

Financial statement 3 September 2007

## **CLASQUIN**

1H 2007: strong growth in activity

Sales: +13% (+18.4% at constant exchange rates)

**Gross profit: +9.7% (+13.3% at constant exchange rates)** 

## **Group figures (unaudited)**

At current exchange rates		SALES			GROSS PROFIT		
In €m	30.06.2007	30.06.2006	Change	30.06.2007	30.06.2006	Change	
France	33.64	29.31	14.8%	7.15	6.44	11.0%	
Europe (excl. France)	5.19	4.45	16.6%	0.90	0.80	12.4%	
Asia-Pacific	26.19	25.25	3.7%	4.03	3.68	9.5%	
North America	3.58	3.41	5.0%	0.86	0.73	17.6%	
Consolidation (incl. Log System)	-11.39	-11.80		-0.17	-0.01		
GROUP TOTAL	57.21	50.62	13.0%	12.77	11.64	9.7%	

At constant exchange rates		SALES		GROSS PROFIT		
In €m	30.06.2007	30.06.2006	Change	30.06.2007	30.06.2006	Change
France	33.64	29.31	14.8%	7.15	6.44	11.0%
Europe (excl. France)	5.19	4.45	16.6%	0.90	0.80	12.4%
Asia-Pacific	28.53	25.25	13.0%	4.37	3.68	18.8%
North America	3.96	3.41	15.9%	0.94	0.73	29.7%
Consolidation (incl. Log System)	-11.39	-11.80		-0.17	-0.01	
GROUP TOTAL	59.92	50.62	18.4%	13.19	11.64	13.3%

At 30 June, sales posted an 18.4% gain at constant exchange rates. Impacted by unfavourable exchange rates, sales came out at €57.21m up 13% at current exchange rates.

The change in the geographical breakdown of sales detailed below can be explained primarily by the variation in exchange rates; at constant exchange rates sales remained virtually unchanged in comparison to the 1H 2006.

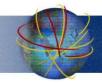
•	France	49%
•	Europe (excl. France)	8%
•	Asia-Pacific	38%
•	USA	5%

In line with the general market trend, sea freight business posted very strong growth, with a 30% increase in the number of transactions processed and now represents 47% of sales vs. 40% in 1H 2006. Air freight business represents 49% of activity vs. 57% over the same period.

Gross profit rose by 13.3% at constant exchange rates. At current exchange rates it rose by 9.7% to €12.77m. The variation in growth between sales and gross margin is linked mainly to the effect of fuel surcharges (estimated at 2.5%).

In a context of buoyant international business, CLASQUIN continues to outperform the market and to secure new clients: Le Coq Sportif, Bic etc.

The CLASQUIN Group forecasts double digit growth for the 2007 financial year.





## **2007 Meetings** (publication the evening following closing)

2 October results (unaudited) for the first half 2007

15 November sales and gross profit (unaudited) for the first nine months 2007

CLASQUIN is an air and sea overseas forwarding and logistics specialist. The Group designs and manages the entire overseas transport chain: it organises and coordinates the flow of client shipments between France and around the world, specifically to and from Asia-Pacific and the United States.

The stock is listed on **Alternext Paris**, ISIN **FR0004152882**, Reuters **ALCLA**. **PA**, Bloomberg **ALCLA FP**The 2006 annual report is available from <a href="https://www.clasquin.com">www.clasquin.com</a> or <a href="https://www.alternext.fr">www.alternext.fr</a>

## **CLASQUIN Contacts**

Yves Revol - Chairman and CEO
Philippe Lons - Deputy CEO/Financial Director
Sylvie Carlier - Head of Financial Communications
Tel: +33 (0)4 72 83 17 00 - Fax: +33 (0)4 72 83 17 33
finance@clasquin.com