

INTERIM FINANCIAL REPORT

Q3 2023

Company Announcement No. 1065

24 October 2023

Selected key figures and ratios for the period 1 January - 30 September 2023

| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|---|---------|---------|----------|----------|
| Key figures (DKKm) | | | | |
| Revenue | 35,576 | 60,560 | 114,257 | 184,434 |
| Gross profit | 10,649 | 13,538 | 33,371 | 40,493 |
| Operating profit (EBIT) before special items | 4,396 | 6,506 | 13,773 | 20,455 |
| Special items, costs | - | 456 | - | 1,117 |
| Profit for the period | 2,808 | 4,426 | 9,470 | 13,882 |
| Adjusted earnings for the period | 2,864 | 4,819 | 9,652 | 14,899 |
| Adjusted free cash flow | | | 10,803 | 16,763 |
| Ratios | | | | |
| Conversion ratio | 41.3% | 48.1% | 41.3% | 50.5% |
| Diluted adjusted earnings per share of DKK 1 for the last 12 months | | | 63.1 | 78.8 |

Jens Bjørn Andersen, Group CEO: *"In markets characterised by soft freight volumes and declining rates, we delivered solid results during the first nine months of 2023. The results reflect our flexible business model and, not least, our dedicated employees, who continue to deliver good customer service and efficiently manage our capacity. A real recovery in global freight volumes does not seem to materialise in 2023, but based on the performance so far, we raise the lower end of our 2023 EBIT guidance.*

Finally, I will add a comment to the recently announced changes to the Executive Board, which will have effect in September 2024. This will not impact our operations or the execution of our strategy. It will be business as usual, and in the senior management team we are committed to securing a good handover process."

Outlook for 2023

Based on our performance in the first nine months of 2023 and our expectations for Q4 2023, we narrow the full-year outlook for 2023 as follows:

- EBIT before special items is expected to be in the range of DKK 17,500-18,500 million (previously DKK 17,000-18,500 million).

Share buyback

A separate announcement about the launch of a new share buyback programme of up to DKK 2.5 billion is issued today. The programme will be concluded no later than 31 January 2024.

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Yours sincerely,
DSV A/S

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DSV Group

We provide and manage supply chain solutions for thousands of companies every day – from the small family run business to the large global corporation. Our reach is global, yet our presence is local and close to our customers. Approximately 75,000 employees in more than 80 countries work passionately to deliver great customer experiences and high-quality services. Read more at www.dsv.com

Interim Financial Report

Q3 2023

Keeping supply chains flowing in a world of change

Global Transport and Logistics



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Financial highlights

| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|---|---------|---------|----------|----------|
| Results (DKKm) | | | | |
| Revenue | 35,576 | 60,560 | 114,257 | 184,434 |
| Gross profit | 10,649 | 13,538 | 33,371 | 40,493 |
| Operating profit before amortisation and depreciation (EBITDA) before special items | 5,724 | 7,774 | 17,687 | 24,151 |
| Operating profit (EBIT) before special items | 4,396 | 6,506 | 13,773 | 20,455 |
| Special items, costs | - | 456 | - | 1,117 |
| Net financial expenses | 629 | 106 | 1,147 | 951 |
| Profit for the period | 2,808 | 4,426 | 9,470 | 13,882 |
| Adjusted earnings for the period | 2,864 | 4,819 | 9,652 | 14,899 |
| Cash flows (DKKm) | | | | |
| Operating activities | | | 14,499 | 19,493 |
| Investing activities | | | (1,664) | (495) |
| Free cash flow | | | 12,835 | 18,998 |
| Adjusted free cash flow | | | 10,803 | 16,763 |
| Share buyback | | | (11,441) | (13,157) |
| Dividends distributed | | | (1,424) | (1,320) |
| Cash flow for the period | | | (1,341) | 3,974 |
| Gross investment in property, plant and equipment | | | 1,539 | 795 |
| Financial position (DKKm) | | | | |
| DSV A/S shareholders' share of equity | | | 70,179 | 80,003 |
| Non-controlling interests | | | 270 | 226 |
| Equity total | | | 70,449 | 80,229 |
| Balance sheet total | | | 150,673 | 174,137 |
| Net working capital | | | 3,186 | 8,636 |
| Net interest-bearing debt | | | 32,333 | 27,277 |
| Invested capital | | | 99,791 | 106,713 |
| Financial ratios (%) | | | | |
| Gross margin | 29.9 | 22.4 | 29.2 | 22.0 |
| Operating margin | 12.4 | 10.7 | 12.1 | 11.1 |
| Conversion ratio | 41.3 | 48.1 | 41.3 | 50.5 |
| Effective tax rate | 25.5 | 25.5 | 25.0 | 24.5 |
| ROIC before tax | | | 17.9 | 24.7 |
| Return on equity | | | 17.5 | 22.1 |
| Solvency ratio | | | 46.6 | 45.9 |
| Gearing ratio | | | 1.4 | 0.9 |
| Share ratios | | | | |
| Earnings per share of DKK 1 for the last 12 months | | | 62.1 | 73.6 |
| Diluted adjusted earnings per share of DKK 1 for the last 12 months | | | 63.1 | 78.8 |
| Number of shares issued ('000) | | | 219,000 | 234,000 |
| Number of treasury shares ('000) | | | 7,655 | 10,521 |
| Average number of shares issued ('000) for the last 12 months | | | 211,995 | 231,310 |
| Diluted number of shares ('000) at 30 September | | | 212,444 | 225,510 |
| Average diluted number of shares ('000) for the last 12 months | | | 214,110 | 233,985 |
| Share price end of period (DKK) | | | 1,319.0 | 896.0 |
| Non-financial data | | | | |
| Employees (FTE) at 30 September | | | 75,188 | 76,715 |

For definition of key figures and ratios, please refer to page 83 of the DSV Annual Report 2022.

For definition of non-financial data, please refer to the DSV Sustainability Report 2022.

Management's commentary

The DSV Group achieved solid financial results in the first nine months of 2023 in a competitive market with lower freight volumes and gradual normalisation of the freight markets. As expected, the financial results did not match the record earnings of the previous year: gross profit was down 15.1% and EBIT before special items was down 30.6% (in constant currencies).

During the period, we have continued our focus on cost control and pricing discipline and maintained a high cash conversion ratio.

Results for the period

Revenue

For the first nine months of 2023, revenue amounted to DKK 114,257 million, compared to DKK 184,434 million last year. In constant currencies, revenue declined 36.2% compared to the same period last year. In Q3 2023, revenue declined 38.1%.

Revenue and growth by division compared to the same period last year are specified below:

| (DKKm) | Q3 2023 | Growth* | YTD 2023 | Growth* |
|------------------------|---------------|----------------|----------------|----------------|
| Air & Sea | 21,912 | (48.7%) | 71,118 | (47.1%) |
| Road | 9,036 | (10.9%) | 28,780 | (6.6%) |
| Solutions | 5,538 | (0.8%) | 17,061 | (3.4%) |
| Group and eliminations | (910) | | (2,702) | |
| Total | 35,576 | (38.1%) | 114,257 | (36.2%) |

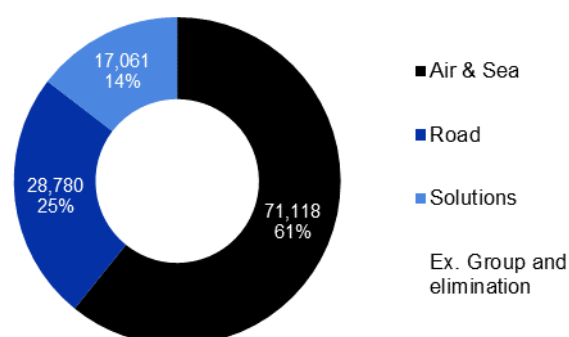
* Growth in constant currencies

In the first nine months of 2023, the Air & Sea division saw a decrease in revenue due to significantly reduced freight rates and lower volumes compared to the same period last year. Freight volumes showed signs of improvement during Q3 2023; however, freight volume growth remained negative compared to same period last year.

The Road division saw a decline in revenue in the first nine months of the year. This development accelerated in Q3 2023, driven by both lower volumes and lower freight rates.

Solutions has seen an improving trend during 2023 and recorded revenue close to last year's level in Q3 2023.

Revenue by division, YTD 2023



Gross profit

For the first nine months of 2023, gross profit amounted to DKK 33,371 million, compared to DKK 40,493 million last year. In constant currencies, gross profit declined 15.1% compared to the same period last year. For Q3 2023, gross profit declined 17.0%.

Gross profit and growth by division compared to the same period last year are specified below:

| (DKKm) | Q3 2023 | Growth* | YTD 2023 | Growth* |
|------------------------|---------------|----------------|---------------|----------------|
| Air & Sea | 6,210 | (27.7%) | 19,991 | (24.5%) |
| Road | 1,924 | (1.1%) | 5,923 | 0.6% |
| Solutions | 2,381 | 7.6% | 7,039 | 4.0% |
| Group and eliminations | 134 | | 418 | |
| Total | 10,649 | (17.0%) | 33,371 | (15.1%) |

* Growth in constant currencies

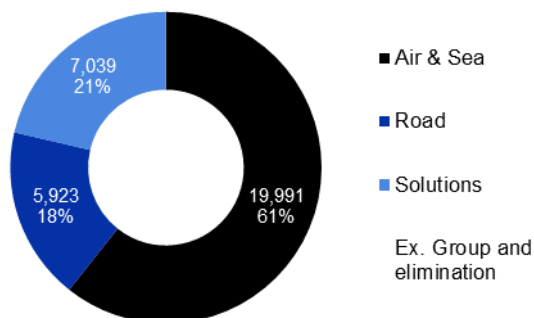
In the Air & Sea division, the ongoing normalisation of gross profit yields and decline in freight volumes affected the gross profit for the first nine months of 2023. Gross profit yields remained at strong levels in H1 2023, but as expected, Q3 2023 was impacted by lower yields, especially for air freight.

During the first nine months of 2023, the Road division achieved gross profit on level with last year, and the Solutions division achieved growth despite soft market conditions.

In the first nine months of 2023, gross profit declined across most regions, most significantly in APAC. The Middle East, on

the other hand, stood out as the only region to achieve growth in the period.

Gross profit by division, YTD 2023



The gross margin for the Group was 29.2% for the first nine months of 2023, compared to 22.0% for the same period last year. The higher gross margin was driven by all divisions, most significantly the Air & Sea division, due to the substantial decline in air and sea freight rates (pass through elements recognised as revenue) and the high gross profit yield levels.

EBIT before special items

EBIT before special items amounted to DKK 13,773 million for the first nine months of 2023, compared to DKK 20,455 million last year. In constant currencies, EBIT before special items was down 30.6%.

For Q3 2023, EBIT before special items declined 28.2%.

Compared to same period last year, EBIT before special items was negatively impacted by currency translation of DKK 383 million for Q3 2023 and DKK 616 million for the first nine months of 2023.

EBIT and growth by division compared to same period last year are specified below:

| (DKKm) | Q3 2023 | Growth* | YTD 2023 | Growth* |
|------------------------|--------------|----------------|---------------|----------------|
| Air & Sea | 3,281 | (35.8%) | 10,481 | (35.7%) |
| Road | 522 | 1.4% | 1,542 | (1.4%) |
| Solutions | 584 | (0.1%) | 1,745 | (16.9%) |
| Group and eliminations | 9 | | 5 | |
| Total | 4,396 | (28.2%) | 13,773 | (30.6%) |

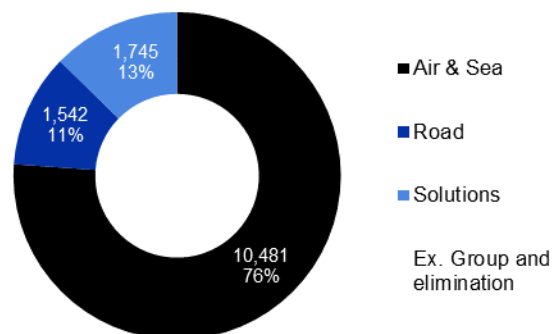
* Growth in constant currencies

The decline in EBIT before special items was mainly due to lower gross profit in Air & Sea.

The conversion ratio for the Group reached 41.3% for the first nine months of 2023, compared to 50.5% for the same period last year. In line with our flexible business model, we have implemented cost-saving initiatives to adjust our capacity, mainly in the Air & Sea division. These initiatives were partly offset by inflation.

In the first nine months of 2023, most regions recorded lower EBIT before special items compared to the same period last year. However, as was also the case for gross profit, the Middle East recorded growth for the period.

EBIT by division, YTD 2023



Growth 2022 – 2023

| (DKKm) | Q3 2022 | Currency translation | Q3 2022 in constant currencies | Growth | Growth %* | Q3 2023 |
|---------------------------|---------|----------------------|--------------------------------|----------|-----------|---------|
| Revenue | 60,560 | (3,077) | 57,483 | (21,907) | (38.1%) | 35,576 |
| Gross profit | 13,538 | (702) | 12,836 | (2,187) | (17.0%) | 10,649 |
| EBIT before special items | 6,506 | (383) | 6,123 | (1,727) | (28.2%) | 4,396 |
| Gross margin (%) | 22.4 | | | | | 29.9 |
| Operating margin (%) | 10.7 | | | | | 12.4 |
| Conversion ratio (%) | 48.1 | | | | | 41.3 |

| (DKKm) | YTD 2022 | Currency translation | YTD 2022 in constant currencies | Growth | Growth %* | YTD 2023 |
|---------------------------|----------|----------------------|---------------------------------|----------|-----------|----------|
| Revenue | 184,434 | (5,220) | 179,214 | (64,957) | (36.2%) | 114,257 |
| Gross profit | 40,493 | (1,168) | 39,325 | (5,954) | (15.1%) | 33,371 |
| EBIT before special items | 20,455 | (616) | 19,839 | (6,066) | (30.6%) | 13,773 |
| Gross margin (%) | 22.0 | | | | | 29.2 |
| Operating margin (%) | 11.1 | | | | | 12.1 |
| Conversion ratio (%) | 50.5 | | | | | 41.3 |

* Growth in constant currencies

Financial items

Financial items totalled a net expense of DKK 1,147 million for the first nine months of 2023, compared to a net expense of DKK 951 million for the same period last year. The higher net financial costs compared to last year were mainly related to the increase in lease liabilities and foreign exchange losses (on intercompany balances and devaluation of currencies).

| (DKKm) | YTD 2023 | YTD 2022 |
|-------------------------------|--------------|------------|
| Interest on lease liabilities | 623 | 518 |
| Other interest cost, net | 231 | 290 |
| Interest on pensions | 28 | 17 |
| Foreign exchange adjustments | 265 | 126 |
| Net financial expenses | 1,147 | 951 |

Tax on profit for the period

In line with expectations, the effective tax rate came to 25.0% for the first nine months of 2023, compared to 24.5% for the same period last year. The increase was primarily driven by higher withholding tax on upstreaming dividends from subsidiaries.

Profit for the period

Profit for the first nine months of 2023 was DKK 9,470 million, compared to DKK 13,882 million for the same period of 2022. The decline was mainly due to the lower EBIT for the period. This was partly offset by the absence of special items in 2023 (no restructuring costs related to integrations in 2023).

Diluted adjusted earnings per share

Diluted adjusted EPS (trailing 12-months) decreased by 19.9% compared to an extraordinarily high level last year and came to DKK 63.1 per share (2022: DKK 78.8 per share). The decline was due to the decrease in adjusted earnings but was partly offset by an 8.5% decrease in number of outstanding shares following the Group's share buy-back programmes.

Cash flow

Cash flow statement – summary

| (DKKm) | YTD 2023 | YTD 2022 |
|--|----------------|---------------|
| EBITDA before special items | 17,687 | 24,151 |
| Change in net working capital | 2,208 | 12 |
| Tax, interests, change in provisions, etc. | (5,133) | (4,147) |
| Special items, paid | (263) | (523) |
| Cash flow from operating activities | 14,499 | 19,493 |
| Cash flow from investing activities | (1,664) | (495) |
| Free cash flow | 12,835 | 18,998 |
| Cash flow from financing activities | (14,176) | (15,024) |
| Cash flow for the period | (1,341) | 3,974 |
| Free cash flow | 12,835 | 18,998 |
| Acquisition of subsidiaries (reversed) | 607 | - |
| Special items (reversed) | 263 | 523 |
| Repayment of lease liabilities | (2,902) | (2,758) |
| Adjusted free cash flow | 10,803 | 16,763 |

The decline in adjusted free cash flow for the first nine months of 2023 was attributable to lower EBITDA and higher tax payments related to last year's earnings but was offset by a positive development in net working capital.

Cash flow from investing activities came to a cash outflow of DKK 1,664 million for the first nine months of 2023 and was impacted by a few small acquisitions and investment in warehouse equipment and automation technology.

For the first nine months of 2023, cash flow from financing activities was a cash outflow of DKK 14,176 million, primarily related to share buyback and payment of dividend.

Net working capital

On 30 September 2023, the Group's net working capital (NWC) was DKK 3,186 million, compared to DKK 8,636 million on 30 September 2022, a decline of DKK 5,450 million.

The significant improvement in NWC can mainly be attributed to a combination of lower average freight rates and lower volumes in the Air & Sea division.

Relative to estimated full-year revenue, funds tied up in NWC were 2.2% on 30 September 2023 (30 September 2022: 3.5%).

Capital structure and finances

DSV A/S shareholders' share of equity

DSV shareholders' share of equity was DKK 70,179 million on 30 September 2023 (DKK 71,519 million on 31 December 2022). The slight decrease was primarily driven by allocations to shareholders offset by profit for the period.

On 30 September 2023, the Company's portfolio of treasury shares was 7,655,105 shares. On 24 October 2023, the portfolio of treasury shares was 8,216,900 shares.

The solvency ratio excluding non-controlling interests was 46.6% on 30 September 2023 (30 September 2022: 45.9%).

The development in equity since 1 January 2023 is specified below:

| (DKKm) | YTD 2023 | YTD 2022 |
|--|---------------|---------------|
| Equity at 1 January | 71,519 | 74,103 |
| Profit for the period (attributable to DSV shareholders) | 9,406 | 13,800 |
| Currency translation, foreign enterprises | (193) | 6,151 |
| Allocated to shareholders | (12,865) | (14,477) |
| Sale of treasury shares | 1,745 | 461 |
| Other equity movements | 567 | (35) |
| Equity end of period | 70,179 | 80,003 |

Net interest-bearing debt

Net interest-bearing debt amounted to DKK 32,333 million on 30 September 2023, compared to DKK 27,277 million on 30 September 2022. The increase can mainly be attributed to investment activities and an increase in leasing liabilities.

The gearing ratio was 1.4x on 30 September 2023, compared to 0.9x last year. We maintain a financial gearing ratio target (NIBD/EBITDA) of below 2.0x.

A new share buyback programme of DKK 2,500 million is initiated on 24 October 2023.

The weighted average duration of the Company's long-term bonds and drawn credit facilities was 8.0 years on 30 September 2023.

Invested capital and ROIC

The invested capital including goodwill and customer relationships amounted to DKK 99,791 million on 30 September 2023, compared to DKK 106,713 million on 30 September 2022. The decrease in invested capital was mainly a result of the lower net working capital and currency adjustments to goodwill.

Return on invested capital (including goodwill and customer relationships) was 17.9% for the rolling 12-month period ended 30 September 2023, compared to 24.7% for the same period last year. The decrease was mainly due to the decline in EBIT.

Excluding goodwill and customer relationships, return on invested capital was 75.7% for the rolling 12-month period ended 30 September 2023, compared to 98.7% for the same period last year.

Events after the reporting period

On 24 October 2023, we announced that DSV A/S ("DSV") and NEOM Company ("NEOM") are entering a multi-billion dollar exclusive transport and logistics joint venture to support the development of the projects taking shape in NEOM. Further details are provided in DSV Company Announcement No. 1064 and note 7 to the interim financial statements.

Outlook

Based on our performance in the first nine months of 2023 and our expectations for Q4 2023, we narrow the full-year outlook as follows:

- EBIT before special items is expected to be in the range of DKK 17,500-18,500 million (previously DKK 17,000-18,500 million).
- The effective tax rate is expected to be approximately 25.0%.

The outlook assumes that currency exchange rates will remain at current levels. As the geopolitical and macroeconomic environment remains uncertain, unforeseen changes may impact our financial results.

Air & Sea

The Air & Sea division operates a global network specialising in transportation of cargo by air and sea. The division offers both conventional freight forwarding services and tailored project cargo solutions.

In a market characterised by reduced volumes and significantly lower freight rates, the division saw a 24.5% decrease in gross profit and 35.7% decrease in EBIT before special items for the first nine months of 2023 (both in constant currencies). The decline was in line with expectations, and both profit margins and the absolute level of earnings for the division remained strong.

Income statement

| (DKKm) | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|------------------------------------|--------------|--------------|---------------|---------------|
| Divisional revenue | 21,912 | 45,339 | 71,118 | 138,508 |
| Direct costs | 15,702 | 36,204 | 51,127 | 111,161 |
| Gross profit | 6,210 | 9,135 | 19,991 | 27,347 |
| Other external expenses | 762 | 1,097 | 2,668 | 3,201 |
| Staff costs | 1,873 | 2,276 | 5,971 | 6,391 |
| EBITDA before special items | 3,575 | 5,762 | 11,352 | 17,755 |
| Amortisation and depreciation | 294 | 307 | 871 | 913 |
| EBIT before special items | 3,281 | 5,455 | 10,481 | 16,842 |

Key figures and ratios

| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|-------------------------------|---------|---------|----------|----------|
| Gross margin (%) | 28.3 | 20.1 | 28.1 | 19.7 |
| Operating margin (%) | 15.0 | 12.0 | 14.7 | 12.2 |
| Conversion ratio (%) | 52.8 | 59.7 | 52.4 | 61.6 |
| Employees (FTE) | | | 21,569 | 23,225 |
| Total invested capital (DKKm) | | | 63,754 | 75,057 |
| Net working capital (DKKm) | | | 414 | 9,493 |
| ROIC before tax (%) | | | 20.6 | 28.5 |

Market development

| DSV volume growth | Q3 2023 | YTD 2023 |
|----------------------|---------|----------|
| Air freight – tonnes | (14%) | (19%) |
| Sea freight – TEUs | (4%) | (8%) |

The global air and sea freight markets saw a decline in demand in the first nine months of 2023. This decline was mainly a result of the broader macroeconomic slowdown, shift in consumer behaviour (from goods to services) and actions to reduce inventory levels.

In Q3 2023, the freight markets saw a gradual improvement in volume growth compared to the first half of 2023. However, this

was mainly due to weaker comparative figures from Q3 2022, and not an underlying improvement in demand in 2023.

DSV's air volumes declined 19% in the first nine months of 2023. The weakest performance was seen in export volumes from APAC, mainly within the categories retail, high-tech and industrials.

As more passenger planes have returned to the market, more belly-space cargo capacity has become available. In combination with weak demand, this has led to overcapacity and declining air freight rates. During Q3, this was partly offset by higher fuel prices.

DSV's sea freight volumes were down 8% in the first nine

months of 2023, but only down by 4% in Q3 2023. The weakest growth rates were recorded on export volumes out of APAC.

As a result of lower demand, reduced congestion and the introduction of new capacity, sea freight rates have largely returned to pre-pandemic levels across all major trade lanes.

In the first nine months of 2023, we estimate that DSV's volume development – especially for air freight – was below the general market. In a highly competitive market, this underperformance can be attributed to our pricing discipline and focus on high-yield cargo.

In Q3 2023, we have reinforced our commercial efforts and are seeing positive results from this. Outgrowing the market continues to be our ambition, but always with focus on profitable growth.

Divisional revenue

The division's revenue amounted to DKK 71,118 million for the first nine months of 2023, compared to DKK 138,508 million for the same period last year, and was down 47.1% in constant currencies.

For Q3 2023, revenue amounted to DKK 21,912 million, compared to DKK 45,339 million for the same period last year. In constant currencies, revenue for the quarter was down 48.7%.

The development was driven by the significant decline in freight rates and lower volumes. The division's average revenue per unit for the first nine months of 2023 was 34.7% below last year for air and 46.5% below last year for sea.

Gross profit

For the first nine months of 2023, gross profit amounted to DKK 19,991 million, compared to DKK 27,347 million for the same period last year. In constant currencies, gross profit was down 24.5%.

For Q3 2023, gross profit amounted to DKK 6,210 million, compared to DKK 9,135 million for the same period last year. In constant currencies, gross profit for the quarter was down 27.7%.

The decline in gross profit was most significant for air freight, driven by both lower volumes and lower yields. The normalisation of gross profit yields compared to the record-high levels in 2022 is expected to continue into Q4 2023.

The division's gross margin was 28.1% for the first nine months of 2023, compared to 19.7% last year. The development was mainly due to the product mix and lower pass-through revenue compared to last year.

During the first nine months of 2023, the APAC region delivered the weakest development in gross profit due to declining export volumes and lower freight rates.

EBIT before special items

EBIT before special items came to DKK 10,481 million for the first nine months of 2023, compared to DKK 16,842 million for the same period last year. In constant currencies, EBIT declined 35.7%.

For Q3 2023, EBIT before special items amounted to DKK 3,281 million, compared to DKK 5,455 million for the same period last year. In constant currencies, EBIT before special items for the quarter was down 35.8%.

The decline in EBIT before special items was due to the drop in gross profit, which was partially offset by a reduced cost base. During 2023, various cost-saving initiatives have been put into effect, reducing both staff costs and other external costs.

The conversion ratio was 52.4% for the first nine months of 2023, compared to the extraordinary high ratio of 61.6% for the same period last year.

Net working capital

The Air & Sea division's net working capital came to DKK 414 million on 30 September 2023, compared to DKK 9,493 million on 30 September 2022. The significant reduction was mainly due to lower revenue.

Growth Air & Sea 2022 - 2023

| (DKKm) | Q3 2022 | Currency translation | Q3 2022 in constant currencies | Growth | Growth %* | Q3 2023 |
|---------------------------|---------|----------------------|--------------------------------|----------|-----------|---------|
| Divisional revenue | 45,339 | (2,599) | 42,740 | (20,828) | (48.7%) | 21,912 |
| Gross profit | 9,135 | (546) | 8,589 | (2,379) | (27.7%) | 6,210 |
| EBIT before special items | 5,455 | (346) | 5,109 | (1,828) | (35.8%) | 3,281 |

| (DKKm) | YTD 2022 | Currency translation | YTD 2022 in constant currencies | Growth | Growth %* | YTD 2023 |
|---------------------------|----------|----------------------|---------------------------------|----------|-----------|----------|
| Divisional revenue | 138,508 | (4,153) | 134,355 | (63,237) | (47.1%) | 71,118 |
| Gross profit | 27,347 | (853) | 26,494 | (6,503) | (24.5%) | 19,991 |
| EBIT before special items | 16,842 | (536) | 16,306 | (5,825) | (35.7%) | 10,481 |

* Growth in constant currencies

Air & Sea freight performance

| (DKKm) | Air freight | | | |
|-----------------------------|--------------|--------------|---------------|---------------|
| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
| Divisional revenue | 11,691 | 22,499 | 38,122 | 71,738 |
| Direct costs | 8,602 | 17,706 | 27,732 | 57,198 |
| Gross profit | 3,089 | 4,793 | 10,390 | 14,540 |
| Gross margin (%) | 26.4 | 21.3 | 27.3 | 20.3 |
| Volume (tonnes) | 324,436 | 375,990 | 968,604 | 1,189,495 |
| Gross profit per unit (DKK) | 9,521 | 12,748 | 10,727 | 12,224 |

| (DKKm) | Sea freight | | | |
|-----------------------------|--------------|--------------|--------------|---------------|
| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
| Divisional revenue | 10,221 | 22,840 | 32,996 | 66,770 |
| Direct costs | 7,100 | 18,498 | 23,395 | 53,963 |
| Gross profit | 3,121 | 4,342 | 9,601 | 12,807 |
| Gross margin (%) | 30.5 | 19.0 | 29.1 | 19.2 |
| Volume (TEUs) | 653,817 | 680,683 | 1,883,948 | 2,038,957 |
| Gross profit per unit (DKK) | 4,774 | 6,379 | 5,096 | 6,281 |

Road

The Road division is among the market leaders in Europe and furthermore has operations in North America, South Africa and in the Middle East. The division operates more than 23,000 trucks and offers full load, part load and groupage services through a network of more than 250 terminals.

For the first nine months of 2023, the Road division reported 0.6% growth in gross profit and a 1.4% decrease in EBIT before special items (both in constant currencies). The Road division performed well in a market with declining activity across most sectors.

Income statement

| (DKKm) | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|------------------------------------|--------------|--------------|--------------|--------------|
| Divisional revenue | 9,036 | 10,406 | 28,780 | 31,429 |
| Direct costs | 7,112 | 8,417 | 22,857 | 25,428 |
| Gross profit | 1,924 | 1,989 | 5,923 | 6,001 |
| Other external expenses | 354 | 342 | 1,084 | 1,056 |
| Staff costs | 838 | 895 | 2,658 | 2,670 |
| EBITDA before special items | 732 | 752 | 2,181 | 2,275 |
| Amortisation and depreciation | 210 | 227 | 639 | 686 |
| EBIT before special items | 522 | 525 | 1,542 | 1,589 |

Key figures and ratios

| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|-------------------------------|---------|---------|----------|----------|
| Gross margin (%) | 21.3 | 19.1 | 20.6 | 19.1 |
| Operating margin (%) | 5.8 | 5.0 | 5.4 | 5.1 |
| Conversion ratio (%) | 27.1 | 26.4 | 26.0 | 26.5 |
| Employees (FTE) | | | 16,642 | 16,496 |
| Total invested capital (DKKm) | | | 12,377 | 11,586 |
| Net working capital (DKKm) | | | 991 | (256) |
| ROIC before tax (%) | | | 16.6 | 18.3 |

Market development

As a result of reduced activity and destocking across multiple industries, road market volumes declined in the first nine months of 2023 compared to the same period last year.

The weakened demand has gradually resulted in more available capacity and lower freight rates.

Divisional revenue

The division's revenue amounted to DKK 28,780 million for the first nine months of 2023, compared to DKK 31,429 million for the same period last year. In constant currencies, revenue for the period declined 6.6%.

For Q3 2023, revenue amounted to DKK 9,036 million, compared to DKK 10,406 million for the same period last year.

In constant currencies, revenue for the quarter was down 10.9%.

The decline in revenue was due to both lower activity levels and lower freight rates compared to the previous year.

Gross profit

For the first nine months of 2023, gross profit totalled DKK 5,923 million, compared to DKK 6,001 million for the same period last year. In constant currencies, growth for the period was 0.6%.

For Q3 2023, gross profit amounted to DKK 1,924 million, compared to DKK 1,989 million for the same period last year. In constant currencies, gross profit for the quarter was down 1.1%.

The division's gross margin was 20.6% for the first nine months of 2023, compared to 19.1% for the same period last year. The gross margin can be contributed to disciplined cost control initiatives on direct cost and efficient utilisation of the network. The division maintains its focus on developing and growing its European groupage operations, which carry higher gross margin than full-load and domestic shipments.

EBIT before special items

EBIT before special items was DKK 1,542 million for the first nine months, compared to DKK 1,589 million for the same period last year. In constant currencies, EBIT before special items for the period decreased 1.4%.

For Q3 2023, EBIT before special items amounted to DKK 522 million, compared to DKK 525 million for the same period last

year. In constant currencies, EBIT before special items for the quarter was up 1.4%.

The best EBIT performance was achieved in Europe.

The conversion ratio came to 26.0% for the first nine months of 2023, compared to 26.5% for the same period last year. The cost base for the first nine months of 2023 was impacted by inflation but offset by the division's continued focus on productivity.

Net working capital

The Road division's net working capital was DKK 991 million on 30 September 2023, compared to a negative DKK 256 million on 30 September 2022. The development was due to an increase in funds tied up in property projects.

Growth Road 2022 - 2023

| (DKKm) | Q3 2022 | Currency translation | Q3 2022 in constant currencies | Growth | Growth %* | Q3 2023 |
|---------------------------|---------|----------------------|--------------------------------|---------|-----------|---------|
| Divisional revenue | 10,406 | (261) | 10,145 | (1,109) | (10.9%) | 9,036 |
| Gross profit | 1,989 | (44) | 1,945 | (21) | (1.1%) | 1,924 |
| EBIT before special items | 525 | (10) | 515 | 7 | 1.4% | 522 |

| (DKKm) | YTD 2022 | Currency translation | YTD 2022 in constant currencies | Growth | Growth %* | YTD 2023 |
|---------------------------|----------|----------------------|---------------------------------|---------|-----------|----------|
| Divisional revenue | 31,429 | (607) | 30,822 | (2,042) | (6.6%) | 28,780 |
| Gross profit | 6,001 | (113) | 5,888 | 35 | 0.6% | 5,923 |
| EBIT before special items | 1,589 | (25) | 1,564 | (22) | (1.4%) | 1,542 |

* Growth in constant currencies

Solutions

The Solutions division offers warehousing and logistics services globally and controls more than 500 logistics facilities. The service portfolio includes freight management, customs clearance, order management and e-commerce solutions.

For the first nine months of 2023, the Solutions division reported an EBIT of DKK 1,745 million, compared to DKK 2,155 million for the same period last year. The development was mostly due to reduced activity levels – especially in the first part of 2023 – as well as an increase in the cost base due to expansion of the division's warehouse capacity. Profit margins and the absolute level of earnings for the division remained strong.

Income statement

| (DKKm) | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|------------------------------------|--------------|--------------|--------------|--------------|
| Divisional revenue | 5,538 | 5,841 | 17,061 | 18,185 |
| Direct costs | 3,157 | 3,516 | 10,022 | 11,214 |
| Gross profit | 2,381 | 2,325 | 7,039 | 6,971 |
| Other external expenses | 453 | 448 | 1,326 | 1,276 |
| Staff costs | 599 | 600 | 1,800 | 1,677 |
| EBITDA before special items | 1,329 | 1,277 | 3,913 | 4,018 |
| Amortisation and depreciation | 745 | 664 | 2,168 | 1,863 |
| EBIT before special items | 584 | 613 | 1,745 | 2,155 |

Key figures and ratios

| | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|-------------------------------|---------|---------|----------|----------|
| Gross margin (%) | 43.0 | 39.8 | 41.3 | 38.3 |
| Operating margin (%) | 10.5 | 10.5 | 10.2 | 11.9 |
| Conversion ratio (%) | 24.5 | 26.4 | 24.8 | 30.9 |
| Employees (FTE) | | | 32,506 | 32,588 |
| Total invested capital (DKKm) | | | 25,038 | 23,551 |
| Net working capital (DKKm) | | | 2,076 | 1,546 |
| ROIC before tax (%) | | | 9.4 | 13.6 |

Market development

In the first nine months of 2023, we estimate that the contract logistics market decreased by low single digits, mainly due to weak demand in the retail and industrial sectors.

Warehouse occupation decreased compared to last year, especially as Europe and APAC regions experience a downtrend in activity.

Divisional revenue

The division's revenue was DKK 17,061 million for the first nine months of 2023, compared to DKK 18,185 million for the same period of 2022. In constant currencies, revenue decreased 3.4%.

For Q3 2023, revenue amounted to DKK 5,538 million, compared to DKK 5,841 million for the same period last year. In constant currencies, revenue for the quarter was down 0.8%.

Activity measured by number of order lines handled decreased slightly for the first nine months of 2023 but stabilised in Q3 2023.

During the first nine months of 2023, the Americas region achieved growth in revenue, whereas both EMEA and APAC recorded lower revenue.

Gross profit

For the first nine months of 2023, gross profit was DKK 7,039 million, compared to DKK 6,971 million for the same period of 2022. In constant currencies, growth for the period was 4.0%.

For Q3 2023, gross profit amounted to DKK 2,381 million, compared to DKK 2,325 million for the same period last year. Growth for the quarter was 7.6%.

The division's gross margin was 41.3% for the first nine months of 2023, compared to 38.3% for the same period last year.

The division's strategy of consolidating into large and efficient warehouses (campuses) and implementing warehouse automation was a key driver behind the improved gross margin.

EBIT before special items

EBIT before special items was DKK 1,745 million for the first nine months of 2023, compared to DKK 2,155 million for the same period of 2022, and was down by 16.9% in constant currencies.

For Q3 2023, EBIT before special items was DKK 584 million, compared to DKK 613 million for the same period last year. In constant currencies, EBIT before special items for the quarter was on the same level as last year.

The conversion ratio was 24.8% for the first nine months of 2023, compared to 30.9% for the same period last year.

During the first nine months of 2023, the cost base was impacted by general cost inflation and expansion of warehouse capacity, leading to higher depreciations on lease assets. As the added capacity is not yet fully utilised, the division is currently operating with a warehouse utilisation rate slightly below previous year, which has a dilutive effect on the conversion ratio. Furthermore, 2022 was an exceptionally strong year for the division with high warehouse utilisation rates and elevated activity levels.

Net working capital

The division's net working capital came to DKK 2,076 million on 30 September 2023, compared to DKK 1,546 million on 30 September 2022. The increase is due to increased funds tied up in property projects.

Growth Solutions 2022 - 2023

| (DKKm) | Q3 2022 | Currency translation | Q3 2022 in constant currencies | Growth | Growth %* | Q3 2023 |
|---------------------------|---------|----------------------|--------------------------------|--------|-----------|---------|
| Divisional revenue | 5,841 | (260) | 5,581 | (43) | (0.8%) | 5,538 |
| Gross profit | 2,325 | (112) | 2,213 | 168 | 7.6% | 2,381 |
| EBIT before special items | 613 | (29) | 584 | (0) | (0.1%) | 584 |

| (DKKm) | YTD 2022 | Currency translation | YTD 2022 in constant currencies | Growth | Growth %* | YTD 2023 |
|---------------------------|----------|----------------------|---------------------------------|--------|-----------|----------|
| Divisional revenue | 18,185 | (531) | 17,654 | (593) | (3.4%) | 17,061 |
| Gross profit | 6,971 | (202) | 6,769 | 270 | 4.0% | 7,039 |
| EBIT before special items | 2,155 | (56) | 2,099 | (354) | (16.9%) | 1,745 |

* Growth in constant currencies

Interim financial statements

Income statement

| (DKKm) | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|--|---------------|---------------|---------------|---------------|
| Revenue | 35,576 | 60,560 | 114,257 | 184,434 |
| Direct costs | 24,927 | 47,022 | 80,886 | 143,941 |
| Gross profit | 10,649 | 13,538 | 33,371 | 40,493 |
| Other external expenses | 1,113 | 1,431 | 3,688 | 4,058 |
| Staff costs | 3,812 | 4,333 | 11,996 | 12,284 |
| Operating profit before amortisation and depreciation (EBITDA) before special items | 5,724 | 7,774 | 17,687 | 24,151 |
| Amortisation and depreciation | 1,328 | 1,268 | 3,914 | 3,696 |
| Operating profit (EBIT) before special items | 4,396 | 6,506 | 13,773 | 20,455 |
| Special items, costs | - | 456 | - | 1,117 |
| Financial income | 25 | 83 | 284 | 226 |
| Financial expenses | 654 | 189 | 1,431 | 1,177 |
| Profit before tax | 3,767 | 5,944 | 12,626 | 18,387 |
| Tax on profit for the period | 959 | 1,518 | 3,156 | 4,505 |
| Profit for the period | 2,808 | 4,426 | 9,470 | 13,882 |
| <i>Profit for the period attributable to:</i> | | | | |
| Shareholders of DSV A/S | 2,778 | 4,390 | 9,406 | 13,800 |
| Non-controlling interests | 30 | 36 | 64 | 82 |
| <i>Earnings per share:</i> | | | | |
| Earnings per share of DKK 1 for the period | 13.1 | 19.4 | 43.8 | 60.1 |
| Diluted earnings per share of DKK 1 for the period | 13.0 | 19.2 | 43.4 | 59.2 |

Statement of comprehensive income

| (DKKm) | Q3 2023 | Q3 2022 | YTD 2023 | YTD 2022 |
|--|--------------|--------------|--------------|---------------|
| Profit for the period | 2,808 | 4,426 | 9,470 | 13,882 |
| <i>Items that may be reclassified to the income statement when certain conditions are met:</i> | | | | |
| Net foreign exchange differences recognised in OCI | 1,063 | 2,047 | (189) | 6,171 |
| Fair value adjustments of hedging instruments | (3) | (20) | (11) | (24) |
| Fair value adjustments of hedging instruments transferred to financial expenses | (8) | 8 | (5) | 7 |
| Tax on items reclassified to the income statement | 1 | 9 | 3 | 4 |
| <i>Items that will not be reclassified to the income statement:</i> | | | | |
| Actuarial gains/(losses) | 67 | (221) | 177 | 424 |
| Tax on items that will not be reclassified | (15) | 41 | (47) | (102) |
| Other comprehensive income, net of tax | 1,105 | 1,864 | (72) | 6,480 |
| Total comprehensive income | 3,913 | 6,290 | 9,398 | 20,362 |
| <i>Total comprehensive income attributable to:</i> | | | | |
| Shareholders of DSV A/S | 3,879 | 6,243 | 9,330 | 20,260 |
| Non-controlling interests | 34 | 47 | 68 | 102 |
| Total | 3,913 | 6,290 | 9,398 | 20,362 |

Cash flow statement

| (DKKm) | YTD 2023 | YTD 2022 |
|---|-----------------|-----------------|
| Operating profit before amortisation and depreciation (EBITDA) before special items | 17,687 | 24,151 |
| <i>Adjustments:</i> | | |
| Share-based payments | 195 | 148 |
| Change in provisions | (284) | (331) |
| Change in working capital | 2,208 | 12 |
| Special items, paid | (263) | (523) |
| Interest received | 284 | 226 |
| Interest paid, lease liabilities | (623) | (518) |
| Interest paid, other | (543) | (518) |
| Income tax paid | (4,162) | (3,154) |
| Cash flow from operating activities | 14,499 | 19,493 |
| Purchase of intangible assets | (323) | (220) |
| Purchase of property, plant and equipment | (1,539) | (795) |
| Disposal of property, plant and equipment | 763 | 580 |
| Acquisition of subsidiaries and activities | (607) | - |
| Change in other financial assets | 42 | (60) |
| Cash flow from investing activities | (1,664) | (495) |
| Free cash flow | 12,835 | 18,998 |
| Proceeds from borrowings | 121 | 4,322 |
| Repayment of borrowings | (365) | (2,466) |
| Repayment of lease liabilities | (2,902) | (2,758) |
| Other financial liabilities incurred | 95 | (129) |
| <i>Transactions with shareholders:</i> | | |
| Dividends distributed to shareholders of DSV A/S | (1,424) | (1,320) |
| Purchase of treasury shares | (11,441) | (13,157) |
| Sale of treasury shares | 1,745 | 461 |
| Other transactions with shareholders | (5) | 23 |
| Cash flow from financing activities | (14,176) | (15,024) |
| Cash flow for the period | (1,341) | 3,974 |
| Cash and cash equivalents 1 January | 10,160 | 8,299 |
| Cash flow for the period | (1,341) | 3,974 |
| Currency translation | (223) | 613 |
| Cash and cash equivalents end of period | 8,596 | 12,886 |
| The cash flow statement cannot be directly derived from the balance sheet and income statement. | | |
| Statement of adjusted free cash flow | YTD 2023 | YTD 2022 |
| Free cash flow | 12,835 | 18,998 |
| Acquisition of subsidiaries and activities (reversed) | 607 | - |
| Special items (reversed) | 263 | 523 |
| Repayment of lease liabilities | (2,902) | (2,758) |
| Adjusted free cash flow | 10,803 | 16,763 |

Balance sheet – Assets

| (DKKm) | 30.09.2023 | 31.12.2022 | 30.09.2022 |
|---------------------------------|----------------|----------------|----------------|
| Intangible assets | 78,106 | 77,674 | 81,248 |
| Right-of-use assets | 15,862 | 14,694 | 14,134 |
| Property, plant and equipment | 6,420 | 6,284 | 6,394 |
| Other receivables | 2,202 | 2,461 | 2,705 |
| Deferred tax assets | 3,242 | 3,494 | 3,084 |
| Total non-current assets | 105,832 | 104,607 | 107,565 |
| Trade receivables | 22,010 | 32,387 | 39,428 |
| Contract assets | 5,466 | 5,785 | 8,392 |
| Inventories | 4,146 | 1,889 | 1,198 |
| Other receivables | 4,564 | 4,179 | 4,628 |
| Cash and cash equivalents | 8,596 | 10,160 | 12,886 |
| Assets held for sale | 59 | 38 | 40 |
| Total current assets | 44,841 | 54,438 | 66,572 |
| Total assets | 150,673 | 159,045 | 174,137 |

Balance sheet – Equity and liabilities

| (DKKm) | 30.09.2023 | 31.12.2022 | 30.09.2022 |
|--|----------------|----------------|----------------|
| Share capital | 219 | 219 | 234 |
| Reserves | 707 | 919 | 5,820 |
| Retained earnings | 69,253 | 70,381 | 73,949 |
| DSV A/S shareholders' share of equity | 70,179 | 71,519 | 80,003 |
| Non-controlling interests | 270 | 222 | 226 |
| Total equity | 70,449 | 71,741 | 80,229 |
| Lease liabilities | 14,341 | 13,190 | 12,588 |
| Borrowings | 20,023 | 21,398 | 21,389 |
| Pensions and other post-employment benefit plans | 996 | 1,183 | 428 |
| Provisions | 3,829 | 4,260 | 3,738 |
| Deferred tax liabilities | 630 | 504 | 536 |
| Total non-current liabilities | 39,819 | 40,535 | 38,679 |
| Lease liabilities | 3,736 | 3,577 | 3,536 |
| Borrowings | 1,969 | 814 | 2,352 |
| Trade payables | 12,794 | 14,992 | 16,796 |
| Accrued cost of services | 8,814 | 12,085 | 14,257 |
| Provisions | 2,093 | 2,407 | 2,315 |
| Other payables | 9,300 | 9,640 | 11,643 |
| Tax payables | 1,699 | 3,254 | 4,330 |
| Total current liabilities | 40,405 | 46,769 | 55,229 |
| Total liabilities | 80,224 | 87,304 | 93,908 |
| Total equity and liabilities | 150,673 | 159,045 | 174,137 |

Statement of changes in equity at 30 September 2023

Attributable to shareholders of DSV A/S

| (DKKm) | Share capital | Reserves | Retained earnings | Total | Non-controlling interests | Total equity |
|--|---------------|----------|-------------------|----------|---------------------------|--------------|
| Equity at 1 January 2023 | 219 | 919 | 70,381 | 71,519 | 222 | 71,741 |
| Profit for the period | - | - | 9,406 | 9,406 | 64 | 9,470 |
| Other comprehensive income, net of tax | - | (206) | 130 | (76) | 4 | (72) |
| Total comprehensive income for the period | - | (206) | 9,536 | 9,330 | 68 | 9,398 |
| <i>Transactions with shareholders and non-controlling interests:</i> | | | | | | |
| Share-based payments | - | - | 195 | 195 | - | 195 |
| Tax on share-based payments | - | - | 240 | 240 | - | 240 |
| Dividends distributed | - | - | (1,424) | (1,424) | (25) | (1,449) |
| Purchase of treasury shares | - | (9) | (11,432) | (11,441) | - | (11,441) |
| Sale of treasury shares | - | 3 | 1,742 | 1,745 | - | 1,745 |
| Dividends on treasury shares | - | - | 19 | 19 | - | 19 |
| Other adjustments | - | - | (4) | (4) | 5 | 1 |
| Total equity transactions | - | (6) | (10,664) | (10,670) | (20) | (10,690) |
| Equity at 30 September 2023 | 219 | 707 | 69,253 | 70,179 | 270 | 70,449 |

Statement of changes in equity at 30 September 2022

Attributable to shareholders of DSV A/S

| (DKKm) | Share capital | Reserves | Retained earnings | Total | Non-controlling interests | Total equity |
|--|---------------|----------|-------------------|----------|---------------------------|--------------|
| Equity at 1 January 2022 | 240 | (356) | 74,219 | 74,103 | 175 | 74,278 |
| Profit for the period | - | - | 13,800 | 13,800 | 82 | 13,882 |
| Other comprehensive income, net of tax | - | 6,189 | 271 | 6,460 | 20 | 6,480 |
| Total comprehensive income for the period | - | 6,189 | 14,071 | 20,260 | 102 | 20,362 |
| <i>Transactions with shareholders and non-controlling interests:</i> | | | | | | |
| Share-based payments | - | - | 148 | 148 | - | 148 |
| Tax on share-based payments | - | - | (537) | (537) | - | (537) |
| Dividends distributed | - | - | (1,320) | (1,320) | (56) | (1,376) |
| Purchase of treasury shares | - | (12) | (13,145) | (13,157) | - | (13,157) |
| Sale of treasury shares | - | 2 | 459 | 461 | - | 461 |
| Capital increase | - | - | - | - | (1) | (1) |
| Capital reduction | (6) | 6 | - | - | - | - |
| Dividends on treasury shares | - | - | 43 | 43 | - | 43 |
| Other adjustments | - | - | 2 | 2 | 6 | 8 |
| Total equity transactions | (6) | (4) | (14,350) | (14,360) | (51) | (14,411) |
| Equity at 30 September 2022 | 234 | 5,829 | 73,940 | 80,003 | 226 | 80,229 |

Notes to the interim financial statements

1 Accounting policies

This Interim Financial Report has been prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the European Union and additional disclosure requirements for listed companies under the Danish Financial Statements Act.

Accounting policies applied in preparing the Interim Financial Report are consistent with those applied in preparing the DSV Annual Report 2022. The DSV Annual Report 2022 provides a full description of the Group's accounting policies.

Changes in accounting policies

The DSV Group has implemented amendments to the International Financial Reporting Standards (IFRS) effective as of 1 January 2023 as adopted by the European Union.

None of the amendments implemented have had any material impact on the Group's financial statements and notes to the interim financial statements.

2 Management judgements and estimates

In preparing the Interim Financial Statements, Management makes various accounting estimates and judgements that affect

the reported amounts and disclosures in the statements and in the notes to the financial statements. These are based on professional experience, historical data and other factors available to Management.

By nature, a degree of uncertainty is involved when carrying out these judgements and estimates, hence actual results may deviate from the assessments made at the reporting date. Judgements and estimates are continuously evaluated, and the effects of any changes are recognised in the relevant period.

Primary financial statement items in which more significant accounting estimates are applied are listed in Chapter 1 of the Notes to the 2022 DSV Annual Report.

3 New accounting regulations

The IASB has issued a number of new standards and amendments not yet in effect or endorsed by the EU and therefore not relevant for the preparation of the Q3 2023 Interim Financial Report.

None of those are currently expected to carry any significant impact on the financial statements of the DSV Group when implemented.

4 Segment information

| (DKKm) | Air & Sea | | Road | | Solutions | | Non-allocated items and eliminations | | Total | |
|---|---------------|----------------|---------------|---------------|---------------|---------------|--------------------------------------|----------------|----------------|----------------|
| | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 |
| <i>Condensed income statement</i> | | | | | | | | | | |
| Revenue | 70,726 | 137,154 | 26,737 | 29,367 | 16,538 | 17,837 | 256 | 76 | 114,257 | 184,434 |
| Intercompany revenue | 392 | 1,354 | 2,043 | 2,062 | 523 | 348 | (2,958) | (3,764) | - | - |
| Divisional revenue | 71,118 | 138,508 | 28,780 | 31,429 | 17,061 | 18,185 | (2,702) | (3,688) | 114,257 | 184,434 |
| Direct costs | 51,127 | 111,161 | 22,857 | 25,428 | 10,022 | 11,214 | (3,120) | (3,862) | 80,886 | 143,941 |
| Gross profit | 19,991 | 27,347 | 5,923 | 6,001 | 7,039 | 6,971 | 418 | 174 | 33,371 | 40,493 |
| Other external expenses | 2,668 | 3,201 | 1,084 | 1,056 | 1,326 | 1,276 | (1,390) | (1,475) | 3,688 | 4,058 |
| Staff costs | 5,971 | 6,391 | 2,658 | 2,670 | 1,800 | 1,677 | 1,567 | 1,546 | 11,996 | 12,284 |
| Operating profit before amortisation, depreciation (EBITDA) before special items | 11,352 | 17,755 | 2,181 | 2,275 | 3,913 | 4,018 | 241 | 103 | 17,687 | 24,151 |
| Amortisation and depreciation | 871 | 913 | 639 | 686 | 2,168 | 1,863 | 236 | 234 | 3,914 | 3,696 |
| Operating profit (EBIT) before special items | 10,481 | 16,842 | 1,542 | 1,589 | 1,745 | 2,155 | 5 | (131) | 13,773 | 20,455 |
| <i>Condensed balance sheet</i> | | | | | | | | | | |
| Total assets | 82,478 | 104,886 | 25,220 | 24,767 | 32,135 | 30,242 | 10,840 | 14,242 | 150,673 | 174,137 |
| Total liabilities | 53,281 | 78,190 | 18,571 | 18,485 | 25,012 | 23,999 | (16,640) | (26,766) | 80,224 | 93,908 |

5 Revenue

Sale of services by geographical segment:

| (DKKkM) | EMEA | | Americas | | APAC | | Total | |
|--------------------------------------|---------------|---------------|--------------|---------------|--------------|---------------|---------------|---------------|
| | Q3 2023 | Q3 2022 | Q3 2023 | Q3 2022 | Q3 2023 | Q3 2022 | Q3 2023 | Q3 2022 |
| Air services | 4,754 | 7,509 | 3,195 | 7,018 | 3,742 | 7,972 | 11,691 | 22,499 |
| Sea services | 4,828 | 11,139 | 3,441 | 8,017 | 1,952 | 3,684 | 10,221 | 22,840 |
| Road services | 8,190 | 9,345 | 846 | 1,061 | - | - | 9,036 | 10,406 |
| Solutions services | 3,522 | 3,801 | 1,222 | 1,155 | 794 | 885 | 5,538 | 5,841 |
| Total | 21,294 | 31,794 | 8,704 | 17,251 | 6,488 | 12,541 | 36,486 | 61,586 |
| Non-allocated items and eliminations | | | | | | | (910) | (1,026) |
| Total revenue | | | | | | | 35,576 | 60,560 |

| (DKKkM) | EMEA | | Americas | | APAC | | Total | |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 | YTD 2023 | YTD 2022 |
| Air services | 15,711 | 22,845 | 11,362 | 22,481 | 11,049 | 26,412 | 38,122 | 71,738 |
| Sea services | 16,053 | 33,011 | 10,982 | 22,489 | 5,961 | 11,270 | 32,996 | 66,770 |
| Road services | 26,130 | 28,311 | 2,650 | 3,118 | - | - | 28,780 | 31,429 |
| Solutions services | 11,064 | 12,409 | 3,550 | 3,156 | 2,447 | 2,620 | 17,061 | 18,185 |
| Total | 68,958 | 96,576 | 28,544 | 51,244 | 19,457 | 40,302 | 116,959 | 188,122 |
| Non-allocated items and eliminations | | | | | | | (2,702) | (3,688) |
| Total revenue | | | | | | | 114,257 | 184,434 |

6 Financial instruments – fair value hierarchy

DSV has no financial instruments measured at fair value based on level 1 input or level 3 input. The fair value of derivative financial instruments is determined based on level 2 input. The fair value of issued bonds measured at amortised cost is within level 1 of the fair value hierarchy.

Other financial instruments are considered to have a carrying value equal to fair value.

| (DKKkM) | 30 September 2023 | | 31 December 2022 | |
|--|-------------------|------------|------------------|------------|
| | Carrying amount | Fair value | Carrying amount | Fair value |
| <i>Financial assets:</i> | | | | |
| Currency derivatives | - | - | 93 | 93 |
| Trade receivables | 22,010 | 22,010 | 32,387 | 32,387 |
| Other receivables | 6,766 | 6,766 | 6,640 | 6,640 |
| Cash and cash equivalents | 8,596 | 8,596 | 10,160 | 10,160 |
| Financial assets measured at amortised costs | 37,372 | 37,372 | 49,187 | 49,187 |
| <i>Financial liabilities:</i> | | | | |
| Currency derivatives | 79 | 79 | - | - |
| Issued bonds measured at amortised cost | 21,512 | 17,199 | 21,377 | 16,615 |
| Overdraft and credit facilities | 476 | 476 | 829 | 829 |
| Trade payables | 12,794 | 12,794 | 14,992 | 14,992 |
| Financial liabilities measured at amortised cost | 34,782 | 30,469 | 37,198 | 32,436 |

7 Significant events after the reporting period

On 24 October 2023, we announced that DSV A/S (“DSV”) and NEOM Company (“NEOM”) are entering a multi-billion dollar exclusive transport and logistics joint venture. NEOM will hold 51% of the joint venture with DSV holding the remaining 49%. DSV will appoint the Managing Director and be responsible for the daily operations. Completion of the partnership is awaiting customary regulatory approvals, which are expected to be obtained in the second quarter of 2024.

The business plan for the joint venture is expected to require a USD 10 billion gross investment. In accordance with the business plan, the total shareholder funding commitment up and until 31 December 2031 is USD 5 billion. NEOM and DSV commits to provide funding to realise the business plan pro rata to their respective shareholdings.

It is not expected that the joint venture will have any material financial impact on DSV for the financial year 2023.

Further details are provided in DSV Company Announcement No. 1064.

Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today considered and adopted the Interim Financial Report of DSV A/S for the nine-month period ended 30 September 2023.

The Interim Financial Report, which has not been audited or reviewed by the Company auditor, has been prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the European Union and additional requirements in accordance with the Danish Financial Statements Act.

In our opinion, the Interim Financial Statements give a true and fair view of the Group's assets, equity, liabilities and financial position at 30 September 2023 and of the results of the Group's activities and the cash flow for the nine-month period ended 30 September 2023.

We also find that the Management's commentary provides a fair statement of developments in the activities and financial situation of the Group, financial results for the period, the general financial position of the Group and a description of the major risks and elements of uncertainty faced by the Group. Aside from the disclosures in the Interim Financial Report, no changes in the Group's most significant risks and uncertainties have occurred relative to the disclosures in the Annual Report for 2022.

Hedehusene, 24 October 2023

Executive Board:

Jens Bjørn Andersen
CEO

Jens H. Lund
COO and Vice CEO

Michael Ebbe
CFO

Board of Directors:

Thomas Plenborg
Chairman

Jørgen Møller
Deputy Chairman

Marie-Louise Aamund

Beat Walti

Niels Smedegaard

Tarek Sultan
Al-Essa

Benedikte Leroy

Helle Østergaard
Kristiansen