

## Regulatory Announcements

12 December 2006

### John Menzies plc - Pre-close Trading Statement

John Menzies plc, the time-critical logistics company, today issues a trading update ahead of its results for the full year ending 30 December 2006, which will be announced on 20 March 2007.

Group performance is in line with our expectations.

**Menzies Distribution** is operating in a changing and challenging market but continues to perform in line with our revised full year forecasts.

The operational integration of Chester Independent Wholesale Newsagents and North West Wholesale News, acquired in the first half of the year, has been successfully completed. We continue to invest in our cost reduction programme which is delivering a lower cost operating model.

**Menzies Aviation** is continuing on its strong growth path. Since the announcement of the Group's interim results the division has expanded its network through organic growth and two more acquisitions.

The division continues to move forward and is producing an industry leading performance despite foreign exchange pressures and a generally flat trading environment. Further progress has been made in North America with the underlying business now making a positive month on month contribution. Overall the division is performing in line with our expectations.

### Commenting, Patrick Macdonald, Chief Executive, said:

"I am pleased we are on track to deliver results in line with our expectations. We continue to remodel our Distribution business as we respond to the changes in the marketplace.

At Aviation, we are committed to growing the business organically and through further acquisitions. The division has developed a robust business model and is now well positioned to deliver on our growth plans."

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Notes to Editors:

1. John Menzies plc, the time-critical logistics company, is one of Scotland's largest companies. The company has two operating divisions, Menzies Distribution and Menzies Aviation. Both divisions operate in distinct B2B sectors where success depends on providing an efficient, high quality, time-critical service to their customers and partners.
2. In the year ended 31 December 2005 under UK GAAP, John Menzies reported turnover of £1,390.0m (2004 - £1,369.2m) and headline profit before tax of £39.4m (2004 - £33.6m). Turnover at the Distribution division was £1,104.3m (2004 - £1,109.4m) whilst operating profit was £30.7m (2004 - £30.5m). In the Aviation division turnover was £285.7m (2004 - £259.8m) and pre-exceptional operating profit was £13.3m against £10.3m in 2004.

3. The company was established in 1833 and its head office is in Edinburgh, Scotland. Today the company is an international operation with businesses in Europe, North and South America, South East Asia, Australasia and Africa.
4. Menzies Aviation is one of the world's major independent suppliers of ground handling services to the aviation market providing passenger, ramp and cargo services for many of the world's leading airlines and some of the busiest international airports. The division employs over 12,000 people across the globe, at 106 airports in 24 countries, servicing more than 500 airline customers.
5. Menzies Distribution is a leading supplier of added value distribution and marketing services to the newspaper and magazine supply chain in the UK. The division handles 4.8 million newspapers (6.4 million on Sundays) and 2.6 million magazines (covering 3,000 titles) each day, with deliveries to more than 23,000 customers.
6. Further information on John Menzies plc can be found at: [www.johnmenziesplc.com](http://www.johnmenziesplc.com)