

## **Logwin in Dubai: ten years of success**

**Grevenmacher/Aschaffenburg** – Ten years ago it was a strategic decision, today it's a success story – Logwin founded a national company in Dubai in 2005, thereby laying the foundations for its involvement in the Persian Gulf region. Logwin's Dubai office opened ten years ago initially with seven employees and now employs 60 air and sea freight experts.

The Emirate of Dubai is becoming increasingly important from an economic perspective, and the boom there is being aided by major projects such as the international airport at Dubai World Central and the creation of free trade zones. Dubai has established itself as a centre for trade and services in the global market thanks to its central geographical location and is also an essential hub for the Gulf region. Dubai is also of importance to Logwin, serving as a strategically relevant bridge within the Logwin network of more than 180 locations and also as a training centre for Logwin employees.

### **Dubai as a hub**

Logwin has customers in a variety of industries, using the Dubai hub for air and sea freight shipments between Europe, Asia and Africa, and also within the Gulf region. 'We have been working with many of our customers since 2005 and have played an active part in the expansion of their business,' says Sumesh Nair, Country Director Dubai at Logwin Air + Ocean. 'With our many years of experience and our firm regional roots, we are able to serve both existing and new customers as a reliable logistics partner.'

Dubai's rapidly expanding market means there are great prospects for businesses in the future too. While it was the oil industry boom that made Dubai an economic centre up to the early 1990s, the Emirate is now focusing more on trade, real estate and the production and service industries. A lack of bureaucracy and a modern infrastructure encourage businesses to lay down roots in Dubai and to benefit from the Emirate's forecast growth. The investment climate was further boosted when Dubai won the right to hold Expo 2020. Dubai's logistics requirements are increasing, on the one hand thanks to strong domestic demand and on the other due to its central geographical location.

As early as 2008, Logwin opened a dedicated customs warehouse within Dubai Airport Freezone in order to be able to dispatch air freight consignments between Asia and Europe faster. 'Being dependent on speedy follow-up deliveries, it is in particular our customers in the automotive, fashion, pharmaceutical

and food industries who benefit from the accelerated processing of sea-air logistics and air-air services,' says Sumesh Nair.

### **Luxury items and large-scale projects**

Dubai's economic growth in the area of high purchasing power is also evident in the trade and consumer goods sectors, where branded goods and luxury items are currently in great demand. Logwin ships a large proportion of these products from suppliers in Europe and Asia to the shopping malls of Dubai.

Logwin is also a reliable partner for project logistics and Logwin in Dubai regularly carries extra-large or heavy consignments, be they mechanical components for power plants, systems for the oil and gas industry or entire water treatment systems. 'We use special equipment for these consignments and we see to all the formalities such as registration and route closures,' says Sumesh Nair. 'We have made a name for ourselves in the United Arab Emirates among other things with large-scale projects of this kind.'

### **International expertise**

The team in the United Arab Emirates is an international one – in addition to locals, the team members come from, for example, Germany, Hungary, India, Pakistan, Sri Lanka and the UK. Logwin has also set up its international staff training centre in Dubai. Carefully selected colleagues from all over the world spend three years here working their way through various positions of responsibility, which qualifies them to advance their careers with Logwin. Logwin promotes international exchange among and the intercultural skills of its teams by means of regular get-togethers and training sessions. Thanks to its convenient location, Dubai often plays host's to colleagues from Africa, Asia and Europe.

**About Logwin AG**

Logwin AG (Grevenmacher, Luxembourg) provides efficient logistics and transport solutions for its customers from industry and trade. In 2014 the group generated sales of 1.1 billion euros and currently employs about 4,300 staff. Logwin operates in all main markets worldwide and has around 180 locations on six continents. With its two business segments Solutions and Air + Ocean, Logwin AG is one of the leaders in the market.

The Logwin business segment Air + Ocean performs international air and sea transportation as well as customised and complex logistics solutions within its global network of locations.

Logwin AG is listed in the Prime Standard of the Deutsche Börse. The majority shareholder is DELTON AG, Bad Homburg (Germany).

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