

## Supply Chain Solutions – LGI

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

Interview – Florian Beck – President, LGI

# Flexibility and a strong focus on the client

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 Elanders Group and trusted external partners. The company is a logistics-focused service provider specialized in industry-specific supply chain solutions with high added value tailored to a diverse client base representing all of Elanders' customer segments. LGI's offer includes customized solutions for contract logistics, transportation and forwarding, as well as a wide portfolio of value-added services along the clients' entire supply chain.

LGI was founded three decades 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.

### You started as CEO in June 2025. What is your background?

I am a logistics and supply chain enthusiast and have worked in this industry during my entire career. I have a long history with LGI, initially joining the company in 2015 as Key Account Manager. After several other roles I moved on to our sister company Bergen Logistics, first as General Manager Europe and then as COO based in the US. It is exciting to now be back at LGI as CEO, and I believe it says a lot about the great opportunities offered within the Elanders Group.

### Why should customers choose LGI as a partner?

We are highly specialized and a trusted partner for clients in the industries that we serve – Automotive, Industrial, Electronics, Health care and Fashion. We are small enough to be a truly flexible partner and large enough to be relevant for global industry leaders and with a strong base in our extensive experience, we are always looking to add real value to clients. They are the focus of everything we do. Through deep integration into our clients' supply chain, we can for example efficiently supply their factories with components and

products just-in-time or just-in-sequence. We provide value-added services across many areas, end-to-end in their supply chain. Adapting more of a 4PL (fourth-party logistics) approach, we can also manage other logistics providers for them.

### What are the key strengths of LGI?

We are industry experts with a track record of serving long-lasting clients that are among the world leaders within their industries. To maintain our long relationships, we are our clients' partner rather than just a supplier. We always make sure to keep our services in sync with their evolving needs and can cover all of Europe and beyond, either through our own entities or supported by our partners. Through the Elanders Group we also have a global service offer, and we pair it with absolute focus on our customers' success as our no 1 priority.

### Do you have an example of the value-added solutions LGI offers?

In the last few years, LGI has developed technical logistics solutions for advanced medical and IT equipment where we take an all-inclusive responsibility. Our services include customization before transporting equipment to the point of use, setting it up and installing it so that it is ready for use. We also take back old equipment and packaging material. In the same area, we offer demo-pool management. Here, our proprietary software is integrated in the sales process of clients, providing efficient scheduling, and we deal with all necessary steps to get the demo equipment ready to use at the potential buyer's premises and back to the demo pool once the testing period is over.

### Beyond achieving a global reach, how is LGI benefiting from being part of Elanders?

We share best practices across Group companies as well as across countries and continents. Spending almost two years in the US, I learned a lot that I now hope to make use of in my new role. The financial strength of the Group also allows LGI to be more agile and faster when it comes to decisions on investments. Another benefit is that we can offer services and solutions together with our sister companies. This reduces the number of interfaces and complexity for the client.

### What are your focus areas for the future?

Continued profitable growth with a maintained balanced industry portfolio to make sure that we remain resilient and relevant in each of the customer segments we serve. We will also investigate opportunities to add new industries like defense and climate and energy. Furthermore, we will improve how we use data for the benefit of LGI and our clients. We also need smart automation

strategies that let us be flexible, which is critical for a third-party logistics provider. For example, we are investigating, and trying out, automated guided vehicles and robots in our operations.

### Are there other important initiatives going on?

Since I started as CEO, we have focused on retaining our clients while emphasizing capacity management and reducing overcapacity wherever possible. We also quickly executed an internal reorganization project to achieve more integrated leadership. My number one goal looking ahead is to successfully combine LGI's existing core competences with the entrepreneurial spirit, speed of execution and data-driven decision-making that I experienced while working with Bergen Logistics in the USA.

### How have you integrated sustainability into your business model?

A priority for us is both to decarbonize the energy supply to our logistics sites and to increase their energy efficiency. Our fleet of trucks is another priority, with electric trucks being used for some of our services, helping both us and our clients reduce emissions. Using center-of-gravity analysis, we can help clients optimize transportation and make their entire supply chains more sustainable. Through the Elanders Group, we can furthermore offer services that give electronics products a second life, under the Reuseit label.



Florian Beck – President, LGI, emphasizes how industry expertise and flexibility help drive customer success.

### LGI

Net sales, MSEK

Number of employees

≈ 5,510

≈ 3,000

Geographical presence  
Austria, Czech Republic, Germany,  
Hungary, Netherlands, Poland,  
the UK and the USA

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



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