

## **Gebrüder Weiss books persistent growth**

*The transport and logistics company closed the 2010 financial year with a provisional 17.8% increase in turnover compared to the previous year.*

**Thanks to positive market evolution, Gebrüder Weiss was able to significantly increase its net sales from the previous figure of EUR 830 million to around EUR 978 million. With a stable equity ratio of over 55%, Gebrüder Weiss is on course with its strategy of sustainable development.**

"The overall economic recovery following the crisis has doubtless fostered this welcome trend. Starting in March 2010 our order levels rebounded significantly", said CEO Wolfgang Niessner. "However, the good bottom line is also a result of consistently pursuing our corporate strategies. This includes the consolidation or strengthening of the CEEC land transport organisation and global expansion in the Air & Sea area", according to Niessner.

### **Solid growth**

Consolidated turnover in the land transport area grew by 11.8% to EUR 643.8 million. All investments planned for 2010, in total EUR 20 million, were implemented and two major building projects were completed. The logistics terminal in Senec (Slovakia) commenced operation in April, and the new terminal in Sibiu (Romania) was put into service in November. Other milestones in the expansion of the network in Central and Eastern Europe are planned, including the construction of a large terminal in Prague. Wolfgang Niessner: "We have done our homework so we can return to the market with new strength after the crisis. In December 2010 we received a top credit rating from the Vienna office of Dun & Bradstreet – as one of only 5% of Austrian companies. We regard this as additional confirmation of our sound company development combined with a growth path."

Finance Director Wolfram Senger-Weiss added: "We wish to act and grow in a sustainable manner, which is why we are adhering to our long-term investment policy. This includes building new, modern logistics facilities as well as investing in mergers and acquisitions. In 2010 we again increased our majority interest in the former Eurocargo in Serbia, a freight forwarder that now operates under the name Gebrüder Weiss."

More good news is that cash flow has returned to the pre-crisis (2008) level of well over EUR 50 million, and the equity ratio is over 55%. Furthermore, the group's net product rose by 11.5% to EUR 310 million, putting it close to the 2008 level.

The staff level has remained stable at 4,414 and almost reached 4,500 again by the end of the year. In 2010, Gebrüder Weiss employed 168 apprentices and received a State Distinction Award for its extraordinary achievements in apprentice training.

### **Long-term strategy**

As in past years, in 2010 the existing networks and structures were further developed and improved. For example, a significant step in the direction of expanding the network was made with the acquisition of a minority interest in Diehl, a freight forwarding company in Baden-Württemberg, at the start of last year. Inside the company numerous improvement and innovation processes were initiated, leading to new product concepts and marketing projects that are now being implemented.

The company continues to pursue its efforts on the sustainability front. As the leading Austrian transport and logistics service provider, Gebrüder Weiss drew up its 2010 sustainability report in conformance with the internationally recognised standard and has been distinguished with the GRI quality seal. Implementation of additional measures is also on the company's action list. Austria's first climate-neutral logistics building in Wörgl (Tyrol) recently celebrated its official opening.

### **Constant factors**

In 2010 the Gebrüder Weiss parcel service, which provides DPD services in most Austrian regions, once again confirmed its status as a constant success factor. "We were able to boost the consolidated turnover to EUR 117.6 million, 2.5% more than last year", said Board member and Divisional Director Peter Kloiber. "Our subsidiary inet-logistics, which increased its turnover by more than 11% and closed out 2010 with sales of EUR 7.9 million, also developed very positively", added Kloiber. The logistics consultancy firm x|vise maintained its previous year's performance at EUR 1.1 million. Tectraxx, the high-tech logistics specialist within the Gebrüder Weiss group, bettered its previous year's performance by over 4% to EUR 13.8 million.

### **Global network**

The Air & Sea area also emerged from the 2009 crisis with clearly renewed vigour. The consolidated turnover in 2010 was EUR 216.8 million, corresponding to a 57.5% increase in turnover. Global shipment figures rose by 17% compared to the previous year. Air & Sea Director Heinz Senger-Weiss welcomed this development: "The successful integration of

Weiss-Röhlig India into the global network of Gebrüder Weiss was especially important for us. We are now expanding our activities in this exciting market. We also opened a new operational site in Atlanta and two new sites in China." He sees additional potential in the Air & Sea area for the future: "Our global network is growing, and we are working with our partner Röhlig, with whom we celebrated our tenth anniversary last year, to consistently expand our activities in Asia, South America and the Middle East. We're also in good shape in CEEC."

**Picture (source: GW)**

From left: Peter Kloiber, Wolfram Senger-Weiss, Heinz Senger-Weiss, Wolfgang Niessner (CEO).

**The Gebrüder Weiss group**

The Group, with headquarters in Lauterach (Vorarlberg, Austria), has around 4,500 employees at 156 locations worldwide. The global network consists of branches, operating facilities and locations in Austria, Germany, Switzerland, Italy, Hungary, the Czech Republic, Slovakia, Slovenia, Croatia, Bosnia-Herzegovina, Serbia, Romania, Bulgaria, Macedonia, the Ukraine, the United Arab Emirates, India, China, Hong Kong, Singapore, Taiwan, Thailand, Japan, the USA and Canada.

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