

Basel, 29 April 2009

Panalpina Group

2009 First Quarter Review

PANALPINA
on 6 continents



**A PASSION FOR
SOLUTIONS**

Freight
Forwarding

Supply Chain
Management

Special
Competencies

Executive summary

- Strong cash flow generation (free cash flow of CHF 191m, up 329%), resulting in net cash position of CHF 0.5 billion (>30% of market cap)
- Gross profit for the Group declined 5% on a like-for-like basis
- Group performance impacted by currency fluctuations, discontinued business as well as legal fees and severance provisions:

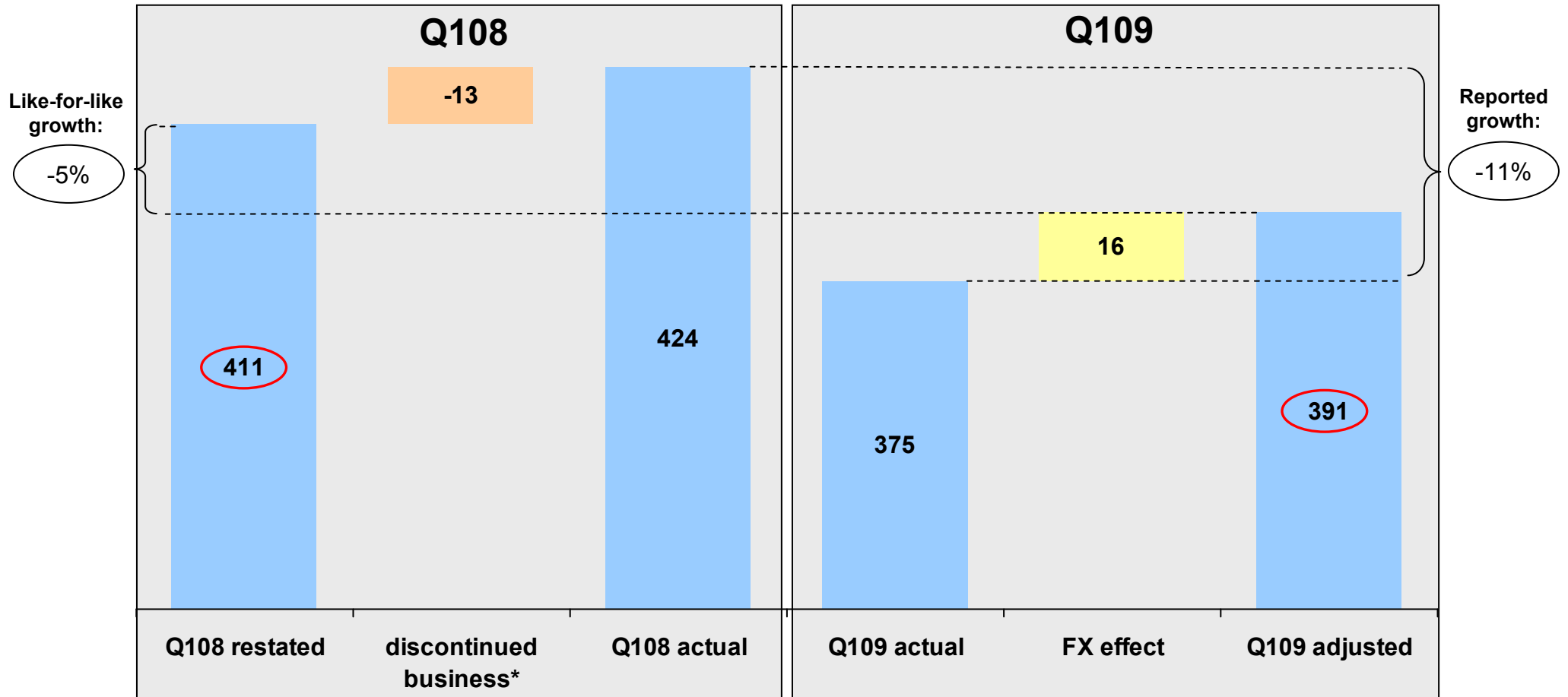
(Growth in % vs. prior year period)	Growth Q109 (actual)	Growth Q109 (in local currencies)	Growth Q109 (like-for-like)
Net forwarding revenue	-24.6%	-20.3%	
Gross profit	-11.4%	-7.7%	-4.7%
EBITDA	-75.4%	-70.9%	-34.3%
Net earnings	-94.1%	-92.0%	

- Volumes impacted by extraordinarily weak market environment, but strong improvement of unit profitability:

Q109: development of volumes vs. GP					
<i>Growth (y/y)</i>	Volumes	Gross profit	Gross profit (excl. FX)	GP per ton/TEU	GP per ton/TEU (excl. FX)
Air (tons)	-28%	-16%	-12%	+17%	+22%
Ocean (TEU)	-23%	-3%	-2%	+26%	+28%

Gross profit declined 5% on a like-for-like basis

(Figures in CHF million)

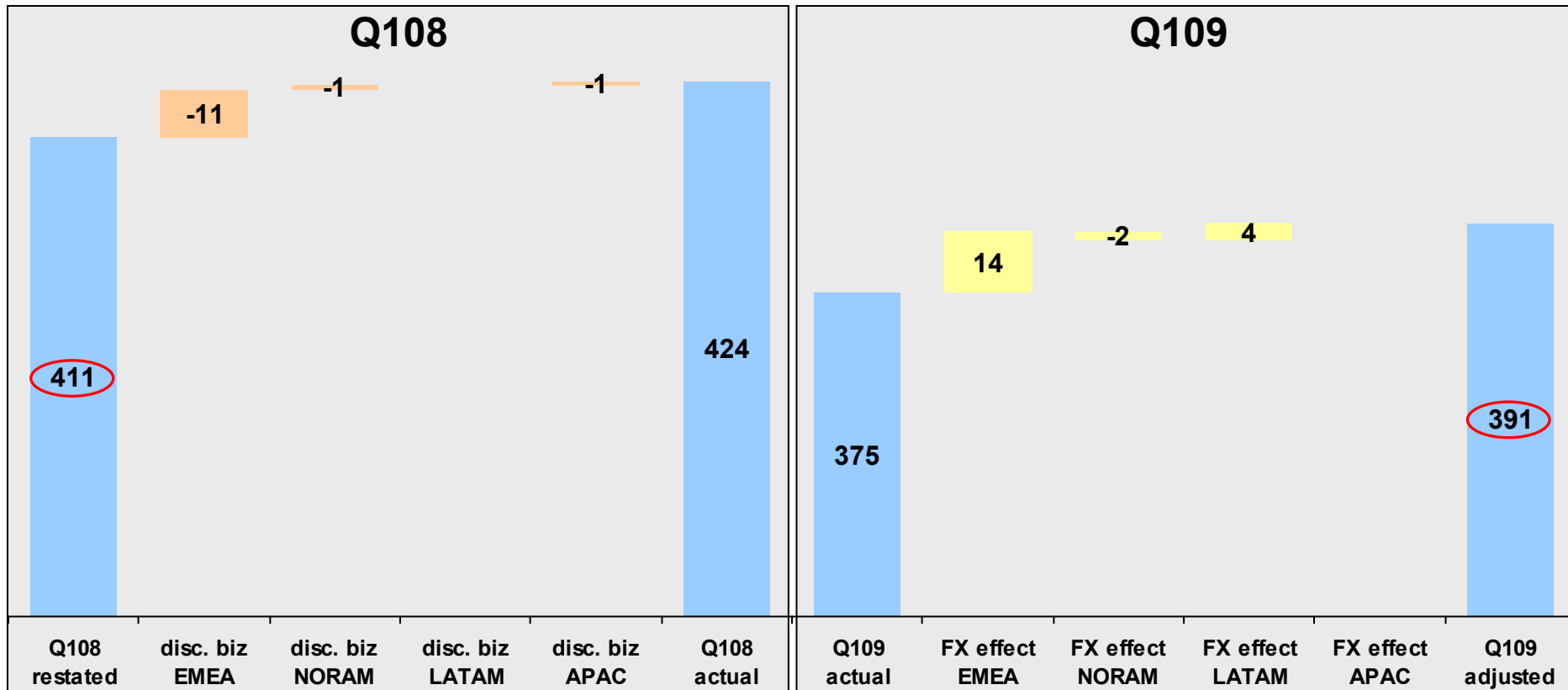


* Adjustment for discontinued business for which GP was still recorded during 2008 (refer to Appendix for details)

Development of GP – regional view

(Figures in CHF million)

disc. biz = discontinued business

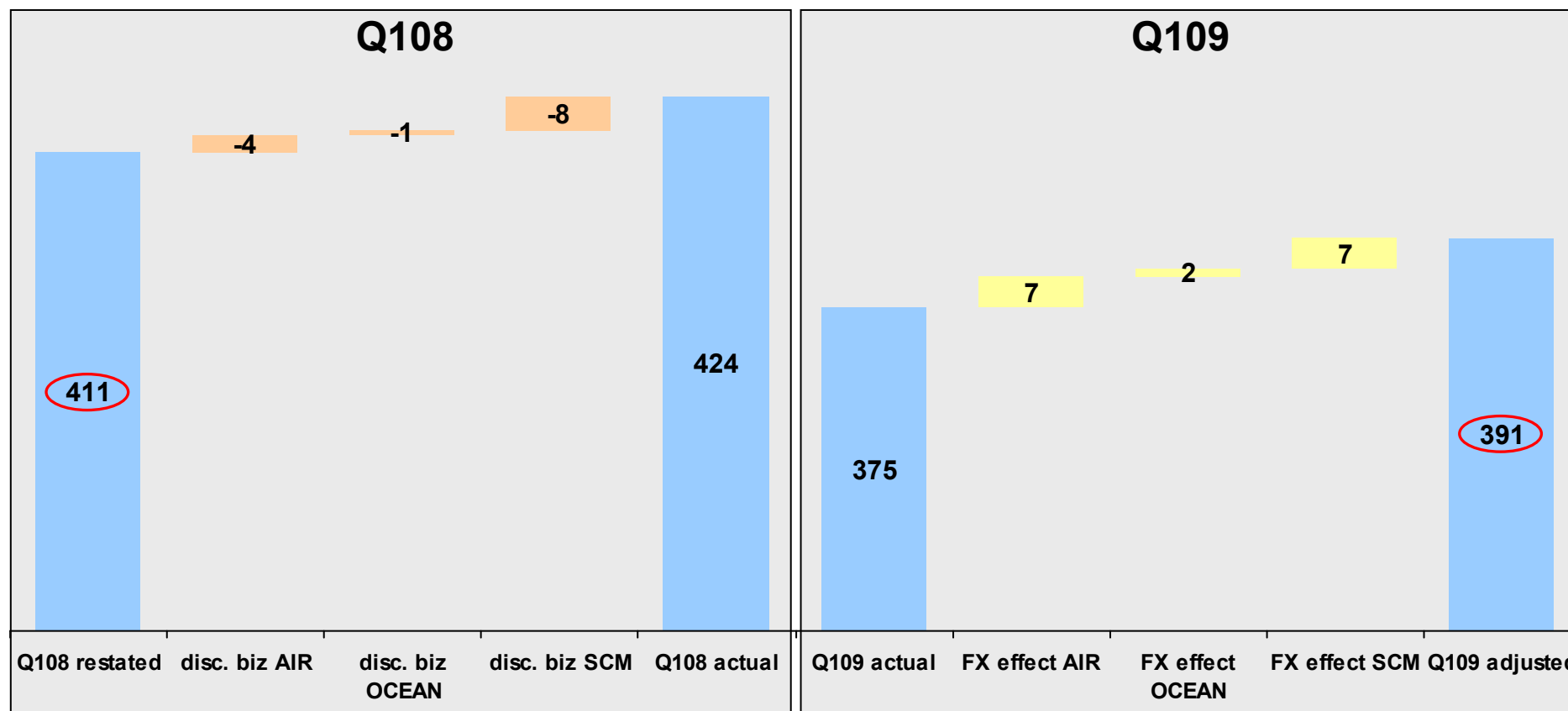


Growth (y/y)	EMEA	NORAM	LATAM	APAC
GPI (reported)	-20.4%	-9.0%	-5.6%	+15.4%
GPI (PY restated)	-16.7%	-7.8%	-5.6%	+17.2%
GPI (PY restated), excl. FX	-10.7%	-10.4%	+5.6%	+17.2%

Development of GP – segment view

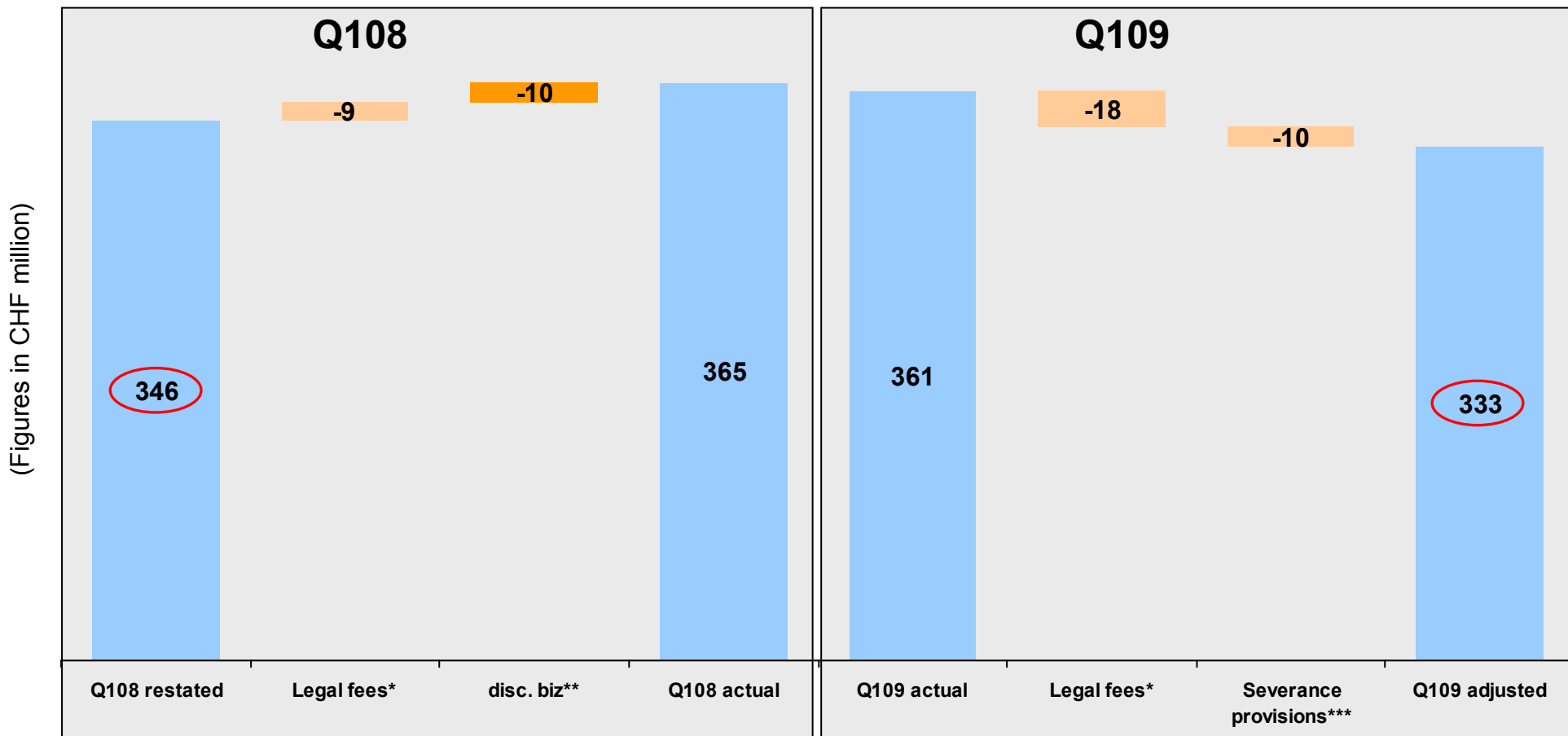
(Figures in CHF million)

disc. biz = discontinued business



<i>Growth (y/y)</i>	AIR	OCEAN	SCM
GPI (reported)	-15.5%	-3.0%	-15.5%
GPI (PY restated)	-13.6%	-2.3%	-8.8%
GPI (PY restated), excl. FX	-9.6%	-0.8%	-2.0%

Declining operating expenses as initiated cost measures start to take effect

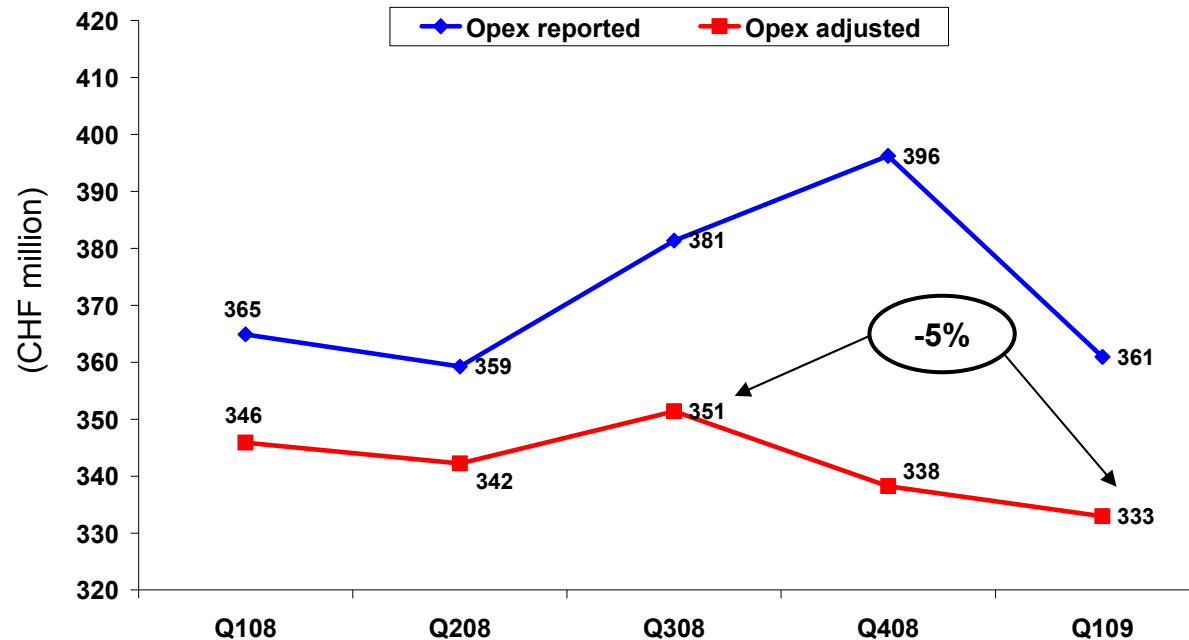


* Legal fees related to FCPA and antitrust investigations

** Discontinued business: adjustment for related costs still recorded during 2008

*** Provisions incurred in connection with future workforce layoff announced on 12 March 2009

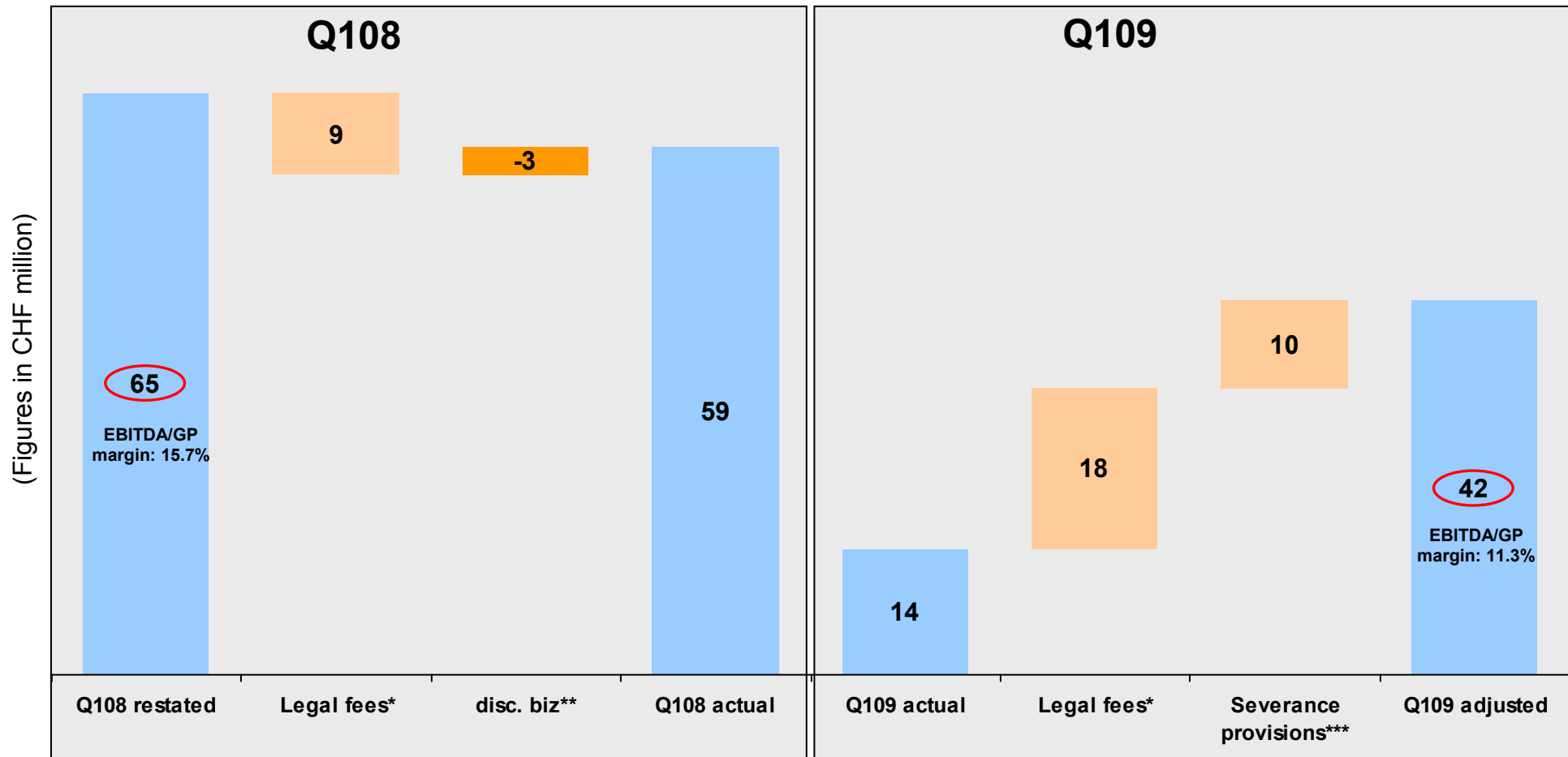
Quarterly expense overview reveals cost base declining 5% since Q308



	31 Mar 09	31 Dec 08	Δ	% Δ
FTE	14'267	15'270	-1'003	-6.6%

- Gap between reported and adjusted Opex due to discontinued business and various one-time items
- Reduction of 1'000 FTE over the last three months
- Resulting cost savings started at the end of the quarter – major effect expected in second half-year

EBITDA impacted by abrupt market collapse



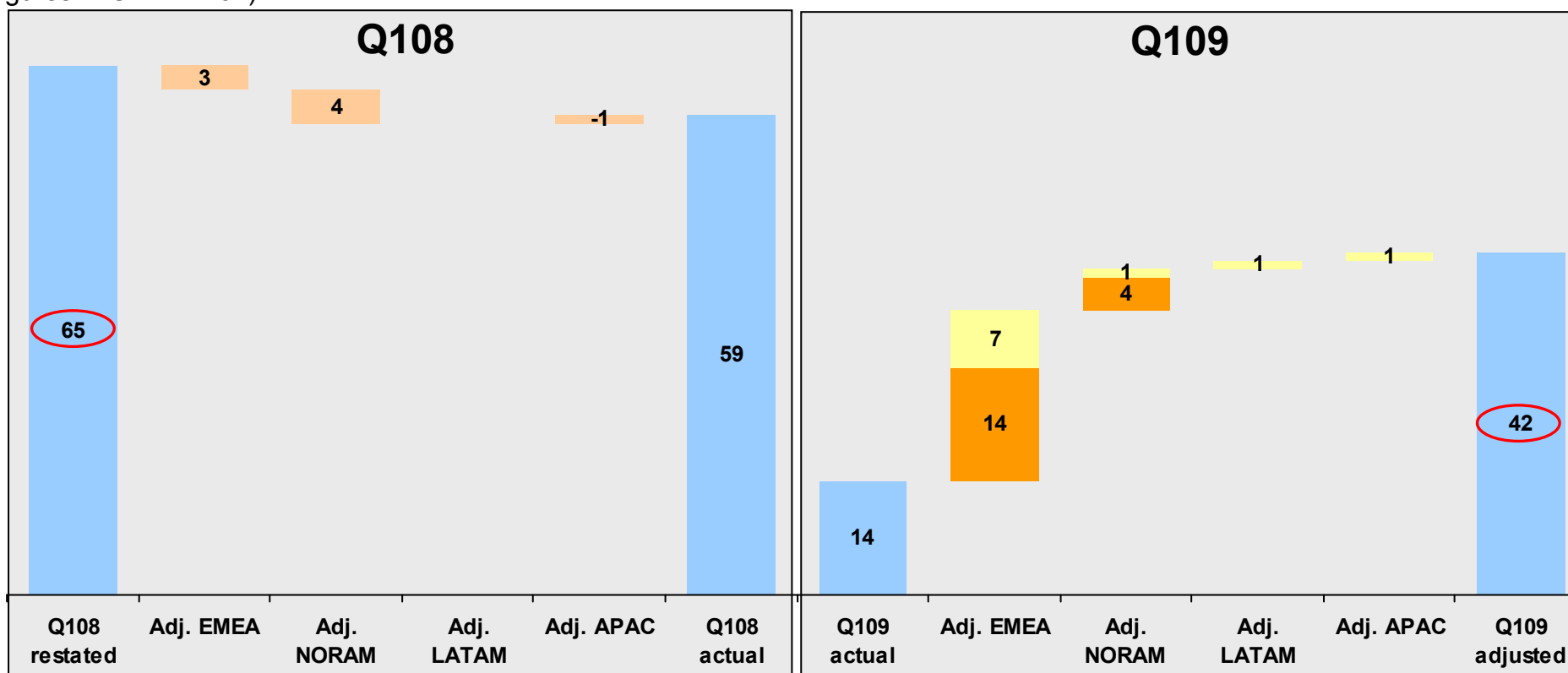
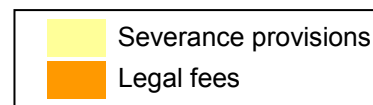
* Legal fees related to FCPA and antitrust investigations

** Discontinued business: adjustment for related EBITDA still recorded during 2008 (refer to Appendix for details)

*** Provisions incurred in connection with future workforce layoff announced on 12 March 2009

EBITDA reconciliation – regional view

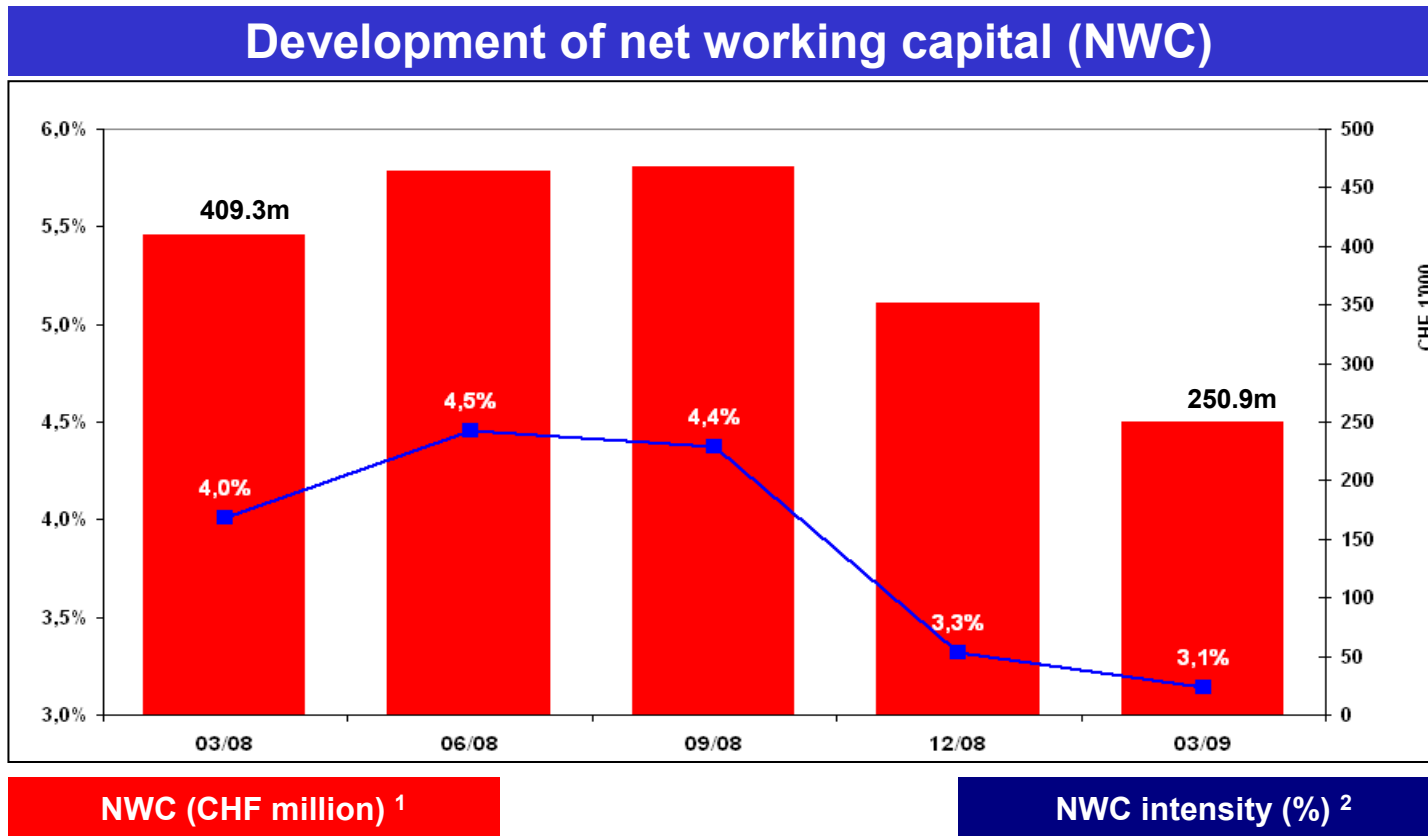
(Figures in CHF million)



Growth (y/y)	EMEA	NORAM	LATAM	APAC
EBITDA/GP reported Q109	-2.1%	-11.3%	5.9%	32.0%
EBITDA/GP adjusted Q109	8.7%	-4.2%	8.8%	33.3%
EBITDA/GP adjusted Q108	13.7%	10.4%	11.1%	32.8%

Note: Region labeled 'Other' on published datasheet is shown separately in accordance with IFRS 8 but is included in EMEA throughout this presentation for illustrative and analytical purposes.

Tightly managed net working capital



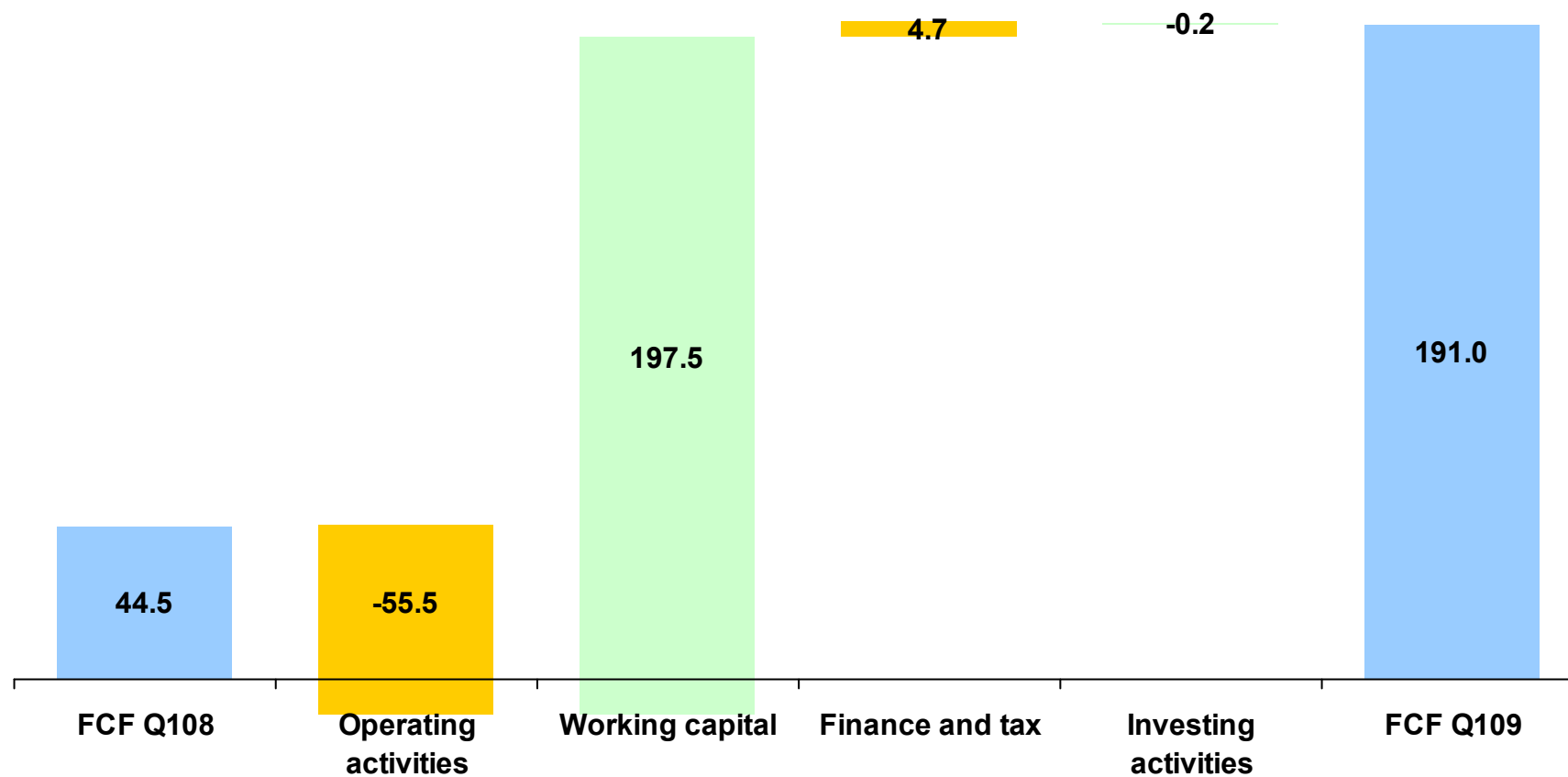
¹ Net working capital defined as current assets net of cash and liquid instruments minus current liabilities net of interest bearing debt

² NWC intensity defined as NWC divided by gross forwarding revenue






(# of days)	Q109	Q108
DSO	41.6	41.2
DPO	22.8	21.9

Strict NWC management resulting in strong FCF generation

(Figures in CHF million)



Outlook for current business year – review of Guidance

Guidance 2009	Status	Assessment
•Further market share gains		•Challenging target this year against the backdrop of substantially lower business vols with larger customers, especially in the Automotive and Hi-Tech industry
•Reduce total opex by CHF 130m		•On track: major effect from announced cost measures expected in second half-year
•Reduction of 1'400 – 1'600 FTE		•On track: reduction of 1'000 FTE since the beginning of 2009
•CHF 40m legal fees related to pending investigations		•Challenge not to exceed guided amount – fees can be influenced by the Group only to a limited extent
•Tax rate 26 – 27%		•On track

Generally: uncertain macro outlook remains!

Panalpina Investor Day 2009 – Hold the date!

Date

Thursday, June 18th

Location

Luxembourg

Format

Site visit to the Panalpina air freight hub at the Luxair Cargo Center; presentations by management and division heads; buffet lunch and Q&A; 1-on-1 and group meetings



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Appendix



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Consolidated income statement

(in CHF million)	Actual (reported)			In local currencies	
	Q109	Q108	Δ	Q109	Δ
Net forwarding revenue	1'610.1	2'134.0	-24.6%	1'699.9	-20.3%
Gross profit	375.1	423.6	-11.4%	391.1	-7.7%
<i>in % of net forwarding revenue</i>	23.3%	19.8%		23.0%	
Personnel expenses	242.4	248.9	-2.6%	251.6	+1.1%
<i>in % of gross profit</i>	64.6%	58.8%		64.3%	
Other operating expenses	118.6	116.0	+2.3%	122.7	+5.8%
<i>in % of gross profit</i>	31.6%	27.4%		31.4%	
EBITDA	14.4	58.6	-75.4%	17.0	-70.9%
<i>in % of gross profit</i>	3.8%	13.8%		4.4%	
EBIT	2.9	46.8	-93.8%	5.0	-89.4%
<i>in % of gross profit</i>	0.8%	11.1%		1.3%	
Tax rate	26.7%	22.7%			
Net earnings	1.9	32.2	-94.1%		

Balance sheet & cash flow summary

in CHF million	as per 31 Mar 2009	as per 31 Dec 2008
Cash and cash equivalents	508.1	362.4
Borrowings	(20.5)	(20.3)
Net cash (debt)	487.6	342.1
Cash generated from operations (YTD)	218.5	76.5
Cash flow from financing activities (YTD) *	-3.2	-20.5
Net working capital ¹	250.9	351.6
% of gross forwarding revenue	3.1%	3.3%
Total equity	897.5	871.3
Total assets	1'880.1	1'970.9
Asset intensity ²	8.1%	7.5%
Net capital expenditures (YTD) ³	8.6	10.2
FTE	14'267	15'270

* Q1 2008 includes CHF 25.1m outflow for share buyback program

¹ Net working capital defined as current assets net of cash and liquid instruments minus current liabilities net of interest bearing debt

² Calculated as tangible fixed assets / total assets

³ Capex defined as purchase/sale of PP&E (property, plant and equipment) and intangible assets

Reconciliation reported – adjusted (Group)

GP / EBITDA RECONCILIATION	GROUP		
	Q1 2009	Q1 2008	% Δ
Reported GP	375.1	423.6	-11.4%
Adjustment for discontinued business		-13	
Restated GP	375.1	410.6	-8.6%
FX effect	16		
Reported GP (local currencies)	391.1	423.6	-7.7%
Restated GP (local currencies)	391.1	410.6	-4.7%
Reported EBITDA	14.4	58.6	-75.4%
Reported EBITDA/GP margin	3.8%	13.8%	
Adjustment for discontinued business		-3	
Restated EBITDA	14.4	55.6	-74.1%
<i>Add back non-recurring items:</i>			
Legal costs (FCPA, Anti-trust)	18	9	
Severance provisions	10		
Adjusted EBITDA	42.4	64.6	-34.3%
Adjusted EBITDA/GP margin	11.3%	15.7%	

PERSONNEL EXPENSES	Q1 2009	Q1 2008	% Δ
Reported PExp	242.4	248.9	-2.6%
Reported PExp (local currencies)	251.6	248.9	1.1%
Adjustment for discontinued business		-5	
Restated PExp	242.4	243.9	-0.6%
<i>Add back non-recurring items:</i>			
Severance provisions	10.0		
Adjusted PExp	232.4	243.9	-4.7%
Adjusted PExp (local currencies)	241.6	243.9	-1.0%
Reported PGP	64.6%	58.8%	
Reported PGP (local currencies)	64.3%	58.8%	
Adjusted PGP	61.9%	59.4%	
Adjusted PGP (local currencies)	61.8%	59.4%	

OTHER OPERATING EXPENSES	Q1 2009	Q1 2008	% Δ
Reported OExp	118.6	116.0	2.3%
Reported OExp (local currencies)	122.7	116.0	5.8%
Adjustment for discontinued business		-5	
Restated OExp	118.6	111.0	6.9%
<i>Add back non-recurring items:</i>			
Legal costs (FCPA, Anti-trust)	18.0	9.0	
Adjusted OExp	100.6	102.0	-1.3%
Adjusted OExp (local currencies)	104.7	102.0	2.7%
Reported OGP	31.6%	27.4%	
Reported OGP (local currencies)	31.4%	27.4%	
Adjusted OGP	26.8%	24.8%	
Adjusted OGP (local currencies)	26.8%	24.8%	

Reconciliation reported – adjusted (Regions and Segments)

GP / EBITDA RECONCILIATION	EMEA			NORAM			LATAM			APAC		
	Q1 2009	Q1 2008	% Δ	Q1 2009	Q1 2008	% Δ	Q1 2009	Q1 2008	% Δ	Q1 2009	Q1 2008	% Δ
Reported GP	195	245	-20.4%	71	78	-9.0%	34	36	-5.6%	75	65	15.4%
Adjustment for discontinued business		-11			-1			0			-1	
Restated GP	195	234	-16.7%	71	77	-7.8%	34	36	-5.6%	75	64	17.2%
FX effect	14			-2			4			0		
Reported GP (local currencies)	209	245	-14.7%	69	78	-11.5%	38	36	5.6%	75	65	15.4%
Restated GP (local currencies)	209	234	-10.7%	69	77	-10.4%	38	36	5.6%	75	64	17.2%
Reported EBITDA	-4	29	-113.8%	-8	4	-300.0%	2	4	-50.0%	24	22	9.1%
Reported EBITDA/GP margin	-2.1%	11.8%		-11.3%	5.1%		5.9%	11.1%		32.0%	33.8%	
Adjustment for discontinued business		-3			1			0			-1	
Restated EBITDA	-4	26	-115.4%	-8	5	-260.0%	2	4	-50.0%	24	21	14.3%
<i>Add back non-recurring items:</i>												
Legal costs (FCPA, Anti-trust)	14	6		4	3							
Risk provisions												
Liquidation costs												
Severance provisions	7			1			1			1		
Adjusted EBITDA	17	32	-46.9%	-3	8	-137.5%	3	4	-25.0%	25	21	19.0%
Adjusted EBITDA/GP margin	8.7%	13.7%		-4.2%	10.4%		8.8%	11.1%		33.3%	32.8%	

GP RECONCILIATION	AIR			OCEAN			SCM		
	Q1 2009	Q1 2008	% Δ	Q1 2009	Q1 2008	% Δ	Q1 2009	Q1 2008	% Δ
Reported GP	153	181	-15.5%	129	133	-3.0%	93	110	-15.5%
Adjustment for discontinued business		-4			-1			-8	
Restated GP	153	177	-13.6%	129	132	-2.3%	93	102	-8.8%
FX effect	7			2			7		
Reported GP (local currencies)	160	181	-11.6%	131	133	-1.5%	100	110	-9.1%
Restated GP (local currencies)	160	177	-9.6%	131	132	-0.8%	100	102	-2.0%