



Supply Chain Solutions that Deliver



UTi Worldwide 2011 Investor Day

Freight Forwarding

Eric Kirchner

Chief Executive Officer

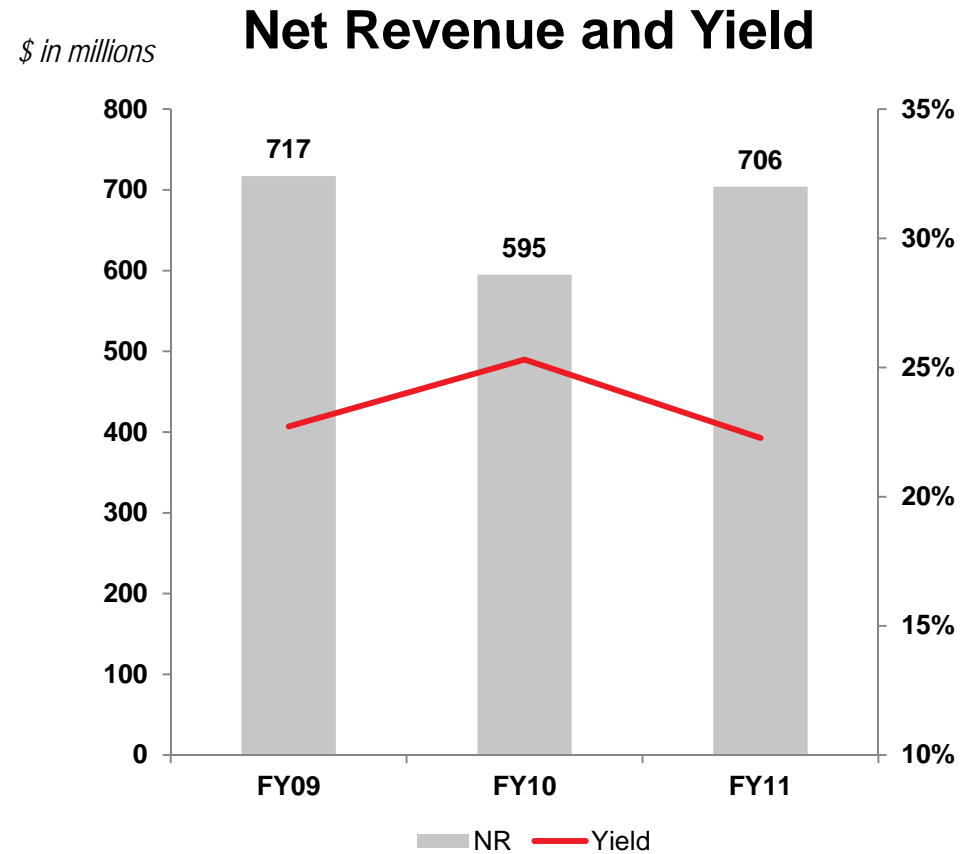
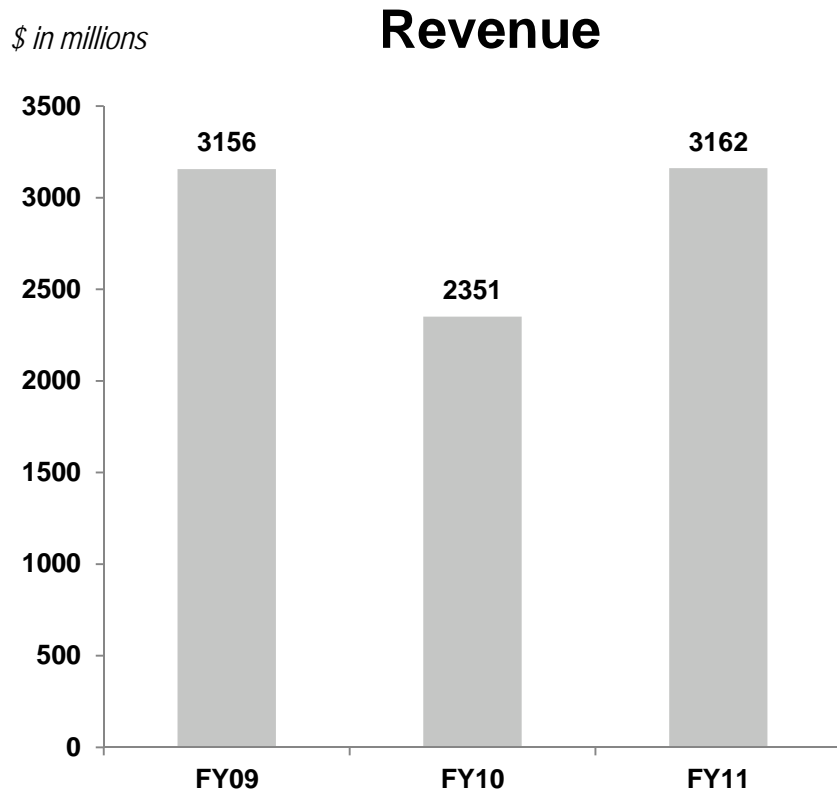
June 23, 2011

Outline

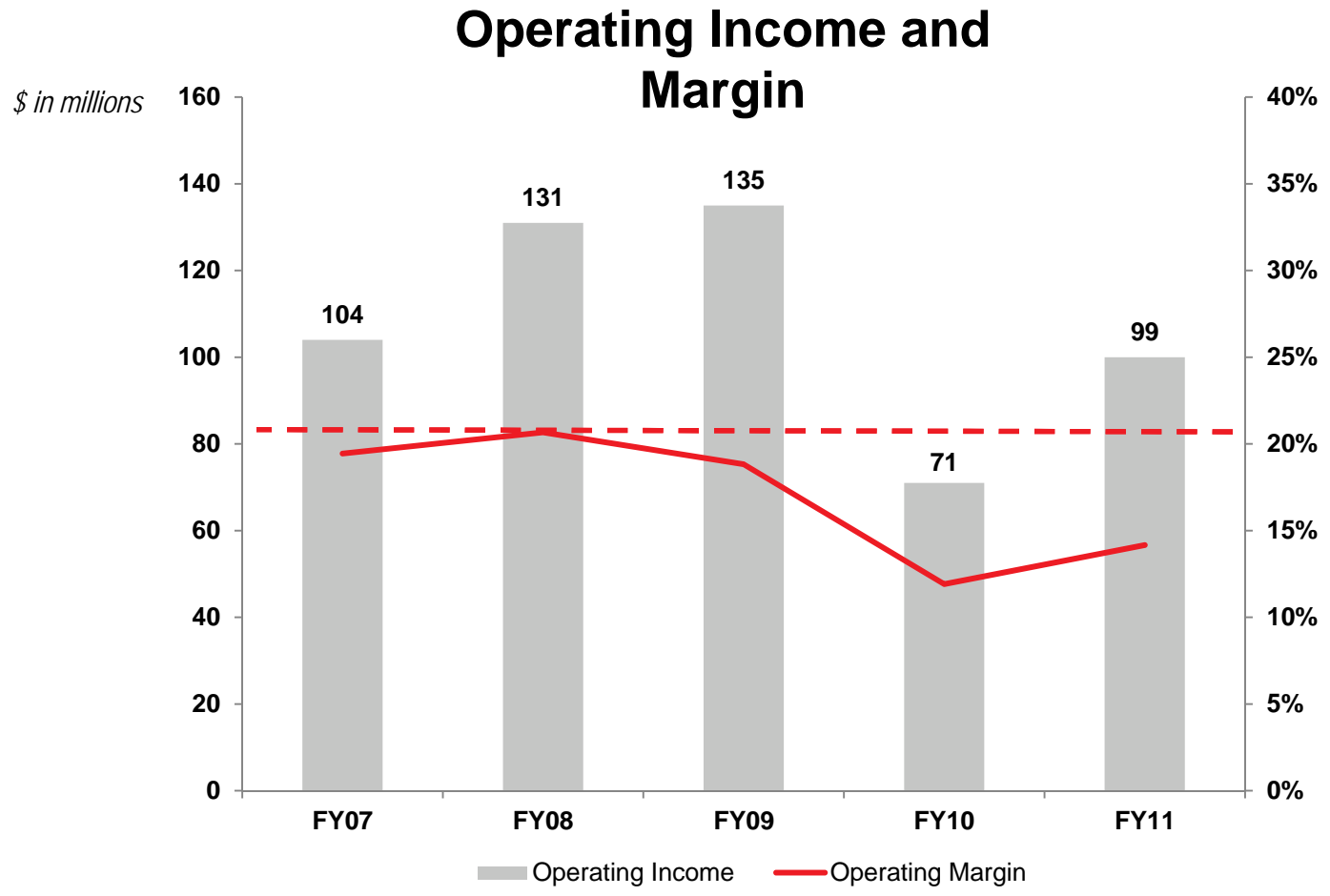
- Overview
- Competitive Landscape and Growth
- Current Operating Improvements



UTi Freight Forwarding Revenue and Net Revenue Growth



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.

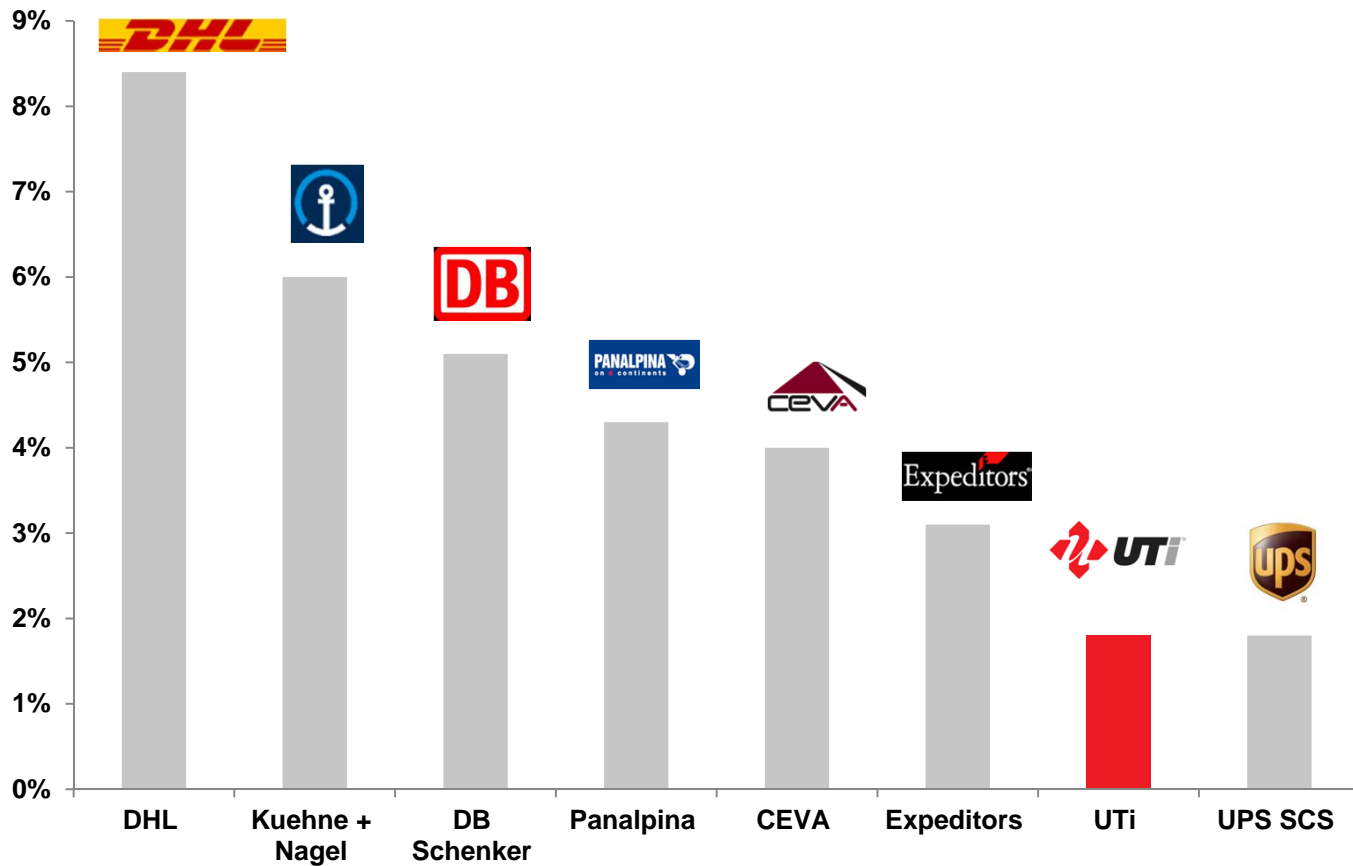


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Global Airfreight Forwarding Key Competitor Market Share

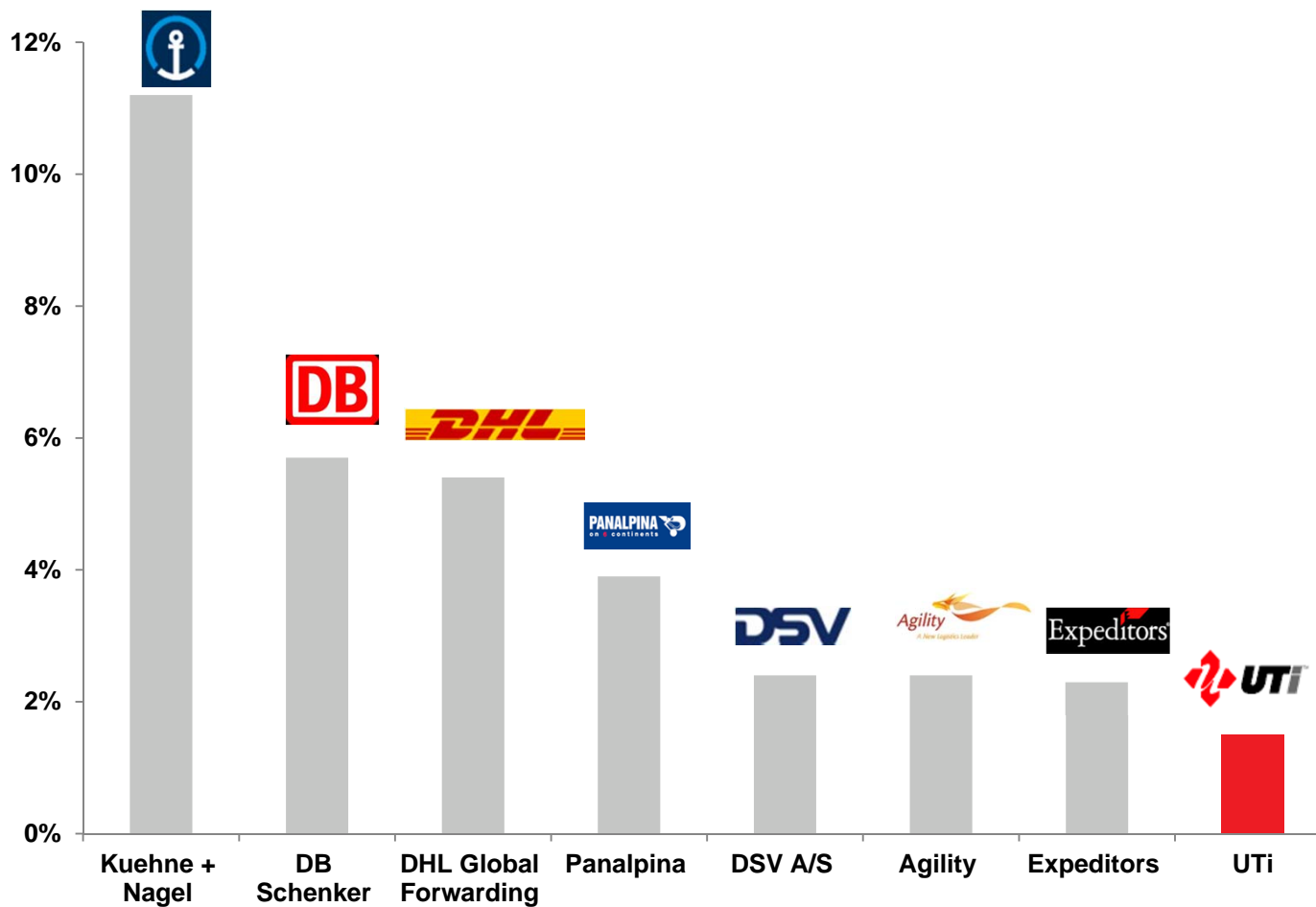


Market Share	
DHL	8.4%
Kuehne + Nagel	6.0%
DB Schenker	5.1%
Panalpina	4.3%
CEVA	4.0%
Expeditors	3.1%
UTi	1.8%
UPS SCS	1.8%

Source: Transport Intelligence Global FF 2010 and UTi Worldwide Estimates



Global Ocean Freight Forwarding Key Competitor Market Share



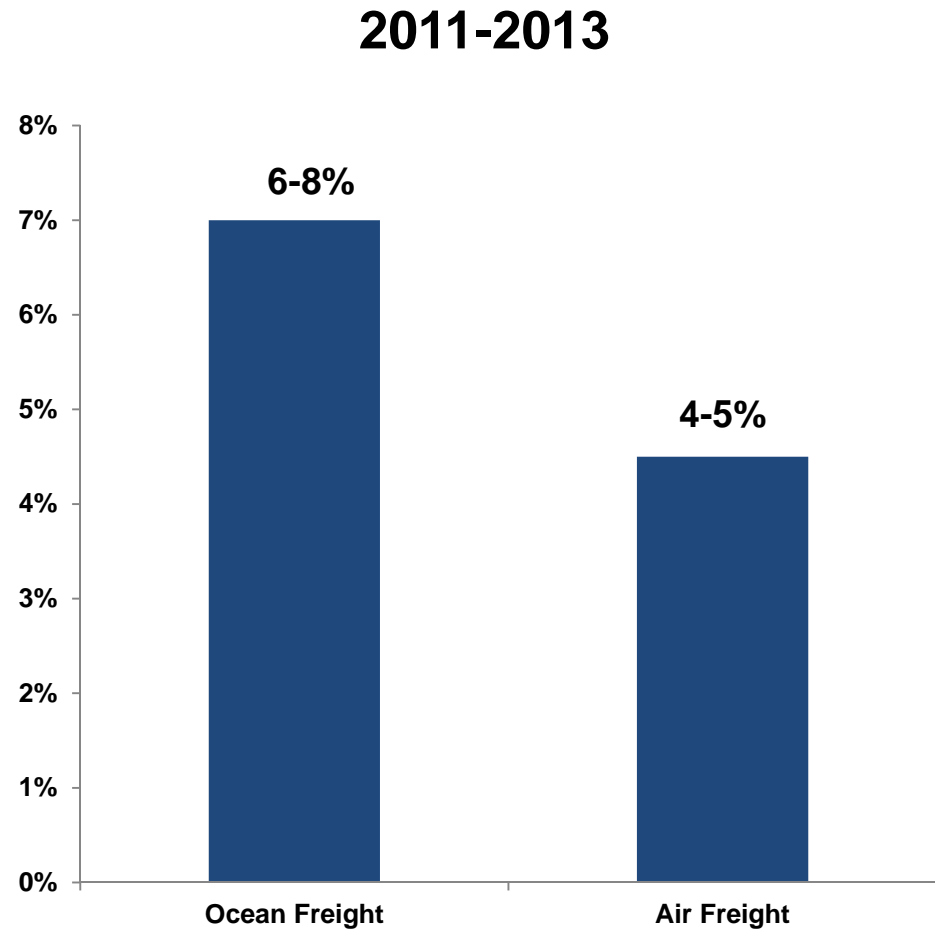
Market Share	
Kuehne + Nagel	11.2%
DB Schenker	5.7%
DHL Global Forwarding	5.4%
Panalpina	3.9%
DSV A/S	2.4%
Agility	2.4%
Expeditors	2.3%
UTi	1.5%

Source: Transport Intelligence Global FF 2010 and UTi Worldwide Estimates



Projected Freight Forwarding Global Market Growth – 2011 - 2013

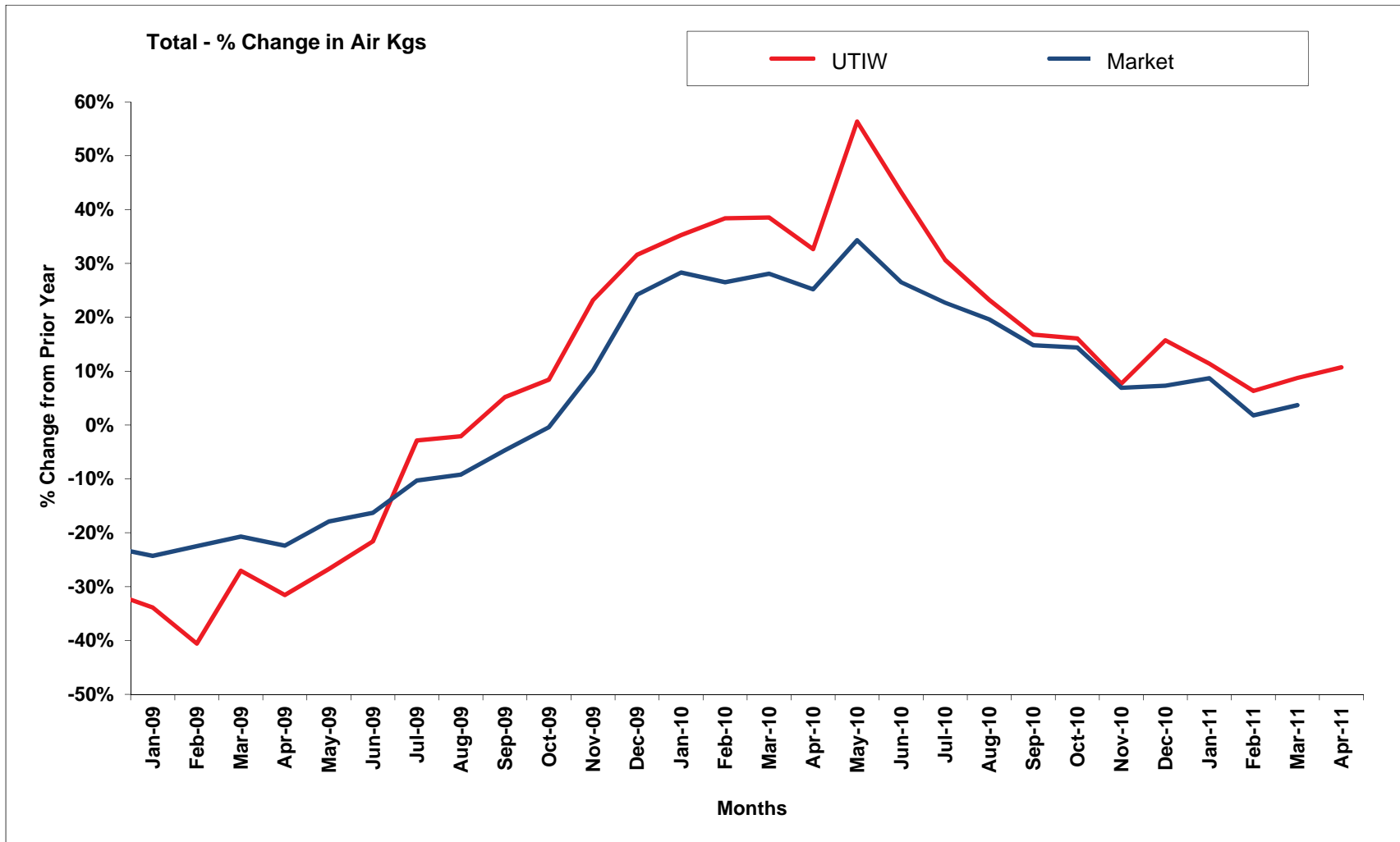
- Outlook
 - » Modest growth with risks
 - Macroeconomic Climate
 - Fuel
 - Geopolitical Risks
 - EU Debt



Source: Industry Reports and UTi Worldwide Estimates



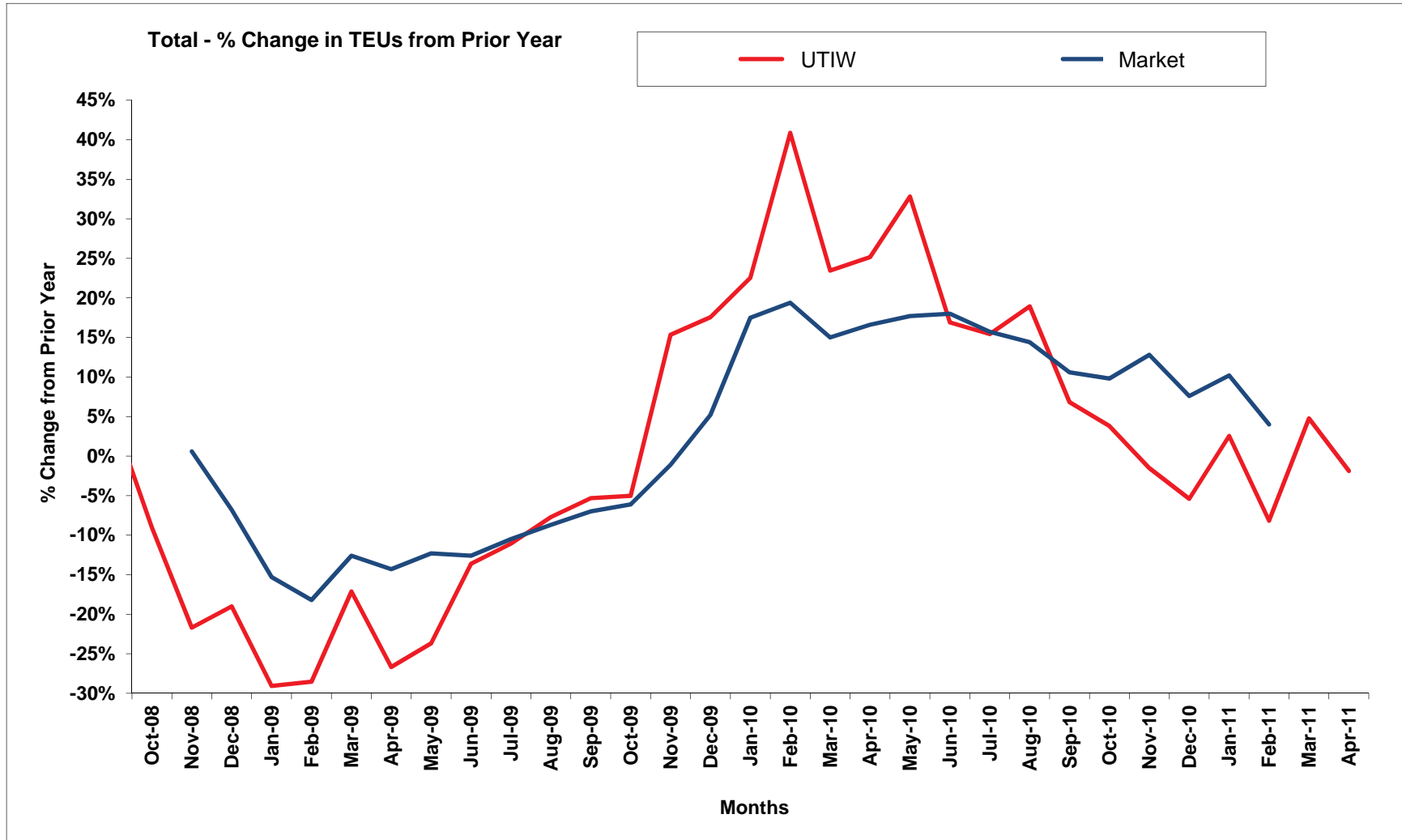
UTi: Airfreight Growth vs. Market



Source: IATA – Market Growth



UTi: Ocean Freight Growth vs. Market



Source: Drewry – Market Growth



UTi Freight Forwarding Initiatives: Growth Ahead of Market

Initiative	Benefit
Invest for Growth	Expanding sales force in key growth markets
Small to Medium Size Clients	Build stronger base for future global strategic clients
Sales Force Automation	Improved global visibility for team selling and performance management
Marketing Enhancements	Increase UTi brand awareness
Capabilities Expansion	Increase revenue opportunities by improving service breadth



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Ongoing Operating Improvements

Initiative	Past Process	Current Process
Gateway Utilization and Carrier Management	Undefined formal gateway utilization process	Formal guidelines implemented; lower unit costs and improved reliability
Indirect Procurement	Regional sourcing; no leveraging of indirect costs	Center led procurement; formal purchasing processes resulting in reduced costs
Product Development	Undefined standard products	Global Product Leaders
Global Operating Processes	Regional/local process driven	Documented and streamlined global processes and procedures

