



# Merger & Acquisition



## Personnel and Management Consulting

- Specializing in Freight Forwarding, Shipping, Transportation & Logistics
- Established in 2000
  - All active partners are multi-lingual and have many years of experience as top executives in the above mentioned industry sectors
- Core Competencies
  - Recruitment of executives and specialists
  - Management and strategic consulting
  - Organizing mergers and acquisitions
- adi own network in Africa, Asia/ Pacific Region, Europe, North America, South America
- Our global network is represented in 27 countries, serving 100 countries with over € 9 Mio. turnover



## Supplemental Information

27 Countries - 50 Offices – 60 Partners

Austria Australia  
 Brazil  
 Canada China  
 Colombia Czech  
 Republic Finland  
 France  
 Germany  
 Holland Hong  
 Kong India  
 Italy



Japan  
 Korea New  
 Zealand  
 Russia  
 South Africa  
 Spain  
 Sweden  
 Switzerland  
 Thailand  
 Turkey UAE  
 United Kingdom  
 USA

Now serving 100 countries – we'll cover your requirements!



## Supplemental Information



### Facts and Figures 2009/2010

27 Countries – 50 Offices

Group Turnover € 9,6 Mill.

No. of Mandates 1.850



## Mission

**To be the premium provider of**

**M&A Assignments**

to our Freight Forwarding and Logistic Customers through the utilization of our global network of highly experienced, resourceful Partners and Associates. Our unique and personal focus allows us to provide maximum benefit to

**EACH CLIENT, EVERY TIME.**



## Services



### Acquisitions, Mergers, Joint Ventures, Alliances

We support our customers' efforts as their partner



## Acquisitions - Mergers - Joint Ventures - Alliances

### Our USPs

We are the **market leaders for global strategic M & A solutions** in the Transport and Logistics Industry

We are the **experts in packaging network deals** (patchwork) at clients desire

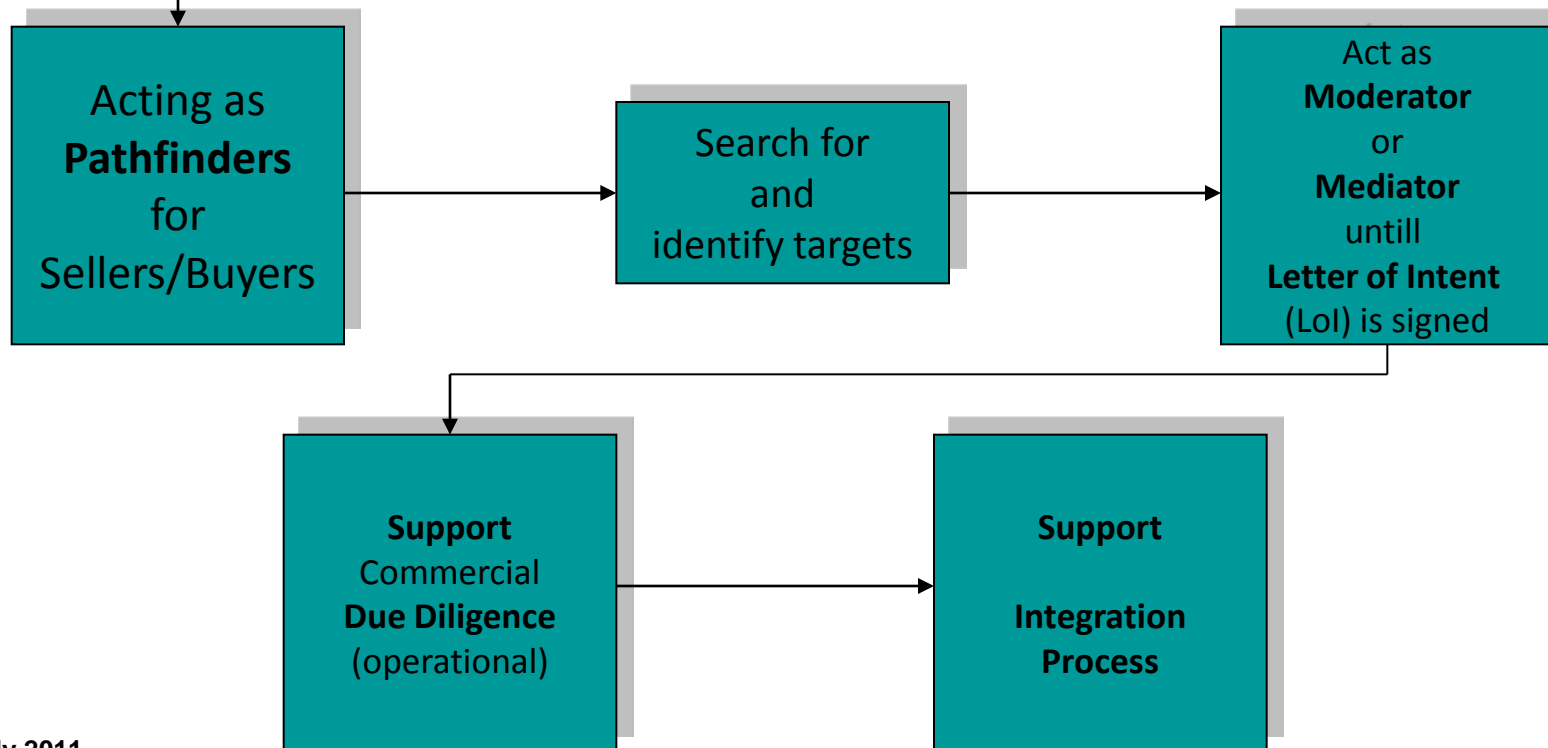
adi Consult has the personnel competencies and network of experienced Senior Executives with **M&A and Integration experience** and proven track records

We are **present in all strategic areas** e.g. Europe, the Americas, and Asia as well as in many secondary markets e.g. South Africa and others



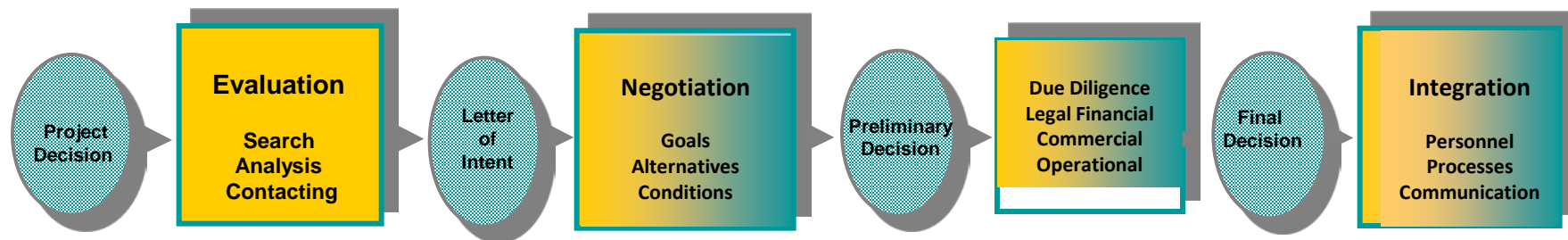
## Acquisitions - Mergers - Joint Ventures - Alliances

Which services does adi Consult offer to its clients





## Acquisitions - Mergers - Joint Ventures - Alliances



**adi Consult – your competent partner for organizing the entire process**

- ✓ Continuous coaching during all phases (critical, neutral opinion)
- ✓ Extensive network of resources (incl. organizations, media etc.) at top levels
- ✓ Partner companies in all important countries/centers throughout the Americas, Europe, and Asia
- ✓ Excellent market reputation as a competent and trustworthy consulting partner
- ✓ Highly efficient (time, money, quality) during all search and selection processes
- ✓ Up to date Know How of markets (participants, competition, trends, co-operations etc.)
- ✓ Assessment-Tools and Know How for evaluating the management of acquisition targets
- ✓ Experienced in most delicate integration processes



# Acquisitions - Mergers - Joint Ventures - Alliances

## Market Specialists

*Specific Know How in regards to Market, Competition, Trends, Developments, Products, Production, KPIs, Human Capital etc.*

### adi Consult

Weighting

Strategic Aspects

Profile Definition of Acquisition Target

Market Analysis

Identification of Suitable Acquisition Targets

Contact Initiation - Anonymous

Confidentiality Agreements

Company Documentation

Preliminary Discussions

Letter of Intent

## Financial & Legal Experts

*Specific Know How in regards to legal questions, contract issues, tax, financing etc.*

Lawyers, investment bankers, auditors, tax specialists, etc.

Commercial Due Diligence

Operational Due Diligence

Financial Due Diligence

Legal Due Diligence

Deal Structure

Establishing the Purchase Price

Contract

Closing

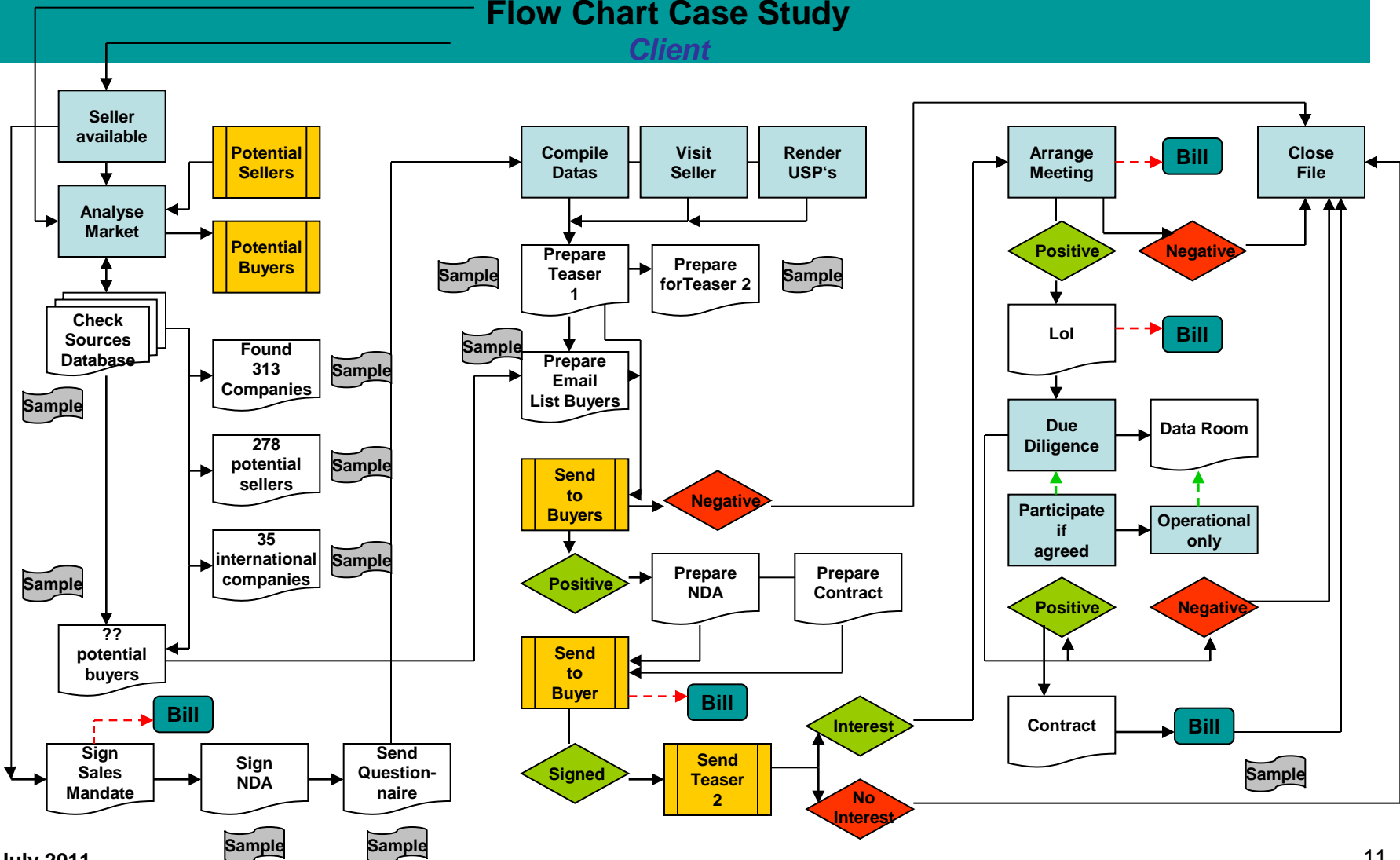
Post Closing

Integration



# Flow Chart Case Study

*Client*





## Acquisitions - Mergers – Reference List

Mandate	Year	Mandate Region	Mandate Category Buy/Sell	Buyer/Seller Region	Transaction Value in € Euro	Type of Target	Type of Investor	Status
1	2001	Singapore	Buy	Germany and Netherlands	10M	Freight Forwarding	Strategic	Completed
2	2001	Germany	Sell	Germany	20M	Contract Logistics	Financial	Completed
3	2002	USA	Buy	Germany	50M	Freight Forwarding	Financial	Completed
4	2002	Europe	Buy	Germany	xx	4PL	Strategic	Withdrawn
5	2002	Mexico	Sell	Europe	25M	Freight Forwarding	Strategic	Completed
6	2003	Luxemburg	Buy	Germany	12M	Trucking	Strategic	Completed
7	2003	USA	Buy	Czech Rep.+ Hungary	8M	NVOCC	Strategic	Completed
8	2003	USA	Buy	USA	13M	Freight Forwarding	Strategic	Completed
9	2004	Italy	Sell	USA	11M	Freight Forwarding	Strategic	Completed
10	2004	Europe	Buy	Belgium + France	19M	Freight Forwarding	Strategic	France completed
11	2005	Sweden	Sell	Sweden	13.8M	Freight Forwarding	Strategic	Completed
12	2005	Sri Lanka	Buy	Germany	8.5M	Ocean Freight	Strategic	Completed
13	2005	Germany	Sell	Switzerland	11.2M	Freight Forwarding	Strategic	Completed
14	2005	Luxemburg	Sell	Luxemburg	28.5M	Freight Forwarding	Financial	Completed



## Acquisitions - Mergers – Reference List

Mandate	Year	Mandate Region	Mandate Category Buy/Sell	Buyer/Seller Region	Transaction Value in € Euro	Type of Target	Type of Investor	Status
15	2006	India	Sell	Belgium	6.2M	Freight Forwarding	Strategic	Completed
16	2006	USA	Buy	Europe	10M	Air Cargo Handling	Strategic	Completed
17	2006-2007	Brazil	Sell	Middle East	11M	Oil+Gaz	Strategic	Ongoing
18	2006-2007	UK/Nigeria	Sell	Netherlands	approx. 20M	Oil+Gaz	Strategic	on hold
19	2006-2007	Thailand	Sell	Singapore	approx.8M	NVOCC	Strategic	on hold
20	2006-2007	Czech Republic	Sell	Middle East	40M	Freight Forwarding	Strategic	Completed
21	2006-2007	Brazil	Sell	Germany	xx	Freight Forwarding	Strategic	withdrawn
22	2006-2007	France	Buy	Germany	30-35M	Freight Forwarding	Strategic	Ongoing
23	2008	China	Sell	Switzerland	50-60M	NVOCC	Strategic	Current
24	2008	Bangladesh	Sell	Hong Kong	8.5M	GSA	Strategic	Completed
25	2008	Chile	Sell	USA	9M	Freight Forwarding	Strategic	Completed
26	2009	Indian Subcontinent	Sell	open	35-40M	Freight Forwarding	Strategic	Ongoing
27	2009	CIS	Sell	open	50-60M	Freight Forwarding	Strategic or Financial	Ongoing
28	2009	Indonesia	Buy	Australia	15-20M	Freight Forwarding	Strategic	Ongoing
29	2009	Germany	Sell	Germany	2.5M	GSA	Strategic	Completed



## Acquisitions - Mergers – Reference List

Mandate	Year	Mandate Region	Mandate Category Buy/Sell	Buyer/Seller Region	Transaction Value in € Euro	Type of Target	Type of Investor	Status
30	2009	Global	Buy	Sweden	upto 250M	Freight Forwarding	Financial	Final stage
31	2009	Maghreb States	Buy	Switzerland	upto 40M	Air+Ocean	Strategic	partly completed
32	2009	UAE	Seek J/V Partner	Global	upto 25M	Air+Ocean	Strategic	completed
33	2009	South Africa	Buy	Germany	upto 20M	Freight Forwarding	Strategic	completed
34	2009	USA	Buy	Germany	upto 25M	Air+Ocean	Strategic	Ongoing
35	2010	Turkey	Sale	Australia	upto 40M	Air+Ocean+Land	Strategic	Final stage
36	2010	Spain	Sale	Switzerland	upto 30M	Heavylift	Strategic	Final stage
37	2010	Italy	Buy	Australia	upto 25M	Air+Ocean	Strategic	Ongoing
38	2010	S.Korea	Sale	Various	upto 35M	Air+Ocean and SCM	Strategic	Ongoing
39	2010	Spain	Sale	Germany	upto 10M	Heavylift	Strategic	Ongoing
40	2010	Germany	Sale	Germany	upto 14M	NVOCC	Strategic	Ongoing
41	2010	Germany	Sale	various	upto 24M	Air Cargo Handling	Strategic + Financial	Ongoing
42	2010	Turkey	Buy	Australia	upto 30M	Freight Forwarding	Strategic	Ongoing
43	2011	Brazil	Buy	USA	upto 50M	Freight Forwarding	Strategic	Ongoing
44	2011	Global	Buy	Sweden	upto 200M	Freight Forwarding	Financial	Ongoing



# Acquisitions - Mergers - Success

## Our Mandates By Region





## Our Competencies

- ◆ Manageable, well structured, flexible, and powerful global organization
- ◆ Top notch industry competency with detailed knowledge about the various markets and their specific requirements
- ◆ Unique personal connections and network throughout the world of logistics
- ◆ Proven track record in the field of personnel consulting
- ◆ Personally identifying with our clients' issues and challenges

**“Your problem is our problem”**



## Client Benefits

- ◆ Highly efficient and sound business relations
- ◆ Optimum Cost / Benefit Ratio
- ◆ Pragmatic, realistic, and practical solutions
- ◆ High rate of success with quick result
- ◆ Implementation support



## Partners in the Global M+A Team\*

Helmut Berchtold	San Diego	CIO Schenker USA	22 years
Klaus D. Geissler	Frankfurt	EVP Schenker HQ	32 years
Jürgen John	Hong Kong	CEO DHL-Danzas Worldwide	35 years
Jochen Smoktun	Frankfurt	SVP AIR Schenker Germany	34 years
Wolfgang Wanja	Istanbul	MD Denkhaus Logistics	33 years
Pierre Raynal	Paris	CEO France Franz Maas	35 years
Detlef Kükenshöner	Frankfurt	COO LOGWIN Road + Rail HQ	20 years

\*other partners being involved subject to regional requirements



## Principle Partners and Management Team

**Helmut Berchtold**



**22 Years  
Industry Experience**

**Last Position: CIO Schenker  
USA**

**Klaus D. Geissler**



**32 Years  
Industry Experience**

**Last Position: EVP Air Freight  
Schenker HQ**

**Jochen Smoktun**



**34 Years  
Industry Experience**

















**Last Position: SVP Air Freight  
Schenker Germany**

**Detlef Kükenshöner**




















**20 Years  
Industry Experience**

**Last Position: COO  
LOGWIN Road+Rail HQ**

<p><b>AUSTRALIA – Brisbane</b>    <b>Gerald O’Connell</b>                  adi Consult Australia                  Phone: +61 (7) 5514 8963                  Cell: +61 (41) 147 7202  <a href="mailto:Gerald.OConnell@adiConsultAU.com">Gerald.OConnell@adiConsultAU.com</a></p>	<p><b>AUSTRIA – Vienna</b>    <b>Andreas Kmen</b>                  adi Consult Austria                  Phone: +43 (664) 434 1993  <a href="mailto:Andreas.Kmen@adiConsult.com">Andreas.Kmen@adiConsult.com</a></p>	<p><b>BRAZIL – Sao Paulo</b>    <b>Joachim Kohl</b>                  Phone: +55 (11) 3744 7570                  Cell: +55 (11) 7570 9296  <a href="mailto:Joachim.Kohl@adiConsultBR.com">Joachim.Kohl@adiConsultBR.com</a></p>	<p><b>CANADA – Toronto</b>    <b>Joerg Hess</b>                  adi Management Consult Inc.                  Phone: +1 (647) 505-1146  <a href="mailto:Joerg.Hess@adiConsultCA.com">Joerg.Hess@adiConsultCA.com</a></p>
<p><b>CHILE – Santiago de Chile</b>    <b>Jean-Paul Bonnet</b>                  adi Consultora Ltda.                  Phone: +56 (2) 953 6880                  Fax: +56 (2) 953 6881  <a href="mailto:Info@adiConsultora.cl">Info@adiConsultora.cl</a></p>	<p><b>COLOMBIA - Bogota</b>    <b>Ernest Matzalik</b>                  adi Consult                  c/o Movinest SenC                  Phone: +57 (1) 6290377                  Cell: +57 (317) 431 8804  <a href="mailto:Ernest.Matzalik@adiConsultCO.com">Ernest.Matzalik@adiConsultCO.com</a></p>	<p><b>CZECH REPUBLIC - Prague</b>    <b>Ilona Neff</b>                  adi Consult Czech Republic                  c/o sfm consult, s.r.o.                  Phone: +420 (602) 617 184  <a href="mailto:Iona.Neff@adiConsult.com">Iona.Neff@adiConsult.com</a></p>	<p><b>FINLAND - Helsinki</b>    <b>Leena Steidle</b>  <b>Anna-Maija Tavas</b>                  adi Consult                  c/o SPEDEX OY                  Cell: Leena +358-50-3804134                  Cell: Anna-Maija +358-40-9006445  <a href="mailto:Leena.Steidle@Spedex.fi">Leena.Steidle@Spedex.fi</a>  <a href="mailto:Anna-Maija.Tavas@Spedex.fi">Anna-Maija.Tavas@Spedex.fi</a></p>
<p><b>FRANCE -Paris</b>    <b>Pierre Raynal</b>  <b>Cyrille Raynal</b>                  adi Consult                  c/o Turnpoint SA                  Phone: +33 (1) 45 49 43 43                  Fax: +33 (1) 45 49 43 60  <a href="mailto:Raynal.Cyrille@Turnpoint.fr">Raynal.Cyrille@Turnpoint.fr</a>  <a href="mailto:Raynal.Pierre@Turnpoint.fr">Raynal.Pierre@Turnpoint.fr</a></p>	<p><b>GERMANY - Bremen</b>    <b>Helmut Detken</b>                  adi Consult GmbH                  Phone: +49 (421) 257 6830                  Cell: +49 (151) 184 53845                  Fax: +49 (421) 257 6831  <a href="mailto:Helmut.Detken@adiConsult.com">Helmut.Detken@adiConsult.com</a></p>	<p><b>GERMANY - Cologne</b>    <b>Dietrich W. Bloch</b>                  adi Consult GmbH                  Phone: +49 (2234) 948 091  <a href="mailto:Dietrich.Bloch@adiConsult.com">Dietrich.Bloch@adiConsult.com</a></p>	<p><b>GERMANY - Cologne</b>    <b>Walter Böhnke</b>                  adi Consult GmbH                  Phone: +49 (221) 866865                  Fax: +49 (221) 9862609                  Cell: +49 (171) 3228000  <a href="mailto:Walter.Boehnke@adiConsult.com">Walter.Boehnke@adiConsult.com</a></p>
<p><b>GERMANY - Frankfurt</b>    <b>Klaus D. Geissler, Jochen Smoktun</b>  <b>Evelyn Annich, Anette Lauck</b>  <b>Sabine Fuchs, Detlef Kükenshöner</b>                  adi Consult GmbH                  Phone: +49 (6107) 3015-0  <a href="mailto:Klaus.Geissler@adiConsult.com">Klaus.Geissler@adiConsult.com</a>  <a href="mailto:Jochen.Smoktun@adiConsult.com">Jochen.Smoktun@adiConsult.com</a>  <a href="mailto:Detlef.Kuekenshoener@adiConsult.com">Detlef.Kuekenshoener@adiConsult.com</a>  <a href="mailto:Evelyn.Annich@adiConsult.com">Evelyn.Annich@adiConsult.com</a>  <a href="mailto:Anette.Lauck@adiConsult.com">Anette.Lauck@adiConsult.com</a>  <a href="mailto:Sabine.Fuchs@adiConsult.com">Sabine.Fuchs@adiConsult.com</a></p>	<p><b>GERMANY - Frankfurt</b>    <b>Lothar Scherf</b>                  adi Consult GmbH                  c/o Hansen &amp; Heptner                  Phone: +49 (6124) 72 63 31                  Fax: +49 (6124) 72 76 186  <a href="mailto:LScherf@Hansen-Heptner.de">LScherf@Hansen-Heptner.de</a></p>	<p><b>GERMANY - Frankfurt</b>    <b>Ingo Roessler</b>                  adi Consult GmbH                  Phone: + 49 (170) 3301724  <a href="mailto:Ingo.Roessler@adiConsult.com">Ingo.Roessler@adiConsult.com</a></p>	<p><b>GERMANY - Freiburg</b>    <b>Bernhard Reusch</b>                  adi Consult GmbH                  Phone: +49 (7634) 508126                  Cell: +49 (160) 9696 9606  <a href="mailto:Bernhard.Reusch@adiConsult.com">Bernhard.Reusch@adiConsult.com</a></p>

<p><b>GERMANY - Hamburg</b> </p> <p><a href="#">Werner Pinnow</a> adi Consult GmbH Phone: + 49 (40) 8797 229-0 <a href="mailto:Werner.Pinnow@adiConsult.com">Werner.Pinnow@adiConsult.com</a></p>	<p><b>GERMANY – Mülheim</b> </p> <p><a href="#">Klaus Kothmann</a> adi Consult GmbH Phone: +49 (208) 452 3101 Cell: +49 (177) 306 1780 Fax: +49 (721) 151 200 848 <a href="mailto:Klaus.Kothmann@adiConsult.com">Klaus.Kothmann@adiConsult.com</a></p>	<p><b>GERMANY - Münster</b> </p> <p><a href="#">Georg Wackers</a> adi Consult GmbH Phone: +49 (0) 2532 956 92 39. Cell: +49 (0) 172 825 33 36 Fax: +49 (0) 2532 963 734 <a href="mailto:Georg.Wackers@adiConsult.com">Georg.Wackers@adiConsult.com</a></p>	<p><b>GERMANY - Munich</b> </p> <p><a href="#">Peter Heptner</a> adi Consult GmbH c/o Hansen &amp; Heptner Phone:+49 (8531) 248 9955 Fax: +49 (8531) 248 9956 <a href="mailto:Peter.Heptner@Hansen-Heptner.de">Peter.Heptner@Hansen-Heptner.de</a></p>
	<p><b>HOLLAND - Amsterdam</b> </p> <p><a href="#">Philip Turner</a> adi Consult Holland Phone:+31 (20) 404 3925 Fax: +31 (20) 404 3973 <a href="mailto:Philip.Turner@adiConsult.com">Philip.Turner@adiConsult.com</a></p>	<p><b>HOLLAND - Rotterdam</b> </p> <p><a href="#">Helene van den Berghe</a> adi Consult Holland c/o Leerschoon BV Phone: +31 (10) 294 0495 Fax: +31 (10) 294 0496 <a href="mailto:Info@Leerschoon.nl">Info@Leerschoon.nl</a></p>	<p><b>HONG KONG</b> </p> <p><a href="#">Jürgen John</a> <a href="#">Liana Sun</a> <a href="#">Andreas Becker</a> adi Consult Hong Kong Ltd. Phone: +852 (2115) 9628 Fax: +852 (2115) 9818 <a href="mailto:Info@adiConsultChina.com">Info@adiConsultChina.com</a></p>
<p><b>INDIA - Delhi</b> </p> <p><a href="#">Klaus Meier</a> adi Consult India c/o M &amp; V Services Pvt. Ltd. Phone: +91 (124) 434 2333 <a href="mailto:Klaus.Maier@adiConsult.com">Klaus.Maier@adiConsult.com</a></p>	<p><b>ITALY - Milano</b> </p> <p><a href="#">Romano Zanolli</a> <a href="#">Marco Zanolli</a> adi Consult Italia c/o Horizon s.r.l. Tel. +39 (049)8077533 Cell Marco: +39 (348) 2568502 Cell Romano +39 (348) 7815128 <a href="mailto:Marco.Zanolli@adiConsult.com">Marco.Zanolli@adiConsult.com</a></p>	<p><b>JAPAN – Tokyo</b> </p> <p><a href="#">Franz-Hermann Hirlinger</a> <a href="#">Markus Gfeller</a> adi Consult Japan c/o G&amp;S Japan KK. Tel: +81-3-6459-5477 <a href="mailto:Fh.Hirlinger@GS-Japan.jp">Fh.Hirlinger@GS-Japan.jp</a> <a href="mailto:M.Gfeller@GS-Japan.jp">M.Gfeller@GS-Japan.jp</a></p>	<p><b>REPUBLIC OF KOREA - Seoul</b> </p> <p><a href="#">Joachim Nowak</a> adi Consult Korea c/o Nowak &amp; Partner Phone: +82 (0)2 701 4707 Fax: +82 (0)2 701 4708 Cell: +82 (0)1 1 9001 <a href="mailto:Nowak@Nowak.co.kr">Nowak@Nowak.co.kr</a></p>
<p><b>NEW ZEALAND - Auckland</b> </p> <p><a href="#">Reinhold Goeschl</a> adi Consult New Zealand Phone: +64 (9) 476 0994 Cell: +64 (21) 88 5638 <a href="mailto:Reinhold.Goeschl@adiConsult.com">Reinhold.Goeschl@adiConsult.com</a></p>	<p><b>RUSSIA – Moscow</b> </p> <p><a href="#">Alexander Dick</a> adi Consult Russia c/o INTERGEST Russia Phone: +7 (495) 605 33 30 Cell: +7 (916) 681 1304 <a href="mailto:Alexander.Dick@Intergest.com">Alexander.Dick@Intergest.com</a></p>	<p><b>SOUTH AFRICA - Johannesburg</b> </p> <p><a href="#">Karl-Heinz Balzer</a> adi Consult South Africa Phone: +27 (0) 11 784 5765 Cell: +27 (0) 82 550 4929 Fax: +27 (0) 11 884 8167 <a href="mailto:Karl-Heinz.Balzer@adiConsult.com">Karl-Heinz.Balzer@adiConsult.com</a></p>	<p><b>SPAIN - Barcelona</b> </p> <p><a href="#">Carlos Martinez -Campo</a> adi Consult España c/o Martinez-Campo Atlas S.L. Phone: +34 (93) 2020918 Cell: +34 (669) 456981 <a href="mailto:Atlas@Martinez-Campo.com">Atlas@Martinez-Campo.com</a></p>

<p><b>SPAIN - Madrid</b> </p> <p><b>Ernst A. Patzer</b>  adi Consult España  Phone: +34 (91) 427 0550  Cell: +34 (609) 099 019  <a href="mailto:Ernst.Patzer@adiConsult.com">Ernst.Patzer@adiConsult.com</a></p>	<p><b>SWEDEN – Gothenburg</b> </p> <p><b>Lennart Björln</b>  adi Consult Sweden  c/o SPEDEX OY  Cell: +46 (70) 5264379  <a href="mailto:Lennart.Biorlin@telia.com">Lennart.Biorlin@telia.com</a></p>	<p><b>SWITZERLAND – Basel</b> </p> <p><b>Axel C. Scherrer</b>  adi Consult Suisse  c/o ACS GmbH  Phone: +41 (61) 411 54 31  Fax: +41 (61) 411 54 41  <a href="mailto:Axel.Scherrer@adiConsult.com">Axel.Scherrer@adiConsult.com</a></p>	<p><b>SWITZERLAND - Lugano</b> </p> <p><b>Norbert Raab</b>  adi Consult Representative Office  Phone: +41 (91) 970 1204  Cell: +41 (79) 370 1400  <a href="mailto:Norbert.Raab@adiConsult.com">Norbert.Raab@adiConsult.com</a></p>
<p><b>THAILAND - Bangkok</b> </p> <p><b>Elmar Lins</b>  adi Consult Representative  Office South East Asia  Phone: +66 (2) 2 259 7036  Cell: +66 (8) 604 79715  <a href="mailto:Elmar.Lins@adiConsult.com">Elmar.Lins@adiConsult.com</a></p>	<p><b>TURKEY - Istanbul</b> </p> <p><b>Wolfgang Wanja</b>  <b>Nesrin Benli</b>  adi Consult Turkey  c/o GLS Consulting  Phone: +90 (212) 465 3330  Fax: +90 (212) 465 3302  <a href="mailto:Wolfgang.Wanja@adiConsult.com">Wolfgang.Wanja@adiConsult.com</a>  <a href="mailto:Nesrin.Benli@adiConsult.com">Nesrin.Benli@adiConsult.com</a></p>	<p><b>UAE - Dubai</b> </p> <p><b>Adel Adamo</b>  adi Consult FZC  Phone: +971 (50) 283 3688  <a href="mailto:Adel.Adamo@adiConsult.com">Adel.Adamo@adiConsult.com</a></p>	<p><b>UNITED KINGDOM - London</b> </p> <p><b>Gerry Burgin</b>  adi Consult UK Ltd.  Phone: +44 (208) 941-3639  Fax: +44 (208) 979-5552  <a href="mailto:Gerry.Burgin@adiConsult.com">Gerry.Burgin@adiConsult.com</a></p>
<p><b>UNITED KINGDOM - London</b> </p> <p><b>Chas Dowton</b>  <b>Simon Ward</b>  adi Consult UK Ltd.  c/o First Choice UK Ltd.  Phone: +44 (0) 1784-421234  Fax: +44 (0) 1784-421761  <a href="mailto:Chas.Dowton@adiConsult.com">Chas.Dowton@adiConsult.com</a>  <a href="mailto:Simon.Ward@adiConsult.com">Simon.Ward@adiConsult.com</a></p>	<p><b>USA – San Diego</b> </p> <p><b>Corporate Office USA</b>  <b>Helmut Berchtold</b>  adi Management Consult Inc.  Phone: +1 (877) 234-6468  Cell: +1 (760) 580-6024  Fax: +1 (760) 406-4253  <a href="mailto:Helmut.Berchtold@adiConsultUS.com">Helmut.Berchtold@adiConsultUS.com</a></p>	<p><b>USA – Atlanta</b> </p> <p><b>Heino Winkler</b>  adi Management Consult Inc.  Phone: +1 (877) 234-6468  Cell: +1 (678) 520-3549  <a href="mailto:Heino.Winkler@adiConsultUS.com">Heino.Winkler@adiConsultUS.com</a></p>	<p><b>USA – Houston</b> </p> <p><b>Jan Hoelterling</b>  adi Management Consult Inc.  Phone: +1 (877) 234-6468  Cell: +1 (281) 770-8529  <a href="mailto:Jan.Hoelterling@adiConsultUS.com">Jan.Hoelterling@adiConsultUS.com</a></p>
<p><b>USA – Miami</b> </p> <p><b>Patrick Walsh</b>  adi Management Consult Inc.  Phone: +1 (877) 234-6468  <a href="mailto:Patrick.Walsh@adiConsultUS.com">Patrick.Walsh@adiConsultUS.com</a></p>	<p><b>USA – New York</b> </p> <p><b>Gabriel du Pas</b>  adi Management Consult Inc.  Phone: +1 (732) 580-5545  Fax: +1 (732) 431-5590  <a href="mailto:Gabriel.DuPas@adiConsultUS.com">Gabriel.DuPas@adiConsultUS.com</a></p>	<p><b>USA – New York</b> </p> <p><b>Joseph Bergamo</b>  adi Management Consult Inc.  Phone: +1 (732) 203-7233  Fax: +1 (732) 203-7050  <a href="mailto:Joe.Bergamo@adiConsultUS.com">Joe.Bergamo@adiConsultUS.com</a></p>	<p><b>USA – Phoenix</b> </p> <p><b>Hendrik Hannemann</b>  adi Management Consult Inc.  Phone: +1 (623) 465-2773  Fax: +1 (602) 616-2273  <a href="mailto:Hendrik.Hannemann@adiConsultUS.com">Hendrik.Hannemann@adiConsultUS.com</a></p>

<p><b>USA – Reno</b> <a href="#">Merritt Wiley</a> adi Management Consult Inc. Phone: +1 (775) 636 9160 Cell: +1 (214) 295-7200 Fax: +1 (775) 313-9050 <a href="mailto:Merritt.Wiley@adiConsultUS.com">Merritt.Wiley@adiConsultUS.com</a></p> 	<p><b>USA – Seattle</b> <a href="#">Steve Pass</a> adi Management Consult Inc. Phone: +1 (877) 234-6468 Cell: +1 (206) 605-0076 <a href="mailto:Steve.Pass@adiConsultUS.com">Steve.Pass@adiConsultUS.com</a></p> 