



SAXONY-ANHALT

Investment and Marketing
Corporation

LOGISTICS IN SAXONY-ANHALT

**HERE YOU WILL SIMPLY
ACHIEVE MORE.**



www.invest-in-saxony-anhalt.com/Logistics

LOCATION WITH POTENTIAL

THE MOST IMPORTANT REASONS FOR INVESTING IN SAXONY ANHALT:

/// **Location:** The key European hub offers market proximity to emerging markets.

/// **Flexibility:** Fast approval processes and project realisations are the standard here. /// **Development areas:** In addition to a large number of property sites, our locations also possess excellent road, rail, water and air connections. /// **Highly qualified and flexible manpower:** Vocational education and further training ensure an unrivalled level of productivity. /// **R&D:** Having renowned research institutes as partners accelerates your company's market entry and optimises processes.

LOGISTICS CENTRE WITH PERSPECTIVE

SAXONY-ANHALT – GOODS DISTRIBUTION CENTRE IN THE HEART OF GERMANY AND EUROPE

Central Germany, a hub of major European trade routes for centuries, has – since EU enlargement to the east – assumed a key position in the flow of trade in the European economic area. More and more overseas companies are coming to appreciate Saxony-Anhalt as a gateway into the European market. Both the unique favourable geographic position of this state in the heart of Europe and the state-of-the art infrastructure ensure fast logistics. Producers and forwarders benefit from short routes to procurement and sales markets. The four motorways, a dense rail network, the Leipzig/Halle airport, the river Elbe and the Mittelland Canal provide adequate transport options and efficient logistics solutions in all directions of the compass.

/// Good reason to be at home in Saxony-Anhalt: one of the largest despatch centres in Europe, the Hermes Fulfilment GmbH in Haldensleben

“The Magdeburg logistics hub guarantees fast and uncomplicated delivery to our customers on a worldwide basis.”



/// Centred on Saxony-Anhalt: Werner and Helmut Gunz (from left to right), Managing Partner Gunz Warenhandels GmbH, based in Mäder, Austria (left page, left side) /// Quantity and quality: The central warehouse of Gunz Warenhandels GmbH in Magdeburg-Rothensee (left page, right side) /// Coming closer more quickly: Thanks to the excellent transport infrastructure in Saxony-Anhalt, extremely short times are needed to reach the major sales and procurement markets in Germany and neighbouring countries. Our example: accessibility by truck (right page, top). /// Easy to use: the location database of the State of Saxony-Anhalt (right page, bottom).

NEAR(ER) TO CUSTOMERS AND SUPPLIERS.

FROM MÄDER VIA MAGDEBURG TO MAURITIUS.

This expansion to the north was a natural one for the Gunz Warenhandels GmbH company based in Mäder (Vorarlberg), Austria – but also a highly significant one: Germany represents the largest sales market of the company that achieved a turnover of EUR 88.5 m in 2012. In order to be that much closer to customers and suppliers, Gunz established a new central food warehouse in the Industrial and Logistics Centre of Magdeburg-Rothensee and, in doing so, made the company’s biggest investment to date. The distribution centre, comprising 27,000 square metres of floor space, is almost twice as large as Gunz’s main location in Mäder, Austria. Gunz has been supplying customers throughout Northern Germany,

North-western and Northern Europe since the summer of 2012.

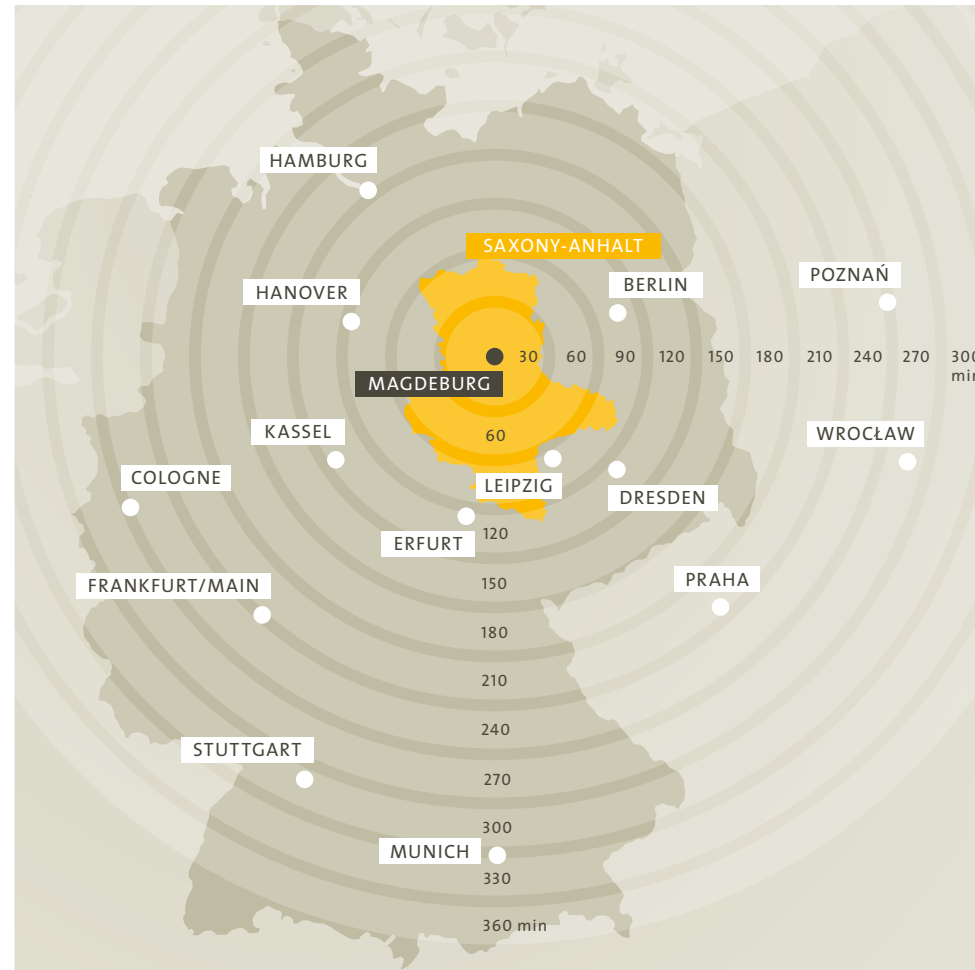
All the overseas business is also processed from here. The containers headed for destinations in the USA, Canada, Australia, Israel and even Mauritius are all shipped from the Hanse Port in Magdeburg to the seaport in Hamburg, where they then continue their great voyage across the Pond by freighter. On average, a container is despatched on its journey every three to four days.

The trimodal port was a key factor in the location decision for the distribution centre being made in Magdeburg’s favour. Further plus points from the investors’ perspective

included the central position within Germany and the optimal transport connection to the A2 motorway, which enables delivery to customers in Northern Germany within 24 hours of order confirmation. This inland waterway method of transportation also dispenses with many truck journeys, thereby saving on (or avoiding) fuel and CO₂ emissions.

MARKET PROXIMITY

The arguments for Saxony-Anhalt:
/// short routes to procurement and sales markets
/// central hub in Europe
/// multi-modality for fast turnover



ONE CLICK AWAY FROM THE PERFECT LOCATION.

AS A ‘ONE-STOP-AGENCY’ THE INVESTMENT AND MARKETING CORPORATION SAXONY-ANHALT (IMG) PROVIDES THE ENTIRE SPECTRUM OF SERVICES RELATED TO LOCATING TO THIS STATE.

From acquisition to project design, IMG helps with establishing goals, responsibilities and deadlines as well as with project management.

Those who are looking for their ideal location in Saxony-Anhalt and have questions on site layout and infrastructure have come to the right place for advice.

The specialised location and property database containing more than 169 industrial and commercial properties allows potential investors to search for the objects that suit them. Expert consultation in the selection of ‘greenfield’ or ‘brownfield’ sites ensues on an individual basis. Interested

parties will receive their first information on the location within 24 hours. Up-to-date information is always available in the Investor’s Portal at: www.invest-in-saxony-anhalt.com/Logistics



1 HOUR AWAY

THE CONSUMERS OF THE GERMAN METROPOLITAN REGIONS SUCH AS BERLIN, LEIPZIG, HANOVER.

2.5 BILLION EUROS

TURNOVER GENERATED BY THE 2,900 LOGISTICS COMPANIES IN SAXONY-ANHALT IN 2011 – ACCORDING TO THE STATE STATISTICAL OFFICE.

1,384

MANUFACTURING INDUSTRY ENTERPRISES ARE ACTIVE IN SAXONY-ANHALT.

24 HOURS

THE LEIPZIG/HALLE AND COCHSTEDT AIRPORTS PROVIDE UNRESTRICTED SERVICES 365 DAYS A YEAR.

Reference: Statistisches Landesamt Sachsen-Anhalt



“By investing in transport infrastructure, we give a strong – if not to say the strongest – impetus for improving our economic power.”



/// Three-lane transport axis: The A2 motorway in Saxony-Anhalt (left side, top). /// River meets road: the bulk commodity separation causeway in Magdeburg harbour (left side, bottom). /// Experienced infrastructure specialist: Thomas Webel, Ministry of Regional Development and Transport Saxony-Anhalt (right side).

STRONG NETWORKS, WELL CONNECTED.

SAXONY-ANHALT TAKES A LEADING ROLE IN INFRASTRUCTURE PROVISION AMONG STATES IN EASTERN GERMANY.

The road and rail network in Saxony-Anhalt is one of the densest and most efficient in the whole of Germany. A disproportionately good configuration exists in the areas of transportation and communications. As the first fully digitalised economic area, Saxony-Anhalt is able to offer data highways in all directions as well as for all communication purposes.

Not only the digital infrastructure but also the transport infrastructure in Saxony-Anhalt is one of the most modern in Europe. Its attractive geographical situation and well developed infrastructure has compelled a large number of logistics companies to relocate here, the state being considered as a logistics hub.

“By investing in the transport infrastructure, we give a strong – if not to say the strongest – impetus for improving our economic power”, states Transport Minister Thomas Webel, justifying the determined expansion of infrastructure.

Over 380 kilometres of Autobahn run through Saxony-Anhalt. The total length of route in the state comprises some 3,100 kilometres. Four key motorways cross the state. The A2 runs from the Ruhr to Berlin. The A9 stretches from Munich via Nuremberg to Berlin. The A14 connects Dresden with Leipzig and Magdeburg and the A38 Göttingen with Halle (Saale). The construction of the northern extension of the A14 to Schwerin is

in preparation. The northern Harz is linked by the four-lane B6n Bernburg – Bad Harzburg federal highway. Saxony-Anhalt is a state-of-the-art rail transport centre, its rail network comprising a total length of around 3,100 km. By 2017, one of the most modern rail marshalling yards in Europe will be created in Halle (Saale) at a cost of EUR 146 m.

There are over 580 kilometres of navigable inland waterways in the state, with Saxony-Anhalt closely connected to the European waterways network via the rivers Elbe and Saale, the Lower Havel waterway as well as the Mittelland and Elbe-Havel canals. Thanks to its central position in Germany, Saxony-Anhalt is well placed



/// Ideally connected: Saxony-Anhalt is optimally served by roads, railways, waterways and airlines. Here: the transport connections for all relevant logistics areas. /// The air freight transshipment centre in Saxony-Anhalt: Leipzig/Halle Airport (below).



to become the hinterland hub for the seaports of Wilhelmshaven, Bremerhaven, Hamburg, Lübeck, Rostock and Eastern Europe.

Saxony-Anhalt possesses optimal air transport routes, with a commercial airport and several commercial airfields

available for regional and business travel. Furthermore, of particular importance for regular scheduled and charter services are the Leipzig/Halle, Cochstedt and Hanover airports as well as the airports serving Berlin, all of them readily accessible by car and train.

864,000

TONS OF AIR FREIGHT TRANSSHIPPED IN 2012 AT LEIPZIG / HALLE AIRPORT.

Reference: Flughafen LEI

11,000

KILOMETRES OF MODERN ROADS AVAILABLE TO FREIGHT TRAFFIC IN SAXONY-ANHALT.

3,100

KILOMETRES OF RAILWAY NETWORK IN SAXONY-ANHALT – ONE OF THE DENSEST RAILWAY NETWORKS IN EUROPE.

Reference: Statistisches Landesamt Sachsen-Anhalt

600 KM

NAVIGABLE WATERWAYS CONNECT 18 PORTS AND TERMINALS IN SAXONY-ANHALT, THUS REPRESENTING AN OUTSTANDING BASIS FOR WATER TRANSPORT.

“The EU Project ‘ChemLog Tracking & Tracing’ is aimed at creating a satellite-controlled system to monitor the transportation of hazardous goods in inter-modal traffic between Central and Eastern Europe.”



/// Logistics research partners at the Saxony-Anhalt location: Wolfgang Schnabel, Supply Chain Manager, DOW Olefinverbund GmbH, Schkopau (left page, left). /// Galileo in Magdeburg: Otto von Guericke University test container (left page, right). /// One of Europe's largest despatch centres: the Hermes Fulfilment GmbH in Haldensleben, at top: the location, at bottom: employees (right page).

SAXONY-ANHALT – STRONGHOLD OF LOGISTICS RESEARCH.

UNIVERSITIES, INSTITUTES AND COMPANIES COMBINE BASIC RESEARCH WITH INDUSTRIAL CONTRACT RESEARCH.

Saxony-Anhalt is a location where logistics are not just practiced, but also the intensive research into further development of logistics processes and systems takes place: namely at two universities (Magdeburg, Halle-Wittenberg), four colleges (Anhalt-Köthen, Harz, Magdeburg-Stendal, Merseburg) as well as a series of institutes and laboratories. The figureheads in this regard are the Institut für Logistik und Materialflusstechnik (Institute for Logistics and Material Handling Systems – ILM), part of the Otto von Guericke University in Magdeburg as well as the internationally renowned Fraunhofer-Institut für Fabrikbetrieb und -automatisierung (Fraunhofer Institute for Factory Operation and Automation – IFF). The cooperation between them enables

the combination of basic research and industrial contract research.

The relationship between logistics, economy, research and application is particularly close in the Science Port of Magdeburg.

One of the focuses in this regard is the development of new services for transport and logistics by the networking of various technologies, particularly satellite-supported position finding, navigation and communication.

The Galileo Test Bed, opened in 2010, is an absolute state-of-the-art integration platform.

Research in the IFF's Virtual Develop-

ment and Training Centre (VDTC), which possesses prototyping and process design laboratories, includes the testing of new information and communications technology applications. LogMotionLab is a test and development laboratory especially designed for RFID solutions.

RESEARCH PROJECT

Under the leadership of Saxony-Anhalt, the EU's 'ChemLog Tracking&Tracing' project is intended to develop a satellite-controlled system to monitor the transportation of hazardous goods between Central and Eastern Europe. A cooperative agreement with the Magdeburg-based Fraunhofer IFF is being pursued. Its Galileo Test Bed, the sole test bed in Germany on security and logistics issues, is where the practical process is tested.



CREATIVITY AGAINST THE SHORTAGE OF SKILLED LABOUR.

HERMES FULFILMENT GMBH SETTING A GOOD EXAMPLE.

In Haldensleben, the Hermes Fulfilment GmbH, part of the Otto Group, operates one of the largest despatch centres in Europe. Up to 300,000 packages are order picked there everyday and sent on their way: to customers in Germany and in neighbouring European countries. Some 3,000 employees are engaged at the Haldensleben location.

Hermes Fulfilment is therefore one of the biggest employers in Saxony-Anhalt. Its despatch centre, opened for service in 1994, has already been expanded in three stages. Continually 'growing' alongside it since then has been the demand for manpower of all qualifications. Meeting this demand is becoming an increasingly difficult task. In order to gain well trained

personnel with a commitment to the region, Hermes Fulfilment engages in in-firm training and supports the 'Stay Here' initiative, bringing together potential employees with committed companies from the region.

In order to pave the way for junior staff, management as well as specialists into the company, Hermes Fulfilment offers students both practical work experience and the opportunity to write practice-oriented theses in the company itself. A key cooperation partner in this regard is the Magdeburg University of Applied Science. In addition, up to 15 apprentices undergo training in the despatch centre every year.

307
HECTARES

IS THE SIZE OF THE
MAGDEBURG FREIGHT
TRANSPORT CENTRE
IN THE NORTH OF THE
STATE CAPITAL.

6 INSTITUTIONS
OF HIGHER
EDUCATION IN SAXONY-
ANHALT, INCLUDING 2
UNIVERSITIES, RESEARCH
MODERN LOGISTICS
SCIENCE AS DO A SERIES
OF INSTITUTES AND
LABORATORIES.

6

SPECIALISED FACULTIES
DEFINE LOGISTICS
TRAINING IN SAXONY-
ANHALT.

26,650

WORKERS SUBJECT
TO SOCIAL INSURANCE IN
SAXONY-ANHALT'S
LOGISTICS SECTOR.



“Logistics processes today are often coupled with production processes, i.e. the current technological developments. Our processes thus develop in a similarly innovative manner to those of our customers.”

LIKE MUSHROOMS OUT OF THE GROUND.

THE SAXONY-ANHALT LOGISTICS.INITIATIVE IS THE MARKETING POOL FOR THE LOGISTICS SECTOR, CROSS-LINKING INVESTORS, MANUFACTURING COMPANIES, CARRIERS AND LOGISTICS PROVIDERS.

Mr Köcke you have been Chairman of the Logistics Advisory Board of the State of Saxony-Anhalt since 2012 – what future trends do you see emerging in the logistics sector in our state?

As logistics is definitely a global industry that ignores national borders, the trends in Saxony-Anhalt are as a matter of principle trends encompassing the whole industry. They are the ‘containerising’ of goods, internet purchasing and ever smaller sizes of deliveries, but also include ‘green logistics’, i.e. the subjects of energy and resource efficiency, energy saving, the optimisation of processes, intelligent and sustainable solutions, etc. The trend of outsourcing production abroad has stopped; the increasing relocation back to Germany is stimu-

lating the logistics scene here while strengthening its hub function – central warehouses and freight distribution centres are currently springing up like mushrooms out of the ground. Railways will see even more intensive use as a mode of transport. Significant flows of goods will cross Central Germany via the so-called ‘Eastern Corridor’ (Hamburg – Magdeburg – Halle – Hof – Nuremberg), planned to manage seaport-inland transport, resulting in the creation of logistical interfaces along this route.

One of the more significant themes confronting every industry is the demographic shift and its consequences. How is the logistics sector dealing with this?

In logistics, we are combating demographic change mainly with automation, standardisation and intelligent assistance systems. As far as possible, these are intended to replace the lack of personnel as well as support and relieve existing personnel. An increase in older employees means: an increasing importance of the subject of ergonomics as well as the mechanisation of processes (e.g. the lifting of crates by forklift truck instead of manually).

What role, in your opinion is played by the alliance between science and industry in logistics?

An extremely important role. This alliance is a key factor in the further development of logistics. This is the reason why we have explicitly

/// One of the two international commercial airports in Saxony-Anhalt: Magdeburg / Cochstedt International Airport (left side). /// Think ahead and get ahead: Sven Köcke is Chairman of the Saxony-Anhalt State Logistics Advisory Board (right side).



/// Have learnt how to pack: specialists in Saxony-Anhalt, here at the Hafenbetrieb Aken GmbH Company (port operators) (left side). /// Deutsche Bahn (German Rail) in Saxony-Anhalt: loading tank containers in combined freight transport (right side, top). /// The jewel of logistics and engineering art: waterway intersection near Magdeburg (right side, bottom).

anchored it in our regional logistics concept. Thanks to the logistics study course, two logistics chairs at the universities in Magdeburg and Halle (Saale) as well as the Fraunhofer IFF in Magdeburg, we are extremely well set up in Saxony-Anhalt.

Please name five points that in your opinion distinguish Saxony-Anhalt as a logistics location.

The geographical position, the well developed infrastructure, the availability of properties, the high level of acceptance in the population for the logistics sector and the alliance between the logistics industry and science.

MEMBERS OF THE LOGISTICS ADVISORY BOARD OF SAXONY-ANHALT

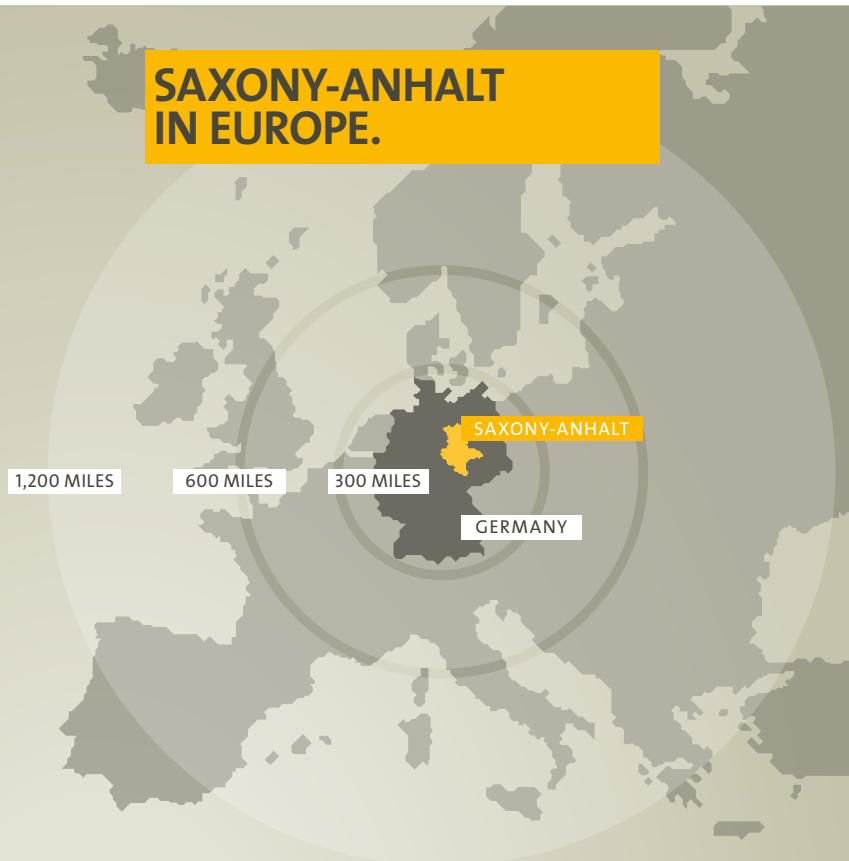
- /// Finsterwalder Transport und Logistik GmbH (transport and logistics provider), Chairman Sven Köcke
- /// Fraunhofer-Institut für Fabrikbetrieb und -automatisierung (IFF) (research institute), Deputy Chairman Holger Seidel
- /// Dachser GmbH & Co. KG (logistics provider), Mirko Kauffeld
- /// Deutsche Bahn AG (German Rail), Alexander Kaczmarek
- /// Flughafen Leipzig/Halle GmbH (airport), Dierk Näther
- /// Hafenbetrieb Aken GmbH (port operators), Peter Ziegler
- /// Hafen Hamburg Marketing e.V., Stefan Kunze
- /// IHK Halle-Dessau (Chamber of Commerce and Industry), Klaus Schröter
- /// IHK Magdeburg (Chamber of Commerce and Industry), Siegfried Zander
- /// Kühne + Nagel (AG & Co. KG) (logistics provider), Bernd Enders
- /// Magdeburger Hafen GmbH (port operators), Karl-Heinz Ehrhardt
- /// Mitteldeutsche Eisenbahn GmbH (railway operators), Michael Koch
- /// Otto von Guericke University Magdeburg, Prof. Dr.-Ing. Hartmut Zadek
- /// Zellstoff Stendal Transport GmbH (haulage company), Andreas Josefowicz

INVESTORS RECEIVE FULL SUPPORT.

THE INVESTMENT AND
MARKETING CORPORATION
SAXONY-ANHALT (IMG) IS THE
ECONOMIC DEVELOPMENT
AGENCY OF THE GERMAN
FEDERAL STATE OF SAXONY-
ANHALT.

Its staff offers all the services involved
in locating to Saxony-Anhalt – from
acquisition through to the start of
production.

SAXONY-ANHALT IN EUROPE.



IMG – YOUR PARTNER FOR

- /// all location projects in Saxony-Anhalt
- /// personal support during the project
- /// investor-specific location rasters
- /// optimal investment possibilities
- /// all cooperation options through to financing
- /// all public authority matters

**Investment and Marketing Corporation
Saxony-Anhalt mbH (IMG)**
Am Alten Theater 6
39104 Magdeburg
Germany
Tel. +49 391 56899-10
Fax +49 391 56899-50



Beate Richter
Senior Manager
Tel. +49 391 56899-24
beate.richter@img-sachsen-anhalt.de



www.invest-in-saxony-anhalt.com/
Logistics