

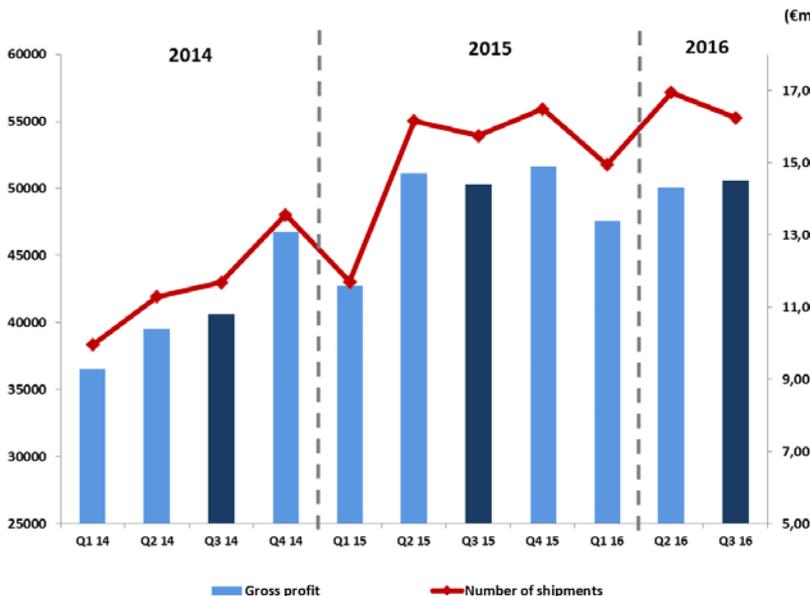
5 continents - 21 countries - 56 offices

## Third quarter business growth in line with Group guidance

	30.09.2016	30.09.2015*	Change at current perimeter	Like for like change	Q3 2016 / Q3 2015 Like for like
<b>CONSOLIDATED (unaudited)</b>					
<b>Number of shipments</b>	<b>164,223</b>	<b>152,002</b>	<b>+8.0%</b>	<b>+2.4%</b>	<b>+2.5%</b>
Sales (€m) **	165.9	170.4	-2.6%	-4.5%	+2.1%
<b>Gross profit (€m)</b>	<b>42.2</b>	<b>40.7</b>	<b>+3.6%</b>	<b>+0.3%</b>	<b>+0.8%</b>

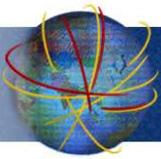
\*Adjusted for the impact of divested operations (Gueppe Clasquin).

\*\*Note: Sales is not a relevant indicator for assessing activity in our business, because it is greatly impacted by changing sea and air freight rates, fuel surcharges, exchange rates (especially versus the \$), etc. Variations in the number of shipments, the volumes shipped and—in terms of the Group's finances—gross profit are relevant indicators.



(€m) **The Q3 increase in the number of shipments (up 2.5%),** slightly higher than H1 organic growth of 2.3%, coupled with the **surge in volumes shipped** during the same period (sea freight TEU up 14.7%, air freight tonnage up 12.8%), confirm the strength of the Group's performance over the first 9 months of the year.

On a like-for-like basis, **Q3 gross profit rose 0.8%** after a flat first half. Air freight unit margins recovered slightly in Q3 compared to Q2, while sea freight margins remained flat.



## DETAILS ON ACTIVITY BY BUSINESS LINE

At current exchange rate	NUMBER OF SHIPMENTS				GROSS PROFIT (in €m)			
	30.09.2016	30.09.2015	30.09.2016 / 30.09.2015	Q3 2016 / Q3 2015	30.09.2016	30.09.2015	30.09.2016 / 30.09.2015	Q3 2016 / Q3 2015
Sea freight	75,524	73,864	+2.2%	+1.5%	20.5	20.7	-1.0%	-6.9%
Air freight	53,016	51,604	+2.7%	+0.2%	13.1	14.1	-7.1%	+0.6%
Others*	35,683	26,534	+34.5%	+9.2%	7.7	5.2	+47.9%	+25.5 %
<b>TOTAL OVERSEAS ACTIVITY</b>	<b>164,223</b>	<b>152,002</b>	<b>+8.0%</b>	<b>+2.5%</b>	<b>41.3</b>	<b>40.0</b>	<b>+3.2%</b>	<b>+0.4%</b>
Log System					1.8	1.8	-0.6%	1.2%
Consolidation entries					-0.9	-1.1	NS	NS
<b>TOTAL CONSOLIDATED</b>					<b>42.2</b>	<b>40.7</b>	<b>+3.6%</b>	<b>+0.8%</b>

The strong growth in the "Other" business line was driven by the acquisition of LCI on 01/04/15. One quarter of additional business was recorded in 2016. Q1 2016 LCI: 8,605 shipments and GP of €1.7m.

	VOLUMES GROWTH			
	30.09.2016	30.09.2015	30.09.2016 / 30.09.2015	Q3 2016 / Q3 2015
Sea freight: TEU's	107 100 TEUs*	90 458 TEUs*	+18.4%	+14.7%
Air freight: Tons	36 438 T**	33 889 T**	+7.5%	+12.8%

\* : Twenty feet Equivalent Unit

\*\* : Tons

## Q3 HIGHLIGHT

### Opening up of CLASQUIN Portugal.

- Launch of operations on 24 October 2016 from an initial office in Lisbon.
- A second office due to open in Porto in November.

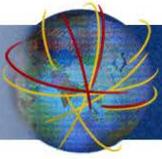
## 2016 OUTLOOK

### Market :

Growth : « flat ».

### Clasquin :

- Business volumes: we expect to continue outperforming the market.
- Earnings: the trends observed in H1 2016 are expected to continue into H2 2016.



## UP COMING EVENTS *(publication issued after market closure)*

- |                               |   |
|-------------------------------|---|
| → Tuesday 21 February 2017    | : Business report as at 31 December 2016  |
| → Wednesday 15 March 2017     | : 2016 Annual results                     |
| → Thursday 27 April 2017      | : Business report as at 31 March 2017     |
| → Thursday 31 August 2017     | : Business report as at 30 June 2017      |
| → Wednesday 20 September 2017 | : 2017 Half year results                  |
| → Thursday 26 October 2017    | : Business report as at 30 September 2017 |

## CONTACTS CLASQUIN

Yves REVOL – Chairman and CEO

Hugues MORIN – Group Executive Vice President

Philippe LONS – Deputy Managing Director and CFO

Stéphanie CHALANDON – Financial Communication Coordinator

Phone: 04 72 83 17 00 – Fax: 04 72 83 17 33 – Mail: [finance@clasquin.com](mailto:finance@clasquin.com)

CLASQUIN Group - 235 cours Lafayette - 69006 Lyon

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*Clasquin is an air and sea freight forwarding and overseas logistics specialist.*

*The Group designs and manages the entire overseas transport and logistics chain, organising and coordinating the flow of client shipments between France and the rest of the world, and more specifically to and from Asia-Pacific and the United States.*

*Its shares are listed on Alternext Paris, ISIN FR0004152882, Reuters ALCLA.PA, Bloomberg ALCLA FP.*

*For more information, see [www.clasquinfinance.com](http://www.clasquinfinance.com).*

*CLASQUIN confirms its eligibility for the new share savings plan for MSCs (medium-sized companies) in accordance with Article D221-113-5 of the French Monetary and Financial Code established by decree number 2014-283 of 4 March 2014 and with Article L221-32-2 of the French Monetary and Financial Code which set the conditions for eligibility (less than 5,000 employees and annual sales of less than 1,500 million euros or total balance sheet of less than 2,000 million euros).*

***Clasquin is part of Enternext@PEA-PME 150 index.***

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