



Mergers & Acquisitions

**The global leading
M & A Consultancy
Specializing in the
Transport & Logistics
Industry**

adi Consult Group is a leading M&A 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**



Global Footprint

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

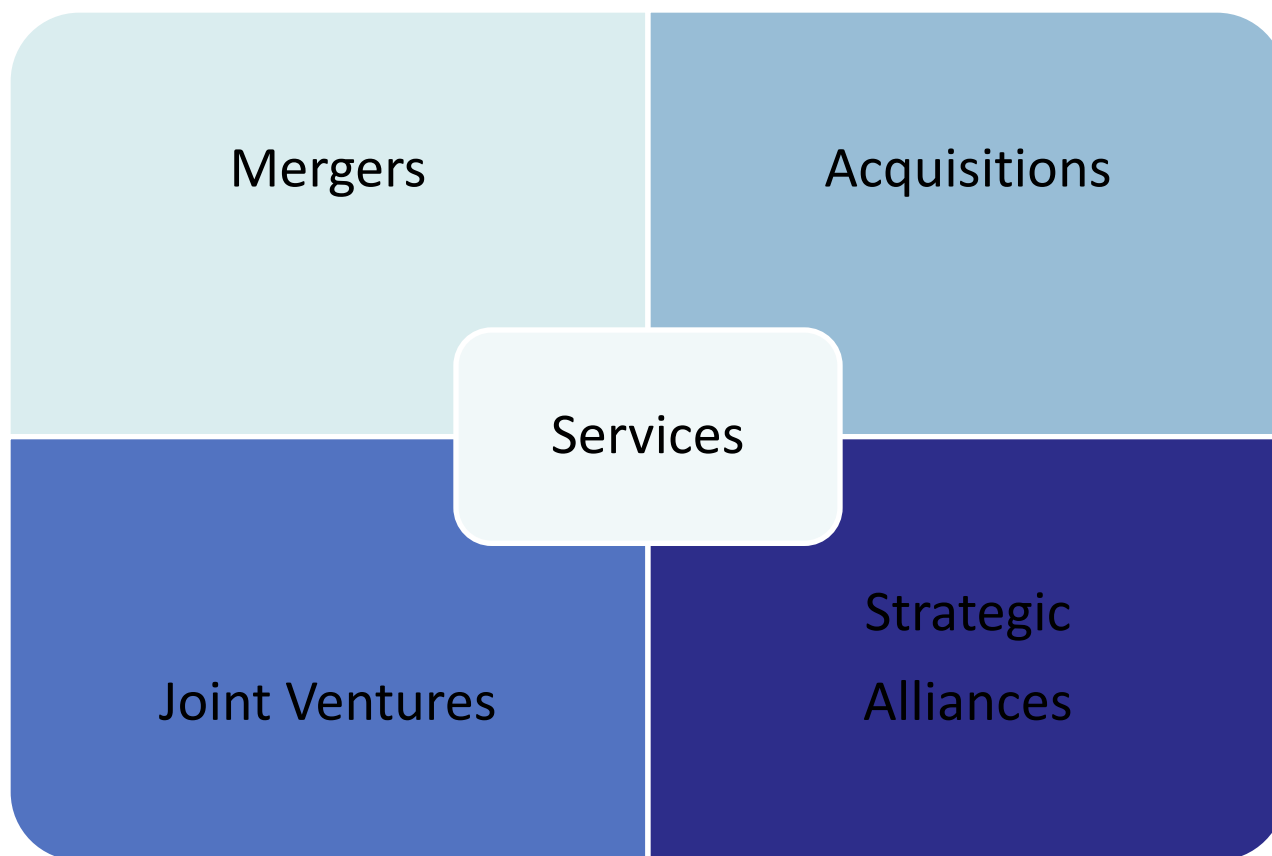
Our unique and personal
focus allows us to
provide maximum benefit
to

**EACH CLIENT,
EVERY TIME**



Our Services

We support our customers' efforts as their partner in





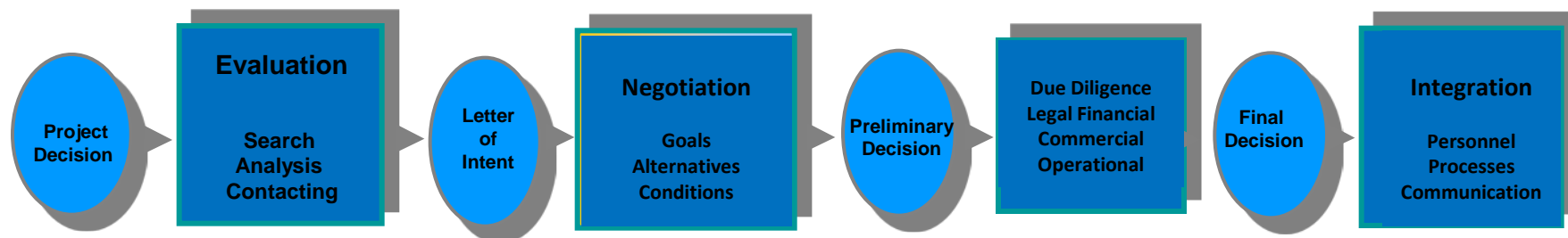
The USPs of our Group

We tell our customers what they **should** know, not what others **want** them to know





Our proven method



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



Full Service Package in Cooperation with our Global Partner



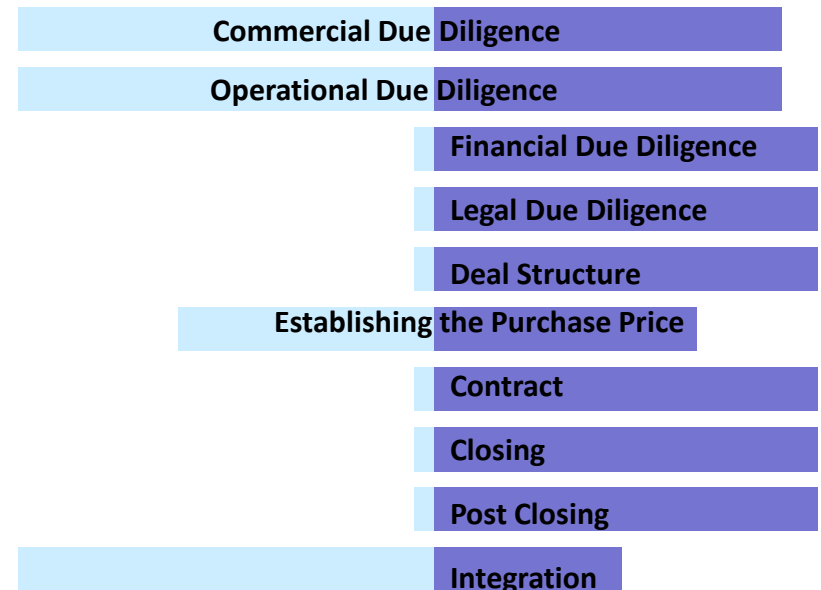
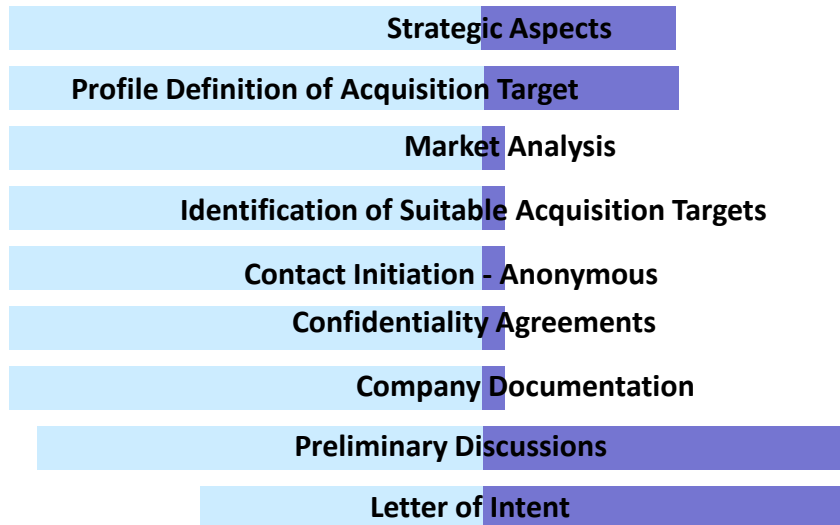
Market Specialists www.adiConsult.com

Specific Know How in regards to Market, Competition, Trends, Developments, Products, Production, KPIs, Human Capital etc.

Financial & Legal Experts www.intergest.com

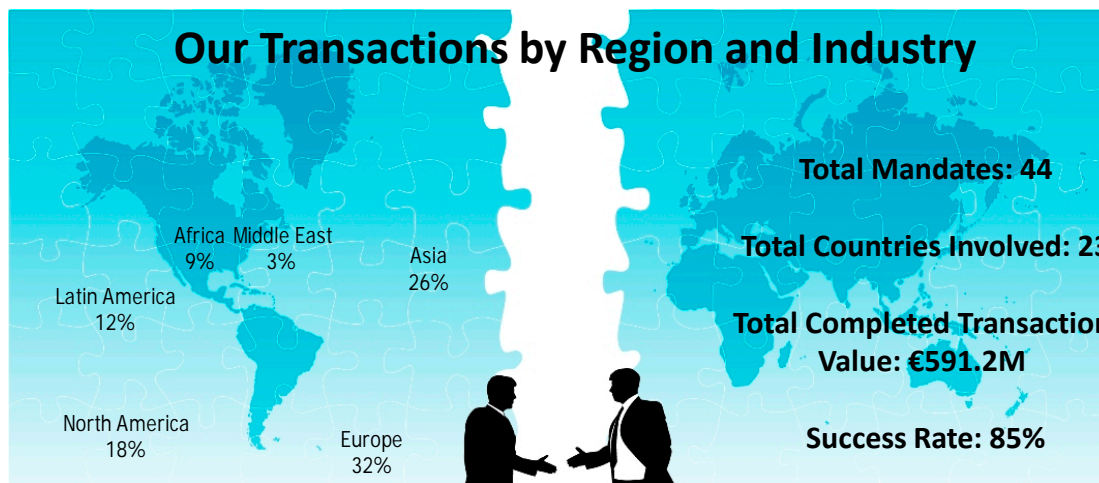
Specific Know How in regards to legal questions, contract issues, tax, financing, holdings, transfer pricing etc.

Weighting





Success



Freight Forwarding	Maritime + Intermodal	Aviation	Contract Logistics
Air + Ocean	NVOCC's	GSA's	Supply Chain Management
Overland LTL + FTL	Ports	Air Cargo Handling	Warehousing
Project + Heavy Lift	Shipping	Ground Handling	Lead Logistics (LLP)
Oil+Gas	Agencies	Road Feeder Services	4 PL
	Terminal Operators	Airports	



Total Ongoing Transaction Value:
Est. €545-574M



Our Competencies – Your benefits

“Our Competence
is
Your Benefit“

Top industry
competence

Powerful global
organization

Global database
5.000+ companies

Excellent contacts
to finance market

High success rate

Full service
package

Proven track record

Practical solutions

Identifying with
clients' issues



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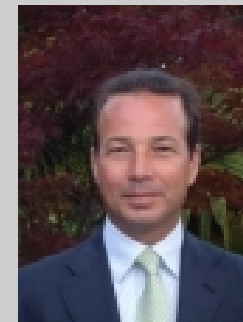
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