



Financial release September 2, 2008 (after closure)



# Very strong growth confirmed in H1

Number of operations: + 41,9%

**Sales:** + **26,1%** 

**Gross profit: + 38,7%** 

# **Consolidated figures (unaudited)**

	30.06.2008 (IFRS accounting standards)	30.06.2007 (IFRS accounting standards)	Current exchange rate variation	Current exchange rate variation
Number of operations	79 154	55 795	41,9%	-
Sales (in M€)	71,9	57,0	26,1%	32,6%
Gross profit (in M€)	17,4	12,6	38,7%	43,4%

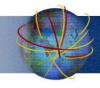
Reminder: on the 8<sup>th</sup> of January 2008 CLASQUIN Group acquired 70% of GUEPPE-CLASQUIN company.

In an unpredictable business environment and despite a real decrease of growth rate, world exchanges have continued a significant increase (about 4% per year). In this environment, CLASQUIN business model confirms its reliability, and has allowed the Group to perform well on H1.

# **Geographical breakdown**

	NUMBER OF OPERATIONS			GROSS PROFIT (in M€)			
At constant exchange rate	30.06.2008	30.06.2007	Change	30.06.2008	30.06.2007	Change	
France (excluding Gueppe-Clasquin)	23 829	21 595	10,3%	8,2	7,1	14,2%	
Europe (excluding France)	3 446	2 676	28,8%	1,0	0,9	16,0%	
Asia-Pacific	28 895	27 386	5,5%	5,1	4,0	26,5%	
North America	4 478	4 138	8,2%	1,0	0,9	14,5%	
Consolidation (including Log System)	ns	ns	ns	-0,5	-0,4	26,3%	
TOTAL ON HISTORICAL SCOPE	60 648	55 795	8,7%	14,8	12,6	18,0%	
Gueppe-Clasquin	18 506	0	ns	3,2	0,0	ns	
CONSOLIDATED TOTAL	79 154	55 795	41,9%	18,0	12,6	43,4%	

**NB:** figures are on a constant change rate basis, so as to compare their evolution by geographical zone restated with currencies impacts.





France weight is significantly altered by GUEPPE-CLASQUIN acquisition, and consequently the global dispatching. On the other hand, on the historical scope the gross profit growth is homogeneous between the various geographical zones.

France
 63% (including 18% for GUEPPE-CLASQUIN)

Europe (excluding France) 6%
Asia-Pacific 26%
North America 5%

#### **Breakdown by business line**

	NUMBER OF OPERATIONS			GROSS PROFIT (in M€)			
At current exchange rate	30.06.2008	30.06.2007	Change	30.06.2008	30.06.2007	Change	
Sea freight	25 378	22 731	11,6%	6,4	5,5	17,6%	
Air freight	31 514	29 795	5,8%	6,7	6,2	8,5%	
Others (including logistics)	3 756	3 269	14,9%	1,1	0,9	21,2%	
TOTAL ON HISTORICAL SCOPE	60 648	55 795	8,7%	14,3	12,6	13,3%	
GUEPPE-CLASQUIN	18 506	-	-	3,2	-	-	
CONSOLIDATED TOTAL	79 154	55 795	41,9%	17,4	12,6	38,7%	

## **Outlook for 2008 confirmed**

In view of the performance achieved over H1 and thanks to its dynamic growth, CLASQUIN Group continues to outperform the market. The Group can confirm its objectives for the full year, namely:

- an increase in its gross profit of over 30%,
- an increase in EBIT in excess of 50%.

Finally, Clasquin is patiently but resolutely studying targeted external growth operations.

**2008 meetings** (publication the evening following closure)

30<sup>th</sup> September Results (unaudited) for the first half of 2008

17<sup>th</sup> November
 Sales and gross profit (unaudited) for the 3<sup>rd</sup> quarter of 2008



CLASQUIN is an air and sea forwarding and overseas logistics specialist.

The Group designs and manages the entire overseas forwarding and logistics chain: it organizes and coordinates the flow of client shipments between France and the rest of the world, particularly to and from Asia-Pacific and the United States. Its shares are listed on EURONEXT / Alternext Paris, ISIN FR0004152882, Reuters ALCLA FP, Bloomberg ALCLA FP. The 2007 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
Laurent Gautheron, Financial Communication Manager.
Tel: +33 (0)4 72 83 17 00 - Fax: +33 (0)4 72 83 17 33
finance@clasquin.com