Our services
for your success
Our customers can rely on us to know and understand their business. For Tarun Kapoor, Logwin Sales Manager in India, there is always one top priority when starting a new cooperation: listening. Mr. Kapoor’s customers are located in the metropolitan cities of Mumbai and Pune in India. He knows very well what exacting demands they place on international logistics solutions – whether air or sea freight, customs clearance, warehousing or supply chain management.

Once a deal is closed, he explains the details of the agreed logistical services and special customer requirements to Shweta Jain, his colleague in customer services. The basis for a smooth and complete handover is a customer-specific standard operating procedure (SOP). He passes on further detailed background information on the customer’s business in a face-to-face meeting with his colleague. From this point onwards, Shweta Jain is in direct contact with the customer, just a phone call away. We are customer focused.
Logistics has changed from being a cost factor to becoming an important competitive advantage for companies. As an innovative logistics partner, Logwin can create the maximum benefit for the customer.

MODERN CORPORATE LOGISTICS

Group Portrait

Our employees around the world have been fulfilling the value proposition represented by Logwin every single day since its introduction in 2008. However, the roots of our group already date back to 1877.

As an integrated logistics service provider, Logwin has long-standing experience, specialized infrastructure and expertise in various sectors of industry and trade. In the two business segments Solutions and Air + Ocean we combine logistical service elements to match each customer’s requirements and manage logistical supply chains between suppliers and customers – as partial or fully comprehensive process, depending on the customer requirements. As a full-service provider we can take care of supply chain management, warehousing, value-added services and local as well as worldwide transportation by road, rail, air or sea freight on behalf of our customers. For this we use our own efficient specialized networks and call on the services of proven transportation partners. Logwin operates in major European markets as well as in all important procurement and sales markets around the world and has more than 250 locations in 37 countries across all continents.

Operating as an international logistics company, we have a continuously growing, high-performance global network. Our customers in Asia in particular benefit from our more than 30 years of experience with the culture, the market and the authorities – today with over 1,000 employees in 11 countries. There we manage all logistical functions on behalf of our customers within Asia and between the continents, ensuring that their goods arrive safely – in all directions and on all routes. And we are continuing to expand our network to allow our customers take full advantage of the opportunities presented by the Asian market for their success.

Our core markets in Europe are Germany and Austria together with the emerging economies of Eastern Europe. The main areas of focus here are logistics solutions for the automotive, mechanical engineering and chemical industries as well as the consumer goods, media and fashion and lifestyle sectors. For example, Logwin operates the largest network for hanging garments in Europe with its own locations and in cooperation with competent partners and is thus able to guarantee seamless intercontinental transport connections. In Germany we are the market leader for print logistics with our own special media network.
Focused, cost-effective and face to face: that’s how we work with our customers
Integrated, individual and flexible – the standards set for modern logistics are high. As an experienced and innovative logistics service provider, Logwin is the right partner. Working with our customers, we create efficient supply chains with high added value by combining transportation, warehousing and service in the optimum way.
We have been developing and implementing logistics concepts as integrated service elements in the value chains of our customers in industry, trade and services for many decades. Our core business is supply chain management (SCM) as the interaction of partners within the supply chain – from procurement logistics and production-related services to delivery to the point of sale (POS) within a specified window of time. For our customers this means efficient processes, dependable logistics and more space to concentrate on their core business.

Logwin. Your logistics.
The value proposition of our brand says it very clearly: we will advance our customers’ business over the long term with our logistics. And in doing this, we always stay close to our customers. We will contribute to their success by analyzing their requirements in detail, developing appropriate solutions together with them, implementing these as efficiently as possible while continuing to ensure our quality.
As logistics partner, Logwin combines the advantages of an integrated logistics group with those of a flexible medium-sized company. Customer focus means for us being near to our customers’ business, striving for continuous improvement and cooperation between partners – in daily operations and in management.

Facts & Figures

<table>
<thead>
<tr>
<th>Region</th>
<th>Sales 2009</th>
<th>Employees 2009</th>
<th>Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>624,884</td>
<td>2,975</td>
<td>107</td>
</tr>
<tr>
<td>Austria</td>
<td>178,382</td>
<td>513</td>
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<tr>
<td>Eastern Europe</td>
<td>143,366</td>
<td>525</td>
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<tr>
<td>Asia, Pacific Area, Africa</td>
<td>63,359</td>
<td>1,007</td>
<td>53</td>
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<tr>
<td>Switzerland</td>
<td>27,678</td>
<td>141</td>
<td>6</td>
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<tr>
<td>Other</td>
<td>75,299</td>
<td>349</td>
<td>37</td>
</tr>
<tr>
<td>Gesamt</td>
<td>1,112,968</td>
<td>5,510</td>
<td>251</td>
</tr>
</tbody>
</table>
Solutions

The business segment Solutions stands for contract logistics within the Logwin Group. Solutions offers individual customer- and industry-oriented solutions ranging from supply chain management, transportation and warehousing through to logistical value-added services and complete outsourcing projects. Solutions has a high degree of competence in process management, in developing customized IT services and in implementing complex, customer-specific areas of work.

<table>
<thead>
<tr>
<th>Functional Units</th>
<th>Sales and Logistics Engineering, Transport and Retail Networks, Logistics and Warehousing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Key Figures</td>
<td>3,700 employees / 140 locations in 16 European countries / over 700,000 m² of managed warehouse space</td>
</tr>
<tr>
<td>Sales and Logistics Engineering</td>
<td>Key account management function and further development for existing customers, development of new customer projects, innovative logistical solutions with value stream analysis, logistics engineering and design, tender and project management.</td>
</tr>
<tr>
<td>Transport and Retail Networks</td>
<td>Network and transportation activities: optimization, coordination and process management of the different network activities. Specialized integrated logistics solutions for the fashion and lifestyle sector and for retail chains. Specialized network for print media logistics. Membership of leading general cargo alliances. Procurement and distribution logistics solutions for industrial and automotive customers (e.g. regional forwarding, spare parts logistics).</td>
</tr>
<tr>
<td>Logistics and Warehousing</td>
<td>Bundling and specialized alignment of static logistical solutions and warehousing operations. Management of logistics facilities: on-site/off-site, dedicated/multi-user, block-/high-rack warehousing.</td>
</tr>
</tbody>
</table>

Procurement management

- eSupply® web platform: Acceleration + systemization
- By email or text message: Proactive and automatic notification
- Additional transparency: Thanks to shipment information, statistics and document upload
- Permanent monitoring: Deadlines and volumes
Air + Ocean

The business segment Air + Ocean is represented at over 200 locations, of which 100 are wholly owned, across all continents. Around 1,900 employees provide air and sea freight transportation as well as specially tailored and complex logistics solutions. The focus of their international engagement is in Europe, Asia, Australia, South America and South Africa. The global network is reinforced by partnerships and cooperation agreements, which include membership of the sea freight cooperation Group ’99 and the air freight cooperation FUTURE.

<table>
<thead>
<tr>
<th>Air + Ocean</th>
<th>Americas, Africa, Europe Middle East, Far East Asia, South East Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Units</td>
<td>Americas, Africa, Europe Middle East, Far East Asia, South East Asia</td>
</tr>
<tr>
<td>Key Figures</td>
<td>1,900 employees / 200 locations, of which 110 wholly-owned sites, 152,000 tonnes of air freight goods p.a. / 370,000 containers (TEU) p.a.</td>
</tr>
<tr>
<td>Americas</td>
<td>Own branches in Latin America for over 30 years, with a presence in Brazil, Chile, Peru and Mexico and with a sales office in Uruguay. Cooperation with strong partners in other countries.</td>
</tr>
<tr>
<td>Africa</td>
<td>Own locations in Kenya and South Africa (Durban, East London, Johannesburg, Cape Town and a specialist automotive center in Port Elizabeth).</td>
</tr>
<tr>
<td>Europe Middle East</td>
<td>Dense network of branches in the Europe Middle East region. Own locations in Germany, Belgium, UK, Italy, Austria, Poland, Netherlands, Switzerland, Spain, Hungary and Dubai.</td>
</tr>
<tr>
<td>Far East Asia</td>
<td>Locations in China, Hong Kong, South Korea, Taiwan, Thailand and Vietnam. Two nationally valid A-licenses for transportation, logistics, distribution and trade in China.</td>
</tr>
<tr>
<td>South East Asia</td>
<td>Own locations in Australia, Indonesia, India, Malaysia, the Philippines and Singapore as well as a sales office in New Zealand.</td>
</tr>
</tbody>
</table>

Sea-Air – a perfect double-act:

- Cheaper than air freight alone – faster than sea freight alone
- Speeds up transport from Asia to Europe, USA, South America
- Powerful IT systems for reliable processes
- Highest possible transparency
- Permanent access to shipment details via a tracking tool
Storage of hazardous materials – these words already imply, you must really know what you are doing. Just like Ingo Dersch and Jens Isberner. These two have been responsible for incoming and outgoing goods and loading/unloading trucks at Logwin’s multi-user site in Mannheim (Germany) for over 8 years. Pallets with miscellaneous chemicals, for example acids and alkaline materials, arrive on a regular basis from all over Europe. These must be prepared for distribution to the trade or transferred to storage at customers’ warehouses.

A special facility designed and developed by Logwin speeds up the processes. Individual pallets are repacked, shrink-wrapped and then relabeled via the direct interface to the customer’s SAP system. Traceability in this process is guaranteed. We can repack 400 original customer pallets onto as many as 800 new pallets each day, store and load them. There are 45,000 pallet storage spaces available for this at Mannheim, 16,500 of which in the fully automated high-rack storage facility. We have the capacity to deal with the most demanding requirements.
Transport solutions, both national and international

It does not matter if consignments travel by road, rail, air or sea, for procurement, production or distribution – they must always reach their destination securely and on time. As a provider of comprehensive logistics services, Logwin offers a complete spectrum of efficient goods transportation.

Land transportation

We provide our customers with access to a pan-European network – together with strong partners in proven, long-standing cooperation. This enables us to guarantee internationally consistent standards of quality. Depending on the type of goods and specifications relating to time and region, we develop individual transportation concepts – for problem-free regional forwarding, retail distribution, just-in-time-/just-in-sequence deliveries and integration with customer networks. We have built up our own dedicated networks for sectors such as fashion, lifestyle and print media.

As an independent rail forwarding agent we have been working together with state-run and private railway companies for many years organizing the complete operational process. We develop individual concepts and determine the best matching providers for multi-modal or rail-only transportation for customers in the paper, steel, automotive and wood-processing industries and for consumer goods manufacturers. Using block trains, wagon groups or single wagons we ensure that goods reach their destination on time - throughout Europe and all the way to Asia. We are also one of the few pioneers on the European market to successfully deploy block trains for just-in-time delivery.
Air
On the fastest route around the world: we transport shipments – even unscheduled ones – by air freight to any destination on time. As an air freight specialist operating around the globe, we provide regular air connections between all the world’s major centers of trade.

Regardless of whether urgent components, sensitive electronics or high-value textiles are being sent, Logwin will find the right transport solution for every shipment. We organize the complete global flow of materials for our fashion customers. Garments arrive at their point-of-sale crease-free on hangers even after long journeys thanks to our special in-house developed AirTextainers and our dedicated Fashion network.

Depending on requirements we can combine different types of transport to form multi-modal solutions such as air-sea consignments, where goods traveling long distances cover the first leg of their journey by water and the second leg by in the air – or vice versa. The advantage of this intelligent combination of two systems of transport is that it is cheaper than air freight all the way and faster than sea freight alone. We are also present for our customers and products on the ground, taking care of all formalities and, if requested, coordinating the entire door-to-door transportation including customs clearance.

Sea
Goods can cover large distances by sea freight – either as a container shipment or as a special load for oversized consignments. We can provide all the handling from the choice of the right transport carrier and loading material to seaworthy packing and reliable shipment.

As a full-service provider in ocean-going freight, we are a logistics operator for container transport around the world by FCL (full container load), LCL (less than full container load) and fast gateway transportation where no transshipment is necessary at the port of destination. We will arrange first-leg and final-leg transport by truck, rail or barge, enabling inter-modal transport. Our portfolio also includes handling customs formalities and taking out transport insurance cover.
ON-SITE LOGISTICS AS AN INTEGRAL PART OF PRODUCTION

By Logwin organizing the supply chain, customers can concentrate on their core activities and at the same time cut their logistics costs.

- Planning: draw up analysis of out-sourcing potential.
- IT & control: ensure integration of ERP host systems. Create basis for collaboration between WMS systems and production logistics.
- Operations: implement optimized processed for incoming and outgoing goods and for warehousing
- Special Services: yard management, pre-assembly, set-up processes, Kanban concepts, sequential production supply (JIT/JIS) etc.

Warehousing

Logwin operates 1 million m² of warehouse storage space around the world. Here we implement flexible warehousing solutions – from short-term interim storage and cross-docking to complete logistics outsourcing. For industry-specific products such as textiles, high-tech equipment, tires, hazardous goods Logwin offers the right concept for each product in specially equipped warehouses.

Warehouses of different sizes and specialization, modern intralogistic technology and, depending on requirements, manual or automated processes guarantee smooth processing of everything involved with the flow of goods. We develop intelligent picking strategies, take care of inventory processing or returns management and perform desired value added services.

The deployment of state-of-the-art technology such as online picking using wireless terminals or the use of pick-by-voice or pick-by-light methods is a matter of course. Our spectrum includes dedicated or multi-user warehouses, on-site or off-site storage and block or high-rack systems as well as special, industry-specific warehousing.

On-site Logistics

In on-site logistics, companies make use of professional logistical expertise on their business premises and in this way improve their internal flows of materials and information.

Logwin’s on-site solutions provide exactly the services our customers want in a modular system: incoming goods processing, specific production supply, quality and stock management, dispatch processing for the finished products. Having Logwin on site means that customers can concentrate on their core business and at the same time reduce logistics costs.

We implement efficient, standardized incoming and outgoing goods processes as well as warehousing – either on our customers’ premises or nearby. This can include, for example, unloading, quality checks, customs clearance, picking and packing or the optimization of storage equipment and lift trucks. With the help of a variety of services we enable your customers to fully concentrate on the manufacturing process.
Value Added Services

We offer our customers additional services at each point in the flow of goods tailored to match their individual requirements. To this end we examine all your processes in detail and agree quality specifications with you. We assume responsibility for packing consignments and organize reliable returns management and the disposal or recycling of packaging and products.

Comprehensive additional services are planned and implemented in accordance with individual customer requirements. For example, we combine numerous services connected with goods distribution to the points of sale for our Fashion customers: unpacking and packing goods, placing folded goods on hangers, finishing and tunneling, attachment of price labels or security tags, incorporation of RFID tags, reworking for bulk recipients as well as quality assurance and quality control.

For example, Logwin can provide an equipment installation service for the high-tech industry or organize component pre-assembly.

Supply chain management

Logwin develops individual logistics concepts for optimized supply chain management – for example for the automotive and engineering industries as well as for the consumer goods and fashion sectors. We assume responsibility for managing entire process chains, ensuring a high degree of transparency in the value stream.

We put together individualized concepts from a range of modules. Our customers choose selected modules or complete solutions depending on their requirements. We organize supply chains, provide production-related services and take care of distribution and after-sales logistics. In short, we turn logistics for our customers into a strategic success factor.

We connect all participants in a global supply chain with each other using our IT network, the right application and optimized interfaces. Our innovative supply chain event management (SCEM) systems enable seamless tracking and proactive communications along the entire transport chain and between all continents and carriers.
Lead logistics provider
International, tightly integrated production and trading processes require an exact and closely synchronized supply chain. As lead logistics provider (LLP), Logwin is closely involved with its customers’ processes and is responsible for the analysis, planning, management and monitoring of the entire materials management chain or specific individual sections.

In close cooperation with our customers, we design networks and processes, coordinate the interaction of all flows of information and goods and manage the partners participating in the supply chain. Where necessary, we combine transport, transshipment and warehousing services with specialist value added services. The basis for all this are our dedicated employees, profound knowledge of processes and the relevant industry, modern conceptual ideas and efficient logistics networks and systems throughout the world.

E-fulfillment
From electronic marketplace through to physical distribution: with E-fulfillment Logwin provides a complete service bundle along the flow of goods in online business.

We know the logistics requirements of e-commerce and in order to satisfy them we have developed innovative tools such as a scalable, multi-client webshop solution. Besides providing an IT platform and a webshop, our E-fulfillment solution provides complete order processing: Internet ordering, payment, warehousing, transport, delivery of the goods including various after sales services and value added services.

The advantage for our customers is that we are neutral and can offer secure and cost-effective processing for their distance-selling activities. This applies in particular for entry into new markets or the establishment and expansion of sales channels (multi-channel selling), not just for the primary products concerned but also for less well-known secondary products such as parts, accessories or promotional articles.
Procurement logistics and production-related logistics

In manufacturing logistics it is essential to deliver the right quantity in the right sequence and with the right quality – and of course at the right time. The steady and yet flexible supply of input components is a prerequisite for efficient production. We fulfill the particularly high demands presented by synchronized JIT/JIS deliveries, regional forwarding and supplier management.

Just-in-time / Just-in-sequence
Globally networked production processes and strict schedules have transformed more than just the automotive industry into a just-in-time business. Replenishment supplies increasingly have to be delivered direct to the production line – by means of standardized delivery concepts such as milk runs, regular route transportation or supplier Kanban. This can only succeed with error-free, exact logistics and a service provider with many years of industry experience.

Regional forwarding
As a specialist in regional forwarding for many years, we know not just the regions but also your customers’ and suppliers’ special requirements. Only when we have carefully established the organizational conditions and informed all those involved in the logistics chain will our customers benefit from the advantages of centrally managed delivery. As an experienced regional forwarder, we satisfy our customers’ exacting requirements: schedule compliance, special transport, management of widely fluctuating transport volumes and 24/7 support from our district carrier cockpits.

Supplier management
Transparency, speed and communications are essential elements in the area of supplier management in particular. Logwin’s eSupply® platform helps to accelerate and systematize procurement processes. Deadlines and quantities are monitored continuously. When pre-defined events or deviations occur in the process, the responsible are notified proactively and automatically – by email or text message. Information on shipments, statistics and document upload capability serve to increase transparency.
Distribution logistics

Besides sales-related measures, goods distribution is an essential competitive tool for our customers. However, it is necessary to know the consumers’ requirements and to satisfy them efficiently. Modern technology aids targeted inventory management.

Retail Logistics

Points of sale in inner-city shopping streets, pedestrian zones and shopping centers have limited storage space and depend on reliable and flexible distribution logistics and a high delivery frequency. In order to avoid impacting sales activities with its goods distribution, Logwin offers its customers a modular system of services specially tailored to meet the needs of the retail trade. Depending on our customers’ requirements, we combine transport, transshipment, storage and added value services – as modular services from a single source.

The basis for fast transportation is our powerful retail network. When compared with standard cargo or parcel services, this network and the production processes embedded within it provide efficient solutions that are tailored to the goods and customer requirements along the entire supply chain and back, in particular for fragile fashion and lifestyle consumer goods. Regional distribution centers organize just-in-time deliveries to the local retail outlets. Transport connections are synchronized efficiently. Moreover, night transshipment ensures faster throughput and the optimum use of transport capacities.

Our customers can depend on individually clocked delivery cycles, clearly defined time slots for goods delivery and an intelligent, intercontinental shop concept. If desired, goods can be pre-classified according to areas within the shop and delivered directly to the precise department on the right floor – even at night or in the early hours of the morning, and of course ready to sell. And our service does not stop there: we can unpack goods already prepared for sale and place them on shelves or displays. We can thus very effectively make work easier for the sales staff.

Logwin is involved in the transportation of 1,100 of the 3,500 press items in Germany. More than 800 vehicles make daily deliveries to 2,000 recipients. 150,000 km are covered in staggered networks every day.

- Delivery of 150 titles to 60 centers of tourism and business
- Quality monitoring in all this is a matter of course
We also offer our customers appropriate, intelligent warehousing solutions that, besides straightforward storage, also include, for example, preparation and labeling, set formation, quality inspections, returns management and consignment stock management. Many additional services in our portfolio can be combined with commercial logistics. Logwin will put together the right bundle of services in combination with supplier storage, customer-related cross-docking networks and additional warehousing functions.

**Never out of stock**
Products that consumers always expect to be available as part of a standard range place great demands on optimum requirements planning – in the retail trade especially. Logwin guarantees that our customers’ points of sale are never out of stock with the help of optimized procurement planning, automated scheduling systems and customized interfaces to customer ERP (enterprise resource planning) systems.

**Ready-to-the-market**
Wherever our customers want to do business, we are already there or we will go there for them. We either have a local presence there or we will establish one for them. We also support our customers with intelligent distribution concepts when opening up new markets and optimize local logistics processes using our experience and expertise.

We develop customized concepts for logistics projects, perform detailed value stream planning and manage individual process steps or the organization of the complete infrastructure. As a local logistics partner we take care of the export and import of goods and of dependable delivery to the point of sale. Product preparation, quality assurance and country-specific labeling are also all part of our service. And we provide special equipment to ensure professional distribution – from vans with tail-lifts to special equipment for hanging garments.

Logwin’s gateway concept also offers the perfect transportation solution for general cargo from Asia to Europe: weekly LCL groupage shipments. The goods are distributed to the consignees within 24 hours via a network covering the whole of Europe.

We save transportation time in Asia. Unloading at our own depots and delivery using our own vehicles ensure a high level of security. Consolidated containers arrive direct at regional Logwin distribution centers via the major European ports.
Returns management

Despite quality assurance checks, returned goods are an everyday part of business. We can assist our customers by handling the returns management process for them. In order to achieve maximum efficiency we define the relevant processes for return and processing with our customers (e.g. for returned goods, empty containers, hangers and racks) and deploy appropriate software to manage this. Electronically captured collection orders are forwarded to us automatically so that they can be immediately incorporated into our route planning process without any time loss. We collect the goods from the points of sale punctually and feed them into our logistics network. Status information is permanently available via our tracking system.

Container management

It does not matter whether for the automotive industry or for the perfumery and lifestyle sectors, from planning and operating complex management systems, cleaning or maintenance through to the reconstruction of returnable transport containers - Logwin records, controls and monitors flows of material within and between companies. Our efficient container management system creates transparency about stock levels, reduces loss of transport containers and administrative effort.

After Sales

What is important with regard to maintenance and repairs: the faster the delivery, the more satisfied the customer is. High-value, complex products such as motor vehicles, electronic goods or household appliances must always work faultlessly over long periods and adhere to current standards.

For example, our central and local spare parts storages and our procurement and distribution logistics ensure fast delivery of accessories and spare parts so that dealers and workshops in the automotive after-market lose no time. Our transportation network and efficient warehousing concepts form the basis for our after-sales service.
With our "Parts Direct®" multiple same-day service we can collect urgent spare parts in the morning and deliver them to the workshop at midday.

Point-of-sale deliveries from high-turnover local storage depots, particularly in urban areas, so-called metro distribution centers, can be performed several times a day to the specific retail outlets. Logwin will develop the appropriate multi-level storage concept for the customer and organize warehousing and transportation at the various levels of distribution.

**Modular solutions from a single source**

Integrated logistics and transport solutions are our core business – from procurement logistics and production-related services to delivery. For our customers this means dependable logistics and greater freedom to concentrate on their core business. Transport, warehousing, value added services and supply chain management – we put together our services in a flexible manner to match our customers' requirements taking into account the special characteristics of their industry and their markets. Our customers can rely on us to know their business. Whether a tried-and-tested standard solution or sophisticated customization: working together with you, we will develop the best concept for your transportation and logistics needs. We will rise to meet your challenge:

**Your specialists for:**
- Contract logistics or land transportation: info.solutions@logwin-logistics.com
- Air and sea freight: infoairocean@logwin-logistics.com