

**Thiel Logistik: Greatest Ranking Improvement of 2004****Market researchers report strong improvement in the image of Thiel Logistik AG**

On behalf of the trade journal and business magazine *LOGISTIK inside*, Emnid, the Bielefeld-based market research institute, has conducted its third annual survey of the image of German logistics providers.

The survey reveals that Thiel Logistik AG has once again made substantial year-on-year progress. In the Logistics Services category it now comes 20th out of a total of 42 providers surveyed and, at the 21st German Logistics Congress, will therefore receive an award from *LOGISTIK inside* for having achieved the greatest ranking improvement of 2004.

In the overall ranking of the three categories surveyed - Logistics Services, IT Solutions, and Warehousing & Conveying Systems - Thiel Logistik comes 36th out of the 86 companies surveyed. With 660 points, its image has improved by 17.9% on last year; its name is recognized by 45% of all respondents. Having come 98th in 2002, Thiel Logistik AG advanced to 79th place in 2003 and then to 36th this year. It has therefore improved its image by a total of 174 points (35.8%) over the past two years.

Emnid surveyed the image of the leading providers of logistics products and services as perceived by their target groups, namely logistics managers in industry and commerce. Image depends on criteria such as product quality, customer focus, and value for money. The most important factors determining a company's image are its website, presence at trade fairs, and customer events. The survey's ranking reflects the level of trust that logistics managers - as potential clients - place in the leading providers, and is regarded as a key factor influencing purchasing decisions.

The leading Munich-based publishing house Heinrich Vogel Verlag recently became a customer of Thiel Logistik AG. As of October 1, 2004, the Thiel Media Logistics+Services business unit will handle the logistics for two publications.

**About Thiel Logistik AG**

Thiel Logistik AG of Grevenmacher, Luxembourg, develops complete logistics and service solutions as an external partner for industry and commerce. In 2003, Thiel Group achieved sales of €1.7 billion and currently employs more than 9,300 people in 44 countries. With more than 350 locations on all continents, Thiel Logistik is present in the major European markets and in every important procurement and sales market worldwide. The Group's three business segments are Industry Solutions, Air & Ocean and Regional Logistics Services. Industry Solutions include Thiel Automotive, Thiel FashionLifestyle, Thiel Media and Thiel Furniture. The Air & Ocean segment focuses on air and sea freight. Regional Logistics Services extend from Germany and Benelux via Austria and Switzerland to the countries of East and Central Europe. In these business segments, Thiel Logistik AG ranks among the market leaders. Thiel Logistik AG is listed on the MDAX segment of the German Stock Exchange. The majority shareholder is DELTON AG of Bad Homburg, Germany, with 50.26 percent of the share capital.

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