



DVFA – Small Cap Conference 2006

Company Presentation

August 29, 2006

Agenda

- **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%

Service-orientated segment structure



Distinctive industry and methodological expertise

Segment	Consumer goods packaging	Industrial goods packaging	Warehouse logistics
Kind of goods	Bulk articles	Specific goods, e.g. manufacturing plants	Bulk articles
Know-how D.Logistics	<ul style="list-style-type: none"> • „Total Packaging Solution“ • Package design • Design know-how for best manageability, usefulness and protection • Packaging technology 	<ul style="list-style-type: none"> • Technological competence • Process- and IT know-how • International network • Secure, reliable delivery 	<ul style="list-style-type: none"> • Process- und IT know-how • Full service provider (e.g. management, planning, picking, packing, distribution, customs)
Geographical focus	Central Europe USA	Germany	Central Europe
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, Kronen, MAN, MPM Siemens, Singulus	Acordis, Fritz Winter, Infra-serv, Lufthansa Cargo, Mölnlycke Healthcare, VW

Competitive positioning

Segment	Consumer goods packaging	Industrial goods packaging	Warehouse logistics
Position D.Logistics	One of a few providers	The only country-wide provider in Germany	Inhouse-Outsourcing®
Competitors	with restrictions Exel, Sonoco	Cargo Pack (K+N), Fritze, Securitas, OVG, VTS	Numerous providers

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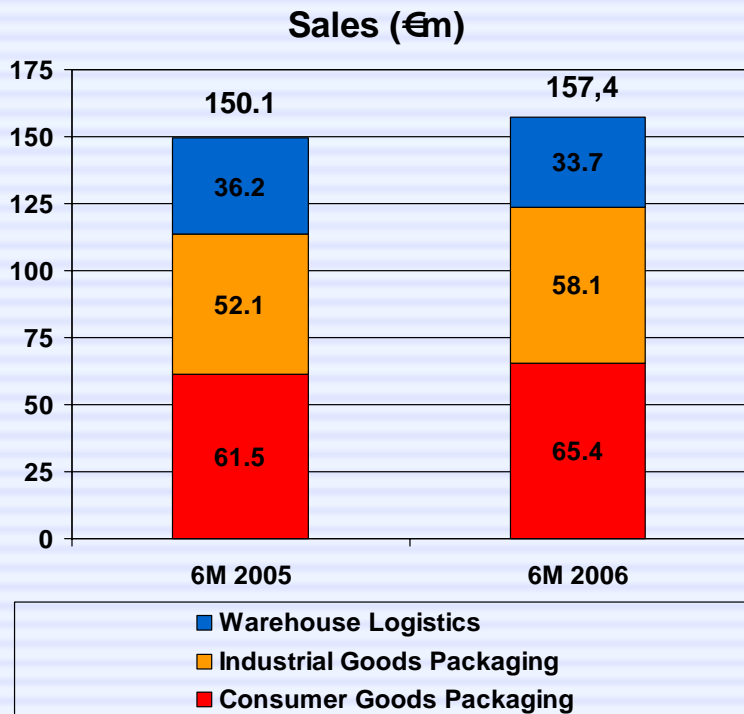
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Highlights 6 months 2006

- 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

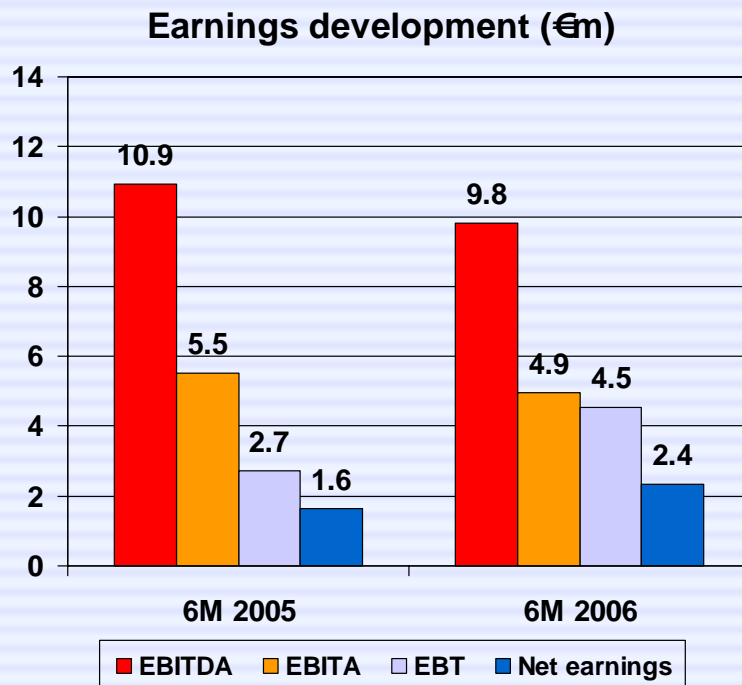
Sales up 4.9% to €157.4 million



- „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

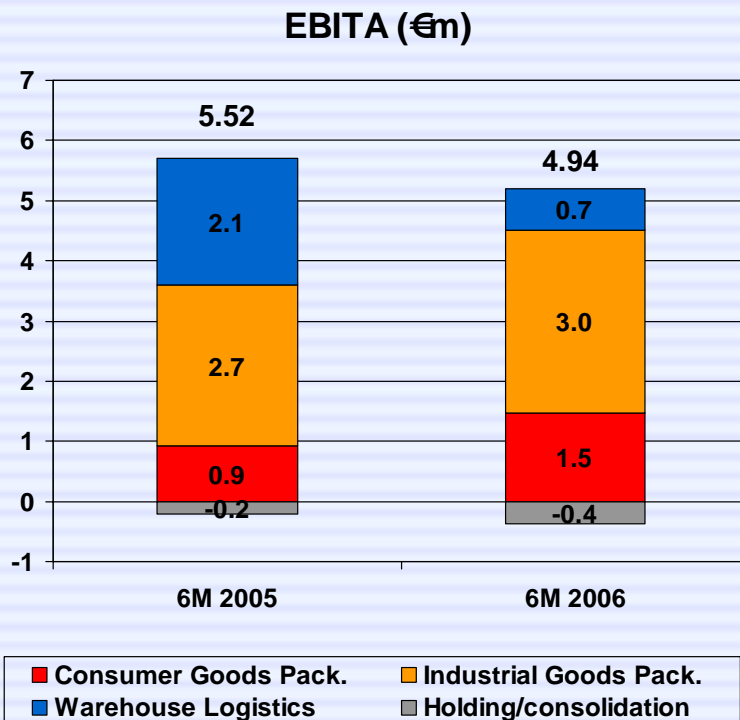
EBITA influenced by extraordinary effects



- 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

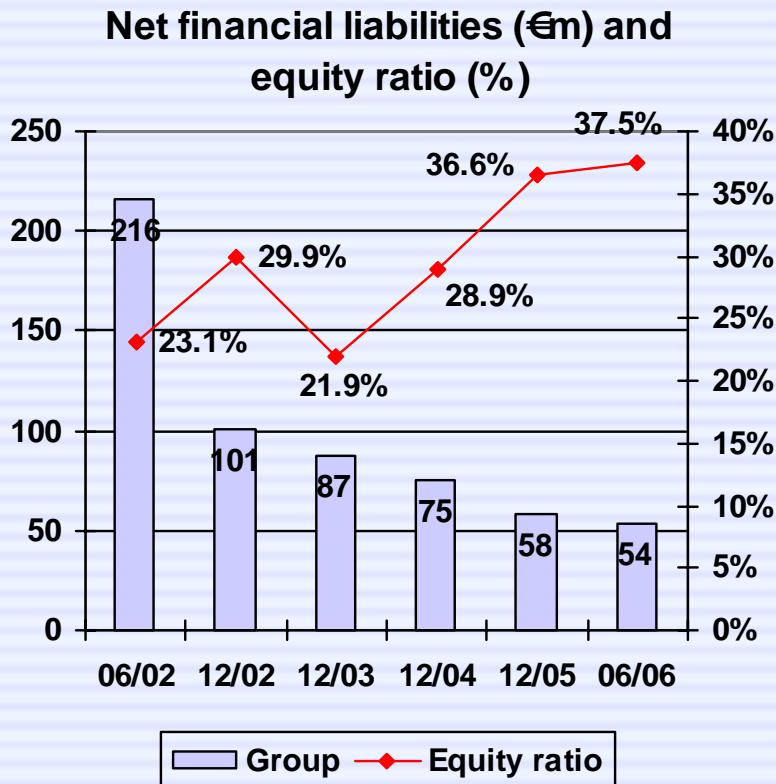
Operating earnings influenced special factors

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

Planning 2006

- **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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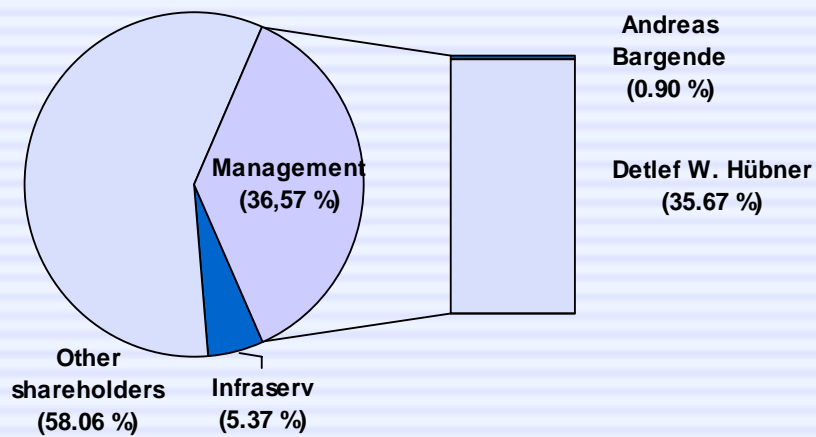
Financial calendar

- **August 17, 2006** **Interim report II/2006, April 1 – June 30**
Press telephone conference
Analyst telephone conference
- **August 29, 2006** **DVFA SCC, Frankfurt**
Analyst conference
- **November 15, 2006** **Interim report III/2006, July 1 – September 30**
Press telephone conference
Analyst telephone conference
- **November 28, 2006** **Deutsches Eigenkapitalforum, Frankfurt**
Investors conference

The D.Logistics share

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

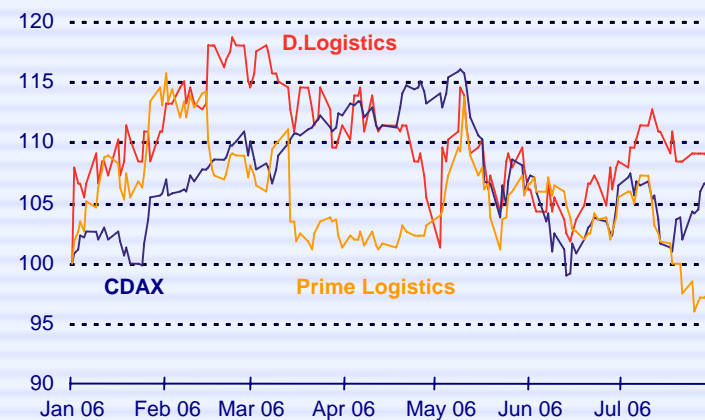
- Price (Xetra) 16.08.2006: €1.79
(High/Low 52 weeks: €2.19/1.56)



As of June 30, 2006

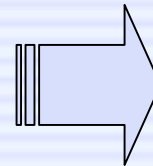
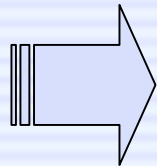
Comparative performance of the D.Logistics share

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

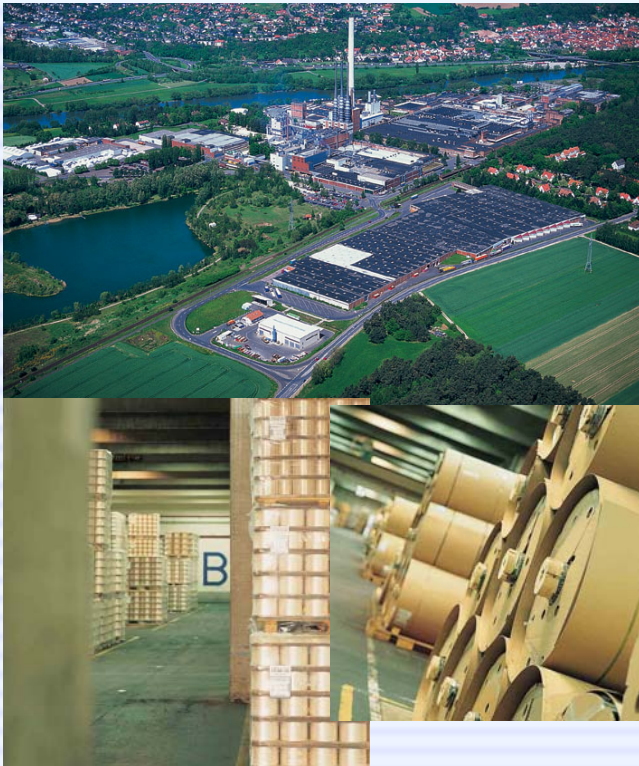


- Packaging consultancy and design
- Production of special packings
- Export packaging for air, land and sea
- Permanent storage packaging technology
- Management of large projects
- Hazardous goods packaging

Customers: e.g. Alstom, Barmag, KHS, Kronos, Siemens

Up-to-date warehouse management: a precondition for just-in-time delivery

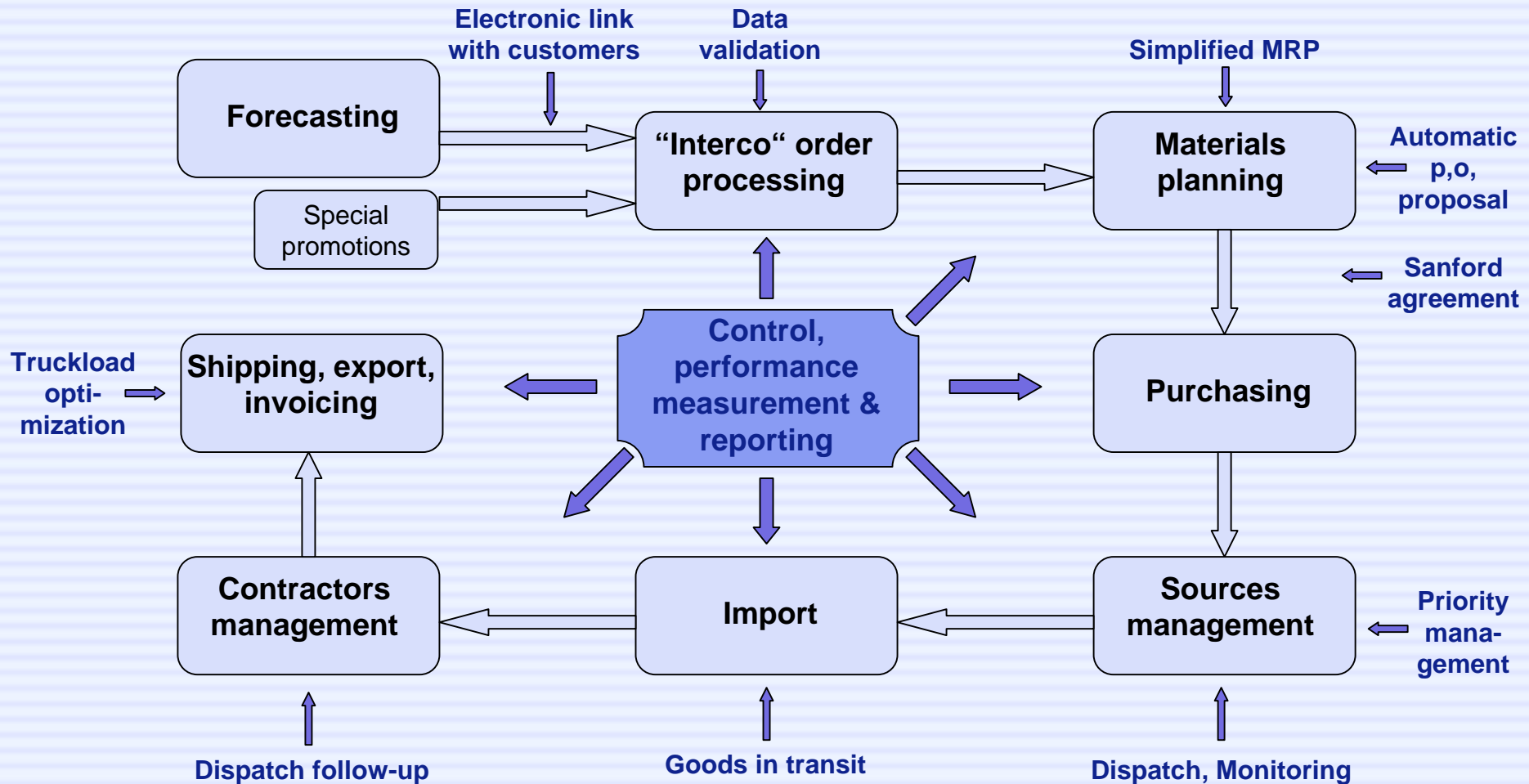
Example Warehouse Logistics: Logistics centre Obernburg



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



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