



# Supply Chain Solutions that Deliver



**UTi Worldwide 2011 Investor Day**

**1Focus: Sales and Marketing**

**Gene Ochi**

**EVP – Client Growth**

June 23, 2011

# 1Focus – Sales and Marketing

---

- Initial focus on three priorities
  - » Grow faster than the market
  - » Improve productivity while adding quantified value to clients
  - » Succession planning



# CLIENTasONE – Transformation Vision



## Strategic Initiatives



- Provide client value
- Maintain focus on clients' objectives

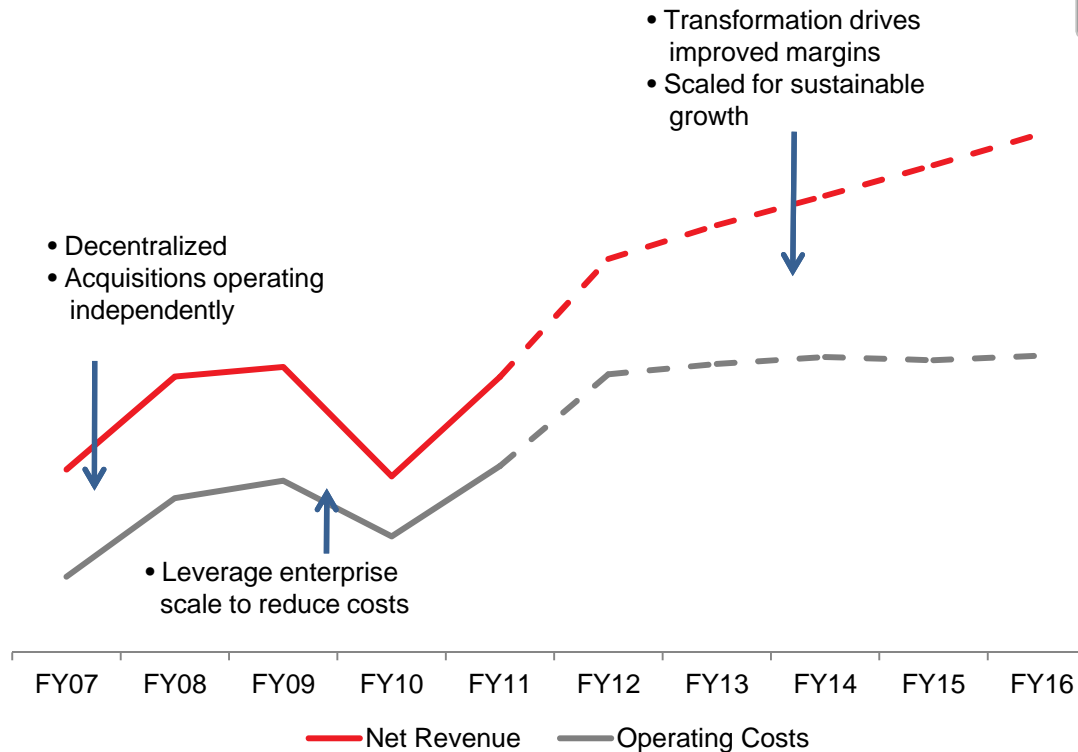


- Engage employees
- Improve productivity



- Deliver superior client experience
- Lower operating costs

## Net Revenue vs. Operating Costs at Market Growth Rates



## Benefits

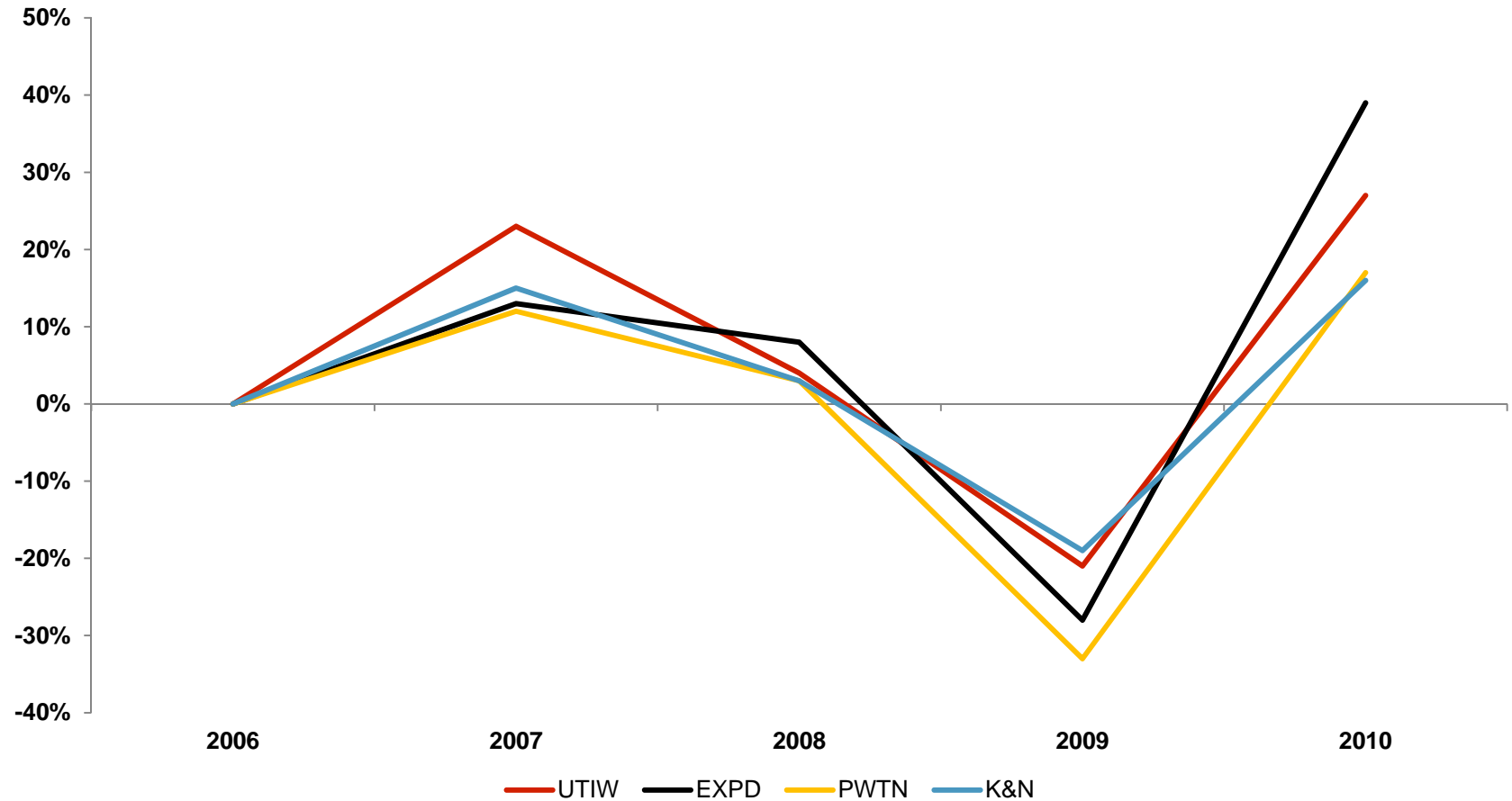
- Consistently exceed client expectations
- Deliver quantified value
- Growth ahead of the market
- Increased employee opportunities
- Operations scaled for sustainable growth
- Improved operating margins
- Increased earnings per share



# Sales Growth: “Grow Faster than the Market”

## Revenue Growth Versus Competitors

INDEXED REVENUE GROWTH RATE



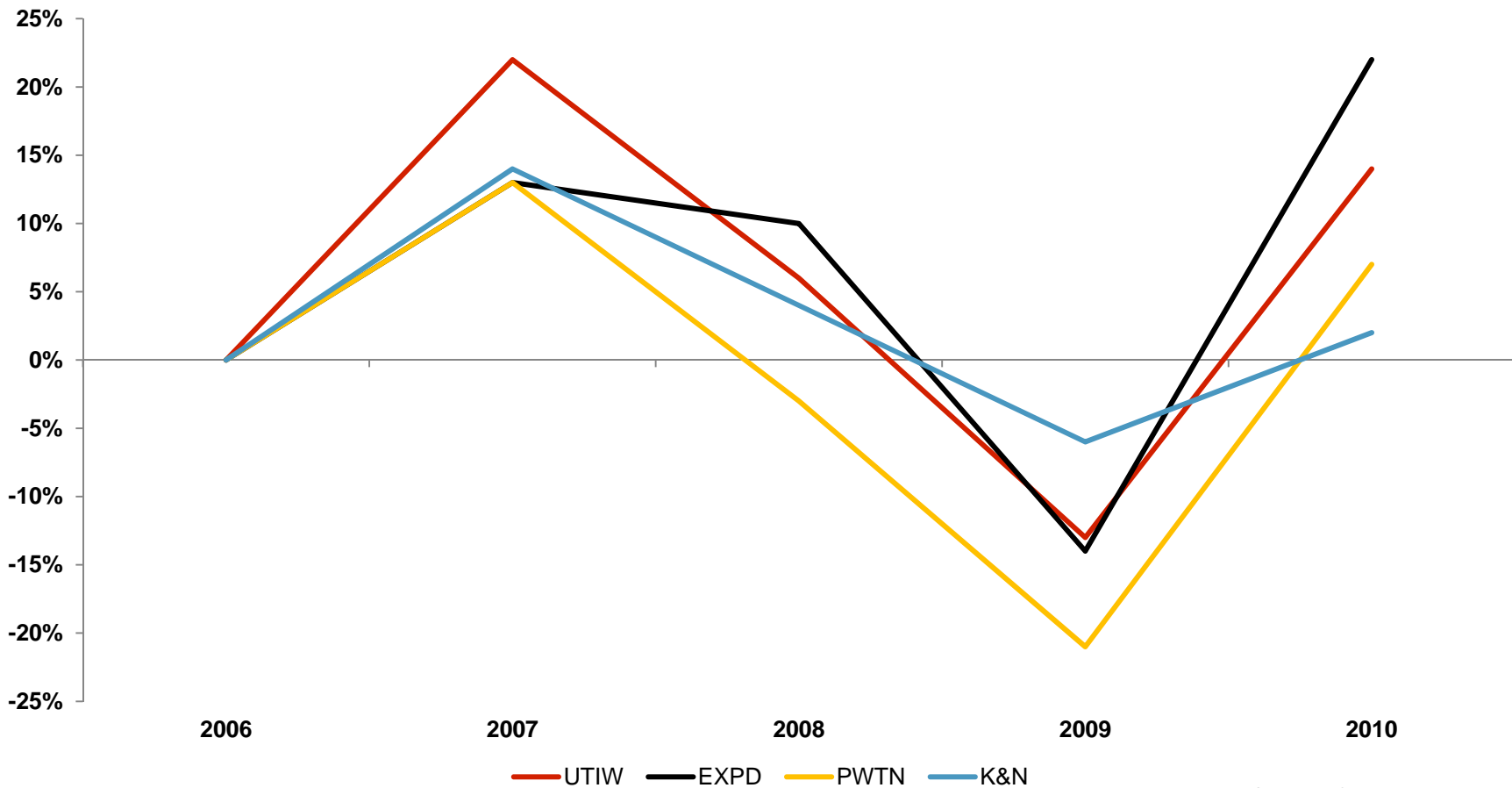
Source: Company reports and UTi Worldwide Estimates



# Sales Growth: “Grow Faster than the Market”

## Net Revenue Growth Versus Competitors

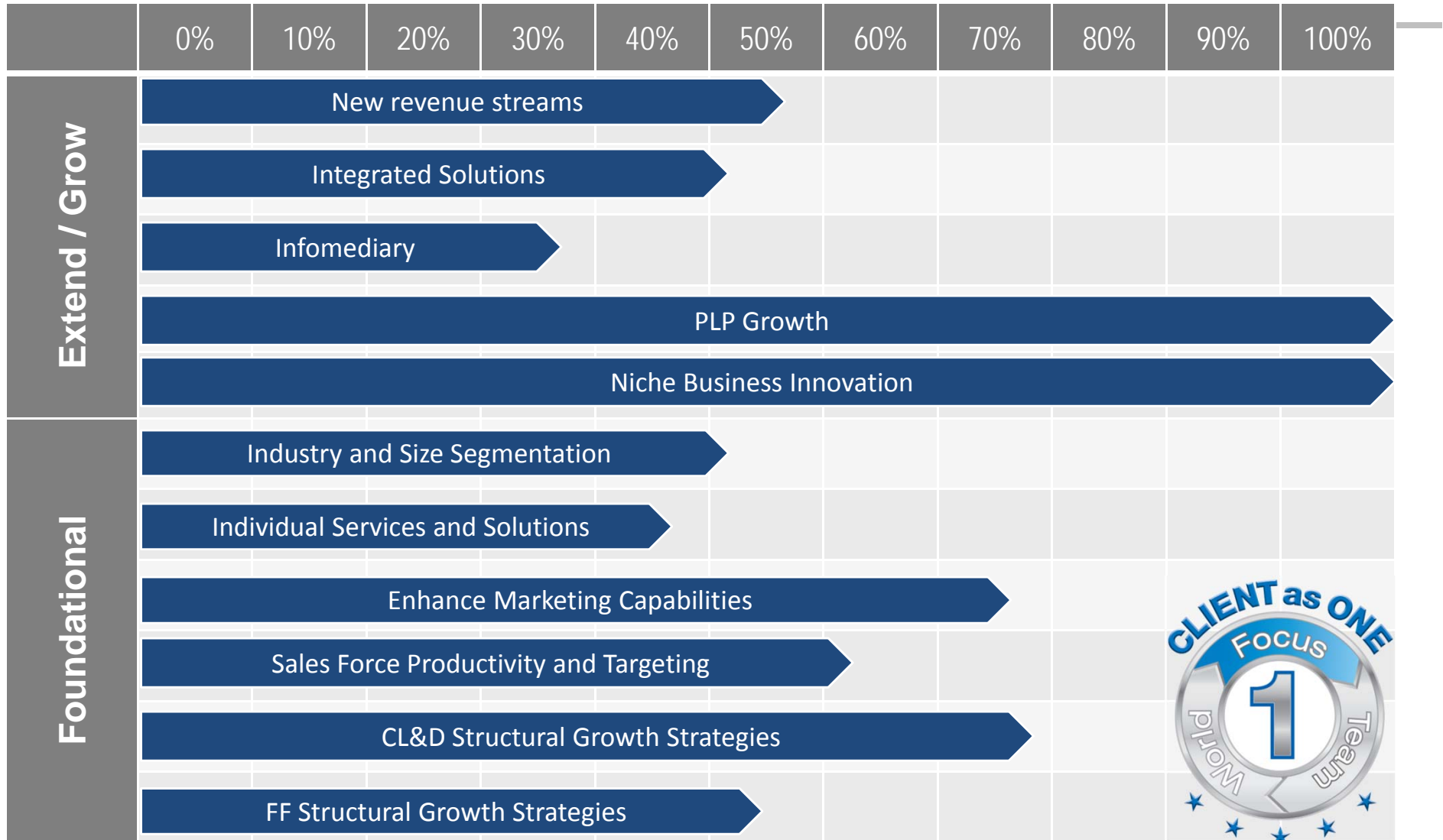
### INDEXED NET REVENUE GROWTH RATE



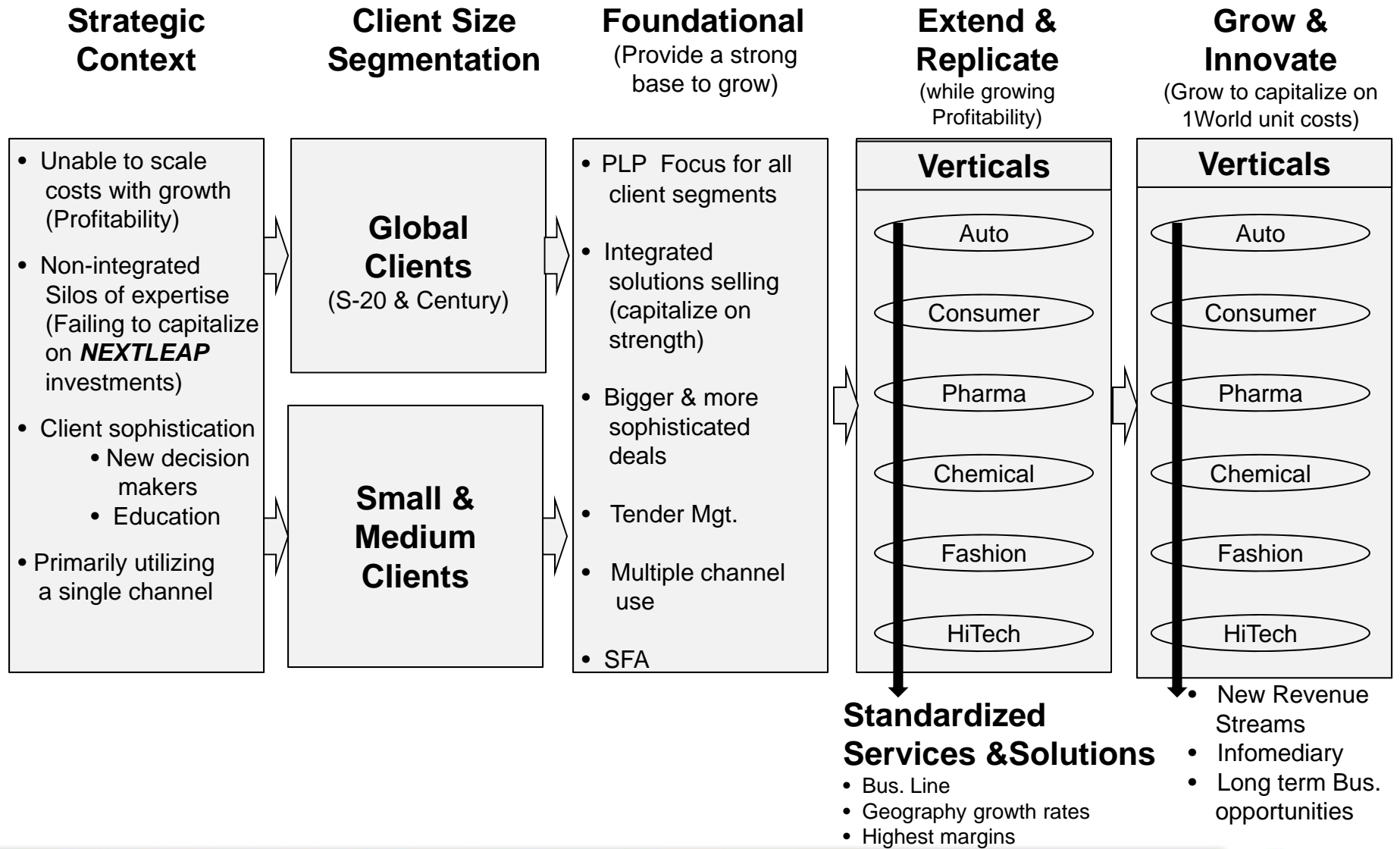
Source: Company reports and UTI Worldwide Estimates



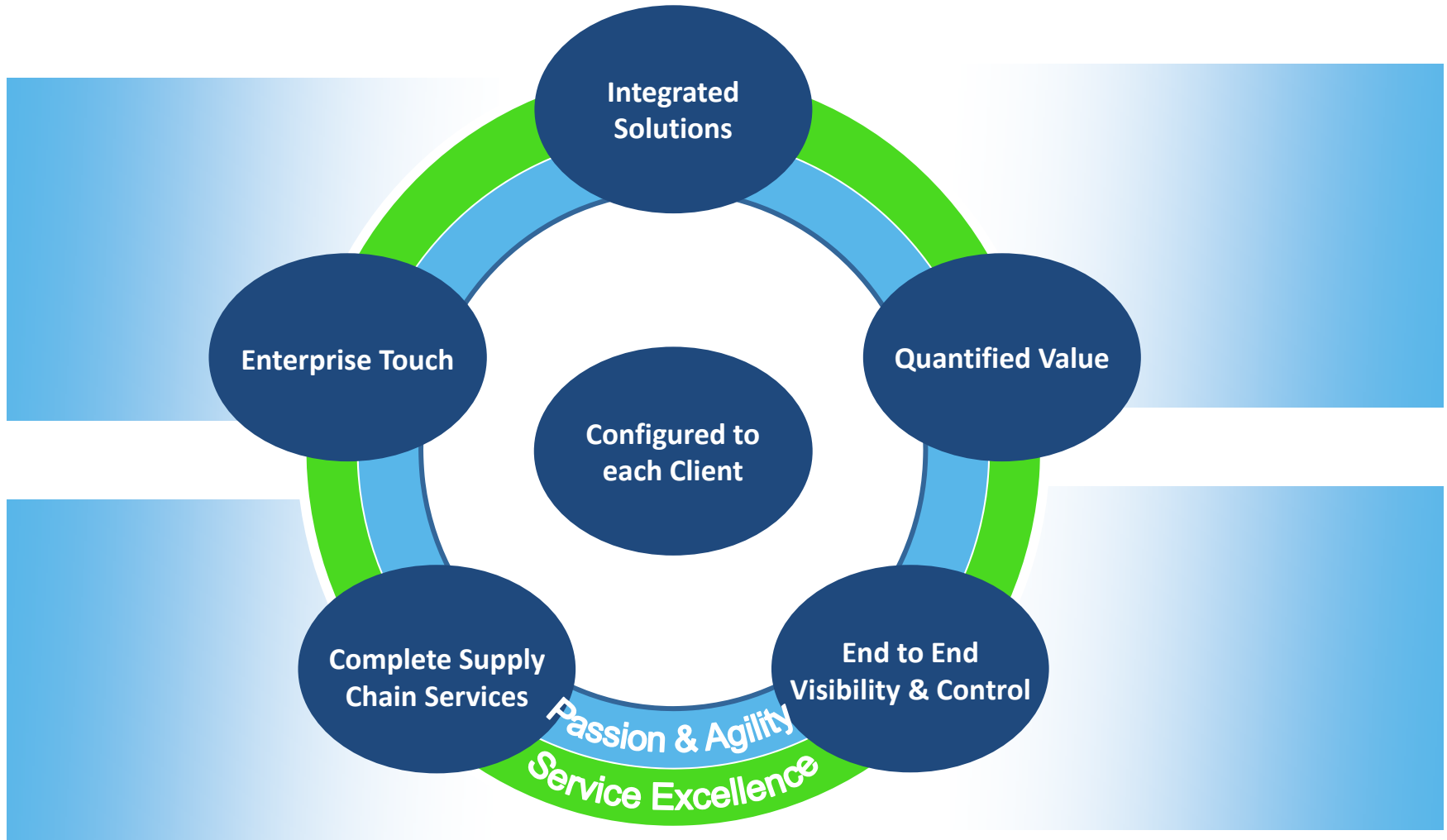
# 1Focus Initiatives



# Organized For Growth



# Growth: UTi Differentiators



# Quantified Value – Case Study

**Latin America consists of multiple projects under one umbrella**

- Strategic Value Assessment
- \$674 K in cost savings

**Revenue = \$6.5M**  
**Net Revenue = \$2.0M**

