

Press Release

Caucasus Hub in Georgia is expanding

Since market entry in 2013, the Gebrüder Weiss branch in Tbilisi has developed into the central hub for Georgia, Armenia and Azerbaijan / New investment of around EUR 2.5 million planned

Lauterach / Tbilisi, August 6, 2018. Just under five years after the opening of the first branch in Georgia and the establishing of successful groupage freight from Germany and Austria, Gebrüder Weiss continues to be a European pioneer enterprise in the Caucasus region: “Not least for this reason we are expanding our logistics hub in Tbilisi,” Thomas Moser, Director and Regional Manager Black Sea/CIS at Gebrüder Weiss, explains: “With this, we have one of the most advanced logistics terminals in the region together with extensive knowledge of the transport routes.” The portfolio comprises not only land, sea and air transport but also logistics solutions, project business and customs clearance and storage services.

High growth rates continue

The Georgian economy has shown positive development in recent years, recording a growth rate of around 5 per cent in 2017 – benefiting from higher levels of local consumption, increase in exports, and a growing tourism sector. Also, the volume of shipments of Gebrüder Weiss has risen by some 20 percent per year since market entry in 2013 and the capacities of the branch located in the immediate vicinity of Tbilisi airport are fast approaching their limits (10,500 m² storage space, 95,000 m² total area). For this reason, the international transport and logistics company is investing around 2.5 million euros in the new logistics facility comprising 2,000 m² of cross-docking and 6,000 m² of open space. After the opening scheduled for the end of 2018, around 160 members of staff (previously 130) will take care of customers’ needs in the new office building (300 m²). Their expertise lies not only in their logistics know-how but also their familiarity with Caucasian law, customs practices, language and culture.

The terminal in Tbilisi is ISO 9001, ISO 14001 and TAPA-certified. This enables Gebrüder Weiss to identify security risks at an early stage, manage them and prevent loss of high quality goods. The logistics terminal will not only accommodate the storage of products from international manufacturers of cleaning equipment and electrical tools, but also spare parts for a nation-wide network of automotive repair shops.

Increased frequency of groupage freight

Ten to 15 times a week, Gebrüder Weiss transports goods for customers operating Europe-wide directly to Georgia and further to Armenia and Azerbaijan. The goods are collected from all over Europe – with the main countries Austria, Italy, France, Germany and Benelux – and bundled in Vienna (Austria), Frankfurt a.M. (Germany) or Treviso (Italy). “Our excellence lies in the short lead time of eight days maximum for the approximately 4,000-kilometer route,” says Alexander Kharlamov, Country Manager Gebrüder Weiss Georgia. Gebrüder Weiss also offers two to three weekly departures to Georgia from Istanbul (Turkey).

The principal goods transported are consumption goods, (e.g. electronic devices, household or garden appliances), electrical tools, automotive components, agricultural products and foodstuffs but also textiles, whose transport from Turkish manufacturers to the Caucasus countries is organized by Gebrüder Weiss. “As regards exports, it is Russia in particular that is developing into the new emerging market for the Caucasus region into which machine parts, wine and mineral water are brought,” says Kharlamov.

Expansion of local presence in Central Asia

In the medium term, the company plans to expand its logistics services in the region and to open further offices in Central Asia. In addition to locations in Georgia, Turkey, Russia, Turkmenistan, Kazakhstan and China, at the beginning of 2017 Gebrüder Weiss had already opened a representative office in Yerevan, Armenia as well – another stop on the route of the former Silk Road between Europe and Asia.

- **Link YouTube video:**

<https://youtu.be/TZ9QhYTJDHg>

About Gebrüder Weiss

With about 7,000 employees, 150 company-owned locations and an annual turnover of 1.55 billion euros (2017), Gebrüder Weiss ranks among Europe's leading transport and logistics companies. In addition to its core business of land transport, air & sea freight, and logistics, the company operates a number of highly specialized industry solutions and subsidiaries under the umbrella of Gebrüder Weiss Holding AG, based in Lauterach (Austria). This includes the logistics consultancy firm x|vise, tectraxx (industry specialist for hi-tech businesses), dicall (communications solutions, market research, training), Rail Cargo (railway transports) and the Gebrüder Weiss parcel service GWP, co-partner of the Austrian company DPD. This bundling of services allows the corporate group to respond to customer needs quickly and flexibly. Having implemented a variety of

environmental, economic and social initiatives, today the family-run company with a 500-year history is a pioneer in sustainable business practices.

Contact

Gebrüder Weiss Corporate Communications

press@gw-world.com

Bundesstrasse 110, A-6923 Lauterach

T +43.5574.696.2169

F +43.5.9006.2173

www.gw-world.com

www.gw-world.com/news