

KUEHNE + NAGEL GROUP KEY DATA

CHF million	2004 ¹	2005 ¹	2006 ¹	2007 ¹	2008
Invoiced turnover	11,563	14,049	18,194	20,975	21,599
Gross profit	2,323	2,769	5,253	6,014	6,253
% of turnover	20.1	19.7	28.9	28.7	29.0
EBITDA	478	575	857	1,019	1,020
% of gross profit	20.6	20.8	16.3	16.9	16.3
EBIT	322	443	602	693	736
% of gross profit	13.9	16.0	11.5	11.5	11.8
EBT	344	459	603	708	764
% of gross profit	14.8	16.6	11.5	11.8	12.2
Earnings for the year (Kuehne + Nagel share)	239	324	459	536	585
% of gross profit	10.3	11.7	8.7	8.9	9.4
Depreciation, amortisation and impairment of other intangible assets and goodwill	156	132	255	326	284
% of gross profit	6.7	4.8	4.9	5.4	4.5
Operational cash flow	488	575	857	1,043	1,015
% of gross profit	21.0	20.8	16.3	17.3	16.2
Capital expenditures for fixed assets	107	190	246	231	245
% of operational cash flow	21.9	33.0	28.7	22.1	24.1
Total assets	2,845	4,232	5,720	6,438	5,555
Non-current assets	827	1,004	2,290	2,119	1,864
Equity	799	1,577	1,964	2,367	2,073
% of total assets	28.1	37.3	34.3	36.8	37.3
Employees at year-end	21,193	25,607	46,290	51,075	53,823
Personnel expenses	1,272	1,500	2,959	3,396	3,518
% of gross profit	54.8	54.2	56.3	56.5	56.3
Gross profit in CHF 1,000 per employee	110	108	113	118	116
Manpower expenses in CHF 1,000 per employee	60	59	64	66	65
Basic earnings per share (nominal CHF 1) in CHF					
Consolidated earnings for the year (Kuehne + Nagel share) ²	2.10	2.95	3.91	4.54	4.96
Distribution in the following year in % of the consolidated earnings for the year	0.90	1.10	1.50	1.90	2.30 ³
	43.0	37.0	39.0	41.8	46.4
Development of share price					
Zurich (high/low in CHF)	50/28	74/46	99/69	131/91	113/57
Average trading volume per day	47,545	118,095	161,664	195,916	331,536

¹ Restated for comparison purposes.

² Excluding treasury shares.

³ Excluding extraordinary dividend.