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- Short profile
- Interim Report II/2006
- Strategy
- Appendix
Strong logistics partner with extensive specialist expertise

- **Key characteristics of the group**
  - Specialist for logistics solutions with the main focus on complex packing projects
  - Long lasting industry know-how in particular for consumer goods (e.g. automotive, electronics) and industrial goods (mechanical engineering)
  - Market leader in Germany in the field of industrial export packing
  - Own IT-solutions, which are market standard (SAP-certification)

- **D.Logistics AG as holding company**
  - Central holding functions; particularly financing, key accounting
  - Amount of holding normally at least 50%
Short profile

Service-orientated segment structure

D.Logistics group
Sales: €313.5 m, Employees: 3,210

Consumer goods packaging
Sales: €131.9 m
EBITA: €3.70 m
Employees: 990

Design

Production

Primary packaging

Secondary packaging

Distribution

Industrial goods packaging
Sales: €108.9 m
EBITA: €5.91 m
Employees: 869

Design

Consulting

Customized packaging

Export packaging

Hazardous goods

Warehouse logistics
Sales: €72.4 m
EBITA: €3.24 m
Employees: 1,340

Inhouse-Outsourcing ®

Warehouse planning

Warehouse management

Trace ability

Distribution

Figures for 2005
### Distinctive industry and methodological expertise

<table>
<thead>
<tr>
<th>Segment</th>
<th>Consumer goods packaging</th>
<th>Industrial goods packaging</th>
<th>Warehouse logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kind of goods</td>
<td>Bulk articles</td>
<td>Specific goods, e.g. manufacturing plants</td>
<td>Bulk articles</td>
</tr>
</tbody>
</table>
| Know-how      | • „Total Packaging Solution“  
• Package design  
• Design know-how for best manageability, usefulness and protection  
• Packaging technology | • Technological competence  
• Process- and IT know-how  
• International network  
• Secure, reliable delivery | • Process- und IT know-how  
• Full service provider (e.g. management, planning, picking, packing, distribution, customs |
| Geographical  | Central Europe  
USA | Germany | Central Europe |
| focus         |                         |                           |                     |
| Industry focus| Automotive, consumer goods  | Mechanical engineering | Automotive, chemicals, electronics, consumer goods, airport services (cargo) |
| Key customers | Beiersdorf, Bosch, Procter & Gamble, Hewlett Packard, Sanford, Osram Sylvania  | Alstom Power, Barmag, KHS, Krones, MAN, MPM Siemens, Singulus | Acordis, Fritz Winter, Infra-serv, Lufthansa Cargo, Mölnlycke Healthcare, VW |
### Competitive Positioning

<table>
<thead>
<tr>
<th>Segment</th>
<th>Consumer goods packaging</th>
<th>Industrial goods packaging</th>
<th>Warehouse logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Position</strong></td>
<td>One of a few providers</td>
<td>The only country-wide provider in Germany</td>
<td>Inhouse-Outsourcing®</td>
</tr>
<tr>
<td><strong>Competitors</strong></td>
<td>with restrictions Exel, Sonoco</td>
<td>Cargo Pack (K+N), Fritze, Securitas, OVG, VTS</td>
<td>Numerous providers</td>
</tr>
</tbody>
</table>

**D.Logistics**
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Highlights 6 months 2006

- Revenues increased by 4.9% to €157.4 million

- EBITA (-10.4% to €4.9 million) influenced by extraordinary effects
  - Loss from the now divested Schumacher GmbH (€-1.3 million)
  - Extraordinary income from court cases won (€2.0 million)
  - Last year included income from the reversal of provisions (€1.4 million)

- Net earnings up by one third to €2.3 million

- Net financial liabilities decreased further in the course of the year by €4.4 to €54.0 million; equity ratio up from 36.7% to 37.5%
Satisfactory revenue growth

Sales up 4.9% to €157.4 million

- „Consumer Goods Packaging“ up 6.4%; increase in the US (+16.2) and Italy (4.8); slight decrease in Belgium (-4.9%)
- „Industrial Goods Packaging“ up 11.7%; increasing transport management responsibilities for customers
- „Warehouse Logistics“ down 6.8%; significantly lower volume at Schumacher GmbH which has been sold in Q3
Net earnings up by third

EBITA influenced by extraordinary effects

- **EBITDA** –13.2%, amongst other things due to lower depreciation
- **EBITA** (-10.4%) influenced by
  - Scheduled decline due to restructuring measures in Italy (€-0.7 m) and the consolidation of PickPoint AG (€-0.65 m)
  - Burdened by Schumacher (€-1.3 m);
    - Income from court cases won (€2 m);
    - In 2005 extraordinary income of €1.4 m
- Net earnings up 32%, also due to a better financial result
**Operating earnings influenced special factors**

**EBITA down 10.4% to €4.9 million**

- „Consumer Goods Packaging“ with the highest growth rate (+59.2%); margin improves from 1.5 to 2.3%
- „Industrial Goods Packaging“ plus 13.4%; margin up slightly (5.2 after 5.1%)
- „Warehouse“ down 67.4%; margin declines from 5.8 to 2.0%; without Schumacher only slightly below prior year; consolidation of PickPoint AG
- Loss of holding a little higher (€-0.37 after €-0.20 m), Extraordinary effect of €1.0 m (prior year: €1.4 m)
Clear improvement on the liability side

- Net financial liabilities in the first six months further reduced by €4.4 m to €54.0 m
- Equity slightly up by 1.3% to €79.3 m; balance sheet total marginally lower; equity ratio increased from 36.7% to 37.5%
- Income from the sale of GHX Europe GmbH (expected €5 m) will lead to further improvement
Planned revenues 2006: €300-315 million (without Schumacher in the second half of 2006)

Planned EBITA group 2006: €9.7-11.0 million, planned EBITA (ex holding): €13.28-14.44 million additionally around €5 million from the sale of GHX

Status after six months
- Revenues €157.4m (50.0-52.5% of target)
- EBITA group €4.9m (44.5-50.5% of target)
- EBITA (ex holding) €5.2m (39.4-42.6% of target)

Figures after 6 months remain within the target range (stronger second half of the year to come)
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Planned orientation of the group (I)

- D.Logistics will retain its holding company structure in the future; this means that the subsidiaries will primarily drive forward business development in their regions and their customers.

- Business Development Group will support growth in all areas:
  - Extension and reinforcement of existing customer relationships.
  - Opportunities for acquiring new customers will be expanded and the dependencies from key accounts will be reduced.
  - Presenting a „single face“ to new customers and in new regions in the future.
Planned orientation of the group (II)

- „Operational Excellence“
  - Transportation of selective expertise to all operating entities
  - Improvement of workflows, quality and service
  - Reduction of costs

- Expanding our service range – developing from a logistics service provider to industrial service provider
  - Extend logistics-related services at all locations
  - Build a presence in additional areas of activity that businesses outsource to service providers
Medium-term financial objectives

- Constant organic growth
- Increase the EBITA margin to more than 4%
- Improve financial result and minimize tax expense
- Sustainable equity ratio in excess of 30%
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## Financial calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 17, 2006</td>
<td>Interim report II/2006, April 1 – June 30</td>
</tr>
<tr>
<td></td>
<td>Press telephone conference</td>
</tr>
<tr>
<td></td>
<td>Analyst telephone conference</td>
</tr>
<tr>
<td>August 29, 2006</td>
<td>DVFA SCC, Frankfurt</td>
</tr>
<tr>
<td></td>
<td>Analyst conference</td>
</tr>
<tr>
<td>November 15, 2006</td>
<td>Interim report III/2006, July 1 – September 30</td>
</tr>
<tr>
<td></td>
<td>Press telephone conference</td>
</tr>
<tr>
<td></td>
<td>Analyst telephone conference</td>
</tr>
<tr>
<td>November 28, 2006</td>
<td>Deutsches Eigenkapitalforum, Frankfurt</td>
</tr>
<tr>
<td></td>
<td>Investors conference</td>
</tr>
</tbody>
</table>
The D.Logistics share

- Market capitalization: €76.1 m
- Regulated market (Prime Standard)
- Indices: CDAX, Prime Transport & Logistics, GEX
- ISIN: DE0005101505
- Shareholder structure

As of June 30, 2006

- Detlef W. Hübner (35.67 %)
- Andreas Bargende (0.90 %)
- Management (36.57 %)
- Infraserv (5.37 %)
- Other shareholders (58.06 %)

Price (Xetra) 16.08.2006: €1.79
(High/Low 52 weeks: €2.19/1.56)

Comparative performance of the D.Logistics share indexed, in %, January 1 to July 31 2006
From design to Distribution - a broad range of services under one roof

Example Consumer Goods Packaging / Duracell: Location Heist-op-den-Berg

**Primary packing**
- Capacity: 2,1 bn batteries / year
- 12 high-speed transfer lines, 20 pack type options
- 50 semi-automatic machines, 50 pack type options
- Regular service: 3 shifts up to 7 days / week
- Pack type: K-Pack and blister
- Team: up to 350 (incl. interims)

**Secondary packing**
- Capacity: 520,000 displays/year
- 6 preparation lines
- 100 % manual work
- 1,000 display versions
- Regular service: 2 shifts, 5 days/week
- Pack type: point of purchase displays
- Team: up to 95 (incl. Interims)

**Warehouse**
- Annual volume: 260,000 pallets (40 trucks / day)
- Capacity: 30,000 pallet spaces
- Activity: > 1 mil. pallet movements/year
- Turnover: once a month
- Regular service: 3 shifts up to 7 days / week
- Team: up to 75 (incl. interims)
Logistics management for industrial goods of any size

Example Industrial Goods Packaging

- Packaging consultancy and design
- Production of special packings
- Export packaging for air, land and sea
- Permanent storage packaging technology
- Management of large projects
- Hazardous goods packaging

Customers: e.g. Alstom, Barmag, KHS, Krones, Siemens
Up-to-date warehouse management: a precondition for just-in-time delivery

Example Warehouse Logistics: Logistics centre Obernburg

Management of the finished goods warehouse for Acordis Industrial Fibres

- 36,000 pallet spaces in high racks plus additional 20,000 m² storage area
- Steering of inbound and outbound traffic, picking and placing the goods at the disposal (> 270,000 pallets/year)
- Inventory tracked movement of more than 120,000 tons of industrial fibres per year, used space 53,000 m²
- Transport management
- Turnover of basic material for production of chemical fibre (> 2,000 wagons per year)
- Team: 65 employees
Supply chain management for Sanford

Forecasting
- Electronic link with customers
- "Interco" order processing
- "Interco" order processing

Forecasting
- Special promotions

Shipping, export, invoicing
- Truckload optimization
- Control, performance measurement & reporting
- Goods in transit
- Dispatch follow-up

Contractors management
- Truckload optimization

Materials planning
- Automatic p,o, proposal
- Sanford agreement

Purchasing
- Priority management

Sources management
- Dispatch, Monitoring

Import

Simplified MRP
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