

Contented shareholders

Clear majorities for all proposals at the Annual General Meeting held on April 30.



"Apart from the turbulence which resulted primarily from the US credit crisis, conditions for the international logistics business were favourable and the Kuehne + Nagel Group was able to benefit from the positive environment for growth and achieve another excellent result," said Klaus-Michael Kuehne, Executive Chairman of the Board of Directors summing up the 2007 business year in a single sentence. In his address he underlined the Group's continuing strong growth and acknowledged the achievements of its management and employees all over the world, whose work delivered record results. Thanks to its global network and comprehensive service portfolio, Klaus-Michael Kuehne considers the company well positioned to cope with economic challenges and to maximise new business opportunities. Furthermore, recent appointments at Management Board level have reinforced Kuehne + Nagel's capability to consistently and successfully pursue its strategies.

In 2007, Kuehne + Nagel maintained its leading position among the global seafreight providers. Growth in the air-freight business was three times the market average, Kuehne said. In European overland transport the company resolutely maintained its policy of strategic expansion, and in contract logistics it achieved a breakthrough to the position of a global player. "Last year the excellent business performance again enabled us to create more than 3,500 new jobs all over the world, and added 1,250 employees to our workforce by the

acquisition of the two groupage providers G.L. Kayser and Cordes & Simon, so that our total staff increased to 51,075," the Executive Chairman added on a further positive note.

The company is also well equipped for the future, Klaus-Michael Kuehne stated. Although world economic growth was slowing down, he was confident that it would achieve its objectives for 2008 – above-average growth in sea- and air-freight and contract logistics, and an expansion of overland transport.

The annual report, financial statements and consolidated financial statements for 2007 were approved by the shareholders present, who represented 70.7 per cent of the voting shares. The Annual General Meeting also granted discharge to the Board of Directors and the Management Board for the 2007 business year.

Juergen Fitschen, a member of the Group Executive Committee of Deutsche Bank AG, was elected to the Board of Directors for a three-year term. Bernd Wrede and Hans Lerch were re-elected for a further three years. Bruno Salzmann, a long-time member whose mandate expired with the Annual General Meeting, retired from the Board. Klaus-Michael Kuehne thanked Bruno Salzmann for his successful work.

Kuehne + Nagel Group

million CHF	2005	2006	2007
Turnover	14,049	18,194	20,975
Gross profit	2,769	5,253	6,014
Operational result (EBITDA)	562	855	1,012
Net earnings	315	458	531

Kuehne + Nagel International AG

in CHF	2005	2006	2007
Dividend per share	1.10	1.50	1.90

Klaus Herms celebrates 40 years with Kuehne + Nagel

A ceremony was held at the Kuehne + Nagel headquarters in Schindellegi to mark the completion of 40 years of service by CEO Klaus Herms. In a witty speech, which not only described the various stages in Herms' professional life but also portrayed him as a family man, global head of HR Klaus-Dieter Pietsch gave an outline of his career, comparing it with a marathon run. The fact that he became a role model early on in his career and motivated many people who are now top managers, was reflected in a long list of personal congratulations which were presented to him in a bound volume.

Klaus-Michael Kuehne gave an address, which began with a look back at the time Klaus Herms spent in the Far East; a time he displayed diplomatic skill in winning new business and opened a new national company virtually every year. It is to Herms that Kuehne + Nagel owes much of its present structure and worldwide network, said Kuehne. He went on to praise the excellent work of Klaus Herms in his position as CEO, which was met with a favourable response throughout the Group. Klaus-Michael Kuehne summed up the past ten years as a great success story, dominated by the development of the company into an integrated provider of logistics services, important achievements in IT, and the positioning of Kuehne + Nagel as one of the world's biggest contract logistics providers.

Herms, who graduated from the renowned Deutsche Aussenhandels- und Verkehrsschule as a Business Economist in Foreign Trade and Transport, began his career with Kuehne + Nagel as a trainee in Bremen in 1968. Only a year later he took over the management of

airfreight in Hong Kong on a temporary basis. Until the end of 1973 he was a sales representative for the project business in the Far East, at the same time as assisting the regional head of the Kuehne + Nagel companies in Hong Kong, Singapore and Taiwan. At the beginning of 1974 Herms was appointed Regional Manager Far East, and in the following years he devoted himself to the establishment of national companies in countries which included Indonesia, Japan, Korea, Malaysia, the Philippines,

Sri Lanka and Thailand. In 1980 he also took over regional responsibility for Australia and New Zealand, followed by the Indian subcontinent in 1994. In 1988 Herms became Line Chief Executive Asia Pacific and a member of the then Group Management. In mid-1999 he was called to the Group headquarters in Switzerland to serve as CEO.

In the middle of 2009, after 41.5 years with Kuehne + Nagel, he will embark upon his well-earned retirement.

At the celebrations in Schindellegi.

