



Presentation of DSV's Q1 2012 Interim Financial Report

Teleconference 27 April 2012, 11.00 AM CET

Presentation available on www.dsv.com



Agenda

- **Highlights**
- **Business segments**
- **Financial review**
- **Share buy-back and dividend**
- **Update on restructuring plan**
- **Q&A**



Highlights Q1 2012

- EBITA of DKK 555 million for Q1 2012: 3% organic growth
 - As expected modest transport volume growth in Q1 on the back of challenging comparisons from Q1 2011
- EPS growth of 23%
- Lower volumes in Air & Sea counterbalanced by increase in profitability per unit and cost control
- Strong Road performance in low-growth market
- Solutions profit in Q1 impacted by one-off costs related to implementation of new customers and new facilities
- Still high focus on cost control
 - Restructuring costs of DKK 251 million booked in Q1
- Trend in European and Global economy is uncertain – but no changes to 2012 guidance



Business segments – Air & Sea



- Satisfactory results for Q1 2012 – driven by increase in gross profit per unit and cost control
- Air freight development on track – but impacted by shift in transport mode to sea freight
 - High full charter volume in Q1 2011 – shifted to sea freight in 2012
 - Market share gains on most other markets
- Sea freight development below market
 - Impact from weak European import – especially in Southern Europe
 - Freight management contracts terminated during 2011 are out of comparisons from Q2 2012
- Development in shipment count better than volume trend
- Limited impact from rate increases on sea freight in in Q1 2012

DKK million	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Organic growth
Revenue	4,665	4,743	4,742	4,776	4,414	(7.4%)
Gross profit	965	1,020	1,027	1,078	998	2.0%
<i>Gross margin</i>	20.7%	21.5%	21.7%	22.6%	22.6%	
EBITA	291	345	356	363	298	0.0%
<i>EBITA margin</i>	6.2%	7.3%	7.5%	7.6%	6.8%	
<i>Conversion ratio</i>	30.2%	33.8%	34.7%	33.7%	29.9%	
Q1 2012						
Volume 2012 versus 2011	DSV	Market*				
Air freight (tonnes)	(4%)	(4-5%)				
Sea freight (TEUs)	(3%)	3-4%				

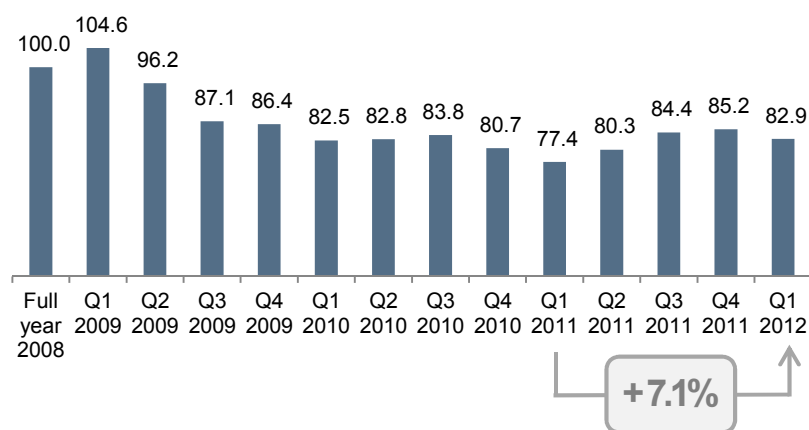
*) DSV's estimates

Gross profit per unit – Air & Sea



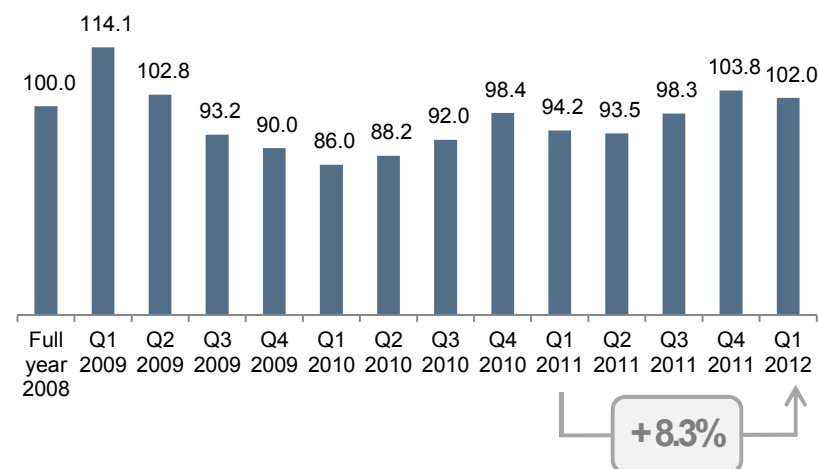
Air

Gross profit per tonne
2008 = Index 100



Sea

Gross profit per TEU
2008 = Index 100



Business segments – Road



- Organic EBITA growth of 22.2% in Q1 2012
- Market share gains on most markets
- Improved gross margin and conversion ratio
- Strict focus on product development, productivity and cost control enables DSV to offer market leading services
- Sweden and Germany continue to perform well
- Challenging market conditions in Southern Europe

DKK million	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Organic growth
Revenue	5,594	5,815	5,646	5,586	5,785	3.7%
Gross profit	1,047	1,120	1,058	1,055	1,099	4.9%
<i>Gross margin</i>	18.7%	19.3%	18.7%	18.9%	19.0%	
EBITA	179	245	226	184	220	22.2%
<i>EBITA margin</i>	3.2%	4.2%	4.0%	3.3%	3.8%	
<i>Conversion ratio</i>	17.1%	21.9%	21.4%	17.4%	20.0%	

Volume 2012 versus 2011	Q1 2012	
	DSV	Market*
Consignments	3%	0%

*) DSV's estimates

Business segments – Solutions



- Positive development in activity levels in Q1 2012 – but the activities in Southern Europe were impacted by the weak economies
- Gross profit for Q1 2012 affected by planned start-up costs related to new customers and new facilities
- The decline in gross profit had a direct impact on Q1 EBITA

DKK million	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Organic growth
Revenue	1,248	1,259	1,231	1,271	1,285	3.0%
Gross profit	369	372	370	372	351	(4.9%)
<i>Gross margin</i>	29.6%	29.5%	30.1%	29.3%	27.3%	
EBITA	69	65	71	73	55	(20.3%)
<i>EBITA margin</i>	5.5%	5.2%	5.8%	5.7%	4.3%	
<i>Conversion ratio</i>	18.7%	17.5%	19.2%	19.6%	15.7%	

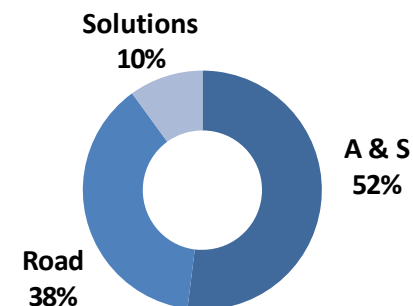
	Q1 2012	
Volume 2012 versus 2011	DSV	Market*
Order lines	3%	1-2%

*) DSV's estimates

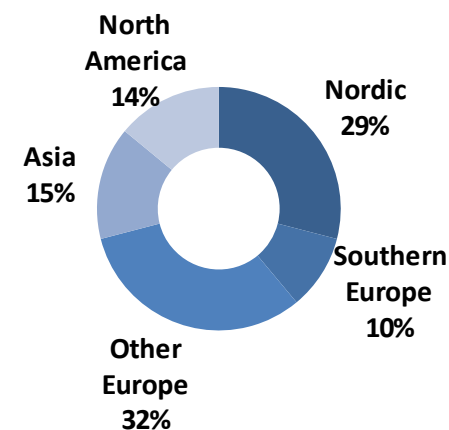
Financial review Q1 2012

DKK million	Q1 2011	Q1 2012	Change
Revenue	10,793	10,819	0.2%
Direct costs	8,421	8,384	(0,4%)
Gross profit	2,372	2,435	2.7%
Other external expenses	501	515	2.8%
Staff costs, white-collar	1,204	1,230	2.2%
EBITDA	667	690	3.4%
Depreciation and amortisation	133	135	1.5%
EBITA, before special items	534	555	3.9%
Special items	-	251	-
EBIT	534	304	(43.1%)
Net financial expenses	107	81	(24.3%)
Result before tax	427	223	(47.8%)
Tax	114	61	(46,5%)
Net profit	313	162	(48.2%)
Adjusted earnings	337	376	11.6%
Diluted, adjusted EPS, DKK (Q1)	1.63	2.01	23.3%
Diluted, adjusted EPS, DKK (12 months)	6.70	8.21	22.5%
Employees - at 31 March	21,287	21,383	0.5%
KPIs			
Gross margin	22.0%	22.5%	
EBITA margin	4.9%	5.1%	
Conversion ratio (EBITA/gross profit)	22.5%	22.8%	
Effective tax rate	26.7%	27.4%	

EBITA by division - Q1 2012

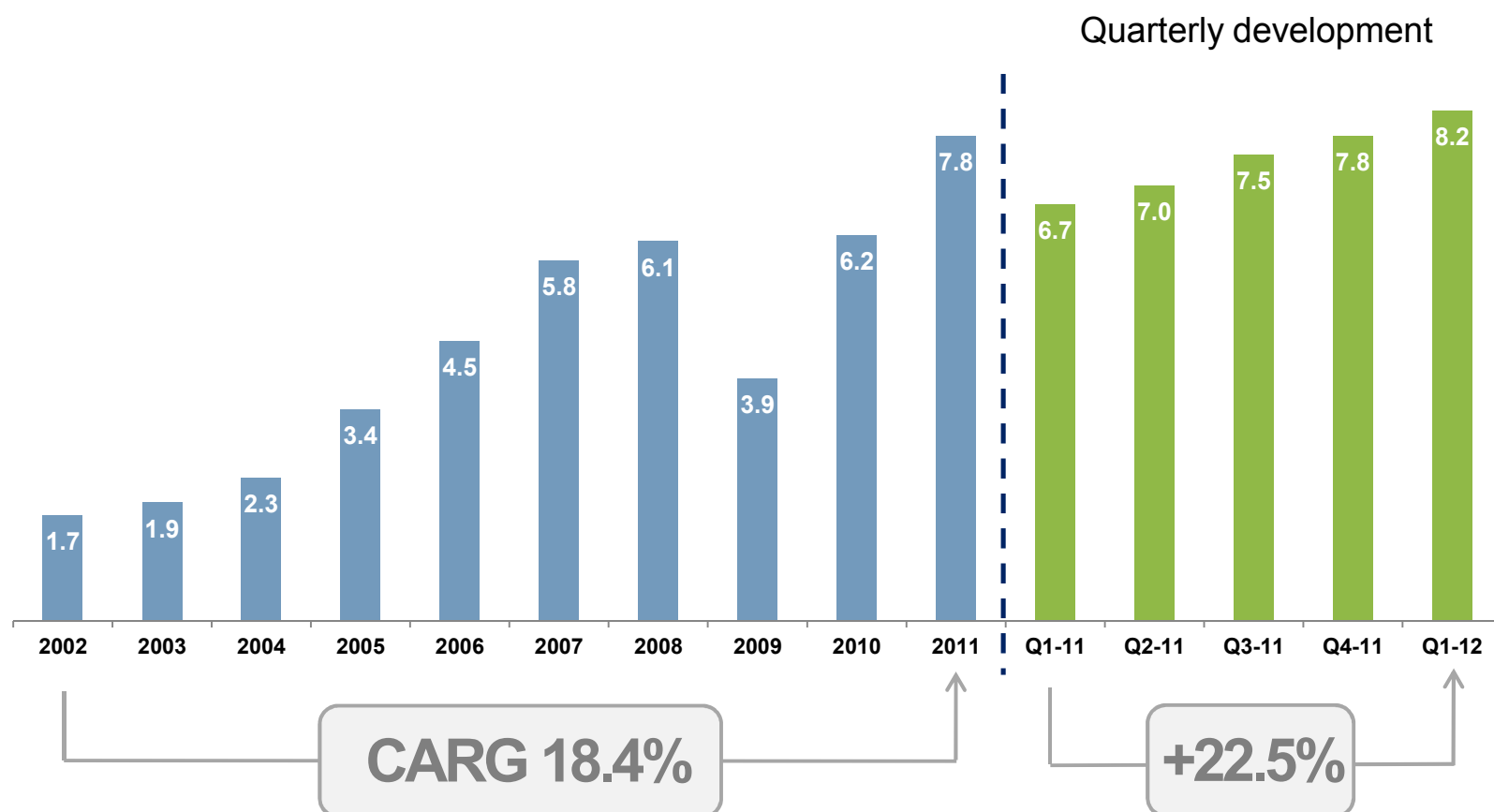


EBITA by region – Q1 2012



Financial review - EPS

Diluted adjusted earnings per share, DKK (12 months rolling)



Financial review Q1 2012 – cash flow and debt

DKK million	Q1 2011	Q1 2012
Cash flow statement - key figures		
Cash flow from operating activities before change in net working capital and tax	620	627
Cash flow from operating activities	540	393
Cash flow from Investing activities	(24)	(99)
Free cash flow	516	294
Net working capital		
New working capital	141	(110)
NWC/revenue	0.3%	(0.3%)
Net interest-bearing debt (NIBD)		
Net interest-bearing debt (NIBD)	6,050	6,584
Financial gearing (EBITDA/NIBD)	2.1x	2.2x

- Q1 2012 cash flow in line with expectations
- Solid performance on net working capital
- Cash flow from operating activities impacted by one-off payment related to a tax case ruling. Furthermore some countries have accelerated advance tax payments
- Average term of long-term debt: 4 years

Allocation to shareholders – Share buy-back and dividend

- DKK 200 million programme completed on 23 April 2012
- New DKK 400 million programme launched on 27 April and running until 30 July 2012
- Share capital reduced from 190 million to 188 million shares
- Current status on allocations to shareholders:

Million DKK	Total prog.	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Total 2012	Guided range 2012
Share buy-back 26 Oct. 2011	400	298	102				102	
Share buy-back 21 Feb. 2012	200		145	55			200	
Dividend 2011	-		190				190	
Share buy-back 27 April 2012	400						400	
Total allocated to shareholders 2012 - YTD			437				892	1,500 - 2,000

Update - Project Operational Excellence 2012

Purpose

- Realise benefits from improved operational workflow and IT systems
- Stay competitive
- Adjust capacity and cost base in areas with low activity levels

Effect

- Annual cost savings of approx. DKK 120 million
- Expected effect in 2012: DKK 60 million, mainly in H2 2012
- Costs savings will impact all divisions, but will have the highest impact in Road

Cost

- Total costs DKK 251 million – mainly related to redundancy payments and termination of leases
- Reported as special items in Q1 2012
- Cash impact mainly in Q2-Q4 2012

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To ask questions press “* 1”



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