



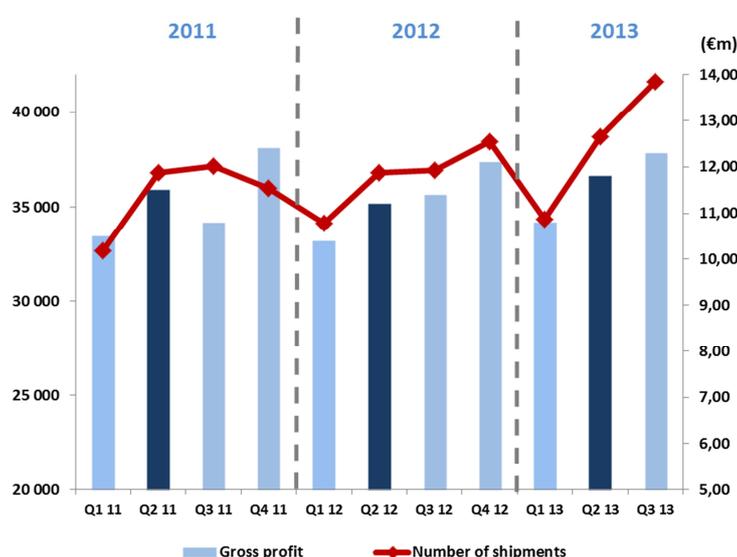
## Sustained growth over the first nine months of the year marked by a sharp rise in Q3

- ➔ Number of shipments (9 months) : + 6.3 % vs 30/09/2012
- ➔ Gross profit (9 months) : + 5.6 % vs 30/09/2012

	30.09.2013	30.09.2012	Chg at current exchange rate	Chg at constant exchange rate	Q3 2013 / Q3 2012
<b>CONSOLIDATED (unaudited accounts)</b>					
Number of shipments*	114,681	107,865	+ 6.3 %	+ 6.3 %	+ 12.7 %
Sales (€M) **	145.7	134.4	+ 8.4 %	+ 11.4 %	+ 5.8 %
Gross profit (€M)	34.9	33.0	+ 5.6 %	+ 7.5 %	+ 7.7 %

\*Excluding Gueppe-Clasquin, a subsidiary (70% ownership) specialised in road haulage, freighting and logistics.

\*\*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.



➔ Over the first 9 months of the year, the global sea freight market (containers) experienced growth of 2%.

The global air freight market remained stable.

➔ The highly volatile sea freight rates along Asia-Europe routes experienced a sharp rise in July and August before falling again in September. Air freight rates for the same routes remained stable.

➔ In this environment, the accelerated growth during Q3 in the number of shipments (+ 12.7%) and in gross profit (+ 7.7%) is linked to the group's ability to increase its market shares.

## DETAILS ON ACTIVITY BY BUSINESS LINE

At current exchange rate	NUMBER OF SHIPMENTS				GROSS PROFIT (in €M)			
	30.09.2013	30.09.2012	30.09.2013 / 30.09.2012	Q3 2013 / Q3 2012	30.09.2013	30.09.2012	30.09.2013 / 30.09.2012	Q3 2013 / Q3 2012
Sea Freight	60,329	54,454	+ 10.8 %	+ 16.7 %	15.4	13.7	+ 12.6 %	+ 10.7 %
Air Freight	44,594	44,035	+ 1.3 %	+ 9.6 %	11.4	11.7	- 2.9 %	+ 4.1 %
Other	9,758	9,376	+ 4.1 %	+ 2.5 %	2.3	2.1	+ 5.7 %	+ 0.6 %
<b>TOTAL OVERSEAS ACTIVITY</b>	<b>114,681</b>	<b>107,865</b>	<b>+ 6.3 %</b>	<b>+ 12.7 %</b>	<b>29.1</b>	<b>27.5</b>	<b>+ 5.5 %</b>	<b>+ 7.3 %</b>
Log System					1.8	1.6	+ 10.2 %	+ 4.9 %
Gueppe-Clasquin					5.1	4.8	+ 5.7 %	+ 9.0 %
Consolidation entries					-1.1	-0.9	NS	NS
<b>TOTAL CONSOLIDATED</b>					<b>34.9</b>	<b>33.0</b>	<b>+ 5.6 %</b>	<b>+ 7.7 %</b>

	VOLUMES *			
	30.09.2013	30.09.2012	30.09.2013 / 30.09.2012	Q3 2013 / Q3 2012
Sea freight : TEU's (Twenty Foot Equivalent Units)	63,857	65,492	- 2.5 %	+ 4.9 %
Air freight : Tons	30,869	29,429	+ 4.9 %	+ 21.8 %

\* Without Intercargo

## OUT LOOK FOR 2013

Significant growth confirmed for 2013.

## 2013 UPCOMING EVENTS *(publications issued after market closure)*

- Thursday 20 February 2014 : Business report as of 31 December 2013
- Wednesday 19 March 2014 : 2013 Results
- Monday 7 May 2014 : Business report as of 31 March 2014
- Thursday 28 August 2014 : Business report as of 30 June 2014
- Wednesday 17 September 2014 : 2014 Half year results
- Thursday 30 October 2014 : Business report as of 30 September 2014

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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, organizing and coordinating the flow of client shipments between Europe 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.clasquin.com](http://www.clasquin.com) or [www.clasquinfinance.com](http://www.clasquinfinance.com)