



WABERER'S
OPTIMUM SOLUTION

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INVESTOR RELEASE

International Transportation Segment to focus on contracted clients and major trade lanes

Budapest, 4 June 2020 - WABERER'S INTERNATIONAL Nyrt. (hereinafter: Waberer's) announces that it plans to shift its business focus towards contracted clients and the major trade lanes within Europe in its International Transportation Segment (ITS).

With the coronavirus crisis having a significant impact on the European logistics industry, Waberer's introduced immediate measures in March 2020.¹ However, the size and the structure of the European international logistics market may be impacted in long term. Waberer's has therefore decided to transform its business model in the coming period:

- ITS has until now followed a "taxi" model that optimises the match between trucks and orders centrally and continuously. In the current environment this model produces a lot of uncertainty in terms of revenue streams and truck utilisation and relies heavily on the "spot" transportation market that has a lower profitability, and therefore will be abandoned. Instead, a "trade lane" model will be introduced, which is focusing on recurring orders and will be concentrated on the main trade routes within Europe.
- In line with the model change, International Transportation Segment will shift its business focus towards contracted clients, enabling higher revenue certainty as well as higher service quality.
- In the 6-months implementation phase, the processes and capacities of ITS will be gradually adjusted to the new operating model and market situation.

Barna Erdélyi, CEO and member of the Board of Directors, commented: "Our new initiatives were developed in the spirit of transforming Waberer's International Transportation Segment into a more client-focused, stable and higher-margin business. The plan to be implemented in the course of the next six months will mark a major step towards the turnaround of ITS in profitability and will contribute to Waberer's emerging from the crisis period as a stronger company."

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¹ The cost-cutting measures were disclosed on 24 March 2020, for further detail please refer to the investor release: https://www.waberers.com/files/document/document/999/20200324_Special%20measures_EN.pdf



Information on WABERER'S INTERNATIONAL Nyrt. Series „A” ordinary shares

Markets listed	Budapest Stock Exchange (BSE)	ISIN	HU0000120720
Trading segment	Equities Prime Market	Reuters ticker	WABE.hu
BSE ticker	WABERERS	Bloomberg ticker	WABERERS HB
Xetra code	WABS		



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