Encouraged by strong momentum and considerable opportunities in the local markets, the Kuehne + Nagel organisation in Asia Pacific has seen exciting development throughout 2007, maintaining solid operational and financial performance. This success is not least a result of the trust and confidence our customers and business partners place in us.

Companies are increasingly outsourcing logistics functions to a professional provider in order to maximise value along their supply chains. Kuehne + Nagel is well positioned to take advantage of this business trend. In this context, I would like to highlight the meanwhile impressive reach of our network in Asia Pacific. We will soon be opening our region’s 140th location – in Male, the Maldives – thereby extending our presence to 21 countries across Asia Pacific, and allowing for the further strengthening of the company’s position and broadening of the service scope for our customers.

Our commitment to providing high quality services remains unchanged. Over the last 12 months, Kuehne + Nagel’s logistics offerings have once again been recognised with several awards being bestowed upon the company. These included the “Best Logistics Service Provider – Sea Freight” in India, the “Asia Pacific Region’s Sea Freight Logistics Provider of the Year” award, and – for the third time – the “Labour Welfare Award” in Thailand.

The Kuehne + Nagel Group’s emphasis on streamlined solutions translates into excellent cost-value propositions for customers. Taking the quality-accredited Cargo 2000 airfreight product suite as an example, we will gear up to increase the product coverage across our regional network, ensuring that the company’s pioneering role is sustained.

Another focus in the coming year is to continue catering to a wide spectrum of niche sectors, providing specialised services tailored to the requirements of the hotel, beverage, reefer and perishables business sectors, as well as oil & energy logistics and project management solutions.

While China steams ahead, increasing attention has also been paid to India, a country with impressive volume growth. Kuehne + Nagel is maximising on the opportunities in these dynamic markets, and this will continue well into the future. With further investment planned in Australia, Japan, Korea, Malaysia, Thailand, Vietnam, and on the Indian subcontinent, our position as a market leader in the Asia Pacific region is assured.

Kuehne + Nagel’s efforts to increase productivity and efficiency have resulted in significantly improved systems and an organisational structure suited to today’s dynamic markets. Our quality management techniques and motivated specialists are integral to our success, and our dedicated regional staff will continue to provide service of the highest standard to all our customers.

As the year draws to a close, we would like to express our gratitude to all our customers and business partners for their continued support. We look forward to a great 2008 and to our mutual continued growth. Happy holidays and best wishes!
Italian fashion brand Benetton has nominated Kuehne + Nagel Taiwan as its integrated logistics service provider. The company’s retail operations is thus wholly supported by the industry know-how and local experience of Kuehne + Nagel, which in Taiwan includes five locations and 200 staff members.

As one of the world’s premier manufacturers of clothing, footwear and accessories, Benetton requires complete sea and air transportation management of merchandises to Taiwan, import customs clearance, storage as well as order deliveries to its more than 60 shops in the country, in addition to several value-added services such as labeling, reverse logistics, and repacking.

“We are delighted to have been chosen as the logistics partner by Benetton. The contract is an endorsement of our competitive offering in retail logistics. In order to ensure high service standards and quality, we have made significant investments in our systems, facilities and manpower. We look forward to a long and successful cooperation”, said Stephan Danne, Managing Director of Kuehne + Nagel Ltd.

Kuehne + Nagel Australia has been awarded a global contract by Gloria Jean’s Coffees International, one of the world’s leading specialty coffee franchisors. The agreement encompasses integrated logistics solutions covering international transportation management (sea, air and overland), contract logistics and customs brokerage.

Based on the objective of Gloria Jean’s Coffees, Kuehne + Nagel’s services allows for faster and more efficient delivery of products to the franchisor’s rapidly growing network. In the initial phase of implementation, Kuehne + Nagel has dedicated warehouse space at its facility in Sydney in close proximity to the city’s airport. Additional regional distribution hubs are planned in Rotterdam/Netherlands and Jebel Ali/United Arab Emirates (both this year) and in Singapore (by early 2008).

“After a comprehensive tendering process, Kuehne + Nagel emerged to be our preferred business partner. The favourable decision was based on the company culture, service capabilities and management ability”, said Chris Muir, Global Supply Chain Manager of Gloria Jean’s Coffees International. “This long-term strategic partnership with Kuehne + Nagel marks a significant milestone for our Australian owned and operated company from initially bringing the franchise to Australia in 1996, to buying out our US parent in 2004, and now to managing franchise partners in 26 countries worldwide.”
Celebrating 10th Anniversary in India

Kuehne + Nagel India was elected as the “Best Logistics Service Provider – Sea Freight” at the inaugural Express, Logistics and Supply Chain Conclave held in Bombay earlier on. The award underlines the company’s ability to provide high quality seafreight logistics services in the country.

Since its foundation, the Indian operation has not only established itself as one of the leading logistics providers in the country, but has also played a strategic role in the expansion of the Kuehne + Nagel Asia Pacific network. The company has been recognised for its dedication to serving the needs of customers in this land of diversity.

India is a thriving force in the global economy. Kuehne + Nagel is committed to the country’s logistics development. It will continue its strong investment, in order to maintain sustained growth in this promising market.

Kuehne + Nagel is now present at 21 locations, including Ahmedabad, Bangalore, Baroda, Chandigarh, Chennai, Cochin, Coimbatore, Hyderabad, Jaipur, Jodhpur, Karur, Kolkata, Lucknow, Ludhiana, Moradabad, Mumbai, New Delhi, Pune, Rajkot, Tirupur, Tuticorin. The next 24 months will see the company continuously extend its network to around 35 locations.

India - the land of diversity

- 1,129 million people
- 28 states
- 7 union territories
- 22 languages
- over 400 idioms

Achievements in Seafreight Sector

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As a large emerging market, India stands to gain much from ever-more sophisticated logistics services and supply chain innovation, two areas where Kuehne + Nagel continues to contribute.

The company’s dedication to excellence was recognized by the judges, as they highlighted Kuehne + Nagel’s strong investment in enhancing the best seafreight service. All nominated companies were evaluated on customer service, flexibility, network size, added value and cost.

Organised by the leading publishing group Times of India, the event is designed as an annual conference to showcase advances in logistics for the benefit of all parties involved. It also serves as a forum for networking and knowledge sharing.

November 13, 2007 saw Kuehne + Nagel India mark its 10th anniversary in Delhi, where its head office is located. Staff and management were joined by a group of customers, business partners and government officials for an evening of festivities in honour of the remarkable achievements that the company has made in the last decade.

Andy Weber, Managing Director of Kuehne + Nagel Asia Pacific, gave a congratulatory speech thanking all those who had supported the development in the past 10 years. He expressed his particular gratitude to the customers and business partners, who have made the company’s strong performance possible. His appreciation was also extended to the management and staff teams for their dedication and loyalty.

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Commitment to Developing Logistics Specialists

A professional workforce is key to the success of each enterprise. This is particularly true in the logistics industry, which has undergone substantial development in recent years. At the core of Kuehne + Nagel’s policy is the commitment to fostering the next generation of logistics specialists.

Ever since Kuehne + Nagel India was established in 1997, the company has conceived the idea of creating a talent pool of logistics professionals and introducing them to the industry. In 1999 the company selected four young management trainees from the most prestigious institutes in Delhi. They were entered into a one-year intensive logistics training course, designed to cover the most intricate aspects of global transportation and IT-based supply chain management.

On successful completion, each trainee was placed in a relevant middle management post, in the seafreight, airfreight or sales departments. Some have even been promoted to branch managers since. Indeed, the first run of this innovative scheme proved so successful that Kuehne + Nagel India has recruited new trainees each year since then, providing the company with a dynamic middle management workforce.

In order to take advantage of India’s position as one of the world’s fastest growing economies, and the country’s phenomenal increase in trade, the Kuehne + Nagel management has increased the number of trainees to fifteen this year. Besides regular classroom tuition, these new recruits have been given on-the-job training in different areas of logistics at Kuehne + Nagel branches all over India. In this way, the company is developing a capable workforce with all the skills needed to help drive its business plans for the future.

Third Successive Labour Welfare Award for Thailand

Kuehne + Nagel Thailand was the recipient of the “Good Practice Workplace on Labour Relations and Labour Welfare Award 2007”. This is the third consecutive year that the Thai organisation has received this award, a clear endorsement of the company’s highly regarded human resources policies.

This prestigious accolade recognises outstanding enterprises for their efforts made in increasing the general welfare of their employees. A company’s personnel administration and labour relations as well as its labour welfare systems are some of the major judging criteria.

Kuehne + Nagel’s standard of employee welfare has long been well above the market average. In particular, its strong commitment to staff development and systematic career planning prove to be effective in developing a highly motivated logistics team dedicated to deliver top performance to customers.

“We are delighted to be recognised with the award for the third time. At Kuehne + Nagel, we place a lot of emphasis on building a strong team with a pleasant and efficient working environment, resulting in extremely high job satisfaction,” remarked Jens Drewes, Managing Director of Kuehne + Nagel Ltd.

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