

LLG NEWSLETTER



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DEAR SHAREHOLDERS AND HIS TEAM MEMBERS

Today is the day - the first issue of the LLG Newsletter is in your hands and should show you what has happened and been implemented in Meckenheim in the last few months. This information should now be made available to you at regular intervals in the future - I'm thinking about 3 issues per year. I think this is a good way to share with you all the changes and additions to the organization in Meckenheim - just like a newspaper or maybe a Christmas greeting? We are in the middle of the Advent season and soon we will have Christmas - the happy and festive celebration with family and friends. Just as children look forward to Christmas, so should we do also. I would like to take this opportunity to thank you, also on behalf of my employees, for the good cooperation over the past few months and I am already looking forward to the year 2023 together with all of you. With this in mind, I wish you and your families a peaceful and contemplative Christmas and a Happy New Year with lots of success and, above all, good health.

Hans Alfter
CEO



Verband des Groß- und Außenhandels für
Krankenpflege- und Laborbedarf



Herzlich Willkommen
beim VGKL

LLG NEW MEMBER OF VGKL

We are pleased to inform you that LLG is now a member of VGKL (Association of Wholesale and Foreign Trade in Nursing and Laboratory Supplies).

LLG was unanimously accepted as new member showing the mutual interest in this cooperation.

The VGKL represents currently around 140 companies from the laboratory sector.

The association does not only focus on distributors but also represents manufacturers of laboratory equipment.

VGKL is also politically engaged benefiting from cooperation's with other organizations and from its location in the center of political Berlin.

By joining, the VGKL LLG will be informed about new relevant political decisions in Berlin and Brussels and will have the possibility to influence relevant decision-making processes in order to represent the interests of our shareholders.

Moreover, by becoming a member of the VGKL LLG will obtain full access to the VGKL database. This information will help to refine and in some cases complement the information in the LLG databases.

Besides this, since most of the German laboratory products manufacturers already use the VGKL price templates to communicate changes it will also help to efficiently implement such changes in the LLG system.

We are convinced that joining VGKL is an important step for LLG and VGKL since two major organizations have now joined forces for the benefit of all their members.



Impressum

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Dominique Diwo

My name is Dominique Diwo. I am 45 years old and joined LLG on 1.10. as Team Leader Import, Export and Customs. My responsibilities include imports from third countries, exports to third countries, preparation of supplier declarations and certificates of origin. Furthermore, I am responsible for intrastatistics and tariff classification. Prior to LLG, I worked 16 years as a senior export manager in plant engineering for liquefied petroleum gases for seagoing vessels. I am a qualified wholesale and foreign trade merchant and have completed two distance learning courses to become a commercial specialist and a foreign trade and export manager.


Kristina Hahn

My name is Kristina Hahn and since January 2022 I am responsible for the HR-Department. In my daily work, I take care of the needs of existing employees as well as the recruitment of new staff. Furthermore, I develop benefit programmes and support the outsourced payroll department. Also I am running in the future several projects for HR Management and Processes.

OUR NEW EMPLOYEES


Jasmin Nassiry

My Name is Jasmin Nassiry and I work for LLG since 15. Oktober 2022. The main Duty is to support our CEO Hans Alfter and the procurement I managers. Also I`ll give support to our Management Team and I do my very best to give the needed help to several projects.

Before I came to LLG, I worked for an airline (Air Berlin) for 24 years (I startet as a junior flight attendant, became a senior flight attendant and after a while I did training on the job for all the colleagues in the cabin and a lot more) until the Company had to close down forever.

After that, I worked as an Assistant to the CEO for a small company before I startet working here in Meckenheim at LLG.


Andreas Kleinschnittger

New quality manager

In mid-2021, Günter Domnik, responsible for LLG's quality management system, declared his intention to retire completely.

Andreas Kleinschnittger joined the LLG management team as quality manager in March 2022. Prior to that, he held this position for 18 years at a group of companies in the north of Cologne. There, he was responsible for a certified integrated management system that complied with standards and other regulations in the areas of quality, environmental and energy management, and occupational safety. During this time, he has accompanied over 100 external audits. At LLG, in addition to his core competence of quality management, he is also involved in the subject area of dangerous goods handling and advises the management and the management team. Another goal is to further expand the occupational safety and health management system.


Veronika Mewes

In August 2022, I started my apprentice training as a wholesale and foreign trade management clerk at LLG. I am happy to be part of the LLG-team. I will have completed the training in 2025. Hopefully with success.

LLG SUMMER PARTY



Employees - the most important asset a company has and that needs to be well taken care of. That's why we celebrated a summer festival this year and had a lot of fun. There was a very tasty barbecue with ice cream and cocktails and above all good music and entertainment also for the children. It was a long day and the last ones went home at 2 a.m. - a good sign that everyone enjoyed it. The highlight was a group of drummers with African roots - they all brought 50 drums and everyone could play along. A great day ...

ISO CERTIFICATION



Quality management has a decades-long tradition at LLG and its predecessor organizations. For example, the „Labor Handels Union“ introduced and certified a quality management system as early as 1994 - one of the first laboratory trade organizations to take this step so early!

After changing the certification company, LLG's quality management system was successfully recertified in accordance with the internationally valid and globally recognized quality management standard DIN EN ISO 9001:2015 within the scope of a takeover audit by Quality Austria on July 21, 2022.

The certificate is valid for three years and is monitored annually within the scope of an audit.

LLG's goal in the coming years is to expand the quality management system, make it more visual and intuitive, and thus continuously improve it.

Photovoltaics, own charging stations and conversion of the vehicle fleet to e-drive: LLG has already been focusing on sustainability for several years.

The German government offers numerous subsidies for energy-efficient new buildings or conversion measures for energy-efficient building refurbishment. In order to identify which measures we can sensibly implement and have promoted, we had a voluntary energy audit carried out on October 31, 2022. We will implement the potential improvements identified in this audit in the planned new building and the subsequent renovation of the existing building.



ENERGY AUDIT

WASTE DISPOSAL CONCEPT

Unfortunately, waste cannot be completely avoided, so let's try to deal with it sensibly!

That's why we at LLG have optimized our waste disposal concept: by improving waste separation and changing container sizes, for example, we are reducing the number of pick-ups and now also receive payment for cardboard and foil, whereas we used to pay for the disposal of all waste. Another step towards becoming more sustainable as LLG!





AUTOMATED PARCEL LINE

The introduction of a machine-aided parcel line becomes the first automation solution at LLG.

On average, the LLG staff manages to dispatch 800 parcels a day. The manual parcel line currently in use has reached its capacity limit. Dennis Postler and Marcus Robichon developed an automatically driven parcel line together with BVS and ebiscon in a large project. The goal was at least to double the capacity of the parcel line, create more space for packing tables and reduce the error rate by fully automatically apply parcels with shipping labels and discharging them at the correct gates.

Our IT has adapted the current shipping system so that it forms a unit with the Siemens SIMATIC programmable logic controller (PLC). The systems are connected to each other with a web service solution (material flow calculator). Information is sent to the LLG system at certain points via barcode scanners, which then takes over the full control of the workflow for each parcel. This workflow ranges from deciding whether the parcel is to be routed through or strapped, up to selecting the appropriate parcel service provider, creating and applying the shipping label, up until dynamic ejection at the appropriate gate. The parcel services trans-o-flex, DHL, DPD, GLS and FedEx are supported in the same way as

the actual system – no exceptions. The discharge of picking boxes and the handling of special parcel shipments (hazardous goods, canisters, individual and collective customs clearance) is recognized and automatically supported by the system in total.

The parcel line has a length of 144 metres, 1.872 rollers, 60 motors, 50 sensors, 4 scanners were installed. The powered parts come from Blume, control system is a Siemens SIMATIC, strapping system from OMS, balance REHWA and the printer comes from Bluhm. New packing desks and material shelves are designed and established by BVS. Paper sourcing 10.

We are happy to be able to send twice as many parcels to your customers in the future. We have the capacity – you have the customers. Many partners already enjoy the fast and uncomplicated service that you can offer also to your customers with direct shipping via LLG. It will not get any faster than this, and your customers will be pleased about the increased delivery capacity when the goods come directly and without detours from your central warehouse. So far, no partner who has switched to the LLG parcel service has gone back to traditional pallet shipping. We invite you to be even more successful with us.



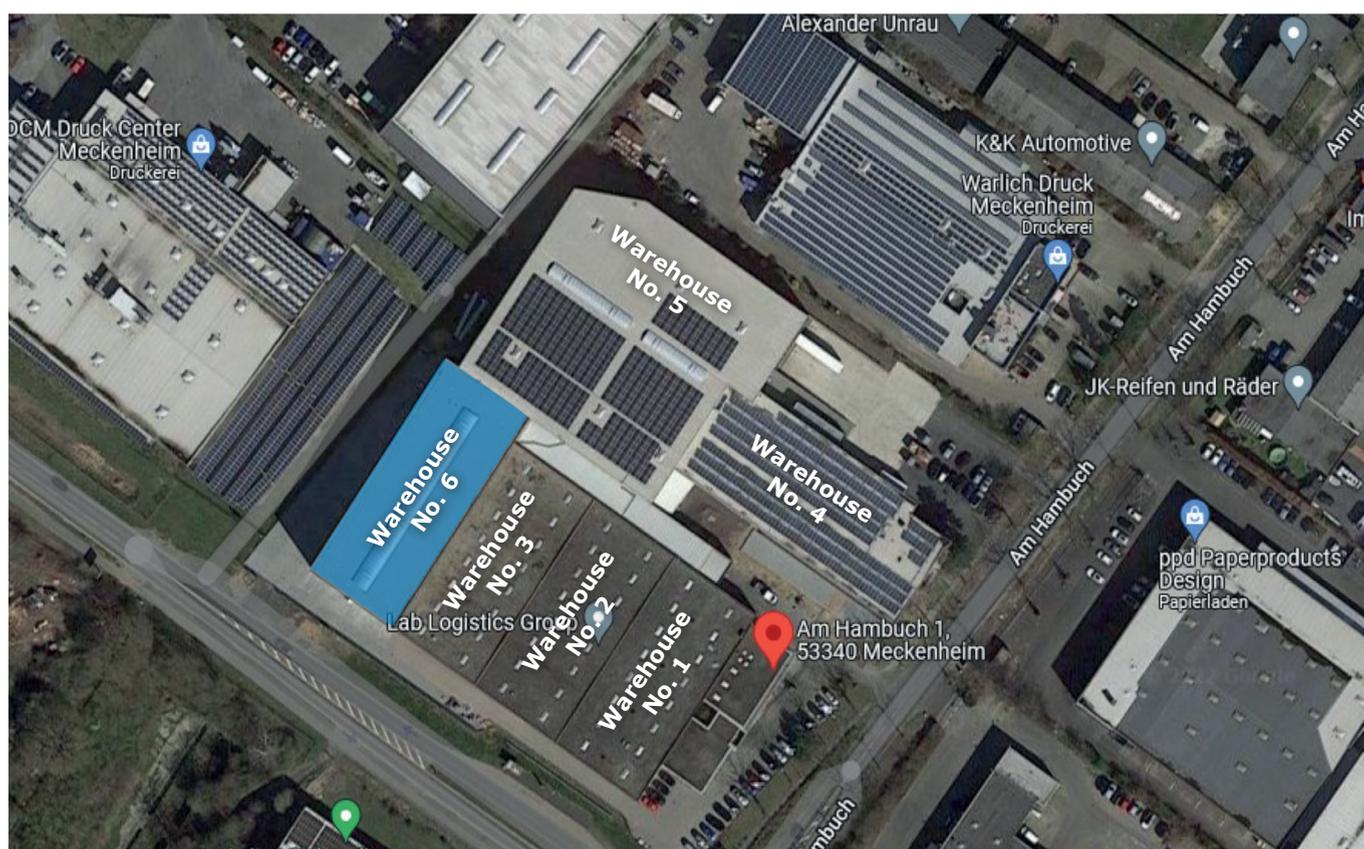
NEW WAREHOUSE NUMBER 6 IN OPERATION

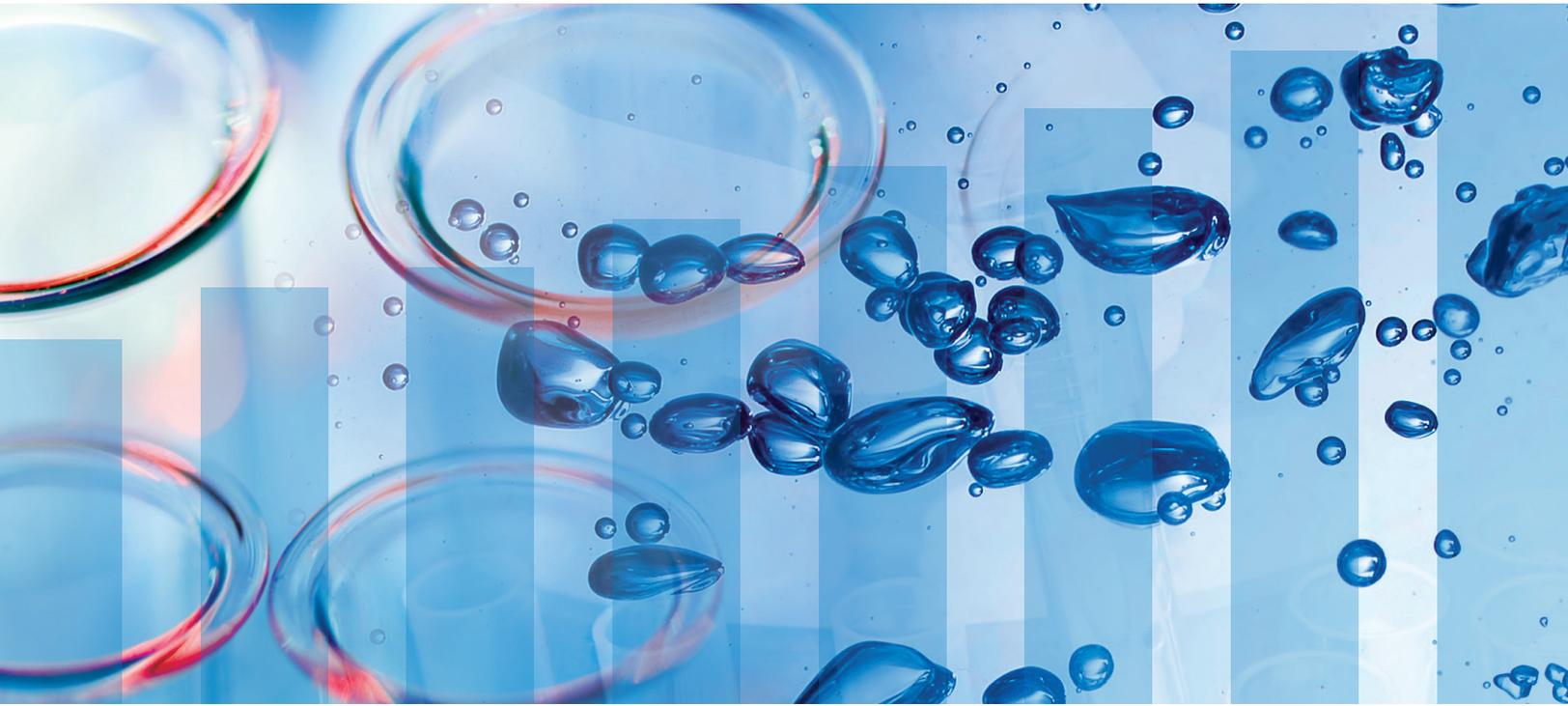
We are happy to announce that we were finally able to put warehouse number 6 into operation this summer with all the requirements such as fire protection and so on.

The new warehouse covers an additional 1500 m² of floor space and enables the logistics to be expanded by around 820 pallet picking places, 1000 shelf picking places and 100 pallet replenishment places.

The total built-up area of the building is now around 11,000 m².

We are particularly pleased that we were able to use the new hall for bulk purchases of cardboard packaging in the first few months of completion. We were thus able to cushion the enormous price increases and ensure security of supply in this area.



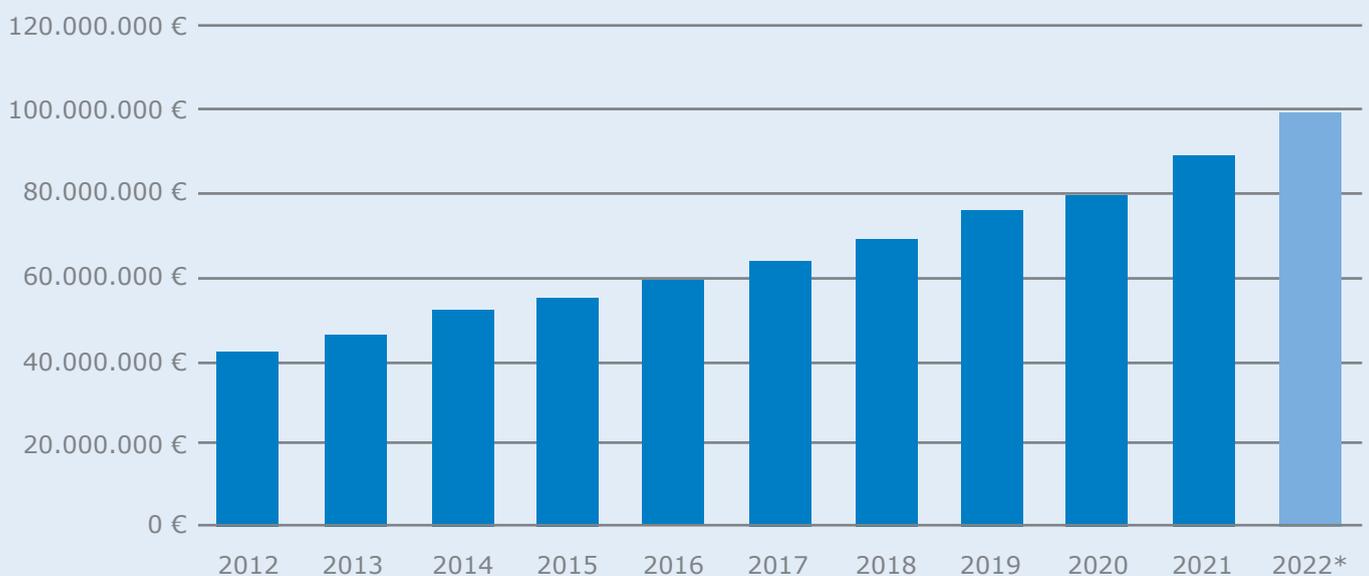


LLG FINANCE

LLG has continued its growth trend in 2022 and will again show double-digit sales increase percentagewise. As a result, we are expected to scratch the milestone of 100 mEUR. This is even more remarkable as the growth has come from within the existing shareholder base.

In the following graph you can see the continuous sales growth over the last 10 years.

LLG sales last 10 years



* Note: 2022 number according to latest Forecast.