

JANUARY - MARCH 2018

CONDENSED
CONSOLIDATED
INTERIM FINANCIAL
STATEMENTS 2018
(UNAUDITED)

KUEHNE+NAGEL



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Schindellegi, April 23, 2018

INCOME STATEMENT

CHF million	Note	January - March		Variance per cent
		2018	2017	
Net turnover	9	4,862	4,299	13.1
Net expenses for services from third parties	9	-3,019	-2,651	
Gross profit	9	1,843	1,648	11.8
Personnel expenses		-1,133	-997	
Selling, general and administrative expenses		-439	-396	
Other operating income/expenses, net		18	2	
EBITDA		289	257	12.5
Depreciation of property, plant and equipment		-45	-41	
Amortisation of other intangibles		-8	-7	
EBIT		236	209	12.9
Financial income		3	3	
Financial expenses		-1	-1	
Result from joint ventures and associates		1	3	
Earnings before tax (EBT)		239	214	11.7
Income tax		-55	-49	
Earnings for the period		184	165	11.5
Attributable to:				
Equity holders of the parent company		183	164	11.6
Non-controlling interests		1	1	
Earnings for the period		184	165	11.5
Basic earnings per share in CHF		1.53	1.37	11.7
Diluted earnings per share in CHF		1.53	1.37	11.7

STATEMENT OF COMPREHENSIVE INCOME

CHF million	January - March	
	2018	2017
Earnings for the period	184	165
Other comprehensive income		
<i>Items that may be reclassified subsequently to profit or loss:</i>		
Foreign exchange differences	-41	-36
<i>Items that will not be reclassified to profit or loss:</i>		
Actuarial gains/(losses) on defined benefit plans	6	-2
Income tax on actuarial gains/(losses) on defined benefit plans	-1	-
Total other comprehensive income, net of tax	-36	-38
Total comprehensive income for the period	148	127
Attributable to:		
Equity holders of the parent company	148	126
Non-controlling interests	-	1

BALANCE SHEET

CHF million	Note	March 31, 2018	Dec. 31, 2017	March 31, 2017
Assets				
Property, plant and equipment		1,250	1,249	1,126
Goodwill		838	849	744
Other intangibles		88	96	77
Investments in joint ventures		8	31	29
Deferred tax assets		217	220	215
Non-current assets		2,401	2,445	2,191
Prepayments		176	128	142
Work in progress		-	418	311
Contract assets	4	437	-	-
Trade receivables		3,485	3,537	2,750
Other receivables		253	132	245
Income tax receivables		127	77	101
Cash and cash equivalents		717	720	844
Current assets		5,195	5,012	4,393
Total assets		7,596	7,457	6,584
Liabilities and equity				
Share capital		120	120	120
Reserves and retained earnings	10	2,160	1,464	2,006
Earnings for the period		183	737	164
Equity attributable to the equity holders of the parent company		2,463	2,321	2,290
Non-controlling interests		6	6	6
Equity		2,469	2,327	2,296
Provisions for pension plans and severance payments		424	430	409
Deferred tax liabilities		124	128	161
Finance lease obligations		3	4	6
Non-current provisions		60	58	55
Non-current liabilities		611	620	631
Bank and other interest-bearing liabilities		30	14	26
Trade payables		1,748	1,890	1,463
Contract liabilities	4	214	-	-
Accrued trade expenses/deferred income		1,263	1,493	1,066
Income tax liabilities		194	133	152
Current provisions		57	66	72
Other liabilities		1,010	914	878
Current liabilities		4,516	4,510	3,657
Total liabilities and equity		7,596	7,457	6,584

Schindellegi, April 23, 2018

KUEHNE + NAGEL INTERNATIONAL AG
Dr. Detlef Trefzger Markus Blanka-Graff
CEO CFO

STATEMENT OF CHANGES IN EQUITY

CHF million	Share capital	Share premium	Treasury shares	Cumulative translation adjustment	Actuarial gains & losses	Retained earnings	Total equity attributable to the equity holders of parent company	Non-controlling interests	Total equity
Balance as of January 1, 2017	120	511	-59	-966	-132	2,686	2,160	5	2,165
Earnings for the period	-	-	-	-	-	164	164	1	165
Other comprehensive income									
Foreign exchange differences	-	-	-	-36	-	-	-36	-	-36
Actuarial gains/(losses) on defined benefit plans, net of tax	-	-	-	-	-2	-	-2	-	-2
Total other comprehensive income, net of tax	-	-	-	-36	-2	-	-38	-	-38
Total comprehensive income for the period	-	-	-	-36	-2	164	126	1	127
Expenses for share-based compensation plans	-	-	-	-	-	4	4	-	4
Total contributions by and distributions to owners	-	-	-	-	-	4	4	-	4
Balance as of March 31, 2017	120	511	-59	-1,002	-134	2,854	2,290	6	2,296
Balance as of January 1, 2018	120	496	-43	-897	-130	2,775	2,321	6	2,327
Earnings for the period	-	-	-	-	-	183	183	1	184
Other comprehensive income									
Foreign exchange differences	-	-	-	-40	-	-	-40	-1	-41
Actuarial gains/(losses) on defined benefit plans, net of tax	-	-	-	-	5	-	5	-	5
Total other comprehensive income, net of tax	-	-	-	-40	5	-	-35	-1	-36
Total comprehensive income for the period	-	-	-	-40	5	183	148	-	148
Purchase of treasury shares	-	-	-9	-	-	-	-9	-	-9
Expenses for share-based compensation plans	-	-	-	-	-	3	3	-	3
Total contributions by and distributions to owners	-	-	-9	-	-	3	-6	-	-6
Balance as of March 31, 2018	120	496	-52	-937	-125	2,961	2,463	6	2,469

CASH FLOW STATEMENT

CHF million	Note	January – March		Variance
		2018	2017	
Cash flow from operating activities				
Earnings for the period		184	165	
Reversal of non-cash items:				
Income tax		55	49	
Financial income		-3	-3	
Financial expenses		1	1	
Result from joint ventures and associates		-1	-3	
Depreciation of property, plant and equipment		45	41	
Amortisation of other intangibles		8	7	
Expenses for share-based compensation plans		3	4	
Gain on disposal of subsidiary	7	-7	-	
Gain on disposal of property, plant and equipment		-11	-2	
Loss on disposal of property, plant and equipment		1	-	
Net addition to provisions for pension plans and severance payments		1	3	
Subtotal operational cash flow		276	262	14
(Increase)/decrease work in progress/contract assets		-25	-16	
(Increase)/decrease trade and other receivables, prepayments		-111	-330	
Increase/(decrease) provisions		-7	-7	
Increase/(decrease) other liabilities		91	62	
Increase/(decrease) trade payables, accrued trade expenses, deferred income and contract liabilities		-147	50	
Income taxes paid		-44	-43	
Total cash flow from operating activities		33	-22	55
Cash flow from investing activities				
Capital expenditure				
– Property, plant and equipment	12	-51	-50	
– Other intangibles	12	-3	-2	
Disposal of property, plant and equipment		32	69	
Acquisition of subsidiaries, net of cash acquired	7/8	-21	-	
Disposal of subsidiary	7	7	-	
Dividend received from joint ventures and associates		1	-	
Interest received		1	1	
Total cash flow from investing activities		-34	18	-52
Cash flow from financing activities				
Repayment of interest-bearing liabilities		-1	-1	
Interest paid		-1	-1	
Purchase of treasury shares	10	-9	-	
Acquisition of non-controlling interests		-	-3	
Total cash flow from financing activities		-11	-5	-6
Exchange difference on cash and cash equivalents		-7	-6	-1
Increase/(decrease) in cash and cash equivalents		-19	-15	-4
Cash and cash equivalents at the beginning of the period, net		710	837	-127
Cash and cash equivalents at the end of the period, net		691	822	-131

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

1. ORGANISATION

Kuehne + Nagel International AG (the Company) is incorporated in Schindellegi (Feusisberg), Switzerland. The Company is one of the world's leading logistics providers. Its strong market position lies in the seafreight, airfreight, overland and contract logistics businesses.

The Condensed Consolidated Interim Financial Statements of the Company for the three months ended March 31, 2018, comprise the Company, its subsidiaries (the Group) and its interests in joint ventures.

The Group voluntarily presents a balance sheet as of March 31, 2017.

2. STATEMENT OF COMPLIANCE

The unaudited Condensed Consolidated Interim Financial Statements have been prepared in accordance with IAS 34 Interim Financial Reporting. They do not include all of the information required for full annual financial statements, and should be read in conjunction with the Consolidated Financial Statements of the Group for the year ended December 31, 2017.

3. BASIS OF PREPARATION

The Condensed Consolidated Interim Financial Statements are presented in Swiss Francs (CHF) million. They are prepared on a historical cost basis except for certain financial instruments which are stated at fair value. Non-current assets and disposal groups held for sale are stated at the lower of the carrying amount and fair value less costs to sell.

The preparation of the Condensed Consolidated Interim Financial Statements in conformity with IFRS requires the management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The actual result may differ from these estimates. Judgements made by the management in the application of IFRS that have a significant effect on the Condensed Consolidated Interim Financial Statements and estimates with a significant risk of material adjustment in the next period were the same as those applied to the Consolidated Financial Statements for the year ended December 31, 2017.

4. ACCOUNTING POLICIES

The accounting policies applied in the preparation of the Condensed Consolidated Interim Financial Statements are consistent with those followed in the preparation of the Group's Consolidated Financial Statements for the year ended December 31, 2017, except for the adoption of new standards effective as of January 1, 2018. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

The Group applies, for the first time, IFRS 15-Revenue from Contracts with Customers. IFRS 15 requires Kuehne + Nagel to recognise revenue for rendering of forwarding and logistics services at the time of receipt of the services by the counterparty, which generally occurs on delivery of the services performed by the Group and is determined by the agreed terms of service. This is generally consistent with the timing and amounts of revenue the Group recognised in accordance with the previous standard, IAS 18. Kuehne + Nagel applied the modified retrospective method upon adoption of IFRS 15 on January 1, 2018. This method requires the recognition of the cumulative effect

of initially applying IFRS 15 to retained earnings. For the reasons described above, this effect is not material for the Group. Under this transition method, comparative information for prior periods has not been restated and continues to be reported in accordance with the previous standard, IAS 18.

IFRS 15 requires contract assets and liabilities to be presented separately in the Consolidated Financial Statements. Accordingly Kuehne + Nagel has presented the CHF 437 million amount of contract assets and the CHF 214 million amount of contract liabilities as of March 31, 2018, on a separate balance sheet line. In prior periods, the corresponding amounts are included in work in progress and accrued trade expenses/deferred income, respectively.

As of January 1, 2018, the Group applies, for the first time, IFRS 9-Financial Instruments, which changes the classification and measurement of financial instruments. The new standard requires impairments to be based on a forward-looking model, changes the approach to hedging financial exposures and related documentation, changes the recognition of certain fair value changes and amends disclosures requirements. The impairment of financial assets, mainly trade receivables, is now assessed using an expected credit loss model, whereas previously the incurred loss model was used. The Group had no material impact to its impairment allowances from this change. As the Group does not apply hedge accounting and continues measuring at fair value all financial assets currently held at fair value, there was no impact from these changes. Kuehne + Nagel applied the modified retrospective method upon adoption of IFRS 9 on January 1, 2018. This method requires the recognition of the cumulative effect of initially applying IFRS 9 to retained earnings and not to restate prior years. For the reasons described above, the effect from the adoption of the new standard is not material for the Group.

Other amendments, improvements and interpretations apply for the first time in 2018, but do not have a material impact on the Condensed Consolidated Interim Financial Statements of the Group.

5. FOREIGN EXCHANGE RATES

Conversion rates of major foreign currencies are applied as follows:

Income statement and cash flow statement (average rates for the period)

Currency	Jan. - March 2018 CHF	Variance per cent	Jan. - March 2017 CHF
EUR 1.-	1.1646	8.9	1.0692
USD 1.-	0.9508	-5.4	1.0054
GBP 1.-	1.3241	5.7	1.2523

Balance sheet (period end rates)

Currency	March 2018 CHF	Variance per cent	March 2017 CHF	Dec. 2017 CHF
EUR 1.-	1.1738	9.7	1.0704	1.1746
USD 1.-	0.9458	-4.1	0.9864	0.9883
GBP 1.-	1.3432	8.6	1.2370	1.3240

6. SEASONALITY

The Group is not exposed to significant seasonal or cyclical variations in its operations.

7. CHANGES IN THE SCOPE OF CONSOLIDATION

Major changes in the scope of consolidation in the first three months of 2018 related to the following companies:

2018	Capital share in per cent equals voting rights	Currency	Share capital in 1,000	Incorporation / acquisition / divestment date
Acquisitions				
Kuehne + Nagel Drinkflow Logistics (Holdings) Ltd., Great Britain ¹	50	GBP	6,123	February 26, 2018
Kuehne + Nagel Drinkflow Logistics Ltd., Great Britain ¹	50	GBP	877	February 26, 2018
Incorporations				
Nacora Sigorta Brokerligi Anonim Sirketi, Turkey	100	TRL	300	January 1, 2018
Kuehne + Nagel Shared Service Centre d.o.o., Serbia	100	RSD	15,000	February 1, 2018
Kuehne + Nagel LLC, Azerbaijan	100	AZN	42	February 1, 2018
Divestments				
Transeich Armazens Gerais S.A., Brazil ²	100	BRL	2,479	March 1, 2018
Transeich Assessoria e Transportes S.A., Brazil ²	100	BRL	17,918	March 1, 2018

¹ The Group previously owned 50 per cent of the share capital and applied the equity method. For further information refer to Note 8.

² Effective March 1, 2018, the Group signed a sale and purchase agreement to sell 100 per cent of the shares of Transeich Armazens Gerais S.A. and Transeich Assessoria e Transportes S.A, Brazil. The profit on the sale amounts to CHF 7 million.

Major changes in the scope of consolidation in the first three months of 2017 related to the following companies:

2017	Capital share in per cent equals voting rights	Currency	Share capital in 1,000	Acquisition date
Acquisition				
Amex Ltd., Israel ¹	3	ILS	-	February 23, 2017

¹ The Group previously owned 87.5 per cent of the share capital and applied the full consolidation method. For further information refer to Note 8.

There were no significant divestments in the first three months of 2017.

8. ACQUISITIONS

2018 Acquisitions

The acquisition of subsidiaries in the first three months 2018 had the following effect on the Group's assets and liabilities:

CHF million	Recognised fair values
Property, plant and equipment	27
Other intangibles	1
Deferred tax assets	1
Trade receivables	40
Other current assets	10
Acquired cash and cash equivalents (net)	2
Subtotal assets	81
Other current liabilities	-18
Trade payables	-17
Total identifiable assets and liabilities, net	46
Purchase price, paid in cash (for 50 per cent of the shares)	23
Acquired cash and cash equivalents (net)	-2
Net cash outflow	21

Effective March 1, 2018, the Group acquired 50 per cent of the shares of Kuehne + Nagel Drinkflow Logistics (Holdings) Ltd., Great Britain, a business pertaining to the segment Contract Logistics. The Group previously already owned 50 per cent of the shares at a fair value of CHF 23 million immediately before the acquisition date and applied the equity method. The gain recognised as a result of remeasuring to fair value the equity interest the Group held before the acquisition, was below CHF 1 million. The purchase price of CHF 23 million was paid in cash.

The acquisition contributed for the month of March 2018 CHF 5 million of net turnover and break even earnings, including the amortisation of other intangibles of CHF 1 million, to the consolidated financial statements. If the acquisition had occurred on January 1, 2018, the Group's net turnover would have been CHF 4,873 million and consolidated earnings for the period would have been CHF 186 million.

The trade receivables comprise gross contractual amounts due of CHF 41 million, of which CHF 1 million were expected to be uncollectible at the acquisition date.

Other intangibles of CHF 1 million recognised on the acquisition represent a customer contract.

The initial accounting for the acquisition made in the first three months of 2018 has only been determined provisionally.

2017 Acquisitions

Effective February 23, 2017, the Group acquired the non-controlling interest of 3 per cent of the shares of Amex Ltd, Israel for a purchase price of CHF 2.5 million which was paid in cash. The Group previously already owned 87.5 per cent of the shares of Amex Ltd. and applied the full consolidation method.

9. SEGMENT REPORTING

a) Reportable segments

The Group provides integrated logistics solutions across customers' supply chains using its global logistics network.

The four reportable segments, **Seafreight**, **Airfreight**, **Overland** and **Contract Logistics**, reflect the internal management and reporting structure to the Management Board (the chief operating decision maker, CODM) and are managed through specific organisational structures. The CODM reviews internal management reports on a monthly basis. Each segment is a distinguishable business unit and is engaged in providing and selling discrete products and services.

The discrete distinction between Seafreight, Airfreight and Overland is the usage of the same transportation mode within a reportable segment. In addition to common business processes and management routines, a single main transportation mode is used within a reportable segment. For the reportable segment Contract Logistics the services performed are related to customer contracts for warehouse and distribution activities, whereby services performed are storage, handling and distribution.

Pricing between segments is determined on an arm's length basis. The accounting policies of the reportable segments are the same as applied in the Consolidated Financial Statements.

Information about the reportable segments is presented on the next pages. Segment performance is based on EBIT as reviewed by the CODM. The column "eliminations" shows the eliminations of turnover and expenses between segments. All operating expenses are allocated to the segments and included in the EBIT.

b) Geographical information

The Group operates on a worldwide basis in the following geographical areas: **EMEA**, **Americas** and **Asia-Pacific**. All products and services are provided in each of these geographical regions. The regional revenue is based on the geographical location of the customers invoiced, and regional assets are based on the geographical location of assets.

c) Major customers

There is no single customer who represents more than 10 per cent of the Group's total revenue.

b) Geographical information

January – March

CHF million	Total Group		EMEA		Americas		
	2018	2017	2018	2017	2018	2017	
Turnover (external customers)	5,795	5,185	3,777	3,354	1,407	1,268	
Customs duties and taxes	-933	-886	-691	-627	-184	-183	
Net turnover (external customers)	4,862	4,299	3,086	2,727	1,223	1,085	
Inter-regional turnover	-	-	1,085	941	301	275	
Net expenses for services	-3,019	-2,651	-2,869	-2,505	-1,166	-1,044	
Gross profit	1,843	1,648	1,302	1,163	358	316	
Total expenses	-1,554	-1,391	-1,133	-1,012	-291	-264	
EBITDA	289	257	169	151	67	52	
Depreciation of property, plant and equipment	-45	-41	-32	-30	-9	-6	
Amortisation of other intangibles	-8	-7	-4	-4	-4	-3	
EBIT	236	209	133	117	54	43	
Financial income	3	3					
Financial expenses	-1	-1					
Result from joint ventures and associates	1	3					
Earnings before tax (EBT)	239	214					
Income tax	-55	-49					
Earnings for the period	184	165					
Attributable to:							
Equity holders of the parent company	183	164					
Non-controlling interests	1	1					
Earnings for the period	184	165					
Additional information not regularly reported to the CODM							
Allocation of goodwill	838	744	538	484	278	237	
Allocation of other intangibles	88	77	6	5	82	72	
Capital expenditure property, plant and equipment	51	50	41	33	8	13	
Capital expenditure other intangibles	3	2	3	1	-	1	
Property, plant and equipment, goodwill and intangibles through business combinations	27	-	27	-	-	-	

10. EQUITY

In the first three months of 2018 and 2017, the Company did not sell any treasury shares under the share-based compensation plans. The Company purchased 60,000 treasury shares

for CHF 9 million (2017: the Company did not purchase any treasury shares).

11. EMPLOYEES

Number	March 31, 2018	March 31, 2017
EMEA	55,171	51,840
Americas	12,864	10,901
Asia-Pacific	8,393	7,854
Total employees	76,428	70,595
Full-time equivalent of employees	72,255	66,572

12. CAPITAL EXPENDITURE

The capital expenditure (excluding other intangible assets and property, plant and equipment from acquisitions) from January to March 2018 was CHF 54 million (2017: CHF 52 million).

13. LEGAL CLAIMS

The status of proceedings, disclosed in the notes 40 and 44 to the Consolidated Financial Statements for the year ended December 31, 2017, has not changed materially.

14. POST BALANCE SHEET EVENTS

These unaudited Condensed Consolidated Interim Financial Statements of Kuehne + Nagel International AG were authorised for issue by the Audit Committee of the Group on April 23, 2018.

There have been no material events between March 31, 2018, and the date of authorisation that would require adjustments of the Condensed Consolidated Interim Financial Statements or disclosure.

FINANCIAL CALENDAR

May 8, 2018	Annual General Meeting
May 15, 2018	Dividend payment for 2017
July 19, 2018	Half-year 2018 results
October 18, 2018	Nine-months 2018 results
February 27, 2019	Full-year 2018 results

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