

Press release

Gebrüder Weiss demonstrates resilience

The international logistics company posted net sales of 1.77 billion euros during the past financial year / Key milestones achieved in digitalization, sustainability and global network growth

Lauterach, March 16, 2021. The international transport and logistics company Gebrüder Weiss posted net sales of 1.77 billion euros in its 2020 financial year. This represents a year-on-year increase of 3.7 percent (2019: 1.71 billion euros). As such, the company continues to drive the growth it has been generating in previous years. "Key to our positive development was the fact that we remained flexible and fully operational during the Covid-19 crisis – at all of our locations worldwide. We retained our ability to provide the transport solutions our customers need, despite repeated lockdowns and global cargo space shortages. Our employees have performed outstanding work under difficult conditions," says Wolfram Senger-Weiss, Chairman of the Management Board at Gebrüder Weiss.

Best of both worlds: Digital strategy proves its value

The company set a milestone in its ongoing digitalization when it launched the new customer portal myGW in 2020. The online platform offers fast, direct and straightforward access to all Gebrüder Weiss services while providing real-time status information. "Our digital strategy 'Best of Both Worlds' – by which we mean the combination of physical and digital competence – has proven itself above all during this crisis. We have been able to underscore our reputation as a reliable and innovative logistics partner. The positive customer feedback has reaffirmed our strategic direction," says Wolfram Senger-Weiss. The customer portal is currently operating in Austria, Germany, Switzerland, Hungary, Slovakia and the Czech Republic. A rollout into further countries is planned for this year.

Worldwide network expanded

The year 2020 also saw Gebrüder Weiss make renewed progress in strategically extending its global reach: in the air and sea freight division, Gebrüder Weiss added locations in Germany and entered the markets in Poland, South Korea, Malaysia, Australia and New Zealand. "Given the restrictions on travel, the expansions were all implemented remotely. This involved daunting challenges for the various teams – which they managed well using digital communication tools," says Senger-Weiss. The international network now comprises a

workforce of 7,400 employees (full-time equivalent) at 170 locations in 35 countries. All in all, the logistics company invested more than 70 million euros in expanding and extending its terminal network and in IT infrastructure, as well as in acquisitions. The equity ratio again exceeded 60 percent, a major reason behind the company's strength and ability to continue evolving despite adverse conditions.

Focus on sustainability: CO₂ neutrality by 2030

Clearly defined goals are also a hallmark of the Gebrüder Weiss sustainability strategy: with CO₂ emissions set to be reduced by ten percent annually, the company aims to be CO₂ neutral by 2030. The measures taken include the installation of further photovoltaic systems at its own logistics terminals, coupled with increasing the use of alternative drive technologies such as electricity, gas and hydrogen for trucks. Since last year, Gebrüder Weiss has also been offering customers the option of offsetting their carbon emissions with support for certified climate protection projects.

The diverging development at the company's individual divisions reflects the economic volatility of the past year. Given the various restrictions and the closures of some customers' plants, especially during Q2, the land transport and logistics division saw its sales decline by 4.3 percent to 1.10 billion euros (2019: 1.15 billion euros). Higher demand in online retailing produced a 29 percent increase in home delivery consignments (1.37 million consignments in 2020) – an area in which Gebrüder Weiss is the market leader in Austria and several Eastern European countries. At 470 million euros, sales in air and sea freight were up by 23.7 percent (2019: 380 million euros). Along with a strong business performance, most notably in the air freight sector, the acquisition of Ipsen Logistics had a positive impact. Against a backdrop of severe challenges, DPD Austria, which is partly owned by the Gebrüder Weiss parcel service, delivered more than 57 million parcels. This increase of more than ten percent was successfully managed despite the coronavirus crisis.



Caption: The Gebrüder Weiss Management Board (left to right): Jürgen Bauer, Peter Kloiber, Wolfram Senger-Weiss (Chairman) and Lothar Thoma (Source: Gebrüder Weiss / Gnaudschun / February 2020).



Caption: Wolfram Senger-Weiss, Chairman of the Gebrüder Weiss Management Board. (Source: Gebrüder Weiss / Gnaudschun).



Caption: During the past fiscal year, the logistics company posted preliminary net sales of 1.77 billion euros. (Source: Gebrüder Weiss).

About Gebrüder Weiss

With more than 7,400 employees, 170 company-owned locations and a provisional annual turnover of 1.77 billion euros (2020), Gebrüder Weiss ranks among Europe's leading transport and logistics companies. In addition to its core business of land transport, air & sea freight, and logistics, the company operates a number of highly specialized industry solutions and subsidiaries under the umbrella of Gebrüder Weiss Holding AG, based in Lauterach (Austria) – including the logistics consultancy firm x|vise, tectraxx (industry specialist for hi-tech businesses), dicall (communications solutions, market research, training), Rail Cargo (railway transports), and the Gebrüder Weiss parcel service GWP, co-shareholder of the Austrian company DPD. This bundling of services allows the corporate group to respond to customer needs quickly and flexibly. Today, having implemented a variety of environmental, economic and social initiatives, the family-run company with a 500-year history is also considered a pioneer in sustainable business practices.

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