

## **time:matters continues internationalization strategy, opening branch office in Austria and sales office in Shanghai**

- **Via the new branch in Vienna, the expert for courier, sameday and emergency logistics solutions also supplies Slovakia and Slovenia with its services**
- **The new office in Shanghai is, following Manila, the second branch in East Asia**
- **Internationalization is also a topic at the time:matters booth at the “transport logistic” trade fair in Munich from June 12 through June 15 (hall A4, booth 302)**

Neu-Isenburg/Munich/Vienna/Shanghai, June 12, 2007 – With the opening of a branch office in Austria's capital Vienna and a sales office in the Chinese metropolis Shanghai, time:matters GmbH, the German market leader for courier, sameday and emergency logistics, continues to pursue its internationalization strategy. The company has used the “transport logistic” trade fair starting today in Munich as an opportunity to disclose that Austria is now, following Switzerland, the second European country in which time:matters is represented by a subsidiary. The new branch in Shanghai is, according to the company's accounts, already the second time:matters branch in the booming economic area of Eastern and Southeastern Asia – following the opening of the sales office in the Philippines' capital Manila last year.

The branch office in Vienna is staffed with local logistics experts that are not only well familiar with the Austrian market, but also with the specific express logistics needs of companies in Slovakia and Slovenia – both of which are serviced by time:matters Austria. Countries in other emerging economic nations in Eastern and Southeastern Europe, such as the Czech Republic and Hungary, can also benefit from the connection to the international time:matters network that encompasses 400 destinations in 90 countries: in the form of extremely short processing times for the transport of their products to other European economic centers.

The transport time between Austria, Slovenia and Slovakia on the one hand and the rest of Europe on the other, is thereby reduced to merely a few hours. Due to daily direct-flight connections to numerous European destinations, urgent consignments, such as important components for the computer electronics or automotive sectors, reach their recipient that very same day („sameday“). For example, automotive spare parts produced in the Slovakian capital of Bratislava reach their Spanish place of installation near Madrid in just a good seven hours – including on-site delivery.

The goal of the sales activities in China, that are being initiated with the opening of the new sales office in Shanghai, is to utilize the Chinese market's dynamic growth for the establishment of time:matters-Services in Asia. The high-tech and automotive segments are of special interest: both branches report a continual increase in demand for specialist logistics solutions. Several times a day time:matters shipments can be transported from and to Shanghai – on flights from airlines such as Lufthansa, SWISS and Air China, that belong to the international time:matters network. Thus, sameday deliveries of transcontinental and worldwide transactions, for instance between Asia and Europe, are also possible: for example, important film footage for shooting is shipped from London to Shanghai within only 15 hours – including collection at the film team's hotel in London, customs clearance and punctual delivery directly to the place where the material is urgently needed: at the film set in Shanghai.

“It is our credo, to be present on site, where our customers are and their problems arise, in order to offer the best possible solutions,” says Franz-Joseph Miller, time:matters' CEO, explaining his company's internationalization strategy. “Both the branch office in Austria and the office in Shanghai underline this strategy.”

**time:matters GmbH** is the expert in courier, sameday and emergency logistics, offering each of its clients customized logistics solutions for particularly urgent or special logistics assignments. The Special Speed Solutions provided by time:matters worldwide are based on the high-speed and reliable transportation of highly urgent and particularly important consignments by air, rail and road. To this end, time:matters can access Lufthansa's entire network of scheduled flights and a number of flights offered by other partner airlines (i.e. Swiss International Air Lines): over 900 European and 100 intercontinental flights per day, and some 400 destinations in 90 countries. In addition 140 German train stations — through which InterCityExpress, EuroCity and InterCity trains pass — are currently available to time:matters. In 2006 time:matters opened its first foreign branch office in Zurich as a first step in extensive internationalization of its business model; in 2007 branch offices in Vienna and Shanghai were opened. Following a partial overtake of the company shares in 2006, time:matters — which is based in Neu-Isenburg close to Frankfurt am Main, Germany — is majority-owned by funds managed by the growth investor Buchanan Capital Partners. Lufthansa Cargo AG, which spun off time:matters in 2002, owns 49 percent of the company shares.

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