

## Press Release

### **Gebrüder Weiss records positive results for the year**

#### **1.28 billion euros net turnover in 2015 / Full-service logistics expanded in Europe and Asia**

**Lauterach, 16 March 2016.** In the fiscal year 2015, the international transport and logistics company surpassed the result of the previous year and successfully strengthened its position in several growth markets and sectors. With an increase of three per cent, the Corporate Group recorded a provisional net turnover of 1.28 billion euros (2014: 1.24 billion euros). "In spite of the tense economic situation in Europe, we continued to build on the steady development of the previous years by investing in facilities, products and human resources and created added value for our customers through intelligent logistics solutions. We are very satisfied with our performance," was how Wolfgang Niessner, CEO of Gebrüder Weiss summarised the result. At 56.7 per cent, the equity ratio rose slightly, guaranteeing the company substantial independence from credit institutes (2014: 54.3 per cent).

#### **Expansion in Asia**

The total volume of investments in 2015 amounted to 53.75 million euros (2014: 56.4 million euros). In addition to expanding locations in Central and Eastern Europe, Gebrüder Weiss intensified its operations in Asia, thereby strengthening its position as an international logistics provider. In Singapore, the company opened a new logistics terminal which, together with the locations in Dubai and Shanghai, bridged a geographical gap in Asia. "Our customers in Asia, too, can benefit from logistics services which comply with consistently high European quality standards, combined with specific regional know-how," says Wolfgang Niessner. An example of this is the joint venture, Gebrüder Weiss Automotive Logistics, which since it was founded at the end of 2014 has established itself as the Lead Logistics Provider (LLP) for several international automotive subcontractors and manufacturers.

#### **Focus on e-commerce**

The logistics specialist responded to the steady growth in online business by expanding its established eFulfillment solutions in a number of countries in Central and Eastern Europe. In this context, Gebrüder Weiss also added two-man handling and furniture assembly to its home delivery services (B2C), advancing to the position of market leader in Austria.

Furthermore, DPD's network in Austria grew to over 1,000 parcel shops. The Gebrüder Weiss parcel service (GWP) is a shareholder in DPD.

Overall, the overland transport and logistics business area increased its turnover by 3.9 per cent to 857.7 million euros (2014: 825.8 million euros). In 2015, the Air & Sea business area recorded growth of 2 per cent with a turnover of 293.9 million euros (2014: 288.1 million euros). In the parcel service (CEP) and New Business divisions, turnover was up one per cent.

### **From freight forwarding services to global supply chain management**

Last year, the Corporate Group was not only successful in transport and warehouse logistics but also made key strategic decisions regarding its development in the area of global supply chain management. "In order to fully exploit optimisation potential for our customers, we need to consider the complex value creation chain in its entirety and provide support through efficient consulting, planning and logistics expertise," explains Wolfgang Niessner.

### **Outlook 2016**

In 2016, Gebrüder Weiss intends to strengthen its leading position in Central and Eastern Europe and along the former Silk Road toward China and in other overseas markets. "We will continue to align our products and processes to the requirements of our customers and develop innovative solutions in order to keep up with the growing pace of digitisation," says Wolfgang Niessner. "In doing so, we will continue to place our faith in our highly trained and dedicated workforce whose commitment to Service Excellence is enthusiastically welcomed by our customers."

### **About Gebrüder Weiss**

With over 6,000 employees, 150 company-owned locations and a provisional annual turnover of 1.28 billion euros (2015), Gebrüder Weiss ranks among Europe's leading transport and logistics companies. In addition to its core business of overland transport, air & sea freight and logistics, the company also operates a number of highly specialised industry solutions and subsidiaries under the umbrella of Gebrüder Weiss Holding AG, based in Lauterach (Austria). This includes logistics consultancy firm x|vise, tectraxx (industry specialist for hi-tech businesses), inet-logistics (software solutions for TMS transport management), dicall (communications solutions, market research, training), Rail Cargo (railway transport) and the Gebrüder Weiss parcel service GWP, a shareholder in the Austrian firm DPD. This bundling of services allows the Corporate Group to respond to customer needs quickly and flexibly. Having implemented a variety of environmental, economic and social initiatives, the family-run company with a 500-year history is today a pioneer in sustainable business practices.

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