to manage volume fluctuations. Both external and internal staffing (e.g. to Warehousing), and for recruitment services

Customer examples

NordicSugar, H&M, Kolonial.no

% of sales[2)]: 21%
Avg. contracts: n.m.

Note: Financial information represents consolidated Entlog Holding AB accounts. 1) EBITDA Margin for Contract Logistics and Staffing as of 2019A. 2) Sales split based on Gross Sales excl. "other" as of 2019A

Q2 Performance (Revenue)

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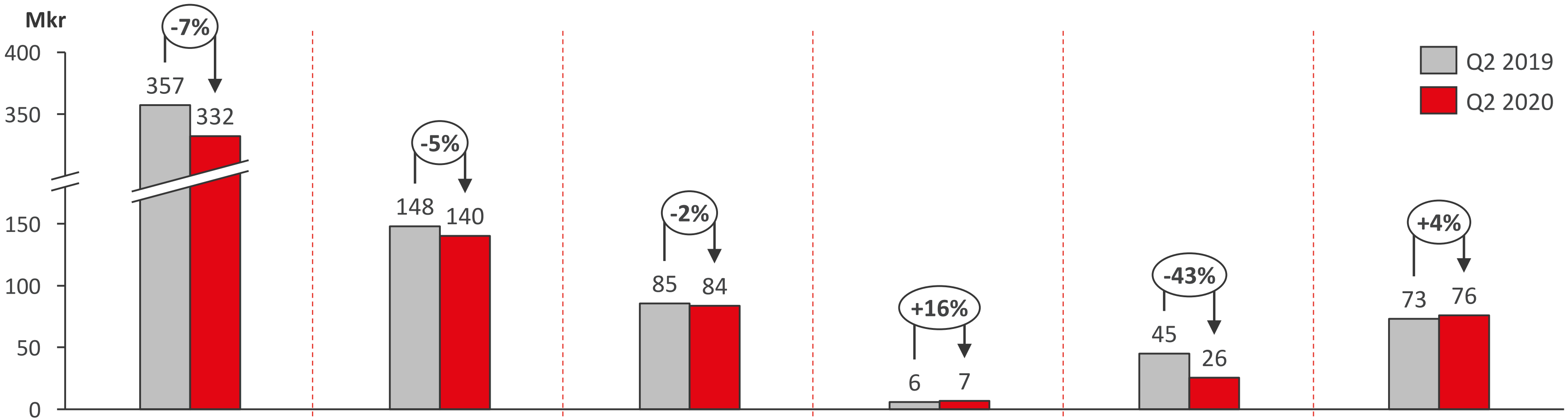

Group

The revenue decrease on Group level is explained by the major drop in Business area Ports and automotive sites within Warehousing.

Warehousing

Total revenue down with 5% which is related to automotive sites (Skövde, Låssby, Hallsberg). Excluding these sites, all other warehousing sites (e-commerce, industry, etc.) had a growth of 27%.

Transport Management

Decline in growth mainly explained by lower activity for Swedish defence contract. Other clients and new customers increased by 21%.

Customs

Strong development with 16% growth compared to last year. Several customers that was awarded during Q1 is now implemented and generates revenue during Q2.

Ports

Revenue down with over 40% compared to last year which is explained by Covid-19 related collapse within the automotive segment. During Q2 number of calls in the Logent Port in Gothenburg decreased from 43 (Q2 2019) to 18 (Q2 2020)

Staffing

A growth of 4% for the second quarter compared to last year, mainly explained by strong development of the e-business segment in Norway. However, Sweden had a negative development.

Half-year Performance (Revenue)

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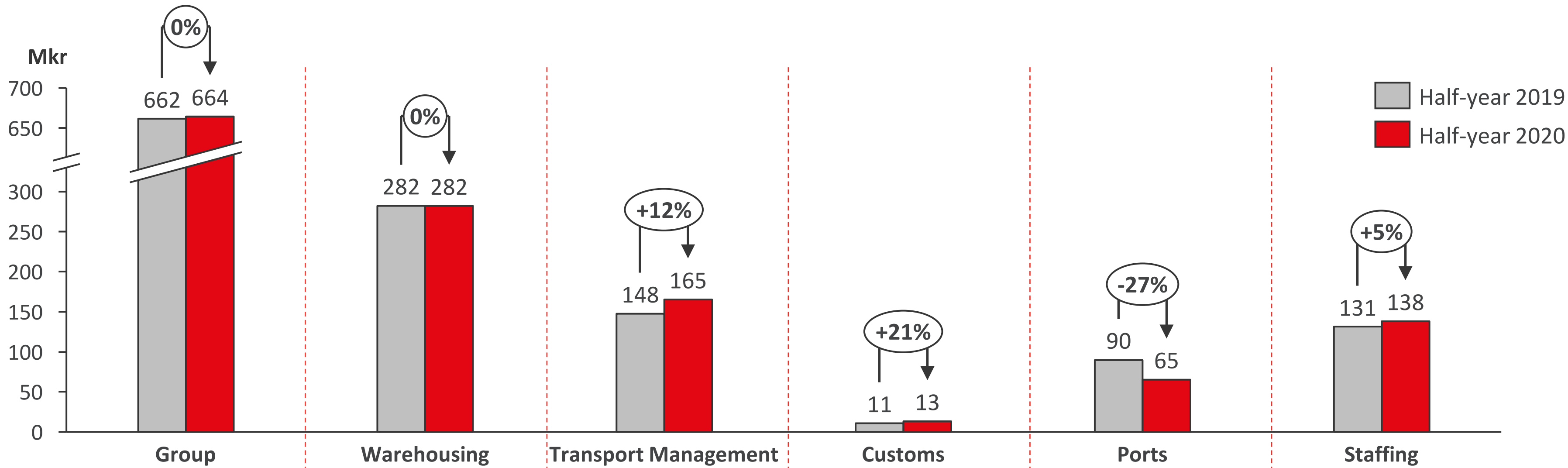


Group

Revenue development flat compared to last year. Decrease in Ports was offset by Transport Mgmt and Staffing.

Warehousing

Revenue flat for first 6 months compared to last year.
Revenue within auto-motive segment was down with 23% which was offset by increased revenue within other segments (e-commerce, industry, etc.).

Transport Management

Large existing customers within the Business area had a revenue decline of 24% during the period. Strong growth on new customer implemented during the last 12 months however offset that decrease and also contributed to a growth of 12%.

Customs

Strong development with 21% growth compared to last year. Growth is related to implementation of new customers and the new establishment at the Norwegian/Swedish boarder at Örje.

Ports

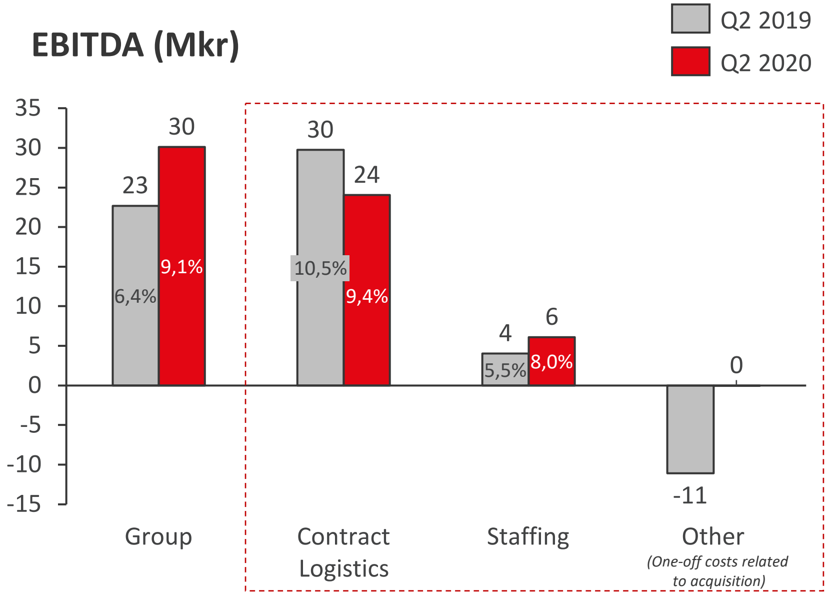
Revenue down with over 25% compared to last year which is explained by Covid-19 related collapse within the automotive segment.

Staffing

A growth of 5% for the six months compared to last year, which is explained by strong development of the e-business segment in Norway. However, Sweden had a negative growth during the period.

Q2 Performance (EBITA & Cash Flow)

EBITDA (Mkr)



CASH FLOW (Group)

	Q2 2020	Q2 2019
Cash flow before changes in working capital excluding interest paid	50,7	44,6
Interest paid	-16,0	-5,7
Change in working capital	2,6	4,5
Cash flow from operating activities	**37,2**	**43,4**
Cash flow from investing activities	-1,6	-1,2
Cash flow from financing activities	-16,6	-44,8
Total cash flow for the period	**19,0**	**-2,6**

- Margin 2019 includes cost related to acquisition of Logent, if these costs are taken out, the Group margin for Q1 2019 would be 9,5%.
- The margin drop compared to last year is related to the “collapse” within automotive segment due to Covid-19.
- Within Segment Staffing the margin increase is related to scalability in Norway
- The summer months (June-Aug) is generally (in terms of margin) the weakest period of the year. We expect the long term margin to stay around 10%.

- Higher interest payments than last year due to new financing.
- Limited CAPEX during Q2
- Change in financing activities largely explained by a re-payment of loans during 2019.

Half-year Performance (EBITA & Cash Flow)

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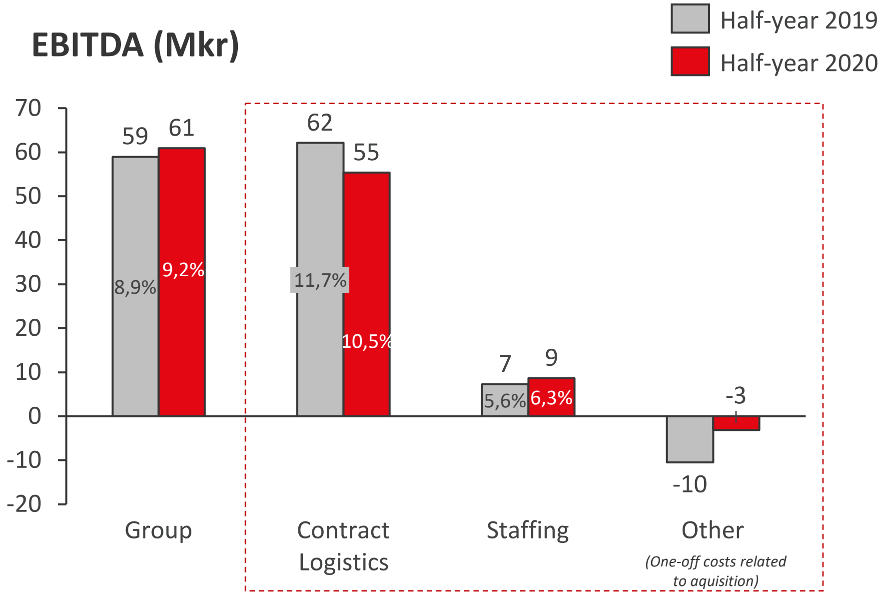
EBITDA (Mkr)



CASH FLOW (Group)

	HY 2020	HY 2019
Cash flow before changes in working capital excluding interest paid	98,2	95,9
Interest paid	-32,0	-12,0
Change in working capital	-17,1	-23,6
Cash flow from operating activities	**49,1**	**60,3**
Cash flow from investing activities	-24,0	-2,6
Cash flow from financing activities	-35,2	-61,4
Total cash flow for the period	**-10,1**	**3,7**

- Margin 2019 includes cost related to acquisition of Logent, if these costs are taken out, the Group margin for Q1 2019 would be 10,5%.
- The margin drop compared to last year is related to the “collapse” within automotive segment due to Covid-19.
- Within Segment Staffing the margin increase is related to scalability in Norway
- The summer months (June-Aug) is generally (in terms of margin) the weakest period of the year. We expect the long term margin to stay around 10%.

- Higher interest payments than last year due to new financing.
- CAPEX in new customer SAAB in January 2020
- Change in financing activities largely explained by a re-payment of loans during 2019.

Business Highlights

Material customers

Warehousing

NA-KD have contracted Logent (fashion e-commerce) to operate their new automated warehouse located in Landskrona. The project started in Q1 and implementation project is ongoing according to plan and "go live" is end of August.

The new contract with Saab AB started 1st of January 2020 where Logent manage internal supply of components to their assembly stations for the fighter plane JAS Gripen. Furthermore, Logent have a dialog with Saab AB to take over additional businesses. Logent currently employs 85 FTE.

Hello-Fresh (food recipe boxes via e-commerce) made a market entrance on the Swedish market in September 2019. The business is constantly growing to a high pace and deliveries to the Danish market started up during end of June.

The "collapse" we experienced in Q1 as a consequence of Covid-19 slowly started to recover during end of Q2. The most affected Logent sites, two dedicated automotive sites, has slowly began to recover volume (June 75% of normal volume).

Celsius, a new customer that Logent was awarded during Q1 is now implemented in Hallsberg and operation is ongoing according to plan.

During beginning of Covid-19 crisis the pipeline for new sales was stagnating and ongoing discussion was put on hold and even cancelled. Now we see a clear demand for services and Logent's pipeline is currently strong.

The Boozt contact will be terminated at year-end 2020

Transport Management

Transport Management was impacted by Covid-19 towards end of Q1 which continued during Q2, with a volume decline. The volume decline would have been worse if not mitigated by underlying growth from new customers.

The two new customers that Transport Management was awarded during Q1 (HL Display and CTEK) has started up and implementation will continue going forward.

The rollout of ITAB phase 1 has been completed but phase 2 was postponed due to Covid-19, however discussions are ongoing.

Customs

Logent Customs was impacted by Covid-19 during Q2, however the underlying growth of new customers resulted in an overall growth.

Several new customers awarded during Q2, most significant are SDK Superplus, Netray and Witre.

Ports

The port business has been negatively impacted by Covid-19 due to the "collapse" of the automotive sector during Q2. However, Logent quickly adjusted cost base and managed to keep acceptable margins during Q2.

Staffing & recruitment

Q2 continued with strong volumes and the business unit grew wit 6 % mainly driven by e-commerce customers in Norway.

Customer Kolonial.no (food chain via e-commerce) have contributed to the volume increase.

The customer Samsung which Logent was awarded during Q1, started during Q2 and now employs roughly 8-12 FTE.

Update on Covid-19 impact on Logent

Actions implemented during Q1

Logent acted quickly to mitigate the COVID-19 impact. The main actions implemented has been:

- Quickly made short term layoffs (”permitterat”) operative staff to compensate for volume decrease
  Several central resources has also been made short term layoff
  Total around 300 FTE impacted, the layoff level various between 20% to 60%
- Close dialogue with customers to understand development
- Introduced new daily reports to have full visibility of volume development to act quickly
- Introduced daily management meeting initially, now bi-daily
- More closely monitoring cash-collection process, including evaluating ongoing customer credit worthiness

Update on implemented actions

- Logent continues to monitor the development in our Business units to assure quick actions
- The volume that was reduced due to Covid-19 is recovering on a ongoing basis. For July Logent reduced the number of short term layoffs with 75% compared to April.

Outlook Q3

During Q3 Logent still expects to see an impact from Covid-19, however not to the same extent as Q2. However it should pointed out that an outlook for Q3 is very uncertain due to possible “second wave”.

Logents predictions for Q2 (a slow start in April and solid May-June results) was accurate. Logent performance in beginning of Q3 is strong and we expect it to be in line with last year.

We will continue to focus on actions to mitigate the impact from Covid-19 to ensure minimized financial impact.

Sales activities was very low during the first 5-6 weeks of Covid-19, but the sales pipeline starts to build up again and we expect new important customer contracts.

M&A activity has started again and discussions are ongoing with a few interesting cases in Europe.

Q&A

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