



INSPIRED BY THE RIVER: RHENUS CORPORATE HISTORY

Together with Passion



**A WORD OF WELCOME FROM KLEMENS RETHMANN,
CEO OF THE RHENUS GROUP**

PASSION AND TEAMWORK CREATE SUCCESS

// DEAR SIR OR MADAM,

Teamwork and passion are absolutely essential preconditions for any success in the business world. They are the key features in the story of Rhenus too. We actively work to provide solutions in conjunction with our customers using our motto “Together with Passion”. We are just as motivated as our customers and we take on responsibility together with them.

This sense of “working together” also applies to our employees, who work with a great deal of passion. Their combined efforts are what primarily provide the basis for the high quality of our logistics services. All the employees work in a team with the greatest possible efficiency to achieve our most important goal: customer satisfaction. That is what distinguishes the Rhenus Group.

The historical roots of our company go back to Rhenus Transport-Gesellschaft m.b.H., which was founded in 1912. The Rhenus Group is now a logistics specialist with global business operations. As in the past, our strength lies in the variety of services that we offer: the

Contract Logistics, Freight Logistics and Port Logistics business areas manage complex supply chains and provide a wealth of innovative value-added services. The Public Transport business area has established a reputation as a quality provider of local public transport services.

When the RETHMANN Group acquired the company in 1998, the Rhenus Group had suffered decades of turbulent development. Mergers and reorganisation processes had repeatedly changed its corporate structure. Once Rhenus had been incorporated into the family business, it found a safe home base and from there was then able to chart new waters.

Rhenus fulfils the role of the innovative and complete provider of logistics services within the RETHMANN Group. The other two affiliated companies, REMONDIS and SARIA, operate in the water management/recycling business and the bio-industry. The corporate culture of the RETHMANN Group has fundamentally affected the strategy and development of the Rhenus Group. Rhenus, for example, has become an even more focused enterprise.

The focus of corporate units is geared towards specific sectors and special service segments. The managers of each unit can fully concentrate on meeting their individual goals. Despite this, they are embedded in the Rhenus Group, where they can pass on their experience and mechanisms for solving problems to their colleagues.

Rhenus continues to place great importance on maintaining close contact with its customers at all times. Consultancy services, solutions designed to meet needs and the systematic penetration of new markets and fields of activity are just some of the mainstays of our ongoing development, as we work alongside our customers. Managers are supported too. They are not just viewed as senior employees at Rhenus within a group matrix, but they are guided and encouraged as entrepreneurs within the company. This is the way to ensure growth.

Turnover has multiplied to a figure of almost EUR 5 billion during the past two decades within the RETHMANN Group – and the number of employees has grown just as rapidly. Rhenus has created the IT services that are required in a digital age based on its own resources. Huge



investments in the network of business sites and focused acquisitions have been key features too.

Rhenus has long since become a global logistics provider with more than 500 different branches. The company has a dense overland transport network in Europe, it operates warehousing facilities in all the major metropolitan areas and industrial centres and it has warehousing and handling capacity at the most important seaports and inland waterway ports. Rhenus organises logistics processes in almost all the countries in Asia through its own companies. This provides opportunities for further expansion – including the introduction of services that are primarily provided in Europe at the moment. Corporate activities have just started on the other continents. Rhenus is still working with many partners there in order to serve its customers. Our long-term goal, however, is to establish our own business activities there too.

I would like to invite you to accompany us on an exciting journey through the history of Rhenus on the following pages. Discover more about our company – and particularly how Rhenus employees and customers have been

working together to make our motto “Together with Passion” come to life for more than a century.

I trust that you will enjoy what you read.
Klemens Rethmann

RHENUS IS STILL CLOSELY CONNECTED TO THE RIVER RHINE

The ancient Romans had a motto: “Navigare necesse est” – “Shipping is essential.” The Romans, the globalisers of the ancient world, also supplied the name for the company that was newly established in 1912: Rhenus Transport-Gesellschaft m.b.H. After all, Rhenus is nothing more than the Latin name for Central Europe’s lifeline, the Rhine. The new corporation planned to specialize in goods traffic there. No wonder, for “Badische Actiengesellschaft für Rheinschiffahrt und Seetransport” and “Rheinschiffahrts-Actiengesellschaft vorm. Fendel”, i.e. two important specialists for shipping consignments and associated services like handling and warehousing, were the driving force behind the newly founded corporation. Although Rhenus may operate all over Europe and beyond nowadays, we are still closely associated with the river Rhine. The Rhenus flag waves on ships and land-based facilities all the way along the river from Lake Constance to the Rhine/Maas delta. Yet the Rhine – with its

countless tributaries and branches – is also rather like a picture of the company’s development: it is constantly renewing itself, is reliable and becomes stronger with every metre that it covers. The trading name has changed on several occasions since 1912 – but the river’s name, the inspirational force, has consistently remained part of our identity. In a century like the past one, which was marked by upheavals, disasters, but also by new beginnings, this is perhaps the most impressive symbol of continuity that there can be.

SASBACH, GERMANY / 7 August / 2 p.m.



You will find a summary of the history of the Rhenus Group in chronological order on these folding pages. You will be able to follow the story of the origins of Rhenus Transport-Gesellschaft m.b.H. in 1912 and its development during the past 100 years. We have retold the story of Rhenus from its early days as an inland waterway shipping company to its position as a global logistics specialist on the following pages. Read about the challenges and changes that the Rhenus Group has had to face and how it has constantly expanded its service portfolio so that it is always able to offer its customers logistics solutions that are adapted to needs – which themselves are constantly changing too.



1912

Badische Actiengesellschaft für Rheinschiffahrt und Seetransport and Rheinschiffahrts-Actiengesellschaft vorm. Fendel established Rhenus Transport-Gesellschaft m.b.H. The new company had its headquarters in Frankfurt and aimed to market shipping services and provide freight forwarding and warehousing services. Branches were set up in Basel, Kehl, Karlsruhe, Mannheim, Mainz, Aachen, Cologne, Düsseldorf, Antwerp and Rotterdam.

1928

Rhenus already operated 21 branches in Germany.

1929

Due to the impact of the global economic crisis, Badische Actiengesellschaft für Rheinschiffahrt und Seetransport and Rheinschiffahrts-Actiengesellschaft vorm. Fendel joined forces with their subsidiary Rhenus and some other companies to form a lobby group to promote their common interests.

1934

One subsidiary of the Vereinigte Elektrizitäts- und Bergwerks-Aktiengesellschaft (VEBA) took over the majority of shares in the partnership. Rhenus therefore became part of VEBA.

1938

Rhenus Kraftverkehr GmbH operated 100 of its own trucks for long-distance freight services in order to further expand business activities associated with shipping like handling and warehousing.

1943

Rhenus changed its business name to Rhenus Gesellschaft für Schifffahrt, Spedition und Lagerei m.b.H.

1955

B.V. Rhenus Transport Maatschappij, Rotterdam, was founded.

1966

Rhenus expanded its truck services and acquired several companies.

1968

Rhenus launched its air freight business. Rhenus Lufttransport GmbH was founded for this purpose.

1969

Fendel and Rhenus were taken over by Hugo Stinnes AG as part of the restructuring of VEBA; Stinnes was to look after the transport interests of VEBA in future. Rhenus therefore became part of Stinnes AG.

1971

Hugo Stinnes AG pooled its inland waterway shipping activities: the shipping company part of Fendel Schiffahrts-AG, Vereinigte Stinnes-Rheinreedereien GmbH and Bremen-Mindener Schiffahrt AG, combined to become Fendel-Stinnes-Schiffahrt AG and it had its headquarters in Duisburg. Rhenus Gesellschaft für Schifffahrt, Spedition und Lagerei mbH changed its name to Rhenus AG and had its headquarters in Mannheim. It became responsible for freight forwarding, handling and warehousing. Rhenus Lufttransport GmbH combined its air freight and aviation activities with WTAG and was known as Rhenus-WTAG Lufttransport GmbH from then on.

1976

A partnership was formed between Rhenus AG, Stinnes Reederei AG and WTAG. The shipping activities were consolidated within Stinnes-Reederei and all the other business within Rhenus. The new company operated under the Rhenus-WTAG AG name. Its headquarters were in Dortmund.

1978

Rhenus acquired the majority of shares in Bayerischer Lloyd AG, which had its headquarters in Regensburg and branches at all the important ports on the river Danube. The Danube connection developed into an alternative to the maritime route to the Middle East.

1984

WTAG was merged into Rhenus-WTAG AG, which then operated under the Rhenus AG name once again. The Rhenus Group operated in West Germany with branches, holding companies or places of business at about 100 sites. It formed a global organisation with companies on every continent. Of the 80 foreign business sites, 30 of them were located overseas.

1988

Three business management joint stock companies were formed as part of the reorganisation of Rhenus. While Rhenus Weichelt AG operated the road goods traffic, Rhenus Lager und Umschlag AG took over the warehousing, handling and inland waterway shipping. Rhenus Transport International AG was responsible for international freight forwarding and the air freight business.

1991

Rhenus Transport International was taken over by the newly founded Schenker International AG and Schenker Cargo was combined with Rhenus Weichelt.

1994

Bremen Steelworks and Rhenus founded Weserport GmbH in Bremen and pooled their port operations. Weserport became the market leader in Bremen.

1995

Midgard Deutsche Seeverkehrs-AG, which was part of Stinnes, was incorporated into the Rhenus Group.

1996

The transport and logistics activities within the Stinnes Group were merged under the umbrella of the new Schenker-Rhenus AG company.

1997

The Cuxport terminal in Cuxhaven started operating. From 2001 onwards, Midgard had a 74.9 percent shareholding in Cuxport-Seehafen-Dienstleistung GmbH, which was founded in 1989.

1998

Rethmann acquired Rhenus AG, including PartnerShip and Midgard. Rhenus operated under the Rhenus AG & Co. KG business name and generated annual turnover of DM 830 million.





2000

Rhenus AG für Schifffahrt und Spedition in Basel with huge facilities at the port merged with SRN to form Rhenus Alpina.

2001

Eurobahn Verkehrsgesellschaft mbH & Co. changed its business operating name to Rhenus Keolis GmbH & Co. KG. Rhenus held 51 percent of the company's shares. This laid the foundation for the Public Transport business area.

2002

Rhenus Alpina took over Cargologic AG, which handled air freight at the airports in Zurich, Geneva and Bern.

2003

Turnover at the Rhenus Group exceeded the threshold of EUR 1 billion for the first time.

2004

A holding was taken in Iwanter GmbH, a firm that specialised in transporting and installing furniture for final customers. This laid the foundation for what is now the company known as Rhenus Home Delivery. Rhenus Contargo launched operations as a complete provider for hinterland container transport services. Rhenus took over the majority of shares in Maxx Holding NV, Antwerp.

2006

Rhenus took over the Interspe Hamann Group (IHG) based in Hilden and therefore obtained a strong overland transport network in Europe and new warehouse sites. IHG's global freight operations also expanded the range of services. Both companies together operated at 200 business sites in Europe and generated annual turnover of EUR 2.3 billion.

2007

The Public Transport business area started operating in the market place under the new name Rhenus Veniro. Rhenus acquired the Dutch firm, Transport Management International Holding B.V. (TMI), a company with strong air and sea freight activities. The Rhenus Group's turnover increased to EUR 3 billion and the number of business sites to more than 230.

2008

The basis for a nationwide network of business sites in France was created through the takeover of Hamann International S.A.S., which had four bases in the country, and the founding of Rhenus Freight Logistics in France. Rhenus Veniro started operating tram services.

2009

Rhenus founded a joint venture for container terminals in Moscow: Rhenus Yuzhny-Port. Remondis Data, which specialised in the destruction of data storage media, was integrated into the Rhenus Office business unit.

2010

Rhenus signed a joint venture agreement with the Asian ProLog Group and increased its presence in Asia. 19 business sites then operated under the name Rhenus ProLog Logistics.



2011

Rhenus signed an agreement to take over Wincanton Mainland European Holding and its subsidiaries. The purchase meant that approx. 3,000 employees at 68 business sites were integrated into the Rhenus Group.

2012

Rhenus celebrated its centenary. Rhenus opened the first customs and logistics terminal operated by a Western European freight forwarder on the Belarus/Russian border in the Smolensk region. Rhenus Logistics Holding Asia Pte. Ltd was founded in Singapore to pool the Group's Asian business.

2013

The logistics specialist founded the Rhenus Logistics India joint venture with the Indian company Western Arya. The High Tech business unit took over the market-leading service provider for technical installation and distribution services in Great Britain, LCE UK Ltd.

2014

Rhenus founded its subsidiary, Rhenus Offshore Logistics.

2015

Rhenus reorganised its rail activities and took ownership of 50 percent of the shares in LTE Logistik- und Transport GmbH and 60.1 percent of the Crossrail rail company. In Duisburg, Rhenus PartnerShip named a newly built motor vessel with a unique drive system in Europe. The Rhenus Group took over the Swiss project logistics specialist, KOG Worldwide AG.

2016

Rhenus expanded its involvement in the automobile sector by taking over Ferrostaal Automotive. 1,500 employees were integrated into the Group.



FROM THE RHINE TO THE WIDER WORLD

GRAND DIVA

WILHELMSHAVEN, GERMANY / 8 September / 5 p.m.



RHENUS PORT LOGISTICS IS AT HOME ON WATER AND AT PORTS

The Rhenus history has been closely related to waterways and ports for more than a century. The Rhenus Port Logistics business area now organises complex supply chains through its terminals and multimodal transport facilities.

The Rhenus Group is still one of the market leaders in inland waterway shipping in its home country, Germany. Inland waterway vessels flying the Rhenus flag or operating on behalf of the logistics specialist ply the waters of the rivers Rhine and Danube, the main arteries of the European inland waterway network, but on many other rivers suitable for shipping too. The Rhenus services also include supplying the vessels with fuel and lubricants through bunker boats.

One modern inland waterway vessel replaces as many as 150 trucks and is able to transport a wide variety of goods. The huge load capacity, the excellent environmental footprint and the lack of traffic jams on the inland waterways persuade customers from many sectors to use inland waterway services in their transport chains.

The transfers to short-sea traffic are excellent; this means that the goods can be transported to their recipients via routes near to the coast as quickly as possible. Rhenus Maritime Services (RMS) operates as a charterer and shipping company all over Europe with a major focus on sea/river shipping in the short-sea business. The Rhenus Group completely took over the Duisburg-based company, which formerly operated under the name Rhein-, Maas- und See-Schiffahrts-kontor, in 2007 and continued to use the long-standing RMS abbreviation by adding a Rhenus component from 2012 onwards.

LOADING AND UNLOADING AT THE PORTS

Rhenus is able to maintain the supply chain with handling services and transportation through its closely-knit networks of business sites at inland waterway ports, seaports and further inland. Rhenus inland waterway terminals line the rivers Rhine and Danube and other waterways like a string of pearls. Long-standing business sites like the ones at Mannheim, Basel, Duisburg and Weil am Rhein were later joined by branches and offices in Krems, Bratislava, Giurgiu and Constanta. “Modern handling equipment and huge storage areas are the key features of the terminals operated by the corporate group,” says Michael Viefers, a Member of the Rhenus Board.





The main focus of the daily work at the inland waterway ports involves loading and unloading goods quickly and safely because of precisely timed schedules – regardless of whether this involves goods that are transferred by suction, liquid bulk materials, break bulk cargo, items that are moved with gripping tools, project loads or containers. The company adopts a multimodal approach for the onward distribution by land – this not only includes road transport, but rail operations too.

Contargo has established itself in the market place as a specialist for multimodal container traffic since it was founded in 2004. Transporting an annual volume of 2.3 million TEUs in the most recent past, the Rhenus subsidiary has one of the major European container logistics networks. In addition to operating two dozen container terminals, Contargo also has its own shipping and railway routes.

/// FULL SPEED AHEAD WITH GOODS TRAINS

The aim of restructuring the Rhenus railway activities during the last few years has been to provide traction throughout Europe as a neutral, private railway transport company. The Crossrail railway company, which was taken over at the end of 2014, and the holding acquired in LTE Logistik- und Transport in 2015 have given the Rhenus Group many other national permits in different countries for operating railway traffic on the continent. Rhenus can handle spot, regular and mainline traffic across Europe using its own locos, long-distance and shunting engines with different power ratings.

Rhenus Rail St. Ingbert, which has primarily gained a reputation for last mile traffic and shunting services in south-west and south Germany, has been operating very successfully since 1996. The majority holding in Niederrheinische Verkehrsbetriebe AG (NIAG) also forms part of the Rhenus Group's portfolio for rail logistics. Primarily based in Western Germany, the NIAG railway transport operations also link production centres and consumers further inland with the major seaports on the North Sea and conversely.

// HUBS FOR GLOBAL FLOWS OF GOODS

“We want to transport and handle large quantities for our customers. This means that we must serve the interfaces between rail, road and maritime shipping services,” says Michael Viefers. This is why the logistics specialist operates highly efficient handling terminals at the most important seaports on the North Sea and at other coastal areas. If the birthplace of Rhenus was located on the rivers Rhine, Main and Neckar in 1912, the origins of today’s seaport business date back to the founding of Midgard Deutsche Seeverkehrs-Aktiengesellschaft in Nordenham in 1905.

The business site in Nordenham has been operating as an important hub for commercial trade between countries and continents for more than a century – and the seaport terminals that have joined Rhenus at places like Cuxhaven, Wilhelmshaven, Rotterdam, Antwerp, the Hanseatic cities of Bremen and Hamburg since then have been doing the same. Rhenus loads, unloads and stores several million tonnes of goods on a short-term or long-term basis there every year, depending on what is required. The corporate group has been increasingly focusing on industrial solutions for specific sectors through Rhenus COMMODITY LOGISTICS, which was founded at the beginning of 2017. Rhenus would like to develop these solutions for its customers through its own network and partners.

// PARTNERS IN THE ENERGY REVOLUTION

The customers at the ports come from almost every sector, although Rhenus has been a long-standing partner of energy supply companies and is therefore able to provide a high level of expertise in this field. In the light of the gradual orientation towards alternative energy sources to supply industry and private households, another field of business has opened up for many of the seaport sites operated by Rhenus: supporting the constructors and operators of offshore wind farms.

Rhenus Offshore Logistics, which was established in 2014, organises all the logistics procedures related to constructing, putting into service, supplying and maintaining the wind parks that are constructed out at sea. The company unit naturally relies on the handling and storage capacity available at the Rhenus seaport terminals too. As a result, Rhenus has been able to tap into new business there to complement its handling of fossil fuels like coal, natural gas and oil, which continue to be needed to guarantee supplies in the energy sector. “We want to transport and handle large quantities for our customers”



CONTRACT LOGISTICS

AIR CARGO HANDLING // AUTOMOTIVE // HIGH TECH // HOME DELIVERY //
OFFICE SYSTEMS // WAREHOUSING SOLUTIONS

MODERN MULTI-USER CENTRES WITH VALUE ADDED

WARSAW, POLAND / 25 October / 10 a.m.



FROM WAREHOUSES TO LOGISTICS CENTRES

The high-tech logistics centres, which the Contract Logistics business area operates at many global business sites nowadays, have very little to do with traditional storage activities. The versatile business units within Rhenus Contract Logistics are testimony to the process of change.

Handling and warehousing for goods already played a major role in the early days of Rhenus' corporate history. Many logistics centres were opened during the following hundred years. Rhenus managed to become a complete provider of integrated warehouse and transport services across the continent of Europe – at the latest after the takeover of the Interspe Hamann Group in 2006. “With modern multi-user centres, we offer our customers flexible and cost-efficient warehouse solutions that take into account seasonal fluctuations and changing markets,” says Michael Brockhaus, a Member of the Rhenus Board.

MORE THAN WAREHOUSING

The largest logistics centre operated by the Rhenus Group was opened at the turn of the millennium: the International Consolidation Center in Giessen provides 100,000 pallet spaces. This business unit is not only growing in Germany, but in other countries in Europe and Asia too. Rhenus expanded its logistics centre at Nučice near Prague in 2004 and once again in 2006; it acquired several Polish business sites in 2004 and opened a logistics warehouse in Ostrava in the Czech Republic in 2006. The warehousing sites from the TMI acquisition supplemented the company's presence in the Netherlands in 2007. The purchase of the continental European activities of the Wincanton Group with 3,000 employees in 2011 proved to be a milestone.





The logistics specialist adapted to the growing multi-channel retail sector and the increasing demand for outsourcing solutions by establishing Rhenus Warehousing Solutions in the spring of 2015. Rhenus Warehousing Solutions involved more than 120 large logistics centres in 2016. Specific sector solutions like those for health care, pharmaceuticals, chemicals, automotive and media, but also what is required for new business models like e-commerce and multi-channel retailing demand individual, tailor-made solutions, often at more than one business site.

The warehousing operations are supported by extensive value-added services; the latter are integrated into processes closely related to production or into direct communications with customers and markets, as the example of the acquisition of the customer support and acquisition service company Rhenus Kundenprofi illustrated in 2016. IT solution concepts and a close network of large and high-quality logistics facilities in Europe and Asia are available for the markets of European and global players on the customer side.

Rhenus not only transports and stores non-sensitive goods, but also sensitive items – e.g. those for the pharmaceutical sector. The logistics specialist pools the activities related to transporting, handling and storing active ingredients and the medication produced from them within the company known as Rhenus Pharma & Healthcare; it was established in 2015. The Rhenus units in France, the Netherlands and Germany can, for example, jointly offer FDA-certified processes. The logistics specialist even handles material orders, transports patients, provides messenger services and supplies ward stores for about 14,000 hospital beds at hospitals and clinics through its subsidiary Rhenus eonova.

/// TO THE ASSEMBLY LINE ON TIME

Rhenus has been cementing its enormous growth and its strong market position by establishing several specialist organisations. The logistics services provider has been expanding its activities for the automobile sector to a huge degree for more than 25 years; the Rhenus Group handles system services for manufacturers and component suppliers in the sector and feeds goods to production lines on a just-in-sequence basis.

Rhenus extended its expertise by adding complex pre-assembly services through Ferrostaal Automotive in 2016 and reinforced its presence in Germany, Belgium, Poland, Russia and Spain. “Supply chains have become global, innovation cycles have been reduced and the pressure on manufacturers and suppliers has increased. We offer tailor-made solutions based on our many years of expertise,” says Michael Brockhaus. The logistics specialist now works for almost all the well-known car manufacturers at more than 40 business sites, for example, and has been able to grow strongly in this field during the last few years.



/// DELIVERIES EVEN TO CUSTOMERS' HOMES

Rhenus laid the foundation for the new Home Delivery business unit by taking over the Iwanter business in 2004 and it also expanded its activities in retail logistics through final customer deliveries of furniture and large devices. Rhenus Home Delivery took over Gelse Handelslogistik in 2008. The Xpress division for ad-hoc transport services was launched in 2010. Rhenus Home Delivery acquired the logistics specialist Intralog in 2012; it specialises in the delivery of bulky goods in the B2B segment. New storage space was created at the central warehouse in Hoppegarten near Berlin in 2016.

“Our employees not only store and deliver washing machines, kitchens and furniture, but also offer extensive additional services like setting up furniture, connecting electronic devices as well as the proper disposal of packaging materials and old units,” says Dr Stephan Peters, a Member of the Rhenus Board.



/// WELL SORTED AT THE ARCHIVES

A storage facility at the Port of Dortmund became the first archive centre for Rhenus Office Systems – it was founded in 1996. The document logistics specialist took over the Hahn Service company five years later and founded Rhenus Mailroom Services. Other holdings followed: the logistics specialist established a model for making available employees for document logistics and clerical work through Rhenus Office PS. The takeover of Cendris, a subsidiary of Dutch Postal Service, marked the beginning of Rhenus Document Services. Rhenus Office Systems absorbed the file destruction company Rhenus Data Office in 2009.

Rhenus Office Systems took over the Austrian company exAKT Datenschutz in 2010. It acquired Akten- und Datenträgervernichtung Zentrale Nord GmbH in 2012 and the file and data storage media destruction division of Recall Deutschland GmbH in 2014. The document logistics specialist set up a joint venture to re-market used IT hardware with “dataserv” in 2015. Rhenus Office Systems acquired the IOS company in 2016 to further reinforce its digital orientation.





/// INNOVATIVE HIGH-TECH LOGISTICS

Rapid development and short manufacturing cycles in the production of technical goods require efficient supply chain management. Thanks to the purchase of Wincanton, Rhenus Midi Data has been providing a variety of logistical and technical services for the last mile, including the installation and commissioning of a wide variety of high-tech products, since 2012; they include ATMs, computer tomography equipment, IT servers or vending machines with digital signage. Rhenus Midi Data even managed to expand its operations in Germany, Hungary, Poland and Romania in the year that it was acquired.

Rhenus Midi Data took over Lupprians LCE UK, the market leader for technical installation and distribution services in Great Britain, in 2013. A new hub opened at Zaltbommel in the Netherlands for goods traffic in the Benelux countries in the same year. The business unit has been offering its services in India and China too since 2015.

/// HANDLING AIR FREIGHT

The Air Cargo Handling business unit is flying high. Rhenus and its Swiss subsidiary Rhenus Alpina, for example, handle incoming goods or provide intermediate storage, customs clearance, security checks or pallet and container construction for air freight. Rhenus Alpina came into being at the turn of the millennium through the merger of Rhenus AG für Schifffahrt und Spedition in Basel with Schweizerische Reederei und Neptun AG.

This business unit has been continually growing: Rhenus purchased the eleven Cargo Service Centers from SBB Cargo in 2001 and has been operating with logistics facilities across Switzerland since then. The Rhenus Group acquired Cargologic, the leading Swiss provider of air freight handling, in 2002. Rhenus Alpina established a subsidiary, Aviasecure AG, in 2010 and strengthened its position in the field of transport security and as an independent inspector on behalf of the Swiss Federal Office of Civil Aviation. The specialist took over the general cargo business of the Loomis Group in 2016.

REACHING THE DESTINATION TOGETHER

HAMBURG, GERMANY / 8 September / 11 a.m.



THE TRANSPORT BUSINESS AS A KEY ELEMENT IN LOGISTICS AT RHENUS

Rhenus organises tailor-made transport operations for its customers for local traffic or long-distance routes – whether short or long, by ship, truck, plane or rail or using combined traffic. The freight division managed to significantly expand its network through the acquisition of the Interspe Hamann Group (IHG).

TRANSPORTING GOODS BY ROAD

Trucks with the Rhenus logo are a normal part of road scenes in many countries in Europe – whether on motorways or as part of inner-city logistics. They include temperature-controlled transport operations, for example, for the chemical and pharmaceutical industry, if they are required.

The logistics specialist Rhenus was connected to the Stinnes Group and also Schenker AG, which was taken over by Stinnes in 1991, for a long time during its corporate history. The Schenker Eurocargo company handled most of the truck transportation operations until Rhenus was purchased by the RETHMANN Group in 1998. Prior to this, the Weichelt road haulage company dealt with these tasks – it was acquired in 1987 and was responsible for road goods traffic in line with a restructuring process at Rhenus from 1988 onwards. When the Rethmann family acquired Rhenus ten years later – and this involved separation from Schenker – it was only possible to establish an overland transport network in Europe on a small scale at the outset. However, the takeover of the Interspe Hamann Group (IHG) in 2006 enabled Rhenus to expand this network enormously.





“Rhenus represents flexibility and trucks offer this when handling customer requirements for transporting goods. We provide an extensive European overland transport network and it is gradually developing to cover neighbouring countries too,” says Dr Stephan Peters, a Member of the Rhenus Board. “Trucks are usually the most suitable solution for the first and last mile.”

Fast and cost-efficient transport services are available for the company’s customers through Rhenus’ cooperation with partners in the transport business and its involvement in break bulk cargo networks. The goods are quickly routed to their recipients via the company’s own hubs in most major cities in Europe because Rhenus organises transport services in an intelligent manner.

CONTAINERS CROSSING OCEANS

Finding a specific starting point for the real globalisation of world trade is no simple task. However, the development of maritime freight, the launch of motorised flight and the unimpeded advance of containers have accelerated world trade in a fundamental manner and also changed the way that Rhenus has operated down through the decades.

The Rhenus Group gained an extensive international network of business sites for its air and sea freight activities by acquiring IHG. The breadth of the services already provided under the Rhenus flag in its sea freight business grew significantly as a result and they now involve procurement, loading and unloading containers, door-to-door traffic, groupage freight container services and distribution logistics.

There are hardly any goods that are not suitable for transportation at sea – whether it is oversized machines for manufacturing drinks cans



/// FAST AND SAFE IN THE AIR

between Poland and Germany or shipping millions of table fans in hundreds of standard containers from China to India.

In addition to transporting full loads (FCLs), Rhenus also offers part loads (LCLs) with its own consolidation services on all the important trading routes around the world. Rhenus opened a sea freight gateway in Hilden in 2017; shipments from all over Europe are consolidated there and shipped through the Western and Southern European ports.

“Our strength is handling multimodal global transport chains with pick-up runs and final deliveries. Rhenus has its own terminals, tri-modal connections and truck system services that handle the pick-up and final delivery of the goods from door to door away from the major sea and air freight routes,” says Tobias Bartz, a Member of the Rhenus Board. In addition to basic services, additional operations like customs clearance or handling cash flows and documents electronically also form part of the spectrum of products.

A direct link, like the one that a plane can provide between two points on earth with a runway, does not exist between the Rhenus-WTAG air freight joint venture, which was established in 1971, and the subsidiary Cargologic, which now operates in Switzerland. However, both companies are examples of the transportation, handling, storage and clearance of air freight shipments at different phases in the Rhenus story. The Rhenus Group also benefitted from the takeover of TMI Holding in this field of business in 2007, as it was one of the largest air freight shippers in the Benelux countries at the time; this had the same effect as the acquisition of IHG for sea freight.

“In the light of rapidly changing product cycles in many industrial sectors and the need for the rapid transfer of goods over large distances, particularly with high-value items, aircraft are an essential element in the mix of carriers for Rhenus in its transport business too,” says Tobias Bartz, stating his case.

Transporting perishable goods requires special care. Rhenus has been handling time- and temperature-sensitive transport operations with its company known as Rhenus Fresh since 1985 and these services are



subject to special quality checks. This involves items like agricultural goods, pharmaceutical products and foodstuffs. This is how meat and fish arrive at the refrigerators in supermarkets, for example, or medication reaches pharmacies or flowers and plants arrive at a retailer's premises.

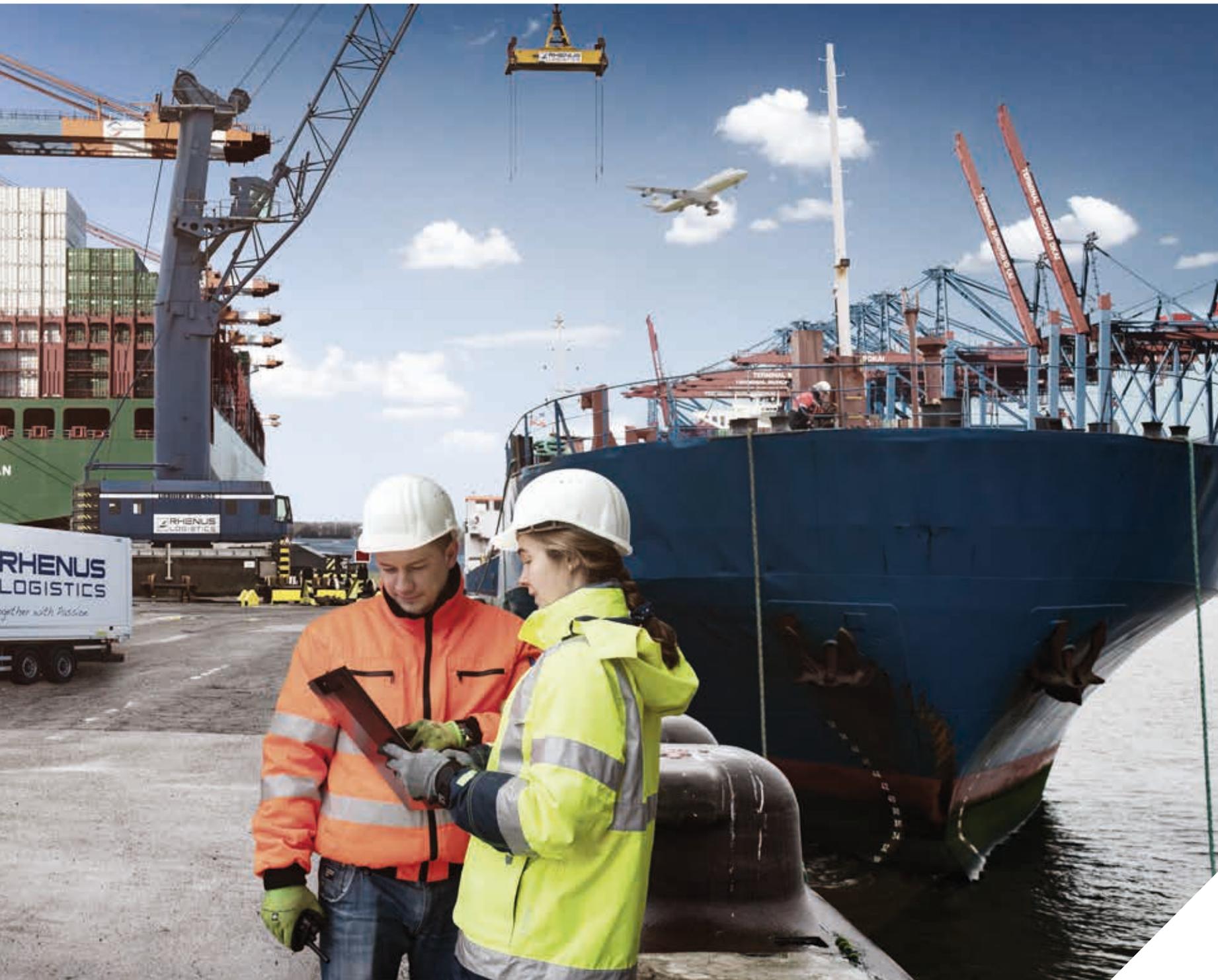
In addition to organising air freight services, the logistics specialist offers extensive services in the ground handling business with strict security measures. Amsterdam and Zurich are just two of the central Rhenus sites for clearing air freight and handling and storing goods at sites right next to runways. Rhenus opened another consolidation point for air freight shipments at Frankfurt Airport in 2017. Rhenus can provide customs services for air freight too, if required; they are similar to those that it offers for sea freight.

/// TRANSPORT SPECIALISTS IN DEMAND

Two providers of transport services within the Rhenus Group provide particular specialisation for their customers: Contargo has one of the large container logistics networks in Europe and organises shipments between the Western European ports, the German North Sea ports and European destinations further inland.

Rhenus Intermodal Systems, which joined the Rhenus Group under the name Maxx Holding in 2005 and operated in the market place as Maxx Intermodal Systems until the end of 2016, has established a reputation as an expert in container transportation for Russia and many of the successor states that emerged from the former Soviet Union. Its regional expertise is also used for handling transport operations that involve heavy and oversize shipments – particularly when they differ greatly from the dimensions of standard containers.





THE GREEN LIGHT FOR BUS AND RAIL SERVICES





FROM A JOINT VENTURE TO A STRONG INDEPENDENT BRAND

The establishment of Rhenus Keolis laid the foundation for the Public Transport business area within the Rhenus Group in 2001. As a result of acquisitions, holdings and cooperation arrangements with the public sector, this corporate division has been able to increase its turnover year by year since then. Now operating under the Rhenus Veniro name, one of the leading private providers of local public transport services carries almost 93 million people every year – by bus, tram or train.

Rhenus established the joint venture known as Rhenus Keolis with the French local public transport company Keolis in 2001; Rhenus held 51 percent of the shares. The combined company offered an attractive and regional transport concept for bus and railway services. Rhenus Keolis was able, for example, to achieve considerable savings for local authority budgets by taking over the urban services in Bad Kreuznach, Zweibrücken and finally Idar-Oberstein in 2002. “The transport services no longer required any subsidies. Our success factors involved increasing productivity and providing slimmer administration, but also optimising the network of routes to meet demand,” says Henrik Behrens, Managing Director of Rhenus Veniro, recalling the early days.

Rhenus Keolis was a powerful force as a partner; it worked alongside local authorities and rural districts and achieved significant financial benefits for towns and districts. The joint venture acquired 74 percent of the shares in the Oberlausitz regional bus company in 2005 – Bautzen Rural District remains a partner with a 26 percent holding. Rhenus then acquired a majority holding in NIAG, Niederrheinische Verkehrsbetriebe AG, in 2006. It is the largest provider of local public transport services in the Lower Rhine area and is also active in the field of logistics

GROWTH USING ITS OWN BRAND

Rhenus Keolis was split up in 2007. From then on, Rhenus has developed its business area using the Rhenus Veniro brand and expanded its market position as a wholly-owned subsidiary of the Rhenus Group. Rhenus Veniro signed the operational and management agreement to operate the urban transport services in Zwickau (Städtische Verkehrsbetriebe Zwickau) in the following year and therefore started looking after a local authority tram company with its own infrastructure for the first time.

A ten-year agreement for bus services was signed by the Rural District of Görlitz and the Oberlausitz bus company in 2013. One year later, Rhenus Veniro completed the takeover of Kraftverkehrsgesellschaft Dreiländereck mbH based in Zittau. Rhenus Veniro won the contract to provide the scheduled services to the UNESCO World Heritage site in the Middle Rhine area and the Loreley in 2015. Prignitzbus, in which Rhenus Veniro has a holding, has been operating the scheduled bus services in Prignitz Rural District in the state of Brandenburg since August 2016 and will do so for ten years. This was followed by taking over the scheduled services in Märkisch-Oderland Rural District in January 2017. This means that the company has started operations in the Greater Berlin area.

“Naturally, our local authority customers are always hoping to ease the pressure on public coffers by transferring bus services to a private services company,” says Henrik Behrens. “However, it’s just as important to satisfy passengers. They’re our customers, but are also voters for our local contracting authorities – so they play a crucial role.”

EMPLOYEES

SUCCESSFUL PARTNERSHIPS

HOLZWICKEDE, GERMANY / 8 September / 3 p.m.



MOVING FORWARD TOGETHER WITH CUSTOMERS

Thousands of employees work every day at hundreds of business sites operated by the Rhenus Group. Despite the variety of their tasks and challenges, one thing unites them: the customer is their focal point of interest at all times. The goal of each Rhenus employee is to establish long-term and sustainable partnerships that benefit both sides.

“Customers only need us if we create value added for them. It’s our job to supply this value added again and again on a daily basis,” says Klemens Rethmann, CEO of Rhenus, explaining his credo. “We only manage to do this if our employees listen to their customers carefully, ask the right questions and draw up beneficial solutions in their teams.”

Rhenus places great importance on establishing long-term partnerships with its customers. To do so, the Rhenus companies need to recognise their customers’ individual needs. Then Rhenus can suggest the solution best suited to the customer. Motivated and committed employees form the backbone of the Rhenus Group. The logistics specialist is not only doing all in its power to create an attractive working environment in times when there is a shortage of specialist staff. This includes having an opportunity to take on more responsibility within a short time and develop personally and acquire special skills. This is how Rhenus develops its managers.

/// ATTRACTIVE TRAINING

While major corporations often suffer from the weight of bureaucracy, Rhenus adopts a local approach through flat hierarchies and short decision processes. Managers need to be independent entrepreneurs on the spot and trust forms the basis of the corporate culture.

The Rhenus Group regularly trains its employees and also offers attractive training opportunities in line with the motto of “challenging and encouraging”. The “Step forward!” trainee programme, which was launched in 2012, enables young university graduates, for example, to get to know several company departments – including some abroad. There are also focused support programmes for committed young and talented members of staff and they prepare them for the future challenges in their careers in the best possible way.

/// GROWING TOGETHER

By the way: each individual employee is not just a worker in the view of the Rhenus Group, but a person with individual strengths – and the company needs to draw them out and make use of them. “Excellent training and further targeted courses for our employees form the basis for the high quality of our work – and our customers primarily benefit from this,” says Claus Eckmann, Human Resources Manager at Rhenus, based on his many years of experience in personnel work.

The continuity that Rhenus encourages in its dealings with its employees is the same as it seeks to maintain in its relationships with its customers. “The basic idea behind this is a partnership based on trust and achieving joint and healthy growth both for our customers and our company too. We’re not only flexible in offering our customers the best solution – we’re also proud of the stability that finds expression in the low level of fluctuation in our managers,” says Klemens Rethmann.

GLOBAL NETWORKS



HOLZWICKEDE, GERMANY / 8 September / 8 p.m.



RHENUS CONTROLS INFORMATION AND DATA FLOWS

Industry 4.0, digitalisation, big data: it is well-known that nothing is as consistent as change. Industrial upheavals are changing the logistics sector and they offer opportunities for slimming down processes or redefining them with the customer.

A stable and high-performance IT system forms the backbone of any well-functioning logistics chain. In addition to central structures like data integration platforms, data centres, mail and database administration, the Rhenus Group relies on IT development units that operate locally.

“These development units are connected to the relevant business units and are very close to customers. This enables us to support them in a precise manner and prevent any unnecessary interfaces,” says Christoph Kistner, Head of Corporate IT.

In order to continually improve its customers’ supply chains, Rhenus consistently works on flexible and adaptive IT applications and processes that are integrated in software landscapes in a modular fashion. The logistics specialist has developed and now operates its own Rhenus Warehouse Management System (WMS) and its own Rhenus Transport Management System (TMS) as core applications. “We’re permanently working to increase the efficiency of our value-added chains by using agile methods of software development, integration and project management,” says Egbert Bernsmeister, a Member of the Rhenus Board.

DEVELOPMENT POTENTIAL FOR CUSTOMERS

In an increasingly digitalised society, the issue no longer simply involves delivering physical goods, but generating data, assessing it and making it available in a tailor-made manner. Rhenus is accompanying its customers during the process of digital transformation, is creating transparency and is slimming down working processes. This is how productivity is increased – and operational risks are minimised.

“Tracking shipments or Track&Trace have been our standard for years – but have mainly operated in enclosed systems up to now. That’s why we’re working on integrated solutions that involve a number of users,” says Dr Stephan Peters, a Member of the Rhenus Board.

A POWERFUL IMPACT THROUGH LOCAL IT OPERATIONS

The Rhenus Group has also occupied a strong position in the high-tech logistics business since acquiring Rhenus Midi Data in 2012. Whether this involves photocopiers, ATMs or computer tomography units – Rhenus not only makes the hardware available, but also guarantees that the software operates reliably.



SHAPING THE FUTURE FOR THE BENEFIT OF OUR CUSTOMERS

HOLZWICKEDE, GERMANY / 25 October / 10 a.m.

THE RHENUS GROUP IS EQUIPPED FOR FUTURE CHALLENGES

Rhenus puts the customer at the very centre of its thinking. If customers' requirements change, the services provider has to follow suit with its logistics solutions or anticipate them. It is essential for Rhenus to continue to put itself in the position of its customers in order to understand their needs, particularly in the light of the increasing digitalisation of the global economy ...

Even if it hard to predict the future, nobody is expecting things to come to a complete standstill. A state of flux will characterise the world of tomorrow and beyond too. Flows of goods and data will fundamentally change during the next few years due to Industry 4.0. Other things will continue along familiar lines or only experience slight modifications.

Rhenus has proven its flexibility and customer-orientation during the last few decades. Its safe haven within the family-managed RETHMANN Group provides the stable foundation for structuring the wide diversity of products for its large group of customers in a flexible manner. Supported by its own IT structure and the software systems that it has developed in-house, Rhenus can develop solutions for specific jobs when handling huge volumes of data in its projects. Rhenus focuses on each project and operates on the basis of the experience that it has gained from other, similar tasks.

“We don't draw up our services based on our own organisational structure, but look at the customer's primary need,” says Klemens Rethmann, CEO of the Rhenus Group. “In this sense, we believe that we're well-equipped for the challenges of digital change, as it will be possible to handle them through continual dialogue with the customer and our sector expertise too. Experienced logistics specialists like Rhenus, which view themselves as their customers' innovative partners, will continue to exist in the markets of tomorrow and beyond.”



The image features a large blue barge on a river, with a dam in the background. A digital rain effect of binary code (0s and 1s) is overlaid on the scene. A dark blue triangular graphic is positioned in the upper left corner, containing contact information.

Rhenus SE & Co. KG

Rhenus-Platz 1
59439 Holzwickede
Germany

Phone: +49 (0)2301 29-0
Fax: +49 (0)2301 29-1215
Email: info@de.rhenus.com
Internet: www.rhenus.com