

Your Logistics



Your Logistics in 2015

At a glance

Logwin provides global transport and logistics solutions for the entire supply chain.

- 4,300 employees
- 180 locations in 32 countries
- Turnover of €1.1 billion in 2014
- Listed on the Frankfurt Stock Exchange
- **■** Business segments: Solutions, Air + Ocean

Your Logistics

All over the world, we work with passion and dedication for our customers. Listening carefully, developing the best solution for every requirement and working hard to ensure that our services are just right all the time - this is what makes Logwin stand out.

We also invest in our services for the future. We want to be good, but we also aim to be:

■ Up close

We go where our customers need us - close to production and consumers in different markets and industries.

■ International

For our customers, we manage the complete supply chain around the globe as well as comprehensive transport and logistics services at every location.

Professional

We have qualified staff and modern IT solutions to handle complex flows of goods.

Committed

We take responsibility and lines as a matter of course.

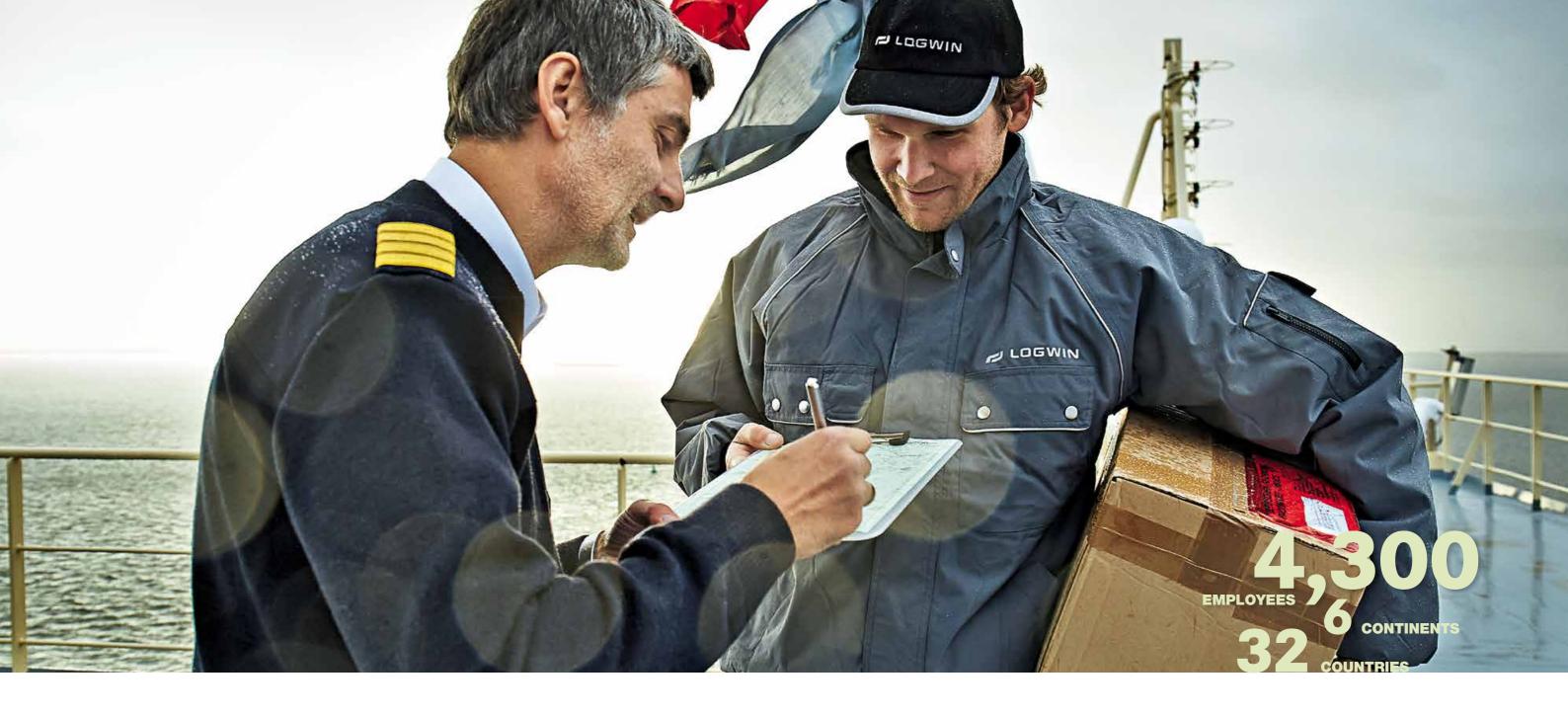


AIR FREIGHT
SEA FREIGHT
UP CLOSE
RETAIL LOGISTICS
MEDIA LOGISTICS
CONTRACT LOGISTICS
SUPPLY CHAIN
MANAGEMENT
DISTRIBUTION

Logistics at your side

Close contact is necessary to develop an understanding. For that reason, we do not make our decisions discussing strategy in the office. We come to you – no matter where you are. That way, we can listen and see for ourselves how we can best support your processes. Only when you are satisfied do we consider our job a success. We do our best to achieve this every day. After all, we love success stories.





Logistics comes to you

Helping you get on with things. For our services to be good, they have to save you as much work as possible. This may happen in very different ways. Logwin delivers suits to stores hanging on the rail all the way, carries washing machines up to the fifth floor and delivers photocopiers to the print shop ready to use. We can collect goods just as easily from your suppliers or deliver raw materials to your production facilities – on-site or off-site.

ogwin is there for you in all major economic regions with a variety of logistics, warehousing and transport solutions. Whether by air, sea or land, we find the right mode of transport for your product. Whatever the weather, everywhere and every day.

On-site logistics - example

What you want, wherever you want – for our customers, we manage goods receipt in-house, including quality control, warehousing, production supply and disposal, and a wide range of additional services. At the same time, we tailor our solution to your manufacturing processes. We use internal transport systems to supply raw materials to your kanban stations and collect finished products for grouping, packaging and shipping. Thanks to modern IT systems, you are kept informed of the status at every stage of the process.

Spare parts logistics – example

Every machine contains components that are subject to wear during use. For production lines, energy generation systems and other technical installations, we procure whatever is missing from suppliers all over the world. We deliver small screws to international recipients with just as much care as large turbines, including all the necessary documentation and customs clearance. We even bring parts directly to mobile workshops or on board ocean liners, be they in the shipyard, in port or out at sea.

Tailored logistics

Every product has different characteristics. Some are fragile or require a specific temperature, while others cannot tolerate vibration or are sensitive to odours. Before we choose a mode of transport or a warehouse location, we take special care to see exactly what your product needs. Then we provide exactly that.

e offer solutions that are specially tailored to each industry. Added to this is your expertise – because you know your product better than anyone. Working together, we develop the best solution and constantly optimise it during operation. Sometimes a small change is all it takes. Sometimes we re-think logistics from scratch. In any case, the result is always a perfect fit.



Industrial contract logistics

In the world of industry, global production processes are the norm. Logwin organises the complete supply chain and provides additional services such as packaging development and partial assembly. At the site of production, Logwin also supplies raw materials and parts directly to the assembly line or collects your finished products.

For our customers we manage:

- Just-in-time and just-in-sequence supply to the assembly line
- Product removal
- Interim storage of component parts
- Quality assurance
- Individual product packaging
- Shipping of finished and semi-finished goods

Logistics for the high-tech industry

Innovation is essential – and in no other industry are products developed as quickly as in the high-tech sector. This is an area where Logwin is active every day, whether it is working with smart cards, smartphones, multifunction printers or road toll systems.

Our services at a glance:

- Professional handling
- Storage in secured areas
- Equipment logistics and installation service
- Spare parts logistics with supply to engineers
- Global online shipment tracking with up-to-date status information



Logistics for retail

Rapidly changing trends and seasonal peak demand represent particular challenges for retail and logistics. Take fashion, for example: if a product becomes a best-seller, it is crucial to guarantee rapid stock replenishment in shops or online. Logwin can organise the entire supply chain on request, from global procurement to delivery at the point of sale.

50 years of experience in fashion logistics:

- Textile shipments, hanging or flat
- Cross-docking consolidating goods from different suppliers
- Delivery prior to shop opening
- E-fulfilment and returns processing
- Transfer of goods between branches
- Logistics for the initial store inventory

'We listen carefully and take a close look at the businesses of our customers so that we can understand them properly. Only in that way can we meet individual needs'



Logistics makes it easy

Buying the best and most economically priced raw materials or vendor parts on the global market is a complex task. The same can be said of planning delivery to production sites so that everything is in the right place at the right time. And it is no different for finished products, which have to be taken from many different suppliers around the world and brought to the point of sale.

e make things easy for our customers. We consolidate deliveries and collections from different suppliers, combining products in the warehouse and managing individual services. For this to be equally effective at the national and international level, we overcome language barriers, set up interfaces, work in line with mandatory standards and operate a consistent IT system all around the world.

Secure storage of hazardous substances

Water-polluting products, combustible liquids, flammable materials – the requirements for storing hazardous substances are diverse in nature and subject to frequent change. We therefore have our high safety standards audited on a regular basis. A selection of chemical logistics sites operated



Everything in the name of beauty

emergency.

It takes a sophisticated logistics network to ship products such as shampoo, lipstick and perfume to customers in 15 countries. Logwin offers a state-of-the-art warehouse with IT-based processes and a pick-by-light system. We put every shipment together with care, adding brochures and information sheets in the local language. Our IT infrastructure includes the customer's system, a warehouse management system and a planning tool – ensuring fast and transparent processing, including automatic invoice printing and up-to-date inventory management.

Up-to-date every day

A flexible transport network is the foundation of our media logistics – we use it to coordinate the collection of printed products from publishers and printing houses. We are also active in-house in this segment, providing services such as inventory management and internal transport. Every day, we supply newspapers and magazines to press wholesalers, delivery organisations and train station bookshops.



Logistics finds new ways

World trade is facing fundamental changes – Asia no longer produces mainly for export; the region has also become an attractive sales market. A brief look at Latin America shows that Mexico is now a desirable location for the automotive industry. Trade relations with Europe have also changed, with branded products from France, Germany and Spain now being transported to China and India.

hen countries experience an economic boom, areas become prosperous and exciting sales markets emerge, logistics companies find new ways to direct the flow of goods. Our customers stand to benefit from an industry-specific infrastructure, a standardised global IT system and a large number of additional services. We are not everywhere – but we are always with our customers. For a continuous, reliable supply chain.

Flavour without borders

The rules when dealing with food are especially strict. Logwin coordinates the complete supply chain for a well-known branded food manufacturer in Europe: we control the flow of information from order placement to delivery, organise global carriage from production sites to the destination country using different modes of transport, and take care of



warehousing, display construction and container management. In line with EU Regulation 178/2002, we make sure that batches can be traced and containers are sealed in accordance with safety regulations. Our IT system proactively provides information to each shipping unit and has an early warning system in case of any discrepancies.

Fashion without borders

Many of our customers create, produce and sell the latest fashion and lifestyle items. In order to optimise global procurement and distribution, we developed a complete logistics concept for a well-known German label: all clothing and accessories from suppliers around the world are

consolidated at two sites in Germany and China. When it comes to distribution, we transport items flat or hanging using our Garments-on-Hanger network within Europe, while for global transport by air and sea we rely on our AirTextainer

Mobility without borders

Manufacturers today have components and assemblies built all over the world. One such customer of Logwin is a well-known name in the automotive industry: we manage prefabricated parts ex-works in Germany and provide a full range of packaging services, from the individual development of special inserts that protect parts from shock to outer covers that are resistant to salt water and the space-saving stowage of containers. To guarantee that all cargo arrives safely at its destination, we organise every stage of air and sea shipping, including documentation and customs clearance.



0.14

Logistics reaches its goal

Identifying the shortest, fastest or most practical transport route is often as exciting as a good detective novel. Every day, our employees track down the best connections, from Asia to Africa or from the warehouse to the shopping centre.



SQUARE METRES OF WAREHOUSE SPACE WORLDWIDE

570,000 TEU P.A.

e overcome large distances between continents as well as short journeys within a region. We achieve this with a logistics network that spans the globe.
Logwin has a presence in 32 countries with its own Group companies, including Chile, Indonesia, the Philippines, South Korea and Vietnam. Our location network is commensurately dense in the strongest economic regions. For example, we operate 23 Logwin branches in China, 50 in Germany and 11 in India.

Full service around the world

We have developed partnerships based on trust with well-respected companies around the world. Our common goal is customer satisfaction. To achieve this, our teams have to understand everything about their markets. We therefore rely on experienced staff from the region as well as seasoned professionals with international expertise.

Logwin offers:

- Global shipments by air and sea
- FCL and LCL, full and part charter
- FTL and LTL transport
- Intermodal and combined transport
- Gateway transport
- Rail shipments from China to Europe
- Customs clearance
- Transport insurance
- Transport of hazardous goods
- Special networks for media and fashion logistics
- Courier services

Networked systems

Individual regional expertise goes hand in hand with standardised processes. When it comes to implementation and documentation, all Logwin locations use a uniform IT system that is also connected to our long-standing partner companies. The areas of IT, product management and finance are managed at a central level so that everything runs like clockwork, even across continents.

One example of a particularly close business relationship is the one we have with our two partner companies in North America. Together, we facilitate shipping across the Atlantic and the Pacific. Here our teams work together just as well as our IT systems.

Global project logistics

We bring many heavy goods to their destination by sea, arranging shipping to companies such as equipment manufacturers and shipyards. Other heavyweight loads take to the sky with us: for a long-standing customer, Logwin once transported machine components with a total weight of 360 tonnes from Sweden to Chile by air. For the route of some 13,000 kilometres, Logwin organised four Antonov 124 cargo planes as well as low-loaders and special cranes for loading. A special feature of the Antonov An-124 is that the front and rear doors of the plane open hydraulically.



Logistics – global solutions

It is not difficult to find providers of warehouse services, value-added services and distribution services in the same country. However, when foreign languages and cultures make things more complex, choosing the right logistics service provider can become a time-consuming challenge. Logwin customers benefit from global standards and logistics solutions – at more than 180 branch offices and partner company locations. Bridging all distances and cultural differences, some 4,300 Logwin employees make up a high-performance team around the world. We may not speak every foreign language without an accent. But the results are always faultless.

'We see longstanding business relationships and established customer trust as both praise and an incentive'

For doctors and patients

The standards for handling medical equipment are high – not least for logistics. Logwin organises the logistics of a German manufacturer of medical technology. We transport products to Australia in sterile packaging, put them into storage taking into account batch numbers and use-by dates, and manage distribution to hospitals and doctor's surgeries. Our customer is kept informed about the current inventory at all times through an IT interface.

Automotive around the world

For a supplier to the automotive industry, we consolidate parts from more than 30 providers in China, India, Malaysia, Singapore, South Korea, Taiwan and Vietnam, organising transport to Europe by sea and air. From here, we ship items just in time to production facilities in France, Germany, Hungary, Romania, Russia, Spain and Turkey. For each form of shipping, supplier and destination country, we accommodate individual terms of delivery, from ex-works (EXW) to delivery duty paid (DDP). Shipping information can be accessed at any time thanks to our global tracking system LOTS. Delays are reported automatically.



utomotive, chemicals, electronics, high-tech, fast-moving consumer goods, fashion and retail – for all these industries we offer tailored, reliable logistics solutions, including:

- Continuous quality control
- Warehousing: pallet and block storage, highbay racking, shelving and small parts storage
- Inventory management with a modern warehouse management system
- Domestic and international distribution
- Value-added services such as packaging development, pre-assembly, display construction, returns management, disposal, container management, co-packing, customisation and customs clearance □

From shelf to cup

For a producer in the food industry, we pick, pack and ship as many as 1,000 orders a day. The recipients are private customers, business customers and independent outlets of the manufacturer. We store the items in a highly automated warehouse in central Europe that has a pick-by-light system. Thanks to this cutting-edge technology, a single employee can pick up to 95 orders an hour.

AIR FREIGHT
SEA FREIGHT
PROFESSIONAL
RETAIL LOGISTICS
MEDIA LOGISTICS
CONTRACT LOGISTICS
SUPPLY CHAIN
MANAGEMENT
DISTRIBUTION

Logistics that knows how things are

Variety is the spice of life – it is good to have a choice. Yet it also takes time to review all the options and to make the right decisions. When it comes to logistics, you can rely on our advice. After all, the people who work at Logwin have good training and understand the services they provide as more than a job.



Logistics is flexible

The task is quite clear: bring the correct quantity of goods safely to the recipient and on time. Many factors decide whether the defined requirements can be met. Is production running to schedule? Is the necessary cargo space available? Is the weather cooperating? Delays can happen for numerous reasons. But we have just as many solutions.

No hold-ups during dam construction

There can be far-reaching effects when work stops, especially for power stations. Or if a pump fails when concrete is being placed during the construction of an enormous dam. For projects of this scale, the cost of interruption can very quickly reach six figures. If necessary, we even deploy helicopters from time to time so that all the spare parts are available as soon as possible.

Space for new trends

The retail sector also sees its share of surprises: items on special offer that are due in store on a specific date may arrive too early, or a winter collection could take up more space than predicted. We can provide intermediate storage space at short notice and without any complications, be it in containers or in our warehouses. And if desired, we can also transfer moving goods from a ship onto a plane or lorry.

Intelligent IT

Logwin has integrated automated status logic as part of its online shipment tracking system. This event tool continuously compares planned processes with actual events as they occur. Any discrepancies are indicated by a yellow or red warning light. This allows customers and logistics experts to react quickly and find an alternative solution.

Il delays result in additional costs. That is why we remain flexible in the face of unforeseen events, making sure that even delayed shipments ultimately arrive at their destination on time.

One example is the logistics of vendor parts. Our lorries often have to leave the customer's factory premises later than planned following a wait for a repeated order. Then they might miss the plane that was scheduled to take the cargo on board. We change the booking to the next flight, make the necessary arrangements for the connecting leg and ensure that the shipment still arrives on time.



Systematic logistics

Good quality is the result of discipline, hard work and tireless effort. At the same time, Logwin adheres to stringent guidelines: all parts of the company are certified according to DIN EN ISO 9001. Depending on their area of specialisation, our locations also have other certificates, such as SQAS in the chemical industry and VDA 6.2 in the automotive sector. The individual quality requirements of our business partners are also binding.

specially for new customers, certified quality provides a good point of reference at the outset. Internal reviews and external audits confirm our high standards, especially with regard to logistics for the chemical, cosmetics and automotive industries.

The IT systems in use at Logwin reflect both the needs of our customers and our practical experience. This provides everyone involved in projects around the world with a standardised set of processes and tools.

Our IT solutions:

- EDI applications
- Tracking system (in several languages): shipment tracking, event tool and automated status logic, supply chain management tool, data management
- Warehouse management system: inventory management, returns processing, permanent inventory, interfaces to (or adaptation of) customer software, integration of warehouse and logistics software, printing
- of delivery notes (in several languages), invoicing
- An e-commerce platform with a shop system
- Integration of complete solutions in the customer environment
- In-house data centres with mutual backup
- The highest security standards

Exciting logistics

Making things happen is a rewarding experience. Making things happen for others is even more rewarding. Those who decide to pursue a career in logistics are able to remind themselves every day that commitment pays off. From warehousing specialists and professional drivers to computer technicians and logistics managers, we all help to develop and improve processes.



'Logwin supports its employees at every level of their career with individual programmes'

ualification is motivation At Logwin, both young professionals and those with more experience can look forward to a wide range of activities and international opportunities. These stem from a comprehensive approach to qualification. In our departments we teach apprentices and students on dual-study programmes, providing them with an overview of the varied world of logistics. Together we discover the special strengths of each individual so that we can effectively promote their development. Experienced professionals usually know exactly in which areas they want to improve their qualifications. Here we offer a large number of development opportunities at home and abroad. This makes our employees even better and more successful year after year. And that motivates them. \square

International and intercultural

As a global company, we are very keen to enhance the intercultural skills of our employees. 180 locations on six continents are potential places of work in the Logwin world. Those who perform especially well during their training are given the opportunity to go abroad for a number of weeks as early as in their second year. The same applies to the graduates of our dual-study programmes.

The adventure of logistics

Logistics is never boring – not least thanks to the many different people who pull together in the sector, transcending borders and continents. The wide range of tasks and industries is another important factor. Logistics experts have to understand the business of the customer in order to decide which solution is the best fit. In this sense, they learn something new every day. Only those who devote intensive time to studying a company can identify the exciting relationships that otherwise remain hidden to outsiders.



To develop is to inspire

Routine needs change – on the one hand so that a job remains attractive, and on the other hand because even tried-and-tested processes can always be optimised. We have developed a staff concept that presents new opportunities to each and every employee. We foster the development of apprentices and students on dual-study programmes as well as warehouse technicians, forklift drivers, planners and sales managers. A variety of professional development courses are available to accommodate different career profiles and training backgrounds, including an international trainee programme.

Another example is our training centre in Dubai: here, at the hub of the Middle East region, Logwin employees take on responsibility for projects over a period of three years. Individual exercises on selected topics and joint training with colleagues complete the training.



AIR FREIGHT
SEA FREIGHT
COMMITTED
RETAIL LOGISTICS
MEDIA LOGISTICS
CONTRACT LOGI
SUPPLY CHAIN
MANAGEMENT
DISTRIBUTION

Logistics with attitude

Foreign languages, software applications and industry know-how can be learnt. However, all employees bring their own attitude to their work, customers, colleagues and everything else in their surroundings. The people who work at Logwin like doing what they do. And they also use their expertise to support social projects.



Logistics acts responsibly

Business relationships are based on trust. This also means that our business partners observe the applicable laws. Logwin is aware of its responsibility: we take strict precautions to ensure compliance with laws and other regulations.

ompliance As a global company, Logwin places great importance on compliance. We adhere to international and national laws as well as compliance guidelines as a matter of course, taking into account the specifications of our customers. Furthermore, we are aware of the growing requirements in areas such as hazardous goods, transport safety, customs, taxes, legislation on penalties and anti-corruption, awarding of contracts and risk management, and we have made the right preparations.



Code of Conduct

The Logwin Code of Conduct applies to all employees worldwide and governs relationships with customers, suppliers, business partners, competitors and authorities – from the correct way to handle gifts, to the confidentiality of information and avoiding the appearance of nepotism. Training and audits ensure compliance with the Code of Conduct. The central point of contact is the Chief Compliance Officer.

Anti-terrorism and transport safety

The security of transport chains is a top priority all over the world. That is why it is important to insist on various certifications and licences when carrying out logistics services. Three important credentials in this regard are our status of Authorised Economic Operator (AEO) in the EU, our authorisation as a Regulated Agent and our TAPA certification. Logwin makes ongoing investments in process safety, for instance by purchasing and operating its own X-ray systems and providing introductory training and advanced courses to







Logistics is engaged

Every business is rooted in a social context. As a responsible logistics partner, Logwin supports a selection of aid projects. In doing so, we focus on what we do best: transporting goods, overcoming administrative barriers and exploiting synergies - both in the local area and around the world.

apid assistance One of the aims of aid organisation Save the Children is to provide children in crisis regions quickly with the essentials for life. For many years, Logwin has helped Save the Children to organise supply chains, taking medical equipment, clothes and food to those in need.

Socially engaged

Logwin employees at many company sites are involved in local social projects. For example, every year colleagues make donations to a support centre in the German city of Aschaffenburg, help the organisation Food Angel in Hong Kong to distribute food and collect our colleague handed them out in donations of high-quality items in Johannesburg to benefit a home that supports children with mental problems.

Personal commitment

A colleague in Aschaffenburg chose to provide a very special form of support: in spring 2014, she took unpaid leave in addition to her regular holiday entitlement to work at a nursery school in

Namibia for two months. When she called Germany and described the poverty experienced by so many children, her colleagues in Aschaffenburg spontaneously donated toys, clothes and baby bottles. Logwin arranged the transport of these items to Namibia, where

Hospital equipment for Tanzania

A shipment of relief supplies was sent from Germany to a hospital in Tanzania. Our employees loaded a 40-foot container with hospital beds, operating lights, X-ray image viewers and other medical equipment. Logwin handled all administrative tasks and organised transport to Africa.





- Australia
- Hungary

Indonesia

Liechtenstein

Italy

Kenya

- Austria India
- Belgium
- Brazil
- Chile
- China
- Czech Republic
- Germany Hong Kong
- SAR
- Mexico Netherlands
- Philippines
- Poland
- Singapore
- South Africa
- · South Korea
- Spain
- Luxembourg Switzerland Malaysia Taiwan
 - Thailand Turkey

- United Arab
 - **Emirates**
- United Kingdom
- Vietnam
- France
- Israel

Partner locations include:

- Argentina
- Bangladesh
- Colombia Peru
 - Russia
- Ukraine Japan
 - USA

Myanmar

- New Zealand

- Denmark
- · Sri Lanka
- Madagascar

- Cambodia Norway
- Canada Pakistan
- Sweden
- **Dr Antonius** Wagner, CEO

Europe Our home and core market - here we are present in 15 countries with specialist networks and our own contract logistics sites.

Africa

We have been active in

Africa for 30 years - we

currently have over 100

employees in South Africa, independently managed warehouses

and consistently high

safety standards.



Middle East

In Dubai, the hub of the Middle East, Logwin offers

full-service logistics -

including warehousing, value-added services, and sea and air shipping.

Sebastian Esser CFO



Members of the Executive Committee

South East Asia In South East Asia and Australia, more than 400

employees in offices and

warehouses support the

We established our first

company here in 1975.

growing trade within Asia.

Marcus Cebulla Solutions



Thomas Eisen Solutions



Hauke Müller Air + Ocean



○ Far East Asia

700 people.

For over 40 years, we have

China and other important

economic regions - both

within Asia and around the

world. Our warehouses and

offices employ more than

carried out shipments

by sea, air and road in

Tomas Sonntag Air + Ocean

Publishing details

Logwin AG (publisher) ZIR Potaschberg 5, an de Längten 6776 Grevenmacher Luxembourg

Editing and design: STROOMER PR, Hamburg

The images on pages 32 and 33 were used with kind permission of aid organisation Save the Children.

