



Supply Chain Solutions that Deliver



UTi Worldwide 2011 Investor Day

Financial Overview

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EVP- Chief Financial Officer

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Overview

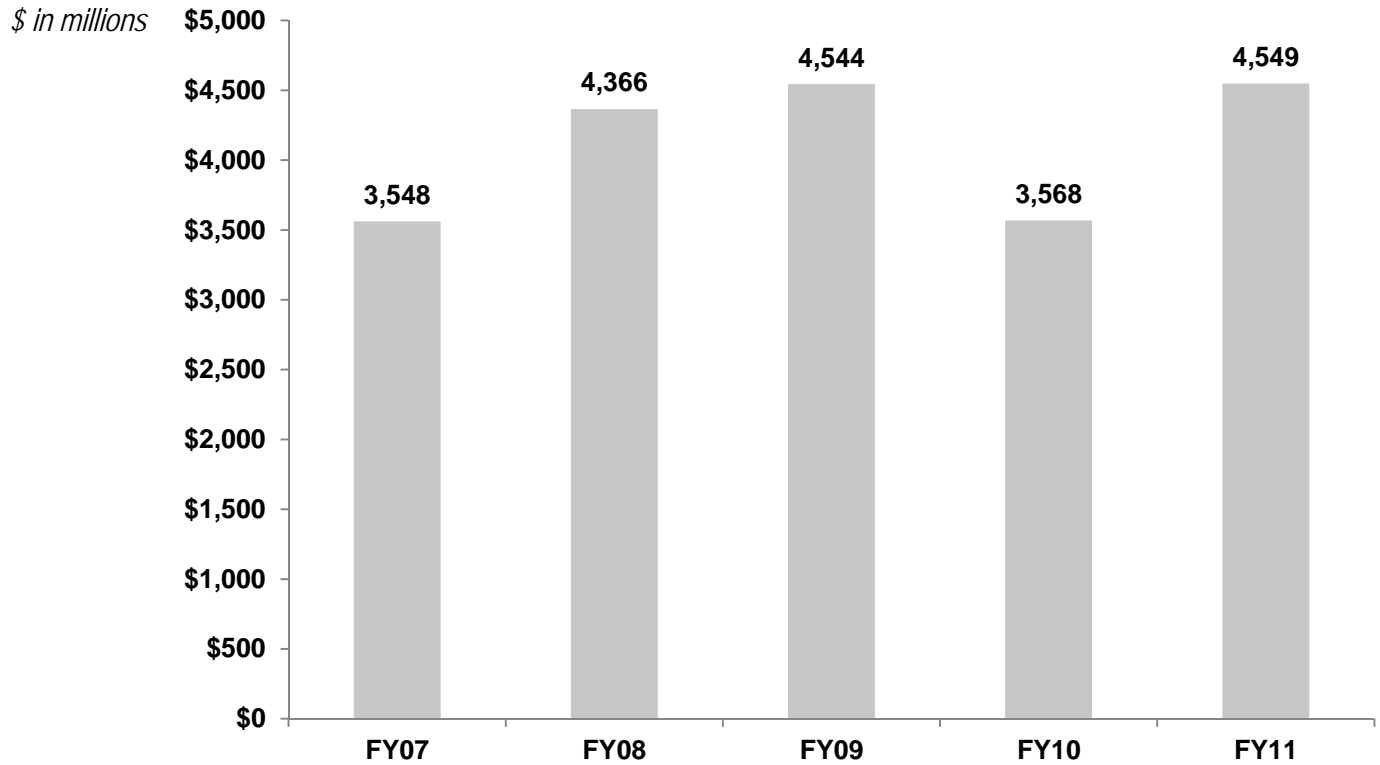
- Financial Overview
- Transformation



Total Revenue Growth

CAGR = 6.4%

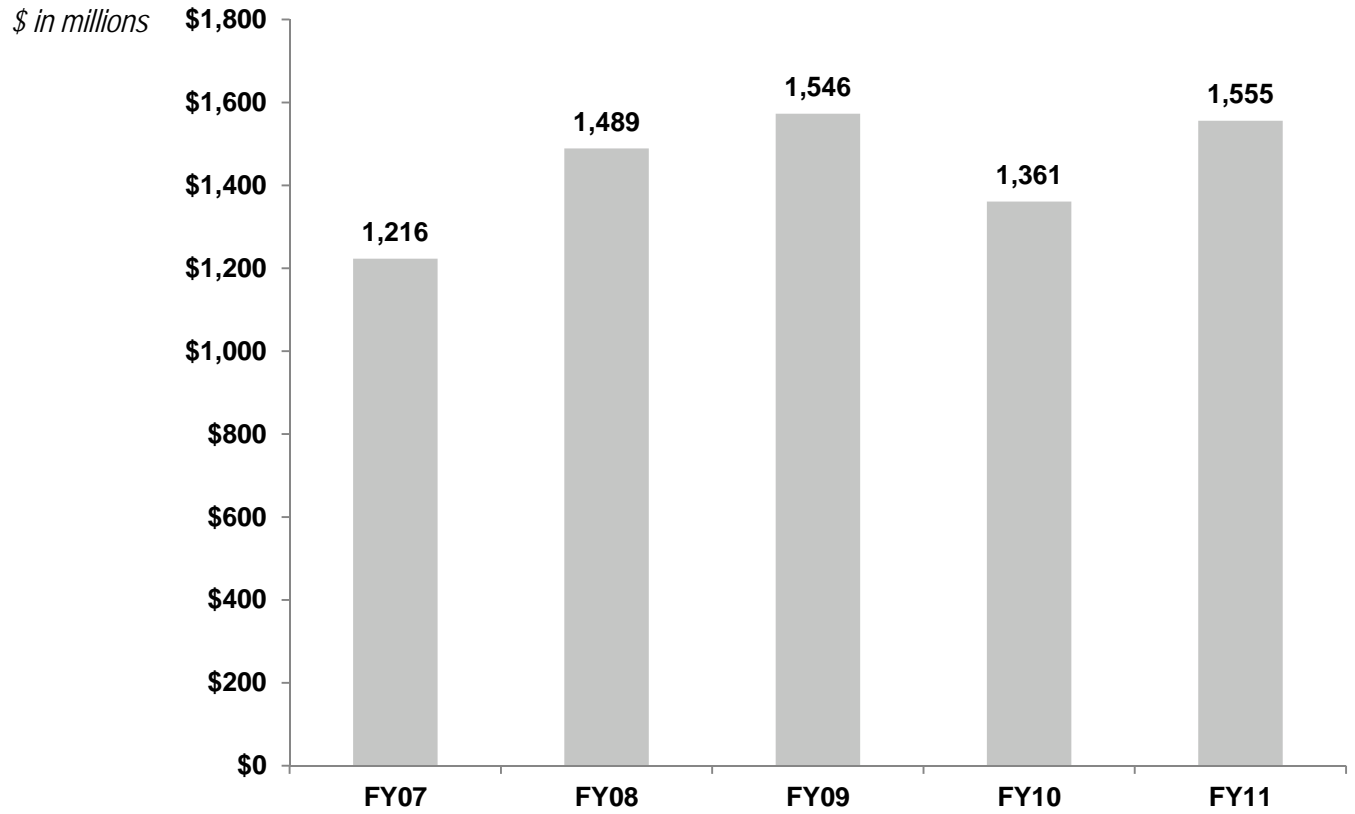
Revenue



Total Net Revenue Growth

CAGR = 6.4%

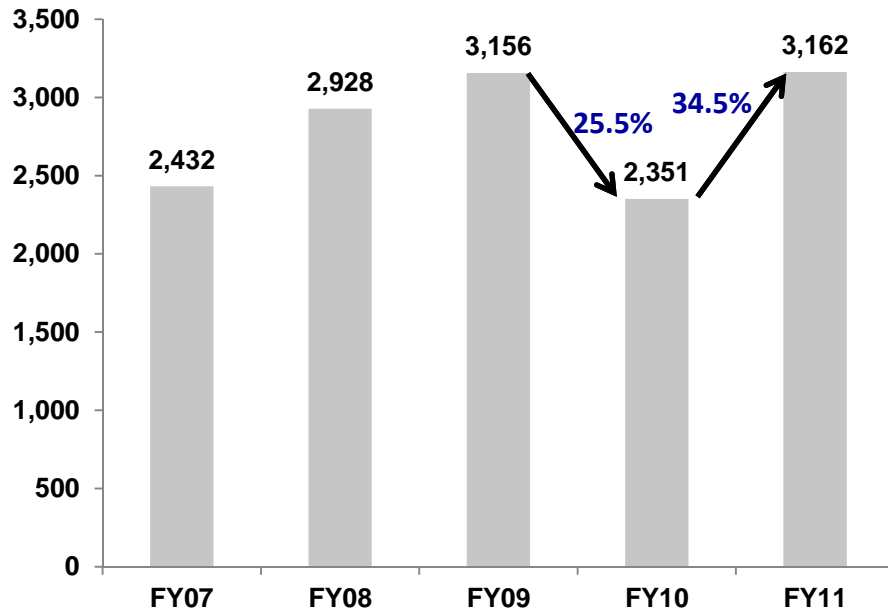
Net Revenue



Freight Forwarding - Revenue

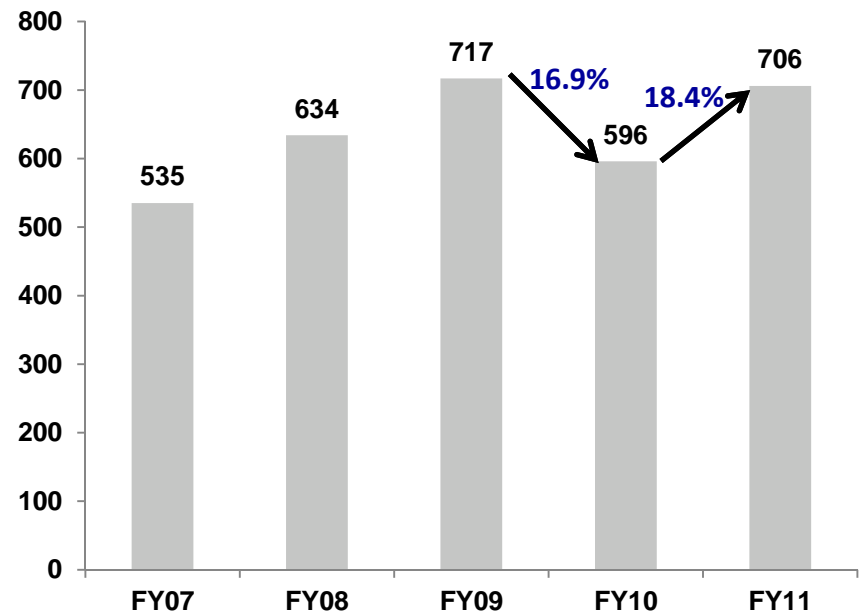
CAGR = 6.8%

Revenue



CAGR = 7.2%

Net Revenue



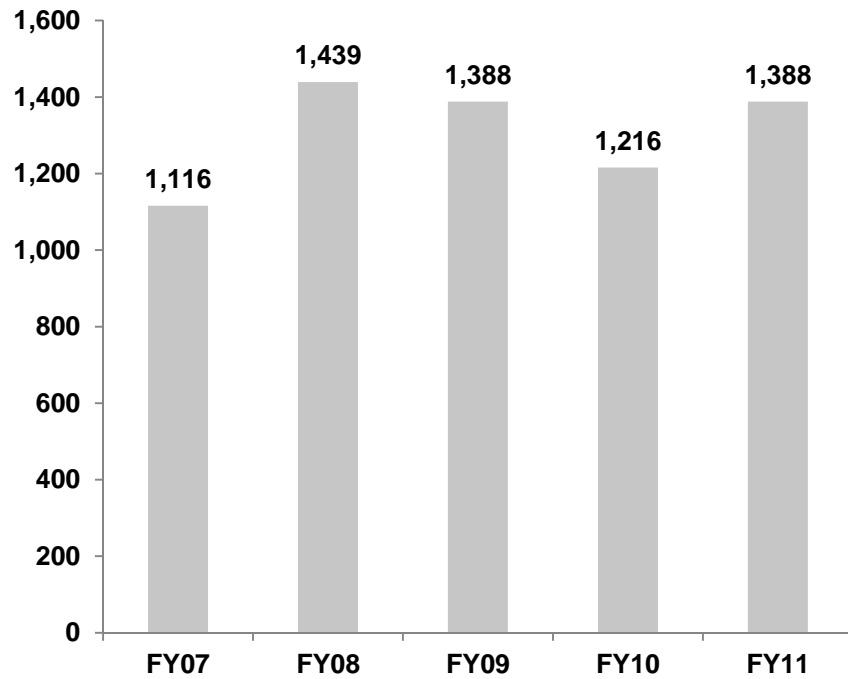
\$ in millions



Contract Logistics and Distribution - Revenue

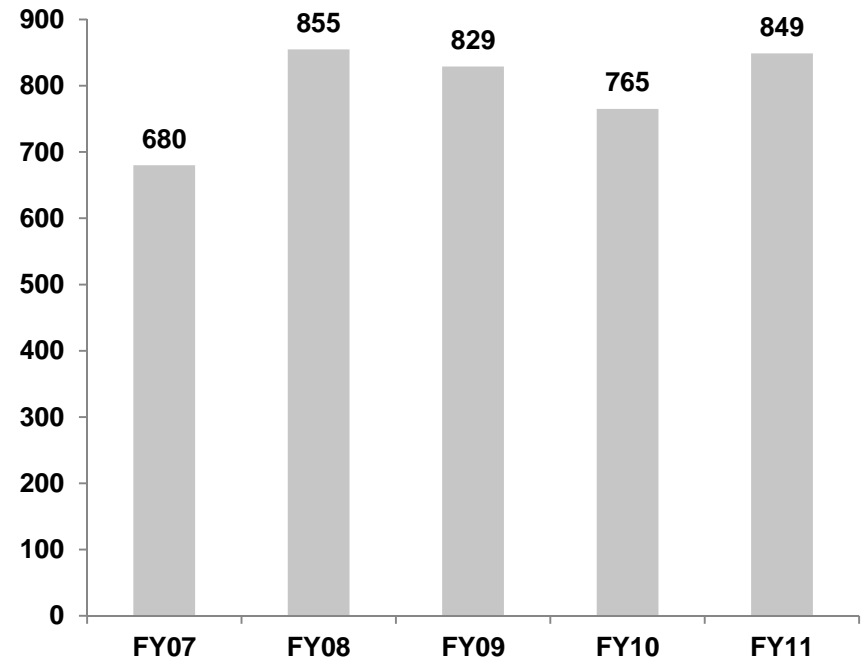
CAGR = 5.6%

Revenue



CAGR = 5.7%

Net Revenue

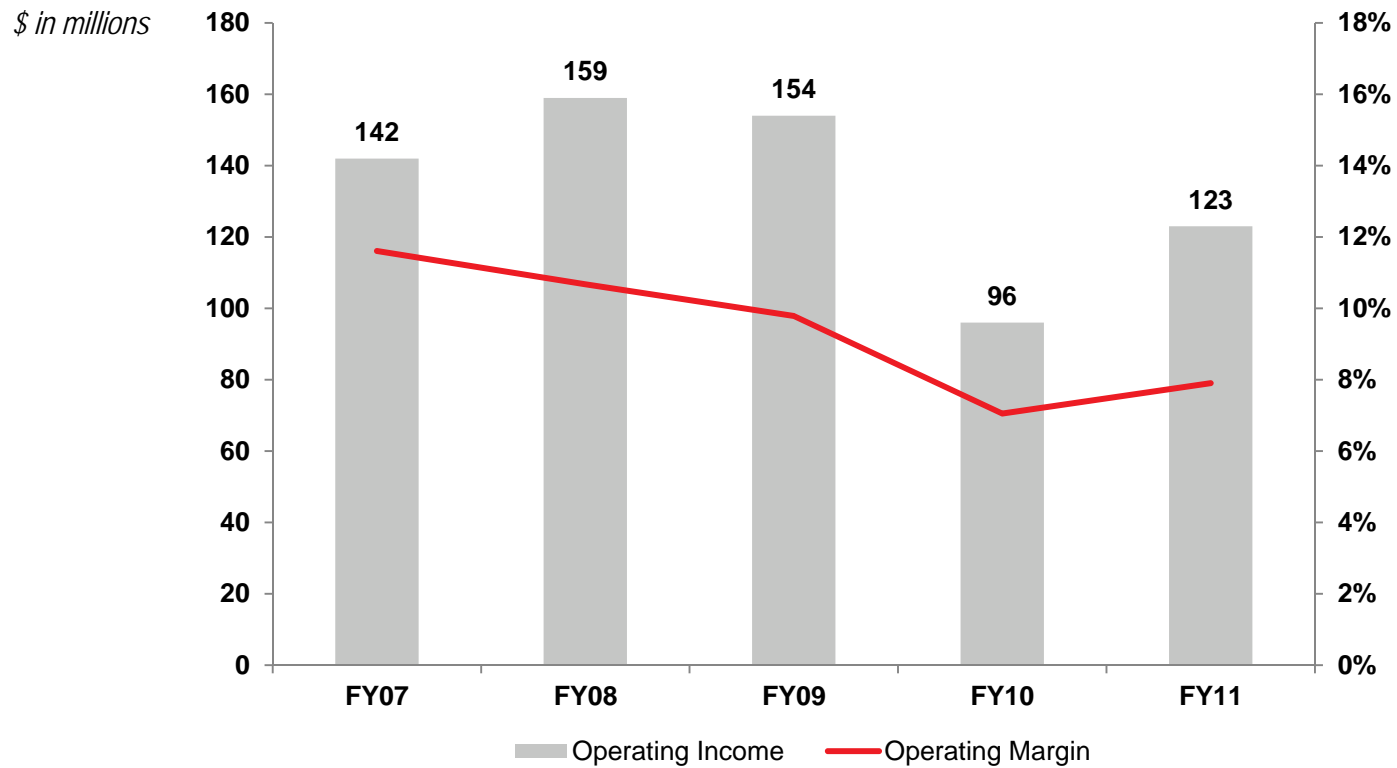


\$ in millions



Total Operating Income and Margin

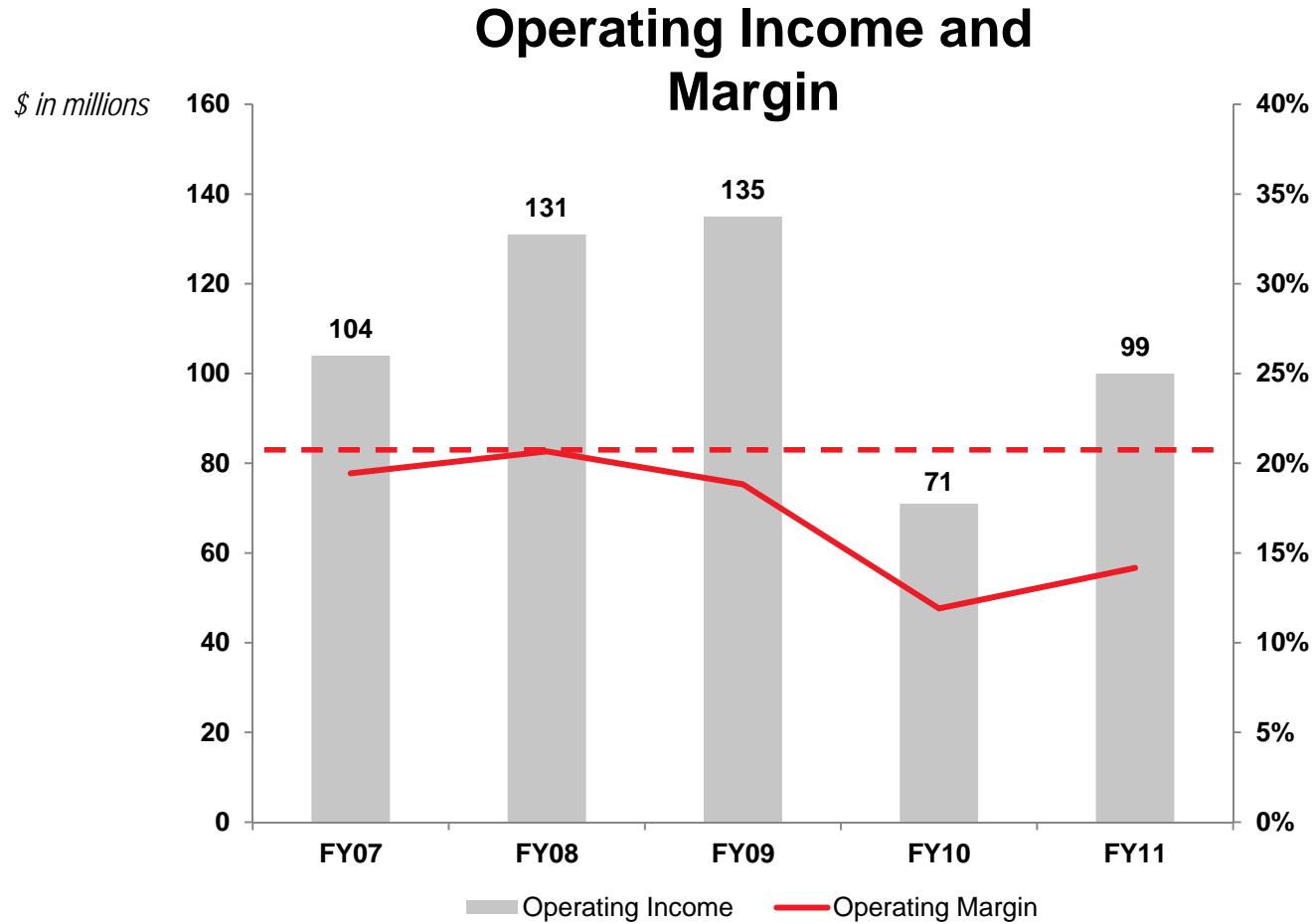
Operating Income and Margin



Note: Figures adjusted for non-GAAP items – FY10-FY09 excludes pre-tax goodwill impairment and other charges; FY08 excludes pre-tax restructuring charges; FY07 excludes primarily SLI restatement.



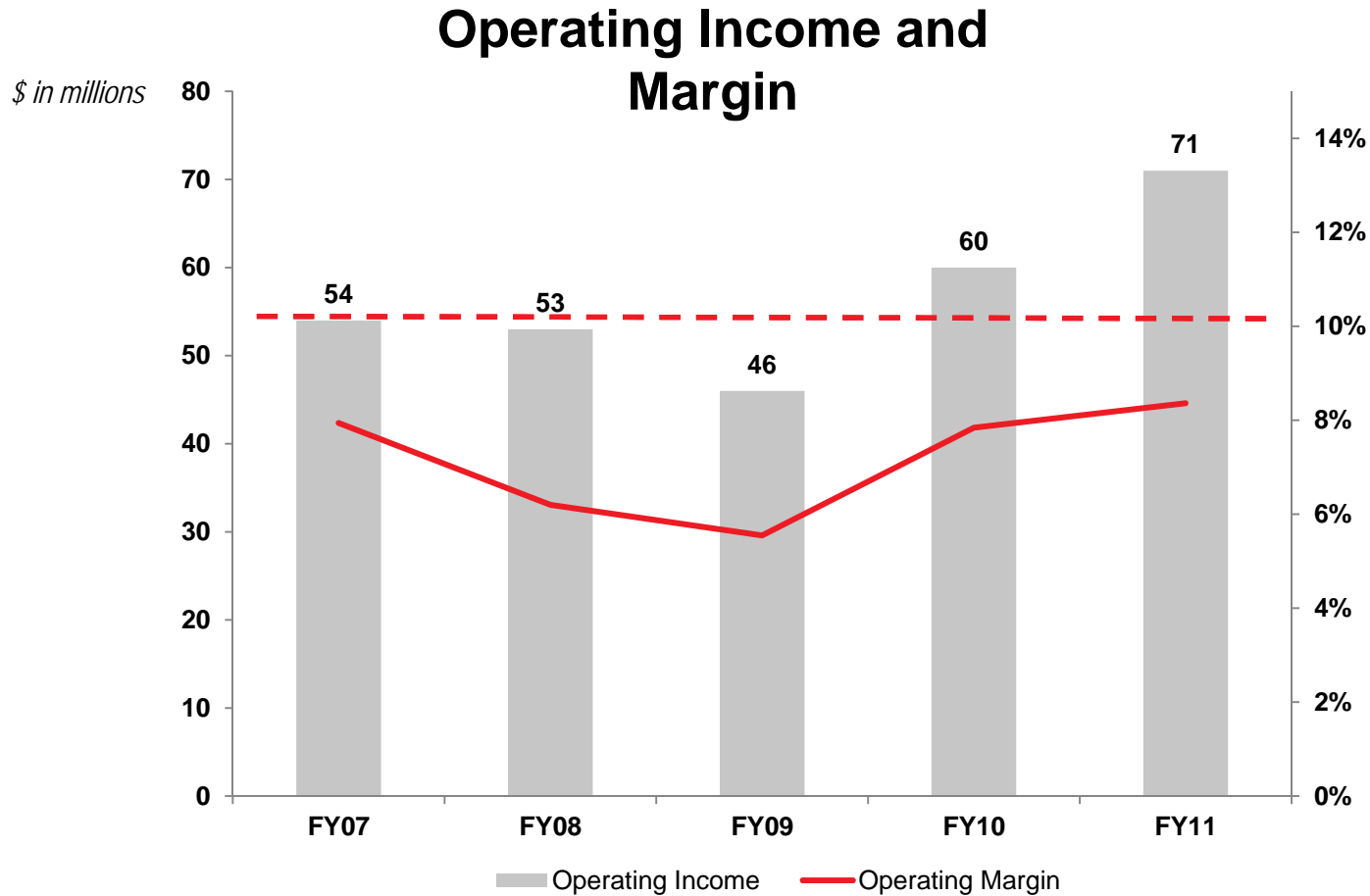
Freight Forwarding – Operating Income and Margin



Note: Figures adjusted for non-GAAP items - FY09-FY10 excludes pre-tax goodwill impairment and other charges; FY08 excludes pre-tax restructuring charges; FY07 excludes primarily SLI restatement.



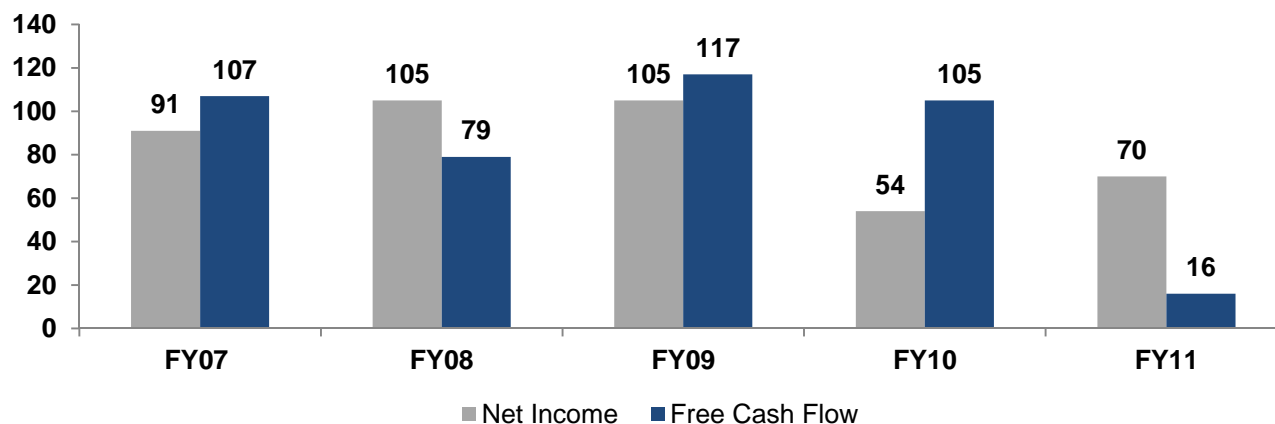
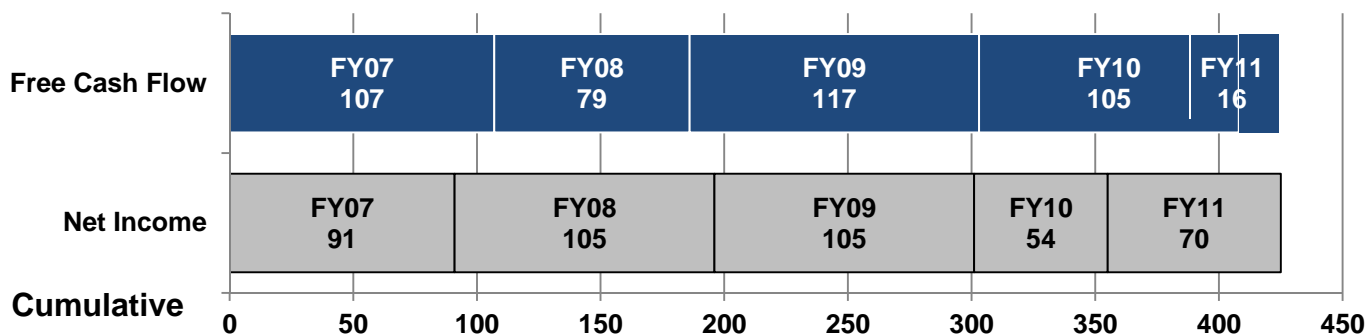
Contract Logistics and Distribution – Operating Income and Margin



Note: Figures adjusted for non-GAAP items - FY09 excludes pre-tax goodwill impairment and other charges; FY08 excludes pre-tax restructuring charges; FY07 excludes primarily SLI restatement.



Free Cash Flow Generating Model



\$ in millions

Target: Free Cash Flow generation = Net Income

Note: Figures adjusted for non-GAAP items - FY09-FY10 excludes pre-tax goodwill impairment and other charges; FY08 excludes pre-tax restructuring charges; FY07 excludes primarily SLI restatement.

Expiration of Working Capital Facilities

- South African facilities
 - » Expire in July 2012 and will be extended to match the new global facilities
- Global credit facilities
 - » Expire in July 2011
 - » Negotiated new facilities at more favorable terms
 - » Currently finalizing documentation
 - » New facilities will include \$150m guaranteed notes (replacing 2006 notes)
 - » Revolving credit facilities for \$100 million with a three year maturity
- Cash Pooling
 - » We have implemented regional cash pooling facilities which will provide additional funding through more efficient use of cash resources



Overview

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Transformation Model Assumptions

- Growth Scenarios:
 - » Range from no growth to modest above-market growth
 - » Model drives benefits regardless of growth assumptions
- Yields fixed at FY11 levels
- Benefits result from efficiency improvements
- Smooth deployment with adequate buffer time
- Severance is not included

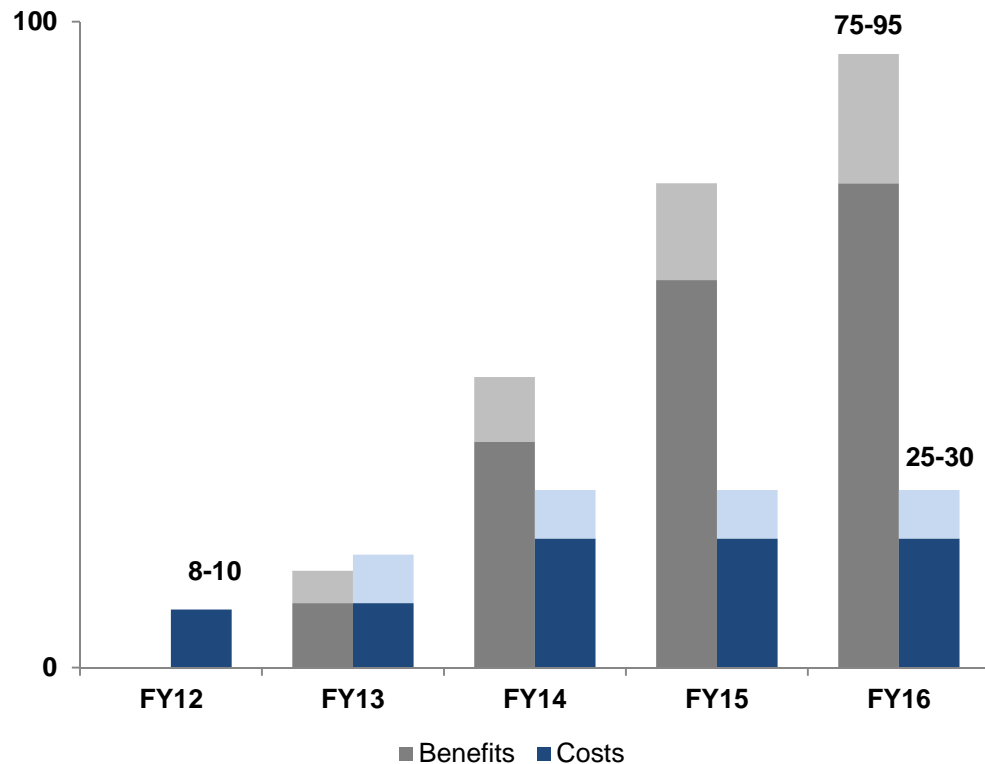


Transformation Goals: Benefits vs. Costs

- Cap-ex of \$95-100 in total
- Annual depreciation (five years) of \$20 million
- Operating margin: 12-13% no later than FY15
- EPS: 15-20% CAGR for FY12-FY17
- Annual rate of return in excess of 20%
- Severance is not included

\$ in millions

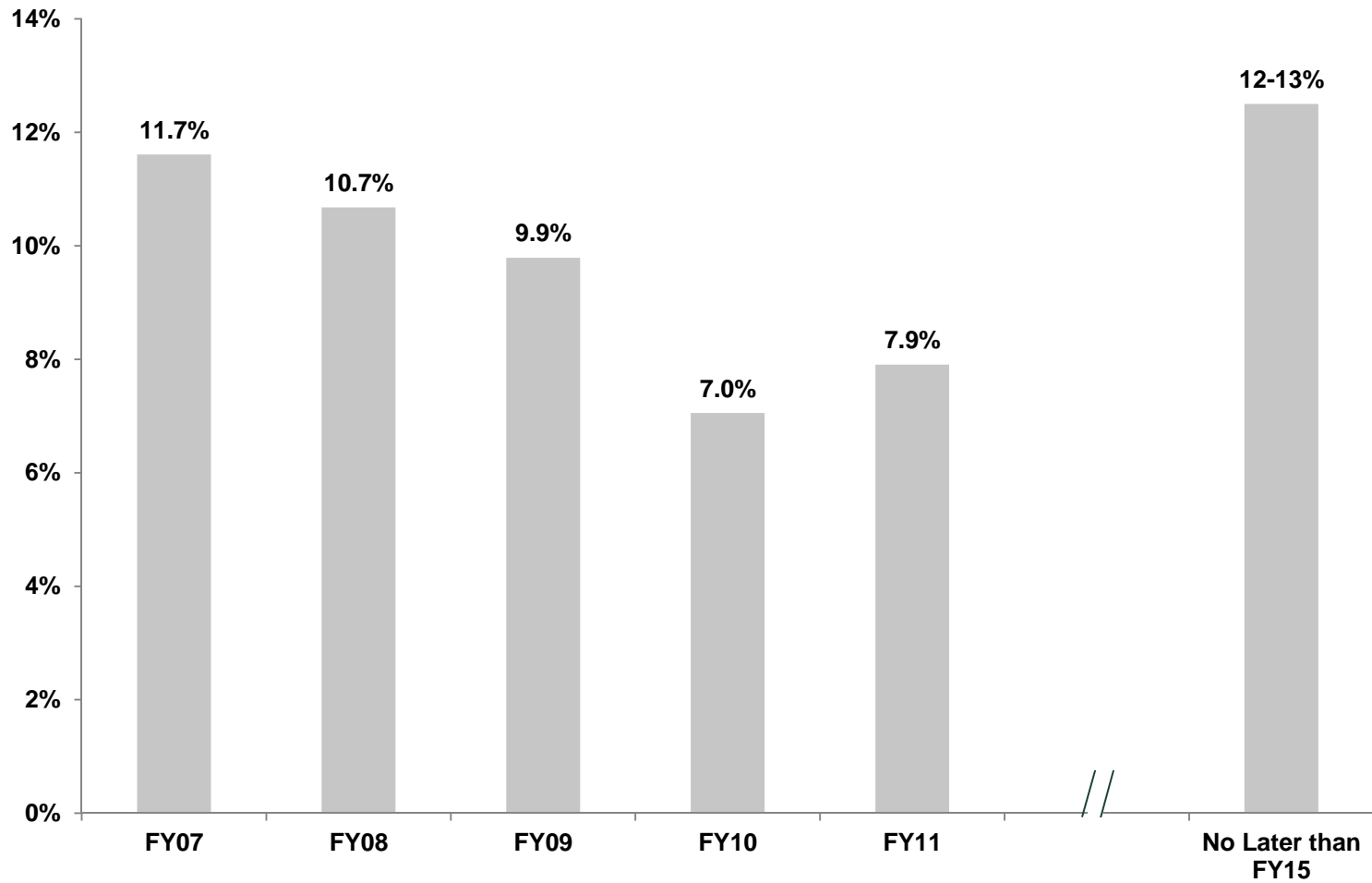
Benefits vs. Costs



*Estimates are stated as goals and subject to change

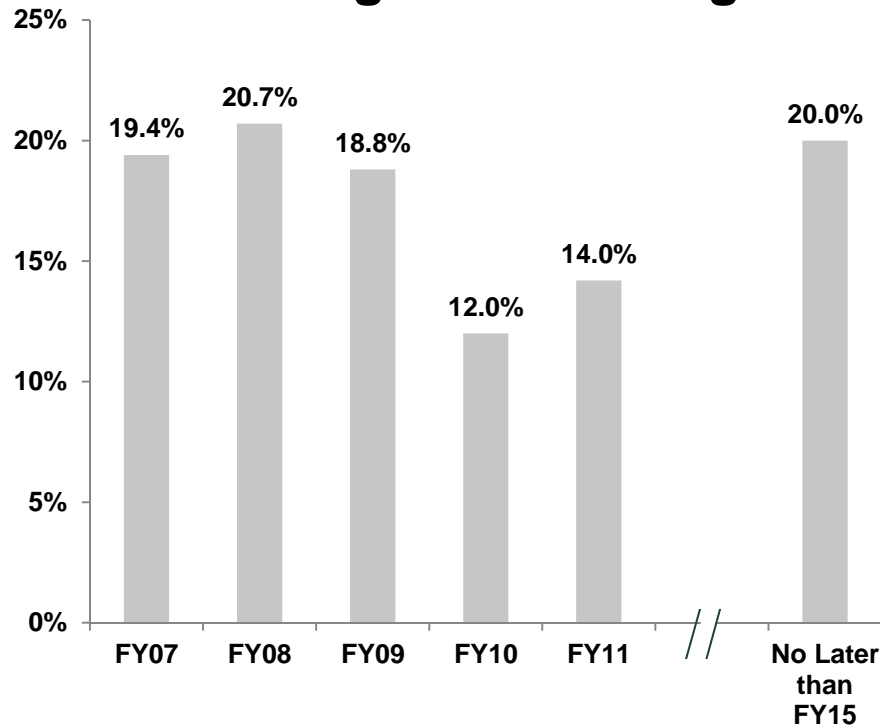


Transformation Goals: Operating Margin Improvement



Transformation Goals: Operating Improvement by Segment

Operating Margin – Freight Forwarding



Operating Margin – Contract Logistics and Distribution

