

JANUARY - SEPTEMBER 2015



CONDENSED CONSOLIDATED  
INTERIM FINANCIAL STATEMENTS 2015

(UNAUDITED)

**KUEHNE+NAGEL**



## CONTENTS

1. INCOME STATEMENT	1
2. STATEMENT OF COMPREHENSIVE INCOME	2
3. BALANCE SHEET	3
4. STATEMENT OF CHANGES IN EQUITY	5
5. CASH FLOW STATEMENT	7
6. NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS	8
7. FINANCIAL CALENDAR	18

Schindellegi, October 12, 2015

## 1. INCOME STATEMENT

CHF million	January – September			July – September		
	2015	2014	Variance per cent	2015	2014	Variance per cent
<b>Net turnover</b>	<b>12,426</b>	<b>13,004</b>	<b>-4.4</b>	<b>4,201</b>	<b>4,504</b>	<b>-6.7</b>
Net expenses for services from third parties	-7,817	-8,305		-2,610	-2,912	
<b>Gross profit</b>	<b>4,609</b>	<b>4,699</b>	<b>-1.9</b>	<b>1,591</b>	<b>1,592</b>	<b>-0.1</b>
Personnel expenses	-2,762	-2,808		-948	-952	
Selling, general and administrative expenses	-1,084	-1,154		-373	-389	
Other operating income/expenses, net	14	6		10	5	
<b>EBITDA</b>	<b>777</b>	<b>743</b>	<b>4.6</b>	<b>280</b>	<b>256</b>	<b>9.4</b>
Depreciation of property, plant and equipment	-102	-100		-37	-33	
Amortisation of other intangibles	-35	-36		-13	-12	
<b>EBIT</b>	<b>640</b>	<b>607</b>	<b>5.4</b>	<b>230</b>	<b>211</b>	<b>9.0</b>
Financial income	16	4		12	2	
Financial expenses	-3	-3		-2	-1	
Result from joint ventures and associates	5	6		-	1	
<b>Earnings before tax (EBT)</b>	<b>658</b>	<b>614</b>	<b>7.2</b>	<b>240</b>	<b>213</b>	<b>12.7</b>
Income tax	-146	-134		-54	-46	
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>	<b>6.7</b>	<b>186</b>	<b>167</b>	<b>11.4</b>
<b>Attributable to:</b>						
Equity holders of the parent company	510	470	8.5	185	161	14.9
Non-controlling interests	2	10		1	6	
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>	<b>6.7</b>	<b>186</b>	<b>167</b>	<b>11.4</b>
<b>Basic earnings per share in CHF</b>	<b>4.26</b>	<b>3.92</b>	<b>8.7</b>	<b>1.55</b>	<b>1.35</b>	<b>14.8</b>
<b>Diluted earnings per share in CHF</b>	<b>4.25</b>	<b>3.91</b>	<b>8.7</b>	<b>1.54</b>	<b>1.34</b>	<b>14.9</b>

## 2. STATEMENT OF COMPREHENSIVE INCOME

CHF million	January - September		July - September	
	2015	2014	2015	2014
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>	<b>186</b>	<b>167</b>
<b>Other comprehensive income</b>				
<i>Items that may be reclassified subsequently to profit or loss:</i>				
Foreign exchange differences	-170	33	36	30
<i>Items that will not be reclassified to profit or loss:</i>				
Actuarial gains/(losses) on defined benefit plans	-1	-50	1	-11
Income tax on actuarial gains/(losses) on defined benefit plans	-	11	-	2
<b>Other comprehensive income, net of tax</b>	<b>-171</b>	<b>-6</b>	<b>37</b>	<b>21</b>
<b>Total comprehensive income for the period</b>	<b>341</b>	<b>474</b>	<b>223</b>	<b>188</b>
<b>Attributable to:</b>				
Equity holders of the parent company	340	463	222	181
Non-controlling interests	1	11	1	7

## 3. BALANCE SHEET

CHF million	Sep. 30, 2015	Dec. 31, 2014	Sep. 30, 2014
<b>Assets</b>			
Property, plant and equipment	1,111	1,175	1,155
Goodwill	769	695	698
Other intangibles	109	49	60
Investments in joint ventures	31	32	32
Deferred tax assets	205	224	183
<b>Non-current assets</b>	<b>2,225</b>	<b>2,175</b>	<b>2,128</b>
Prepayments	139	108	170
Work in progress	257	307	297
Trade receivables	2,545	2,600	2,677
Other receivables	157	157	130
Income tax receivables	115	86	92
Cash and cash equivalents	522	1,170	939
<b>Current assets</b>	<b>3,735</b>	<b>4,428</b>	<b>4,305</b>
<b>Total assets</b>	<b>5,960</b>	<b>6,603</b>	<b>6,433</b>

CHF million	Sep. 30, 2015	Dec. 31, 2014	Sep. 30, 2014
<b>Liabilities and equity</b>			
Share capital	120	120	120
Reserves and retained earnings	1,297	1,695	1,706
Earnings for the period	510	633	470
<b>Equity attributable to the equity holders of the parent company</b>	<b>1,927</b>	<b>2,448</b>	<b>2,296</b>
Non-controlling interests	5	5	19
<b>Equity</b>	<b>1,932</b>	<b>2,453</b>	<b>2,315</b>
Provisions for pension plans and severance payments	417	448	394
Deferred tax liabilities	147	135	129
Finance lease obligations	12	17	18
Non-current provisions	73	71	59
<b>Non-current liabilities</b>	<b>649</b>	<b>671</b>	<b>600</b>
Bank and other interest-bearing liabilities	19	13	17
Trade payables	1,339	1,485	1,392
Accrued trade expenses/deferred income	999	1,032	1,053
Income tax liabilities	142	97	114
Current provisions	50	59	62
Other liabilities	830	793	880
<b>Current liabilities</b>	<b>3,379</b>	<b>3,479</b>	<b>3,518</b>
<b>Total liabilities and equity</b>	<b>5,960</b>	<b>6,603</b>	<b>6,433</b>

Schindellegi, October 12, 2015

**KUEHNE + NAGEL INTERNATIONAL AG**

Dr. Detlef Trefzger

CEO

Markus Blanka-Graff

CFO

## 4. STATEMENT OF CHANGES IN EQUITY

CHF million	Share capital	Share premium	Treasury shares	Cumulative translation adjustment	Actuarial gains/(losses)	Retained earnings	Total equity attributable to the equity holders of parent company	Non-controlling interests	Total equity
Balance as of January 1, 2015	120	547	-7	-787	-126	2,701	2,448	5	2,453
Earnings for the period	-	-	-	-	-	510	510	2	512
<b>Other comprehensive income</b>									
Foreign exchange differences	-	-	-	-169	-	-	-169	-1	-170
Actuarial gains/(losses) on defined benefit plans, net of tax	-	-	-	-	-1	-	-1	-	-1
<b>Total other comprehensive income, net of tax</b>	-	-	-	-169	-1	-	-170	-1	-171
<b>Total comprehensive income for the period</b>	-	-	-	-169	-1	510	340	1	341
Purchase of treasury shares	-	-	-70	-	-	-	-70	-	-70
Disposal of treasury shares	-	-15	52	-	-	-	37	-	37
Dividend paid <sup>1</sup>	-	-	-	-	-	-839	-839	-1	-840
Expenses for share-based compensation plans	-	-	-	-	-	11	11	-	11
<b>Total contributions by and distributions to owners</b>	-	-15	-18	-	-	-828	-861	-1	-862
<b>Balance as of September 30, 2015</b>	<b>120</b>	<b>532</b>	<b>-25</b>	<b>-956</b>	<b>-127</b>	<b>2,383</b>	<b>1,927</b>	<b>5</b>	<b>1,932</b>

1 CHF 7.00 per share

CHF million	Share capital	Share premium	Treasury shares	Cumulative translation adjustment	Actuarial gains/(losses)	Retained earnings	Total equity attributable to the equity holders of parent company	Non-controlling interests	Total equity
Balance as of January 1, 2014	120	551	-7	-801	-73	2,747	2,537	21	2,558
Earnings for the period	-	-	-	-	-	470	470	10	480
<b>Other comprehensive income</b>									
Foreign exchange differences	-	-	-	32	-	-	32	1	33
Actuarial gains/(losses) on defined benefit plans, net of tax	-	-	-	-	-39	-	-39	-	-39
<b>Total other comprehensive income, net of tax</b>	-	-	-	32	-39	-	-7	1	-6
<b>Total comprehensive income for the period</b>	-	-	-	32	-39	470	463	11	474
Purchase of treasury shares	-	-	-40	-	-	-	-40	-	-40
Disposal of treasury shares	-	-2	21	-	-	-	19	-	19
Dividend paid <sup>1</sup>	-	-	-	-	-	-701	-701	-4	-705
Expenses for share-based compensation plans	-	-	-	-	-	9	9	-	9
Acquisition of non-controlling interests <sup>2</sup>	-	-	-	-	-	9	9	-9	-
<b>Total contributions by and distributions to owners</b>	-	-2	-19	-	-	-683	-704	-13	-717
<b>Balance as of September 30, 2014</b>	<b>120</b>	<b>549</b>	<b>-26</b>	<b>-769</b>	<b>-112</b>	<b>2,534</b>	<b>2,296</b>	<b>19</b>	<b>2,315</b>

1 CHF 5.85 per share

2 The movement in retained earnings includes the exercise of a put option for an acquisition of non-controlling interests in one of the Group's subsidiaries, see Note 6.7 for details.



## 5. CASH FLOW STATEMENT

CHF million	January - September			July - September		
	2015	2014	Variance	2015	2014	Variance
<b>Cash flow from operating activities</b>						
Earnings for the period	512	480		186	167	
Reversal of non-cash items:						
Income tax	146	134		54	46	
Financial income	-16	-4		-12	-2	
Financial expenses	3	3		2	1	
Result from joint ventures and associates	-5	-6		-	-1	
Depreciation of property, plant and equipment	102	100		37	33	
Amortisation of other intangibles	35	36		13	12	
Expenses for share-based compensation plans	11	9		4	-	
Gain on disposal of subsidiary	-6	-		-6	-	
Gain on disposal of property, plant and equipment	-10	-8		-7	-5	
Loss on disposal of property, plant and equipment	3	1		2	-	
Net addition to provisions for pension plans and severance payments	4	6		1	1	
<b>Subtotal operational cash flow</b>	<b>779</b>	<b>751</b>	<b>28</b>	<b>274</b>	<b>252</b>	<b>22</b>
(Increase)/decrease work in progress	23	6		13	7	
(Increase)/decrease trade and other receivables, prepayments	-154	-295		40	-83	
Increase/(decrease) other liabilities	91	122		46	107	
Increase/(decrease) provisions	1	-22		10	-5	
Increase/(decrease) trade payables, accrued trade expenses/deferred income	-4	115		-12	105	
Income taxes paid	-128	-159		-40	-33	
<b>Total cash flow from operating activities</b>	<b>608</b>	<b>518</b>	<b>90</b>	<b>331</b>	<b>350</b>	<b>-19</b>
<b>Cash flow from investing activities</b>						
Capital expenditure						
- Property, plant and equipment	-147	-121		-54	-46	
- Other intangibles	-7	-7		-2	-2	
Disposal of property, plant and equipment	12	21		8	13	
Acquisition of subsidiaries, net of cash acquired	-220	-		-220	-	
Disposal of subsidiary	6	-		6	-	
Interest received	1	2		-	-	
(Increase)/decrease of share capital in joint ventures	-	3		-	3	
Dividend received from joint ventures and associates	5	6		-	1	
<b>Total cash flow from investing activities</b>	<b>-350</b>	<b>-96</b>	<b>-254</b>	<b>-262</b>	<b>-31</b>	<b>-231</b>
<b>Cash flow from financing activities</b>						
Proceeds from interest-bearing liabilities	2	-		-	-	
Repayment of interest-bearing liabilities	-6	-7		-1	-3	
Interest paid	-2	-2		-1	-	
Purchase of treasury shares	-70	-40		-25	-16	
Disposal of treasury shares	37	19		29	6	
Dividend paid to equity holders of parent company	-839	-701		-	-	
Dividend paid to non-controlling interests	-1	-4		-1	-3	
Acquisition of non-controlling interests	-1	-16		-	-	
<b>Total cash flow from financing activities</b>	<b>-880</b>	<b>-751</b>	<b>-129</b>	<b>1</b>	<b>-16</b>	<b>17</b>
Exchange difference on cash and cash equivalents	-33	15	-48	1	16	-15
<b>Increase/(decrease) in cash and cash equivalents</b>	<b>-655</b>	<b>-314</b>	<b>-341</b>	<b>71</b>	<b>319</b>	<b>-248</b>
<b>Cash and cash equivalents at the beginning of the period, net</b>	<b>1,163</b>	<b>1,242</b>	<b>-79</b>	<b>437</b>	<b>609</b>	<b>-172</b>
<b>Cash and cash equivalents at the end of the period, net</b>	<b>508</b>	<b>928</b>	<b>-420</b>	<b>508</b>	<b>928</b>	<b>-420</b>

## 6. NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

### 6.1 ORGANISATION

Kuehne + Nagel International AG (the Company) is incorporated in Schindellegi (Feusisberg), Switzerland. The Company is one of the world's leading logistics providers. Its strong market position lies in the seafreight, airfreight, overland and contract logistics businesses.

The Condensed Consolidated Interim Financial Statements of the Company for the nine months ended September 30, 2015, comprise the Company, its subsidiaries (the Group) and its interests in joint ventures.

The Group voluntarily presents a balance sheet as of September 30, 2014.

### 6.2 STATEMENT OF COMPLIANCE

The unaudited Condensed Consolidated Interim Financial Statements have been prepared in accordance with IAS 34 Interim Financial Reporting. They do not include all of the information required for full annual financial statements, and should be read in conjunction with the Consolidated Financial Statements of the Group for the year ended December 31, 2014.

### 6.3 BASIS OF PREPARATION

The Condensed Consolidated Interim Financial Statements are presented in Swiss Francs (CHF) million. They are prepared on a historical cost basis except for certain financial instruments

which are stated at fair value. Non-current assets and disposal groups held for sale are stated at the lower of the carrying amount and fair value less costs to sell.

The preparation of the Condensed Consolidated Interim Financial Statements in conformity with IFRS requires the management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The actual result may differ from these estimates. Judgements made by the management in the application of IFRS that have a significant effect on the Condensed Consolidated Interim Financial Statements and estimates with a significant risk of material adjustment in the next period were the same as those applied to the Consolidated Financial Statements for the year ended December 31, 2014.

#### Accounting policies

The accounting policies are the same as those applied in the Consolidated Financial Statements for the year ended December 31, 2014.

New, revised and amended standards that are effective for the 2015 reporting year are either not relevant for the Group, or do not have a material impact on the Condensed Consolidated Interim Financial Statements.

As of January 1, 2015, the Group changed its geographical information by presenting the former regions 'Europe' and 'Middle East, Central Asia and Africa' as one region 'EMEA'. The previous year's figures have been restated accordingly. For further details to the change of geographical information refer to note 6.8.

## 6.4 FOREIGN EXCHANGE RATES

The major foreign currency exchange rates applied are as follows:

### Income statement and cash flow statement (average rates for the period)

Currency	2015 CHF	Variance per cent	2014 CHF
EUR 1.-	1.0699	-12.1	1.2178
USD 1.-	0.9522	5.8	0.9003
GBP 1.-	1.4641	-2.4	1.5008

### Balance sheet (period end rates)

Currency	Sep. 2015 CHF	Variance per cent	Sep. 2014 CHF	Dec. 2014 CHF
EUR 1.-	1.0948	-9.3	1.2066	1.2028
USD 1.-	0.9782	2.8	0.9515	0.9877
GBP 1.-	1.4853	-3.9	1.5463	1.5375

## 6.5 SEASONALITY

The Group is not exposed to significant seasonal or cyclical variations in its operations.

## 6.6 CHANGES IN THE SCOPE OF CONSOLIDATION

The changes in the scope of consolidation in the **first nine months of 2015** related to the following companies:

Changes in the scope of consolidation 2015	Capital share in per cent equals voting rights	Currency	Share capital in 1,000	Acquisition/ incorporation date
<b>Incorporations</b>				
Kuehne + Nagel Dominicana SAS, Dominican Republic	50	DOP	1,550	February 1, 2015
Kuehne + Nagel Insitu SASU, France	100	EUR	10	May 1, 2015
Podium Kuehne + Nagel				
Logistica de Eventos Esportivos Ltda, Brazil	50	BRL	100	June 1, 2015
<b>Acquisitions</b>				
Nacora Srl, Italy <sup>1</sup>	30	EUR	31	February 16, 2015
RT Acquisition Corp., USA <sup>2</sup>	100	USD	543	August 3, 2015
<b>Divestment</b>				
Kuehne + Nagel DSIA SAS, France <sup>3</sup>	100	EUR	360	July 1, 2015

<sup>1</sup> The Group previously owned 70 per cent of the share capital and applied the full consolidation method. For further information refer to Note 6.7.

<sup>2</sup> Refer to Note 6.7 for details to the acquisition of RT Acquisition Corp., USA (ReTrans).

<sup>3</sup> Effective July 1, 2015, the Group signed a share sale and purchase agreement to sell the shares of Kuehne + Nagel DSIA SAS, France, for a total sales price of CHF 6.7 million. The profit on the sale amounts to CHF 5.5 million. Kuehne + Nagel DSIA SAS operated in the Contract Logistics business unit, mainly in development, commercialisation and maintenance of software and related activities. External turnover until the date of transaction in 2015 (six months) amounted to CHF 5 million and in 2014 for twelve months to CHF 12 million.

The changes in the scope of consolidation in the **first nine months of 2014** related to the following companies:

Changes in the scope of consolidation 2014	Capital share in per cent equals voting rights	Currency	Share capital in 1,000	Acquisition/ incorporation date
<b>Incorporations</b>				
Nacora Japan Insurance Solutions Ltd., Japan	100	JPY	9,900	February 1, 2014
Kuehne & Nagel Information Center Ltd., China	100	CNY	1,000	March 1, 2014
Kuehne + Nagel Real Estate Pte. Ltd., Singapore	100	SGD	< 1	June 1, 2014
GFH Underwriting Agency Ltd., Canada	100	CAD	< 1	July 1, 2014
Kuehne + Nagel Company Ltd., Vietnam	100	VND	7,280,000	August 1, 2014
Kuehne + Nagel Nevada, Inc., USA	100	USD	< 1	September 1, 2014
<b>Acquisition</b>				
Cooltainer Holdings Ltd., New Zealand <sup>1</sup>	25	NZD	1,200	May 1, 2014

<sup>1</sup> The Group previously owned 75 per cent of the share capital and applied the full consolidation method.

There were no significant divestments in the first nine months of 2014.

## 6.7 ACQUISITIONS

### 2015 acquisitions

#### Nacora Srl Italy

Effective February 16, 2015, the Group acquired the non-controlling interest of 30 per cent of the shares of Nacora Srl, Italy, for a purchase price of CHF 0.6 million, which has been paid in cash. The Group previously owned 70 per cent of Nacora Srl, founded in 1998.

#### RT Acquisition Corp. USA

Effective August 3, 2015, the Group acquired 100 per cent of the shares of RT Acquisition Corp. (ReTrans), a U.S.-based leading provider of multimodal transportation management solutions. Founded in 2002 and headquartered in Memphis, TN, ReTrans ranks among the leading U.S. non-asset brokerage providers of intermodal transportation, as well as full- and less-than-truck-load (FTL and LTL) services in the United States and Canada. With more than 300 employees the company operates in 68 locations and generates annual revenues of approximately USD 500 million. The purchase price of CHF 221 million has been paid in cash.

The provisionally determined fair values of the identifiable assets and liabilities of ReTrans are as follows:

CHF million	Recognised fair values
Property, plant and equipment	1
Other intangibles	91
Other non-current assets	2
Trade receivables	45
Other current assets	8
Acquired cash and cash equivalents (net)	1
<b>Subtotal assets</b>	<b>148</b>
Non-current liabilities	-23
Other current liabilities	-5
Trade payables	-26
<b>Total identifiable assets and liabilities</b>	<b>94</b>
Goodwill	127
Total consideration	221
<b>Purchase price, paid in cash</b>	<b>221</b>
Acquired cash and cash equivalents (net)	-1
<b>Net cash outflow</b>	<b>220</b>

Acquisition-related costs (included in the line item "Selling, general and administrative expenses" in the Income Statement) amount to CHF 1 million.

The trade receivables comprise gross contractual amounts due of CHF 46 million, of which CHF 1 million were expected to be uncollectible at the acquisition date.

Goodwill of CHF 127 million arose on the acquisition and represents management expertise and workforce which do not meet

the definition of an intangible asset to be recognised separately. Goodwill is not expected to be deductible for tax purposes.

Other intangible assets of CHF 91 million recognised on this acquisition represent non-contractual customer lists, trademarks and field office agent contracts having a useful life of 3 to 10 years.

The acquisition contributed CHF 66 million of net turnover and CHF 1 million of earnings to the consolidated net turnover and earnings respectively for the period from August 3, 2015 to September 30, 2015. If the acquisition had taken place on January 1, 2015, the Groups' net turnover would have been CHF 12,657 million and consolidated earnings would have been CHF 515 million.

The initial accounting for the acquisition has only been determined provisionally. Further adjustments may be made to the fair values assigned to the identifiable assets acquired and liabilities assumed up to twelve months from the date of acquisition.

#### 2014 acquisitions

There were no acquisitions of subsidiaries in the first nine months of 2014.

#### Cooltainer Holdings Ltd. New Zealand

The minority shareholders of Cooltainer Holdings Ltd., New Zealand, have exercised their put option and effective May 1, 2014, the Group acquired the non-controlling interest of 25 per cent of the shares for a purchase price of CHF 15.8 million, which has been paid in cash. The Group previously owned 75 per cent of Cooltainer Holdings Ltd. which has been acquired on April 1, 2011.

## 6.8 SEGMENT REPORTING

### a) Reportable Segments

The Group provides integrated logistics solutions across customers' supply chains using its global logistics network.

The four reportable segments, **Seafreight**, **Airfreight**, **Overland** and **Contract Logistics**, reflect the internal management and reporting structure to the Management Board (the chief operating decision maker, CODM) and are managed through specific organisational structures. The CODM reviews internal management reports on a monthly basis. Each segment is a distinguishable business unit and is engaged in providing and selling discrete products and services.

The discrete distinction between Seafreight, Airfreight and Overland is the usage of the same transportation mode within a reportable segment. In addition to common business processes and management routines, a single main transportation mode is used within a reportable segment. For the reportable segment Contract Logistics the services performed are related to customer contracts for warehouse and distribution activities, whereby services performed are storage, handling and distribution.

Pricing between segments is determined on an arm's length basis. The accounting policies of the reportable segments are the same as applied in the Consolidated Financial Statements.

Information about the reportable segments is presented on the next pages. Segment performance is based on EBIT as reviewed by the CODM. The column "eliminations" shows the eliminations of turnover and expenses between segments. All operating expenses are allocated to the segments and included in the EBIT.

### b) Geographical information

The Group operates on a worldwide basis in several geographical areas. Until December 31, 2014, the geographical information of the Group was divided into four regions namely Europe, Americas, Asia-Pacific and Middle East, Central Asia and Africa. As of January 1, 2015, the Kuehne + Nagel Group has amended the reporting structure. The former regions Europe and Middle East, Central Asia and Africa are now reported as one region EMEA.

All products and services are provided in each of these three regions **EMEA**, **Americas** and **Asia-Pacific**. The regional revenue is based on the geographical location of the customers invoiced, and regional assets are based on the geographical location of assets.

To facilitate comparability between the years, 2014 geographical information has been restated.

### c) Major Customers

There is no single customer who represents more than 10 per cent of the Group's total revenue.

## a) Reportable Segments

January – September

CHF million	Total Group		Seafreight		Airfreight		Overland		
	2015	2014	2015	2014	2015	2014	2015	2014	
<b>Turnover (external customers)</b>	<b>15,104</b>	<b>15,851</b>	<b>6,680</b>	<b>6,948</b>	<b>2,979</b>	<b>3,087</b>	<b>2,013</b>	<b>2,277</b>	
Inter-segment turnover	-	-	1,361	1,244	1,577	1,686	887	1,023	
Customs duties and taxes	-2,678	-2,847	-1,801	-1,897	-436	-488	-172	-182	
<b>Net turnover</b>	<b>12,426</b>	<b>13,004</b>	<b>6,240</b>	<b>6,295</b>	<b>4,120</b>	<b>4,285</b>	<b>2,728</b>	<b>3,118</b>	
Net expenses for services	-7,817	-8,305	-5,216	-5,303	-3,446	-3,624	-2,114	-2,438	
<b>Gross profit</b>	<b>4,609</b>	<b>4,699</b>	<b>1,024</b>	<b>992</b>	<b>674</b>	<b>661</b>	<b>614</b>	<b>680</b>	
Total expenses	-3,832	-3,956	-671	-675	-457	-465	-566	-633	
<b>EBITDA</b>	<b>777</b>	<b>743</b>	<b>353</b>	<b>317</b>	<b>217</b>	<b>196</b>	<b>48</b>	<b>47</b>	
Depreciation of property, plant and equipment	-102	-100	-12	-11	-10	-9	-15	-12	
Amortisation of other intangibles	-35	-36	-6	-6	-5	-5	-16	-17	
<b>EBIT (segment profit)</b>	<b>640</b>	<b>607</b>	<b>335</b>	<b>300</b>	<b>202</b>	<b>182</b>	<b>17</b>	<b>18</b>	
Financial income	16	4							
Financial expenses	-3	-3							
Result from joint ventures and associates	5	6	2	5	-	-	-	-	
<b>Earnings before tax (EBT)</b>	<b>658</b>	<b>614</b>							
Income tax	-146	-134							
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>							
<b>Attributable to:</b>									
Equity holders of the parent company	510	470							
Non-controlling interests	2	10							
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>							
<b>Additional information not regularly reported to the CODM</b>									
Allocation of goodwill	769	698	37	45	31	39	324	215	
Allocation of other intangibles	109	60	2	8	1	8	104	34	
Capital expenditure property, plant and equipment	147	121	10	9	8	9	34	18	
Capital expenditure other intangibles	7	7	2	2	1	1	1	2	
Property, plant and equipment, goodwill and intangibles through business combinations	219	-	-	-	-	-	219	-	





**b) Geographical information**

January – September

CHF million	Total Group		EMEA <sup>1</sup>		Americas	
	2015	2014	2015	2014	2015	2014
<b>Turnover (external customers)</b>	<b>15,104</b>	<b>15,851</b>	<b>9,726</b>	<b>10,694</b>	<b>3,721</b>	<b>3,507</b>
Inter-regional turnover	-	-	2,521	2,729	676	591
Customs duties and taxes	-2,678	-2,847	-1,818	-1,951	-594	-626
<b>Net turnover</b>	<b>12,426</b>	<b>13,004</b>	<b>10,429</b>	<b>11,472</b>	<b>3,803</b>	<b>3,472</b>
Net expenses for services	-7,817	-8,305	-7,119	-7,949	-2,965	-2,714
<b>Gross profit</b>	<b>4,609</b>	<b>4,699</b>	<b>3,310</b>	<b>3,523</b>	<b>838</b>	<b>758</b>
Total expenses	-3,832	-3,956	-2,864	-3,067	-670	-618
<b>EBITDA</b>	<b>777</b>	<b>743</b>	<b>446</b>	<b>456</b>	<b>168</b>	<b>140</b>
Depreciation of property, plant and equipment	-102	-100	-77	-76	-16	-15
Amortisation of other intangibles	-35	-36	-28	-30	-5	-4
<b>EBIT</b>	<b>640</b>	<b>607</b>	<b>341</b>	<b>350</b>	<b>147</b>	<b>121</b>
Financial income	16	4				
Financial expenses	-3	-3				
Result from joint ventures and associates	5	6	5	6	-	-
<b>Earnings before tax (EBT)</b>	<b>658</b>	<b>614</b>				
Income tax	-146	-134				
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>				
<b>Attributable to:</b>						
Equity holders of the parent company	510	470				
Non-controlling interests	2	10				
<b>Earnings for the period</b>	<b>512</b>	<b>480</b>				
<b>Additional information not regularly reported to the CODM</b>						
Allocation of goodwill	769	698	517	563	232	110
Allocation of other intangibles	109	60	17	50	91	6
Capital expenditure property, plant and equipment	147	121	97	65	21	18
Capital expenditure other intangibles	7	7	6	6	1	1
Property, plant and equipment, goodwill and intangibles through business combinations	219	-	-	-	219	-

<sup>1</sup> 2014 geographical information is restated due to the change in regions as explained on page 12.

	Asia-Pacific		Eliminations	
	2015	2014	2015	2014
	1,657	1,650	-	-
	741	757	-3,938	-4,077
	-266	-270	-	-
	2,132	2,137	-3,938	-4,077
	-1,671	-1,719	3,938	4,077
	461	418	-	-
	-298	-271	-	-
	163	147	-	-
	-9	-9	-	-
	-2	-2	-	-
	152	136	-	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	20	25	-	-
	1	4	-	-
	29	38	-	-
	-	-	-	-
	-	-	-	-

**6.9 EQUITY**

In the first nine months of 2015, the Company sold 305,142 and matched 97,240 treasury shares for the matured share matching plan 2012 (2014: 181,079 treasury shares sold, none matched) for CHF 37 million (2014: CHF 19 million) under the share-based compensation plans. The Company also purchased

554,500 treasury shares for CHF 70 million (2014: 334,253 treasury shares for CHF 40 million).

The dividend for the year 2014 paid in 2015 amounted to CHF 7.00 per share or CHF 839 million (2014: CHF 5.85 per share or CHF 701 million).

**6.10 EMPLOYEES**

Number	Sep. 30, 2015	Sep. 30, 2014
EMEA	49,250	47,439
Americas	9,913	9,038
Asia-Pacific	7,065	6,934
<b>Total Employees</b>	<b>66,228</b>	<b>63,411</b>
<b>Full-time equivalent</b>	<b>79,016</b>	<b>74,361</b>

**6.11 CAPITAL EXPENDITURE**

The capital expenditure (excluding other intangible assets and property, plant and equipment from acquisitions) from January to September 2015 was CHF 154 million (2014: CHF 128 million).

**6.13 POST BALANCE SHEET EVENTS**

These unaudited Condensed Consolidated Interim Financial Statements of Kuehne + Nagel International AG were authorised for issue by the Audit Committee of the Group on October 12, 2015.

**6.12 LEGAL CLAIMS**

The status of proceedings, disclosed in notes 41 and 45 to the Consolidated Financial Statements for the year ended December 31, 2014, has not changed materially.

There have been no material events between September 30, 2015, and the date of authorisation that would require adjustments of the Condensed Consolidated Interim Financial Statements or disclosure.

## 7. FINANCIAL CALENDAR

March 2, 2016	Full year 2015 results
April 19, 2016	Three-months 2016 results
May 3, 2016	Annual General Meeting 2015
July 19, 2016	Half-year 2016 results
October 18, 2016	Nine-months 2016 results

**Kuehne + Nagel International AG**

Kuehne + Nagel House

P.O. Box 67

CH-8834 Schindellegi

Telephone +41 (0) 44 786 95 11

Fax +41 (0) 44 786 95 95

[www.kuehne-nagel.com](http://www.kuehne-nagel.com)