

PRESS RELEASE

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Röhlig 2017: Huge expansion of network with rising income – digitisation process in full swing

Bremen. The owner-run logistics company Röhlig can look back on a successful financial year 2017. As Philip W. Herwig, Managing Partner of Röhlig Logistics, explains, “In 2017, we achieved a huge expansion of our worldwide Röhlig network. Within just a few months, we opened twelve new offices in six countries and integrated them into our global process and IT systems within a very short space of time. Today, we have the largest Röhlig network in the company’s history, and the Röhlig name has a global presence. In this way, we created an important basis in 2017 for our future commercial success.”

Rising income and good prospects

Röhlig succeeded in increasing its sales by 10.9 per cent to EUR 609.2 million. At the same time, the company generated a gross profit of EUR 133.9 million, which corresponds to an increase of 1.7 per cent. As was expected, the operating result EBIT fell to EUR 2.2 million because of investments. As the Head of Finance Hans-Ludger Körner explains, “We achieved the operational goals we set ourselves for the financial year 2017 whilst, I am delighted to say, keeping our costs substantially within budget. So, we can be satisfied with the financial year 2017. Moreover, since we can record good figures for 2018, have completed key investment projects and have positioned our network more strongly than ever before, we anticipate a marked improvement in net income for the current year.”

Air freight and contract logistics on growth course – Asia-Pacific region strong

The air freight division, in particular, was able to improve its gross profits significantly with an increase of 5 per cent. However, the leader of the pack, with a growth in gross profit of 27 per cent, was the contract logistics division, which is expanding worldwide. From a regional perspective, Asia grew substantially with an increase in gross profit of



19 per cent. Here, the extensive investment we made in our network paid off very quickly. Our business in Australia and New Zealand also grew quickly, recording an increase of 7 per cent compared with the previous year.

Focus on digitisation projects

For 2018, Röhlig is planning to achieve moderate growth geographically and, in particular, to carry out a number of projects in the area of digitisation. On this point, Philip W. Herwig says, "One of our most important principles is and remains personal contact with our customers. We want to target the deployment of digital technology in those areas where it can enhance the overall benefit to our customers. Our customers should have the choice of whether they have analogue or digital access to us." With Röhlig Real Time, for example, Röhlig already offers its customers its own track & trace tool, which enables the entire process of a shipment to be tracked and managed online. Furthermore, with Sirius, the company offers a vendor management system with which customers can in future manage their entire supply chain effectively.

Röhlig Logistics

Röhlig is an owner-run logistics company which offers its customers services in the areas of sea freight, air freight, project logistics and contract logistics. The family-owned company was founded in 1852 in Bremen, Germany. Today, it employs more than 2,200 staff members in about 30 countries.

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