Agenda

- Short profile
- Interim Report III/2005
- Strategy
- Appendix
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)
- E-procurement and data clearing solutions for healthcare products

D.Logistics AG as holding company

- Central holding functions, particularly financing, key accounting
- Amount of holding normally at least 50%
Service-orientated segment structure

D.Logistics group
Sales: €312.5 m, Employees: 3,364

Consumer goods packaging
Sales: €128.0 m
EBITA: €3.55 m
Employees: 1,039

Design
Production
Primary packaging
Secondary packaging
Distribution

Industrial goods packaging
Sales: €92.8 m
EBITA: €4.16 m
Employees: 894

Design
Consulting
Customized packaging
Export packaging
Hazardous goods

Warehouse logistics
Sales: €82.9 m
EBITA: €4.56 m
Employees: 1,418

Inhouse-Outsourcing ®
Warehouse planning
Warehouse management
Trace ability
Distribution

Figures per 31.12.2004
## 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>Know-how</td>
<td>Bulk articles</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• „Total Packaging Solution“</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Package design</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Design know-how for best manageability, usefulness and protection</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Packaging technology</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Geographical focus</td>
<td>Central Europe, USA</td>
<td>Germany</td>
<td>Central Europe</td>
</tr>
<tr>
<td>Industry focus</td>
<td>Automotive, Consumer goods</td>
<td>Mechanical engineering</td>
<td></td>
</tr>
<tr>
<td>Key customers</td>
<td>Beiersdorf, Bosch, Duracell, Gillette, Hewlett Packard, Sanford, Osram Sylvania</td>
<td>Alstom Power, Barmag, KHS, Krones, MAN, MPM Siemens, Singulus</td>
<td>Acordis, Fritz Winter, Infraserv, Lufthansa Cargo, Medion, Mölnlycke, VW</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment</td>
<td>Consumer goods packaging</td>
<td>Industrial goods packaging</td>
<td>Warehouse logistics</td>
</tr>
<tr>
<td>--------------</td>
<td>--------------------------</td>
<td>----------------------------</td>
<td>---------------------</td>
</tr>
<tr>
<td>Position</td>
<td>One of a few providers</td>
<td>The only country-wide provider in Germany</td>
<td>Inhouse-Outsourcing®</td>
</tr>
<tr>
<td>Competitors</td>
<td>with restrictions Exel, Sonoco</td>
<td>Cargo Pack (K+N), Fritze, Securitas, OVG, VTS</td>
<td>Numerous providers</td>
</tr>
</tbody>
</table>
Agenda

- Short profile
- Interim Report III/2005
- Strategy
- Appendix
Sales up slightly (0.3%) to €230.0 million (adjusted for changes in the scope of consolidation +1.4%)

EBITDA rose by 8.0% to €17.7 million

EBITA increased 22.8% to €8.6 million

Positive net income of €2.6 million after a loss of €0.9 million in 9M 2004

Net financial liabilities were reduced by €14.6 to €61.4 million since the beginning of the year, the equity ratio increased over the same period from 26.8% to 33.4%
Sales up slightly

Sales up slightly (0.3%) to €230m
(adjusted for changes in the scope of consolidation +1.4%)

- „Consumer Goods Packaging“ up 4.8%; positive development in Belgium and the US; slight decrease in Italy
- „Industrial Goods Packaging“ up 5.4%; increasing transport management responsibilities for customers
- „Warehouse Logistics“ down 13.0%; expected lower volume at Dönne+Hellwig; much smaller business volume at Schumacher
Earnings up significantly

Operating earnings (EBITA) +22.8%, positive net result

- Earnings before interest, tax, depreciation and amortisation (EBITDA) up 8.0%
- EBITA increased 22.8%; on the basis of the three operating segments (without holding) EBITA was up 8.3% to €10.4m
- Positive net result of €2.7m.; contains earnings from discontinued operations (€0.7m)
EBITA up 22.8% to 8.6 €m  
(adjusted for changes in the scope of consolidation +32.6%)

- „Consumer Goods Packaging“ with strongest increase (+45.8%); margin climbs from 1.9 to 2.7%
- „Industrial Goods Packaging“ up +3.4%; margin decreases slightly from 5.5 to 5.4%
- „Warehouse Logistics“ down 4.1%; because of the termination of unprofitable contracts margin climbs from 6.1 to 6.7%
- Loss at the holding level reduced (due to reversal to income of accrued expenses)
Clear improvement on the liability side

- Significant reduction of net financial liabilities opens scope for further growth
- Higher equity ratio and improvement of debt ratios leads to an upgrade of the credit rating
- In 2004 the following financing measures were conducted:
  - Issue of convertible bond (€7.2m)
  - Capital increase against contribution in kind (€6.4m)
- In 2005: cash inflow from Infraserv (€14.2m)
Planning 2005

- Planned revenues 2005: €301-310 million
- Planned EBITA group 2005: €9.6-11.0 million, planned EBITA (ex holding): €13.28-14.44 million
- Status after nine months
  - Revenues €230.0m (74.2-76.4% of target)
  - EBITA group €8.61m (78.3-89.7% of target)
  - EBITA (ex holding) €10.55m (73.1-79.5% of target)
- Figures for 9M remain at the upper end of the target range
Agenda

- Short profile
- Interim Report III/2005
- Strategy
- Appendix
Starting basis

- Holding structure has proven itself
  - Customer specific further development of services
  - Stronger customer orientation and flexible solutions for individual customer needs
  - More distinct understanding of specific markets

- Lean Management
  - Motivation and entrepreneurial appreciation
  - Acting self dependent
  - Short decision making processes
Expansion of business activities

**Current main revenue sources**

**Sourcing**
- integrated IT platform
- production planning
- production supply control
- parts purchase

**Packaging**
- design
- printing
- die cutting & finishing
- pre assembly
- CKD and assembling
- PoP displays

**Warehouse**
- incoming goods
- picking
- management
- marking
- return shipments
- distribution

**Distribution**
- distribution management
- transport optimisation
- network

*D.Logistics: The partner for manufacturers of consumer and industrial goods covering the whole process chain*
Business development

- Business development group
  - Key accounting and client service teams (CST)
  - Inter-group tender procedures and customer acquisition

- Pack centre Strategy
  - Inter-group exchange of experiences („Knowledge Sharing“)
  - Strengthen distinctiveness through packaging expertise
  - Realise potential synergies

- Operational Excellence
  - Learning from the best („Cross Learning“)
  - Benchmarking and definition of key performance indicators
  - Employee rotation
Summary

- Keeping the decentralised management structure and local operating responsibility
- Extension of the value chain
- Expansion of inter-group business development

- Steady growth with existing and new customers
- Stronger customer loyalty
- Rising profitability
• Short profile
• Interim Report III/2005
• Strategy
• Appendix
Financial calendar

- November 22, 2005  Deutsches Eigenkapitalforum, Frankfurt
  Investor conference

- April 27, 2006  Annual results 2005
  Press telephone conference
  Analyst telephone conference

- May 24, 2006  Interim report I/2006, January 1 – March 31
  Press telephone conference
  Analyst telephone conference

- July 4, 2006  AGM, Mainz

- August 17, 2006  Interim report II/2006, April 1 – June 30
  Press telephone conference
  Analyst telephone conference

  Press telephone conference
  Analyst telephone conference
The D.Logistics share

- Market capitalisation: €85 million
- Regulated market (Prime Standard)
- Index: SDAX, Prime Transport & Logistics, GEX
- ISIN: DE0005101505
- Shareholder structure

Management (34,28%)
Infraserv (5,37%)
Other shareholders (60,35%)

As of October 31, 2005

- Price (Xetra) 17.11.2004: €2,01
  (High/low 52 weeks: €2,33/1,09)

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

- Andreas Bargende (0,90 %)
- Detlef W. Hübner (32,48 %)
- Thomas Schwinger-Caspari (0,90 %)
- Management (34,28 %)
- Infraserv (5,37 %)
- Other shareholders (60,35 %)
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)
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: 65 employees
Supply chain management for Sanford

- Forecasting
- “Interco” order processing
- “Interco” order processing
- Control, performance measurement & reporting
- Import
- Materials planning
- Purchasing
- Sources management

- Shipping, export, invoicing
- Contractors management
- Special promotions
- Electronic link with customers
- Data validation
- Goods in transit

- Dispatch follow-up
- Automatic p.o., proposal
- Sanford agreement
- Priority management
- Dispatch, Monitoring
- Truckload optimization
- Simplified MRP
Contact

- Rainer Monetha
  Head of Investor & Public Relations
  D.Logistics AG
  Johannes-Gutenberg-Strasse 3-5
  65719 Hofheim (Wallau)
  Germany
  Phone: 06122 / 50 – 12 38
  Fax: 06122 / 50 – 13 06
  E-Mail: Rainer.Monetha@DLogistics.com