



# cargo-partner Romania

your full range info-logistics provider

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company presentation

# Who we are and what's driving us forward

Our corporate culture is based on human values, performance and active partnership



"We add value to our customers' supply chains by performing as a strategic forwarding partner who creates customer-specific supply chain solutions."

**Stefan Krauter**  
Chairman, CEO



# cargo-partner: key financial figures (last update: 05/2022)

\* Numbers for group turnover 2021  
\*\* office counting based on operative/admin locations

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**4,000**

employees  
worldwide



**2,250**

mil EUR  
non-consolidated  
turnover\*



**1,806**

mil EUR  
consolidated  
turnover\*



**29%**

equity ratio  
(2021)\*



**+38**

years in the  
business  
(founded 1983)



**+40**

countries with  
local footprint  
(2021)\*\*



**+160**

operative offices  
and locations  
(2021)\*\*

# cargo-partner: what do we handle in our overseas division?\*

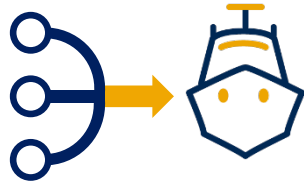
\* volumes are based on export/import figures without double counting of job files; last update: 05/2022

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318k

Sea Cargo FCL  
TEU



773k

Sea Cargo LCL  
CBM



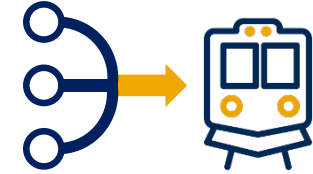
240k

Air Cargo  
tons



15k

Rail  
TEU

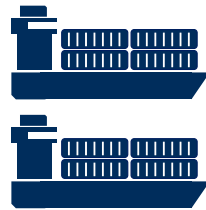


192k

Rail LCL  
CBM



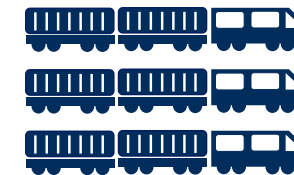
That would be like running a 5,25 km long path made out of containers every day



Our annual LCL volume stuffed in 20 feet containers would occupy two container ships (13.000 TEU vessels)



We fill-up 2,400 Boeing 747 freight planes each year



That would be the equivalent of 3 block trains of freight per week



This equals a 35km long block train ... a very long train

# cargo-partner: what do we handle in our overland division?\*

\* volumes are based on export/import figures without double counting of job files; last update: 05/2022

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502k

Road\*  
Shipments



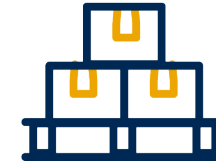
143k

Road FTL  
Shipments



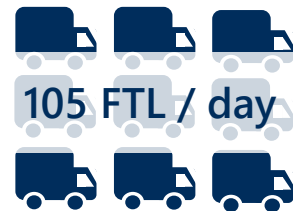
359k

Road Groupage  
Shipments



270k

Warehouse  
m<sup>2</sup>



105 FTL / day

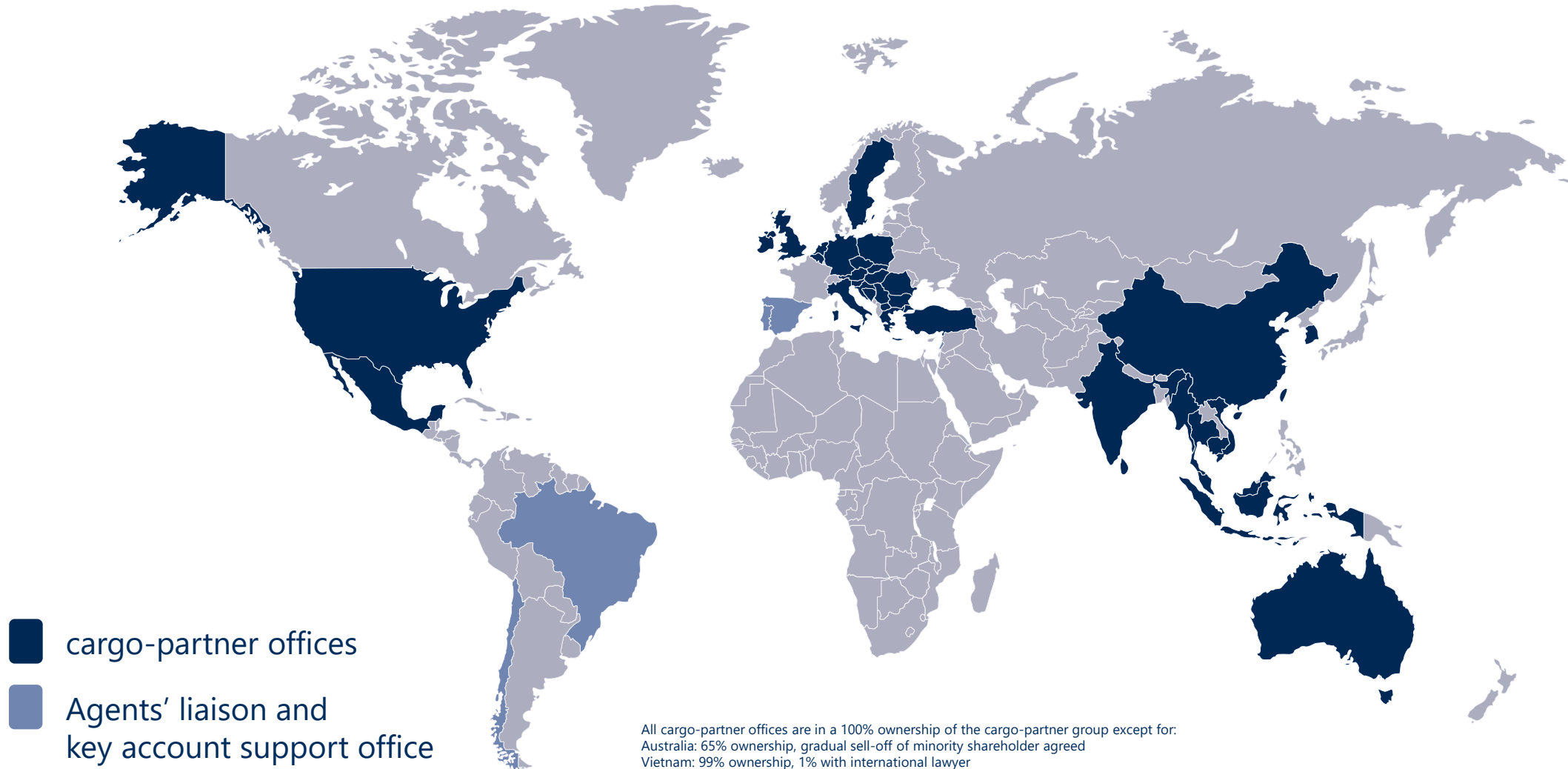
Every workday we deliver  
groupage equal to  
105 full truck loads  
(24to trucks, 13.6 LDM)



If we were to store  
the Cheops-pyramid,  
five would fit  
into our warehouses

# +4,000 employees in +160 offices in +40 countries take care of your shipments

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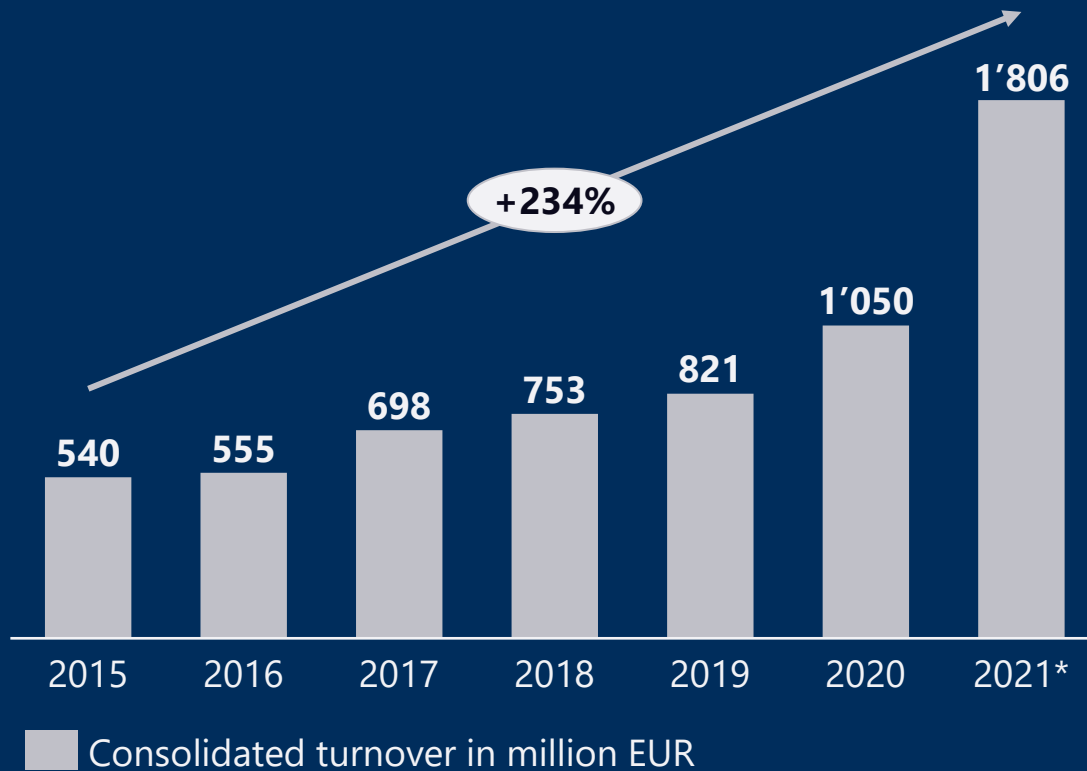
All cargo-partner offices are in a 100% ownership of the cargo-partner group except for:  
Australia: 65% ownership, gradual sell-off of minority shareholder agreed  
Vietnam: 99% ownership, 1% with international lawyer

# What have we already achieved?

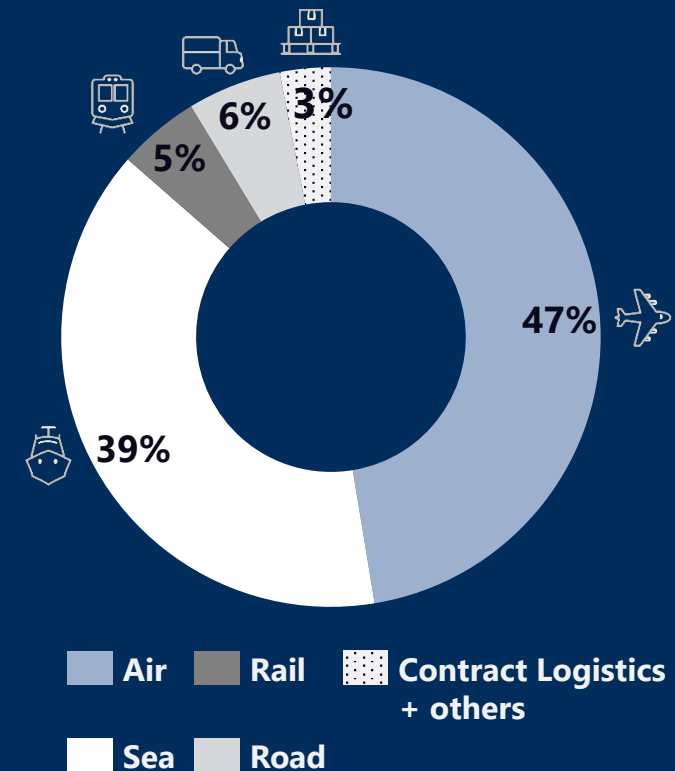
\* Numbers for group turnover 2021

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## Turnover trend (2015-2021\*)



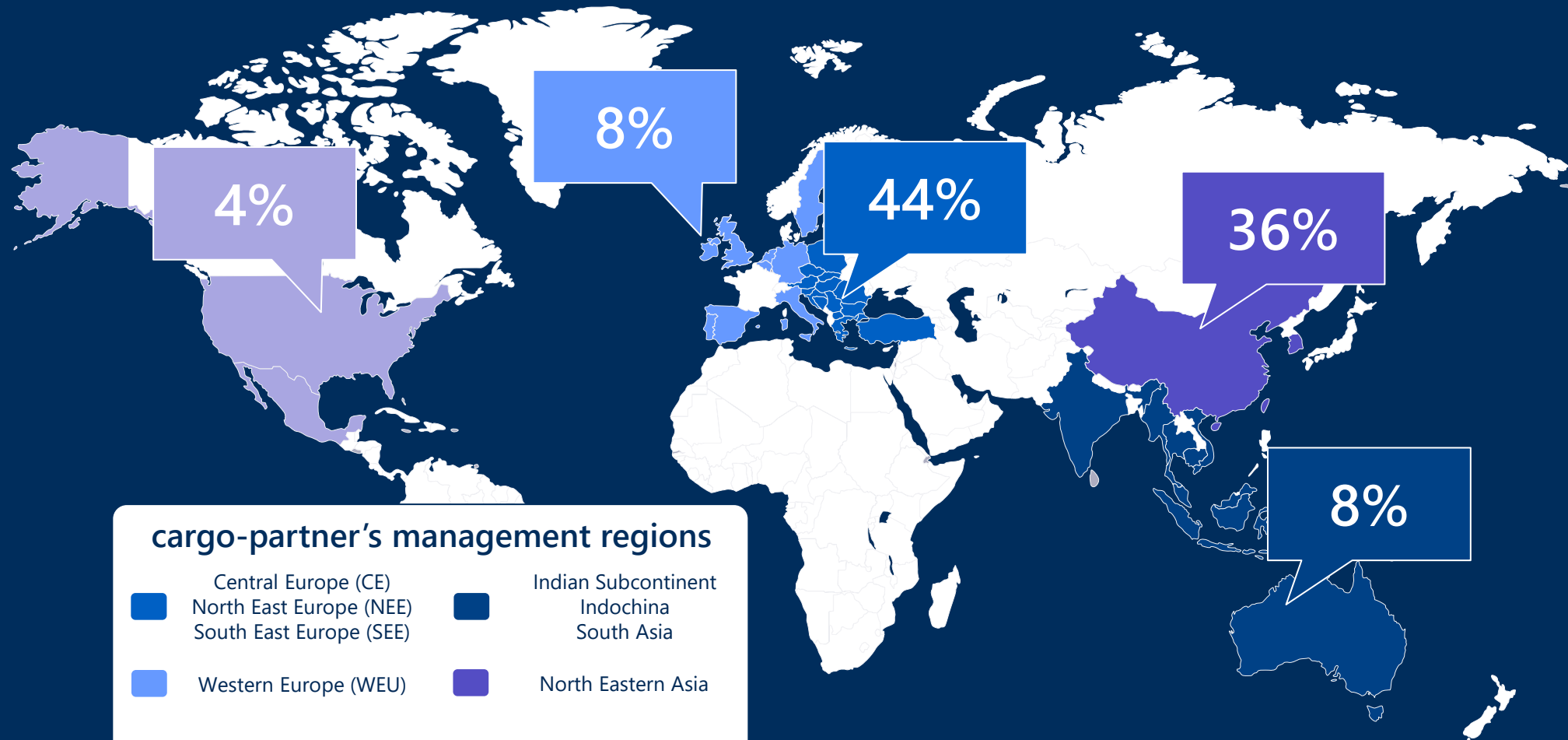
## Turnover split (2021\*)









# What is our global footprint? (geographic turnover repartition\*)

\* Numbers for group turnover 2021

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**cargo-partner's management regions**

 Central Europe (CE)	 Indian Subcontinent
 North East Europe (NEE)	 Indochina
 South East Europe (SEE)	 South Asia
 Western Europe (WEU)	 North Eastern Asia
 Northern America	



# Industry Solutions



## Automotive

Flexible JIT + JIS solutions  
Diverse packaging options, dedicated automotive  
warehouses, value-added services



## High-Tech + Electronics

Customized solutions  
Secure delivery/installation of sensitive and  
valuable machinery and equipment



## Pharmaceuticals

Strict quality control, unbroken cold  
chain service for the transport and  
storage of pharmaceutical products  
between -70°C and +30°C



## Foodstuff

Transport and warehousing services for  
all goods between -18°C and +25°C,  
including various active and passive  
packaging solutions



## FMCG

Personalized fast-moving consumer  
goods logistics services,  
cost-efficient sourcing options

# Sustainability forms an integral part of the cargo-partner operations and business principles

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100% green energy in our branches (in AT)



Wooden iLogistics Center in Fischamend, AT



Active participation in various employer branding programs\*



Social sponsoring and humanitarian projects



Environmental friendly transport alternatives



Sustainability through digitalization



Blended Wing Body Project



Environmental Management Certifications\*

\* Certifications and employer branding programs at country level, not global group certifications

# We are continuously improving our processes, standards and we can prove it

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- **ISO 9001\* & ISO 14001\***
- **ISO Pharma\***
- **IFS\* – International Featured Standard – Food**
- **GDP\* – Good Distribution Practice**
- **NMFTA – SCAC Certificate**
- **HQ SEA CTLT – Bond Verification Certificate**
- **QEP – Qualified Envirotainer Provider\***
- **AEO\***

## Memberships



\* Certifications and employer branding programs at country level, not global group certifications



**HERMES AWARD**  
Entrepreneur of  
the year 2021



**DVZ LEO Award**  
Entrepreneur of  
the year 2009



**Logistics Manager of  
the year 2020**  
(Verkehr)



**Customer & Supplier  
Awards (selection)**  
ZTE / COSCO / MSC / Lufthansa /  
Turkish Airlines and many more

# Long-standing partnerships with customers worldwide

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## Contact

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