

# Your Logistics

2018

2019

2020

2021

2022

2023



**CLOSE BY**



**INTERNATIONAL**



**PROFESSIONAL**



**DEDICATED**







4,400 employees  
190 locations in 36 countries  
Turnover of €1.1 billion

## THIS IS US

Getting things moving and finding the best solution is an exciting task. We meet this challenge all over the world – day in, day out.

## CLOSE BY

We are there when 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 staff, modern technology, and innovative IT solutions to handle complex flows of goods.

## DEDICATED

We take responsibility for our employees and our environment. We adhere to compliance guidelines as a matter of course.

The cover shows the 2019 summer party in Germany.  
The image on the left shows the new construction in Kerpen.



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# We're there when you need us

Working with our customers, we develop flexible coordinated logistics solutions across the entire supply chain. And if the standard is no longer sufficient, our specialists from the air charter team take over and pull out all the stops for safe delivery. Regardless of flight schedules, they can search for the best connection and monitor loading on-site in person.





# If the standard is insufficient

Packages that don't fit any mold. Deadlines that seem impossible. Cargo that can only be moved with velvet gloves. If the standard is insufficient, we use our expertise as an international project logistics specialist: We ship complete manufacturing plants. We fly drive shafts weighing more than 20 tonnes. Or we ensure that extremely sensitive high tech reaches its destination safely.

## Tailored and reliable

The wooden crates waiting on the runway to be loaded seem inconspicuous enough. But they contain precious, highly sensitive cargo: medical equipment. Even pre-carriage to the airport as a special run with a total of three air-sprung semi-trailers was tough precision work. Due to the sensitivity of the largest packaging item, it had to be loaded at the factory by crane.

But the biggest challenge is loading the Antonov 12, which has been selected for two full-charter flights to the destination airport in North Africa. The carefully packed medical engineering equipment must be placed in the cargo hold,

positioned, and secured with the greatest of precision and finesse. Given the large size of the crates, loading and unloading are high-precision work. Quality assurance also takes place with the help of so-called "Shockwatch" impact indicators, which use color changes to clearly show whether handling requirements have been fully satisfied.

Together with the customer, we were present at the loading of the aircraft with a team from the responsible branch and our charter division.



Each transportation step, each hand movement, is expertly planned and painstakingly monitored. Seamless precision work.

## Detailed project planning

Logwin organized the entire project – from the selection and coordination of the mode of transport to the choice of loading equipment. Detailed prior planning was required concerning how transportation to the destination country would be conducted in accordance with current guidelines on export controls and embargo restrictions.

Countless intricately coordinated transport movements, impeccable processing of all formalities, and trust-based communication with the customer ensured the seamless and punctual conclusion of this precision logistics project.





# Strong commitment to the Cologne metropolitan area

The new logistics center near Cologne focuses resources and offers potential for growth



We recognize opportunities and implement them ambitiously. Logwin has enjoyed continuous growth in the Cologne region over recent years. We have now consolidated three locations into one modern logistics center with a total area of around 18,000 sqm. Our customers benefit from convenient processing under one roof. At the same time, this results in room for growth in the economically strong Cologne/Benelux region.

## State of the art

The new construction, with 17,000 sqm of storage space and around 1,000 sqm of office and social space, was fulfilled by a highly regarded project developer in line with current technical

and ecological standards. One of the highlights is the implementation of the timber roof structure. This not only offers a considerably improved carbon footprint, but also ensures a positive interior climate.

The outstanding technical storage equipment is optimally supported by the new warehouse management system, which is currently being comprehensively introduced at Logwin logistics locations. With innovative technologies such as Pick by Voice, our customers participate in the high efficiency of logistical processes. Furthermore, the transparency throughout all generated logistical data facilitates the physical and administrative optimization of the entire supply chain together with our customers.



The combination of more efficient storage equipment and innovative warehouse software makes it possible to expertly satisfy the very high requirements of our customers, including those in the health sector.

## Great confidence in the location

It was one of the largest logistics property deals of 2019 in the Cologne metropolitan area. After concluding the contract in May 2019, the technical facilities for the office and logistics

space were quickly planned and implemented. In January 2020, commissioning of the IT and shelving systems for the 32,000 pallet spaces will begin. After just nine months of construction, the location will commence operations at the beginning of March.

For this first-rate property, Logwin has concluded a rental agreement with an above-average duration of more than ten years. A clear indication of the high expectations and great confidence in this new location.





# Global automotive logistics hub

Bremerhaven is one of the largest automotive hubs in the world. For us, it is a significant center of our automotive logistics expertise. We are represented on-site by a specialist team and manage global export and import from overseas locations in the USA (Charleston, Jacksonville, Brunswick), South Africa (Durban), Mexico (Veracruz, Lázaro Cárdenas) to Europe for a large manufacturer. On a daily basis, we oversee which vehicles go on which ship, reserve spaces, and decide on special handling for vehicles. For imports, we look after the awarding of contracts for distribution to European recipients. Globally, Logwin Bremerhaven processes around one million vehicle transports by land and sea. At the Bremerhaven car terminal alone, we get around 1,500 vehicles a day safely on their way.





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## Globally networked

We work across the globe in the interests of our customers, coordinating the worldwide flow of goods beyond national borders and across continents. We are continuously expanding our networks in the world's key economic regions.





# Strong network in India

Just like the Indian economy as a whole, the logistics market in India has grown enormously in recent years. Logwin has been optimally represented in this large and significant market for more than ten years with numerous branches.

## Insider expertise

From Delhi to Pune, in the middle of one of the largest industrial areas in the world, to Thoothukudi: Logwin has been developing an efficient organization in India since 2008 with its own offices, logistics centers, and re-loading sites. Our total of ten locations form an efficient network for air- and sea freight. And, if required, we also offer our customers warehousing and distribution, as well as value-added services.

More than 100 employees bring their skills and experience to our Indian operation. In the process, we rely heavily on the regional knowledge of local logistics experts. Because logistics in India has to be learned. The complex customs and taxation system, demanding national and regional regulations, and the high occupancy rate of crucial sea and airports place high requirements on decision makers throughout the supply chain.

## Strong industries, growing business

With countless well-known customers, fashion logistics in India constitutes one of the focal points of our diverse activities. With export to

Europe in particular, we offer buyers consolidation and supplier management for sea and airfreight. An additional focal point can be found in the automotive segment. We handle sea and airfreight exports to Europe, North America, and South Africa for large car suppliers. We are also increasingly taking on imports to supply these customers' production facilities in India.

## Jobs that offer security and prospects

With its diverse activities, Logwin continues to attract more interest as an employer in India. Alongside the security offered by the company, it is primarily the modern and attractive jobs, as well as good working conditions, that are represented by Logwin India and appreciated by its employees.





# At home in Southern Africa

In 1976 in Johannesburg, Logwin began its work in South Africa, thereby establishing another significant node in its global logistics network. Today, a total of 110 employees work there at four Logwin branches.

## From, to, and within South Africa

We link South Africa with the most significant global markets – and these with South Africa and its neighbors. For customers from various sectors, we organize international and national transportation, as well as customs clearance supplemented by warehousing. The automotive industry constitutes a focal point. Here, we offer solutions throughout the supply chain in Port Elizabeth, Durban, and Johannesburg: collection ex works, consolidation at our Logwin gateways around the world, and unloading.



Logwin is a logistics partner to a wide range of companies in the South African agricultural industry. We deliver machine components and machines, as well as seeds, and transport dried fruit and nuts, among other things, both as imports and exports. Logwin also operates within the local retail market. We import goods from Asia and primarily apply our expertise in fashion logistics within the coastal regions of Cape

Town and Durban. The distribution logistics include numerous value-added services.

For each transportation, in each warehouse, we offer our customers an especially high quality level of security services. We thereby ensure that goods travel securely from, to, and within South Africa.







# On the move with an African specialty

In Paarl, Logwin Cape Town has picked up an urgent airfreight shipment of rooibos tea and is on its way to the airport. The route winds through the world-renowned vineyards of Stellenbosch. Rooibos means “red bush” and grows in the western mountain regions of South Africa’s Western Cape province. It has been loved in South Africa as a herbal tea for generations and, today, is exported to many countries around the world, with strong markets in Europe and the Far East.





# Romania – growth market and gateway to the east



Romania is one of the strongest-growing countries in the EU. The demand for warehousing and value-added services in central sectors such as automotive, IT, oil and gas, FMCG, and retail is growing continuously. At the same time, with the Black Sea port of Constanța, the country is a gateway to the Middle and Far East. Logwin has been prominently represented in this aspiring market since the start of 2019 with a logistics hub in Bucharest. After the successful implementation of business and operations, 2020 will be characterized by further expansion and the conclusion of new locations across the country.




## Latin America

Our years of experience. Your benefit.



Sea freight, airfreight, customs clearance, distribution logistics, and project logistics: We have been present for many years with our own branches in Mexico, Colombia, Peru, Brazil, and Chile, and are ideally acquainted with Latin America.



 <b>OUR SERVICES</b>	 SEA FREIGHT GATEWAY TRANSPORT	 AIRFREIGHT	 AFTER-SALES LOGISTICS	 TRANSPORT INSURANCE  CUSTOMS CLEARANCE
 AIR CHARTER ON-BOARD COURIER	 WAREHOUSING SUPPLY CHAIN MANAGEMENT	 INTERNATIONAL DISTRIBUTION	 SHIP PARTS LOGISTICS	 RETAIL NETWORK EUROPE HANGING GARMENTS BIKE LOGISTICS
 BUYERS CONSOLIDATION PURCHASE ORDER MANAGEMENT CFS SERVICES	 FREIGHT MANAGEMENT	 E-FULFILLMENT	 ON-SITE SERVICES	 HAZARDOUS-MATERIAL STORAGE
 VALUE-ADDED SERVICES	 CHINA RAIL SERVICE	 LOCATIONS WORLDWIDE:  AUSTRALIA AUSTRIA BELGIUM BRAZIL CHILE CHINA CZECH REPUBLIC COLOMBIA FRANCE GERMANY GREAT BRITAIN HONG KONG SAR HUNGARY  INDIA INDONESIA ITALY KENYA LUXEMBOURG MALAYSIA MEXICO NEW ZEALAND NETHERLANDS PERU PHILIPPINES POLAND ROMANIA  SINGAPORE SLOVAKIA SPAIN SOUTH AFRICA SOUTH KOREA TAIWAN THAILAND TURKEY DUBAI, UAE VIETNAM		 PARTNER LOCA- TIONS INCLUDE:  BANGLADESH CANADA DENMARK FINLAND ISRAEL JAPAN NORWAY PAKISTAN RUSSIA SWEDEN SWITZERLAND USA
 PROJECT LOGISTICS	 AUTOMOTIVE LOGISTICS	 HAZARDOUS-MATERIAL STORAGE		





# Knowing how things work

All over the world, our customers can count on us. Our employees are conversant with the standards and examine goods closely before selecting the mode of transportation or place in the warehouse for them. Communication is paramount here.





# A new TMS for efficient supply chain management

To safeguard operational excellence, Logwin continuously invests in its operational infrastructure. With the introduction of a new transport management system at the Air + Ocean locations around the world, this strategy is currently enjoying a pronounced innovation boost.

The efficient recording and management of all process data and the high level of integration for the new transport management system increase

transparency throughout the supply chain. All processes are monitored automatically. Error rates due to inconsistency and process faults are being

dramatically reduced. This offers the customer the benefit of above-average information reliability for their planning. Data management and operation take place in Logwin's own global network and data centers. For this purpose, years of considerable investment in hardware resources took place for the company's IT in Luxembourg and Asia. The new solution offers efficient compliance functionalities. Together with the high level of data transparency, this supported Logwin's characteristically excellent integrity level. The sophisticated functionality and user-friendliness efficiently guarantee daily work.

pioneering efficiency and process standards is incorporated. Logwin decided to pursue this step with the utmost consistency. As part of a company-wide mobilization, processes were redefined, interfaces created, IT infrastructure modernized, and global training conducted.

A successful introduction to the new infrastructure ensures and increases quality and productivity in current customer relations. Above all, Logwin is applying a fully scalable framework that will incorporate future growth with absolute process security.

## Process innovation

Implementation is far more than a software update. With the switch to a leading transport management system, the establishment of





# Global rollout has begun

35 countries,  
133 branches,  
2,100 users,  
**1 TMS**

The new transport management system will be introduced throughout the Logwin Air + Ocean organization. This comprises a global network of 35 national organizations with a total of 133 branches and 2,800 employees. The scale and internationality of this implementation is also reflected in the almost 40-strong project team made up of colleagues from Germany, Italy, Poland, the Netherlands, Spain, China, Malaysia, South Africa, Singapore, India, Australia, and Brazil.



Italy



Taiwan



Netherlands



France



Vietnam



Austria



Spain

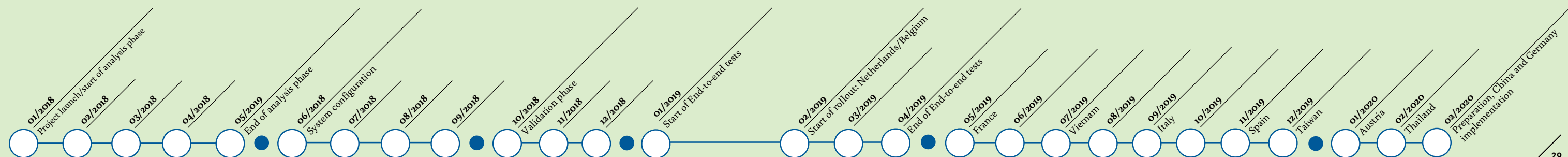


Belgium



Hong Kong

## Project milestones





## Space and expertise for omni-channel fulfillment

In Traiskirchen (Austria), Logwin operates a logistics center with around 30,000 sqm of storage space. Here, challenging contract logistics projects from the automotive, bike, retail, and fashion sectors are processed. For high-quality hanging garments in particular, as well as bikes, we provide countless value-added services such as labeling and ironing or assembly work. Omni-channel and e-fulfillment are optimally supported by modern software solutions.





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# We live and breathe logistics

The satisfaction of our customers drives our daily work. You can expect us to do what we do well and with conviction. A positive attitude towards our work, our colleagues, and our customers forms the cornerstone of a corporate culture that is distinguished worldwide by integrity, respect, openness, and a willingness to help. We couple our commitment to exemplary business practice with the use of sustainable technologies that conserve resources.







## Taking responsibility

Sustainability is an essential foundation in our long-term business success. Here, we unite economic value creation with social and ecological responsibility. This triad corresponds to our understanding of what constitutes good and responsible corporate management.

### Our environment

DIN ISO 14001 certification and environmental training are part of our standard. But we do a little more than that! Logwin demonstrates growing commitment in the area of alternative drives, among other things. As an innovative partner for a large supplier of commercial vehicles, Logwin Austria is testing the use of

transporters converted to electric mobility for Vienna city logistics. And the development of electric filling stations at Logwin locations is also being consistently promoted and extended thanks to the incorporation of a photovoltaic system for an ecological fleet concept.

## Experience a willingness to help

A nice tradition at Logwin is tying staff events in with supporting social setups and goals. A lovely example of this was the end-of-year trip at Logwin Thailand. The first stop was the “Ban Huay Nam Nak” child development center near the border with Myanmar, which looks after 300 children of refugees from Myanmar. Alongside financial support from the company, our employees also spent weeks beforehand collecting toys and clothing.

You can find more information on corporate social responsibility at Logwin in the CSR report on our website.



## Global charity concept

Together, we make a difference each day – around the world! And we also want to get involved wherever we can help outside of our daily work. Be it transport assistance, support for child and care facilities, or aid organizations – we will help!

Within the scope of our newly published charity concept, Logwin employs two support

budgets. On the one hand, it supports employees in their voluntary commitments. On the other, Logwin continues to assist with international aid projects. Logwin has also requested that all employees around the world contribute suggestions. Here, too, close contact with our employees and the appreciation of their social commitment are very important to us.







## What unites us

We are increasingly characterized by success-oriented team collaboration in our daily work. Interdisciplinary teams around the world work on customer projects, IT projects, and projects to increase efficiency. This team spirit encourages employees to discuss, improve, and develop across disciplines, generations, and borders. Countless 20-, 30-, and even 40-year employee anniversaries around the world also bear witness to the high degree of continuity in our work.

Our code of conduct regulates the relationship with customers, suppliers, business partners, competitors, and authorities for all Logwin employees worldwide. It offers all employees a secure basis in terms of their daily behaviour and also serves as a compass for complex decision-making situations and conflicts of interest. Regular training and audits are part of the preventive measures in our compliance management system.

## Compliance gives us certainty

As a globally active company, Logwin is aware of the significance of 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 and respecting diverse cultures.

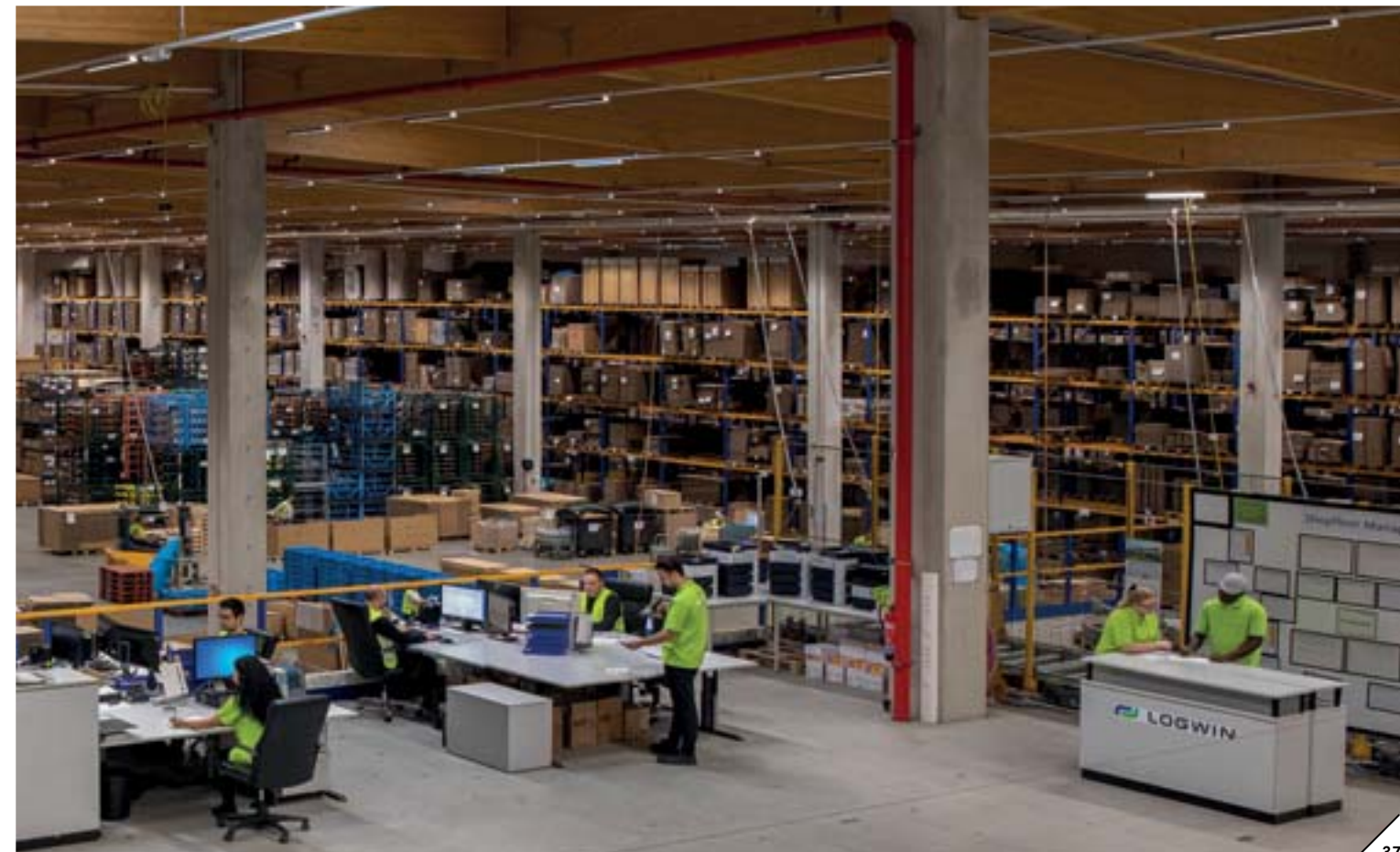
# What defines us

As a globally operating logistics service provider, we rely on dedicated and qualified staff who use their skill and ambition day in, day out to develop the best possible solutions for our customers. We are constantly on the lookout for talent around the world and can offer outstanding working conditions and a motivational corporate climate.

## What motivates us

Logistics is the lifeblood of modern production companies and consumer society. Those who work at Logwin have their finger on the pulse of our globally networked economy. We accept the associated challenges by investing continually in our IT, our locations, and our global logistics infrastructure. But what would technology and equipment be without the people who ensure punc-

tuality, reliability, and efficiency at interfaces throughout the supply chain? We at Logwin depend on people to courageously accept the tasks and seize the opportunities that our international business offers. Experts who know their stuff and perform good work in operational tasks, distribution, IT, and administration.





# Logwin offers a bright future

Communicating across continents and making a difference together: it is the diversity of our roles and areas of responsibility that makes working at Logwin so exciting. Our ongoing commitment and provision in terms of training, development, and qualification ensure that our employees can confidently and successfully rise to these challenges.



## Boundless possibilities

We systematically hone the skills of our employees. Whether for trainees or experienced members of staff, we offer a wide selection of training opportunities with our “Logwin Elements” development program, from internal seminars through to talent and leadership schemes. Learning never stops at Logwin.

On the basis of professional qualifications, functioning teams are fundamental to our performance. Diversity as a foundation – the makeup of our team could not be described more succinctly. Whether commercial experts, specialists, or university graduates – they all have their individual qualities that come together to keep a company like Logwin on a successful course.

## Talent promotion

In Austria, we were recently nominated as training organization of the year. Logwin is committed to training young people around the world. This is the only way to safeguard our success for the future. It matters to us that our young professionals familiarize themselves with our services and our customers – with all asso-

ciated requirements and processes – as soon as possible. Our training concepts not only cover specialist content, but also strengthen personal competencies and skills. With our international trainee program, we qualify selected talents for higher-level roles every year.





# Dedicated to the team

For us, it is a given that we create a framework in which our employees feel comfortable within the community by offering sporting and social events.



## Logwin racer on the move

Logwin regularly organizes health awareness days and provides global support for employee participation in sporting events.

Be it on land, water, or on a bike, Logwin teams take part in running events, bike races, and triathlon events around the world.

We are also pleased to be able to combine these kinds of sporting events with charity campaigns for a good cause. One of the many highlights was the global Wings for Life Run 2019 with Logwin teams via the app run and on-site in Munich. A further highlight was our participation in the Eschborn–Frankfurt bike classic, an all-entrants' bike race where we were able to casually meet numerous customers.

In 2020, too, mutual sporting events will take place around the world. We are delighted with each and every participant strengthening the Logwin racer team in the process.

If you are interested, please contact [sport-events@logwin-logistics.com](mailto:sport-events@logwin-logistics.com). We would be happy to provide more specific information on our events. You can find information at any time on the Logwin app.







# Office environments at Logwin

Modernity, aesthetics, order, and security form the basis for the best possible development. We also invest in new logistics centers and offices on an ongoing basis. These images offer insights into newly created spaces in our Vienna, Xiamen, Ho Chi Minh City, and Qingdao branches.







The Antonov 12 as a DIN A2 poster. We would be happy to send you a copy.



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

[pr-info@logwin-logistics.com](mailto:pr-info@logwin-logistics.com)

[www.logwin-logistics.com](http://www.logwin-logistics.com)