

MILITZER & MÜNCH

Connecting worlds.



Region Asia / Far East

THE MILITZER & MÜNCH GROUP – AT A GLANCE



1880
founded in Hof,
Germany



575 million €
turnover in 2019



> 2,200
employees



32
countries



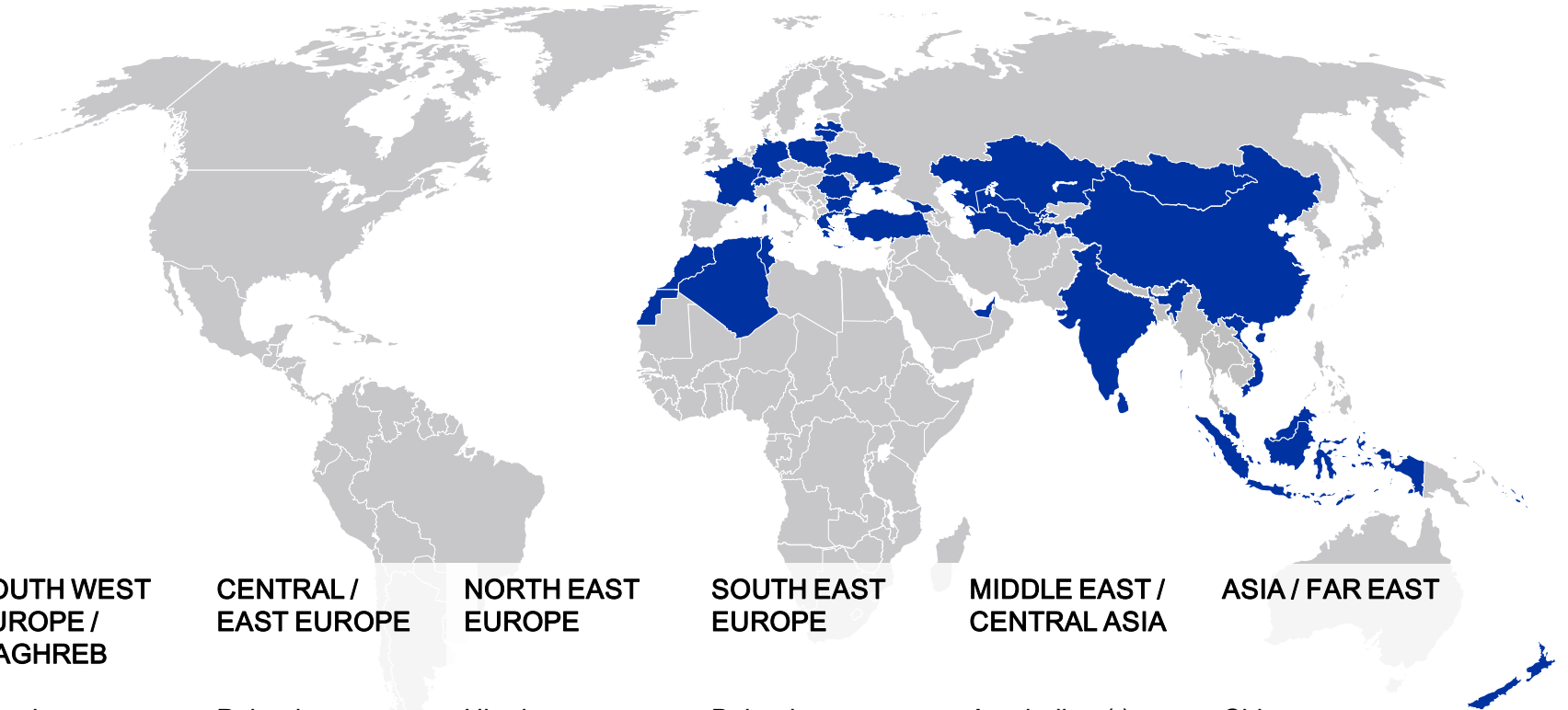
> 100
branches



**200 Trucks &
300 Trailers** in
Belarus & Maghreb



160,000
sqm of warehouse
and terminal area



SOUTH WEST EUROPE / MAGHREB

Algeria
France
Morocco
Tunisia

CENTRAL / EAST EUROPE

Poland
Germany
Switzerland

NORTH EAST EUROPE

Ukraine
Latvia
Lithuania

SOUTH EAST EUROPE

Bulgaria
Greece
Romania
Serbia
Bosnia &
Herzegovina
Montenegro

MIDDLE EAST / CENTRAL ASIA

Azerbaijan (r)
Georgia
Kazakhstan
Kyrgyzstan (r)
Mongolia
Tajikistan
Turkey
Turkmenistan
UAE
Uzbekistan

ASIA / FAR EAST

China
Sri Lanka
Malaysia
New Zealand
Singapore
Vietnam
* India
* Indonesia

HISTORY

Pioneering spirit, foresight and courage

1880

Messrs. Militzer and Münch, the founders.



1930

50th Anniversary.



1953

M&M becomes FIATA member.



1962

M&M opens FRA air freight center.



1986

Founding of M&M Int'l Holding in St. Gallen, CH.



1923

First regular haulage service between Hof and Oelsnitz.



1949

M&M Hof becomes IATA agent.



1960 / 1961

First Transports to Iran.
MM Delegation in Iran.
Foundation of PTB.



1965

First M&M truck to Kabul, Afghanistan.



1990-1997

Opening of many new subsidiaries in Europa, Maghreb, Central Asia / CIS, China (1994).

HISTORY

Pioneering spirit, foresight and courage

1998

M&M becomes agent for FedEx in Kazakhstan.



2011

M&M Groups' first ISO 9001 certification



2015

Launches rail groupage services from Yiwu, China, to Duisburg, Germany.

2021

Opened M&M Malaysia in Kuala Lumpur



2023

Established regional head office M&M Asia Pacific in Singapore

2001

M&M integrates into TransInvest Holding in CH



2014

20-year anniversary of M&M China and M&M Turkmenistan.

2018

Opened M&M Sri Lanka in Colombo. Rail groupage Duisburg to Wuhan.



2022

Opened M&M New Zealand in Auckland.



2023

Opened M&M Vietnam in Ho Chi Minh City.

OUR CORPORATE VALUES

The pillars of our success



OUR CORPORATE VALUES

Sustainability

Aware of its responsibility as a global player, Militzer & Münch has long recognized the principle of sustainability and implemented it as a guideline for its corporate governance. For us, Corporate Social Responsibility (CSR) means the harmonious interaction of ecology, economy and social commitment.

- **Green has right of way**
- **Independent, innovative, long-term oriented**
- **Mutual respect**



OUR CORPORATE VALUES

Compliance

Militzer & Münch has adopted an internal code of conduct that serves as a binding basis for the actions of all our employees.

It is the responsibility of all Militzer & Münch managers and employees to “do what is right” – a responsibility that cannot be delegated.



OUR CORPORATE VALUES

Quality management

Our customers' requirements are high – our quality standards are higher still.

Across all countries of the M&M Group, standardized, group-wide guidelines are in place for quality management in logistics. Moreover, the majority of the M&M organizations implements current IT standards and is certified according to ISO standards such as the DIN EN ISO 9001:2015 Quality Management norms.



OUR CORPORATE VALUES

Safety and security in logistics

Safety and security in logistics – for Militzer & Münch a decisive criterion for smooth supply chain management. It comprises work place safety, transport safety as well as data and information security.

Militzer & Münch uses high-security data centers as the interface between data exchange and the actual, real transport requires smooth and secure IT processes.



OUR SERVICES



Road freight



Airfreight



Sea freight



Rail freight



Projects



Value Added Services



ROAD FREIGHT

Services / special features:

- International network for groupage shipments
- Less-than-truck-load (LTL) and
- Full-truck-load (FTL) transports



- Frequent departures with fixed transit times, door-to-door services.
- Company-owned fleet and cooperation with competent partners. Standard, reefer or special high capacity equipment.
- Track & Trace reporting.
- Customs clearance / documentation. Own offices and agents at important border crossings handle all formalities for customs and transit: import licenses, tax ID application, way bills.
- Company-owned distribution and logistics centers (over 160,000 sqm).
- Since 2009, partner of CargoLine.
- Since 2013, partner of ELVIS.

AIRFREIGHT

Services / special features:

- Direct (back to back) shipments
- Consolidation services
- Sea / air solutions
- Split and full charter solutions



- Import / export, worldwide, door-to-door, express and courier services
- Track and Trace, visibility / reports
- Customs clearance and documentation by our own branch offices and agents
- Specific solutions: garments on hangers (GOH), dangerous goods shipments (DGR), emergency shipments (AOG), ship spares logistics
- Specific products: eg inbound consolidation from Hong Kong, Shanghai and other Asian origins to Eastern Europe

SEA FREIGHT

Services / special features:

- Full container load (FCL)
- Less than container load (LCL)
- Split and full charter solutions



- Import and export, worldwide, door-to-door
- Project shipments
- Hinterland pre- and on-carriage
- Tracking and tracing, visibility and reporting
- Customs clearance and documentation through our own branch offices and agents
- Value added services such as order picking, buyer's consolidation and seaworthy packaging
- Specific products, inbound consolidation from Hong Kong, Shanghai and other Asian origins to Eastern Europe

RAIL FREIGHT

Services / special features:

- FCL (east- and westbound)
- LCL (east- and westbound)
- Block trains Europe – China – Europe
- Customs clearance and documentation management



- Area-wide network
- Personal support
- Competent staff at all our locations
- Safe and secure transport via reliable railway companies
- Short transit times and thus lower capital commitment
- Cost savings as compared to airfreight
- Environment-compatible transportation
- Regular departures

PROJECTS

Services / special features:

- Dangerous goods
- Heavy lift cargo
- Special transports
- Project management



- Turnkey transport solutions
- Route & site surveys
- Transport engineering
- Door-to-door project services
- Warehousing & export packaging
- Logistics project management
- Customs clearance & documentation
- Heavy lift / out-of-gauge cargo handling & transport
- Web-based tracking & tracing

VALUE ADDED SERVICES

Services / special features:

- Customs clearance
- Warehousing
- Consulting



- **CUSTOMS CLEARANCE**
Our experts have extensive knowhow and handle the entire customs clearance process for your transport.
- **WAREHOUSING**
With over 120,000 sqm storage space, the Militzer & Münch Group offers you the perfect warehousing solution.
- **CONSULTING**
With our broad local knowhow we offer your company comprehensive logistics consulting, and support you in establishing yourself in new markets.

M&M Asia / Far East



TRANSINVEST GROUP

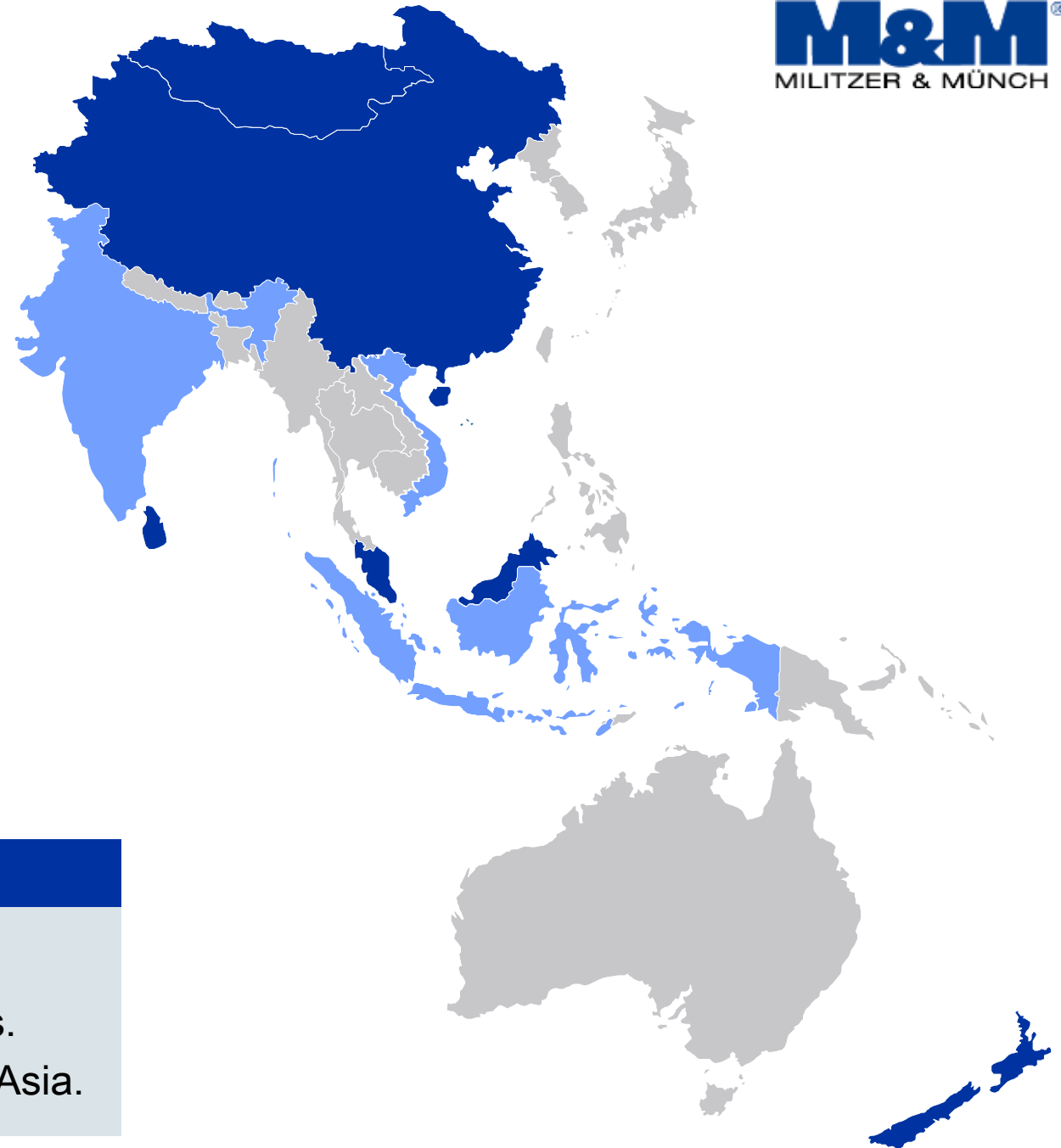
Comprehensive services in Logistics, Real Estate, Finance and Consulting sectors.

M & M GROUP

Global Freight Forwarding by road, air, ocean and rail, with a particular expertise on challenging markets.

M & M ASIA / FAR EAST

40 years in China.
Today: 150 colleagues in 18 locations / 6 countries.
Further growing fast in SouthEast Asia and South Asia.



MILITZER & MÜNCH

Connecting worlds.

Thank You for Your Attention

