

Accelerating organic growth



Result of acquiring companies and new capabilities

Quoted tenders¹

X3

Expanded tender scope²

+35%

Number of **enterprise accounts**³

7

In 2019

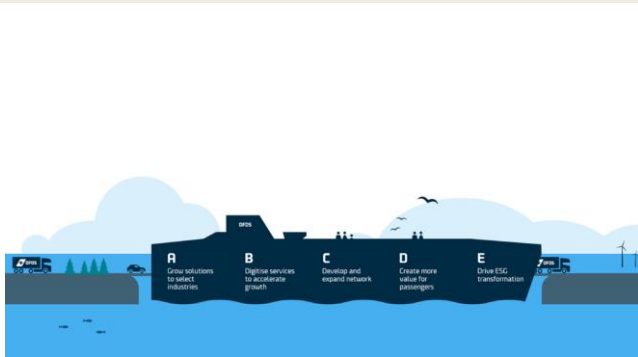
23

In 2023

1. Comparing number of quoted tenders in 2019 versus 2023/YTD
2. Comparing total quoted revenue in 2019 versus 2023/YTD
3. Industry accounts with a yearly turnover >10 mEUR

From select industry focus to multi-industry approach

2019



2019, Win23 launched - Pillar A focusing on growing selected Industries:

- Automotive
- Forest & Metal
- Cold chain

52% of Industry revenue in above industries

2023-



2023 →

- Enterprise and Strategic account model
- Expansion to multi-industry approach with new entries

Monster Energy

Established in 2002, Monster Energy mostly known for its involvement in high energy sports via endorsements and sponsorships, Monster Energy is today available across Europe.



Monster Energy business development with DFDS



Danish Crown

Danish Crown is one of the world's largest exporters and one of Europe's largest producers of pork.

Danish Crown has production in Denmark, UK, several European countries and China, and has market access to more than 130 countries around the world.

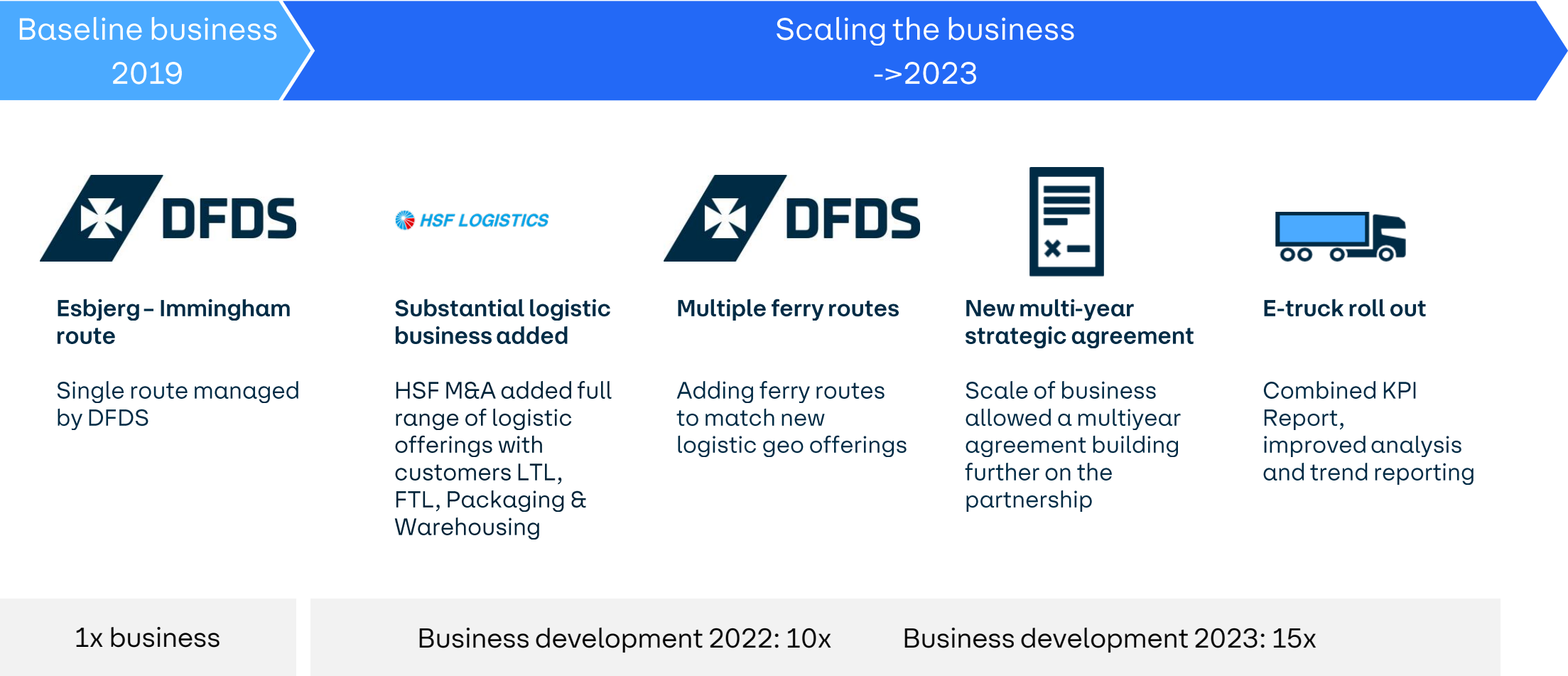
Danish Crown has been a DFDS partner for years.



13 December 2023

DFDS

Danish Crown business development with DFDS



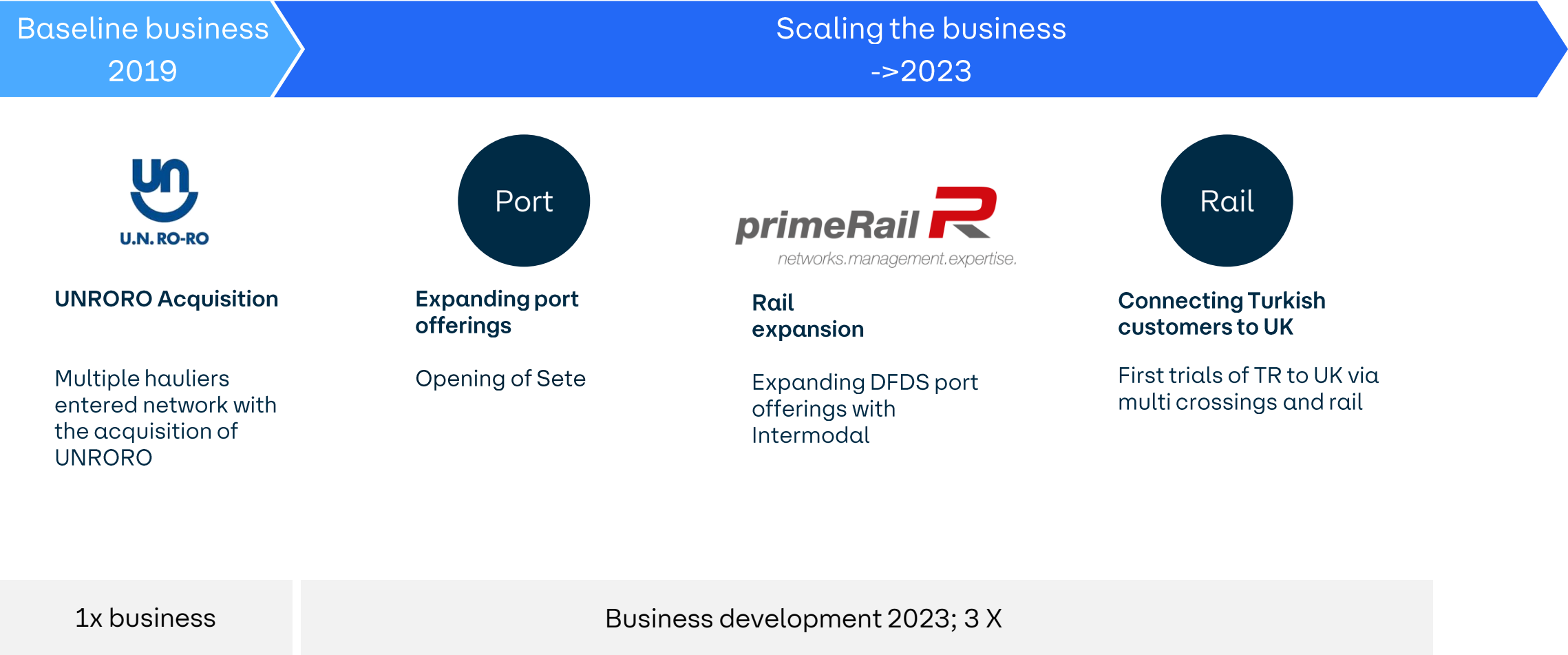
SARP Intermodal

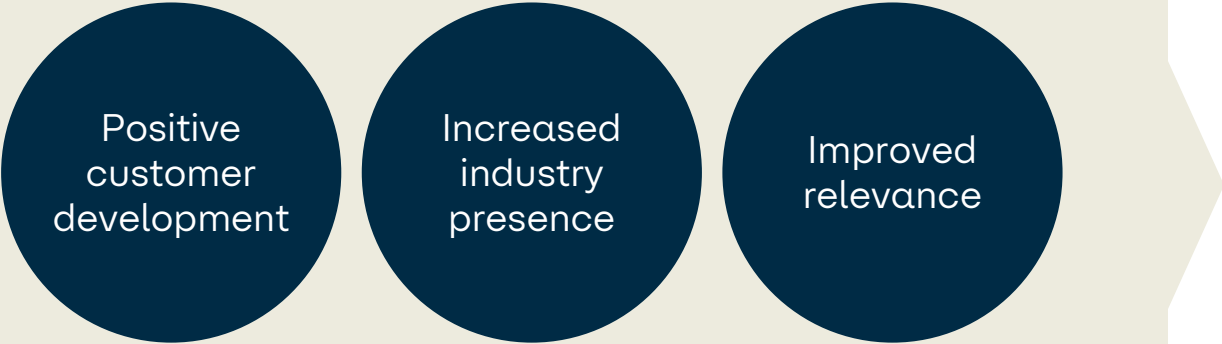
Sarp Intermodal is the first Turkish company established to offer intermodal transportation.

Since the first day (2014) Sarp Intermodal has expanded the range of services, and provide solutions for customer needs in transportation, warehousing and customs procedures.



SARP Intermodal business development with DFDS





Positive
customer
development

Increased
industry
presence

Improved
relevance

Future priorities of strategic partnerships

- Product/service expansion
- Sustainability
- Digitalisation
- Continuous improvement

Q&A