

# BEHIND SIMPLE IS COMPLEX

**SIMPLY**

**PRECISE**

P. 2

**EFFICIENT**

P. 4

**OPEN**

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**SMART**

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**MORE CREATIVE**

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**STRONGER**

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**MORE INTELLIGENT**

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**We translate space, time, and value into practical logistical concepts and stable systems. Our custom solutions are a perfect fit for our customers' sequences and delivery plans, their space requirements, and their IT systems.**

**To ensure our customers in industry and trade can serve their markets ever more effectively, we manage the complexity of multi-layered logistics processes. As a flexible interface between digital technology, practical requirements, and customer benefits, we find the solutions they can rely on.**

**BLG LOGISTICS makes logistics simple.**



**PROCUREMENT LOGISTICS**



**PRODUCTION LOGISTICS**



**DISTRIBUTION LOGISTICS**



**REVERSE LOGISTICS**



**TRANSPORT LOGISTICS**



**COMPLETE SERVICES**

# CUSTOMER LOGISTICS PACK



# LOGISTICS AGES

## WITH THE NEW LOGISTICS CONFIGURATOR

— Whether procurement, production, or distribution - value creation is movement. That means there's hardly any aspect of business that does not involve logistics. Practical navigation through this vast and fascinating world would make things much easier. Just like when you purchase your dream car, selecting from a range of parts and components. Xenon headlights? Tick. Armrests for the driver? Certainly. Seat heating? Definitely.

— Now, with the BLG LOGISTICS configurator, companies can put together their own dream logistics package just as easily. They simply choose exactly the services they need. Not too much, and not too little. So how does it work? We guide the customer through our virtual services map - an iPad app that presents the full range of BLG services. Videos, texts, and animations illustrate logistics in real life: vibrant and fascinating. Together, we select individual services, then take a look at the overall package in our "grid". Finally, we send a PDF detailing the logistics package to the customer. Simply a perfect fit.





**SIMPLY  
EFFICIENT**

**BEHIND SIMPLE  
IS COMPLEX**



**EVERY VEHICLE  
LOCATED  
ACCORDING  
TO PLAN**







SIMPLY  
EFFICIENT



# ISABELLA AND EUROPE'S LARGEST PARKING LOT



# MILLIONS OF VEHICLES ON THE MOVE

## *Virtual planning manages complexity*

**Bremerhaven.** Constant movement on an area of 240 hectares. Seven days a week and around the clock. We have a vision for this super-port: A multitouch table displays a virtual image of the terminal in operation. Real-time information shows the current position of every vehicle, even as they travel. Intelligent software facilitates the planning of ship docking times, railway unloading ramps, and storage areas at the car terminal. Drivers are informed by smartphone about their next job, which is exactly matched to their current location in the terminal. They move continuously from vehicle to vehicle. Just a vision? Not quite. In our „Isabella“ research project, we’re already working on making this vision a reality.



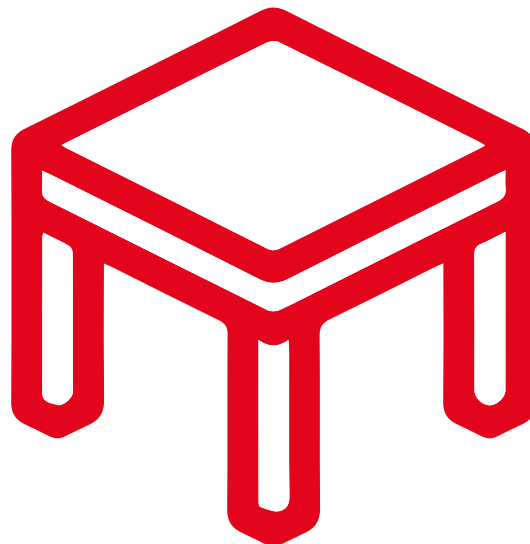
“By 2020, we’ll have developed the virtual mapping of the car terminal to such a level that we can use the complex system with real-time information, material flow simulation, and system-supported communication. That will allow us to control operations decentrally and as the situation demands. That’s the best way to manage complexity successfully.”

### **ANDREA ECK**

MEMBER OF THE BOARD  
OF MANAGEMENT AUTOMOBILE

## *The research team:*

- BLG LOGISTICS
- Bremer Institut für Produktion und Logistik (BIBA)
- Software specialist 28Apps



— A multitouch table shows the current planning situation plus possible alternatives. That enables the planning team to analyze different scenarios and their effects. Experience, teamwork, and real-time information come together to create the best decisions.

# IN



# NOV

100-Days-Projekt

use small drones

Innovation Comm

IDEA MANAGEMENT

# A

# T

joint decision

Innovation Space

Intern

Ext



bring your Logistics Innovation to life

# O

How to

open innovation

stop!

Gewinnen beginnt mit Beginnen

100-Tage Projekt

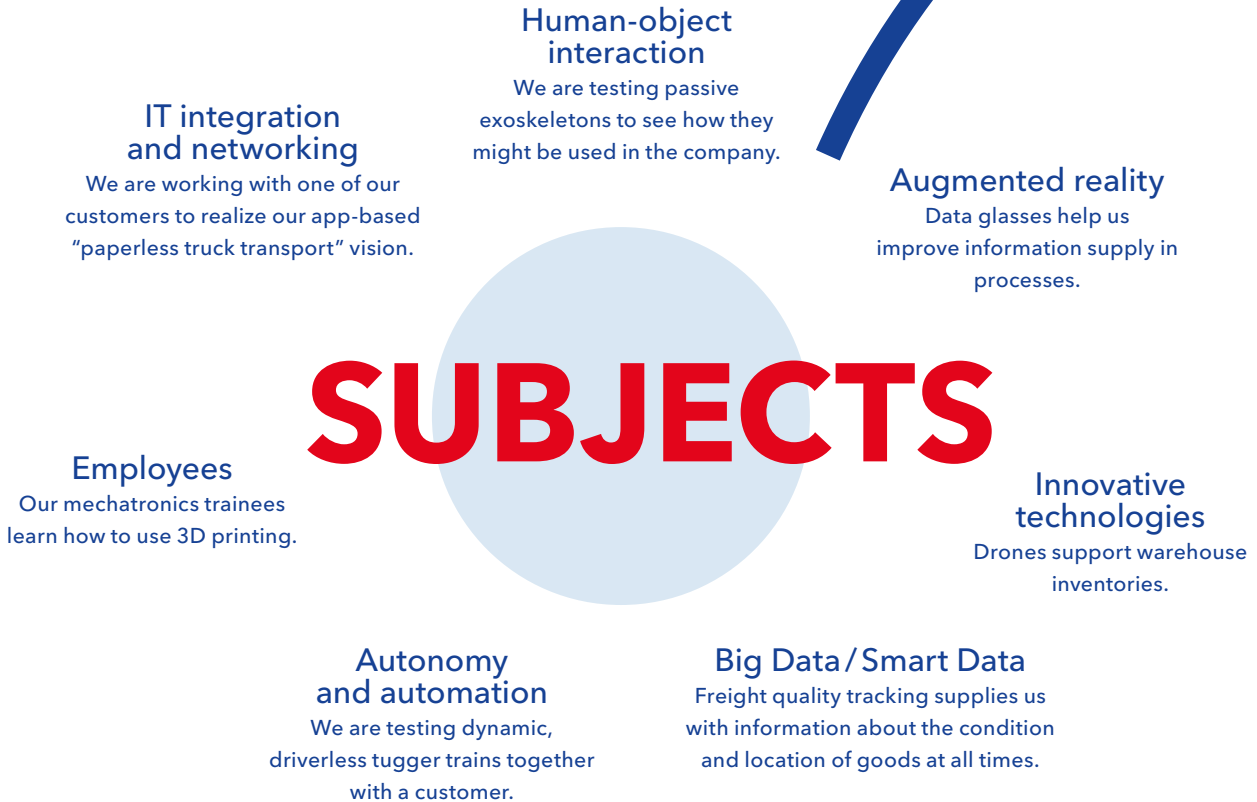
## Is it possible to organize ideas?

— Thoughts can be pretty chaotic. Sometimes they come in rapid succession. And we're suddenly struck by a flash of inspiration. An idea might form while we're taking a walk. Another could come to us during a chat with colleagues as we get a coffee. Some people swear they get the best ideas under the shower. Whatever triggers an idea, what's important is what comes next. Because a bright idea on its own doesn't make an innovation.

— We believe: what innovation needs above all is an intelligent process. Especially today, when digital technologies are opening up one new possibility after another, it's important to cleverly absorb inputs, examine events, and use them to fire our own imagination. Whenever a good idea forms, we want to help it along to make our work better. This is why we have established a process that channels brilliant thoughts, evaluates them and makes them ready for implementation. As easily as possible.

— Ideas pop up everywhere in the company, many come together in our BLG Core Innovation Team. A lot of leaps of imagination from all areas of the company are channeled here. The team consists of five passionate innovators who meet up every week to put ideas onto the right track. We don't have to compile lengthy reports or spend days at the drawing board. Instead, we prefer to get straight to work. Could this drone thing work? Let's test it. Would it be possible to track not only trucks, but also the goods themselves? Let's give it a try. And with every idea launched, we get more inventive. Every solution we trial makes us better. Our customers benefit especially from this. When we discuss a joint logistics project, we don't stop at standard offers. We take a much wider view. We pursue a joint goal and find the ideal solution together. And if it isn't available, we develop it. Using new technologies and new approaches. That goes further than just providing services to order. It's true partnership. And it means our customers can focus on what counts: their core business. We make the most of "lightbulb moments" - wherever they happen.

# INNOVATION NEEDS AN INTELLIGENT PROCESS



**\_\_ Core team and community:  
Where should I take a good idea?**

Supposing one of our process engineers has an idea in a robotics forum. It sounds good to him, and he wants to know whether it could work in his process. So he gets in touch with the Core Innovation Team or the Innovation Community, which consists of representatives of the BLG divisions and departments.

The Community gets together every six weeks, collects ideas, and plans steps to improve work processes. They may decide on a 100-day project, a purely operational implementation, or a research topic. Every two weeks, the Core Innovation Team closely scrutinizes the projects. One thing's sure: no good idea disappears into thin air.

# TEAM

**MICHAEL GÖRGES**  
Project Manager  
Research and Development

**MARCUS BOLTE**  
Head of Program Management  
AUTOMOBILE Division

**CHRISTOPH HOMEIER**  
Project Manager  
Digitization and IT Innovations

**JAKUB PIOTROWSKI**  
Head of Business Development  
Contract and Innovation Management

**ANNA WITT**  
Innovation Manager



**— Simply go for it:  
Our 100-day projects**

Our 100-day projects play a key role in the BLG innovation process. They examine over 100 days whether a new solution is suitable for permanent use. That means not only on the drawing board, but in a real-life work situation. Ideas are assessed in cooperation with the relevant specialist department. This is how the team can quickly find

out what the idea is capable of in practice. What's more, the tight timeframe ensures a highly efficient experiment. Testing always runs under real-life conditions, but without impacting on the work of our operational areas. After all, we want our cooperation with customers to continue smoothly. Solutions are only unveiled after they have passed rigorous tests.



**— Jakub Piotrowski,  
Head of Core Innovation Team:**

"People often ask me whether BLG develops ideas at the drop of a hat. Well, it doesn't work quite like that. What we do is systematically nurture creativity and steer ideas. And we quickly put good ideas into practice in the company. That's exactly what the BLG innovation process does."

# IMPLEMENTATION

**A**

## 100-day projects

We take a mature technology and try out a new solution with it. Our focus: fast results for rapid implementation in daily business.

**B**

## Operational projects

We use our employees' suggestions, impulses from process management, and ideas that come from cooperation with our customers to continually improve our processes. So we get a little bit better every day.

**C**

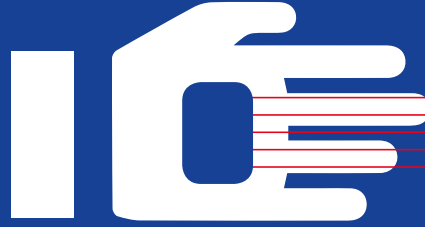
## Research projects

Usually, ideas based on very new technologies need a lot of development work. If we think an idea deserves longer-term attention, we set up a research project (lasting three to five years).

# SCANNING GLOVE SAVES TIME DURING PICKING

45%

[www.blg-logistics.com/en/our-company/digitalization](http://www.blg-logistics.com/en/our-company/digitalization)



24 SCANS  
PER MINUTE



13 SCANS  
PER MINUTE

## 100-DAY PROJECT

# SENSORS SUPPLY INFORMATION ABOUT MERCHANDISE QUALITY AND LOCATION



FREIGHT QUALITY TRACKING  
ALONG THE ENTIRE DELIVERY CHAIN



RESEARCH PROJECT

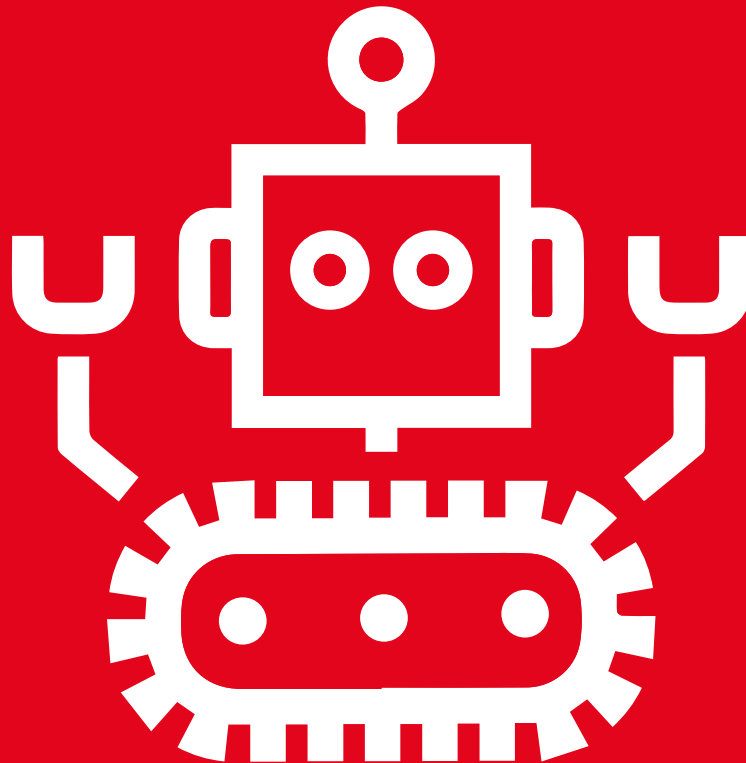
# INTERACTIVE ROBOT SYSTEM (IRIS) UNLOADS SEA CONTAINERS FULLY AUTOMATICALLY

SIMPLY  
SMART



# 8000

CARTONS PER HOUR  
CAN BE UNLOADED WITH IRIS





Recently, we installed a 3D printer in the BLG trainee workshop. We want to give our trainees the opportunity to try out new technologies and learn how to use them. Discovering new options not only makes the youngsters cleverer, it's also a lot of fun.

**YOU AVOID MISTAKES  
BY GAINING EXPERIENCE.  
YOU GAIN EXPERIENCE  
BY MAKING MISTAKES.**



# THE STRONG HELPER AT YOUR SIDE.

## KALI HELPS WITH HEAVY MANUAL WORK IN SEAPORTS AND IN THE LOGISTICS CHAIN

— Sigourney Weaver is loading a spaceship. She's encased in the body of a large robot and steers the legs and powerful gripping arms simply with her body movements. This scene from the movie Alien 2 inspired Wolf Lampe, who is responsible as Head of Sustainability and New Technologies for the „Kali“ research project. The project kicked off in September 2017 and has a runtime of 18 months. The goal for the team of business and science experts is to develop systems that support workers with heavy manual work. „Even if we're

not dealing with a spaceship, collaboration between human cognitive abilities and the strength and endurance of a machine is a fascinating proposition,“ says Lampe about the research work. Obviously, this is an idea that flies. Yet the project is firmly grounded in reality. „Above all, we want to reduce the strain on our employees. At the same time, customers can expect even better quality - simply because satisfied employees naturally work with greater commitment,“ says Lampe as a further explanation of the BLG initiative.



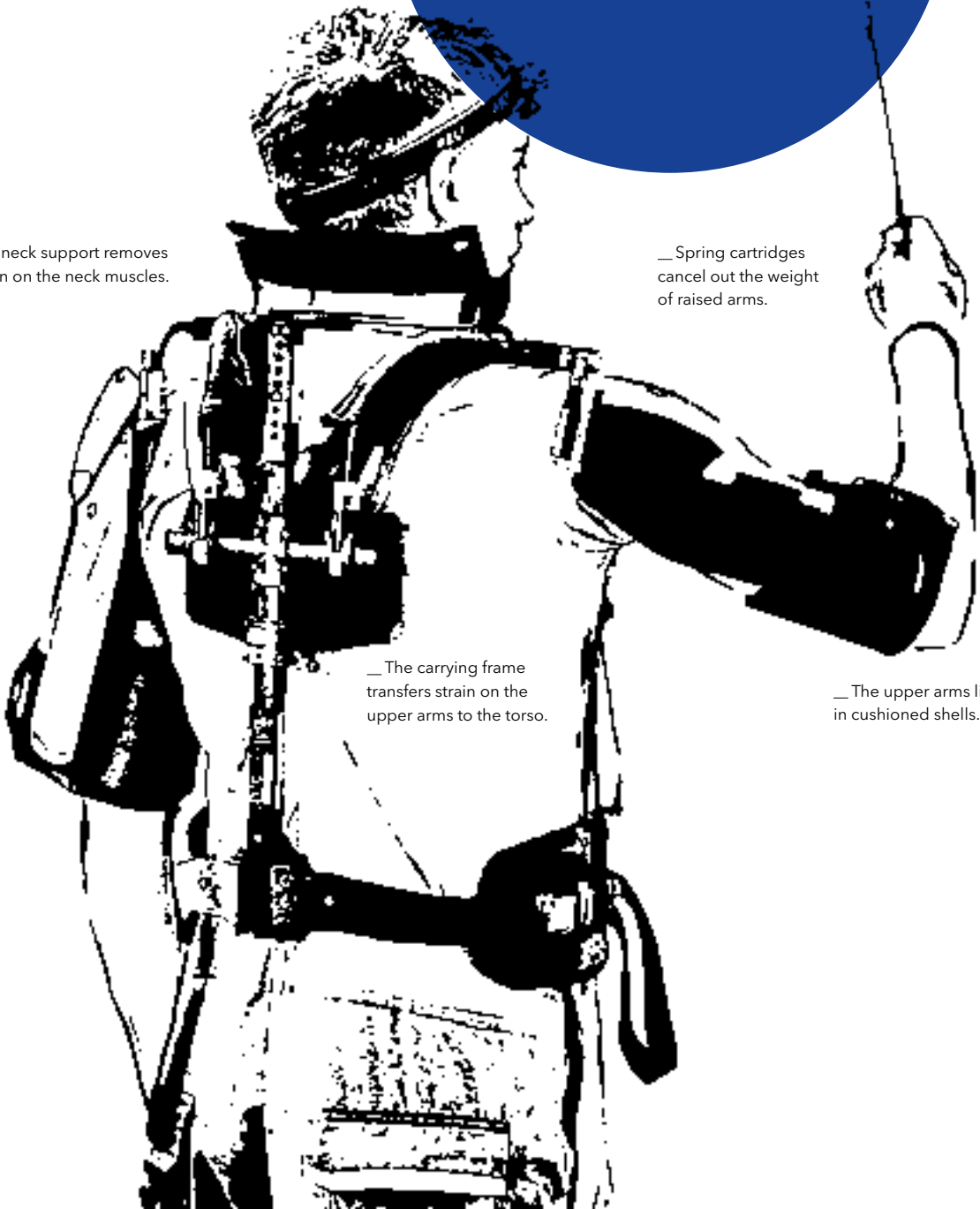
The passive exoskeleton is not stronger than a human. However, springs and supports reduce the physical strain of heavy work.

\_\_ A neck support removes strain on the neck muscles.

\_\_ Spring cartridges cancel out the weight of raised arms.

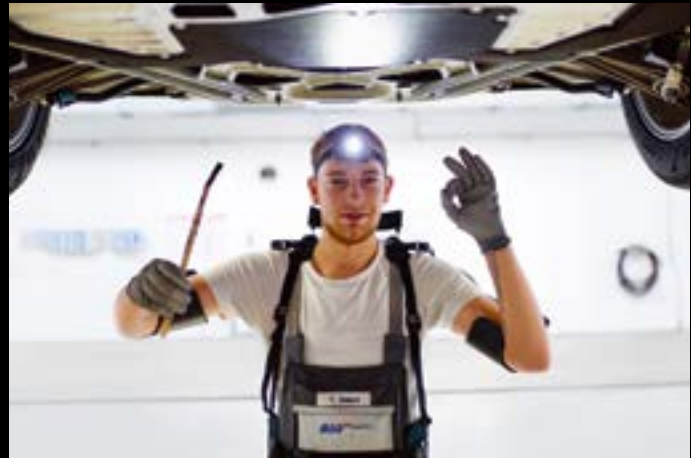
\_\_ The carrying frame transfers strain on the upper arms to the torso.

\_\_ The upper arms lie in cushioned shells.



“The exoskeleton relieves the employee during physically heavy activities such as overhead work.”

WOLF LAMPE Head of Sustainability and New Technologies



# WHAT DOES IT FEEL LIKE TO WORK AS A HUMAN-MACHINE COMBINATION?

INTERVIEW WITH  
CHRISTINE BRAMMER,  
TRAINEE MANAGER



— Human cooperation is necessary for the human-machine combination to work. That is why BLG LOGISTICS is carrying out extensive testing at various locations to try out already available passive exoskeletons in practice. How comfortable are they to wear? What hitches still need to be ironed out? What safety issues are there when putting on the support structure? Trainee manager Christine Brammer looked into all these questions. She monitored the tests at the various BLG locations.

## What was your first thought when you heard about the use of exoskeletons?

*C.B.: As a business psychologist, I look at the psychological aspects of work, including ideal working place and organization design. That's why I was especially enthusiastic about a project that focuses on the human factor.*

## What were and are your and BLG's expectations of the tests?

*C.B.: First, we wanted to find out whether passive exoskeletons really can support employees in heavy work. And secondly, we wanted to know: Is anybody really going to be willing to put this thing on?*

## Is the exoskeleton difficult to get into?

*C.B.: Actually, it's pretty easy and fast. The exoskeleton currently being tested in Bremerhaven is simply strapped on like a rucksack and additionally has a pelvic belt. Then you adjust the height and width to your body size, and you're ready to go. Taking it off is just as fast. The first time you adjust it takes a few minutes more, but you quickly get a feel for how it needs to fit. Much more difficult is getting over the mental barrier.*

## What are the reactions of employees so far?

*C.B.: The feedback has been very mixed. Some people thought it was great immediately. Others initially had reservations or didn't feel comfortable wearing it. That's what makes it so important for everybody to test the exoskeleton thoroughly. It lets us identify the challenges and report them back to the research team.*

## Have you tried the skeleton out yourself?

*C.B.: Yes, of course. I wanted to find out for myself how it feels to be a human-machine combination. (Laughs) Anyway, it was important so that I could talk to employees on the same level and better understand their feedback.*

## What suggestions will you give the researchers after the first test phase?

*C.B.: The best solutions are those that come from people themselves. We can get colleagues on board with new technologies if we involve them actively in the development process. In other words, carry out more tests and listen to people.*







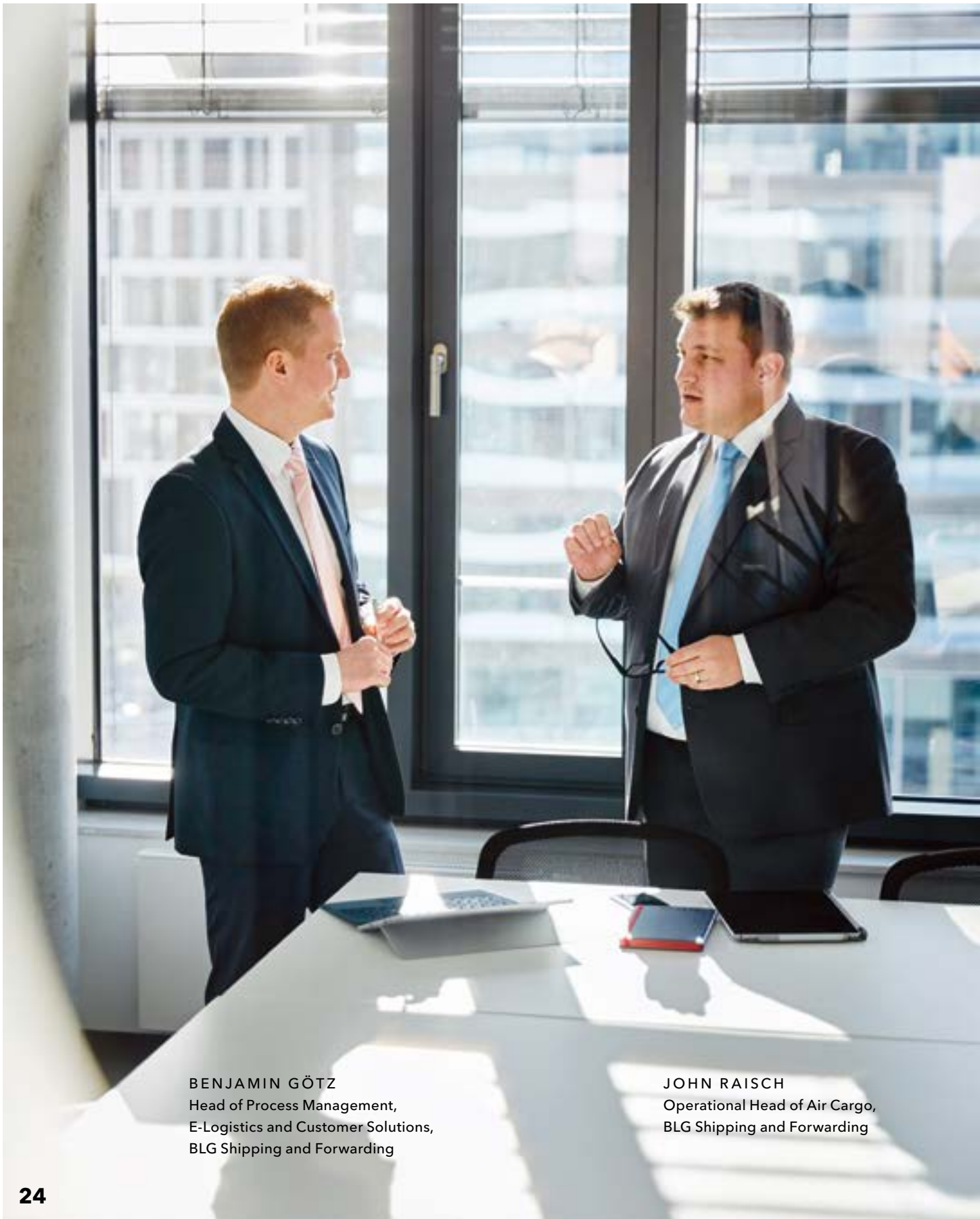
**Make way for  
concentrated intelligence!**

The compact, agile robots (“carry”) in the Frankfurt logistics center of BLG LOGISTICS are nippy little power packs. The modular system that comes with them makes us not only fast but also capable of reacting rapidly and flexibly to fluctuating volumes of our customers.

75

**CLEVER  
BLOCKS**

AWARDED THE  
GERMAN AND EUROPEAN  
LOGISTICS PRIZE.



**BENJAMIN GÖTZ**  
Head of Process Management,  
E-Logistics and Customer Solutions,  
BLG Shipping and Forwarding

**JOHN RAISCH**  
Operational Head of Air Cargo,  
BLG Shipping and Forwarding

# "I HAVE A DREAM"

## A CONVERSATION

— When John Raisch and Benjamin Götz get together, their enthusiasm shows. The two Swabians from the Shipping and Forwarding Department of BLG are passionate about their jobs. The Operational Head of Air Cargo and the Head of Process Management, E-Logistics, and Customer Solutions both pursue the same mission: finding solutions that are special on the forwarding market.

**J.R.:** Ben, you know I'm a dedicated forwarding specialist. My air freight heart beats faster when we develop a logistical fast track for our customers that offers them the speed and flexibility they won't get elsewhere. Or when we charter an entire aircraft for a customer, offer complex packaging options, or deliver a spare part directly to the site where it's needed. These are situations where we can put in all our market expertise and flexibility, and use our global network of subcontractors. I love taking on jobs like this - but I don't necessarily like the paperwork and flood of data that also comes with them. Can you give me some technical support that helps me focus completely on my daily work?

**B.G.:** We're working intensively on making our processes faster, more efficient, and more reliable. E-business, networking, transparency - these are all key areas. In overland transport, we're currently introducing a new scheduling software to support the "digital forwarding company". It enables fully automated route planning. That will raise our scheduling processes to a completely new level in terms of reaction speed and efficiency. A driver app that provides all freight documents in digital form wraps up the package.

**J.R.:** Ben, I have a dream: It's that our customers don't have to send us data by email any more. We hardly have to enter any data manually and can concentrate on the job itself. Our customers get prices, options, and all information sent instantly and directly to their systems. It all needs to be easy and offer clear benefits!

**B.G.:** You're exactly right! We've already got the extensive data exchange with our customers that we need for this vision. But right now both sides still have to enter data manually, which creates a lot of work. We want to integrate cus-

tomers more closely and build more intensive networks. I'm not just thinking about simple interfaces, but about real-time communication between systems. This would ensure a seamless flow of information - from the quote to order placement and status information right through to invoicing. And all of it paperless.

**J.R.:** That's a highly complex area! It's not just about technology. We'd also have to comply with legal regulations from the Federal Aviation Agency, customs authorities, and other authorities. What information is the customer willing to give us? It's a question of trust. Ultimately, our solutions have to work for the customer, and the time and money savings need to be clear to them.

**B.G.:** We're already developing in the right direction with our internal systems and work processes. And technically we're on the right track as well! If we continue to closely involve our customers in new developments and processes that map their requirements, I'm sure we'll be able to achieve a big part of this dream.



# ALWAYS UP TO THE MINUTE

Transport by truck can take a long time. Yet distance is not the most pressing problem. What costs time and patience above all are all the formalities everybody involved has to deal with. Not only drivers battle daily with reams of paper. Also shippers and consignees have to prepare or post-process documents. So there are good reasons to tackle this issue. Why not introduce paperless driving?

Together with Daimler Trucks, we've developed a cloud-based platform that maps all order data in real time. An app gives all parties constant access to the current status. The unique feature: The IT solution doesn't require any hardware to be installed in the truck. A smartphone or PC with internet access is enough. "The app performed excellently in the pilot project, and we believe it's ready for the market," says Anna Witt from the BLG Core Innovation Team.





# “WE MAKE LOGISTICS EASIER FOR OUR CUSTOMERS SO THEY CAN WORK MORE SUCCESSFULLY.”

FRANK DREEKE, CEO

**BLG LOGISTICS develops complex logistics solutions designed to make things easier for their customers in industry and commerce. Can you explain this apparent contradiction?**

Logistical processes are a highly complex matter. As a logistics service provider, our top goal is to manage the complexity of processes for our customers and to offer solutions that make their logistics easier. The result is that they can focus on their core business. Of course, behind every seemingly simple concept there's a sophisticated logistical system. It's our job to develop that system. At the interface between customer benefits, practicability, and digital technology, we find flexible solutions customers can rely on.

**Customer requirements are getting more and more specialized. Today, hardly any company can get by just with standard logistics solutions. How is BLG reacting to this trend?**

Our customers in commerce and industry have different logistical needs, and we respond to them. We react to changes in

product life cycles or changes in sales structures by offering logistics solutions tailored to our customers' requirements and wishes. We listen to customers and cooperate in partnership with them.

**Good customer relations are based on open, value-based communication. What are the principles behind BLG's corporate culture?**

We believe a strong company needs not just excellent products or services, but also clear leadership principles and values. That includes respect for our employees and communication that shows we appreciate them. Modern leadership principles that encourage personal responsibility and willingness to change are also part of our corporate culture. We can only meet our promise to make logistics easier for customers and to boost their success if we have motivated employees.

# MILESTONES

*The future lies in progress.  
This is what we accomplished in 2017:*

## DRONES TAKE OFF

*BLG LOGISTICS wins  
elogsitics Tool Award 2017*

The elogsitics Tool Award honors the application of new technologies in logistics. In 2017, it went to BLG LOGISTICS. It was awarded by AKJ Automotive in Saarbrücken for the solution "Drone support in logistics". We implemented this solution together with the start-up sitebots GmbH at our Emmerich location. Together, we succeeded in integrating drones into our operational company processes.



## MORE WATER, MORE AIR

*BLG takes over KICO*



In May 2017, BLG LOGISTICS acquired the forwarding company Kitzinger & Co. (GmbH & Co. KG) as well as its subsidiary Arno Rosenlöcher (GmbH & Co. KG). Both companies have been well-known on the market for many years under the joint name KICO. After our takeover of Fortragroup in 2016, KICO represents another important component in the expansion of our Shipping and Forwarding department. In particular, it gives us the capability to expand our services in sea and air cargo forwarding. So we can always give the green light - whatever routes our customers choose. Whether road, water, or air, whether national or international - the merchandise always gets there as required.

## BLG TRAINEES GO ONLINE

*New Facebook careers page*

Now school students interested in a training program at BLG can take a look at the company with just a few clicks. That's because the BLG careers page on Facebook went live in July. It provides interesting insights into the work of our trainees at our various locations. School students can contact BLG trainees directly and find out about the wide range of traineeships and career opportunities available. Questions tackled include: What does work in logistics involve? What main capabilities do you need? What tips for job interviews are useful? Or: How friendly is the atmosphere?

# LIKE.



## TEMPORARY JOB SWAP

*"CROSS" enables exchanges between companies*

**14**

people took part in CROSS

In September 2017, 14 employees from BLG LOGISTICS, Airbus, and Mercedes-Benz in Bremen swapped jobs. The "CROSS" project (Competence Rotation Over Several Sectors) offered a cross-sector exchange program. The objective was to strengthen cooperation capability and openness to change. These are important skills in today's digital age. Bremen Jacobs University monitored CROSS in a scientific analysis. In workshops, the participants identified the digitization requirements of the company they were assigned to. Both participants and companies discovered surprising common ground and gained valuable new ideas. A win-win situation.



## THREE RESEARCH PROJECTS LAUNCHED

*BLG secures funding for IHATEC research projects IRiS, Isabella, and Kali*

The world of logistics is vast. And just as vast are the tasks people accomplish here. So it makes sense to use new technologies that make processes easier. With the Innovative Hafentechnologien (IHATEC) program, the Federal Ministry for Transport and Digital Infrastructure (BMVI) supports projects that apply innovative technologies in German sea and inland ports. We are involved in the program with three research projects.

**7.5**

millions of euros subsidies for our research projects

Business and academic institutes applied for funding totaling 7.5 million euros. The BMVI agreed, and is subsidizing all three projects, which we are conducting with various partners.

## VEHICLE TRANSPORT IS BOOMING

*Joint venture in Ukraine celebrates tenth anniversary*



We celebrated a special birthday in September: Our joint venture with the VIDi Group in Ukraine now has ten successful years under its belt. It started with one branch and a fleet of 26 trucks. BLG VIDi LOGISTICS TOW imported vehicles for the Ukrainian market. Business was so good that, two years later, we built a new vehicle terminal in Kalinovka, 20 kilometers south of Kiev. It has a capacity of up to 1,700 vehicles. Just a short time after that, we opened a forwarding branch that takes care of port handling of vehicles that enter Ukraine from the Black Sea. Today, BLG VIDi LOGISTICS TOW, with 88 employees and 46 trucks, is Ukraine's market leader in vehicle transport.

# AUTOMOBILE

*Massive success for massive loads,  
more capacity in Duisburg,  
and vigorous growth in Gioia Tauro.*

## 1.4 million

tons of break bulk and heavy cargo were handled by Neustädter Hafen port. That was one quarter more than in the previous year.

## 1.3 million

tons of high & heavy cargo were handled in Bremerhaven. That was more than ever before.

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## HUGE SUCCESS FOR HEAVY CARGO

*Neustädter Hafen and Bremerhaven  
achieve top result*

Neustädter Hafen, Europe's largest terminal for break bulk and heavy cargo, reported a big upturn in 2017. The heavy cargo expert handled an impressive 25 percent more cargo than in the previous year. Bremerhaven also booked vast successes. The Auto Terminal is not only a giant cargo handling location for cars, but also for high & heavy cargo such as self-driving construction machinery, cranes, or hauling systems. In this field, the volume of goods reached a record 1.3 million tons.





## WORKSHOP GROWTH

*Duisburg Autoterminal expands technical services area*

When people think of a vehicle terminal, they usually think of cargo handling. And that's right. Of course the trimodal BLG Auto Terminal in Duisburg handles vehicles. Yet the location has also made a name for itself above all for technical processing of vehicles. The service spectrum ranges from inspection, repairs, and installations to refinishing and smart repairs. We provided technical services for more than 20,000 vehicles here in 2017. And the rate is increasing. Since mid-November, a new technical building has offered additional workshop capacity to meet increasing customer demand.

# 6,500

square meters of technical service space offer customers even more service.

## STRONG PERFORMANCE OF GIOIA TAURO AUTO HUB

*BLG boosts Mediterranean sea port terminal*

Gioia Tauro, one of the Mediterranean's central auto hubs, significantly increased its handling volume. The location is becoming increasingly established as a hub-and-spoke port: Vehicles are shipped from Gioia Tauro to other ports in the Mediterranean and to the USA. However, they arrive and depart from the terminal not only by water, but increasingly also by road and rail. To further expand our trimodal location, we joined forces with Automar S.p.A., an experienced logistics partner, at the end of 2016.

# 180,000

vehicles were handled by us in 2017 at the auto terminal in Gioia Tauro.



# CONTRACT

*New business from Siemens, even more cookies for Griesson - de Beukelaer, and contract renewal for Bremen's automotive business.*

**2 million 80,000**

pallets moved by BLG annually  
for Griesson - de Beukelaer.

bays are available to store cookies  
and savory snacks at between 12 and 18°C.

## EVEN MORE COOKIES

*Contract with Griesson - de Beukelaer extended by four years*

Each year, BLG LOGISTICS moves more than two million pallets for Griesson - de Beukelaer - in a total of 80,000 bays in the central warehouse in Coblenz as well as in the four production locations in Polch, Kempen, Kahla, and Wurzen. Our service spectrum ranges from temperature-controlled storage to picking to production supply and disposal. Our cooperation with this customer started in 2008 and has now been extended up to 2021.



## CAR PARTS SHIPPED TO DESTINATIONS AROUND THE GLOBE

*Follow-up contracts for automotive business in Bremen*

At the Bremen location, BLG LOGISTICS will now deliver assembly parts from Germany and Europe to the overseas plants of a major automotive manufacturer for a further four or seven years. Some 1,700 employees working on 300,000 square meters of floorspace take care of packing logistics and container packing of the vehicle parts for prompt supply to the assembly locations all over the world.



# 300,000

square meters of floorspace where 1,700 employees work on behalf of our customer.

## GOOD PREPARATION IS EVERYTHING

*BLG LOGISTICS takes over procurement logistics for Siemens*

In April we took over supply operations for our customer Siemens for its gas turbine production location in Berlin. For these operations, we run a consolidation center that brings together all raw materials and intermediate products from various suppliers. Then we pick the supplied parts and transport the materials to their assembly stations in the plant. As a specialist for complex logistics services in machinery and plant construction, we have been working for Siemens since 2000. The new business in Berlin is another milestone in our long-lasting partnership.



# CONTAINER

*Wilhelmshaven continues to grow,  
Limassol joins the family,  
and Bremerhaven saves money.*

# 15%

more containers handled.

# 18 m

water depth offered by the EUROGATE  
Container Terminal in Wilhelmshaven.



## **EVEN BIGGER**

*Two-figure growth in Wilhelmshaven once again*

The newly-founded shipping line merger OCEAN Alliance has been using the EUROGATE Container Terminal in Wilhelmshaven since May 2017. The Wilhelmshaven facility has been able to double its monthly handling volume since then. Initially, OCEAN Alliance's "Asia-North Europe 1" line will dock in the deep-sea port once per week. To date, the port has contracts with eight shipping lines, including two of the three large alliances. The world's currently largest container ship - the "OOCL Germany" - sailed into Wilhelmshaven on October 16. Thanks to the new alliance structure, the container terminal achieved two-figure growth for the second consecutive year.

## EUROGATE COVERS THE ENTIRE MEDITERRANEAN AREA

*Twelfth terminal in Cyprus*

On January 29, 2017, EUROGATE took over operation of the container terminal in Limassol - together with the Interior Navigation Company Ltd. and East Med Holdings S.A. (each with a share of 20 percent, and EUROGATE with a share of 60 percent). Cyprus's most important port handles 90 percent of the country's imports and exports. Limassol is the twelfth location in the EUROGATE network: Now, with Tanger in the west, Gioia Tauro and Cagliari in the center, and Limassol in the east, EUROGATE covers the entire Mediterranean area.

# 500,000

standard containers per year handled in the port of Limassol.



# 3,659

headlights were removed or installed during reconditioning.



## COSTS HALVED

*LED lamps in Bremerhaven save more than 50 percent energy*

LED lamps were installed on a total of three million square meters of the EUROGATE container terminal in Bremerhaven. That reduces the energy consumption by more than 50 percent per year - and ensures our Bremerhaven location will achieve its energy saving goal in 2018 instead of 2020.

# EMPLOYEES

*Our employees are the heart  
of our smooth-running logistics.*

**2.9**

fluctuation  
(in %)

**21.5**

proportion of women  
(in %)

**44.5**

average age of workforce  
(in years)

/ average years of service /

**10.8**

/ fewer occupational accidents than in 2016 (in %) /

**5.2**



# KEY FIGURES OF THE BLG GROUP

9,685

employees

1,104

applications  
for a training occupation

185

seminars held

387

employees showed their potential for  
more extensive management tasks

140

employees took part  
in running events

/ Diversity prize for the support of diversity  
in the company /

1

/ employees took part in training courses /

2,220

# FINANCE

*In business year 2017, we increased our profit compared to the previous year by 8.8 percent.*

**1,088**

sales  
(in million EUR)

**33.5**

EBT  
(in million EUR)

**33.2**

equity ratio  
(in %)

/ dividend per share (in EUR) /

**0.40**

/ dividend (in %) /

**15**

# KEY FIGURES OF THE BLG GROUP

		2017	2016	Change absolute	Change percentage
<b>Sales and profit</b>					
Sales	million EUR	1,087.8	1,045.6	42.2	4.0 %
Return on sales	%	3.8	3.7	0.1	2.7 %
EBITDA	million EUR	84.6	76.2	8.4	11.0 %
EBIT	million EUR	41.0	38.5	2.5	6.5 %
EBT	million EUR	33.5	30.8	2.7	8.8 %
EBT margin	%	3.1	2.9	0.2	6.9 %
<b>Asset and capital structure</b>					
Balance sheet amount	million EUR	708.6	707.9	0.7	0.1 %
Investments in long-term intangible and tangible assets	million EUR	19.7	12.9	6.8	52.7 %
Capitalization ratio	%	42.2	44.7	-2.5	-5.6 %
Equity to fixed assets ratio (golden balance sheet rule)	%	98.0	104.3	-6.3	-6.0 %
Working capital ratio	%	95.5	103.9	-8.4	-8.1 %
<b>Equity</b>	million EUR	235.6	219.3	16.3	7.4 %
Equity ratio	%	33.2	31.0	2.2	7.1 %
Return on equity	%	14.7	14.2	0.5	3.5 %
Net indebtedness	million EUR	230.0	254.8	-24.8	-9.7 %
Return on total assets	%	5.8	5.4	0.4	7.4 %
<b>Cash flows</b>					
Cash flow from current operating	million EUR	41.7	44.1	-2.4	-5.4 %
Cash flow from investment activities	million EUR	8.9	15.7	-6.8	-43.3 %
Cash flow from financing activities	million EUR	-61.1	-48.1	-13.0	-27.0 %
<b>Capital-market-oriented key figures</b>					
Dividend of BREMER LAGERHAUS-GESELLSCHAFT -Aktiengesellschaft von 1877-	EUR	0.40	0.40	0.00	0.0 %
Dividend	%	15	15	0	0.0 %
<b>Human Resources</b>					
Employees		9,685	10,046	-361	-3.6 %
Personnel cost ratio	%	46.7	50.8	-4.1	-8.1 %
Jobs worldwide		18,500	18,323	177	1.0 %

# REPORTING IN 2017

[www.blg-logistics.com/annual-report](http://www.blg-logistics.com/annual-report)



/ Company Report /



/ Sustainability Report /



/ Financial Report /

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