

## **Stability with Gebrüder Weiss**

*The transport and logistics company ended the last business year with an increase in turnover of just below 4.5 percent*

**Vienna, 11 March 2009 – Gebrüder Weiss (GW) has recorded moderate growth with a preliminary turnover of EUR 990 million, acquired primarily during the first three quarters. All of the planned investments of around EUR 49 million were implemented with a stable equity ratio of over 50 percent. Cash flow lies significantly above EUR 50 million.**

“The healthy financial basis of Gebrüder Weiss is of particular significant during these difficult times. We are approaching the current challenges with courage, consistency and confidence” says chairman of the board, Wolfgang Niessner. “Initial calculations reveal that we made a net turnover of EUR 990 million last year. This means a growth of 4.5 percent” continues Niessner.

Looking at this value creation in detail: the largest share of 40% was gained by the surface transport division, of which 28% was accounted for by international surface transport. An additional 13% was generated by the air and sea freight transport. The logistics division also played an important role, accounting for 26%. In addition to shipping and logistics, the parcels division forms an additional component of the company’s success. The Gebrüder Weiss parcel service offers DPD services in most Austrian states. “Last year, we increased out parcels turnover to EUR 126.2 million” says head of department Peter Kloiber.

### **Programme of investment remains unchanged**

“We are continuing with our EUR 100 million investment programme in Central and Eastern Europe for now. This year, we are opening a new logistics site in Bucharest and Senec. Concepts for Belgrade, Sofia and Zagreb are in the testing phase and we will reach a decision this year” says the chairman of the board. Overall, an investment of EUR 34 million is envisaged for this year. A new logistics terminal in Maria Saal will also be finalised in Austria and part of the company headquarters in Vorarlberg will move to a new site.

Financial director Wolfram Senger-Weiss, who is also responsible for the Mergers and Acquisitions department, adds: "As part of our organic growth strategy, we consider company take-overs to represent a sensible option for expansion. Last year, we expanded our presence on the Swiss market in particular. In Zürich, we took over the Freight Factory and Aersped at the start of 2008 as well as DescaTrans and MSV in Basel later in the year". In December 2008, the new GW logistics centre in Pratteln near Basel went on stream: "We now offer our customers a complete range of services on the Swiss market" continues Senger-Weiss. "We have also expanded our surface transport business on the Czech market with the take-over of the Hellman surface transport organisation" reports the financial director.

### **A reliable worldwide network**

Heinz Senger-Weiss, director of Air & Sea transport, is satisfied with the preliminary results for his division: "We achieved a joint turnover of EUR 294 million within the network with our joint venture partner Röhlig. The consolidated turnover of Gebrüder Weiss Air & Sea stood at around EUR 201 million for 2008". Last year, we placed particular emphasis on our strategic aim to promote the constant organic expansion of the GW structures. As a result, 2008 revealed an increase in employees of 14%. In Japan and Thailand, a new office has been opened in each of the capitals with German joint venture partner Röhlig.

Entry onto the Indian market forms part of the international network development programme for 2009. At the start of the year, Röhlig acquired a 50% stake in Tricon Shipping Pvt. Ltd. in Chennai. With 150 employees at 16 sites, this is one of the leading air and sea freight transport companies on the sub-continent. Gebrüder Weiss has been allocated half of the Röhlig stake and therefore holds 25 percent of the Tricon share capital. "This step means that we have established ourselves on one of the most important growth markets in Asia in the long-term" says the director for Air & Sea transport.

### **The Gebrüder Weiss Corporation**

Altogether, the Gebrüder Weiss Corporation, with headquarters in Lauterach (Vorarlberg, Austria), has more than 4,400 employees at 131 locations worldwide. The network involves offices in Austria, Switzerland, Germany, Italy, the Czech Republic, Slovakia, Hungary, Slovenia, Croatia, Serbia, Bulgaria, Bosnia and Herzegovina, Romania, the Ukraine, USA, Canada, the United Arab Emirates, Singapore, China, Japan, Thailand and Hong Kong.

### Capture (source: GW)

from left to right: Wolfgang Niessner (Vorstandsvorsitzender),

Wolfram Senger-Weiss, Heinz Senger-Weiss, Peter Kloiber.

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