

Press release | 27th, March 2019

Further development of Industry solutions in 2018

- *A plus of 58 percent in warehouse space*
- *A plus 32 percent in turnover of Air + Ocean*
- *Again own Retail network in Austria*

Quehenberger Logistics systematically expanded its business as an industry specialist last year and consequently tackled the digitalisation of all business processes. Although the turnover fell short of the budget at 464 million euros, it was still possible to grow organically by 3 percent in 2018 - despite the closure of some subsegments. In the core areas even an organic growth of even 6.5 percent was generated. The Managing Partners CEO Christian Fürstaller and CFO Rodolphe Schoettel announced this in a media talk in Vienna today, Wednesday, March 27.

In the four main business segments FTL and LTL solutions, Contract Logistics, Air + Ocean and Transport Networks, there was an increase in the operating business succeeded. The Contract Logistics segment increased tremendously in the past year. The operated warehouse area was expanded by around 58 percent from 260,000 to 410,000 square meters. This year, with 500,000 square meters, the next barrier will be broken, explained CFO Schoettel. Among the outstanding new projects he counted the supply of a German car factory in Russia, the enlargement and expansion for a DIY customer in Romania with logistics services on 40,000 m² warehouse space and the distribution center for a tyre customer in Kazakhstan, where as well as in Poland own country organizations were founded in 2018.

Air + Ocean once again boosted turnover by more than 30 percent, with North America and the Far East being the strongest relations. The business unit launched Q Air Fresh, a new product that transports for example fruit from the plantation to the end customer via a guaranteed cold chain.

Germany performs with Fashion Logistics

The Fashion hub in Weiterstadt near Darmstadt is now the center for Fashion Logistics in Germany, said Fürstaller. From there, on the one hand, international Fashion brands are exported to their trading partners throughout Europe. On the other hand, locations in Berlin and Hamburg support distribution to German retailers. These Retail solutions, which Quehenberger also implements for other industries, can flexibly be adapted to the individual requirements of the customers. Quehenberger Logistics is constantly expanding this business area in Central Europe as well as in the East, due to a significant increase in demand. In Austria, therefore in 2018, the opportunity was seized to take over four locations with 65 employees of Q Logistics. Branch outlets for the textile, office supplies, gadgets, sports, shoe and health and beauty Retailers are handled via these locations.

Quality solutions for international SMEs and quality-oriented companies

Wherever quality-oriented supply chains are important, Quehenberger Logistics is getting more and more successful, reported CEO Christian Fürstaller. In the company's five main sectors - Retail, Fashion, Tyres, Automotive and Consumer Goods / FMCG – the Full-Service-Logistics Provider not only scores with knowledge of the business model, Quehenberger also developed a standardised industry solution for each industry. These solutions can be customised individually. Quehenberger Logistics clearly differentiates itself from the competition with this quality-oriented business model. Above all, the international small and medium-sized business, which itself usually pursues a focused quality strategy, is asking for this service and honours the partnership with Quehenberger Logistics accordingly.

E-truck tested in Retail Logistics

With the operation of an e-truck from MAN, the future of city logistics has begun at Quehenberger Logistics. After the first experiences of daily use during the past five months in the central region of Salzburg, Fürstaller is convinced that the vehicles are already very close to series production. In addition, from April 2019, three e-Transporters will be used in Vienna and Salzburg for shop deliveries. "It's about time to talk about sustainable city logistics on the last mile. Politicians are called upon to support the change in the mobility sector," said the CEO. Environmental compatibility and security of supply can be combined in an innovative way.

Digitalisation of Supply Chains

Operational specialisation is closely linked to the company's digitalisation strategy, explained Fürstaller. It is invested specifically and exclusively in areas with sustainable prospects. Since autumn 2018, Quehenberger Logistics has been working together with the consulting company Gartner to digitise the supply chains in the main business areas. That is, the business processes are mapped with digital tools and automated as far as possible. The aim is to increase productivity through streamlining and a consistent measurability of processes. A workflow-driven, automated and paperless internal and external administration and communication also provides additional customer benefits. Customers can expect an improved service, such as full transparency on the order processing or direct access to the extensive database from the business relationship. Quehenberger can also score as an employer with digitalisation. Many job profiles are gaining attractiveness. "Digitalisation is inevitable in logistics. I prefer being the first over the finish line rather than just a follower", Fürstaller stated.

Despite adjustment, organic growth

CFO Schoettel described the past financial year at Quehenberger Logistics as a bridge year: while the four key business areas were expanded and recorded very positive growth, activities with low prospects were consistently adjusted. In order to be able to drive forward the expansion in the direction of efficiency and quality, one must not only accelerate the strengths, but also eliminate the weaknesses, Schoettel pointed out.

The German location Dormagen was closed. Low-performing customer relationships were reduced. The Express segment was contributed into a cooperation with nox NachtExpress Austria.

The corporate unbundling and the new form of cooperation with the Q Logistics GmbH will enable both companies to focus on their core competencies. "We are convinced that the specialisation in our core industries and the return of resources to our own operations will further enhance the performance and quality of our services," says CFO Rodolphe Schoettel.

Outlook and strategic direction

The current year 2019 will be characterised by qualitative growth, announced Fürstaller. Quehenberger Logistics will concentrate its resources consistently on the defined industries and the four core business areas. For one of the largest customers in Tyre Logistics we will continue to expand and set up an own organization in Scandinavia for the first time in the company's history.

Close to your business.



About Quehenberger Logistics

Quehenberger Logistics is a Full-Service-Logistics Provider and specialist for holistic industry solutions for industrial – and trading companies with a focus on Central – and Eastern Europe. The owner-operated, medium-sized company, based in Strasswalchen near Salzburg employs 3,050 employees at 85 locations in 20 countries. The company's quality-oriented corporate strategy focuses on digitalisation and automation.

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