

## **Gebrüder Weiss reports revenue up 11.5%**

**GW organisation releases preliminary earnings for 2005**

**Vienna, 19 May 2006 – In 2005, Gebrüder Weiss (GW), the largest private transport and logistics concern in Austria, achieved a net turnover of EUR 789.3 million. Compared to its 2004 figures, this translates into a gain of approximately 11.5%. Apart from Austria, not only are the Central and Eastern European countries continuing to gain in significance as revenue generators, but the Austrian logistics provider also continues to further its market position in the American and Asian markets. A total of six new locations were opened in 2005 and the number of employees rose by 219 to a total of 3,627 for the year's average.**

“Growth of 16.7% to EUR 708.3 million last year and a further increase of 11.5% to EUR 789.3 million for this year: our numbers show gains across the board and also vouch for sustainable growth. This further bolstering of our financial might supports our position as an independent family business,” comments Wolfram Senger-Weiss, board member and CFO, on the results. The company's result from ordinary activities increased 12.8% in 2005 to EUR 49.3 million, its equity ratio rose to 49.8%. The largest part of the increase in value continues to be generated through international surface transport (31%), the fastest growing divisions are logistics (25%) and Air & Sea (11%). The company's CEP division also upheld its traditionally strong course (17%; CEP = courier, express and parcel services). National transports contributed 11% to the overall result, customs accounted for 5%.

Reflecting the healthy profit situation, investments were unabated including the ongoing 150 million Euro project. Apart from establishing the new terminal in Maria Lanzendorf, this project also included expanding the locations in Wels-Pernau (Upper Austria), Maria Saal/Klagenfurt (Kärnten) and Wörgl (Tyrol). “Our Austrian base is the cornerstone of our international success and will therefore continue to be reinforced,” states board chairman Wolfgang Niessner in explaining the company's expansion policy. Effective 1 September 2005, Gebrüder Weiss also repurchased the 30% share which the Österreichische Post AG (Austrian postal service) held in GW's parcel service.

## **Increasing presence throughout the world**

As a consequence of recent international expansions, the GW organisation today has 134 locations. The focus continues to be on the Austria/Germany/Switzerland region as well as nine countries in Central and Eastern Europe. Just this past March, Gebrüder Weiss took over Slovakia's two M&G companies (M&G Expres and M&G Spedition), thereby securing top spot in the country.

Three locations were opened in China last year, now giving the joint Weiss-Röhlig venture a solid presence in 15 Chinese cities. Operations also got underway at three new locations in the USA and Canada in 2005, GW thus having made solid inroads in North America after just three years. "We are preparing the logistics base for our customers in America and especially in the Middle and Far East," according to Heinz Senger-Weiss, Air & Sea management board, on the international development of locations. Gebrüder Weiss has been active in China for more than 25 years now. Two of the three new locations which opened last year, Xian and Chengdu, are deep within the country's interior. "That move is an exact reflection of how foreign investments are developing in this country," explains Heinz Senger-Weiss. GW moreover opened an agent office in Mongolia in 2005, thus becoming one of that country's first international logistics providers.

## **Increasing personnel numbers and qualifications**

To ensure a qualified employee base for its ongoing expansion, the GW Group also continued its job and qualification initiatives in 2005. The total number of employees in the group rose 6.4% last year to 3,627. After the inaugural promoting potential programme entitled "Orange Future" concluded successfully in mid-2005, Gebrüder Weiss made the decision to continue the training offensive in 2006. In addition, the GW Group also welcomes 120 trainees each year – just in Austria alone.

### **Contact:**

Gebrüder Weiss Information Office: Johannes Angerer  
johannes.angerer@gw-world.com  
Bundesstraße 110, A-6923 Lauterach  
Tel: + 43 5574 696 500  
Cell: + 43 664 837 0 837  
www.gw-world.com

Hauska & Partner: Mag. Annette Märk  
annette.maerk@at.hauska.net  
Templergasse 31, A-2340 Mödling  
Tel: + 43 2236 26 114  
Cell: + 43 676 639 42 53  
at.hauska.net