**THE COMPANY**

*Savino Del Bene*, which bears the name of its founder, was established in Florence in the early 1900s. The company’s initial focus was on the development of trade lanes between Italy and the USA. Today, Savino Del Bene is a global company specialized in logistics and supply chain management, offering a variety of services in the form of ocean, air and truck shipments around the world.

*Savino Del Bene provides worldwide services, with more than 4000 employees, 166 own branches, 104 subsidiary offices and strategic partnerships.*

*We offer advanced shipping services*, customs clearance, warehouse management and a wide range of logistics support products. We constantly strive to enhance our relationships with core air and ocean carriers, from whom Savino Del Bene demands the highest quality and flexibility in order to provide its customers the best services at the most competitive rates.

Our experience in various market areas makes our company a **reliable partner for all businesses** requiring shipping and transportation services. For over 100 years, together with our customers’ valued support, we have been able to keep an eye on future global challenges, hence ensuring the certainty of our long term mutual success.
COMPANY FIGURES OVER THE LAST 10 YEARS

**Employees Worldwide**

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>2,492</td>
</tr>
<tr>
<td>2008</td>
<td>2,530</td>
</tr>
<tr>
<td>2009</td>
<td>2,463</td>
</tr>
<tr>
<td>2010</td>
<td>2,800</td>
</tr>
<tr>
<td>2011</td>
<td>2,996</td>
</tr>
<tr>
<td>2012</td>
<td>2,737</td>
</tr>
<tr>
<td>2013</td>
<td>2,900</td>
</tr>
<tr>
<td>2014</td>
<td>3,100</td>
</tr>
<tr>
<td>2015</td>
<td>3,200</td>
</tr>
<tr>
<td>2016</td>
<td>3,801</td>
</tr>
<tr>
<td>2017</td>
<td>4,033</td>
</tr>
</tbody>
</table>

**Air Operation Result**

<table>
<thead>
<tr>
<th>Year</th>
<th>KG</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>46,712,000</td>
</tr>
<tr>
<td>2008</td>
<td>46,170,000</td>
</tr>
<tr>
<td>2009</td>
<td>37,788,000</td>
</tr>
<tr>
<td>2010</td>
<td>46,746,000</td>
</tr>
<tr>
<td>2011</td>
<td>45,247,000</td>
</tr>
<tr>
<td>2012</td>
<td>46,329,000</td>
</tr>
<tr>
<td>2013</td>
<td>49,990,000</td>
</tr>
<tr>
<td>2014</td>
<td>51,280,000</td>
</tr>
<tr>
<td>2015</td>
<td>59,000,000</td>
</tr>
<tr>
<td>2016</td>
<td>65,100,000</td>
</tr>
<tr>
<td>2017</td>
<td>71,000,000</td>
</tr>
</tbody>
</table>

**Performance**

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnover (Euro - Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>888</td>
</tr>
<tr>
<td>2008</td>
<td>795</td>
</tr>
<tr>
<td>2009</td>
<td>590</td>
</tr>
<tr>
<td>2010</td>
<td>800</td>
</tr>
<tr>
<td>2011</td>
<td>986</td>
</tr>
<tr>
<td>2012</td>
<td>967</td>
</tr>
<tr>
<td>2013</td>
<td>1,000</td>
</tr>
<tr>
<td>2014</td>
<td>1,220</td>
</tr>
<tr>
<td>2015</td>
<td>1,235</td>
</tr>
<tr>
<td>2016</td>
<td>1,500</td>
</tr>
<tr>
<td>2017</td>
<td></td>
</tr>
</tbody>
</table>

**Ocean Operation Result**

<table>
<thead>
<tr>
<th>Year</th>
<th>TEU</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>285,206</td>
</tr>
<tr>
<td>2008</td>
<td>281,677</td>
</tr>
<tr>
<td>2009</td>
<td>245,219</td>
</tr>
<tr>
<td>2010</td>
<td>260,377</td>
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<tr>
<td>2011</td>
<td>317,060</td>
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<tr>
<td>2012</td>
<td>346,680</td>
</tr>
<tr>
<td>2013</td>
<td>361,250</td>
</tr>
<tr>
<td>2014</td>
<td>392,000</td>
</tr>
<tr>
<td>2015</td>
<td>422,000</td>
</tr>
<tr>
<td>2016</td>
<td>566,000</td>
</tr>
<tr>
<td>2017</td>
<td>581,000</td>
</tr>
</tbody>
</table>
WHY SAVINO DEL BENE?
PPEOPLE / PROCESSES / TECHNOLOGY

- Ability to handle high volume shipments during peak seasons
- Competitive pricing and large capacity access
- Customized services, tailor-made solutions, flexibility and proactivity to meet customer requirements
- Skilled and dedicated personnel capable of offering optimal solutions
- Dedicated IT Department
- Real time visibility
- One stop shop concept
- Global network, local interface

A network of 270 Local Offices
VERTICAL MARKETS

FASHION
WHOLESALe & RETAIL
• Express Service
• Hanging garment warehouse
• Pick & Pack and Distribution
• Specialized preclerance customs broker
• High-level transportation security supply chain

FOODSTUFF
& BEVERAGES
• Dedicated capacity allotments
• Expertise in cool chain maintenance
• A qualified, industry – specialized dedicated team
• Highly specialized services: FCL/LCL dry and reefer

FRESH FRUIT
& VEGETABLES
• Quality control for frozen and fresh products
• Port handling and phytosanitary inspections
• Pre-carriage and distributions

PHARMACEUTICALS
& HEALTHCARE
• Certified freight forwarder
• Unbroken cool chain
• Specialized documentation
• High-level transportation security supply chain

FURNITURE
& HOUSEWARE
• Warehousing service
• 24/7 delivery
• Global Office Network

View our Fresh Fruit & Vegetables video
View our Pharmaceutical & Healthcare video
VERTICAL MARKETS

MARBLE, STONE & CERAMIC TILES
- Offices located close to major supplier and importers
- Individual business case review
- Fully compliant practices
  View our Marble, Stone & Ceramic Tiles video

RENEWABLE ENERGY
- Specialized logistics planning expertise
- Multimodal services
- Special equipment

OIL & GAS PROJECT CARGO
- Off-shore transportation (Air, Sea, Bulk)
- On-shore transportation (Domestic transportation & Handling at job-site)
- EHS & Quality compliance

NGO’S & INSTITUTIONS PROJECTS
- Recognized partner by Governmental and Non-Governmental Organizations
- Experience in handling both long-term projects and unforeseen crisis
- Cross movement of all kinds of commodities and humanitarian aid
- Ability to reach and provide services to unconnected and critical locations
VERTICAL MARKETS

MACHINERY
- Oversize cargo
- Long-term contracts
- Spare parts “just in time” delivery

AUTOMOTIVE
- Full and partial automotive charter flights
- Solutions for all kinds of shipments, from standard to critical (prototypes)
- Door-to-door delivery and distribution of tyres and auto components

CHEMICALS
- Shipment and delivery of dangerous, hazardous, flammable IMO classified goods
- Iso Tanks, Flexi tanks and liner bag for liquid and bulk commodities
- Qualified hauliers according to ISO and SQAS
- High level security transportation supply chain

ELECTRONICS
- Experienced at supporting leading suppliers
- Aggregate value services
- Experienced at managing shipments of technological material
- High-level transportation security supply chain
SEA FREIGHT

SERVICES

- FCL (any type of all equipment)
- LCL (including dry and controlled temperature)
- Worldwide door-to-door delivery for FCL and LCL shipments
- Controlled temperature shipments
- Cool chain maintenance and data recording
- Oversize, Project Cargo, Break Bulk and hazardous cargo shipments
- Global cross trade
- Dangerous and hazardous cargo shipments
- Bonded facilities and customs brokerage
- Customized security services
AIR FREIGHT

SERVICES

- Worldwide air consolidations for any destination
- Express service
- Charter service
- Hand carry service
- Door-to-door service
- G.O.H. Service (hanging garments)
- Perishable, oversize, pharma, dangerous goods freight management
- Bonded facilities and customs brokerage
- Customized security services (Strap System)

View our STRAP System video
OVERLAND TRANSPORT

SERVICES

Savino Del Bene manages all types of international overland transport, offering flexible and convenient solutions. We provide services for every need:

- FTL (Full Truck Load) Service
- LTL (Less Truck Load) Service
- Combined Air – Sea transport
- Regular Transportation across Europe and CIS Countries

Savino Del Bene’s transport services include:

- Refrigerated transport
- Dangerous Goods by Road (ADR)
- Oversized loads
OVERSIZE & RAIL TRANSPORT

SERVICES

Savino Del Bene offers a variety of additional services to meet every customer need.

HEAVY & OVERSIZE TRANSPORT
Deploying its own equipment to haul heavy and oversize freight throughout Italy and continental Europe, Savino Del Bene has proven to be highly regarded by the break-bulk and industrial cargo market worldwide.

EURO-ASIAN LANDBRIDGE
The fastest rail connection between Europe and Asia. Savino Del Bene deals with the distribution of incoming goods and picking up outgoing goods.

Included services:
Pick-up/delivery service, unloading/loading facility, customs formalities, T1 and waybill issuance, storage and distribution service, fixing & lashing, sorting and labelling

From/To:
Warsaw/Hamburg/Duisburg

From/To:
Far East & Southeast Asia via Suzhou terminal
LOGISTICS AND MORE...

We integrate processes into our Vertical Markets

- Warehouse / Container freight station
- In-house WMS
- IT Solutions for business
- Bonded Warehouses
- Security area for high value cargo and Fashion
- Distribution center: Pick & Pack and Cross Dock
- Storage
Savino Del Bene has its own IT department which is fully and exclusively dedicated to improve its logistics and forwarding e-services.

- One Global Information and Technology System
- WebPortal
- P.O. Management Platform & e-Booking
- Track & Trace System
- WMS – Warehouse Management System
- EDI – Electronic Data Interchange
- Customized statistics reports