



**Scan Global Logistics Holding ApS**

**Interim Report**

**Q4 2015**

Our world is **logistics**

## Highlights Q4 and YTD 2015



**2015 showed continued improvements across the businesses and a strong cash flow.**

In Q4 2015, the SGL Holding Group generated revenues of DKK 906 million, against DKK 869 million in Q4 2014.

In 2015, the SGL Holding Group generated revenues of DKK 3.2 billion, against DKK 2.9 billion the year before, and a profit before tax of DKK 60 million against DKK -7 million the year before.

In 2015, the SGL Holding Group delivered strong performance with a solid profit for the year of DKK 41 million (2014: DKK -24 million), which was well above expectations.

With a 11% revenue growth for the year the SGL Holding Group continued to gain market shares. If excluding the 2014 revenue from the ceased operation in Russia then the organic growth was 15% and hereoff the estimated impact of the USD was approx. 6%. The growth was driven by an efficient sales organization and strong demand especially in the ADP and air segments. 2015 was the fifth consecutive year of revenue growth well ahead of the market.

The positive earnings trend continued, driven by a strong performance from key entities such as SGL Denmark including ADP and Greater China, plus other subsidiaries, including Japan, Thailand, Sweden, Vietnam, Malaysia and the Philippines. Most subsidiaries reported a positive development.

Gross profit margin before special items was 16.1 % in Q4 2015 compared to 14.8% in Q4 2014. Gross profit before special items increased with 14% in Q4 compared to Q4 2014.

Gross profit margin before special items was 13.4 % in 2015 compared to 13.3% in 2014.

EBITDA before special items of DKK 105 million (2014: DKK 75 million) increased with 40%. The EBITDA margin before special items was 3.3% against 2.6% in 2014. The impact of the increasing USD/DKK exchange rate is estimated to be approx DKK 6 million on the EBITDA level.

The positive net financial items in Q4 relates to a capital gain on repayment of a loan.

The total free cash flow ended at DKK 103 million for 2015 (2014: DKK 66 million). This was achieved by the improved operating profit combined with a continued reduction in the net working capital through constant focus on both customer and supplier payments.

In June 2015 Scan Global Logistics Holding ApS placed a DKK 375 million senior secured bond loan. Consequently all of the previous long term (LT) loans and the short term credit facilities have been repaid.

Scan Global Logistics Holding ApS (Group)  
(DKKkm)



Profit and Loss statement	Q4 2015	Q4 2014	YTD 2015	YTD 2014
Revenue	906	869	3.196	2.873
Cost of operations	-701	-685	-2.645	-2.377
Other external expenses	-59	-55	-122	-114
<b>Gross profit</b>	<b>146</b>	<b>128</b>	<b>429</b>	<b>382</b>
Staff costs	-111	-105	-324	-307
<b>Operating profit before amortisation, depreciation and special items</b>	<b>35</b>	<b>23</b>	<b>105</b>	<b>75</b>
Amortisation and depreciation of intangibles, property, plant and equipment	-10	-7	-31	-28
<b>Operating profit before special items</b>	<b>25</b>	<b>16</b>	<b>74</b>	<b>47</b>
Net special items	-2	-21	-9	-21
Net financial items	23	-2	-5	-33
<b>Net Profit before tax</b>	<b>45</b>	<b>-7</b>	<b>60</b>	<b>-7</b>
Tax	-12	-11	-19	-17
<b>Profit/loss for the year</b>	<b>33</b>	<b>-17</b>	<b>41</b>	<b>-24</b>

Note: Unaudited

Key figures	Q4 2015	Q4 2014	YTD 2015	YTD 2014
Gross profit margin*	16,1%	14,8%	13,4%	13,3%
Operating profit margin (EBITDA margin)*	3,8%	2,7%	3,3%	2,6%
Operating profit margin (EBIT margin)*	2,7%	1,9%	2,3%	1,6%
Return on assets*			9,4%	6,1%
Equity ratio			0,7%	Neg
Return on equity			Neg	Neg
NIBD end of period			270	359
Leverage**			2,6	4,8

\* before special items

\*\*Leverage = NIBD/Operating Profit bef. amortisation, depreciation and special items (EBITDA).

Note: Unaudited.

Scan Global Logistics Holding ApS (Group)  
(DKK m)



Balance Sheet as at 31 December	2015	2014
Intangibles assets	207	226
Property, plant and equipment	14	12
Deferred tax asset	11	22
Other receivables	8	7
<b>Total fixed assets</b>	<b>240</b>	<b>267</b>
Trade receivables	444	455
Other Receivables	26	20
Cash and cash equivalents	80	34
<b>Total current assets</b>	<b>550</b>	<b>509</b>
<b>Total assets</b>	<b>790</b>	<b>776</b>
Share capital	3	3
Retained earnings	3	-32
<b>Total equity</b>	<b>6</b>	<b>-29</b>
<b>Minority interest</b>	<b>3</b>	<b>1</b>
Financial liabilities	341	321
<b>Total non-current liabilities</b>	<b>341</b>	<b>321</b>
Financial liabilities	-	72
Trade payables and WIP	360	347
Other payables	70	60
Corporation tax	10	4
<b>Total current liabilities</b>	<b>440</b>	<b>483</b>
<b>Total liabilities</b>	<b>781</b>	<b>804</b>
<b>Total equity and liabilities</b>	<b>790</b>	<b>776</b>

Note: Unaudited

Scan Global Logistics Holding ApS (Group)  
(DKKm)



Cash flow	YTD 2015	YTD 2014
<b>Operating profit before amortisation, depreciation after special items</b>	<b>96</b>	<b>54</b>
Other adjustments	-	-5
Paid tax	-4	-
Paid interest	-5	-32
Change in working capital	28	55
<b>Cash flow from operations</b>	<b>115</b>	<b>72</b>
Cash flow from investments	-12	-6
<b>Free cash flow</b>	<b>103</b>	<b>66</b>
Financing		
Change in loans and credits facilities	-51	-62
Non-controlling interests	-6	-
<b>Cash flow from financing</b>	<b>-57</b>	<b>-62</b>
<b>Change in cash and cash equivalents</b>	<b>46</b>	<b>4</b>
Cash and cash equivalents at the beginning	34	30
Cash and cash equivalents at end	80	34
Change in cash and cash equivalents	46	4

*Note: Unaudited*