

JANUARY TO SEPTEMBER 2010



CONDENSED CONSOLIDATED INTERIM  
FINANCIAL STATEMENTS 2010

(UNAUDITED)

**KUEHNE+NAGEL**



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Schindellegi, October 15, 2010

## 1. Income Statement

CHF million	Jan. - Sep.			July - Sep.		
	2010	2009	Variance per cent	2010	2009	Variance per cent
Invoiced turnover	15,178	12,800	18.6	5,329	4,302	23.9
Customs duties and taxes	-2,554	-2,308		-937	-770	
<b>Net invoiced turnover</b>	<b>12,624</b>	<b>10,492</b>	<b>20.3</b>	<b>4,392</b>	<b>3,532</b>	<b>24.3</b>
Net expenses for services from third parties	-8,171	-6,104		-2,900	-2,073	
<b>Gross profit</b>	<b>4,453</b>	<b>4,388</b>	<b>1.5</b>	<b>1,492</b>	<b>1,459</b>	<b>2.3</b>
Personnel expenses	-2,524	-2,475		-844	-831	
Selling, general and administrative expenses	-1,208	-1,236		-395	-407	
Other operating income/expenses, net	25	17		18	7	
<b>EBITDA</b>	<b>746</b>	<b>694</b>	<b>7.5</b>	<b>271</b>	<b>228</b>	<b>18.9</b>
Depreciation of property, plant and equipment	-123	-140		-40	-46	
Amortisation of other intangibles	-52	-68		-17	-23	
<b>EBIT</b>	<b>571</b>	<b>486</b>	<b>17.5</b>	<b>214</b>	<b>159</b>	<b>34.6</b>
Financial income	2	17		-1	3	
Financial expenses	-6	-9		-2	-2	
Result from joint ventures and associates	5	5		3	2	
<b>Earnings before tax (EBT)</b>	<b>572</b>	<b>499</b>	<b>14.6</b>	<b>214</b>	<b>162</b>	<b>32.1</b>
Income tax	-120	-110		-45	-32	
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>	<b>16.2</b>	<b>169</b>	<b>130</b>	<b>30.0</b>
Attributable to:						
Equity holders of the parent company	449	387	16.0	168	129	30.2
Non-controlling interests	3	2		1	1	
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>	<b>16.2</b>	<b>169</b>	<b>130</b>	<b>30.0</b>
<b>Basic earnings per share in CHF</b>	<b>3.81</b>	<b>3.27</b>		<b>1.43</b>	<b>1.08</b>	
<b>Diluted earnings per share in CHF</b>	<b>3.80</b>	<b>3.27</b>		<b>1.42</b>	<b>1.08</b>	

**2. Statement of Comprehensive Income**

CHF million	Jan. - Sep.		July - Sep.	
	2010	2009	2010	2009
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>	<b>169</b>	<b>130</b>
<b>Other comprehensive income</b>				
Foreign exchange differences	-194	6	-104	-55
Actuarial gains/(losses) on defined benefit plans, net of tax	5	18	3	9
<b>Other comprehensive income, net of tax</b>	<b>-189</b>	<b>24</b>	<b>-101</b>	<b>-46</b>
<b>Total comprehensive income for the period</b>	<b>263</b>	<b>413</b>	<b>68</b>	<b>84</b>
<b>Attributable to:</b>				
Equity holders of the parent company	260	411	68	83
Non-controlling interests	3	2	0	1

### 3. Balance Sheet

CHF million	Sep. 30, 2010	Dec. 31, 2009 restated*	Sep. 30, 2009 restated*	Jan. 1, 2009 restated*
<b>Assets</b>				
Property, plant and equipment	1,134	1,301	1,325	955
Goodwill	620	681	681	540
Other intangibles	209	273	307	202
Investments in joint ventures	11	11	11	10
Deferred tax assets	162	190	197	157
<b>Non-current assets</b>	<b>2,136</b>	<b>2,456</b>	<b>2,521</b>	<b>1,864</b>
Prepayments	125	92	124	88
Work in progress	282	224	200	269
Trade receivables	2,320	2,004	1,927	2,143
Other receivables	190	176	186	152
Cash and cash equivalents	1,026	981	817	1,039
<b>Current assets</b>	<b>3,943</b>	<b>3,477</b>	<b>3,254</b>	<b>3,691</b>
<b>Total assets</b>	<b>6,079</b>	<b>5,933</b>	<b>5,775</b>	<b>5,555</b>
<b>Liabilities and equity</b>				
Share capital	120	120	120	120
Reserves and retained earnings	1,746	1,693	1,724	1,359
Earnings for the period	449	467	387	585
<b>Equity attributable to the equity holders of the parent company</b>	<b>2,315</b>	<b>2,280</b>	<b>2,231</b>	<b>2,064</b>
Non-controlling interests	12	10	9	9
<b>Equity</b>	<b>2,327</b>	<b>2,290</b>	<b>2,240</b>	<b>2,073</b>
Provisions for pension plans and severance payments	273	307	261	268
Deferred tax liabilities	197	220	234	111
Bank liabilities	1	1	7	12
Finance lease obligations	106	107	167	32
Non-current provisions*	62	71	52	56
<b>Non-current liabilities</b>	<b>639</b>	<b>706</b>	<b>721</b>	<b>479</b>
Bank and other interest bearing liabilities	12	55	20	65
Trade payables	1,121	1,123	930	1,129
Accrued trade expenses/deferred income	1,050	856	851	873
Current tax liabilities	119	102	99	152
Current provisions*	85	87	71	55
Other liabilities	726	714	843	729
<b>Current liabilities</b>	<b>3,113</b>	<b>2,937</b>	<b>2,814</b>	<b>3,003</b>
<b>Total liabilities and equity</b>	<b>6,079</b>	<b>5,933</b>	<b>5,775</b>	<b>5,555</b>

\*Restated for comparison purposes, see note 6.3

Schindellegi, October 15, 2010

**KUEHNE + NAGEL INTERNATIONAL AG**  
Reinhard Lange                      Gerard van Kesteren  
CEO    CFO

#### 4. Statement of Changes in Equity

CHF million	Share capital	Share premium	Treasury shares	Actuarial gains & losses	Cumulative translation adjustment	Retained earnings	Total equity attributable to the equity holders of parent company	Non-controlling interests	Total equity
Balance as of January 1, 2009	120	683	-112	11	-353	1,715	2,064	9	2,073
Earnings for the period	-	-	-	-	-	387	387	2	389
<b>Other comprehensive income</b>									
Foreign exchange differences	-	-	-	-	6	-	6	-	6
Actuarial gains/(losses) on defined benefit plans, net of tax	-	-	-	18	-	-	18	-	18
<b>Total other comprehensive income, net of tax</b>	-	-	-	18	6	-	24	-	24
<b>Total comprehensive income for the period</b>	-	-	-	18	6	387	411	2	413
Disposal of treasury shares	-	1	20	-	-	-	21	-	21
Dividend paid	-	-	-	-	-	-272	-272	-2	-274
Expenses of employee share purchase and option plan	-	-	-	-	-	7	7	-	7
<b>Balance as of September 30, 2009</b>	<b>120</b>	<b>684</b>	<b>-92</b>	<b>29</b>	<b>-347</b>	<b>1,837</b>	<b>2,231</b>	<b>9</b>	<b>2,240</b>
Balance as of January 1, 2010	120	684	-88	-11	-345	1,920	2,280	10	2,290
Earnings for the period	-	-	-	-	-	449	449	3	452
<b>Other comprehensive income</b>									
Foreign exchange differences	-	-	-	-	-194	-	-194	-	-194
Actuarial gains/(losses) on defined benefit plans, net of tax	-	-	-	5	-	-	5	-	5
<b>Total other comprehensive income, net of tax</b>	-	-	-	5	-194	-	-189	-	-189
<b>Total comprehensive income for the period</b>	-	-	-	5	-194	449	260	3	263
Disposal of treasury shares	-	14	27	-	-	-	41	-	41
Dividend paid	-	-	-	-	-	-273	-273	-1	-274
Expenses of employee share purchase and option plan	-	-	-	-	-	7	7	-	7
<b>Balance as of September 30, 2010</b>	<b>120</b>	<b>698</b>	<b>-61</b>	<b>-6</b>	<b>-539</b>	<b>2,103</b>	<b>2,315</b>	<b>12</b>	<b>2,327</b>

## 5. Cash Flow Statement

CHF million	Jan. - Sep.			July - Sep.		
	2010	2009	Variance	2010	2009	Variance
<b>Cash flow from operating activities</b>						
Earnings for the period	452	389		169	130	
Reversal of non-cash items:						
Income tax	120	110		45	32	
Financial income	-2	-17		1	-3	
Financial expenses	6	9		2	2	
Result from joint ventures and associates	-5	-5		-3	-2	
Depreciation of property, plant and equipment	123	140		40	46	
Amortisation of other intangibles	52	68		17	23	
Expenses for employee share purchase and option plan	7	7		2	2	
Gain on disposal of property, plant and equipment	-27	-17		-19	-7	
Loss on disposal of property, plant and equipment	2	-		-	-	
Net addition to provisions for pension plans and severance payments	-2	-11		-1	5	
<b>Total operational cash flow</b>	<b>726</b>	<b>673</b>	<b>53</b>	<b>253</b>	<b>228</b>	<b>25</b>
(Increase)/decrease work in progress	-78	76		-26	-18	
(Increase)/decrease trade receivables, prepayments	-549	322		-54	-38	
Increase/(decrease) other liabilities	77	23		82	133	
Increase/(decrease) provisions	-4	-10		-2	-8	
Increase/(decrease) trade payables, accrued trade expenses/deferred income	367	-313		68	-19	
Income taxes paid	-106	-167		-36	-59	
<b>Total cash flow from operating activities</b>	<b>433</b>	<b>604</b>	<b>-171</b>	<b>285</b>	<b>219</b>	<b>66</b>
<b>Cash flow from investing activities</b>						
Capital expenditure						
– Property, plant and equipment	-95	-216		-42	-61	
– Other intangibles	-11	-16		-3	-5	
Disposal of property, plant and equipment	48	24		31	8	
Acquisition of subsidiaries, net of cash acquired	-3	-293		-3	-1	
Interest received	2	15		-1	1	
Dividend received from joint ventures and associates	4	5		2	2	
<b>Total cash flow from investing activities</b>	<b>-55</b>	<b>-481</b>	<b>426</b>	<b>-16</b>	<b>-56</b>	<b>40</b>
<b>Cash flow from financing activities</b>						
Proceeds of interest bearing liabilities	-	9		-	-	
Repayment of interest bearing liabilities	-31	-100		-8	-11	
Interest paid	-5	-9		-1	-2	
Disposal of treasury shares	41	21		29	14	
Dividend paid to equity holders of parent company	-273	-272		-	-	
Dividend paid to non-controlling interests	-1	-2		-1	-	
<b>Total cash flow from financing activities</b>	<b>-269</b>	<b>-353</b>	<b>84</b>	<b>19</b>	<b>1</b>	<b>18</b>
Exchange difference on cash and cash equivalents	-66	9		-66	-6	
<b>Increase/(decrease) in cash and cash equivalents</b>	<b>43</b>	<b>-221</b>	<b>264</b>	<b>222</b>	<b>158</b>	<b>64</b>
<b>Cash and cash equivalents at the beginning of the period, net</b>	<b>971</b>	<b>1,018</b>	<b>-47</b>	<b>792</b>	<b>639</b>	<b>153</b>
<b>Cash and cash equivalents at the end of the period, net</b>	<b>1,014</b>	<b>797</b>	<b>217</b>	<b>1,014</b>	<b>797</b>	<b>217</b>

## 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 seafreight, airfreight, overland and contract logistics businesses.

The condensed consolidated interim financial statements of the Company for the nine months ended September 30, 2010 comprise the Company, its subsidiaries (the Group) and its interests in joint ventures.

The Group voluntarily also presents the cash flow statement for the three months ended September 30, 2010 (including comparatives) and the balance sheet as per September 30, 2009.

### 6.2 Statement of compliance

The unaudited condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standard (IFRS) 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 as at and for the year ended December 31, 2009.

### 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 condensed consolidated interim financial statements in conformity with IFRS requires management to make judgments, 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 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 year were the same as those applied to the consolidated financial statements for the year ended December 31, 2009.

#### Accounting policies

The accounting policies are the same as those applied in the consolidated financial statements for the year ended December 31, 2009 except that the adoption as of January 1, 2010 of revised IFRS 3 Business Combinations will impact the accounting for and disclosure of future business combinations. The change in accounting policy for business combinations will be applied prospectively.

In short business combinations occurring in future will be accounted for by applying the acquisition method. The Group will measure goodwill as the fair value of the consideration transferred including the recognised amount of any non-controlling interest in the acquiree, less the net recognised amount (generally fair value) of the identifiable assets acquired and liabilities assumed, all measured as of the acquisition date. When the excess is negative, a bargain purchase gain will be recognised immediately in profit or loss.



The Group will measure non-controlling interest at its proportionate share of the recognised amount of the identifiable net assets at the acquisition date.

Consideration transferred will include the fair values of the assets transferred, liabilities incurred by the Group to the previous owners of the acquired, equity interests issued by the Group and the fair value of any contingent consideration.

Transaction costs, other than those associated with the issue of debt or equity securities, incurred in connection with a business combination will be expensed as incurred.

The other revised or amended standards and the new interpretations that are effective for the 2010 reporting year are not applicable to the Group, or do not have a significant impact on the condensed consolidated interim financial statements.

#### Reclassifications

The Group now classifies provisions as non-current and current based on the best estimate of the timing of the expected payments. The comparative figures have been restated to conform to current period's presentation. The Group presents third balance sheets as of January 1, 2009 to illustrate the effect of this reclassification of provisions.

#### 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)

	2010 CHF	Variance per cent	2009 CHF
EUR 1.-	1.4077	-6.9	1.5115
USD 1.-	1.0623	-3.4	1.0994
GBP 1.-	1.6370	-2.6	1.6812

##### Balance sheet (period end rates)

	2010 CHF	Variance per cent	2009 CHF
EUR 1.-	1.3261	-12.2	1.5099
USD 1.-	0.9846	-4.2	1.0279
GBP 1.-	1.5591	-4.9	1.6402

## 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

Significant changes in the scope of consolidation in the first nine months 2010 are related to the following companies:

	Capital share acquired in per cent equals voting rights	Currency	Share capital in 1,000	Acquisition/Incorporation date
<b>Acquisitions</b>				
Nacora Insurance Brokers Ltd., Taiwan <sup>1</sup>	30	TWD	6,000	June 18, 2010
<b>Incorporation</b>				
Kuehne + Nagel Management ME, United Arab Emirates	100	AED	-	January 1, 2010
Stute Stahlservice GmbH, Germany	100	EUR	25	February 1, 2010

<sup>1</sup> The Group previously owned 70 per cent share capital of Nacora Insurance Brokers Ltd. and applied the full consolidation method. Main activity of Nacora Insurance Brokers Ltd. is Insurance Brokerage.

Significant changes in the scope of consolidation in the first nine months 2009 are related to the following companies:

	Capital share acquired in per cent equals voting rights	Currency	Share capital in 1,000	Acquisition/Incorporation date
<b>Acquisitions</b>				
Alloin Group, France	100	EUR	35,000	January 1, 2009
J. Martens Group, Norway	100	NOK	3,431	March 9, 2009
<b>Incorporation</b>				
Kuehne + Nagel Real Estate Ltd., Canada	100	CAD	-	January 1, 2009
Kuehne + Nagel Ibrakom Tashkent Ltd., Uzbekistan	60	UZS	14,084	February 1, 2009
Kuehne + Nagel Logistics S.A., Colombia	100	COP	3,020	February 1, 2009
Agentes de Seguros S.A. de C.V., Mexico	100	MXN	50	May 1, 2009
Nacora S.A., Venezuela	100	VEF	60	June 1, 2009

There were no significant divestments in the first nine months in years 2010 and 2009.

## 6.7 Acquisitions

### 2010 acquisitions

Effective August 4, 2010 a book of business (Customer List) was acquired from a domestic road transport operator in India. This intangible asset consists mainly of a customer list and was purchased for CHF 3 million and paid in cash.

### 2009 acquisitions

The acquisitions of subsidiaries in the first nine months of 2009 had the following effect on the Group's assets and liabilities:

CHF million	Alloin			J. Martens			Total
	Carrying amounts	Fair value adjustments	Recognised values	Carrying amounts	Fair value adjustments	Recognised values	
Property, plant and equipment	233	51	284	2	-1	1	285
Other intangibles	5	99	104	-	47	47	151
Other non-current assets	2	54	56	2	-	2	58
Trade receivables	84	-1	83	39	-3	36	119
Other current assets	20	-	20	2	-	2	22
Acquired cash and cash equivalents, net	-5	-	-5	14	-	14	9
<b>Subtotal assets</b>	<b>339</b>	<b>203</b>	<b>542</b>	<b>59</b>	<b>43</b>	<b>102</b>	<b>644</b>
Trade payables	-39	-	-39	-24	2	-22	-61
Other current liabilities	-	-	-	-4	-	-4	-4
Non-current liabilities	-266	-110	-376	-18	-13	-31	-407
<b>Subtotal net identifiable assets and liabilities</b>	<b>34</b>	<b>93</b>	<b>127</b>	<b>13</b>	<b>32</b>	<b>45</b>	<b>172</b>
Goodwill			108			31	139
<b>Total consideration</b>			<b>235</b>			<b>76</b>	<b>311</b>
<b>Contingent consideration</b>			-			<b>-10</b>	<b>-10</b>
<b>Purchase price, paid in cash</b>			<b>235</b>			<b>66</b>	<b>301</b>
Acquired cash and cash equivalents, net			5			-14	-9
<b>Net cash outflow</b>			<b>240</b>			<b>52</b>	<b>292</b>

Effective January 1, 2009, the Group acquired the French groupage provider Alloin for CHF 235 million. The Alloin-Group ranks among the leading groupage providers in France with an annual turnover of approximately EUR 300 million and 3,000 employees. The company operates 53 cross-docking terminals across the country and handles 20,000 shipments per day.

Effective March 9, 2009, the Group acquired the J. Martens-Group, Norway, a leading service provider in the oil and gas industry for CHF 76 million, including a contingent consideration of CHF 10 million. Besides providing transportation and logistics services for the past 125 years in Norway, J. Martens has set up operations in other key markets as Singapore, Great Britain and the Netherlands. With its 260 employees, the company achieved a turnover of NOK 1.3 billion (approximately CHF 250 million) in 2008.

The acquisitions contributed CHF 15 million of loss to the consolidated earnings for the first nine months in 2009. If all acquisitions had occurred on January 1, 2009, Group invoiced turnover would have been CHF 12,865 million and consolidated earnings for the period would have been CHF 387 million.

In 2009, goodwill of CHF 139 million arose on these acquisitions because certain intangible assets did not meet the IFRS 3 criteria for recognition as intangible assets at the date of acquisition. These assets are mainly management expertise, workforce and geographic presence.

In 2009, other intangibles of CHF 151 million recognised on these acquisitions representing non-contractual customer lists having a useful life of seven years.

The initial accounting for the acquisitions made in the first half year of 2009 was only determined provisionally. No material adjustment to these values was deemed necessary after having finalised the purchase accounting in the second half of the year.

## **6.8 Operating segments**

### **a) Reportable segments**

The Group delivers integrated logistic solutions across customers' supply chains using a global logistics network. The business is divided into six operating segments namely Seafreight, Airfreight, Road & Rail Logistics, Contract Logistics, Real Estate and Insurance Brokers. They are all reportable segments. These six reportable segments 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 products and services.

The discrete distinction between Seafreight, Airfreight and Road & Rail Logistics is the usage of the same transportation mode within a reportable segment. In addition to common business processes and management routines, the main transportation mode is the same 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. In the reportable segment Real Estate activities mainly related to internal rent of facilities are reported. Under Insurance Brokers, activities exclusively related to brokerage of insurance coverage, mainly marine liability are reported.

Inter-segment pricing 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 below. Segment performance is based on EBIT as reviewed by the CODM. The column "elimination" is eliminations of inter-segment turnover and expenses. All expenses are allocated to the segments down to an EBIT level.

### **b) Geographical information**

The Group is operating on a worldwide basis in a number of geographical areas: Europe, Americas, Asia-Pacific and Middle East, Central Asia and Africa. All products and services are provided in each of these geographical regions. The segment revenue is based on the geographical location of the customers, and segment assets are based on the geographical location of assets.

## 6.8 Segment reporting

January – September

### a) Reportable segments

CHF million	Total Group		Seafreight		Airfreight	
	2010	2009	2010	2009	2010	2009
<b>Invoiced turnover (external customers)</b>	<b>15,178</b>	<b>12,800</b>	<b>6,792</b>	<b>5,619</b>	<b>3,002</b>	<b>2,029</b>
Invoiced inter-segment turnover	-	-	1,307	1,068	1,678	1,021
Customs duties and taxes	-2,554	-2,308	-1,729	-1,684	-515	-381
<b>Net invoiced turnover</b>	<b>12,624</b>	<b>10,492</b>	<b>6,370</b>	<b>5,003</b>	<b>4,165</b>	<b>2,669</b>
Net expenses for services from third parties	-8,171	-6,104	-5,452	-4,095	-3,614	-2,187
<b>Gross profit</b>	<b>4,453</b>	<b>4,388</b>	<b>918</b>	<b>908</b>	<b>551</b>	<b>482</b>
Total expenses	-3,707	-3,694	-589	-613	-383	-341
<b>EBITDA</b>	<b>746</b>	<b>694</b>	<b>329</b>	<b>295</b>	<b>168</b>	<b>141</b>
Depreciation of property, plant and equipment	-123	-140	-12	-14	-8	-9
Amortisation of other intangibles	-52	-68	-7	-11	-5	-5
<b>EBIT (Segment profit/(loss))</b>	<b>571</b>	<b>486</b>	<b>310</b>	<b>270</b>	<b>155</b>	<b>127</b>
Financial income	2	17				
Financial expenses	-6	-9				
Result from joint ventures and associates	5	5	3	2	-	-
<b>Earnings before tax (EBT)</b>	<b>572</b>	<b>499</b>				
Income tax	-120	-110				
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>				
<b>Attributable to:</b>						
<b>Equity holders of the parent company</b>	<b>449</b>	<b>387</b>				
Non-controlling interests	3	2				
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>				
<b>Additional information not regularly reported to CODM</b>						
Allocation of goodwill	620	681	24	25	15	15
Allocation of other intangibles	209	307	21	32	12	19
Capital expenditure property, plant and equipment	89	214	10	8	8	5
Capital expenditure other intangibles	11	16	5	5	2	3
Property, plant and equipment, goodwill and intangibles through business combinations	3	575	-	47	-	32

Road & Rail Logistics		Contract Logistics		Real Estate		Insurance Brokers		Total Reportable Segments		Eliminations	
2010	2009	2010	2009	2010	2009	2010	2009	2010	2009	2010	2009
2,062	1,836	3,225	3,227	4	4	93	85	15,178	12,800	-	-
646	681	72	60	63	63	45	43	3,811	2,936	-3,811	-2,936
-169	-107	-141	-136	-	-	-	-	-2,554	-2,308	-	-
2,539	2,410	3,156	3,151	67	67	138	128	16,435	13,428	-3,811	-2,936
-1,919	-1,807	-822	-788	-1	-	-111	-100	-11,919	-8,977	3,748	2,873
620	603	2,334	2,363	66	67	27	28	4,516	4,451	-63	-63
-585	-570	-2,203	-2,212	4	-7	-14	-14	-3,770	-3,757	63	63
35	33	131	151	70	60	13	14	746	694	-	-
-28	-34	-56	-66	-19	-17	-	-	-123	-140	-	-
-17	-22	-23	-30	-	-	-	-	-52	-68	-	-
-10	-23	52	55	51	43	13	14	571	486	-	-
1	2	1	1	-	-	-	-	-	5	-	-
160	178	422	463	-	-	-	-	620	681		
84	119	91	137	-	-	-	-	209	307		
39	39	16	24	16	138	-	-	89	214		
2	2	2	6	-	-	-	-	11	16		
3	496	-	-	-	-	-	-	3	575		

## b) Geographical information

CHF million	Total Group		Europe		Americas	
	2010	2009	2010	2009	2010	2009
<b>Invoiced turnover (external customers)</b>	<b>15,178</b>	<b>12,800</b>	<b>9,772</b>	<b>8,534</b>	<b>2,945</b>	<b>2,364</b>
Invoiced inter-region turnover	-	-	2,065	1,755	492	405
Customs duties and taxes	-2,554	-2,308	-1,496	-1,376	-514	-461
<b>Net invoiced turnover</b>	<b>12,624</b>	<b>10,492</b>	<b>10,341</b>	<b>8,913</b>	<b>2,923</b>	<b>2,308</b>
Net expenses for services from third parties	-8,171	-6,104	-7,026	-5,551	-2,291	-1,716
<b>Gross profit</b>	<b>4,453</b>	<b>4,388</b>	<b>3,315</b>	<b>3,362</b>	<b>632</b>	<b>592</b>
Total expenses	-3,707	-3,694	-2,880	-2,926	-511	-484
<b>EBITDA</b>	<b>746</b>	<b>694</b>	<b>435</b>	<b>436</b>	<b>121</b>	<b>108</b>
Depreciation of property, plant and equipment	-123	-140	-96	-112	-15	-17
Amortisation of other intangibles	-52	-68	-48	-59	-2	-5
<b>EBIT</b>	<b>571</b>	<b>486</b>	<b>291</b>	<b>265</b>	<b>104</b>	<b>86</b>
Financial income	2	17				
Financial expenses	-6	-9				
Result from joint ventures and associates	5	5	5	5	-	-
<b>Earnings before tax (EBT)</b>	<b>572</b>	<b>499</b>				
Income tax	-120	-110				
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>				
<b>Attributable to:</b>						
<b>Equity holders of the parent company</b>	<b>449</b>	<b>387</b>				
Non-controlling interests	3	2				
<b>Earnings for the period</b>	<b>452</b>	<b>389</b>				
<b>Additional information not regularly reported to CODM</b>						
Allocation of goodwill	620	681	527	583	87	91
Allocation of other intangibles	209	307	198	290	9	15
Capital expenditure property, plant and equipment	89	214	59	160	19	46
Capital expenditure other intangibles	11	16	9	14	-	-
Property, plant and equipment, goodwill and intangibles through business combinations	3	575	-	575	-	-

	Asia-Pacific		Middle East, Central Asia and Africa		Eliminations	
	2010	2009	2010	2009	2010	2009
	1,418	1,034	1,043	868	-	-
	1,027	615	164	98	-3,748	-2,873
	-146	-143	-398	-328	-	-
	2,299	1,506	809	638	-3,748	-2,873
	-1,919	-1,185	-683	-525	3,748	2,873
	380	321	126	113	-	-
	-216	-197	-100	-87	-	-
	164	124	26	26	-	-
	-7	-7	-5	-4	-	-
	-2	-3	-	-1	-	-
	155	114	21	21	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	6	7	-	-
	2	-	-	2	-	-
	5	2	6	6	-	-
	2	2	-	-	-	-
	3	-	-	-	-	-



### 6.9 Equity

In the first nine months of 2010, the Company sold 463,790 treasury shares (2009: 348,891 treasury shares) for CHF 41 million (2009: CHF 21 million) under the Employee Share Option and Purchase Plan.

### 6.10 Number of staff

	Sep. 30, 2010	Sep. 30, 2009
Number of staff	56,461	54,983
Number of full-time equivalents	64,457	59,890

### 6.11 Capital expenditure

The capital expenditure (excluding other intangible assets and property, plant and equipment from acquisitions) from January to September 2010 was CHF 100 million (2009: CHF 230 million).

### 6.12 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 15, 2010.

There have been no material events between September 30, 2010, and the date of authorisation that would require adjustments of the condensed consolidated interim financial statements or disclosure.

**7. Financial Calendar**

March 1, 2011	Full year 2010 results
April 18, 2011	First quarter 2011 results
May 10, 2011	Annual General Meeting 2010
May 17, 2011	Dividend distribution
July 18, 2011	Half year 2011 results
October 17, 2011	Nine-months 2011 results

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