

**PRESS RELEASE No. 18/2020**

## **cargo-partner Crosses One-Billion Euro Mark in Sales**

**International transport and info-logistics provider cargo-partner has increased its revenue once more in 2020 and achieved over 1 billion € in annual sales for the first time in the company's history.**

On Friday, October 30, cargo-partner crossed the mark of 1,000,000,000 € in annual billing for the first time. This puts the company well on the path to its goal of 2 billion € in revenue by 2025. Although transport volumes saw a slight decline in comparison to the previous year and despite the overall challenging market environment, cargo-partner emerges successful from 2020 thanks to tailor-made emergency solutions and flexible alternatives for COVID-19 transport restrictions.

cargo-partner CEO Stefan Krauter is delighted about the positive results and the company's ongoing growth trajectory: "The year 2020 has brought an array of unprecedented challenges for the global economy and in particular for the logistics industry. I am proud to say that cargo-partner has mastered these challenges, thanks to the extraordinary commitment of our teams around the world as well as our ability to offer our customers fast and flexible alternatives for their transport challenges. These results show that we are on the right path."

From the start of 2020, the international transport and info-logistics provider has made several additions to its service portfolio to accommodate its customers' special challenges amid COVID-19 transport restrictions and capacity limitations. Since March, cargo-partner has been offering multiple weekly charter flights from China and Hong Kong to Europe in order to support customers with their highly urgent shipments.

For less time-critical transport requests, the company offers rail transport services across the "Iron Silk Road", with several weekly FCL and LCL departures westbound as well as weekly FCL and LCL departures eastbound. As a further, faster alternative for seafreight shipments from Asia to Europe, cargo-partner has recently introduced the new premium service Adria PRIORITY Express via the ports of Koper and Trieste. Transit times from Far East main ports to Adriatic ports are on average 5-8 days faster compared to North Sea ports.

In addition to the successful rerouting of transport flows to fulfill customer demands, Stefan Krauter is convinced that effective management of information flows has played an equally important role: "Another decisive factor for emerging as a winner from this year's challenges is our comprehensive digitalization strategy. This includes deep integration with our customers' business processes and streamlined communication via the supply chain management platform SPOT. Finally, our strong in-house IT competence also allowed for a fast and effective transition to working from home for all our offices worldwide. We will continue to build on our strong digitalization strategy and keep a close watch on market developments to offer our customers fast, effective and flexible solutions."

Having developed the company purely by organic growth up until today, in 2021 the company also plans to strengthen its European network by means of acquisitions.

Vienna, December 15, 2020

### **About cargo-partner**

cargo-partner is a privately owned full-range info-logistics provider offering a comprehensive portfolio of air, sea, land transport and warehousing solutions. With over a third of a century's expertise in information technology and supply chain optimization, the company designs tailor-made services for a wide range of industries to create competitive benefits for its customers all around the world. Founded in 1983, cargo-partner generated a turnover of € 821 million in 2019 and currently employs 3,150 people worldwide.

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