

JANUARY - MARCH 2013



CONDENSED CONSOLIDATED INTERIM
FINANCIAL STATEMENTS 2013

(UNAUDITED)

KUEHNE+NAGEL



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Schindellegi, April 12, 2013

1. Income Statement

| CHF million | January - March | | Variance per cent |
|---|-----------------|-------------------|----------------------|
| | 2013 | 2012 | |
| Invoiced turnover | 5,094 | 4,834 | 5.4 |
| Customs duties and taxes | -912 | -883 | |
| Net invoiced turnover | 4,182 | 3,951 | 5.8 |
| Net expenses for services from third parties | -2,645 | -2,449 | |
| Gross profit | 1,537 | 1,502 | 2.3 |
| Personnel expenses | -930 | -885 ¹ | |
| Selling, general and administrative expenses | -390 | -404 | |
| Other operating income/expenses, net | 2 | 5 | |
| Expense for EU antitrust fine | - | -65 | |
| EBITDA | 219 | 153 | 43.1 |
| Depreciation of property, plant and equipment | -36 | -36 | |
| Amortisation of other intangibles | -14 | -17 | |
| EBIT | 169 | 100 | 69.0 |
| Financial income | 3 | 5 | |
| Financial expenses | -2 | -2 | |
| Result from joint ventures and associates | 1 | - | |
| Earnings before tax (EBT) | 171 | 103 | 66.0 |
| Income tax | -37 | -35 | |
| Earnings for the period | 134 | 68 | 97.1 |
| Attributable to: | | | |
| Equity holders of the parent company | 132 | 67 | 97.0 |
| Non-controlling interests | 2 | 1 | |
| Earnings for the period | 134 | 68 | 97.1 |
| Basic earnings per share in CHF | 1.11 | 0.56 | 98.2 |
| Diluted earnings per share in CHF | 1.11 | 0.56 | 98.2 |

¹ Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the quarter is less than CHF 1 million and is therefore not considered material.

2. Statement of Comprehensive Income

| CHF million | January - March | |
|---|-----------------|------------------|
| | 2013 | 2012 |
| Earnings for the period | 134 | 68 |
| Other comprehensive income | | |
| <i>Items that may be reclassified subsequently to profit or loss:</i> | | |
| Foreign exchange differences | 23 | -31 |
| <i>Items that will not be reclassified to profit or loss:</i> | | |
| Actuarial gains/(losses) on defined benefit plans, net of tax | 3 | -10 ¹ |
| Other comprehensive income, net of tax | 26 | -41 |
| Total comprehensive income | 160 | 27 |
| Attributable to: | | |
| Equity holders of the parent company | 157 | 26 |
| Non-controlling interests | 3 | 1 |

¹ Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the quarter is less than CHF 1 million and is therefore not considered material.

3. Balance Sheet

| CHF million | March 31, 2013 | Dec. 31, 2012 | March 31, 2012 |
|--|----------------|--------------------|--------------------|
| Assets | | | |
| Property, plant and equipment | 1,141 | 1,134 | 1,123 |
| Goodwill | 699 | 694 | 687 |
| Other intangibles | 129 | 141 | 186 |
| Investments in joint ventures | 38 | 39 | 39 |
| Deferred tax assets | 197 | 195 | 163 |
| Non-current assets | 2,204 | 2,203 | 2,198 |
| Prepayments | 141 | 109 | 133 |
| Work in progress | 262 | 306 | 263 |
| Trade receivables | 2,531 | 2,428 | 2,267 |
| Other receivables | 117 | 116 | 116 |
| Income tax receivables | 83 | 34 | 76 |
| Financial investments | - | - | 113 |
| Cash and cash equivalents | 1,161 | 1,083 | 1,101 |
| Current assets | 4,295 | 4,076 | 4,069 |
| Total assets | 6,499 | 6,279 | 6,267 |
| Liabilities and equity | | | |
| Share capital | 120 | 120 | 120 |
| Reserves and retained earnings | 2,307 | 1,792 ¹ | 2,238 ² |
| Earnings for the period | 132 | 484 ¹ | 67 ² |
| Equity attributable to the equity holders of the parent company | 2,559 | 2,396 | 2,425 |
| Non-controlling interests | 21 | 29 | 24 |
| Equity | 2,580 | 2,425 | 2,449 |
| Provisions for pension plans and severance payments | 360 | 357 | 307 |
| Deferred tax liabilities | 153 | 151 | 156 |
| Finance lease obligations | 30 | 32 | 41 |
| Non-current provisions | 62 | 69 | 89 |
| Non-current liabilities | 605 | 609 | 593 |
| Bank and other interest-bearing liabilities | 38 | 36 | 56 |
| Trade payables | 1,317 | 1,337 | 1,141 |
| Accrued trade expenses/deferred income | 918 | 931 | 921 |
| Income tax liabilities | 126 | 89 | 130 |
| Current provisions | 65 | 68 | 129 |
| Other liabilities | 850 | 784 | 848 |
| Current liabilities | 3,314 | 3,245 | 3,225 |
| Total liabilities and equity | 6,499 | 6,279 | 6,267 |

1 Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the year amounts to CHF 1 million.

2 Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the quarter is less than CHF 1 million and therefore not considered material.

Schindellegi, April 12, 2013

KUEHNE + NAGEL INTERNATIONAL AG
 Reinhard Lange Gerard van Kesteren
 CEO CFO

4. 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, 2012 | 120 | 535 | -45 | -715 | -44 | 2,531 | 2,382 | 23 | 2,405 |
| Change in accounting policy ¹ | - | - | - | - | 1 | -1 | - | - | - |
| Restated balance as of January 1, 2012 | 120 | 535 | -45 | -715 | -43 | 2,530 | 2,382 | 23 | 2,405 |
| Earnings for the period | - | - | - | - | - | 67 | 67 | 1 | 68 |
| Other comprehensive income | | | | | | | | | |
| Foreign exchange differences | - | - | - | -31 | - | - | -31 | - | -31 |
| Actuarial gains/(losses) on defined benefit plans, net of tax | - | - | - | - | -10 | - | -10 | - | -10 |
| Total other comprehensive income, net of tax | - | - | - | -31 | -10 | - | -41 | - | -41 |
| Total comprehensive income for the period | - | - | - | -31 | -10 | 67 | 26 | 1 | 27 |
| Disposal of treasury shares | - | 5 | 9 | - | - | - | 14 | - | 14 |
| Expenses for share-based compensation plans | - | - | - | - | - | 3 | 3 | - | 3 |
| Total transactions with owners | - | 5 | 9 | - | - | 3 | 17 | - | 17 |
| Balance as of March 31, 2012 | 120 | 540 | -36 | -746 | -53 | 2,600 | 2,425 | 24 | 2,449 |
| Balance as of January 1, 2013 | 120 | 549 | -20 | -736 | -83 | 2,566 | 2,396 | 29 | 2,425 |
| Change in accounting policy ¹ | - | - | - | - | 1 | -1 | - | - | - |
| Restated balance as of January 1, 2013 | 120 | 549 | -20 | -736 | -82 | 2,565 | 2,396 | 29 | 2,425 |
| Earnings for the period | - | - | - | - | - | 132 | 132 | 2 | 134 |
| Other comprehensive income | | | | | | | | | |
| Foreign exchange differences | - | - | - | 22 | - | - | 22 | 1 | 23 |
| Actuarial gains/(losses) on defined benefit plans, net of tax | - | - | - | - | 3 | - | 3 | - | 3 |
| Total other comprehensive income, net of tax | - | - | - | 22 | 3 | - | 25 | 1 | 26 |
| Total comprehensive income for the period | - | - | - | 22 | 3 | 132 | 157 | 3 | 160 |
| Disposal of treasury shares | - | 1 | 2 | - | - | - | 3 | - | 3 |
| Dividend paid | - | - | - | - | - | - | - | -11 | -11 |
| Expenses for share-based compensation plans | - | - | - | - | - | 3 | 3 | - | 3 |
| Total transactions with owners | - | 1 | 2 | - | - | 3 | 6 | -11 | -5 |
| Balance as of March 31, 2013 | 120 | 550 | -18 | -714 | -79 | 2,700 | 2,559 | 21 | 2,580 |

¹ Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated.

5. Cash Flow Statement

| CHF million | January - March | | Variance |
|--|-----------------|-----------------|-------------|
| | 2013 | 2012 | |
| Cash flow from operating activities | | | |
| Earnings for the period | 134 | 68 ¹ | |
| Reversal of non-cash items: | | | |
| Income tax | 37 | 35 | |
| Financial income | -3 | -5 | |
| Financial expenses | 2 | 2 | |
| Result from joint ventures and associates | -1 | - | |
| Depreciation of property, plant and equipment | 36 | 36 | |
| Amortisation of other intangibles | 14 | 17 | |
| Expenses for share-based compensation plans | 3 | 3 | |
| Gain on disposal of property, plant and equipment and associate | -3 | -5 | |
| Loss on disposal of property, plant and equipment | 1 | - | |
| Net addition to provisions for pension plans and severance payments | 3 | 5 ¹ | |
| Subtotal operational cash flow | 223 | 156 | 67 |
| (Increase)/decrease work in progress | 47 | 7 | |
| (Increase)/decrease trade and other receivables, prepayments | -104 | -72 | |
| Increase/(decrease) other liabilities | 61 | 93 | |
| Increase/(decrease) provisions | -10 | 58 | |
| Increase/(decrease) trade payables, accrued trade expenses/deferred income | -63 | -82 | |
| Income taxes paid | -50 | -42 | |
| Total cash flow from operating activities | 104 | 118 | -14 |
| Cash flow from investing activities | | | |
| Capital expenditure | | | |
| - Property, plant and equipment | -31 | -32 | |
| - Other intangibles | -1 | -2 | |
| Disposal of property, plant and equipment | 4 | 12 | |
| Acquisition of subsidiaries, net of cash acquired | - | -4 | |
| Disposal of financial investments | - | 139 | |
| Interest received | 3 | 3 | |
| Dividend received from joint ventures and associates | 1 | - | |
| Total cash flow from investing activities | -24 | 116 | -140 |
| Cash flow from financing activities | | | |
| Proceeds from interest-bearing liabilities | - | 2 | |
| Repayment of interest-bearing liabilities | -3 | -12 | |
| Interest paid | -1 | -1 | |
| Disposal of treasury shares | 3 | 14 | |
| Dividend paid to non-controlling interests | -11 | - | |
| Total cash flow from financing activities | -12 | 3 | -15 |
| Exchange difference on cash and cash equivalents | 7 | -7 | 14 |
| Increase/(decrease) in cash and cash equivalents | 75 | 230 | -155 |
| Cash and cash equivalents at the beginning of the period, net | 1,058 | 835 | 223 |
| Cash and cash equivalents at the end of the period, net | 1,133 | 1,065 | 68 |

¹ Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the quarter is less than CHF 1 million and is therefore not considered material.

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

6.1 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, the overland and contract logistics businesses.

The Condensed Consolidated Interim Financial Statements of the Company for the three months ended March 31, 2013, comprise the Company, its subsidiaries (the Group) and its interests in joint ventures.

The Group voluntarily also presents a balance sheet as at March 31, 2012.

6.2 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, 2012.

6.3 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.

Income statement and cash flow statement

(average rates for the period)

| Currency | 2013 CHF | Variance per cent | 2012 CHF |
|----------|-------------|----------------------|-------------|
| EUR 1.- | 1.2260 | 1.3 | 1.2102 |
| USD 1.- | 0.9285 | 1.8 | 0.9122 |
| GBP 1.- | 1.4439 | 0.2 | 1.4415 |

6.5 Seasonality

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

The preparation of Condensed Consolidated Interim Financial Statements in conformity with IFRS requires the management to make judgments, 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, 2012.

Accounting policies

The accounting policies are the same as those applied in the Consolidated Financial Statements for the year ended December 31, 2012. The only exception is the adoption of IAS 19 (revised) as of January 1, 2013. The interest costs and expected return on plan assets used in the previous version of IAS 19 have been replaced with a net interest amount which is calculated by multiplying the discount rate with the net defined benefit obligation. This change has a negative impact on the expenses for defined benefit plans of CHF 1 million for the year 2012.

The other new, revised and amended standards that are effective for the 2013 reporting year are either not relevant for the Group, or do not have a material impact on the Condensed Consolidated Interim Financial Statements.

6.4 Foreign exchange rates

The major foreign currency exchange rates applied are as follows:

Balance sheet

(period end rates)

| Currency | March 2013 CHF | Variance per cent | March 2012 CHF |
|----------|-------------------|----------------------|-------------------|
| EUR 1.- | 1.2217 | 1.3 | 1.2061 |
| USD 1.- | 0.9423 | 4.3 | 0.9037 |
| GBP 1.- | 1.4340 | -0.6 | 1.4430 |

6.6 Changes in the scope of consolidation

The changes in the scope of consolidation in the **first three months 2013** related to the following companies:

| Changes in the scope of consolidation 2013 | Capital share acquired in per cent equals voting rights | Currency | Share capital in 1,000 | Acquisition/ incorporation date |
|---|---|----------|------------------------|---------------------------------|
| Acquisition | | | | |
| Universal Freight Services LLC, Oman | 70 | OMR | 250 | January 8, 2013 |
| Incorporation | | | | |
| Kuehne + Nagel Logistics Services Limited, Barbados | 100 | BBD | 195 | March 1, 2013 |

The changes in the scope of consolidation in the **first three months 2012** related to the following companies:

| Changes in the scope of consolidation 2012 | Capital share acquired in per cent equals voting rights | Currency | Share capital in 1,000 | Acquisition/ incorporation date |
|--|---|----------|------------------------|---------------------------------|
| Acquisitions | | | | |
| Link Logistics International Pty. Ltd, Australia | 100 | AUD | < 1 | February 2, 2012 |
| Incorporations | | | | |
| Kuehne + Nagel SAS, Morocco | 100 | MAD | 300 | March 1, 2012 |

There were no significant divestments in the first three months of 2013 and 2012.

6.7 Acquisitions

2013 acquisitions

There were no significant acquisitions of subsidiaries in the first three months 2013.

Effective January 8, 2013, the Group acquired 70 per cent of the shares of Universal Freight Services LLC, Oman, mainly specialised in Seafreight and Airfreight forwarding activities. The purchase price of CHF 0.6 million has been paid in cash.

2012 acquisitions

The acquisition of a subsidiary in the first three months of 2012 had the following effect on the Group's assets and liabilities:

| CHF million | Recognised fair values |
|--|------------------------|
| Property, plant and equipment | 1 |
| Other intangibles | 6 |
| Trade receivables | 7 |
| Subtotal assets | 14 |
| Trade payables | -5 |
| Other current liabilities | -1 |
| Non-current liabilities | -2 |
| Total identifiable assets and liabilities | 6 |
| Goodwill | - |
| Total consideration | 6 |
| Contingent consideration | -2 |
| Purchase price, paid in cash | 4 |
| Acquired cash and cash equivalents | - |
| Net cash outflow | 4 |

Effective February 2, 2012, the Group acquired Link Logistics International Pty. Ltd, an Australian freight forwarder specialised in perishables logistics. The purchase price of CHF 5.4 million includes a contingent consideration of CHF 1.8 million depending on the financial performance of the acquired business until December 2013. CHF 3.6 million has been paid in cash.

The acquisitions (including the part of 2011 acquisitions that completes a twelve months period since the date of acquisition) contributed CHF 140 million of invoiced turnover and CHF 1 million of loss to the consolidated invoiced turnover and earnings respectively for the first three months of 2012. If the acquisition had occurred on January 1, 2012, the Group's invoiced turnover would have been CHF 4,838 million and consolidated earnings for the period would have been CHF 66 million.

The trade receivables comprise gross contractual amounts due of CHF 7 million, and all amounts are expected to be collectible.

Other intangibles of CHF 6 million recognised on this acquisition represent non-contractual customer lists having a useful life of up to three years. The acquisition did not result in any goodwill.

The initial accounting for the acquisition made in the first three months of 2012 was only determined provisionally. No material adjustments to the values previously reported were deemed necessary after having finalised the acquisition accounting.

6.8 Segment Reporting

a) Reportable Segments

The Group provides integrated logistics solutions across customer's supply chains using its global logistics network. The business is divided into six operating segments namely **Seafreight, Airfreight, Road & Rail Logistics, Contract Logistics, Real Estate and Insurance Brokers**. These six reportable segments reflect the internal management and reporting structure to the Management Board (the chief operating deci-

sion 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 Road & Rail Logistics 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. In the reportable segment Real Estate, activities mainly related to internal rent of facilities are reported. Under Insurance Brokers, activities exclusively related to brokerage of insurance coverage, mainly marine liability, are reported.

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 "elimination" is 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 is operating on a worldwide basis in the following geographical areas: **Europe, Americas, Asia-Pacific and Middle East, Central Asia and Africa**. All products and services are provided in each of these geographical regions. The segment revenue is based on the geographical location of the customers invoiced, and segment 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.

a) Reportable Segments

January – March

| CHF million | Total Group | | Seafreight | | Airfreight | | Road & Rail Logistics | | |
|---|--------------|--------------|--------------|--------------|--------------|-------------------|-----------------------|--------------|--|
| | 2013 | 2012 | 2013 | 2012 | 2013 | 2012 ¹ | 2013 | 2012 | |
| Invoiced turnover (external customers) | 5,094 | 4,834 | 2,204 | 2,031 | 1,011 | 967 | 737 | 744 | |
| Invoiced inter-segment turnover | - | - | 399 | 385 | 574 | 510 | 348 | 332 | |
| Customs duties and taxes | -912 | -883 | -605 | -583 | -159 | -160 | -67 | -71 | |
| Net invoiced turnover | 4,182 | 3,951 | 1,998 | 1,833 | 1,426 | 1,317 | 1,018 | 1,005 | |
| Net expenses for services from third parties | -2,645 | -2,449 | -1,680 | -1,519 | -1,207 | -1,113 | -797 | -780 | |
| Gross profit | 1,537 | 1,502 | 318 | 314 | 219 | 204 | 221 | 225 | |
| Total expenses ¹ | -1,318 | -1,349 | -222 | -219 | -160 | -215 | -219 | -211 | |
| EBITDA | 219 | 153 | 96 | 95 | 59 | -11 | 2 | 14 | |
| Depreciation of property, plant and equipment | -36 | -36 | -3 | -4 | -3 | -3 | -6 | -7 | |
| Amortisation of other intangibles | -14 | -17 | -2 | -2 | -3 | -3 | -5 | -6 | |
| EBIT (segment profit/(loss)) | 169 | 100 | 91 | 89 | 53 | -17 | -9 | 1 | |
| Financial income | 3 | 5 | | | | | | | |
| Financial expenses | -2 | -2 | | | | | | | |
| Result from joint ventures and associates | 1 | - | 1 | - | - | - | - | - | |
| Earnings before tax (EBT) | 171 | 103 | | | | | | | |
| Income tax | -37 | -35 | | | | | | | |
| Earnings for the period | 134 | 68 | | | | | | | |
| Attributable to: | | | | | | | | | |
| Equity holders of the parent company | 132 | 67 | | | | | | | |
| Non-controlling interests | 2 | 1 | | | | | | | |
| Earnings for the period | 134 | 68 | | | | | | | |
| Additional information not regularly reported to the CODM | | | | | | | | | |
| Allocation of goodwill | 699 | 687 | 47 | 46 | 43 | 39 | 215 | 214 | |
| Allocation of other intangibles | 129 | 186 | 18 | 24 | 21 | 30 | 63 | 86 | |
| Capital expenditure property, plant and equipment | 31 | 32 | 4 | 4 | 4 | 4 | 2 | 3 | |
| Capital expenditure other intangibles | 1 | 2 | 1 | 1 | - | - | - | - | |
| Property, plant and equipment, goodwill and intangibles through business combinations | - | 7 | - | - | - | 7 | - | - | |

¹ Total expenses in 2012 include a provision for EU antitrust fines of CHF 65 million in Airfreight.

Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the quarter is less than CHF 1 million and is therefore not considered material.

b) Geographical information

January – March

| CHF million | Total Group | | Europe | | Americas | |
|---|--------------|--------------|--------------|-------------------|--------------|------------|
| | 2013 | 2012 | 2013 | 2012 ¹ | 2013 | 2012 |
| Invoiced turnover (external customers) | 5,094 | 4,834 | 3,104 | 3,001 | 1,119 | 1,023 |
| Invoiced inter-regional turnover | - | - | 835 | 759 | 185 | 170 |
| Customs duties and taxes | -912 | -883 | -504 | -503 | -199 | -197 |
| Net invoiced turnover | 4,182 | 3,951 | 3,435 | 3,257 | 1,105 | 996 |
| Net expenses for services from third parties | -2,645 | -2,449 | -2,330 | -2,172 | -860 | -765 |
| Gross profit | 1,537 | 1,502 | 1,105 | 1,085 | 245 | 231 |
| Total expenses ¹ | -1,318 | -1,349 | -978 | -1,002 | -208 | -196 |
| EBITDA | 219 | 153 | 127 | 83 | 37 | 35 |
| Depreciation of property, plant and equipment | -36 | -36 | -27 | -26 | -6 | -6 |
| Amortisation of other intangibles | -14 | -17 | -12 | -14 | -1 | -1 |
| EBIT | 169 | 100 | 88 | 43 | 30 | 28 |
| Financial income | 3 | 5 | | | | |
| Financial expenses | -2 | -2 | | | | |
| Result from joint ventures and associates | 1 | - | 1 | - | - | - |
| Earnings before tax (EBT) | 171 | 103 | | | | |
| Income tax | -37 | -35 | | | | |
| Earnings for the period | 134 | 68 | | | | |
| Attributable to: | | | | | | |
| Equity holders of the parent company | 132 | 67 | | | | |
| Non-controlling interests | 2 | 1 | | | | |
| Earnings for the period | 134 | 68 | | | | |
| Additional information not regularly reported to the CODM | | | | | | |
| Allocation of goodwill | 699 | 687 | 553 | 549 | 114 | 111 |
| Allocation of other intangibles | 129 | 186 | 107 | 151 | 14 | 20 |
| Capital expenditure property, plant and equipment | 31 | 32 | 22 | 18 | 3 | 4 |
| Capital expenditure other intangibles | 1 | 2 | 1 | 2 | - | - |
| Property, plant and equipment, goodwill and intangibles through business combinations | - | 7 | - | - | - | - |

¹ Total expenses in 2012 include a provision for EU antitrust fines of CHF 48 million in Europe and CHF 17 million in Asia-Pacific. Since January 1, 2013, the Group applies IAS 19 (revised). This change in accounting policy was recognised retrospectively and comparatives have been restated. The impact for the quarter is less than CHF 1 million and is therefore not considered material.

| | Asia-Pacific | | Middle East, Central Asia and Africa | | Eliminations | |
|--|--------------|-------------------|---|------|--------------|--------|
| | 2013 | 2012 ¹ | 2013 | 2012 | 2013 | 2012 |
| | 505 | 457 | 366 | 353 | - | - |
| | 283 | 259 | 72 | 79 | -1,375 | -1,267 |
| | -66 | -59 | -143 | -124 | - | - |
| | 722 | 657 | 295 | 308 | -1,375 | -1,267 |
| | -589 | -522 | -241 | -257 | 1,375 | 1,267 |
| | 133 | 135 | 54 | 51 | - | - |
| | -91 | -110 | -41 | -41 | - | - |
| | 42 | 25 | 13 | 10 | - | - |
| | -2 | -2 | -1 | -2 | - | - |
| | -1 | -2 | - | - | - | - |
| | 39 | 21 | 12 | 8 | - | - |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| | - | - | - | - | - | - |
| | 26 | 21 | 6 | 6 | - | - |
| | 8 | 15 | - | - | - | - |
| | 4 | 5 | 2 | 5 | - | - |
| | - | - | - | - | - | - |
| | - | 7 | - | - | - | - |

6.9 Equity

In the first three months of 2013, the Company sold 33,450 treasury shares (2012: 137,533 treasury shares) for CHF 3 million (2012: CHF 14 million) under the share-based compensation plans.

6.10 Employees

| CHF million | March 31, 2013 | March 31, 2012 |
|--------------------------------------|----------------|----------------|
| Europe | 44,302 | 43,818 |
| Americas | 9,064 | 9,202 |
| Asia-Pacific | 6,919 | 7,268 |
| Middle East, Central Asia and Africa | 2,819 | 2,841 |
| Total Employees | 63,104 | 63,129 |
| Full-time equivalent | 71,335 | 71,468 |

6.11 Capital expenditure

The capital expenditure (excluding other intangible assets and property, plant and equipment from acquisitions) from January to March 2013 was CHF 32 million (2012: CHF 34 million).

6.12 Legal claims

The status of proceedings, disclosed in notes 41 and 45 to the Consolidated Financial Statements for the year ended December 31, 2012, has not changed materially.

6.13 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 12, 2013.

There have been no material events between March 31, 2013, and the date of authorisation that would require adjustments of the Condensed Consolidated Interim Financial Statements or disclosure.

7. Financial Calendar

| | |
|------------------|---------------------------|
| May 7, 2013 | Annual General Meeting |
| May 14, 2013 | Dividend payment for 2012 |
| July 15, 2013 | Half-year 2013 results |
| October 15, 2013 | Nine-months 2013 results |

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