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Branch Manager Logwin Mladá Boleslav (CZ)

2014

2015

2016

2017

2018

2019

Your Logistics

- 4,200 employees
- 192 locations in 35 countries
- Turnover EUR 1.0 billion
- Listed on the Frankfurt Stock Exchange
- Business segments: Solutions, Air + Ocean





This is us

Getting things moving and finding the best solution is an exciting task. We meet this challenge with maximum commitment all over the world – day in, day out. We listen carefully and work closely with our customers to develop the perfect logistics concept.

CLOSE BY

We are where our customers need us – close to production facilities, close to markets, and close to industries.

INTERNATIONAL

We provide our customers with comprehensive transportation and logistics services around the world.

PROFESSIONAL

We have qualified employees, modern technology, and innovative IT solutions to handle complex flows of goods.

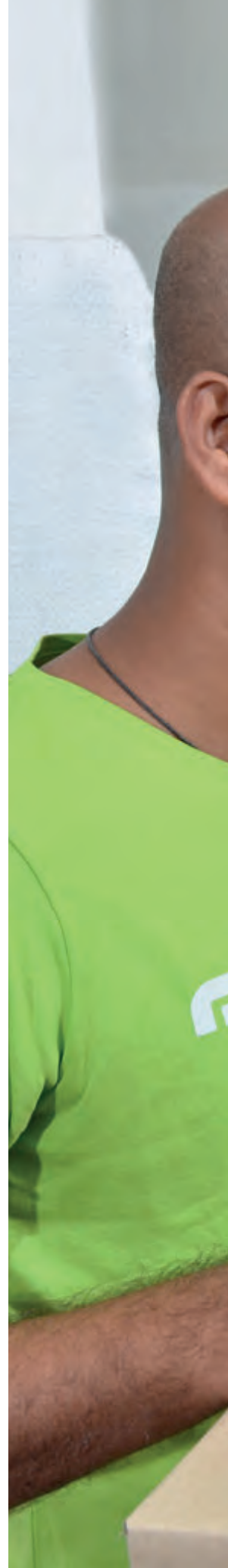
DEDICATED

We take responsibility with pride and commitment and adhere to compliance guidelines as a matter of course.

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We're there when you need us

We will come to wherever you need us to be. Because we want to get to know you and find out about your requirements. Because we firmly believe that listening and talking to each other are the cornerstones on which a successful working relationship is built. And because we know that fully thought-out solutions are the result of mutual understanding and trust.





On the ground, close to our customers

Wherever you are, whatever you want: working with our customers, we develop tailor-made logistics concepts for storage and transportation. You'll find us on the ground, always close to our customers. This applies both to our global logistics sites and our individual on-site solutions.

Fully customized

We always flexibly adapt our logistics services to customer needs and local conditions. For instance, on behalf of an international sporting goods retailer, Logwin handles omni-

channel fulfillment and branch order picking (including packaging) at a site measuring more than 10,000 m². Our service also includes reliable returns handling for online orders.





On-site solutions

On request, we will also handle warehouse management – including incoming goods, production supplies, disposal, and management of loading equipment – on behalf of our customers. Our processes are precise,

with many of them automated. This supports seamless material flows and ensures high process quality. We also optimise route planning, consolidate material flows, and ensure efficient goods distribution.



Solutions that work

Every product has different characteristics. Some are fragile or require a specific temperature, while others cannot tolerate vibration or are sensitive to odours. Our employees are conversant with the required standards and examine your goods closely before selecting a mode of transportation or place in the warehouse for them.

Logistics for retail

Rapidly changing trends and seasonal peak demand: in light of these complex market conditions, flexibility and reliability are key factors for success. From global purchasing through to just-in-time delivery to outlets: we can offer you customised and comprehensive support.

- Shipments, hanging or flat
- Cross-docking
- Delivery prior to shop opening
- E-fulfillment and returns processing
- Transfer of goods between branches
- Initial store inventory
- Global IT tracking

Logistics for high-tech products

Whether sensitive electronic components or automotive parts, our employees know what matters when dealing with high-tech products. Here at Logwin, goods of this kind are checked, stored, and expertly packed in special ESD-protected areas. For instance, on behalf of an automotive supplier we store components and intermediate goods that are then supplied to production facilities. We operate both kanban systems and “super-market shelves” at the customer’s manufacturing site. Finished parts are then collected from the assembly line, stored with us and dispatched on a just-in-time basis. Our IT systems are directly connected with the client’s PPC and ERP systems.

- Just-in-time supply of production facilities
- VDA 6.2 standards
- Quality management: DIN EN ISO 9001:2015
- ESD workplaces
- Environmental management: DIN EN ISO 14001:2015
- Quality assurance for incoming goods
- Equipment configuration, assembly
- Installation service, on-site training

Industrial contract logistics

As a full-service provider, we can organise the entire supply chain across the world on behalf of our customers. We can handle packaging and, on request, packaging development. We offer partial assembly, deliver raw materials and parts straight to the assembly line, and collect the finished products.

- Just-in-time and just-in-sequence supply
- Interim storage of component parts
- Quality assurance
- Product-specific packaging

- Shipping
- Product removal
- Replacement parts logistics

Logistics for sensitive products

Hazardous substances pose particular challenges when it comes to logistics. Our chemical logistics sites boast SQAS certification and meet the most stringent industry standards. What's more, our employees are fully qualified thanks to specialist training programs. Our IT systems monitor storage compatibility requirements and maximum quantities in individual storage areas. It goes without saying that we have the necessary safety facilities to protect people and the environment.

- Professional handling
- Storage in secured areas
- Different hazard classes stored separately
- Product labeling
- Taking of samples



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First-choice solutions in record time

Working with a major supplier of beauty products, we developed a high-performance multi-warehouse concept in Poland within a few months in 2016; at the heart of the concept is a completely new distribution system. A state-of-the-art paternoster lift connected to the IT system, as well as a pick-by-light order picking system, ensures automated and highly efficient processes right through to the point of sale. Thanks to innovative packaging, the number of consignments have been halved.

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Global solutions

We work across the globe in the interests of our customers, coordinating the worldwide flow of goods beyond national borders and across continents. Our employees from around the world have excellent knowledge of local markets and will find the best transportation route for your products.





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We link markets

Wherever your business takes you, our employees are there when you need them.

We will manage your requirements with expertise and flexibility.





Full service around the world

More than 140,000 tonnes of airfreight, over 600,000 sea freight containers, and countless train and truck consignments every single year: the 4,200 Logwin employees move a huge amount of goods for their customers.

- 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

Precision transport management

The right place at the right time: we can manage the global transportation process for your goods – from packaging and route planning through to the selection and coordination of modes of transport. We will also take care of the appropriate transportation insurance and customs clearance. Whether urgently needed replacement parts, sensi-

tive electronics, or high-quality textiles, we will get your consignments to their destination on time, all over the world.

Tailored warehousing

The right warehouse for every product, whether in Europe, Africa, or Asia: Logwin manages more than half a million square metres of global warehouse space. With a vast array of warehouse types, industry-specific equipment, and concepts tailored to each product, we always offer just the right warehouse solution.

- Quality assurance
- Warehousing: pallet and block storage, high-bay racking, shelving and small parts storage
- Inventory management with modern warehouse management systems
- 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

Flexible and customer-focused

Markets change, trends come and go, and goods flows have to find alternative routes: in order to provide optimum support for the complex global operations of our customers, we never stand still; we rise to meet your needs and continuously expand our international network. Our employees are there when you need them – in all the world's key markets.



Close connections in a global network

We are also there for our customers away from the major ports and airports. With our new airfreight and sea freight sites in Mannheim, Bremen, and Biberach, we are making it easier for SMEs from these economically strong German regions to access international markets.

New addition to our European alliance

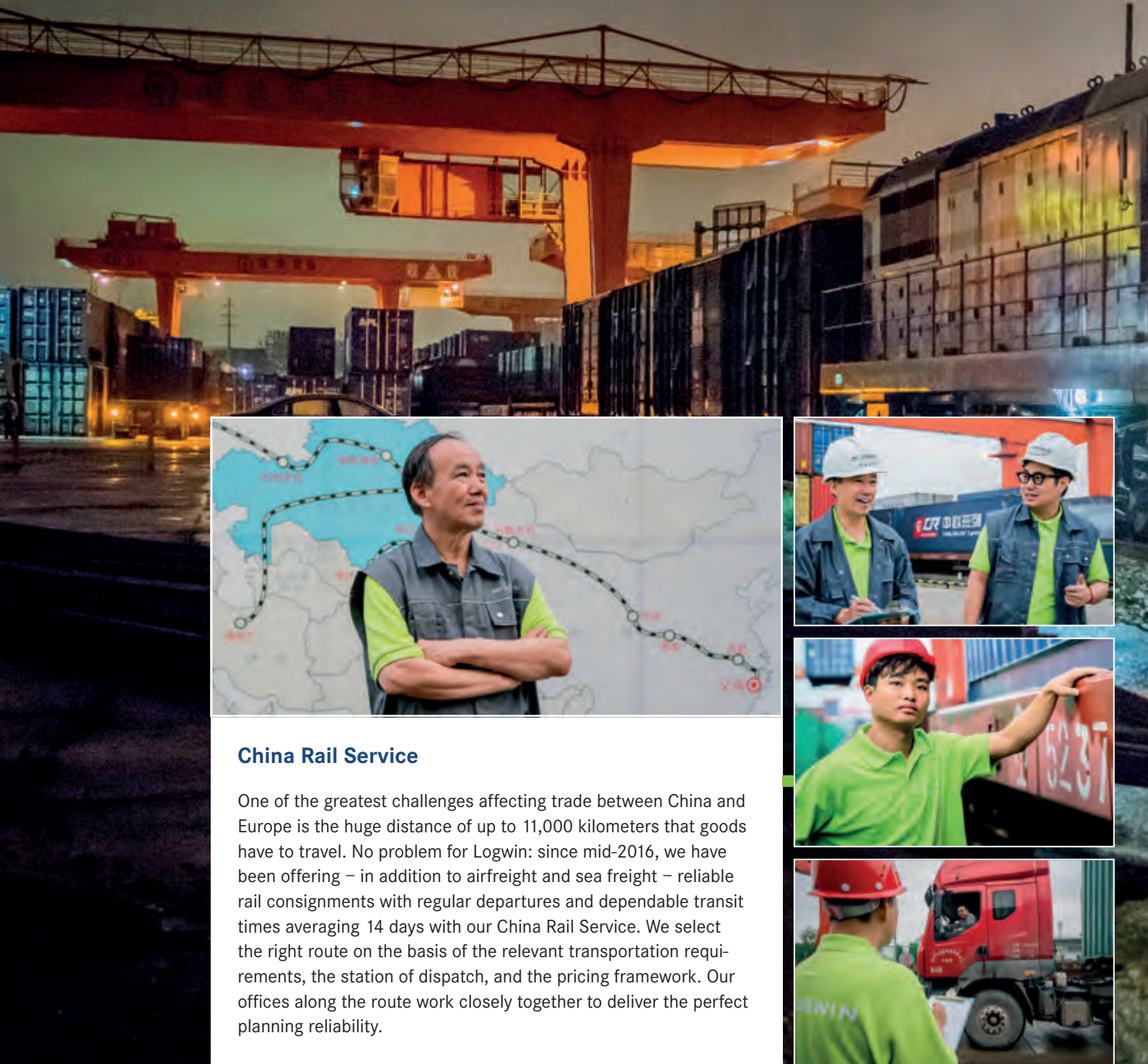
We have established a new Air + Ocean office in Slovakia, a key production centre for the automotive industry and plant/mechanical engineering. Our customers can now derive full benefit from our site in Bratislava, especially in terms of goods flows with Asia and the US. In 2016, we also added branches in Birmingham (UK), Poznań (PL), Cádiz (ES), and Brno (CZ) to our network.

Peru added to the South American network

The growth market of Peru is becoming ever more appealing to international companies. We have responded accordingly and are now represented in the country by an experienced and expert team. From our site in Lima, we develop seamless transportation solutions for airfreight and sea freight imports.

Logwin has been present in Brazil, Chile, and Mexico for many years with its own Group companies – and also entered the Colombian market in 2015. We therefore boast excellent market knowledge in this region and will find the best routes for your consignments to destinations in South America.





China Rail Service

One of the greatest challenges affecting trade between China and Europe is the huge distance of up to 11,000 kilometers that goods have to travel. No problem for Logwin: since mid-2016, we have been offering – in addition to airfreight and sea freight – reliable rail consignments with regular departures and dependable transit times averaging 14 days with our China Rail Service. We select the right route on the basis of the relevant transportation requirements, the station of dispatch, and the pricing framework. Our offices along the route work closely together to deliver the perfect planning reliability.

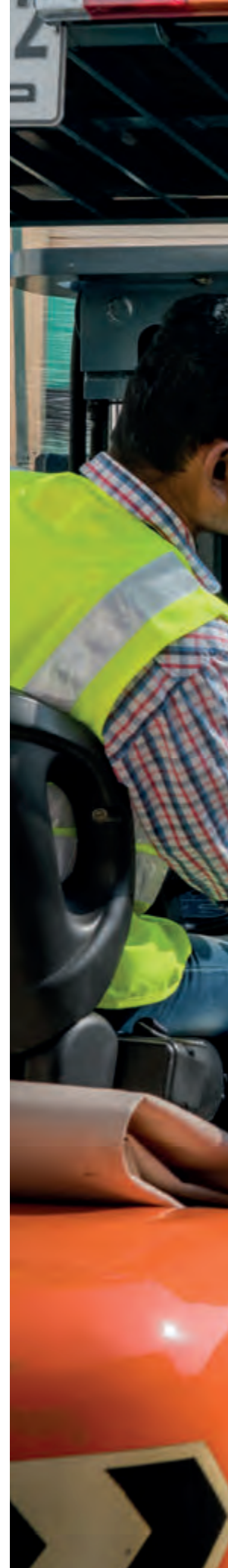




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Excellent advice and reliable performance

Qualified and dedicated: all over the world, our customers can count on our employees. That's why we invest systematically in training and development at all levels – to ensure professional performance in well-functioning teams. Our employees see service as so much more than a job.





Knowing how things work

Whether automotive, chemicals, electronics and high tech, fast-moving consumer goods, or fashion: our services are tailored precisely to the specifics of the industry concerned. After all, we want to make life as easy as possible for our customers.

Replacement parts logistics: reliable delivery, several times a day

Working on behalf of a major German car-maker, Logwin ensures the seamless shipping of replacement parts across Germany thanks to multiple warehouses and distribution centres. Several thousand parts are in stock at any one time, and many of them have to be picked and packaged at short notice to enable same-day delivery to the dealer's premises. Based on meticulous planning, we deliver up to three times a day to branches,

dealers, and licensed workshops so that all customers get their vehicles back as quickly as possible. The entire supply chain is monitored electronically at all times. But we don't stop there: in order to spare our customers time-consuming shipping and packaging tasks involving many small parts, we prepare guarantee, warranty and complaint consignments for return delivery to branches and also handle the processing of online sales.





OBC service: it doesn't get any faster

When it comes to high-tech systems and time-critical production processes, a mechanical fault could soon lead to a costly downtime. Speed is of the essence. What is often missing is a small yet vital replacement part that, in the worst-case scenario, is currently located in a warehouse thousands of miles away maybe on the other side of the world. That's why it is crucial to have a partner on your side who knows exactly what needs to be done to ensure speedy transportation. Travelling on your behalf, our on-board courier will fly around the world and back by the quickest possible route – and will personally ensure safe delivery. For larger consignments or goods that are not suitable for passenger flights, you can use our global air charter service – regardless of flight schedules.

Bike logistics: cycle consignments in safe hands

Bicycles – whether they are series-produced models, custom orders, e-bikes, or pedelecs – are extremely sophisticated goods thanks to their state-of-the-art technology and often high-end materials. Cargo this sensitive brings out the best in us. We have extensive knowledge of how to transport fragile goods on account of our experience in the fields of fashion, lifestyle, and domestic interiors. That's why our trained drivers and warehouse operatives will load and stow your valuable bikes by hand. With a specialist system of rods and belts, our box-truck vehicles allow your bikes to be standing at all times during transit – and you can choose between cost-effective cardboard sleeves or the all-around protection afforded by a full box.

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Excellent global connections

When it comes to logistics, communication is paramount. That's why we invest in a powerful IT network that guarantees outstanding reliability and high-speed data flows. To ensure that our IT systems function without a hitch

at all sites, our employee teams are always multilingual, work in line with group wide professional standards, and know the latest technology inside out.

Intelligent IT

When it comes to order processing and the documentation of air and ocean freight, all Logwin offices use our uniform software solution that can be accessed by our long-standing partner companies as well. Whether intercontinental or on site, we plan the entire process from order receipt through to delivery, seamlessly managing logistics chains.

Automated status logic has been built into the Logwin online shipment tracking system. It continuously compares planned processes with actual events as they occur – and issues a warning in the event of a deviation, enabling our employees to respond and consult with customers in order to find alternatives. There's no doubt about it: our teams work just as well together as our IT systems.

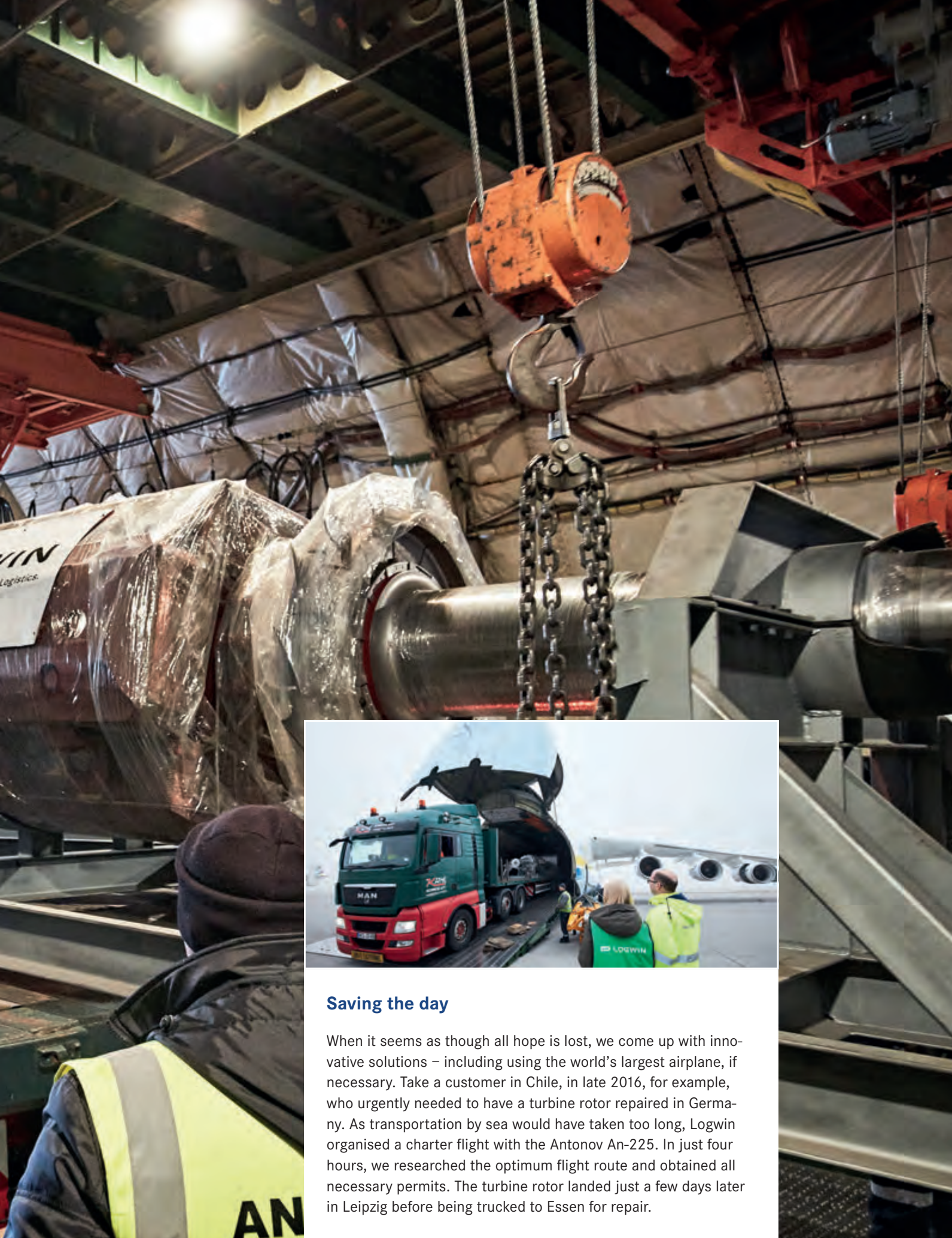
Our IT solutions:

- Comprehensive EDI connectivity
- Tracking systems (multilingual)
- Individually configurable shipment tracking with event tool and automated status logic
- Supply chain management tool incl. data management
- Warehouse management system with inventory management, returns processing, permanent inventory, interfaces to customer software
- Integration of warehouse and logistics software
- Fleet management with cutting-edge technology and intelligent real-time monitoring
- High-availability scanning solutions for warehouse and transportation networks
- Employees certified in accordance with ITIL, IREB, and PRINCE2 standards



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Saving the day

When it seems as though all hope is lost, we come up with innovative solutions – including using the world's largest airplane, if necessary. Take a customer in Chile, in late 2016, for example, who urgently needed to have a turbine rotor repaired in Germany. As transportation by sea would have taken too long, Logwin organised a charter flight with the Antonov An-225. In just four hours, we researched the optimum flight route and obtained all necessary permits. The turbine rotor landed just a few days later in Leipzig before being trucked to Essen for repair.





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We live and breathe logistics

Logistics is a service that takes place between people. You can expect that we always do what we do with pride. Working with full commitment and dedication, we do our very best to promote the success of our customers – day in, day out. This positive attitude towards our work, our colleagues, and our customers forms the cornerstone of a corporate culture that is characterised by mutual respect, openness, and a willingness to help.

Logwin offers a bright future

Communicating across continents, developing concepts, and making a difference together: the diverse range of roles and responsibilities is what makes working at Logwin so exciting, not to mention the opportunity to work with people who give their all every single day to ensure that our customers can count on our services at all times.

Boundless possibilities

In order to be able to offer our customers an unwaveringly high quality of service at all times, we develop the skills of our employees systematically. Whether for trainees or experienced personnel, we offer a wide selection of training opportunities with our “Logwin Elements” development program, from internal seminars through to talent and leadership schemes, always focusing on the relevance to our day-to-day operations. After all, we – as a global provider of logistics services – need dedicated

and qualified employees that satisfy the needs of our customers with maximum commitment every day. Across the world.

That’s why we also promote targeted employee exchange programs within Logwin, thus ensuring that our high quality standards are adhered to at all locations. Thanks to international career opportunities, we give our employees the chance to take on new challenges and broaden their horizons.





4,200 employees:

- 1,975 in Germany
- 850 in Europe
- 1,150 in Asia
- 225 in Africa and the Americas

Talent promotion

Logwin is committed to training young people. This is the only way to safeguard our success for the future. It matters to us that our young professionals familiarise themselves with our services and our customers – with all associated requirements and processes – and take

responsibility as soon as possible. Our global training concepts not only cover standard content, but also strengthen personal competencies and skills. With our international trainee program, we qualify selected young professionals for higher-level roles every year.

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Taking responsibility

We urge our employees to demonstrate integrity and adhere to ethical and moral principles. It is therefore perfectly logical for us to clearly recommend particular courses of action and invest in suitable training programs.

Compliance

The requirements associated with procurement, transportation security, the fight against corruption, and risk management are growing and are becoming more complex at the same time. Complying with all applicable laws and guidelines is at the heart of our day-to-day operations. We also observe the specifications issued by our customers with the same degree of care and professional due diligence.

Code of Conduct

All Logwin employees act on the basis of the same shared values. Our global Code of Conduct governs the relationship between our

company and our customers, partners, and suppliers, as well as relations amongst our employees. Furthermore, regular training and audits ensure that all employees will apply these core values.

Secure transportation

We invest continuously in secure processes, such as by acquiring and operating our own X-ray equipment. Logwin also holds all relevant safety certification and licenses, including our status of Authorised Economic Operator (AEO), our authorisation as a regulated agent, and our TAPA certification.





Promoting social responsibility

Corporate social responsibility is firmly enshrined in the Logwin ethos. Therefore, we have been supporting selected campaigns and aid projects for many years – both in our immediate neighbourhood and all over the world. It is also important to us that even our trainees take social responsibility seriously.

Touch the Soul

Last summer, the employees of Logwin Air + Ocean Singapore dazzled an audience of children with an enthralling magic show. The show was part of a charity event called Touch the Soul that was organised by the Logwin team and held in the Panti Asuhan Insan Madani orphanage in Banten, Indonesia. A group lunch followed by an entertainment program with music and games gave the children an enjoyable day and an experience that they will never forget.



A safe haven for child refugees

At the Save the Children “protection and play area” in hangar 4 of the former Tempelhof Airport in Berlin, up to 80 children who have fled their homeland can enjoy a peaceful safe haven. Under the supervision of specially trained staff, the children – who are aged between three and twelve – are looked after appropriately and given a chance to play, learn and get creative. The four Logwin branches in Berlin supported Save the Children with a donation of 20,000 EUR, which was used to buy furniture, toys and games, as well as arts and crafts materials.

Trainees helping others

The first-ever nationwide trainee workshop on the topic “Challenges in humanitarian aid” in conjunction with Save the Children Germany was held in 2016. 45 third-year Logwin trainees were given insights into the work of the international charitable organisation. On the basis of specific projects, they found out more about the pivotal role of logistics in aid missions and demonstrated great passion as they developed their own potential solutions.



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Save the Children

Helping by spreading happiness

At the end of the workshop on international aid missions, Logwin presented Save the Children with lots of coloured balls to spread fun and happiness, not to mention a donation of 25,000 EUR – the aim being to fund a mission in India that will give children and young people access to education. The intensive forum provided by the workshop was not only an interesting experience for the youngsters, but also strengthened the belief among all involved that campaigning for others is a worthwhile endeavour.

Global locations

We are continuously expanding our network and we are there where our customers need us. We can help you harness opportunities at more than 190 locations on six continents.

In countries where Logwin is not directly represented by its own companies, we work closely with strong regional partners.

Logwin operates its own facilities in 35 countries around the world:

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

Partner locations include:

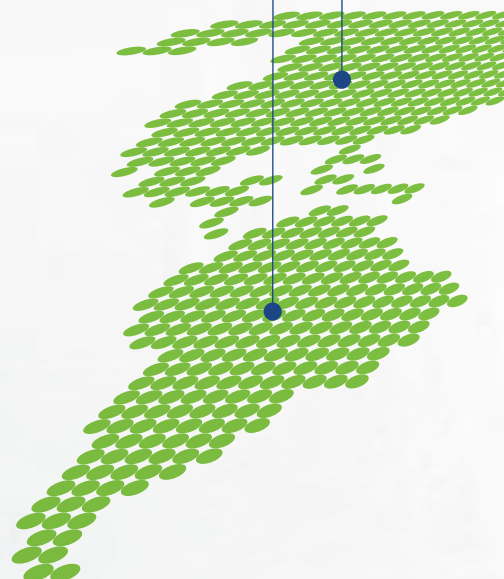
- Argentina
- Bangladesh
- Bosnia & Herzegovina
- Bulgaria
- Cambodia
- Canada
- Croatia
- Denmark
- Finland
- France
- Israel
- Japan
- Macedonia
- Madagascar
- Malta
- Myanmar
- New Zealand
- Norway
- Pakistan
- Russian Federation
- Serbia
- Slovenia
- Sri Lanka
- Sweden
- Ukraine
- United States

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 – carrying over 100,000 TEUs a year.

Central and South America

Brazil, Chile, Mexico, Colombia and Peru: with our own offices we are represented in the emerging economic region of South America. Our experienced teams know the local markets inside out and work with our customers to develop suitable logistics concepts.



Europe

Our domestic and core market – here, we are on the ground for our customers with numerous logistics sites. 2016 saw us open eight new Air + Ocean branches, thereof three in Germany and further offices in Slovakia, UK, Poland, Spain and the Czech Republic. Like all our branches worldwide, these will support our customers with their international operations.

China

For over 40 years, our more than 450 employees have carried out shipments by sea, air, and land in China – both within Asia and around the world. With the new Logwin China Rail Service, we have started offering yet another reliable solution for the fast and flexible transportation of goods between China and Europe.

South East Asia

In South East Asia and Australia, more than 350 employees in offices and highly specialised warehouses support growing trade within Asia and beyond. We established our first company here in 1975. With 25 years of operations in Indonesia and 40 years in Malaysia, 2017 will see two anniversaries.

Africa

We have been active in Africa for 30 years – we currently have over 100 employees in South Africa, operate our own independently managed warehouses, and ensure 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 air shipping.

Die Mitglieder des Executive Committee



Dr. Antonius Wagner,
CEO



Sebastian Esser,
CFO



Axel Steiner,
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