

General Logistics Systems

PRESS KIT



Quality delivered by GLS!

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GLS Group: Quality delivered by GLS!

“Quality leader in European parcel logistics” is the guiding principle. GLS, General Logistics Systems B.V. (headquartered in Amsterdam), was founded at the end of 1999. Today, GLS provides reliable, high-quality parcel services and in addition specialises in logistics and express services for 220,000 customers throughout Europe, in 36 countries, through wholly owned and partner companies. Furthermore GLS is globally connected via contractual agreements. 32 central transshipment points throughout Europe and 680 depots are at GLS’ disposal. Every day 17,500 vehicles are on route for GLS. In the financial year 2007/08 some 13,000 employees of GLS handled 335 million parcels and the revenue amounted to 1.75 billion euros.

Secure network – sustainable consolidation

Through its own start-up companies, acquisitions and investments in other companies, GLS has created a stable European logistics network within a few years’ time. Consolidation of the network to form one unified European company with strong national representations continues. GLS invests in buildings, IT systems and technology - an ongoing process, which goes hand in hand with the optimisation of its performance indicators.

The keys to success: first of all, a quality management system that ensures high-quality, reliable European parcel logistics. Secondly, an IT solution that provides seamless data and information management on a European scale. In January 2006 GLS introduced the uniform European operative IT system “UniQue”, comprising all software and hardware components used by the company. Thirdly, standardised business processes throughout Europe, which in turn support quality and a reasonable price/performance ratio. Fourthly, a high level of flexibility paired with strong customer orientation. Locally, individual contact persons are available, who offer suitable solutions for specific requirements of the customers, catering for local market requirements. All in all, a clear concept which is based on precise performance parameters.

Harmonised product and service portfolio

In the three areas “Products”, “Services” and “Solutions” (products in the field of logistics) GLS has been establishing a homogeneous, transparent basic product and service portfolio across Europe since April 2006. The basic range for national and cross-border services is supplemented by country-specific offers. Both GLS network and services meet the requirements of the Pan-European market.

Status: May 2008

GLS Group: facts and figures

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Products & Services	Parcel, Logistics & Express Core business: B2B parcel services
Founded	1999
Management Board	Rico Back, Chief Executive Officer James Rietkerk, Chief Financial Officer Klaus Conrad, Chief Operating Officer
Revenue	€ 1.75 bn. (in FY 2007/08)
Shipment volume	335 million parcels (in FY 2007/08)
Hubs	32 central transshipment points
Depots	680
Staff	13,000
Delivery vehicles	17,500
Long-distance trucks	2,200

Via its subsidiaries, participations and partner companies, GLS offers its services in 36 European states.

Subsidiaries

GLS Austria
GLS Belgium¹
GLS Czech Republic
GLS Denmark
GLS d.o.o. (Slovenia)
GLS Finland
GLS France²
GLS Germany
GLS Hungary
GLS Ireland
GLS Italy³
GLS Netherlands
GLS Poland
GLS Portugal
GLS Romania
GLS Slovakia
GLS Spain⁴
GLS Express (Denmark)
ABX Belgium Distribution NV/SA (Belgium)
DER KURIER (Germany)
DPD Systemlogistik (Germany)

Partners

ACS - Air Courier Service (Greece and Cyprus)
Aramex (Turkey)
Global Parcels Ltd. (Malta)
Interlogistica Ltd. (Bulgaria)
Lex System (Estonia, Latvia, Lithuania)
Nor-Cargo (Norway)
Parcelforce Worldwide (UK)
Schenker (Sweden)
Swiss Post GLS (Switzerland and Liechtenstein)

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¹ incl. Luxemburg

² incl. Monaco

³ incl. Vatican City and San Marino

⁴ incl. Gibraltar and Andorra

GLS Group: History

1999

- January **Acquisition of German Parcel**, the German parcel service provider and General Parcel partner, headquartered in Neuenstein / Hesse, Germany
- May **Acquisition of DER KURIER**, the German express service provider and cooperation partner of German Parcel, headquartered in Hamburg.
- June **Acquisition / start-up of General Parcel Hungary**, the Hungarian parcel service and General Parcel partner.
- October **Foundation of General Logistics Systems B.V. (GLS)**, headquartered in Amsterdam. Rico Back takes on, besides his function as Managing Director of German Parcel, the function of the Chief Executive Officer (CEO). Via its subsidiaries, GLS is the major shareholder in the European General Parcel cooperation, which was set up in 1992.
- October **Acquisition of the Williames-Group**, the Irish parcel and logistics service provider, headquartered in Dublin.

2000

- January **Acquisition of Pakke-Trans A/S**, the Danish parcel company and General Parcel partner, headquartered in Kolding.
- March **Acquisition of General Parcel Austria**, the Austrian parcel service provider and General Parcel partner, headquartered in Ansfelden.
- May **Acquisition of Nederlandse Pakket Dienst (NPD)**, the Dutch parcel company and General Parcel partner headquartered in Utrecht.
- May **Acquisition of Extand**, the French express and parcel service provider, headquartered in Toulouse.
- May **Parcelforce (UK) becomes a General Parcel partner.**
- August **Acquisition of the two parcel businesses Domberger Paket Dienst GmbH & Co. KG, Augsburg, and Deutscher Paket Dienst Dachser GmbH, Kempten.** The two former DACHSER subsidiaries manage a total of six DPD locations in southern Germany and Saxony.

- August **Foundation of Pakke-Trans Sweden.** In cooperation with Schenker, a NIF (National Interface) is created, which ensures access to the Swedish market. Schenker is responsible for the national distribution.
- November **Foundation of GP General Parcel Ljubiana.** Following the acquisition of the Slovenian parcel service M-Express (1.11.2000) and General Parcel in Slovenia (1.1.2000) both companies were merged.
- December **Acquisition of an equity interest in Direzione Gruppo Executive S.p.A.,** the franchisor of the Italian parcel organisation. The company, headquartered in Piacenza (near Milan), is also a General Parcel partner.
- December **Acquisition of an equity interest in Szybka Paczka Spółka z.o.o. (SP),** the Polish parcel and express company and General Parcel partner. GLS acquires a 25.1 percent interest from the Dutch logistics group Therab B.V.

2001

- June **Acquisition of a majority interest in Stafetten A/S,** the Danish express and courier service.
- July **Extand becomes a General Parcel partner.**
- December **Acquisition of General Parcel Finland.**
- December The Italian company **Direzione Gruppo Executive S.p.A.** becomes a 100 percent subsidiary of GLS. The franchise system remains intact.

2002

- October On October 1st 2002, GLS launches the **common GLS brand across the whole of Europe.**
- November **“Cross Border”:** development of a shared internet-based IT-platform which makes all the logistics processes required for international parcel processing a lot easier.

2003

- January **Transaction in Italy:** As of January 2003, GLS takes over the operational businesses of a franchisee in Genoa, Chiavari, Savona and Imperia.
- March Development of a harmonised **quality management system** for the whole of Europe.
- May **Foundation of GLS Norway as a NIF (National Interface)**, which secures the access to the Norwegian market. Domestic distribution with full area-coverage is provided in collaboration with local partners.
- November **“GLS IT Services” is launched.** The new company standardises all IT-processes within the Group.
- December **Transaction in Italy:** GLS acquires the parcel businesses of an Italian franchisee in the areas of Verona, Mantova and Bussolengo.
- December **GLS Hungary kft. becomes a 100 percent subsidiary** of GLS.

2004

- February **General Parcel ceases operations:** the day-to-day management and further development of the European network is now the direct responsibility of GLS. The stability and full area-coverage of the GLS European network is guaranteed by GLS' own companies and a network of strong partners.
- May **Foundation of GLS Slovakia s.r.o.** to establish a national parcel network in Slovakia. The company headquartered in Zvolen starts its business on May 1st as a subsidiary of GLS Hungary.
- August and October **Transactions in Italy:** GLS acquires the parcel businesses of two franchise partners in the regions of Tuscany (three depots) and Veneto (four depots).

2005

- January **GLS Poland Sp. z o.o.**, headquartered in Poznan, **becomes a 100 percent subsidiary of GLS** with effect from January 1st.
- February As of February 1st 2005 GLS serves Estonia, Latvia and Lithuania via its new **network partner LEX SYSTEM**. Full area-coverage in the Baltic region is ensured by three transshipment points in Kaunas (Lithuania), Riga (Latvia) and Tallin (Estonia) and 20 depots.
- March Since 1st of March the Spanish GLS subsidiary "Extand Sistema SL" operates under the name "**GLS Spain**".
- March GLS covers Portugal since March 1st by a network partner contract with Personalis S.A..
- April Foundation of **GLS Czech Republic s.r.o.** to establish a national parcel network in the Czech Republic. The main hub in Humpolec as well as eight other depots build the new GLS network in the Czech Republic.
- May By the end of May **GLS Denmark** takes over the remaining shares of **GLS Stafetten**. The company now is a 100 percent part of the GLS Group.
- November **GLS Portugal Lda.** commences operation on November 1st. The joint venture of Kislog and GLS B.V., Amsterdam, acquires all business units of Personalis S.A., a subsidiary of Kislog and previous network partner of GLS. GLS quality is established by the implementation of all GLS systems in Portugal.
- November Start of the successive introduction of 18,000 new mobile terminals with scan function and about 5,000 new scan stations. Thanks to the connection to the satellite-supported GPRS system data can be transferred in real-time.

2006

- January Introduction of UniQue, the unified hardware and software systems of GLS. Through the successive rollout of the various components all IT systems and processes of GLS in Europe are harmonized step by step.
- March The new **European Computer Center** in Neuenstein (Germany) goes into operation. In addition to scanning and shipping systems, communications (email), process control and billing systems are also run via the EU-computer centre.

April	Reduced regular delivery times for international parcels in several European countries (DK, CZ, NL, BE, AT, FR, SI, SK, FI, ES): The introduction of new day sorting activities in the GLS European hub in Neuenstein (Germany) enables parcel shipments that have to cross two borders and do not come from Germany to now arrive at their destination one day earlier.
August	Transaction in Italy: GLS acquires the operative business of the franchisee in Cesena.
September	Since September 4 th , the Danish GLS subsidiary GLS Stafetten operates under the name “ GLS Express ”.
October - December	Transaction in Italy: GLS takes over four depots in total from two franchisees in the regions Lombardy and Emilia Romagna.
December	GLS takes over ABX Belgium Distribution NV/SA. Together, GLS Belgium and ABX Belgium Distribution, are now market leaders in the national B2B parcel business.
2007	
February	Interlogistica Ltd. is the new GLS network partner in Bulgaria . Since February 1 st the company provides country wide service via two hubs and 21 depots.
August	Foundation of GLS Romania and establishment of a national parcel network. The company headquartered in Sibiu starts its business with ten locations on 1 August 2007.

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