

FIRST QUARTER RESULTS 2019

Investor presentation

17/04/2019



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and Key
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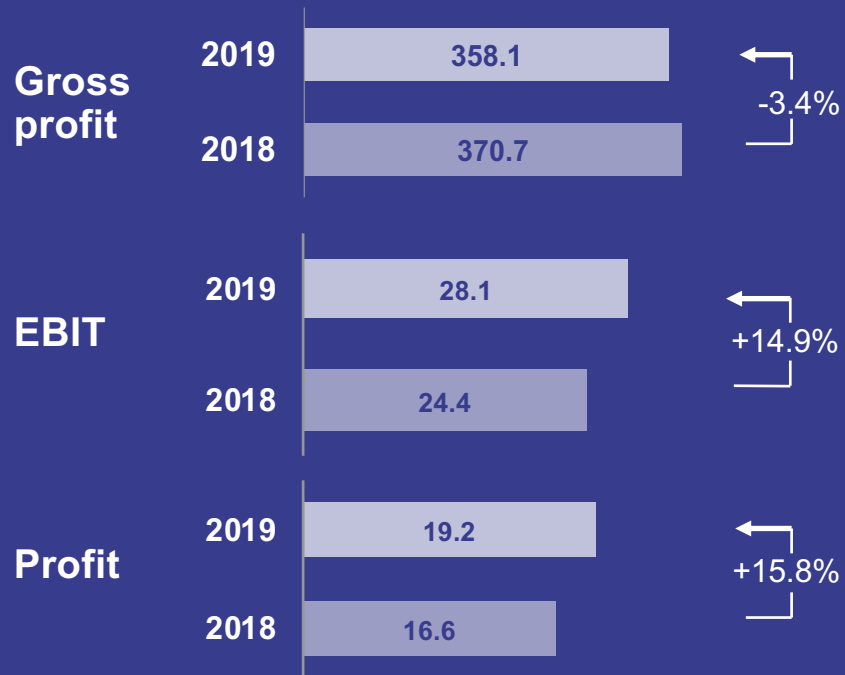
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Appendix

1

Achievements and Key Figures

Improved profitability

Financial highlights



Note: Group figures in CHF million / % YTD

Achievements



Volume growth in Air Freight



Tight cost control



Very strong cash generation of CHF 95 million

Challenges



Macroeconomic environment



Organic growth

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Operating and Financial Review

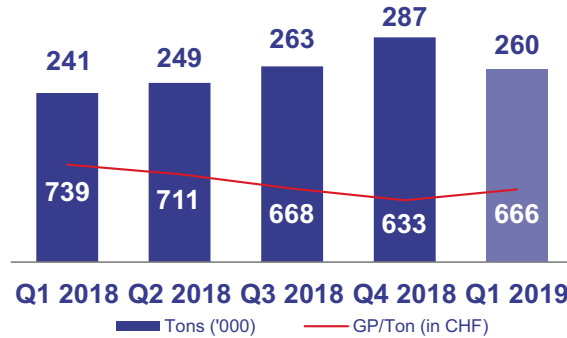


Air Freight: Growth driven by acquisitions

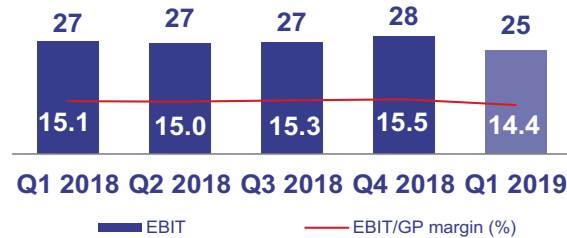
Air Freight

- YTD 8% volume growth of which 6% from acquisitions
- YTD GP/ton of CHF 666
- YTD conversion ratio below 2018 level due to lower margins

Tonnage, GP/TON



EBIT and EBIT/GP Margin



	2018				2019
YoY Growth, %	Q1	Q2	Q3	Q4	Q1
Volume (market, estimated)	5%	4%	4%	0%	-2%
Volume (Panalpina)	3%	4%	6%	5%	8%
GP/ton	19%	14%	3%	-5%	-10%
Gross Profit	23%	18%	9%	-1%	-3%

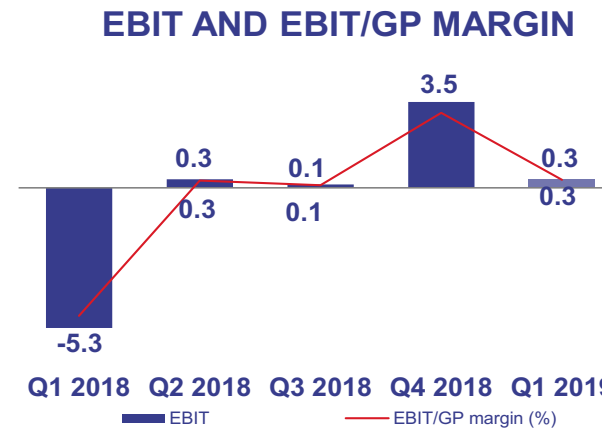
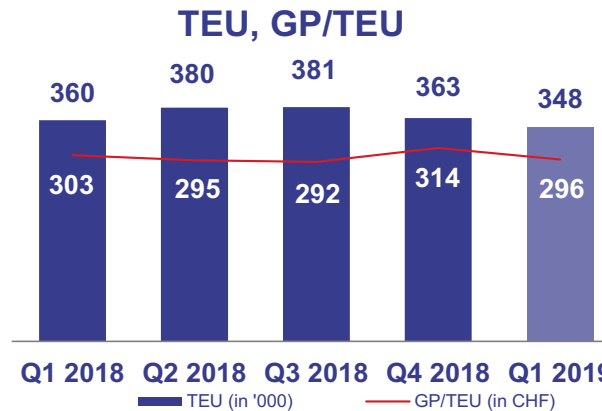
	2018	2019
Gross Profit, EBIT	YTD	YTD
Gross Profit	177.8	173.1 -3%
EBIT	26.9	24.9 -7%
EBIT/GP (%)	15.1%	14.4%
Volumes (tons '000)	240.5	259.9 8%



Ocean Freight: Break-even despite weak volumes

Ocean Freight

- YTD 3% volume decrease
- GP/TEU stable at around CHF 300
- EBIT still positive due to strong cost control



	2018				2019
YoY Growth, %	Q1	Q2	Q3	Q4	Q1
Volume (market, estimated)	3%	4%	2%	3%	0%
Volume (Panalpina)	-4%	-1%	-1%	-4%	-3%
GP/TEU	7%	3%	3%	14%	-2%
Gross Profit	3%	3%	2%	10%	-6%

	2018	2019	
Gross Profit, EBIT	YTD	YTD	
Gross Profit	108.8	102.9	-5%
EBIT	-5.8	0.3	
EBIT/GP (%)	-5.3%	0.3%	
Volumes (TEUs '000)	359.8	348.0	-3%

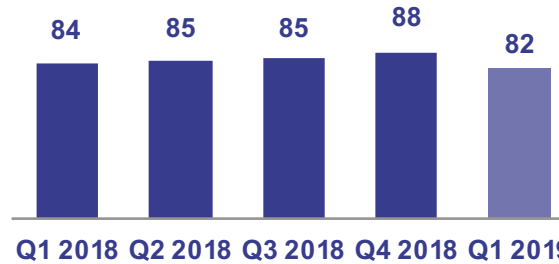


Logistics: Solid start into 2019

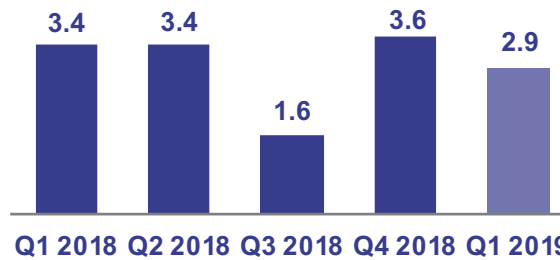
Logistics

- Drop in gross profit due to seasonality and downturn in automotive and technology sectors

Gross profit



EBIT



	2018				2019
YoY Growth, %	Q1	Q2	Q3	Q4	Q1
Gross Profit	2%	4%	5%	2%	-2%

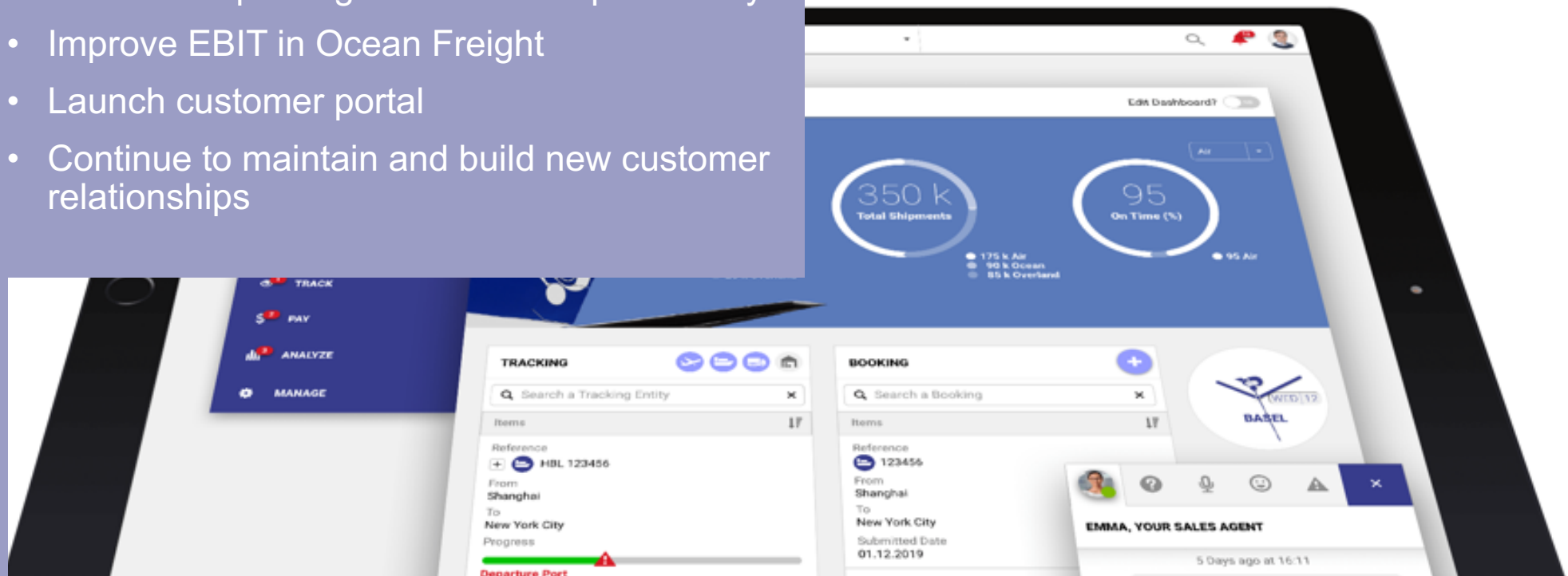
	2018	2019
Gross Profit, EBIT	YTD	YTD
Gross Profit	84.0	82.1 -2%
EBIT	3.4	2.9 -14%
EBIT in % of NFR	2.6%	2.0%

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Priorities

Priorities

- Focus on top-line growth and unit profitability
- Improve EBIT in Ocean Freight
- Launch customer portal
- Continue to maintain and build new customer relationships



Next events

Annual General Meeting
May 9, 2019

Second Quarter Results (no IR call)
July 18, 2019

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Appendix

Income Statement Per Quarter – Group

Group	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019
Net forwarding revenue	1,414.3	1,502.2	1,526.0	1,593.2	6,035.7	1,485.2
Forwarding expenses	(1,043.6)	(1,128.5)	(1,154.1)	(1,209.7)	(4,536.0)	(1,127.1)
Gross profit	370.7	373.7	371.9	383.5	1,499.7	358.1
Personnel expenses	(230.0)	(231.5)	(228.9)	(235.5)	(925.8)	(226.4)
Other operating expenses	(76.3)	(69.3)	(71.8)	(67.0)	(284.4)	(63.5)
EBITDA	64.4	72.9	71.3	81.0	289.5	68.1
Depreciation of PPE	(5.0)	(5.6)	(5.8)	(6.4)	(22.7)	(6.0)
Depreciation of ROU assets	(29.0)	(31.2)	(31.1)	(33.3)	(124.5)	(31.4)
Amortization of intangibles	(6.0)	(5.9)	(5.9)	(6.1)	(23.9)	(2.5)
EBIT	24.4	30.3	28.5	35.2	118.4	28.1
in % of gross profit	6.6%	8.1%	7.7%	9.2%	7.9%	7.8%
Financial result	(1.7)	(3.6)	(5.2)	(0.4)	(10.8)	(1.0)
Earnings before taxes (EBT)	22.7	26.7	23.3	34.8	107.6	27.1
Income tax expenses	(6.1)	(7.2)	(8.4)	(10.1)	(31.8)	(7.9)
% of EBT	27.0%	27.0%	36.1%	28.9%	29.6%	29.0%
Profit	16.6	19.5	14.9	24.7	75.7	19.2
Earnings per share	0.72	0.84	0.65	1.08	3.29	0.82

Note: Group figures in CHF million

Income Statement Per Quarter – Air Freight

Air Freight	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	thereof acquisitions
Net forwarding revenue	750.1	803.0	794.1	868.2	3,215.5	757.2	
Forwarding expenses	(572.4)	(626.1)	(618.7)	(686.7)	(2,503.8)	(584.1)	
Gross profit	177.8	176.9	175.5	181.6	711.7	173.1	2.0
Personnel expenses	(101.8)	(103.3)	(100.1)	(102.4)	(407.6)	(101.4)	(0.8)
Other operating expenses	(30.7)	(27.2)	(29.2)	(28.8)	(115.9)	(28.2)	(0.4)
EBITDA	45.3	46.4	46.1	50.4	188.2	43.5	0.8
Depreciation and amortization	(18.4)	(19.8)	(19.4)	(22.3)	(80.0)	(18.6)	(0.9)
EBIT	26.9	26.5	26.8	28.1	108.2	24.9	(0.1)
in % of gross profit	15.1%	15.0%	15.3%	15.5%	15.2%	14.4%	
Volumes ('000 tons)	240.5	248.9	262.6	286.7	1,038.7	259.9	14.9
% change YoY	3.1%	3.7%	5.5%	4.7%	4.3%	8.1%	
GP/ton (CHF)	739.2	710.7	668.1	633.4	685.2	665.9	
% change YoY	19.1%	13.7%	3.0%	-5.4%	6.7%	-9.9%	

Note: Air Freight figures in CHF million

Income Statement Per Quarter – Ocean Freight

Ocean Freight	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019
Net forwarding revenue	534.7	562.4	594.9	573.4	2,265.4	580.9
Forwarding expenses	(425.8)	(450.4)	(483.8)	(459.2)	(1,819.3)	(478.0)
Gross profit	108.9	112.0	111.0	114.2	446.1	102.9
Personnel expenses	(82.3)	(81.4)	(78.4)	(80.7)	(322.8)	(76.1)
Other operating expenses	(24.1)	(21.6)	(23.9)	(21.1)	(90.7)	(19.4)
EBITDA	2.5	9.0	8.7	12.4	32.7	7.4
Depreciation and amortization	(8.3)	(8.7)	(8.6)	(8.8)	(34.5)	(7.1)
EBIT	(5.8)	0.3	0.1	3.5	(1.8)	0.3
in % of gross profit	-5.3%	0.3%	0.1%	3.1%	-0.4%	0.3%
Volumes ('000 TEUs)	359.8	380.2	380.8	363.3	1,484.1	348.0
% change YoY	-3.8%	-0.7%	-1.3%	-3.8%	-2.4%	-3.3%
GP/TEU (CHF)	303	295	292	314	301	296
% change YoY	7.3%	3.4%	3.4%	14.4%	7.0%	-2.3%

Note: Ocean Freight figures in CHF million

Income Statement Per Quarter – Logistics

Logistics	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019
Net forwarding revenue	129.5	136.8	137.0	151.5	554.8	147.1
Forwarding expenses	(45.5)	(52.0)	(51.7)	(63.8)	(212.9)	(65.0)
Gross profit	84.0	84.8	85.4	87.7	341.9	82.1
Personnel expenses	(45.9)	(46.9)	(50.3)	(52.3)	(195.4)	(49.0)
Other operating expenses	(21.5)	(20.5)	(18.7)	(17.1)	(77.8)	(15.9)
EBITDA	16.6	17.4	16.4	18.2	68.6	17.2
Depreciation and amortization	(13.2)	(14.1)	(14.8)	(14.7)	(56.7)	(14.3)
EBIT	3.4	3.4	1.6	3.6	11.9	2.9

Note: Logistics figures in CHF million

Balance Sheet

	31-Dec-18	31-Mar-19	Change in CHF	%
Cash and cash equivalents	287.0	382.4	95.4	33%
Trade receivables, contract assets	1,200.6	1,131.5	(69.1)	-6%
Other current assets	124.4	139.4	15.0	12%
Property, plant and equipment	99.7	99.3	(0.4)	0%
Right-of-use of leased assets	314.9	299.9	(15.0)	
Intangible assets	119.1	119.1	0.0	0%
Other non-current assets	108.7	110.6	1.9	2%
Total assets	2,254.3	2,282.2	27.9	1%
Short-term borrowings	104.4	91.3	(13.1)	-13%
Trade payables, contract liabilities and accrued costs	784.8	795.5	10.7	1%
Other current liabilities	256.1	257.8	1.7	1%
Long-Term borrowings	370.7	367.3	(3.4)	-1%
Other long-term liabilities	167.2	177.8	10.7	6%
Total liabilities	1,683.1	1,689.8	6.6	0%
Share capital	2.4	2.4	(0.0)	0%
Reserves, treasury shares	563.1	585.1	21.9	4%
Non-controlling interests	5.6	5.0	(0.7)	-12%
Total equity	571.2	592.4	21.3	4%
Total equity and liabilities	2,254.3	2,282.2	27.9	1%

Note: Group figures in CHF million

Cash Flow

	31-Mar-18	31-Mar-19
Cash flow before changes in working capital	65.6	69.9
Changes in working capital	(16.0)	68.8
Cash from operations	49.6	138.6
Interest and income taxes paid	(5.7)	(6.1)
Net cash from operating activities	43.9	132.5
Net cash from investing activities	(18.8)	(4.2)
Free cash flow	25.1	128.3
Net cash used in financing activities	(31.2)	(32.9)
Net increase (decrease) in cash and cash equivalents	(6.1)	95.4
Cash and cash equivalents at beginning of period	310.8	287.0
Effect of exchange rate changes	(0.7)	0.1
Cash and cash equivalents at end of period	304.0	382.4

Note: Group figures in CHF million



THANK YOU

