



2013

2014

2015

2016

2017

2018

Your Logistics

- 4,200 employees
- 190 locations in 33 countries
- Turnover of EUR 1.1 billion
- Listed on the Frankfurt Stock Exchange
- Business segments: Solutions, Air + Ocean





This is us

Making a difference is always a rewarding experience. Making a difference for someone else even more so. 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 – that is what makes Logwin stand out.

We see the trust shown in us by our customers as both praise and motivation. That's why we will continue to invest in quality, services and the future:

CLOSE BY

We are there wherever our customers need us – close to production facilities, consumers, 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 adhere to compliance guidelines as a matter of course. We also support aid projects around the world.



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We're there when you need us

Close contact and mutual trust are key to success. To enable you to achieve your goals to your utmost satisfaction, we come to you – wherever you are. That way, we can listen to you and find out how we can best support your processes. Your experience matters, which is why we develop tailor-made solutions as part of an ongoing working relationship. We only talk about success once you're satisfied.





We're present on the ground

Logwin is present in all the world's key economic regions – thanks to a comprehensive network of branches and partner companies that we are expanding all the time.

Whether by air, sea or land, we will find the right mode of transport for your product.

On-site logistics

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 approach 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 during every stage of the process.

Precision transport management

Whatever you want to get from A to B, we can manage the entire transport process, from route planning and the selection and coordination of the right modes of transport through to protective packaging. We will also take care of customs clearance and the appropriate transport insurance. Whether urgently needed replacement parts, sensitive electronics or high-quality textiles, we will get your consignments to their destination on time, whatever the weather, day in, day out. And we even deliver to the trunk of your mobile workshop or on board ocean liners – be they in the shipyard, in port or out at sea.



Next-generation logistics

We developed a tailor-made logistics concept for a global automotive supplier and invested in the construction of a new, state-of-the-art logistics facility. As of the beginning of 2016, our customer's products will not only be stored in a warehouse facility measuring more than 15,000 square metres, but we will develop and realise individual packaging solutions for air and sea transportation. The processes are carried out to the utmost precision and are largely automated, such as the fully automatic strapping process. This guarantees maximum process quality and an efficient material flow.

We'll find just the right solution

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. Our highly qualified employees are conversant with the required standards and will find an appropriate solution, giving you an end result that is always made to measure.



Industrial contract logistics

Industry now takes place on a global scale, with international production processes the norm. Logwin organises the complete supply chain on behalf of its customers and, depending on individual wants and needs, 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 finished products.

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



Logistics for sensitive products

Transporting high-tech products and hazardous substances constitutes a particularly acute challenge, especially in terms of safety. Whether smart cards, smartphones, multifunctional printers or chemical products, your sensitive cargo is in exceptionally safe hands with Logwin.

- Professional handling
- Storage in secured areas
- Equipment logistics and installation service
- Spare parts logistics with supply to engineers
- Hazardous goods management
- Up-to-date status information, all over the world

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 organises the entire supply chain, from global procurement to delivery at the point of sale.

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



We make your life easier

The right place at the right time: delivering the best and most economically priced raw materials or vendor parts on the global market is a complex task. And the same applies to finished products, which have to be taken to the point of sale. We 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 across the board, we deploy international teams, set up interfaces, work in line with mandatory standards and operate an IT system that is consistent all around the world.

Network expansion in Germany

We want our customers to be able to count on us 100% in regions where there is rising demand for need-oriented logistics solutions as well as at all key hubs. Ideally, we will be on hand to serve your needs with our very own local sites. Take our new branches in the World Cargo Center at Leipzig Airport, for instance, or in Erfurt – branches that have further increased our comprehensive network coverage in Germany. New branches will also be added in 2016, including two air and sea freight sites in Mannheim and Bremen. In total, the Logwin network spans more than 190 branches on six continents and offers transport and logistics solutions for the entire supply chain.

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 by Logwin have SQAS certification and meet the most stringent industry standards. Our employees undergo special training and regularly attend refresher courses in the handling of hazardous substances.

IT systems monitor storage compatibility requirements and maximum quantities in individual storage areas. We have the necessary safety facilities to protect people and the environment in the event of an emergency.

Logistics in the name of beauty

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 language of the destination country. 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.

Reliable spare parts logistics

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, we even handle the customs clearance.







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All around the world

As a logistics service provider, we coordinate goods flows across the globe, guiding them through cities and across countries and continents. We bring branded and luxury items from European and Asian suppliers straight to the shopping malls of Dubai, transport German car parts to Spain and take transformers from Milan to Beijing. Both the services of Logwin and our network of locations are every bit as international as our customer base. And the same is true of our employees. Well-trained international teams are on hand in every country, boasting staff who are fully conversant with national customs and who speak the local language.

We link markets

Global trade is undergoing a period of change: Asia has become an attractive sales market and no longer produces merely for export. Business relations are flourishing between South American nations and there are plenty of buyers of European and Asian products in the Mercosur region. Whenever strong new markets emerge, Logwin is on the ground to coordinate the flow of goods and find new routes for your products. By virtue of industry-specific infrastructure and expertise, coupled with a globally standardised IT system and a wealth of additional services, we offer our customers a complete supply chain.



Continuity for customers

In order to enable seamless processes at every stage, we are building on our global presence. Our ethos is : Logwin is there where our customers need us – and is here to stay. The company celebrated a few milestones in 2015. We have now had a site in the Philippines for the past 40 years, have been present in Spain for 25 years and in the international trade and service hub of Dubai for ten years. What started as a strategic decision in each case is now a success story. This also applies to our sites in the UK and South Africa, both of which will be celebrating their 40th anniversary this year. Likewise in Indonesia, the site can look forward to its 25th anniversary.

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, where all clothing and accessories from suppliers around the world are consolidated at two Logwin 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 containers. Our IT solutions, which are always precisely modified to reflect the needs of our customers, ensure maximum transparency across the entire supply chain.



From Poland to the rest of the world

To help our customers tap into the huge growth potential in both the Polish domestic market and the international market, we have strengthened our team in the country. In mid 2015, we recruited operational staff for our new sales office in Kraków. These new employees work on behalf of companies in the region and organise global shipments by air and sea. Thanks to the Logwin network, the Kraków office is connected to the entire world. As a result, Logwin Poland now employs some 300 highly trained members of staff and handles rising transport volumes from seven sites across the country, including three operational branches, two sales offices and two logistics centres.

Network expansion in South America

Having opened a Group company in Colombia and a branch office in Bogotá, we are now in a position to serve customers that wish to exploit the potential of this major South American growth market. The focus is not solely on intra-American routes, with shipments between the Mercosur countries and between Asia but also Europe is growing in significance. We have been present in Mexico, Brazil and Chile for many years with our own Group companies. In Colombia, Logwin organises international air and sea freight consignments (FCL/LCL) on behalf of customers from many different industries, offering customs clearance, value-added services and door-to-door deliveries.



We always find the best route

Whether long distances or short journeys, it's always a challenge to find the shortest, quickest and most economical transport route. Our employees know both local and global markets inside out and find just the right connection every single day, whether from Asia to South America or from a warehouse to a shopping mall. You can rely on our logistics network, which spans the globe. Logwin has a presence in 33 countries with its own Group companies, including Indonesia, South Korea, the Philippines, Mexico and Colombia.

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. Together, we get things moving for our customers: more than 137,000 tonnes of airfreight and more than 593,000 sea freight containers a year – stored across an area of approx. 500,000 square metres of global warehouse space.

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

Safely transporting high-tech cargo

Special care is required for highly valuable and easily damaged goods, especially when they are being transported over a distance of several thousand kilometres that sees them cross both land and sea. For a renowned manufacturer of maritime catamarans, we found the ideal route from southeast China to New York and deployed our own specialist construction to help us lift and transport this sensitive item, which measured 21.5 metres in length and weighed more than 20 tonnes. Having completed its journey without any trouble, it was then safely launched in New York.



Global solutions



When foreign languages and national customs cause confusion, choosing the right logistics service provider can become a challenge. Our customers benefit from global standards and professional solutions – at 190 branch offices and at our partner company locations. Bridging all distances and cultural differences, some 4,200 Logwin employees work in high-performance teams around the world. We may not speak every foreign language without an accent, but the results are always flawless.

Networked systems

When it comes to implementation and documentation, all Logwin locations use a uniform IT system that can also be accessed by our long-standing partner companies. The areas of IT, product

management and finance are coordinated at a central level so that everything runs like clockwork, across all continents. One example of a particularly close business relationship is the one we have with our partner



company in Bangladesh. Together, we facilitate intra-Asian and transpacific shipments, with our teams working together just as well as our IT systems.

We plan all logistics processes from order receipt to final delivery and manage all aspects of international supply chains, including procurement, interim storage, goods handling and distribution. Whether in the automotive, chemicals, electronics and high tech, fast-moving consumer goods, fashion or retail sectors – we offer reliable solutions.

- Continuous quality control
- Warehousing: pallet and block storage, high-bay 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, customization and customs clearance

Mobile medicine

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

Automotive around the world

For a supplier to the automotive industry, we consolidate parts from more than 150 providers in China, India, Malaysia, Mexico, Singapore, South Korea, Taiwan, Vietnam and the United States, organising transport to Europe by sea and air. From where, we ship items just in time to production facilities in Germany, France, Romania, Spain, Turkey and Hungary. 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.

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Advice you can rely on

It matters to us that our employees make the right decisions, which is why we attach huge importance on training and professional development for our staff. We attach just as much importance on professional teamwork. When it comes to logistics, you can always count on our advice, wherever you are in the world. That's because Logwin employs highly qualified and dedicated staff, who see service as so much more than just a job.





Flexible solutions non-stop

We plan for all eventualities in advance, enabling us to deliver your goods on time whatever happens. Is production running according to plan? Is there enough space in the hold? Is bad weather forecast? As all delays result in additional cost, we react to unforeseen events with enough flexibility to ensure that the shipments concerned still reach your recipient on time wherever possible.

Services for automotive customers

Logwin manages a broad spectrum of cutting-edge services for a major car and motorcycle manufacturer, from warehousing and shuttle transport through to the operation of a packaging facility and a tyre warehouse. Recently, our employees also began handling the shipping of component kits and individual parts, known as 'CKD services.'

They check numerous CKD kits every single day and make each and every order ready for dispatch in line with individual requirements, including air and sea transport if necessary. They also ensure timely provision and shipping of the components, whether for delivery inside Germany or subsequent forwarding to South America and Asia.





Space for new trends

The retail sector also sees its fair 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 interim storage space at short notice, be it in containers or in our trans-shipment warehouses. And if desired, we can also get your goods back on track with tailor-made sea-air or air-sea transfers.

Intelligent IT

Logwin has integrated automated status logic as part of its online shipment tracking system. It continuously compares planned processes with actual events as they occur. Any discrepancies are indicated by a yellow or red warning light, enabling our employees to respond quickly in consultation with customers and find alternatives.

Around the world double quick

You need to act quickly whenever unplanned downtime looms or the warning lights on the assembly line are about to turn red. It's often all down to a small yet vital replacement part that is currently located thousands of miles away on the other side of the world. This is where our on-board courier (OBC) service comes into play. If necessary, we will fly around the world and back at double speed on your behalf. Our Personal Shipment Coaches (PSCs) will immediately start searching for the most efficient flight connection and will offer you the first option within ten minutes. We also offer an air charter service for larger consignments and those that are not suitable for passenger flights. Regardless of airline timetables, we can get you the parts you need – all over the world.

We know how things work

When looking for a new logistics partner, certified quality is a good starting point. Logwin sets a very high standard in this area. All our employees are highly trained and regularly attend industry-specific training programs. Internal reviews and external audits serve to demonstrate our high standards, especially in terms of logistics for the chemicals, cosmetic and automotive industries. Logwin is certified in accordance with DIN EN ISO 9001 across the board. Depending on the industry specifics all our sites have further certificates which meet the binding requirements of our business partners.



Good service quality is partly the result of seamless communication, which allows a fast and accurate flow of information between different locations.

Our IT systems can be modified to reflect the desires and practical experiences of our customers – for globally standardised tools and processes.



Our IT solutions

- Comprehensive EDI connectivity
- Tracking system (multilingual)
- 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
- E-commerce platform

Certified

When developing and implementing our logistics solutions, we adhere to the latest international standards and stringent industry-specific guidelines.

- Standards for the automotive industry: VDA 6.2
- Quality management DIN EN ISO 9001:2008
- Hygiene management HACCP
- Environmental management; DIN EN ISO 14001:2008
- Standards for the food industry: IFS
- Safety management SQAS

We offer great prospects

Logistics is never boring. This is thanks to the many different people who pull together in the sector, transcending borders and continents. The wide range of tasks and industries encountered by logistics professionals is another important factor. First and foremost, they have to understand the customer's line of business. Only those who devote considerable time to studying a company can identify the issues involved and drive forward processes.



Identifying, nurturing and carefully deploying employee potential is not only the cornerstone of our corporate success, but also one of the key components of all our employee motivation initiatives. As a global logistics company, Logwin offers a wealth of prospects and career paths with a diverse range of challenges and outstanding international development and advancement opportunities. Whether trainees, young professionals, experienced staff or executives, we systematically invest in the training and development of our people at all levels. For us, it is extremely important that training content demonstrates a strong practical link, thus enabling us to satisfy the needs of our customers in an optimum manner.

International opportunities

More than 190 locations on six continents are potential places of work for Logwin employees. After all, strategic internationalisation is vital for our growth and long-term success, with targeted job swaps between us and our sister companies playing a key role in our HR development. We have developed an HR concept that opens up new opportunities to each and every employee. 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 graduates of a dual-study program. We also foster the development of warehouse technicians, forklift truck drivers, planners



and logistics managers by offering them a variety of professional development opportunities, with traineeships, sales management programs are also available. As a result, our employees improve and are successful all the time. What better source of motivation?

Nurturing young talent at the company

One of our key aims is to acquire talented young staff from our own ranks, promote their career and foster long-term loyalty to the company. This process starts at the traineeship phase. After all, no one knows

our services and customers better than our own staff. With our broad-based HR development program, our employees can become familiar with a wide variety of business areas within Logwin. Anyone interested in sales, for instance, can find out more about the many development opportunities within our sales structure at our Sales Career Day. Young executives can access opportunities in both the operational and commercial side of the business that prepare them for a future leadership position.

4,200 employees

- 2,000 in Germany
- 825 in Europe
- 1,150 in Asia
- 225 in Africa and the Americas





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We stand tall

Foreign languages, software applications and industry know-how can all be learned. 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.

We take Responsibility

Mutual trust is a prerequisite for good business relations, which also means that business partners adhere to applicable legislation. This is something we take extremely seriously. We invest continuously in training our employees and certifying processes. We also take great care to ensure that legislation and compliance guidelines are correctly observed.



Compliance

The requirements in areas such as hazardous goods, transport security, customs, sanctions, anti-corruption legislation, procurement and risk management are growing all the time. And Logwin is perfectly placed to meet them. 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.

Code of Conduct

Our Code of Conduct sets out the basic principles that apply to all Logwin employees worldwide. It promotes awareness of applicable legislation and corporate guidelines. It governs relationships with customers, suppliers, competitors and authorities, as well as relationships within the company – from the correct way to handle gifts, to the confidentiality of information and personal integrity in everything we do.

Regular training and audits ensure that all employees are familiar with and apply these core Logwin values. The central point of contact is the chief compliance officer.

Anti-terrorism legislation and transport security

Security is our top priority. That's why we continually invest in the standardisation of our processes: both in the acquisition and operation of our own X-ray equipment and in the training and professional development of our staff. It is important to insist on various certifications and licenses 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 plays its part

Social responsibility is one of the values that is firmly enshrined in everything we think and do at the company. As a dedicated logistics partner, helping people on the ground is something close to our heart. Therefore, Logwin supports selected aid projects – both in our immediate neighborhood and all over the world. We organise supply chains, collect donations, transport medical equipment and bring food and clothing to people in need.

Transporting aid to Syrian refugees

Working with non-profit organization Save the Children and a fashion manufacturer, we sent two trucks carrying thousands of sweaters and jackets from Germany to the Turkish city of Gaziantep on the border with Syria, a journey of some 3,700 kilometres. We handled the shipment, including the highly complex customs formalities, using our comprehensive network. Save the Children then distributed the donated clothing to families in need and at the local refugee camp.

From Heidenheim to Kathmandu

Following the devastating earthquakes in Nepal, Logwin joined forces with an international technology company to organise an aid shipment to the region in May. The company's employees collected large tents, as well as plenty of blankets, medication and a water treatment product for the people in the affected region. Logwin coordinated the logistics and bore all the transport costs. In addition, Logwin supplied large tarpaulins in order to put a temporary roof over the heads of people living in emergency accommodation.





Trainees reach out to children

Every year, our trainees take part in charity projects in order to make their own personal contribution to the good of society. This year for instance, Logwin trainees in Frankfurt and Hamburg, did their bit for children's and young people's charity Die Arche, which helps socially disadvantaged kids. In Hamburg, the trainees collected donated items and were happy to help at an event

celebrating the charity's tenth anniversary, where they built a bouncy castle and a goal wall area and lent a hand with the highly popular face-painting. The team of trainees in Frankfurt had an enjoyable time as they played with the children and helped bake waffles. Watch this space ... as further events with Die Arche are already in the pipeline.

Global locations

We are there where our customers need us – at 190 locations on six continents. Logwin has a presence in 33 countries with its own Group companies. We also work in close cooperation with a network of strong regional partners.

Logwin operates its own facilities in 33 countries around the world:

- Australia
- Austria
- Belgium
- Brazil
- Chile
- China
- Colombia
- Czech Republic
- Germany
- Hongkong SAR
- Hungary
- India
- Indonesia
- Italy
- Kenya
- Liechtenstein
- Luxembourg
- Malaysia
- Mexico
- Netherlands
- Philippines
- Poland
- South Korea
- Switzerland
- Singapore
- Spain
- South Africa
- Taiwan
- Thailand
- Turkey
- United Arab Emirates
- United Kingdom
- Vietnam

Partner locations include:

- Argentina
- Bangladesh
- Cambodia
- Canada
- Denmark
- Finland
- France
- Israel
- Japan
- Madagascar
- Myanmar
- New Zealand
- Norway
- Pakistan
- Peru
- Russia
- Sri Lanka
- Sweden
- Ukraine
- USA

North America

With two strong partners at more than 20 locations, we carry out shipments across the Atlantic and the Pacific for well-known customers with over 100,000 TEUs a year.



Central and South America

Brazil, Chile, Mexico and now Colombia – for decades, we have been present in emerging economic regions with our own Group companies and partner network, providing services to automotive and fashion clients, amongst others.

Europe

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

China

For over 40 years, we have carried out shipments by sea, air and road in China – both within Asia and around the world. Our warehouses and offices employ more than 700 people.

South East Asia

In South East Asia and Australia, more than 400 employees in offices and warehouses support growing trade within Asia. We established our first company here in 1975.

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.

Members of the Executive Committee



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