

HALF-YEAR RESULTS 2017

INVESTOR PRESENTATION

RESULTS FROM JANUARY TO JUNE 2017 | BASEL | 20 JULY 2017

- ▶ Achievements and key figures
- ▶ Operating and financial review
- ▶ Outlook and priorities 2017
- ▶ Appendix



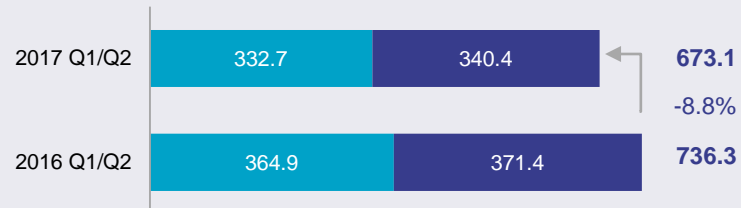
ACHIEVEMENTS AND KEY FIGURES



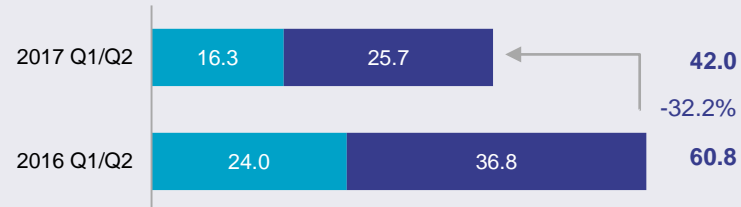
ROBUST VOLUME GROWTH AS MARGIN PRESSURE CONTINUES

FINANCIAL HIGHLIGHTS

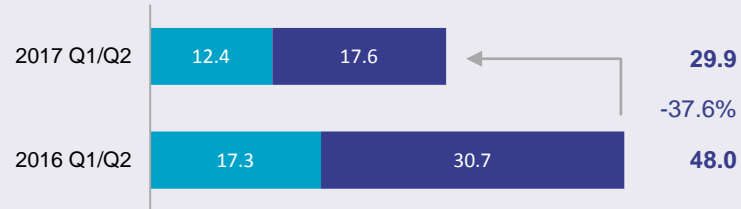
GROSS PROFIT



EBIT (adjusted for 2016)



PROFIT (adjusted for 2016)



ACHIEVEMENTS

Continued robust volume growth in Air and Ocean Freight



Ocean Freight restored profitability in Q2



Successful implementation of SAP TM in Germany



CHALLENGES

Slow margin recovery in Air and Ocean Freight



Continuous focus on Ocean Freight profitability



Business expansion resulting in higher net working capital / reduced operational cash flow



OPERATING AND FINANCIAL REVIEW

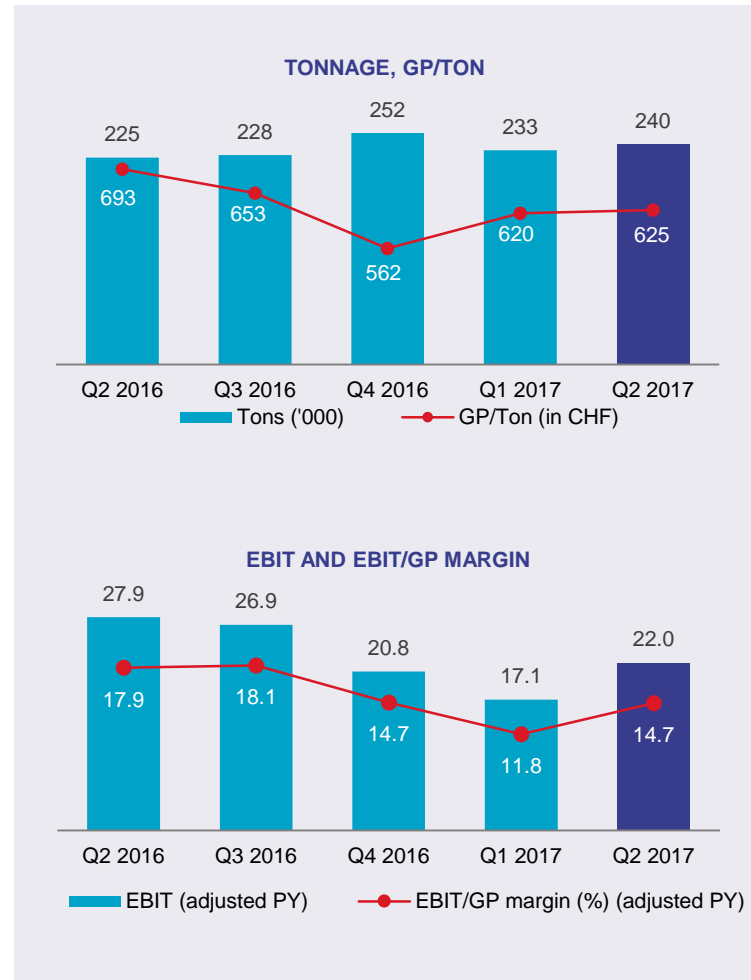


AIR FREIGHT: CONTINUOUS VOLUME GROWTH



- 7% volume growth in first half-year in line with market, mainly driven by strong growth of Far East trade lanes
- Slightly improved unit profitability quarter-on-quarter despite higher air freight rates
- EBIT conversion recovering quarter-on-quarter

Note: Gross profit and EBIT in CHF million



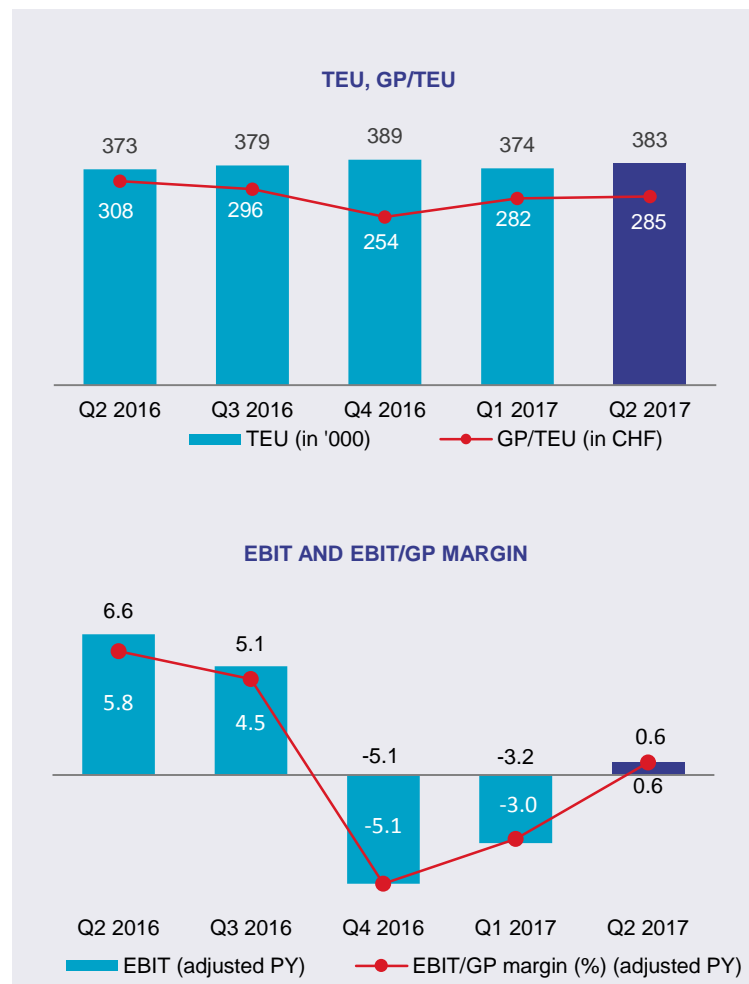
YoY Growth, %	2016			2017	
	Q2	Q3	Q4	Q1	Q2
Volume (market, estimated)	-2%	2%	8%	6%	10%
Volume (Panalpina)	11%	10%	14%	8%	7%
GP/ton	-4%	-7%	-14%	-10%	-10%
Gross Profit	7%	2%	-2%	-3%	-4%

Gross Profit, EBIT	2016	2017	
	YTD	YTD	
Gross Profit	304.5	294.6	-3%
EBIT (adjusted PY)	45.7	39.1	-14%
EBIT/GP (%)	15.0%	13.3%	
Volumes (tons '000)	441.2	473.1	7%

OCEAN FREIGHT: RETURN TO PROFITABILITY



- 5% volume growth above market
- Unit profitability recovering further quarter-on-quarter
- Return to profitability in Q2



YoY Growth, %	2016			2017	
	Q2	Q3	Q4	Q1	Q2
Volume (market, estimated)	-1%	0%	3%	4%	3%
Volume (Panalpina)	-8%	-9%	1%	7%	3%
GP/TEU	6%	-2%	-18%	-17%	-7%
Gross Profit	-3%	-10%	-16%	-11%	-5%

Gross Profit, EBIT	2016	2017	
	YTD	YTD	
Gross Profit	232.9	214.6	-8%
EBIT (adjusted PY)	10.9	-2.6	-124%
EBIT/GP (%)	4.7%	-1.2%	
Volumes (TEUs '000)	720.8	757.0	5%

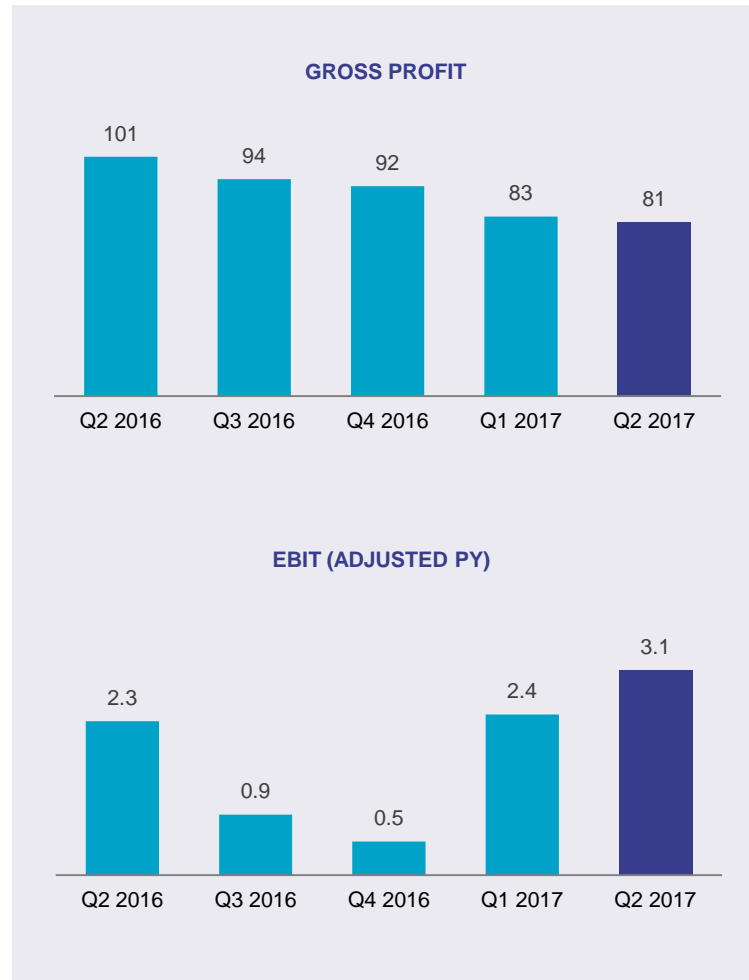
Note: Gross profit and EBIT in CHF million

LOGISTICS: INCREASED PROFITABILITY



- Turnaround of underperforming sites almost completed
- EBIT-over-NFR-margin at 2.0% for the half-year
- Focus on profitable growth

Note: Gross profit and EBIT in CHF million



YoY Growth, %	2016			2017	
	Q2	Q3	Q4	Q1	Q2
Gross Profit	0%	-6%	-11%	-16%	-19%

Gross Profit, EBIT	2016	2017	
	YTD	YTD	
Gross Profit	198.9	163.9	-18%
EBIT (adjusted PY)	4.1	5.4	32%

OUTLOOK AND PRIORITIES 2017



OUTLOOK AND PRIORITIES 2017

OUTLOOK

- Market:
 - Air: strong peak season expected
 - Ocean: stable volume growth and further carrier consolidation
- Panalpina:
 - Higher air freight rates continue to impact unit profitability
 - Higher but stable ocean freight rates support recovery of unit profitability

PRIORITIES

- Focus on topline growth and further improvement of unit profitability
- Further improve Ocean Freight profitability
- Accelerate growth through selected bolt-on acquisitions
- Maintain cost discipline
- Push ahead operations transformation program



NEXT EVENTS:

- NINE MONTHS RESULTS:
OCTOBER 19, 2017

DISCLAIMER

Investing in the shares of Panalpina World Transport (Holding) Ltd involves risks. Prospective investors are strongly requested to consult their investment advisors and tax advisors prior to investing in shares of Panalpina World Transport (Holding) Ltd.

This document contains forward-looking statements which involve risks and uncertainties. These statements may be identified by such words as “may”, “plans”, “expects”, “believes” and similar expressions, or by their context. These statements are made on the basis of current knowledge and assumptions. Various factors could cause actual future results, performance or events to differ materially from those described in these statements. No obligation is assumed to update any forward-looking statements. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.

The information contained in this document has not been independently verified and no representation or warranty, express or implied, is made to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. The information in this presentation is subject to change without notice, it may be incomplete or condensed, and it may not contain all material information concerning the Panalpina Group. None of Panalpina World Transport (Holding) Ltd or their respective affiliates shall have any liability whatsoever for any loss whatsoever arising from any use of this document, or its content, or otherwise arising in connection with this document.

This document does not constitute, or form part of, an offer to sell or a solicitation of an offer to purchase any shares and neither it nor any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. This information does neither constitute an offer to buy shares of Panalpina World Transport (Holding) Ltd nor a prospectus within the meaning of the applicable Swiss law.

APPENDIX



INCOME STATEMENT PER QUARTER – GROUP

Group	Q1 2016	Q2 2016	HY 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	HY 2017
Net forwarding revenue	1'307.2	1'289.4	2'596.5	1'267.0	1'332.5	5'196.0	1'277.2	1'354.9	2'632.1
Forwarding expenses	(942.3)	(918.0)	(1'860.2)	(911.6)	(999.6)	(3'771.4)	(944.5)	(1'014.5)	(1'959.0)
Gross profit	364.9	371.4	736.3	355.4	332.9	1'424.6	332.7	340.4	673.1
Personnel expenses	(225.0)	(221.3)	(446.3)	(212.9)	(211.3)	(870.5)	(216.4)	(216.2)	(432.5)
Other operating expenses	(103.7)	(101.1)	(204.7)	(97.1)	(92.7)	(394.5)	(89.3)	(88.0)	(177.3)
EBITDA adjusted	36.2	49.1	85.3	45.4	28.9	159.6	27.1	36.2	63.3
Depreciation of property, plant and equipment	(6.2)	(6.2)	(12.5)	(6.2)	(7.1)	(25.8)	(5.3)	(5.4)	(10.7)
Amortization of intangible assets	(6.0)	(6.0)	(12.0)	(6.3)	(5.6)	(23.9)	(5.4)	(5.2)	(10.6)
EBIT adjusted	24.0	36.8	60.8	32.9	16.3	109.9	16.4	25.6	42.0
in % of gross profit	6.6%	9.9%	8.3%	9.2%	4.9%	7.7%	4.9%	7.5%	6.2%
Non-recurring items									
Restructuring expenses	0.0	(26.1)	(26.1)	0.0	(1.9)	(28.0)	0.0	0.0	0.0
EBIT reported	24.0	10.7	34.7	32.9	14.4	82.0	16.4	25.6	42.0
in % of gross profit	6.6%	2.9%	4.7%	9.2%	4.3%	5.8%	4.9%	7.5%	6.2%
Financial result	(0.9)	0.7	(0.2)	(0.4)	0.2	(0.4)	0.2	0.1	0.3
Earnings before taxes (EBT)	23.1	11.4	34.5	32.5	14.6	81.6	16.5	25.7	42.2
income tax expenses	(5.8)	(6.9)	(12.6)	(7.9)	(8.8)	(29.3)	(4.2)	(8.1)	(12.3)
% of EBT	25.0%	60.2%	36.7%	24.2%	60.1%	35.9%	25.2%	31.6%	29.1%
Profit	17.3	4.5	21.8	24.6	5.8	52.3	12.4	17.6	29.9
Earnings per share	0.75	0.21	0.96	1.06	0.27	2.29	0.54	0.75	1.29

Note: Group figures in CHF million

INCOME STATEMENT PER QUARTER – AIR FREIGHT

Air Freight	Q1 2016	Q2 2016	HY 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	HY 2017
Net forwarding revenue	633.2	635.9	1'269.1	634.1	723.4	2'626.7	657.1	700.0	1'357.1
Forwarding expenses	(484.6)	(480.0)	(964.6)	(485.3)	(581.6)	(2'031.5)	(512.5)	(550.0)	(1'062.5)
Gross profit	148.6	155.9	304.5	148.9	141.8	595.2	144.7	150.0	294.6
Personnel expenses	(88.5)	(86.9)	(175.4)	(84.7)	(87.3)	(347.3)	(90.5)	(91.6)	(182.2)
Other operating expenses	(37.1)	(35.9)	(73.0)	(31.8)	(28.4)	(133.3)	(32.4)	(31.7)	(64.1)
EBITDA adjusted	23.0	33.1	56.1	32.4	26.1	114.6	21.8	26.6	48.4
Depreciation and amortization	(5.2)	(5.2)	(10.3)	(5.5)	(5.3)	(21.1)	(4.6)	(4.7)	(9.3)
EBIT adjusted	17.8	27.9	45.7	26.9	20.8	93.5	17.1	22.0	39.1
in % of gross profit	12.0%	17.9%	15.0%	18.1%	14.7%	15.7%	11.8%	14.6%	13.3%
Non-recurring items									
Restructuring expenses	0.0	(12.7)	(12.7)	0.0	0.0	(12.7)	0.0	0.0	0.0
EBIT reported	17.8	15.3	33.1	26.9	20.8	80.8	17.1	22.0	39.1
in % of gross profit	12.0%	9.8%	10.9%	18.1%	14.7%	13.6%	11.8%	14.6%	13.3%
Air Freight volumes ('000 tons)	216.1	225.1	441.2	227.8	252.4	921.4	233.2	239.9	473.1
% change YoY	5.4%	11.1%	8.2%	9.9%	14.1%	10.2%	7.9%	6.6%	7.2%
GP/ton (CHF)	688	693	690	653	562	646	620	625	623
% change YoY	-4.7%	-3.6%	-4.1%	-7.3%	-14.0%	-7.5%	-9.8%	-9.7%	-9.8%

Note: Air Freight figures in CHF million

INCOME STATEMENT PER QUARTER – OCEAN FREIGHT

Ocean Freight	Q1 2016	Q2 2016	HY 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	HY 2017
Net forwarding revenue	533.8	492.1	1'025.9	495.5	477.0	1'998.4	491.5	517.2	1'008.7
Forwarding expenses	(415.7)	(377.3)	(793.0)	(383.4)	(378.3)	(1'554.7)	(386.0)	(408.1)	(794.1)
Gross profit	118.1	114.8	232.9	112.1	98.7	443.8	105.5	109.1	214.6
Personnel expenses	(79.1)	(75.2)	(154.3)	(75.5)	(72.1)	(301.9)	(77.9)	(78.4)	(156.4)
Other operating expenses	(30.5)	(28.8)	(59.4)	(27.4)	(27.5)	(114.4)	(27.1)	(26.5)	(53.6)
EBITDA adjusted	8.4	10.8	19.2	9.2	(0.9)	27.5	0.5	4.1	4.6
Depreciation and amortization	(4.1)	(4.2)	(8.3)	(4.1)	(4.2)	(16.6)	(3.6)	(3.6)	(7.2)
EBIT adjusted	4.3	6.6	10.9	5.1	(5.1)	10.9	(3.2)	0.6	(2.6)
in % of gross profit	3.7%	5.8%	4.7%	4.5%	-5.1%	2.5%	-3.0%	0.5%	-1.2%
Non-recurring items									
Restructuring expenses	0.0	(9.7)	(9.7)	0.0	(1.9)	(11.5)	0.0	0.0	0.0
EBIT reported	4.3	(3.0)	1.3	5.1	(6.9)	(0.6)	(3.2)	0.6	(2.6)
in % of gross profit	3.7%	-2.6%	0.5%	4.5%	-7.0%	-0.1%	-3.0%	0.5%	-1.2%
Ocean Freight volumes ('000 tons)	348.2	372.6	720.8	378.7	389.0	1'488.5	374.2	382.8	757.0
% change YoY	-10.0%	-8.2%	-9.1%	-8.8%	0.8%	-6.6%	7.5%	2.7%	5.0%
GP/TEU (CHF)	339	308	323	296	254	298	282	285	283
% change YoY	10.2%	5.9%	8.0%	-1.6%	-17.6%	-1.1%	-16.9%	-7.5%	-12.2%

Note: Ocean Freight figures in CHF million

INCOME STATEMENT PER QUARTER – LOGISTICS

Logistics	Q1 2016	Q2 2016	HY 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	HY 2017
Net forwarding revenue	140.2	161.3	301.5	137.4	132.1	570.9	128.6	137.7	266.3
Forwarding expenses	(42.0)	(60.7)	(102.7)	(42.9)	(39.7)	(185.3)	(46.0)	(56.4)	(102.4)
Gross profit	98.2	100.6	198.9	94.4	92.4	385.7	82.5	81.3	163.9
Personnel expenses	(57.4)	(59.1)	(116.6)	(52.8)	(51.9)	(221.3)	(47.9)	(46.1)	(94.0)
Other operating expenses	(36.0)	(36.3)	(72.3)	(37.8)	(36.7)	(146.9)	(29.8)	(29.8)	(59.6)
EBITDA adjusted	4.8	5.2	10.0	3.8	3.7	17.5	4.8	5.4	10.3
Depreciation and amortization	(2.9)	(2.9)	(5.8)	(2.9)	(3.2)	(11.9)	(2.5)	(2.4)	(4.8)
EBIT adjusted	1.8	2.3	4.1	0.9	0.5	5.6	2.4	3.1	5.4
Non-recurring items									
Restructuring expenses	0.0	(3.8)	(3.8)	0.0	0.0	(3.8)	0.0	0.0	0.0
EBIT reported	1.8	(1.5)	0.3	0.9	0.5	1.8	2.4	3.1	5.4

Note: Logistics figures in CHF million

BALANCE SHEET

	31-Dec-16	30-Jun-17	Change in	
			CHF	%
Cash and cash equivalents	388.8	248.7	(140.1)	-36%
Trade receivables, unbilled forwarding	908.7	892.6	(16.1)	-2%
Other current assets	102.5	114.8	12.3	12%
Property, plant and equipment	63.5	73.5	10.0	16%
Intangible assets	97.9	96.0	(1.9)	-2%
Other non-current assets	99.0	109.1	10.1	10%
Total assets	1'660.6	1'534.7	(125.9)	-8%
Short-term borrowings	2.3	1.3	(1.1)	n/a
Trade payables, accrued cost of services	652.4	615.0	(37.4)	-6%
Other current liabilities	243.9	202.4	(41.5)	-17%
Long-Term borrowings	0.0	1.1	1.1	n/a
Other long-term liabilities	144.9	147.4	2.5	2%
Total liabilities	1'043.6	967.2	(76.4)	-7%
Share capital	2.4	2.4	(0.0)	-1%
Reserves, treasury shares	605.7	558.4	(47.3)	-8%
Non-controlling interests	8.9	6.8	(2.1)	-24%
Total equity	617.0	567.5	(49.5)	-8%
Total equity and liabilities	1'660.6	1'534.7	(125.9)	-8%

CASH FLOW

	30-Jun-16	30-Jun-17	Change in %
Cash flow before changes in working capital	59.6	66.0	
Changes in working capital	14.5	(61.6)	
Cash from operations	74.1	4.5	
Interest and income taxes paid	(16.3)	(22.7)	
Net cash from operating activities	57.9	(18.2)	-131%
Net cash from investing activities	(28.9)	(29.8)	3%
Free cash flow	29.0	(48.0)	-266%
Net cash used in financing activities	(85.7)	(89.2)	4%
Net increase (decrease) in cash and cash equivalents	(56.7)	(137.2)	
Cash and cash equivalents at beginning of period	392.3	388.8	
Effect of exchange rate changes	1.7	(2.9)	
Cash and cash equivalents at end of period	337.3	248.7	

Note: Figures in CHF million