

**PRESS INFO**

Kuehne + Nagel Group

Kuehne + Nagel and GlaxoSmithKline (GSK) sign long term global logistics partnership contract

London / UK, Schindellegi / CH, January 12, 2016 – Kuehne + Nagel and GSK signed an end-to-end global logistics partnership until 2021 that will see Kuehne + Nagel run the core business of transporting products from the raw materials supplier to trade customers for the leading global healthcare company.

The contract officially marks the commencement of a relationship which brings significant logistics alignment between the two companies; with Kuehne + Nagel providing skills, expertise and strategic capability to deliver enhanced value across GSK's global supply chain operations.

With numerous suppliers, a large number of manufacturing units and a variety of specific routes to patients and consumers in over one hundred countries; GSK requires a sophisticated and truly global end-to-end logistics solution. Kuehne + Nagel was selected as a partner due to the company's existing track record with GSK, strength in the industry, maturity of Integrated Logistics provision and significant investment strategy in pharmaceuticals and consumer products logistics. In all engagements the cultural fit and complementary approaches of both companies has been evident.

Detlef Trefzger, Chief Executive Officer of Kuehne + Nagel International AG, stated: "We are very excited about this long term collaboration with GSK. Our focus is to leverage existing experience and industry-specific solutions serving the pharmaceutical and consumer sector which will deliver incremental benefits to GSK. Our integrated logistics approach, comprising air, sea, overland services and Logistics Control Centres in four regional hubs will enable GSK's global supply chains to move to the next level of performance."

The new working relationship is a transformational development for both GSK and Kuehne + Nagel in its scale and ambition. It is one of Kuehne + Nagel's biggest customer awards and marks significant progress towards

Corporate Communications

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realising both GSK's ambition of a world class supply chain and Kuehne + Nagel's goal to be the leading provider of end-to-end solutions in the pharmaceutical and consumer sectors.

About Kuehne + Nagel:

With over 66,000 employees at more than 1000 locations in over 100 countries, the Kuehne + Nagel Group is one of the world's leading logistics companies. Its strong market position lies in the seafreight, airfreight, contract logistics and overland businesses, with a clear focus on providing IT-based integrated logistics services.

Further information can be found at www.kuehne-nagel.com