



**Management
Consulting
and
Interim
Management**

**The global leading specialized
Consultancy in
Transport & Logistics**

adi Consult Group is a leading M&A consultancy
60 offices in 27 countries worldwide – www.adiConsult.com





Personnel and Management Consulting

Established in 2000

Specializing in Freight Forwarding,
Shipping, Transportation &
Logistics

Core Competencies

- All active partners are multi-lingual and have many years of experience as top executives in the above mentioned industry sectors
- Recruitment of executives and specialists
- Management and strategic consulting
- Organizing mergers and acquisitions

adi own network in Africa, Asia/
Pacific Region, Europe, North
America, South America

Our global network is represented
in 30 countries, serving 100
countries with over €10 Mio.
turnover



Supplemental Information

30 Countries – 56 Offices – 70 Partners

Austria
 Australia
 Brazil
 Bulgaria
 Canada
 Chile
 Colombia
 Czech Republic
 Finland
 France
 Germany
 Holland
 Hong Kong
 Hungary
 India



Italy
 Japan
 Korea
 New Zealand
 Romania
 Russia
 South Africa
 Spain
 Sweden
 Switzerland
 Thailand
 Turkey
 UAE
 United Kingdom
 USA

Now serving over 100 countries – we'll cover your requirements!



Supplemental Information



Facts and Figures 2010/2011

30 Countries – 56 Offices

Group Turnover € 10,9 Mill.

No. of Mandates 1.920



Mission

**TO BE THE
PREMIUM
PROVIDER OF**

**Management
Consulting
Personnel Placements
M&A Assignments**

to our Freight Forwarding
and Logistics Customers
through the utilization of
our
global network of highly
experienced, resourceful
Partners and Associates

Our unique and personal
focus allows us to
provide maximum benefit
to

**EACH CLIENT,
EVERY TIME**



Services



Personnel Consulting

- Sourcing and pre-selecting of Executives and Specialists, Personnel development, career planning, and training



Interim Management

- Temporary management assignments around the globe



Strategy, Project, and Management Consulting

- Ensuring our customers' competitive edge

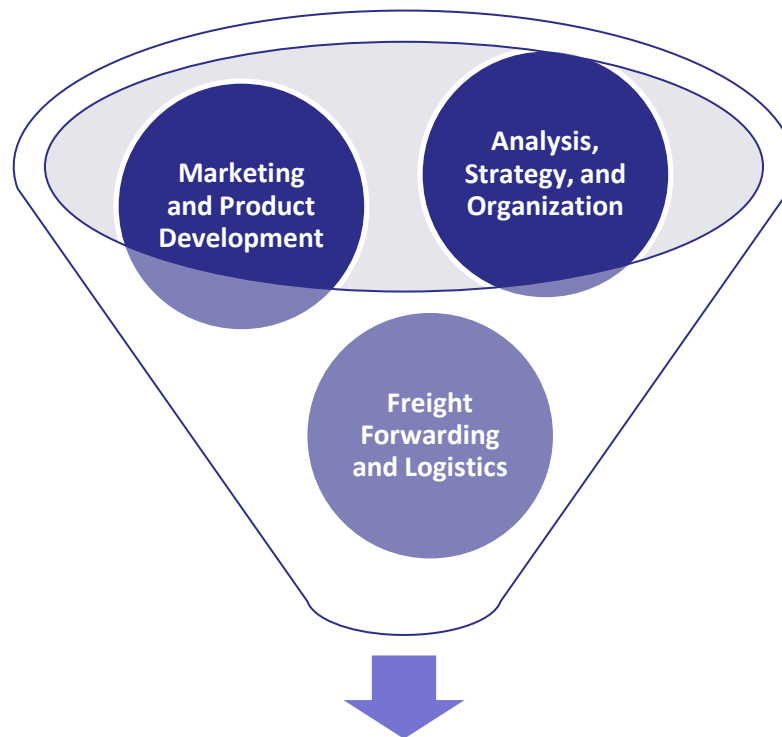


Acquisitions, Mergers, Joint Ventures, Alliances

- We support our customers' efforts as their partner



Management Consulting



Our clients enjoy the benefits of our extensive worldwide logistics services industry experience and our practical hands-on approach which can cover all or any segment of the following:



Management Consulting - Analysis, Strategy and Organization



Evaluation, Recommendation, and Formation of Strategic Alliances

**Management of Projects
Conduct S.W.O.T. Analysis**

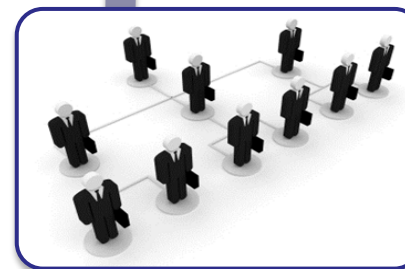
Analysis and Design of Business and Product Strategy

Analysis, Evaluation, and Improvement of Productivity and Efficiency

Review of Existing IT Systems and Strategies

Evaluation and Alignment of Organizational Structures

Development and Implementation of Processes for Aligning the Product Offering with global and local Customers & Market Requirements





Management Consulting – Marketing and Product Development

Local and Global Market Analysis and Strategies

Product Development (Design, Positioning, and Implementation)

Profitability Analysis and Controlling





Management Consulting – Forwarding and Logistics



Preparation and Administration of RFQs



Sales Training



Design and Implementation of Management Systems



Supply Chain Management





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Interim Management

Missing a Key Performer?

A temporary measure allowing our customers to bridge gaps while looking for the best possible permanent solution

Lack of Resources or Knowledge for a Project?

Specialists, Experts, or Project Managers are engaged for a limited period of time and only as needed

Turnaround required?

An experienced Turnaround Manager can allow the company to find new ways and opportunities for future success



Our Competencies





Client Benefits



Highly efficient and sound business relations



Optimum Cost/ Benefit Ratio



Pragmatic, realistic, and practical solutions



High rate of success with quick result



Implementation support



Flexible and competent expansion of HR capacities at mostly variable cost



More than just personnel placements



Principle Partners and Management Team

- 26 Years Industry Experience
- Last Position: CIO Schenker USA

Helmut Berchtold



- 32 Years Industry Experience
- Last Position: EVP Air Freight Schenker HQ

Klaus D. Geissler



- 20 Years Industry Experience
- Last Position: COO
- LOGWIN Road+Rail HQ

Detlef Kükenshöner



Partner Advisory Council

- 30 Years Industry Experience

Bernhard Reusch



- 32 Years Industry Experience

Adel Adamo



- 40 Years Industry Experience

Elmar Lins



- 35 Years Industry Experience

Wolfgang Wanja

