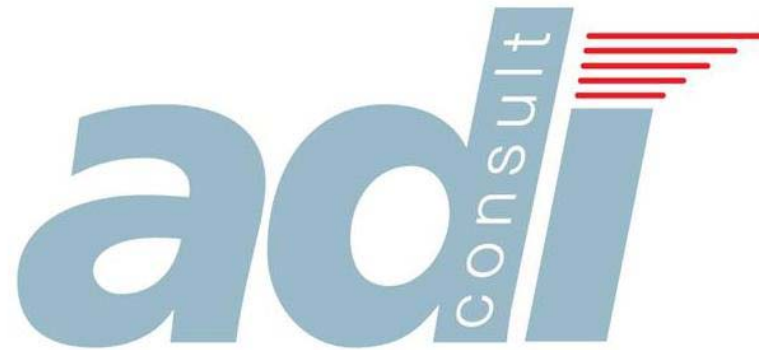




...we care about your success!



The Global Experts in
Transport & Logistics
providing

Executive Search • Consulting Services • Mergers & Acquisitions

www.adiconsult.com

“Giving good advice is an art”



Personnel and Management Consulting

- **Specializing in Freight Forwarding, Shipping, Transportation & Logistics**
- **Established in 2000**

All active partners are multi-lingual and have many years of experience as top executives in the above mentioned industry sectors
- **Core Competencies**
 - Recruitment of executives and specialists
 - Management and strategic consulting
 - Organizing mergers and acquisitions
- **adi own network in Africa, Asia/ Pacific Region, Europe, North America, South America**
- **Our global network is represented in 27 countries, serving 100 countries with over € 9 Mio. turnover**



Supplemental Information

27 Countries - 50 Offices – 60 Partners

- Austria
- Australia
- Brazil
- Canada
- Chile
- Colombia
- Czech Republic
- Finland
- France
- Germany
- Holland
- Hong Kong
- India
- Italy



- Japan
- Korea
- New Zealand
- Russia
- South Africa
- Spain
- Sweden
- Switzerland
- Thailand
- Turkey
- UAE
- United Kingdom
- USA

Now serving 100 countries – we'll cover your requirements!



Supplemental Information



Facts and Figures 2009/2010

27 Countries – 50 Offices

Group Turnover € 9,6 Mill.

No. of Mandates 1.850



Mission

TO BE THE PREMIUM PROVIDER OF

**Management Consulting
Personnel Placements
M&A Assignments**

to our Freight Forwarding and Logistics Customers through the utilization of our global network of highly experienced, resourceful Partners and Associates

Our unique and personal focus allows us to provide maximum benefit to

EACH CLIENT, EVERY TIME



Services



Personnel Consulting

Sourcing and pre-selecting of Executives and Specialists, Personnel development, career planning, and training



Interim Management

Temporary management assignments around the globe



Strategy, Project, and Management Consulting

Ensuring our customers' competitive edge



Acquisitions, Mergers, Joint Ventures, Alliances

We support our customers' efforts as their partner



Recruitment and Selection

➤ **Placement – database searches**

Mining our proprietary database offers a fast and efficient way of filling lower management and staff positions with qualified individuals

➤ **Search through Advertisement**

Placing ads in carefully selected industry publications may be useful when searching for candidates for lower to middle management positions

➤ **Executive Search and Placement**

Recruiting the “right” senior executives and specialists into top level positions has a direct impact on the company’s performance, hence those assignments require direct, personal, and discreet contact with potential candidates



Recruitment Products

adi - Executive

MDs
Board
Members
High Level
Regional Functions

adi - Recruitment

Upper Level
Country Managers
Sales, Operations, other Managers

Mid - Management Level
Branch Managers, Product Managers

Lower Level
Clerks, Department Managers, Group Managers

adi - Support

Application and Employment Management



Strategic, Project, and Management Consulting

➤ **Analysis and Market Studies**

Market/ Product Analysis, Market Research, Customer Surveys, Quality Checks

➤ **Strategy and Organization**

Re-engineering business and product strategies, evaluating and streamlining organizational structures, development and installation of new work-flows and processes

➤ **Project Management**

Management of projects covering market and company specific topics in the logistics arena

➤ **SB+C (Sounding Board and Coaching)**

Continuous exchange of ideas with a competent consultant, analyzing eminent decisions, discussing alternatives, and providing support during periods of difficulty



Interim Management

Missing a Key Performer?

A temporary measure allowing our customers to bridge gaps while looking for the best possible permanent solution

Lack of Resources or Knowledge for a Project?

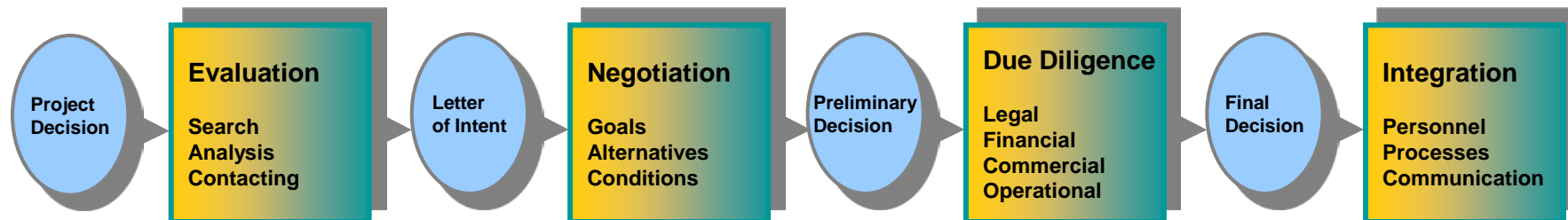
Specialists, Experts, or Project Managers are engaged for a limited period of time and only as needed

Turnaround required?

An experienced Turnaround Manager can allow the company to find new ways and opportunities for future success



Acquisitions - Mergers - Joint Ventures - Alliances



adi Consult – your competent partner for organizing the entire process

- ✓ Continuous coaching during all phases (critical, neutral opinion)
- ✓ Extensive network of resources (incl. organizations, media, etc.) at top levels
- ✓ Partner companies in all important countries/ centers throughout the World
- ✓ Excellent market reputation as a competent and trustworthy consulting partner
- ✓ Highly efficient (time, money, quality) during all search and selection processes
- ✓ Up to date Know How of markets (participants, competition, trends, co-operations, etc.)
- ✓ Assessment-Tools and Know How for evaluating the management of acquisition targets
- ✓ Experienced in most delicate integration processes



Our Competencies

- **Manageable, well structured, flexible, and powerful global organization**
- **Top notch industry competency with detailed knowledge about the various markets and their specific requirements**
- **Unique personal connections and network throughout the world of logistics**
- **Proven track record in the field of personnel consulting**
- **Personally identifying with our clients' issues and challenges**

“YOUR PROBLEM IS OUR PROBLEM”



Client Benefits

- **Highly efficient and sound business relations**
- **Optimum Cost/ Benefit Ratio**
- **Pragmatic, realistic, and practical solutions**
- **High rate of success with quick result**
- **Implementation support**
- **Flexible and competent expansion of HR capacities at mostly variable cost**
- **More than just personnel placements**



...we care about your success!

Some of our satisfied global Customers

LOGWIN

DB SCHENKER

cargolux UTi

swissport cargo services

DACHSER
Intelligente Logistik

CLASQUIN
OVERSEAS FORWARDING AND LOGISTICS

RHENUS LOGISTICS

KLM

GEODIS wilson

HAMBURG SÜD

ATG
AUTOTRANSPORT LOGISTIC G.M.B.H.

BBC Chartering

GONDRAND
GLOBAL TRANSPORTS & LOGISTICS

DSV

OOCL Logistics

SENATOR INTERNATIONAL

TRAXON EUROPE
Global Cargo Communication

TNT

ANKER LESCHACO GROUP

hellmann
Worldwide Logistics

TOLL
GLOBAL FORWARDING

Lufthansa Cargo
The business to business class.

Agility
A New Logistics Leader

PANALPINA

UPS

KUEHNE+NAGEL

WORLD COURIER
A SERVICE NO ONE ELSE CAN DELIVER

KWE
kintetsu world express

DHL

BEUGA GROUP

HEGO



Principle Partners and Management Team

Helmut Berchtold



**22 Years
Industry Experience**

**Last Position: CIO Schenker
USA**

Klaus D. Geissler



**32 Years
Industry Experience**

**Last Position: EVP Air Freight
Schenker HQ**

Jochen Smoktun



**34 Years
Industry Experience**

















**Last Position: SVP Air Freight
Schenker Germany**

Detlef Kükenshöner




















**20 Years
Industry Experience**

**Last Position: COO
LOGWIN Road+Rail HQ**

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