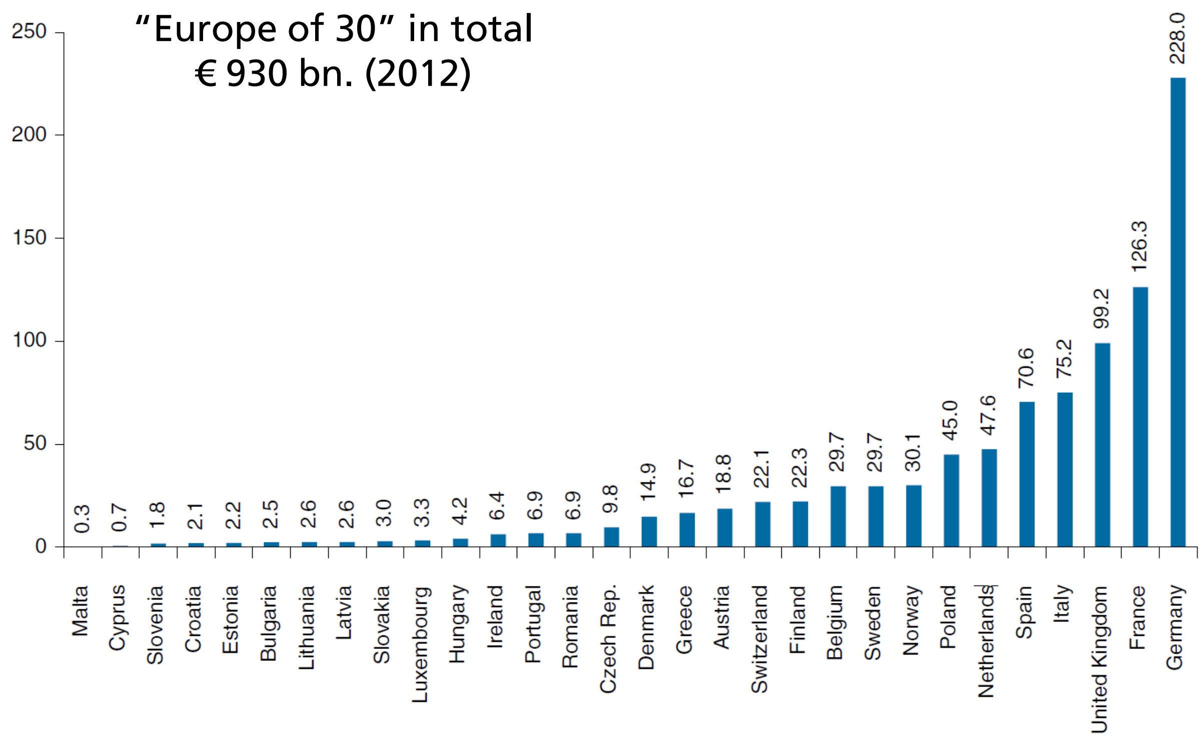
TOP 100 2013 2014

Executive Summary »Top 100 in European Transport and Logistics Services 2013/2014«
Fraunhofer SCS, Nuremberg



Fraunhofer IIS

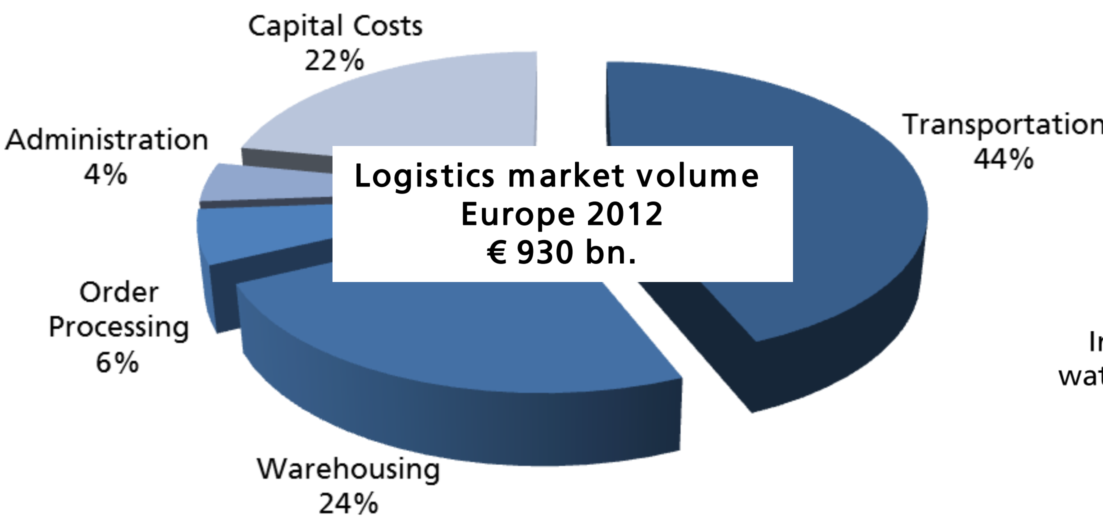
The study describes the European logistics market and offers detailed profiles on market players

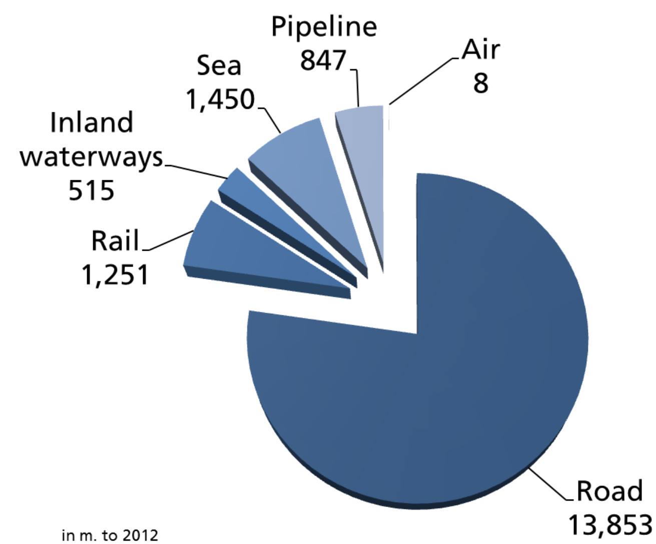
Contents

Fraunhofer IIS

The European logistics market accounts for € 930 bn. in 2012 and transports 18 bn. tons

Market volume Europe 2012

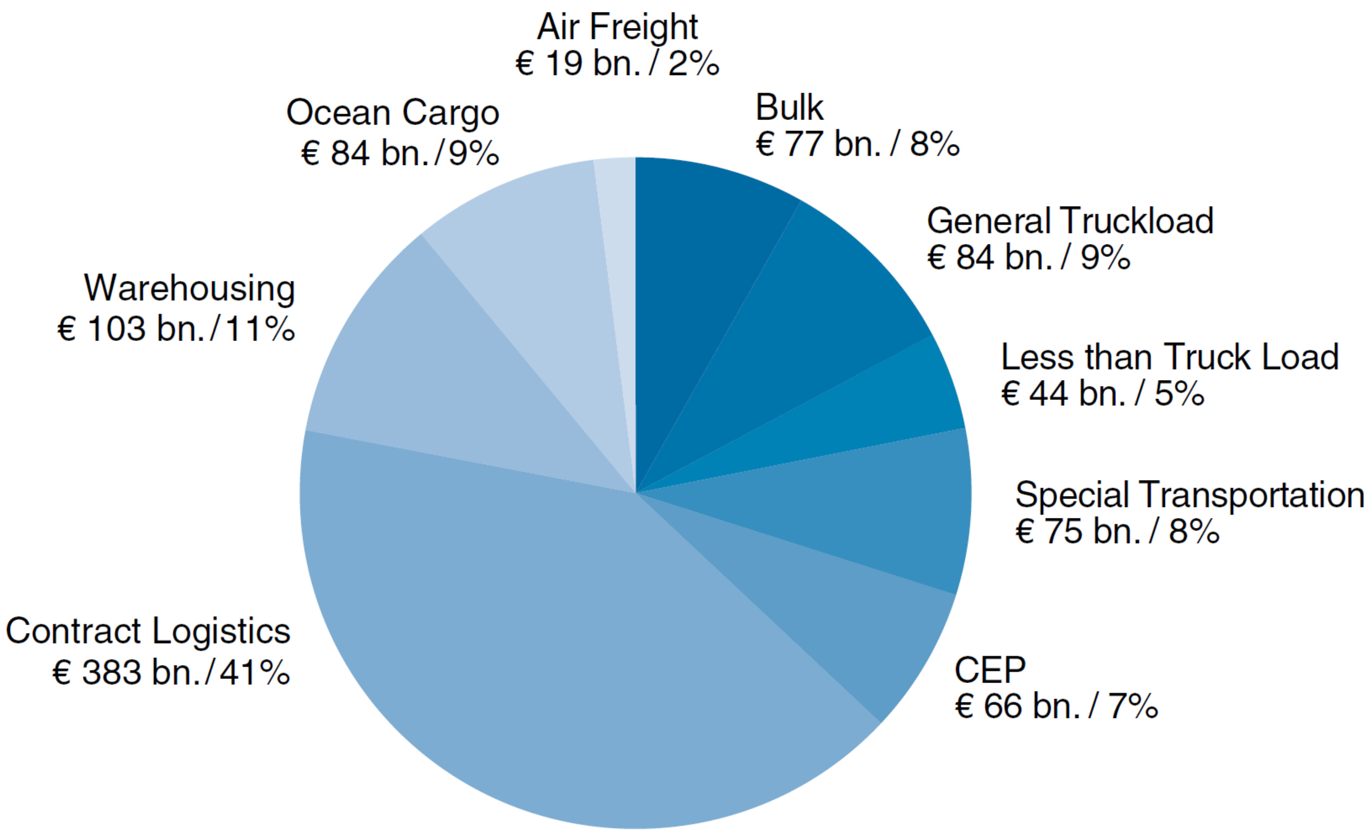




Tonnages in Europe

Contract Logistics accounts for more than a third of the European logistics market volume

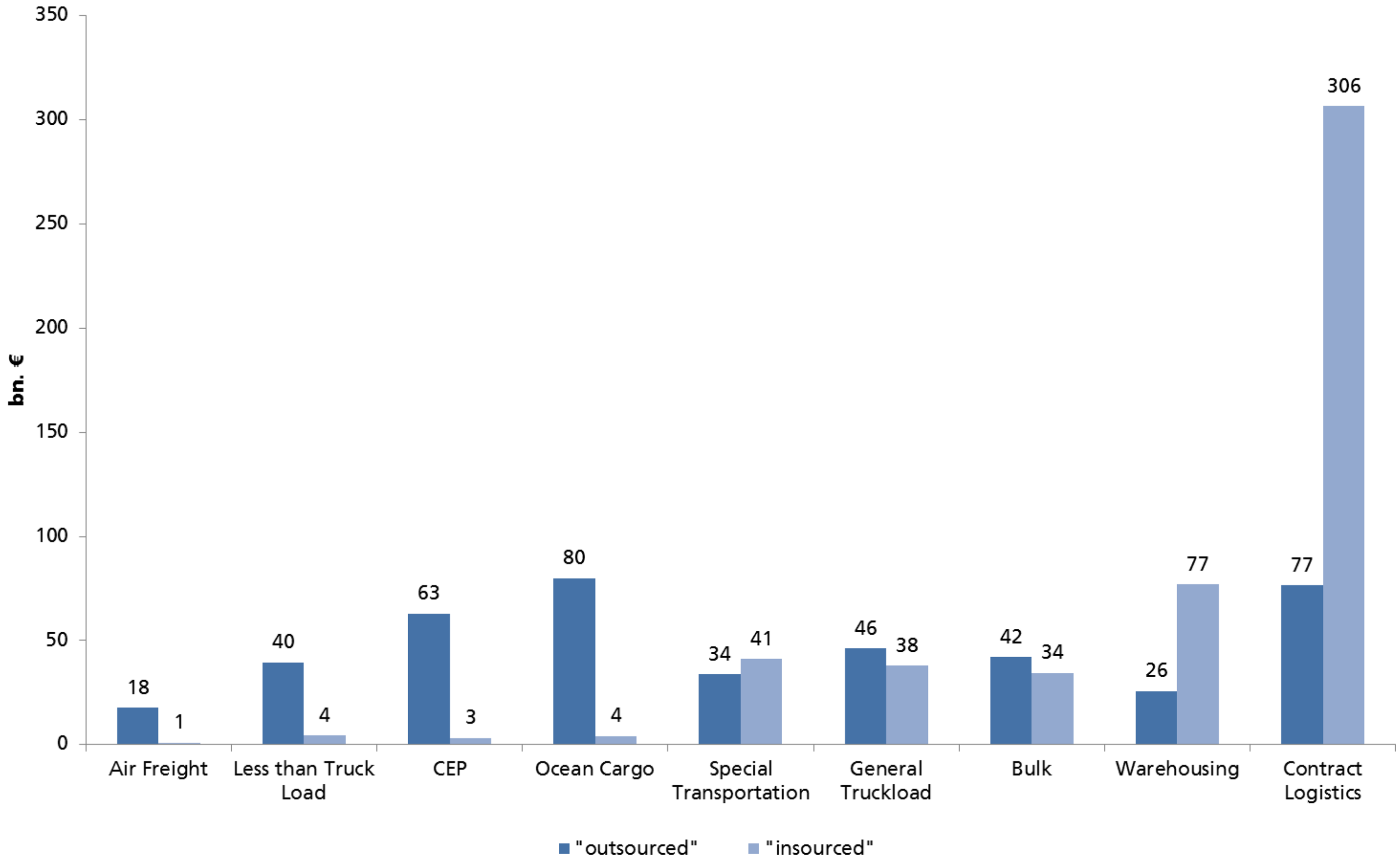
Share of market segments in the total market volume of € 930 bn.



Fraunhofer IIS

The outsourcing degree in contract logistics is still at low level and does not tap the full potential

Logistics market segments in Europe 2012



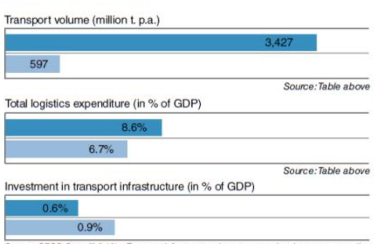
Fraunhofer IIS

The “Top 100” team included detailed profiles for each of the “Europe 30” countries plus Turkey

1. Basic conditions

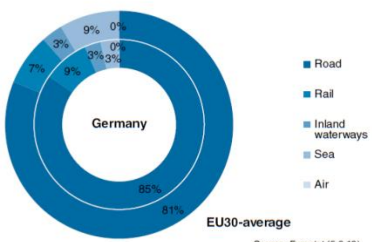
Economic Data 2012	Key Figures	bn. €	% of GDP	EU30-average
Gross Domestic Product (GDP in bn. €)		2,644.2	100%	461.7
Population (in million)	82.0			17.4
Gross Domestic Product / inhabitant (in thousand €)	32.2			26.6
Working population / employees (in million)	42.4			8.3
Country size (thousand km²)	349			152.9
Population density (inhabitants per km²)	235			113.6
Labor costs (in € per hour)	35.66			22
Logistics data				
Absolute transport volume (million tons p.a.)	3,426.6			597
Transport intensity (tons / inhabitant p.a.)	41.8			34.4
Overall logistics expenses (in bn. €)		228.0	8.6%	6.7%
- thereof goods transport expenses (in bn. €)		102.0	3.9%	3.0%
-> thereof road, medium distance (km)	99.4	81.8	3.1%	2.1%
-> thereof rail, medium distance (km)	227.9	4.9	0.2%	0.1%
Total logistics expenses (€ / ton)	66.54			51.97
... only goods transport expenses (€ / ton)	29.77			22.97
... only inventory managem. / comm. (€ / ton)	16.05			7.46

Germany in comparison to EU-average



Source: OECD Stats (9.8.13) – Transport infrastructure investment and maintenance spending

Modal split – Transport volume per transport mode in %



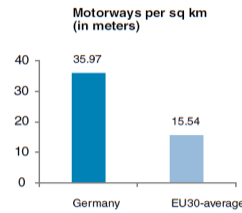
Source: Eurostat (5.9.13)

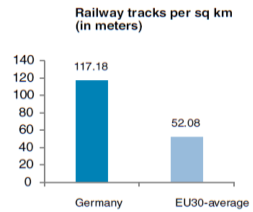
The macro-economic environment and market size

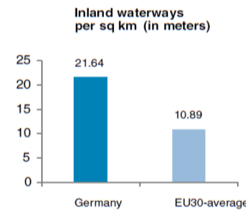
After strong growth rates in 2010 (4.2%) and 2011 (3.0%), the renewed European downturn caused by the debt crisis in 2012 was noticeable by Germany´s GDP decelerated increase of 0.7% in 2012 and expected 0.4% in 2013. Nonetheless, it is doing better than most of the other European countries. With solid fundamentals, a solid growth rate of 1.8% is expected in 2014.

With a total logistics market size of approximately € 228 bn. and a transport volume of more than 3.4 bn. tons in 2012, Germany is the largest logistics market in Europe. This is not only a result of its economic strength and its large population: the relatively large share of the economy which is still based on industry and trade as well as the importance of the country's central geographical location in the expanded European market for providers of logistics services is also driving the growth of the logistics market. This is underlined by the German logistics sector's market volume in comparison with GDP as a whole: its share of 8.6% is significantly higher than the European average of slightly below 7%. The tonnage volume per capita of 42 tons is notably higher than the European average of 34 tons. The share of outsourced services is estimated at nearly 50% of the total market. This is just average for Europe as a whole, but steadily growing because of the fact of growing acceptance.

2. Infrastructure







Germany's central location in the middle of Europe and the closely tied infrastructure network are the most important factors for being a top logistics hub. Also, Germany has Important hubs like e.g. Hamburg, Europe's second largest container port, Bremerhaven, Europe's largest car port for vehicle traffic, and Duisburg, the home of the continent's largest inland port. The country's road system has one of the densest levels in Europe with 35.97 meters motorway per sq km. With 21.64 meters per sq km, the inland waterways in Germany are highly developed. The Rhine and Elbe rivers are major routes for inland waterway traffic to the sea ports like Rotterdam, Antwerp and Hamburg. Railway tracks are 117.18 meters per sq km which corresponds to the double of Europe`s average.

Sources: Eurostat (9.8.13) - Road, rail and navigable inland waterways networks by NUTS 2 regions, CIA - The World Factbook, OECD.

Important hubs

The five largest airports in Germany handled more than 4 million tons of cargo in 2012. According to freight volumes, Frankfurt/Main is the biggest airport in Europe as well as one of the largest worldwide. The second largest airport is Leipzig/Halle, which is also the air freight hub of DHL. The airport Cologne/Bonn follows behind with more than 700,000 tons of air cargo in 2012.

About 80% of the overall sea cargo tonnage of approximately 287 million tons in Germany is handled by the North Sea ports, especially Hamburg, Bremerhaven and Wilhelmshaven, the remaining 20% by the Baltic Sea ports like Rostock and Luebeck. The port of Hamburg is among the 20 biggest ports worldwide and the second largest in Europe. The port of Bremerhaven is leading in RoRo handling of automobiles. Wilhelmshaven is Germany´s newly expanded deep water port.

Airport	Tonnage 2012
Frankfurt / Main	2,065,457
Leipzig / Halle	845,908
Cologne / Bonn	730,129
Seaport	**Tonnage 2011 (in thousand)**
Hamburg	114,368
Bremerhaven	55,855
Wilhelmshaven	24,388

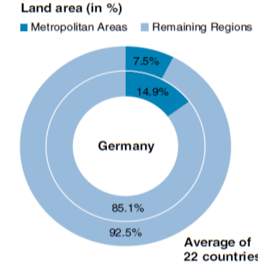
Source: Eurostat (13.8.13) - Main airports and seaports by freight tonnage

Metropolitan areas

About 15% of the area in Germany belong to Metropolitan areas like the cities Berlin, Hamburg, Munich, Cologne, and Frankfurt. This figure is twice as high as the European average. In these areas, about 39% of the population are living. About 43% of the GDP is generated in Metropolitan areas.

The country has a concentration of population in the West. Especially in the region from the Ruhr area via Cologne, Frankfurt/Main, Stuttgart to Munich, a large number of manufacturing and trade companies are located. The Eastern part of Germany has more or less rural characteristics with Berlin, Leipzig/Halle and Dresden as the main cities.

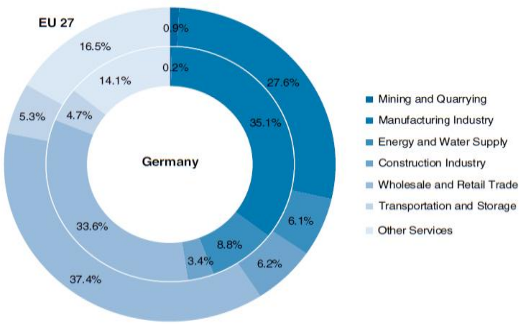
Land area (in %)



Source: OECD Stats (9.8.13) – Regions and Cities – Metropolitan Areas

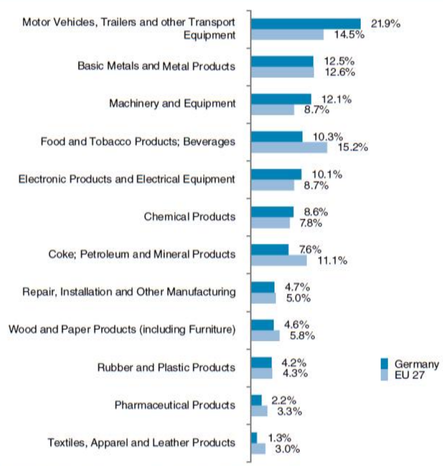
The "Top 100" team included detailed profiles for each of the "Europe 30" countries plus Turkey

3. Industrial structure



Industry sectors

Germany is the largest national economy and an important manufacturing location in Europe. The above-average share of this secondary sector is one indicator for this. The services sector generates more than 50% of the net product, particularly the Wholesale and Retail Trade sector plays an important role. Continuously, the share of labor in the services sector is growing, although the manufacturing industry doesn't decrease according its value added. This indicates a growing service orientation in Manufacturing Industrys, developing products and offering additional services.



Source both diagrams: Eurostat (05.08.13) - Annual detailed enterprise statistics

Manufacturing Industry

Motor Vehicles, Trailers and other Transport equipment sector is the largest manufacturing industry in Germany. The share of 21.9% is remarkably higher than in the European average. This is followed by the Basic Metals and Metal Products industry with 12.5% and the Machinery and Equipment sector with 12.1%. One should have in mind, that the industries are clustered. The ranking may differ from other publications. In contrast to these figures above average, especially the food industry owns a smaller share. Although, most of the indicators are nearly EU average.

So, Germany has managed to stay an economy with a remarkable share of manufacturing and a broad variance in products with an emphasis on complex and high-value goods.

4. Logistics data – Top logistics service providers

Rank	Company	Data Quality	Logistics Revenue 2012 in m. €	National Employees	Sub-total Logistics Revenue 2012 in Europe in m. € (excluding "Mail")	World/Group/Consolidated Cooperation Revenue 2012 in m. €	Notes
1	2	3	4	5	6	7	8
1	→Deutsche Post DHL	**	**8,230**	167,082	**27,830**	55,512	diversified
2	→DB Mobility Logistics AG	**	**6,988**	123,795	**14,822**	39,296	diversified
	→DB Schenker Logistics	**	***3,648***	*n.a.*	***10,231***	*39,296*	*forwarder*
	→DB Schenker Rail	**	***3,340***	*n.a.*	***4,596***	*39,296*	*rail cargo*
3	→Kühne+Nagel International AG	***	**3,238**	8,051	**10,327**	17,183	forwarder
4	→Dachser GmbH & Co. KG	***	**2,666**	12,872	**4,035**	4,410	forwarder
5	→Rhenus AG & Co. KG	***	**2,100**	n.a.	**4,000**	4,000	forwarder
6	→Volkswagen Logistics GmbH & Co. OHG	*	**1,700**	n.a.	**2,200**	193,000	contract logistics
7	→DPD GmbH & Co. KG	***	**1,507**	7,500	**1,507**	4,026	CEP
8	→Panalpina Welttransport AG	**	**1,506**	1,988	**2,565**	5,490	forwarder
9	→UPS Europe NV	*	**1,500**	14,500	**5,700**	40,950	CEP
	→CargoLine GmbH & Co. KG (Cooperation)	***	***1,398***	*7,152*	***2,019***	*2,794*	*forwarder*
10	→Arvato	***	**1,250**	n.a.	**2,000**	16,065	contract logistics
	Sum Top 10		**30,685**				
	→E.L.V.I.S. AG (Cooperation)	*	***1,250***	*n.a.*	***1,600***	*1,600*	*forwarder*
	→IDS Logistik GmbH (Cooperation)	*	***1,130***	*6,181*	***1,712***	*1,712*	*forwarder*
11	→Hellmann Worldwide Logistics GmbH & Co. KG	***	**1,112**	n.a.	**1,458**	2,665	forwarder
12	→BLG Logistics Group AG & CO. KG	***	**1,094**	n.a.	**1,117**	1,144	diversified
13	→Imperial Logistics International B.V. & Co. KG	***	**1,087**	n.a.	**1,500**	8,500	forwarder / div.
14	→Fiege Logistik Holding Stiftung & Co. KG	*	**1,000**	10,000	**1,500**	1,500	contract logistics
15	→Hermes Europe GmbH	*	**1,000**	11,680	**1,928**	11,784	CEP
	Sum Top 15		**35,978**				

Source: Fraunhofer SCS Research

Top logistics service providers

Most of the competitors are of German origin. In the "Top 10", only →KÜHNE+NAGEL, →PANALPINA and →UPS have their headquarters located abroad (although →KÜHNE+NAGEL has its origins in Hamburg, the headquarter is now located in Switzerland).

The German "Top 10" is dominated by international companies. →DHL heads the list, followed by →DB SCHENKER with its subsidiaries →DB SCHENKER LOGISTICS and →DB SCHENKER RAIL. →KÜHNE+NAGEL, →DACHSER and →RHENUS complete the "Top 5". →DACHSER dominates the food logistics field and has built up the country's largest general groupage network.

In the past years, a consolidation especially has taken place. Some players like →WINCANTON have quit the market totally. Some have stopped specific services (like →GEFCO or →UPS). This emphasizes the harsh competition.

The "Top 10's" combined turnover of € 31 bn. equates to 14% of the total logistics market volume.

Developments and trends

Germany has suffered from the financial crisis in 2008/9 as it depends highly on exports. Since then, it recovered fast and stays among the strongest and most stable economies worldwide. With the acceleration of the crisis in the Euro area from 2011 until now, Germany has indeed also to cope with an economic slowdown. But still, it can fall back on stable figures resp. growth rates. For logistics, the challenges are less distinctive than in the neighbouring countries and of course than in the Southern Europe. This can be explained with the stable and robust economy, but also with the location and logistics framework. Since years, it is also supporting the logistics industry by implementing master plans for state aids for infrastructure and promoting logistics activities. In the next years, the importance of logistics will grow further on for the whole economy. The export oriented industry acting in a globalized world needs stable supply chains. Most of the other countries in Europe are dependent on that, too. But being the third in exporting (behind China and the US), the importance of logistics is apparently. Nonetheless, the need for enhancing the infrastructure is still pestering. The port of Hamburg isn't prepared for the large containerships, the railway has several bottlenecks to transport to and from international gateways and the well-developed road network is over-crowded in places.

Fraunhofer IIS

In Germany, Deutsche Post DHL, DB Mobility Logistics and Kühne+Nagel are the leading market players

Top 10 Germany 2012

Rank	Company	Data Quality	Logistics Revenue 2012 in m. €	National Employees	Sub-total Logistics Revenue 2012 in Europe in m. € (excluding "Mail")	World/Group/Consolidated Cooperation Revenue 2012 in m. €	Notes
1	2	3	4	5	6	7	8
1	→Deutsche Post DHL	**	**8,230**	167,082	**27,830**	55,512	diversified
2	→DB Mobility Logistics AG	**	**6,988**	123,795	**14,822**	39,296	diversified
	→DB Schenker Logistics	**	***3,648***	*n.a.*	***10,231***	*39,296*	*forwarder*
	→DB Schenker Rail	**	***3,340***	*n.a.*	***4,596***	*39,296*	*rail cargo*
3	→Kühne+Nagel International AG	***	**3,238**	8,051	**10,327**	17,183	forwarder
4	→Dachser GmbH & Co. KG	***	**2,666**	12,872	**4,035**	4,410	forwarder
5	→Rhenus AG & Co. KG	***	**2,100**	n.a.	**4,000**	4,000	forwarder
6	→Volkswagen Logistics GmbH & Co. OHG	*	**1,700**	n.a.	**2,200**	193,000	contract logistics
7	→DPD GmbH & Co. KG	***	**1,507**	7,500	**1,507**	4,026	CEP
8	→Panalpina Welttransport AG	**	**1,506**	1,988	**2,565**	5,490	forwarder
9	→UPS Europe NV	*	**1,500**	14,500	**5,700**	40,950	CEP
	→CargoLine GmbH & Co. KG (Cooperation)	***	***1,398***	*7,152*	***2,019***	*2,794*	*forwarder*
10	→Arvato	***	**1,250**	n.a.	**2,000**	16,065	contract logistics
	Sum Top 10		**30,685**				

Fraunhofer IIS

Deutsche Post DHL is still the worldwide leader in logistics

Rank	Company	Data Quality	Logistics Revenue Worldwide 2012 in m. €	Logistics Revenue in Europe 2012 in m. €
1	2	3	4	5
1	Deutsche Post DHL (Group) (DE)	**	46,261	27,830
2	Maersk A/S (DK)	**	29,667	15,400
3	DB Mobility Logistics AG (Group) (DE)	**	19,931	14,822
4	Kühne+Nagel International AG (Group) (CH)	***	17,183	10,327
	DB Schenker Logistics (part of →DB Mobility Logistics AG) (DE)	**	*15,335*	*10,231*
5	SNCF SA (FR)	*	9,515	9,515
6	CMA-CGM SA (FR)	*	15,900	8,000
7	La Poste (Group) (FR)	*	6,150	6,150
8	UPS Europe NV (BE)	**	40,950	5,700
9	DSV A/S (DK)	***	6,028	5,150
10	TNT Express (NL)	***	7,162	4,775
	Sum Top 10		**198,747**	**107,669**
	DB Schenker Rail (part of →DB Mobility Logistics AG) (DE)	**	*4,596*	*4,596*
11	Mediterranean Shipping Company Holding SA (→MSC) (CH)	*	7,885	4,200
12	Dachser GmbH & Co. KG (DE)	***	4,410	4,035
	GeoPost SA (La Poste) (FR)	**	*4,026*	*4,026*
13	Rhenus AG & Co. KG (DE)	***	4,000	4,000
14	Norbert →Dentressangle SA (FR)	***	3,880	3,797
15	CEVA Group Plc (UK)	***	7,224	2,982
16	Gefco SA (FR)	***	3,600	2,700
17	Panalpina Welttransport AG (Holding) (CH)	***	5,490	2,565
18	Grimaldi Compagnia di Navigazione S.p.A. (IT)	***	2,735	2,500
19	Bolloré Holding SA (FR)	***	5,473	2,250
20	Hapag-Lloyd Aktiengesellschaft (DE)	***	6,757	2,200
21	Volkswagen Logistics GmbH & Co. OHG (DE)	*	2,200	2,200
22	Stef-TFE SA (FR)	***	2,184	2,184
23	The →Royal Mail Holdings Plc. (Group) (UK)	***	2,165	2,165
	CargoLine GmbH & Co. KG (Cooperation) (DE)	***	*2,019*	*2,019*
24	Arvato (DE)	***	2,000	2,000
25	Hermes Europe GmbH (formerly Hermes Logistik GmbH & Co. KG) (DE)	***	1,928	1,928
	Sum Top 25		**260,678**	**149,375**

Top 25 Europe

Top 25 World

Rank	Company	Country	Data Quality	Logistics Revenue Worldwide 2012 in bn. €	Group Revenue 2012 in bn. €	Notes
1	2	3	3	4	5	6
1	Deutsche Post DHL	Germany	***	46,3	55,5	diversified
2	UPS Inc.	USA	***	41,0	41,0	CEP / div.
3	China Railway Group	China	*	40,0	58,0	rail cargo
4	FedEx Corp.	USA	***	34,3	34,3	CEP / div.
5	Maersk A/S	Denmark	***	29,7	45,8	sea cargo
6	JSC Russian Railways	Russia	***	28,0	38,2	rail cargo
7	DB Mobility Logistics AG	Germany	***	19,9	39,3	diversified
8	Kühne + Nagel International AG	Switzerland	***	17,2	17,2	forwarder
9	CMA-CGM SA	France	***	15,9	15,9	sea cargo
10	BNSF Railway	USA	***	15,3	15,8	rail cargo
	Sum Top 10			287,6	361,0	
11	Union Pacific Railroad	USA	***	14,9	15,8	rail cargo
12	NYK Line	Japan	**	14,0	15,7	sea cargo
13	Mitsui O.S.K. Lines	Japan	***	12,5	12,5	sea cargo
14	China Cosco Holdings	China	***	10,6	10,6	sea cargo
15	Indian Railways	India	**	10,4	15,0	rail cargo
16	Nippon Express Co., Ltd.	Japan	***	10,2	13,4	diversified
17	Yamato Holdings	Japan	***	9,6	10,6	diversified
18	SNCF SA (incl. Géodis)	France	**	9,5	33,8	diversified
19	Kawasaki Kisen Kaisha	Japan	***	8,9	8,9	sea cargo
20	CSX	USA	***	8,9	8,9	rail cargo
21	Norfolk Southern	USA	***	8,4	8,4	rail cargo
22	Hyundai Glovis Co., Ltd.	Korea	***	8,3	8,3	diversified
23	MSC Mediterranean Shipping Company SA	Switzerland	*	7,9	7,9	sea cargo
24	Sagawa Express Co., Ltd.	Japan	**	7,4	8,0	CEP / div.
25	TNT Express N.V.	Netherlands	***	7,2	7,3	CEP
	Sum Top 25			436,3	546,1	

Contact:
Martin Schwemmer

Nordostpark 93
90411 Nürnberg

e-mail: martin.schwemmer@scs.fraunhofer.de

Telefon +49 911 58061-9560
Fax +49 911 58061-9599

www.scs.fraunhofer.de

Fraunhofer
IIS