

DACHSER indicates the way to all logistics services

DACHSER Far East Ltd.

Company Information



Contents

| | |
|--|---------|
| Highlights | Page 2 |
| Facts & Figures | Page 3 |
| Services | Page 5 |
| Locations | Page 6 |
| Company Development | Page 7 |
| Innovation | Page 9 |
| Private Ownership | Page 10 |
| Links to the World Wide Web + Corporate Images | Page 11 |

Contact

Please contact your communication partner for any enquiries:

DACHSER Far East Ltd. - **Regional Head Office Greater China**

Diana Laudani Phone: +852 2751 5766
 Marketing & Communications Fax: +852 3764 0356
 18/F, 625 King's Road Email: diana.laudani@dachser.com.hk
 North Point, Hong Kong Website: www.dachser.com.hk

DACHSER Far East Ltd. – Highlights

Key Facts

DACHSER is an international logistics services provider headquartered in Germany.

DACHSER Far East Ltd. with its Regional Head Office Greater China in Hong Kong is part of the global network as a 100% subsidiary of the DACHSER Group contributing to the global turnover of 3.8 billion EUR. In 1976 the company started its activities in Hong Kong. Since then the company developed its business activities further – from being purely a freight forwarder to a fully integrated logistics provider. Today, 16 offices ensure seamless integration of all import and export activities to and from the booming national economy. One hallmark of all the locations is the close cooperation with the extensive local logistics network, warehousing with substantial high-shelf store capacities as well as optimal strategic links to the major sea and airports. This enables us to offer our customers optimal access to international markets.

Over 650 employees in Beijing, Chengdu, Dalian, Dongguan, Guangzhou, Hong Kong, Ningbo, Qingdao, Shanghai, Shenyang, Shenzhen, Suzhou, Taipei, Tianjin, Xiamen and Zhongshan provide

- transportation services by air and sea
- warehousing services powered by own DACHSER IT-systems
- customer-designed contract logistics services

“We have finalized the change of our legal status in most locations in China where in the past we had solely representative offices by setting up WFOE branch offices, operated under DACHSER Shanghai Co. Ltd. in the North and under DACHSER Shenzhen Co. Ltd. in the South,” says Edoardo Podestá, managing director of DACHSER Far East Ltd. “Through the WFOE branches we can offer more competitive prices and better control of services to our customers as we sign our own bill of lading, take freight charges and arrange bookings – mentioning just a few advantages.”

DACHSER Far East Ltd. – Facts and Figures

More than statistics

| | | |
|---------------------------------------|---|---|
| Incorporation | 1976 (in Hong Kong) | |
| Managing Director | Edoardo Podestá (since 1998) |  |
| Regional Head Office Greater China | Hong Kong |  |
| Operative Office Locations | <ul style="list-style-type: none"> - North China: Beijing, Tianjin, Dalian, Qingdao, Shanghai, Shenyang, Suzhou, Ningbo - South China: Chengdu, Xiamen, Guangzhou, Shenzhen, Zhongshan, Dongguan - Taiwan: Taipei - Hong Kong |  |
| Services | <ul style="list-style-type: none"> - Transportation by Air (Charter Projects, Consolidation Services) and Sea (FCL / LCL) - Customs Clearance, Documentation - European Trucking (Daily Pick-up and Delivery within Europe through entargo products) - Tracking and Tracing, eLogistics, Reporting - Warehousing - Value Added Services (e.g. Logistics Consulting) - Contract Logistics |    |
| Headcount | 630 | |
| Turnover (2010) | HKD 2.4 billion (excl. inter-company) | |
| Operative Figures (2010) | <ul style="list-style-type: none"> - 210,000 Shipments - 84,000 Tons (Air Freight) - 120,000 TEU (Sea Freight) - 6,000 sqm (MIKADO-run Logistics Centre) | |
| Memberships | HAFFA, IATA | |

DACHSER GmbH & Co. KG – Group Facts and Figures

More than statistics

| | | |
|--------------------------|---|---|
| Incorporation | 1930 | |
| Chairman | Bernhard Simon (since 2005) |  |
| Global Head Office | Kempton (Germany) |  |
| Profit Centres | 310 worldwide |  |
| Services | European Logistics (Trucking Network), Food Logistics (Trucking & Warehousing of chilled cargo), Air & Sea Logistics (operated through country organizations (e.g. DACHSER Far East. Ltd. in Greater China), Logistics Consulting (Supply-Chain-Optimization from Procurement to Distribution), DIY-Logistics (daily distribution of 8.000 Outlets in Europe) | |
| Headcount | 19,250 | |
| Turnover (2010) | EUR 3,8 billion | |
| Operative Figures (2010) | <ul style="list-style-type: none"> - 46.2 m Shipments - 35.5 m Tons - 1.48 m sqm Warehouse Facilities - 9.648 Transportation Equipment | |

DACHSER Far East Ltd. – Services

Customers first

For DACHSER, a seamless global goods flow is not just a vision for the future, but a challenge we face every day of our working lives. Using innovative logistics systems, we combine our services and experience to create a global supply chain for our customers.

Whether air and sea freight or overland cargo – over 35 years we have been represented by skilled staff in the region. Our task is to realize dedicated solutions and groundbreaking services to consolidate and strengthen your market position. We exploit the potential of innovative technologies and sometimes even unconventional methods. Our key services:

- Contract Logistics
- Transportation by air, sea and on the road
- Warehousing Services
- Complete inventory control systems
- Pick and pack operations
- Order processing
- Information Management
- Complete logistics IT solutions
- Value Added Services
- Logistics Consulting
- Customized Value Added Services

DACHSER caters for the entire procurement and distribution systems of its customers. In the process, contract logistics is becoming an increasingly important part of the corporate strategy. Contract Logistics stands for a fully-integrated range of logistics services based on synchronized

processes along the entire supply chain. By outsourcing these operations to DACHSER, customers can improve their competitiveness and cost structure on a sustained basis.



Cargo handled by DACHSER at the airport, sea terminal and in the MIKADO-run warehouses in Greater China

DACHSER Far East Ltd. – Locations

Close to customers

Currently 15 offices ensure seamless integration of all import and export activities to and from the booming national economy. One hallmark of all the locations is the close cooperation with the extensive local logistics network, warehousing with substantial high-shelf store capacities as well as strategic links to the major sea and airports. This enables us to offer our customers optimal access to international markets.

| Business Units | Address | Office Locations | Services Focus |
|---|--|------------------------|---|
| REGIONAL HEAD OFFICE GREATER CHINA | Dachser Far East Ltd. 18/F, 625 King's Road North Point, Hong Kong Tel: +852 2796 2112 Fax: +852 2796 2770 | Hong Kong, North Point | Management, Public Relations, Key Account & Tender Management, Business Development |
| HONG KONG | Dachser Hong Kong Ltd. Unit 1, 20/F, Global Gateway No. 168, Yeung Uk Road Tsuen Wan, New Territories Tel: +852 2796 2111 Fax: +852 2796 2769 | Hong Kong, Tsuen Wan | Air & Sea Freight Operations, Contract Logistics |

| | | | |
|--------------------|--|---|--|
| NORTH CHINA | Dachser Shanghai Co. Ltd. 16 th Floor V-Capital 333, Xianxia Road Shanghai 200336 Tel: 86 21 3217 4791 Fax: 86 21 6267 2749 | Beijing Tianjin Dalian Qingdao Shanghai Suzhou Ningbo Shenyang | Air & Sea Freight Operations, Contract Logistics |
| SOUTH CHINA | Dachser Shenzhen Co. Ltd. Rm 20H, 20G Times Fortune Building No.88 Fuhua Road 3 CBD Shenzhen 518026 Tel: 86 755 8293 4748 Fax: 86 755 8293 4847 | Chengdu Xiamen Guangzhou Dongguan Zhongshan Shenzhen | Air & Sea Freight Operations, Contract Logistics |
| TAIWAN | Dachser Taiwan Inc. 1\01/F, 35 Sec 3 Min Quan E Road Taipei 10476 Tel: 886 2 2517 1588 Fax: 886 2 2517 1388 | Taipei | Air & Sea Freight Operations, Contract Logistics |

DACHSER Far East Ltd. – Development

Over 30 Years in Greater China

In 1976 the company started its activities in Hong Kong. Since then the company developed its business activities further – from being purely a freight forwarder to a fully integrated logistics provider. This development was natural as we follow the market's trends and we had to match our customers' requirements.

DACHSER first declared its interest in East Asia as early as the mid-eighties when it took a 15% stake in Italian freight forwarder Zust Ambrosetti Far East Ltd which was established in Hong Kong since 1976. By the end of the 1980s DACHSER could feel the buzz as Asian economies began to boom and China's opening to the rest of the world was gathering momentum. The company promptly boosted its stake in the local firm to 26%. By 2003 DACHSER finally showed its hand by

buying out its Italian associate to integrate it into the DACHSER Group which was founded by Thomas DACHSER in Kempten/Germany in 1930.

As part of its medium term strategy DACHSER Far East Ltd. has begun an extensive investment plan. By further strengthening the established presence the company was able to fast track the journey into the mainland by applying for a Wholly Foreign Owned Enterprise (WFOE) with A class license through the Closer Economic Partnership Program (CEPA). The WFOE's in Shanghai and Shenzhen work alongside our branch offices all over China.

To further complete its expansion the company also entered into a joint venture early in 2004 in Taiwan. DACHSER Taiwan Inc. became a 100 per cent subsidiary of DACHSER Far East Ltd. on July 1st, 2011 following the completion of an incremental share acquisition during the last seven years. "This is a significant step forward for DACHSER's operations in Taiwan, as our customers will now be able to benefit even more from leveraging additional opportunities from our expanding regional and global networks," said Edoardo Podestá, Managing Director of DACHSER Far East Ltd. DACHSER aims to repeat the success of its warehousing capabilities across key logistics hubs. Several warehousing projects have been approved and DACHSER is operating its Logistics Center in Shanghai running with the in-house developed and in Europe well-proven warehouse management system MIKADO.

With the mix of freight forwarding expertise in the Far East gained in over 30 years in the region, and its logistics experience in Europe, DACHSER Far East Ltd is in possession of a 21st Century solution for global distribution.

DACHSER Far East Ltd. – Innovation

IT Competence

Our aim is to provide optimum support for the business processes of all the customers and partners linked to our systems. To do so, we at DACHSER offer a combination of specially-developed programs and standard solutions. DACHSER's IT network operates with centralized and decentralized systems. Key systems are MIKADO (= Warehouse Management Software), RIEGE (= Air & Sea Logistics Management Software), DOMINO (= Trucking Management Software), Tracking & Tracing via SSCC (=Serial Shipping Container Code) enabled through Electronic Data Interchange (EDI). We at DACHSER consider our IT systems as crucial enabling technology tools in order to offer integrated solutions along the supply chain.



Pick & Packing – Logistics Centre Shanghai

DACHSER Far East Ltd. – Private Ownership

Win-Win Partnerships

DACHSER Group is a private-owned company which makes it a natural partner for medium-sized businesses, but the company also enjoys successful partnerships with international groups.

Drawing on its identity as a family-owned company, Dachser has consistently managed to combine a sense of tradition with a highly cosmopolitan and modern outlook. The corporate culture successfully combines human values with a professional approach.

Good Governance

Most recently, the company has adopted a clear and transparent code of good corporate governance. Two families, Rohde-Dachser and Simon, hold equal shares in the company, and have largely delegated control to a highly-qualified administrative board.

That board is chaired by Dr. Jürgen Schneider, and includes other non-family members who are experts in the field. The interests of the shareholders are represented on the administrative board by one member from each of the owning families. In 1986 the owners adopted restrictive articles of partnership, which determine – among other things – that only the most competent managers may play a role in the company's fortunes. The articles are valid until 2030 and also ensure that the shares in the company are not split up in the next generation.

Financial Architecture

Of course, a successful private-owned company also needs a stable financial architecture. Dachser adopts a highly conservative approach to balance-sheet reporting, retains and reinvests profits (on the whole) rather than paying them out in dividends, has a high equity ratio (of 40%),



and is largely financed independently of banks. Having operated for decades without making operating losses, the family will in future remain in a position to fund the rapid growth rate without outside investors or going public.

DACHSER Far East Ltd. – Useful Links

DACHSER Memberships HAFFA / IATA: www.haffa.com / www.iata.com

German Chamber of Commerce: www.hongkong.ahk.de

DACHSER Image Gallery www.dachser.hk / www.dachser.cn / www.dachser.tw



DACHSER in Greater China



Local Pick Up & Delivery



Air Freight Loading



Sea Freight Transportation



Warehousing in China



Pick & Pack Services



Logistics Center
North China / Shanghai



Regional Head Office
Greater China / Hong Kong



Head Office
Germany / Kempten



Edoardo Podestá
Managing Director
Greater China
- based in Hong Kong



Thomas Reuter
Managing Director
Air & Sea Logistics
- based in Kempten



Bernhard Simon
Chairman of DACHSER
- based in Kempten