Agenda

- Profile
- Financials
- Strategy
- Appendix
Key characteristics of the group

- D.Logistics AG as holding company
- 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 and plant construction)
- Market leader in Germany in the field of industrial export packing
- Customer specific IT-solutions
Service-orientated segment structure

D.Logistics group
Sales: €322.4 m, Employees: 3,016

Consumer goods packaging
Sales: €139.5 m
EBITA: €3.79 m
Employees: 1,016

Industrial goods packaging
Sales: €120.5 m
EBITA: €6.01 m
Employees: 922

Warehouse logistics
Sales: €62.0 m
EBITA: €3.62 m
Employees: 1,072

Design
Production
Primary packaging
Secondary packaging
Distribution

Design
Consulting
Customized packaging
Export packaging
Hazardous goods

Inhouse-Outsourcing®
Warehouse planning
Warehouse management
Traceability
Distribution

Figures for 2006
# 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 D.Logistics  | • „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 focus    | Central Europe USA       | Germany                     | Central Europe |
| Industry focus        | Automotive, consumer goods | Mechanical engineering     | Automotive, chemicals, electronics, consumer goods, airport services (cargo) |
# Competitive positioning

<table>
<thead>
<tr>
<th>Segment</th>
<th>Consumer goods packaging</th>
<th>Industrial goods packaging</th>
<th>Warehouse logistics</th>
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<tbody>
<tr>
<td>Position D.Logistics</td>
<td></td>
<td></td>
<td>Inhouse-Outsourcing®</td>
</tr>
<tr>
<td>Key customers</td>
<td></td>
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</tbody>
</table>

## Consumer goods packaging
- One of a few providers
- With restrictions: Exel, Sonoco

## Industrial goods packaging
- The only country-wide provider in Germany
- Cargo Pack (K+N), Fritze, Securitas, OVG, VTS

## Warehouse logistics
- Numerous providers
Highlights 9 months 2007

- Revenues increased by 3.9% to €246.3 million
  - organic growth +5.3%, adjusted for currency fluctuation +6.7%

- Adjusted EBITA up 41.7% to €8.6 million
  - 2006 included income from disposals and litigations (€+7.67 million)

- Financial result burdened by valuation processes in connection with the outstanding convertible bond, down from €-1.6 to €-3.9 million

- Net earnings of €2.11 million (prior year: adjusted €0.24 million, unadjusted €10.8 million)
  - 2006 included extraordinary income of €10.56 million

- Net financial liabilities increased despite acquisitions (purchase price payments of €21.5 million) in the first half of the year only subproportional (by €10.1 to €53.0 million)
Satisfactory revenue growth

Sales up 4% to €246.3 million

- „Consumer Goods Packaging“ down 4.3%; currency adjusted -1.0%, successful compensation for the loss of a customer contract (-€9 million)
- „Industrial Goods Packaging“ up 21.6%; 5.3 percentage points were due to acquisitions
- „Warehouse Logistics“ down 11%; adjusted for changes in the scope of consolidation up 6.3%

*Sales figures without holding
**Strong earnings growth on an adjusted basis**

**Adjusted EBITA increased 41.7%**

- EBITDA and EBITA for the first 9 months 2006 included €7.67 m income from company sales and successful litigations, EBT included €8.2 m and EAT €10.6 m
- EBITDA down 28% and depreciation (€6.3 m) 9.8% below prior year
- EBITA (€8.6 m) increased adjusted 41.7%
- Net earnings reached €2.1 m
- EPS €0.05 (previous year €0.25)
Segment earnings increased strongly

Strong performance of “Industrial Goods Packaging”

- “Industrial Goods Packaging” up 24.7%; margin up slightly (5.5 to 5.3%)
- “Consumer Goods Packaging” 18.9% below last year; margin 2.2 after 2.6%; unsatisfying development in the USA
- “Warehouse logistics” up 29.1%; margin improves from 5.2 to 7.6%; 2006 included €1.8 m extraordinary profit
- Holding loss of €2.6 m (prior year: €+4.0 m), 2006 included extraordinary profit of €5.9 m
Solid capital structure

Current assets exceed current liabilities

- Balance sheet increased by 8.8% in the first 9 months of the year at €229.2 million
- Equity ratio very comfortable at 36.1% (equity €82.8 m)
- Asset cover II, i.e. the ratio of shareholder's equity and noncurrent liabilities to fixed assets stays at 125.8% (September 30)
Planning 2007

- Planned revenues 2007 slightly increased to €325 – 335 million (previously €319 – 331 million)
- Planned EBITA group 2007: €11.4 - 12.5 million
  - EBITA in 2006 was positively influenced by the sale of subsidiaries and court cases won (together €7.8 million)
- Planning includes recent acquisitions in the Industrial Goods Packaging segment with an annual turnover of €6 million; further potential acquisitions with a sales volume of up to €15 million are under review
- Planning does not include divestments, which could influence earnings positively
Planned orientation of the group (I)

- Expansion of Industrial Goods Packaging
  - Enhancing the German market position (No. 1) for industrial export packaging
  - Highly attractive market segment with an average growth rate of more than 10% in the years 2004 to 2006, very fragmented market offers opportunities
  - Expansion to Europe and overseas with existing and new clients using our unique know-how

Acquisitions already executed

- Takeover of the Walpa group as of April 1, 2007, purchase price €3.5 million, turnover in 2006: €6 million, turnover 2007/04/01 – 09/30: €4.9 million
- Purchase of the 45% minority interests in Deufol Tailleur GmbH, purchase price €23.0 million, turnover in 2006: €120 million, was already fully consolidated
Planned orientation of the group (II)

- Expansion of Consumer Goods Packaging
  - Extension and reinforcement of existing customer relationships
  - Know-how transfer of the “total packaging solution” (USA) to Europe

- Expanding our service range – developing from a logistics service provider to an 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 above market combined with acquisitions primarily in Germany and Eastern Europe
- Increase the EBIT(A) margin to more than 4%
- Improve financial result and minimize tax expense
- Sustainable equity ratio in excess of 30%
Agenda

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<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Conference call</td>
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<tr>
<td>November 14, 2007</td>
<td>German equity Forum</td>
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<tr>
<td></td>
<td>Investor conference</td>
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<tr>
<td>April 8, 2008</td>
<td>Annual results 2007</td>
</tr>
<tr>
<td>May 13, 2008</td>
<td>Interim report I/2008, January 1 – March 31</td>
</tr>
<tr>
<td>August 14, 2008</td>
<td>Interim report II/2008, April 1 – June 30</td>
</tr>
</tbody>
</table>
The D.Logistics share

- Market capitalization: about €100.0m
- Regulated market (Prime Standard)
- Indices: CDAX, Prime Transport & Logistics, GEX
- ISIN: DE0005101505
- Shareholder structure

As of October 31, 2007

- Price (Xetra) 2007/10/31: €2.36
  (high/low 52 weeks: €2.79/1.76)

Comparative performance of D.Logistics’ shares
indexed, in %, January 1 to October 31
## Income statement

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Sales</td>
<td>246,295</td>
<td>322,363</td>
<td>313,516</td>
<td>311,119</td>
</tr>
<tr>
<td>EBITDA</td>
<td>14,947</td>
<td>26,356</td>
<td>22,331</td>
<td>21,719</td>
</tr>
<tr>
<td>EBITA</td>
<td>8,606</td>
<td>16,132</td>
<td>11,374</td>
<td>8,450</td>
</tr>
<tr>
<td>EBIT</td>
<td>8,606</td>
<td>16,132</td>
<td>11,374</td>
<td>8,450</td>
</tr>
<tr>
<td>EBT</td>
<td>5,170</td>
<td>14,091</td>
<td>6,620</td>
<td>3,420</td>
</tr>
<tr>
<td>Taxes on income</td>
<td>(1,997)</td>
<td>(3,460)</td>
<td>(4,332)</td>
<td>(1,777)</td>
</tr>
<tr>
<td>Profit (loss) from continuing operations</td>
<td>3,173</td>
<td>10,631</td>
<td>2,288</td>
<td>1,643</td>
</tr>
<tr>
<td>Profit (loss) from discontinued operations</td>
<td>0</td>
<td>0</td>
<td>1,036</td>
<td>(710)</td>
</tr>
<tr>
<td>Minority interests</td>
<td>(1,064)</td>
<td>757</td>
<td>(1,923)</td>
<td>(1,386)</td>
</tr>
<tr>
<td>Net result</td>
<td>2,109</td>
<td>11,388</td>
<td>1,401</td>
<td>(1,574)</td>
</tr>
<tr>
<td>Earnings per share (€)</td>
<td>0.050</td>
<td>0.268</td>
<td>0.033</td>
<td>(0.040)</td>
</tr>
</tbody>
</table>
## Asset structure

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td>92,038</td>
<td>87,737</td>
<td>80,495</td>
<td>98,688</td>
</tr>
<tr>
<td>Noncurrent assets</td>
<td>137,123</td>
<td>122,859</td>
<td>131,915</td>
<td>135,379</td>
</tr>
<tr>
<td>Balance sheet total</td>
<td>229,161</td>
<td>210,596</td>
<td>212,410</td>
<td>234,067</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>82,677</td>
<td>83,571</td>
<td>86,358</td>
<td>118,363</td>
</tr>
<tr>
<td>Noncurrent liabilities</td>
<td>63,680</td>
<td>42,087</td>
<td>48,201</td>
<td>47,903</td>
</tr>
<tr>
<td>Equity</td>
<td>82,804</td>
<td>84,938</td>
<td>77,851</td>
<td>67,801</td>
</tr>
<tr>
<td>Financial liabilities</td>
<td>78,076</td>
<td>64,899</td>
<td>66,113</td>
<td>91,069</td>
</tr>
<tr>
<td>Net financial liabilities</td>
<td>53,032</td>
<td>42,924</td>
<td>47,036</td>
<td>65,321</td>
</tr>
</tbody>
</table>
# Cash flow / Investments / Liquidity

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>8.843</td>
<td>9,289</td>
<td>7,690</td>
<td>9,785</td>
</tr>
<tr>
<td>Cash flow from investment activities</td>
<td>(19.581)</td>
<td>(4,699)</td>
<td>(2,180)</td>
<td>(801)</td>
</tr>
<tr>
<td>Cash flow from financing activities</td>
<td>13.745</td>
<td>(324)</td>
<td>(13,796)</td>
<td>(7,596)</td>
</tr>
</tbody>
</table>

| Investment in property, plant and equipment | 3.116 | 7,566 | 6,794 | 8,302 |
| Investment in other intangible assets | 131    | 277   | 399   | 1,153 |
| Cash and cash equivalents | 15.066 | 11,716 | 7,806 | 16,340 |
| Net financial liabilities | 53.032 | 42,924 | 47,036 | 65,321 |
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 million pallet movements / year
- Turnover: once a month
- Regular service: 3 shifts up to 7 days / week
- Team: up to 75 (incl. interims)
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
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: 54 employees
### Broad customer base

- 3M
- ABB
- Agilent Technologies
- Agrati
- Ahlstrom Corp.
- Alpa
- Ample Industries
- Alstom
- Acordis
- Audi
- Aventis
- Barmag
- Beiersdorf
- Binda
- Bonne Bell Inc.
- Bosch
- Candle-Lite
- Cummins Engine
- Dell’Orto
- Desa International
- Dürr
- Drink International
- Duracell
- Fritz Winter
- Gerber
- Gillette
- Guess
- Hermes
- Hewlett-Packard
- Hitachi
- IBM
- Infineon
- Infraserv Logistics
- Johnson & Johnson
- KHS
- Krones
- Lohmann & Rauscher
- Lufthansa Cargo
- Mannesmann Plastic Machinery
- MAN Nutzfahrzeuge
- Marconi Communications
- Marvil Products
- Mölnlycke
- Oral B
- Osram Sylvania
- Panasonic
- Procter & Gamble
- Remotec Reitz
- Sanford
- Siemens
- Singulus Technologies
- Stant MfG
- Surgical Appliance
- Time Service
- Volkswagen
- Wacker Chemie
- York International
Logistics in Europe

Logistics market Europe*
€730 bn, thereof transport: €274 bn

- Share outsourced < 50%
- Share in-house > 50%

5.4% p.a. 2001-2004

Logistics market Germany
€170 bn, thereof transport: €73.5 bn

- Share outsourced 46.5%
- Share in-house 53.5%

3.5% p.a. 2001-2004


* 15 Western European countries + Switzerland and Norway
**Market trends**

**Growing importance of outsourcing**

- Increasing importance of outsourcing in industry (%)
  - 2005: 28, 53
  - 2010: 47, 72

**Increased outsourcing of secondary logistics services offers growth prospects for service providers**

- Outsourcing of logistics services in industry (%)
  - Transport/handling/warehousing: 31, 56
  - Inventory and materials planning: 3, 21
  - Network design: 3, 18
  - Innovation generation: 7, 16
  - Procurement/supplier mgt.: 11, 18
  - Ramp-up mgt.: 7, 21
  - Order mgt.: 5, 5

Source: Straube, F. et al.: Trends and strategies in Logistics 2005
Contact

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