

# Consolidated Interim Report H1 2023 – NTG Nordic Transport Group A/S



## Q2 2023 highlights

- Total growth in net revenue of negative 22.3%, hereof organic growth of negative 23.9%, primarily due to lower freight rates.
- Operating margin of 7.0% in Q2 2023 vs. 8.0% in Q2 2022.
- Road & Logistics realised an operating margin of 7.9%, amid market normalisation and a weak spot market.
- Challenging market conditions persist within Air & Ocean, with soft volumes and low freight rates.
- 2023 guidance updated: Adj. EBIT of DKK 600 – 650 (previously 620-700) million.

## Selected financial information

For the periods 1 April to 30 June (Q2) and 1 January to 30 June (YTD)

(DKKm)	Q2 2023	Q2 2022	Change	YTD 2023	YTD 2022	Change
Net revenue	2,120	2,729	-609	4,374	4,907	-533
Gross profit	482	533	-51	959	961	-2
Adj. EBIT	148	217	-69	298	376	-78
Profit for the period	88	170	-82	193	269	-76
Gross margin	22.7%	19.5%	3.2 p.p.	21.9%	19.6%	2.3 p.p.
Operating margin	7.0%	8.0%	-1.0 p.p.	6.8%	7.7%	-0.9 p.p.
Conversion ratio	30.7%	40.7%	-10.0 p.p.	31.1%	39.1%	-8.0 p.p.

## NTG Nordic Transport Group A/S

Hammerholmen 47  
DK-2650 Hvidovre  
+45 7634 0900

www.ntg.com  
CVR no. 12546106

## Forward looking statement

This document contains forward looking statements which are subject to risk factors associated with, amongst others, the economic and business circumstances occurring from time to time in the countries and markets in which NTG Nordic Transport Group and its subsidiaries operate.

It is believed that the expectations reflected in these statements are reasonable, but they may be affected by a wide range of variables, which could cause actual results to differ materially from those currently anticipated. For a description of significant risks and uncertainties identified by the Group, reference is made to the 2022 Annual Report. Any subsequent developments are reflected in this report.

## Contacts

Investor relations  
Christian D. Jakobsen,  
Group CFO  
+45 4212 8099  
ir@ntg.com

Press  
Camilla Marcher Lydom  
Communications Manager  
+45 4212 8090  
press@ntg.com

# Financial Highlights

<b>Income statement (DKKm)</b>	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>
Net revenue	2,120	2,729	4,374	4,907
Gross profit	482	533	959	961
Operating profit before amortisation, depreciation, and special items (adj. EBITDA)	202	272	409	483
Operating profit before special items (adj. EBIT)	148	217	298	376
Special items, net	-6	-	-6	-13
Net financial items	-32	-1	-51	-15
Profit for the period	88	170	193	269
Earnings per share (DKK) for the period	3.74	7.07	8.08	10.96
Earnings per share (DKK) last 12 months	18.89	19.77	18.89	19.77

<b>Cash flow statement (DKKm)</b>	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>
Operating activities	73	205	179	331
Investing activities	1	-482	-10	-500
Free cash flow	74	-277	169	-169
Adjusted free cash flow	28	152	73	226
Financing activities	-240	47	-356	-12
Cash flow for the period	-166	-230	-187	-181

<b>Balance sheet (DKKm)</b>	<b>30/06-2023</b>	<b>30/06-2022</b>
Additions to property, plant, and equipment (excl. IFRS 16)	13	7
Balance sheet total	4,202	4,582
Net working capital	-73	39
Net interest-bearing debt	1,252	1,347
Net interest-bearing debt, excluding IFRS 16	361	545
Invested capital	2,146	2,177
Total equity	982	926
NTG A/S' shareholders' share of equity	902	838
Non-controlling interests	80	88

<b>Financial ratios</b>	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>
Gross margin	22.7%	19.5%	21.9%	19.6%
Operating margin	7.0%	8.0%	6.8%	7.7%
Conversion ratio	30.7%	40.7%	31.1%	39.1%
ROIC before tax*			31.5%	44.4%
Return on equity*			48.2%	66.0%
Solvency ratio			23.4%	20.2%
Leverage ratio*			1.38	1.52

<b>Employees</b>	<b>YTD 2023</b>	<b>YTD 2022</b>
Average number of employees	2,009	1,934

Reference is made to NTG's 2022 Annual Report, page 79, for definition of key figures and ratios.

\* Ratio is based on last 12 months' figures.

## NTG Nordic Transport Group A/S

Hammerholmen 47  
DK-2650 Hvidovre  
+45 7634 0900

www.ntg.com  
CVR no. 12546106



# Management Report

In the second quarter of 2023, the Road & Logistics market developed towards normalisation, while challenging market conditions persisted in Air & Ocean, with lower volumes and low freight rates.

In the Road & Logistics division, the market conditions normalised in Q2 2023, albeit with some differences in activity across countries. The spot market remained weak, with lower rates, which together with lower fuel prices contributed to a decline in revenue. The division continues its focus on sales and contracted revenue and is successfully onboarding new customers. With cost discipline, the division realised an operating margin of 7.9%, an increase from the previous quarter.

The Air & Ocean market continues to be characterised by overcapacity, leading to both lower rates and a higher degree of competition. The expected improvement in market conditions and volumes during the last part of the quarter did not materialise and we have not yet experienced any significant pick-up in activity. Focus therefore remains on sales and investments in the future growth of the division.

Further cost reduction measures were implemented in both divisions during the quarter, in order to adapt to the market conditions.

Net revenue in Q2 2023 decreased 22.3%, compared to Q2 2022, with an organic growth rate of negative 23.9% due to lower volumes and rates, particularly in the Air & Ocean division.

Acquired growth totalled 3.4% in Q2 2023, driven by

the acquisitions of AGL, Kontinent Transport and Solida Logistik completed during the course of 2022.

Currency translation effects had an impact on growth of negative 1.8% in Q2 2023. The impact was predominantly driven by depreciation of SEK and TRY. The depreciation of the SEK accounted for approximately two thirds of the currency translation headwinds.

Despite an increase in gross margin from 19.5% to 22.7% in Q2 2023, gross profit decreased in both divisions as a result of the decline in revenue.

Adj. EBIT decreased 31.8% to DKK 148 million, with an operating margin of 7.0% for Q2 2023, compared to 8.0% in the same period last year. The deterioration in adj. EBIT and margin was mainly due to the combination of lower gross profit and lower conversion ratios in the Air & Ocean division.

Minorities' share of adj. EBIT was 7.1% in Q2 2023 compared to 8.1% in Q2 2022.

Net working capital was negative DKK 73 million as of 30 June 2023, compared to DKK 39 million as of 30 June 2022. The positive development is mainly driven by the significant improvement in the net working capital of AGL compared to last year. Net working capital was negatively affected by the ongoing merger of four mature subsidiaries in Sweden, where suppliers were paid up-front during June. The effect of the merger was roughly DKK 25 million on net working capital.

## NTG Nordic Transport Group

(DKKm)	Q2 2023	Q2 2022	Growth
Net revenue	2,120	2,729	-22.3%
Gross profit	482	533	-9.6%
Adj. EBIT	148	217	-31.8%

## Road & Logistics

(DKKm)	Q2 2023	Q2 2022	Growth
Net revenue	1,575	1,779	-11.5%
Gross profit	360	383	-6.0%
Adj. EBIT	124	152	-18.4%

## Air & Ocean

(DKKm)	Q2 2023	Q2 2022	Growth
Net revenue	546	951	-42.6%
Gross profit	122	149	-18.1%
Adj. EBIT	24	64	-62.5%

## Management Report, continued

### Update on M&A

M&A continues to be a key strategic priority for NTG to continue our growth journey. Amid rapidly changing market conditions the M&A environment has been unusually challenging in the past quarters, with a notable gap between buyers' and sellers' valuation expectations.

With freight rates stabilising and market conditions normalising increasingly, the M&A environment is likely to also normalise in the coming quarters, and the gap between buyers and sellers is set to become smaller.

We continue to evaluate M&A opportunities on an ongoing basis in an effort to continue making value-adding acquisitions.

### Outlook

Activity was lower than expected during Q2 2023, with a weak spot market and lower volumes. The anticipated improvement in market conditions during Q2 did not materialise, and we have yet to experience a pick-up in volumes. The lower-than-expected results are most notable in the Air & Ocean division, whereas Road & Logistics is more stable despite the weak spot market.

Based on the Q2 2023 results, and particularly the lower than anticipated activity in June 2023, as well as the activity level for July 2023, we update the full-year outlook for 2023 as follows:

- Adj. EBIT of DKK 600 – 650 million (previously DKK 620 - 700 million).

The updated full-year outlook assumes that activity will pick up gradually during the second half of the year. The outlook further assumes that the challenging market conditions in Air & Ocean will persist to some degree, with low rates and soft volumes, whereas the market conditions within Road & Logistics are expected to remain stable.

## Road & Logistics

In Q2 2023, the market conditions moved closer to normal for the Road & Logistics division, despite continued impact from macroeconomic factors.

The weakness in the spot market carried into the second quarter of the year, with lower volumes and a market which continues to be characterised by some degree of oversupply.

Consequently, the Road & Logistics division saw a decrease in activity compared to Q2 2022, when the spot market was exceptionally strong driven by capacity shortages.

The market environment varies between European geographies. Particularly in Sweden, the division was affected by a devaluation of the Swedish Krone and has seen volumes under pressure. Continental Europe remains relatively robust despite being challenged by macroeconomic headwinds.

Considering the challenging spot market, the division maintained its focus on sales and contracted revenue. The focus on sales is resulting in winning new customers and further developing existing customer relationships. Even though onboarding new customers contributed positively, revenue growth was more than offset by lower volumes, spot prices and fuel prices.

In response to the market conditions, the division reduced capacity further and implemented additional cost reduction measures locally during the second quarter, and managed to maintain a healthy conversion ratio and an increase in EBIT margin from Q1 2023.

Activity within logistics remains resilient. Some customers continued to reduce their inventory levels further. However, the destocking was more than offset by demand from new customers.

### Selected YTD financial information

(DKKm)	YTD 2022	Organic	%	Acquisitions	%	Currency	%	YTD 2023	%
Net external revenue	<b>3,470</b>	-201	-5.7%	36	1.0%	-82	-2.4%	<b>3,223</b>	-7.1%
Gross profit	<b>735</b>	-30	-4.1%	16	2.2%	-13	-1.8%	<b>708</b>	-3.7%
Adj. EBIT	<b>278</b>	-35	-12.6%	3	1.1%	-5	-1.8%	<b>241</b>	-13.3%
Gross margin	<b>21.2%</b>							<b>22.0%</b>	0.8 p.p.
Operating margin	<b>8.0%</b>							<b>7.5%</b>	-0.5 p.p.
Conversion ratio	<b>37.8%</b>							<b>34.0%</b>	-3.8 p.p.



#### NTG Nordic Transport Group A/S

Hammerholmen 47  
DK-2650 Hvidovre  
+45 7634 0900

www.ntg.com  
CVR no. 12546106

## Road & Logistics, continued

### Net revenue

Net revenue for the division totalled DKK 1,575 million in Q2 2023 compared to DKK 1,779 million in Q2 2022.

Total growth was negative 11.5%. The decrease in revenue was driven by lower rates in the spot market, lower fuel prices and a slight decline in volumes.

### Gross profit

Gross profit decreased 6.0% to DKK 360 million in Q2 2023, compared to DKK 383 million in Q2 2022, corresponding to a gross margin of 22.9% and 21.5%, respectively.

### Operating profit before special items (adj. EBIT)

Adj. EBIT for Q2 2023 totalled DKK 124 million, a decrease of DKK 28 million compared to Q2 2022.

The operating margin was 7.9% for Q2 2023, compared to 8.5% in the same period last year, and 7.1% in Q1 2023.

The decrease in adj. EBIT was driven mainly by lower total gross profit, which led to a decrease in the conversion ratio of 5.3 percentage points to 34.4%.

The division has continued to reduce costs during the quarter, but investments in the sales organisation coupled with lower gross profit resulted in a lower conversion ratio nevertheless.

The acquisitions of Kontinent Transport and Solida Logistik contributed with adj. EBIT of DKK 1 million in Q2 2023.

### Selected quarterly financial information

(DKKm)	Q2 2022	Organic	%	Acquisitions	%	Currency	%	Q2 2023	%
Net external revenue	<b>1,779</b>	-183	-10.4%	19	1.1%	-40	-2.2%	<b>1,575</b>	-11.5%
Gross profit	<b>383</b>	-24	-6.3%	8	2.1%	-7	-1.8%	<b>360</b>	-6.0%
Adj. EBIT	<b>152</b>	-26	-17.1%	1	0.7%	-3	-2.0%	<b>124</b>	-18.4%
Gross margin	<b>21.5%</b>							<b>22.9%</b>	1.4 p.p.
Operating margin	<b>8.5%</b>							<b>7.9%</b>	-0.6 p.p.
Conversion ratio	<b>39.7%</b>							<b>34.4%</b>	-5.3 p.p.

## Air & Ocean

The Air & Ocean division continued to be affected by challenging market conditions during the second quarter of 2023. Freight rates have stabilised to a certain extent but remain at a low level.

The destocking cycle continues to affect volumes negatively and is taking longer than expected to significantly improve. Consequently, volumes continue to be relatively weak.

During the quarter, the activity improved gradually, but at a relatively slow pace.

The division continued to adjust the cost base during the course of the quarter, in order to adapt to the difficult market conditions.

Amidst the challenging market, focus remains on new sales with continued investments in the organisation, for example with the opening of new offices in Aalborg, Denmark and Detroit, USA.

### Net revenue

Net revenue for the division totalled DKK 546 million in Q2 2023, compared to DKK 951 million in Q2 2022.

Total growth was negative 42.6%, composed of organic growth of negative 49.4%, effects from acquisitions of 7.7%, and currency translation effects of negative 0.9%.

The decline in organic growth compared to last year was driven by a combination of lower volumes and significantly lower freight rates.

The acquisition effect of AGL contributed with revenue of DKK 73 million in Q2 2023. The acquisition of AGL was closed on 6 May 2022 and consequently, the inorganic growth only accounts for one month in Q2 2023.

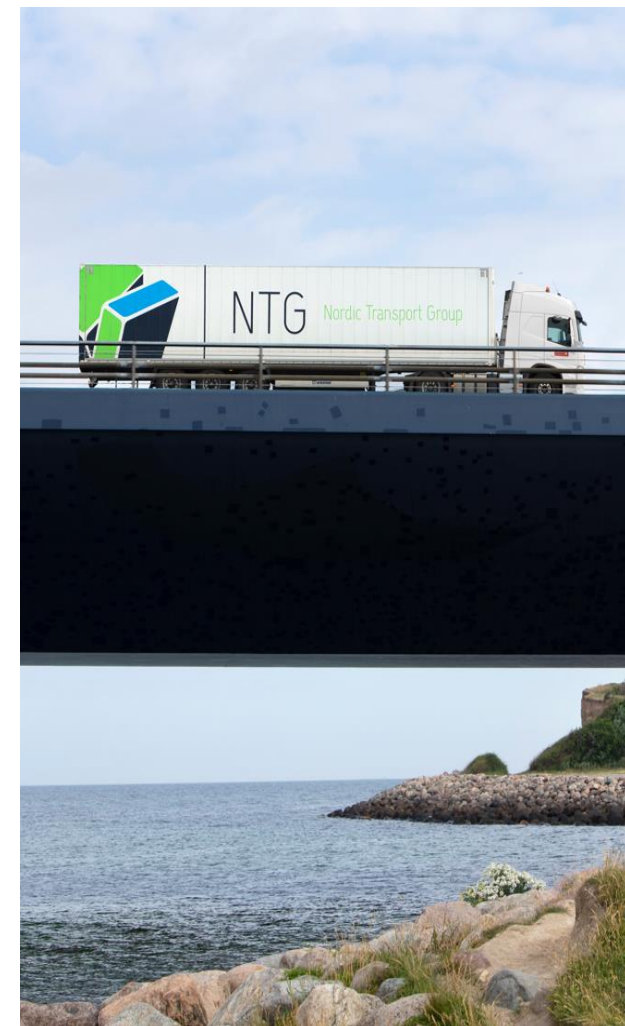
### Selected YTD financial information

(DKKm)	YTD 2022	Organic	%	Acquisitions	%	Currency	%	YTD 2023	%
Net external revenue	<b>1,437</b>	-602	-41.9%	329	22.9%	-13	-0.9%	<b>1,151</b>	-19.9%
Gross profit	<b>226</b>	-55	-24.3%	83	36.7%	-3	-1.3%	<b>251</b>	11.1%
Adj. EBIT	<b>98</b>	-57	-58.2%	16	16.3%	-1	-1.0%	<b>56</b>	-42.9%
Gross margin	<b>15.7%</b>							<b>21.8%</b>	6.1 p.p.
Operating margin	<b>6.8%</b>							<b>4.9%</b>	-1.9 p.p.
Conversion ratio	<b>43.4%</b>							<b>22.3%</b>	-21.1 p.p.

#### NTG Nordic Transport Group A/S

Hammerholmen 47  
DK-2650 Hvidovre  
+45 7634 0900

www.ntg.com  
CVR no. 12546106



## Air & Ocean, continued

### Gross profit

Gross profit decreased 18.1% to DKK 122 million in Q2 2023, compared to DKK 149 million in Q2 2022, corresponding to a gross margin of 22.3% and 15.7%, respectively.

The lower freight rates drove a decline in gross profit, despite a higher gross margin.

### Operating profit before special items (adj. EBIT)

Adj. EBIT for Q2 2023 totalled DKK 24 million, a decrease of DKK 40 million compared to Q2 2022.

The operating margin was 4.4% for Q2 2023, compared to 6.7% in the same period last year.

The operating margin decrease was driven by a conversion ratio decrease of 23.3 percentage points to 19.7%.

The development in conversion ratio was driven by the continued combination of low freight rates, challenging market conditions, and lower volumes as a result of macroeconomic headwinds.

The lower gross profit, combined with investments in the division's sales organisation to support the future growth of the division, translated into a significantly lower conversion ratio compared to Q2 2022.

The division has taken further measures to adjust the cost base to the market conditions during the course of the quarter.

The acquisition of AGL contributed with adj. EBIT of DKK 4 million for Q2 2023.

### Selected quarterly financial information

(DKKm)	Q2 2022	Organic	%	Acquisitions	%	Currency	%	Q2 2023	%
Net external revenue	<b>951</b>	-469	-49.4%	73	7.7%	-9	-0.9%	<b>546</b>	-42.6%
Gross profit	<b>149</b>	-46	-30.9%	21	14.1%	-2	-1.3%	<b>122</b>	-18.1%
Adj. EBIT	<b>64</b>	-43	-67.2%	4	6.3%	-1	-1.6%	<b>24</b>	-62.5%
Gross margin	<b>15.7%</b>							<b>22.3%</b>	6.6 p.p.
Operating margin	<b>6.7%</b>							<b>4.4%</b>	-2.3 p.p.
Conversion ratio	<b>43.0%</b>							<b>19.7%</b>	-23.3 p.p.



# Interim Financial Statements

## INCOME STATEMENT

(DKKm)	Q2 2023	Q2 2022	YTD 2023	YTD 2022
Net revenue	2,120	2,729	4,374	4,907
Direct costs	-1,638	-2,196	-3,415	-3,946
<b>Gross profit</b>	<b>482</b>	<b>533</b>	<b>959</b>	<b>961</b>
Other external expenses	-57	-61	-115	-107
Staff costs	-223	-200	-435	-371
<b>Operating profit before amortisation, depreciation, and special items (adj. EBITDA)</b>	<b>202</b>	<b>272</b>	<b>409</b>	<b>483</b>
Amortisation and depreciation of intangible and tangible fixed assets	-54	-55	-111	-107
<b>Operating profit before special items (adj. EBIT)</b>	<b>148</b>	<b>217</b>	<b>298</b>	<b>376</b>
Special items, net	-6	-	-6	-13
Financial income	4	12	8	14
Financial costs, other	-36	-13	-59	-29
<b>Profit before tax</b>	<b>110</b>	<b>216</b>	<b>241</b>	<b>348</b>
Tax on profit for the period	-22	-46	-48	-79
<b>Profit for the period</b>	<b>88</b>	<b>170</b>	<b>193</b>	<b>269</b>
<b>Attributable to:</b>				
Shareholders in NTG A/S	81	157	175	243
Non-controlling interests	7	13	18	26
<b>Earnings per share</b>				
Earnings per share (DKK)	3.74	7.07	8.08	10.96
Diluted earnings per share (DKK) for the period	3.70	6.95	7.99	10.76

## STATEMENT OF OTHER COMPREHENSIVE INCOME

(DKKm)	Q2 2023	Q2 2022	YTD 2023	YTD 2022
<b>Profit for the period</b>	<b>88</b>	<b>170</b>	<b>193</b>	<b>269</b>
<i>Items that may be reclassified to the income statement:</i>				
Foreign exchange adjustments of subsidiaries	10	-	2	-
<i>Items will not be reclassified to the income statement:</i>				
Actuarial adjustments on retirement benefit obligations	-3	21	-6	44
<b>Other comprehensive income</b>	<b>7</b>	<b>21</b>	<b>-4</b>	<b>44</b>
<b>Total comprehensive income</b>	<b>95</b>	<b>191</b>	<b>189</b>	<b>313</b>
<b>Attributable to:</b>				
Shareholders in NTG A/S	89	178	174	287
Non-controlling interests	6	13	15	26

## CASH FLOW STATEMENT

(DKKm)	Q2 2023	Q2 2022	YTD 2023	YTD 2022
Operating profit before special items	148	217	298	376
Amortisation and depreciation	54	55	111	107
Share-based payments	-45	2	-44	3
Change in working capital etc.	-1	-55	-57	-92
Change in provisions	-13	-2	-13	-4
Financial income received	4	12	8	13
Interest paid on leasing contracts	-9	-9	-18	-18
Other financial expenses paid	-27	-4	-41	-12
Corporation taxes paid	-32	-11	-59	-29
Special items	-6	-	-6	-13
<b>Cash flow from operating activities</b>	<b>73</b>	<b>205</b>	<b>179</b>	<b>331</b>
Purchase of property, plant, and equipment	-4	-4	-13	-7
Disposal of tangible assets	2	1	2	5
Acquisition of business activities	-	-480	-2	-480
Changes in other financial assets	3	1	3	-18
<b>Cash flow from investing activities</b>	<b>1</b>	<b>-482</b>	<b>-10</b>	<b>-500</b>
<b>Free cash flow</b>	<b>74</b>	<b>-277</b>	<b>169</b>	<b>-169</b>

## CASH FLOW STATEMENT, continued

(DKKm)	Q2 2023	Q2 2022	YTD 2023	YTD 2022
Repayment of lease liabilities	-52	-51	-104	-98
Proceeds from loans	-	125	-	125
Repayments of other financial liabilities	-15	-	-19	-13
<i>Shareholders and non-controlling interests</i>				
Purchase of treasury shares	-143	-	-202	-
Dividends paid to non-controlling interests	-26	-26	-27	-29
Acquisition of shares from non-controlling interests	-4	-17	-6	-17
Disposal of shares to non-controlling interests	-	16	2	20
<b>Cash flow from financing activities</b>	<b>-240</b>	<b>47</b>	<b>-356</b>	<b>-12</b>
<b>Cash flow for the period</b>	<b>-166</b>	<b>-230</b>	<b>-187</b>	<b>-181</b>
Cash and cash equivalents at beginning of period*	230	149	253	99
Cash flow for the period	-166	-230	-187	-181
Currency translation adjustments	8	-8	6	-7
<b>Cash and cash equivalents at 30 June*</b>	<b>72</b>	<b>-89</b>	<b>72</b>	<b>-89</b>
<b>Statement of adjusted free cash flow</b>				
Free cash flow	74	-277	169	-169
Special items	6	-	6	13
Acquisition of business activities	-	480	2	480
Repayment of lease liabilities reversed	-52	-51	-104	-98
<b>Adjusted free cash flow</b>	<b>28</b>	<b>152</b>	<b>73</b>	<b>226</b>

\* Cash and cash equivalents are presented in the balance sheet less bank overdrafts of DKK 318 million on 30 June 2023, DKK 28 million on 1 January 2023, and 349 million on 30 June 2022.

## BALANCE SHEET, assets

(DKKm)	30/06-2023	31/12-2022	30/06-2022
Intangible assets	1,383	1,392	1,387
Property, plant, and equipment	74	69	72
Right-of-use assets	843	736	756
Other receivables	62	65	60
Deferred tax assets	36	40	38
<b>Total non-current assets</b>	<b>2,398</b>	<b>2,302</b>	<b>2,313</b>
Trade receivables	1,318	1,430	1,894
Other receivables	94	85	114
Cash and cash equivalents	390	281	260
Corporation tax	2	6	1
<b>Total current assets</b>	<b>1,804</b>	<b>1,802</b>	<b>2,269</b>
<b>Total assets</b>	<b>4,202</b>	<b>4,104</b>	<b>4,582</b>

## BALANCE SHEET, equity and liabilities

(DKKm)	30/06-2023	31/12-2022	30/06-2022
Share capital	453	453	453
Reserves	449	514	385
<b>NTG A/S shareholders' share of equity</b>	<b>902</b>	<b>967</b>	<b>838</b>
Non-controlling interests	80	97	88
<b>Total equity</b>	<b>982</b>	<b>1,064</b>	<b>926</b>
Deferred tax liabilities	10	10	2
Pensions and similar obligations	78	74	74
Provisions	3	2	3
Financial liabilities	228	423	401
Lease liabilities	703	603	616
<b>Total non-current liabilities</b>	<b>1,022</b>	<b>1,112</b>	<b>1,096</b>
Provisions	39	51	65
Financial liabilities	523	59	404
Lease liabilities	188	183	185
Trade payables	1,174	1,347	1,588
Other payables	237	224	235
Corporation tax	37	64	82
<b>Total current liabilities</b>	<b>2,198</b>	<b>1,928</b>	<b>2,560</b>
<b>Total liabilities</b>	<b>3,220</b>	<b>3,040</b>	<b>3,656</b>
<b>Total equity and liabilities</b>	<b>4,202</b>	<b>4,104</b>	<b>4,582</b>

## STATEMENT OF CHANGES IN EQUITY – 1 January – 30 June 2023

(DKK)m	Share capital	Treasury share reserve	Translation reserve	Retained earnings	NTG A/S shareholders' share of equity	Non-controlling interests	Total equity
<b>Equity at 1 January</b>	453	-16	-9	539	<b>967</b>	97	<b>1,064</b>
<b>Profit for the period</b>	-	-	-	175	<b>175</b>	18	<b>193</b>
Net exchange differences recognised in OCI	-	-	5	-	<b>5</b>	-3	<b>2</b>
Actuarial gains/(losses)	-	-	-	-6	<b>-6</b>	-	<b>-6</b>
<b>Other comprehensive income, net of tax</b>	-	-	5	-6	<b>-1</b>	-3	<b>-4</b>
<b>Total comprehensive income for the period</b>	-	-	5	169	<b>174</b>	15	<b>189</b>
<i>Transactions with shareholders:</i>							
Share-based payments	-	-	-	-44	<b>-44</b>	-	<b>-44</b>
Tax on share-based payments	-	-	-	8	<b>8</b>	-	<b>8</b>
Dividends distributed	-	-	-	-	-	-27	<b>-27</b>
Purchase of treasury shares	-	-11	-	-193	<b>-204</b>	-	<b>-204</b>
Acquisition of shares from non-controlling interests	-	2	-	-2	-	-5	<b>-5</b>
Disposal of shares to non-controlling interests	-	-	-	1	<b>1</b>	-	<b>1</b>
<b>Total transactions with owners</b>	-	-9	-	-230	<b>-239</b>	-32	<b>-271</b>
<b>Equity at 30 June</b>	453	-25	-4	478	<b>902</b>	80	<b>982</b>

## STATEMENT OF CHANGES IN EQUITY – 1 January – 30 June 2022

(DKKm)	Share capital	Treasury share reserve	Translation reserve	Retained earnings	NTG A/S shareholders' share of equity	Non-controlling interests	Total equity
<b>Equity at 1 January</b>	453	-10	2	113	<b>558</b>	76	<b>634</b>
<b>Profit for the period</b>	-	-	-	243	<b>243</b>	26	<b>269</b>
Actuarial gains/(losses)	-	-	-	44	<b>44</b>	-	<b>44</b>
<b>Other comprehensive income, net of tax</b>	-	-	-	44	<b>44</b>	-	<b>44</b>
<b>Total comprehensive income for the period</b>	-	-	-	287	<b>287</b>	26	<b>313</b>
<i>Transactions with shareholders:</i>							
Share-based payments	-	-	-	3	<b>3</b>	-	<b>3</b>
Tax on share-based payments	-	-	-	-12	<b>-12</b>	-	<b>-12</b>
Dividends distributed	-	-	-	-	-	-29	<b>-29</b>
Acquisition of shares from non-controlling interests	-	2	-	-14	<b>-12</b>	-5	<b>-17</b>
Disposal of shares to non-controlling interests	-	-	-	14	<b>14</b>	20	<b>34</b>
<b>Total transactions with owners</b>	-	2	-	-9	<b>-7</b>	-14	<b>-21</b>
<b>Equity at 30 June</b>	453	-8	2	391	<b>838</b>	88	<b>926</b>

# Notes

## Note 1 – Accounting policies

The Interim Financial Report has been prepared in accordance with IAS 34 “Interim Financial Reporting” as adopted by the EU and additional requirements in the Danish Financial Statements Act.

Accounting policies, judgements and significant estimates applied in preparation of the Interim Financial Report are consistent with those applied in the consolidated financial statements for 2022. Reference is made to note 1.1 of NTG Nordic Transport Group’s 2022 Annual Report for a description of accounting policies. For a definition of financial key figures and financial ratios, please see page 79 of NTG Nordic Transport Group’s 2022 Annual Report.

NTG Nordic Transport Group has implemented all new EU-approved standards and interpretations effective as of 1 January 2023. None of these standards and interpretations have had a material impact on NTG Nordic Transport Group’s Financial Statements.

### *Comparative figures*

To ensure comparability between periods, figures for Q2 2022 have been restated with the adjustments made to the AGL opening balance after the release of the Q2 2022 Interim Report. The update only affects two balance sheet items: intangible assets by DKK positive 56 million and deferred tax assets by DKK negative 56 million. Accordingly, comparative figures for invested capital and ROIC have also been restated.

## Note 2 – Segment information and net revenue

NTG Nordic Transport Group mainly derives revenue from freight forwarding services related to transport of goods throughout Europe and worldwide by road, air, and ocean.

### Segment reclassification

Three entities in France, Hungary and Switzerland have been reclassified from the A&O segment to the R&L segment with effect from 1 January 2023. The reclassification is made to reflect that the Management responsibility has moved between the divisions.

Accordingly, comparative segment figures for 2022 have been restated, and the reclassifications are disclosed in the tables below. The restatement has no impact on depreciations and amortisations nor the consolidated NTG figures.

### Impact on Road & Logistics 2022 figures from segment reclassification

(DKKm)	Q2 2022			YTD 2022			Q3 2022			Q4 2022			FY 2022		
	Published	Reclass.	Restated	Published	Reclass.	Restated	Published	Reclass.	Restated	Published	Reclass.	Restated	Published	Reclass.	Restated
Net revenue	1,754	25	1,779	3,421	49	3,470	1,730	22	1,752	1,627	31	1,658	6,778	102	6,880
Direct costs	-1,389	-7	-1,396	-2,721	-14	-2,735	-1,392	-5	-1,397	-1,289	-13	-1,302	-5,402	-32	-5,434
<b>Gross profit</b>	<b>365</b>	<b>18</b>	<b>383</b>	<b>700</b>	<b>35</b>	<b>735</b>	<b>338</b>	<b>17</b>	<b>355</b>	<b>338</b>	<b>18</b>	<b>356</b>	<b>1,376</b>	<b>70</b>	<b>1,446</b>
<b>Adj. EBIT</b>	<b>148</b>	<b>4</b>	<b>152</b>	<b>272</b>	<b>6</b>	<b>278</b>	<b>134</b>	<b>3</b>	<b>137</b>	<b>125</b>	<b>4</b>	<b>129</b>	<b>531</b>	<b>13</b>	<b>544</b>

### Impact on Air & Ocean 2022 figures from segment reclassification

(DKKm)	Q2 2022			YTD 2022			Q3 2022			Q4 2022			FY 2022		
	Published	Reclass.	Restated	Published	Reclass.	Restated	Published	Reclass.	Restated	Published	Reclass.	Restated	Published	Reclass.	Restated
Net revenue	976	-25	951	1,486	-49	1,437	1,091	-22	1,069	869	-31	838	3,446	-102	3,344
Direct costs	-809	7	-802	-1,225	14	-1,211	-896	5	-891	-689	13	-676	-2,810	32	-2,778
<b>Gross profit</b>	<b>167</b>	<b>-18</b>	<b>149</b>	<b>261</b>	<b>-35</b>	<b>226</b>	<b>195</b>	<b>-17</b>	<b>178</b>	<b>180</b>	<b>-18</b>	<b>162</b>	<b>636</b>	<b>-70</b>	<b>566</b>
<b>Adj. EBIT</b>	<b>68</b>	<b>-4</b>	<b>64</b>	<b>104</b>	<b>-6</b>	<b>98</b>	<b>75</b>	<b>-3</b>	<b>72</b>	<b>48</b>	<b>-4</b>	<b>44</b>	<b>227</b>	<b>-13</b>	<b>214</b>

(DKKm)	<i>Road &amp; Logistics</i>		<i>Air &amp; Ocean</i>		<i>Eliminations etc.</i>		<i>Total</i>	
	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>Q2 2023</b>	<b>Q2 2022</b>
Segment net revenue	1,581	1,786	549	955	-1	-1	2,129	2,740
Net revenue (between segments)	-6	-7	-3	-4	-	-	-9	-11
Net revenue (external)	1,575	1,779	546	951	-1	-1	2,120	2,729
<b>Gross Profit</b>	<b>360</b>	<b>383</b>	<b>122</b>	<b>149</b>	<b>-</b>	<b>1</b>	<b>482</b>	<b>533</b>
Amortisation and depreciation	-49	-51	-5	-4	-	-	-54	-55
<b>Operating profit before special items (adj. EBIT)</b>	<b>124</b>	<b>152</b>	<b>24</b>	<b>64</b>	<b>-</b>	<b>1</b>	<b>148</b>	<b>217</b>

(DKKm)	<i>Road &amp; Logistics</i>		<i>Air &amp; Ocean</i>		<i>Eliminations etc.</i>		<i>Total</i>	
	<b>YTD 2023</b>	<b>YTD 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>
Segment net revenue	3,237	3,482	1,156	1,442	-	-	4,393	4,924
Net revenue (between segments)	-14	-12	-5	-5	-	-	-19	-17
Net revenue (external)	3,223	3,470	1,151	1,437	-	-	4,374	4,907
<b>Gross Profit</b>	<b>708</b>	<b>735</b>	<b>251</b>	<b>226</b>	<b>-</b>	<b>-</b>	<b>959</b>	<b>961</b>
Amortisation and depreciation	-100	-99	-11	-7	-	-1	-111	-107
<b>Operating profit before special items (adj. EBIT)</b>	<b>241</b>	<b>278</b>	<b>56</b>	<b>98</b>	<b>1</b>	<b>-</b>	<b>298</b>	<b>376</b>

\*Total assets and liabilities for each segment are not reported because such amounts are not regularly provided to the CODM (Chief Operating Decisions Maker)



<b>Net Revenue (DKKm)</b>	<b>Q2 2023</b>	<b>Q2 2022</b>	<b>YTD 2023</b>	<b>YTD 2022</b>
Denmark	717	791	1,473	1,520
Sweden	377	458	753	869
USA	296	498	606	583
Finland	157	249	329	462
Germany	130	204	285	425
Other	443	529	928	1,048
<b>Total</b>	<b>2,120</b>	<b>2,729</b>	<b>4,374</b>	<b>4,907</b>

### Note 3 – Leases

Contracts are assessed at inception to determine whether NTG Nordic Transport Group is entering a lease. If a lease is identified, a right-of-use asset and a corresponding lease liability are recognised in the balance sheet at the contract's commencement date.

Lease liabilities are initially measured at the present value of future leasing payments under the contract, discounted using either the interest rate implicit in the contract, or (if the implicit interest rate is not available) an incremental borrowing rate appropriate for NTG Nordic Transport Group.

Right-of-use assets are initially measured at cost, equivalent to the relevant recognised lease liability adjusted for any leasing payments made on or before

the commencement date, any initial costs associated to the lease and other directly related costs including dismantling and restoration costs.

Subsequent to recognition, lease liabilities are measured at amortised cost using the effective interest method, adjusted for any remeasurements or contract modifications. Lease payments are allocated between reduction of the liability and interest expenses. Interest expenses are charged to the income statement over the lease period to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Subsequent to recognition, right-of-use assets are depreciated on a straight-line basis over the shorter of each asset's useful life and the relevant lease term and adjusted for any remeasurements of the lease liability.

(DKKm)	2023			2022		
	Land & buildings	Other plant and equipment	Total	Land & buildings	Other plant and equipment	Total
<b>Carrying amount at 1 January</b>	<b>471</b>	<b>265</b>	<b>736</b>	<b>463</b>	<b>249</b>	<b>712</b>
Additions from business combinations	-	-	-	26	-	26
Additions during the period	104	161	265	51	95	146
Disposals during the period	-4	-43	-47	-5	-11	-16
Depreciation for the period	-50	-55	-105	-42	-61	-103
Foreign currency translation	-5	-1	-6	-6	-3	-9
<b>Carrying amount at 30 June</b>	<b>516</b>	<b>327</b>	<b>843</b>	<b>487</b>	<b>269</b>	<b>756</b>

#### Note 4 – Treasury shares

Treasury shares are bought back to meet obligations relating to acquisition of minority shareholders' shares in NTG subsidiaries under the "Ring-the-Bell" concept and to cover obligations arising under share-based incentive programs and potentially for other purposes such as payment in relation to M&A transactions.

	Number of shares	Nominal value (DKKm)	Part of share capital	Market value (DKKm)
<b>Treasury shares 1 January</b>	<b>793,076</b>	<b>16</b>	<b>3.5%</b>	<b>189</b>
Ring-the-bell consideration paid	-77,030	-2	-0.3%	-32
Purchase of shares etc.	532,854	11	2.4%	203
Value adjustment				179
<b>Treasury shares 30 June</b>	<b>1,248,900</b>	<b>25</b>	<b>5.6%</b>	<b>539</b>

### **Note 5 - Events after the reporting period**

No events have occurred after the reporting date which significantly affect the Group's financial position.

## Statement of the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today discussed and approved the Interim Report of NTG Nordic Transport Group A/S for the period 1 January 2023 to 30 June 2023.

The interim consolidated financial statements of NTG Nordic Transport Group A/S, which have not been audited or reviewed by the Company's auditor, have been prepared in accordance with IAS 34 Interim

Financial Reporting as adopted by the EU and additional Danish disclosure requirements for interim financial reporting of listed companies. In our opinion, the interim consolidated financial statements give a true and fair view of NTG Nordic Transport Group A/S' consolidated assets, liabilities and financial position at 30 June 2023 and of the results of NTG Nordic Transport Group A/S' consolidated operations and cash flows for the period 1 January 2023 to 30 June 2023.

Furthermore, in our opinion the Management report includes a fair review of the development in NTG Nordic Transport Group A/S' operations and financial conditions, the results for the period, cash flows and financial position as well as a description of the most significant risks and uncertainty factors that NTG Nordic Transport Group A/S faces.

Hvidovre, 3 August 2023

### Executive Board

Michael Larsen  
Group CEO

Christian D. Jakobsen  
Group CFO

### Board of Directors

Eivind Kolding  
Chairman of the board

Jørgen Hansen  
Deputy chairman of the board

Finn Skovbo Pedersen  
Board member

Carsten Krogsgaard Thomsen  
Board member

Jesper Præstengaard  
Board member

Karen-Marie Katholm  
Board member

Louise Knauer  
Board member