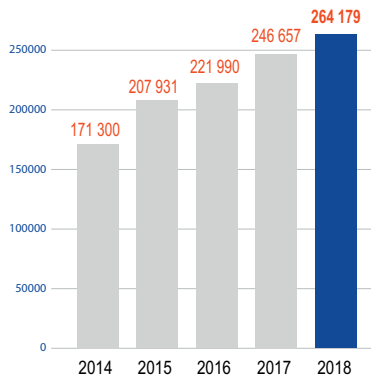


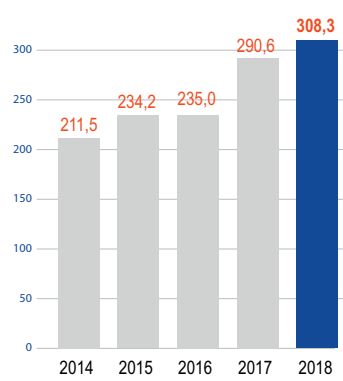


# 2018 FINANCIAL OVERVIEW

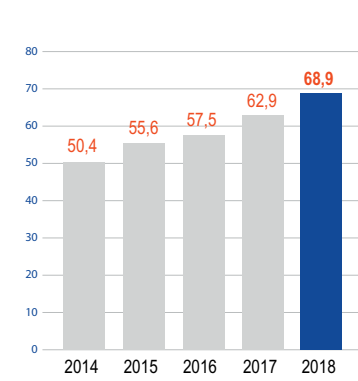
> NUMBER OF SHIPMENTS



> SALES (€m)



> GROSS PROFIT (€m)



## SEA FREIGHT BUSINESS

> NUMBER OF TEUS\*

2018**	199 473
2017**	178 488
2016	144 147
2015	122 884

> NUMBER OF SHIPMENTS

2018	119 246
2017	111 946
2016	100 765
2015	98 908

> GROSS PROFIT (€M)

2018	30,5
2017	30,2
2016	27,7
2015	27,8

\* Twenty-foot Equivalent Units . \*\* Including consolidation containers.



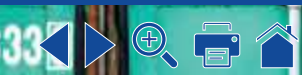
## ROLL ON ROLL OFF

> NUMBER OF SHIPMENTS

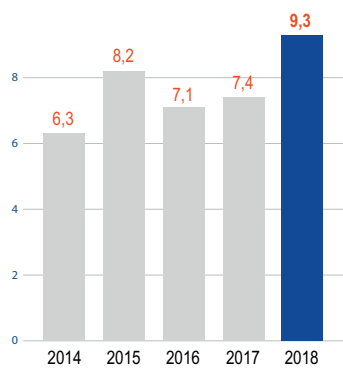
2018	40 596
2017	38 299
2016	33 913
2015 (9 mois)	23 270

> GROSS PROFIT (€M)

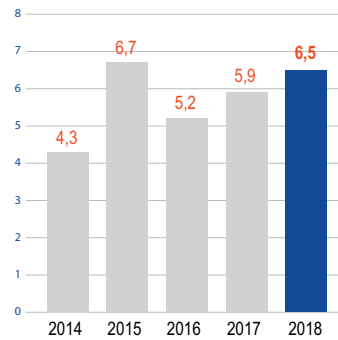
2018	7,2
2017	6,6
2016	6,7
2015	4,7



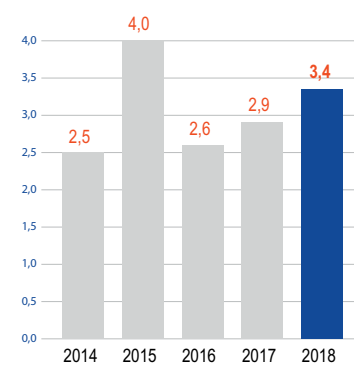
> EBITDA (€m)



> CURRENT OPERATING INCOME (€m)



> CONSOLIDATED NET PROFIT (€m)



**AIR FREIGHT BUSINESS**

> TONNAGE

2018	69 466
2017	63 446
2016	53 402
2015	50 586

> NUMBER OF SHIPMENTS

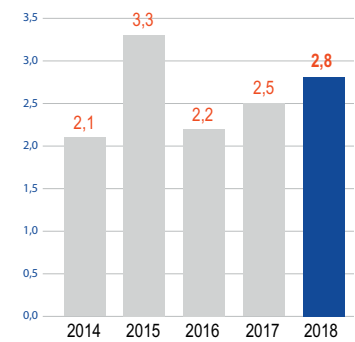
2018	81 437
2017	80 153
2016	72 820
2015	70 554

> GROSS PROFIT (€M)

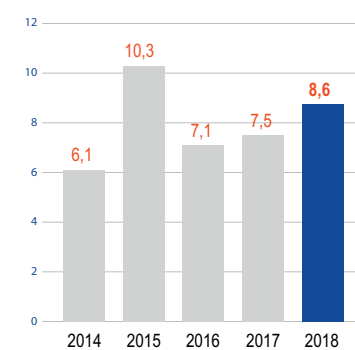
2018	23,5
2017	20,7
2016	18,4
2015	19,1

\* Excluding Intercargo

> NET PROFIT GROUP SHARE (€m)

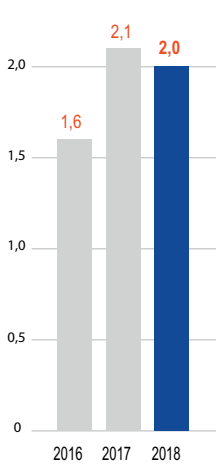


> GROSS OPERATING CASH FLOW

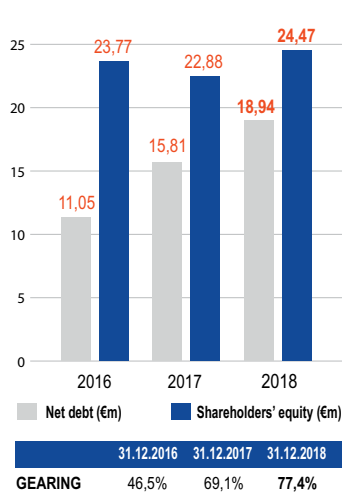




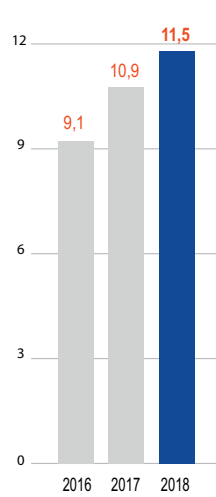
> LEVERAGE (DEBT/EBITDA)



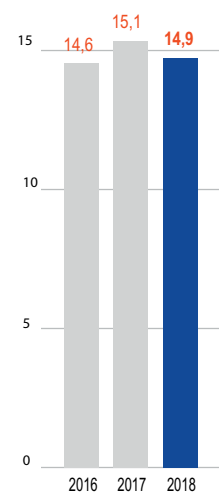
> GEARING



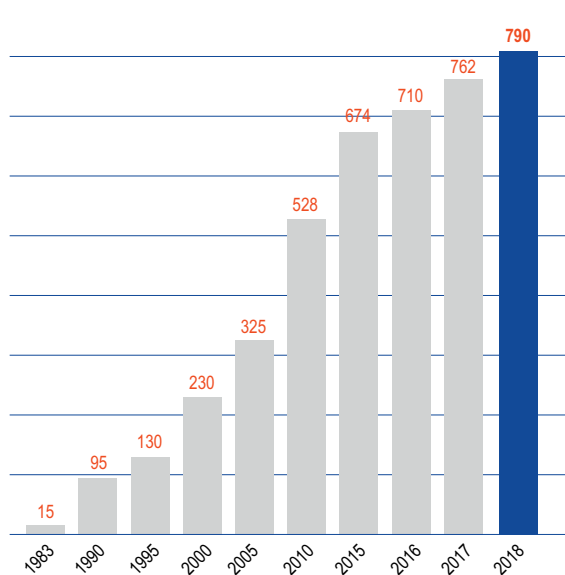
> ROE (%)



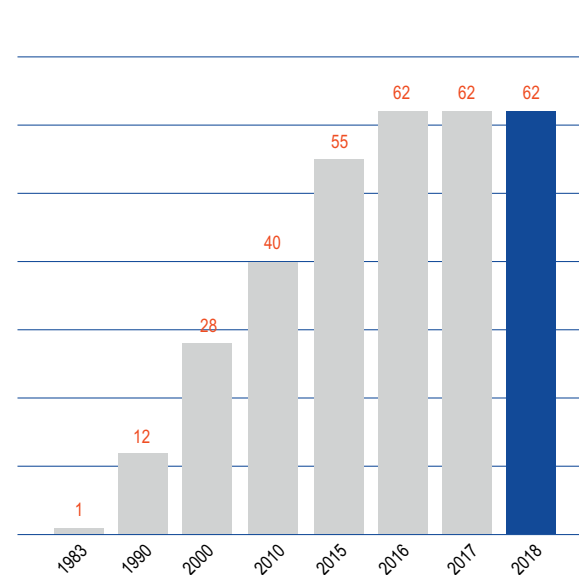
> ROCE (%)



> CHANGES IN HEADCOUNT FROM 1983 TO 2018



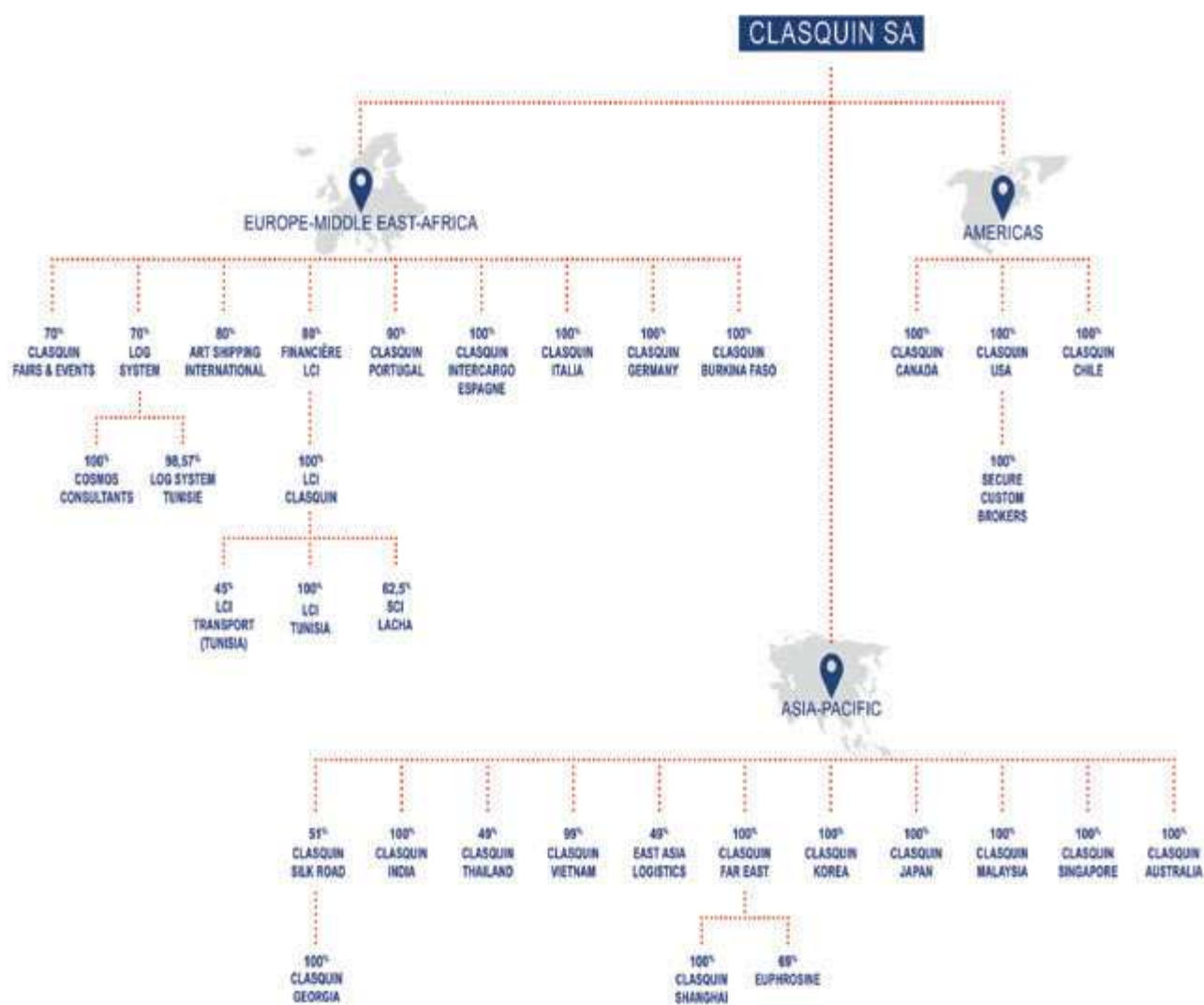
> CHANGE IN NUMBER OF OFFICES FROM 1983 TO 2018







## CLASQUIN SA ORGANISATION CHART



Organisation chart as per 31 December 2018

[www.clasquin.com](http://www.clasquin.com)



COMPANY  
PROFILE

SHAREHOLDER  
INFORMATION

CONSOLIDATED  
FINANCIAL STATEMENTS

NOTES