

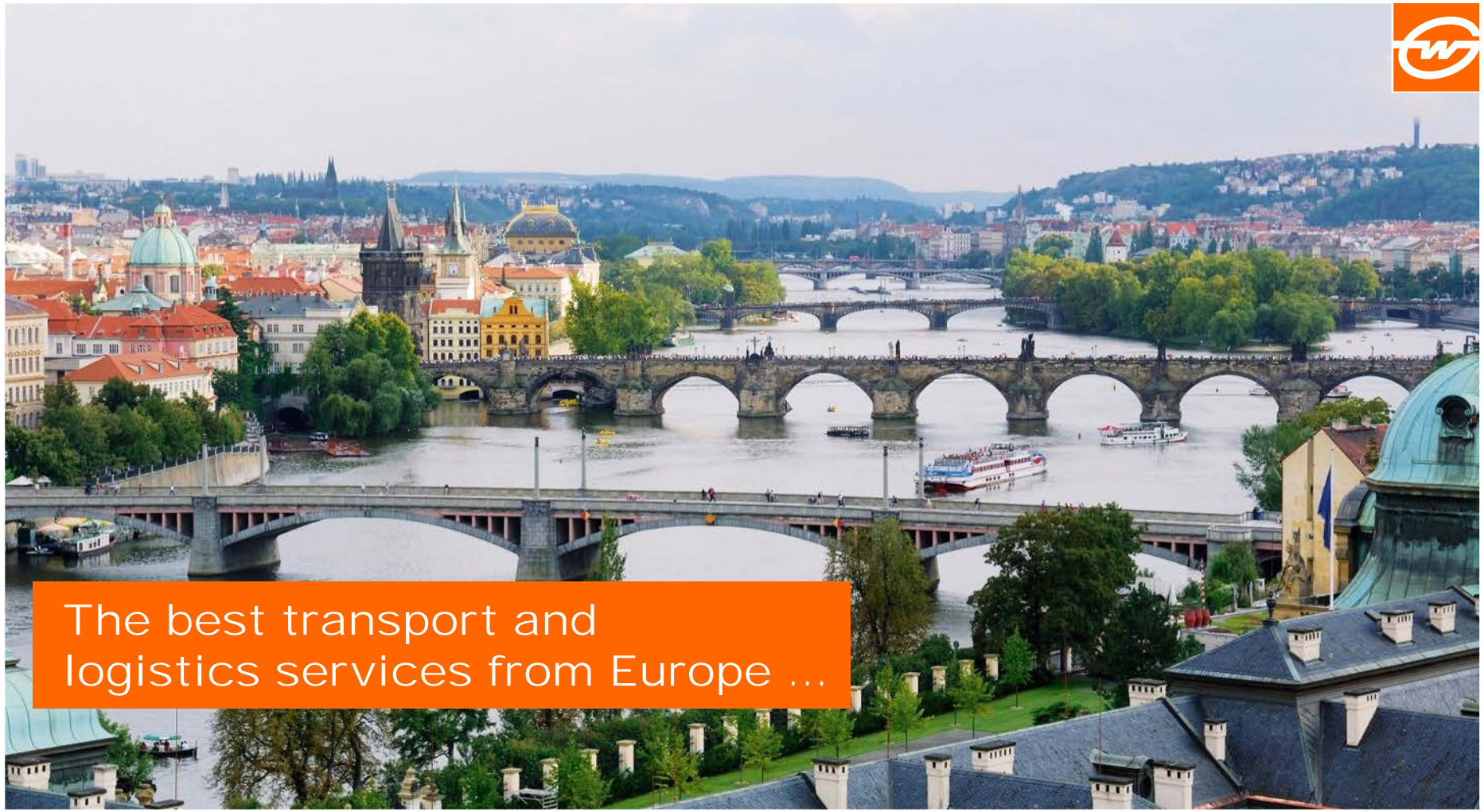


 **Gebrüder Weiss**
Transport und Logistik

GW bewegt

Welcome to the
ORANGE world.

THE GEBRÜDER WEISS GROUP



The best transport and logistics services from Europe ...



... to Asia.



The capacities to climb every summit.



Reaching global destinations.



Inspiring logistics solutions.



Efficiency by rail.



Limitless combinations.
Intelligent optimization.

THE ORANGE SERVICE PORTFOLIO





Gebrüder Weiss is the oldest transport company in the world.



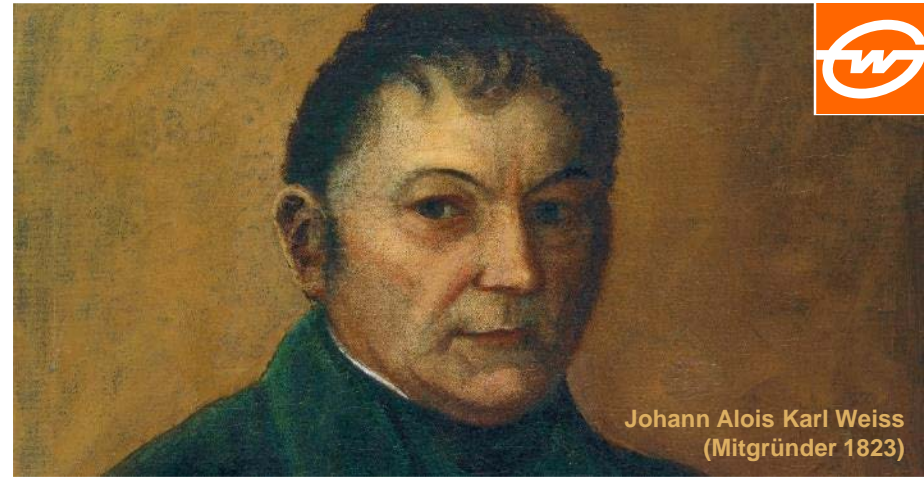
A LONG TRADITION

15th century

- The Milanese Courier from Lindau to Milan over the Alps, operated by the Spehler and later by the Weiss family, transports letters, goods and people regularly from 1474 onwards.

19th century

- In 1823, the three Weiss brothers found the Gebrüder Weiss company in Fussach.
- In 1872, company headquarters are relocated to Bregenz.
- Establishment of branches in Vienna and in Adriatic ports.



A LONG TRADITION

20th century

- Branches covering all parts of Austria
- From 1970 on: expansion throughout the German-speaking area. Internationalization and new facilities
- 1988: The parcel service DPD is established in AT.
- From 1989 on: opening up in Central and Eastern Europe and in China.

21st century

- In 2000 the Joint Venture Weiss-Röhlig is established.
- Expansion in Central and Eastern European countries, in the Far East, the USA, Canada, the UAE and India.
- 2005 generational change
- Austrian State Prize for the daily block train OCC



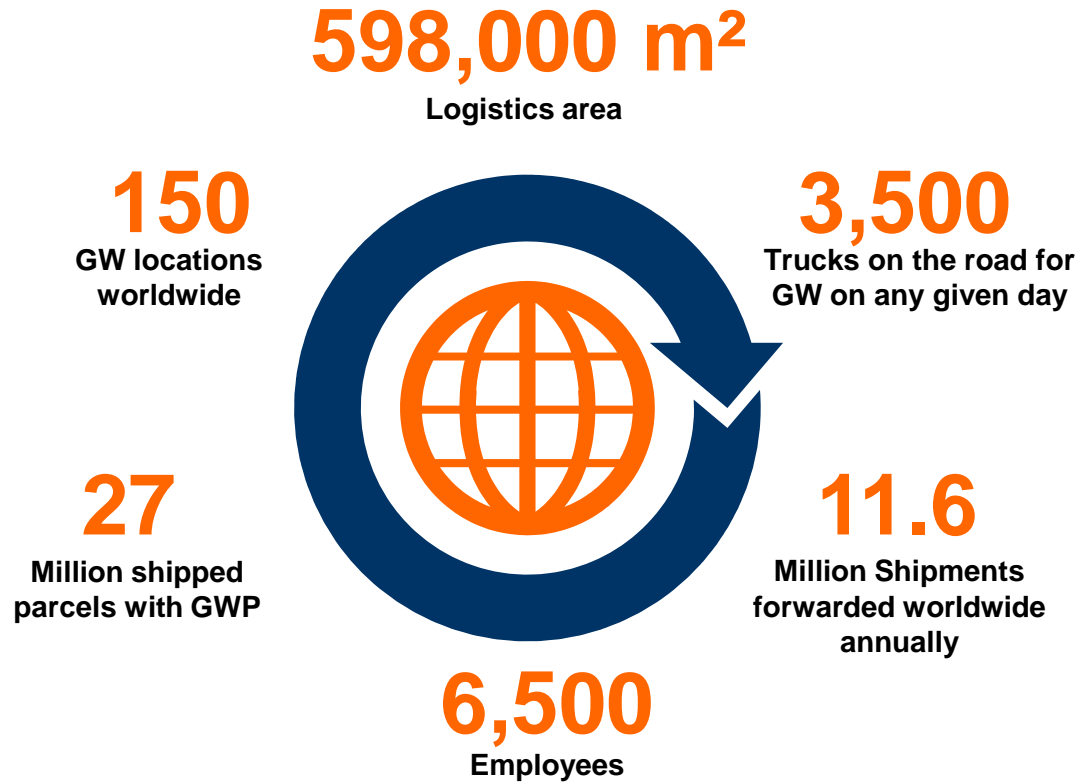
A LONG TRADITION

21st century

- 2011: With the purchase of the forwarding companies Diehl and Sprenger, GW continues to expand its presence in Southern Germany.
- 2013: Market entry in Georgia and takeover of transporting company Far Freight.
- 2014: GW opens branch in Turkey and Russia. Official start of the Joint Venture of GW and JIT with the main focus on automotive logistics in China.
- 2015: GW expands services in delivery to end-customers (B2C) as well as locations in Dubai, Singapore, Hall (AT), Esslingen (DE) and Sofia (BG). Heidi Senger-Weiss inducted into the Logistics Hall of Fame.
- 2016: New branch in Kazakhstan and continuation of the “Silk Road strategy“. GW becomes market leader in the area of Home Delivery service in Austria.



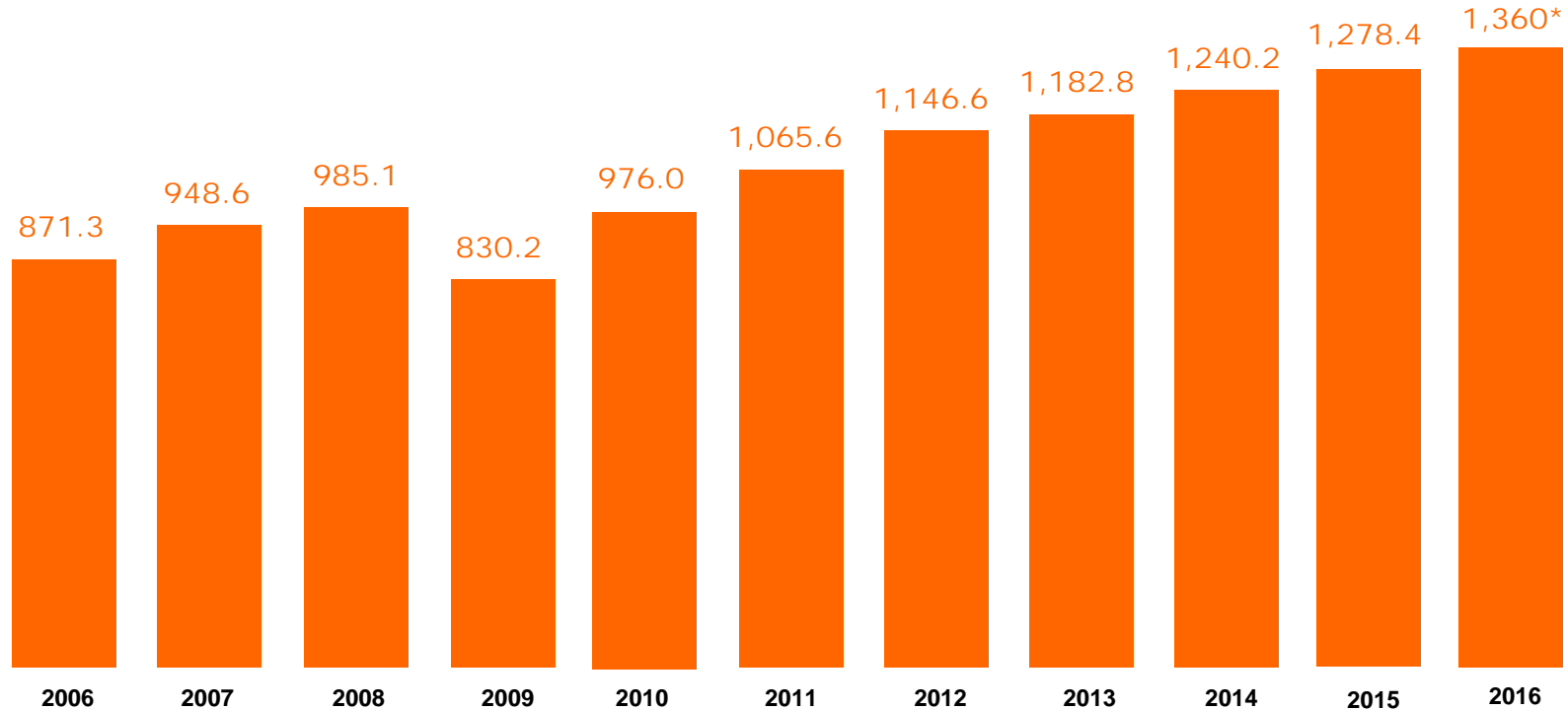
FACTS AND FIGURES



DEVELOPMENT OF NET SALES

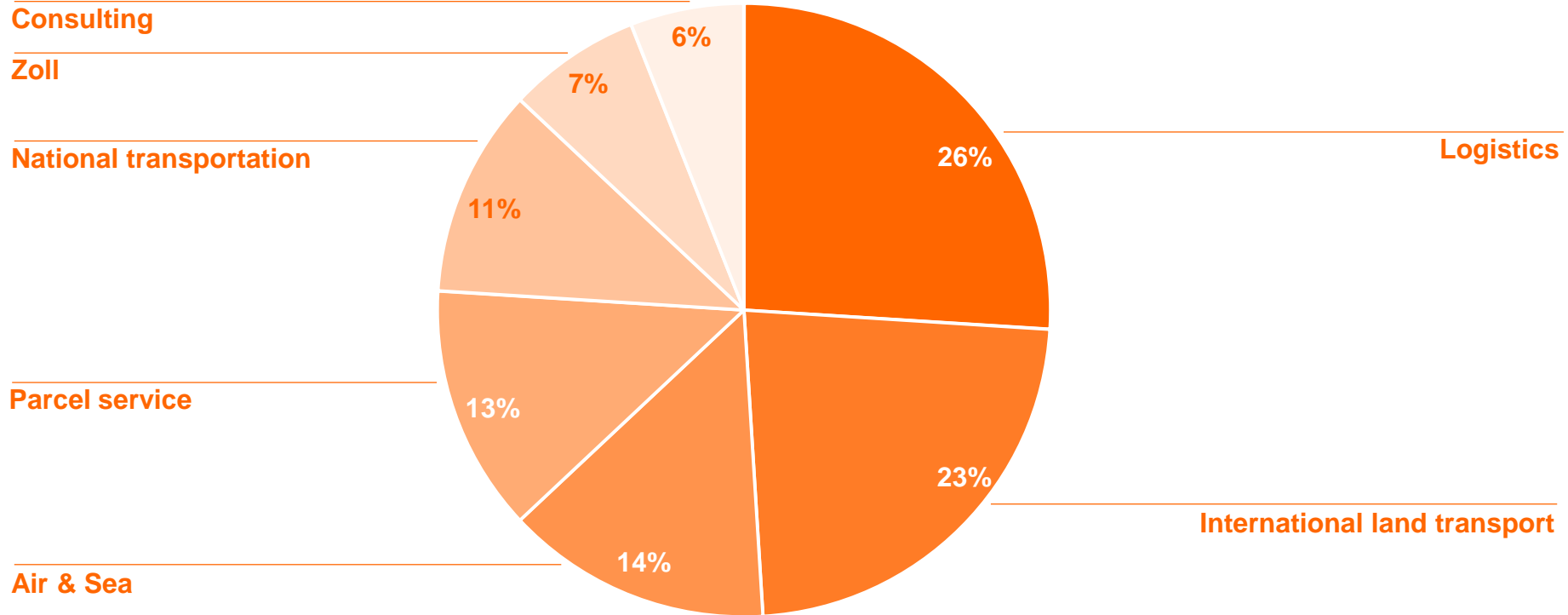


Net turnover in million euro



* preliminary

GROSS PROFIT SHARE PER ACTIVITY





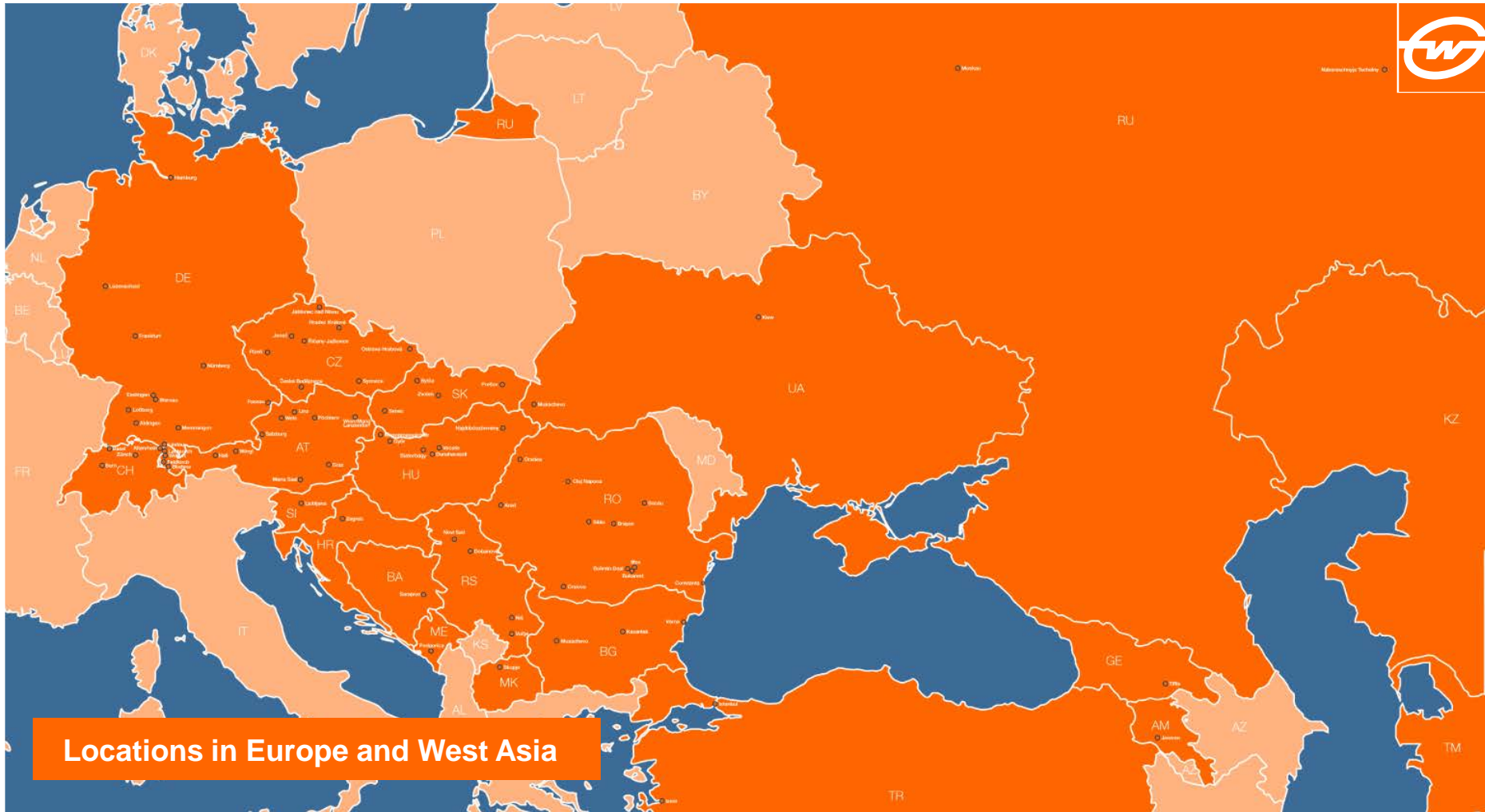
GW Management Board

THE ORANGE STRATEGY



Added value for customers.

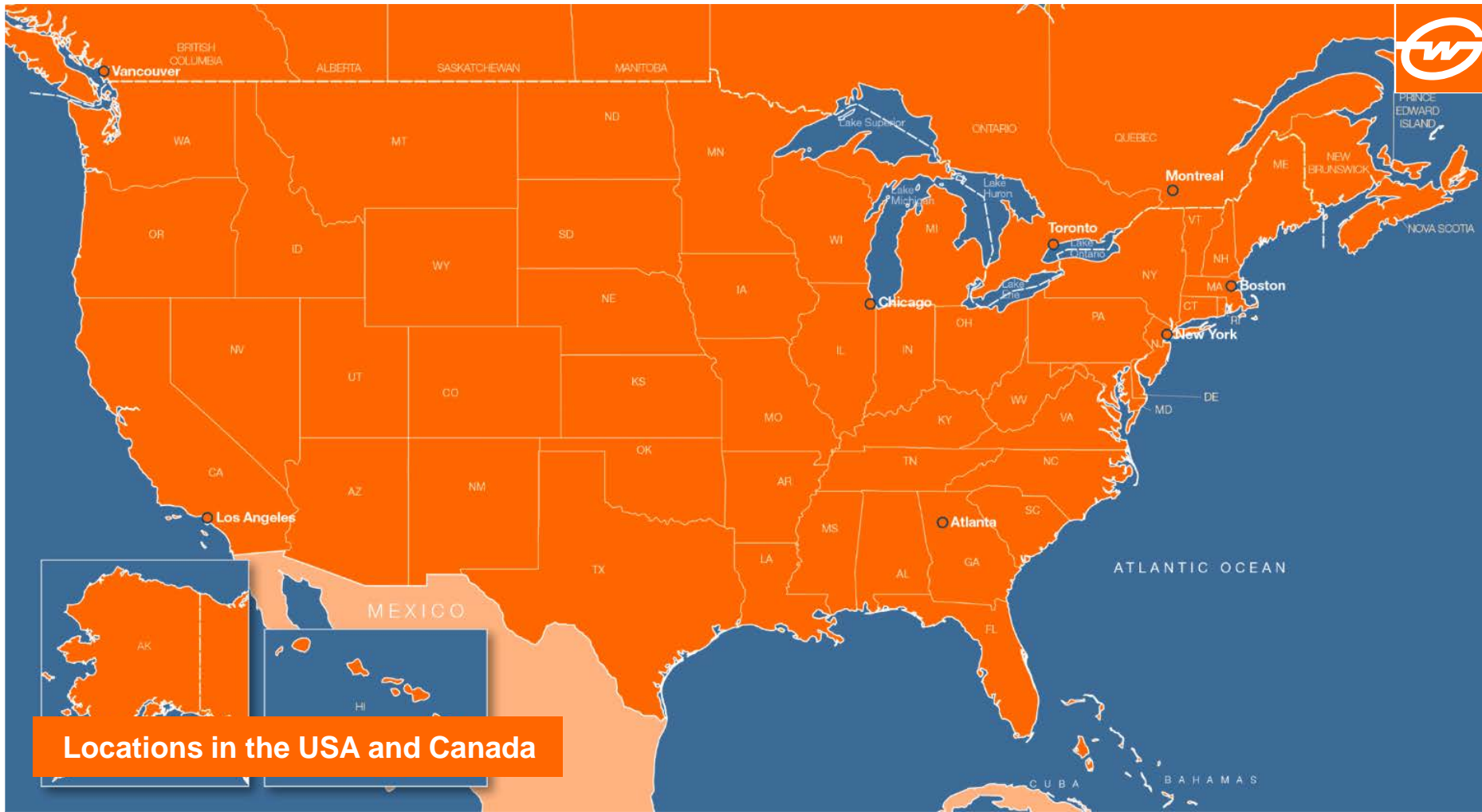




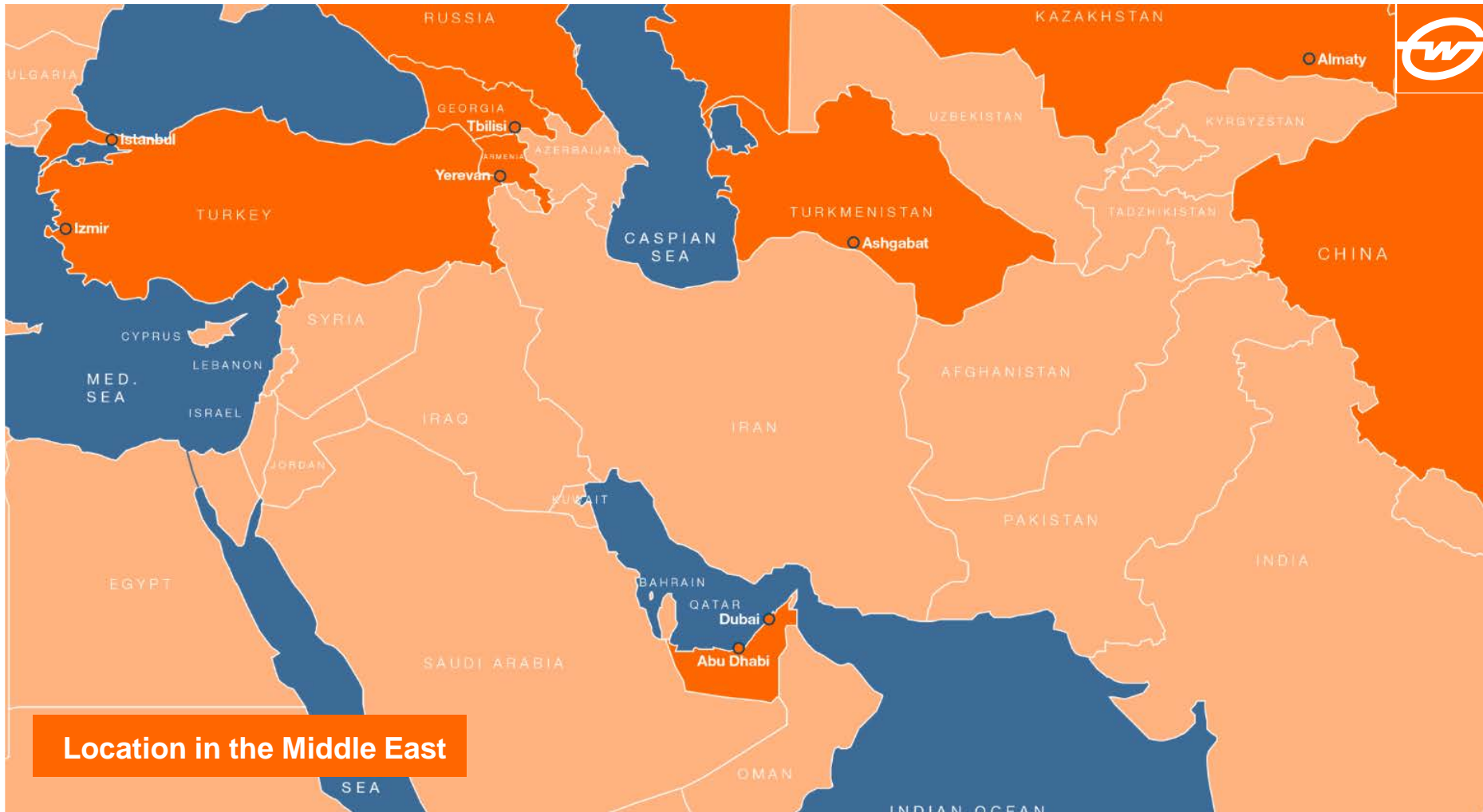
Locations in Europe and West Asia



Locations in Asia



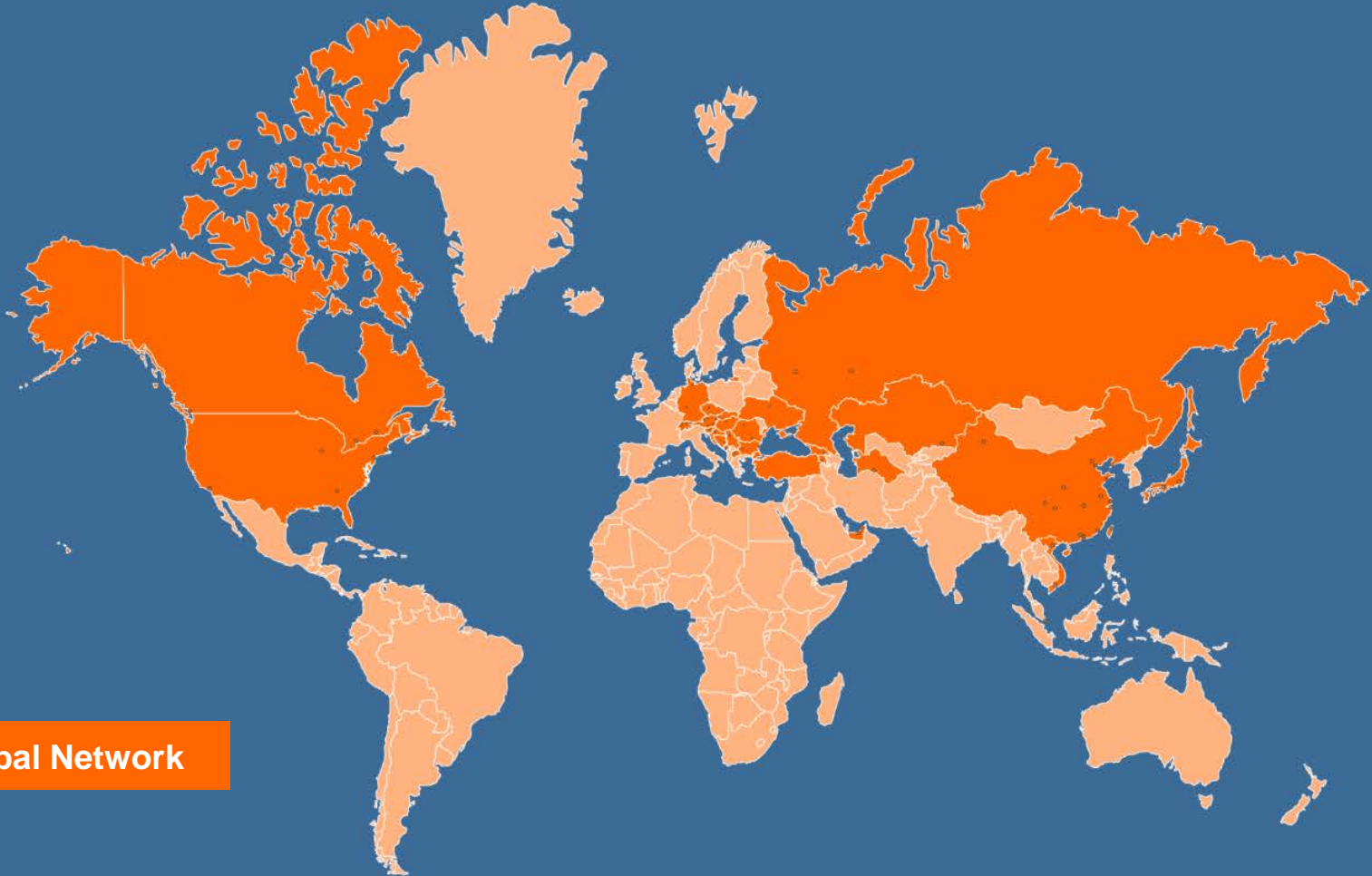
Locations in the USA and Canada



Location in the Middle East



Global Network



INTRACORPORATE DESTINATIONS

ICD – Seamless logistics

- Transnational shipments that always remain in the hands of GW
- For shipments to and from Eastern Europe – from Basel to Bucharest
- Made possible thanks to a closely-knit network of our own subsidiaries

Safe and quick route in any country

- Transport security thanks to seamless transfer within the GW Group
- Superior organizational and technical process standards in every country



SYSTEM ALLIANCE EUROPE

Europe-wide service from GW and partners

- European network of leading groupage freight forwarders
- 56 partners in 29 countries
- The highest possible quality standards, Track & Trace, lead-sealed transport units
- Alliance of strong national and regional freight forwarders
- Maximum market orientation and superior flexibility thanks to local expertise
- Seamless process flows ensured by certified quality management



NATIONAL DISTRIBUTION

Distribution solutions

- Distribution systems that offer many options throughout the entire Alps-Danube region
- From individual shipments to country-wide mass distribution
- From small parcels to shipments weighing tons

From express to very affordable options

- 24h standard transit time with GW pro.line
- Just-in-time delivery without transshipment with GW direct.line
- Reliable thanks to constant quality controls



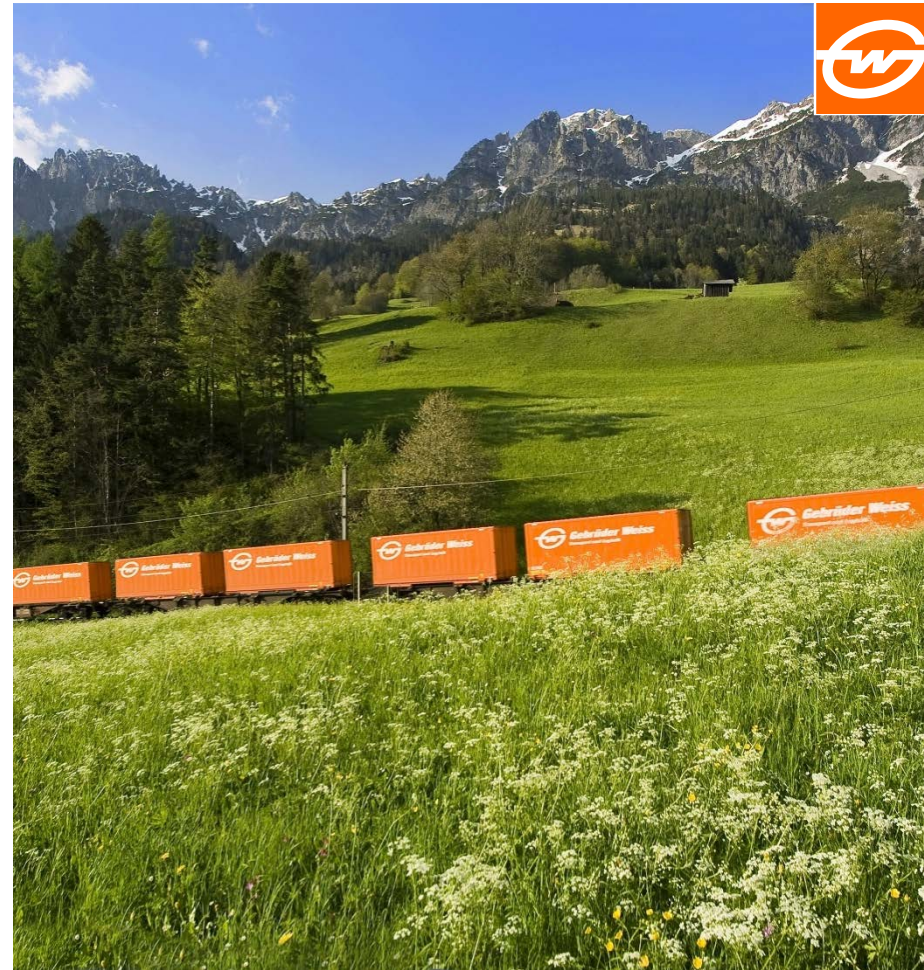
RAIL TRANSPORTATION

Rail transports

- For less urgent shipments with flexible arrival times
- All GW branches have a nearby rail access
- Pan-European transports

Fast – Safe – Inexpensive

- Large capacities
- Inexpensive freight costs
- No traffic congestion and environmentally friendly



AIR & SEA

Global logistics network

- Branches or joint ventures at key overseas locations worldwide

Everything – Everywhere

- Air and sea freight, import and export, all of Europe's key air and seaports

Logistics services the direct way

- Tailor-made logistics solutions, project and warehouse logistics



AIR & SEA

Comprehensive service for every need

- Risk minimization through seamless monitoring and door-to-door transport
- Regular groupage transport worldwide
- Economic combination of air/sea freight services
- Project shipments
- Special transports such as dangerous and refrigerated goods, valuables, perishable goods



IT SERVICES

Modern information management

- **Barcode**
Consistent shipment tracing
- **EDI**
Customized and electronic data exchange
- **iOrder**
Internet based dispatch
- **iSIS**
Internet based track and trace
- **OPAL**
Internet based arrangement of loading devices
- **eFactura**
Electronic exchange of invoicing data



LOGISTICS

Efficiency and added value

- **Procurement**
Realization of optimization potentials
- **Warehouse logistics**
Low fixed costs, no seasonal movements
- **Distribution**
For your goods, all ways are prepared
- **Fulfilment**
All from one source
- **Industry solutions**
Standardized modules and individual services
- **Individual logistics solutions**
Tailor-made customer concepts



BRANCH SOLUTIONS AND PARTNERS

Industry solutions

- Automotive logistics
- Fashionet
- High-tech
- leisure + sports
- Trade fair and removal logistics
- tectraxx

Partner alliances

- System Alliance Europe



SUBSIDIARIES AND JOINT VENTURES

Subsidiaries

- dicall
- DPD
- DTC
- GW Renewable Energy
- inet-logistics
- Rail Cargo
- TSSU
- WOAC
- x|vise

Joint Ventures

- EuroExpress
- GW Automotive Logistics





ADVANTAGES AND ADDED VALUE

- Greater flexibility
- Geographical proximity
- Personal advice
- Local expertise
- Global partner network
- The latest IT systems
- Quality based on commitment
- 500 years of experience





REFERENCES



BRIDGING EUROPE AND ASIA.

Along the Silk Road.





Experience for yourself how
GW moves