

Supply Chain Solutions — LGI

A strong will to serve the customer

Based in Germany, LGI is a leading logistics service provider globally offering a range of integrated solutions within supply chain management, from contract logistics to transport/forwarding services, regional or international, multichannel or omnichannel.

LGI has more than 50 sites across Europe and the USA and can service customers via its entire global network, through both sister companies within the Group and external partners. The company is a logistics-focused service provider that offers customized solutions for contract logistics, transportation/forwarding, value added services as well as a wide portfolio of additional services along the entire supply chain. Its customer base is found within all of Elanders’ customer segments.

Contract logistics account for more than half of LGI’s revenue. LGI’s strategy in this market segment is to develop and maintain good and comprehensive relationships with global giants, large companies and also start-ups. In the area of transport logistics, LGI provides all services, all the way from delivery of the goods to on-site installation and return. In the digital transformation of business models through e-commerce fulfillment, LGI has years of experience and excellent references in both the B2C and B2B sectors.

LGI was founded around 30 years ago in Germany and has, over the years, acquired several supply chain management companies and further expanded its operations. The company was acquired by Elanders in 2016.

LGI

Net sales, MSEK

~6,370

Number of employees

~3,300

Geographical presence

Austria, Czech Republic, Germany, Hungary, Netherlands, Poland, Romania, Sweden, the UK and the USA

Customer segments

Automotive, Electronics, Fashion, Health Care, Industrial and Other

Bernd Schwenger, President, LGI, underlines the value of customer focus and long-term relationships.



Why should customers choose LGI as a partner?

We are a global service provider that, supported by the Group, enables end-to-end solutions for our customers. As a reliable and very flexible partner with absolute customer focus, we are big enough to be a global player while still able to provide individual solutions to meet specific needs. We have a unique bandwidth servicing businesses from different segments end-to-end, always working on improving our processes.

What are your key strengths?

One is our absolute will to serve the customer and work on long-term customer relationships. It lets us develop reliable solutions that include reaching deep into the customer’s supply chain to help them be top-notch. But our most crucial strength is the team and the efforts of our people every day. Caring for our employees’ well-being is something that permeates the Elanders Group as a whole and my greatest success as CEO of LGI is the reduction of days off due to injuries by 40 percent.

How does being part of the Elanders Group benefit LGI?

It enables the global end-to-end and beyond supply chain management solutions that we offer our customers. Another great benefit is how group companies are exchanging customer-focused ideas, best practices



and concepts, which makes us all more innovative. At the same time, our various cultures are allowed to coexist. LGI retains its European DNA, just like Mentor Media is Asian and Bergen American. There is no dominant entity, we can all develop and test new solutions and innovations to better serve our customers. If something works well, it can also be implemented elsewhere.

What are your focus areas for the future?

One is technical logistics, where our services also include transporting, setting up and installing advanced technical equipment so that it is ready for use. This market is only going to grow. Another important focus area concerns the circular economy. Here, we are already taking back used IT equipment for refurbishment and reuse, but I believe that this is just the beginning. There will be an important role for logistics as circular concepts spread to all kinds of equipment and products. The third focus area is to keep building and providing end-to-end and beyond supply chain management solutions for our customers, letting them focus on their core business.

Do you have other important ongoing business initiatives?

Health Care is an area that will grow rapidly, looking forward, due to fast technological development and an aging population. LGI has

developed a demo pool service, including unique software, giving our customers’ sales teams a streamlined way to demo new MedTech products at various locations. This concerns extremely expensive equipment that potential buyers want to try out for real before purchasing. Also, we see potential in managing the logistics, including transportation and installation, connected to technical equipment, special beds and other type of aids that are needed for care given in the home, which is a growing area.

How is sustainability integrated in your business model?

When it comes to our buildings and the use of electricity, we have come a long way and are carbon neutral thanks to renewable energy. Our growing business connected to reuse and circularity, that I have already covered, is another positive example. The major challenge is our large fleet of trucks. Here, we are looking for new solutions including electric trucks and trailers, as well as other green alternatives to diesel such as HVO and hydrogen fuel cells. Costs remain a challenge, but customers are increasingly ready to pay the price to meet their own emissions reduction targets. The issue is larger than just the type of fuel or vehicle, however. With center of gravity analysis and supply chain analysis we can optimize transportation and help make entire supply chains more sustainable.