



Dear client, and all those interested in logistics,

“Success has many fathers,” according to the old proverb. “And many hard-working helpers,” you might think when you take a closer look at the preparations we are making for the final spurt as we approach the end of the year. Granted, the goals we set for ourselves this year were quite ambitious, but we have already managed to exceed them all the same. Impressive: Of the 100 current inet-logistics customers, 25 of these have joined us this year alone. This makes us all very proud. It proves that the performance of each and every individual in our company is consistent and that the efforts this kind of success requires are well worth their while. Naturally, this also benefits our customers: They profit from our growing expertise, which we continue to develop and instrumentalise in our software. By placing their trust in us, our customers show us that we are on the right path – both in our product development and in our approach, which combines the best of both the IT and logistics professions to create a customer-oriented supply chain execution (SCE) portfolio. In this field we are among the leading service providers and set standards in the market. The 5th Austrian e-Procurement & Supply Innovation Award is

convincing proof of this: The Austrian Association of Materials Management, Purchasing and Logistics (BMÖ) awarded inet-logistics and Magna Steyr Fahrzeugtechnik first place in the “Supplier” category.

We have geared up for future growth by appointing Mr. Wolfgang Erhart to the executive board to strengthen the management team. This enables us to position ourselves more broadly on the market. Next year this will be clearly demonstrated among other things by the expansion of our partner business, which promises us even greater market penetration. We are ready for the future and look forward to forming it together with you as constructively and successfully as we have up to this point. In an effort to better inform you about the new services we have to offer, we have dedicated our newsletter to new customer projects.

Sincerely yours,

Oswald Werle

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Excerpt from our list of new customers 2007



Robert Bosch AG
 ▶ Transport Management

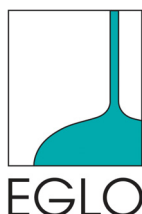
Kraft Foods International
 ▶ Transport Management
 ▶ Freight Cost Management
 ▶ Loading Device Management



Celesio AG, Movianto Deutschland GmbH, GEHE Pharma Handel GmbH
 ▶ Shipment Localisation Kit



Kühne + Nagel AG
 ▶ Transport Management



Eglo Leuchten GmbH
 ▶ Transport Management

SBB Cargo AG
 ▶ Transport Management



Schurter AG
 ▶ Transport Management



Engel Austria GmbH
 ▶ Transport Management



ThyssenKrupp Services AG
 ▶ Transport Management
 ▶ Freight Cost Management



Fiege Logistik (Schweiz) AG
 ▶ Transport Management



TridonicAtco GmbH & Co. KG
 ▶ Transport Management
 ▶ Freight Cost Management



Geberit Verwaltungs AG
 ▶ Freight Cost Management



Valspar Corporation AG
 ▶ Transport Management
 ▶ Freight Cost Management



GLS General Logistics Systems
 ▶ Transport Management

Würth Logistics AG
 ▶ Transport Management
 ▶ Freight Cost Management

a world of bright ideas®

TRIDONIC.ATCO

TridonicAtco awards inet-logistics contract

➔ TridonicAtco GmbH & Co. KG

The globally operating TridonicAtco GmbH & Co. KG, an enterprise of the Zumtobel Group, optimises its complex logistics processes together with the leading provider of supply chain execution solutions (SCE), inet-logistics GmbH. From now on transports and freight costs will be managed via the high-performance, web-based integration and communication platform logistics-server®.

Complete transparency for all air and sea freight transports between the 12 national companies spread all over the world

During a first step the planning, control and execution of the multi-level air and sea freight transports between TridonicAtco's national companies which operate on five different continents get realised via the standard software solution. Here the proactive event & exception handling improves the delivery reliability because it documents all events and directly reports all deviations. The worldwide rollout of the SCE-solution for inland transports for TridonicAtco's customers is planned on top of that.

The main goals are: Higher transparency for inter-company transports and freight cost clearing, higher flexibility for the selection of logistics service providers as well as reduction of the administrative expenditure with regard to the invoice control and claims processing.

100% transport cost control and significant cost savings through integrated freight cost management

"The extensive functionality of the solution as well as the professionalism of inet-logistics' project management convinced us," says Wolfgang Sprenger, Director Global supply chain management at TridonicAtco, about the company's decision for inet-logistics. "Before, we had to rely on our experience for the planning, calculation and control of our air and sea freight transports. Today, we benefit from a solid database for these logistics processes. We know now exactly which transports were actually carried out and consequently we can not only bill correctly but also plan in a more efficient way," adds Sprenger.



Joint pilot project for the RFID-supported shipment tracking in case of pharmaceutical products

➔ Celesio AG, Movianto Deutschland GmbH, GEHE Pharma Handel GmbH

The GEHE Pharma Handel GmbH and the Movianto Deutschland GmbH, which are both affiliated companies of the Celesio AG, have launched a joint RFID-project with inet-logistics. The active and consistent temperature monitoring and tracking of the transported pharmaceutical products on the basis of RFID and GSM form the core of the project. The implementation is realised by means of the "shipment localisation kit" – a product by inet-logistics. The aims are ideal product quality and avoidance of transport losses.

5th Austrian e-Procurement & Supply Innovation Award

⇒ inet-logistics & Magna Steyr

The Federal Association of Materials Management, Purchasing and Logistics in Austria (BMÖ – 'Bundesverband Materialwirtschaft, Einkauf und Logistik in Österreich') and the Federation of Austrian Industry awarded the first prize to inet-logistics, the leading provider of standard software solutions for supply chain execution, and Magna Steyr Fahrzeugtechnik in the category "supplier" at the fifth Austrian e-Procurement & Supply Innovation Award. This award is highly recognised and promotes innovative solutions in the field supply chain management and e-procurement.

Award-winning supply control solution at Magna Steyr Fahrzeugtechnik

inet-logistics received the award for the supply control solution which the company had developed for Magna Steyr Fahrzeugtechnik according to the VDA-recommendation 5004 and which is based on the logistics-server[®]. This solution optimises the operative processing of incoming periodic transports in the transport management. Furthermore, it closes the gaps which often still exist in the market within the complex information networks between manufacturers (OEM), suppliers and transport providers.



From left to right: DI Frank Zinka (Magna Steyr, Manager Advanced Transport Planning), Oswald Werle (inet-logistics, CEO), DI Alfons Dachs-Wiesinger (Magna Steyr, Senior Manager Transport & Logistics Services), DI Lois Kerber (inet-logistics, Project Manager)

Complete control and more transparency

⇒ Würth Logistics AG

Würth Logistics AG, a Würth Group company headquartered in Chur, Switzerland, has commissioned inet-logistics GmbH to supply and implement web-based standard software for the optimisation of transport and freight costs and of procurement management. In the future, Würth Logistics will use the standard software solution logistics-server[®] to plan, manage and carry out its logistics processes throughout the company on an ongoing basis in the areas of transport, freight costs and procurement.

Optimisation through transport-, freight cost- and procurement management

Transparent and largely automated transport planning will enable the central transport management processes in particular to be carried out more efficiently for both internal and external customers. Combined with freight cost management, this will also ensure that the freight costs for all consignments are invoiced completely and automatically for both the logistics provider and the customer. The pro-



/ inet-logistics /

curement management sector will ensure that orders and deliveries are processed efficiently.

Simple and integrated communications for all supply chain partners on a single platform

In this process, the SAP system used by Würth Logistics communicates with the relevant IT systems used by the logistics service providers via the logistics-server[®] developed by inet-logistics. This standard software, which is operated by Würth Logistics in its own computer centre, connects the different IT systems of all the supply chain partners involved in the consignments with ease and provides them with the relevant information. The application is currently being installed and tested, and is scheduled to go live in March 2008.



inet-logistics and LogicaCMG team up

➔ LogicaCMG

inet-logistics GmbH, and the IT consulting firm LogicaCMG will work as partners from now on. The object of the partnership is the integration of the standard software for supply chain execution, logistics-server[®], into the consulting portfolio of LogicaCMG in Germany. Thus, the software gets applied in suitable projects in which customers require a professional solution for optimising cross-locational and/or cross-company transport processes. Within the framework of the partnership inet-logistics will

provide the necessary assistance for the consulting services offered by LogicaCMG and it will furthermore operate and maintain the software and offer support.

logistics-server[®] strengthens the solution business of LogicaCMG

"The logistics-server[®] is a sophisticated product, which can be used in the most varied IT-environments in order to automate the supply chain execution efficiently," specifies Stefan Fischer, Team Manager in the IDT-field at LogicaCMG. "During our conversations with inet-logistics we have come to know and value the company's profound logistics expertise. The logistics-server[®] offers a great advantage for our customers. For this reason we decided to enter this partnership," explains Fischer. A high degree of technical knowledge and the trustworthiness of the provider were preconditions for this collaboration. "By means of the logistics-server[®] we will supplement our consulting services with a long-term-oriented solution competence which our customers can fall back on permanently," adds Fischer.