

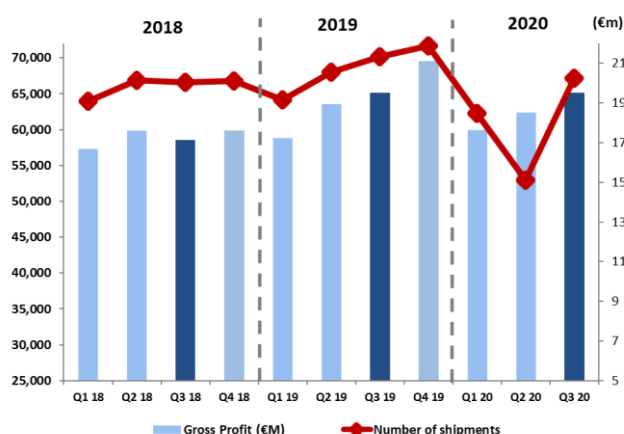
Lyon 29 October 2020 (after market closure)

Q3 2020 SHARP UPSWING IN BUSINESS SOLID GROSS PROFIT

	9 months				Q3	Q2	Q1
	Sept 2020 9 months	Sept 2019 9 months	Change at current scope & exch. rates	Change like for like (LFL)**	Q3 2020/ Q3 2019	Q2 2020/ Q2 2019	Q1 2020/ Q1 2019
CONSOLIDATED (unaudited)							
Number of shipments	182,448	202,249	-9.8%	-15.1%	-4.3%	-22.0%	-2.9%
Sales (€M) *	279.2	240.4	+16.1%	+8.6%	+13.2%	+22.4%	+13.2%
Gross profit (€m)	55.6	55.6	-0.1%	-6.4%	-0.1%	-1.9%	+1.9%

* 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. Changes in number of shipments, volumes shipped and—in terms of the Group's finances—gross profit are relevant indicators.

** LFL: at constant exchange rate and excluding Cargolution acquisition on 1 October 2019



With the exception of “trade fairs & exhibition activity” (CLASQUIN Fairs & Events), **all of our business lines (Air, sea, RO/RO, etc.) posted growth in Q3 (compared to Q2)**, returning at the end of the period to an overall number of shipments close to that of 2019.

In sea freight, we secured new market shares against a backdrop of high rates (number of shipments up 6.4% and gross profit up 9.3%).

In air freight, after a 40.4% decline in Q2, business improved in Q3, without however reaching 2019 levels (down 18.0%) due to the contraction of the offering (long haul passenger flights still very limited) and the reorientation of shipments towards sea freight. Despite a decline compared to Q2, freight rates remained high throughout Q3, resulting in an air freight gross profit close to the 2019 level.

*RO/RO (Roll on/Roll off: Combined road + sea transport (trailers or trucks loaded on ships))

BREAKDOWN BY BUSINESS LINE

	NUMBER OF SHIPMENTS current scope and exchange rates				GROSS PROFIT (€m) current scope and exchange rates			
	30.09.2020	30.09.2019	30.09.2020/ 30.09.2019	Q3 2020 / Q3 2019	30.09.2020	30.09.2019	30.09.2020/ 30.09.2019	Q3 2020/ Q3 2019
Sea freight	86,810	86,936	-0.1%	+6.4%	25.7	24.7	+3.8%	+9.3%
Air freight	47,879	62,254	-23.1%	-18.0%	19.4	18.2	+6.7%	+0.1%
RORO*	27,434	34,656	-20.8%	-17.2%	4.9	6.3	-21.6%	-15.8%
Other	20,325	18,403	+10.4%	+11.7%	3.9	4.7	-18.0%	-34.5%
TOTAL FORWARDING & LOGISTICS	182,448	202,249	-9.8%	-4.3%	53.9	54.0	-0.1%	0.0%
LOG System					2.2	2.3	-6.0%	-14.1%
Consolidation entries					-0.5	-0.7	N/A	N/A
TOTAL CONSOLIDATED					55.6	55.6	-0.1%	-0.1%

* Roll-on/roll-off

	VOLUMES			
	30.09.2020	30.09.2019	30.09.2020 / 30.09.2019	Q3 2020/ Q3 2019
Sea freight	167,469 TEUs*	161,897 TEUs*	+3.4%	+4.2%
Air freight	40,948 T**	45,921 T**	-10.8%	-7.8%

* Twenty-foot equivalent units

** Tons

Q3 2020 HIGHLIGHT



Launch of “Live by CLASQUIN”, the Group’s digital platform based on a hub of reliable and predictive data accessible in real time.

- This platform gives our customers a secure, single point of access, enabling them to:
 - Communicate with the CLASQUIN teams in collaborative mode,
 - Track their shipments in real time,
 - Access an interactive space dedicated to decision-making reports (financial, flow analysis, exception handling, personalised reports, etc.).
- We have developed this platform by pooling the most advanced technologies and drawing on a strategic partnership with Wakeo, tech start-up and leader in the real-time visibility of international transport flows.

2020 OUTLOOK

Market

International trade (by volume): -9.2%

(Source: WTO-October 2020)

Sea freight market (in volume): -5/-6%

Air freight market (in volume): -13/-14%

(Source: research firm Transport Intelligence)

CLASQUIN

Outperform market growth

UPCOMING EVENTS (publication after-market closure)

- Wednesday 24 February 2021: Q4 2020 business report
- Wednesday 24 March 2021: 2020 annual results
- Thursday 29 April 2021: Q1 2021 business report
- Wednesday 1 September 2021: Q2 2021 business report
- Wednesday 22 September 2021: H1 2021 results
- Thursday 28 October 2021: Q3 2021 business report

CLASQUIN CONTACTS

Philippe LONS – Deputy Managing Director/Group CFO
Domitille CHATELAIN – Group Head of Communication

Groupe CLASQUIN – 235 cours Lafayette – 69006 Lyon
Tél : 04 72 83 17 00 – Fax : 04 72 83 17 33

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, North America, North Africa and sub-Saharan Africa.

Its shares are listed on Euronext Growth, ISIN FR0004152882, Reuters ALCLA.PA, Bloomberg ALCLA FP. Read more at www.clasquin.com.

CLASQUIN confirms its eligibility for the 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 €1,500m or balance sheet total of less than €2,000m).

CLASQUIN is listed on the Euronext® PEA-PME 150 index.
LEI: 9695004FF6FA43KC4764

