

**ACCESS**

**LOGISTIC**

Competence Leader In European Network Transport



# OVERVIEW



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01



# About us

from start-up to COMPETENCE LEADER





**Andreas Hornegger**

„ In my experience , despite the rapid increase in the level of digitalisation in the logistics industry, our customers still place great value on having consistent personal contacts.“



**Andreas Schram, MSc**

„We don't just want to satisfy our partners, we want to inspire them.“



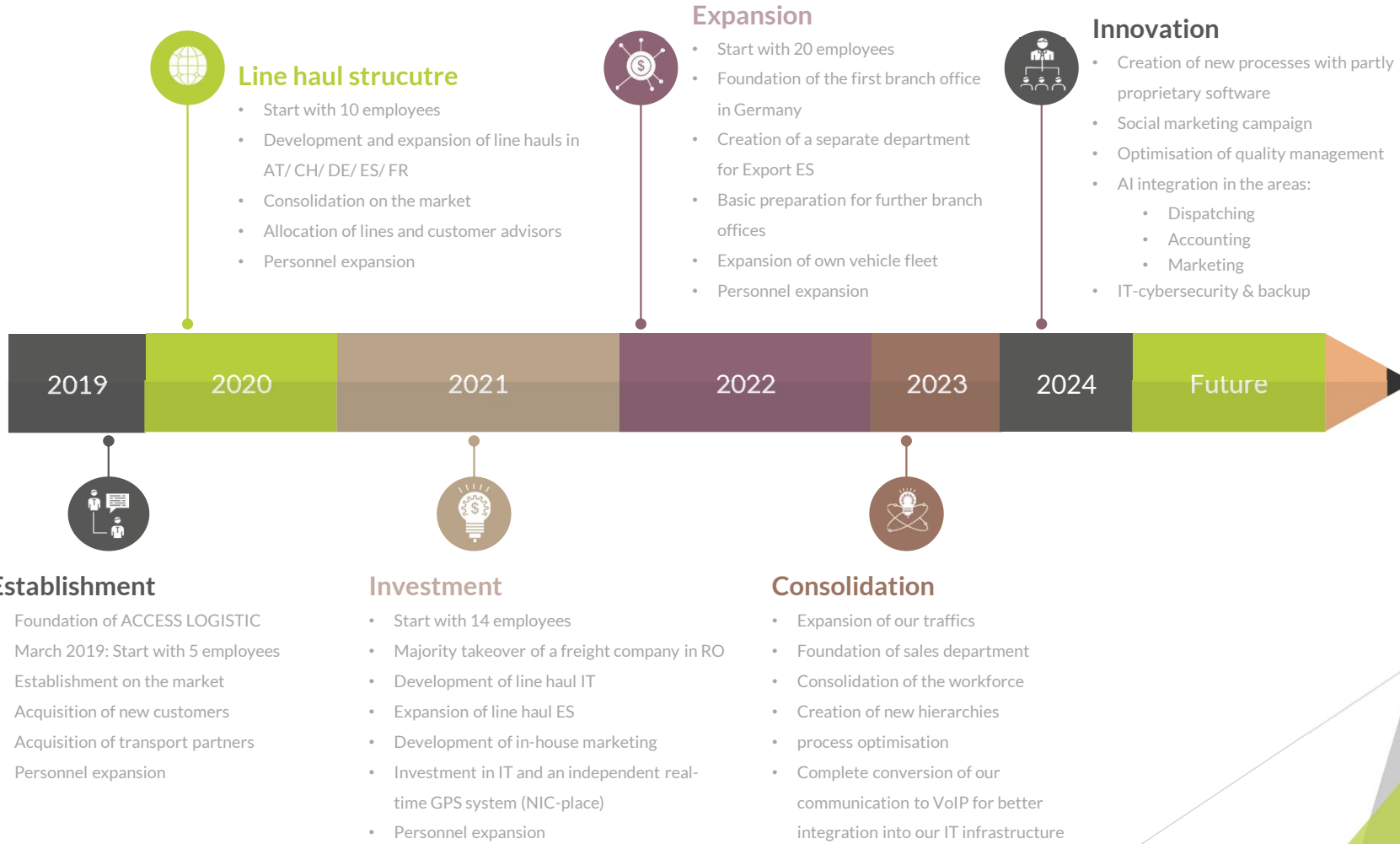
**Competence Leader  
In European  
Network Transport**

**CLIENT**

- Clients & transport partners are equally important
- Long-term cooperations
- High digitalisation level
- Consistent personal contact

**The  
PACK**

New employee concept in logistics, with which great operational successes can be achieved with very high employee satisfaction.

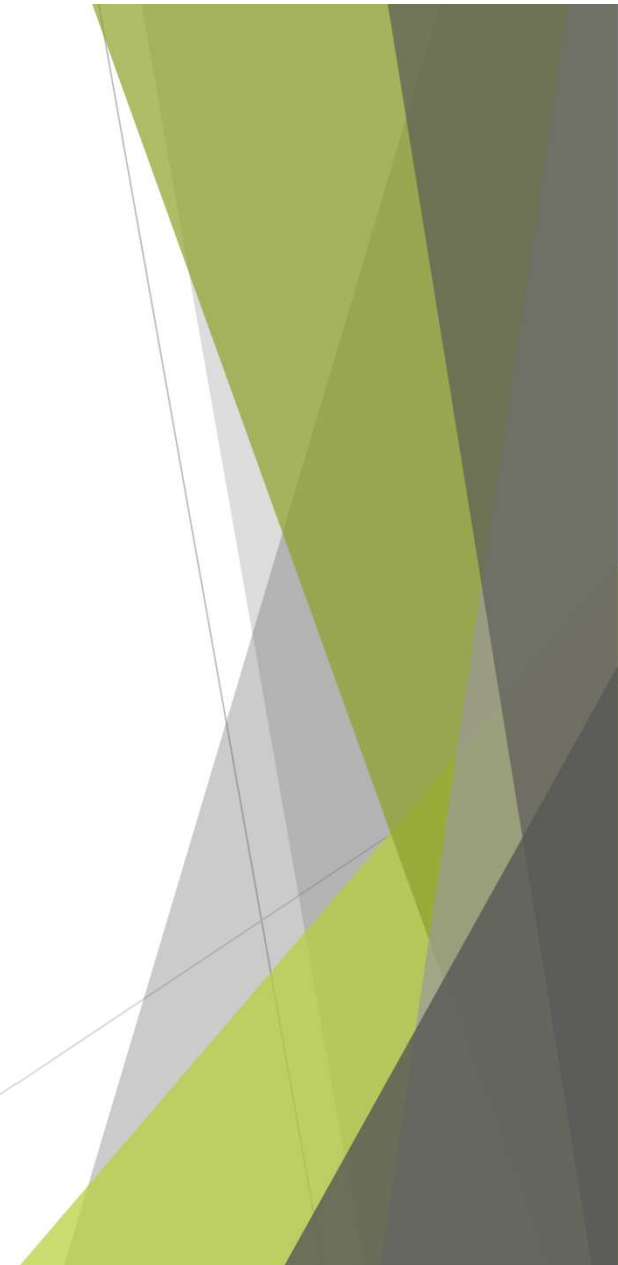


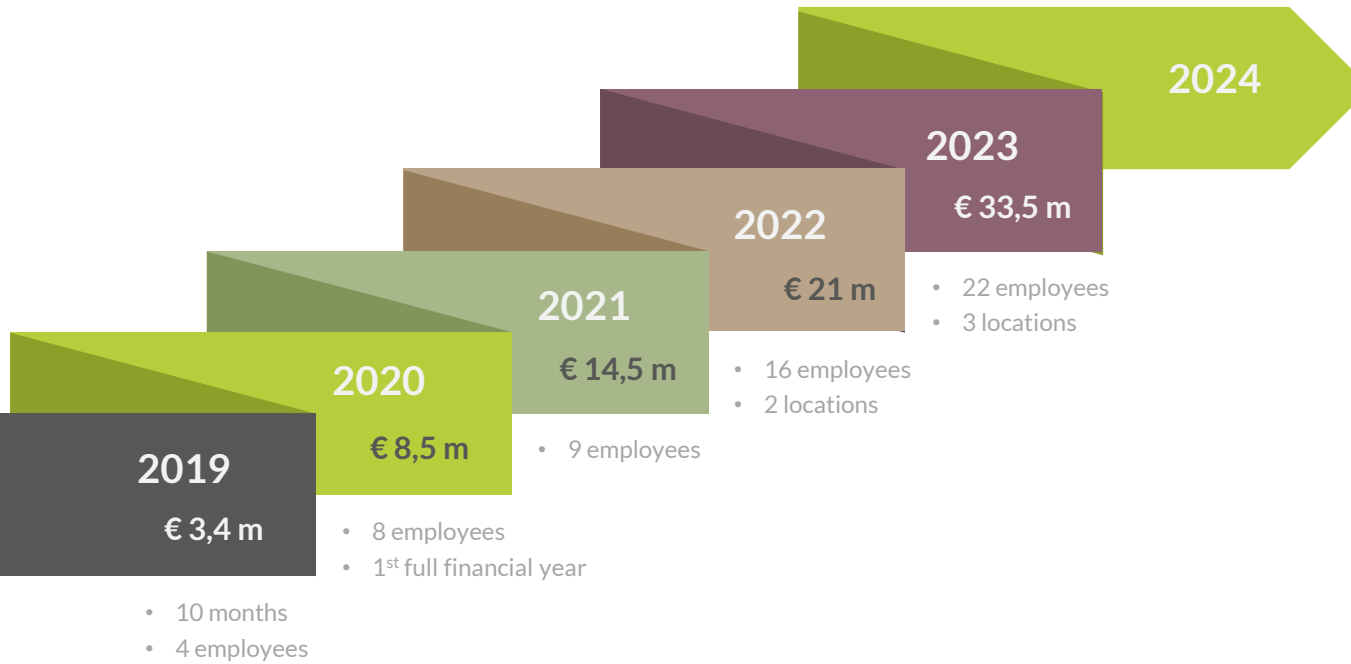
02



# Performance

Facts & figures





### Logistics on its own paths

April 2020: The 1<sup>st</sup> PRINT article appears in the business magazine top.tirol



#### Launched!

March 2020: The first public interview appears ONLINE on top.tirol

### GPS - real-time - monitoring

Since October 2021, we have been offering real-time GPS monitoring for all our transports.

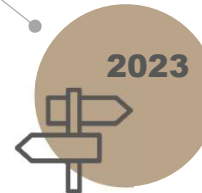


### Own vehicle fleet

- Our first three ACCESS LOGISTIC trucks were delivered in December 2021

### Expansion

- Opening of ACCESS LOGISTIC Deutschland Ltd.
- Development Division SPAIN



### Transformation

- Transformation from start-up to SME
- Creation of new hierarchies
- Appointment of COO & CIO



### Employee management

- Qualification for most family-friendly company
- Certification by GPTW with over 95% employee satisfaction

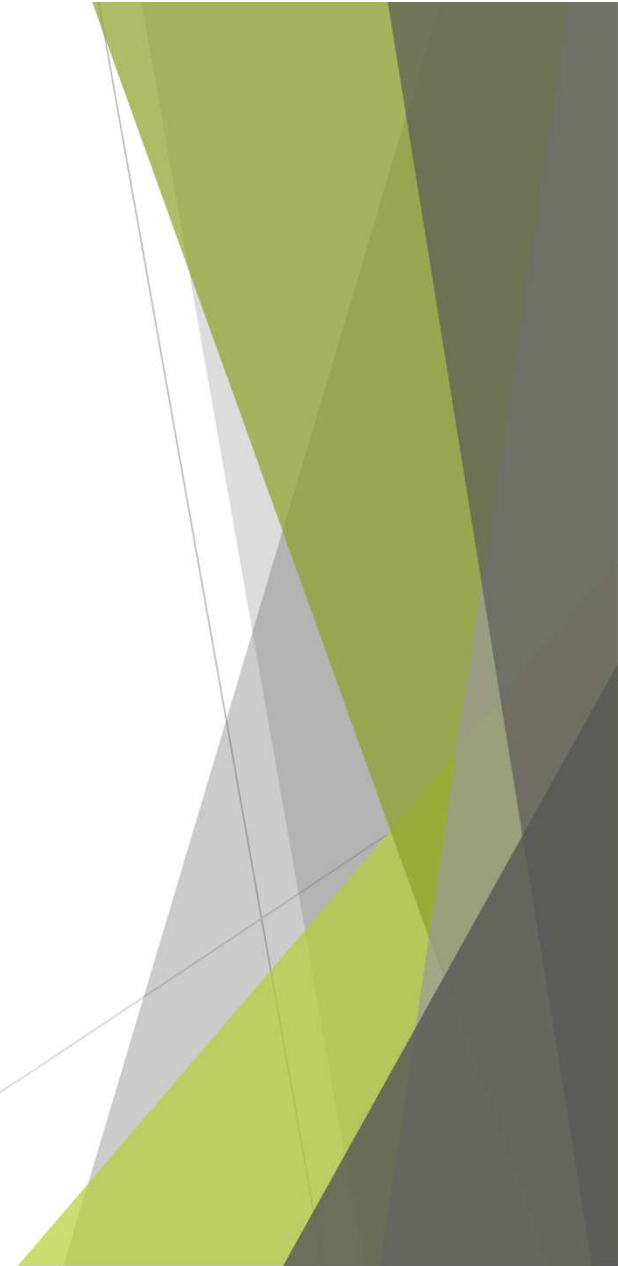




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Why us?  
Logistics rethought!

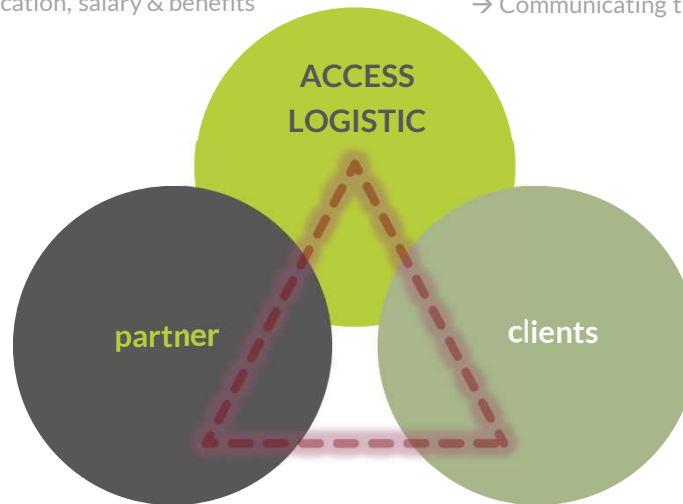


### Leadership, competences & motivation

Management style, communication, salary & benefits  
→ Identification  
→ Commitment

### Infrastructure, mission statement & code of conduct

Provide resources  
→ Creating a positive working atmosphere  
→ Communicating the ideology



### Business relationship & orders

Continuous tenders & orders  
→ common relationship basis

Trust creates success  
→ Symbiotic triangle  
→ Everyone involved benefits equally from the business success.

### Proactive collaboration

Fixed transport partners  
Long-term cooperation  
→ Equal relationships with each other

Own vehicle fleet  
→ Long-term independence

### Rejection of commission model

Compensation through high fixed salary & benefits, thereby:

- No internal competition
- Improving of the team development process
- Better internal synergies
- Creation of a sense of unity
- Employee loyalty
- Consistent contact persons with a high level of core expertise

### Hierarchy, team building, interaction & language

- Flat hierarchy - direct contacts
- Open door mentality
- Buddy concept
- Language of family (pack) instead of work colleagues
- Team events (consolidating and forming synergies)
- Multicultural togetherness
- Communication in native language
- Employee surveys (satisfaction, new purchases, etc.)
- Employee enrichment / enlargement to prevent the "rut"
- No toggle contracts
- Free choice of holidays

### Further education

Training and further education at least once a year

- Supporting in all matters
- 100 % cost coverage without hostage contracts
- Digital from all locations or in an educational institution

### Location-independent

- Free choice of workplace  
→ on site, home office or mixed form
- by expanding our branches throughout Europe  
→ Internal transfer to other branches possible at any time (e.g. language holidays)

### Infrastructure

- Modern workstations
- Latest IT technology with real-time GPS tracking
- Relaxation room, fun room, meeting room, 2 kitchens
- Company laptop, mobile phone and business card after 4 weeks of employment
- Company car





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**Customer**

- Year-round availability (even at Christmas)
- Long-term customers benefit from the „Access guarantee“
  - Pickup within 3 days of booking, otherwise the transport is free of charge
- No sale on freight exchanges
- Consistent contact persons
- Reachable any time
- Self-competence and solution-orientated



**Handling**

- Digital Billing
- Fast document request
- multilingual
- Billing via Austria
- Reachable at any time

**Transport expertise**

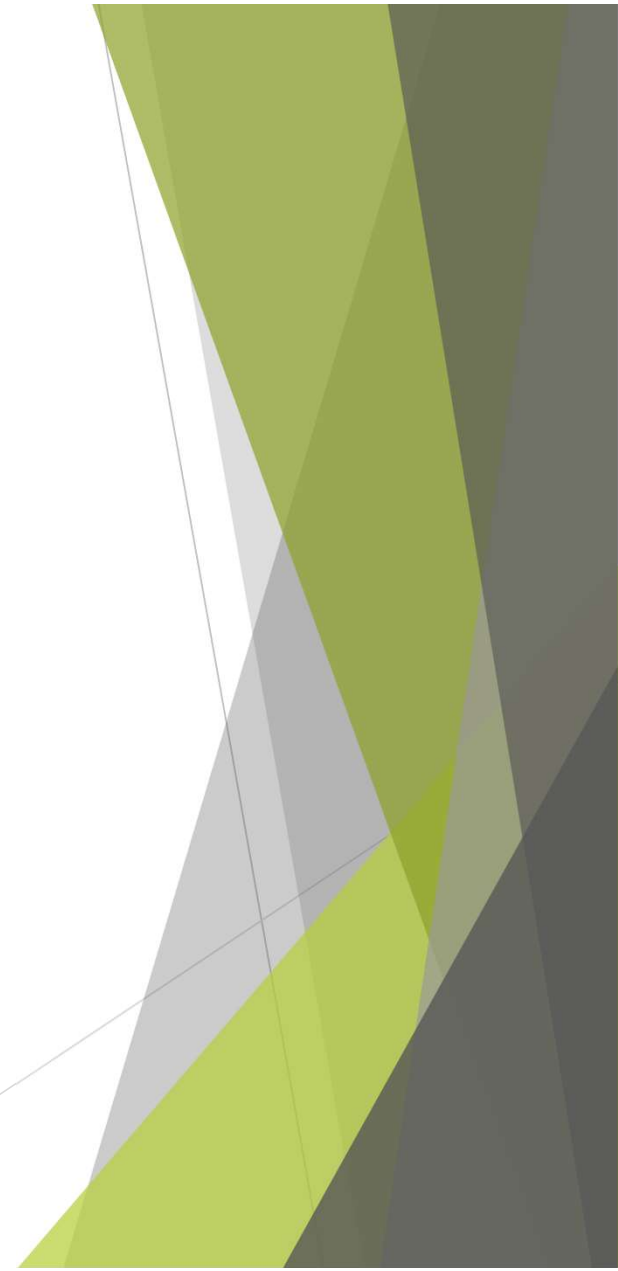
- Highly qualified
- Real-time GPS-tracking
- multilingual
- Newest technologies
- committed
- Environmentally conscious

04



# Our journey

Goals of ACCESS LOGISTIC



## 04 Our journey | Development and expansion

2022

### Head office Kramsach

- Additional office space
- Personnel expansion
- Expansion of line hauls

2022

### Own fleet

- Expansion branch Romania
- Expansion own fleet

2022

### 1<sup>st</sup> branch Germany

- Founding ACCESS GERMANY
- Start with 4 employees

2023

### Expansion & structure

- Ongoing personnel expansion
- Additional expansions

2024

### Diversification

- Digital Forwarding 4.0
- Expansion Sales department
- Social Marketing

2022

### Marketing

- Marketing campaign for:
  - Recruitment
  - Clients
  - Transport partners

2022

### Market development

- Development of line haul Eastern Europe
- Independent line of business

2022

### 2<sup>nd</sup> Business sector

- Development spot business
- New clients and partners
  - Completely independent
- No exchange with existing branches

2023

### Establishment

- Further market establishment
- Expansion customer base
- Expansion own fleet

2024

### Transformation

- Company-wide integration of AI for process optimisation
- Level of Awareness in DACH/ ES / FR
- Planning for international growth