

Global presence, local experts, fast-growing

Scan Global Logistics has hit the ground running in 2020 with an aggressive expansion of its global network. The company has moved fast, acquiring Pioneer International Logistics in Australia, opening new own offices in Austria, Spain and Germany and are now to open three new offices in the strategically important, but also highly competitive Benelux region, challenging the competition on local expertise, dedication and ability to solve the customers' unique problems. We have global presence, we are local experts and we are fast-growing, as Ragnar Dalen, Head of Strategic Business Development, Europe, highlights.

Scan Global Logistics is known as the global leading provider of tailor-made multi-modal solutions in challenging regions--such as areas of armed conflict, natural disasters, landlocked countries, and countries with poor infrastructure--on behalf of various aid and humanitarian organisations such as the United Nations. The company is also active in many other verticals, however, including the high tech, life sciences, and renewable energy industries.

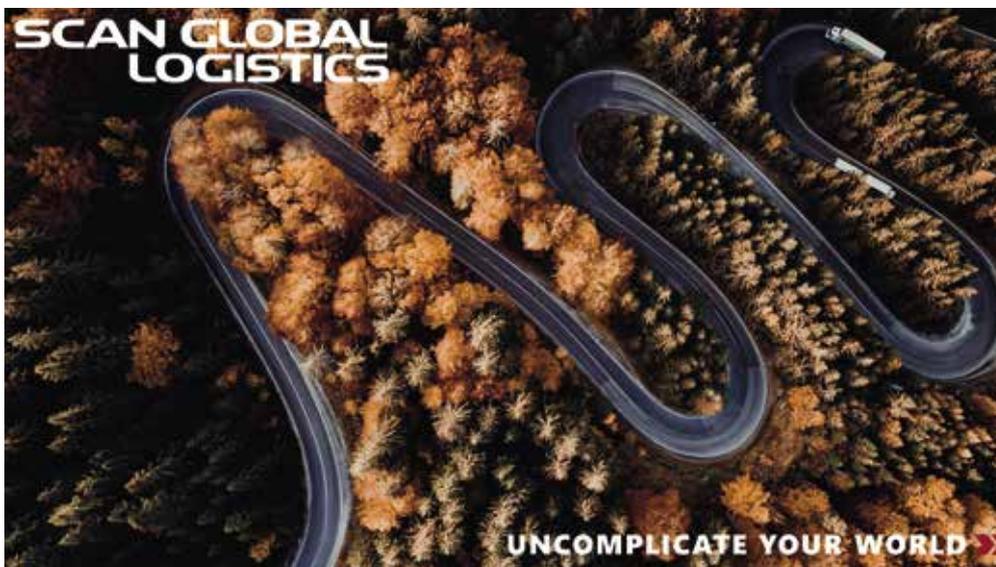
"What these verticals have in common is that they have complex transport needs and need tailored solutions," says Ragnar. "That's what we're good at it; we uncomplicate the world for our customers, so to speak. That is not a small thing to bring to the table – and

something which we now do from our own offices in Benelux as well. We pride ourselves in being local experts with an international outlook."

The decision to establish three new offices in Belgium and the Netherlands is a strategic one, as Ragnar explains. "We already had a strong business in the Benelux but to have a physical presence there will allow us to better serve existing clients and hopefully attract new clients." There are some humanitarian organisations who have a presence in the Benelux region, but Ragnar also sees growth potential in the pharmaceutical industry, supply chain, and contract logistics. The Benelux, through major seaports Rotterdam and Antwerp, are major

hubs for trade flows between Europe, Asia and Africa, notably.

This also and automatically means that the region has an exceptionally high density of transport and logistics providers, but Ragnar does not seem to be worried about the competition. "We focus on niche segments that require a high degree of specialization." Another of Scan Global Logistics key strengths, in his view, is that while they have a global network and the capabilities to deal with major transport jobs, they're also small enough to be flexible; a quality that is most welcome when handling the often challenging transport jobs it is tasked with.



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