

## **Scan Global Logistics acquires Sea-Air Logistics Ltd. and strengthens its operations in Asia**

**The global logistics provider, Scan Global Logistics (SGL), takes another game-changing step, increasing its presence in China and Hong Kong. Effective July 5, 2022, Sea-Air Logistics Ltd. (SAL), an accomplished and respected air and ocean freight logistics provider headquartered in Hong Kong, becomes part of the ever-growing SGL family. The acquisition supports the company's strategic growth plans to build further global scale and will strengthen its already comprehensive and longstanding operations in mainland China and Hong Kong.**

Nine months ago, SGL acquired SAL's longstanding partner, Horizon International Cargo (UK, USA, The Netherlands, Spain and Japan). The addition of SAL to the SGL family connects the dots and creates additional significant synergies, allowing further penetration in segments like Technology and Pharma & Healthcare.

*"The acquisition of SAL is a natural fit for us and supports the continued development of our expanding organization in Asia and worldwide. SAL's strategically placed offices will strengthen our existing setup and bolster our service offerings to our existing common customer portfolio,"* explains Group CEO Allan Melgaard.

### **Increased commercial synergies**

Combining the experience and capabilities of the two organizations will allow for further expansion in several segments such as Consumer Electronics, Technology, and Pharma & Healthcare, all sectors with significant growth potential. Furthermore, an increased market share in Intra-Asia, Far-East Westbound and Trans-Pacific Eastbound trade lanes, coupled with SAL's vast experience in cross-border supply-chain services, will enable SGL to provide extended and improved services to its customers worldwide.

### **A strong cultural fit**

Besides the notable commercial synergies, a strong cultural fit is an essential characteristic of SGL's acquisition strategy.

Robert Rankin, Managing Director of SAL, comments:

*"From the beginning, it was evident that our two companies share the same virtues and customer-centric approach. Joining SGL allows our employees to be part of an incredible journey. Our organization's perfect cultural fit will help us create substantial results for our customers in the future and accelerate the organization towards achieving its ultimate goals.*

Robert's sentiments are supported by Rickard Ingvarsson, CEO Asia:

*"We are delighted to welcome so many highly qualified and knowledgeable industry experts to strengthen our existing operations in China and Hong Kong. Knowing our new colleagues fit right in enables us to reinforce our relations with our global customers through increased and improved support of their activities from day one."*

The infrastructure will remain unchanged, and all 180 employees, including the entire senior management team, will play an essential role in the company's continued journey. SGL's organization will grow to over 500 employees in China and Hong Kong.

### **Improved time to market**

In the Hong Kong Logistics Park, SGL will cater to the build-up and break-down of its own controlled airfreight pallets and offer in-house X-ray screening capabilities. The ability to offer comprehensive air freight services under one roof will provide customers a smooth and rapid service and the opportunity to accommodate late delivered cargo using in-house trucking operations.

*"SAL also offers state-of-the-art inventory management and fulfillment solutions, and we are delighted to add all of these additional offerings to our existing product portfolio,"* Rickard Ingvarsson finishes.

### **A people's business**

*"Above all, our discussions with SAL have centered around ensuring we have a strong cultural fit between our organizations. It became evident early in the process that the core values making up the fabric of SGL are also interwoven and instilled throughout the SAL organization and its employees. Our shared belief in 'customer-centric solutions' also provides the best possible foundation for a successful merger of our two companies. We are very pleased to welcome all SAL Staff Members and Senior Management to the SGL Family",* Allan Melgaard emphasizes.

### **About Scan Global Logistics**

Scan Global Logistics is a global full-service logistics provider headquartered in Copenhagen, which excels in uncomplicating logistics through tailored solutions made by skilled specialists, proud problem-solvers, and passionate entrepreneurs.

Since 1975, the core of our DNA has been a 'can-do-attitude,' agility, and the willingness always to go the extra mile, and we are not afraid to go left when others go right. For us, every challenge is an opportunity. We go above and beyond to bring anything anywhere – whether by air, ocean, rail or road, or any other mode of transportation.

### **About Sea-Air Logistics**

Sea-Air Logistics was established in 1995 in Hong Kong. The company provides a high standard of ocean and air freight forwarding and logistics services in Hong Kong, China, and Singapore from 9 local offices, including warehousing and distribution.

Sea-Air Logistics is a founding member of the World Cargo Alliance - a global network of independent freight forwarders and logistics specialists.

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