1 November 2007

2007 nine months results presentation

2007 Nine Months Review

PANALPINA
on 6 continents

A PASSION FOR SOLUTIONS

Freight Forwarding | Supply Chain Management | Special Competencies

Executive summary

Group performance (CHFm)

Net forwarding rev.	Gross profit	EBITDA	Net earnings
6'287.4 (+11.6%)	1'352.7 (+16.4%)	272.5 (+33.3%)	158.8 (+33.4%)

Comment

Strong YTD 2007 performance with bottom line expanding faster than top line due to efficiency gains across all trade lanes.

Business units

YTD growth in %	Air	Ocean	SCM
Volumes	+8.7%	+15.1%	
Gross profit	+19.6%	+8.5%	+21.0%

Comment

Volume growth outpaced the market in both air and ocean freight. Gross profit could be significantly increased in all three segments.

Regional performance

All regions delivered solid performance, including Latam which saw a very pleasant increase in overall business. Further strong growth came especially from Europe, China, India and the Middle East.

Verticals performance

Very strong and new business generated especially in our Telecom and Automotive verticals as well as good project business have all contributed to a further expansion in margins.

YTD 2007 performance vs. guidance

Market trends (short-term)

- No slowdown of world economy visible, but regional differences (e.g. Europe vs. USA).
- Air freight market picking up comfortably in Q3, compensating for the relatively weak H1.
- Ocean freight market developing very dynamically with start of peak season.
- Air freight rates have a tendency to slightly increase towards year-end.
- Ocean freight rates increasing further especially Asia outbound but to a lesser extent than in H1.

Guidance vs. actual

	Jan-Sep 2006	Jan-Sep 2007	Guidance 2007
Gross profit growth	+13.6%	+16.4%	≥ 9%
EBITDA / GP margin	15.9%	20.1%*	20 – 22%
NWC intensity	4.2%	4.3%	4 – 5%
Tax rate	22.3%	24.1%	~25%

*21.0% excluding non-recurring items

Consolidated income statement summary

in CHFm	Jan-Sept 2006	Jan-Sept 2007	Change
Net forwarding revenue	5'636.3	6'287.4	*+11.6%*
Gross profit	1'162.3	1'352.7	*+16.4%*
GP margin on NFR	*20.6%*	*21.5%*	*+90 basis points*
EBITDA (reported)	204.5	272.5	*+33.3%*
EBITDA[1] (normalized)	204.5	271.5	*+32.8%*
Normalized EBITDA margin on GP	*17.6%*	*20.1%*	*+250 basis points*
EBIT (reported)	168.6	224.4	*+33.1%*
EBIT[2] (normalized)	168.5	223.4	*+32.6%*
Normalized EBIT[2] margin on GP	*14.5%*	*16.5%*	*+200 basis points*
Net earnings	119.1	158.8	*+33.4%*

(1) Excluding impact of gains on sales of assets
(2) Excluding impact of gains on sales of assets and impairment of financial assets

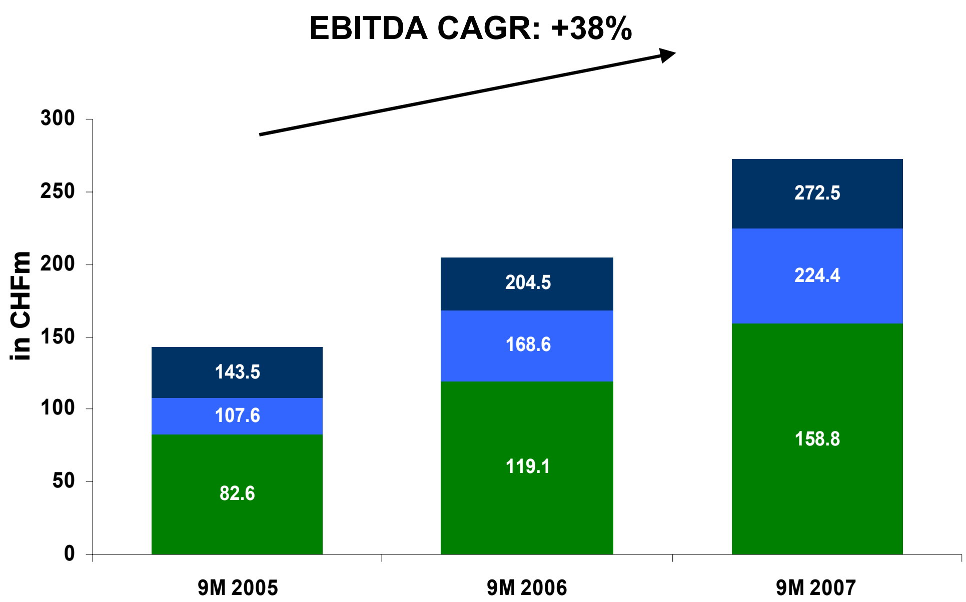
Balance sheet & cash flow summary

in CHFm	12 months ended 31/12/06	9 months ended 30/09/07
Cash and cash equivalents [(1)]	373.9	386.3
Borrowings	(27.5)	(26.0)
Net cash (debt)	**346.4**	**360.3**
Total cash flow from operating activities (YTD)	**252.1**	**257.5**
Net working capital [(2)]	413.0	446.8
% of gross revenue	*4.4%*	*4.3%*
Total shareholder's equity	977.7	1'015.8
Total assets	2,108.3	2'274.3
Asset intensity [(3)]	*7.7%*	*7.2%*
Net capital expenditures (YTD comparison)	34.0	18.7

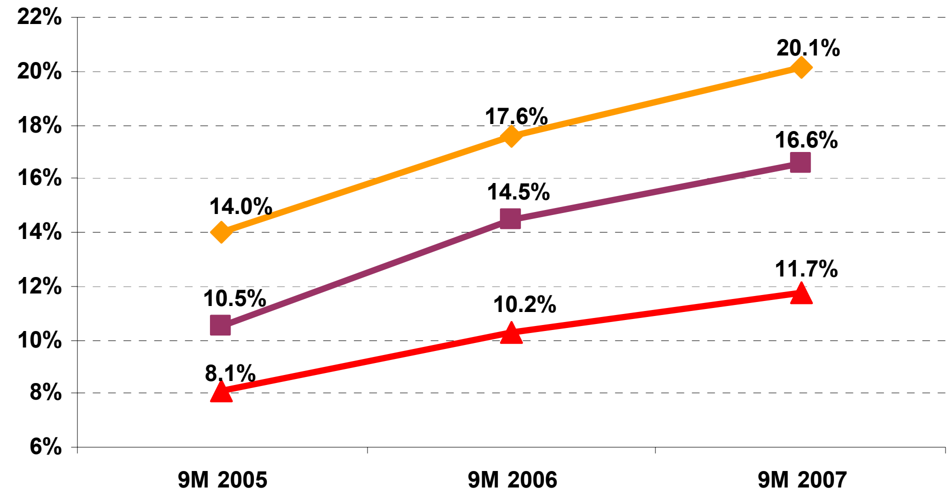
(1) Including financial assets held for trading
(2) Net working capital defined as current assets net of cash and cash equivalents minus current liabilities net of interest bearing debt
(3) Calculated as tangible fixed assets / total assets

Group profitability

Profitability development



Margin development



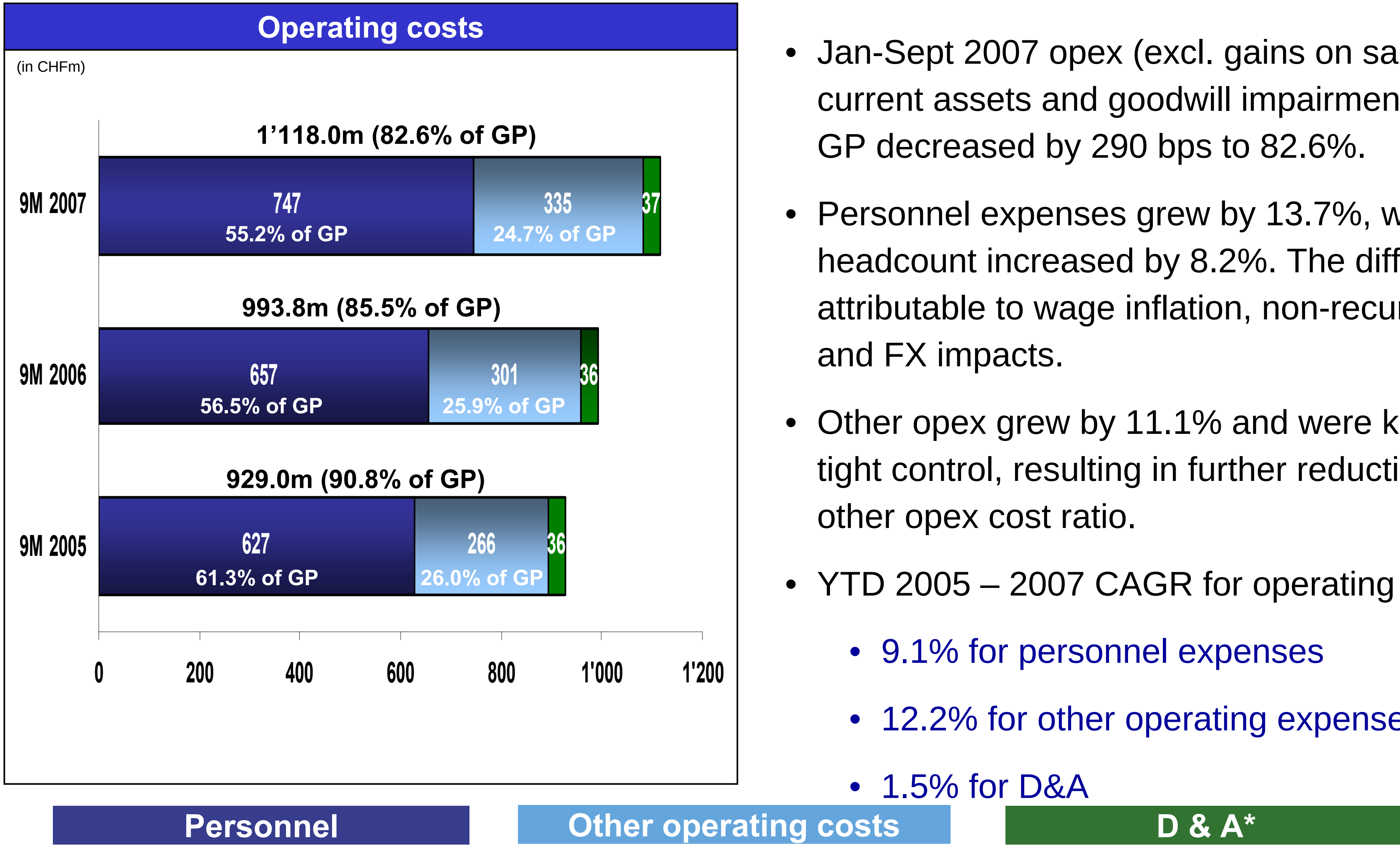
EBITDA[1] | EBIT[2] | Net income

EBITDA margin | EBIT margin | Net income margin

(1) Excluding impact of gain on sale of assets and special items

(2) Excluding impact of gain on sale of assets, special items, and impairment of financial assets

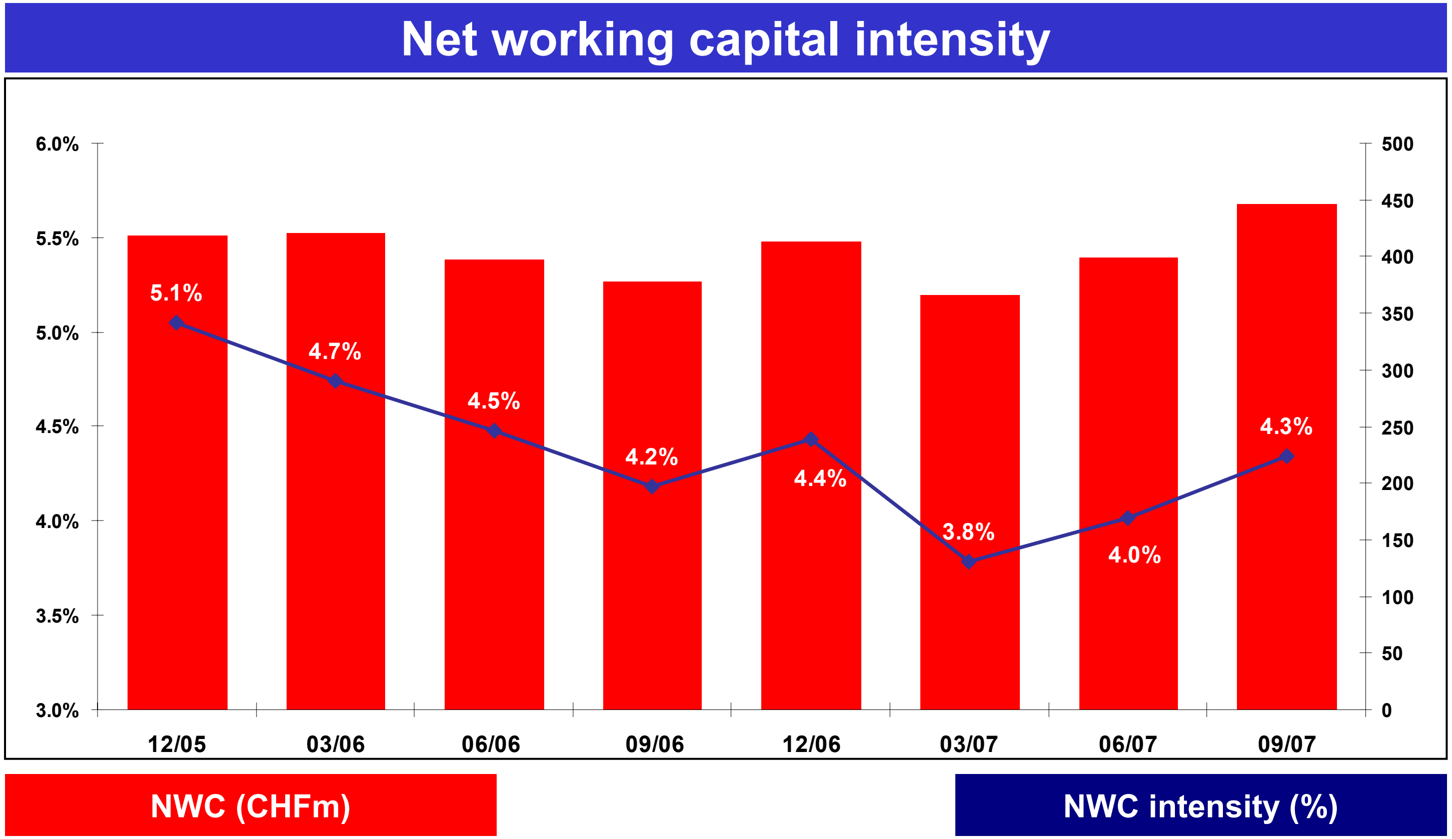
Operating cost development



- Jan-Sept 2007 opex (excl. gains on sales of non-current assets and goodwill impairment) in % of GP decreased by 290 bps to 82.6%.
- Personnel expenses grew by 13.7%, while headcount increased by 8.2%. The difference is attributable to wage inflation, non-recurring items and FX impacts.
- Other opex grew by 11.1% and were kept under tight control, resulting in further reduction of the other opex cost ratio.
- YTD 2005 – 2007 CAGR for operating costs:
  - 9.1% for personnel expenses
  - 12.2% for other operating expenses
  - 1.5% for D&A

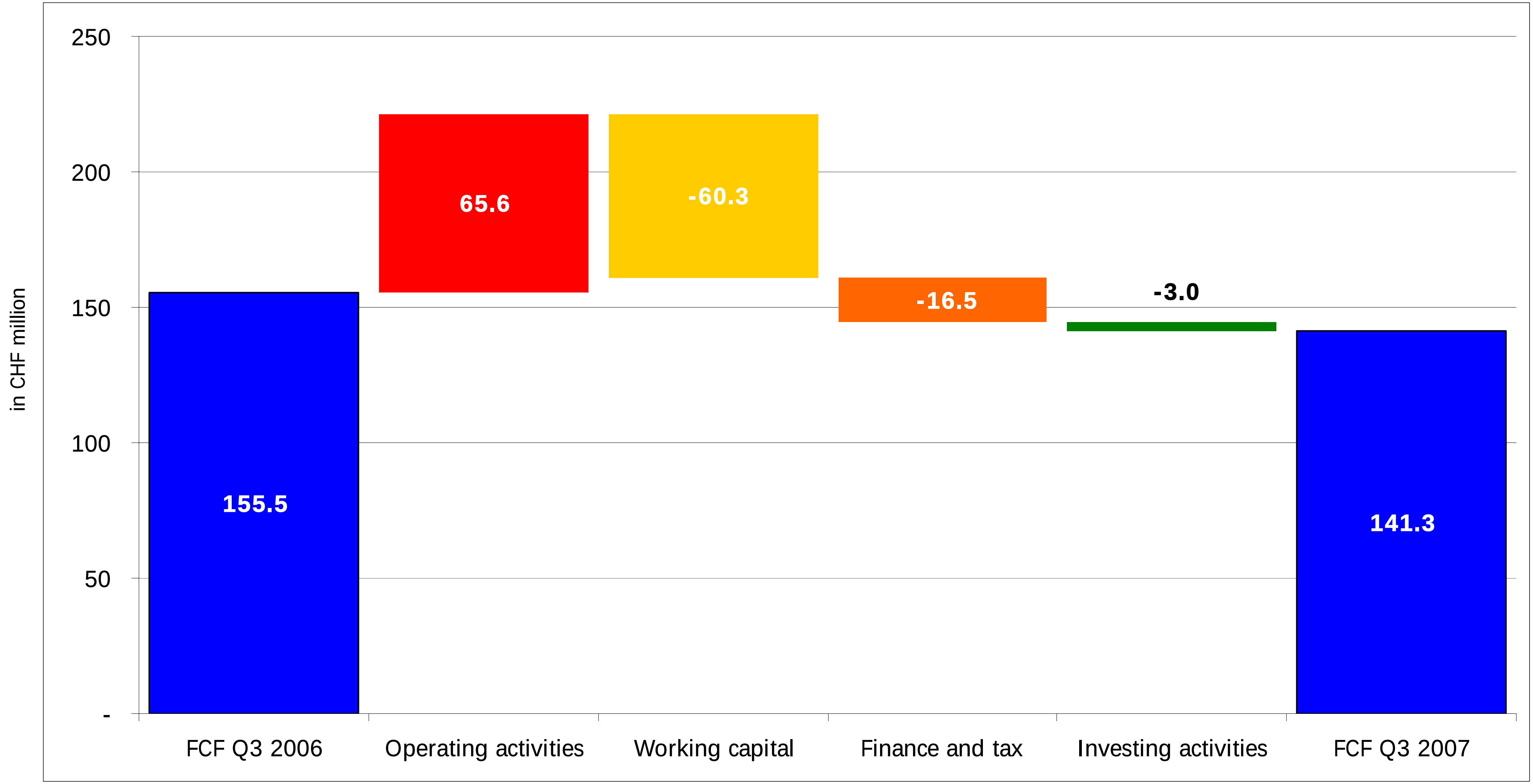
*excluding goodwill impairment of 11.3m in 2007

Working capital - overview



- Record turnover and high business activity in Q3 led to an increase in net working capital.
- NWC intensity is comfortably within the given guidance of 4-5%.
- Higher DSO was partly compensated by higher DPO.

Free cash flow development



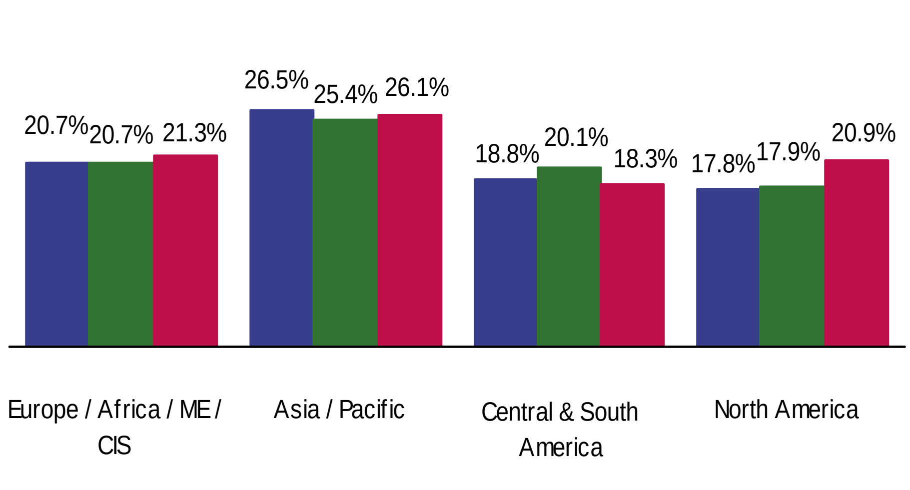
Regional business development

YTD 2007 growth (year-on-year)	EMEA	NORAM	LATAM	APAC	Group
Net forw. revenue	+14.9%	-1.9%	+21.7%	+14.0%	+11.6%
Gross profit	+18.0%	+14.0%	+11.0%	+16.8%	+16.4%
EBIT	29.5%	+130.0%	+8.3%	+25.0%	+33.1%
	• Solid EU economy • Very strong volumes into Europe and the Middle East • Very buoyant Caspian Sea • Further market share gains	• Revenue depressed by weak US dollar and slowing imports • Strong EBIT recovery in line with our objective • High export growth • Strong demand for SCM solutions	• Steep volume increases especially to/from Brazil • Strong Hi-Tech and Automotive • Leverage of network • Appreciation of local currencies impacted EBIT	• Intra-Asia traffic still small but growing strongly • Further prominent growth expected from Asia outbound • Network expansion in China • China-Africa of increas. importance	• Underlying market fundamentals remain very solid • Further improve-ment in profitability in virtually all regions and business segments • Very strong growth in turnover in Q3

Profitability by region

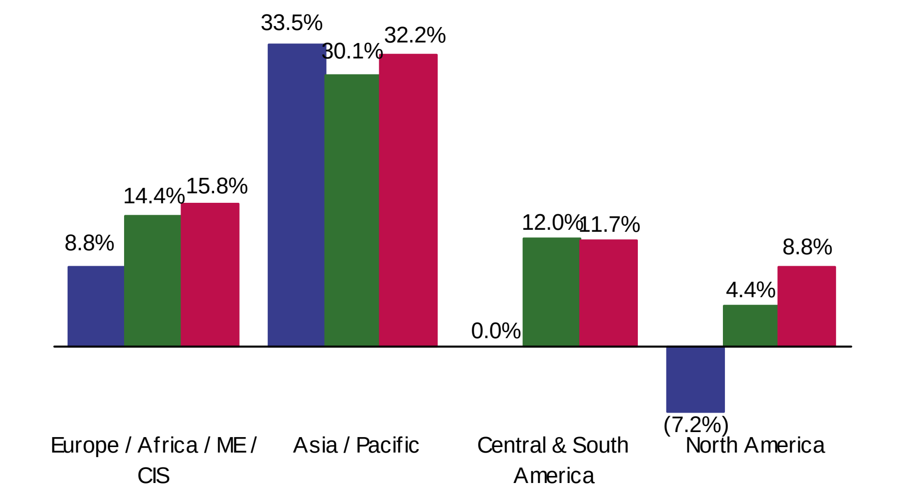
Gross profit margin by region

(in % of net forwarding revenues)



EBIT margin by region

(in % of gross profit)



9M 2005 | 9M 2006 | 9M 2007

- On gross profit level, all regions contributed with double-digit growth rates. GP margins further improved in most regions.
- EBIT margin developed well in Apac and Noram. EMEA suffered from goodwill impairment in the third quarter. Latam profitability was impacted by strong local currencies.

Development of core business segments

- Market growth YTD was ~5%
- Our air freight volumes YTD were up 8.7%
- Most trade lanes performed well
- Strong development on China-Europe, Latam-Asia, and Europe-Africa

Air freight

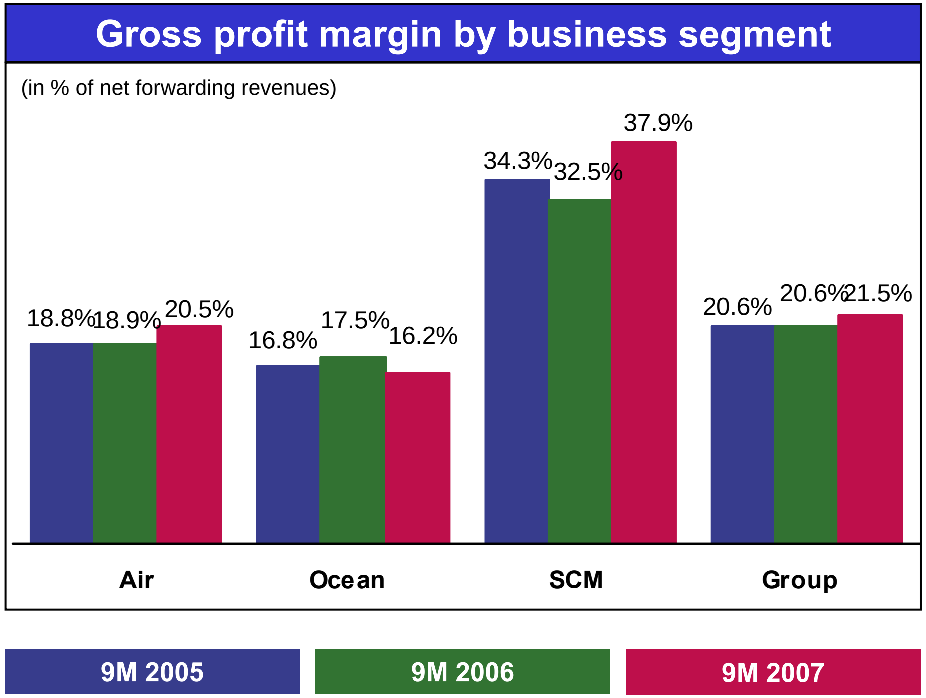
- Market growth YTD was 9-10%
- Our sea freight volumes YTD were up 15.1%
- Most trade lanes performed well
- Strong development on Asia-Europe, Latam-Noram, and Intra-Asia

Ocean freight

- Further progress in delivering innovative SCM solutions
- Significant new business wins in Telecom and Automotive
- Buoyant project business
- Overall market trends are extremely good

Supply chain management

Performance by business segment



- Solid volume growth resulted in high turnover growth in both air (+10%) and ocean (+17%).
- Strong margin expansion in airfreight due to favorable supply-demand balance and more efficient procurement.
- Margin contraction in ocean freight due to steep rate increases and tough YoY comparison.
- Nice margin expansion in SCM due to ‘cross-selling’, customer profitability focus, and a thriving project and mining business.