



General Presentation

**The global leading specialized
consultancy in
Transport & Logistics**

adi Consult Group is a world leading recruitment consultancy
60 offices in 27 countries worldwide – www.adiconsult.com





Personnel and Management Consulting

Established in 2000

Specializing in Freight Forwarding,
Shipping, Transportation &
Logistics

Core Competencies

- All active partners are multi-lingual and have many years of experience as top executives in the above mentioned industry sectors
- 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 30 countries, serving 100
countries with over €10 Mio.
turnover



Supplemental Information

30 Countries – 56 Offices – 70 Partners

Austria
 Australia
 Brazil
 Bulgaria
 Canada
 Chile
 Colombia
 Czech Republic
 Finland
 France
 Germany
 Holland
 Hong Kong
 Hungary
 India



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

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



Supplemental Information



Facts and Figures 2010/2011

30 Countries – 56 Offices

Group Turnover € 10,9 Mill.

No. of Mandates 1.920



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

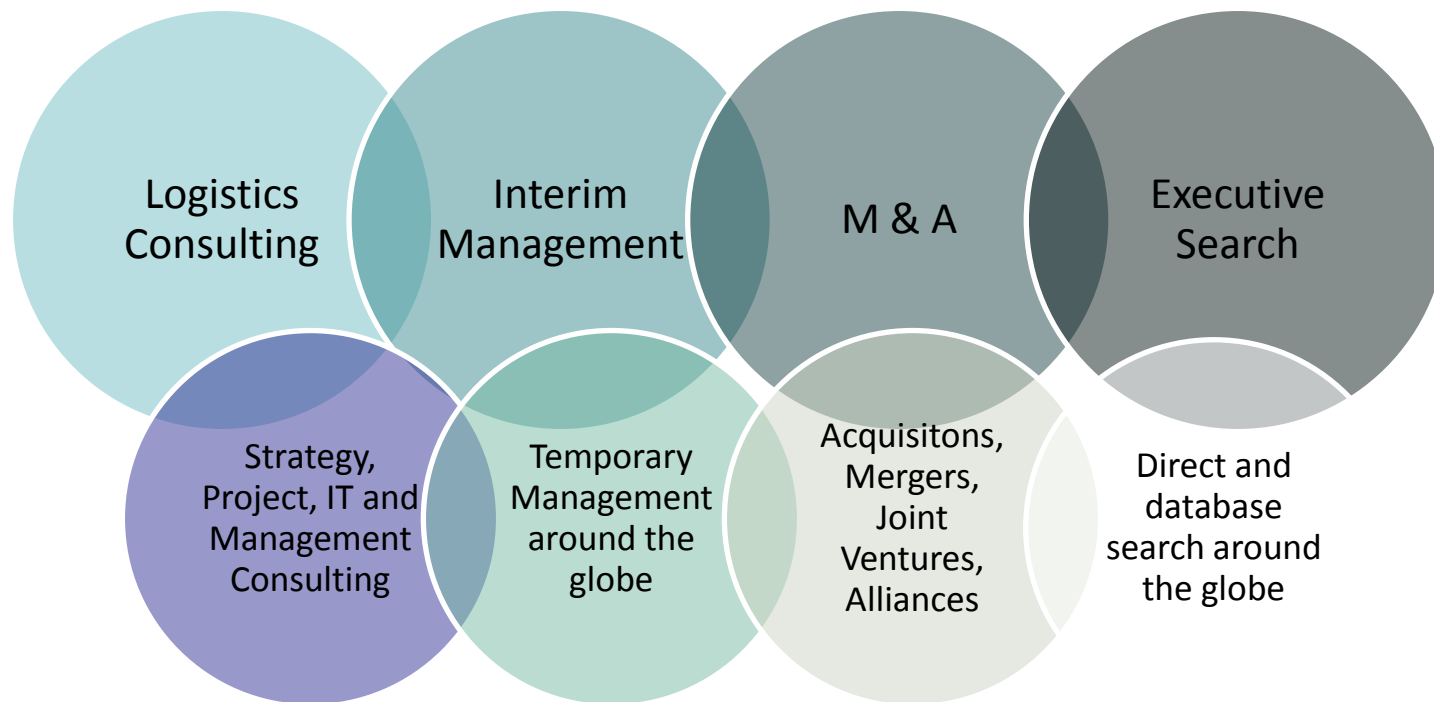


Acquisitions, Mergers, Joint Ventures, Alliances

- We support our customers' efforts as their partner



Our services





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

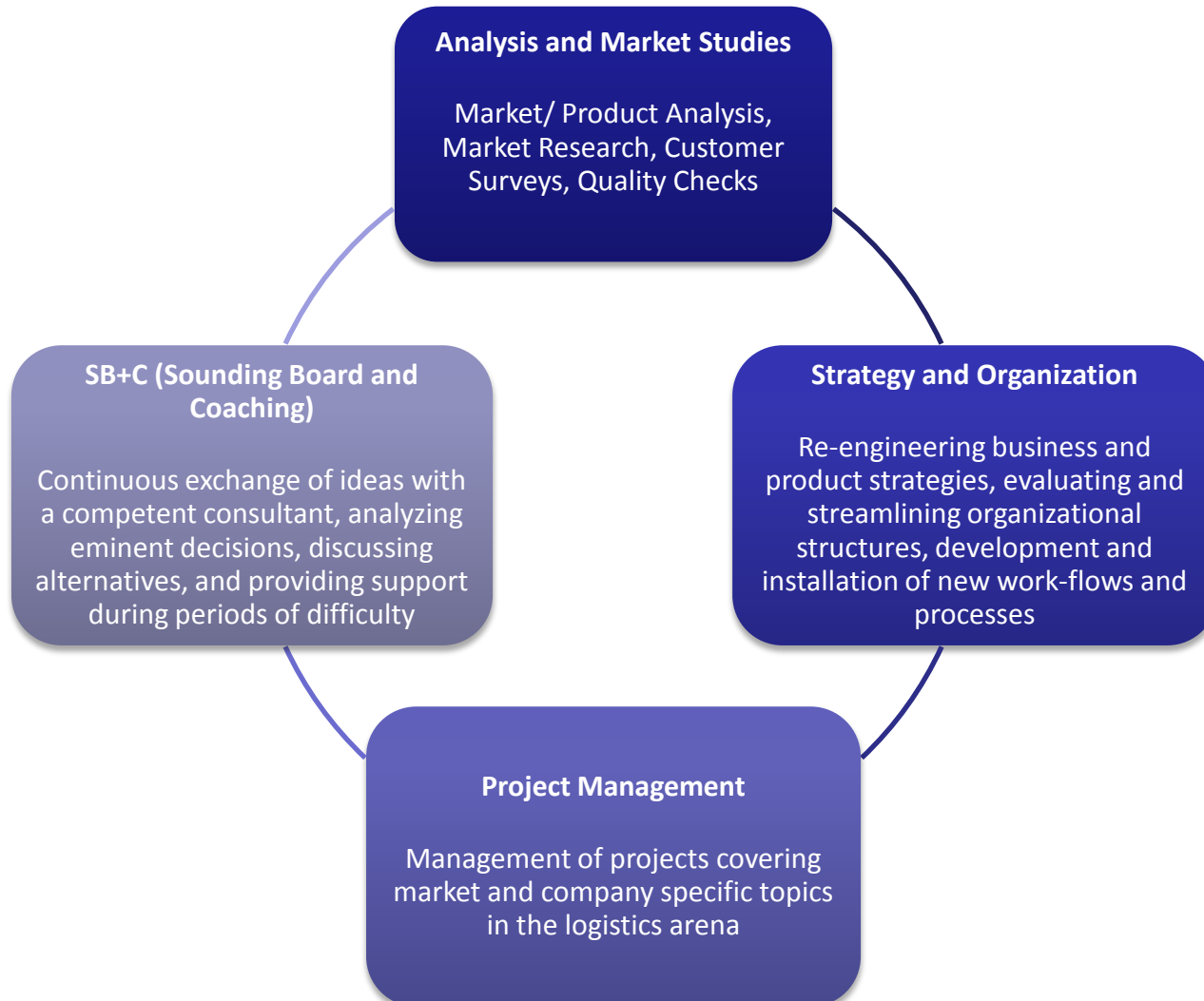
Lower Level
Clerks, Department Managers, Group Managers

adi - Support

Application and Employment Management



Strategic, Project, and Management Consulting





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?

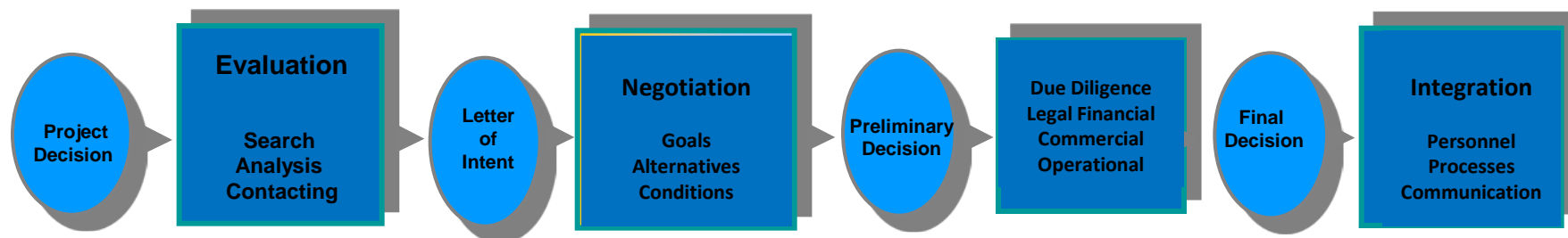
Specialists, Experts, or Project Managers are engaged for a limited period of time and only as needed

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 Americas, Europe, and Asia
- ✓ 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





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



Principle Partners and Management Team

- 26 Years Industry Experience
- Last Position: CIO Schenker USA

Helmut Berchtold



- 32 Years Industry Experience
- Last Position: EVP Air Freight Schenker HQ

Klaus D. Geissler



- 20 Years Industry Experience
- Last Position: COO
- LOGWIN Road+Rail HQ

Detlef Kükenshörer



Partner Advisory Council

- 30 Years Industry Experience

Bernhard Reusch



- 32 Years Industry Experience

Adel Adamo



- 40 Years Industry Experience

Elmar Lins



- 35 Years Industry Experience

Wolfgang Wanja

